



## Press-release

8 August 2014

### The contraction of the automotive market continues

- Sales of new passenger cars and LCVs in Russia dropped by **22,9%** in **July 2014**
- Among the top ten bestselling models so far, ten models are locally produced

In **July 2014**, sales of new cars and light commercial vehicles in Russia dropped by **22,9%** compared with **July 2013** or by 53,598 sold units, and amounted to only **180,767** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **January-July 2014** new car and LCV sales declined by **9,9%** or 154,864 items in comparison to the same period of the previous year. This year **1,410,606** cars have been sold.

Among the **top ten bestselling models** of passenger cars, ten are produced in Russia.

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

“Unfortunately, the contraction of the automotive market continues, picking up speed in July. The overall trend is worrisome, and unlikely to improve fundamentally any time soon. Of course, the Moscow Motor Show set to open at the end of August should have a stimulating effect on car purchases, especially in the usually stronger autumn season. In any case, this is how it normally works. But what has been normal this year so far?”

-ends-

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#### Attachments:

1. New car/LCV sales in Russia by brands for July 2014/2013 and January-July 2014/2013
2. New car/LCV sales in Russia by groups for July 2014/2013 and January-July 2014/2013
3. 25 best sold models of cars in Russia for July 2014/2013 and January-July 2014/2013

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JULY 2014/2013 AND JANUARY – JULY 2014/2013<sup>1</sup>

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	July			January-July		
	2014 thd.units	2013 thd.units	YoY	2014 thd.units	2013 thd.units	YoY
Lada	28,014	37,549	-25%	220,822	264,278	-16%
KIA	15,303	17,099	-11%	109,276	111,969	-2%
Renault*	15,219	18,013	-16%	111,640	122,646	-9%
Hyundai*	14,461	14,753	-2%	104,035	104,219	0%
Toyota*	13,312	14,599	-9%	89,800	87,653	2%
Nissan*	9,136	11,605	-21%	91,484	75,352	21%
VW	9,010	13,303	-32%	76,363	90,583	-16%
Chevrolet	8,457	15,487	-45%	73,749	95,687	-23%
Škoda	7,064	6,805	4%	49,111	49,652	-1%
GAZ LCV*	5,517	7,245	-24%	37,298	45,425	-18%
Opel	4,926	6,551	-25%	38,440	46,144	-17%
Ford*	4,500	9,293	-52%	35,818	60,416	-41%
Mercedes-Benz	4,323	3,835	13%	28,085	23,865	18%
Mazda	3,743	3,300	13%	27,544	23,442	17%
Mitsubishi	3,501	6,087	-42%	41,957	43,662	-4%
UAZ*	3,002	4,158	-28%	22,560	29,141	-23%
Daewoo	2,841	3,908	-27%	26,860	31,182	-14%
Audi	2,600	2,954	-12%	20,566	21,135	-3%
SsangYong	2,421	3,651	-34%	13,844	19,516	-29%
BMW	2,178	3,515	-38%	21,735	22,789	-5%
Lifan	1,861	2,603	-29%	12,011	14,083	-15%
Land Rover	1,716	1,715	0%	12,086	11,307	7%
Lexus	1,575	1,298	21%	10,304	8,774	17%
Citroën	1,426	2,925	-51%	12,461	16,772	-26%
Geely	1,351	2,773	-51%	10,671	14,474	-26%
Peugeot	1,338	2,907	-54%	13,506	20,464	-34%
Great Wall	1,307	1,708	-23%	9,403	12,122	-22%
Honda	1,278	2,246	-43%	12,424	14,520	-14%
Chery	1,217	1,853	-34%	10,369	11,525	-10%
Suzuki	1,146	2,551	-55%	11,048	16,372	-33%
Subaru	1,146	1,304	-12%	9,346	9,929	-6%
Volvo	1,053	1,021	3%	9,093	8,407	8%
VW vans*	920	1,312	-30%	7,522	9,010	-17%

