

AUTOMOTIVE DISTRIBUTORS' AND MOBILITY ASSOCIATION

Press Release

January 6th, 2025

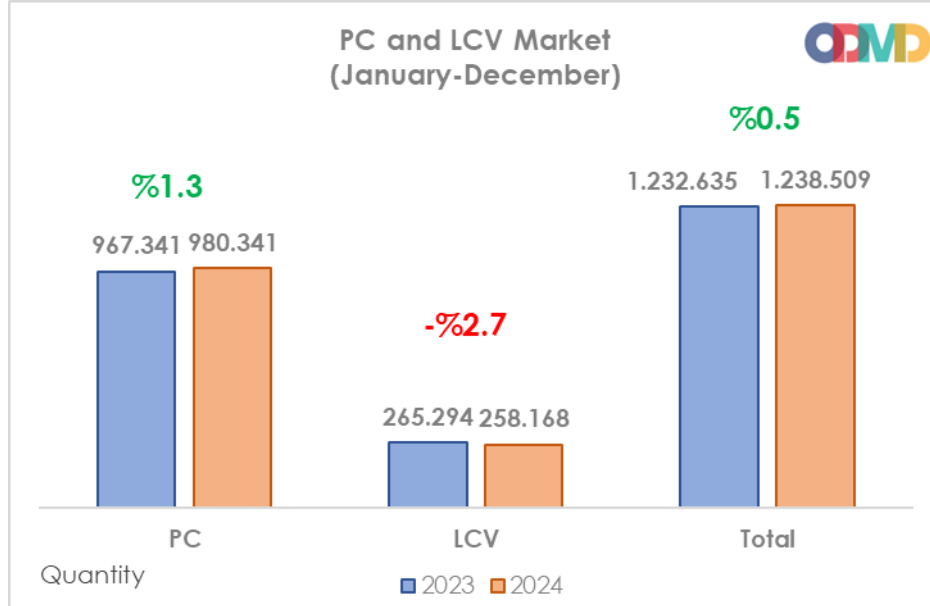
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Executive Coordinator



Passenger Car and Light Commercial Vehicle Market (December, January-December 2024)

Passenger car and light commercial vehicle market increased by %0.5 in January-December 2024.

- Turkey's passenger car and light commercial vehicle total market increased by %0.5 compared to previous year, to 1,238,509 units.
- Passenger car sales went up by %1.3 in January-December 2024, compared to previous year, to 980,341 units while light commercial vehicle sales went down by %2.7 to 258,168 units.



Passenger car and light commercial vehicle market increased by %7.3, passenger car market increased by %6.6, and light commercial vehicle market increased by %9.9 in December 2024.

- Passenger car and light commercial vehicle market increased by %7.3 compared to December 2023, to 170,249 units.
- In December 2024, passenger car sales went up by %6.6 and were 134,811. Light commercial vehicle market increased by %9.9 and was 35,438 units.
- Passenger car and light commercial vehicle market, in comparison to the average 10-year December sales, showed an increase of %43.1.
- Passenger car market, in comparison to the average 10-year December sales, showed an increase of %49.6.
- Light commercial vehicle market, in comparison to the average 10-year December sales showed an increase of %22.8.

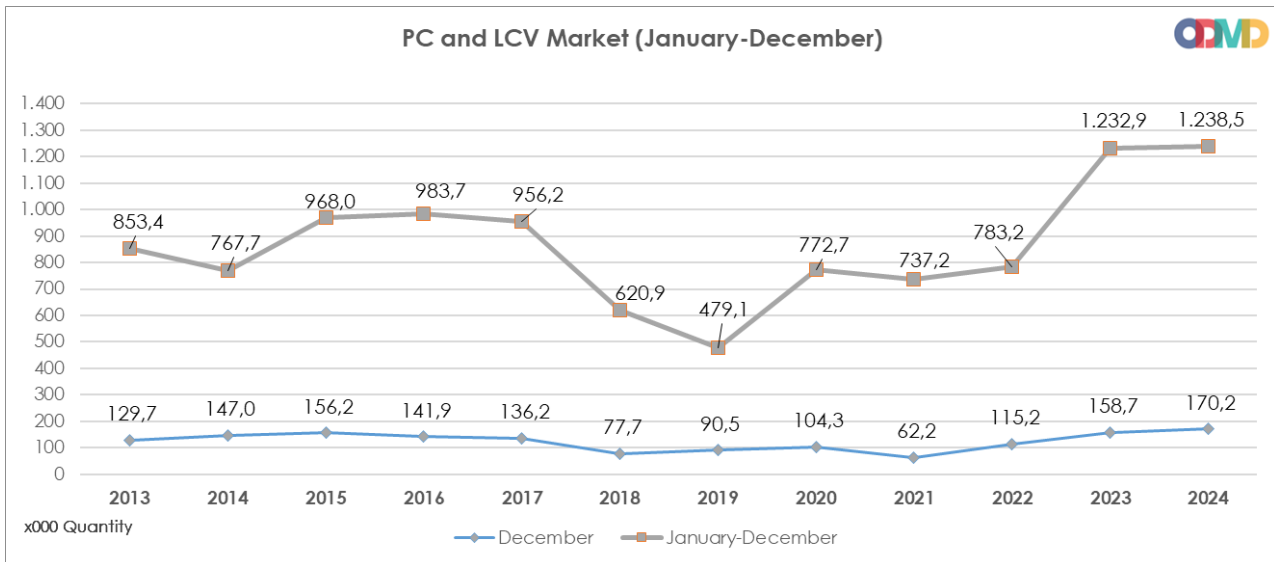
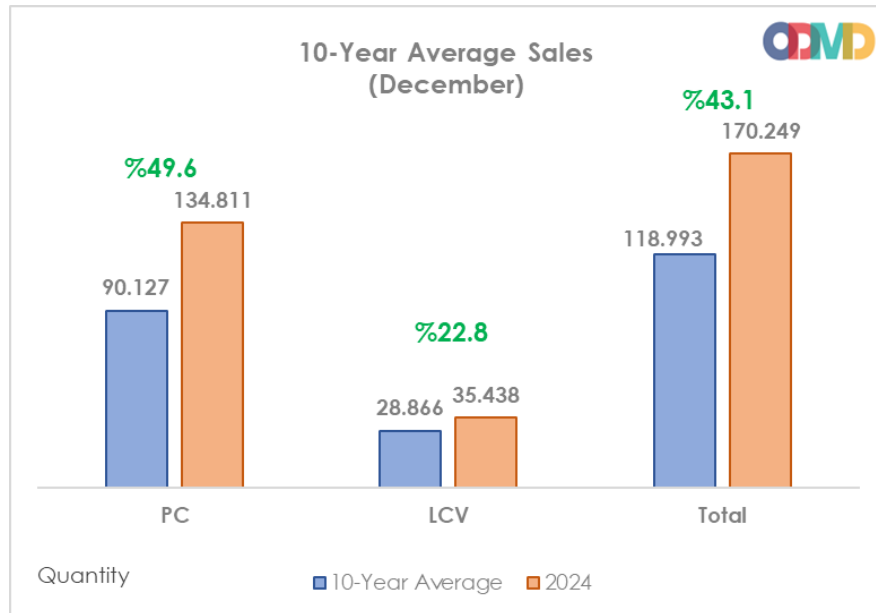
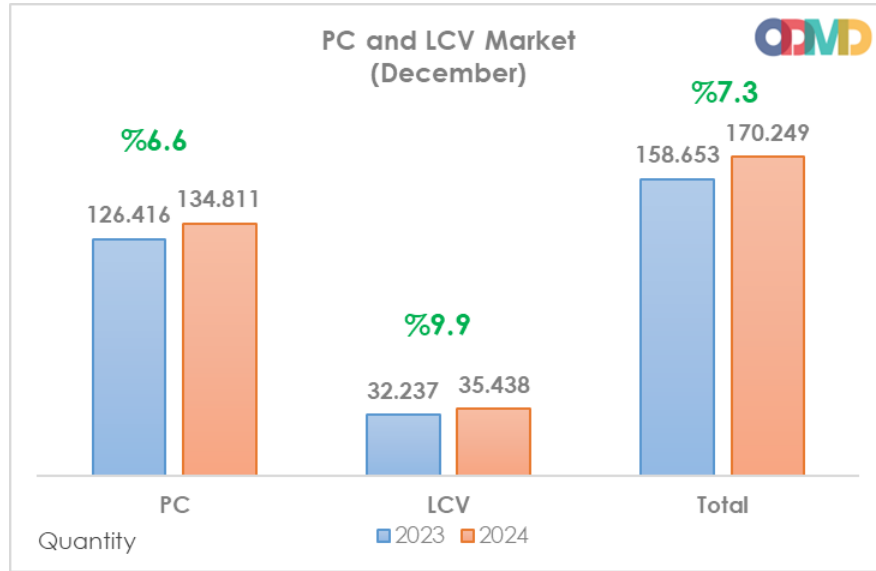


