



OTOMOTİV SANAYİİ DERNEĞİ  
AUTOMOTIVE MANUFACTURERS ASSOCIATION

# OTOMOTİV SANAYİİ ÜRETİM BÜLTENİ AĞUSTOS 2018

AUTOMOTIVE INDUSTRY MANUFACTURING BULLETIN  
August 2018

OSD "OICA" Üyesidir



OSD is a Member of "OICA"

| FİRMALAR<br>Companies | OTOMOBİL<br>Pass.Car | %          | K.KAMYON<br>L.Truck | %          | B.KAMYON<br>H.Truck | %          | KAMYONET<br>Pick Up | %          | OTOBÜS<br>Bus | %          | MİNİBÜS<br>Minibus | %          | MİDİBÜS<br>Midibus | %          | TRAKTÖR<br>F.Tractor | %          | TOPLAM<br>Total | %          |
|-----------------------|----------------------|------------|---------------------|------------|---------------------|------------|---------------------|------------|---------------|------------|--------------------|------------|--------------------|------------|----------------------|------------|-----------------|------------|
| A.I.O.S.              | -                    | -          | 17                  | 19,3       | -                   | -          | 18                  | 0,1        | 3             | 0,6        | -                  | -          | 12                 | 8,8        | -                    | -          | 50              | 0,1        |
| FORD OTOSAN           | 725                  | 2,5        | -                   | -          | 69                  | 5,4        | 8.224               | 57,4       | -             | -          | 1.522              | 98,1       | -                  | -          | -                    | -          | 10.540          | 21,6       |
| HATTAT TRAKTÖR        | -                    | -          | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | 158                  | 10,1       | 158             | 0,3        |
| HONDA TÜRKİYE         | 2.461                | 8,4        | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 2.461           | 5          |
| HYUNDAI ASSAN         | 3.800                | 13         | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 3.800           | 7,8        |
| KARSAN                | -                    | -          | -                   | -          | -                   | -          | 154                 | 1,1        | 57            | 11,2       | 30                 | 1,9        | 2                  | 1,5        | -                    | -          | 243             | 0,5        |
| M. BENZ TÜRK          | -                    | -          | -                   | -          | 1.207               | 94,6       | -                   | -          | 168           | 33         | -                  | -          | -                  | -          | -                    | -          | 1.375           | 2,8        |
| MAN TÜRKİYE           | -                    | -          | -                   | -          | -                   | -          | -                   | -          | 130           | 25,5       | -                  | -          | -                  | -          | -                    | -          | 130             | 0,3        |
| OTOKAR                | -                    | -          | 23                  | 26,1       | -                   | -          | -                   | -          | 96            | 18,9       | -                  | -          | 75                 | 55,1       | -                    | -          | 194             | 0,4        |
| OYAK RENAULT          | 4.581                | 15,6       | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 4.581           | 9,4        |
| TEMSA                 | -                    | -          | 48                  | 54,5       | -                   | -          | -                   | -          | 55            | 10,8       | -                  | -          | 47                 | 34,6       | -                    | -          | 150             | 0,3        |
| TOFAŞ                 | 7.167                | 24,5       | -                   | -          | -                   | -          | 5.929               | 41,4       | -             | -          | -                  | -          | -                  | -          | -                    | -          | 13.096          | 26,9       |
| TOYOTA                | 10.555               | 36         | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 10.555          | 21,7       |
| TÜRK TRAKTÖR          | -                    | -          | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | 1.405                | 89,9       | 1.405           | 2,9        |
| <b>TOPLAM / TOTAL</b> | <b>29.289</b>        | <b>100</b> | <b>88</b>           | <b>100</b> | <b>1.276</b>        | <b>100</b> | <b>14.325</b>       | <b>100</b> | <b>509</b>    | <b>100</b> | <b>1.552</b>       | <b>100</b> | <b>136</b>         | <b>100</b> | <b>1.563</b>         | <b>100</b> | <b>48.738</b>   | <b>100</b> |

| FİRMALAR<br>Companies | OTOMOBİL<br>Pass.Car | %          | K.KAMYON<br>L.Truck | %          | B.KAMYON<br>H.Truck | %          | KAMYONET<br>Pick Up | %          | OTOBÜS<br>Bus | %          | MİNİBÜS<br>Minibus | %          | MİDİBÜS<br>Midibus | %          | TRAKTÖR<br>F.Tractor | %          | TOPLAM<br>Total  | %          |
|-----------------------|----------------------|------------|---------------------|------------|---------------------|------------|---------------------|------------|---------------|------------|--------------------|------------|--------------------|------------|----------------------|------------|------------------|------------|
| A.I.O.S.              | -                    |            | 1.200               | 58,2       | 33                  | 0,2        | 1.092               | 0,4        | 211           | 3,8        | -                  | -          | 698                | 28,2       | -                    | -          | 3.234            | 0,3        |
| FORD OTOSAN           | 14.905               | 2,2        | -                   | -          | 4.523               | 27,1       | 190.138             | 65,7       | -             | -          | 33.923             | 97,8       | -                  | -          | -                    | -          | 243.489          | 22,9       |
| HATTAT TRAKTÖR        | -                    |            | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | 3.079                | 10         | 3.079            | 0,3        |
| HONDA TÜRKİYE         | 27.407               | 4          | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 27.407           | 2,6        |
| HYUNDAI ASSAN         | 131.577              | 19,3       | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 131.577          | 12,4       |
| KARSAN                | -                    |            | -                   | -          | -                   | -          | 3.007               | 1          | 188           | 3,4        | 774                | 2,2        | 212                | 8,6        | -                    | -          | 4.181            | 0,4        |
| M. BENZ TÜRK          | -                    |            | -                   | -          | 12.104              | 72,7       | -                   | -          | 2.494         | 44,8       | -                  | -          | -                  | -          | -                    | -          | 14.598           | 1,4        |
| MAN TÜRKİYE           | -                    |            | -                   | -          | -                   | -          | -                   | -          | 1.730         | 31,1       | -                  | -          | -                  | -          | -                    | -          | 1.730            | 0,2        |
| OTOKAR                | -                    |            | 215                 | 10,4       | -                   | -          | 21                  | -          | 276           | 5          | -                  | -          | 953                | 38,4       | -                    | -          | 1.465            | 0,1        |
| OYAK RENAULT          | 226.017              | 33,1       | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 226.017          | 21,2       |
| TEMSA                 | -                    |            | 648                 | 31,4       | -                   | -          | -                   | -          | 671           | 12         | -                  | -          | 616                | 24,8       | -                    | -          | 1.935            | 0,2        |
| TOFAŞ                 | 117.349              | 17,2       | -                   | -          | -                   | -          | 95.301              | 32,9       | -             | -          | -                  | -          | -                  | -          | -                    | -          | 212.650          | 20         |
| TOYOTA                | 165.814              | 24,3       | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | -                    | -          | 165.814          | 15,6       |
| TÜRK TRAKTÖR          | -                    |            | -                   | -          | -                   | -          | -                   | -          | -             | -          | -                  | -          | -                  | -          | 27.752               | 90         | 27.752           | 2,6        |
| <b>TOPLAM / TOTAL</b> | <b>683.069</b>       | <b>100</b> | <b>2.063</b>        | <b>100</b> | <b>16.660</b>       | <b>100</b> | <b>289.559</b>      | <b>100</b> | <b>5.570</b>  | <b>100</b> | <b>34.697</b>      | <b>100</b> | <b>2.479</b>       | <b>100</b> | <b>30.831</b>        | <b>100</b> | <b>1.064.928</b> | <b>100</b> |

