



Press-release

04 June 2020

New cars sales decrease is 51, 8% in May 2020

In **May 2020**, sales of new cars and light commercial vehicles in Russia decreased by **51,8%** compared to **May 2019** or by 67 813 sold units, and amounted to **63 033** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Thomas Staertzel, Chairman of the **AEB Automobile Manufacturers Committee** commented:

“Again this month we see a strong decrease in new vehicle sales by – 51.8% versus May 2019, which is not a surprise because showrooms of Moscow, St Petersburg and most of the regional dealers continued to be closed the entire month. Workshops could re-start their operations and consequently customer traffic gained some momentum. We hope that with the recent release of the restrictions in most of the country June will show slight improvement of the situation and contribute to the sustainability of the dealer network. The implementation of first governmental support measures should contribute to a slow market recovery in the second half of the year”.

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR MAY 2020/2019 AND JANUARY-MAY 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	May			January-May		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	15 580	28 739	-46%	104 576	143 418	-27%
KIA	8 008	19 461	-59%	64 212	92 262	-30%
Hyundai	6 477	14 891	-57%	50 479	71 695	-30%
Renault*	5 640	10 595	-47%	40 831	52 487	-22%
Toyota	4 486	7 880	-43%	34 282	37 954	-10%
VW	3 621	8 704	-58%	30 508	40 330	-24%
Škoda	2 893	6 982	-59%	26 935	32 774	-18%
GAZ LCV*	2 719	4 309	-37%	16 088	21 164	-24%
Nissan	2 214	4 076	-46%	21 478	25 889	-17%
UAZ	1 359	2 471	-45%	9 514	13 650	-30%
Lexus	1 274	1 764	-28%	6 514	7 606	-14%
Avtovaz (Niva)	1 083	0	-	5 799	0	-
Mazda	912	2 325	-61%	9 236	11 155	-17%
Datsun	854	1 877	-55%	5 902	8 777	-33%
Haval	747	712	5%	5 219	2 767	89%
Ford LCV*	731	862	-15%	3 344	4 003	-16%
Audi	605	1 217	-50%	5 196	5 988	-13%
Mitsubishi	503	2 959	-83%	9 937	16 715	-41%
Geely	480	736	-35%	3 457	3 088	12%
Suzuki	349	434	-20%	2 579	2 180	18%
Chery	303	457	-34%	2 228	2 253	-1%
Land Rover	274	568	-52%	2 462	3 213	-23%
Porsche	254	534	-52%	1 869	2 084	-10%
VW NFZ*	238	599	-60%	1 948	2 845	-32%
Changan	231	103	124%	1 699	445	282%
Volvo	161	661	-76%	1 955	2 920	-33%
Peugeot*	143	324	-56%	1 272	1 620	-21%
Subaru	137	546	-75%	1 954	2 683	-27%
FIAT*	88	87	1%	373	398	-6%
FAW	83	70	19%	477	382	25%
Citroën*	83	208	-60%	977	1 137	-14%
Isuzu*	71	55	29%	335	306	9%
Lifan	61	452	-87%	546	2 305	-76%
Jeep	56	161	-65%	535	841	-36%
Honda	55	118	-53%	502	739	-32%

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DFM	45	159	-72%	364	638	-43%
Genesis	36	112	-68%	543	891	-39%
Cadillac	34	62	-45%	412	344	20%
Jaguar	33	88	-63%	360	725	-50%
Infiniti	22	180	-88%	559	1 582	-65%
Iveco*	17	29	-41%	105	115	-9%
Hyundai LCV*	16	27	-41%	58	185	-69%
Chevrolet	16	1 541	-99%	227	9 342	-98%
Zotye	15	132	-89%	101	888	-89%
Opel	11	0	-	35	0	-
Brilliance	7	16	-56%	54	75	-28%
Ford	4	2 538	-100%	66	10 878	-99%
Foton*	4	20	-80%	21	98	-79%
Chrysler	0	3	-	12	20	-40%
HTM	-	2	-	-	18	-
SsangYong	-	0	-	-	4	-
Total	63 033	130 846	-51,8%	478 135	643 876	-25,7%

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.

