



OTOMOTİV SANAYİ DERNEĞİ
AUTOMOTIVE MANUFACTURERS ASSOCIATION

AYLIK RAPOR

Automotive Industry Monthly Report

Nisan / April 2016

- **Üretim/Production**
- **Satış/Sales**
- **İthalat/Imports**
- **İhracat/Exports**

OSD "OICA" Üyesidir



OSD is a Member of "OICA"

2016 Nisan Ayı Özeti / 2016 April Summary

| | | NİSAN / APRIL | | | 4 AY/ 4 MONTHS | | | SON 12 AYLIK / YoY | | |
|-----------------------|-----------------|---------------|---------------|---------------|----------------|---------------|---------------|--------------------|----------------|---------------|
| | | 2015 | 2016 | 2016/2015 (%) | 2015 | 2016 | 2016/2015 (%) | 2015 | 2016 | 2016/2015 (%) |
| Üretim/Production | Toplam/Total | 120.388 | 123.044 | 2 | 455.093 | 469.115 | 3 | 1.271.057 | 1.372.819 | 8 |
| | Otomobil/P.Cars | 67.277 | 74.625 | 11 | 265.710 | 282.621 | 6 | 768.929 | 807.938 | 5 |
| Pazar/Market | Toplam/Total | 95.431 | 87.041 | -9 | 279.661 | 260.218 | -7 | 907.884 | 991.751 | 9 |
| | Otomobil/P.Cars | 70.211 | 65.618 | -7 | 197.202 | 193.539 | -2 | 652.417 | 721.933 | 11 |
| İthalat/Import | Toplam/Total | 61.028 | 56.694 | -7 | 176.568 | 172.446 | -2 | 580.095 | 654.568 | 13 |
| | Otomobil/P.Cars | 50.741 | 47.005 | -7 | 142.987 | 140.963 | -1 | 473.661 | 535.691 | 13 |
| İhracat/Export | Toplam/Total | 84.720 | 93.140 | 10 | 334.558 | 359.442 | 7 | 934.049 | 924.079 | -1 |
| | Otomobil/P.Cars | 52.089 | 55.557 | 7 | 210.731 | 214.958 | 2 | 600.371 | 608.910 | 1 |
| İhracat / Export (\$) | Toplam/Total ** | 1.864.485.838 | 2.036.932.471 | 9 | 7.179.860.490 | 7.693.508.666 | 7 | 22.181.196.807 | 21.870.670.479 | -1 |
| | Otomobil/P.Cars | 656.526.846 | 598.653.023 | -9 | 2.415.558.226 | 2.189.704.563 | -9 | 7.145.296.486 | 6.655.646.371 | -7 |

| PARAMETRELER / PARAMETERS | | NİSAN / APRIL | | | 4 AY/ 4 MONTHS | | | SON 12 AYLIK / YoY | | |
|-------------------------------|--|---------------|--------|---------------|----------------|--------|---------------|--------------------|--------|---------------|
| | | 2015 | 2016 | 2016/2015 (%) | 2015 | 2016 | 2016/2015 (%) | 2015 | 2016 | 2016/2015 (%) |
| ÜFE/PPI | | 1,43 | 0,52 | ** | 4,06 | 1,27 | ** | 7,36 | 5,47 | ** |
| TÜFE/CPI | | 1,63 | 0,78 | ** | 4,71 | 2,55 | ** | 8,57 | 7,84 | ** |
| Sanayi Endeksi/Industry Index | | 1,47 | 0,58 | ** | 4,14 | 1,92 | ** | 8,52 | 6,25 | ** |
| \$ (*) | | 2,6540 | 2,8086 | 6 | 2,5469 | 2,9008 | 14 | 2,3098 | 2,8492 | 23 |
| EURO (*) | | 2,9688 | 3,2005 | 8 | 2,8312 | 3,2116 | 13 | 2,8401 | 3,1448 | 11 |
| Japon Yeni (*) | | 2,2202 | 2,5479 | 15 | 2,1283 | 2,5141 | 18 | 2,0522 | 2,3723 | 16 |

(*) Ortalama Değerler / Average Values

(**) Toplam Sanayi / Total Industry Including Components

*Raporda yer alan üretim adetleri yalnızca OSD üyelerinin verilerini göstermektedir.
Production units in this report only show the data of OSD members.*

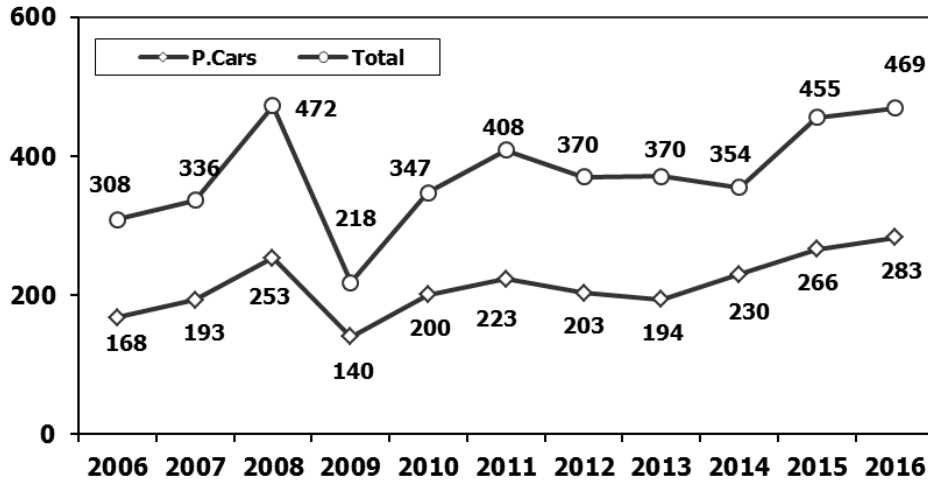
2015/2016 Yılları Üretim 2015/2016 Production

K.KAMYON : AYA 3.5-12 Ton (L.Truck:GVW 3.5-12 Ton)

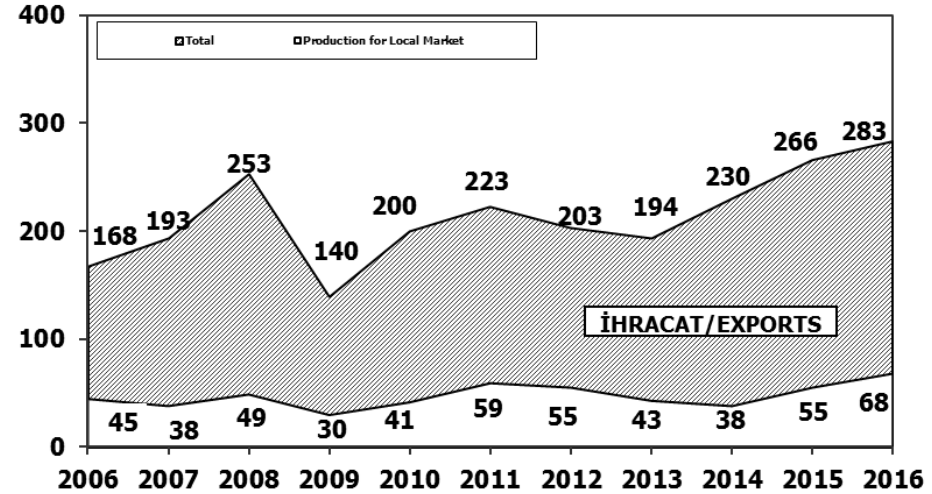
B.KAMYON : AYA 12 Ton'dan Büyük (M.Truck:GVW 12 Ton And Up)

| TİPLER | NİSAN AYI ÜRETİMİ April Production | | 4 AYLIK ÜRETİM 4 Months Production | | DEĞİŞİM % Percent Change % | |
|---|---------------------------------------|----------------|---------------------------------------|----------------|-------------------------------|------------------|
| | 2015 | 2016 | 2015 | 2016 | NİSAN April | 4 AY 4 Months |
| OTOMOBİL - Pass.Car | 67.277 | 74.625 | 265.710 | 282.621 | 11 | 6 |
| TİCARİ ARAÇLAR - Commercial Vehicles | 53.111 | 48.419 | 189.383 | 186.494 | -9 | -2 |
| * B. KAMYON - M. Truck | 3.155 | 1.481 | 10.810 | 4.488 | -53 | -58 |
| * K. KAMYON - L. Truck | 367 | 132 | 1.128 | 221 | -64 | -80 |
| * KAMYONET - Pick Up | 40.537 | 44.069 | 148.496 | 172.158 | 9 | 16 |
| * OTOBÜS - Bus | 706 | 726 | 2.696 | 2.814 | 3 | 4 |
| * MİNİBÜS - Minibus | 7.816 | 1.691 | 24.129 | 5.869 | -78 | -76 |
| * MİDİBÜS - Midibus | 530 | 320 | 2.124 | 944 | -40 | -56 |
| TAŞIT ARAÇLARI TOPLAM - MV Total | 120.388 | 123.044 | 455.093 | 469.115 | 2 | 3 |
| TRAKTÖR - F.Tractor | 4.119 | 5.219 | 16.731 | 19.244 | 27 | 15 |
| GENEL TOPLAM - Grand Total | 124.507 | 128.263 | 471.824 | 488.359 | 3 | 4 |

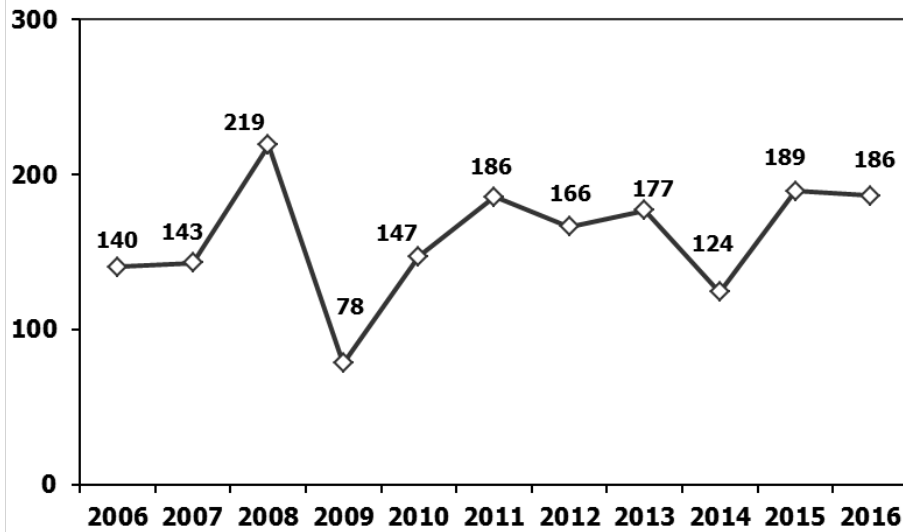
Toplam Üretim ve Otomobil Üretimi (x1000) (Ocak-Nisan)
Total & P.Cars Production (x1000) (January-April)



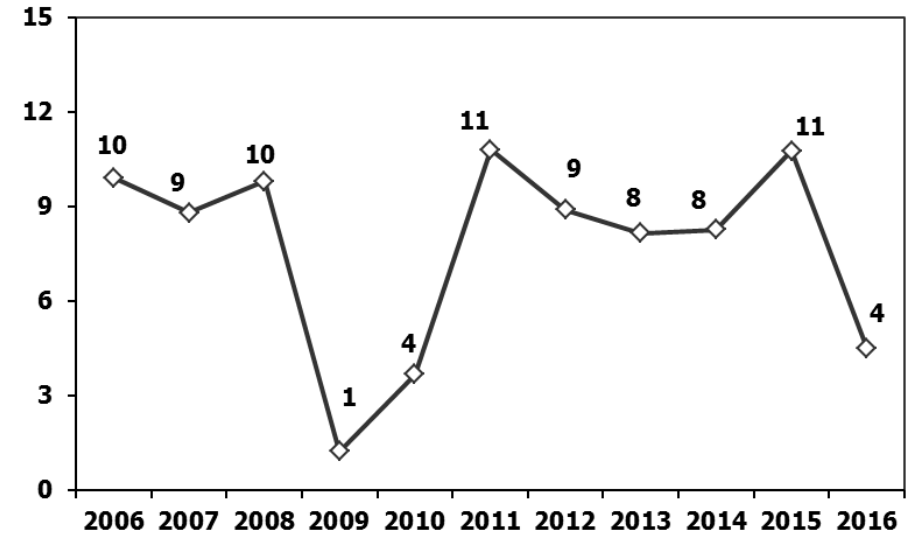
Otomobil Üretimi ve İhracat (x1000) (Ocak-Nisan)
P.Cars Production & Exports (x1000) (January-April)



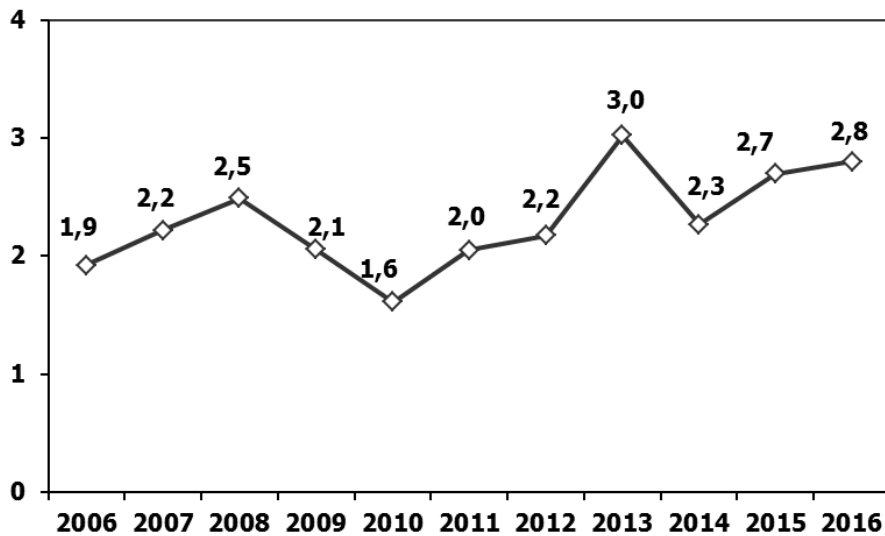
Ticari Araç Üretimi (x1000) (Ocak-Nisan)
Commercial Vehicle Production (x1000) (January-April)