| Araç Tipleri / Types                                     | 8 / 2017      | 8 / 2018      | 8 % Değişim  | 1-8 / 2017       | 1-8 / 2018       | 1-8 % Değişim |
|--|---------------|---------------|--------------|------------------|------------------|---------------|
| OTOMOBİL / Pass.Car                                      | 50.452        | 29.289        | -41,9        | 750.042          | 683.069          | -8,9          |
| <b>OTOMOBİL Toplam / Pass.Car Total</b>                  | <b>50.452</b> | <b>29.289</b> | <b>-41,9</b> | <b>750.042</b>   | <b>683.069</b>   | <b>-8,9</b>   |
| B.KAMYON / H. Truck                                      | 800           | 1.276         | 59,5         | 10.721           | 16.660           | 55,4          |
| K.KAMYON / L. Truck                                      | 272           | 88            | -67,6        | 2.054            | 2.063            | 0,4           |
| KAMYONET / Pick Up                                       | 16.668        | 14.325        | -14,1        | 283.907          | 289.559          | 2,0           |
| OTOBÜS / Bus   | 572           | 509           | -11,0        | 5.871            | 5.570            | -5,1          |
| MİNİBÜS / Minibus  | 2.377         | 1.552         | -34,7        | 35.030           | 34.697           | -1,0          |
| MİDİBÜS / Midibus  | 317           | 136           | -57,1        | 1.993            | 2.479            | 24,4          |
| <b>TİCARİ ARAÇLAR Toplam / Commercial Vehicles Total</b> | <b>21.006</b> | <b>17.886</b> | <b>-14,9</b> | <b>339.576</b>   | <b>351.028</b>   | <b>3,4</b>    |
| <b>TAŞIT ARAÇLARI Toplam / Motor Vehicles Total</b>      | <b>71.458</b> | <b>47.175</b> | <b>-34,0</b> | <b>1.089.618</b> | <b>1.034.097</b> | <b>-5,1</b>   |
| TRAKTÖR / F.Tractor                                      | 3.853         | 1.563         | -59,4        | 33.824           | 30.831           | -8,8          |
| <b>TRAKTÖR Toplam / F.Tractor Total</b>                  | <b>3.853</b>  | <b>1.563</b>  | <b>-59,4</b> | <b>33.824</b>    | <b>30.831</b>    | <b>-8,8</b>   |
| <b>GENEL TOPLAM / Grand Total</b>                        | <b>75.311</b> | <b>48.738</b> | <b>-35,3</b> | <b>1.123.442</b> | <b>1.064.928</b> | <b>-5,2</b>   |

| TİPLER<br>Types       | YILLAR<br>Years | OCAK<br>January | ŞUBAT<br>February | MART<br>March  | NİSAN<br>April | MAYIS<br>May   | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total  |
|-----------------------|-----------------|-----------------|-------------------|----------------|----------------|----------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|------------------|
| OTOMOBİL / Pass.Car   | 2018            | 85.368          | 94.113            | 105.687        | 90.789         | 95.677         | 85.635          | 96.511         | 29.289            | -                  | -               | -                 | -                  | <b>683.069</b>   |
| OTOMOBİL / Pass.Car   | 2017            | 93.682          | 97.128            | 109.442        | 101.839        | 104.652        | 94.838          | 98.009         | 50.452            | 88.952             | 102.365         | 106.487           | 95.060             | <b>1.142.906</b> |
| B.KAMYON / H. Truck   | 2018            | 1.871           | 2.137             | 2.350          | 2.270          | 2.421          | 2.260           | 2.075          | 1.276             | -                  | -               | -                 | -                  | <b>16.660</b>    |
| B.KAMYON / H. Truck   | 2017            | 741             | 1.412             | 1.657          | 1.393          | 1.598          | 1.715           | 1.405          | 800               | 2.148              | 1.856           | 2.443             | 2.218              | <b>19.386</b>    |
| K.KAMYON / L. Truck   | 2018            | 268             | 424               | 222            | 232            | 156            | 280             | 393            | 88                | -                  | -               | -                 | -                  | <b>2.063</b>     |
| K.KAMYON / L. Truck   | 2017            | 183             | 266               | 465            | 221            | 224            | 289             | 134            | 272               | 407                | 604             | 568               | 483                | <b>4.116</b>     |
| KAMYONET / Pick Up    | 2018            | 32.222          | 39.738            | 45.190         | 38.848         | 43.690         | 37.064          | 38.482         | 14.325            | -                  | -               | -                 | -                  | <b>289.559</b>   |
| KAMYONET / Pick Up    | 2017            | 28.948          | 34.823            | 40.214         | 39.911         | 42.058         | 38.198          | 43.087         | 16.668            | 37.458             | 44.596          | 47.732            | 48.696             | <b>462.389</b>   |
| OTOBÜS / Bus          | 2018            | 619             | 657               | 833            | 754            | 834            | 668             | 696            | 509               | -                  | -               | -                 | -                  | <b>5.570</b>     |
| OTOBÜS / Bus          | 2017            | 783             | 700               | 818            | 781            | 799            | 720             | 698            | 572               | 559                | 591             | 588               | 557                | <b>8.166</b>     |
| MİNİBÜS / Minibus     | 2018            | 3.703           | 3.962             | 4.831          | 5.296          | 5.059          | 5.059           | 5.235          | 1.552             | -                  | -               | -                 | -                  | <b>34.697</b>    |
| MİNİBÜS / Minibus     | 2017            | 3.582           | 3.791             | 4.765          | 4.650          | 5.207          | 5.214           | 5.444          | 2.377             | 4.337              | 5.856           | 5.144             | 4.669              | <b>55.036</b>    |
| MİDİBÜS / Midibus     | 2018            | 296             | 349               | 351            | 315            | 467            | 228             | 337            | 136               | -                  | -               | -                 | -                  | <b>2.479</b>     |
| MİDİBÜS / Midibus     | 2017            | 201             | 248               | 367            | 235            | 219            | 185             | 221            | 317               | 386                | 393             | 497               | 463                | <b>3.732</b>     |
| TRAKTÖR / F.Tractor   | 2018            | 4.564           | 4.508             | 5.122          | 4.188          | 4.229          | 3.238           | 3.419          | 1.563             | -                  | -               | -                 | -                  | <b>30.831</b>    |
| TRAKTÖR / F.Tractor   | 2017            | 3.620           | 3.868             | 4.806          | 4.062          | 4.216          | 4.523           | 4.876          | 3.853             | 4.910              | 5.182           | 5.280             | 4.645              | <b>53.841</b>    |
| <b>TOPLAM / TOTAL</b> | <b>2018</b>     | <b>128.911</b>  | <b>145.888</b>    | <b>164.586</b> | <b>142.692</b> | <b>152.533</b> | <b>134.432</b>  | <b>147.148</b> | <b>48.738</b>     | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>1.064.928</b> |
| <b>TOPLAM / TOTAL</b> | <b>2017</b>     | <b>131.740</b>  | <b>142.236</b>    | <b>162.534</b> | <b>153.092</b> | <b>158.973</b> | <b>145.682</b>  | <b>153.874</b> | <b>75.311</b>     | <b>139.157</b>     | <b>161.443</b>  | <b>168.739</b>    | <b>156.791</b>     | <b>1.749.572</b> |

