OTOMOTİV
DİSTRİBÜTÖRLERİ
& MOBİLİTE DERNEĞİ

AUTOMOTIVE DISTRIBUTORS' AND MOBILITY ASSOCIATION

Press Release

December 4th, 2023

Hayri Erce, PhD
Executive Coordinator

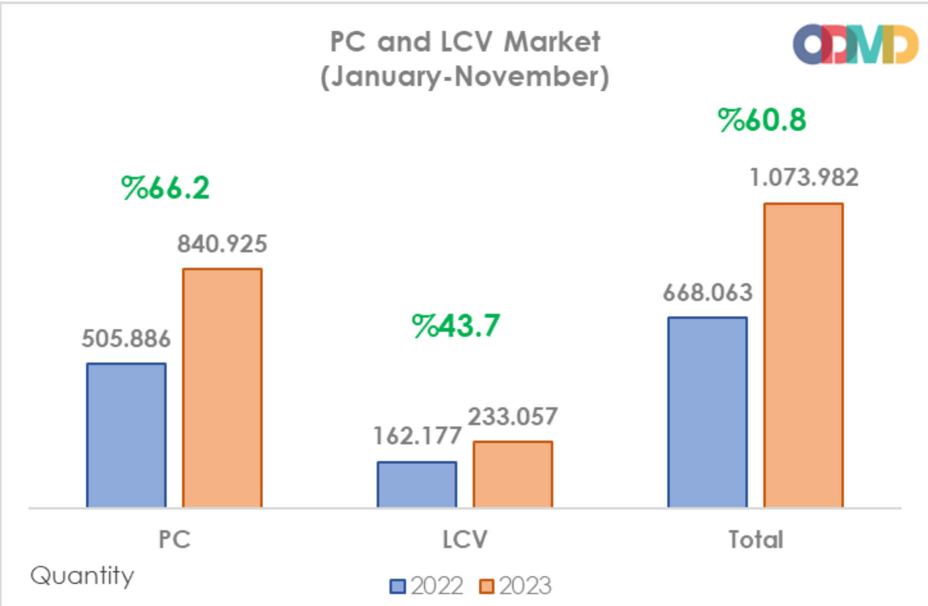
December 4th, 2023

Passenger Car and Light Commercial Vehicle Market

(November, January-November 2023)

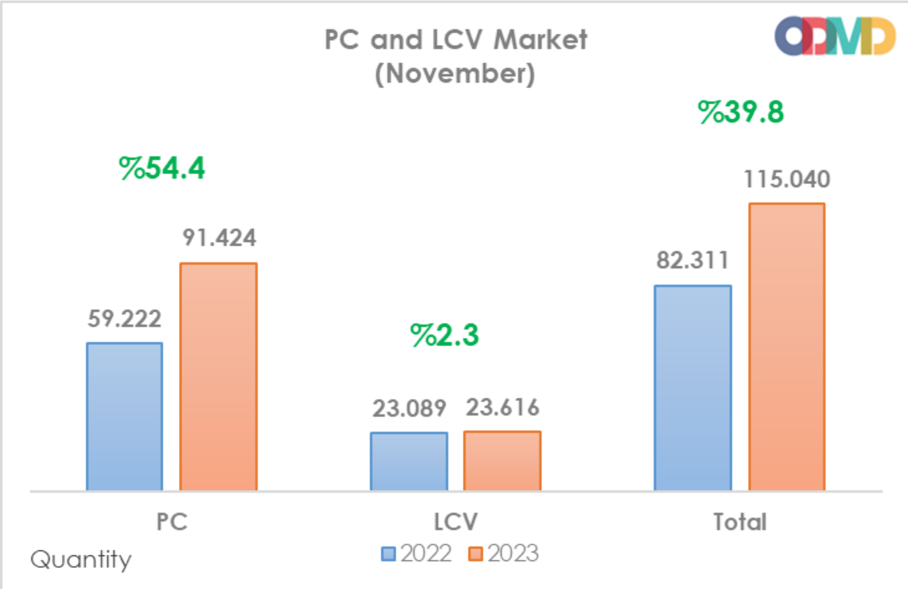
Passenger car and light commercial vehicle market increased by %60.8 in January-November 2023.

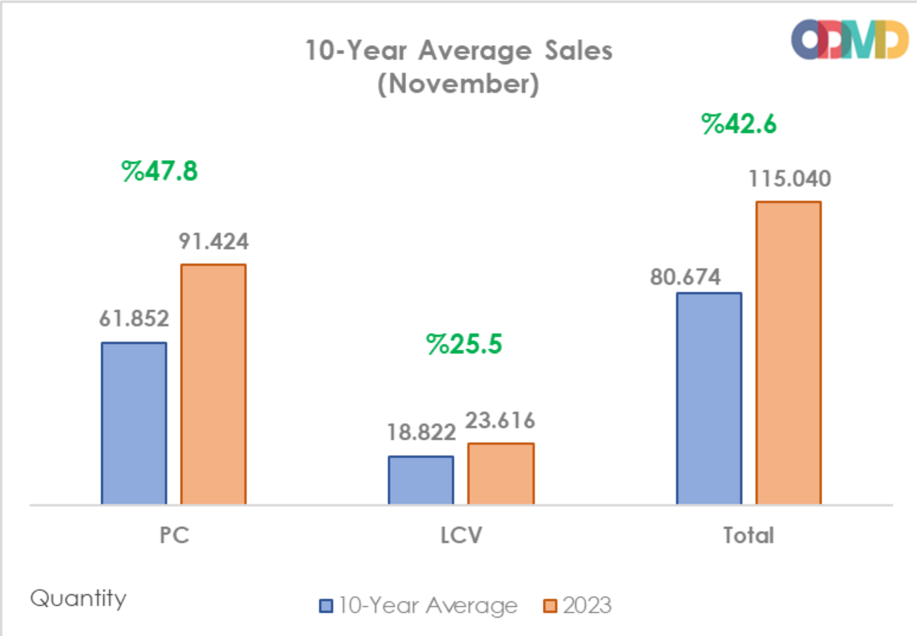
- Turkey's passenger car and light commercial vehicle total market increased by %60.8 compared to previous year, to 1,073,982 units.
- Passenger car sales went up by %66.2 in January-November 2023, compared to previous year, to 840,925 units while light commercial vehicle sales went up by %43.7 to 233,057 units.



Passenger car and light commercial vehicle market increased by %39.8, passenger car market increased by %54.4, and light commercial vehicle market increased by %2.3 in November 2023.

- Passenger car and light commercial vehicle market increased by %39.8 compared to November 2022, to 115,040 units.
- In November 2023, passenger car sales went up by %54.4 and were 91,424. Light commercial vehicle market increased by %2.3 and was 23,616 units.
- Passenger car and light commercial vehicle market, in comparison to the average 10-year November sales, showed an increase of %42.6.
- Passenger car market, in comparison to the average 10-year November sales, showed an increase of %47.8.
- Light commercial vehicle market, in comparison to the average 10-year November sales showed an increase of %25.5.