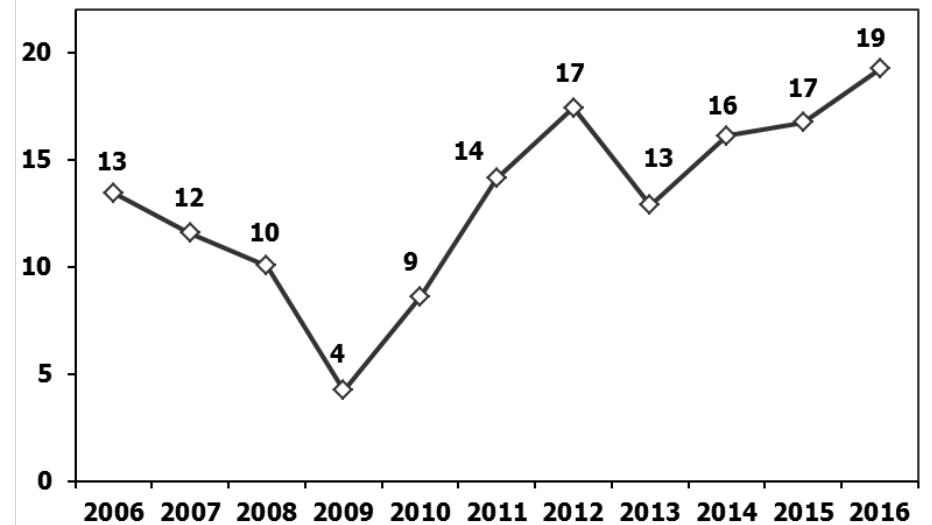
(AYA > 12 Ton) **Büyük Kamyon Üretimi** (x1000) (Ocak-Nisan)
(GVW > 12 Ton) Heavy Truck Production (x1000) (January-April)



Otobüs Üretimi (x1000) (Ocak-Nisan)
Bus Production (x1000) (January-April)

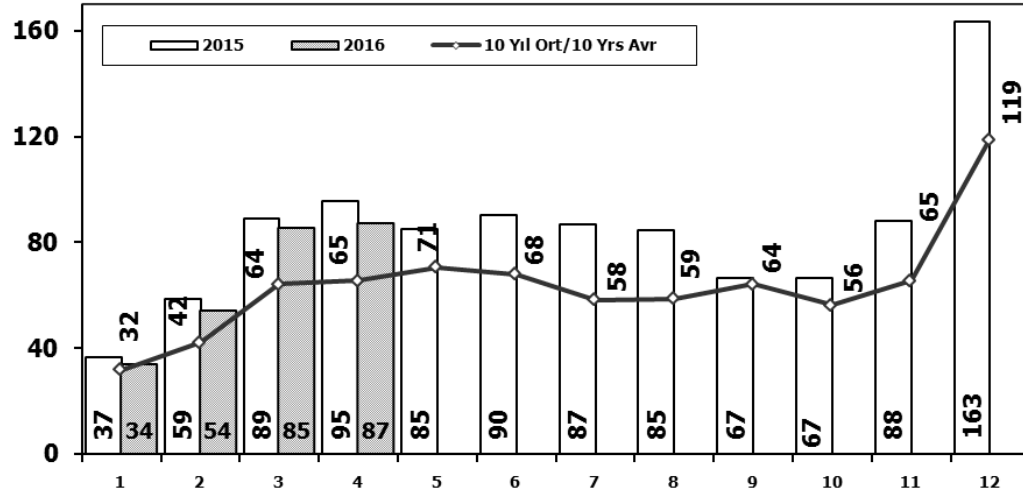


Traktör Üretimi (x1000) (Ocak-Nisan)
F. Tractor Production (x1000) (January-April)



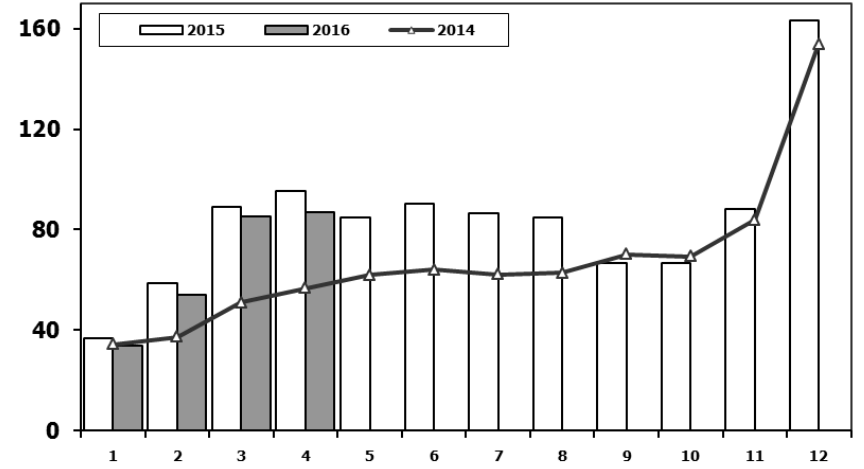
Toplam Pazarın Analizi (x1000)

Total Market Analysis (x1000)



Toplam Pazar (x1000)

Total Market (x1000)

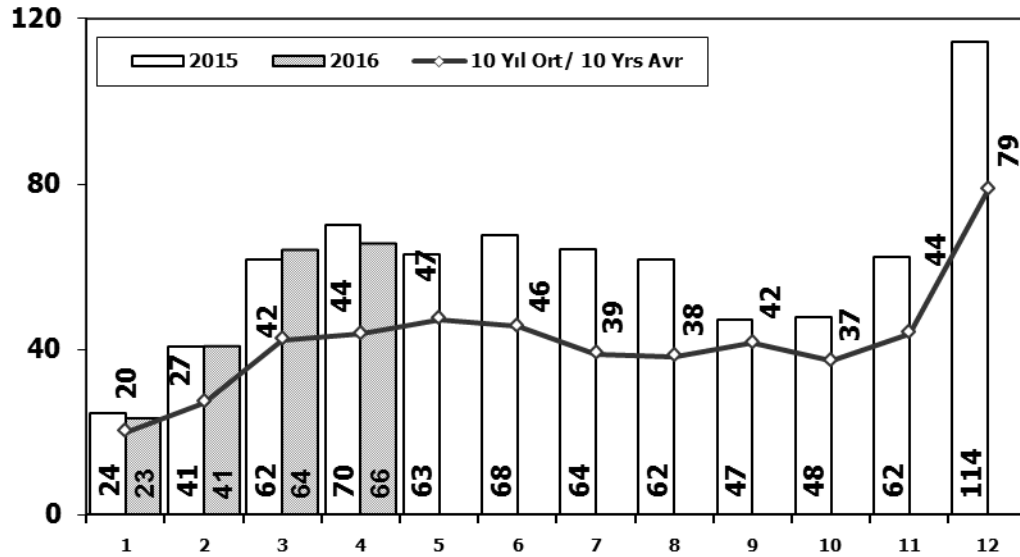


| Aylar / Months | 10 Yil Ort. 10 Yrs Avr. (x1000) | 2016 (x1000) | % |
|----------------|---------------------------------|--------------|-------------|
| 1 | 31,7 | 33,7 | 6,4 |
| 2 | 42,3 | 54,2 | 28,3 |
| 3 | 64,3 | 85,2 | 32,6 |
| 4 | 65,4 | 87,0 | 33,0 |
| Total | 203,7 | 260,2 | 27,8 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|-----------|
| 2006 | 29.969 | 44.646 | 65.090 | 68.853 | 83.289 | 58.203 | 40.037 | 47.374 | 49.629 | 39.805 | 55.898 | 82.722 | 208.558 | 665.515 |
| 2007 | 24.950 | 31.702 | 45.488 | 45.633 | 51.255 | 51.661 | 50.117 | 54.171 | 50.078 | 56.058 | 67.017 | 106.076 | 147.773 | 634.206 |
| 2008 | 33.792 | 38.121 | 56.814 | 50.967 | 51.627 | 49.393 | 44.692 | 46.592 | 46.829 | 35.147 | 28.152 | 44.418 | 179.694 | 526.544 |
| 2009 | 20.631 | 22.846 | 56.531 | 54.426 | 64.887 | 63.102 | 30.246 | 37.092 | 83.403 | 22.117 | 29.202 | 91.386 | 154.434 | 575.869 |
| 2010 | 21.050 | 32.313 | 53.828 | 57.079 | 61.628 | 63.390 | 63.718 | 64.645 | 66.601 | 76.780 | 77.406 | 154.734 | 164.270 | 793.172 |
| 2011 | 47.658 | 62.348 | 83.333 | 82.071 | 85.093 | 85.863 | 65.364 | 61.378 | 63.643 | 72.640 | 67.195 | 134.281 | 275.410 | 910.867 |
| 2012 | 31.219 | 43.827 | 68.957 | 66.014 | 74.820 | 74.781 | 65.122 | 60.848 | 73.197 | 62.677 | 75.045 | 121.113 | 210.017 | 817.620 |
| 2013 | 37.140 | 50.931 | 72.688 | 77.015 | 85.421 | 77.771 | 74.726 | 67.383 | 71.037 | 60.399 | 83.017 | 135.596 | 237.774 | 893.124 |
| 2014 | 34.225 | 37.308 | 50.964 | 56.766 | 61.909 | 63.952 | 62.206 | 62.839 | 70.180 | 69.259 | 83.937 | 153.941 | 179.263 | 807.486 |
| 2015 | 36.576 | 58.533 | 89.121 | 95.431 | 85.145 | 90.463 | 86.625 | 84.683 | 66.622 | 66.520 | 88.043 | 163.432 | 279.661 | 1.011.194 |
| 2016 | 33.740 | 54.223 | 85.214 | 87.041 | | | | | | | | | 260.218 | 260.218 |

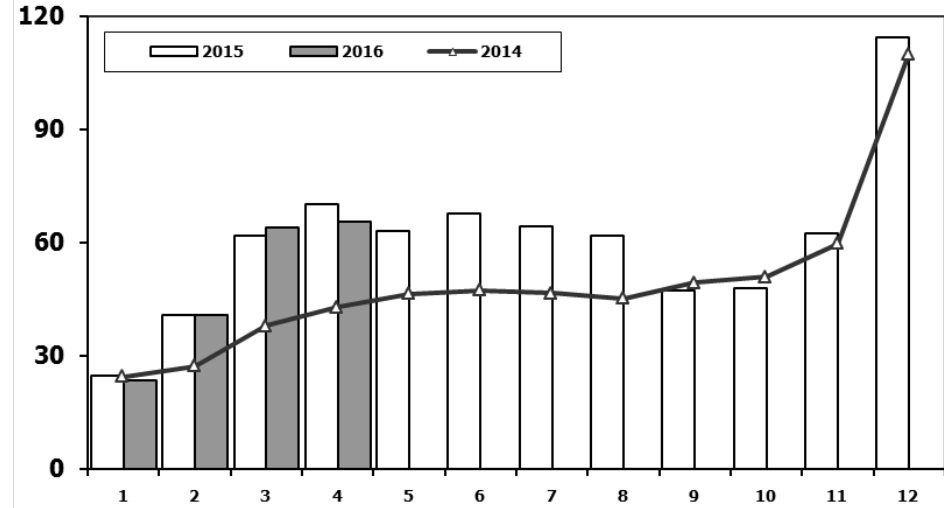
Otomobil Pazarının Analizi (x1000)

P.Cars Market Analysis (x1000)



Otomobil Pazarı (x1000)

P.Cars Market (x1000)