Table 1: PC and LCV Market, 10-Year Average Sales, Progress Graphic by Years

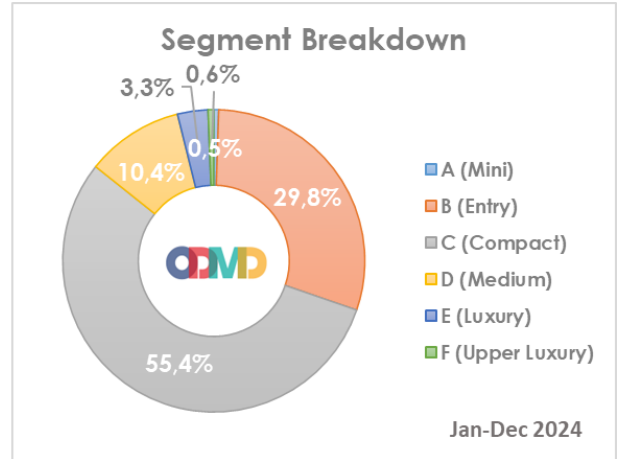
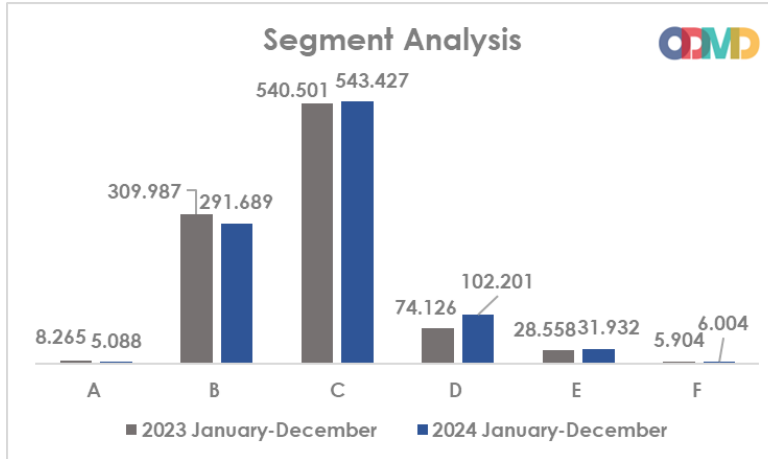
Table 2: PC Market, 10-Year Average Sales, Progress Graphic by Years

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

Passenger Car Market Analysis (January-December 2024)

When evaluated according to segments;

- %85.7 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 %55.4 with a quantity of 543,427,
- Segment B passenger cars took a share of %29.8 with a quantity of 291,689.



When evaluated according to body type;

- Most preferred body type was SUV (%56.8, 556,548 units).
- Following SUV body are Sedan passenger cars with a share of %25.4 and a sales volume of 248,902 units.
- H/B with a share of %16.8 and total sales volume of 164,443 units.

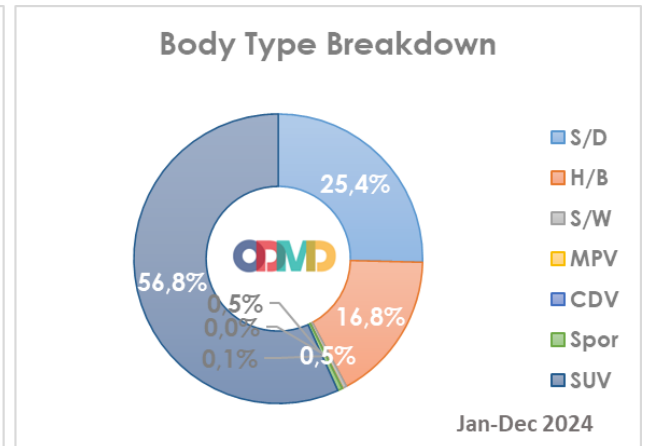
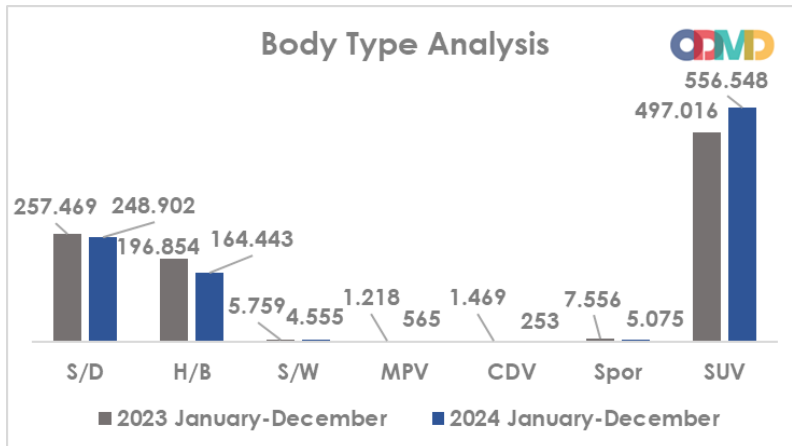
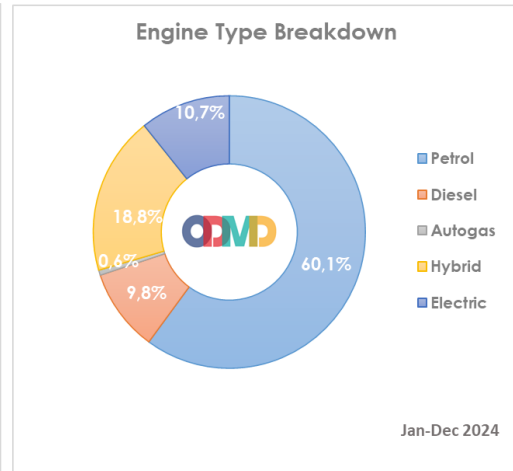
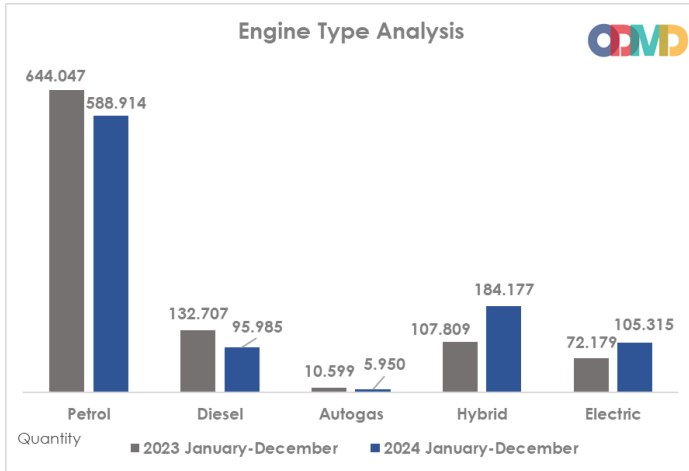


