



## Press-release

May 12, 2021

### New cars sales increase is 290,4% in April 2021

In **April 2021**, sales of new cars and light commercial vehicles in Russia increased by **290,4%** compared to **April 2020** or by 113 042 sold units, and amounted to **151 964** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

"April 2021 new car sales are 151 964 units and 290,4% higher than the "Black April" of the last year. Especially the four biggest local manufacturers show above-market performance compared to the same month of the last year when the lockdown affected them most. The total sales of the first four months 2021 are 515 934 units and, as expected, 24,3% higher than 2020, but 4,5% below the sales of the same period of 2019\*. So far, the sales achievement of this year supports our year-end forecast of 2,1 % sales increase vs. last year, but, with the market getting its real trace, the AMC will be able to update its annual forecast in July. The state support measures are still needed to further stabilize the customer demand and the business."

*\*Note: the total sales of the first four months of 2021 are 4,5% lower than in the same period of 2019 due to inclusion of the sales figures of BMW and Mercedes-Benz, which changed the frequency of their sales data publication from a monthly to a quarterly basis starting from 2020. Without sales data of the named companies sales results in January – April 2021 are 0,6% higher than in the same period of 2021.*

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Attachments:

1. New car/LCV sales in Russia by brands for April 2021/2020 and January-April 2021/2020
2. New car/LCV sales in Russia by groups for April 2021/2020 and January-April 2021/2020
3. 25 best sold models of cars in Russia for April 2021/2020 and January-April 2021/2020

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR APRIL 2021/2020 AND JANUARY-APRIL 2021/2020

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	April			January-April		
	2021	2020	%	2021	2020	%
Avtovaz (Lada)	37 931	9 396	304%	121 839	88 996	37%
KIA	19 101	4 334	341%	70 725	56 204	26%
Hyundai*	15 483	2 426	538%	55 605	44 002	26%
Renault*	13 957	3 135	345%	44 321	35 191	26%
Škoda	10 365	3 041	241%	33 167	24 042	38%
VW	9 449	3 093	205%	31 426	26 887	17%
Toyota*	8 514	2 565	232%	31 765	29 796	7%
GAZ LCV*	4 911	2 272	116%	14 784	13 369	11%
Nissan	3 681	1 039	254%	17 408	19 264	-10%
Haval	3 001	425	606%	9 559	4 472	114%
Chery	2 980	236	1163%	9 290	1 925	383%
UAZ*	2 546	862	195%	8 161	8 155	0%
Mazda	2 494	739	237%	10 546	8 324	27%
Mitsubishi	2 074	168	1135%	7 206	9 434	-24%
Lexus	2 036	677	201%	7 182	5 240	37%
Geely	1 811	511	254%	5 301	2 977	78%
Audi	1 729	650	166%	5 841	4 591	27%
Ford LCV*	1 607	526	206%	4 995	2 613	91%
Suzuki	893	301	197%	2 897	2 230	30%
Volvo	892	92	870%	2 691	1 794	50%
Peugeot*	843	79	967%	2 468	1 129	119%
Porsche	729	204	257%	2 359	1 615	46%
Subaru	622	96	548%	2 223	1 817	22%
Land Rover	603	189	219%	2 211	2 188	1%
VW NFZ*	590	219	169%	2 116	1 710	24%
Citroën*	462	55	740%	1 332	894	49%
Changan	433	223	94%	1 576	1 468	7%
Genesis	321	76	322%	793	507	56%
FAW	279	53	426%	802	394	104%
Infiniti	228	22	936%	746	537	39%
Cadillac	208	26	700%	817	378	116%
Cheryxeed	200	-	-	720	-	-
Jeep	175	30	483%	535	479	12%
Opel*	165	4	4025%	436	24	1717%
Honda	162	17	853%	491	447	10%
FIAT*	123	40	208%	398	285	40%

