



## Press-release

14 January 2016

### Year 2015 ends with 35,7% car market decrease

- Sales of new passenger cars and LCVs in Russia decreased by **45,7%** in **December 2015**
- Among the top ten bestselling models so far, nine models are locally produced

In **December 2015**, sales of new cars and light commercial vehicles in Russia decreased by **45,7%** compared with **December 2014** or by 123 682 sold units, and amounted to **146 963** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **2015** new car and LCV sales declined by **35,7 %** or 890 187 units in comparison with the same period of the previous year. This year **1 601 126** cars have been sold.

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

«December sales of 147 thousand units represent the best monthly result achieved in 2015, at the same staying far below prior year's all-time record of 270 thousand units. With this, annual sales of PC and LCV in 2015 reached 1,60 million units, 890 thousand units or 35,7% below 2014 level of 2,49 million units.

Expectations for the new year are muted. AEB member forecast for the total market in 2016 is to reach 1,53 million units, assuming no major change in government support to the automotive sector. Under this condition, it appears possible to limit further volume erosion to a level of under 5% year-on-year. This would be some progress in view of the dramatic losses in the recent past, bearing in mind however that it remains uncertain when the market will finally stabilize and return to much needed growth».

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#### Attachments:

1. New car/LCV sales in Russia by brands for December 2015/2014 and January - December 2015/2014
2. New car/LCV sales in Russia by groups for December 2015/2014 and January - December 2015/2014
3. 25 best sold models of cars in Russia for December 2015/2014 and January – December 2015/2014

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR DECEMBER 2015/2014 AND JANUARY – DECEMBER 2015/2014

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	December			January -December		
	2015	2014	YoY	2015	2014	YoY
Lada	23,462	35,315	-34%	269,096	387,307	-31%
KIA	15,215	20,200	-25%	163,500	195,691	-16%
Hyundai*	12,570	15,235	-17%	161,201	179,631	-10%
Renault*	11,934	19,263	-38%	120,411	194,531	-38%
Toyota*	11,177	17,536	-36%	98,149	161,954	-39%
Nissan*	8,410	20,131	-58%	91,100	162,010	-44%
VW	7,927	13,871	-43%	78,390	128,071	-39%
UAZ*	6,324	7,221	-12%	48,739	49,844	-2%
GAZ LCV*	5,099	7,916	-36%	51,192	69,388	-26%
Škoda	4,596	6,214	-26%	55,012	84,437	-35%
Ford*	4,530	9,159	-51%	38,607	65,966	-41%
Chevrolet	3,366	13,488	-75%	49,765	123,175	-60%
Mercedes-Benz	2,817	4,210	-33%	41,614	49,165	-15%
Mitsubishi	2,767	12,702	-78%	35,909	80,134	-55%
Lifan	2,553	3,866	-34%	15,131	23,619	-36%
Datsun <sup>2</sup>	2,351	5,104	-54%	31,697	11,414	178%
Audi	2,340	2,983	-22%	25,650	34,014	-25%
Lexus	2,186	1,488	47%	20,224	19,149	6%
Mazda	2,176	7,049	-69%	27,358	50,716	-46%
BMW	2,137	3,577	-40%	27,486	35,504	-23%
Daewoo	1,698	2,340	-27%	20,451	37,695	-46%
Land Rover	1,155	2,070	-44%	11,605	21,148	-45%
Geely	1,132	2,706	-58%	11,617	18,828	-38%
Volvo	1,024	1,457	-30%	7,831	15,421	-49%
Mercedes-Benz Vans*	856	2,914	-71%	8,329	11,020	-24%
Opel	755	6,834	-89%	16,682	64,985	-74%
Suzuki	724	2,593	-72%	6,540	19,931	-67%
VW NFZ*	634	1,189	-47%	5,707	12,612	-55%
Subaru	615	2,634	-77%	6,852	17,557	-61%
Infiniti	483	1,581	-69%	5,495	8,973	-39%
Porsche	461	677	-32%	5,290	4,707	12%