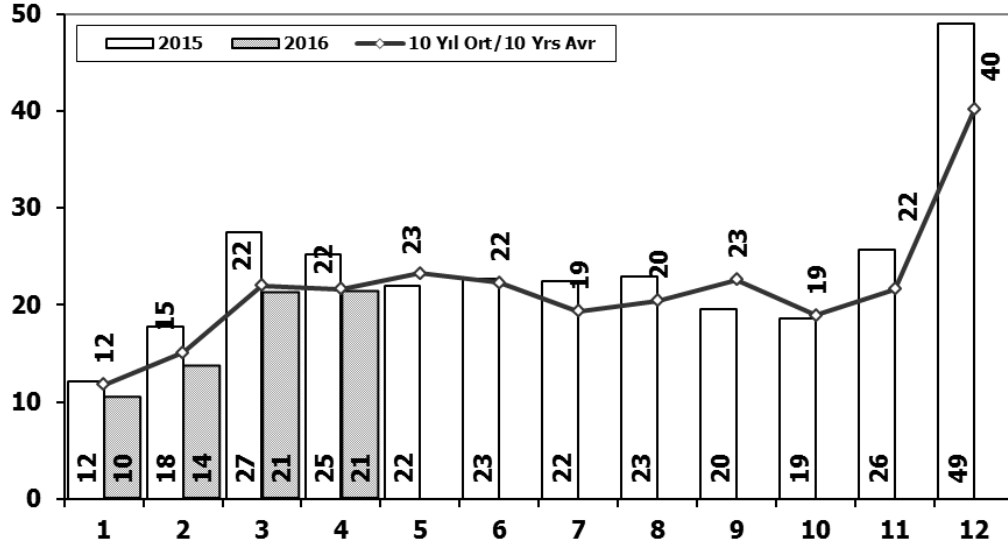


| Aylar / Months | 10 Yil Ort. 10 Yrs Avr. (x1000) | 2016 (x1000) | % |
|----------------|---------------------------------|--------------|-------------|
| 1 | 20,0 | 23,4 | 17,0 |
| 2 | 27,1 | 40,6 | 49,5 |
| 3 | 42,3 | 64,0 | 51,4 |
| 4 | 43,8 | 65,6 | 49,8 |
| Total | 133,2 | 193,5 | 45,3 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|
| 2006 | 16.506 | 24.929 | 36.996 | 40.177 | 48.521 | 32.982 | 22.653 | 24.873 | 27.517 | 21.237 | 30.477 | 46.351 | 118.608 | 373.219 |
| 2007 | 13.186 | 17.212 | 24.336 | 25.204 | 29.067 | 30.126 | 28.246 | 28.469 | 27.662 | 32.569 | 39.643 | 61.745 | 79.938 | 357.465 |
| 2008 | 18.588 | 21.196 | 34.147 | 30.313 | 31.477 | 28.724 | 25.530 | 26.102 | 27.053 | 19.788 | 17.201 | 25.879 | 104.244 | 305.998 |
| 2009 | 13.173 | 14.492 | 40.622 | 36.202 | 44.188 | 41.019 | 16.637 | 22.537 | 52.162 | 13.828 | 17.781 | 57.178 | 104.489 | 369.819 |
| 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 | 103.752 | 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 | 176.730 | 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 | 143.181 | 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 | 171.433 | 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 | 132.116 | 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 | 197.202 | 725.596 |
| 2016 | 23.358 | 40.588 | 63.975 | 65.618 | | | | | | | | | 193.539 | 193.539 |

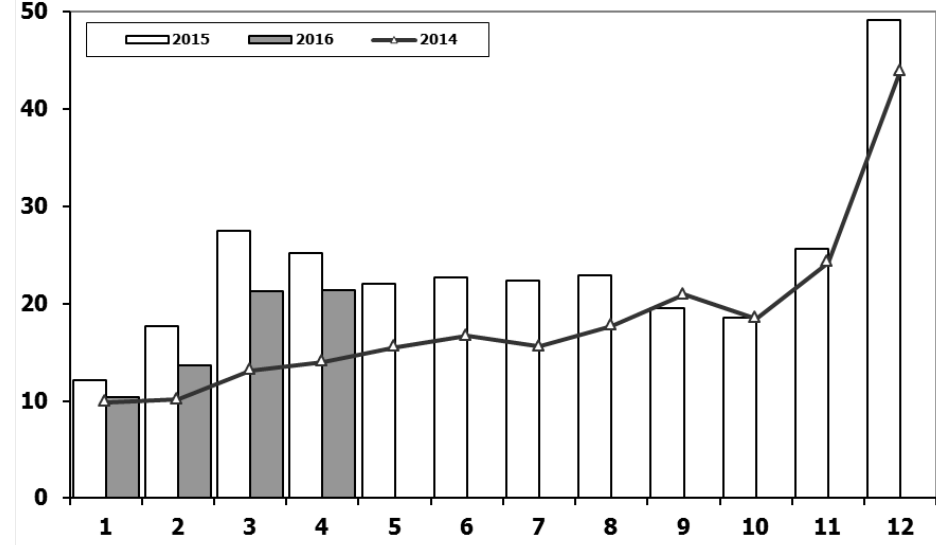
Ticari Araç Pazarının Analizi (x1000)

CV Market Analysis (x1000)



Ticari Araç Pazarı (x1000)

CV Total Market (Local + Imports) (x1000)

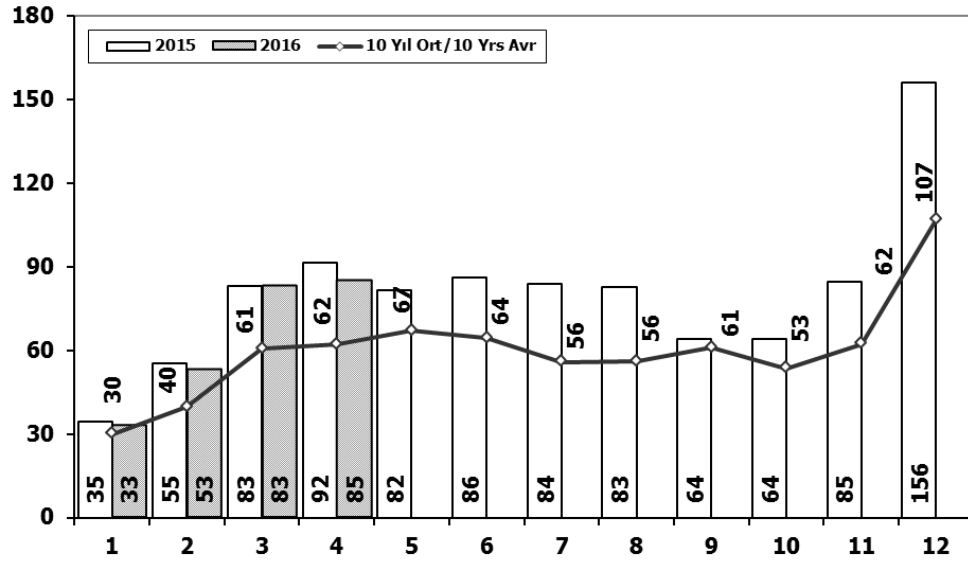


| Aylar / Months | 10 Yıl Ort. 10 Yrs Avr. (x1000) | 2016 (x1000) | % |
|----------------|---------------------------------|--------------|-------------|
| 1 | 11,8 | 10,4 | -11,7 |
| 2 | 15,1 | 13,6 | -9,8 |
| 3 | 22,0 | 21,2 | -3,5 |
| 4 | 21,6 | 21,4 | -1,0 |
| Total | 70,5 | 66,7 | -5,4 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| 2006 | 13.463 | 19.717 | 28.094 | 28.676 | 34.768 | 25.221 | 17.384 | 22.501 | 22.112 | 18.568 | 25.421 | 36.371 | 89.950 | 292.296 |
| 2007 | 11.764 | 14.490 | 21.152 | 20.429 | 22.188 | 21.535 | 21.871 | 25.702 | 22.416 | 23.489 | 27.374 | 44.331 | 67.835 | 276.741 |
| 2008 | 15.204 | 16.925 | 22.667 | 20.654 | 20.150 | 20.669 | 19.162 | 20.490 | 19.776 | 15.359 | 10.951 | 18.539 | 75.450 | 220.546 |
| 2009 | 7.458 | 8.354 | 15.909 | 18.224 | 20.699 | 22.083 | 13.609 | 14.555 | 31.241 | 8.289 | 11.421 | 34.208 | 49.945 | 206.050 |
| 2010 | 8.456 | 11.662 | 19.870 | 20.530 | 21.161 | 21.304 | 22.319 | 22.423 | 24.124 | 28.921 | 27.345 | 55.273 | 60.518 | 283.388 |
| 2011 | 17.790 | 23.344 | 29.310 | 28.236 | 28.791 | 29.149 | 21.846 | 22.503 | 23.679 | 25.132 | 22.244 | 45.324 | 98.680 | 317.348 |
| 2012 | 10.142 | 14.638 | 21.687 | 20.369 | 24.360 | 23.932 | 20.591 | 19.612 | 23.837 | 19.237 | 22.748 | 40.187 | 66.836 | 261.340 |
| 2013 | 11.305 | 14.117 | 20.903 | 20.016 | 23.038 | 19.481 | 19.014 | 15.772 | 18.112 | 13.414 | 18.900 | 34.397 | 66.341 | 228.469 |
| 2014 | 9.857 | 10.141 | 13.152 | 13.997 | 15.530 | 16.674 | 15.604 | 17.708 | 20.918 | 18.445 | 24.242 | 43.887 | 47.147 | 220.155 |
| 2015 | 12.078 | 17.716 | 27.445 | 25.220 | 22.267 | 22.697 | 22.407 | 22.930 | 19.534 | 18.566 | 25.646 | 49.092 | 82.459 | 285.598 |
| 2016 | 10.382 | 13.635 | 21.239 | 21.423 | | | | | | | | | 66.679 | 66.679 |

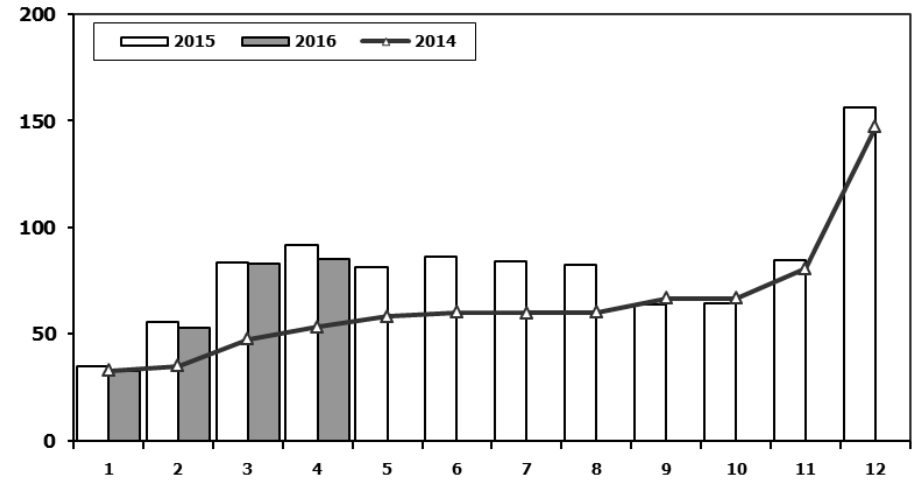
Hafif Araç Pazarının Analizi (x1000)

LV Market Analysis (x1000)



Hafif Araç Pazarı (x1000)

LV Total Market (Local + Imports) (x1000)

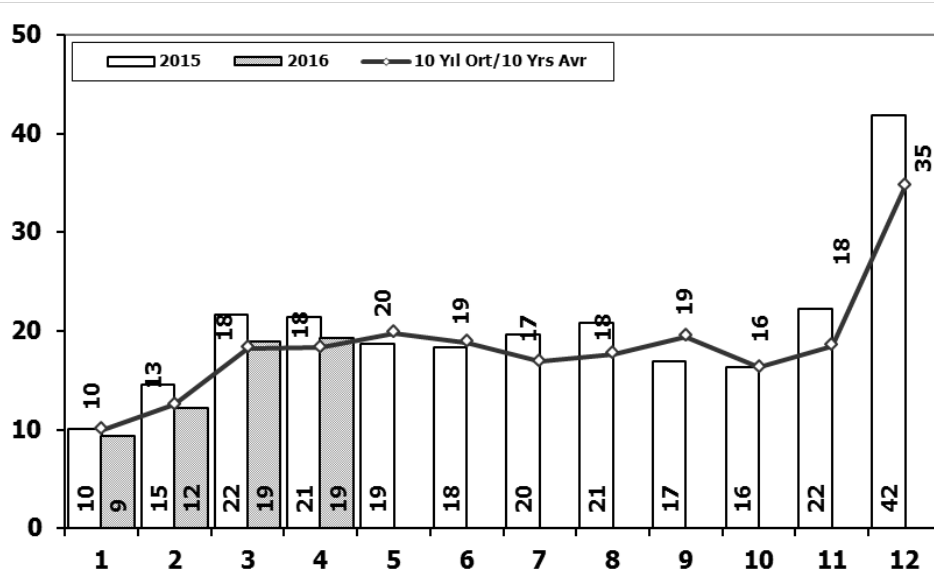


| Aylar / Months | 10 Yil Ort. 10 Yrs Avr. (x1000) | 2016 (x1000) | % |
|----------------|---------------------------------|--------------|-------------|
| 1 | 30,0 | 32,7 | 9,2 |
| 2 | 39,7 | 52,8 | 33,1 |
| 3 | 60,5 | 82,9 | 37,0 |
| 4 | 62,1 | 84,9 | 36,7 |
| Total | 192,3 | 253,4 | 31,8 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|
| 2006 | 27.917 | 40.938 | 60.052 | 64.038 | 78.229 | 54.355 | 37.251 | 43.767 | 46.109 | 36.542 | 51.867 | 76.787 | 192.945 | 617.852 |
| 2007 | 23.117 | 29.184 | 41.890 | 42.366 | 47.938 | 48.674 | 47.490 | 50.558 | 46.581 | 52.725 | 63.313 | 100.926 | 136.557 | 594.762 |
| 2008 | 31.527 | 35.251 | 53.649 | 47.701 | 48.598 | 46.324 | 42.156 | 43.670 | 43.932 | 32.884 | 26.253 | 42.078 | 168.128 | 494.023 |
| 2009 | 19.606 | 21.742 | 55.111 | 52.640 | 63.191 | 61.067 | 28.845 | 35.609 | 81.397 | 21.033 | 27.962 | 88.923 | 149.099 | 557.126 |
| 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 | 157.982 | 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 | 259.653 | 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 | 198.702 | 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 | 226.179 | 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 | 168.577 | 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 | 264.850 | 968.017 |
| 2016 | 32.713 | 52.825 | 82.948 | 84.887 | | | | | | | | | 253.373 | 253.373 |