| Tipler<br>Types                         | OCAK<br>January | ŞUBAT<br>February | MART<br>March  | NİSAN<br>April | MAYIS<br>May  | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|---|-----------------|-------------------|----------------|----------------|---------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>FORD OTOSAN</b>                      | 3.341           | 2.428             | 2.186          | 450            | 1.910         | 1.686           | 2.179          | 725               | -                  | -               | -                 | -                  | <b>14.905</b>   |
| Pay / Share %                           | 3,9             | 2,6               | 2,1            | 0,5            | 2             | 2               | 2,3            | 2,5               | -                  | -               | -                 | -                  | <b>2,2</b>      |
| <b>HONDA TÜRKİYE</b>                    | 4.126           | 3.700             | 4.123          | 3.283          | 3.830         | 3.305           | 2.579          | 2.461             | -                  | -               | -                 | -                  | <b>27.407</b>   |
| Pay / Share %                           | 4,8             | 3,9               | 3,9            | 3,6            | 4             | 3,9             | 2,7            | 8,4               | -                  | -               | -                 | -                  | <b>4</b>        |
| <b>HYUNDAI ASSAN</b>                    | 11.900          | 18.696            | 20.800         | 18.884         | 19.297        | 17.800          | 20.400         | 3.800             | -                  | -               | -                 | -                  | <b>131.577</b>  |
| Pay / Share %                           | 13,9            | 19,9              | 19,7           | 20,8           | 20,2          | 20,8            | 21,1           | 13                | -                  | -               | -                 | -                  | <b>19,3</b>     |
| <b>OYAK RENAULT</b>                     | 33.777          | 30.984            | 33.953         | 28.850         | 31.769        | 29.673          | 32.430         | 4.581             | -                  | -               | -                 | -                  | <b>226.017</b>  |
| Pay / Share %                           | 39,6            | 32,9              | 32,1           | 31,8           | 33,2          | 34,7            | 33,6           | 15,6              | -                  | -               | -                 | -                  | <b>33,1</b>     |
| <b>TOFAŞ</b>                            | 10.620          | 16.614            | 20.421         | 17.640         | 17.251        | 14.328          | 13.308         | 7.167             | -                  | -               | -                 | -                  | <b>117.349</b>  |
| Pay / Share %                           | 12,4            | 17,7              | 19,3           | 19,4           | 18            | 16,7            | 13,8           | 24,5              | -                  | -               | -                 | -                  | <b>17,2</b>     |
| <b>TOYOTA</b>                           | 21.604          | 21.691            | 24.204         | 21.682         | 21.620        | 18.843          | 25.615         | 10.555            | -                  | -               | -                 | -                  | <b>165.814</b>  |
| Pay / Share %                           | 25,3            | 23                | 22,9           | 23,9           | 22,6          | 22              | 26,5           | 36                | -                  | -               | -                 | -                  | <b>24,3</b>     |
| <b>OTOMOBİL Toplam / Pass.Car Total</b> | <b>85.368</b>   | <b>94.113</b>     | <b>105.687</b> | <b>90.789</b>  | <b>95.677</b> | <b>85.635</b>   | <b>96.511</b>  | <b>29.289</b>     | -                  | -               | -                 | -                  | <b>683.069</b>  |
| <b>Toplam Pay / Total Share</b>         | <b>66,2</b>     | <b>64,5</b>       | <b>64,2</b>    | <b>63,6</b>    | <b>62,7</b>   | <b>63,7</b>     | <b>65,6</b>    | <b>60,1</b>       | -                  | -               | -                 | -                  | <b>64,1</b>     |
| <b>A.I.O.S.</b>                         | -               | -                 | -              | 7              | 6             | 6               | 14             | -                 | -                  | -               | -                 | -                  | <b>33</b>       |
| Pay / Share %                           | -               | -                 | -              | 0,3            | 0,2           | 0,3             | 0,7            | -                 | -                  | -               | -                 | -                  | <b>0,2</b>      |
| <b>FORD OTOSAN</b>                      | 658             | 736               | 742            | 709            | 764           | 427             | 418            | 69                | -                  | -               | -                 | -                  | <b>4.523</b>    |
| Pay / Share %                           | 35,2            | 34,4              | 31,6           | 31,2           | 31,6          | 18,9            | 20,1           | 5,4               | -                  | -               | -                 | -                  | <b>27,1</b>     |
| <b>M. BENZ TÜRK</b>                     | 1.213           | 1.401             | 1.608          | 1.554          | 1.651         | 1.827           | 1.643          | 1.207             | -                  | -               | -                 | -                  | <b>12.104</b>   |
| Pay / Share %                           | 64,8            | 65,6              | 68,4           | 68,5           | 68,2          | 80,8            | 79,2           | 94,6              | -                  | -               | -                 | -                  | <b>72,7</b>     |
| <b>B.KAMYON Toplam / H. Truck Total</b> | <b>1.871</b>    | <b>2.137</b>      | <b>2.350</b>   | <b>2.270</b>   | <b>2.421</b>  | <b>2.260</b>    | <b>2.075</b>   | <b>1.276</b>      | -                  | -               | -                 | -                  | <b>16.660</b>   |
| <b>Toplam Pay / Total Share</b>         | <b>1,5</b>      | <b>1,5</b>        | <b>1,4</b>     | <b>1,6</b>     | <b>1,6</b>    | <b>1,7</b>      | <b>1,4</b>     | <b>2,6</b>        | -                  | -               | -                 | -                  | <b>1,6</b>      |