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Peugeot*	434	2,122	-80%	5,645	21,102	-73%
Citroën*	408	2,337	-83%	5,528	20,075	-72%
Chery	384	2,929	-87%	4,964	18,148	-73%
FIAT*	364	1,311	-72%	3,799	8,102	-53%
Honda	265	2,085	-87%	4,622	20,655	-78%
SsangYong	260	2,411	-89%	5,194	25,010	-79%
DFM	238	-	-	1,365	-	-
Cadillac	207	157	32%	1,142	1,324	-14%
Brilliance	174	305	-43%	1,202	955	26%
Changan	166	148	12%	734	1,144	-36%
Jeep	136	1,054	-87%	2,057	8,221	-75%
MINI	95	212	-55%	1,350	1,750	-23%
Haima	80	229	-65%	391	1,009	-61%
Jaguar	72	123	-41%	972	1,628	-40%
Isuzu*	57	181	-69%	614	766	-20%
Acura	51	287	-82%	721	1,106	-35%
Great Wall	32	887	-96%	3,181	15,005	-79%
smart	30	40	-25%	471	368	28%
BAW*	21	66	-68%	329	1,082	-70%
JAC	7	40	-83%	152	424	-64%
Alfa Romeo	5	15	-67%	44	96	-54%
Chrysler	2	23	-91%	43	130	-67%
Foton*	1	0	-	19	63	-70%
SEAT	-	155	-	47	1,641	-97%
FAW	-	-	-	-	2,164	-
ZAZ	-	-	-	-	481	-
Luxgen	-	5	-	-	86	-
TagAZ*	-	-	-	-	129	-
Dodge	-	-	-	-	26	-
BYD	-	-	-	-	5	-
Bogdan	-	-	-	-	92	-
Izh	-	-	-	-	19	-
<b>Total</b>	<b>146,963</b>	<b>270,645</b>	<b>-45.7%</b>	<b>1,601,216</b>	<b>2,491,403</b>	<b>-35.7%</b>

1. 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.
2. Datsun sales in Russia started in September 2014

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR DECEMBER 2015/2014 AND JANUARY—DECEMBER 2015/2014