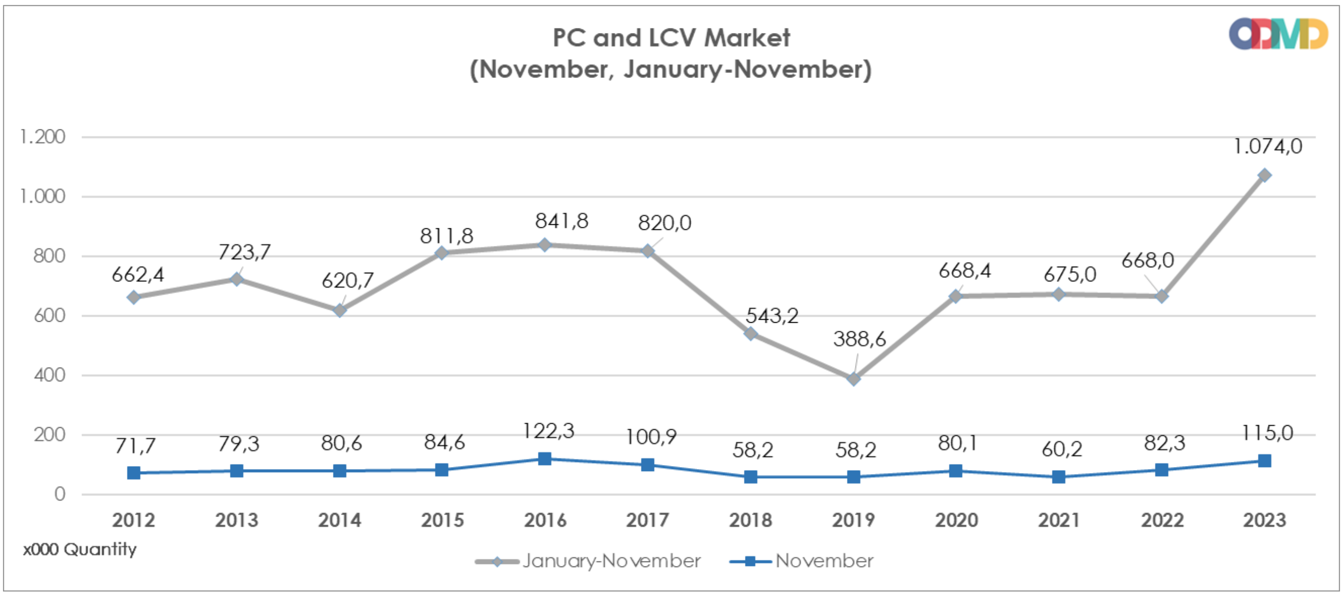


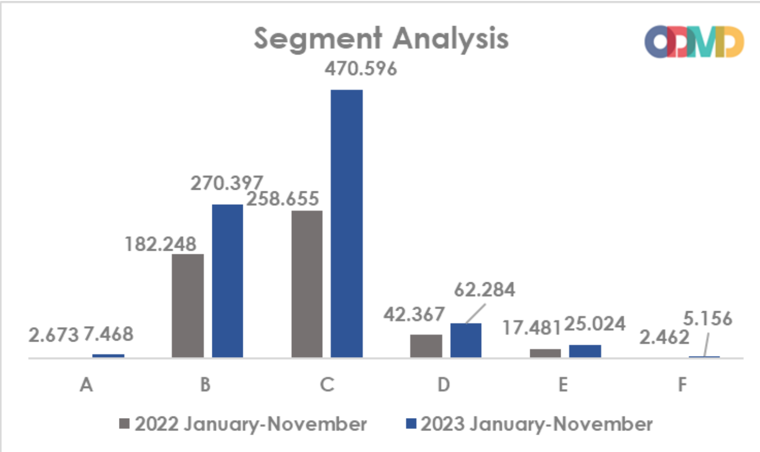
Table 1: PC and LCV Market, 10-Year Average Sales, Progress Graphic by Years
Table 2: PC Market, 10-Year Average Sales, Progress Graphic by Years
Table 3: LCV Market, 10-Year Average Sales, Progress Graphic by Years

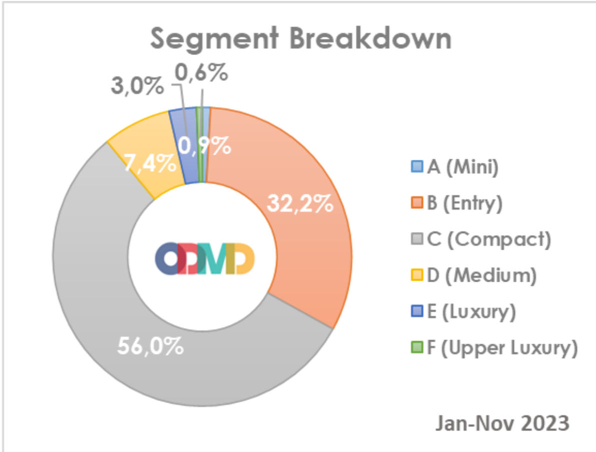
Passenger Car Market Analysis

(January-November 2023)

When evaluated according to segments;

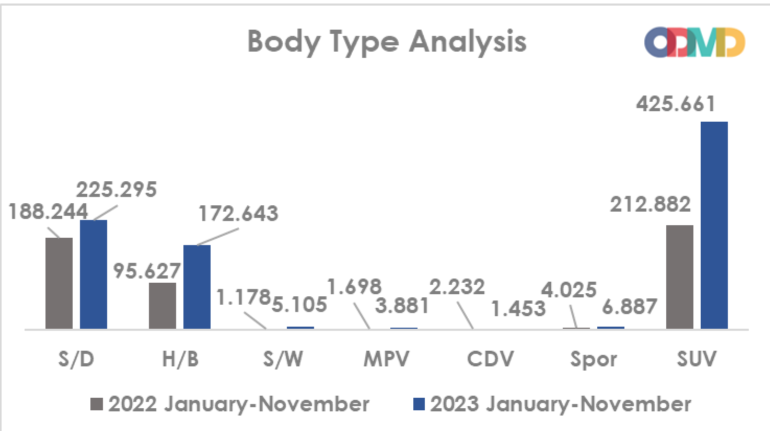
- %89 of the passenger car market segment consisted of the vehicles in the A, B and C segments.
- Segment C passenger cars took a share of %56 with a quantity of 470,596,
- Segment B passenger cars took a share of %32.2 with a quantity of 270,397.





When evaluated according to body type;

- Most preferred body type was SUV (%50.6, 425,661 units).
- Following SUV body are Sedan passenger cars with a share of %26.8 and a sales volume of 225,295 units.
- H/B with a share of %20.5 and total sales volume of 172,643 units.



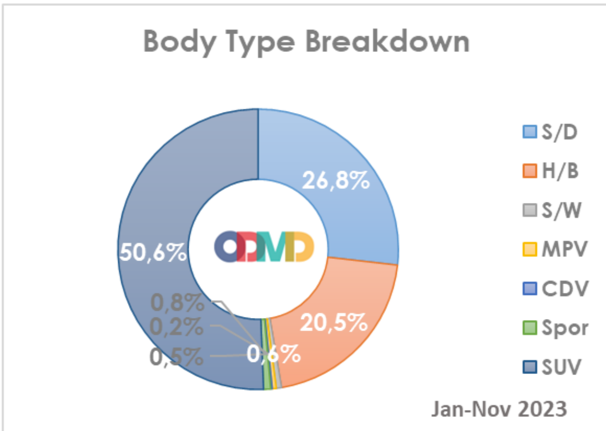
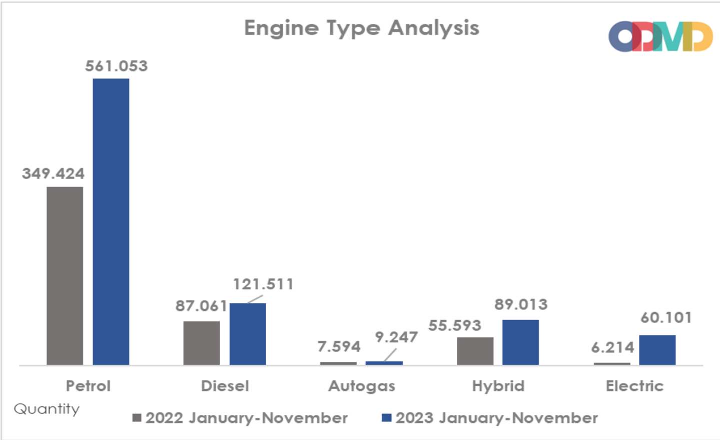
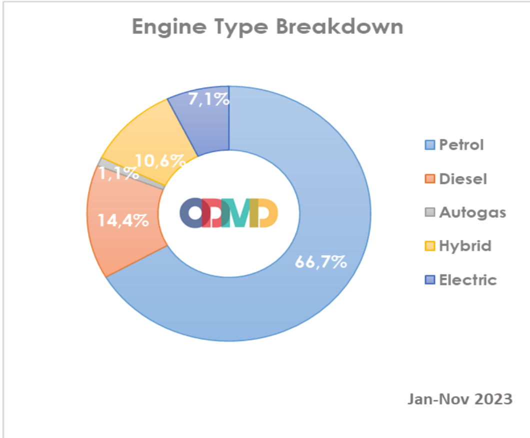


Table 4: Sales Volume, Share and Changes According to Segment and Body Type

When studied in terms of engine type;

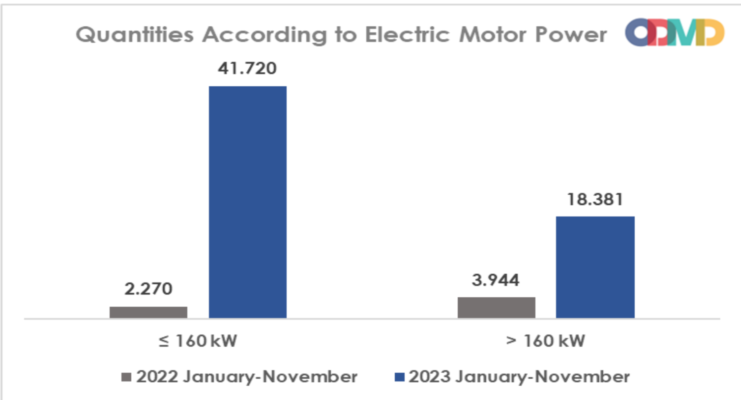
- Petrol car sales took a share of %66.7 (561,053 units),
- Diesel car sales took a share of %14.4 (121,511 units),
- Hybrid car sales took a share of %10.6 (89,013 units),
- Electric car sales took a share of %7.1 (60,101 units),
- Autogas car share was %1.1 (9,247 units).