Table 4: Sales Volume, Share and Changes According to Segment and Body Type

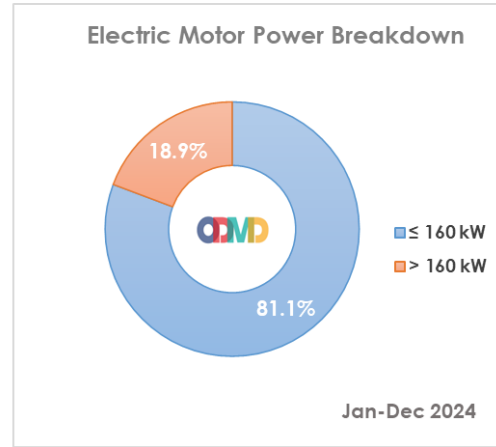
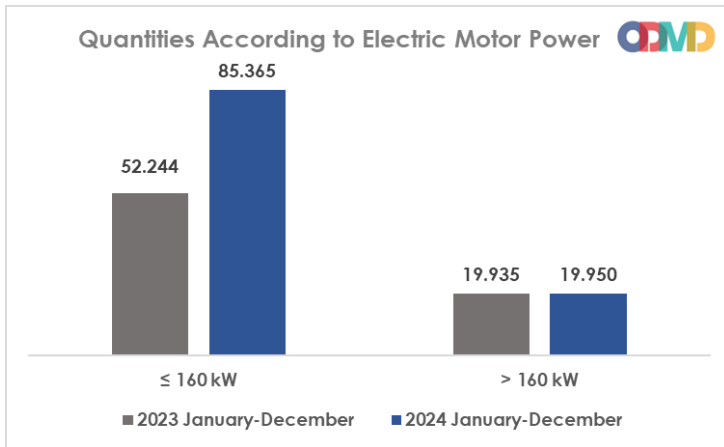
When studied in terms of engine type;

- Petrol car sales took a share of %60.1 (588,914 units),
- Hybrid car sales took a share of %18.8 (184,177 units),
- Electric car sales took a share of %10.7 (105,315 units),
- Diesel car sales took a share of %9.8 (95,985 units),
- Autogas car share was %0.6 (5,950 units).



When studied in terms of electric motor power;

- Sales of electric cars under 160kW increased by %63.4 with a share of %8.7,
- Sales of electric cars above 160kW increased by %0.1 with a share of %2.



When studied in terms of engine volume;

- Sales of passenger cars under 1600cc decreased by %12.3 with a share of %69.7,
- Sales of passenger cars between 1600-2000cc increased by %1.9 with a share of %0.6,
- Sales of passenger cars above 2000cc decreased by %19.7 with a share of %0.2.

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 120-140 gr/km had the share of %28.4 with a quantity of 278,540.
- Passenger cars between 100-120 gr/km had the share of %23.9 with a quantity of 234,596.

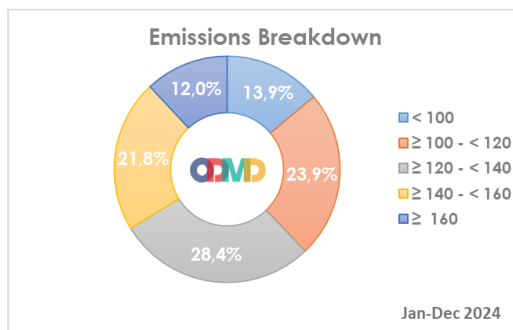
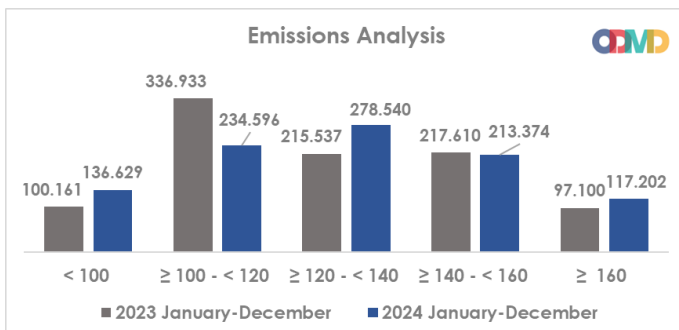


Table 7: Sales Volume, Share and Changes According to Emission Values

Automatic transmission passenger car sales reached a share of %91.5 with a quantity of 897,143 while manual transmission passenger car sales reached a share of %8.5 with a quantity of 83,198.

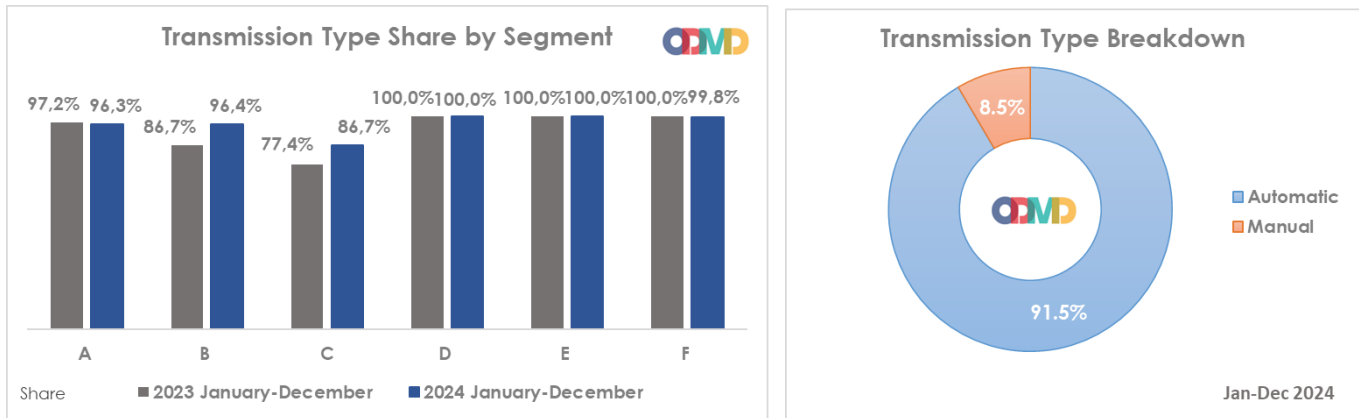


Table 8: Sales Volume, Share and Changes According to Automotic Transmission Type

Light Commercial Vehicle Market (January-December 2024)

Light commercial vehicle market evaluated according to body type;

- Vans with a quantity of 191,880 units and a share of %74.3 had the highest sales volume.
- Light trucks followed vans with a share of %12.4 and 32,111 units.