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	December						January-December					
	% Share			Volume			% Share			Volume		
	2015	2014	YOY	2015	2014	YoY	2015	2014	YoY	2015	2014	YoY
AVTOVAZ-RENAULT-NISSAN	31.7	30.1	1.6	46,640	81,394	-42.7%	32.3	30.7	1.6	517,799	764,235	-32.2%
AVTOVAZ	16.0	13.0	3.0	23,462	35,315	-34%	16.8	15.5	1.3	269,096	387,307	-31%
RENAULT	8.1	7.1	1.0	11,934	19,263	-38%	7.5	7.8	(0.3)	120,411	194,531	-38%
NISSAN	5.7	7.4	(1.7)	8,410	20,131	-58%	5.7	6.5	(0.8)	91,100	162,010	-44%
INFINITI	0.3	0.6	(0.3)	483	1,581	-69%	0.3	0.4	(0.1)	5,495	8,973	-39%
DATSUN	1.6	1.9	(0.3)	2,351	5,104	-54%	2.0	0.5	1.5	31,697	11,414	178%
VW Group	10.5	9.0	1.5	15,497	24,412	-36.5%	10.3	10.5	(0.2)	164,806	260,775	-36.8%
VOLKSWAGEN	5.4	5.1	0.3	7,927	13,871	-43%	4.9	5.1	(0.2)	78,390	128,071	-39%
VOLKSWAGEN vans	0.4	0.4	0.0	634	1,189	-47%	0.4	0.5	(0.1)	5,707	12,612	-55%
AUDI	1.6	1.1	0.5	2,340	2,983	-22%	1.6	1.4	0.2	25,650	34,014	-25%
SEAT	-	0.1	-	-	155	-	0.0	0.1	(0.1)	47	1,641	-97%
ŠKODA	3.1	2.3	0.8	4,596	6,214	-26%	3.4	3.4	0.0	55,012	84,437	-35%
KIA	10.4	7.5	2.9	15,215	20,200	-25%	10.2	7.9	2.3	163,500	195,691	-16%
TOYOTA Group	9.1	7.0	2.1	13,363	19,024	-29.8%	7.4	7.3	0.1	118,373	181,103	-34.6%
TOYOTA	7.6	6.5	1.1	11,177	17,536	-36%	6.1	6.5	(0.4)	98,149	161,954	-39%
LEXUS	1.5	0.5	1.0	2,186	1,488	47%	1.3	0.8	0.5	20,224	19,149	6%
HYUNDAI	8.6	5.6	3.0	12,570	15,235	-17%	10.1	7.2	2.9	161,201	179,631	-10%
UAZ	4.3	2.7	1.6	6,324	7,221	-12%	3.0	2.0	1.0	48,739	49,844	-2%
GAZ LCV	3.5	2.9	0.6	5,099	7,916	-36%	3.2	2.8	0.4	51,192	69,388	-26%
FORD	3.1	3.4	(0.3)	4,530	9,159	-51%	2.4	2.6	(0.2)	38,607	65,966	-41%
GM Group	2.9	7.6	(4.7)	4,328	20,479	-78.9%	4.2	7.6	(3.4)	67,589	189,484	-64.3%
OPEL	0.5	2.5	(2.0)	755	6,834	-89%	1.0	2.6	(1.6)	16,682	64,985	-74%
CHEVROLET	2.3	5.0	(2.7)	3,366	13,488	-75%	3.1	4.9	(1.8)	49,765	123,175	-60%
CADILLAC	0.1	0.1	0.0	207	157	32%	0.1	0.1	0.0	1,142	1,324	-14%
MERCEDES-BENZ	2.5	2.6	(0.1)	3,703	7,164	-48.3%	3.1	2.4	0.7	50,414	60,553	-16.7%
MERCEDES-BENZ	1.9	1.6	0.3	2,817	4,210	-33%	2.6	2.0	0.6	41,614	49,165	-15%
MERCEDES-BENZ vans	0.6	1.1	(0.5)	856	2,914	-71%	0.5	0.4	0.1	8,329	11,020	-24%
smart	0.0	0.0	0.0	30	40	-25%	0.0	0.0	0.0	471	368	28%
MITSUBISHI	1.9	4.7	(2.8)	2,767	12,702	-78%	2.2	3.2	(1.0)	35,909	80,134	-55%
LIFAN	1.7	1.4	0.3	2,553	3,866	-34%	0.9	0.9	0.0	15,131	23,619	-36%
BMW Group	1.5	1.4	0.1	2,232	3,789	-41.1%	1.8	1.5	0.3	28,836	37,254	-22.6%
BMW	1.5	1.3	0.2	2,137	3,577	-40%	1.7	1.4	0.3	27,486	35,504	-23%
MINI	0.1	0.1	0.0	95	212	-55%	0.1	0.1	0.0	1,350	1,750	-23%
MAZDA	1.5	2.6	(1.1)	2,176	7,049	-69%	1.7	2.0	(0.3)	27,358	50,716	-46%
DAEWOO	1.2	0.9	0.3	1,698	2,340	-27%	1.3	1.5	(0.2)	20,451	37,695	-46%
JAGUAR LAND ROVER	0.8	0.8	0.0	1,227	2,193	-44.0%	0.8	0.9	(0.1)	12,577	22,776	-44.8%

