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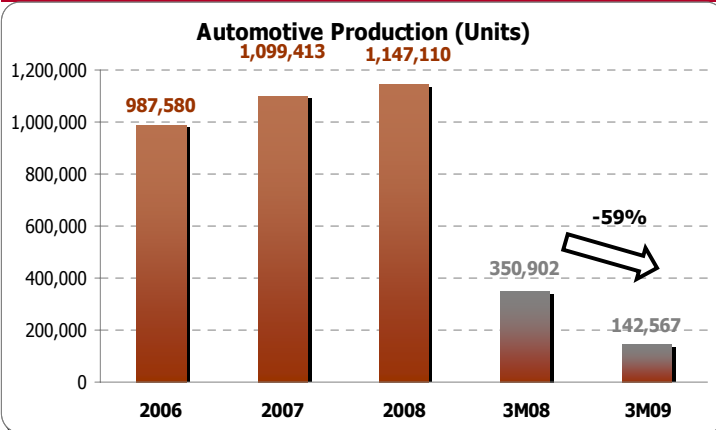
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## Turkish Automotive Industry

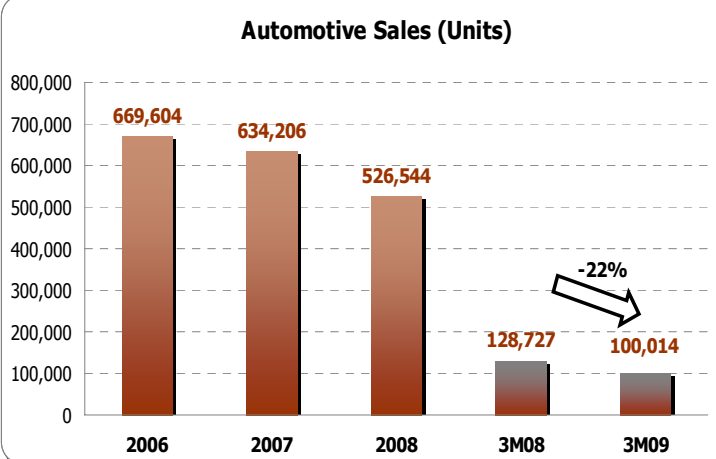
March 2009

April 17, 2009



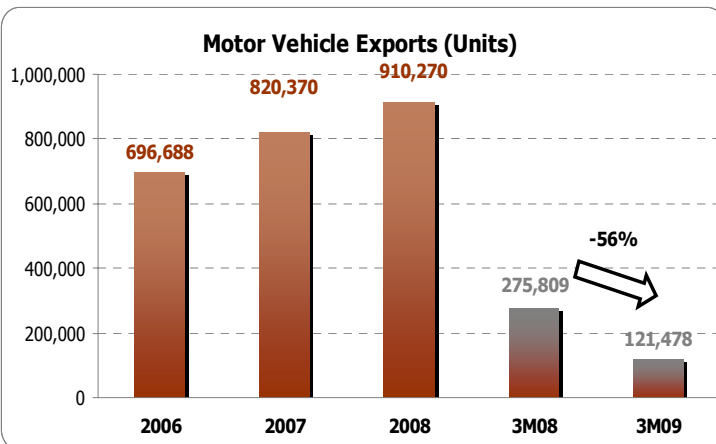
### Production

**Automotive production realized as 142,567 in 3M09, exhibiting a 59% contraction compared to the same period of the previous year.** CUR realized as 56% in the first three months, which significantly deteriorated compared to 144% CUR in the same period of 2008. Compared to February, automotive manufacturing enjoyed a 31% surge in March, which could be attributed to government's Private Consumption Tax cut decision.



### Domestic Retail Sales

**Domestic sales amounted to 100,014 units in the 3M09, which was 22% down compared to the same period of the previous year.** In corresponding period, locally manufactured vehicle sales dwindled by 32% while imported vehicle sales diminished by 15%. Analysing m-o-m figures, a drastic hike of 148% was observed in March compared to February. Both locally manufactured and imported vehicle sales soared substantially, proving the benefits of PCT cut policy.



### Domestic Factory Sales

**Domestic factory sales waned by 53% to 30,094 units in 3M09 compared to same period of the previous year.** During the time, 49% and 56% dives were observed in passenger cars and commercial vehicles respectively.

### Exports

**According to TIM, automotive sector continued to be leader with \$20.9bn amounted exports with the share of 17.89%** in Turkey's overall exports as of March 2009. In the first three months of 2009, automotive exports fell from 275,809 units to 121,478 units where both passenger cars and commercial vehicles exports were suffered from the slackening foreign trade conditions through global financial crisis.