| Tipler<br>Types                         | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|---|-----------------|-------------------|---------------|----------------|--------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>A.I.O.S.</b>                         | 169             | 252               | 94            | 113            | 75           | 184             | 296            | 17                | -                  | -               | -                 | -                  | <b>1.200</b>    |
| <b>Pay / Share %</b>                    | 63,1            | 59,4              | 42,3          | 48,7           | 48,1         | 65,7            | 75,3           | 19,3              | -                  | -               | -                 | -                  | <b>58,2</b>     |
| <b>OTOKAR</b>                           | 3               | 76                | 32            | 23             | 9            | 26              | 23             | 23                | -                  | -               | -                 | -                  | <b>215</b>      |
| <b>Pay / Share %</b>                    | 1,1             | 17,9              | 14,4          | 9,9            | 5,8          | 9,3             | 5,9            | 26,1              | -                  | -               | -                 | -                  | <b>10,4</b>     |
| <b>TEMSA</b>                            | 96              | 96                | 96            | 96             | 72           | 70              | 74             | 48                | -                  | -               | -                 | -                  | <b>648</b>      |
| <b>Pay / Share %</b>                    | <b>35,8</b>     | <b>22,6</b>       | <b>43,2</b>   | <b>41,4</b>    | <b>46,2</b>  | <b>25</b>       | <b>18,8</b>    | <b>54,5</b>       | -                  | -               | -                 | -                  | <b>31,4</b>     |
| <b>K.KAMYON Toplam / L. Truck Total</b> | 268             | 424               | 222           | 232            | 156          | 280             | 393            | 88                | -                  | -               | -                 | -                  | <b>2.063</b>    |
| <b>Toplam Pay / Total Share</b>         | 0,2             | 0,3               | 0,1           | 0,2            | 0,1          | 0,2             | 0,3            | 0,2               | -                  | -               | -                 | -                  | <b>0,2</b>      |
|   |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |
| <b>A.I.O.S.</b>                         | 65              | 104               | 191           | 145            | 244          | 157             | 168            | 18                | -                  | -               | -                 | -                  | <b>1.092</b>    |
| <b>Pay / Share %</b>                    | 0,2             | 0,3               | 0,4           | 0,4            | 0,6          | 0,4             | 0,4            | 0,1               | -                  | -               | -                 | -                  | <b>0,4</b>      |
| <b>FORD OTOSAN</b>                      | 22.866          | 26.509            | 29.559        | 25.273         | 27.918       | 23.163          | 26.626         | 8.224             | -                  | -               | -                 | -                  | <b>190.138</b>  |
| <b>Pay / Share %</b>                    | 71              | 66,7              | 65,4          | 65,1           | 63,9         | 62,5            | 69,2           | 57,4              | -                  | -               | -                 | -                  | <b>65,7</b>     |
| <b>KARSAN</b>                           | 248             | 400               | 415           | 399            | 440          | 379             | 572            | 154               | -                  | -               | -                 | -                  | <b>3.007</b>    |
| <b>Pay / Share %</b>                    | 0,8             | 1                 | 0,9           | 1              | 1            | 1               | 1,5            | 1,1               | -                  | -               | -                 | -                  | <b>1</b>        |
| <b>OTOKAR</b>                           | -               | -                 | 13            | -              | -            | -               | 8              | -                 | -                  | -               | -                 | -                  | <b>21</b>       |
| <b>Pay / Share %</b>                    | -               | -                 | -             | -              | -            | -               | -              | -                 | -                  | -               | -                 | -                  | <b>-</b>        |
| <b>TOFAŞ</b>                            | 9.043           | 12.725            | 15.012        | 13.031         | 15.088       | 13.365          | 11.108         | 5.929             | -                  | -               | -                 | -                  | <b>95.301</b>   |
| <b>Pay / Share %</b>                    | <b>28,1</b>     | <b>32</b>         | <b>33,2</b>   | <b>33,5</b>    | <b>34,5</b>  | <b>36,1</b>     | <b>28,9</b>    | <b>41,4</b>       | -                  | -               | -                 | -                  | <b>32,9</b>     |
| <b>KAMYONET Toplam / Pick Up Total</b>  | 32.222          | 39.738            | 45.190        | 38.848         | 43.690       | 37.064          | 38.482         | 14.325            | -                  | -               | -                 | -                  | <b>289.559</b>  |
| <b>Toplam Pay / Total Share</b>         | 25              | 27,2              | 27,5          | 27,2           | 28,6         | 27,6            | 26,2           | 29,4              | -                  | -               | -                 | -                  | <b>27,2</b>     |
|   |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |

| Tipler<br>Types                | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|--------------------------------|-----------------|-------------------|---------------|----------------|--------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| A.I.O.S.                       | 12              | 20                | 31            | 39             | 36           | 38              | 32             | 3                 | -                  | -               | -                 | -                  | 211             |
| Pay / Share %                  | 1,9             | 3                 | 3,7           | 5,2            | 4,3          | 5,7             | 4,6            | 0,6               | -                  | -               | -                 | -                  | 3,8             |
| KARSAN                         | 1               | 11                | 22            | -              | 31           | 66              | -              | 57                | -                  | -               | -                 | -                  | 188             |
| Pay / Share %                  | 0,2             | 1,7               | 2,6           | -              | 3,7          | 9,9             | -              | 11,2              | -                  | -               | -                 | -                  | 3,4             |
| M. BENZ TÜRK                   | 212             | 260               | 415           | 374            | 391          | 286             | 388            | 168               | -                  | -               | -                 | -                  | 2.494           |
| Pay / Share %                  | 34,2            | 39,6              | 49,8          | 49,6           | 46,9         | 42,8            | 55,7           | 33                | -                  | -               | -                 | -                  | 44,8            |
| MAN TÜRKİYE                    | 261             | 237               | 251           | 233            | 253          | 198             | 167            | 130               | -                  | -               | -                 | -                  | 1.730           |
| Pay / Share %                  | 42,2            | 36,1              | 30,1          | 30,9           | 30,3         | 29,6            | 24             | 25,5              | -                  | -               | -                 | -                  | 31,1            |
| OTOKAR                         | 3               | 17                | 37            | 29             | 35           | 34              | 25             | 96                | -                  | -               | -                 | -                  | 276             |
| Pay / Share %                  | 0,5             | 2,6               | 4,4           | 3,8            | 4,2          | 5,1             | 3,6            | 18,9              | -                  | -               | -                 | -                  | 5               |
| TEMSA                          | 130             | 112               | 77            | 79             | 88           | 46              | 84             | 55                | -                  | -               | -                 | -                  | 671             |
| Pay / Share %                  | 21              | 17                | 9,2           | 10,5           | 10,6         | 6,9             | 12,1           | 10,8              | -                  | -               | -                 | -                  | 12              |
| OTOBÜS Toplam / Bus Total      | 619             | 657               | 833           | 754            | 834          | 668             | 696            | 509               | -                  | -               | -                 | -                  | 5.570           |
| Toplam Pay / Total Share       | 0,5             | 0,5               | 0,5           | 0,5            | 0,5          | 0,5             | 0,5            | 1                 | -                  | -               | -                 | -                  | 0,5             |
|                                |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |
| FORD OTOSAN                    | 3.615           | 3.863             | 4.697         | 5.193          | 4.948        | 4.959           | 5.126          | 1.522             | -                  | -               | -                 | -                  | 33.923          |
| Pay / Share %                  | 97,6            | 97,5              | 97,2          | 98,1           | 97,8         | 98              | 97,9           | 98,1              | -                  | -               | -                 | -                  | 97,8            |
| KARSAN                         | 88              | 99                | 134           | 103            | 111          | 100             | 109            | 30                | -                  | -               | -                 | -                  | 774             |
| Pay / Share %                  | 2,4             | 2,5               | 2,8           | 1,9            | 2,2          | 2               | 2,1            | 1,9               | -                  | -               | -                 | -                  | 2,2             |
| MİNİBÜS Toplam / Minibus Total | 3.703           | 3.962             | 4.831         | 5.296          | 5.059        | 5.059           | 5.235          | 1.552             | -                  | -               | -                 | -                  | 34.697          |
| Toplam Pay / Total Share       | 2,9             | 2,7               | 2,9           | 3,7            | 3,3          | 3,8             | 3,6            | 3,2               | -                  | -               | -                 | -                  | 3,3             |
|                                |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |



| Tipler<br>Types                  | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|----------------------------------|-----------------|-------------------|---------------|----------------|--------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| A.I.O.S.                         | 92              | 75                | 89            | 87             | 110          | 100             | 133            | 12                | -                  | -               | -                 | -                  | 698             |
| Pay / Share %                    | 31,1            | 21,5              | 25,4          | 27,6           | 23,6         | 43,9            | 39,5           | 8,8               | -                  | -               | -                 | -                  | 28,2            |
| KARSAN                           | 43              | 32                | 41            | 44             | 47           | 3               | -              | 2                 | -                  | -               | -                 | -                  | 212             |
| Pay / Share %                    | 14,5            | 9,2               | 11,7          | 14             | 10,1         | 1,3             | -              | 1,5               | -                  | -               | -                 | -                  | 8,6             |
| OTOKAR                           | 52              | 166               | 154           | 112            | 182          | 70              | 142            | 75                | -                  | -               | -                 | -                  | 953             |
| Pay / Share %                    | 17,6            | 47,6              | 43,9          | 35,6           | 39           | 30,7            | 42,1           | 55,1              | -                  | -               | -                 | -                  | 38,4            |
| TEMSA                            | 109             | 76                | 67            | 72             | 128          | 55              | 62             | 47                | -                  | -               | -                 | -                  | 616             |
| Pay / Share %                    | 36,8            | 21,8              | 19,1          | 22,9           | 27,4         | 24,1            | 18,4           | 34,6              | -                  | -               | -                 | -                  | 24,8            |
| MİDİBÜS Toplam / Midibus Total   | 296             | 349               | 351           | 315            | 467          | 228             | 337            | 136               | -                  | -               | -                 | -                  | 2.479           |
| Toplam Pay / Total Share         | 0,2             | 0,2               | 0,2           | 0,2            | 0,3          | 0,2             | 0,2            | 0,3               | -                  | -               | -                 | -                  | 0,2             |
|                                  |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |
| HATTAT TRAKTÖR                   | 512             | 436               | 469           | 485            | 403          | 323             | 293            | 158               | -                  | -               | -                 | -                  | 3.079           |
| Pay / Share %                    | 11,2            | 9,7               | 9,2           | 11,6           | 9,5          | 10              | 8,6            | 10,1              | -                  | -               | -                 | -                  | 10              |
| TÜRK TRAKTÖR                     | 4.052           | 4.072             | 4.653         | 3.703          | 3.826        | 2.915           | 3.126          | 1.405             | -                  | -               | -                 | -                  | 27.752          |
| Pay / Share %                    | 88,8            | 90,3              | 90,8          | 88,4           | 90,5         | 90              | 91,4           | 89,9              | -                  | -               | -                 | -                  | 90              |
| TRAKTÖR Toplam / F.Tractor Total | 4.564           | 4.508             | 5.122         | 4.188          | 4.229        | 3.238           | 3.419          | 1.563             | -                  | -               | -                 | -                  | 30.831          |
| Toplam Pay / Total Share         | 3,5             | 3,1               | 3,1           | 2,9            | 2,8          | 2,4             | 2,3            | 3,2               | -                  | -               | -                 | -                  | 2,9             |

|                            | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|----------------------------|-----------------|-------------------|---------------|----------------|--------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| GENEL TOPLAM / Grand Total | 128.911         | 145.888           | 164.586       | 142.692        | 152.533      | 134.432         | 147.148        | 48.738            | -                  | -               | -                 | -                  | 1.064.928       |