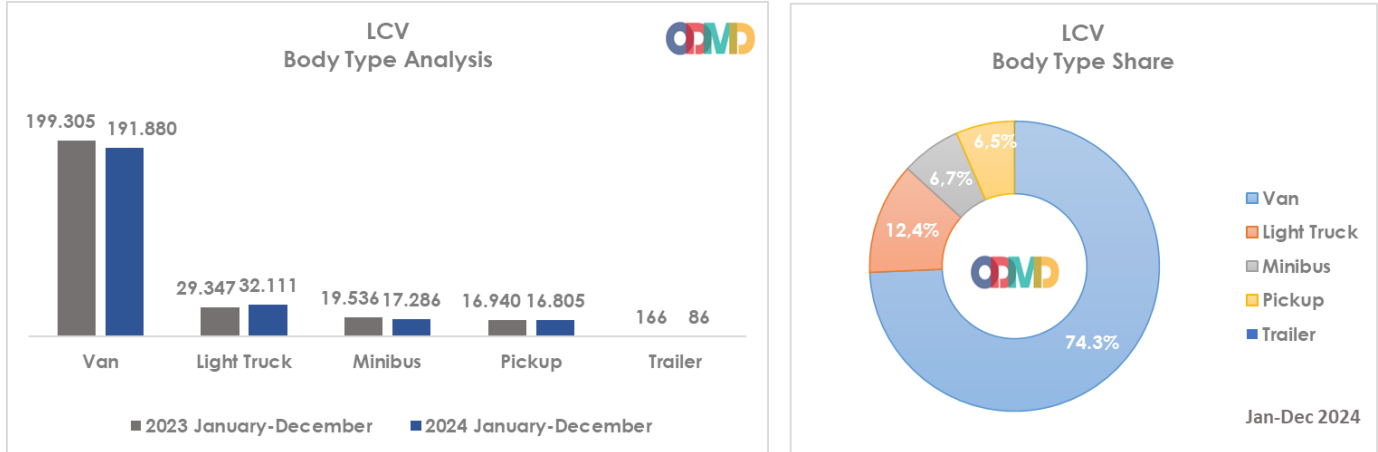
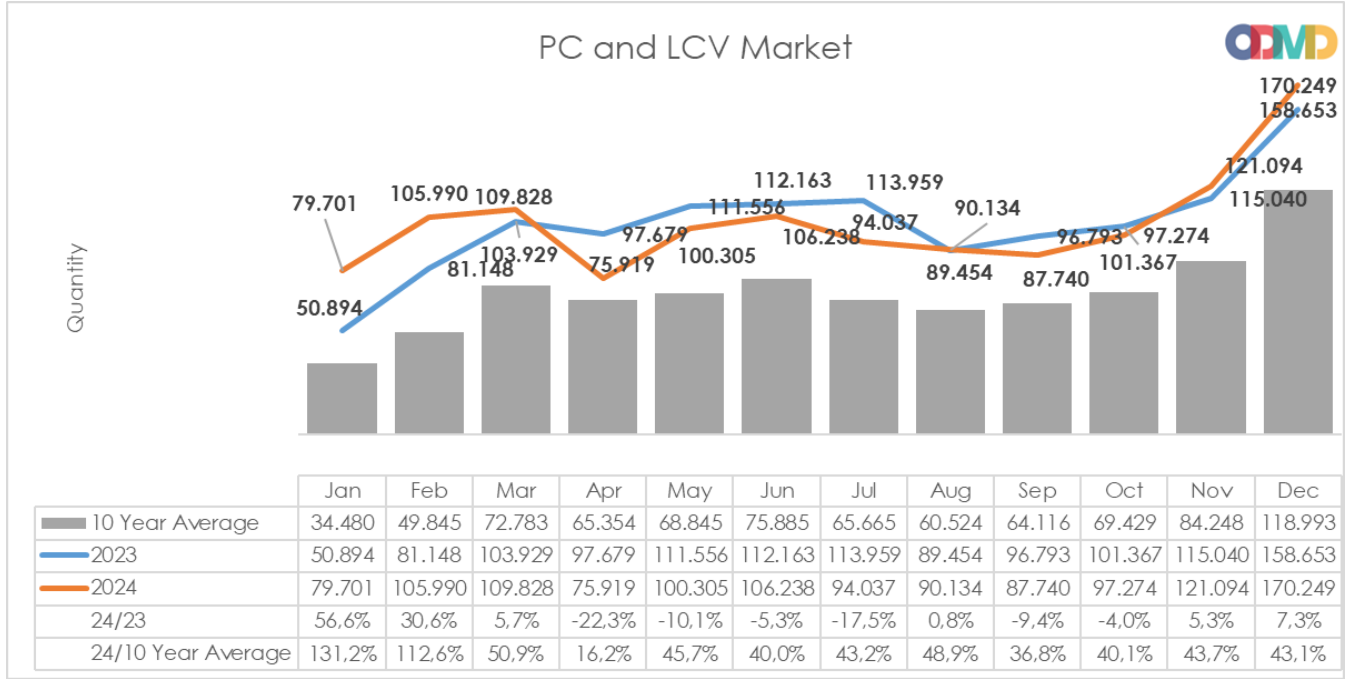