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Mercedes-Benz vans*	600	411	46%	3,851	2,416	59%
Jeep	573	364	57%	4,460	2,413	85%
FIAT*	541	678	-20%	4,241	4,181	1%
Porsche	385	299	29%	2,557	2,163	18%
Infiniti	374	625	-40%	4,743	5,051	-6%
FAW	253	461	-45%	1,934	2,329	-17%
MINI	155	234	-34%	964	1,584	-39%
SEAT	135	370	-64%	1,044	2,292	-54%
Jaguar	135	175	-23%	981	938	5%
Changan	112	-	-	563	-	-
ZAZ	92	219	-58%	478	2,111	-77%
Haima	87	37	135%	417	136	207%
Cadillac	81	114	-29%	788	909	-13%
Isuzu	74	20	270%	253	73	247%
BAW*	72	134	-46%	720	1,017	-29%
Acura**	64	-	-	409	-	-
JAC*****	58	-	-	189	-	-
Brilliance****	50	-	-	232	-	-
smart	30	26	15%	186	108	72%
TagAZ*	14	170	-92%	105	282	-63%
Chrysler	8	21	-62%	85	114	-25%
Alfa Romeo	8	-	-	37	-	-
Luxgen	2	-	-	77	-	-
Dodge	2	26	-92%	26	147	-82%
Izh	0	55	-	19	585	-97%
BYD	0	0	-	5	100	-95%
Foton*	0	0	-	11	6	83%
<b>Total</b>	<b>180,767</b>	<b>234,365</b>	<b>-22.9%</b>	<b>1,410,606</b>	<b>1,565,470</b>	<b>-9.9%</b>

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

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.

\*\* Acura sales in Russia are done via Honda Motor RUS LLC from April 2014.

\*\*\* Sales of Bogdan were stopped by Technoproject, LLC in 2014.

\*\*\*\* Brilliance sales in Russia are done via Brilliance Motor Ltd. from April 2014.

\*\*\*\*\* JAC sales in Russia are done via Bogdan-Avto RUS from April 2014.

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JULY 2014/2013 AND JANUARY – JULY 2014/2013

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	July						January-July					
	% Share			Volume			% Share			Volume		
	2014	2013	YOY	2014 thd.un	2013 thd.un	YoY	2014 thd.un	2013 thd.un	YOY	2014	2013	YoY
AVTOVAZ-RENAULT-NISSAN	29.2	28.9	0.3	52,743	67,792	-22.2%	30.4	29.9	0.5	428,689	467,327	-8.3%
AVTOVAZ	15.5	16.0	(0.4)	28,014	37,549	-25.4%	15.7	16.9	(1.2)	220,822	264,278	-16.4%
RENAULT	8.4	7.7	0.7	15,219	18,013	-15.5%	7.9	7.8	0.1	111,640	122,646	-9.0%
NISSAN	5.1	5.0	0.1	9,136	11,605	-21.3%	6.5	4.8	1.7	91,484	75,352	21.4%
INFINITI	0.2	0.3	(0.1)	374	625	-40.2%	0.3	0.3	0.0	4,743	5,051	-6.1%
VW Group	10.9	10.6	0.3	19,729	24,744	-20.3%	11.0	11.0	0.0	154,606	172,672	-10.5%
VOLKSWAGEN cars	5.0	5.7	(0.7)	9,010	13,303	-32.3%	5.4	5.8	(0.4)	76,363	90,583	-15.7%
VOLKSWAGEN vans	0.5	0.6	(0.1)	920	1,312	-29.9%	0.5	0.6	(0.1)	7,522	9,010	-16.5%
AUDI	1.4	1.3	0.1	2,600	2,954	-12.0%	1.5	1.4	0.1	20,566	21,135	-2.7%
SEAT	0.1	0.2	(0.1)	135	370	-63.5%	0.1	0.1	0.0	1,044	2,292	-54.5%
ŠKODA	3.9	2.9	1.0	7,064	6,805	3.8%	3.5	3.2	0.3	49,111	49,652	-1.1%
KIA	8.5	7.3	1.2	15,303	17,099	-10.5%	7.7	7.2	0.5	109,276	111,969	-2.4%
TOYOTA Group	8.2	6.8	1.4	14,887	15,897	-6.4%	7.1	6.2	0.9	100,104	96,427	3.8%
TOYOTA	7.4	6.2	1.2	13,312	14,599	-8.8%	6.4	5.6	0.8	89,800	87,653	2.4%
LEXUS	0.9	0.6	0.3	1,575	1,298	21.3%	0.7	0.6	0.1	10,304	8,774	17.4%
HYUNDAI	8.0	6.3	1.7	14,461	14,753	-2.0%	7.4	6.7	0.7	104,035	104,219	-0.2%
GM Group	7.4	9.5	(2.1)	13,464	22,152	-39.2%	8.0	9.1	(1.1)	112,977	142,740	-20.9%
OPEL	2.7	2.8	(0.1)	4,926	6,551	-24.8%	2.7	2.9	(0.2)	38,440	46,144	-16.7%
CHEVROLET	4.7	6.6	(1.9)	8,457	15,487	-45.4%	5.2	6.1	(0.9)	73,749	95,687	-22.9%
CADILLAC	0.0	0.0	0.0	81	114	-28.9%	0.1	0.1	0.0	788	909	-13.3%
GAZ LCV	3.1	3.1	0.0	5,517	7,245	-23.9%	2.6	2.9	(0.3)	37,298	45,425	-17.9%
MERCEDES-BENZ	2.7	1.8	0.9	4,953	4,272	15.9%	2.3	1.7	0.6	32,122	26,389	21.7%
MERCEDES-BENZ cars	2.4	1.6	0.8	4,323	3,835	12.7%	2.0	1.5	0.5	28,085	23,865	17.7%
MERCEDES-BENZ vans	0.3	0.2	0.1	600	411	46.0%	0.3	0.2	0.1	3,851	2,416	59.4%