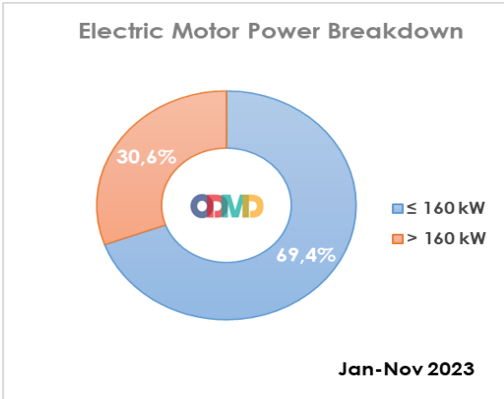




When studied in terms of electric motor power;

- Sales of electric cars under 160kW increased by %1737.9 with a share of %69.4,
- Sales of electric cars above 160kW increased by %366 with a share of %30.6.





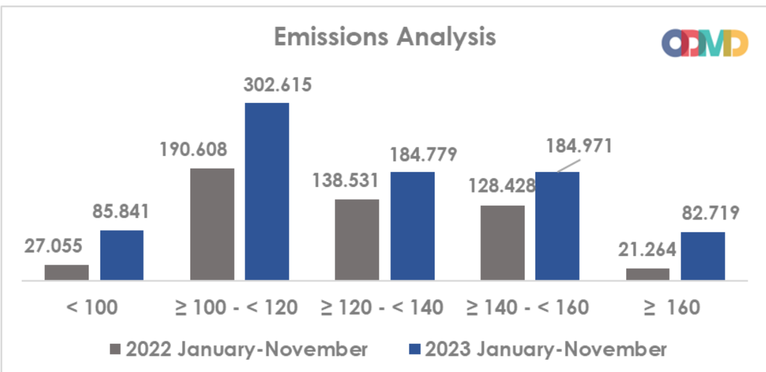
When studied in terms of engine volume;

- Sales of passenger cars under 1600cc increased by %55.6 with a share of %81.4,
- Sales of passenger cars between 1600-2000cc increased by %65.3 with a share of %0.7,
- Sales of passenger cars above 2000cc increased by %89.3 with a share of %0.3.

Table 5: Sales Volume, Share and Changes According to Engine Type
Table 6: Sales Volume, Share and Changes According to Engine Volume

When studied in terms of average emission values;

- Passenger cars between 100-120 gr/km had the share of %36 with a quantity of 302,615,
- Passenger cars between 140-160 gr/km had the share of %22 with a quantity of 184,971.



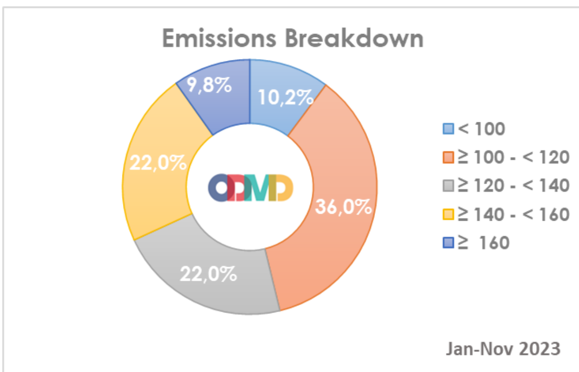
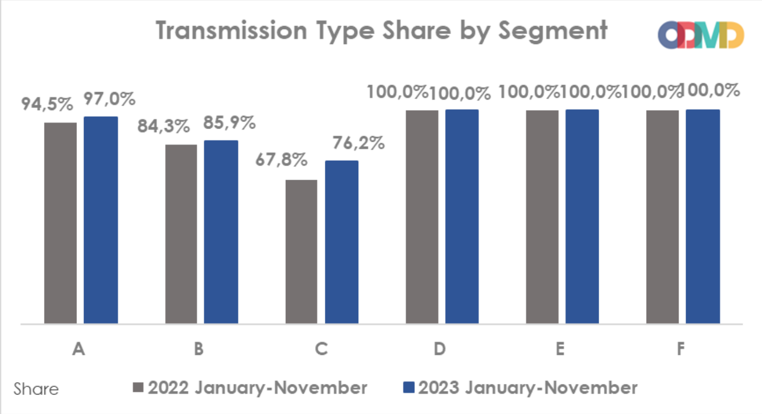


Table 7: Sales Volume, Share and Changes According to Emission Values

Automatic transmission passenger car sales reached a share of %82.1 with a quantity of 690,471 while manual transmission passenger car sales reached a share of %17.9 with a quantity of 150,454.



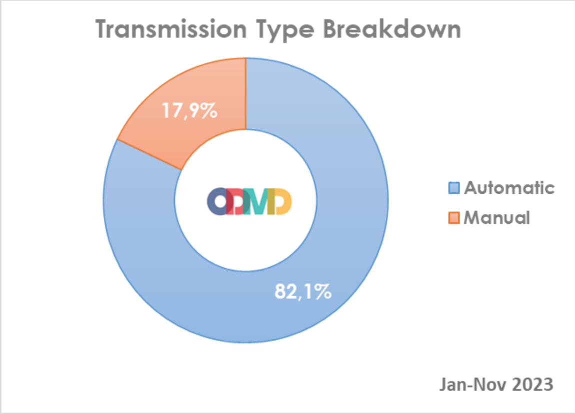


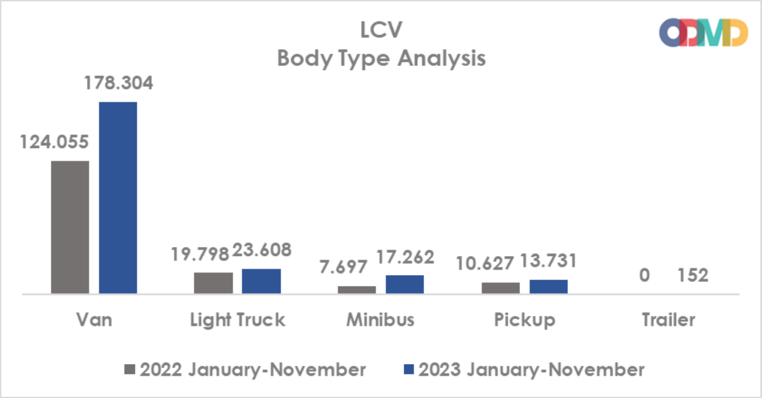
Table 8: Sales Volume, Share and Changes According to Automotic Transmission Type

Light Commercial Vehicle Market

(January-November 2023)

Light commercial vehicle market evaluated according to body type;

- Vans with a quantity of 178,304 units and a share of %76.5 had the highest sales volume.
- Light trucks followed vans with a share of %10.1 and 23,608 units.