Table 9: Sales Volume, Share and Changes According to LCV Body Type

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

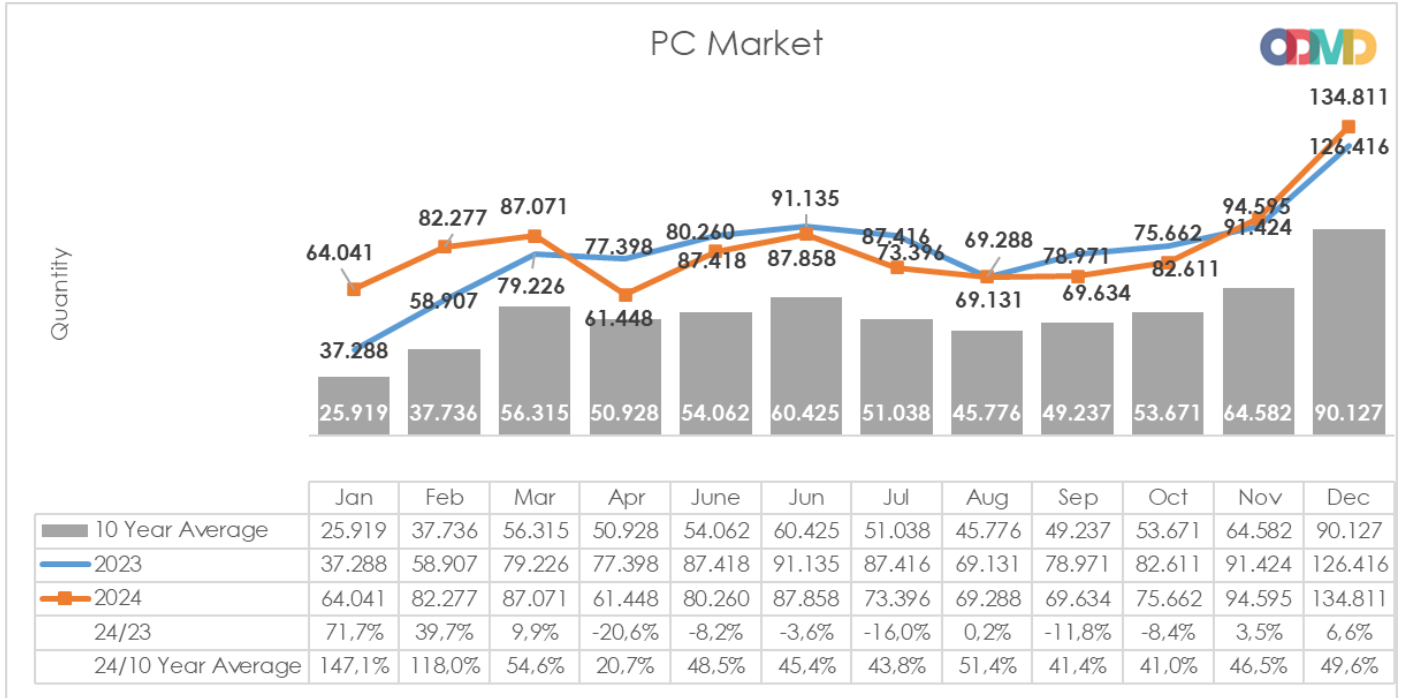
Appendix

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



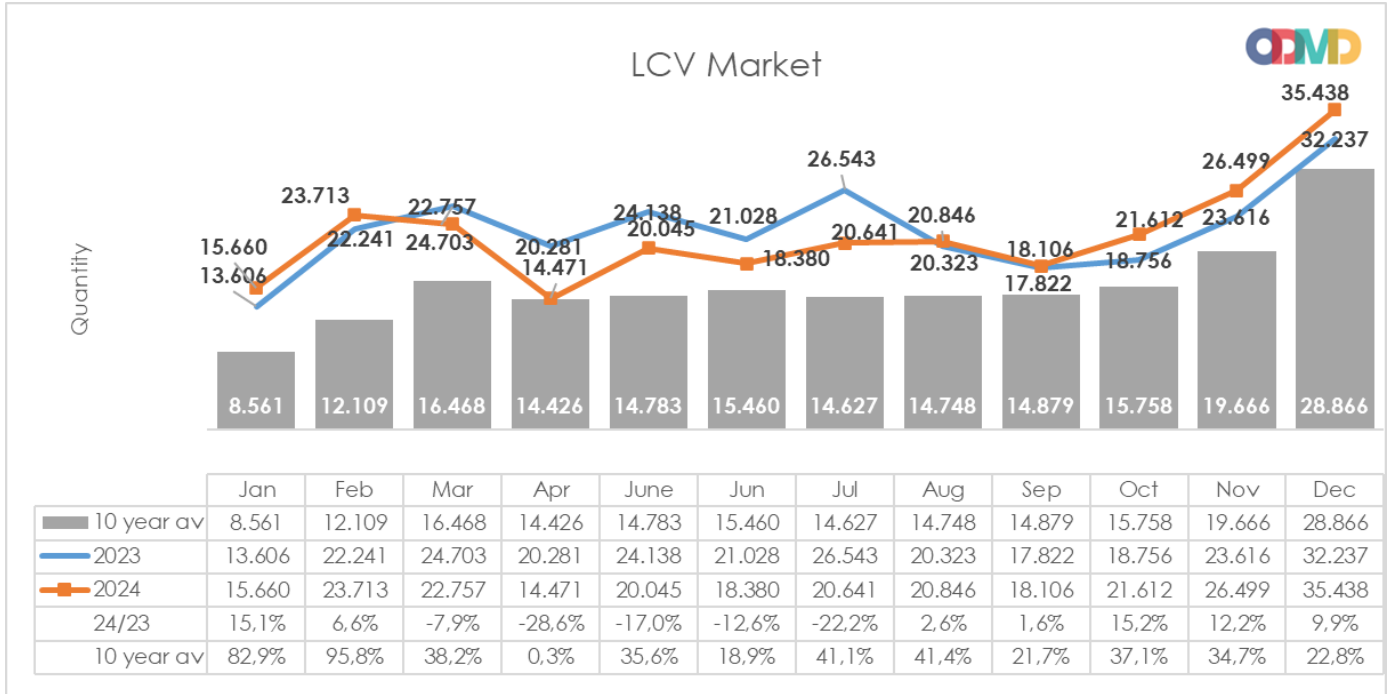
YEAR	January	February	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
2010	20.095	31.172	51.769	54.946	59.377	60.896	61.345	61.764	63.814	73.404	73.962	148.369	760.913
2011	44.892	58.663	78.403	77.695	80.646	81.573	63.044	58.406	60.129	69.421	63.657	127.910	864.439
2012	29.545	41.324	64.884	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	158.653	1.232.635
2024	79.701	105.990	109.828	75.919	100.305	106.238	94.037	90.134	87.740	97.274	121.094	170.249	1.238.509
10 year av	34.480	49.845	72.783	65.354	68.845	75.885	65.665	60.524	64.116	69.429	84.248	118.993	792.241
%	131,2%	112,6%	50,9%	16,2%	45,7%	40,0%	43,2%	48,9%	36,8%	40,1%	43,7%	43,1%	

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



YEAR	January	February	March	April	May	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	126.416	967.341
2024	64.041	82.277	87.071	61.448	80.260	87.858	73.396	69.288	69.634	75.662	94.595	134.811	980.341
10 year av	25.919	37.736	56.315	50.928	54.062	60.425	51.038	45.776	49.237	53.671	64.582	90.127	609.548
%	147,1%	118,0%	54,6%	20,7%	48,5%	45,4%	43,8%	51,4%	41,4%	41,0%	46,5%	49,6%	

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



YEAR	January	February	March	April	May	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	32.237	265.294
2024	15.660	23.713	22.757	14.471	20.045	18.380	20.641	20.846	18.106	21.612	26.499	35.438	258.168
10 year av	8.561	12.109	16.468	14.426	14.783	15.460	14.627	14.748	14.879	15.758	19.666	28.866	182.693
%	82,9%	95,8%	38,2%	0,3%	35,6%	18,9%	41,1%	41,4%	21,7%	37,1%	34,7%	22,8%	

December 2024 Data

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

2024 December	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	451	0	0	0	43	0	494	0,4%
B (Entry)	1.022	15.954	0	0	5	3	20.602	37.586	27,9%
C (Compact)	24.566	5.146	19	12	0	484	41.805	72.032	53,4%
D (Medium)	4.959	391	274	0	0	38	13.003	18.665	13,8%
E (Luxury)	2.654	0	39	8	0	59	2.085	4.845	3,6%
F (Upper Luxury)	417	1	1	0	0	28	742	1.189	0,9%
Total	33.618	21.943	333	20	5	655	78.237	134.811	
Share	24,9%	16,3%	0,2%	0,0%	0,0%	0,5%	58,0%	100,00	

2023 December	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Toplam	Pay
A (Mini)	0	607	0	0	0	18	172	797	0,6%
B (Entry)	2.220	17.705	0	0	12	20	19.633	39.590	31,3%
C (Compact)	23.875	5.891	251	45	4	358	41.070	71.494	56,6%
D (Medium)	3.778	62	359	0	0	299	5.755	10.253	8,1%
E (Luxury)	1.959	0	44	10	0	35	1.486	3.534	2,8%
F (Upper Luxury)	342	0	0	0	0	35	371	748	0,6%
Total	32.174	24.265	654	55	16	765	68.487	126.416	
Share	25,5%	19,2%	0,5%	0,0%	0,0%	0,6%	54,2%	100,00	