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smart	0.0	0.0	0.0	30	26	15.4%	0.0	0.0	0.0	186	108	72.2%
FORD	2.5	4.0	(1.5)	4,500	9,293	-51.6%	2.5	3.9	(1.4)	35,818	60,416	-40.7%
MAZDA	2.1	1.4	0.7	3,743	3,300	13.4%	2.0	1.5	0.5	27,544	23,442	17.5%
MITSUBISHI	1.9	2.6	(0.7)	3,501	6,087	-42.5%	3.0	2.8	0.2	41,957	43,662	-3.9%
UAZ	1.7	1.8	(0.1)	3,002	4,158	-27.8%	1.6	1.9	(0.3)	22,560	29,141	-22.6%
DAEWOO	1.6	1.7	(0.1)	2,841	3,908	-27.3%	1.9	2.0	(0.1)	26,860	31,182	-13.9%
PSA PEUGEOT CITROEN	1.5	2.5	(1.0)	2,764	5,832	-52.6%	1.8	2.4	(0.6)	25,967	37,236	-30.3%
PEUGEOT	0.7	1.2	(0.5)	1,338	2,907	-54.0%	1.0	1.3	(0.3)	13,506	20,464	-34.0%
CITROËN	0.8	1.2	(0.4)	1,426	2,925	-51.2%	0.9	1.1	(0.2)	12,461	16,772	-25.7%
SSANGYONG	1.3	1.6	(0.3)	2,421	3,651	-33.7%	1.0	1.2	(0.2)	13,844	19,516	-29.1%
BMW Group	1.3	1.6	(0.3)	2,333	3,749	-37.8%	1.6	1.6	0.0	22,699	24,373	-6.9%
BMW	1.2	1.5	(0.3)	2,178	3,515	-38.0%	1.5	1.5	0.0	21,735	22,789	-4.6%
MINI	0.1	0.1	0.0	155	234	-33.8%	0.1	0.1	0.0	964	1,584	-39.1%
LIFAN	1.0	1.1	(0.1)	1,861	2,603	-28.5%	0.9	0.9	0.0	12,011	14,083	-14.7%
JAGUAR LAND ROVER	1.0	0.8	0.2	1,851	1,890	-2.1%	0.9	0.8	0.1	13,067	12,245	6.7%
LAND ROVER	0.9	0.7	0.2	1,716	1,715	0.1%	0.9	0.7	0.2	12,086	11,307	6.9%
JAGUAR	0.1	0.1	0.0	135	175	-22.9%	0.1	0.1	0.0	981	938	4.6%
GEELY	0.7	1.2	(0.5)	1,351	2,773	-51.3%	0.8	0.9	(0.1)	10,671	14,474	-26.3%
HONDA Group	0.7	1.0	(0.3)	1,342	2,246	-40.2%	0.9	0.9	0.0	12,833	14,520	-11.6%
HONDA	0.7	1.0	(0.3)	1,278	2,246	-43.1%	0.9	0.9	0.0	12,424	14,520	-14.4%
ACURA	0.0	-	-	64	-	-	0.0	-	-	409	-	-
GREAT WALL	0.7	0.7	0.0	1,307	1,708	-23.5%	0.7	0.8	(0.1)	9,403	12,122	-22.4%
CHERY	0.7	0.8	(0.1)	1,217	1,853	-34.3%	0.7	0.7	0.0	10,369	11,525	-10.0%
SUBARU	0.6	0.6	0.0	1,146	1,304	-12.1%	0.7	0.6	0.1	9,346	9,929	-5.9%
SUZUKI	0.6	1.1	(0.5)	1,146	2,551	-55.1%	0.8	1.0	(0.2)	11,048	16,372	-32.5%
CHRYSLER Group	0.6	0.5	0.1	1,132	1,089	3.9%	0.6	0.4	0.2	8,849	6,855	29.1%
FIAT	0.3	0.3	0.0	541	678	-20.2%	0.3	0.3	0.0	4,241	4,181	1.4%
CHRYSLER	0.0	0.0	0.0	8	21	-61.9%	0.0	0.0	0.0	85	114	-25.4%
JEEP	0.3	0.2	0.1	573	364	57.4%	0.3	0.2	0.1	4,460	2,413	84.8%
DODGE	0.0	0.0	0.0	2	26	-92.3%	0.0	0.0	0.0	26	147	-82.3%