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Lifan	77	65	18%	300	485	-38%
Isuzu*	67	57	18%	178	264	-33%
GAC	63	-	-	179	-	-
Iveco*	59	25	136%	171	88	94%
Jaguar	36	20	80%	122	327	-63%
Chevrolet	35	9	289%	121	211	-43%
Brilliance	17	3	467%	70	47	49%
Zotye	10	15	-33%	29	86	-66%
Foton*	2	1	100%	28	17	65%
Ford*	0	7	-	1	62	-98%
Hyundai LCV*	0	17	-	2	42	-95%
Chrysler	0	2	-	1	12	-92%
DFM	0	50	-	0	319	-
Avtovaz (Niva)	-	659	-	-	4 716	-
Datsun	-	171	-	-	5 048	-
<b>Total</b>	<b>151 964</b>	<b>38 922</b>	<b>290,4%</b>	<b>515 934</b>	<b>415 102</b>	<b>24,3%</b>

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.

## CAR AND LCV SALES IN RUSSIA BY GROUPS FOR APRIL 2021/2020 AND JANUARY-APRIL 2021/2020

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	April						January-April					
	% Share			Volume			% Share			Volume		
	2021	2020	YOY	2021	2020	%	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	38,1	37,5	0,6	57 871	14 590	296,6%	37,1	39,3	-2,2	191 520	163 186	17,4%
AVTOVAZ (LADA)	25,0	24,1	0,9	37 931	9 396	303,7%	23,6	21,4	2,2	121 839	88 996	36,9%
AVTOVAZ (NIVA)	-	1,7	-	-	659	-	-	1,1	-	-	4 716	-
RENAULT	9,2	8,1	1,1	13 957	3 135	345,2%	8,6	8,5	0,1	44 321	35 191	25,9%
NISSAN	2,4	2,7	-0,3	3 681	1 039	254,3%	3,4	4,6	-1,2	17 408	19 264	-9,6%
INFINITI	0,2	0,1	0,1	228	22	936,4%	0,1	0,1	0,0	746	537	38,9%
DATSUN	-	0,4	-	-	171	-	-	1,2	-	-	5 048	-
MITSUBISHI	1,4	0,4	1,0	2 074	168	1134,5%	1,4	2,3	-0,9	7 206	9 434	-23,6%
VW Group	14,6	18,0	-3,4	22 133	7 003	216,1%	14,1	13,8	0,3	72 550	57 230	26,8%
VOLKSWAGEN cars	6,2	7,9	-1,7	9 449	3 093	205,5%	6,1	6,5	-0,4	31 426	26 887	16,9%
VOLKSWAGEN vans	0,4	0,6	-0,2	590	219	169,4%	0,4	0,4	0,0	2 116	1 710	23,7%
AUDI	1,1	1,7	-0,6	1 729	650	166,0%	1,1	1,1	0,0	5 841	4 591	27,2%
ŠKODA	6,8	7,8	-1,0	10 365	3 041	240,8%	6,4	5,8	0,6	33 167	24 042	38,0%
KIA	12,6	11,1	1,5	19 101	4 334	340,7%	13,7	13,5	0,2	70 725	56 204	25,8%
HYUNDAI Group	10,4	6,4	4,0	15 804	2 502	531,7%	10,9	10,7	0,2	56 398	44 509	26,7%
HYUNDAI	10,2	6,2	4,0	15 483	2 426	538,2%	10,8	10,6	0,2	55 605	44 002	26,4%
GENESIS	0,2	0,2	0,0	321	76	322,4%	0,2	0,1	0,1	793	507	56,4%
TOYOTA Group	6,9	8,3	-1,4	10 550	3 242	225,4%	7,5	8,4	-0,9	38 947	35 036	11,2%
TOYOTA	5,6	6,6	-1,0	8 514	2 565	231,9%	6,2	7,2	-1,0	31 765	29 796	6,6%
LEXUS	1,3	1,7	-0,4	2 036	677	200,7%	1,4	1,3	0,1	7 182	5 240	37,1%
GAZ LCV	3,2	5,8	-2,6	4 911	2 272	116,2%	2,9	3,2	-0,3	14 784	13 369	10,6%
CHERY Group	2,1	0,6	1,5	3 180	236	1247,5%	1,9	0,5	1,4	10 010	1 925	420,0%
CHERY	2,0	0,6	1,4	2 980	236	1162,7%	1,8	0,5	1,3	9 290	1 925	382,6%
CHERYEXCEED	0,1	-	-	200	-	-	0,1	-	-	720	-	-
HAVAL	2,0	1,1	0,9	3 001	425	606,1%	1,9	1,1	0,8	9 559	4 472	113,8%
UAZ	1,7	2,2	-0,5	2 546	862	195,4%	1,6	2,0	-0,4	8 161	8 155	0,1%
MAZDA	1,6	1,9	-0,3	2 494	739	237,5%	2,0	2,0	0,0	10 546	8 324	26,7%
GEELY	1,2	1,3	-0,1	1 811	511	254,4%	1,0	0,7	0,3	5 301	2 977	78,1%
STELLANTIS	1,2	0,5	0,7	1 768	210	741,9%	1,0	0,7	0,3	5 170	2 823	83,1%
PEUGEOT	0,6	0,2	0,4	843	79	967,1%	0,5	0,3	0,2	2 468	1 129	118,6%
CITROËN	0,3	0,1	0,2	462	55	740,0%	0,3	0,2	0,1	1 332	894	49,0%
OPEL	0,1	0,0	0,1	165	4	4025,0%	0,1	0,0	0,1	436	24	1716,7%
FIAT	0,1	0,1	0,0	123	40	207,5%	0,1	0,1	0,0	398	285	39,6%
CHRYSLER	0,0	0,0	0,0	0	2	-	0,0	0,0	0,0	1	12	-91,7%
JEEP	0,1	0,1	0,0	175	30	483,3%	0,1	0,1	0,0	535	479	11,7%
FORD LCV	1,1	1,4	-0,3	1 607	526	205,5%	1,0	0,6	0,4	4 995	2 613	91,2%
SUZUKI	0,6	0,8	-0,2	893	301	196,7%	0,6	0,5	0,1	2 897	2 230	29,9%

