



## Press-release

11.03.2014

### Slowing of sales decline in February

- *Sales of new passenger cars and LCVs in Russia dropped by 2% in February 2014*
- *Among the top ten bestselling models so far, ten models are locally produced*

February 2014 saw sales of new cars and light commercial vehicles in Russia dropped by 2% compared with February 2013 or by 4,187 sold units, 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:

“In February, total market performance appears on track to achieving last year’s result any time soon. Retail activity was better than normal for the season, boosted by consumer concerns about weakening Ruble and resulting price increases on imported vehicles. The corresponding pull-ahead in customer orders should show positively in March sales, but leaves question marks about the robustness of consumer demand moving into the second quarter of the year”.

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#### Attachments:

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

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## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY BRANDS FOR

### JANUARY - FEBRUARY 2014/2013 AND FEBRUARY 2014/2013

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

BRAND	January-February			February		
	2014	2013	YoY	2014	2013	YoY
Lada	54 543	66 947	-19%	30 896	36910	-16%
Renault*	29 615	30 040	-1%	16 721	15299	9%
Nissan*	28 209	22 051	28%	17 158	13126	31%
Hyundai*	24 945	24 795	1%	13 901	13489	3%
KIA	24 502	25 153	-3%	13 303	14094	-6%
Chevrolet	21 868	22 565	-3%	12 448	13023	-4%
Toyota*	20 211	15 197	33%	11 892	8337	43%
VW	19 989	22 468	-11%	11 390	12500	-9%
Mitsubishi	11 824	10 021	18%	6 817	6001	14%
Škoda	11 128	10 946	2%	6 384	6323	1%
Opel	10 891	12 385	-12%	6 610	7174	-8%
Ford*	10 556	13 415	-21%	6 306	7051	-11%
Daewoo	8 254	12 490	-34%	4 536	6797	-33%
GAZ LCV*	7 787	10 154	-23%	4 527	6046	-25%
Mazda	6 747	5 513	22%	3 899	3442	13%
Mercedes-Benz	6 230	4 957	26%	3 520	3055	15%
BMW	5 896	5 256	12%	3 356	3085	9%
UAZ*	5 104	7 075	-28%	2 903	4169	-30%
Audi	4 528	4 525	0%	2 905	2800	4%
Honda	4 413	2 824	56%	2 484	1615	54%
Peugeot*	4 197	5 241	-20%	2 354	2903	-19%
Citroën*	3 912	3 795	3%	2 192	2214	-1%
SsangYong	3 337	4 437	-25%	2 007	2584	-22%
Suzuki	3 189	3 699	-14%	1 707	2201	-22%
Chery	2 846	2 552	12%	1 709	1521	12%
Geely	2 845	2 323	22%	1 687	1506	12%
Land Rover	2 789	2 326	20%	1 867	1511	24%
Lifan	2 666	2 297	16%	1 548	1454	6%
Great Wall	2 334	2 845	-18%	1 402	1565	-10%
Subaru	2 312	2 221	4%	1 374	1357	1%
VW vans*	2 007	2 000	0%	1 058	1300	-19%

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Volvo	1 545	1 396	11%	1 143	1059	8%
Lexus	1 421	1 644	-14%	714	866	-18%
Infiniti	1 304	1 551	-16%	833	926	-10%
Jeep	1 029	396	160%	609	250	144%
FIAT*	988	680	45%	581	389	49%
Mercedes-Benz Vans*	771	473	63%	459	279	65%
FAW*	536	275	95%	234	207	13%
Porsche	300	439	-32%	174	263	-34%
Jaguar	251	192	31%	157	122	29%
BAW*	231	288	-20%	118	160	-26%
MINI	230	316	-27%	148	176	-16%
ZAZ	214	556	-62%	113	353	-68%
SEAT	184	502	-63%	112	301	-63%
Cadillac	177	224	-21%	97	136	-29%
Bogdan	70	562	-88%	14	301	-95%
Haima	41	76	-46%	21	70	-70%
smart	37	12	208%	20	9	122%
Isuzu*	33	11	200%	5	7	-29%
TagAZ*	28	43	-35%	22	10	120%
Luxgen	27	-	-	15	-	-
Chrysler	21	23	-9%	14	11	27%
Izh	15	158	-91%	5	69	-93%
Dodge	6	28	-79%	4	19	-79%
Foton*	5	6	-17%	3	2	50%
BYD	0	94	-	0	25	-
Vortex	0	282	-	0	201	-
<b>Total</b>	<b>359 138</b>	<b>372 740</b>	<b>-4%</b>	<b>206 476</b>	<b>210 663</b>	<b>-2%</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.

