



Press-release

12 November 2014

October sales' result is a step forward compared to the very weak results in recent months.

- Sales of new passenger cars and LCVs in Russia dropped by **9,9%** in **October 2014**
- Among the top ten bestselling models so far, ten models are locally produced

In **October 2014**, sales of new cars and light commercial vehicles in Russia dropped by **9,9%** compared with **October 2013** or by 23,116 sold units, and amounted to only **211, 365** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **January - October 2014** new car and LCV sales declined by **12,7%** or 289,869 items in comparison to the same period of the previous year. This year **1,991,312** cars have been sold.

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

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

"Market performance in October was anything but great, however a step forward compared to the very weak results in recent months. The reason behind the relative improvement is the combined effect of the scrappage incentive supporting the sales of domestic models, and the sharp decline of the Ruble raising the short-term demand for imported models. The stimulating impact of these two factors will be only temporary, but for now appears to be carrying sufficient momentum for deliver a further improvement in the market sales statistics for November".

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR OCTOBER 2014/2013 AND JANUARY – OCTOBER 2014/2013¹

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		
	2014 units	2013 units	YoY	2014 units	2013 units	YoY
Lada	37,788	37,484	1%	321,590	380,852	-16%
KIA	17,392	17,609	-1%	154,813	164,595	-6%
Renault*	16,664	18,413	-9%	156,098	173,494	-10%
Hyundai*	15,393	15,834	-3%	148,242	151,443	-2%
Toyota*	12,877	12,831	0%	128,466	127,977	0%
Nissan*	11,924	12,228	-2%	126,313	114,193	11%
VW	9,322	12,625	-26%	103,119	129,847	-21%
Chevrolet	9,181	14,576	-37%	99,142	142,318	-30%
Škoda	7,440	7,055	5%	70,619	71,553	-1%
Mitsubishi	7,124	7,029	1%	59,586	63,269	-6%
GAZ LCV*	6,563	7,494	-12%	54,743	68,367	-20%
UAZ*	6,843	3,921	75%	36,964	40,816	-9%
Ford*	5,288	7,956	-34%	50,226	85,430	-41%
Opel	4,695	6,581	-29%	52,189	66,626	-22%
Mercedes-Benz	4,240	4,157	2%	40,673	36,200	12%
Mazda	3,839	3,691	4%	39,119	35,153	11%
SsangYong	2,815	2,668	6%	20,279	28,406	-29%
Audi	2,624	3,115	-16%	28,348	30,097	-6%
BMW	2,460	4,052	-39%	28,777	33,744	-15%
Lifan	2,067	2,622	-21%	17,909	21,945	-18%
Daewoo	1,819	5,921	-69%	33,472	49,014	-32%
Datsun*****	1,779	-	-	2,299	-	-
Land Rover	1,728	1,972	-12%	17,147	16,746	2%
Lexus	1,678	1,347	25%	15,501	12,969	20%
Suzuki	1,521	1,990	-24%	15,276	23,773	-36%
Honda	1,460	1,929	-24%	16,593	20,539	-19%
Subaru	1,430	1,360	5%	13,022	13,764	-5%
Peugeot*	1,388	2,718	-49%	17,475	28,639	-39%
Geely	1,364	2,513	-46%	14,519	22,074	-34%
Citroën*	1,311	2,400	-45%	16,299	24,131	-32%
Great Wall	1,191	1,677	-29%	12,965	16,631	-22%
Chery	1,184	1,618	-27%	13,801	16,486	-16%

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Mercedes-Benz Vans*	1,178	489	141%	6,795	3,911	74%
Volvo	1,137	1,222	-7%	12,692	12,116	5%
VW Vans*	973	1,310	-26%	10,381	12,882	-19%
FIAT*	676	706	-4%	6,114	6,331	-3%
Jeep	654	483	35%	6,422	3,921	64%
Infiniti	649	624	4%	6,570	7,067	-7%
Porsche	480	352	36%	3,559	3,078	16%
MINI	192	203	-5%	1,360	2,256	-40%
Jaguar	136	153	-11%	1,382	1,400	-1%
Brilliance****	132	-	-	517	-	-
Changan	117	-	-	902	-	-
Cadillac	110	134	-18%	1,059	1,258	-16%
Acura**	105	-	-	656	-	-
BAW*	91	80	14%	964	1,346	-28%
Haima	85	39	118%	691	276	150%
SEAT	78	155	-50%	1,324	3,094	-57%
Isuzu*	70	36	94%	466	167	179%
JAC*****	51	-	-	349	-	-
smart	30	14	114%	290	160	81%
Alfa Romeo	12	-	-	75	-	-
Chrysler	11	4	175%	102	145	-30%
TagAZ*	4	9	-56%	129	348	-63%
Foton*	2	0	-	61	6	917%
Vortex	0	62	-	0	990	-
ZAZ	0	339	-	481	2,705	-82%
BYD	0	0	-	5	102	-95%
Luxgen	0	0	-	81	0	-
Bogdan***	-	127	-	92	1,930	-95%
Dodge*****	-	10	-	26	184	-86%
Izh	-	31	-	19	678	-97%
FAW	n/a	513	-	2,164	3,739	-42%
Total	211,365	234,481	-9.9%	1,991,312	2,281,181	-12.7%

