

THE BAZA IMPORTER'S WORKBOOK

YOUR FIRST CAR, TURNKEY

How to price a car from Korea, China or Japan in one evening — and see what you'd earn or save on it



BAZA Import

bazaimporta.ru

Who this is for and what you get

Price your first car from Korea, China or Japan, turnkey, in one evening. And see how much you could earn or save on it.

For people who want to import cars to sell, people who already import and check their numbers, and people buying a car for themselves.

You need a pen or a spreadsheet, your phone and two to three hours. Each of the seven parts has a short explanation, a task and a "Done when" line.

By the end of the evening you hold one chosen car, a calculation across eight cost lines, a market check and a list of what you still lack to order it.

The workbook does not promise income. See "Honest about results".

PART 1

Where to start

The BAZA club has three paths. Pick one. It decides what you calculate at the end: your own savings or your margin on a client's car.

- **From scratch.** You are building a car business: finance, law and logistics, step by step.
- **Some experience.** You already import cars. You want to cut logistics costs and find contacts.
- **For myself.** You are buying a car for yourself, not for business.

(bazaimporta.ru)

Then the country. Start with Korea or China. Kirill Malinovsky, owner of BAZA Import, explains that Japan and America are not where you start: "these are the markets where you can very easily lose money". He puts the average earning at Japanese auctions at ¥50,000–90,000 (≈ €536–965) per car, and says more is rare (BAZA channel, 6 Sep 2026).

If you go into business and have no sole proprietorship (ИП): the club helps you open one and choose the OKVED activity code (bazaimporta.ru).

Task. Fill in.

My path	☐ From scratch ☐ Some experience ☐ For myself
Country of the first car	☐ Korea ☐ China (leave Japan for later)
The car I am pricing (make, model, year)	
Budget for one car	₽
Sole proprietorship, if you go into business	☐ yes ☐ no



Done when: a path and a country are ticked, and the car and the budget are written down.

PART 2

Where to find a car

You can only price a specific listing. So first you find three cars, then you pick one.

Country	Platforms
China	Che168, Guazi, Dongchedi (bazaimporta.ru). For Dongchedi, the club's walkthrough shows WeChat registration and how to use the app (BAZA channel, 10 Sep 2026).
Japan	Auctions. You need a deposit to bid (BAZA channel, 10 Sep 2026).
Korea	FILL IN: Korean platforms

Look at engine power first. For cars over 160 hp, the recycling fee (утильсбор) is up to ₺5,000,000 (≈ €53,631) (BAZA channel, 2 Oct 2026). After the reduced recycling fee for cars above 160 hp was cancelled, imports of those cars fell 8-fold: from 42% of imports to 4.5% (BAZA channel, 25 Sep 2026). Kirill's selection from China covers cars up to 160 hp (BAZA channel, 9 Oct 2026).

Then the check. Looking at photos and buying is the first mistake on Kirill's list (Part 6). Order an inspection and check insurance payouts. Ask the seller for the rest: Kirill writes that details should always be confirmed with the seller (BAZA channel, 8 Oct 2026).

Task. Find three listings and fill in the table.

	Car 1	Car 2	Car 3
Platform and link	_____	_____	_____
Make, model	_____	_____	_____
Year	_____	_____	_____
Mileage, km	_____	_____	_____
Power: up to 160 hp or more	_____	_____	_____
Engine type	_____	_____	_____
Price in the country, local currency	_____	_____	_____

	Car 1	Car 2	Car 3
Insurance payouts: none / yes / unknown	_____	_____	_____
Inspection ordered	☐	☐	☐

For the car you choose, tick:

- ☐ Listing from a platform on the list, link saved
 ☐ Power is known
 ☐ Insurance payouts checked
☐ Inspection ordered
 ☐ The rest confirmed with the seller

 **Done when:** the table holds three cars, and one of them is chosen for the calculation.

PART 3

The turnkey price formula

The turnkey price is everything you pay for a car from the listing to the handover. In Kirill's examples it is calculated to Moscow (BAZA channel, 8 Oct 2026) or to your city (bazaimporta.ru).