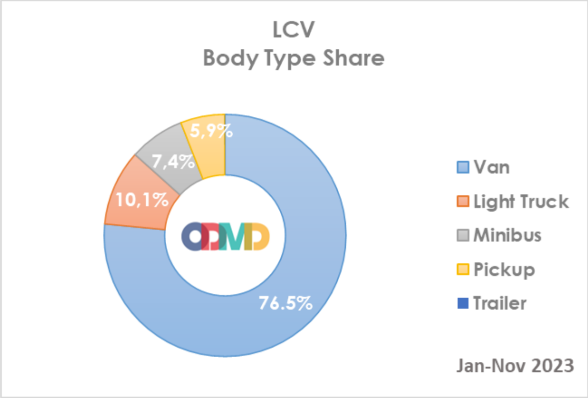
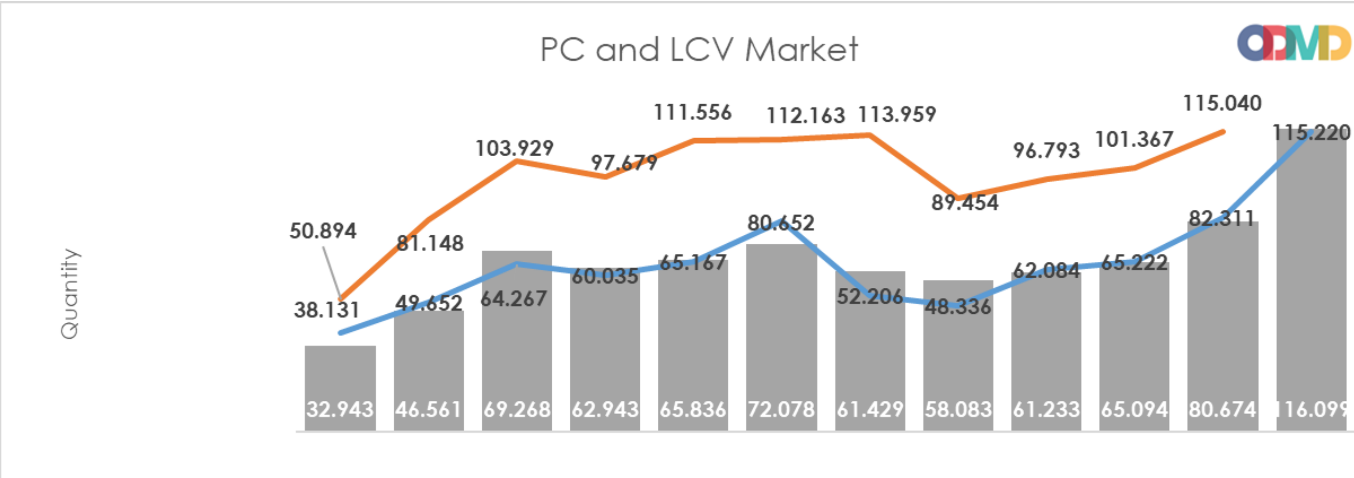


Table 10: Sales Volume, Share and Changes According to LCV Body Type

Appendix

Appendix

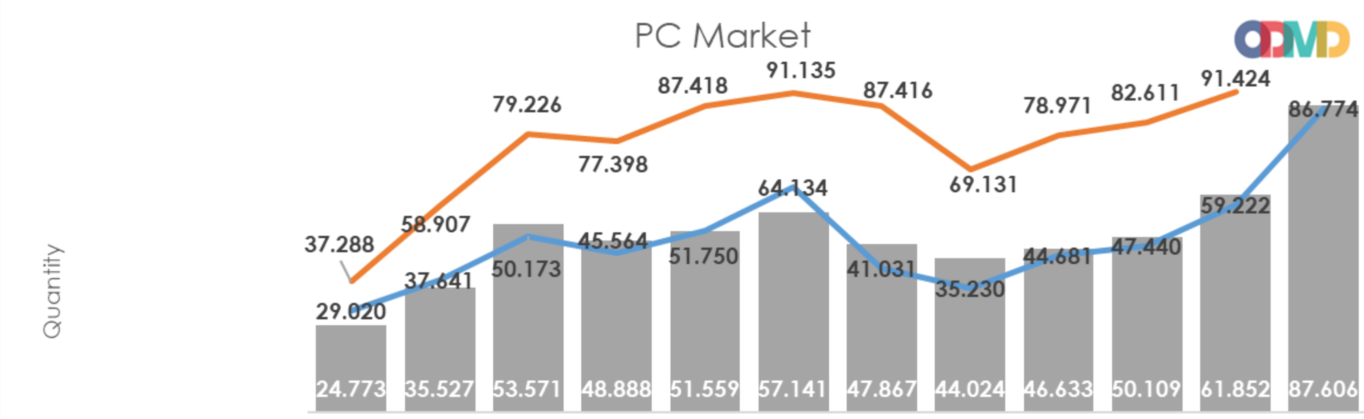
Table 1: PC and LCV Market, 10-Year Average Sales, Progress Graphic by Years



	Jan	Feb	Mar	Apr	June	Jun	Jul	Aug	Sep	Oct	Nov	Dec
10 Year Average	32.943	46.561	69.268	62.943	65.836	72.078	61.429	58.083	61.233	65.094	80.674	116.099
2022	38.131	49.652	64.267	60.035	65.167	80.652	52.206	48.336	62.084	65.222	82.311	115.220
2023	50.894	81.148	103.929	97.679	111.556	112.163	113.959	89.454	96.793	101.367	115.040	
23/22	33,5%	63,4%	61,7%	62,7%	71,2%	39,1%	118,3%	85,1%	55,9%	55,4%	39,8%	-100,0%
23/10 Year Average	54,5%	74,3%	50,0%	55,2%	69,4%	55,6%	85,5%	54,0%	58,1%	55,7%	42,6%	-100,0%

YEAR	January	February	March	April	June	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	20.095	31.172	51.769	54.946	59.377	60.896	61.345	61.764	63.814	73.404	73.962	148.369	**760.913**
2011	44.892	58.663	78.403	77.695	80.646	81.573	63.044	58.406	60.129	69.421	63.657	127.910	**864.439**
2012	29.545	41.324	64.884	62.949	70.863	71.067	62.304	58.148	69.629	59.938	71.710	115.400	**777.761**
2013	35.523	48.307	68.774	73.575	81.468	74.096	71.596	65.043	67.963	58.014	79.301	129.718	**853.378**
2014	32.670	35.021	47.581	53.305	58.121	60.163	59.907	60.199	66.531	66.573	80.621	146.989	**767.681**
2015	34.615	55.331	83.302	91.602	81.542	86.158	83.836	82.577	64.025	64.255	84.601	156.173	**968.017**
2016	32.713	52.825	82.948	84.887	93.904	91.540	58.533	71.556	67.593	83.000	122.309	141.912	**983.720**
2017	35.323	46.965	73.802	75.988	85.422	83.658	82.297	72.536	71.352	91.752	100.859	136.240	**956.194**
2018	35.076	47.009	76.345	71.126	72.755	51.037	52.734	34.346	23.028	21.571	58.204	77.706	**620.937**
2019	14.373	24.875	49.221	30.971	33.016	42.688	17.927	26.246	41.992	49.075	58.176	90.500	**479.060**
2020	27.273	47.122	50.008	26.457	32.235	70.973	87.401	61.533	90.619	94.733	80.141	104.293	**772.788**
2021	43.728	58.504	96.428	61.488	54.734	79.819	47.849	58.454	57.141	56.746	60.216	62.243	**737.350**
2022	38.131	49.652	64.267	60.035	65.167	80.652	52.206	48.336	62.084	65.222	82.311	115.220	**783.283**
2023	50.894	81.148	103.929	97.679	111.556	112.163	113.959	89.454	96.793	101.367	115.040		**1.073.982**
10 Year Av.	*32.943*	*46.561*	*69.268*	*62.943*	*65.836*	*72.078*	*61.429*	*58.083*	*61.233*	*65.094*	*80.674*	*116.099*	**792.241**
%	*54,5%*	*74,3%*	*50,0%*	*55,2%*	*69,4%*	*55,6%*	*85,5%*	*54,0%*	*58,1%*	*55,7%*	*42,6%*	*-100,0%*	