	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%
<b>Production</b>	987,580	1,099,413	1,147,110	350,902	142,567	-59%	124,560	58,892	-53%
<b>Retail Sales</b>	669,604	634,206	526,544	128,727	100,014	-22%	56,814	56,541	0%
<b>Domestic Factory Sales</b>	288,145	276,408	229,781	63,568	30,094	-53%	28,648	14,476	-49%
<b>Exports</b>	696,688	820,370	910,270	275,809	121,478	-56%	95,013	50,010	-47%
<b>CUR</b>	<b>82%</b>	<b>89%</b>	<b>78%</b>	<b>144%</b>	<b>56%</b>		<b>102%</b>	<b>47%</b>	

## Production

**Automotive production realized as 142,567 in the first three months of 2009, exhibiting a 59% contraction compared to the same period of the previous year.** Passenger cars and commercial vehicle segments shrank by 51% and 69% respectively. Capacity usage ratios realized as 56% in the first three months, which significantly deteriorated compared to 144% CUR in the same period of 2008.

**In y-o-m basis, 58,892 units of vehicle were manufactured in March, exhibiting a 53% drop compared to March 2008.** During the period, passenger cars and commercial vehicle segments narrowed by 43% and 38%, respectively. By the way, capacity usage ratio materialized as 47%, which was substantially lower than March 2008 level of 102%.

**Examining the monthly figures, the performance of automotive production seem to be more gratifying.** Compared to February, automotive manufacturing enjoyed a 31% surge in March where production of passenger cars and commercial vehicles expanded by 23% and 48%, respectively. This could be attributed to government's Private Consumption Tax cut decision in light vehicles and passenger cars. Meanwhile, capacity utilization ratio surged from 37% in February to 47% in March.

**Oyak Renault preserved its leadership in the first three months of 2009 with 46,563 units** which was followed by Tofaş with 42,200 units. Since production slashes also continued in March, Ford Otosan stayed as the third manufacturer by far with 19,798 units of vehicle.

### Exhibit: 1 Automotive Production in Turkey

(Units)	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%	Feb.09	Feb-Mar%
<b>Passenger Car</b>	<b>545,682</b>	<b>634,883</b>	<b>621,567</b>	<b>187,348</b>	<b>91,155</b>	<b>-51%</b>	<b>64,973</b>	<b>37,125</b>	<b>-43%</b>	<b>30,192</b>	<b>23%</b>
<b>Commercial Vehicle</b>	<b>441,898</b>	<b>464,530</b>	<b>525,543</b>	<b>163,554</b>	<b>51,412</b>	<b>-69%</b>	<b>59,587</b>	<b>21,767</b>	<b>-38%</b>	<b>14,700</b>	<b>48%</b>
<i>Minibus</i>	20,728	21,999	21,123	4,836	1,762	-64%	1,972	672	-66%	616	9%
<i>Midibus</i>	8,263	9,305	10,660	2,887	439	-85%	948	228	-76%	57	300%
<i>Bus</i>	6,019	6,945	7,526	1,848	1,565	-15%	713	522	-27%	484	8%
<i>Pick-Up</i>	369,862	391,737	449,434	145,255	46,623	-68%	52,696	19,944	-62%	13,160	52%
<i>Truck</i>	37,026	34,544	36,800	8,728	1,023	-88%	3,258	401	-88%	383	5%
<b>TOTAL</b>	<b>987,580</b>	<b>1,099,413</b>	<b>1,147,110</b>	<b>350,902</b>	<b>142,567</b>	<b>-59%</b>	<b>124,560</b>	<b>58,892</b>	<b>-53%</b>	<b>44,892</b>	<b>31%</b>
<b>CUR (%)</b>	<b>81%</b>	<b>89%</b>	<b>78%</b>	<b>144%</b>	<b>56%</b>		<b>102%</b>	<b>47%</b>		<b>37%</b>	

Source: Automotive Manufacturers Association (OSD), TSKB Research

### Exhibit: 2 Automotive Production by manufacturer

	P.Car	Minibus	Midibus	Bus	Pick Up	Truck	Total
Oyak Renault	46,563						46,563
Tofas	16,219				25,981		42,200
Ford Otosan		1,729			17,885	184	19,798
Toyota	15,831						15,831
Hyundai Assan	8,276						8,276
Honda Turkiye	4,266						4,266
Karsan					2,572	66	2,638
M.Benz Turk				746		497	1,243
M.A.N				431			431
A.Isuzu			210		70	146	426
Otokar		33	173	22	102		330
B.M.C				177	13	130	320
Temsa			56	189			245
<b>TOTAL</b>	<b>91,155</b>	<b>1,762</b>	<b>439</b>	<b>1,565</b>	<b>46,623</b>	<b>1,023</b>	<b>142,567</b>

Source: Automotive Manufacturers Association (OSD), TSKB Research

## Domestic Retail Sales

**Domestic sales amounted to 100,014 units in the first three months of 2009, which was 22% down compared to the same period of the previous year.** In corresponding period, locally manufactured vehicle sales dwindled by 32% while imported vehicle sales diminished by 15%. Imported vehicles share in total sales realized as 62%, higher than 56.8% in 3M08.

**In March, domestic sales performed nearly the same as the same month of the previous year with a minor decrease of 273 units.** While locally manufactured vehicle sales downturned by 25%, imported vehicle sales jumped by 20%. The ratio of imports rose from 54.8% to 66% in March 2009.

