



Press-release

13 May 2014

April shows significant sales decline

- Sales of new passenger cars and LCVs in Russia dropped by **8% in April 2014**
- Among the top ten bestselling models so far, ten models are locally produced

In January-April 2014 new car and LCV sales declined by **4%** or 32,567 items in comparison to the same period of the previous year. This year only **829,046** cars have been sold.

In **April 2014**, sales of new cars and light commercial vehicles in Russia dropped by **8%** compared with **April 2013** or by 18,739 sold units, and amounted to only **226,526** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

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

"After a brief spell of recovery, the market is falling back into negative territory. It is obvious that recent price increases forced by a weaker rouble are taking their toll on a consumer demand which had been fragile to begin with. In the framework of a sluggish economy, this situation is unlikely to change."

-ends-

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY - APRIL 2014/2013 AND APRIL 2014/2013¹

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

BRAND	January - April			April		
	2014	2013	YoY %	2014	2013	YoY %
Lada	128633	151527	-15%	37030	44100	-16%
Renault*	63647	67208	-5%	17395	19178	-9%
KIA	60033	60027	0%	17744	18303	-3%
Nissan*	57579	44188	30%	11835	8272	43%
Hyundai*	57240	56582	1%	15933	15868	0%
Toyota*	50160	44610	12%	15103	15278	-1%
Chevrolet	48586	52489	-7%	13279	16083	-17%
VW	45828	49477	-7%	11497	14203	-19%
Mitsubishi	27943	26322	6%	6101	7182	-15%
Škoda	26616	26107	2%	7724	7488	3%
Opel	24493	26731	-8%	6493	6899	-6%
Ford*	22760	32289	-30%	5387	8635	-38%
GAZ LCV*	20318	24166	-16%	6274	7183	-13%
Daewoo	17369	20139	-14%	4511	4241	6%
Mazda	15818	12831	23%	4208	2206	91%
Mercedes-Benz	14821	12165	22%	4437	3570	24%
BMW	12836	12063	6%	3136	3245	-3%
UAZ*	12539	15931	-21%	4073	4580	-11%
Audi	11946	11929	0%	3660	3651	0%
Peugeot*	8792	11607	-24%	2015	3300	-39%
Honda	8760	7697	14%	1971	2749	-28%
Citroën*	8164	8619	-5%	1925	2672	-28%
SsangYong	7739	9409	-18%	2006	2306	-13%
Suzuki	7113	8954	-21%	1983	2921	-32%
Lifan	6783	6437	5%	2178	2116	3%
Land Rover	6769	6141	10%	1866	1641	14%
Chery	6752	6269	8%	1801	2112	-15%
Geely	6598	6573	0%	1747	2312	-24%
Great Wall	5595	6928	-19%	1735	2243	-23%
Subaru	5495	5897	-7%	1772	1888	-6%
Lexus	5475	4938	11%	2100	1726	22%
Volvo	4709	3974	18%	1467	1066	38%
VW vans*	4485	4917	-9%	1204	1451	-17%

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Infiniti	3114	3246	-4%	776	427	82%
Jeep	2507	1198	109%	650	353	84%
FIAT*	2437	1890	29%	682	646	6%
Mercedes-Benz vans*	2114	1201	76%	604	366	65%
Porsche	1191	1149	4%	481	372	29%
FAW	1129	1028	10%	342	522	-34%
Jaguar	558	442	26%	152	121	26%
SEAT	550	1217	-55%	241	357	-32%
MINI	549	803	-32%	149	244	-39%
Cadillac	493	551	-11%	154	173	-11%
BAW*	472	634	-26%	118	151	-22%
ZAZ	352	1331	-74%	56	401	-86%
Changan	285	-	-	90	-	-
Haima	161	86	87%	71	3	2267%
Acura ²	112	-	-	112	-	-
smart	99	38	161%	27	14	93%
Isuzu*	98	32	206%	42	9	367%
Bogdan ³	92	1024	-91%	-	247	-
Brilliance ⁴	75	-	-	75	-	-
JAC ⁵	58	-	-	58	-	-
Luxgen	57	-	-	18	-	-
TagAZ*	52	94	-45%	14	30	-53%
Chrysler	46	54	-15%	10	15	-33%
Izh	18	374	-95%	0	123	-100%
Dodge	15	74	-80%	6	23	-74%
Foton*	9	6	50%	2	0	-
Alfa Romeo	9	-	-	6	-	-
Total	829,046	861,613	-4%	226,526	245,265	-8%

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.

