



Press-release

06 February 2018

January 2018 market increase is 31,3%

- Sales of new passenger cars and LCVs in Russia increased by **31,3%** in **January 2018**
- Among the top ten bestselling models so far, all models are locally produced

In **January 2018**, sales of new cars and light commercial vehicles in Russia increased by **31,3 %** compared with **January 2017** or by 24 428 sold units, and amounted to **102 464** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Joerg Schreiber, Chairman of the **AEB Automobile Manufacturers Committee** commented:

«A strong start for the Russian car market in 2018. Partly owed to a low prior year base, the 31% headline growth in January is remarkable in the sense that it is the largest year-on-year improvement in a single month since 2011. Positive sales momentum can be expected to continue in the short term, although likely at a somewhat dampened pace. Customers are responding well to the current product and price offerings, aware of the fact that 2017 model year incentives are limited as the sell-out of respective dealer stocks is progressing faster than in recent years».

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Attachments:

1. New car/LCV sales in Russia by brands for January 2018/2017
2. New car/LCV sales in Russia by groups for January 2018/2017
3. 25 best sold models of cars in Russia for January 2018/2017

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY 2018/2017

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results

BRAND	JANUARY		
	2018	2017	%
Lada	21 005	16 334	29%
KIA	15 310	10 306	49%
Hyundai	8 752	6 694	31%
Renault*	7 880	5 208	51%
VW	5 593	4 581	22%
Nissan*	5 376	4 230	27%
Toyota	5 151	3 831	34%
Škoda	4 501	3 571	26%
Ford*	3 132	2 253	39%
GAZ LCV*	2 574	2 307	12%
Mercedes-Benz	2 510	2 471	2%
Mitsubishi	2 103	1 076	95%
Mazda	2 057	1 513	36%
BMW	2 050	1 758	17%
UAZ*	1 935	1 735	12%
Chevrolet	1 773	1 734	2%
Ravon	1 470	445	230%
Datsun	1 263	1 107	14%
Lexus	1 196	1 000	20%
Lifan	891	929	-4%
Audi	726	935	-22%
Subaru	618	303	104%
Land Rover	433	401	8%
Mercedes-Benz Vans	419	246	70%
Peugeot*	415	227	83%
VW NFZ	365	305	20%
Chery	358	205	75%
Honda	308	123	150%
Citroën*	256	265	-3%
Infiniti	241	379	-36%
Suzuki	209	265	-21%
Haval	179	108	66%
Zotye	161	28	475%

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Porsche	156	151	3%
DFM	128	54	137%
Geely	119	120	-1%
Jaguar	108	134	-19%
FIAT*	95	122	-22%
Volvo	93	72	29%
MINI	87	70	24%
Changan	75	93	-19%
Jeep	62	92	-33%
Genesis	48	6	700%
FAW	47	33	42%
smart	42	20	110%
SsangYong	41	0	-
Cadillac	36	78	-54%
Hyundai LCV	34	4	750%
Iveco*	30	35	-14%
Foton*	20	3	567%
Isuzu*	20	41	-51%
Brilliance	6	13	-54%
Chrysler	5	0	-
HTM	2	12	-83%
Baw	-	10	-
Total	102 464	78 036	31,3%

LCV sales are included into total brand's sales if exist in the product line of the brand (marked with*); reported separately for some brands. LCV<3,5t (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY 2018/2017

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results

Brand / Group	JANUARY					
	% Share			Volume		
	2018	2017	YOY	2018	2017	%
AVTOVAZ-RENAULT-NISSAN	34,9	34,9	0,0	35 765	27 258	31,2%
AVTOVAZ	20,5	20,9	(0,4)	21 005	16 334	28,6%
RENAULT	7,7	6,7	1,0	7 880	5 208	51,3%
NISSAN	5,2	5,4	(0,2)	5 376	4 230	27,1%
INFINITI	0,2	0,5	(0,3)	241	379	-36,4%
DATSUN	1,2	1,4	(0,2)	1 263	1 107	14,1%
KIA	14,9	13,2	1,7	15 310	10 306	48,6%
VW Group	10,9	12,0	(1,1)	11 185	9 392	19,1%
VOLKSWAGEN cars	5,5	5,9	(0,4)	5 593	4 581	22,1%
VOLKSWAGEN vans	0,4	0,4	0,0	365	305	19,7%
AUDI	0,7	1,2	(0,5)	726	935	-22,4%
ŠKODA	4,4	4,6	(0,2)	4 501	3 571	26,0%
HYUNDAI Group	8,6	8,6	0,0	8 800	6 700	31,3%
HYUNDAI	8,5	8,6	(0,1)	8 752	6 694	30,7%
GENESIS	0,0	0,0	0,0	48	6	700,0%
TOYOTA Group	6,2	6,2	0,0	6 347	4 831	31,4%
TOYOTA	5,0	4,9	0,1	5 151	3 831	34,5%
LEXUS	1,2	1,3	(0,1)	1 196	1 000	19,6%
FORD	3,1	2,9	0,2	3 132	2 253	39,0%
MERCEDES-BENZ	2,9	3,5	(0,6)	2 971	2 737	8,5%
MERCEDES-BENZ cars	2,4	3,2	(0,8)	2 510	2 471	1,6%
MERCEDES-BENZ vans	0,4	0,3	0,1	419	246	70,3%
smart	0,0	0,0	0,0	42	20	110,0%
GAZ LCV	2,5	3,0	(0,5)	2 574	2 307	11,6%
BMW Group	2,1	2,3	(0,2)	2 137	1 828	16,9%
BMW	2,0	2,3	(0,3)	2 050	1 758	16,6%
MINI	0,1	0,1	0,0	87	70	24,3%
MITSUBISHI	2,1	1,4	0,7	2 103	1 076	95,4%
MAZDA	2,0	1,9	0,1	2 057	1 513	36,0%
UAZ	1,9	2,2	(0,3)	1 935	1 735	11,5%
GM Group	1,8	2,3	(0,5)	1 809	1 812	-0,2%
CHEVROLET	1,7	2,2	(0,5)	1 773	1 734	2,2%
CADILLAC	0,0	0,1	(0,1)	36	78	-53,8%
RAVON	1,4	0,6	0,8	1 470	445	230,3%
LIFAN	0,9	1,2	(0,3)	891	929	-4,1%
PSA PEUGEOT CITROËN	0,7	0,6	0,1	671	492	36,4%
PEUGEOT	0,4	0,3	0,1	415	227	82,8%
CITROËN	0,2	0,3	(0,1)	256	265	-3,4%
SUBARU	0,6	0,4	0,2	618	303	104,0%