3. Sales of HTM brand were stopped in December 2019.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR MAY 2020/2019 AND JANUARY-MAY 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	May						January-May					
	% Share			Volume			% Share			Volume		
	2020	2019	YOY	2020	2019	%	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	41,1	37,0	3,1	25 896	48 426	-46,5%	39,5	38,7	0,8	189 082	248 868	-24,0%
AVTOVAZ (LADA)	24,7	22,0	2,7	15 580	28 739	-45,8%	21,9	22,3	-0,4	104 576	143 418	-27,1%
AVTOVAZ (NIVA)	1,7	0,0	1,7	1 083	0	-	1,2	0,0	1,2	5 799	0	-
RENAULT	8,9	8,1	0,8	5 640	10 595	-46,8%	8,5	8,2	0,3	40 831	52 487	-22,2%
NISSAN	3,5	3,1	0,4	2 214	4 076	-45,7%	4,5	4,0	0,5	21 478	25 889	-17,0%
INFINITI	0,0	0,1	-0,1	22	180	-87,8%	0,1	0,2	-0,1	559	1 582	-64,7%
DATSUN	1,4	1,4	0,0	854	1 877	-54,5%	1,2	1,4	-0,2	5 902	8 777	-32,8%
MITSUBISHI	0,8	2,3	-1,5	503	2 959	-83,0%	2,1	2,6	-0,5	9 937	16 715	-40,6%
KIA	12,7	14,9	-2,2	8 008	19 461	-58,9%	13,4	14,3	-0,9	64 212	92 262	-30,4%
VW Group	11,7	13,4	-1,7	7 357	17 502	-58,0%	13,5	12,7	0,8	64 587	81 937	-21,2%
VOLKSWAGEN cars	5,7	6,7	-1,0	3 621	8 704	-58,4%	6,4	6,3	0,1	30 508	40 330	-24,4%
VOLKSWAGEN vans	0,4	0,5	-0,1	238	599	-60,3%	0,4	0,4	0,0	1 948	2 845	-31,5%
AUDI	1,0	0,9	0,1	605	1 217	-50,3%	1,1	0,9	0,2	5 196	5 988	-13,2%
ŠKODA	4,6	5,3	-0,7	2 893	6 982	-58,6%	5,6	5,1	0,5	26 935	32 774	-17,8%
HYUNDAI Group	10,3	11,5	-1,2	6 513	15 003	-56,6%	10,7	11,3	-0,6	51 022	72 586	-29,7%
HYUNDAI	10,3	11,4	-1,1	6 477	14 891	-56,5%	10,6	11,1	-0,5	50 479	71 695	-29,6%
GENESIS	0,1	0,1	0,0	36	112	-67,9%	0,1	0,1	0,0	543	891	-39,1%
TOYOTA Group	9,1	7,4	1,7	5 760	9 644	-40,3%	8,5	7,1	1,4	40 796	45 560	-10,5%
TOYOTA	7,1	6,0	1,1	4 486	7 880	-43,1%	7,2	5,9	1,3	34 282	37 954	-9,7%
LEXUS	2,0	1,3	0,7	1 274	1 764	-27,8%	1,4	1,2	0,2	6 514	7 606	-14,4%
GAZ LCV	4,3	3,3	1,0	2 719	4 309	-36,9%	3,4	3,3	0,1	16 088	21 164	-24,0%
UAZ	2,2	1,9	0,3	1 359	2 471	-45,0%	2,0	2,1	-0,1	9 514	13 650	-30,3%
MAZDA	1,4	1,8	-0,4	912	2 325	-60,8%	1,9	1,7	0,2	9 236	11 155	-17,2%
HAVAL	1,2	0,5	0,7	747	712	4,9%	1,1	0,4	0,7	5 219	2 767	88,6%
FORD LCV	1,2	0,7	0,5	731	862	-15,2%	0,7	0,6	0,1	3 344	4 003	-16,5%
GEELY	0,8	0,6	0,2	480	736	-34,8%	0,7	0,5	0,2	3 457	3 088	11,9%
SUZUKI	0,6	0,3	0,3	349	434	-19,6%	0,5	0,3	0,2	2 579	2 180	18,3%
JAGUAR LAND ROVER	0,5	0,5	0,0	307	656	-53,2%	0,6	0,6	0,0	2 822	3 938	-28,3%
LAND ROVER	0,4	0,4	0,0	274	568	-51,8%	0,5	0,5	0,0	2 462	3 213	-23,4%
JAGUAR	0,1	0,1	0,0	33	88	-62,5%	0,1	0,1	0,0	360	725	-50,3%
CHERY	0,5	0,3	0,2	303	457	-33,7%	0,5	0,3	0,2	2 228	2 253	-1,1%
PORSCHE	0,4	0,4	0,0	254	534	-52,4%	0,4	0,3	0,1	1 869	2 084	-10,3%