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LAND ROVER	0.8	0.8	0.0	1,155	2,070	-44%	0.7	0.8	(0.1)	11,605	21,148	-45%
JAGUAR	0.0	0.0	0.0	72	123	-41%	0.1	0.1	0.0	972	1,628	-40%
GEELY	0.8	1.0	(0.2)	1,132	2,706	-58%	0.7	0.8	(0.1)	11,617	18,828	-38%
VOLVO	0.7	0.5	0.2	1,024	1,457	-30%	0.5	0.6	(0.1)	7,831	15,421	-49%
PSA PEUGEOT CITROËN	0.6	1.6	(1.0)	842	4,459	-81.1%	0.7	1.7	(1.0)	11,173	41,177	-72.9%
PEUGEOT	0.3	0.8	(0.5)	434	2,122	-80%	0.4	0.8	(0.4)	5,645	21,102	-73%
CITROËN	0.3	0.9	(0.6)	408	2,337	-83%	0.3	0.8	(0.5)	5,528	20,075	-72%
SUZUKI	0.5	1.0	(0.5)	724	2,593	-72%	0.4	0.8	(0.4)	6,540	19,931	-67%
SUBARU	0.4	1.0	(0.6)	615	2,634	-77%	0.4	0.7	(0.3)	6,852	17,557	-61%
CHRYSLER Group	0.3	0.9	(0.6)	507	2,403	-78.9%	0.4	0.7	(0.3)	5,943	16,575	-64.1%
FIAT	0.2	0.5	(0.3)	364	1,311	-72%	0.2	0.3	(0.1)	3,799	8,102	-53%
CHRYSLER	0.0	0.0	0.0	2	23	-91%	0.0	0.0	0.0	43	130	-67%
JEEP	0.1	0.4	(0.3)	136	1,054	-87%	0.1	0.3	(0.2)	2,057	8,221	-75%
DODGE	-	-	-	-	-	-	-	0.0	-	-	26	-
ALFA ROMEO	0.0	0.0	0.0	5	15	-67%	0.0	0.0	0.0	44	96	-54%
PORSCHE	0.3	0.3	0.0	461	677	-32%	0.3	0.2	0.1	5,290	4,707	12%
CHERY	0.3	1.1	(0.8)	384	2,929	-87%	0.3	0.7	(0.4)	4,964	18,148	-73%
HONDA Group	0.2	0.9	(0.7)	316	2,372	-86.7%	0.3	0.9	(0.6)	5,343	21,761	-75.4%
HONDA	0.2	0.8	(0.6)	265	2,085	-87%	0.3	0.8	(0.5)	4,622	20,655	-78%
ACURA	0.0	0.1	(0.1)	51	287	-82%	0.0	0.0	0.0	721	1,106	-35%
SSANGYONG	0.2	0.9	(0.7)	260	2,411	-89%	0.3	1.0	(0.7)	5,194	25,010	-79%
DFM	0.2	-	-	238	-	-	0.1	-	-	1,365	-	-
BRILLIANCE	0.1	0.1	0.0	174	305	-43%	0.1	0.0	0.1	1,202	955	26%
CHANGAN	0.1	0.1	0.0	166	148	12%	0.0	0.0	0.0	734	1,144	-36%
HAIMA	0.1	0.1	0.0	80	229	-65%	0.0	0.0	0.0	391	1,009	-61%
ISUZU	0.0	0.1	(0.1)	57	181	-69%	0.0	0.0	0.0	614	766	-20%
GREAT WALL	0.0	0.3	(0.3)	32	887	-96%	0.2	0.6	(0.4)	3,181	15,005	-79%
BAW	0.0	0.0	0.0	21	66	-68%	0.0	0.0	0.0	329	1,082	-70%
JAC	0.0	0.0	0.0	7	40	-83%	0.0	0.0	0.0	152	424	-64%
FOTON	0.0	0.0	0.0	1	0	-	0.0	0.0	0.0	19	63	-70%
LUXGEN	-	-	-	-	5	-	-	0.0	-	-	86	-
TAGAZ	-	-	-	-	-	-	-	0.0	-	-	129	-
FAW	-	-	-	-	-	-	-	0.1	-	-	2,164	-
ZAZ	-	-	-	-	-	-	-	0.0	-	-	481	-
BYD	-	-	-	-	-	-	-	0.0	-	-	5	-
BOGDAN	-	-	-	-	-	-	-	0.0	-	-	92	-
IZH	-	-	-	-	-	-	-	0.0	-	-	19	-
<b>Total</b>	<b>100.0</b>	<b>100.0</b>		<b>146,963</b>	<b>270,645</b>	<b>-45.7%</b>	<b>100.0</b>	<b>100.0</b>		<b>1,601,216</b>	<b>2,491,403</b>	<b>-35.7%</b>

