



## Press-release

8 December 2014

### The November sales are close to the level of the last year

- Sales of new passenger cars and LCVs in Russia dropped by **1,1%** in **November 2014**
- Among the top ten bestselling models so far, nine models are locally produced in November

In **November 2014**, sales of new cars and light commercial vehicles in Russia dropped by **1,1%** compared with **November 2013** or by 2 620 sold units, and amounted to only **229, 439** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **January - November 2014** new car and LCV sales declined by **11,6%** or 292 489 items in comparison to the same period of the previous year. This year **2,220,751** cars have been sold.

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

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

“Under unusual circumstances, unusual things are happening: November month result exceeds October result, and total sales in November are almost at the same level as last year. Retail demand has been extraordinary in recent weeks, helped by government subsidies and consumers rushing to get ahead of widely anticipated new year price increases. The outlook on December sales is rather promising as well, raising the prospect of a decent closing of a difficult year for the Russian car market”.

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#### Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR NOVEMBER 2014/2013 AND JANUARY – NOVEMBER 2014/2013<sup>1</sup>

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	November			January-November		
	2014	2013	YoY	2014	2013	YoY
Lada	30,402	36,509	-17%	351,992	417,361	-16%
KIA	20,678	17,399	19%	175,491	181,994	-4%
Renault*	19,170	17,721	8%	175,268	191,215	-8%
Hyundai*	16,154	15,539	4%	164,396	166,982	-2%
Toyota*	15,952	12,093	32%	144,418	140,070	3%
Nissan*	15,566	14,586	7%	141,879	128,779	10%
VW	11,081	12,852	-14%	114,200	142,699	-20%
Chevrolet	10,545	13,576	-22%	109,687	155,894	-30%
Mitsubishi	7,846	7,049	11%	67,432	70,318	-4%
Škoda	7,604	7,390	3%	78,223	78,943	-1%
GAZ LCV*	6,729	6,647	1%	61,472	75,014	-18%
Ford*	6,581	8,928	-26%	56,807	94,358	-40%
Opel	5,962	5,968	0%	58,151	72,594	-20%
YA3*	5,659	4,372	29%	42,623	45,188	-6%
Mazda	4,548	3,654	24%	43,667	38,807	13%
Mercedes-Benz	4,282	4,011	7%	44,955	40,211	12%
Datsun*****	4,011	-	-	6,310	-	-
BMW	3,150	4,144	-24%	31,927	37,888	-16%
Lifan	1,844	2,340	-21%	19,753	24,285	-19%
Audi	2,683	3,468	-23%	31,031	33,565	-8%
SsangYong	2,320	2,381	-3%	22,599	30,787	-27%
Lexus	2,160	1,325	63%	17,661	14,294	24%
Suzuki	2,062	1,803	14%	17,338	25,576	-32%
Honda	1,977	2,137	-7%	18,570	22,676	-18%
Land Rover	1,931	2,063	-6%	19,078	18,809	1%
Subaru	1,901	1,413	35%	14,923	15,177	-2%
Daewoo	1,883	5,619	-66%	35,355	54,633	-35%
Peugeot*	1,505	2,478	-39%	18,980	31,117	-39%
Geely	1,603	2,186	-27%	16,122	24,260	-34%
Citroën*	1,439	2,287	-37%	17,738	26,418	-33%
Chery	1,418	1,268	12%	15,219	17,754	-14%
Mercedes-Benz vans*	1,311	536	145%	8,106	4,447	82%
Volvo	1,272	1,300	-2%	13,964	13,416	4%