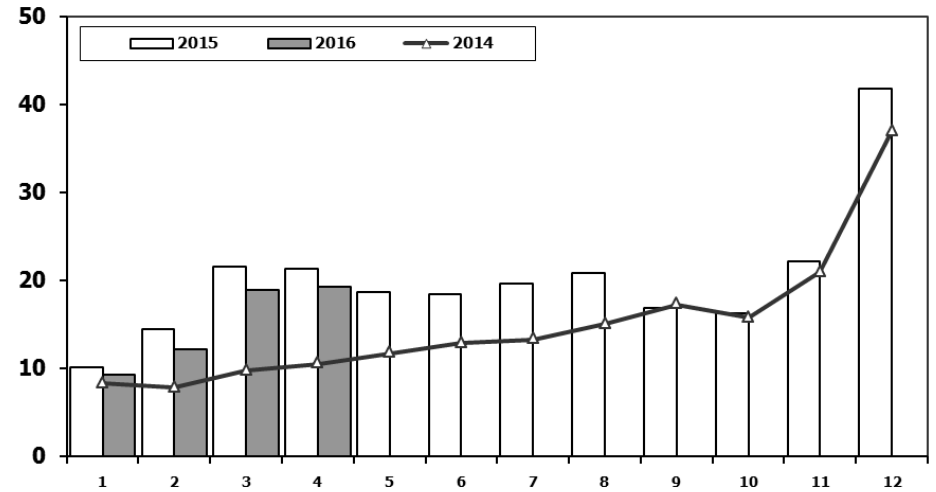
Hafif Ticari Araç Pazarının Analizi (x1000)

LCV Market Analysis (x1000)



Hafif Ticari Araç Pazarı (x1000)

LCV Total Market (Local + Imports) (x1000)

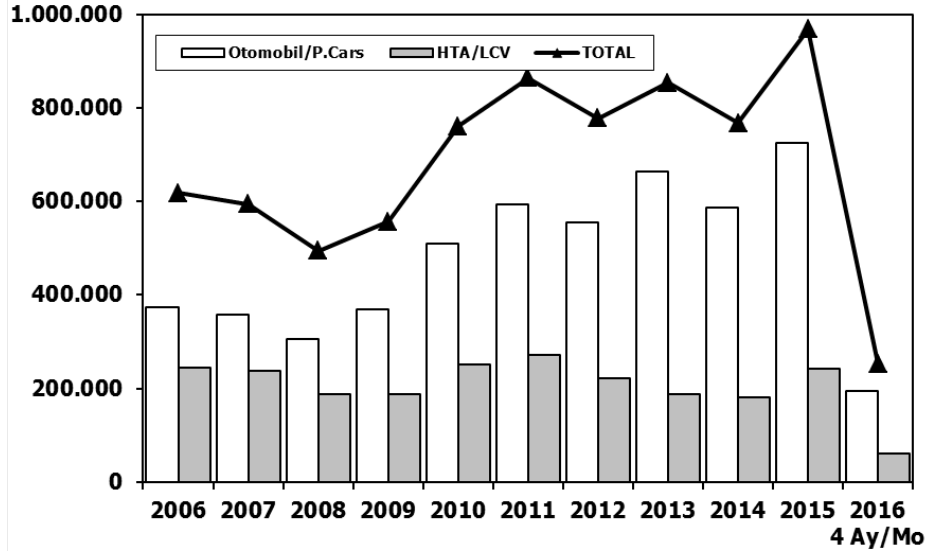


| Aylar / Months | 10 Yil Ort. 10 Yrs Avr. (x1000) | 2016 (x1000) | % |
|----------------|---------------------------------|--------------|------------|
| 1 | 10,0 | 9,4 | -6,3 |
| 2 | 12,5 | 12,2 | -2,5 |
| 3 | 18,3 | 19,0 | 3,8 |
| 4 | 18,3 | 19,3 | 5,3 |
| Total | 59,1 | 59,8 | 1,2 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| 2006 | 11.411 | 16.009 | 23.056 | 23.861 | 29.708 | 21.373 | 14.598 | 18.894 | 18.592 | 15.305 | 21.390 | 30.436 | 74.337 | 244.633 |
| 2007 | 9.931 | 11.972 | 17.554 | 17.162 | 18.871 | 18.548 | 19.244 | 22.089 | 18.919 | 20.156 | 23.670 | 39.181 | 56.619 | 237.297 |
| 2008 | 12.939 | 14.055 | 19.502 | 17.388 | 17.121 | 17.600 | 16.626 | 17.568 | 16.879 | 13.096 | 9.052 | 16.199 | 63.884 | 188.025 |
| 2009 | 6.433 | 7.250 | 14.489 | 16.438 | 19.003 | 20.048 | 12.208 | 13.072 | 29.235 | 7.205 | 10.181 | 31.745 | 44.610 | 187.307 |
| 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 | 54.230 | 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 | 82.923 | 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 | 55.521 | 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 | 54.746 | 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 | 36.461 | 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 | 67.648 | 242.421 |
| 2016 | 9.355 | 12.237 | 18.973 | 19.269 | | | | | | | | | 59.834 | 59.834 |

Hafif Araç Pazarı (AYA < 3.5 Ton)

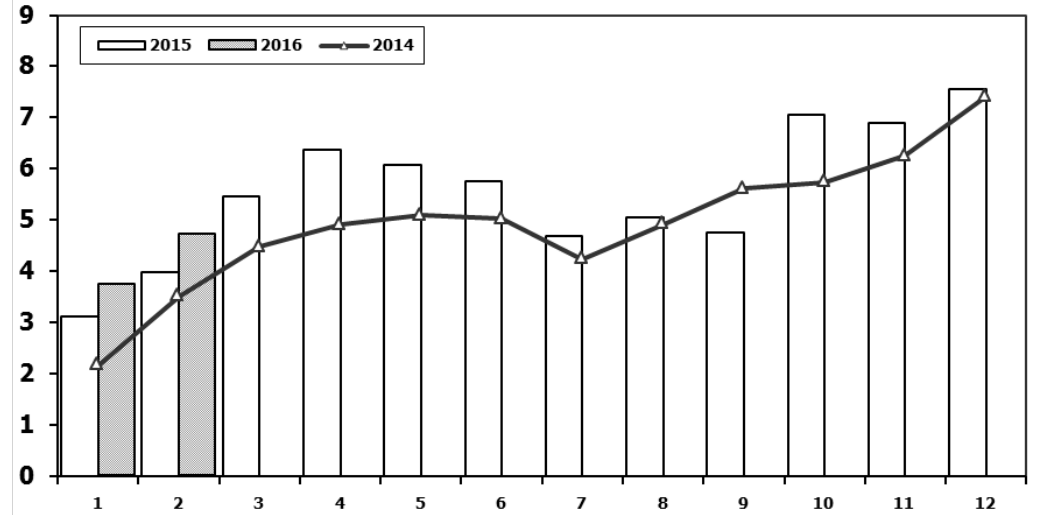
Light Vehicle Market (GVW < 3.5 Ton)



| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 4 Ay/Mo |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------|
| Otomobil/P.Cars | 373.219 | 357.465 | 305.998 | 369.819 | 509.784 | 593.519 | 556.280 | 664.655 | 587.331 | 725.596 | 193.539 |
| HTA/LCV | 244.633 | 237.297 | 188.025 | 187.307 | 251.129 | 270.920 | 221.481 | 188.723 | 180.350 | 242.421 | 59.834 |
| TOTAL | 617.852 | 594.762 | 494.023 | 557.126 | 760.913 | 864.439 | 777.761 | 853.378 | 767.681 | 968.017 | 253.373 |
| HTA/LCV (%) | 40 | 40 | 38 | 34 | 33 | 31 | 28 | 22 | 23 | 25 | 24 |

Traktör Pazarı (x1000)

F.Tractor Market (x1000)

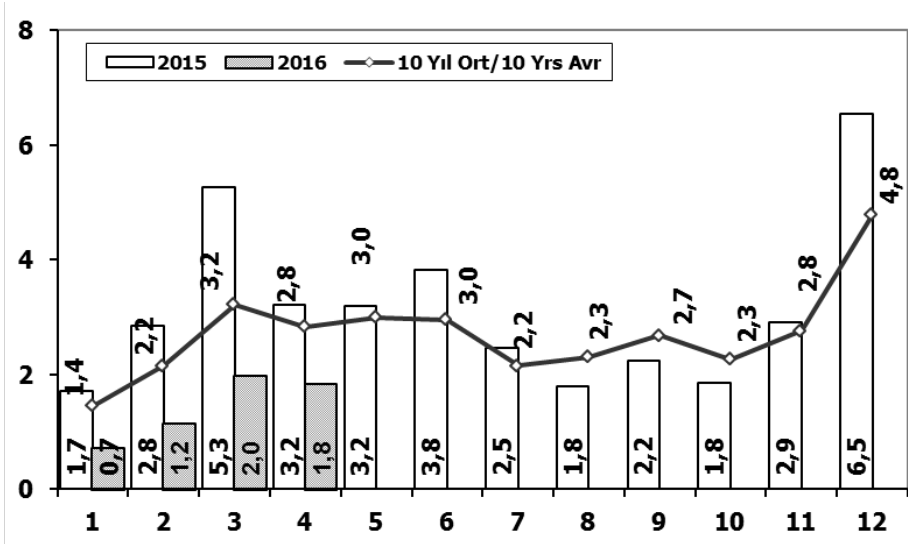


| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|--------|
| 2006 | 4.018 | 2.139 | 3.201 | 3.599 | 5.529 | 3.401 | 2.450 | 2.608 | 2.820 | 2.872 | 3.697 | 3.373 | 12.957 | 39.707 |
| 2007 | 2.816 | 2.244 | 3.053 | 2.657 | 3.188 | 3.141 | 2.497 | 2.381 | 3.025 | 2.755 | 3.549 | 3.097 | 10.770 | 34.403 |
| 2008 | 2.770 | 1.855 | 3.395 | 3.081 | 2.769 | 2.400 | 2.232 | 2.485 | 1.856 | 1.773 | 1.305 | 1.101 | 11.101 | 27.022 |
| 2009 | 717 | 572 | 688 | 1.070 | 1.297 | 1.256 | 1.054 | 1.183 | 1.117 | 1.356 | 1.304 | 2.144 | 3.047 | 13.758 |
| 2010 | 1.111 | 1.991 | 2.330 | 3.039 | 2.567 | 2.638 | 1.965 | 3.019 | 2.806 | 4.424 | 3.978 | 6.168 | 8.471 | 36.036 |
| 2011 | 2.975 | 5.242 | 5.927 | 5.358 | 6.016 | 6.335 | 4.534 | 4.051 | 4.140 | 5.828 | 4.943 | 4.992 | 19.502 | 60.341 |
| 2012 | 2.362 | 1.983 | 4.348 | 6.579 | 6.273 | 4.569 | 3.837 | 3.158 | 3.618 | 4.027 | 4.807 | 4.757 | 15.272 | 50.318 |
| 2013 | 2.161 | 2.432 | 4.005 | 4.585 | 5.616 | 3.136 | 4.574 | 3.408 | 4.935 | 4.762 | 5.781 | 6.891 | 13.183 | 52.286 |
| 2014 | 2.169 | 3.512 | 4.476 | 4.905 | 5.094 | 5.028 | 4.233 | 4.920 | 5.619 | 5.743 | 6.250 | 7.409 | 15.062 | 59.358 |
| 2015 | 3.124 | 3.984 | 5.460 | 6.383 | 6.078 | 5.748 | 4.677 | 5.044 | 4.765 | 7.049 | 6.898 | 7.564 | 18.951 | 66.774 |
| 2016 | 3.739 | 4.731 | | | | | | | | | | | 8.470 | 8.470 |

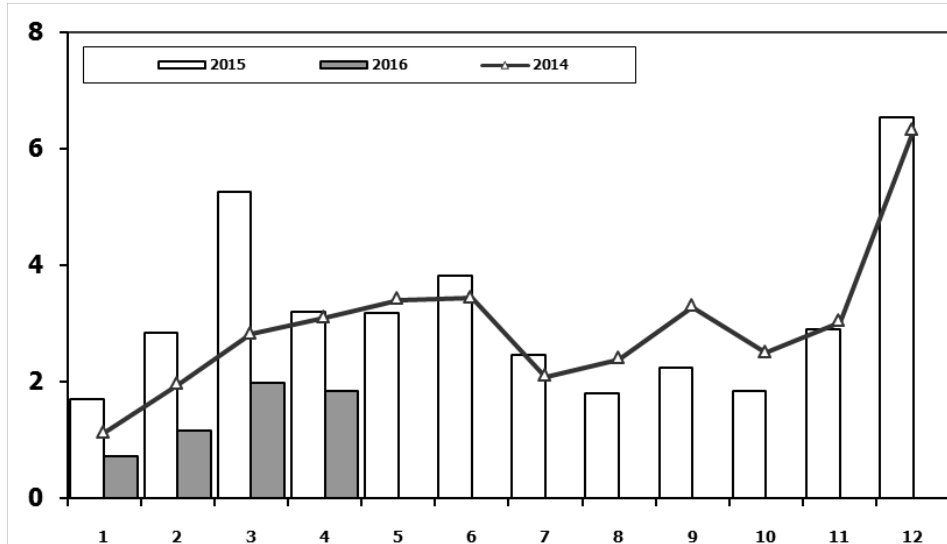
Kaynak: TÜİK trafik kayıtları.

Rakamlar, son iki model yılına ait traktör tescillerinden oluşmaktadır.