Table 2: PC Market, 10-Year Average Sales, Progress Graphic by Years

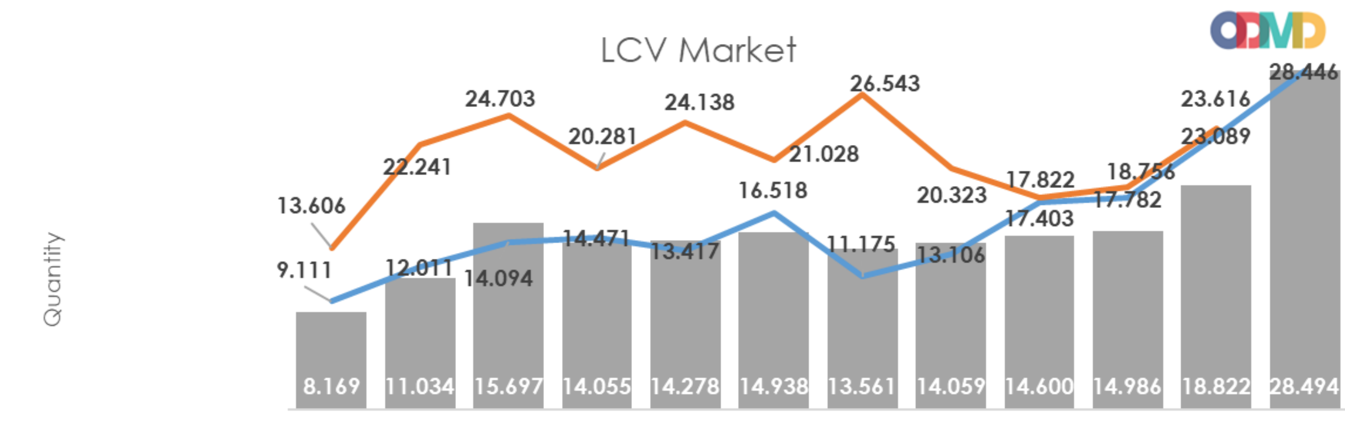


	Jan	Feb	Mar	Apr	June	Jun	Jul	Aug	Sep	Oct	Nov	Dec
10 Year Average	24.773	35.527	53.571	48.888	51.559	57.141	47.867	44.024	46.633	50.109	61.852	87.606
2022	29.020	37.641	50.173	45.564	51.750	64.134	41.031	35.230	44.681	47.440	59.222	86.774
2023	37.288	58.907	79.226	77.398	87.418	91.135	87.416	69.131	78.971	82.611	91.424	
23/22	28,5%	56,5%	57,9%	69,9%	68,9%	42,1%	113,0%	96,2%	76,7%	74,1%	54,4%	-100,0%
23/10 Year Average	50,5%	65,8%	47,9%	58,3%	69,6%	59,5%	82,6%	57,0%	69,3%	64,9%	47,8%	-100,0%

YEAR	January	February	March	April	June	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	12.594	20.651	33.958	36.549	40.467	42.086	41.399	42.222	42.477	47.859	50.061	99.461	**509.784**
2011	29.868	39.004	54.023	53.835	56.302	56.714	43.518	38.875	39.964	47.508	44.951	88.957	**593.519**
2012	21.077	29.189	47.270	45.645	50.460	50.849	44.531	41.236	49.360	43.440	52.297	80.926	**556.280**
2013	25.835	36.814	51.785	56.999	62.383	58.290	55.712	51.611	52.925	46.985	64.117	101.199	**664.655**
2014	24.368	27.167	37.812	42.769	46.379	47.278	46.602	45.131	49.262	50.814	59.695	110.054	**587.331**
2015	24.498	40.817	61.676	70.211	62.878	67.766	64.218	61.753	47.088	47.954	62.397	114.340	**725.596**
2016	23.358	40.588	63.975	65.618	73.832	71.111	45.566	53.977	51.340	63.746	95.783	108.044	**756.938**
2017	25.689	34.658	55.616	57.998	65.799	66.164	62.384	54.890	53.423	70.488	75.956	99.694	**722.759**
2018	26.611	35.901	59.798	55.108	57.227	41.225	42.024	26.976	17.595	16.809	46.204	60.843	**486.321**
2019	10.979	19.205	38.628	24.416	27.126	36.024	15.398	21.544	35.308	39.996	47.803	70.829	**387.256**
2020	22.016	37.727	39.887	21.825	25.073	57.067	69.427	44.372	71.296	76.341	64.357	80.721	**610.109**
2021	35.358	44.749	76.357	48.375	43.138	62.348	36.311	44.756	43.408	40.512	42.982	43.559	**561.853**
2022	29.020	37.641	50.173	45.564	51.750	64.134	41.031	35.230	44.681	47.440	59.222	86.774	**592.660**
2023	37.288	58.907	79.226	77.398	87.418	91.135	87.416	69.131	78.971	82.611	91.424		**840.925**
10 Year Av.	*24.773*	*35.527*	*53.571*	*48.888*	*51.559*	*57.141*	*47.867*	*44.024*	*46.633*	*50.109*	*61.852*	*87.606*	**609.548**
%	*50,5%*	*65,8%*	*47,9%*	*58,3%*	*69,6%*	*59,5%*	*82,6%*	*57,0%*	*69,3%*	*64,9%*	*47,8%*	*-100,0%*	

OTOMOTİV DİSTRİBÜTÖRLERİ & MOBİLİTE DERNEĞİ

Table 3: LCV Market, 10-Year Average Sales, Progress Graphic by Years



	Jan	Feb	Mar	Apr	June	Jun	Jul	Aug	Sep	Oct	Nov	Dec
10 Year Average	8.169	11.034	15.697	14.055	14.278	14.938	13.561	14.059	14.600	14.986	18.822	28.494
2022	9.111	12.011	14.094	14.471	13.417	16.518	11.175	13.106	17.403	17.782	23.089	28.446
2023	13.606	22.241	24.703	20.281	24.138	21.028	26.543	20.323	17.822	18.756	23.616	
23/22	49,3%	85,2%	75,3%	40,1%	79,9%	27,3%	137,5%	55,1%	2,4%	5,5%	2,3%	-100,0%
23/10 Year Average	66,6%	101,6%	57,4%	44,3%	69,1%	40,8%	95,7%	44,6%	22,1%	25,2%	25,5%	-100,0%

YEAR	January	February	March	April	June	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	7.501	10.521	17.811	18.397	18.910	18.810	19.946	19.542	21.337	25.545	23.901	48.908	**251.129**
2011	15.024	19.659	24.380	23.860	24.344	24.859	19.526	19.531	20.165	21.913	18.706	38.953	**270.920**
2012	8.468	12.135	17.614	17.304	20.403	20.218	17.773	16.912	20.269	16.498	19.413	34.474	**221.481**
2013	9.688	11.493	16.989	16.576	19.085	15.806	15.884	13.432	15.038	11.029	15.184	28.519	**188.723**
2014	8.302	7.854	9.769	10.536	11.742	12.885	13.305	15.068	17.269	15.759	20.926	36.935	**180.350**
2015	10.117	14.514	21.626	21.391	18.664	18.392	19.618	20.824	16.937	16.301	22.204	41.833	**242.421**
2016	9.355	12.237	18.973	19.269	20.072	20.429	12.967	17.579	16.253	19.254	26.526	33.868	**226.782**
2017	9.634	12.307	18.186	17.990	19.623	17.494	19.913	17.646	17.929	21.264	24.903	36.546	**233.435**
2018	8.465	11.108	16.547	16.018	15.528	9.812	10.710	7.370	5.433	4.762	12.000	16.863	**134.616**
2019	3.394	5.670	10.593	6.555	5.890	6.664	2.529	4.702	6.684	9.079	10.373	19.671	**91.804**
2020	5.257	9.395	10.121	4.632	7.162	13.906	17.974	17.161	19.323	18.392	15.784	23.572	**162.679**
2021	8.370	13.755	20.071	13.113	11.596	17.471	11.538	13.698	13.733	16.234	17.234	18.684	**175.497**
2022	9.111	12.011	14.094	14.471	13.417	16.518	11.175	13.106	17.403	17.782	23.089	28.446	**190.623**
2023	13.606	22.241	24.703	20.281	24.138	21.028	26.543	20.323	17.822	18.756	23.616		**233.057**
10 Year Av.	*8.169*	*11.034*	*15.697*	*14.055*	*14.278*	*14.938*	*13.561*	*14.059*	*14.600*	*14.986*	*18.822*	*28.494*	**182.693**
%	*66,6%*	*101,6%*	*57,4%*	*44,3%*	*69,1%*	*40,8%*	*95,7%*	*44,6%*	*22,1%*	*25,2%*	*25,5%*	*-100,0%*	