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## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY GROUPS FOR JANUARY - FEBRUARY 2014/2013 AND FEBRUARY 2014/2013

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

	January-February					February				
	% Share		Volume			% Share		Volume		
	2014	2013	2014	2013	YoY	2014	2013	2014	2013	YoY
AVTOVAZ-RENAULT-NISSAN	31,7	32,4	113 671	120 589	-6%	31,8	31,5	65 608	66 261	-16%
AVTOVAZ	15,2	18,0	54 543	66 947	-19%	15,0	17,5	30 896	36 910	-16%
RENAULT	8,2	8,1	29 615	30 040	-1%	8,1	7,3	16 721	15 299	9%
NISSAN	7,9	5,9	28 209	22 051	28%	8,3	6,2	17 158	13 126	31%
INFINITI	0,4	0,4	1 304	1 551	-16%	0,4	0,4	833	926	-10%
VW Group	10,5	10,8	37 836	40 441	-6%	10,6	11,0	21 849	23 224	-6%
VOLKSWAGEN cars	5,6	6,0	19 989	22 468	-11%	5,5	5,9	11 390	12 500	-9%
VOLKSWAGEN vans	0,6	0,5	2 007	2 000	0%	0,5	0,6	1 058	1 300	-19%
AUDI	1,3	1,2	4 528	4 525	0%	1,4	1,3	2 905	2 800	4%
SEAT	0,1	0,1	184	502	-63%	0,1	0,1	112	301	-63%
ŠKODA	3,1	2,9	11 128	10 946	2%	3,1	3,0	6 384	6 323	1%
GM Group	9,2	9,4	32 936	35 174	-6%	9,3	9,7	19 155	20 333	-6%
OPEL	3,0	3,3	10 891	12 385	-12%	3,2	3,4	6 610	7 174	-8%
CHEVROLET	6,1	6,1	21 868	22 565	-3%	6,0	6,2	12 448	13 023	-4%
CADILLAC	0,0	0,1	177	224	-21%	0,0	0,1	97	136	-29%
HYUNDAI	6,9	6,7	24 945	24 795	1%	6,7	6,4	13 901	13 489	3%
KIA	6,8	6,7	24 502	25 153	-3%	6,4	6,7	13 303	14 094	-6%
TOYOTA Group	6,0	4,5	21 632	16 841	28%	6,1	4,4	12 606	9 203	37%
TOYOTA	5,6	4,1	20 211	15 197	33%	5,8	4,0	11 892	8 337	43%
LEXUS	0,4	0,4	1 421	1 644	-14%	0,3	0,4	714	866	-18%
MITSUBISHI	3,3	2,7	11 824	10 021	18%	3,3	2,8	6 817	6 001	14%
FORD	2,9	3,6	10 556	13 415	-21%	3,1	3,3	6 306	7 051	-11%
DAEWOO	2,3	3,4	8 254	12 490	-34%	2,2	3,2	4 536	6 797	-33%
PSA PEUGEOT CITROËN	2,3	2,4	8 109	9 036	-10%	2,2	2,4	4 546	5 117	-11%
PEUGEOT	1,2	1,4	4 197	5 241	-20%	1,1	1,4	2 354	2 903	-19%
CITROËN	1,1	1,0	3 912	3 795	3%	1,1	1,1	2 192	2 214	-1%
GAZ LCV	2,2	2,7	7 787	10 154	-23%	2,2	2,9	4 527	6 046	-25%
MERCEDES-BENZ	2,0	1,5	7 038	5 442	29%	1,9	1,6	3 999	3 343	20%
MERCEDES-BENZ cars	1,7	1,3	6 230	4 957	26%	1,7	1,5	3 520	3 055	15%
MERCEDES-BENZ vans	0,2	0,1	771	473	63%	0,2	0,1	459	279	65%
smart	0,0	0,0	37	12	208%	0,0	0,0	20	9	122%