| Firma/Modeller<br>Companies/Models | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May  | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|------------------------------------|-----------------|-------------------|---------------|----------------|---------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>A.I.O.S.</b>                    |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| B.KAMYON / H. Truck                | -               | -                 | -             | 7              | 6             | 6               | 14             | -                 | -                  | -               | -                 | -                  | 33              |
| B.KAMYON Toplam / H. Truck Total   | -               | -                 | -             | 7              | 6             | 6               | 14             | -                 | -                  | -               | -                 | -                  | 33              |
| K.KAMYON / L. Truck                | 169             | 252               | 94            | 113            | 75            | 184             | 296            | 17                | -                  | -               | -                 | -                  | 1.200           |
| K.KAMYON Toplam / L. Truck Total   | 169             | 252               | 94            | 113            | 75            | 184             | 296            | 17                | -                  | -               | -                 | -                  | 1.200           |
| KAMYONET / Pick Up                 | 65              | 104               | 191           | 145            | 244           | 157             | 168            | 18                | -                  | -               | -                 | -                  | 1.092           |
| KAMYONET Toplam / Pick Up Total    | 65              | 104               | 191           | 145            | 244           | 157             | 168            | 18                | -                  | -               | -                 | -                  | 1.092           |
| OTOBÜS / Bus                       | 12              | 20                | 31            | 39             | 36            | 38              | 32             | 3                 | -                  | -               | -                 | -                  | 211             |
| OTOBÜS Toplam / Bus Total          | 12              | 20                | 31            | 39             | 36            | 38              | 32             | 3                 | -                  | -               | -                 | -                  | 211             |
| MİDİBÜS / Midibus                  | 92              | 75                | 89            | 87             | 110           | 100             | 133            | 12                | -                  | -               | -                 | -                  | 698             |
| MİDİBÜS Toplam / Midibus Total     | 92              | 75                | 89            | 87             | 110           | 100             | 133            | 12                | -                  | -               | -                 | -                  | 698             |
| <b>Toplam / Total</b>              | <b>338</b>      | <b>451</b>        | <b>405</b>    | <b>391</b>     | <b>471</b>    | <b>485</b>      | <b>643</b>     | <b>50</b>         | -                  | -               | -                 | -                  | <b>3.234</b>    |
|                                    |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| <b>FORD OTOSAN</b>                 |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| Elektrikli Otomobiller             | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| < 1300 cc                          | 2.135           | 1.473             | 1.219         | 12             | 945           | 996             | 1.512          | 505               | -                  | -               | -                 | -                  | 8.797           |
| 1301 - 1600 cc                     | 1.206           | 955               | 967           | 438            | 965           | 690             | 667            | 220               | -                  | -               | -                 | -                  | 6.108           |
| 1601 - 2000 cc                     | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| > 2000 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| OTOMOBİL Toplam / Pass.Car Total   | 3.341           | 2.428             | 2.186         | 450            | 1.910         | 1.686           | 2.179          | 725               | -                  | -               | -                 | -                  | 14.905          |
| B.KAMYON / H. Truck                | 658             | 736               | 742           | 709            | 764           | 427             | 418            | 69                | -                  | -               | -                 | -                  | 4.523           |
| B.KAMYON Toplam / H. Truck Total   | 658             | 736               | 742           | 709            | 764           | 427             | 418            | 69                | -                  | -               | -                 | -                  | 4.523           |
| KAMYONET / Pick Up                 | 22.866          | 26.509            | 29.559        | 25.273         | 27.918        | 23.163          | 26.626         | 8.224             | -                  | -               | -                 | -                  | 190.138         |
| KAMYONET Toplam / Pick Up Total    | 22.866          | 26.509            | 29.559        | 25.273         | 27.918        | 23.163          | 26.626         | 8.224             | -                  | -               | -                 | -                  | 190.138         |
| MİNİBÜS / Minibus                  | 3.615           | 3.863             | 4.697         | 5.193          | 4.948         | 4.959           | 5.126          | 1.522             | -                  | -               | -                 | -                  | 33.923          |
| MİNİBÜS Toplam / Minibus Total     | 3.615           | 3.863             | 4.697         | 5.193          | 4.948         | 4.959           | 5.126          | 1.522             | -                  | -               | -                 | -                  | 33.923          |
| <b>Toplam / Total</b>              | <b>30.480</b>   | <b>33.536</b>     | <b>37.184</b> | <b>31.625</b>  | <b>35.540</b> | <b>30.235</b>   | <b>34.349</b>  | <b>10.540</b>     | -                  | -               | -                 | -                  | <b>243.489</b>  |

| Firma/Modeller<br>Companies/Models | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May  | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|------------------------------------|-----------------|-------------------|---------------|----------------|---------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>HATTAT TRAKTÖR</b>              |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| TRAKTÖR / F.Tractor                | 512             | 436               | 469           | 485            | 403           | 323             | 293            | 158               | -                  | -               | -                 | -                  | 3.079           |
| TRAKTÖR Toplam / F.Tractor Total   | 512             | 436               | 469           | 485            | 403           | 323             | 293            | 158               | -                  | -               | -                 | -                  | 3.079           |
| <b>Toplam / Total</b>              | <b>512</b>      | <b>436</b>        | <b>469</b>    | <b>485</b>     | <b>403</b>    | <b>323</b>      | <b>293</b>     | <b>158</b>        | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>3.079</b>    |
| <b>HONDA TÜRKİYE</b>               |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| Elektrikli Otomobiller             | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| < 1300 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| 1301 - 1600 cc                     | 4.126           | 3.700             | 4.123         | 3.283          | 3.830         | 3.305           | 2.579          | 2.461             | -                  | -               | -                 | -                  | 27.407          |
| 1601 - 2000 cc                     | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| > 2000 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| OTOMOBİL Toplam / Pass.Car Total   | 4.126           | 3.700             | 4.123         | 3.283          | 3.830         | 3.305           | 2.579          | 2.461             | -                  | -               | -                 | -                  | 27.407          |
| <b>Toplam / Total</b>              | <b>4.126</b>    | <b>3.700</b>      | <b>4.123</b>  | <b>3.283</b>   | <b>3.830</b>  | <b>3.305</b>    | <b>2.579</b>   | <b>2.461</b>      | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>27.407</b>   |
| <b>HYUNDAI ASSAN</b>               |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| Elektrikli Otomobiller             | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| < 1300 cc                          | 10.661          | 17.145            | 18.135        | 16.453         | 17.214        | 16.550          | 19.439         | 3.289             | -                  | -               | -                 | -                  | 118.886         |
| 1301 - 1600 cc                     | 1.239           | 1.551             | 2.665         | 2.431          | 2.083         | 1.250           | 961            | 511               | -                  | -               | -                 | -                  | 12.691          |
| 1601 - 2000 cc                     | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| > 2000 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| OTOMOBİL Toplam / Pass.Car Total   | 11.900          | 18.696            | 20.800        | 18.884         | 19.297        | 17.800          | 20.400         | 3.800             | -                  | -               | -                 | -                  | 131.577         |
| <b>Toplam / Total</b>              | <b>11.900</b>   | <b>18.696</b>     | <b>20.800</b> | <b>18.884</b>  | <b>19.297</b> | <b>17.800</b>   | <b>20.400</b>  | <b>3.800</b>      | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>131.577</b>  |