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Great Wall	1,153	1,409	-18%	14,118	18,040	-22%
VW vans*	1,042	1,298	-20%	11,423	14,180	-19%
Infiniti	822	666	23%	7,392	7,733	-4%
Jeep	745	560	33%	7,167	4,481	60%
FIAT*	677	796	-15%	6,791	7,127	-5%
Porsche	471	304	55%	4,030	3,382	19%
MINI	178	260	-32%	1,538	2,516	-39%
Acura**	163	-	-	819	-	-
SEAT	162	127	28%	1,486	3,221	-54%
Brilliance****	133	-	-	650	-	-
Jaguar	123	153	-20%	1,505	1,553	-3%
Isuzu*	112	29	286%	578	196	195%
Cadillac	108	126	-14%	1,167	1,384	-16%
Changan	94	-	-	996	-	-
Haima	89	50	78%	780	326	139%
BAW*	52	126	-59%	1,016	1,472	-31%
smart	38	15	153%	328	175	87%
JAC*****	35	-	-	384	-	-
Alfa Romeo	6	-	-	81	-	-
Chrysler	5	6	-17%	107	151	-29%
Foton*	2	0	-	63	6	950%
Luxgen	0	27	-	81	27	200%
ZAZ	0	335	-	481	3,040	-84%
TagAZ*	n/a	11	-	129	359	-64%
BYD	0	3	-	5	105	-95%
Vortex	n/a	15	-	0	1,005	-100%
FAW	n/a	627	-	2,164	4,366	-50%
Bogdan***	0	64	-	92	1,994	-95%
Dodge*****	0	4	-	26	188	-86%
Izh	0	6	-	19	684	-97%
<b>Total</b>	<b>229,439</b>	<b>232,059</b>	<b>-1.1%</b>	<b>2,220,751</b>	<b>2,513,240</b>	<b>-11.6%</b>

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.

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

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

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

\*\*\*\*\* JAC sales in Russia are done via Bogdan-Avto RUS from April 2014.

\*\*\*\*\* Datsun sales in Russia are done via Nissan Manufacturing RUS LLC starting from September 2014.

\*\*\*\*\* Sales of Dodge were stopped by Chrysler RUS CJSC in July 2014.

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR NOVEMBER 2014/2013 AND JANUARY – NOVEMBER 2014/2013