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VOLVO	0,6	0,2	0,4	892	92	869,6%	0,5	0,4	0,1	2 691	1 794	50,0%
PORSCHE	0,5	0,5	0,0	729	204	257,4%	0,5	0,4	0,1	2 359	1 615	46,1%
JAGUAR LAND ROVER	0,4	0,5	-0,1	639	209	205,7%	0,5	0,6	-0,1	2 333	2 515	-7,2%
LAND ROVER	0,4	0,5	-0,1	603	189	219,0%	0,4	0,5	-0,1	2 211	2 188	1,1%
JAGUAR	0,0	0,1	-0,1	36	20	80,0%	0,0	0,1	-0,1	122	327	-62,7%
SUBARU	0,4	0,2	0,2	622	96	547,9%	0,4	0,4	0,0	2 223	1 817	22,3%
CHANGAN	0,3	0,6	-0,3	433	223	94,2%	0,3	0,4	-0,1	1 576	1 468	7,4%
FAW	0,2	0,1	0,1	279	53	426,4%	0,2	0,1	0,1	802	394	103,6%
GM Group	0,2	0,1	0,1	243	35	594,3%	0,2	0,1	0,1	938	589	59,3%
CHEVROLET	0,0	0,0	0,0	35	9	288,9%	0,0	0,1	-0,1	121	211	-42,7%
CADILLAC	0,1	0,1	0,0	208	26	700,0%	0,2	0,1	0,1	817	378	116,1%
HONDA	0,1	0,0	0,1	162	17	853%	0,1	0,1	0,0	491	447	10%
LIFAN	0,1	0,2	-0,1	77	65	18,5%	0,1	0,1	0,0	300	485	-38,1%
ISUZU	0,0	0,1	-0,1	67	57	17,5%	0,0	0,1	-0,1	178	264	-32,6%
GAC	0,0	-	-	63	-	-	0,0	-	-	179	-	-
IVECO	0,0	0,1	-0,1	59	25	136,0%	0,0	0,0	0,0	171	88	94,3%
BRILLIANCE	0,0	0,0	0,0	17	3	466,7%	0,0	0,0	0,0	70	47	48,9%
ZOTYE	0,0	0,0	0,0	10	15	-33,3%	0,0	0,0	0,0	29	86	-66,3%
FOTON	0,0	0,0	0,0	2	1	100,0%	0,0	0,0	0,0	28	17	64,7%
HYUNDAI LCV	0,0	0,0	0,0	0	17	-	0,0	0,0	0,0	2	42	-95,2%
FORD	0,0	0,0	0,0	0	7	-	0,0	0,0	0,0	1	62	-98,4%
DFM	-	0,1	-	0	50	-	-	0,1	-	0	319	-
<b>TOTAL</b>	<b>100,0</b>	<b>100,0</b>		<b>151 964</b>	<b>38 922</b>	<b>290,4%</b>	<b>100,0</b>	<b>100,0</b>		<b>515 934</b>	<b>415 102</b>	<b>24,3%</b>