**Analysing m-o-m figures, a drastic hike of 148% was observed in March compared to February.** Both locally manufactured and imported vehicle sales soared substantially, proving the benefits of PCT cut policy.

**In 3M09, Ford Otosan again advanced to the first degree in passenger cars with 6,081 units which was followed by Volkswagen with 5,942 units and Opel with 4,496 units.** In imported vehicle sales Renault stood as leader with 3,136 units where the second seller was Volkswagen with 1,791 units. In this segment, with a sales figure of 1,116 units, Hyundai overtook Mitsubishi which was the third seller in February.

<b>Exhibit: 3 Automotive Sales in Turkey (Retail)</b>											
(Units)	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%	Feb.09	Feb-Mar%
Local	285,430	278,454	220,457	55,606	38,045	-32%	25,669	19,234	-25%	9,280	107%
Import	384,174	355,752	306,087	73,121	61,969	-15%	31,145	37,307	20%	13,562	175%
Domestic Sales	669,604	634,206	526,544	128,727	100,014	-22%	56,814	56,541	0%	22,842	148%
Imports as % of Total	57.4%	56.1%	58.1%	56.8%	62.0%		54.8%	66.0%		56.6%	

Source: Automotive Manufacturers Association (OSD), TSKB Research

## Domestic Factory Sales

**Domestic factory sales waned by 53% to 30,094 units in 3M09 compared to same period of the previous year.** During the time, 49% and 56% dives were observed in passenger cars and commercial vehicles respectively.

**Evaluating y-o-m figures, the drop in wholesales realized as 49% in March** where passenger car and commercial vehicle sales contracted by 45% and 53% respectively, similar to results derived in February.

**In March, the impact of Private Consumption Tax cut was also observed in wholesale figures.** Compared to February, domestic auto sales upsurged by 57% which was mainly grew out of 64% jump in commercial vehicle sales where passenger cars segment went up by 49%. In this period, midibus, truck and pick-up sales improved significantly.

**In 3M09, Tofaş surpassed Ford Otosan by 2,943 units and sold 8,517 units of domestic vehicles.** In this period, two companies were succeeded by Hyundai with 5,893 units.

<b>Exhibit: 4 Domestic Automotive Sales (Wholesales Figures)</b>											
(Units)	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%Chg	Feb.09	Feb-Mar%
Passenger Car	115,681	121,181	102,020	27,978	14,326	-49%	11,940	6,562	-45%	4,402	49%
Commercial Vehicle	172,464	155,920	127,761	35,590	15,768	-56%	16,708	7,914	-53%	4,815	64%
Minibus	8,530	8,197	6,126	1,536	1,238	-19%	742	511	-31%	545	-6%
Midibus	5,374	7,006	6,037	1,496	311	-79%	636	191	-70%	61	213%
Bus	1,694	1,596	1,945	472	592	25%	203	206	1%	288	-28%
Pick-Up	124,607	113,332	91,898	26,445	11,602	-56%	12,937	5,924	-54%	3,471	71%
Truck	32,259	25,789	21,755	5,641	2,025	-64%	2,190	1,082	-51%	450	140%
<b>TOTAL</b>	<b>288,145</b>	<b>277,101</b>	<b>229,781</b>	<b>63,568</b>	<b>30,094</b>	<b>-53%</b>	<b>28,648</b>	<b>14,476</b>	<b>-49%</b>	<b>9,217</b>	<b>57%</b>

Source: OSD, TSKB Research

## Exports...

According to Turkish Exporters Association (TIM), motor vehicles, parts and accessories sector continued to be leader with \$20.9bn amounted exports with the share of 17.89% in Turkey's overall exports as of March 2009. Compared to March 2008 exports of motor vehicles, parts and accessories contracted by 50.15%, from \$2.5bn to \$1.2bn.

In the first three months of 2009, automotive exports fell from 275,809 units to 121,478 units where both passenger cars and commercial vehicles exports were suffered from the slackening foreign trade conditions through global financial crisis.

Considering y-o-m figures, export performance seem to mirror three month totals with a lesser slowing of 47% where passenger cars and commercial vehicles both exhibited drastic falls. M-o-m changes appeared to be more rosy which climbed by 27% following the 16% improvement in February.

Oyak-Renault remained as leader automotive exporter with 40,594 units in the first three months of 2009. In this period, Tofaş listed as the second with 32,676 units who was followed by Toyota with 18,061 units.