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

SOLLERS Group	4.5	3.6	0.9	6,641	9,813	-32.3%	3.4	3.0	0.4	54,547	75,620	-27.9%
ISUZU	0.0	0.1	(0.1)	57	181	-69%	0.0	0.0	0.0	614	766	-20%
SSANGYONG	0.2	0.9	(0.7)	260	2,411	-89%	0.3	1.0	(0.7)	5,194	25,010	-79%
UAZ	4.3	2.7	1.6	6,324	7,221	-12%	3.0	2.0	1.0	48,739	49,844	-2%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR DECEMBER 2015/2014 AND JANUARY—DECEMBER 2015/2014

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	December		
			2015	2014	YoY
1	Granta	Lada	11,529	13,405	(1,876)
2	Solaris	Hyundai	9,359	9,502	(143)
3	New Rio	KIA	8,177	9,298	(1,121)
4	Duster	Renault	5,298	6,562	(1,264)
5	Polo	VW	4,643	6,430	(1,787)
6	Logan	Renault	3,557	6,361	(2,804)
7	RAV 4	Toyota	3,411	4,805	(1,394)
8	Largus	Lada	3,054	4,755	(1,701)
9	Niva	Chevrolet	3,017	6,489	(3,472)
10	Camry	Toyota	2,829	4,176	(1,347)
11	4x4	Lada	2,771	4,517	(1,746)
12	Priora	Lada	2,658	5,204	(2,546)
13	Sandero	Renault	2,646	3,580	(934)
14	Sportage	KIA	2,331	3,360	(1,029)
15	Rapid	Škoda	2,279	2,131	148
16	Patriot	UAZ	2,197	2,639	(442)
17	X-Trail	Nissan	2,068	1,322	746
18	LC 200	Toyota	2,027	1,229	798
19	LC Prado	Toyota	1,910	1,855	55
20	Almera	Nissan	1,900	4,005	(2,105)
21	Kalina	Lada	1,785	6,206	(4,421)
22	New Cee'd	KIA	1,641	2,552	(911)
23	on-DO	Datsun	1,575	5,104	(3,529)
24	Outlander	Mitsubishi	1,560	4,381	(2,821)
25	CX-5	Mazda	1,503	3,281	(1,778)

#	MODEL	BRAND	January - December		
			2015	2014	YoY
1	Granta	Lada	120,182	152,810	(32,628)
2	Solaris	Hyundai	115,868	114,644	1,224
3	New Rio	KIA	97,097	93,648	3,449
4	Polo	VW	45,390	58,953	(13,563)
5	Duster	Renault	43,923	76,138	(32,215)
6	Logan	Renault	41,311	60,434	(19,123)
7	Largus	Lada	38,982	65,156	(26,174)
8	Kalina	Lada	35,869	65,609	(29,740)
9	4x4	Lada	35,312	42,932	(7,620)
10	Niva	Chevrolet	31,367	43,441	(12,074)
11	Sandero	Renault	30,221	36,849	(6,628)
12	Camry	Toyota	30,136	34,117	(3,981)
13	Priora	Lada	28,507	47,818	(19,311)
14	RAV 4	Toyota	27,102	38,919	(11,817)
15	Almera	Nissan	25,977	46,225	(20,248)
16	Rapid	Škoda	24,547	19,975	4,572
17	on-DO	Datsun	23,643	11,414	12,229
18	Octavia A7	Škoda	21,373	35,292	(13,919)
19	Sportage	KIA	20,751	30,606	(9,855)
20	X-Trail	Nissan	20,502	23,573	(3,071)
21	Patriot	UAZ	19,950	21,056	(1,106)
22	New Cee'd	KIA	19,268	29,758	(10,490)
23	ix35	Hyundai	19,086	34,814	(15,728)
24	CX-5	Mazda	17,681	24,953	(7,272)
25	Outlander	Mitsubishi	16,294	28,969	(12,675)

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