Calculate it in eight lines. Each line is its own number with its own source. Kirill names three consequences of a wrong calculation: hidden defects, hidden fees and overpaying at every step (BAZA channel, 2 Oct 2026).

The exchange rate comes before the table. It changes every day. On 9 Sep 2026 the yuan fell by ₺0.2 per yuan. On a car priced at 150,000 yuan, that is about ₺30,000 (≈ €322) (BAZA channel, 9 Sep 2026). On 17 Sep 2026 the rate rose for the first time in a week. Kirill advised recalculating cars already priced for clients and warning them (BAZA channel, 17 Sep 2026).

Task.

Step 1. The rate.

Date and time of the calculation	_____
Currency	☐ yuan ☐ yen ☐ other: _____
Rate: 1 unit of currency =	₺ _____

Step 2. The table for the car from Part 2. Next to each number, write its source: the listing, a broker's written calculation, a logistician's calculation, or the club.

Cost line	What to count	In the country's currency	In ₺	Source of the number
Price in the country	Price from the listing (Part 2)	_____	_____	_____
Costs in the country	Inspection, fees. FILL IN: club formula by cost line	_____	_____	_____
Logistics	Transport to Moscow or to your city, transport company (car carrier). FILL IN: club formula by cost line	_____	_____	_____

Cost line	What to count	In the country's currency	In ₺	Source of the number
Customs duty	FILL IN: club formula by cost line	_____	_____	_____
Recycling fee (утильсбор)	For cars over 160 hp, up to ₺5,000,000 (≈ €53,631) (BAZA channel, 2 Oct 2026). FILL IN: club formula by cost line	_____	_____	_____
EPTS and SBKTS	FILL IN: club formula by cost line	_____	_____	_____
Handover	Handing the car over to the client or to you. FILL IN: club formula by cost line	_____	_____	_____
Turnkey total	Sum of lines 1–7		_____	

Insurance: ₺_____, included in line no. _____. Kirill calls skipping insurance a mistake: saving 1–3% per car can lead to serious consequences (BAZA channel, 2 Oct 2026).

Customs duty and recycling fee are two separate lines. "You count only the duty" is Kirill's second mistake (Part 6).

EPTS and SBKTS: FILL IN: one line — what they are and who issues them.

Compare logistics in numbers, stage by stage. Kirill writes that logistics partners add a hidden fee of ₺50,000–100,000 (≈ €536–1,073) per car (BAZA channel, 6 Oct 2026).

The "total" here is your break-even cost, without your margin. In the Huracán card on the website they are listed separately: cost and earnings (Part 5).



Done when: all eight lines are filled in, every number has a source, and the sum of lines 1–7 equals the "Turnkey total" line.

If lines 2–7 hold your own estimates instead of a broker's and a logistician's numbers, the calculation is preliminary. How to get final numbers is in Part 7.

PART 4

Case study: Audi Q3 2023 — ₺2,590,000 (≈ €27,781) to Moscow

Kirill shows an example in the channel: an Audi Q3, 2023, 45,000 km. The turnkey price to Moscow is ₺2,590,000 (≈ €27,781) (BAZA channel, 8 Oct 2026).

He adds: this is the price at which the car can be brought in through the club's contacts and training. Details should always be confirmed with the seller (same post).

On average, companies in the mass segment earn ₺150,000 to ₺300,000 (≈ €1,609–3,218) per car (same post). That is a market benchmark, not your result. **FILL IN: whether the BAZA team's margin is included in ₺2,590,000 (≈ €27,781) — yes or no**

Let's go through the numbers. First the car's card.

Audi Q3	
Year	2023
Mileage	45,000 km
Country, platform, power, rate	FILL IN: country, platform, power in hp and exchange rate on the calculation date
Turnkey to Moscow	₺2,590,000 (≈ €27,781)

Task. Copy the Audi Q3 breakdown into the left column. In the right column, write your own car's numbers from Part 3.