**Exhibit: 5 Motor Vehicle Export Figures**

(Units)	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%Chg	Feb.09	Feb-Mar%
<b>Passenger Car</b>	<b>430,420</b>	<b>504,353</b>	<b>525,301</b>	<b>151,940</b>	<b>79,874</b>	<b>-47%</b>	<b>50,953</b>	<b>33,864</b>	<b>-34%</b>	<b>26,757</b>	<b>27%</b>
<b>Commercial Vehicle</b>	<b>266,268</b>	<b>316,017</b>	<b>384,969</b>	<b>123,869</b>	<b>41,604</b>	<b>-66%</b>	<b>44,060</b>	<b>16,146</b>	<b>-63%</b>	<b>12,496</b>	<b>29%</b>
<i>Minibus</i>	1,809	2,695	891	244	60	-75%	20	20	0%	20	0%
<i>Midibus</i>	2,168	2,987	2,180	913	156	-83%	336	44	-87%	26	69%
<i>Bus</i>	4,125	5,352	5,510	1,368	1,105	-19%	542	454	-16%	319	42%
<i>Pick-Up</i>	254,159	295,585	366,646	118,961	39,758	-67%	42,115	15,316	-64%	12,002	28%
<i>Truck</i>	4,007	9,398	9,742	2,383	525	-78%	1,047	312	-70%	129	142%
<b>TOTAL</b>	<b>696,688</b>	<b>820,370</b>	<b>910,270</b>	<b>275,809</b>	<b>121,478</b>	<b>-56%</b>	<b>95,013</b>	<b>50,010</b>	<b>-47%</b>	<b>39,253</b>	<b>27%</b>

Source: OSD, TSKB Research

## Economics: Special Section

Gündüz Fındıkçioğlu, PhD, Chief Economist & Head of Research

As the G-20 meeting passes, there is a lot of uneasiness going around despite the fact that at least a pronounced equity bear market rally, if not a total comeback of bulls, is in the making. The uneasiness is not without foundations since the G-20 prep notes suggest many an item has been scrutinized after the initial kick-off in November, but that the end-results remain either elusive or too general to admit specific applications handily. Take monetary policy and fiscal policy coordination for instance. They are easier said than done because:

After 1929, M2 collapsed despite the fact that Fed BS enlarged. Full sterilization was the wrong policy choice at the time. Now that Bernanke eases rapidly the monetary stance (QE, or quantitative easing) the question seems to be whether a repetition of 1979-1981 is in the making. Will inflation go rampant and get out of hand after the current deflationary wave is over? How much should the rate of interest respond to either "money printing" or debt financing of the budget deficit in 2010 or 2011 at the latest? The monetary base expansion is noteworthy since it comprises banknotes and coins, and commercial banks' reserves deposited to the Fed. Still the expansion was not necessarily that inflationary until recently as claimed above since a good part of the money instilled through reserve credits were sterilized.

Three claims will be held here: (1) Fed now expands in an inflationary mode. Furthermore, the Obama Plan 1 will be financed initially through debt financing, which implies further T-bill issuance. On both accounts, the inflation outlook is dim. (2) In a New Keynesian spirit, it is imperative to let the Fed act counter-cyclically and respond to mounting inflationary pressures by raising the FFR either in 2010 or in 2011 at the latest. In fact, the Fed might have avoided ZIRP (zero-interest-rate-policy) at some point, but it could not. The 25 bps FFR is only there positive because the Fed does not want money market yields to turn negative after deductions are levied for annual operating expenses. (3) Sterilizing the monetary consequences of FED BS hitting USD6 billion –or even USD4 billion- requires an impeccable u-turn in the monetary stance, reminiscent of Paul Volcker. That looks undoable now since the 1979 shock was a supply-side shock whereas we now face a financially widespread phenomenon, which is endogenous to U.S. monetary policy after 2001. The Fed will have to undo what it has done after 2001, and what he was bound to do after 2007. Impasse!

Let us put things in historical balance sheet. In 1979, when the world was hit by the second oil shock, inflation pent up unbound and reached two digits. Jimmy Carter appointed Paul Volcker to Fed, and Volcker immediately hiked the rate of interest and curbed all monetary aggregates, M1, M2, and M3. By November 1980, the FFR hit 17%. Carter lost to Reagan who left Volcker in charge. Volcker's crusade continued under Reagan and in June 1981, the FFR peaked at 20%. The result was historically named the "Volcker deflation," which initiated the "Great Disinflation" of the 1980s. However, this is not the end of the story. The "Volcker deflation" also triggered the worst recession ever since WWII at that time, whereby unemployment skyrocketed to 11%. Inflation was down to 4% and the USD/GBP rate was almost at par for some years. The USD depreciated only after the G-3 intervention at Plaza in 1985. Volcker stepped down in August 1987, two months before the "Black Monday."

Now, despite everything, if bulls are to be back, this will be due to Bernanke's hint to the effect that in both credit and financial markets the turning point nears. If this is indeed so, we should expect a rally in both equity and debt markets. We should also expect further policy rate cuts from the ECB going forward. I would bet on at least 100 bps, or even 150 bps, cuts in two or three consecutive rounds. Nevertheless, the IMF deal is a sine qua non for anything of that sort to happen.

**Exhibit: 6 Breakdown of Exports by Local Manufacturer - Summary**

Export	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%Chg	Feb.09	Feb-Mar%
Ford Otosan	184,606	221,741	217,876	72,179	17,544	-76%	24,750	5,506	-78%	5,491	0%
Oyak-Renault	177,411	204,428	252,232	69,705	40,594	-42%	22,796	17,039	-25%	14,155	20%
Toyota	160,479	154,386	119,586	42,430	18,061	-57%	13,647	9,351	-31%	4,332	116%
Tofaş	123,061	146,177	209,443	64,822	32,676	-50%	23,909	13,766	-42%	9,715	42%
Hyundai	34,511	69,224	61,000	13,942	4,940	-65%	4,870	1,620	-67%	1,565	4%
Mercedes-Benz Turk	3,903	8,708	9,083	1,969	931	-53%	980	487	-50%	240	103%
Honda Türkiye	5,692	7,732	34,926	8,853	3,609	-59%	3,319	829	-75%	2,492	-67%
MAN Türkiye	1,874	1,699	1,538	435	261	-40%	159	98	-38%	67	46%
BMC	712	1,524	1,189	362	195	-46%	124	76	-39%	60	27%
Otokar	1,276	1,115	619	77	124	61%	63	54	-14%	35	54%
Temsa	1,106	1,151	1,245	220	247	12%	108	97	-10%	73	33%
Karsan	394	1,632	482	398	2,232	461%	98	1,081	1003%	1,024	6%
A. Isuzu	711	750	1,042	415	64	-85%	190	6	-97%	4	50%
<b>Grand Total</b>	<b>696,688</b>	<b>820,370</b>	<b>910,270</b>	<b>275,809</b>	<b>121,478</b>	<b>-56%</b>	<b>95,013</b>	<b>50,010</b>	<b>-47%</b>	<b>39,253</b>	<b>27%</b>

**Exhibit: 7 Breakdown of Domestic Sales by Local Manufacturer - Summary**

	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	% Chg	Feb.09	Feb-Mar%
Tofaş	55,806	63,296	58,750	15,678	8,517	-46%	9,237	5,466	-41%	1,892	189%
Toyota	16,270	5,533	6,437	1,622	90	-94%	773	40	-95%	50	-
Oyak-Renault	50,817	54,896	41,746	13,483	4,093	-70%	4,760	2,118	-56%	1,526	39%
Ford Otosan	71,572	67,703	47,735	14,038	6,024	-57%	5,779	2,287	-60%	1,981	15%
Hyundai	26,175	22,085	19,687	4,280	5,893	38%	2,103	2,269	8%	1,961	16%
Mercedes-Benz Turk	10,795	10,593	9,521	2,059	760	-63%	967	389	-60%	222	75%
MAN Türkiye	625	353	237	92	157	71%	22	52	136%	105	-
Honda Türkiye	12,634	15,580	15,015	3,578	1,259	-65%	1,495	330	-78%	206	60%
A. Isuzu	6,165	7,847	7,133	2,301	397	-83%	876	325	-63%	62	424%
Otoyol	3,134	686	25	14	0	-	6	0	-	0	-
Karsan	11,923	8,376	6,937	1,991	1,146	-42%	971	375	-61%	771	-51%
Temsa	7,332	8,223	7,916	1,893	920	-51%	563	444	-21%	173	157%
BMC	11,013	9,081	5,986	1,850	655	-65%	793	275	-65%	208	32%
Otokar	2,402	2,737	2,656	689	183	-73%	303	106	-65%	60	77%
<b>Grand Total</b>	<b>288,145</b>	<b>277,101</b>	<b>229,781</b>	<b>63,568</b>	<b>30,094</b>	<b>-53%</b>	<b>28,648</b>	<b>14,476</b>	<b>-49%</b>	<b>9,217</b>	<b>57%</b>

**Exhibit: 8 Breakdown of Domestic Sales and Exports by Local Manufacturer - Summary**

	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	% Chg	Feb.09	Feb-Mar%
Tofaş	178,867	209,473	268,193	80,500	41,193	-49%	33,146	19,232	-42%	11,607	66%
Toyota	176,749	159,919	126,023	44,052	18,151	-59%	14,420	9,391	-35%	4,382	114%
Oyak-Renault	228,228	259,324	293,978	83,188	44,687	-46%	27,556	19,157	-30%	15,681	22%
Ford Otosan	256,178	289,444	265,611	86,217	23,568	-73%	30,529	7,793	-74%	7,472	4%
Hyundai	60,686	91,309	80,687	18,222	10,833	-41%	6,973	3,889	-44%	3,526	10%
Mercedes-Benz Turk	14,698	19,301	18,604	4,028	1,691	-58%	1,947	876	-55%	462	90%
MAN Türkiye	2,499	2,052	1,775	527	418	-21%	181	150	-17%	172	-13%
Honda Türkiye	18,326	23,312	49,941	12,431	4,868	-61%	4,814	1,159	-76%	2,698	-57%
A. Isuzu	6,876	8,597	8,175	2,716	461	-83%	1,066	331	-69%	66	402%
Otoyol	4,059	789	34	16	0	-	6	0	-	0	-
Karsan	12,317	10,008	7,419	2,389	3,378	41%	1,069	1,456	36%	1,795	-19%
Temsa	8,438	9,374	9,161	2,113	1,167	-45%	671	541	-19%	246	120%
BMC	11,725	10,605	7,175	2,212	850	-62%	917	351	-62%	268	31%
Otokar	3,678	3,852	3,275	766	307	-60%	366	160	-56%	95	68%
<b>Grand Total</b>	<b>984,833</b>	<b>1,097,471</b>	<b>1,140,051</b>	<b>339,377</b>	<b>151,572</b>	<b>-55%</b>	<b>123,661</b>	<b>64,486</b>	<b>-48%</b>	<b>48,470</b>	<b>33%</b>

