



Press-release

8 February 2016

January car market decrease is 29,1%

- Sales of new passenger cars and LCVs in Russia decreased by **29,1%** in **January 2016**
- Among the top ten bestselling models so far, nine models are locally produced

In **January 2016**, sales of new cars and light commercial vehicles in Russia decreased by **29,1%** compared to **January 2015** or by 33 615 sold units, and amounted to **81 849** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“Not the best start in to a year which all experts agree will show a negative sales trend again. Most forecasts including our own however see the full year at a better trend than shown in January.

January has never been a reliable indicator for the sales trend in the following months of the year. It remains to hope this is true also in 2016, for which the general expectation remains negative, however at a less pronounced pace than seen in the whole of 2015. The recently announced extension of the government support to the automotive sector in the first half of 2016 is a positive step in this direction. On the other hand, the continuing price inflation fueled by a very weak currency will remain a major challenge on the long way to market recovery”.

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Attachments:

1. New car/LCV sales in Russia by brands for January 2016/2015
2. New car/LCV sales in Russia by groups for January 2016/2015
3. 25 best sold models of cars in Russia for January 2016/2015

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY 2016/2015

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		
	2016	2015	YoY
Lada	15,577	17,492	-11%
KIA	9,049	11,346	-20%
Hyundai*	8,010	12,707	-37%
Toyota*	6,064	7,149	-15%
Renault*	5,014	8,809	-43%
Nissan*	4,494	9,101	-51%
VW	4,425	6,165	-28%
Škoda	3,556	5,125	-31%
Mercedes-Benz	3,205	3,175	1%
Ford	2,258	1,813	25%
UAZ*	1,930	2,253	-14%
BMW	1,919	2,545	-25%
GAZ LCV*	1,851	1,828	1%
Mazda	1,411	2,384	-41%
Mitsubishi	1,323	3,220	-59%
Daewoo	1,269	2,015	-37%
Lifan	1,244	763	63%
Chevrolet	1,201	3,050	-61%
Lexus	1,085	690	57%
Datsun	1,001	2,933	-66%
Audi	905	1,410	-36%
Suzuki	571	455	25%
Geely	555	450	23%
Land Rover	500	775	-35%
Subaru	422	916	-54%
VW vans*	323	608	-47%
Porsche	311	194	60%
Infiniti	298	690	-57%
Mercedes-Benz vans*	260	305	-15%
Chery	232	230	1%
Citroën*	220	480	-54%
Peugeot*	196	418	-53%

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Honda	190	384	-51%
FIAT*	164	296	-45%
SsangYong	153	733	-79%
Brilliance	114	97	18%
DFM	91	41	122%
MINI	76	91	-16%
Jeep	76	205	-63%
Isuzu*	57	29	97%
Cadillac	48	38	26%
Acura	47	73	-36%
Haima	40	41	-2%
Changan	34	33	3%
Jaguar	34	59	-42%
Volvo	16	270	-94%
BAW*	13	29	-55%
smart	12	19	-37%
Chrysler	3	4	-25%
Alfa Romeo	2	3	-33%
Foton*	0	1	-
Opel	0	1,073	-
Great Wall	0	405	-
SEAT	-	31	-
JAC	-	15	-
Total	81,849	115,464	-29.1%

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.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY 2016/2015

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		
	2016	2015	YOY	2016	2015	YoY
AVTOVAZ-RENAULT-NISSAN	32.2	33.8	(1.6)	26,384	39,025	-32.4%
AVTOVAZ	19.0	15.1	3.9	15,577	17,492	-11%
RENAULT	6.1	7.6	(1.5)	5,014	8,809	-43%
NISSAN	5.5	7.9	(2.4)	4,494	9,101	-51%
INFINITI	0.4	0.6	(0.2)	298	690	-57%
DATSUN	1.2	2.5	(1.3)	1,001	2,933	-66%
VW Group	11.3	11.6	(0.3)	9,209	13,339	-31.0%
VOLKSWAGEN	5.4	5.3	0.1	4,425	6,165	-28%
VOLKSWAGEN vans	0.4	0.5	(0.1)	323	608	-47%
AUDI	1.1	1.2	(0.1)	905	1,410	-36%
SEAT	-	0.0	-	-	31	-
ŠKODA	4.3	4.4	(0.1)	3,556	5,125	-31%
KIA	11.1	9.8	1.3	9,049	11,346	-20%
HYUNDAI	9.8	11.0	(1.2)	8,010	12,707	-37%
TOYOTA Group	8.7	6.8	1.9	7,149	7,839	-8.8%
TOYOTA	7.4	6.2	1.2	6,064	7,149	-15%
LEXUS	1.3	0.6	0.7	1,085	690	57%
MERCEDES-BENZ	4.2	3.0	1.2	3,477	3,499	-0.6%
MERCEDES-BENZ	3.9	2.7	1.2	3,205	3,175	1%
MERCEDES-BENZ vans	0.3	0.3	0.0	260	305	-15%
smart	0.0	0.0	0.0	12	19	-37%
FORD	2.8	1.6	1.2	2,258	1,813	25%
BMW Group	2.4	2.3	0.1	1,995	2,636	-24.3%
BMW	2.3	2.2	0.1	1,919	2,545	-25%
MINI	0.1	0.1	0.0	76	91	-16%
UAZ	2.4	2.0	0.4	1,930	2,253	-14%
GAZ LCV	2.3	1.6	0.7	1,851	1,828	1%
MAZDA	1.7	2.1	(0.4)	1,411	2,384	-41%
MITSUBISHI	1.6	2.8	(1.2)	1,323	3,220	-59%
DAEWOO	1.6	1.7	(0.1)	1,269	2,015	-37%
GM Group	1.5	3.6	(2.1)	1,249	4,161	-70.0%
OPEL	0.0	0.9	(0.9)	0	1,073	-
CHEVROLET	1.5	2.6	(1.1)	1,201	3,050	-61%
CADILLAC	0.1	0.0	0.1	48	38	26%
LIFAN	1.5	0.7	0.8	1,244	763	63%
SUZUKI	0.7	0.4	0.3	571	455	25%