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JAGUAR LAND ROVER	0,5	0,7	(0,2)	541	535	1,1%
LAND ROVER	0,4	0,5	(0,1)	433	401	8,0%
JAGUAR	0,1	0,2	(0,1)	108	134	-19,4%
CHERY	0,3	0,3	0,0	358	205	74,6%
HONDA Group	0,3	0,2	0,1	308	123	150,4%
HONDA	0,3	0,2	0,1	308	123	150,4%
SUZUKI	0,2	0,3	(0,1)	209	265	-21,1%
HAVAL	0,2	0,1	0,1	179	108	65,7%
FCA RUSSIA	0,2	0,3	(0,1)	162	214	-24,3%
FIAT	0,1	0,2	(0,1)	95	122	-22,1%
CHRYSLER	0,0	0,0	0,0	5	0	-
JEEP	0,1	0,1	0,0	62	92	-32,6%
ZOTYE	0,2	0,0	0,2	161	28	475,0%
PORSCHE	0,2	0,2	0,0	156	151	3,3%
DFM	0,1	0,1	0,0	128	54	137,0%
GEELY	0,1	0,2	(0,1)	119	120	-0,8%
VOLVO	0,1	0,1	0,0	93	72	29,2%
CHANGAN	0,1	0,1	0,0	75	93	-19,4%
FAW	0,0	0,0	0,0	47	33	42,4%
SSANGYONG	0,0	0,0	0,0	41	0	-
HYUNDAI LCV	0,0	0,0	0,0	34	4	750,0%
IVECO	0,0	0,0	0,0	30	35	-14,3%
FOTON	0,0	0,0	0,0	20	3	566,7%
ISUZU	0,0	0,1	(0,1)	20	41	-51,2%
BRILLIANCE	0,0	0,0	0,0	6	13	-53,8%
HTM	0,0	0,0	0,0	2	12	-83,3%
BAW	-	0,0	-	-	10	-
Total	100,0	100,0		102 464	78 036	31,3%

Different from the international classification: brands represented on the Russian market by SOLLERS Group;
see also above

SOLLERS Group	1,9	2,2	(0,3)	1 976	1 735	13,9%
SSANGYONG	0,0	0,0	0,0	41	0	-
UAZ	1,9	2,2	(0,3)	1 935	1 735	11,5%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY 2018/2017

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results.

#	MODEL	BRAND	JANUARY		
			2018	2017	YoY
1	Vesta	Lada	6 696	4 088	2 608
2	Rio	KIA	6 582	5 693	889
3	Granta	Lada	5 315	4 624	691
4	Creta	Hyundai	3 833	2 565	1 268
5	Polo	VW	3 209	2 550	659
6	Sportage	KIA	3 067	1 565	1 502
7	Solaris	Hyundai	2 987	2 886	101
8	Duster	Renault	2 510	1 848	662
9	Rapid	Skoda	2 298	1 981	317
10	Largus	Lada	2 268	1 562	706
11	4x4	Lada	2 068	1 627	441
12	XRAY	Lada	1 912	1 578	334
13	Cee'd	KIA	1 910	910	1 000
14	X-Trail	Nissan	1 802	1 206	596
15	Sandero	Renault	1 760	927	833
16	NIVA	Chevrolet	1 752	1 670	82
17	Kaptur	Renault	1 752	1 519	233
18	Tiguan	VW	1 721	1 288	433
19	RAV 4	Toyota	1 592	1 150	442
20	Logan	Renault	1 553	914	639
21	CX-5	Mazda	1 455	1 115	340
22	Optima	KIA	1 417	649	768
23	Octavia A7	Skoda	1 387	1 248	139
24	Qashqai	Nissan	1 386	1 010	376
25	Camry	Toyota	1 337	1 327	10

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