Cost line	Audi Q3, ₺	Your car, ₺
Price in the country	FILL IN: breakdown by cost line	_____
Costs in the country	FILL IN: breakdown by cost line	_____
Logistics	FILL IN: breakdown by cost line	_____
Customs duty	FILL IN: breakdown by cost line	_____
Recycling fee	FILL IN: breakdown by cost line	_____
EPTS and SBKTS	FILL IN: breakdown by cost line	_____

Cost line	Audi Q3, ₺	Your car, ₺
Handover	FILL IN: breakdown by cost line	_____
Turnkey total	2,590,000 (≈ €27,781)	_____

The line with the biggest gap between the Audi Q3 and your car: _____

Why does it differ (power, country, mileage, rate)? _____



Done when: the "Your car" column has no empty lines, and the line with the biggest gap to the Audi Q3 is written down.

PART 5

Checking against the market

A turnkey price tells you a lot only next to the market. Compare with Avito (the Russian classifieds site). On the club's website this is the second step of the "For myself" path: "you check the turnkey price against Avito".

For yourself: the difference between the Avito price and your cost is your saving. For a client: the difference between the client's price and your cost is your margin. A client comes through a recommendation when he sees a friend's car that was brought in cheaper than the market (BAZA channel, 4 Sep 2026).

The example is a deal by the BAZA team, not a participant's result. Lamborghini Huracán, 2022, 3,042 km, petrol, no insurance payouts. Turnkey to Moscow: ₺25,850,000 ($\approx$ €277,271). Break-even cost: ₺24,650,000 ($\approx$ €264,400). Earnings: ₺1,200,000 ($\approx$ €12,871) (bazaimporta.ru). Margin by the formula below: $1,200,000 \div 24,650,000 \times 100 \approx 4.9\%$. For the client for whom Kirill was sourcing a Lamborghini, others offered the same car for ₺30,000,000 and ₺28,000,000 ($\approx$ €321,785 and €300,333) and wanted to earn ₺3,000,000 to ₺6,000,000 ($\approx$ €32,178–64,357) on him (BAZA channel, 9 Oct 2026).

The market can be crowded. On Chinese cars imported outside the dealer channel, the channel says: petrol cars are not worth importing, there are already plenty on the market (BAZA channel, 25 Sep 2026). Check how many similar listings there are on Avito.

Task. Fill in one block: "For myself" or "For a client".

Line	Value
Cost (Part 3, "Turnkey total")	₺ _____
Avito listing 1: link and price	_____
Avito listing 2: link and price	_____
Avito listing 3: link and price	_____
Average price of the three listings	₺ _____
How many similar cars on Avito	_____
For myself: saving = average Avito price – cost	₺ _____

Line	Value
For a client: turnkey price for the client (below Avito)	£ _____
For a client: margin = client's price – cost	£ _____
For a client: margin in % = margin ÷ cost × 100	_____ %

Conclusion: ☐ I import this car ☐ I look for another ☐ I recalculate lines of Part 3



Done when: one block is filled in and a decision is ticked in the "Conclusion" line.

Five mistakes that eat your margin

This is Kirill's list. He writes: "I made every one of these mistakes myself" (BAZA channel, 2 Oct 2026). Check your calculation against it.

No.	Mistake	What Kirill writes	Check yourself
1	Buying without inspection	"You look at photos and buy a 'zhvachka' or a 'bitok' (Russian slang for problem cars). Order an inspection, check insurance payouts."	☐ inspection ordered ☐ insurance payouts checked
2	Ignoring the recycling fee	"You count only the duty. But the recycling fee for cars over 160 hp is up to ₺5,000,000 (≈ €53,631)."	☐ power is known ☐ recycling fee is its own line
3	Wrong car calculations	"You found a 'cheap' or an 'expensive' supplier, and that causes problems": hidden defects, hidden fees, overpaying at every step.	☐ every line in Part 3 has a source
4	Skimping on the transport company (car carrier)	"They can simply take a prepayment and never deliver the cars; you lose time and money and end up with unhappy clients"	Who confirmed the carrier: _____ Prepayment: ₺ _____
5	Skipping insurance	"You save 1–3% per car, and it can lead to serious consequences"	☐ insurance is in the calculation

The market numbers on the recycling fee: after the reduced recycling fee for cars above 160 hp was cancelled, their share of imports fell from 42% to 4.5% (BAZA channel, 25 Sep 2026).