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ALFA ROMEO	0.0	-	-	8	-	-	0.0	-	-	37	-	-
VOLVO	0.6	0.4	0.2	1,053	1,021	3.1%	0.6	0.5	0.1	9,093	8,407	8.2%
PORSCHE	0.2	0.1	0.1	385	299	28.8%	0.2	0.1	0.1	2,557	2,163	18.2%
FAW	0.1	0.2	(0.1)	253	461	-45.1%	0.1	0.1	0.0	1,934	2,329	-17.0%
CHANGAN	0.1	-	-	112	-	-	0.0	-	-	563	-	-
ZAZ	0.1	0.1	0.0	92	219	-58.0%	0.0	0.1	(0.1)	478	2,111	-77.4%
HAIMA	0.0	0.0	0.0	87	37	135.1%	0.0	0.0	0.0	417	136	206.6%
ISUZU	0.0	0.0	0.0	74	20	270.0%	0.0	0.0	0.0	253	73	246.6%
BAW	0.0	0.1	(0.1)	72	134	-46.3%	0.1	0.1	0.0	720	1,017	-29.2%
JAC	0.0	-	-	58	-	-	0.0	-	-	189	-	-
BRILLIANCE	0.0	-	-	50	-	-	0.0	-	-	232	-	-
TAGAZ	0.0	0.1	(0.1)	14	170	-91.8%	0.0	0.0	0.0	105	282	-62.8%
LUXGEN	0.0	-	-	2	-	-	0.0	-	-	77	-	-
BYD	0.0	0.0	0.0	0	0	-	0.0	0.0	0.0	5	100	-95.0%
FOTON	0.0	0.0	0.0	0	0	-	0.0	0.0	0.0	11	6	83.3%
IZH	0.0	0.0	0.0	0	55	-	0.0	0.0	0.0	19	585	-96.8%
<b>Total</b>	<b>100.0</b>	<b>100.0</b>		<b>180,767</b>	<b>234,365</b>	<b>-22.9%</b>	<b>100.0</b>	<b>100.0</b>		<b>1,410,606</b>	<b>1,565,470</b>	<b>-9.9%</b>