Change	1	2	3	4	5	6	7	
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Toplam
A (Mini)		-25,7%				138,9%		-38,0%
B (Entry)	-54,0%	-9,9%			-58,3%	-85,0%	4,9%	-5,1%
C (Compact)	2,9%	-12,6%	-92,4%	-73,3%		35,2%	1,8%	0,8%
D (Medium)	31,3%	530,6%	-23,7%			-87,3%	125,9%	82,0%
E (Luxury)	35,5%		-11,4%	-20,0%		68,6%	40,3%	37,1%
F (Upper Luxury)	21,9%					-20,0%	100,0%	59,0%
Total	4,5%	-9,6%	-49,1%	-63,6%	-68,8%	-14,4%	14,2%	6,6%

S/D: Sedan, H/B: Hatchback, 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	2023 December		2024 December		Change
	Quantity	Share	Quantity	Share	
Petrol	85.073	67,3%	67.069	49,8%	-21,2%
Diesel	11.625	9,2%	10.468	7,8%	-10,0%
Autogas	1.352	1,1%	423	0,3%	-68,7%
Hybrid	16.288	12,9%	34.834	25,8%	113,9%
Hybrid	4.054	3,2%	8.495	6,3%	109,5%
Plug-in Hybrid	270	0,2%	4.274	3,2%	1483,0%
Mild Hybrid	11.964	9,5%	22.065	16,4%	84,4%
Electric	12.078	9,6%	22.017	16,3%	82,3%
Pure Electric	11.289	8,9%	21.598	16,0%	91,3%
Extended Range	789	0,6%	419	0,3%	-46,9%
Total	126.416	100%	134.811	100%	6,6%

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

ENGINE VOLUME	ENGINE TYPE	2023 December		2024 December		Change
		Quantity	Share	Quantity	Share	
≤ 1600cc	B/D	97.152	76,9%	77.089	57,2%	-20,7%
1601cc - ≤ 2000cc	B/D	577	0,5%	613	0,5%	6,2%
≥ 2001cc	B/D	321	0,3%	258	0,2%	-19,6%
B/D Subtotal		98.050	77,6%	77.960	57,8%	-20,5%
≤ 1600cc	HYBRID	11.312	8,9%	27.383	20,3%	142,1%
1601cc - ≤ 1800cc (≤ 50KW)	HYBRID	0	0,0%	0	0,0%	
1601cc - ≤ 1800cc (> 50KW)	HYBRID	2.424	1,9%	4.849	3,6%	100,0%
1801cc - ≤ 2000cc	HYBRID	2.336	1,8%	2.401	1,8%	2,8%
2001cc - ≤ 2500cc (≤ 100KW)	HYBRID	20	0,0%	31	0,0%	55,0%
2001cc - ≤ 2500cc (> 100KW)	HYBRID	52	0,0%	63	0,0%	21,2%
> 2500cc	HYBRID	144	0,1%	107	0,1%	-25,7%
Hybrid Subtotal		16.288	12,9%	34.834	25,8%	113,9%
≤ 160 kW	ELECTRIC	10.524	8,3%	17.674	13,1%	67,9%
> 160 kW	ELECTRIC	1.554	1,2%	4.343	3,2%	179,5%
Electric Subtotal		12.078	9,6%	22.017	16,3%	82,3%
Total		126.416	100,0%	134.811	100,0%	6,6%

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

CO2 AVERAGE EMISSION VALUES (gr/km)	2023 December		2024 December		Change
	Quantity	Share	Quantity	Share	
< 100	14.320	11,3%	30.262	22,4%	111%
≥ 100 - < 120	34.372	27,2%	27.628	20,5%	-20%
≥ 120 - < 140	31.267	24,7%	41.711	30,9%	33%
≥ 140 - < 160	32.504	25,7%	26.695	19,8%	-18%
≥ 160	13.953	11,0%	8.515	6,3%	-39%
Total	126.416	100,0%	134.811	100,0%	6,6%

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

TRANSMISSION	2023 December		2024 December		Change
	Quantity	Share	Quantity	Share	
A (Mini)	790	99,1%	479	97,0%	-39,4%
B (Entry)	36.391	91,9%	36.281	96,5%	-0,3%
C (Compact)	61.690	86,3%	64.687	89,8%	4,9%
D (Medium)	10.253	100,0%	18.665	100,0%	82,0%
E (Luxury)	3.534	100,0%	4.845	100,0%	37,1%
F (Upper Luxury)	748	100,0%	1.187	99,8%	58,7%
Total	113.406	89,7%	126.144	93,6%	11,2%

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

LCV BODY TYPE ANALYSIS	2023 December		2024 December		Change
	Quantity	Share	Quantity	Share	
Van	21.001	65,1%	26.738	75,5%	27,3%
Light Truck	5.739	17,8%	3.755	10,6%	-34,6%
Minibus	2.274	7,1%	2.908	8,2%	27,9%
Pickup	3.209	10,0%	2.036	5,7%	-36,6%
Trailer	14	0,0%	1	0,0%	-92,9%
Total	32.237	100,0%	35.438	100,0%	9,9%

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

ENGINE TYPE	2023 December		2024 December		Change
	Quantity	Share	Quantity	Share	
Petrol	35	0,1%	1.596	4,5%	4460,0%
Diesel	31.515	97,8%	33.632	94,9%	6,7%
Autogas	534	1,7%	10	0,0%	-98,1%
Hybrid	9	0,0%	0	0,0%	
<i>Plug-In Hybrid</i>	9	0,0%	0	0,0%	
<i>Mild Hybrid</i>	0	0,0%	0	0,0%	
Electric	144	0,4%	200	0,6%	38,9%
<i>Pure Electric</i>	144	0,4%	200	0,6%	38,9%
Total	32.237	100%	35.438	100%	9,9%

January-December 2024 Data

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

2024 January-December	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	4.539	0	0	0	240	309	5.088	0,5%
B (Entry)	17.981	120.451	0	0	184	63	153.010	291.689	29,8%
C (Compact)	184.019	38.253	1.071	457	69	3.505	316.053	543.427	55,4%
D (Medium)	28.226	1.185	3.148	0	0	581	69.061	102.201	10,4%
E (Luxury)	16.322	4	324	108	0	502	14.672	31.932	3,3%
F (Upper Luxury)	2.354	11	12	0	0	184	3.443	6.004	0,6%
Total	248.902	164.443	4.555	565	253	5.075	556.548	980.341	
Share	25,4%	16,8%	0,5%	0,1%	0,0%	0,5%	56,8%	100,00	

2023 January-December	1	2	3	4	5	6	7		
Segment	S/D	H/B	S/W	MPV	CDV	Spor	SUV	Total	Share
A (Mini)	0	6.258	0	0	0	524	1.483	8.265	0,9%
B (Entry)	19.558	142.520	0	0	1.461	242	146.206	309.987	32,0%
C (Compact)	191.449	46.864	1.577	1.124	8	4.198	295.281	540.501	55,9%
D (Medium)	26.587	1.212	3.793	0	0	1.547	40.987	74.126	7,7%
E (Luxury)	17.307	0	387	94	0	374	10.396	28.558	3,0%
F (Upper Luxury)	2.568	0	2	0	0	671	2.663	5.904	0,6%
Total	257.469	196.854	5.759	1.218	1.469	7.556	497.016	967.341	
Share	26,6%	20,4%	0,6%	0,1%	0,2%	0,8%	51,4%	100,00	

Change	1	2	3	4	5	6	7	
Segment	S/D	H/B	S/W	MPV	CDV	Sport	SUV	Total
A (Mini)		-27,5%				-54,2%		-38,4%
B (Entry)	-8,1%	-15,5%			-87,4%	-74,0%	4,7%	-5,9%
C (Compact)	-3,9%	-18,4%	-32,1%	-59,3%		-16,5%	7,0%	0,5%
D (Medium)	6,2%	-2,2%	-17,0%			-62,4%	68,5%	37,9%
E (Luxury)	-5,7%		-16,3%	14,9%		34,2%	41,1%	11,8%
F (Upper Luxury)	-8,3%					-72,6%	29,3%	1,7%
Total	-3,3%	-16,5%	-20,9%	-53,6%	-82,8%	-32,8%	12,0%	1,3%

S/D: Sedan, H/B: Hatchback, 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	2023 January-December		2024 January-December		Change
	Quantity	Share	Quantity	Share	
Petrol	644.047	66,6%	588.914	60,1%	-8,6%
Diesel	132.707	13,7%	95.985	9,8%	-27,7%
Autogas	10.599	1,1%	5.950	0,6%	-43,9%
Hybrid	107.809	11,1%	184.177	18,8%	70,8%
Hybrid	26.810	2,8%	52.104	5,3%	94,3%
Plug-in Hybrid	2.479	0,3%	9.921	1,0%	300,2%
Mild Hybrid	78.520	8,1%	122.152	12,5%	55,6%
Electric	72.179	7,5%	105.315	10,7%	45,9%
Pure Electric	65.562	6,8%	99.489	10,1%	51,7%
Extended Range	6.617	0,7%	5.826	0,6%	-12,0%
Total	967.341	100%	980.341	100%	1,3%

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

ENGINE VOLUME	ENGINE TYPE	2023 January-December		2024 January-December		Change
		Quantity	Share	Quantity	Share	
≤ 1600cc	B/D	779.192	80,5%	683.058	69,7%	-12,3%
1601cc - ≤ 2000cc	B/D	5.724	0,6%	5.835	0,6%	1,9%
≥ 2001cc	B/D	2.437	0,3%	1.956	0,2%	-19,7%
B/D Subtotal		787.353	81,4%	690.849	70,5%	-12,3%
≤ 1600cc	HYBRID	70.271	7,3%	132.939	13,6%	89,2%
1601cc - ≤ 1800cc (≤ 50KW)	HYBRID	0	0,0%	0	0,0%	
1601cc - ≤ 1800cc (> 50KW)	HYBRID	17.850	1,8%	30.976	3,2%	73,5%
1801cc - ≤ 2000cc	HYBRID	18.117	1,9%	18.776	1,9%	3,6%
2001cc - ≤ 2500cc (≤ 100KW)	HYBRID	271	0,0%	345	0,0%	27,3%
2001cc - ≤ 2500cc (> 100KW)	HYBRID	436	0,0%	446	0,0%	2,3%
> 2500cc	HYBRID	864	0,1%	695	0,1%	-19,6%
Hybrid Subtotal		107.809	11,1%	184.177	18,8%	70,8%
≤ 160 kW	ELECTRIC	52.244	5,4%	85.365	8,7%	63,4%
> 160 kW	ELECTRIC	19.935	2,1%	19.950	2,0%	0,1%
Electric Subtotal		72.179	7,5%	105.315	10,7%	45,9%
Total		967.341	100,0%	980.341	100,0%	1,3%

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

CO2 AVERAGE EMISSION VALUES (gr/km)	2023 January-December		2024 January-December		Change
	Quantity	Share	Quantity	Share	
< 100	100.161	10,4%	136.629	13,9%	36,4%
≥ 100 - < 120	336.933	34,8%	234.596	23,9%	-30,4%
≥ 120 - < 140	215.537	22,3%	278.540	28,4%	29,2%
≥ 140 - < 160	217.610	22,5%	213.374	21,8%	-1,9%
≥ 160	97.100	10,0%	117.202	12,0%	20,7%
Total	967.341	100,0%	980.341	100,0%	1,3%

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

TRANSMISSION	2023 January-December		2024 January-December		Change
	Quantity	Share	Quantity	Share	
A (Mini)	8.033	97,2%	4.902	96,3%	-39,0%
B (Entry)	268.689	86,7%	281.172	96,4%	4,6%
C (Compact)	418.567	77,4%	470.945	86,7%	12,5%
D (Medium)	74.126	100,0%	102.201	100,0%	37,9%
E (Luxury)	28.558	100,0%	31.932	100,0%	11,8%
F (Upper Luxury)	5.904	100,0%	5.991	99,8%	1,5%
Total	803.877	83,1%	897.143	91,5%	11,6%

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

LCV BODY TYPE ANALYSIS	2023 January-December		2024 January-December		Change
	Quantity	Share	Quantity	Share	
Van	199.305	75,1%	191.880	74,3%	-3,7%
Light Truck	29.347	11,1%	32.111	12,4%	9,4%
Minibus	19.536	7,4%	17.286	6,7%	-11,5%
Pickup	16.940	6,4%	16.805	6,5%	-0,8%
Trailer	166	0,0%	86	0,0%	-48,2%
Total	265.294	99,9%	258.168	100,0%	-2,7%

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

ENGINE TYPE	2023 January-December		2024 January-December		Change
	Quantity	Share	Quantity	Share	
Petrol	6.715	2,5%	9.761	3,8%	45,4%
Diesel	249.107	93,9%	238.504	92,4%	-4,3%
Autogas	8.925	3,4%	8.866	3,4%	-0,7%
Hybrid	36	0,0%	43	0,0%	19,4%
<i>Plug-In Hybrid</i>	28	0,0%	43	0,0%	
<i>Mild Hybrid</i>	8	0,0%	0	0,0%	
Electric	511	0,2%	994	0,4%	94,5%
<i>Pure Electric</i>	511	0,2%	994	0,4%	94,5%
Total	265.294	100%	258.168	100%	-2,7%

