



Association
of European
Businesses

Press-release

06 February 2020

Monthly AEB data does not include sales figures from BMW, following BMW's global decision to change the frequency of its sales data publication from a monthly to a quarterly basis.

For a correct year-on-year comparison, sales data for the BMW and MINI brands in 2019 is not shown in this press-release.

The AEB plans to publish a quarterly sales report including BMW and MINI results on a regular basis, starting with the April release of 1st quarter market results in 2020.

January 2020 market increase is 1,8%

In **January 2020** sales of new cars and light commercial vehicles in Russia increased by **1,8 %** compared with **January 2019** or by 1 799 sold units, and amounted to **102 102** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

«Not too bad a start into the new year the ingoing expectations for which have been rather pessimistic. January sales volume is traditionally the smallest in the year, so we will have to wait and see where the trend goes in the stronger months of February and especially March».

Contact:

Olga Zueva, AEB Automobile Manufacturers Committee Coordinator, olga.zueva@aebrus.ru, tel. +7 (495) 234 27 64

Yuliya Sheglova, Project Manager for market researches and statistics, yuliya.sheglova@aebrus.ru, tel. +7 (495) 234 27 64

Attachments:

1. New car/LCV sales in Russia by brands for January 2020/2019
2. New car/LCV sales in Russia by groups for January 2020/2019
3. 25 best sold models of cars in Russia for January 2020/2019

AEB SPONSORS 2020 – СПОНСОРЫ АЕБ 2020

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Dassault Systems LLC • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC •

Ассоциация европейского бизнеса
Россия, 127055 Москва,
Ул. Бутырский Вал 68/70, стр. 1

Тел.: +7 (495) 234 27 64
Факс: +7 (495) 234 28 07

E-mail: info@aebrus.ru
www.aebrus.ru




Association
of European
Businesses

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY 2020/2019

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		
	2020	2019	%
Avtovaz (Lada)	21 790	21 531	1%
KIA	14 955	15 691	-5%
Hyundai	11 395	10 843	5%
Renault*	8 293	7 799	6%
Toyota	6 405	5 320	20%
VW	6 269	6 200	1%
Škoda	5 945	5 536	7%
Nissan	4 938	5 003	-1%
Mercedes-Benz	2 640	2 524	5%
GAZ LCV*	2 568	2 601	-1%
UAZ	1 942	1 940	0%
Mazda	1 899	1 812	5%
Mitsubishi	1 539	2 106	-27%
Datsun	1 403	1 084	29%
Haval	1 228	357	244%
Avtovaz (Niva)	1 194	0	-
Lexus	1 111	1 026	8%
Audi	879	900	-2%
Geely	778	395	97%
Suzuki	521	159	228%
Land Rover	421	405	4%
Chery	417	371	12%
VW NFZ	384	345	11%
Subaru	368	450	-18%
Ford LCV*	354	347	2%
Volvo	281	198	42%
Porsche	253	246	3%
Changan	241	26	827%
Peugeot*	225	234	-4%
Citroën*	209	144	45%
Lifan	146	419	-65%
Genesis	110	182	-40%
Honda	107	161	-34%
Infiniti	104	271	-62%
Isuzu*	104	24	333%
Jeep	103	144	-28%

AEB SPONSORS 2020 – СПОНСОРЫ АЕБ 2020

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC •

Association of European Businesses
Butyrsky Val str. 68/70, bld. 1
127055 Moscow, Russia

Phone: +7 (495) 234 27 64
Fax: +7 (495) 234 28 07

E-mail: info@aebrus.ru
www.aebrus.ru




Association
of European
Businesses

FAW	86	50	72%
DFM	82	85	-4%
Jaguar	74	118	-37%
Mercedes-Benz Vans*	64	86	-26%
Cadillac	60	45	33%
FIAT*	57	58	-2%
Chevrolet	37	1 388	-97%
Zotye	36	221	-84%
smart	29	15	93%
Iveco*	20	9	122%
Brilliance	16	9	78%
Ford	14	1 393	-99%
Foton*	3	6	-50%
Opel	2	0	-
Hyundai LCV*	2	21	-90%
Chrysler	1	1	0%
SsangYong	0	3	-
HTM	-	1	-
Total	102 102	100 303	1,8%

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.