The exchange rate is not on this list, but it also has to be counted. It sits in Part 3, before the table.



Done when: for each of the five mistakes you have marked whether it is in your calculation or not, and everything marked is corrected in Part 3.

Honest about results

The workbook does not promise you income. It shows you how to price one car. Whether you sell it and what is left depends on the client, the exchange rate and your work.

Kirill's path in his words: "I spent 5 months looking for my first client after I left the company where I got my foundation. And I earned ₱520,000 ($\approx$ €5,578) on the first deal. After that it was easier." (BAZA channel, 4 Sep 2026). That is 5 months without a client, ₱520,000 ($\approx$ €5,578) on the first deal, and work experience at a company before it.

Kirill also writes about a loss: in one situation he lost ₱500,000 ($\approx$ €5,363) (announcement of a live session, BAZA channel, 6 Oct 2026).

The figures "₱150,000–300,000 ($\approx$ €1,609–3,218) per car" from Part 4 are what companies earn in the mass segment. They are not a forecast for you. The Huracán deal is a deal by the BAZA team, not a participant's result.

The club's website answers the question about guarantees like this: "Buying access is not enough — you have to work on the course every day." (bazaimporta.ru).

Task. Answer these for yourself before you order a car.

How many months I can work without a first income _____

The amount I could lose without it breaking me ₱ _____

How many hours a week I can give to importing _____



Done when: all three lines hold numbers, not "as much as it takes".

What's next

The calculation is done. Next, the car goes through these steps: invoice, payment, logistics, customs and EPTS, handover (bazaimporta.ru, the club's roadmap). The formula and the calculation are behind you. What remains are the steps with real money.

One of Kirill's five mistakes sits in these steps: prepaying a transport company that may never deliver the car. For paying for a car in China and Korea, for a contract template for China and for the stages of a deal, the club has separate blocks (BAZA channel, 9 Sep 2026; bazaimporta.ru).

The workbook does not solve these steps. They need verified contacts for suppliers, brokers and logisticians, and a person who looks at your invoice before you pay.

Task. For each step, write down who does it and whether you have a contact.

Step	Who does it	Contact in hand
Invoice	☐ me ☐ broker ☐ team	☐ yes ☐ no
Payment to the supplier (China, Korea)	☐ me ☐ broker ☐ team	☐ yes ☐ no
Logistics	☐ me ☐ logistician ☐ team	☐ yes ☐ no
Customs and EPTS	☐ me ☐ broker ☐ team	☐ yes ☐ no
Handover	☐ me ☐ team	☐ yes ☐ no

✓ **Done when:** each of the five steps has a name for who does it, and below you have chosen A or B.

Three ways

Are you importing this car yourself, step by step with the club — or is the BAZA team bringing it in for you, turnkey?

A — yourself (ways 1 and 2). B — the BAZA team brings it in turnkey (way 3).

- 1. On your own, step by step with the club.** BAZA Importers Club (Клуб импортёров BAZA), ₪4,990 per month (≈ €54). Inside: step-by-step blocks, contacts of verified suppliers, brokers and logisticians, a closed chat (bazaimporta.ru). https://t.me/bazaimporta_bot

2. **With a mentor.** First Deal with a Mentor (Первая сделка с наставником), 90 days. **FILL IN: one**
line — what the 90 days include bazaimporta.ru/nastavnik/
3. **Turnkey with the BAZA team.** The team brings the car in for you. Calculation:
bazaimporta.ru/raschet/

Free group: <https://t.me/bazaimporta>