Kamyon Pazarının Analizi (x1000) AYA > 5 Ton Truck Market Analysis (x1000) GVW > 5 Ton



Kamyon Pazarı (x1000) AYA > 5 Ton Truck Market (x1000) GVW > 5 Ton

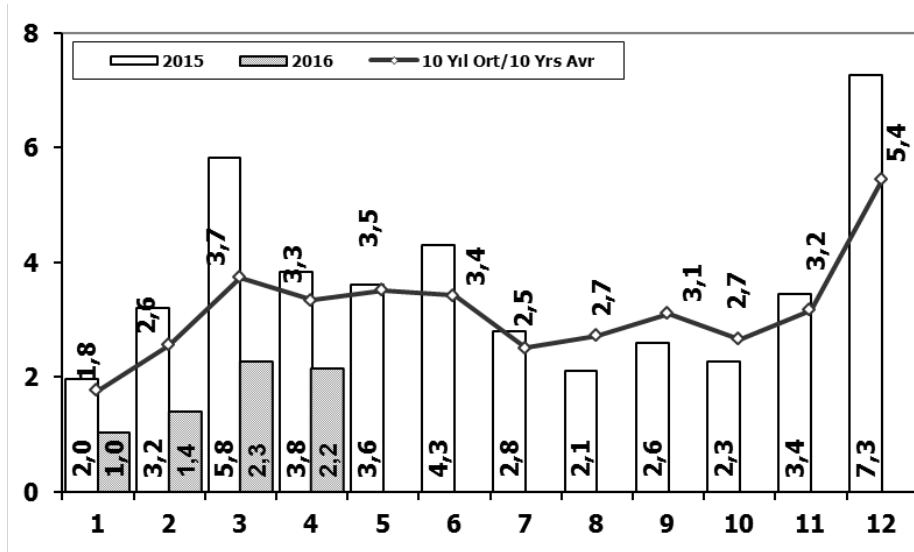


| Aylar / Months | 10 Yil Ort. 10 Yrs Avr. (x1000) | 2016 (x100) | % |
|----------------|---------------------------------|-------------|--------------|
| 1 | 1,4 | 0,7 | -50,5 |
| 2 | 2,2 | 1,2 | -46,5 |
| 3 | 3,2 | 2,0 | -38,4 |
| 4 | 2,8 | 1,8 | -35,2 |
| Total | 9,7 | 5,7 | -41,1 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|--------|
| 2006 | 1.767 | 3.310 | 4.467 | 4.180 | 4.449 | 3.398 | 2.472 | 3.142 | 3.052 | 2.926 | 3.550 | 5.358 | 13.724 | 42.071 |
| 2007 | 1.554 | 2.055 | 3.065 | 2.940 | 2.865 | 2.613 | 2.372 | 3.145 | 2.988 | 2.886 | 3.258 | 4.444 | 9.614 | 34.185 |
| 2008 | 1.797 | 2.309 | 2.621 | 2.578 | 2.459 | 2.526 | 2.067 | 2.377 | 2.390 | 1.790 | 1.512 | 1.834 | 9.305 | 26.260 |
| 2009 | 771 | 759 | 1.034 | 1.342 | 1.355 | 1.651 | 1.156 | 1.205 | 1.780 | 866 | 981 | 2.015 | 3.906 | 14.915 |
| 2010 | 777 | 968 | 1.772 | 1.807 | 1.966 | 2.205 | 2.093 | 2.446 | 2.444 | 3.071 | 3.136 | 5.677 | 5.324 | 28.362 |
| 2011 | 2.552 | 3.292 | 4.418 | 3.754 | 3.803 | 3.749 | 1.996 | 2.478 | 3.081 | 2.774 | 3.108 | 5.787 | 14.016 | 40.792 |
| 2012 | 1.375 | 2.159 | 3.595 | 2.697 | 3.321 | 3.250 | 2.450 | 2.277 | 2.991 | 2.244 | 3.006 | 5.000 | 9.826 | 34.365 |
| 2013 | 1.077 | 1.931 | 3.127 | 2.720 | 3.145 | 2.951 | 2.411 | 1.845 | 2.554 | 1.801 | 3.173 | 5.025 | 8.855 | 31.760 |
| 2014 | 1.117 | 1.949 | 2.818 | 3.092 | 3.405 | 3.438 | 2.083 | 2.390 | 3.281 | 2.494 | 3.028 | 6.313 | 8.976 | 35.408 |
| 2015 | 1.705 | 2.841 | 5.270 | 3.208 | 3.190 | 3.824 | 2.463 | 1.798 | 2.244 | 1.848 | 2.902 | 6.540 | 13.024 | 37.833 |
| 2016 | 718 | 1.154 | 1.984 | 1.835 | | | | | | | | | 5.691 | 5.691 |

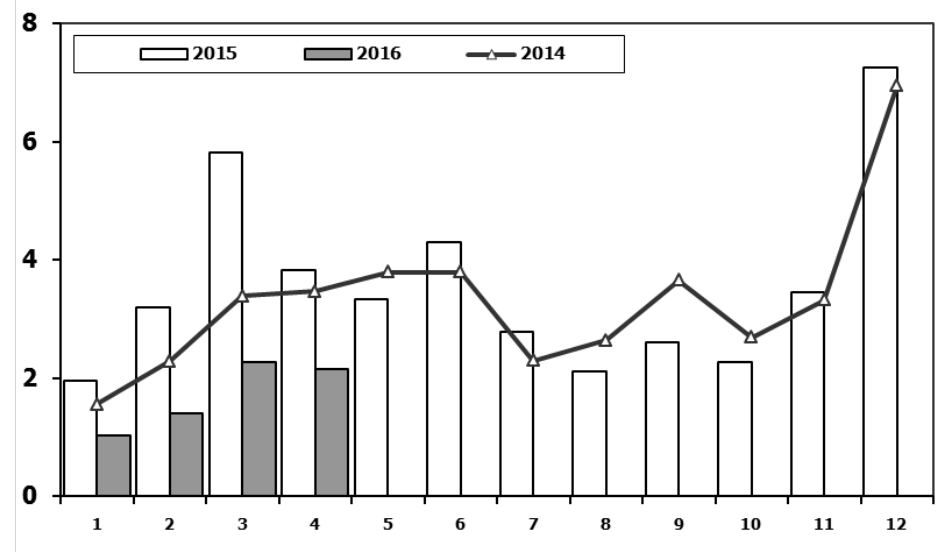
Ağır Ticari Araç Pazarının Analizi (x1000)

HCV Market Analysis (x1000)



Ağır Ticari Araç Pazarı (x1000)

HCV Market (x1000)

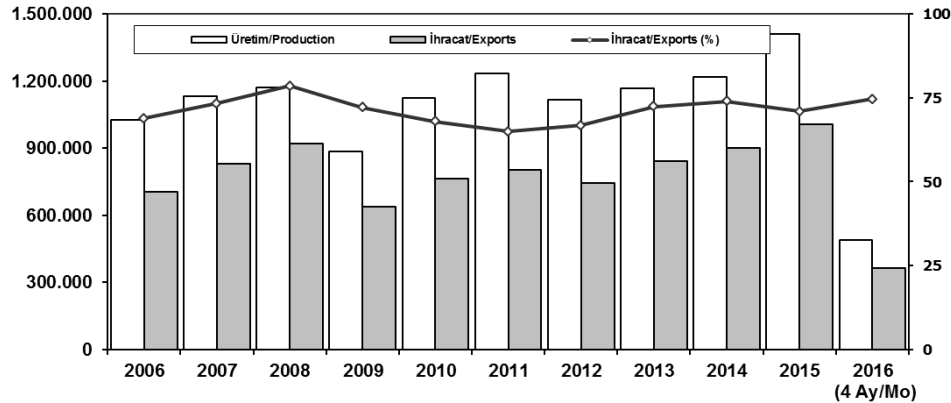


| Aylar / Months | 10 Yil Ort. 10 Yrs Avr. (x1000) | 2016 (x1000) | % |
|----------------|---------------------------------|--------------|--------------|
| 1 | 1,8 | 1,0 | -42,0 |
| 2 | 2,6 | 1,4 | -45,5 |
| 3 | 3,7 | 2,3 | -39,4 |
| 4 | 3,3 | 2,2 | -35,6 |
| Total | 11,4 | 6,8 | -40,1 |

| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 Ay/Mo | Total |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|--------|
| 2006 | 2.052 | 3.708 | 5.038 | 4.815 | 5.060 | 3.848 | 2.786 | 3.607 | 3.520 | 3.263 | 4.031 | 5.935 | 15.613 | 47.663 |
| 2007 | 1.833 | 2.518 | 3.598 | 3.267 | 3.317 | 2.987 | 2.627 | 3.613 | 3.497 | 3.333 | 3.704 | 5.150 | 11.216 | 39.444 |
| 2008 | 2.265 | 2.870 | 3.165 | 3.266 | 3.029 | 3.069 | 2.536 | 2.922 | 2.897 | 2.263 | 1.899 | 2.340 | 11.566 | 32.521 |
| 2009 | 1.025 | 1.104 | 1.420 | 1.786 | 1.696 | 2.035 | 1.401 | 1.483 | 2.006 | 1.084 | 1.240 | 2.463 | 5.335 | 18.743 |
| 2010 | 955 | 1.141 | 2.059 | 2.133 | 2.251 | 2.494 | 2.373 | 2.881 | 2.787 | 3.376 | 3.444 | 6.365 | 6.288 | 32.259 |
| 2011 | 2.766 | 3.685 | 4.930 | 4.376 | 4.447 | 4.290 | 2.320 | 2.972 | 3.514 | 3.219 | 3.538 | 6.371 | 15.757 | 46.428 |
| 2012 | 1.674 | 2.503 | 4.073 | 3.065 | 3.957 | 3.714 | 2.818 | 2.700 | 3.568 | 2.739 | 3.335 | 5.713 | 11.315 | 39.859 |
| 2013 | 1.617 | 2.624 | 3.914 | 3.440 | 3.953 | 3.675 | 3.130 | 2.340 | 3.074 | 2.385 | 3.716 | 5.878 | 11.595 | 39.746 |
| 2014 | 1.555 | 2.287 | 3.383 | 3.461 | 3.788 | 3.789 | 2.299 | 2.640 | 3.649 | 2.686 | 3.316 | 6.952 | 10.686 | 39.805 |
| 2015 | 1.961 | 3.202 | 5.819 | 3.829 | 3.603 | 4.305 | 2.789 | 2.106 | 2.597 | 2.265 | 3.442 | 7.259 | 14.811 | 43.177 |
| 2016 | 1.027 | 1.398 | 2.266 | 2.154 | | | | | | | | | 6.845 | 6.845 |

İhracat/Üretim (2006-2016) (Traktör dahil)

Exports/Production (2006-2016) (Including F. Tractor)



| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 (4 Ay/Mo) |
|---------------------|-----------|-----------|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|----------------|
| Üretim/Production | 1.026.427 | 1.132.951 | 1.171.917 | 884.466 | 1.124.982 | 1.234.637 | 1.115.233 | 1.166.043 | 1.218.848 | 1.410.034 | 488.359 |
| İhracat/Exports | 706.402 | 829.879 | 920.763 | 637.855 | 763.670 | 801.112 | 745.354 | 843.467 | 902.194 | 1.007.267 | 364.571 |
| İhracat/Exports (%) | 69 | 73 | 79 | 72 | 68 | 65 | 67 | 72 | 74 | 71 | 75 |

Taşıt Araçları İhracatı (2014-2016)

Motor Vehicle Exports (2014-2016)

| SEKTÖR/SECTOR | 2014 | 2015 | 2015 | 2016 | 2016/2015 (%) |
|---------------------------------|----------------|------------------|----------------|----------------|---------------|
| | | | 4 Ay - 4 Mo | | |
| OTOMOBİL/ P.Cars | 581.993 | 604.683 | 210.731 | 214.958 | 2 |
| TİCARİ ARAÇLAR / CV | 303.187 | 387.652 | 123.827 | 144.484 | 17 |
| * Kamyonet/Pick-Up | 269.995 | 341.834 | 105.590 | 137.989 | 31 |
| * Minibüs/Minibus | 26.458 | 38.255 | 16.112 | 2.806 | -83 |
| * Kamyon/Truck | 1.281 | 1.408 | 286 | 1.238 | 333 |
| * Midibüs/Midibus | 824 | 447 | 108 | 216 | 100 |
| * Otobüs/Bus | 4.629 | 5.708 | 1.731 | 2.235 | 29 |
| TAŞIT ARAÇLARI /MV TOTAL | 885.180 | 992.335 | 334.558 | 359.442 | 7 |
| TRAKTÖR/F.TRACTOR | 17.014 | 14.932 | 4.790 | 5.129 | 7 |
| TOTAL | 902.194 | 1.007.267 | 339.348 | 364.571 | 7 |

Otomotiv Ana ve Yan Sanayii İhracatı (ABD \$)