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PSA PEUGEOT CITROËN OPEL	0,4	0,4	0,0	237	532	-55,5%	0,5	0,4	0,1	2 284	2 757	-17,2%
PEUGEOT	0,2	0,2	0,0	143	324	-55,9%	0,3	0,3	0,0	1 272	1 620	-21,5%
CITROËN	0,1	0,2	-0,1	83	208	-60,1%	0,2	0,2	0,0	977	1 137	-14,1%
OPEL	0,0	0,0	0,0	11	0	-	0,0	0,0	0,0	35	0	-
CHANGAN	0,4	0,1	0,3	231	103	124,3%	0,4	0,1	0,3	1 699	445	281,8%
VOLVO	0,3	0,5	-0,2	161	661	-75,6%	0,4	0,5	-0,1	1 955	2 920	-33,0%
FCA RUSSIA	0,2	0,2	0,0	144	251	-42,6%	0,2	0,2	0,0	920	1 259	-26,9%
FIAT	0,1	0,1	0,0	88	87	1,1%	0,1	0,1	0,0	373	398	-6,3%
CHRYSLER	0,0	0,0	0,0	0	3	-	0,0	0,0	0,0	12	20	-40,0%
JEEP	0,1	0,1	0,0	56	161	-65,2%	0,1	0,1	0,0	535	841	-36,4%
SUBARU	0,2	0,4	-0,2	137	546	-74,9%	0,4	0,4	0,0	1 954	2 683	-27,2%
FAW	0,1	0,1	0,0	83	70	18,6%	0,1	0,1	0,0	477	382	24,9%
ISUZU	0,1	0,0	0,1	71	55	29,1%	0,1	0,0	0,1	335	306	9,5%
LIFAN	0,1	0,3	-0,2	61	452	-86,5%	0,1	0,4	-0,3	546	2 305	-76,3%
HONDA	0,1	0,1	0,0	55	118	-53,4%	0,1	0,1	0,0	502	739	-32,1%
GM Group	0,1	1,2	-1,1	50	1 603	-96,9%	0,1	1,5	-1,4	639	9 686	-93,4%
CHEVROLET	0,0	1,2	-1,2	16	1 541	-99,0%	0,0	1,5	-1,5	227	9 342	-97,6%
CADILLAC	0,1	0,0	0,1	34	62	-45,2%	0,1	0,1	0,0	412	344	19,8%
DFM	0,1	0,1	0,0	45	159	-71,7%	0,1	0,1	0,0	364	638	-42,9%
IVECO	0,0	0,0	0,0	17	29	-41,4%	0,0	0,0	0,0	105	115	-8,7%
HYUNDAI LCV	0,0	0,0	0,0	16	27	-40,7%	0,0	0,0	0,0	58	185	-68,6%
ZOTYE	0,0	0,1	-0,1	15	132	-88,6%	0,0	0,1	-0,1	101	888	-88,6%
BRILLIANCE	0,0	0,0	0,0	7	16	-56,3%	0,0	0,0	0,0	54	75	-28,0%
FORD	0,0	1,9	-1,9	4	2 538	-99,8%	0,0	1,7	-1,7	66	10 878	-99,4%
FOTON	0,0	0,0	0,0	4	20	-80,0%	0,0	0,0	0,0	21	98	-78,6%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
HTM	-	0,0	-	-	2	-	-	0,0	-	-	18	-
Total	100,0	100,0		63 033	130 846	-51,8%	100,0	100,0		478 135	643 876	-25,7%