OTOMOTİV DİSTRİBÜTÖRLERİ & MOBİLİTE DERNEĞİ

November 2023 Data

Table 4: Sales Volume, Share and Changes According to Segment and Body Type

2023 November	1	2	3	4	5	6	7		
Segment	**S/D**	**H/B**	**S/W**	**MPV**	**CDV**	**Spor**	**SUV**	**Total**	**Share**
A (Mini)	0	490	0	0	0	9	240	**739**	*0,8%*
B (Entry)	1.419	13.519	0	0	48	5	12.708	**27.699**	*30,3%*
C (Compact)	18.569	4.681	452	139	4	321	29.112	**53.278**	*58,3%*
D (Medium)	2.191	26	363	0	0	117	4.221	**6.918**	*7,6%*
E (Luxury)	1.186	0	14	3	0	43	924	**2.170**	*2,4%*
F (Upper Luxury)	308	0	0	0	0	37	275	**620**	*0,7%*
Total	**23.673**	**18.716**	**829**	**142**	**52**	**532**	**47.480**	**91.424**	
Share	*25,9%*	*20,5%*	*0,9%*	*0,2%*	*0,1%*	*0,6%*	*51,9%*	***100,00***	

2022 November	1	2	3	4	5	6	7		
Segment	**S/D**	**H/B**	**S/W**	**MPV**	**CDV**	**Spor**	**SUV**	**Total**	**Share**
A (Mini)	0	410	0	0	0	0	0	**410**	*0,7%*
B (Entry)	2.937	7.305	0	1	183	9	9.632	**20.067**	*33,9%*
C (Compact)	15.231	1.762	55	442	0	322	13.030	**30.842**	*52,1%*
D (Medium)	2.385	164	75	0	0	71	2.545	**5.240**	*8,8%*
E (Luxury)	1.141	0	54	7	0	24	1.151	**2.377**	*4,0%*
F (Upper Luxury)	140	0	0	0	0	27	119	**286**	*0,5%*
Total	**21.834**	**9.641**	**184**	**450**	**183**	**453**	**26.477**	**59.222**	
Share	*36,9%*	*16,3%*	*0,3%*	*0,8%*	*0,3%*	*0,8%*	*44,7%*	***100,00***	

Change	1	2	3	4	5	6	7	
Segment	**S/D**	**H/B**	**S/W**	**MPV**	**CDV**	**Sport**	**SUV**	**Total**
A (Mini)		19,5%						80,2%
B (Entry)	-51,7%	85,1%		-100,0%	-73,8%	-44,4%	31,9%	38,0%
C (Compact)	21,9%	165,7%	721,8%	-68,6%		-0,3%	123,4%	72,7%
D (Medium)	-8,1%	-84,1%	384,0%			64,8%	65,9%	32,0%
E (Luxury)	3,9%		-74,1%			79,2%	-19,7%	-8,7%
F (Upper Luxury)	120,0%					37,0%	131,1%	116,8%
Total	**8,4%**	**94,1%**	**350,5%**	**-68,4%**	**-71,6%**	**17,4%**	**79,3%**	**54,4%**

S/D: Sedan, H/B: Hatcback, S/W: Station Wagon, MPV: Multi-Purpose Vehicle, CDV: Car Derived Van, SUV: Sport Utility Vehicle

Table 5: Sales Volume, Share and Changes According to Engine Type

ENGINE TYPE	2022 November Quantity	2022 November Share	2023 November Quantity	2023 November Share	Change
Petrol	36.524	61,7%	58.414	63,9%	59,9%
Diesel	12.368	20,9%	10.157	11,1%	-17,9%
Autogas	552	0,9%	1.009	1,1%	82,8%
Hybrid	8.503	14,4%	10.626	11,6%	25,0%
Hybrid	*2.141*	*3,6%*	*2.533*	*2,8%*	*18,3%*
Plug-in Hybrid	*128*	*0,2%*	*227*	*0,2%*	*77,3%*
Mild Hybrid	*6.234*	*10,5%*	*7.866*	*8,6%*	*26,2%*
Electric	1.275	2,2%	11.218	12,3%	779,8%
Pure Electric	*983*	*1,7%*	*10.591*	*11,6%*	*977,4%*
Extended Range	*292*	*0,5%*	*627*	*0,7%*	*114,7%*
Total	**59.222**	**100%**	**91.424**	**100%**	**54,4%**

Table 6: Sales Volume, Share and Changes According to Engine Volume

ENGINE VOLUME	ENGINE TYPE	2022 November Quantity	2022 November Share	2023 November Quantity	2023 November Share	Change
≤ 1600cc	B/D	49.051	82,8%	68.813	75,3%	40,3%
1601cc - ≤ 2000cc	B/D	305	0,5%	546	0,6%	79,0%
≥ 2001cc	B/D	88	0,1%	221	0,2%	151,1%
B/D Subtotal		**49.444**	**83,5%**	**69.580**	**76,1%**	**40,7%**
<=1600cc	HYBRID	4.876	8,2%	7.324	8,0%	50,2%
1601cc - <=1800cc (<=50KW)	HYBRID	0	0,0%	0	0,0%	
1601cc - <=1800cc (>50KW)	HYBRID	1.623	2,7%	1.815	2,0%	11,8%
1801cc - <=2000cc	HYBRID	1.884	3,2%	1.347	1,5%	-28,5%
2001cc - <=2500cc (<=100KW)	HYBRID	71	0,1%	19	0,0%	-73,2%
2001cc - <=2500cc (>100KW)	HYBRID	1	0,0%	44	0,0%	4300,0%
>2500cc	HYBRID	48	0,1%	77	0,1%	60,4%
Hybrid Subtotal		**8.503**	**14,4%**	**10.626**	**11,6%**	**25,0%**
≤ 160 kW	ELECTRIC	469	0,8%	9.367	10,2%	1897,2%
> 160 kW	ELECTRIC	806	1,4%	1.851	2,0%	129,7%
Electric Subtotal		**1.275**	**2,2%**	**11.218**	**12,3%**	**779,8%**
Total		**59.222**	**100,0%**	**91.424**	**100,0%**	**54,4%**

Table 7: Sales Volume, Share and Changes According to Emission Values

CO2 AVERAGE EMISSON VALUES (gr/km)	2022 November		2023 November		Change
	Quantity	Share	Quantity	Share	
< 100	2.770	4,7%	12.959	14,2%	368%
≥ 100 - < 120	24.548	41,5%	24.730	27,0%	1%
≥ 120 - < 140	15.860	26,8%	21.702	23,7%	37%
≥ 140 - < 160	13.457	22,7%	20.851	22,8%	55%
≥ 160	2.587	4,4%	11.182	12,2%	332%
Total	**59.222**	**100,0%**	**91.424**	**100,0%**	**54,4%**

Table 8: Sales Volume, Share and Changes According to Automotic Transmission Type

TRANSMISSION	2022 November		2023 November		Change
	Quantity	Share	Quantity	Share	
A (Mini)	365	89,0%	716	96,9%	96,2%
B (Entry)	17.517	87,3%	24.915	89,9%	42,2%
C (Compact)	22.567	73,2%	45.859	86,1%	103,2%
D (Medium)	5.240	100,0%	6.918	100,0%	32,0%
E (Luxury)	2.377	100,0%	2.170	100,0%	-8,7%
F (Upper Luxury)	286	100,0%	620	100,0%	116,8%
Total	**48.352**	**81,6%**	**81.198**	**88,8%**	**67,9%**

Table 9: Sales Volume, Share and Changes According to LCV Body Type

LCV BODY TYPE ANALYSIS	2022 November		2023 November		Change
	Quantity	Share	Quantity	Share	
Van	18.670	80,9%	15.976	67,6%	-14,4%
Light Truck	1.897	8,2%	3.503	14,8%	84,7%
Minibus	1.276	5,5%	1.470	6,2%	15,2%
Pickup	1.246	5,4%	2.646	11,2%	112,4%
Trailer	0	0,0%	21	0,1%	
Total	**23.089**	**100,0%**	**23.616**	**99,9%**	**2,3%**

OTOMOTİV DİSTRİBÜTÖRLERİ & MOBİLİTE DERNEĞİ

January-November 2023 Data

Table 4: Sales Volume, Share and Changes According to Segment and Body Type

2023 January-November	1	2	3	4	5	6	7		
Segment	**S/D**	**H/B**	**S/W**	**MPV**	**CDV**	**Spor**	**SUV**	**Total**	**Share**
A (Mini)	0	5.651	0	0	0	506	1.311	**7.468**	*0,9%*
B (Entry)	17.338	124.869	0	0	1.449	222	126.519	**270.397**	*32,2%*
C (Compact)	167.574	40.973	1.326	3.797	4	3.840	253.082	**470.596**	*56,0%*
D (Medium)	22.809	1.150	3.434	0	0	1.248	33.643	**62.284**	*7,4%*
E (Luxury)	15.348	0	343	84	0	435	8.814	**25.024**	*3,0%*
F (Upper Luxury)	2.226	0	2	0	0	636	2.292	**5.156**	*0,6%*
Total	**225.295**	**172.643**	**5.105**	**3.881**	**1.453**	**6.887**	**425.661**	**840.925**	
Share	*26,8%*	*20,5%*	*0,6%*	*0,5%*	*0,2%*	*0,8%*	*50,6%*	***100,00***	