RETAIL SALES (LOCAL/IMPORT): DECEMBER 2024									
MAKE	PASSENGER CARS			LCV			TOTAL		
	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL
ALFA ROMEO		296	296			0	0	296	296
ALPINE		0	0			0	0	0	0
ASTON MARTIN		4	4			0	0	4	4
AUDI		3.512	3.512			0	0	3.512	3.512
BENTLEY		5	5			0	0	5	5
BMW		4.724	4.724			0	0	4.724	4.724
BYD		6.194	6.194			0	0	6.194	6.194
CHERY		3.131	3.131			0	0	3.131	3.131
CITROEN		6.053	6.053		2.312	2.312	0	8.365	8.365
CUPRA		1.663	1.663			0	0	1.663	1.663
DACIA		2.978	2.978			0	0	2.978	2.978
DFSK		29	29		95	95	0	124	124
DS		294	294			0	0	294	294
FARIZON						0	0	0	0
FERRARI		3	3			0	0	3	3
FIAT	9.737	258	9.995	1.272	4.636	5.908	11.009	4.894	15.903
FORD	0	5.003	5.003	7.336	4.843	12.179	7.336	9.846	17.182
HONDA		1.767	1.767			0	0	1.767	1.767
HONGQI		1	1			0	0	1	1
HYUNDAI	6.483	1.728	8.211		114	114	6.483	1.842	8.325
ISUZU			0	13	142	155	13	142	155
IVECO			0		820	820	0	820	820
JAECOO		765	765				0	765	765
JAGUAR		10	10			0	0	10	10
JEEP		375	375			0	0	375	375
KARSAN			0	21		21	21	0	21
KG MOBILITY – SSANGYONG		1.023	1.023		286	286	0	1.309	1.309
KIA		2.403	2.403			0	0	2.403	2.403
LAMBORGHINI		4	4			0	0	4	4
LAND ROVER		291	291		0	0	0	291	291
LEAPMOTOR		18	18			0	0	18	18
LEXUS		99	99			0	0	99	99
MASERATI		34	34			0	0	34	34
MAXUS			0		30	30	0	30	30
MERCEDES-BENZ		4.181	4.181		1.716	1.716	0	5.897	5.897
MG		306	306			0	0	306	306
MINI		936	936			0	0	936	936
MITSUBISHI			0			0	0	0	0
NETA		0	0			0	0	0	0
NISSAN		4.264	4.264			0	0	4.264	4.264
OPEL		5.872	5.872		3.125	3.125	0	8.997	8.997
OTOKAR			0		231	231	0	231	231
PEUGEOT		7.706	7.706		2.923	2.923	0	10.629	10.629
PORSCHE		160	160			0	0	160	160
RENAULT	12.417	3.801	16.218		1.863	1.863	12.417	5.664	18.081
SEAT		1.176	1.176			0	0	1.176	1.176
SERES			0			0	0	0	0
SKODA		6.210	6.210			0	0	6.210	6.210
SKYWELL		38	38			0	0	38	38
SMART			0			0	0	0	0
SUBARU		36	36			0	0	36	36
SUZUKI		526	526			0	0	526	526
TESLA		2.307	2.307			0	0	2.307	2.307
TOGG	5.732		5.732			0	5.732	0	5.732
TOYOTA	6.559	1.171	7.730		1.213	1.213	6.559	2.384	8.943
VOLKSWAGEN		11.064	11.064	169	2.278	2.447	169	13.342	13.511
VOLVO		1.464	1.464			0	0	1.464	1.464
TOTAL	40.928	93.883	134.811	8.811	26.627	35.438	49.739	120.510	170.249

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

RETAIL SALES (LOCAL/IMPORT): 2024									
MAKE	PASSENGER CARS			LCV			TOTAL		
	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL	LOCAL	IMPORT	TOTAL
ALFA ROMEO	0	1.255	1.255	0	0	0	0	1.255	1.255
ALPINE	0	8	8	0	0	0	0	8	8
ASTON MARTIN	0	15	15	0	0	0	0	15	15
AUDI	0	19.700	19.700	0	0	0	0	19.700	19.700
BENTLEY	0	37	37	0	0	0	0	37	37
BMW	0	25.784	25.784	0	0	0	0	25.784	25.784
BYD	0	8.331	8.331	0	0	0	0	8.331	8.331
CHERY	0	57.047	57.047	0	0	0	0	57.047	57.047
CITROEN	0	43.219	43.219	0	18.009	18.009	0	61.228	61.228
CUPRA	0	9.663	9.663	0	0	0	0	9.663	9.663
DACIA	0	33.658	33.658	0	0	0	0	33.658	33.658
DFSK	0	504	504	0	675	675	0	1.179	1.179
DS	0	1.971	1.971	0	0	0	0	1.971	1.971
FARIZON	0	0	0	0	5	5	0	5	5
FERRARI	0	24	24	0	0	0	0	24	24
FIAT	86.053	1.073	87.126	27.107	24.516	51.623	113.160	25.589	138.749
FORD	45	29.617	29.662	41.401	33.844	75.245	41.446	63.461	104.907
HONDA	0	23.632	23.632	0	0	0	0	23.632	23.632
HONGQI	0	15	15	0	0	0	0	15	15
HYUNDAI	41.070	17.429	58.499	0	4.414	4.414	41.070	21.843	62.913
ISUZU	0	0	0	1.277	1.584	2.861	1.277	1.584	2.861
IVECO	0	0	0	0	3.850	3.850	0	3.850	3.850
JAECOO	0	3.586	3.586	0	0	0	0	3.586	3.586
JAGUAR	0	60	60	0	0	0	0	60	60
JEEP	0	3.366	3.366	0	0	0	0	3.366	3.366
KARSAN	0	0	0	166	0	166	166	0	166
KG MOBILITY – SSANG	0	9.426	9.426	0	2.444	2.444	0	11.870	11.870
KIA	0	17.967	17.967	0	3.924	3.924	0	21.891	21.891
LAMBORGHINI	0	22	22	0	0	0	0	22	22
LAND ROVER	0	2.973	2.973	0	1	1	0	2.974	2.974
LEAPMOTOR	0	218	218	0	0	0	0	218	218
LEXUS	0	816	816	0	0	0	0	816	816
MASERATI	0	276	276	0	0	0	0	276	276
MAXUS	0	0	0	0	302	302	0	302	302
MERCEDES-BENZ	0	29.967	29.967	0	10.260	10.260	0	40.227	40.227
MG	0	17.162	17.162	0	0	0	0	17.162	17.162
MINI	0	4.755	4.755	0	0	0	0	4.755	4.755
MITSUBISHI	0	56	56	0	0	0	0	56	56
NETA	0	53	53	0	0	0	0	53	53
NISSAN	0	27.088	27.088	0	0	0	0	27.088	27.088
OPEL	0	45.212	45.212	0	17.244	17.244	0	62.456	62.456
OTOKAR	0	0	0	0	291	291	0	291	291
PEUGEOT	0	53.886	53.886	0	19.656	19.656	0	73.542	73.542
PORSCHE	0	1.203	1.203	0	0	0	0	1.203	1.203
RENAULT	91.482	26.437	117.919	0	15.677	15.677	91.482	42.114	133.596
SEAT	0	12.470	12.470	0	0	0	0	12.470	12.470
SERES	0	1	1	0	0	0	0	1	1
SKODA	0	43.972	43.972	0	0	0	0	43.972	43.972
SKYWELL	0	388	388	0	0	0	0	388	388
SMART	0	0	0	0	0	0	0	0	0
SUBARU	0	335	335	0	0	0	0	335	335
SUZUKI	0	5.894	5.894	0	0	0	0	5.894	5.894
TESLA	0	11.534	11.534	0	0	0	0	11.534	11.534
TOGG	30.093	0	30.093	0	0	0	30.093	0	30.093
TOYOTA	41.932	10.004	51.936	0	9.086	9.086	41.932	19.090	61.022
VOLKSWAGEN	0	74.533	74.533	169	22.266	22.435	169	96.799	96.968
VOLVO	0	13.024	13.024	0	0	0	0	13.024	13.024
TOTAL	290.675	689.666	980.341	70.120	188.048	258.168	360.795	877.714	1.238.509

*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 31 member companies with their 53 international automotive brands as of 2024. 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.

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