CBU and CKD Exports - \$

| Sektör / Sector | 2012 | 2013 | 2014 | 2015 | 2015 | 2016 | 2016/2015 (%) |
|---|-----------------------|-----------------------|-----------------------|-----------------------|----------------------------|----------------------|---------------|
| | | | | | Ocak-Nisan / January-April | | |
| Toplam Yan Sanayi/Total Component Industry | 8.215.636.677 | 9.065.017.539 | 9.504.013.791 | 8.643.538.318 | 2.858.282.424 | 3.032.263.579 | 6% |
| İç ve Dış Lastik / Tyres | 1.199.566.307,01 | 1.130.005.891,78 | 1.126.709.610,14 | 961.494.045 | 322.316.052 | 321.666.203 | 0% |
| Emniyet Camı / Safety Glasses | 120.615.917,59 | 135.230.309,67 | 143.208.298,99 | 124.569.031 | 43.303.813 | 43.748.401 | 1% |
| Motor (Engine) | 272.085.582,31 | 319.294.885,46 | 171.893.752,32 | 221.897.271 | 45.780.392 | 107.989.254 | 136% |
| Akümülatör / Batteries | 249.831.846,25 | 306.451.449,47 | 289.101.198,21 | 220.618.374 | 66.893.683 | 64.344.215 | -4% |
| Diğer Aksam ve Parça / Spare Parts&Components | 6.373.537.023,45 | 7.174.035.002,35 | 7.773.100.931,83 | 7.114.959.599 | 2.379.988.485 | 2.494.515.506 | 5% |
| Toplam Ana Sanayi/Total Vehicle Industry | 11.100.115.134 | 12.491.591.365 | 13.259.499.977 | 12.975.346.180 | 4.321.578.066 | 4.661.245.087 | 8% |
| Otobüs / Bus | 855.424.303,62 | 937.790.962,87 | 985.983.007,01 | 1.024.134.143 | 310.905.828 | 406.440.492 | 31% |
| Midibüs-Minibüs / Minibus- Minibus | 161.806.275,12 | 147.769.644,17 | 97.685.509,12 | 130.195.838 | 49.638.194 | 54.558.436 | 10% |
| Otomobil (P. Cars) | 6.068.045.119,19 | 6.855.475.589,83 | 7.258.361.005,24 | 6.881.972.133 | 2.415.558.226 | 2.189.704.563 | -9% |
| Kamyon-Kamyonet/HCV-LCV | 3.433.310.998,81 | 3.918.798.755,31 | 4.201.760.813,55 | 4.263.767.944 | 1.337.012.529 | 1.707.066.698 | 28% |
| Römork ve Yarı Römork/Trailer-Semi Trailer | 195.093.508,21 | 218.385.731,69 | 252.354.014,20 | 252.432.565 | 84.966.109 | 116.158.102 | 37% |
| Çekici/Truck-Tractor | 71.336.634,88 | 77.907.406,95 | 38.396.524,81 | 48.108.959 | 9.511.005 | 69.082.780 | 626% |
| Tarım Traktörü/Farm Tractor | 315.098.293,75 | 335.463.274,61 | 424.959.103,39 | 374.734.597 | 113.986.175 | 118.234.016 | 4% |
| Toplam/Total | 19.315.751.810 | 21.556.608.904 | 22.763.513.769 | 21.618.884.498 | 7.179.860.490 | 7.693.508.666 | 7% |

Kaynak: Uludağ İhracatçı Birlikleri . ÜİB tarafından OSD için özel olarak analiz edilen Otomotiv İhracatı kapsamında; ÜİB Türkiye Genel Otomotiv Endüstrisi sınıflandırmasına kıyasla "Römork ve Yarı Römork", "Tarım Traktörü" verileri dahil edilmekte; "Kullanılmış Araçlar", "İki Tekerlekli Taşıtlar", "Demiryolu Taşıtları" hariç tutulmaktadır.

Firma Bazında İhracat (Adet)
Export Of member Companies (Unit)

| FİRMALAR Companies | 2014 | 2015 | Ocak-Mart 4 Months | |
|-----------------------|----------------|------------------|-----------------------|----------------|
| | | | 2015 | 2016 |
| FORD OTOSAN | 187.921 | 252.571 | 80.294 | 94.233 |
| OYAK RENAULT | 257.992 | 270.299 | 98.178 | 84.284 |
| TOFAŞ | 142.234 | 173.743 | 58.235 | 82.052 |
| HYUNDAI ASSAN | 179.793 | 201.276 | 64.970 | 72.630 |
| TOYOTA | 109.517 | 81.962 | 30.277 | 21.471 |
| TÜRK TRAKTÖR | 15.866 | 14.122 | 4.581 | 4.756 |
| M. BENZ TÜRK | 3.438 | 4.252 | 1.253 | 2.377 |
| HONDA TÜRKİYE | 1.560 | 2.220 | 476 | 735 |
| MAN TÜRKİYE | 937 | 1.493 | 588 | 683 |
| KARSAN | 37 | 3.067 | 23 | 480 |
| HATTAT TARIM | 1.148 | 810 | 209 | 373 |
| OTOKAR | 580 | 720 | 129 | 216 |
| TEMSA GLOBAL | 423 | 441 | 60 | 179 |
| A.I.O.S. | 748 | 291 | 75 | 102 |
| GENEL TOPLAM | 902.194 | 1.007.267 | 339.348 | 364.571 |

Kaynak: OSD

Sektör Bazında İhracat (\$)
Exports on Sectorial Basis

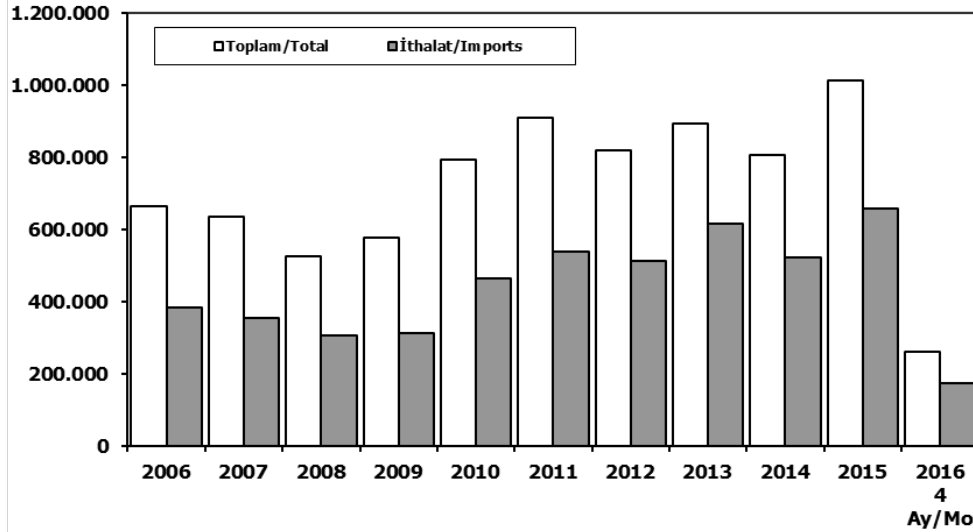
| SEKTÖRLER | NİSAN | | | | OCAK-NİSAN | | | | SON 12 AYLIK | | | |
|--|-------------------|-------------------|----------------------|----------------|-------------------|-------------------|----------------------|----------------|--------------------|--------------------|----------------------|----------------|
| | 2015 | 2016 | Değişim ('16/'15) | Pay(16) (%) | 2015 | 2016 | Değişim ('16/'15) | Pay(16) (%) | 2015 | 2016 | Değişim ('16/'15) | Pay(16) (%) |
| Otomotiv Endüstrisi | 1.835.674 | 2.046.589 | 11 | 18 | 7.037.557 | 7.589.811 | 8 | 16 | 21.675.851 | 21.704.586 | 0 | 16 |
| Hazırgiyim ve Konfeksiyon | 1.384.781 | 1.526.249 | 10 | 13 | 5.357.091 | 5.779.008 | 8 | 13 | 17.870.694 | 17.378.560 | -3 | 12 |
| Kimyevi Maddeler ve Mamulleri | 1.439.385 | 1.228.644 | -15 | 11 | 5.156.166 | 4.554.749 | -12 | 10 | 17.127.292 | 14.798.235 | -14 | 11 |
| Elektrik Elektronik ve Hizmet | 881.095 | 889.174 | 1 | 8 | 3.282.387 | 3.218.922 | -2 | 7 | 11.427.770 | 10.409.988 | -9 | 7 |
| Çelik | 974.773 | 699.252 | -28 | 6 | 3.719.550 | 2.803.245 | -25 | 6 | 12.254.525 | 8.965.489 | -27 | 6 |
| Tekstil ve Hammaddeleri | 724.114 | 691.250 | -5 | 6 | 2.658.618 | 2.625.896 | -1 | 6 | 8.499.065 | 7.916.076 | -7 | 6 |
| Hububat, Bakliyat, Yağlı Tohumlar ve Mamulleri | 486.976 | 542.829 | 11 | 5 | 2.099.619 | 2.136.802 | 2 | 5 | 6.434.930 | 6.165.036 | -4 | 4 |
| Demir ve Demir Dışı Metaller | 573.364 | 516.753 | -10 | 5 | 2.065.118 | 1.980.005 | -4 | 4 | 6.759.881 | 6.145.610 | -9 | 4 |
| Makine ve Aksamları | 492.517 | 494.323 | 0 | 4 | 1.840.795 | 1.779.810 | -3 | 4 | 5.903.514 | 5.463.444 | -7 | 4 |
| Mobilya, Kağıt ve Orman Ürünleri | 362.996 | 345.547 | -5 | 3 | 1.328.760 | 1.333.148 | 0 | 3 | 4.376.933 | 4.079.402 | -7 | 3 |
| T O P L A M (TİM+TÜİK*) | 11.768.747 | 11.443.283 | -3 | 100 | 50.404.562 | 46.187.268 | -8 | 100 | 154.510.368 | 139.633.083 | -10 | 100 |

Kaynak: TİM

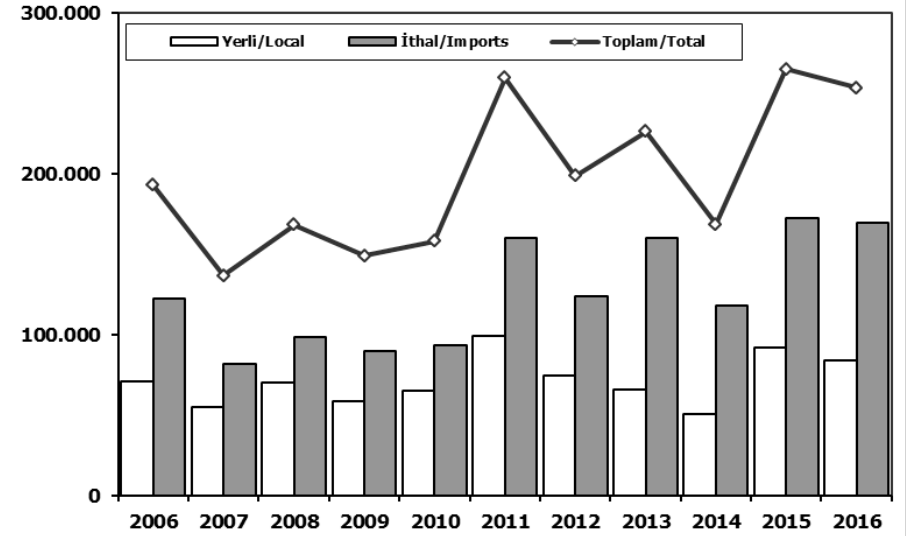
First 3 Sectors:

- 1- Automotive Industry
- 2- Ready Wear and Confection
- 3-Chemical Articles and Products

Toplam Pazar (Otomobil+T.Araç) Total Market (P.Cars+C.V)



Hafif Araçlar Pazarı (2006-2016 Ocak-Nisan) LV Market (2006-2016 January-April)

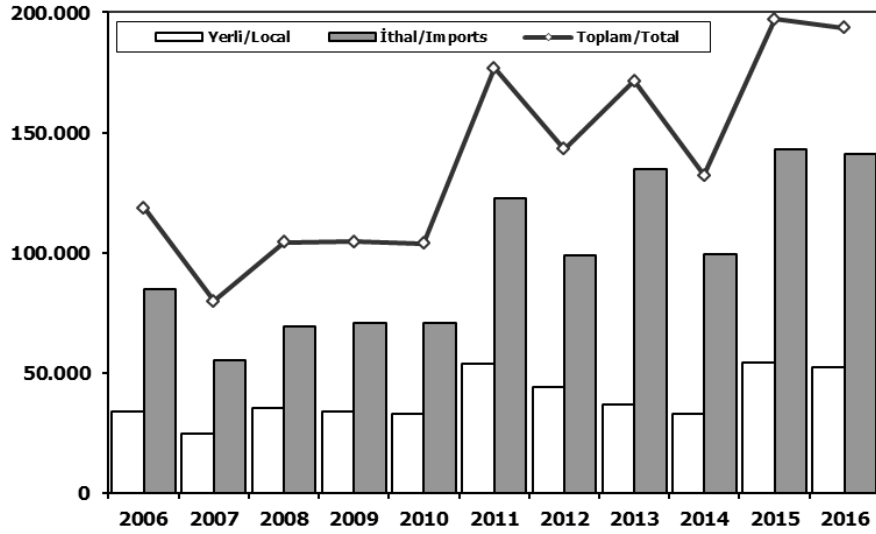


| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2015 4 Ay/Mo | 2016 4 Ay/Mo |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------|-----------------|-----------------|
| Toplam/Total | 665.515 | 634.206 | 526.544 | 575.869 | 793.172 | 910.867 | 817.620 | 893.124 | 807.486 | 1.011.194 | 279.661 | 260.218 |
| İthalat/Imports | 382.460 | 355.752 | 306.087 | 313.921 | 465.408 | 538.532 | 511.694 | 615.609 | 522.842 | 658.690 | 176.568 | 172.446 |
| İthalat/Imports (%) | 57 | 56 | 58 | 55 | 59 | 59 | 63 | 69 | 65 | 65 | 63 | 66 |

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Yerli/Local | 70.629 | 55.037 | 69.948 | 58.967 | 64.884 | 99.295 | 74.521 | 65.834 | 50.531 | 92.299 | 83.960 |
| İthal/Imports | 122.316 | 81.520 | 98.180 | 90.132 | 93.098 | 160.358 | 124.181 | 160.345 | 118.046 | 172.551 | 169.413 |
| Toplam/Total | 192.945 | 136.557 | 168.128 | 149.099 | 157.982 | 259.653 | 198.702 | 226.179 | 168.577 | 264.850 | 253.373 |
| İthalat/Imports (%) | 63 | 60 | 58 | 60 | 59 | 62 | 62 | 71 | 70 | 65 | 67 |

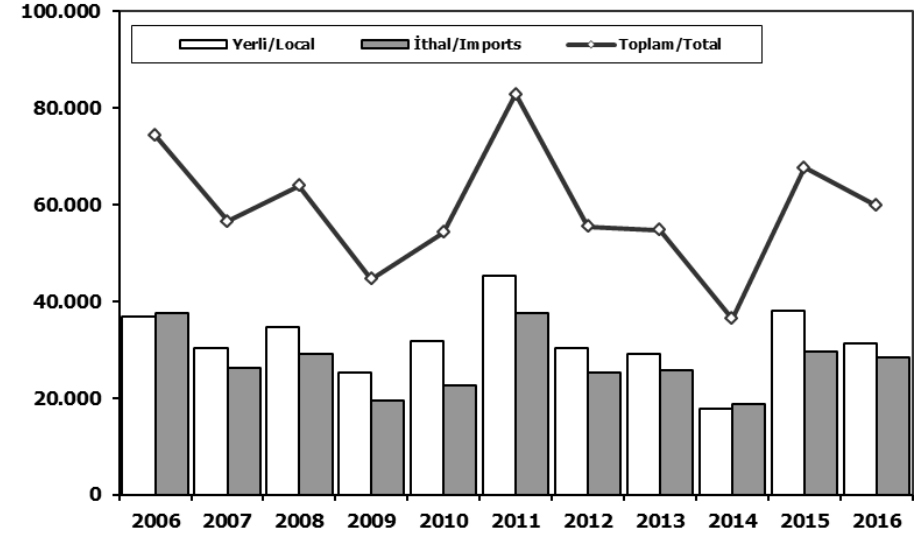
Otomobil Pazarı (2006-2016 Ocak-Nisan)

P.Cars Market (2006-2016 January-April)



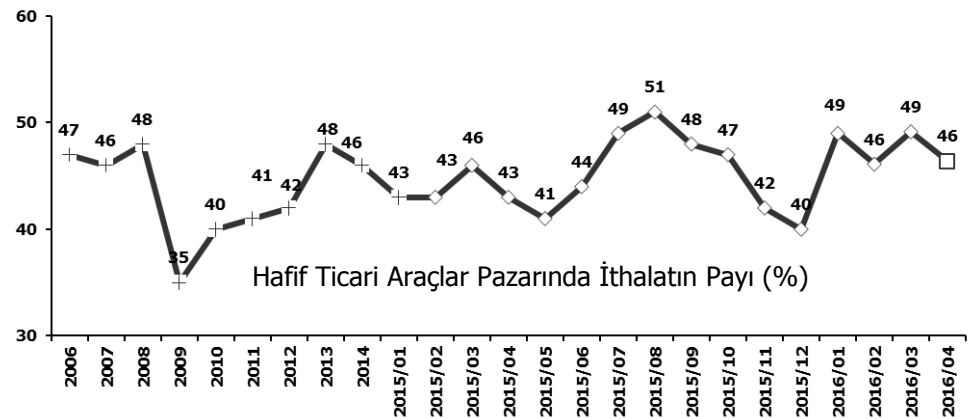
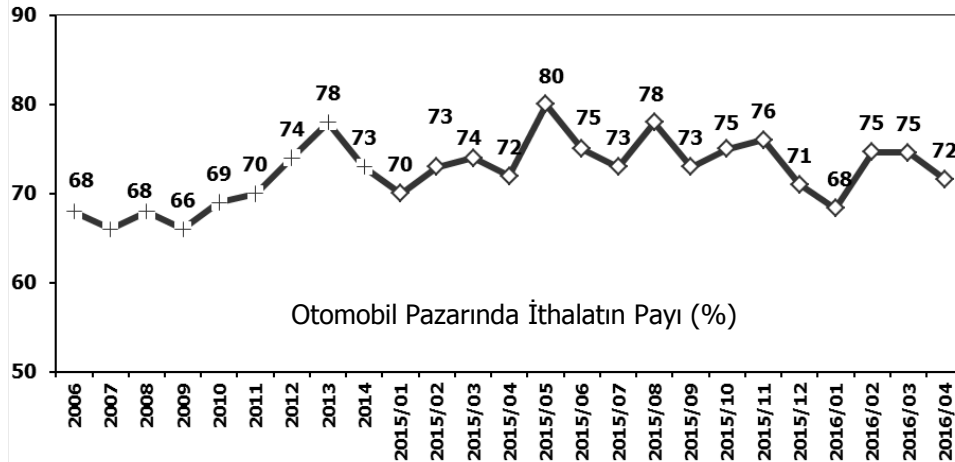
Hafif Ticari Araçlar Pazarı (2006-2016 Ocak-Nisan)

Light Commercial Vehicle Market (2006-2016 January-April)



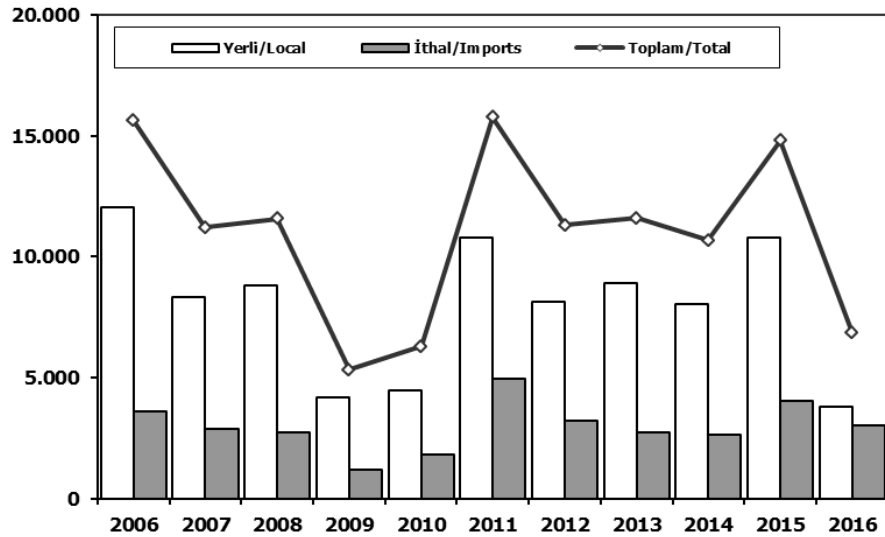
| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Yerli/Local | 33.897 | 24.676 | 35.175 | 33.776 | 33.164 | 53.940 | 44.255 | 36.802 | 32.808 | 54.215 | 52.576 |
| İthal/Imports | 84.711 | 55.262 | 69.069 | 70.713 | 70.588 | 122.790 | 98.926 | 134.631 | 99.308 | 142.987 | 140.963 |
| Toplam/Total | 118.608 | 79.938 | 104.244 | 104.489 | 103.752 | 176.730 | 143.181 | 171.433 | 132.116 | 197.202 | 193.539 |
| İthalat/Imports (%) | 71 | 69 | 66 | 68 | 68 | 69 | 69 | 79 | 75 | 73 | 73 |

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Yerli/Local | 36.732 | 30.361 | 34.773 | 25.191 | 31.720 | 45.355 | 30.266 | 29.032 | 17.723 | 38.084 | 31.384 |
| İthal/Imports | 37.605 | 26.258 | 29.111 | 19.419 | 22.510 | 37.568 | 25.255 | 25.714 | 18.738 | 29.564 | 28.450 |
| Toplam/Total | 74.337 | 56.619 | 63.884 | 44.610 | 54.230 | 82.923 | 55.521 | 54.746 | 36.461 | 67.648 | 59.834 |
| İthalat/Imports (%) | 51 | 46 | 46 | 44 | 42 | 45 | 45 | 47 | 51 | 44 | 48 |



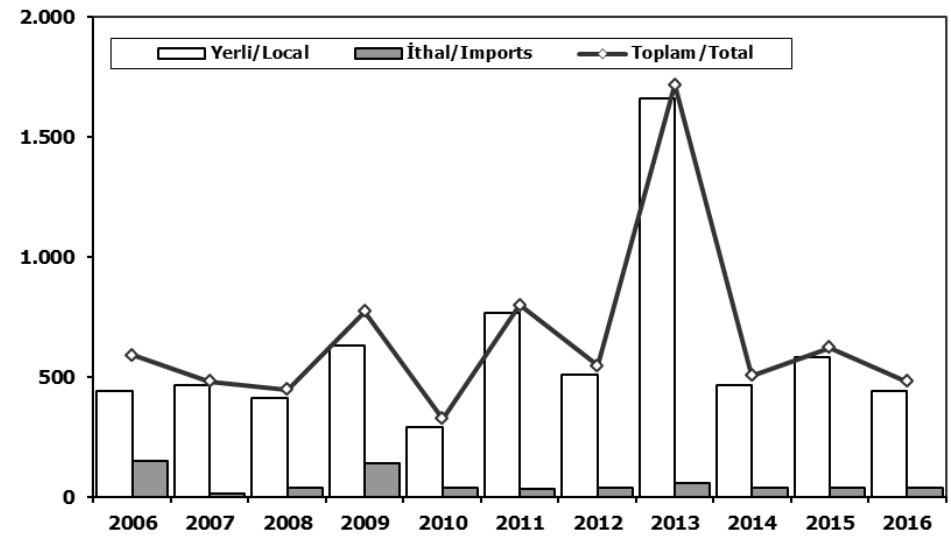
Ağır Ticari Araçlar Pazarı (2006-2016 Ocak-Nisan)

HCV Market (2006-2016 January-April)



Otobüs Pazarı (2006-2016 Ocak-Nisan)

Bus Market (2006-2016 January-April)

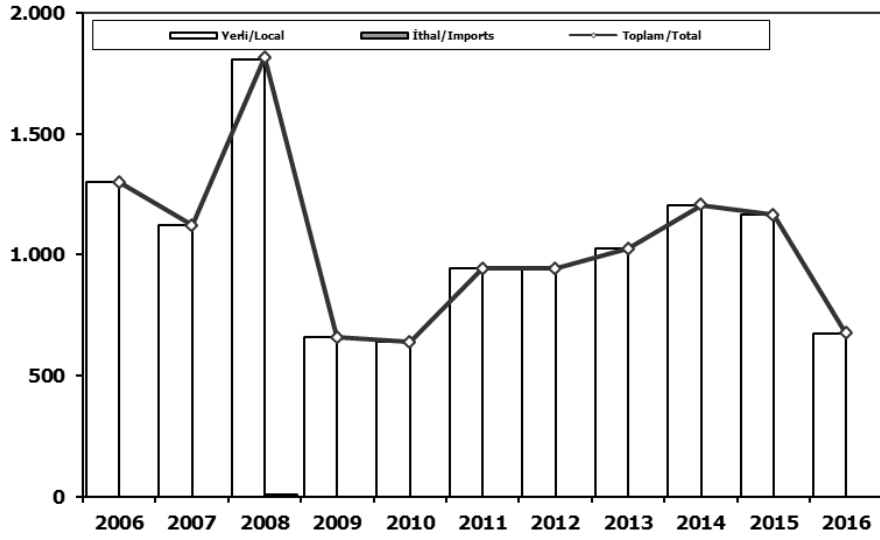


| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------|--------|--------|--------|-------|-------|--------|--------|--------|--------|--------|-------|
| Yerli/Local | 12.026 | 8.327 | 8.825 | 4.165 | 4.482 | 10.809 | 8.118 | 8.886 | 8.034 | 10.794 | 3.812 |
| İthal/Imports | 3.587 | 2.889 | 2.741 | 1.170 | 1.806 | 4.948 | 3.197 | 2.709 | 2.652 | 4.017 | 3.033 |
| Toplam/Total | 15.613 | 11.216 | 11.566 | 5.335 | 6.288 | 15.757 | 11.315 | 11.595 | 10.686 | 14.811 | 6.845 |
| İthalat/Imports (%) | 23 | 26 | 24 | 22 | 29 | 31 | 28 | 23 | 25 | 27 | 44 |

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------|------|------|------|------|------|------|------|-------|------|------|------|
| Yerli/Local | 443 | 467 | 410 | 631 | 289 | 767 | 508 | 1.661 | 464 | 582 | 440 |
| İthal/Imports | 148 | 14 | 36 | 140 | 37 | 31 | 39 | 55 | 40 | 40 | 40 |
| Toplam/Total | 591 | 481 | 446 | 771 | 326 | 798 | 547 | 1.716 | 504 | 622 | 480 |
| İthalat/Imports (%) | 25 | 3 | 8 | 18 | 11 | 4 | 7 | 3 | 8 | 6 | 8 |

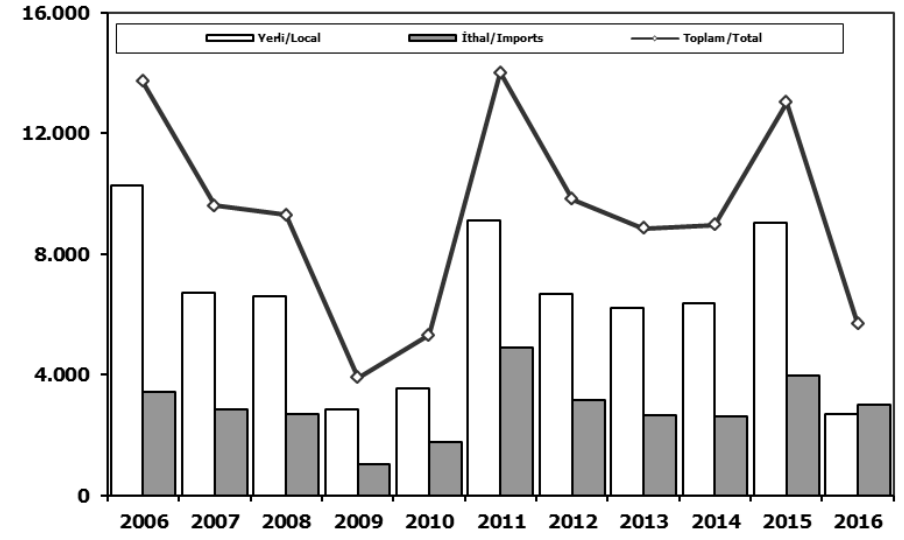
Midibüs Pazarı (2006-2016 Ocak-Nisan) (7-9 mt / 25-35 Kişilik)