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

SOLLERS Group	2,7	3,6	-0,9	4 153	1 388	199,2%	2,5	2,6	-0,1	13 156	10 768	22,2%
Ford LCV	1,1	1,4	-0,3	1 607	526	205,5%	1,0	0,6	0,4	4 995	2 613	91,2%
UAZ	1,7	2,2	-0,5	2 546	862	195,4%	1,6	2,0	-0,4	8 161	8 155	0,1%

## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR APRIL 2021/2020 AND JANUARY – APRIL 2021/2020

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	April		
			2021	2020	YoY
1	Granta	Lada	14 050	3 058	10 992
2	Vesta	Lada	11 178	2 913	8 265
3	Rio	KIA	6 996	1 737	5 259
4	Creta	Hyundai	6 445	1 079	5 366
5	Niva	Lada	5 346	1 752	3 594
6	Polo	VW	5 164	1 372	3 792
7	Solaris	Hyundai	5 163	603	4 560
8	Rapid PA II	Škoda	4 378	-	-
9	Tiguan	VW	3 709	1 332	2 377
10	Duster	Renault	3 696	975	2 721
11	Logan	Renault	3 617	760	2 857
12	Largus VP	Lada	3 474	1 286	2 188
13	Camry	Toyota	3 231	649	2 582
14	K5	KIA	2 977	-	-
15	Sportage	KIA	2 952	762	2 190
16	RAV 4	Toyota	2 941	601	2 340
17	XRAY	Lada	2 773	615	2 158
18	Sandero	Renault	2 683	578	2 105
19	Kodiaq	Škoda	2 394	810	1 584
20	Karoq	Škoda	2 327	754	1 573
21	Kaptur	Renault	1 995	428	1 567
22	Santa Fe	Hyundai	1 993	294	1 699
23	Arkana	Renault	1 882	360	1 522
24	Outlander	Mitsubishi	1 541	81	1 460
25	CX-5	Mazda	1 536	581	955

#	MODEL	BRAND	January-April		
			2021	2020	YoY
1	Granta	Lada	44 246	32 718	11 528
2	Vesta	Lada	35 049	29 698	5 351
3	Rio	KIA	31 634	24 636	6 998
4	Creta	Hyundai	25 768	19 894	5 874
5	Solaris	Hyundai	20 103	12 709	7 394
6	Niva	Lada	18 540	12 460	6 080
7	Polo	VW	17 345	14 192	3 153
8	RAV 4	Toyota	14 189	12 196	1 993
9	Rapid PA II	Škoda	13 918	-	-
10	Tiguan	VW	12 252	10 097	2 155
11	Largus VP	Lada	12 207	10 170	2 037
12	Logan	Renault	11 373	8 566	2 807
13	Duster	Renault	11 056	8 059	2 997
14	Sportage	KIA	10 367	8 023	2 344
15	Sandero	Renault	9 240	7 205	2 035
16	K5	KIA	8 843	-	-
17	XRAY	Lada	8 548	5 785	2 763
18	Camry	Toyota	8 259	8 179	80
19	Kodiaq	Škoda	7 610	6 553	1 057
20	CX-5	Mazda	7 158	6 171	987
21	Karoq	Škoda	6 716	2 657	4 059
22	Qashqai	Nissan	6 627	7 906	-1 279
23	Kaptur	Renault	6 605	5 918	687
24	X-Trail	Nissan	5 977	6 839	-862
25	Arkana	Renault	5 787	4 961	826

In connection with rebranding in January 2021 the LADA 4x4 model is re-named to LADA Niva Legend.

### 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.