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MAZDA	1,9	1,5	6 747	5 513	22%	1,9	1,6	3 899	3442	13%
BMW Group	1,7	1,5	6 126	5 572	10%	1,7	1,5	3 504	3 261	7%
BMW	1,6	1,4	5 896	5 256	12%	1,6	1,5	3 356	3 085	9%
MINI	0,1	0,1	230	316	-27%	0,1	0,1	148	176	-16%
UAZ	1,4	1,9	5 104	7 075	-28%	1,4	2,0	2 903	4 169	-30%
HONDA	1,2	0,8	4 413	2 824	56%	1,2	0,8	2 484	1 615	54%
SSANGYONG	0,9	1,2	3 337	4 437	-25%	1,0	1,2	2 007	2 584	-22%
SUZUKI	0,9	1,0	3 189	3 699	-14%	0,8	1,0	1 707	2 201	-22%
JAGUAR LAND ROVER	0,8	0,7	3 040	2 518	21%	1,0	0,8	2 024	1 633	24%
LAND ROVER	0,8	0,6	2 789	2 326	20%	0,9	0,7	1 867	1 511	24%
JAGUAR	0,1	0,1	251	192	31%	0,1	0,1	157	122	29%
CHERY	0,8	0,7	2 846	2 552	12%	0,8	0,7	1 709	1 521	12%
GEELY	0,8	0,6	2 845	2 323	22%	0,8	0,7	1 687	1 506	12%
LIFAN	0,7	0,6	2 666	2 297	16%	0,7	0,7	1 548	1 454	6%
GREAT WALL	0,6	0,8	2 334	2 845	-18%	0,7	0,7	1 402	1 565	-10%
SUBARU	0,6	0,6	2 312	2 221	4%	0,7	0,6	1 374	1 357	1%
CHRYSLER Group	0,6	0,3	2 044	1 127	81%	0,6	0,3	1 208	669	81%
FIAT	0,3	0,2	988	680	45%	0,3	0,2	581	389	49%
CHRYSLER	0,0	0,0	21	23	-9%	0,0	0,0	14	11	27%
JEEP	0,3	0,1	1 029	396	160%	0,3	0,1	609	250	144%
DODGE	0,0	0,0	6	28	-79%	0,0	0,0	4	19	-79%
VOLVO	0,4	0,4	1 545	1 396	11%	0,6	0,5	1 143	1 059	8%
FAW	0,1	0,1	536	275	95%	0,1	0,1	234	207	13%
PORSCHE	0,1	0,1	300	439	-32%	0,1	0,1	174	263	-34%
BAW	0,1	0,1	231	288	-20%	0,1	0,1	118	160	-26%
ZAZ	0,1	0,1	214	556	-62%	0,1	0,2	113	353	-68%
BOGDAN	0,0	0,2	70	562	-88%	0,0	0,1	14	301	-95%
HAIMA	0,0	0,0	41	76	-46%	0,0	0,0	21	70	-70%
ISUZU	0,0	0,0	33	11	200%	0,0	0,0	5	7	-29%
TAGAZ	0,0	0,0	28	43	-35%	0,0	0,0	22	10	120%
LUXGEN	0,0	-	27	-	-	0,0	-	15	-	-
IZH	0,0	0,0	15	158	-91%	0,0	0,0	5	69	-93%
FOTON	0,0	0,0	5	6	-17%	0,0	0,0	3	2	50%
BYD	-	0,0	0	94	-	-	0,0	0	25	-
VORTEX	-	0,1	0	282	-	-	0,1	0	201	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>	<b>359 138</b>	<b>372 740</b>	<b>-4%</b>	<b>100,0</b>	<b>100,0</b>	<b>206 476</b>	<b>210 663</b>	<b>-2%</b>

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

SOLLERS Group	2,4	3,1	8474	11523	-26%	2,4	3,2	4915	6760	-27%
ISUZU	0,0	0,0	33	11	200%	0,0	0,0	5	7	-29%
SSANGYONG	0,9	1,2	3 337	4 437	-25%	1,0	1,2	2 007	2584	-22%
UAZ	1,4	1,9	5 104	7 075	-28%	1,4	2,0	2 903	4169	-30%

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

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

#	MODEL	BRAND	January-February				February			
			2014	2013	YoY units	YoY %	2014	2013	YoY units	YoY %
1	Granta	Lada	19535	22796	(3 261)	-14%	11280	12207	(927)	-8%
2	Solaris	Hyundai	15607	15778	(171)	-1%	8660	8425	235	3%
3	Duster	Renault	13131	11338	1793	16%	7541	5964	1 577	26%
4	New Rio	KIA	11198	11512	(314)	-3%	5874	6768	(894)	-13%
5	Kalina	Lada	10450	13167	(2 717)	-21%	6186	7151	(965)	-13%
6	Polo	VW	8941	9687	(746)	-8%	5105	5056	49	1%
7	Largus	Lada	8584	6470	2114	33%	4792	3594	1 198	33%
8	Almera	Nissan	7474	0	7474	-	4481	0	4 481	-
9	Priora	Lada	7414	10183	(2 769)	-27%	4090	6509	(2 419)	-37%
10	Logan	Renault	6792	7401	(609)	-8%	3788	3723	65	2%
11	Sandero	Renault	6386	6709	(323)	-5%	3591	3220	371	12%
12	Cruze	Chevrolet	6271	6202	69	1%	3542	3735	(193)	-5%
13	Niva	Chevrolet	6247	7611	(1 364)	-18%	3625	4274	(649)	-15%
14	X-Trail	Nissan	5916	4207	1709	41%	3229	2226	1 003	45%
15	Octavia A7	Skoda	5467	0	5467	-	3028	0	3 028	-
16	4x4	Lada	5462	6995	(1 533)	-22%	3148	3553	(405)	-11%
17	Focus	Ford	5443	9295	(3 852)	-41%	3416	4911	(1 495)	-30%
18	Sportage	KIA	5273	4663	610	13%	3388	2211	1 177	53%
19	Astra	Opel	5196	5672	(476)	-8%	3071	3230	(159)	-5%
20	ix35	Hyundai	5078	4609	469	10%	2733	2455	278	11%
21	Qashqai	Nissan	5012	6089	(1 077)	-18%	2860	3704	(844)	-23%
22	RAV 4	Toyota	4817	2128	2689	126%	2537	1030	1 507	146%
23	Gentra	Daewoo	4569	0	4569	-	2450	0	2 450	-
24	Corolla	Toyota	4508	2856	1652	58%	2613	1614	999	62%
25	Camry	Toyota	4399	4478	(79)	-2%	2870	2635	235	9%

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