Source: OSD, TSKB Research

**Exhibit: 9 Breakdown of Domestic Sales by Manufacturer**

<b>Passenger Cars (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
Honda Türkiye	12,634	15,580	15,015	3,578	1,259	-65%	1,495	330	-78%	206	60%
Hyundai Assan	15,529	16,667	19,687	4,280	5,893	38%	2,103	2,269	8%	1,961	16%
O. Renault	50,817	54,896	41,746	13,483	4,093	-70%	4,760	2,118	-56%	1,526	39%
Tofaş	20,431	28,505	19,135	5,015	2,991	-40%	2,809	1,805	-36%	659	174%
Toyota	16,270	5,533	6,437	1,622	90	-94%	773	40	-95%	50	-20%
<b>TOTAL</b>	<b>115,681</b>	<b>121,181</b>	<b>102,020</b>	<b>27,978</b>	<b>14,326</b>	<b>-49%</b>	<b>11,940</b>	<b>6,562</b>	<b>-45%</b>	<b>4,402</b>	<b>49%</b>

<b>Minibus (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
BMC	914	1,237	758	290	44	-85%	216	31	-86%	2	1450%
Ford Otosan	4,861	4,677	3,617	670	677	1%	212	254	20%	255	0%
Karsan	1,618	1,746	1,211	415	471	13%	256	201	-21%	270	-26%
Otokar	438	313	540	161	46	-71%	58	25	-57%	18	39%
<b>TOTAL</b>	<b>8,530</b>	<b>8,197</b>	<b>6,126</b>	<b>1,536</b>	<b>1,238</b>	<b>-19%</b>	<b>742</b>	<b>511</b>	<b>-31%</b>	<b>545</b>	<b>-6%</b>

<b>Midibus (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
A. Isuzu	1,107	1,573	1,515	494	46	-91%	211	33	-84%	10	230%
Karsan	1,345	2,718	1,816	303	0	-	185	0	-	0	-
Otokar	757	1,235	1,321	311	94	-70%	105	73	-30%	8	813%
Otoyol	1,263	357	25	14	-	-	6	-	-	-	-
Temsa	902	1,123	1,360	374	171	-54%	129	85	-34%	43	98%
<b>TOTAL</b>	<b>5,374</b>	<b>7,006</b>	<b>6,037</b>	<b>1,496</b>	<b>311</b>	<b>-79%</b>	<b>636</b>	<b>191</b>	<b>-70%</b>	<b>61</b>	<b>213%</b>

<b>Bus (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
BMC	263	343	501	148	239	61%	54	54	0%	115	-53%
MAN	457	353	237	92	157	71%	22	52	136%	105	-50%
M. Benz Turk	846	689	775	83	136	64%	45	78	73%	42	86%
Otokar	0	49	249	97	14	-86%	61	6	-90%	7	-14%
Temsa	128	162	183	52	46	-12%	21	16	-24%	19	-16%
<b>TOTAL</b>	<b>1,694</b>	<b>1,596</b>	<b>1,945</b>	<b>472</b>	<b>592</b>	<b>25%</b>	<b>203</b>	<b>206</b>	<b>1%</b>	<b>288</b>	<b>-28%</b>

<b>Pick-Up (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
A. Isuzu	2,244	3,155	3,106	1,017	138	-86%	367	117	-68%	21	457%
BMC	3,575	2,655	1,122	474	93	-80%	171	52	-70%	30	73%
Ford Otosan	59,508	58,561	41,210	12,404	5,082	-59%	5,238	1,923	-63%	1,646	17%
Karsan	8,960	3,912	2,463	889	609	-31%	434	114	-74%	495	-77%
Otokar	1,207	1,140	546	120	29	-76%	79	2	-97%	27	-93%
Temsa	3,424	3,906	3,836	878	125	-86%	220	55	-75%	19	189%
Tofaş	35,375	34,791	39,615	10,663	5,526	-48%	6,428	3,661	-43%	1,233	197%
<b>TOTAL</b>	<b>124,607</b>	<b>113,332</b>	<b>91,898</b>	<b>26,445</b>	<b>11,602</b>	<b>-56%</b>	<b>12,937</b>	<b>5,924</b>	<b>-54%</b>	<b>3,471</b>	<b>71%</b>