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

SOLLERS Group	3,3	2,5	0,8	2 090	3 333	-37,3%	2,7	2,7	0,0	12 858	17 657	-27,2%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
Ford LCV	1,2	0,7	0,5	731	862	-15,2%	0,7	0,6	0,1	3 344	4 003	-16,5%
UAZ	2,2	1,9	0,3	1 359	2 471	-45,0%	2,0	2,1	-0,1	9 514	13 650	-30,3%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MAY 2020/2019 AND JANUARY – MAY 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	May		
			2020	2019	YoY
1	Granta	Lada	5 726	11 095	-5 369
2	Vesta	Lada	4 475	8 818	-4 343
3	Rio	KIA	3 655	8 365	-4 710
4	Creta	Hyundai	3 243	5 781	-2 538
5	Polo	VW	2 158	4 929	-2 771
6	Largus VP	Lada	1 981	3 204	-1 223
7	Solaris	Hyundai	1 924	5 296	-3 372
8	4x4	Lada	1 664	2 392	-728
9	Duster	Renault	1 470	3 278	-1 808
10	Logan	Renault	1 396	2 305	-909
11	Sandero	Renault	1 256	2 588	-1 332
12	RAV 4	Toyota	1 226	2 519	-1 293
13	Tiguan	VW	1 199	2 915	-1 716
14	Camry	Toyota	1 103	2 454	-1 351
15	XRAY	Lada	1 094	2 427	-1 333
16	Niva	Avtovaz	1 083	0	-
17	LC Prado	Toyota	967	1 078	-111
18	Octavia A7	Škoda	844	1 879	-1 035
19	Kaptur	Renault	815	2 190	-1 375
20	Seltos	KIA	809	0	-
21	Qashqai	Nissan	792	1 664	-872
22	X-Trail	Nissan	786	1 194	-408
23	Sportage	KIA	745	2 860	-2 115
24	Optima	KIA	697	2 009	-1 312
25	CX-5	Mazda	697	1 644	-947

#	MODEL	BRAND	January-May		
			2020	2019	YoY
1	Granta	Lada	38 444	52 373	-13 929
2	Vesta	Lada	34 173	46 837	-12 664
3	Rio	KIA	28 291	39 149	-10 858
4	Creta	Hyundai	23 137	28 674	-5 537
5	Polo	VW	16 350	22 395	-6 045
6	Solaris	Hyundai	14 633	24 687	-10 054
7	RAV 4	Toyota	13 422	10 657	2 765
8	Largus VP	Lada	12 151	16 281	-4 130
9	Tiguan	VW	11 296	13 060	-1 764
10	Logan	Renault	9 962	13 401	-3 439
11	Duster	Renault	9 529	15 166	-5 637
12	4x4	Lada	9 408	12 773	-3 365
13	Camry	Toyota	9 282	13 319	-4 037
14	Sportage	KIA	8 768	13 221	-4 453
15	Qashqai	Nissan	8 698	9 193	-495
16	Sandero	Renault	8 461	12 432	-3 971
17	Octavia A7	Škoda	8 024	9 309	-1 285
18	Rapid	Škoda	7 983	14 312	-6 329
19	X-Trail	Nissan	7 625	8 607	-982
20	Kodiaq	Škoda	7 231	8 595	-1 364
21	XRAY	Lada	6 879	11 162	-4 283
22	CX-5	Mazda	6 868	7 484	-616
23	Kaptur	Renault	6 733	10 734	-4 001
24	Optima	KIA	6 007	9 880	-3 873
25	Tucson	Hyundai	5 903	9 445	-3 542

Note:

Monthly AEB data does not include sales figures from BMW and Mercedes-Benz Rus, following BMW Group and Mercedes-Benz AG decisions to change the frequency of their sales data publication from a monthly to a quarterly basis.

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

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