| Firma/Modeller<br>Companies/Models | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|------------------------------------|-----------------|-------------------|---------------|----------------|--------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>KARSAN</b>                      |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |
| B.KAMYON / H. Truck                | -               | -                 | -             | -              | -            | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| B.KAMYON Toplam / H. Truck Total   | -               | -                 | -             | -              | -            | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| KAMYONET / Pick Up                 | 248             | 400               | 415           | 399            | 440          | 379             | 572            | 154               | -                  | -               | -                 | -                  | 3.007           |
| KAMYONET Toplam / Pick Up Total    | 248             | 400               | 415           | 399            | 440          | 379             | 572            | 154               | -                  | -               | -                 | -                  | 3.007           |
| OTOBÜS / Bus                       | 1               | 11                | 22            | -              | 31           | 66              | -              | 57                | -                  | -               | -                 | -                  | 188             |
| OTOBÜS Toplam / Bus Total          | 1               | 11                | 22            | -              | 31           | 66              | -              | 57                | -                  | -               | -                 | -                  | 188             |
| MİNİBÜS / Minibus                  | 88              | 99                | 134           | 103            | 111          | 100             | 109            | 30                | -                  | -               | -                 | -                  | 774             |
| MİNİBÜS Toplam / Minibus Total     | 88              | 99                | 134           | 103            | 111          | 100             | 109            | 30                | -                  | -               | -                 | -                  | 774             |
| MİDİBÜS / Midibus                  | 43              | 32                | 41            | 44             | 47           | 3               | -              | 2                 | -                  | -               | -                 | -                  | 212             |
| MİDİBÜS Toplam / Midibus Total     | 43              | 32                | 41            | 44             | 47           | 3               | -              | 2                 | -                  | -               | -                 | -                  | 212             |
| <b>Toplam / Total</b>              | <b>380</b>      | <b>542</b>        | <b>612</b>    | <b>546</b>     | <b>629</b>   | <b>548</b>      | <b>681</b>     | <b>243</b>        | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>4.181</b>    |
|                                    |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |
| <b>M. BENZ TÜRK</b>                |                 |                   |               |                |              |                 |                |                   |                    |                 |                   |                    |                 |
| B.KAMYON / H. Truck                | 1.213           | 1.401             | 1.608         | 1.554          | 1.651        | 1.827           | 1.643          | 1.207             | -                  | -               | -                 | -                  | 12.104          |
| B.KAMYON Toplam / H. Truck Total   | 1.213           | 1.401             | 1.608         | 1.554          | 1.651        | 1.827           | 1.643          | 1.207             | -                  | -               | -                 | -                  | 12.104          |
| OTOBÜS / Bus                       | 212             | 260               | 415           | 374            | 391          | 286             | 388            | 168               | -                  | -               | -                 | -                  | 2.494           |
| OTOBÜS Toplam / Bus Total          | 212             | 260               | 415           | 374            | 391          | 286             | 388            | 168               | -                  | -               | -                 | -                  | 2.494           |
| <b>Toplam / Total</b>              | <b>1.425</b>    | <b>1.661</b>      | <b>2.023</b>  | <b>1.928</b>   | <b>2.042</b> | <b>2.113</b>    | <b>2.031</b>   | <b>1.375</b>      | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>14.598</b>   |

| Firma/Modeller<br>Companies/Models | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May  | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|------------------------------------|-----------------|-------------------|---------------|----------------|---------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>MAN TÜRKİYE</b>                 |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| OTOBÜS / Bus                       | 261             | 237               | 251           | 233            | 253           | 198             | 167            | 130               | -                  | -               | -                 | -                  | 1.730           |
| OTOBÜS Toplam / Bus Total          | 261             | 237               | 251           | 233            | 253           | 198             | 167            | 130               | -                  | -               | -                 | -                  | 1.730           |
| <b>Toplam / Total</b>              | <b>261</b>      | <b>237</b>        | <b>251</b>    | <b>233</b>     | <b>253</b>    | <b>198</b>      | <b>167</b>     | <b>130</b>        | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>1.730</b>    |
| <b>OTOKAR</b>                      |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| B.KAMYON / H. Truck                | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| B.KAMYON Toplam / H. Truck Total   | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| K.KAMYON / L. Truck                | 3               | 76                | 32            | 23             | 9             | 26              | 23             | 23                | -                  | -               | -                 | -                  | 215             |
| K.KAMYON Toplam / L. Truck Total   | 3               | 76                | 32            | 23             | 9             | 26              | 23             | 23                | -                  | -               | -                 | -                  | 215             |
| KAMYONET / Pick Up                 | -               | -                 | 13            | -              | -             | -               | 8              | -                 | -                  | -               | -                 | -                  | 21              |
| KAMYONET Toplam / Pick Up Total    | -               | -                 | 13            | -              | -             | -               | 8              | -                 | -                  | -               | -                 | -                  | 21              |
| OTOBÜS / Bus                       | 3               | 17                | 37            | 29             | 35            | 34              | 25             | 96                | -                  | -               | -                 | -                  | 276             |
| OTOBÜS Toplam / Bus Total          | 3               | 17                | 37            | 29             | 35            | 34              | 25             | 96                | -                  | -               | -                 | -                  | 276             |
| MİDİBÜS / Midibus                  | 52              | 166               | 154           | 112            | 182           | 70              | 142            | 75                | -                  | -               | -                 | -                  | 953             |
| MİDİBÜS Toplam / Midibus Total     | 52              | 166               | 154           | 112            | 182           | 70              | 142            | 75                | -                  | -               | -                 | -                  | 953             |
| <b>Toplam / Total</b>              | <b>58</b>       | <b>259</b>        | <b>236</b>    | <b>164</b>     | <b>226</b>    | <b>130</b>      | <b>198</b>     | <b>194</b>        | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>1.465</b>    |
| <b>OYAK RENAULT</b>                |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| Elektrikli Otomobiller             | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| < 1300 cc                          | 14.438          | 11.630            | 12.486        | 11.113         | 13.189        | 15.716          | 14.873         | 2.683             | -                  | -               | -                 | -                  | 96.128          |
| 1301 - 1600 cc                     | 19.339          | 19.354            | 21.449        | 17.708         | 18.580        | 13.952          | 17.557         | 1.893             | -                  | -               | -                 | -                  | 129.832         |
| 1601 - 2000 cc                     | -               | -                 | 18            | 29             | -             | 5               | -              | 5                 | -                  | -               | -                 | -                  | 57              |
| > 2000 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| OTOMOBİL Toplam / Pass.Car Total   | 33.777          | 30.984            | 33.953        | 28.850         | 31.769        | 29.673          | 32.430         | 4.581             | -                  | -               | -                 | -                  | 226.017         |
| <b>Toplam / Total</b>              | <b>33.777</b>   | <b>30.984</b>     | <b>33.953</b> | <b>28.850</b>  | <b>31.769</b> | <b>29.673</b>   | <b>32.430</b>  | <b>4.581</b>      | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>226.017</b>  |
| <b>TEMSA</b>                       |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| K.KAMYON / L. Truck                | 96              | 96                | 96            | 96             | 72            | 70              | 74             | 48                | -                  | -               | -                 | -                  | 648             |
| K.KAMYON Toplam / L. Truck Total   | 96              | 96                | 96            | 96             | 72            | 70              | 74             | 48                | -                  | -               | -                 | -                  | 648             |
| OTOBÜS / Bus                       | 130             | 112               | 77            | 79             | 88            | 46              | 84             | 55                | -                  | -               | -                 | -                  | 671             |
| OTOBÜS Toplam / Bus Total          | 130             | 112               | 77            | 79             | 88            | 46              | 84             | 55                | -                  | -               | -                 | -                  | 671             |
| MİDİBÜS / Midibus                  | 109             | 76                | 67            | 72             | 128           | 55              | 62             | 47                | -                  | -               | -                 | -                  | 616             |
| MİDİBÜS Toplam / Midibus Total     | 109             | 76                | 67            | 72             | 128           | 55              | 62             | 47                | -                  | -               | -                 | -                  | 616             |
| <b>Toplam / Total</b>              | <b>335</b>      | <b>284</b>        | <b>240</b>    | <b>247</b>     | <b>288</b>    | <b>171</b>      | <b>220</b>     | <b>150</b>        | <b>-</b>           | <b>-</b>        | <b>-</b>          | <b>-</b>           | <b>1.935</b>    |