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GEELY	0.7	0.4	0.3	555	450	23%
JAGUAR LAND ROVER	0.7	0.7	0.0	534	834	-36.0%
LAND ROVER	0.6	0.7	(0.1)	500	775	-35%
JAGUAR	0.0	0.1	(0.1)	34	59	-42%
SUBARU	0.5	0.8	(0.3)	422	916	-54%
PSA PEUGEOT CITROËN	0.5	0.8	(0.3)	416	898	-53.7%
PEUGEOT	0.2	0.4	(0.2)	196	418	-53%
CITROËN	0.3	0.4	(0.1)	220	480	-54%
PORSCHE	0.4	0.2	0.2	311	194	60%
CHRYSLER Group	0.3	0.4	(0.1)	245	508	-51.8%
FIAT	0.2	0.3	(0.1)	164	296	-45%
CHRYSLER	0.0	0.0	0.0	3	4	-25%
JEEP	0.1	0.2	(0.1)	76	205	-63%
ALFA ROMEO	0.0	0.0	0.0	2	3	-33%
HONDA Group	0.3	0.4	(0.1)	237	457	-48.1%
HONDA	0.2	0.3	(0.1)	190	384	-51%
ACURA	0.1	0.1	0.0	47	73	-36%
CHERY	0.3	0.2	0.1	232	230	1%
SSANGYONG	0.2	0.6	(0.4)	153	733	-79%
BRILLIANCE	0.1	0.1	0.0	114	97	18%
DFM	0.1	0.0	0.1	91	41	122%
ISUZU	0.1	0.0	0.1	57	29	97%
HAIMA	0.0	0.0	0.0	40	41	-2%
CHANGAN	0.0	0.0	0.0	34	33	3%
VOLVO	0.0	0.2	(0.2)	16	270	-94%
BAW	0.0	0.0	0.0	13	29	-55%
FOTON	0.0	0.0	0.0	0	1	-
GREAT WALL	0.0	0.4	(0.4)	-	405	-
JAC	-	0.0	-	-	15	-
Total	100.0	100.0		81,849	115,464	-29.1%

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

SOLLERS Group	2.6	2.6	0.0	2,140	3,015	-29.0%
ISUZU	0.1	0.0	0.1	57	29	97%
SSANGYONG	0.2	0.6	(0.4)	153	733	-79%
UAZ	2.4	2.0	0.4	1,930	2,253	-14%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY 2016/2015

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Note: The ranking is based on monthly results.

#	MODEL	BRAND	JANUARY		
			2016	2015	YoY
1	Granta	Lada	7,377	7,737	(360)
2	Solaris	Hyundai	5,626	8,217	(2,591)
3	Rio	KIA	3,553	5,177	(1,624)
4	RAV 4	Toyota	2,816	2,042	774
5	Polo	VW	2,655	3,324	(669)
6	Sportage	KIA	2,407	1,547	860
7	Duster	Renault	2,379	2,743	(364)
8	Largus	Lada	2,065	1,903	162
9	Vesta	Lada	1,643	0	1,643
10	4x4	Lada	1,609	2,948	(1,339)
11	Rapid	Škoda	1,560	1,948	(388)
12	Logan	Renault	1,481	3,366	(1,885)
13	Priora	Lada	1,386	1,990	(604)
14	Octavia A7	Škoda	1,365	1,994	(629)
15	Cee'd	KIA	1,196	1,302	(106)
16	Niva	Chevrolet	1,182	1,997	(815)
17	Camry	Toyota	1,146	2,109	(963)
18	Kalina	Lada	1,140	2,526	(1,386)
19	Qashqai	Nissan	1,073	1,906	(833)
20	Sandero	Renault	1,043	2,166	(1,123)
21	LC 200	Toyota	1,014	278	736
22	CX-5	Mazda	975	1,205	(230)
23	Genra	Daewoo	957	967	(10)
24	Patriot	UAZ	856	1,136	(280)
25	Almera	Nissan	854	2,261	(1,407)

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