2022 January-November	1	2	3	4	5	6	7		
Segment	**S/D**	**H/B**	**S/W**	**MPV**	**CDV**	**Spor**	**SUV**	**Total**	**Share**
A (Mini)	0	2.621	0	0	0	52	0	**2.673**	*0,5%*
B (Entry)	24.870	76.101	0	44	2.232	106	78.895	**182.248**	*36,0%*
C (Compact)	124.788	16.320	327	1.636	0	2.379	113.205	**258.655**	*51,1%*
D (Medium)	26.931	585	694	0	0	762	13.395	**42.367**	*8,4%*
E (Luxury)	10.443	0	157	18	0	337	6.526	**17.481**	*3,5%*
F (Upper Luxury)	1.212	0	0	0	0	389	861	**2.462**	*0,5%*
Total	**188.244**	**95.627**	**1.178**	**1.698**	**2.232**	**4.025**	**212.882**	**505.886**	
Share	*37,2%*	*18,9%*	*0,2%*	*0,3%*	*0,4%*	*0,8%*	*42,1%*	***100,00***	

Change	1	2	3	4	5	6	7	
Segment	**S/D**	**H/B**	**S/W**	**MPV**	**CDV**	**Sport**	**SUV**	**Total**
A (Mini)		115,6%				873,1%		179,4%
B (Entry)	-30,3%	64,1%		-100,0%	-35,1%	109,4%	60,4%	48,4%
C (Compact)	34,3%	151,1%	305,5%	132,1%		61,4%	123,6%	81,9%
D (Medium)	-15,3%	96,6%	394,8%			63,8%	151,2%	47,0%
E (Luxury)	47,0%		118,5%			29,1%	35,1%	43,1%
F (Upper Luxury)	83,7%					63,5%	166,2%	109,4%
Total	**19,7%**	**80,5%**	**333,4%**	**128,6%**	**-34,9%**	**71,1%**	**100,0%**	**66,2%**

S/D: Sedan, H/B: Hatcback, S/W: Station Wagon, MPV: Multi-Purpose Vehicle, CDV: Car Derived Van, SUV: Sport Utility Vehicle

Table 5: Sales Volume, Share and Changes According to Engine Type

ENGINE TYPE	2022 January-November		2023 January-November		Change
	Quantity	Share	Quantity	Share	
Petrol	349.424	69,1%	561.053	66,7%	60,6%
Diesel	87.061	17,2%	121.511	14,4%	39,6%
Autogas	7.594	1,5%	9.247	1,1%	21,8%
Hybrid	55.593	11,0%	89.013	10,6%	60,1%
Hybrid	*14.760*	*2,9%*	*22.756*	*2,7%*	*54,2%*
Plug-in Hybrid	*828*	*0,2%*	*2.208*	*0,3%*	*166,7%*
Mild Hybrid	*40.005*	*7,9%*	*64.049*	*7,6%*	*60,1%*
Electric	6.214	1,2%	60.101	7,1%	867,2%
Pure Electric	*5.922*	*1,2%*	*54.273*	*6,5%*	*816,5%*
Extended Range	*292*	*0,1%*	*5.828*	*0,7%*	*1895,9%*
Total	**505.886**	**100%**	**840.925**	**100%**	**66,2%**

Table 6: Sales Volume, Share and Changes According to Engine Volume

ENGINE VOLUME	ENGINE TYPE	2022 January-November		2023 January-November		Change
		Quantity	Share	Quantity	Share	
≤ 1600cc	B/D	439.595	86,9%	684.127	81,4%	55,6%
1601cc - ≤ 2000cc	B/D	3.351	0,7%	5.539	0,7%	65,3%
≥ 2001cc	B/D	1.133	0,2%	2.145	0,3%	89,3%
B/D Subtotal		**444.079**	**87,8%**	**691.811**	**82,3%**	**55,8%**
<=1600cc	HYBRID	35.763	7,1%	56.872	6,8%	59,0%
1601cc - <=1800cc (<=50KW)	HYBRID	0	0,0%	0	0,0%	
1601cc - <=1800cc (>50KW)	HYBRID	9.346	1,8%	15.426	1,8%	65,1%
1801cc - <=2000cc	HYBRID	9.861	1,9%	15.389	1,8%	56,1%
2001cc - <=2500cc (<=100KW)	HYBRID	312	0,1%	251	0,0%	-19,6%
2001cc - <=2500cc (>100KW)	HYBRID	26	0,0%	384	0,0%	1376,9%
>2500cc	HYBRID	285	0,1%	691	0,1%	142,5%
Hybrid Subtotal		**55.593**	**11,0%**	**89.013**	**10,6%**	**60,1%**
≤ 160 kW	ELECTRIC	2.270	0,4%	41.720	5,0%	1737,9%
> 160 kW	ELECTRIC	3.944	0,8%	18.381	2,2%	366,0%
Electric Subtotal		**6.214**	**1,2%**	**60.101**	**7,1%**	**867,2%**
Total		**505.886**	**100,0%**	**840.925**	**100,0%**	**66,2%**

OTOMOTİV DİSTRİBÜTÖRLERİ & MOBİLİTE DERNEĞİ

Table 7: Sales Volume, Share and Changes According to Emission Values

CO2 AVERAGE EMISSON VALUES (gr/km)	2022 January-November		2023 January-November		Change
	Quantity	Share	Quantity	Share	
< 100	27.055	127,2%	85.841	103,8%	217,3%
≥ 100 - < 120	190.608	896,4%	302.615	365,8%	58,8%
≥ 120 - < 140	138.531	651,5%	184.779	223,4%	33,4%
≥ 140 - < 160	128.428	604,0%	184.971	223,6%	44,0%
≥ 160	21.264	100,0%	82.719	100,0%	289,0%
Total	**505.886**	**2379,1%**	**840.925**	**1016,6%**	**66,2%**

Table 8: Sales Volume, Share and Changes According to Automotic Transmission Type

TRANSMISSION	2022 January-November		2023 January-November		Change
	Quantity	Share	Quantity	Share	
A (Mini)	2.162	95,5%	6.527	97,0%	201,9%
B (Entry)	136.065	83,9%	207.093	85,4%	52,2%
C (Compact)	152.772	67,1%	312.897	74,9%	104,8%
D (Medium)	37.127	100,0%	55.366	100,0%	49,1%
E (Luxury)	15.104	100,0%	22.854	100,0%	51,3%
F (Upper Luxury)	2.176	100,0%	4.536	100,0%	108,5%
Total	**345.406**	**77,3%**	**609.273**	**81,3%**	**76,4%**

Table 9: Sales Volume, Share and Changes According to LCV Body Type

LCV BODY TYPE ANALYSIS	2022 January-November		2023 January-November		Change
	Quantity	Share	Quantity	Share	
Van	124.055	76,5%	178.304	76,5%	43,7%
Light Truck	19.798	12,2%	23.608	10,1%	19,2%
Minibus	7.697	4,7%	17.262	7,4%	124,3%
Pickup	10.627	6,6%	13.731	5,9%	29,2%
Trailer	0	0,0%	152	0,1%	
Total	**162.177**	**100,0%**	**233.057**	**99,9%**	**43,7%**