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	November						January - November					
	% Share			Volume			% Share			Volume		
	2014	2013	YOY	2014	2013	YoY	2014	2013	YOY	2014	2013	YoY
AVTOVAZ-RENAULT-NISSAN	30.5	29.9	0.6	69,971	69,482	0.7%	30.7	29.6	1.1	682,841	745,088	-8.4%
AVTOVAZ	13.3	15.7	(2.4)	30,402	36,509	-16.7%	15.9	16.6	(0.7)	351,992	417,361	-16%
RENAULT	8.4	7.6	0.8	19,170	17,721	8.2%	7.9	7.6	0.3	175,268	191,215	-8%
NISSAN	6.8	6.3	0.5	15,566	14,586	6.7%	6.4	5.1	1.3	141,879	128,779	10%
INFINITI	0.4	0.3	0.1	822	666	23.4%	0.3	0.3	0.0	7,392	7,733	-4%
Datsun	1.7	-	-	4,011	-	-	0.3	-	-	6,310	-	-
VW Group	9.8	10.8	(1.0)	22,572	25,135	-10.2%	10.6	10.8	(0.2)	236,363	272,608	-13.3%
VOLKSWAGEN cars	4.8	5.5	(0.7)	11,081	12,852	-13.8%	5.1	5.7	(0.6)	114,200	142,699	-20%
VOLKSWAGEN vans	0.5	0.6	(0.1)	1,042	1,298	-19.7%	0.5	0.6	(0.1)	11,423	14,180	-19%
AUDI	1.2	1.5	(0.3)	2,683	3,468	-22.6%	1.4	1.3	0.1	31,031	33,565	-8%
SEAT	0.1	0.1	0.0	162	127	27.6%	0.1	0.1	0.0	1,486	3,221	-54%
ŠKODA	3.3	3.2	0.1	7,604	7,390	2.9%	3.5	3.1	0.4	78,223	78,943	-1%
KIA	9.0	7.5	1.5	20,678	17,399	18.8%	7.9	7.2	0.7	175,491	181,994	-4%
TOYOTA Group	7.9	5.8	2.1	18,112	13,418	35.0%	7.3	6.1	1.2	162,079	154,364	5.0%
TOYOTA	7.0	5.2	1.8	15,952	12,093	31.9%	6.5	5.6	0.9	144,418	140,070	3%
LEXUS	0.9	0.6	0.3	2,160	1,325	63.0%	0.8	0.6	0.2	17,661	14,294	24%
GM Group	7.2	8.5	(1.3)	16,615	19,670	-15.5%	7.6	9.1	(1.5)	169,005	229,872	-26.5%
OPEL	2.6	2.6	0.0	5,962	5,968	-0.1%	2.6	2.9	(0.3)	58,151	72,594	-20%
CHEVROLET	4.6	5.9	(1.3)	10,545	13,576	-22.3%	4.9	6.2	(1.3)	109,687	155,894	-30%
CADILLAC	0.0	0.1	(0.1)	108	126	-14.3%	0.1	0.1	0.0	1,167	1,384	-16%
HYUNDAI	7.0	6.7	0.3	16,154	15,539	4.0%	7.4	6.6	0.8	164,396	166,982	-2%
MITSUBISHI	3.4	3.0	0.4	7,846	7,049	11.3%	3.0	2.8	0.2	67,432	70,318	-4%
GAZ LCV	2.9	2.9	0.0	6,729	6,647	1.2%	2.8	3.0	(0.2)	61,472	75,014	-18%
FORD	2.9	3.8	(0.9)	6,581	8,928	-26.3%	2.6	3.8	(1.2)	56,807	94,358	-40%
UAZ	2.5	1.9	0.6	5,659	4,372	29.4%	1.9	1.8	0.1	42,623	45,188	-6%
MERCEDES-BENZ	2.5	2.0	0.5	5,631	4,562	23.4%	2.4	1.8	0.6	53,389	44,833	19.1%
MERCEDES-BENZ cars	1.9	1.7	0.2	4,282	4,011	6.8%	2.0	1.6	0.4	44,955	40,211	12%
MERCEDES-BENZ vans smart	0.6	0.2	0.4	1,311	536	144.6%	0.4	0.2	0.2	8,106	4,447	82%
	0.0	0.0	0.0	38	15	153.3%	0.0	0.0	0.0	328	175	87%
MAZDA	2.0	1.6	0.4	4,548	3,654	24.5%	2.0	1.5	0.5	43,667	38,807	13%
BMW Group	1.5	1.9	(0.4)	3,328	4,404	-24.4%	1.5	1.6	(0.1)	33,465	40,404	-17.2%
BMW	1.4	1.8	(0.4)	3,150	4,144	-24.0%	1.4	1.5	(0.1)	31,927	37,888	-16%
MINI	0.1	0.1	0.0	178	260	-31.5%	0.1	0.1	0.0	1,538	2,516	-39%
PSA PEUGEOT CITROEN	1.3	2.1	(0.8)	2,944	4,765	-38.2%	1.7	2.3	(0.6)	36,718	57,535	-36.2%