<b>Truck (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
A. Isuzu	2,814	3,119	2,512	790	213	-73%	298	175	-41%	31	465%
BMC	6,261	4,846	3,605	938	279	-70%	352	138	-61%	61	126%
Ford Otosan	7,203	4,465	2,908	964	265	-73%	329	110	-67%	80	38%
Karsan			1,447	384	66	-83%	96	60	-38%	6	900%
M. Benz Turk	9,949	9,904	8,746	1,976	624	-68%	922	311	-66%	180	73%
Temsa	2,878	3,032	2,537	589	578	-2%	193	288	49%	92	213%
<b>TOTAL</b>	<b>32,259</b>	<b>25,789</b>	<b>21,755</b>	<b>5,641</b>	<b>2,025</b>	<b>-64%</b>	<b>2,190</b>	<b>1,082</b>	<b>-51%</b>	<b>450</b>	<b>140%</b>

Source: OSD, TSKB Research

**Exhibit: 10 Breakdown of Exports by Manufacturer**

<b>Passenger Car (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
Honda Türkiye	5,692	7,732	34,926	8,853	3,609	-59%	3,319	829	-75%	2,492	-67%
Hyundai Assan	27,296	64,593	61,000	13,942	4,940	-65%	4,870	1,620	-67%	1,565	4%
O. Renault	177,411	204,428	252,232	69,705	40,594	-42%	22,796	17,039	-25%	14,155	20%
Tofaş	59,542	73,214	57,557	17,010	12,670	-26%	6,321	5,025	-21%	4,213	19%
Toyota	160,479	154,386	119,586	42,430	18,061	-57%	13,647	9,351	-31%	4,332	116%
<b>TOTAL</b>	<b>430,420</b>	<b>504,353</b>	<b>525,301</b>	<b>151,940</b>	<b>79,874</b>	<b>-47%</b>	<b>50,953</b>	<b>33,864</b>	<b>-34%</b>	<b>26,757</b>	<b>27%</b>

<b>Minibus (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
BMC	2	0	31	4	0	-	0	0	-	0	-
Ford Otosan	551	672	860	240	60	-75%	20	20	0%	20	0%
Hyundai	1,255	2,021		0	0	-	-	-	-	0	-
<b>TOTAL</b>	<b>1,809</b>	<b>2,695</b>	<b>891</b>	<b>244</b>	<b>60</b>	<b>-75%</b>	<b>20</b>	<b>20</b>	<b>0%</b>	<b>20</b>	<b>0%</b>

<b>Midibus (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>% Chg</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>% Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
A. Isuzu	680	728	1,032	415	64	-85%	190	6	-97%	4	50%
Karsan	393	1,630	476	397	0	-	97	0	-	0	-
Otokar	167	226	345	29	19	-34%	15	8	-47%	6	33%
Otoyol	578	100	9	2	-	-	0	-	-	-	-
Temsa	350	303	318	70	73	4%	34	30	-12%	16	88%
<b>TOTAL</b>	<b>2,168</b>	<b>2,987</b>	<b>2,180</b>	<b>913</b>	<b>156</b>	<b>-83%</b>	<b>336</b>	<b>44</b>	<b>-87%</b>	<b>26</b>	<b>69%</b>

<b>Bus (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>% Chg</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>% Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
BMC	348	542	579	215	61	-72%	79	26	-67%	15	73%
MAN	1,874	1,699	1,538	435	261	-40%	159	98	-38%	67	46%
M. Benz Turk	1,222	2,415	2,670	611	644	5%	232	271	17%	195	39%
Otokar	0	0	61	-	5	-	0	2	-	3	-
Temsa	681	696	662	107	134	25%	72	57	-21%	39	46%
<b>TOTAL</b>	<b>4,125</b>	<b>5,352</b>	<b>5,510</b>	<b>1,368</b>	<b>1,105</b>	<b>-19%</b>	<b>542</b>	<b>454</b>	<b>-16%</b>	<b>319</b>	<b>42%</b>

<b>Pick-Up (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>%</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>%Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
Ford Otosan	183,548	219,062	214,410	71,066	17,399	-76%	24,478	5,444	-78%	5,437	0%
Karsan	0	0	6	1	2,232	-	1	1,081	-	1,024	-
Otokar	1,109	889	213	48	100	-	48	44	-	26	69%
Temsa	13	60	124	34	21	-38%	0	6	-	13	-54%
Tofaş	63,519	72,963	151,886	47,812	20,006	-58%	17,588	8,741	-50%	5,502	59%
<b>TOTAL</b>	<b>254,159</b>	<b>295,585</b>	<b>366,646</b>	<b>118,961</b>	<b>39,758</b>	<b>-67%</b>	<b>42,115</b>	<b>15,316</b>	<b>-64%</b>	<b>12,002</b>	<b>28%</b>

<b>Truck (Units)</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>3M08</b>	<b>3M09</b>	<b>% Chg</b>	<b>Mar.08</b>	<b>Mar.09</b>	<b>% Chg</b>	<b>Feb.09</b>	<b>Feb-Mar%</b>
BMC	359	981	572	143	134	-6%	45	50	11%	45	11%
Ford Otosan	507	2,007	2,606	873	85	-90%	252	42	-83%	34	24%
M. Benz Turk	2,681	6,293	6,413	1,358	287	-79%	748	216	-71%	45	380%
Temsa	62	92	141	9	19	111%	2	4	-	5	-20%
<b>TOTAL</b>	<b>4,007</b>	<b>9,398</b>	<b>9,742</b>	<b>2,383</b>	<b>525</b>	<b>-78%</b>	<b>1,047</b>	<b>312</b>	<b>-70%</b>	<b>129</b>	<b>142%</b>

## Exhibit: 11 Passenger Car Market In Turkey

### Passenger Car Sales

(Units)	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%Chg	Feb.09	Feb-Mar%
Local	117,725	120,740	99,205	24,175	20,361	-16%	12,125	10,674	-12%	4,558	134%
Imports	255,494	236,725	206,793	49,756	47,926	-77%	22,022	29,948	36%	9,934	201%
Domestic Sales	373,219	357,465	305,998	73,931	68,287	-8%	34,147	40,622	19%	14,492	180%
Imports as % of Total	68.5%	66.2%	67.6%	67.3%	70.2%		64.5%	73.7%		68.5%	8%

### Passenger Car Imports

(Units)	2006	2007	2008	3M08	3M09	% Chg	Mar.08	Mar.09	% Chg	Feb.09	Feb-Mar%
Ford	38,171	26,223	25,898	5,797	6,081	5%	2,535	3,806	50%	1,092	249%
Opel	28,171	22,713	24,804	5,742	4,496	-22%	2,677	3,057	14%	805	280%
Volkswagen	27,624	22,296	21,136	5,476	5,942	9%	2,347	3,641	55%	1,352	169%
Toyota	13,400	20,478	20,173	4,100	4,032	-2%	1,687	2,708	61%	916	196%
Peugeot	17,585	11,374	11,752	2,943	3,147	7%	1,307	2,179	67%	613	255%
Kia	11,689	8,763	7,028	2,149	1,139	-47%	907	717	-21%	255	181%
Hyundai	18,080	8,577	9,583	2,659	3,190	20%	1,369	1,770	29%	782	126%
Citroen	9,718	7,001	6,563	1,487	1,534	3%	789	1,044	32%	286	265%
Fiat	11,592	6,915	6,488	1,864	1,034	-45%	870	710	-18%	143	397%
Audi	4,928	5,225	5,484	973	977	0%	424	501	18%	254	97%
Honda	6,259	5,210	5,984	1,136	2,609	130%	506	1,580	212%	464	241%
Renault	7,840	4,851	5,484	1,066	867	-19%	674	621	-8%	112	454%
Others	60,437	93,280	46,484	14,364	12,878	-10%	5,930	7,614	28%	2,860	166%
<b>Total</b>	255,494	236,725	206,793	49,756	47,926	-4%	22,022	29,948	36%	9,934	201%

Source: ODD, TSKB Research

## Exhibit: 12 LCV Market In Turkey

### LCV Sales

(Units)	2006	2007	2008	3M08	3M09	%	Mar.08	Mar.09	%Chg	Feb.09	Feb-Mar%
Local	129,075	128,965	96,957	25,122	14,880	-25%	11,141	7,464	-33%	3,826	95%
Imports	115,558	108,332	91,068	21,374	13,292	-16%	8,361	7,025	-16%	3,424	105%
Domestic Sales	244,633	237,297	188,025	46,496	28,172	-21%	19,502	14,489	-26%	7,250	100%
Imports as % of Total	47.2%	45.7%	48.4%	46.0%	47.2%		42.9%	48.5%		47.2%	

### LCV - Imports

(Units)	2006	2007	2008	3M08	3M09	% Chg	Mar.08	Mar.09	% Chg	Feb.09	Feb-Mar%
Volkswagen	31,625	24,114	18,124	5,212	1,791	-66%	1,843	1,066	-42%	325	228%
Renault	25,603	19,259	15,815	3,382	3,136	-7%	1,519	1,908	26%	741	157%
Hyundai	8,972	5,935	5,116	1,144	1,116	-2%	461	552	20%	336	64%
Opel	6,776	4,628	4,190	958	326	-66%	437	154	-65%	72	114%
Citroen	5,030	4,500	4,063	1,137	578	-49%	478	313	-35%	142	120%
Mitsubishi	4,579	4,534	5,794	1,316	969	-26%	483	370	-23%	273	36%
Mercedes	5,552	4,244	3,597	1,010	471	-53%	346	260	-25%	110	136%
Fiat	3,327	4,049	2,807	791	446	-44%	412	294	-29%	68	332%
Kia	3,491	2,847	2,180	774	163	-79%	275	94	-66%	40	135%
Ford	3,904	2,684	2,982	728	640	-12%	239	248	4%	269	-8%
Nissan	3,306	2,308	1,818	1,024	337	-67%	358	167	-53%	75	123%
Toyota	1,726	1,798	1,674	557	136	-76%	165	67	-59%	43	56%
Dacia	1	3,705	3,992	1,356	443	-67%	545	221	-59%	139	59%
Others	11,667	23,727	18,916	1,985	2,740	38%	800	1,311	64%	791	40%
<b>Total</b>	115,559	108,332	91,068	21,374	13,292	-38%	8,361	7,025	-16%	3,424	51%

Source: ODD, TSKB Research

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