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

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

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

5. 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 JANUARY - APRIL 2014/2013 AND APRIL 2014/2013

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

BRAND	January-April					April				
	% Share		Volume			% Share		Volume		
	2014	2013	2014	2013	YoY %	2014	2013	2014	2013	YoY %
AVTOVAZ-RENAULT-NISSAN	30.5	30.9	252973	266169	-5%	29.6	29.3	67036	71977	-7%
AVTOVAZ	15.5	17.6	128633	151527	-15%	16.3	18.0	37030	44100	-16%
RENAULT	7.7	7.8	63647	67208	-5%	7.7	7.8	17395	19178	-9%
NISSAN	6.9	5.1	57579	44188	30%	5.2	3.4	11835	8272	43%
INFINITI	0.4	0.4	3114	3246	-4%	0.3	0.2	776	427	82%
VW Group	10.8	10.9	89425	93647	-5%	10.7	11.1	24326	27150	-10%
VOLKSWAGEN cars	5.5	5.7	45828	49477	-7%	5.1	5.8	11497	14203	-19%
VOLKSWAGEN vans	0.5	0.6	4485	4917	-9%	0.5	0.6	1204	1451	-17%
AUDI	1.4	1.4	11946	11929	0%	1.6	1.5	3660	3651	0%
SEAT	0.1	0.1	550	1217	-55%	0.1	0.1	241	357	-32%
ŠKODA	3.2	3.0	26616	26107	2%	3.4	3.1	7724	7488	3%
GM Group	8.9	9.3	73572	79771	-8%	8.8	9.4	19926	23155	-14%
OPEL	3.0	3.1	24493	26731	-8%	2.9	2.8	6493	6899	-6%
CHEVROLET	5.9	6.1	48586	52489	-7%	5.9	6.6	13279	16083	-17%
CADILLAC	0.1	0.1	493	551	-11%	0.1	0.1	154	173	-11%
KIA	7.2	7.0	60033	60027	0%	7.8	7.5	17744	18303	-3%
HYUNDAI	6.9	6.6	57240	56582	1%	7.0	6.5	15933	15868	0%
TOYOTA Group	6.7	5.8	55635	49548	12%	7.6	6.9	17203	17004	1%
TOYOTA	6.1	5.2	50160	44610	12%	6.7	6.2	15103	15278	-1%
LEXUS	0.7	0.6	5475	4938	11%	0.9	0.7	2100	1726	22%
MITSUBISHI	3.4	3.1	27943	26322	6%	2.7	2.9	6101	7182	-15%
FORD	2.7	3.7	22760	32289	-30%	2.4	3.5	5387	8635	-38%
GAZ LCV	2.5	2.8	20318	24166	-16%	2.8	2.9	6274	7183	-13%
DAEWOO	2.1	2.3	17369	20139	-14%	2.0	1.7	4511	4241	6%
MERCEDES-BENZ	2.1	1.6	17034	13404	27%	2.2	1.6	5068	3950	28%
MERCEDES-BENZ cars	1.8	1.4	14821	12165	22%	2.0	1.5	4437	3570	24%
MERCEDES-BENZ vans	0.3	0.1	2114	1201	76%	0.3	0.1	604	366	65%
smart	0.0	0.0	99	38	161%	0.0	0.0	27	14	93%
PSA PEUGEOT CITROEN	2.0	2.3	16956	20226	-16%	1.7	2.4	3940	5972	-34%
PEUGEOT	1.1	1.3	8792	11607	-24%	0.9	1.3	2015	3300	-39%
CITROËN	1.0	1.0	8164	8619	-5%	0.8	1.1	1925	2672	-28%
MAZDA	1.9	1.5	15818	12831	23%	1.9	0.9	4208	2206	91%
BMW Group	1.6	1.5	13385	12866	4%	1.5	1.4	3285	3489	-6%
BMW	1.5	1.4	12836	12063	6%	1.4	1.3	3136	3245	-3%
MINI	0.1	0.1	549	803	-32%	0.1	0.1	149	244	-39%

