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Moscow

**PRESS RELEASE**

*General sales trend remains weak*

- *Sales of new passenger cars and LCVs in Russia dropped by 8% in October 2013*
- *Among the top ten bestselling models so far, ten are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **October 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 8% in comparison to the same period in 2012. This October **234.481** units were sold; this is 19.539 units less than in October, 2012.

From January to October, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 7% in comparison to the same period in 2012.

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

“General sales trend remains weak on a rather consistent level – neither do we see signs for improvement, nor for further deterioration. As we are approaching the year end, it becomes clearer that the long-awaited market stabilization is unlikely to happen before the end of 2013”.

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**Attachments:**

1. New car/LCV sales in Russia by brands for January-October 2013/2012 and October 2013/2012
2. New car/LCV sales in Russia by groups for January-October 2013/2012 and October 2013/2012
3. 25 best sold models of cars in Russia for October 2013 and October 2012

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## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY BRANDS FOR JANUARY-OCTOBER 2013/2012 AND OCTOBER 2013/2012

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

BRANDS	January - October 2013	January - October 2012	%	October 2013	October 2012	%
Lada	380852	449164	-15%	37484	50022	-25%
Renault*	173494	155433	12%	18413	16903	9%
KIA	164595	157519	4%	17609	16842	5%
Hyundai*	151443	146739	3%	15834	14650	8%
Chevrolet*	142318	172718	-18%	14576	18724	-22%
VW	129847	137243	-5%	12625	14263	-11%
Toyota*	127977	129574	-1%	12831	11787	9%
Nissan*	114193	131331	-13%	12228	12401	-1%
Ford*	85430	105517	-19%	7956	9640	-17%
Škoda	71553	80060	-11%	7055	8252	-15%
GAZ LCV*	68367	72576	-6%	7494	8297	-10%
Opel	66626	67562	-1%	6581	6557	0%
Mitsubishi	63269	59871	6%	7029	7018	0%
Daewoo	49014	73589	-33%	5921	7104	-17%
UAZ*	40816	48146	-15%	3921	5403	-27%
Mercedes-Benz	36200	30246	20%	4157	3621	15%
Mazda	35153	38831	-9%	3691	3022	22%
BMW	33744	29990	13%	4052	3893	4%
Audi	30097	28388	6%	3115	2946	6%
Peugeot*	28639	37823	-24%	2718	3663	-26%
SsangYong	28406	25591	11%	2668	2654	1%
Citroën*	24131	28051	-14%	2400	2623	-9%
Suzuki	23773	27951	-15%	1990	2418	-18%
Geely	22074	13757	60%	2513	1858	35%
Lifan	21945	16887	30%	2622	1926	36%
Honda	20539	17713	16%	1929	2047	-6%
Land Rover	16746	15735	6%	1972	1406	40%
Great Wall	16631	10849	53%	1677	1323	27%
Chery	16486	16191	2%	1618	1724	-6%
Subaru	13764	11686	18%	1360	1149	18%
Lexus	12969	13016	0%	1347	1605	-16%
VW vans*	12882	13374	-4%	1310	1270	3%
Volvo	12116	16621	-27%	1222	1101	11%
Infiniti	7067	7655	-8%	624	705	-11%
FIAT	6331	6984	-9%	706	721	-2%
Jeep	3921	3924	0%	483	469	3%
Mercedes-Benz vans*	3911	3148	24%	489	398	23%
FAW*	3739	345	984%	513	160	221%

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SEAT	3094	1920	61%	155	158	-2%
Porsche	3078	3028	2%	352	342	3%
ZAZ	2705	9127	-70%	339	615	-45%
MINI	2256	2257	0%	203	270	-25%
Bogdan	1930	6688	-71%	127	309	-59%
Jaguar	1400	1248	12%	153	80	91%
BAW*	1346	1577	-15%	80	185	-57%
Cadillac	1258	1765	-29%	134	117	15%
Vortex	990	5317	-81%	62	568	-89%
Izh	678	2223	-70%	31	281	-89%
TagAZ*	348	1268	-73%	9	153	-94%
Haima <sup>3</sup>	276	557	-50%	39	5	680%
Dodge	184	174	6%	10	21	-52%
Isuzu*	167	146	14%	36	3	1100%
smart	160	20	700%	14	5	180%
Chrysler	145	157	-8%	4	20	-80%
BYD	102	2282	-96%	0	32	-
Foton*	6	114	-95%	0	1	-
VIS <sup>2</sup>	-	2967	-	-	290	-
<b>Total</b>	<b>2281181</b>	<b>2444633</b>	<b>-7%</b>	<b>234481</b>	<b>254020</b>	<b>-8%</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.