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

SOLLERS Group	3.0	3.3	(0.3)	5497	7829	-30%	2.6	3.1	(0.5)	36657	48730	-25%
ISUZU	0.0	0.0	0.0	74	20	270%	0.0	0.0	0.0	253	73	247%
SSANGYONG	1.3	1.6	(0.3)	2421	3651	-34%	1.0	1.2	(0.2)	13844	19516	-29%
UAZ	1.7	1.8	(0.1)	3002	4158	-28%	1.6	1.9	(0.3)	22560	29141	-23%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JULY 2014/2013 AND JANUARY – JULY 2014/2013

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	July		
			2014 thd.un	2013 thd.un	YoY
1	Granta	Lada	11,819	14,542	(2,723)
2	Solaris	Hyundai	9,778	9,482	296
3	New Rio	KIA	6,853	7,651	(798)
4	Duster	Renault	5,694	7,348	(1,654)
5	Logan	Renault	5,630	4,289	1,341
6	Largus	Lada	4,798	4,867	(69)
7	Kalina	Lada	4,436	3,789	647
8	Polo	VW	4,389	7,000	(2,611)
9	Priora	Lada	3,429	4,882	(1,453)
10	Camry	Toyota	3,122	4,207	(1,085)
11	New Cee'd	KIA	2,857	2,955	(98)
12	Niva	Chevrolet	2,692	3,961	(1,269)
13	Octavia A7	Skoda	2,635	778	1,857
14	4x4	Lada	2,605	3,431	(826)
15	Corolla	Toyota	2,582	1,812	770
16	Rapid	Skoda	2,578	0	-
17	RAV 4	Toyota	2,489	3,474	(985)
18	Cruze	Chevrolet	2,488	6,644	(4,156)
19	Sandero	Renault	2,314	3,806	(1,492)
20	ix35	Hyundai	2,238	2,859	(621)
21	Almera	Nissan	2,196	1,548	648
22	Sportage	KIA	2,060	2,675	(615)
23	Focus	Ford	2,056	5,749	(3,693)
24	Qashqai	Nissan	2,017	3,242	(1,225)
25	Mokka	Opel	1,938	490	1,448

#	MODEL	BRAND	January-July		
			2014 thd.un	2013 thd.un	YoY
1	Granta	Lada	83,294	98,787	(15,493)
2	Solaris	Hyundai	65,352	66,491	(1,139)
3	New Rio	KIA	54,033	51,887	2,146
4	Duster	Renault	46,761	48,058	(1,297)
5	Kalina	Lada	39,902	40,870	(968)
6	Largus	Lada	39,718	29,569	10,149
7	Polo	VW	36,526	41,720	(5,194)
8	Logan	Renault	30,335	30,180	155
9	Priora	Lada	28,282	36,763	(8,481)
10	Almera	Nissan	27,335	4,484	22,851
11	Niva	Chevrolet	23,544	29,816	(6,272)
12	Octavia A7	Skoda	22,051	1,757	20,294
13	Sandero	Renault	21,413	26,044	(4,631)
14	RAV 4	Toyota	21,368	23,389	(2,021)
15	4x4	Lada	21,281	25,320	(4,039)
16	ix35	Hyundai	20,325	18,063	2,262
17	Camry	Toyota	19,309	20,465	(1,156)
18	Cruze	Chevrolet	18,769	31,296	(12,527)
19	Corolla	Toyota	17,573	14,443	3,130
20	Qashqai	Nissan	17,373	19,388	(2,015)
21	Focus	Ford	16,989	39,913	(22,924)
22	Sportage	KIA	16,505	19,030	(2,525)
23	New Cee'd	KIA	16,093	18,735	(2,642)
24	Astra	Opel	15,019	22,532	(7,513)
25	Outlander	Mitsubishi	13,545	13,079	466

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