RETAIL SALES (LOCAL/IMPORT): NOVEMBER 2023

MAKE	PASSENGER CARS			LCV			TOTAL		
	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL
ALFA ROMEO		124	124			0	0	124	124
ASTON MARTIN		1	1			0	0	1	1
AUDI		1.721	1.721			0	0	1.721	1.721
BENTLEY		1	1			0	0	1	1
BMW		2.129	2.129			0	0	2.129	2.129
BYD		552	552			0	0	552	552
CHERY		4.291	4.291			0	0	4.291	4.291
CITROEN		4.256	4.256		1.387	1.387	0	5.643	5.643
CUPRA		872	872			0	0	872	872
DACIA		2.358	2.358			0	0	2.358	2.358
DS		100	100			0	0	100	100
FERRARI		2	2			0	0	2	2
FIAT	8.546	35	8.581	5.443	1.981	7.424	13.989	2.016	16.005
FORD	1	3.459	3.460	3.765	208	3.973	3.766	3.667	7.433
HONDA		2.108	2.108			0	0	2.108	2.108
HONGQI		3	3			0	0	3	3
HYUNDAI	3.892	1.481	5.373		422	422	3.892	1.903	5.795
ISUZU			0	51	42	93	51	42	93
IVECO			0		318	318	0	318	318
JAGUAR		15	15			0	0	15	15
JEEP		531	531			0	0	531	531
KARSAN			0	10		10	10	0	10
KIA		1.562	1.562		425	425	0	1.987	1.987
LAMBORGHINI		3	3			0	0	3	3
LAND ROVER		260	260		55	55	0	315	315
LEAPMOTOR		45	45			0	0	45	45
LEXUS		52	52			0	0	52	52
MASERATI		16	16			0	0	16	16
MAXUS			0		78	78	0	78	78
MAZDA			0			0	0	0	0
MERCEDES-BENZ		2.762	2.762		1.023	1.023	0	3.785	3.785
MG		2.007	2.007			0	0	2.007	2.007
MINI		303	303			0	0	303	303
MITSUBISHI		2	2		0	0	0	2	2
NISSAN		3.388	3.388		0	0	0	3.388	3.388
OPEL		4.890	4.890		1.383	1.383	0	6.273	6.273
PEUGEOT		4.252	4.252		2.108	2.108	0	6.360	6.360
PORSCHE		66	66			0	0	66	66
RENAULT	9.475	1.996	11.471		1.499	1.499	9.475	3.495	12.970
SEAT		1.180	1.180			0	0	1.180	1.180
SERES		0	0			0	0	0	0
SKODA		3.151	3.151			0	0	3.151	3.151
SKYWELL		500	500			0	0	500	500
SMART			0			0	0	0	0
SSANGYONG		229	229		61	61	0	290	290
SUBARU		85	85			0	0	85	85
SUZUKI		470	470			0	0	470	470
TESLA		900	900			0	0	900	900
TOGG	4.401		4.401			0	4.401	0	4.401
TOYOTA	3.774	1.297	5.071		2.194	2.194	3.774	3.491	7.265
VOLKSWAGEN		6.699	6.699		1.163	1.163	0	7.862	7.862
VOLVO		1.181	1.181			0	0	1.181	1.181
TOPLAM:	**30.089**	**61.335**	**91.424**	**9.269**	**14.347**	**23.616**	**39.358**	**75.682**	**115.040**

*Data regarding Tesla has been determined as an estimate in the light of public statements.

RETAIL SALES (LOCAL/IMPORT): 2023

MAKE	PASSENGER CARS			LCV			TOTAL		
	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL
ALFA ROMEO	0	2.042	2.042	0	0	0	0	2.042	2.042
ASTON MARTIN	0	21	21	0	0	0	0	21	21
AUDI	0	19.473	19.473	0	0	0	0	19.473	19.473
BENTLEY	0	32	32	0	0	0	0	32	32
BMW	0	20.133	20.133	0	0	0	0	20.133	20.133
BYD	0	552	552	0	0	0	0	552	552
CHERY	0	35.331	35.331	0	0	0	0	35.331	35.331
CITROEN	0	39.265	39.265	0	16.366	16.366	0	55.631	55.631
CUPRA	0	8.499	8.499	0	0	0	0	8.499	8.499
DACIA	0	37.202	37.202	0	0	0	0	37.202	37.202
DS	0	3.273	3.273	0	0	0	0	3.273	3.273
FERRARI	0	23	23	0	0	0	0	23	23
FIAT	113.706	1.160	114.866	46.131	13.210	59.341	159.837	14.370	174.207
FORD	1.334	25.287	26.621	62.163	1.597	63.760	63.497	26.884	90.381
HONDA	0	18.154	18.154	0	0	0	0	18.154	18.154
HONQI	0	18	18	0	0	0	0	18	18
HYUNDAI	35.467	11.532	46.999	0	5.189	5.189	35.467	16.721	52.188
ISUZU	0	0	0	614	1.404	2.018	614	1.404	2.018
IVECO	0	0	0	0	2.523	2.523	0	2.523	2.523
JAGUAR	0	109	109	0	0	0	0	109	109
JEEP	0	3.185	3.185	0	0	0	0	3.185	3.185
KARSAN	0	0	0	270	0	270	270	0	270
KIA	0	17.772	17.772	0	2.106	2.106	0	19.878	19.878
LAMBORGHINI	0	16	16	0	0	0	0	16	16
LAND ROVER	0	2.171	2.171	0	645	645	0	2.816	2.816
LEAPMOTOR	0	355	355	0	0	0	0	355	355
LEXUS	0	445	445	0	0	0	0	445	445
MASERATI	0	496	496	0	0	0	0	496	496
MAXUS	0	0	0	0	78	78	0	78	78
MAZDA	0	203	203	0	0	0	0	203	203
MERCEDES-BENZ	0	21.447	21.447	0	7.740	7.740	0	29.187	29.187
MG	0	11.874	11.874	0	0	0	0	11.874	11.874
MINI	0	2.327	2.327	0	0	0	0	2.327	2.327
MITSUBISHI	0	205	205	0	162	162	0	367	367
NISSAN	0	17.263	17.263	0	0	0	0	17.263	17.263
OPEL	0	54.037	54.037	0	11.418	11.418	0	65.455	65.455
PEUGEOT	0	52.286	52.286	0	17.916	17.916	0	70.202	70.202
PORSCHE	0	1.042	1.042	0	0	0	0	1.042	1.042
RENAULT	78.927	20.357	99.284	0	16.074	16.074	78.927	36.431	115.358
SEAT	0	8.893	8.893	0	0	0	0	8.893	8.893
SERES	0	289	289	0	0	0	0	289	289
SKODA	0	30.557	30.557	0	0	0	0	30.557	30.557
SKYWELL	0	2.541	2.541	0	0	0	0	2.541	2.541
SMART	0	0	0	0	0	0	0	0	0
SSANGYONG	0	804	804	0	933	933	0	1.737	1.737
SUBARU	0	888	888	0	0	0	0	888	888
SUZUKI	0	4.514	4.514	0	0	0	0	4.514	4.514
TESLA	0	11.600	11.600	0	0	0	0	11.600	11.600
TOGG	13.572	0	13.572	0	0	0	13.572	0	13.572
TOYOTA	26.574	10.832	37.406	0	11.806	11.806	26.574	22.638	49.212
VOLKSWAGEN	0	62.712	62.712	0	14.712	14.712	0	77.424	77.424
VOLVO	0	10.128	10.128	0	0	0	0	10.128	10.128
TOPLAM:	**269.580**	**571.345**	**840.925**	**109.178**	**123.879**	**233.057**	**378.758**	**695.224**	**1.073.982**

*Data regarding Tesla has been determined as an estimate in the light of public statements.

About ODMD

Founded in 1987, Automotive Distributors' and Mobility Association (ODMD), with a vision to ensure the development and sustainability of the automotive industry, is an industrial association representing the 28 member companies with their 50 international automotive brands as of 2023. Considering the change and transformation in the automotive sector and with the vision of a new era in the global automotive industry, as of December 2022, our association continues its activities under its new name, Automotive Distributors and Mobility Association.

In line with its basic mission, it is an organization that works to represent the members in every segment, meet the needs of the sector with their activities, find solutions to their problems, create public opinion by accurately and reliably evaluating and sharing industrial information, and directly contribute to the formation of legislation related to the sector.

Gathering 46 brands operating in the automotive industry under its roof, ODMD as a specialized company in the automotive industry works to take an active role in the organization of automotive fairs, to spread the use of vehicles throughout the country, to form an opinion in order to raise all kinds of infrastructure in the field of marketing-sales and after-sales services, and to improve the quality of service to EU norms, to carry out training activities for the members of the automotive industry in cooperation with other stakeholders in order to increase its efficiency in the public, to inform its members, the press and the public with detailed monthly sales data and reports prepared for the automotive industry, to shed light on the future of the sector through academic studies and to contribute to the development of the sector.

ODMD Members:

ODMD Contact:

Müge Çınarlı Söyler
Marketing, Data Management and PR Manager
mugecsoyler@odmd.org.tr

Nurcan Güler
Marketing and Data Analysis Manager
nurcanguler@odmd.org.tr

Melda Uytun
Marketing and Communications Manager
meldauytun@odmd.org.tr