2. Since January 2013 the sales of LADA include comprise the cars produced at VIS-AVTO.

3. Since July 2013, Haima Automobile Rus LLC operates sales and after-sales service of Haima brand vehicles in Russia.

## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY GROUPS FOR JANUARY-OCTOBER 2013/2012 AND OCTOBER 2013/2012

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

	January-October					October				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
<b>ALL BRANDS</b>			<b>2281181</b>	<b>2444633</b>	<b>-7%</b>			<b>234481</b>	<b>254020</b>	<b>-8%</b>
<b>AVTOVAZ - RENAULT - NISSAN</b>	<b>29,6</b>	<b>30,4</b>	<b>675606</b>	<b>743583</b>	<b>-9%</b>	<b>29,3</b>	<b>31,5</b>	<b>68749</b>	<b>80031</b>	<b>-25%</b>
AVTOVAZ	16,7	18,4	380852	449164	-15%	16,0	19,7	37484	50022	-25%
RENAULT	7,6	6,4	173494	155433	12%	7,9	6,7	18413	16903	9%
NISSAN	5,0	5,4	114193	131331	-13%	5,2	4,9	12228	12401	-1%
INFINITI	0,3	0,3	7067	7655	-8%	0,3	0,3	624	705	-11%
<b>VW Group</b>	<b>10,8</b>	<b>10,7</b>	<b>247473</b>	<b>260985</b>	<b>-5%</b>	<b>10,3</b>	<b>10,6</b>	<b>24260</b>	<b>26889</b>	<b>-10%</b>
VOLKSWAGEN cars	5,7	5,6	129847	137243	-5%	5,4	5,6	12625	14263	-11%
VOLKSWAGEN vans	0,6	0,5	12882	13374	-4%	0,6	0,5	1310	1270	3%
AUDI	1,3	1,2	30097	28388	6%	1,3	1,2	3115	2946	6%
SEAT	0,1	0,1	3094	1920	61%	0,1	0,1	155	158	-2%
ŠKODA	3,1	3,3	71553	80060	-11%	3,0	3,2	7055	8252	-15%
<b>GM Group</b>	<b>9,2</b>	<b>9,9</b>	<b>210202</b>	<b>242045</b>	<b>-13%</b>	<b>9,1</b>	<b>10,0</b>	<b>21291</b>	<b>25398</b>	<b>-16%</b>
OPEL	2,9	2,8	66626	67562	-1%	2,8	2,6	6581	6557	0%
CHEVROLET	6,2	7,1	142318	172718	-18%	6,2	7,4	14576	18724	-22%
CADILLAC	0,1	0,1	1258	1765	-29%	0,1	0,0	134	117	15%

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<b>KIA</b>	7,2	6,4	164595	157519	4%	7,5	6,6	17609	16842	5%
<b>HYUNDAI</b>	6,6	6,0	151443	146739	3%	6,8	5,8	15834	14650	8%
<b>TOYOTA Group</b>	6,2	5,8	140946	142590	-1%	6,0	5,3	14178	13392	6%
TOYOTA	5,6	5,3	127977	129574	-1%	5,5	4,6	12831	11787	9%
LEXUS	0,6	0,5	12969	13016	0%	0,6	0,6	1347	1605	-16%
<b>FORD</b>	3,7	4,3	85430	105517	-19%	3,4	3,8	7956	9640	-17%
<b>GAZ LCV</b>	3,0	3,0	68367	72576	-6%	3,2	3,3	7494	8297	-10%
<b>MITSUBISHI</b>	2,8	2,4	63269	59871	6%	3,0	2,8	7029	7018	0%
<b>PSA PEUGEOT CITROEN</b>	2,3	2,7	52770	65874	-20%	2,2	2,5	5118	6286	-19%
PEUGEOT	1,3	1,5	28639	37823	-24%	1,2	1,4	2718	3663	-26%
CITROËN	1,1	1,1	24131	28051	-14%	1,0	1,0	2400	2623	-9%
<b>DAEWOO</b>	2,1	3,0	49014	73589	-33%	2,5	2,8	5921	7104	-17%
<b>UAZ</b>	1,8	2,0	40816	48146	-15%	1,7	2,1	3921	5403	-27%
<b>MERCEDES-BENZ</b>	1,8	1,4	40271	33414	21%	2,0	1,6	4660	4024	16%
MERCEDES-BENZ cars	1,6	1,2	36200	30246	20%	1,8	1,4	4157	3621	15%
MERCEDES-BENZ vans	0,2	0,1	3911	3148	24%	0,2	0,2	489	398	23%
smart	0,0	0,0	160	20	700%	0,0	0,0	14	5	180%
<b>BMW Group</b>	1,6	1,3	36000	32247	12%	1,8	1,6	4255	4163	2%
BMW	1,5	1,2	33744	29990	13%	1,7	1,5	4052	3893	4%
MINI	0,1	0,1	2256	2257	0%	0,1	0,1	203	270	-25%
<b>MAZDA</b>	1,5	1,6	35153	38831	-9%	1,6	1,2	3691	3022	22%
<b>SSANGYONG</b>	1,2	1,0	28406	25591	11%	1,1	1,0	2668	2654	1%
<b>SUZUKI</b>	1,0	1,1	23773	27951	-15%	0,8	1,0	1990	2418	-18%
<b>GEELY</b>	1,0	0,6	22074	13757	60%	1,1	0,7	2513	1858	35%
<b>LIFAN</b>	1,0	0,7	21945	16887	30%	1,1	0,8	2622	1926	36%
<b>HONDA</b>	0,9	0,7	20539	17713	16%	0,8	0,8	1929	2047	-6%
<b>JAGUAR LAND ROVER</b>	0,8	0,7	18146	16983	7%	0,9	0,6	2125	1486	43%
LAND ROVER	0,7	0,6	16746	15735	6%	0,8	0,6	1972	1406	40%
JAGUAR	0,1	0,1	1400	1248	12%	0,1	0,0	153	80	91%
<b>GREAT WALL</b>	0,7	0,4	16631	10849	53%	0,7	0,5	1677	1323	27%
<b>CHERY</b>	0,7	0,7	16486	16191	2%	0,7	0,7	1618	1724	-6%
<b>SUBARU</b>	0,6	0,5	13764	11686	18%	0,6	0,5	1360	1149	18%
<b>VOLVO</b>	0,5	0,7	12116	16621	-27%	0,5	0,4	1222	1101	11%
<b>CHRYSLER Group</b>	0,5	0,5	10581	11239	-6%	0,5	0,5	1203	1231	-2%
FIAT	0,3	0,3	6331	6984	-9%	0,3	0,3	706	721	-2%
CHRYSLER	0,0	0,0	145	157	-8%	0,0	0,0	4	20	-80%
JEEP	0,2	0,2	3921	3924	0%	0,2	0,2	483	469	3%
DODGE	0,0	0,0	184	174	6%	0,0	0,0	10	21	-52%
<b>FAW</b>	0,2	0,0	3739	345	984%	0,2	0,1	513	160	221%
<b>PORSCHE</b>	0,1	0,1	3078	3028	2%	0,2	0,1	352	342	3%
<b>ZAZ</b>	0,1	0,4	2705	9127	-70%	0,1	0,2	339	615	-45%
<b>BOGDAN</b>	0,1	0,3	1930	6688	-71%	0,1	0,1	127	309	-59%
<b>BAW</b>	0,1	0,1	1346	1577	-15%	0,0	0,1	80	185	-57%
<b>VORTEX</b>	0,0	0,2	990	5317	-81%	0,0	0,2	62	568	-89%
<b>IZH</b>	0,0	0,1	678	2223	-70%	0,0	0,1	31	281	-89%
<b>TAGAZ</b>	0,0	0,1	348	1268	-73%	0,0	0,1	9	153	-94%
<b>HAIMA</b>	0,0	0,0	276	557	-50%	0,0	0,0	39	5	680%
<b>ISUZU</b>	0,0	0,0	167	146	14%	0,0	0,0	36	3	1100%

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<b>BYD</b>	<b>0,0</b>	<b>0,1</b>	<b>102</b>	<b>2282</b>	<b>-96%</b>	<b>-</b>	<b>0,0</b>	<b>0</b>	<b>32</b>	<b>-</b>
<b>FOTON</b>	<b>0,0</b>	<b>0,0</b>	<b>6</b>	<b>114</b>	<b>-95%</b>	<b>-</b>	<b>0,0</b>	<b>0</b>	<b>1</b>	<b>-</b>
<b>VIS</b>	<b>-</b>	<b>0,1</b>	<b>-</b>	<b>2967</b>	<b>-</b>	<b>-</b>	<b>0,1</b>	<b>-</b>	<b>290</b>	<b>-</b>

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

<b>SOLLERS Group</b>	<b>3,0</b>	<b>3,0</b>	<b>69389</b>	<b>73883</b>	<b>-6%</b>	<b>2,8</b>	<b>3,2</b>	<b>6625</b>	<b>8060</b>	<b>-18%</b>
ISUZU	<b>0,0</b>	<b>0,0</b>	167	146	14%	<b>0,0</b>	<b>0,0</b>	36	3	1100%
SSANGYONG	<b>1,2</b>	<b>1,0</b>	28406	25591	11%	<b>1,1</b>	<b>1,0</b>	2668	2654	1%
UAZ	<b>1,8</b>	<b>2,0</b>	40816	48146	-15%	<b>1,7</b>	<b>2,1</b>	3921	5403	-27%

## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-OCTOBER 2013/2012 AND OCTOBER 2013/2012

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

#	MODEL	BRAND	January - October 2013	January - October 2012	%	October 2013	October 2012	%
1	Granta	Lada	141834	95162	49%	13357	14197	-6%
2	Solaris	Hyundai	95495	94308	1%	9738	9878	-1%
3	New Rio	KIA	75833	72373	5%	8155	8020	2%
4	Duster	Renault	68163	33930	101%	7737	6680	16%
5	Polo	VW	59677	58314	2%	6309	6156	2%
6	Focus	Ford	54713	75063	-27%	4307	6731	-36%
7	Kalina	Lada	53532	107069	-50%	4460	10556	-58%
8	Priora	Lada	48501	105362	-54%	3895	10843	-64%
9	Cruze	Chevrolet	46468	52312	-11%	3808	5864	-35%
10	Largus	Lada	46167	9690	376%	5765	2673	116%
11	4x4	Lada	43430	45870	-5%	5330	5374	-1%
12	Niva	Chevrolet	43064	49214	-12%	4490	5183	-13%
13	Logan	Renault	42721	51377	-17%	4380	3557	23%
14	Sandero	Renault	36106	40292	-10%	3616	3645	-1%
15	Samara	Lada	35143	55333	-36%	3661	4324	-15%
16	Astra	Opel	33995	44994	-24%	3838	3900	-2%
17	RAV 4	Toyota	33136	22582	47%	3155	1950	62%
18	Octavia A5	Skoda	32025	42186	-24%	1115	4527	-75%
19	Qashqai	Nissan	29907	31456	-5%	3163	2363	34%
20	Camry	Toyota	28026	28708	-2%	1935	2956	-35%
21	New Cee'd	KIA	27642	6736	310%	3157	1524	107%
22	Sportage	KIA	27157	26663	2%	2693	2829	-5%
23	ix35	Hyundai	26922	22197	21%	2668	2147	24%
24	Nexia	Daewoo	25194	45431	-45%	2184	4707	-54%
25	Corolla	Toyota	24355	29054	-16%	3535	2434	45%

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