1. Due to inclusion of JM-AvtoVAZ JV into the AVTOVAZ group in December 2019, the Niva car is accounted for in the sales of the AVTOVAZ-Renault-Nissan-Mitsubishi group under the AVTOVAZ brand.
2. Sales of Opel cars started in Russia on 16 December 2019 through official dealerships.

AEB SPONSORS 2020 – СПОНСОРЫ АЕБ 2020

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC •

Association of European Businesses
Butyrsky Val str. 68/70, bld. 1
127055 Moscow, Russia

Phone: +7 (495) 234 27 64
Fax: +7 (495) 234 28 07

E-mail: info@aebrus.ru
www.aebrus.ru



NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY 2020/2019

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		
	2020	2019	YOY	2020	2019	YoY
AVTOVAZ- RENAULT-NISSAN- MITSUBISHI	38,5	37,7	0,8	39 261	37 794	3,9%
AVTOVAZ (LADA)	21,3	21,5	-0,2	21 790	21 531	1,2%
AVTOVAZ (NIVA)	1,2	0,0	1,2	1 194	0	-
RENAULT	8,1	7,8	0,3	8 293	7 799	6,3%
NISSAN	4,8	5,0	-0,2	4 938	5 003	-1,3%
INFINITI	0,1	0,3	-0,2	104	271	-61,6%
DATSUN	1,4	1,1	0,3	1 403	1 084	29,4%
MITSUBISHI	1,5	2,1	-0,6	1 539	2 106	-26,9%
KIA	14,6	15,6	-1,0	14 955	15 691	-4,7%
VW Group	13,2	12,9	0,3	13 477	12 981	3,8%
VOLKSWAGEN cars	6,1	6,2	-0,1	6 269	6 200	1,1%
VOLKSWAGEN vans	0,4	0,3	0,1	384	345	11,3%
AUDI	0,9	0,9	0,0	879	900	-2,3%
ŠKODA	5,8	5,5	0,3	5 945	5 536	7,4%
HYUNDAI Group	11,3	11,0	0,3	11 505	11 025	4,4%
HYUNDAI	11,2	10,8	0,4	11 395	10 843	5,1%
GENESIS	0,1	0,2	-0,1	110	182	-39,6%
TOYOTA Group	7,4	6,3	1,1	7 516	6 346	18,4%
TOYOTA	6,3	5,3	1,0	6 405	5 320	20,4%
LEXUS	1,1	1,0	0,1	1 111	1 026	8,3%
MERCEDES-BENZ	2,7	2,6	0,1	2 733	2 625	4,1%
MERCEDES-BENZ cars	2,6	2,5	0,1	2 640	2 524	4,6%
MERCEDES-BENZ vans	0,1	0,1	0,0	64	86	-25,6%
smart	0,0	0,0	0,0	29	15	93,3%
GAZ LCV	2,5	2,6	-0,1	2 568	2 601	-1,3%
UAZ	1,9	1,9	0,0	1 942	1 940	0,1%
MAZDA	1,9	1,8	0,1	1 899	1 812	4,8%
HAVAL	1,2	0,4	0,8	1 228	357	244,0%
GEELY	0,8	0,4	0,4	778	395	97,0%
SUZUKI	0,5	0,2	0,3	521	159	227,7%
JAGUAR LAND ROVER	0,5	0,5	0,0	495	523	-5,4%
LAND ROVER	0,4	0,4	0,0	421	405	4,0%
JAGUAR	0,1	0,1	0,0	74	118	-37,3%
PSA PEUGEOT CITROËN OPEL	0,4	0,4	0,0	436	378	15,3%
PEUGEOT	0,2	0,2	0,0	225	234	-3,8%
CITROËN	0,2	0,1	0,1	209	144	45,1%
OPEL	0,0	0,0	0,0	2	0	-
CHERY	0,4	0,4	0,0	417	371	12,4%