Midibus Market (2006-2016 January-April) (7-9 mt / 25-35 Passengers)



Kamyon Pazarı (2006-2016 Ocak-Nisan)

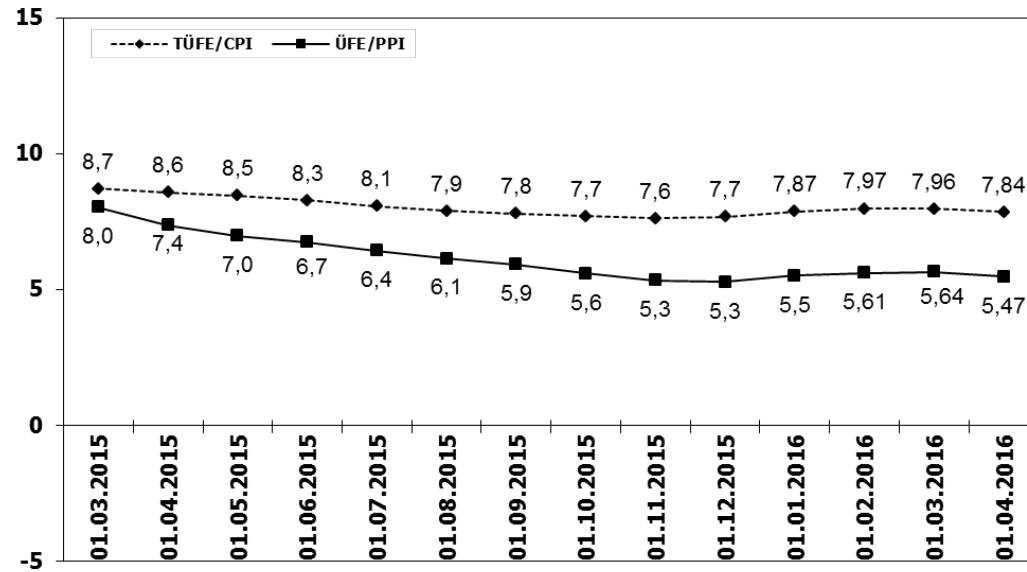
Truck Market (2006-2016 January-April)



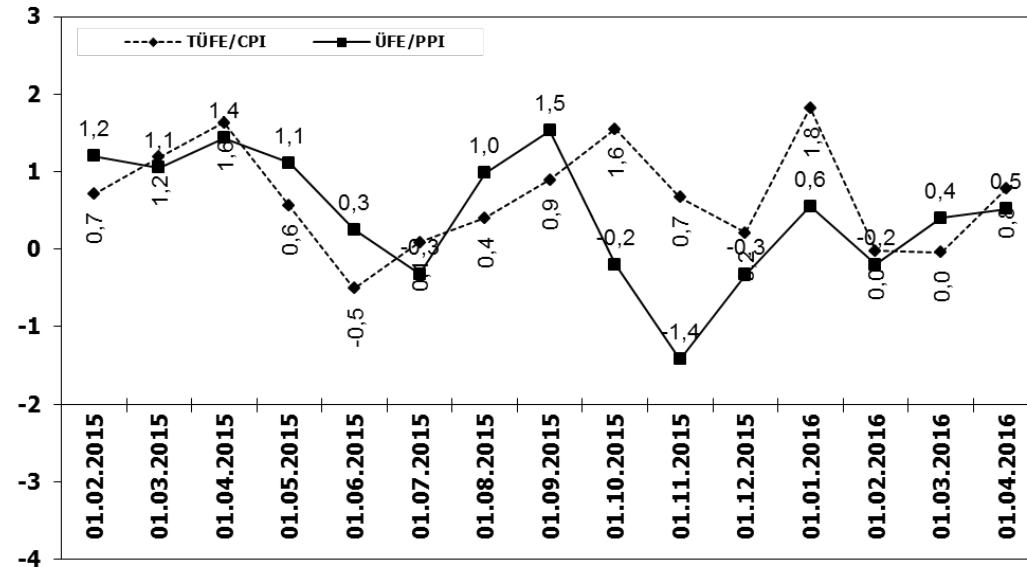
| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------|-------|-------|-------|------|------|------|------|-------|-------|-------|------|
| Yerli/Local | 1.298 | 1.121 | 1.806 | 658 | 638 | 943 | 942 | 1.024 | 1.206 | 1.165 | 674 |
| İthal/Imports | 0 | 0 | 9 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Toplam/Total | 1.298 | 1.121 | 1.815 | 658 | 638 | 943 | 942 | 1.024 | 1.206 | 1.165 | 674 |
| İthalat/Imports (%) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------|--------|-------|-------|-------|-------|--------|-------|-------|-------|--------|-------|
| Yerli/Local | 10.285 | 6.739 | 6.609 | 2.876 | 3.555 | 9.099 | 6.668 | 6.201 | 6.364 | 9.047 | 2.698 |
| İthal/Imports | 3.439 | 2.875 | 2.696 | 1.030 | 1.769 | 4.917 | 3.158 | 2.654 | 2.612 | 3.977 | 2.993 |
| Toplam/Total | 13.724 | 9.614 | 9.305 | 3.906 | 5.324 | 14.016 | 9.826 | 8.855 | 8.976 | 13.024 | 5.691 |
| İthalat/Imports (%) | 25 | 30 | 29 | 26 | 33 | 35 | 32 | 30 | 29 | 31 | 53 |

TÜFE ve ÜFE'nin Yıllık Değişimi (%) CPI and PPI Yearly Changes (%)



TÜFE ve ÜFE'nin Aylık Değişimi (%) CPI and PPI Monthly Changes (%)



2016 Yılı İthal Hafif Araç Satışları 2016 Light Vehicles Import Sales

2016 YILI İTHAL OTOMOBİL SATIŞLARI / P.Cars Import 2016

| | 2015 TOPLAMI 2015 Total | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 2016 TOPLAMI 2016 Total |
|----------------|-------------------------------|---------------|---------------|---------------|---------------|----------|----------|----------|----------|----------|----------|----------|----------|-------------------------------|
| VOLKSWAGEN | 107.401 | 2.792 | 5.763 | 8.197 | 7.811 | | | | | | | | | 24.563 |
| OPEL | 47.000 | 1.263 | 2.521 | 3.936 | 4.775 | | | | | | | | | 12.495 |
| FORD | 43.341 | 972 | 2.733 | 3.347 | 3.141 | | | | | | | | | 10.193 |
| DACIA | 37.257 | 1.235 | 1.963 | 3.402 | 3.555 | | | | | | | | | 10.155 |
| RENAULT | 32.683 | 1.258 | 2.007 | 4.030 | 3.336 | | | | | | | | | 10.631 |
| B.M.W | 31.221 | 496 | 2.042 | 2.080 | 2.332 | | | | | | | | | 6.950 |
| MERCEDES BENZ | 30.333 | 1.091 | 1.701 | 2.480 | 2.305 | | | | | | | | | 7.577 |
| NISSAN | 26.421 | 971 | 1.534 | 2.989 | 2.684 | | | | | | | | | 8.178 |
| HYUNDAI | 25.164 | 1.148 | 1.499 | 2.651 | 2.344 | | | | | | | | | 7.642 |
| PEUGEOT | 22.808 | 540 | 1.730 | 2.526 | 1.557 | | | | | | | | | 6.353 |
| SKODA | 22.107 | 715 | 1.435 | 2.640 | 2.663 | | | | | | | | | 7.453 |
| AUDI | 20.279 | 911 | 1.200 | 1.455 | 2.148 | | | | | | | | | 5.714 |
| SEAT | 16.911 | 502 | 853 | 1.443 | 2.130 | | | | | | | | | 4.928 |
| CITROEN | 16.520 | 394 | 366 | 1.562 | 1.684 | | | | | | | | | 4.006 |
| KIA | 13.873 | 263 | 574 | 1.080 | 1.461 | | | | | | | | | 3.378 |
| TOYOTA | 10.949 | 123 | 411 | 631 | 611 | | | | | | | | | 1.776 |
| VOLVO | 6.939 | 187 | 194 | 311 | 335 | | | | | | | | | 1.027 |
| HONDA | 5.413 | 366 | 669 | 1.077 | 535 | | | | | | | | | 2.647 |
| FIAT | 5.241 | 162 | 247 | 336 | 278 | | | | | | | | | 1.023 |
| JEEP | 3.507 | 92 | 161 | 204 | 188 | | | | | | | | | 645 |
| MAZDA | 1.761 | 50 | 67 | 114 | 157 | | | | | | | | | 388 |
| MINI (İngiliz) | 1.739 | 101 | 74 | 134 | 166 | | | | | | | | | 475 |
| SUBARU | 1.737 | 73 | 112 | 152 | 148 | | | | | | | | | 485 |
| LAND ROVER | 1.577 | 46 | 131 | 318 | 186 | | | | | | | | | 681 |
| MITSUBISHI | 1.366 | 39 | 71 | 53 | 48 | | | | | | | | | 211 |
| PORSCHE | 861 | 55 | 40 | 55 | 59 | | | | | | | | | 209 |
| ALFA ROMEO | 847 | 12 | 75 | 149 | 58 | | | | | | | | | 294 |
| SSANGYONG | 605 | 19 | 23 | 37 | 34 | | | | | | | | | 113 |
| PROTON | 500 | 10 | 7 | 10 | 12 | | | | | | | | | 39 |
| CHERY | 394 | 30 | 23 | 12 | 9 | | | | | | | | | 74 |
| JAGUAR | 336 | 20 | 25 | 34 | 31 | | | | | | | | | 110 |
| SUZUKI | 177 | 7 | 0 | 194 | 151 | | | | | | | | | 352 |
| TATA | 168 | 0 | 0 | 0 | 0 | | | | | | | | | 0 |
| SMART | 88 | 0 | 0 | 16 | 13 | | | | | | | | | 29 |
| MASERATI | 73 | 1 | 6 | 1 | 5 | | | | | | | | | 13 |
| INFINITI | 43 | 0 | 0 | 0 | 4 | | | | | | | | | 4 |
| GEELY | 25 | 0 | 0 | 0 | 0 | | | | | | | | | 0 |
| BENTLEY | 19 | 0 | 1 | 0 | 0 | | | | | | | | | 1 |
| LEXUS | 13 | 0 | 0 | 6 | 7 | | | | | | | | | 13 |
| FERRARI | 10 | 3 | 1 | 0 | 4 | | | | | | | | | 8 |
| LAMBORGHINI | 6 | 0 | 1 | 0 | 1 | | | | | | | | | 2 |
| LANCIA | 2 | 0 | 0 | 0 | 0 | | | | | | | | | 0 |
| ASTON MARTİN | 0 | 2 | 1 | 2 | 4 | | | | | | | | | 9 |
| DS | 0 | 8 | 34 | 42 | 35 | | | | | | | | | 119 |
| TOPLAM | 537.715 | 15.957 | 30.295 | 47.706 | 47.005 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 140.963 |

2016 YILI İTHAL HAFİF TİCARİ ARAÇ SATIŞLARI / Light Commercial Vehicles Import 2016

| | 2015 TOPLAMI 2015 Total | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 2016 TOPLAMI 2016 Total |
|---------------|-------------------------------|--------------|--------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|-------------------------------|
| VOLKSWAGEN | 31.642 | 1.736 | 2.391 | 3.096 | 2.674 | | | | | | | | | 9.897 |
| RENAULT | 15.617 | 451 | 602 | 983 | 1.442 | | | | | | | | | 3.478 |
| FIAT | 9.072 | 272 | 374 | 615 | 333 | | | | | | | | | 1.594 |
| MERCEDES BENZ | 8.457 | 360 | 549 | 925 | 671 | | | | | | | | | 2.505 |
| PEUGEOT | 8.212 | 467 | 284 | 471 | 835 | | | | | | | | | 2.057 |
| DACIA | 7.555 | 221 | 228 | 380 | 512 | | | | | | | | | 1.341 |
| CITROEN | 6.511 | 207 | 213 | 752 | 670 | | | | | | | | | 1.842 |
| KIA | 4.110 | 155 | 196 | 387 | 324 | | | | | | | | | 1.062 |
| FORD | 4.028 | 85 | 189 | 298 | 255 | | | | | | | | | 827 |
| MITSUBISHI | 3.897 | 324 | 151 | 312 | 329 | | | | | | | | | 1.116 |
| TOYOTA | 2.928 | 34 | 178 | 514 | 402 | | | | | | | | | 1.128 |
| IVECO | 2.710 | 88 | 131 | 173 | 163 | | | | | | | | | 555 |
| HYUNDAI | 1.612 | 71 | 117 | 138 | 163 | | | | | | | | | 489 |
| ISUZU | 333 | 57 | 34 | 90 | 25 | | | | | | | | | 206 |
| SSANGYONG | 303 | 3 | 5 | 16 | 19 | | | | | | | | | 43 |
| TATA | 228 | 9 | 0 | 0 | 0 | | | | | | | | | 9 |
| NISSAN | 7 | 0 | 0 | 175 | 126 | | | | | | | | | 301 |
| MAZDA | 0 | 0 | 0 | 0 | 0 | | | | | | | | | 0 |
| TOPLAM | 107.222 | 4.540 | 5.642 | 9.325 | 8.943 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28.450 |