| Firma/Modeller<br>Companies/Models | OCAK<br>January | ŞUBAT<br>February | MART<br>March | NİSAN<br>April | MAYIS<br>May  | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | TOPLAM<br>Total |
|------------------------------------|-----------------|-------------------|---------------|----------------|---------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|-----------------|
| <b>TOFAŞ</b>                       |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| Elektrikli Otomobiller             | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| < 1300 cc                          | 2.003           | 3.539             | 4.725         | 4.627          | 4.287         | 3.713           | 1.907          | 2.143             | -                  | -               | -                 | -                  | 26.944          |
| 1301 - 1600 cc                     | 8.617           | 13.075            | 15.696        | 13.013         | 12.964        | 10.615          | 11.401         | -                 | -                  | -               | -                 | -                  | 85.381          |
| 1601 - 2000 cc                     | -               | -                 | -             | -              | -             | -               | -              | 5.024             | -                  | -               | -                 | -                  | 5.024           |
| > 2000 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| OTOMOBİL Toplam / Pass.Car Total   | 10.620          | 16.614            | 20.421        | 17.640         | 17.251        | 14.328          | 13.308         | 7.167             | -                  | -               | -                 | -                  | 117.349         |
| KAMYONET / Pick Up                 | 9.043           | 12.725            | 15.012        | 13.031         | 15.088        | 13.365          | 11.108         | 5.929             | -                  | -               | -                 | -                  | 95.301          |
| KAMYONET Toplam / Pick Up Total    | 9.043           | 12.725            | 15.012        | 13.031         | 15.088        | 13.365          | 11.108         | 5.929             | -                  | -               | -                 | -                  | 95.301          |
| <b>Toplam / Total</b>              | <b>19.663</b>   | <b>29.339</b>     | <b>35.433</b> | <b>30.671</b>  | <b>32.339</b> | <b>27.693</b>   | <b>24.416</b>  | <b>13.096</b>     | -                  | -               | -                 | -                  | <b>212.650</b>  |
|                                    |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| <b>TOYOTA</b>                      |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| Elektrikli Otomobiller             | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| < 1300 cc                          | 2.829           | 3.566             | 1.949         | 1.281          | 1.865         | 2.117           | 4.024          | 1.382             | -                  | -               | -                 | -                  | 19.013          |
| 1301 - 1600 cc                     | 4.698           | 5.750             | 4.627         | 3.993          | 5.689         | 5.162           | 5.822          | 1.972             | -                  | -               | -                 | -                  | 37.713          |
| 1601 - 2000 cc                     | 14.077          | 12.375            | 17.628        | 16.408         | 14.066        | 11.564          | 15.769         | 7.201             | -                  | -               | -                 | -                  | 109.088         |
| > 2000 cc                          | -               | -                 | -             | -              | -             | -               | -              | -                 | -                  | -               | -                 | -                  | -               |
| OTOMOBİL Toplam / Pass.Car Total   | 21.604          | 21.691            | 24.204        | 21.682         | 21.620        | 18.843          | 25.615         | 10.555            | -                  | -               | -                 | -                  | 165.814         |
| <b>Toplam / Total</b>              | <b>21.604</b>   | <b>21.691</b>     | <b>24.204</b> | <b>21.682</b>  | <b>21.620</b> | <b>18.843</b>   | <b>25.615</b>  | <b>10.555</b>     | -                  | -               | -                 | -                  | <b>165.814</b>  |
|                                    |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| <b>TÜRK TRAKTÖR</b>                |                 |                   |               |                |               |                 |                |                   |                    |                 |                   |                    |                 |
| TRAKTÖR / F.Tractor                | 4.052           | 4.072             | 4.653         | 3.703          | 3.826         | 2.915           | 3.126          | 1.405             | -                  | -               | -                 | -                  | 27.752          |
| TRAKTÖR Toplam / F.Tractor Total   | 4.052           | 4.072             | 4.653         | 3.703          | 3.826         | 2.915           | 3.126          | 1.405             | -                  | -               | -                 | -                  | 27.752          |
| <b>Toplam / Total</b>              | <b>4.052</b>    | <b>4.072</b>      | <b>4.653</b>  | <b>3.703</b>   | <b>3.826</b>  | <b>2.915</b>    | <b>3.126</b>   | <b>1.405</b>      | -                  | -               | -                 | -                  | <b>27.752</b>   |

|                                 | OCAK<br>January | ŞUBAT<br>February | MART<br>March  | NİSAN<br>April | MAYIS<br>May   | HAZİRAN<br>June | TEMMUZ<br>July | AĞUSTOS<br>August | EYLÜL<br>September | EKİM<br>October | KASIM<br>November | ARALIK<br>December | Toplam<br>Total  |
|---------------------------------|-----------------|-------------------|----------------|----------------|----------------|-----------------|----------------|-------------------|--------------------|-----------------|-------------------|--------------------|------------------|
| <b>GENEL TOPLAM-Grand Total</b> | <b>128.911</b>  | <b>145.888</b>    | <b>164.586</b> | <b>142.692</b> | <b>152.533</b> | <b>134.432</b>  | <b>147.148</b> | <b>48.738</b>     | -                  | -               | -                 | -                  | <b>1.064.928</b> |

| ARAÇ TİPİ<br>Types             | 8 / 2018 KAPASİTE<br>Capacity | 8 / 2018 ÜRETİM<br>Production | 8 / 2018 KAPASİTE KULLANIM %<br>Capacity Usage % | 1 - 8 / 2018 KAPASİTE<br>Capacity | 1 - 8 / 2018 ÜRETİM<br>Production | 1 - 8 / 2018 KAPASİTE KULLANIM %<br>Capacity Usage % |
|--------------------------------|-------------------------------|-------------------------------|--|-----------------------------------|-----------------------------------|--|
| HAFİF ARAÇLAR - Light Vehicles | 158.466                       | 45.166                        | 28,5   | 1.267.728                         | 1.007.325                         | 79,5   |
| KAMYON - Truck                 | 3.875                         | 1.364                         | 35,2   | 31.000                            | 18.723                            | 60,4   |
| OTOBÜS - Bus                   | 1.131                         | 509                           | 45,0   | 9.048                             | 5.570                             | 61,6   |
| MİDİBÜS - Midibus              | 813                           | 136                           | 16,7   | 6.504                             | 2.479                             | 38,1   |
| TRAKTÖR - F.Tractor            | 6.250                         | 1.563                         | 25,0   | 50.000                            | 30.831                            | 61,7   |
| <b>TOPLAM - Total</b>          | <b>170.535</b>                | <b>48.738</b>                 | <b>28,6</b>                                      | <b>1.364.280</b>                  | <b>1.064.928</b>                  | <b>78,1</b>  |