AEB SPONSORS 2020 – СПОНСОРЫ АЕБ 2020

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Uniprot PJSC •




Association
of European
Businesses

SUBARU	0,4	0,4	0,0	368	450	-18,2%
FORD LCV	0,3	0,3	0,0	354	347	2,0%
VOLVO	0,3	0,2	0,1	281	198	41,9%
PORSCHE	0,2	0,2	0,0	253	246	2,8%
CHANGAN	0,2	0,0	0,2	241	26	826,9%
FCA RUSSIA	0,2	0,2	0,0	161	203	-20,7%
FIAT	0,1	0,1	0,0	57	58	-1,7%
CHRYSLER	0,0	0,0	0,0	1	1	0,0%
JEEP	0,1	0,1	0,0	103	144	-28,5%
LIFAN	0,1	0,4	-0,3	146	419	-65,2%
HONDA	0,1	0,2	-0,1	107	161	-33,5%
ISUZU	0,1	0,0	0,1	104	24	333,3%
GM Group	0,1	1,4	-1,3	97	1 433	-93,2%
CHEVROLET	0,0	1,4	-1,4	37	1 388	-97,3%
CADILLAC	0,1	0,0	0,1	60	45	33,3%
FAW	0,1	0,0	0,1	86	50	72,0%
DFM	0,1	0,1	0,0	82	85	-3,5%
ZOTYE	0,0	0,2	-0,2	36	221	-83,7%
IVECO	0,0	0,0	0,0	20	9	122,2%
BRILLIANCE	0,0	0,0	0,0	16	9	77,8%
FORD	0,0	1,4	-1,4	14	1 393	-99,0%
FOTON	0,0	0,0	0,0	3	6	-50,0%
HYUNDAI LCV	0,0	0,0	0,0	2	21	-90,5%
SSANGYONG	0,0	0,0	0,0	0	3	-
HTM	-	0,0	-	-	1	-
Total	100,0	100,0		102 102	100 303	1,8%

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

SOLLERS Group	2,2	2,3	0,0	2 296	2 290	0,3%
SSANGYONG	0,0	0,0	0,0	0	3	-
Ford LCV	0,3	0,3	0,0	354	347	2,0%
UAZ	1,9	1,9	0,0	1 942	1 940	0,1%

AEB SPONSORS 2020 – СПОНСОРЫ АЕБ 2020

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC •

Association of European Businesses
Butyrsky Val str. 68/70, bld. 1
127055 Moscow, Russia

Phone: +7 (495) 234 27 64
Fax: +7 (495) 234 28 07

E-mail: info@aebrus.ru
www.aebrus.ru



25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY 2020/2019

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		
			2020	2019	YoY
1	Granta	Lada	8 470	7 630	840
2	Vesta	Lada	7 506	7 078	428
3	Rio	KIA	6 258	6 246	12
4	Creta	Hyundai	5 376	4 187	1 189
5	Polo	VW	3 483	3 693	-210
6	Solaris	Hyundai	3 408	3 805	-397
7	RAV 4	Toyota	2 618	1 468	1 150
8	Sportage	KIA	2 531	2 761	-230
9	Largus VP	Lada	2 312	2 375	-63
10	Tiguan	VW	2 273	1 716	557
11	Logan	Renault	2 083	2 036	47
12	X-Trail	Nissan	2 073	1 588	485
13	Rapid	Škoda	2 040	2 510	-470
14	Kodiaq	Škoda	1 981	1 292	689
15	Camry	Toyota	1 972	1 873	99
16	Octavia A7	Škoda	1 835	1 618	217
17	Duster	Renault	1 773	2 338	-565
18	Sandero	Renault	1 685	1 797	-112
19	Optima	KIA	1 588	1 712	-124
20	4x4	Lada	1 584	2 048	-464
21	Qashqai	Nissan	1 538	1 571	-33
22	Tucson	Hyundai	1 382	1 566	-184
23	CX-5	Mazda	1 380	1 209	171
24	Kaptur	Renault	1 380	1 554	-174
25	Cerato	KIA	1 366	1 121	245

AEB SPONSORS 2020 – СПОНСОРЫ АЕБ 2020

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC •