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Press-release

06 November 2020

New cars sales increase is 7% in October 2020

In **October 2020**, sales of new cars and light commercial vehicles in Russia increased by **7%** compared to **October 2019** or by 10 030 sold units, and amounted to **154 164** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“Like every year, strong October sales performance starts the Year-end race. With 7% increase of new vehicle sales versus October 2019, the first month of Quarter VI shows highest monthly growth in 2020 so far. This strong result is mainly triggered by the success of the big market players with the domestic production that assures more flexibility in deliveries. With -12,1% YoY, the annual gap versus the last year is getting smaller, expecting two strong months coming. It seems realistic, that the updated AEB AMC year-end sales forecast of 1 522 k passenger vehicles and LCVs will be met.”

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Attachments:

1. New car/LCV sales in Russia by brands for October 2020/2019 and January-October 2020/2019
2. New car/LCV sales in Russia by groups for October 2020/2019 and January-October 2020/2019
3. 25 best sold models of cars in Russia for October 2020/2019 and January-October 2020/2019

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR OCTOBER 2020/2019 AND JANUARY-OCTOBER 2020/2019

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	October			January-October		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	37 019	30 237	22%	264 680	295 437	-10%
KIA	21 217	20 141	5%	160 694	188 282	-15%
Hyundai	15 431	15 827	-3%	129 444	147 814	-12%
Renault	14 356	13 670	5%	102 410	116 149	-12%
Škoda	10 101	8 903	13%	75 264	70 386	7%
VW	9 770	9 253	6%	80 640	85 439	-6%
Toyota	8 052	7 887	2%	74 221	82 281	-10%
Nissan	5 873	2 832	107%	46 408	51 506	-10%
GAZ LCV*	5 032	6 530	-23%	36 779	48 952	-25%
UAZ*	3 666	3 924	-7%	25 284	30 255	-16%
Mitsubishi	3 008	3 528	-15%	22 626	32 368	-30%
Mazda	2 265	2 532	-11%	20 425	24 348	-16%
Geely	2 016	919	119%	11 757	7 260	62%
Lexus	1 806	1 927	-6%	15 954	17 537	-9%
Ford LCV*	1 647	1 050	57%	10 463	9 725	8%
Haval	1 604	1 514	6%	13 251	8 538	55%
Chery	1 490	676	120%	7 855	4 920	60%
Audi	1 371	1 503	-9%	11 502	12 849	-10%
Volvo	925	844	10%	5 869	6 740	-13%
Datsun	904	1 751	-48%	12 995	18 265	-29%
Suzuki	832	869	-4%	6 228	5 603	11%
Changan	780	407	92%	5 589	1 713	226%
Land Rover	712	853	-17%	4 876	6 845	-29%
Subaru	670	701	-4%	4 794	5 952	-19%
VW NFZ*	524	743	-29%	4 179	6 150	-32%
Porsche	420	579	-27%	4 721	4 779	-1%
Peugeot*	372	405	-8%	3 371	3 756	-10%
FAW	337	161	109%	2 205	1 121	97%
Citroën*	336	283	19%	2 554	2 548	0%
Infiniti	182	217	-16%	1 472	3 014	-51%
Lifan	169	221	-24%	1 173	3 693	-68%
FIAT*	169	118	43%	1 083	987	10%
Cadillac	155	78	99%	1 178	747	58%
Jeep	144	130	11%	1 375	1 503	-9%
Honda	126	133	-5%	1 304	1 472	-11%

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Isuzu*	115	88	31%	805	685	18%
Opel	97	-	-	402	-	-
Jaguar	93	148	-37%	767	1 459	-47%
DFM	89	107	-17%	803	1 273	-37%
Genesis	77	179	-57%	1 084	1 742	-38%
Chevrolet	68	2 001	-97%	460	18 271	-97%
Brilliance	41	37	11%	177	209	-15%
Iveco*	36	32	13%	287	327	-12%
Hyundai LCV*	27	14	93%	174	275	-37%
Foton*	26	9	189%	91	169	-46%
Avtovaz (Niva)	11	0	-	8 822	0	-
Chrysler	3	5	-40%	25	41	-39%
Ford	0	107	-	93	17 401	-99%
Zotye	0	58	-	158	1 271	-88%
HTM	-	3	-	-	43	-
SsangYong	-	0	-	-	4	-
Total	154 164	144 134	7,0%	1 188 771	1 352 104	-12,1%

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.

1. Due to inclusion of JM-AvtoVAZ JV into the AVTOVAZ group in December 2019, the Niva car is accounted for in the sales of the AVTOVAZ-Renault-Nissan-Mitsubishi group under the AVTOVAZ brand.

2. Sales of Opel cars started in Russia on 16 December 2019 through official dealerships.

3. Sales of HTM brand were stopped in December 2019.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR OCTOBER 2020/2019 AND JANUARY- OCTOBER 2020/2019

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	October						January-October					
	% Share			Volume			% Share			Volume		
	2020	2019	YOY	2020	2019	%	2020	2019	YOY	2020	2019	%
AVTOVAZ- RENAULT- NISSAN- MITSUBISHI	39,8	36,2	3,6	61 356	52 235	17,5%	38,6	38,2	0,4	459 416	516 739	-11,1%
AVTOVAZ (LADA)	24,0	21,0	3,0	37 019	30 237	22,4%	22,3	21,9	0,4	264 680	295 437	-10,4%
AVTOVAZ (NIVA)	0,0	-	-	11	0	-	0,7	-	-	8 822	0	-
RENAULT	9,3	9,5	-0,2	14 356	13 670	5,0%	8,6	8,6	0,0	102 410	116 149	-11,8%
NISSAN	3,8	2,0	1,8	5 873	2 832	107,4%	3,9	3,8	0,1	46 408	51 506	-9,9%
INFINITI	0,1	0,2	-0,1	182	217	-16,1%	0,1	0,2	-0,1	1 472	3 014	-51,2%
DATSUN	0,6	1,2	-0,6	904	1 751	-48,4%	1,1	1,4	-0,3	12 995	18 265	-28,9%
MITSUBISHI	2,0	2,4	-0,4	3 008	3 528	-14,7%	1,9	2,4	-0,5	22 626	32 368	-30,1%
VW Group	14,1	14,2	-0,1	21 766	20 402	6,7%	14,4	12,9	1,5	171 585	174 824	-1,9%
VOLKSWAGEN cars	6,3	6,4	-0,1	9 770	9 253	5,6%	6,8	6,3	0,5	80 640	85 439	-5,6%
VOLKSWAGEN vans	0,3	0,5	-0,2	524	743	-29,5%	0,4	0,5	-0,1	4 179	6 150	-32,0%
AUDI	0,9	1,0	-0,1	1 371	1 503	-8,8%	1,0	1,0	0,0	11 502	12 849	-10,5%
ŠKODA	6,6	6,2	0,4	10 101	8 903	13,5%	6,3	5,2	1,1	75 264	70 386	6,9%
KIA	13,8	14,0	-0,2	21 217	20 141	5,3%	13,5	13,9	-0,4	160 694	188 282	-14,7%
HYUNDAI Group	10,1	11,1	-1,0	15 508	16 006	-3,1%	11,0	11,1	-0,1	130 528	149 556	-12,7%
HYUNDAI	10,0	11,0	-1,0	15 431	15 827	-2,5%	10,9	10,9	0,0	129 444	147 814	-12,4%
GENESIS	0,0	0,1	-0,1	77	179	-57,0%	0,1	0,1	0,0	1 084	1 742	-37,8%
TOYOTA Group	6,4	6,8	-0,4	9 858	9 814	0,4%	7,6	7,4	0,2	90 175	99 818	-9,7%
TOYOTA	5,2	5,5	-0,3	8 052	7 887	2,1%	6,2	6,1	0,1	74 221	82 281	-9,8%
LEXUS	1,2	1,3	-0,1	1 806	1 927	-6,3%	1,3	1,3	0,0	15 954	17 537	-9,0%
GAZ LCV	3,3	4,5	-1,2	5 032	6 530	-22,9%	3,1	3,6	-0,5	36 779	48 952	-24,9%
UAZ	2,4	2,7	-0,3	3 666	3 924	-6,6%	2,1	2,2	-0,1	25 284	30 255	-16,4%
MAZDA	1,5	1,8	-0,3	2 265	2 532	-10,5%	1,7	1,8	-0,1	20 425	24 348	-16,1%
GEELY	1,3	0,6	0,7	2 016	919	119,4%	1,0	0,5	0,5	11 757	7 260	61,9%
FORD LCV	1,1	0,7	0,4	1 647	1 050	56,9%	0,9	0,7	0,2	10 463	9 725	7,6%
HAVAL	1,0	1,1	-0,1	1 604	1 514	5,9%	1,1	0,6	0,5	13 251	8 538	55,2%
CHERY	1,0	0,5	0,5	1 490	676	120,4%	0,7	0,4	0,3	7 855	4 920	59,7%
VOLVO	0,6	0,6	0,0	925	844	9,6%	0,5	0,5	0,0	5 869	6 740	-12,9%
SUZUKI	0,5	0,6	-0,1	832	869	-4,3%	0,5	0,4	0,1	6 228	5 603	11,2%
JAGUAR LAND ROVER	0,5	0,7	-0,2	805	1 001	-19,6%	0,5	0,6	-0,1	5 643	8 304	-32,0%
LAND ROVER	0,5	0,6	-0,1	712	853	-16,5%	0,4	0,5	-0,1	4 876	6 845	-28,8%
JAGUAR	0,1	0,1	0,0	93	148	-37,2%	0,1	0,1	0,0	767	1 459	-47,4%
PSA PEUGEOT CITROËN OPEL	0,5	0,5	0,0	805	688	17,0%	0,5	0,5	0,0	6 327	6 304	0,4%

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PEUGEOT	0,2	0,3	-0,1	372	405	-8,1%	0,3	0,3	0,0	3 371	3 756	-10,3%
CITROËN	0,2	0,2	0,0	336	283	18,7%	0,2	0,2	0,0	2 554	2 548	0,2%
OPEL	0,1	-	-	97	-	-	0,0	-	-	402	0	-
CHANGAN	0,5	0,3	0,2	780	407	91,6%	0,5	0,1	0,4	5 589	1 713	226,3%
SUBARU	0,4	0,5	-0,1	670	701	-4,4%	0,4	0,4	0,0	4 794	5 952	-19,5%
PORSCHE	0,3	0,4	-0,1	420	579	-27,5%	0,4	0,4	0,0	4 721	4 779	-1,2%
FAW	0,2	0,1	0,1	337	161	109,3%	0,2	0,1	0,1	2 205	1 121	96,7%
FCA RUSSIA	0,2	0,2	0,0	316	253	24,9%	0,2	0,2	0,0	2 483	2 531	-1,9%
FIAT	0,1	0,1	0,0	169	118	43,2%	0,1	0,1	0,0	1 083	987	9,7%
CHRYSLER	0,0	0,0	0,0	3	5	-40,0%	0,0	0,0	0,0	25	41	-39,0%
JEEP	0,1	0,1	0,0	144	130	10,8%	0,1	0,1	0,0	1 375	1 503	-8,5%
GM Group	0,1	1,4	-1,3	223	2 079	-89,3%	0,1	1,4	-1,3	1 638	19 018	-91,4%
CHEVROLET	0,0	1,4	-1,4	68	2 001	-96,6%	0,0	1,4	-1,4	460	18 271	-97,5%
CADILLAC	0,1	0,1	0,0	155	78	98,7%	0,1	0,1	0,0	1 178	747	57,7%
LIFAN	0,1	0,2	-0,1	169	221	-23,5%	0,1	0,3	-0,2	1 173	3 693	-68,2%
HONDA	0,1	0,1	0,0	126	133	-5,3%	0,1	0,1	0,0	1 304	1 472	-11,4%
ISUZU	0,1	0,1	0,0	115	88	30,7%	0,1	0,1	0,0	805	685	17,5%
DFM	0,1	0,1	0,0	89	107	-16,8%	0,1	0,1	0,0	803	1 273	-36,9%
BRILLIANCE	0,0	0,0	0,0	41	37	10,8%	0,0	0,0	0,0	177	209	-15,3%
IVECO	0,0	0,0	0,0	36	32	12,5%	0,0	0,0	0,0	287	327	-12,2%
HYUNDAI LCV	0,0	0,0	0,0	27	14	92,9%	0,0	0,0	0,0	174	275	-36,7%
FOTON	0,0	0,0	0,0	26	9	188,9%	0,0	0,0	0,0	91	169	-46,2%
FORD	0,0	0,1	-0,1	0	107	-	0,0	1,3	-1,3	93	17 401	-99,5%
ZOTYE	0,0	0,0	0,0	0	58	-	0,0	0,1	-0,1	158	1 271	-87,6%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
HTM	-	0,0	-	-	3	-	-	0,0	-	-	43	-
Total	100,0	100,0		154 164	144 134	7,0%	100,0	100,0		1 188 771	1 352 104	-12,1%

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

SOLLERS Group	3,4	3,5	-0,1	5 313	4 974	6,8%	3,0	3,0	0,0	35 747	39 984	-10,6%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
Ford LCV	1,1	0,7	0,4	1 647	1 050	56,9%	0,9	0,7	0,2	10 463	9 725	7,6%
UAZ	2,4	2,7	-0,3	3 666	3 924	-6,6%	2,1	2,2	-0,1	25 284	30 255	-16,4%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR OCTOBER 2020/2019 AND JANUARY – OCTOBER 2020/2019

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	October		
			2020	2019	YoY
1	Granta	Lada	12 756	11 712	1 044
2	Vesta	Lada	11 853	8 296	3 557
3	Rio	KIA	9 251	8 724	527
4	Creta	Hyundai	6 688	6 806	-118
5	Polo	VW	5 642	4 702	940
6	Solaris	Hyundai	5 271	4 545	726
7	Logan	Renault	3 926	3 298	628
8	Largus VP	Lada	3 743	3 691	52
9	RAV 4	Toyota	3 676	1 721	1 955
10	Rapid PA II	Škoda	3 320	0	-
11	4x4	Lada	3 299	2 861	438
12	Duster	Renault	3 264	3 431	-167
13	Tiguan	VW	3 245	3 704	-459
14	Sandero	Renault	2 969	2 887	82
15	Sportage	KIA	2 646	2 101	545
16	Tucson	Hyundai	2 564	2 204	360
17	X-Trail	Nissan	2 549	886	1 663
18	Outlander	Mitsubishi	2 518	2 381	137
19	Camry	Toyota	2 435	2 685	-250
20	Kodiaq	Škoda	2 378	2 364	14
21	Kaptur	Renault	2 352	1 858	494
22	Niva	Lada	2 350	-	-
23	Karoq	Škoda	2 264	-	-
24	Octavia A7	Škoda	2 092	3 404	-1 312
25	K5	KIA	2 073	-	-

#	MODEL	BRAND	January-October		
			2020	2019	YoY
1	Granta	Lada	97 166	108 686	-11 520
2	Vesta	Lada	84 317	91 798	-7 481
3	Rio	KIA	67 940	78 073	-10 133
4	Creta	Hyundai	58 786	58 775	11
5	Polo	VW	47 276	47 115	161
6	Solaris	Hyundai	38 142	49 829	-11 687
7	RAV 4	Toyota	29 724	22 991	6 733
8	Largus VP	Lada	29 213	35 354	-6 141
9	Tiguan	VW	26 989	29 145	-2 156
10	Logan	Renault	25 586	28 479	-2 893
11	Duster	Renault	24 476	31 080	-6 604
12	Sportage	KIA	23 051	28 169	-5 118
13	4x4	Lada	22 690	26 325	-3 635
14	Camry	Toyota	22 386	27 731	-5 345
15	Sandero	Renault	21 393	24 989	-3 596
16	Octavia A7	Škoda	20 234	20 717	-483
17	Rapid PA II	Škoda	18 573	0	-
18	Qashqai	Nissan	18 319	19 291	-972
19	X-Trail	Nissan	16 700	16 420	280
20	Kaptur	Renault	16 629	22 003	-5 374
21	Tucson	Hyundai	16 275	18 617	-2 342
22	XRAY	Lada	15 579	24 113	-8 534
23	CX-5	Mazda	15 434	17 804	-2 370
24	Kodiaq	Škoda	14 961	19 881	-4 920
25	Outlander	Mitsubishi	13 893	19 495	-5 602

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.

For a correct year-on-year comparison, sales data for the BMW, MINI, Mercedes-Benz, smart, Mercedes-Benz Vans brands in 2019 is not shown in this press-release.

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