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PEUGEOT	0.7	1.1	(0.4)	1,505	2,478	-39.3%	0.9	1.2	(0.3)	18,980	31,117	-39%
CITROËN	0.6	1.0	(0.4)	1,439	2,287	-37.1%	0.8	1.1	(0.3)	17,738	26,418	-33%
SSANGYONG	1.0	1.0	0.0	2,320	2,381	-2.6%	1.0	1.2	(0.2)	22,599	30,787	-27%
HONDA Group	0.9	0.9	0.0	2,140	2,137	0.1%	0.9	0.9	0.0	19,389	22,676	-14.5%
HONDA	0.9	0.9	0.0	1,977	2,137	-7.5%	0.8	0.9	(0.1)	18,570	22,676	-18%
ACURA	0.1	-	-	163	-	-	0.0	-	-	819	-	-
SUZUKI	0.9	0.8	0.1	2,062	1,803	14.4%	0.8	1.0	(0.2)	17,338	25,576	-32%
JAGUAR LAND ROVER	0.9	1.0	(0.1)	2,054	2,216	-7.3%	0.9	0.8	0.1	20,583	20,362	1.1%
LAND ROVER	0.8	0.9	(0.1)	1,931	2,063	-6.4%	0.9	0.7	0.2	19,078	18,809	1%
JAGUAR	0.1	0.1	0.0	123	153	-19.6%	0.1	0.1	0.0	1,505	1,553	-3%
SUBARU	0.8	0.6	0.2	1,901	1,413	34.5%	0.7	0.6	0.1	14,923	15,177	-2%
DAEWOO	0.8	2.4	(1.6)	1,883	5,619	-66.5%	1.6	2.2	(0.6)	35,355	54,633	-35%
LIFAN	0.8	1.0	(0.2)	1,844	2,340	-21.2%	0.9	1.0	(0.1)	19,753	24,285	-19%
GEELY	0.7	0.9	(0.2)	1,603	2,186	-26.7%	0.7	1.0	(0.3)	16,122	24,260	-34%
CHRYSLER Group	0.6	0.6	0.0	1,433	1,366	4.9%	0.6	0.5	0.1	14,172	11,947	18.6%
FIAT	0.3	0.3	0.0	677	796	-14.9%	0.3	0.3	0.0	6,791	7,127	-5%
CHRYSLER	0.0	0.0	0.0	5	6	-16.7%	0.0	0.0	0.0	107	151	-29%
JEEP	0.3	0.2	0.1	745	560	33.0%	0.3	0.2	0.1	7,167	4,481	60%
DODGE	-	0.0	-	0	4	-	0.0	0.0	0.0	26	188	-86%
ALFA ROMEO	0.0	-	-	6	-	-	0.0	-	-	81	-	-
CHERY	0.6	0.5	0.1	1,418	1,268	11.8%	0.7	0.7	0.0	15,219	17,754	-14%
VOLVO	0.6	0.6	0.0	1,272	1,300	-2.2%	0.6	0.5	0.1	13,964	13,416	4%
GREAT WALL	0.5	0.6	(0.1)	1,153	1,409	-18.2%	0.6	0.7	(0.1)	14,118	18,040	-22%
PORSCHE	0.2	0.1	0.1	471	304	54.9%	0.2	0.1	0.1	4,030	3,382	19%
BRILLIANCE	0.1	-	-	133	-	-	0.0	-	-	650	-	-
ISUZU	0.0	0.0	0.0	112	29	286.2%	0.0	0.0	0.0	578	196	195%
CHANGAN	0.0	-	-	94	-	-	0.0	-	-	996	-	-
HAIMA	0.0	0.0	0.0	89	50	78.0%	0.0	0.0	0.0	780	326	139%
BAW	0.0	0.1	(0.1)	52	126	-58.7%	0.0	0.1	(0.1)	1,016	1,472	-31%
JAC	0.0	-	-	35	-	-	0.0	-	-	384	-	-
TAGAZ	-	0.0	-	n/a	11	-	0.0	0.0	0.0	129	359	-64%
LUXGEN	0.0	-	-	0	27	-	0.0	-	-	81	27	200%
FOTON	0.0	0.0	0.0	2	0	-	0.0	0.0	0.0	63	6	950%
FAW	-	0.3	-	n/a	627	-	0.1	0.2	(0.1)	2,164	4,366	-50%
ZAZ	0.0	0.1	(0.1)	0	335	-	0.0	0.1	(0.1)	481	3,040	-84%
BYD	0.0	0.0	0.0	0	3	-	0.0	0.0	0.0	5	105	-95%
IZH	-	0.0	-	0	6	-	0.0	0.0	0.0	19	684	-97%
VORTEX	-	0.0	-	n/a	15	-	0.0	0.0	0.0	0	1,005	-100%
BOGDAN	-	0.0	-	0	64	-	0.0	0.1	(0.1)	92	1,994	-95%
<b>Total</b>	<b>100.0</b>	<b>100.0</b>		<b>229,439</b>	<b>232,059</b>	<b>-1.1%</b>	<b>100.0</b>	<b>100.0</b>		<b>2,220,751</b>	<b>2,513,240</b>	<b>-11.6%</b>