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UAZ	1.5	1.8	12539	15931	-21%	1.8	1.9	4073	4580	-11%
HONDA Group	1.1	0.9	8872	7697	15%	0.9	1.1	2083	2749	-24%
HONDA	1.1	0.9	8760	7697	14%	0.9	1.1	1971	2749	-28%
ACURA	0.0	-	112	-	-	0.0	-	112	-	-
SSANGYONG	0.9	1.1	7739	9409	-18%	0.9	0.9	2006	2306	-13%
JAGUAR LAND ROVER	0.9	0.8	7327	6583	11%	0.9	0.7	2018	1762	15%
LAND ROVER	0.8	0.7	6769	6141	10%	0.8	0.7	1866	1641	14%
JAGUAR	0.1	0.1	558	442	26%	0.1	0.0	152	121	26%
SUZUKI	0.9	1.0	7113	8954	-21%	0.9	1.2	1983	2921	-32%
LIFAN	0.8	0.7	6783	6437	5%	1.0	0.9	2178	2116	3%
CHERY	0.8	0.7	6752	6269	8%	0.8	0.9	1801	2112	-15%
GEELY	0.8	0.8	6598	6573	0%	0.8	0.9	1747	2312	-24%
GREAT WALL	0.7	0.8	5595	6928	-19%	0.8	0.9	1735	2243	-23%
SUBARU	0.7	0.7	5495	5897	-7%	0.8	0.8	1772	1888	-6%
CHRYSLER Group	0.6	0.4	5014	3216	56%	0.6	0.4	1354	1037	31%
FIAT	0.3	0.2	2437	1890	29%	0.3	0.3	682	646	6%
CHRYSLER	0.0	0.0	46	54	-15%	0.0	0.0	10	15	-33%
JEEP	0.3	0.1	2507	1198	109%	0.3	0.1	650	353	84%
DODGE	0.0	0.0	15	74	-80%	0.0	0.0	6	23	-74%
ALFA ROMEO	0.0	-	9	-	-	0.0	-	6	-	-
VOLVO	0.6	0.5	4709	3974	18%	0.6	0.4	1467	1066	38%
PORSCHE	0.1	0.1	1191	1149	4%	0.2	0.2	481	372	29%
FAW	0.1	0.1	1129	1028	10%	0.2	0.2	342	522	-34%
BAW	0.1	0.1	472	634	-26%	0.1	0.1	118	151	-22%
ZAZ	0.0	0.2	352	1331	-74%	0.0	0.2	56	401	-86%
CHANGAN	0.0	-	285	-	-	0.0	-	90	-	-
HAIMA	0.0	0.0	161	86	87%	0.0	0.0	71	3	2267%
ISUZU	0.0	0.0	98	32	206%	0.0	0.0	42	9	367%
BOGDAN	0.0	0.1	92	1024	-91%	-	0.1	-	247	-
BRILLIANCE	0.0	-	75	-	-	0.0	-	75	-	-
JAC	0.0	-	58	-	-	0.0	-	58	-	-
LUXGEN	0.0	-	57	-	-	0.0	-	18	-	-
TAGAZ	0.0	0.0	52	94	-45%	0.0	0.0	14	30	-53%
IZH	0.0	0.0	18	374	-95%	0.0	0.1	0	123	-100%
FOTON	0.0	0.0	9	6	50%	0.0	0.0	2	0	-
BYD	-	0.0	0	100	-	-	0.0	0	0	-
Total	100.0	100.0	829,046	861,613	-4%	100.0	100.0	226,526	245,265	-8%

Classification different from the international one: brands represented on the Russian market by SOLLERS Group

SOLLERS Group	2.5	2.9	20376	25372	-20%	2.7	2.8	6121	6895	-11%
ISUZU	0.0	0.0	98	32	206%	0.0	0.0	42	9	367%
SSANGYONG	0.9	1.1	7739	9409	-18%	0.9	0.9	2006	2306	-13%
UAZ	1.5	1.8	12539	15931	-21%	1.8	1.9	4073	4580	-11%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY - APRIL 2014/2013 AND APRIL 2014/2013

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

#	MODEL	BRAND	January-April				April			
			2014	2013	YoY units	YoY %	2014	2013	YoY units	YoY %
1	Granta	Lada	45570	52765	(7,195)	-14%	13077	15596	(2,519)	-16%
2	Solaris	Hyundai	35218	35941	(723)	-2%	9774	10553	(779)	-7%
3	New Rio	KIA	29971	28211	1,760	6%	9045	8430	615	7%
4	Duster	Renault	28153	25945	2,208	9%	7606	7600	6	0%
5	Kalina	Lada	25864	28395	(2,531)	-9%	7731	8857	(1,126)	-13%
6	Polo	VW	21366	21798	(432)	-2%	5964	6637	(673)	-10%
7	Largus	Lada	20491	14379	6,112	43%	5889	4209	1,680	40%
8	Priora	Lada	18173	21495	(3,322)	-15%	5212	4962	250	5%
9	Almera	Nissan	16950	596	16,354	2744%	5798	483	5,315	1100%
10	Niva	Chevrolet	15534	17748	(2,214)	-12%	4983	5724	(741)	-13%
11	Logan	Renault	14342	16674	(2,332)	-14%	3796	4890	(1,094)	-22%
12	Sandero	Renault	13777	14464	(687)	-5%	3796	4084	(288)	-7%
13	Octavia A7	Škoda	13171	0	-	-	3753	0	-	-
14	4x4	Lada	12931	14599	(1,668)	-11%	3784	3808	(24)	-1%
15	RAV 4	Toyota	12501	11410	1,091	10%	4391	4974	(583)	-12%
16	Cruze	Chevrolet	12363	14565	(2,202)	-15%	3014	4284	(1,270)	-30%
17	ix35	Hyundai	11738	9658	2,080	22%	3119	2030	1,089	54%
18	Focus	Ford	10923	22278	(11,355)	-51%	2549	5546	(2,997)	-54%
19	Corolla	Toyota	10461	7714	2,747	36%	2450	2418	32	1%
20	Camry	Toyota	10338	10074	264	3%	2987	2822	165	6%
21	Sportage	KIA	9979	10358	(379)	-4%	2526	2857	(331)	-12%
22	Astra	Opel	9901	12080	(2,179)	-18%	2049	3221	(1,172)	-36%
23	Juke	Nissan	9589	7750	1,839	24%	2837	1657	1,180	71%
24	Outlander	Mitsubishi	9447	8015	1,432	18%	1526	2447	(921)	-38%
25	X-Trail	Nissan	9177	8767	410	5%	1436	1614	(178)	-11%

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