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

SOLLERS Group	3.5	2.9	0.6	8,091	6,782	19.3%	3.0	3.0	0.0	65,800	76,171	-13.6%
ISUZU	0.0	0.0	0.0	112	29	286%	0.0	0.0	0.0	578	196	195%
SSANGYONG	1.0	1.0	(0.0)	2,320	2,381	-3%	1.0	1.2	(0.2)	22,599	30,787	-27%
UAZ	2.5	1.9	0.6	5,659	4,372	29%	1.9	1.8	0.1	42,623	45,188	-6%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR NOVEMBER 2014/2013 AND JANUARY – NOVEMBER 2014/2013

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	November		
			2014	2013	YoY
1	New Rio	KIA	10,834	7,038	3796
2	Granta	Lada	10,520	12,190	(1670)
3	Solaris	Hyundai	10,134	9,672	462
4	Logan	Renault	7,152	4,036	3116
5	Duster	Renault	7,009	7,563	(554)
6	Largus	Lada	6,311	5,194	1117
7	RAV 4	Toyota	4,769	3,181	1588
8	Kalina	Lada	4,719	5,838	(1119)
9	Niva	Chevrolet	4,336	3,971	365
10	Polo	VW	4,098	6,239	(2141)
11	on-DO	Datsun	4,011	0	4011
12	Priora	Lada	3,971	3,854	117
13	4x4	Lada	3,873	5,979	(2106)
14	Outlander	Mitsubishi	3,731	3,131	600
15	X-Trail	Nissan	3,579	3,181	398
16	Almera	Nissan	3,461	2,493	968
17	Sandero	Renault	3,384	3,736	(352)
18	Sportage	KIA	3,345	3,207	138
19	ix35	Hyundai	3,335	2,260	1075
20	Qashqai	Nissan	3,123	4,397	(1274)
21	Octavia A7	Skoda	2,885	3,107	(222)
22	Tiguan	VW	2,854	1,988	866
23	Rapid	Skoda	2,777	0	2777
24	Jetta	VW	2,543	1,432	1111
25	New Cee'd	KIA	2,542	3,833	(1291)

#	MODEL	BRAND	January-November		
			2014	2013	2014
1	Granta	Lada	139,405	154,028	(14623)
2	Solaris	Hyundai	105,142	105,167	(25)
3	New Rio	KIA	84,350	82,871	1479
4	Duster	Renault	69,576	75,726	(6150)
5	Largus	Lada	60,401	51,361	9040
6	Kalina	Lada	59,403	59,370	33
7	Logan	Renault	54,073	46,757	7316
8	Polo	VW	52,523	65,916	(13393)
9	Priora	Lada	42,614	52,351	(9737)
10	Almera	Nissan	42,220	12,676	29544
11	4x4	Lada	38,415	49,409	(10994)
12	Niva	Chevrolet	36,952	47,035	(10083)
13	RAV 4	Toyota	34,114	36,317	(2203)
14	Sandero	Renault	33,269	39,842	(6573)
15	Octavia A7	Skoda	33,051	9,630	23421
16	ix35	Hyundai	31,363	29,182	2181
17	Camry	Toyota	29,941	30,112	(171)
18	Qashqai	Nissan	27,323	34,304	(6981)
19	Sportage	KIA	27,246	30,364	(3118)
20	Cruze	Chevrolet	27,241	50,106	(22865)
21	New Cee'd	KIA	27,206	31,475	(4269)
22	Corolla	Toyota	25,612	27,347	(1735)
23	Outlander	Mitsubishi	24,588	23,592	996
24	Focus	Ford	24,104	59,552	(35448)
25	X-Trail	Nissan	22,251	24,021	(1770)

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