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

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 OCTOBER 2014/2013 AND JANUARY – OCTOBER 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	October						January-October					
	% Share			Volume, units			% Share			Volume, units		
	2014	2013	YOY	2014	2013	YoY	2014	2013	YOY	2014	2013	YoY
AVTOVAZ-RENAULT-NISSAN	32.6	29.3	3.3	68,804	68,749	0.1%	30.8	29.6	1.2	612,870	675,606	-9.3%
AVTOVAZ	17.9	16.0	1.9	37,788	37,484	0.8%	16.1	16.7	(0.6)	321,590	380,852	-15.6%
RENAULT	7.9	7.9	0.0	16,664	18,413	-9.5%	7.8	7.6	0.2	156,098	173,494	-10.0%
NISSAN	5.6	5.2	0.4	11,924	12,228	-2.5%	6.3	5.0	1.3	126,313	114,193	10.6%
INFINITI	0.3	0.3	0.0	649	624	4.0%	0.3	0.3	0.0	6,570	7,067	-7.0%
Datsun	0.8	-	-	1,779	-	-	0.1	-	-	2,299	-	-
VW Group	9.7	10.3	(0.6)	20,437	24,260	-15.8%	10.7	10.8	(0.1)	213,791	247,473	-13.6%
VOLKSWAGEN cars	4.4	5.4	(1.0)	9,322	12,625	-26.2%	5.2	5.7	(0.5)	103,119	129,847	-20.6%
VOLKSWAGEN vans	0.5	0.6	(0.1)	973	1,310	-25.7%	0.5	0.6	(0.1)	10,381	12,882	-19.4%
AUDI	1.2	1.3	(0.1)	2,624	3,115	-15.8%	1.4	1.3	0.1	28,348	30,097	-5.8%
SEAT	0.0	0.1	(0.1)	78	155	-49.7%	0.1	0.1	0.0	1,324	3,094	-57.2%
ŠKODA	3.5	3.0	0.5	7,440	7,055	5.5%	3.5	3.1	0.4	70,619	71,553	-1.3%
KIA	8.2	7.5	0.7	17,392	17,609	-1.2%	7.8	7.2	0.6	154,813	164,595	-5.9%
HYUNDAI	7.3	6.8	0.5	15,393	15,834	-2.8%	7.4	6.6	0.8	148,242	151,443	-2.1%
TOYOTA Group	6.9	6.0	0.9	14,555	14,178	2.7%	7.2	6.2	1.0	143,967	140,946	2.1%
TOYOTA	6.1	5.5	0.6	12,877	12,831	0.4%	6.5	5.6	0.9	128,466	127,977	0.4%
LEXUS	0.8	0.6	0.2	1,678	1,347	24.6%	0.8	0.6	0.2	15,501	12,969	19.5%
GM Group	6.6	9.1	(2.5)	13,986	21,291	-34.3%	7.7	9.2	(1.5)	152,390	210,202	-27.5%
OPEL	2.2	2.8	(0.6)	4,695	6,581	-28.7%	2.6	2.9	(0.3)	52,189	66,626	-21.7%
CHEVROLET	4.3	6.2	(1.9)	9,181	14,576	-37.0%	5.0	6.2	(1.2)	99,142	142,318	-30.3%
CADILLAC	0.1	0.1	0.0	110	134	-17.9%	0.1	0.1	0.0	1,059	1,258	-15.8%
MITSUBISHI	3.4	3.0	0.4	7,124	7,029	1.4%	3.0	2.8	0.2	59,586	63,269	-5.8%
UAZ	3.2	1.7	1.5	6,843	3,921	74.5%	1.9	1.8	0.1	36,964	40,816	-9.4%
GAZ LCV	3.1	3.2	(0.1)	6,563	7,494	-12.4%	2.7	3.0	(0.3)	54,743	68,367	-19.9%
MERCEDES-BENZ	2.6	2.0	0.6	5,448	4,660	16.9%	2.4	1.8	0.6	47,758	40,271	18.6%
MERCEDES-BENZ cars	2.0	1.8	0.2	4,240	4,157	2.0%	2.0	1.6	0.4	40,673	36,200	12.4%
MERCEDES-BENZ vans	0.6	0.2	0.4	1,178	489	140.9%	0.3	0.2	0.1	6,795	3,911	73.7%
smart	0.0	0.0	0.0	30	14	114.3%	0.0	0.0	0.0	290	160	81.3%
FORD	2.5	3.4	(0.9)	5,288	7,956	-33.5%	2.5	3.7	(1.2)	50,226	85,430	-41.2%
MAZDA	1.8	1.6	0.2	3,839	3,691	4.0%	2.0	1.5	0.5	39,119	35,153	11.3%
SSANGYONG	1.3	1.1	0.2	2,815	2,668	5.5%	1.0	1.2	(0.2)	20,279	28,406	-28.6%
PSA PEUGEOT CITROËN	1.3	2.2	(0.9)	2,699	5,118	-47.3%	1.7	2.3	(0.6)	33,774	52,770	-36.0%
PEUGEOT	0.7	1.2	(0.5)	1,388	2,718	-48.9%	0.9	1.3	(0.4)	17,475	28,639	-39.0%
CITROËN	0.6	1.0	(0.4)	1,311	2,400	-45.4%	0.8	1.1	(0.3)	16,299	24,131	-32.5%
BMW Group	1.3	1.8	(0.5)	2,652	4,255	-37.7%	1.5	1.6	(0.1)	30,137	36,000	-16.3%

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BMW	1.2	1.7	(0.5)	2,460	4,052	-39.3%	1.4	1.5	(0.1)	28,777	33,744	-14.7%
MINI	0.1	0.1	0.0	192	203	-5.4%	0.1	0.1	0.0	1,360	2,256	-39.7%
LIFAN	1.0	1.1	(0.1)	2,067	2,622	-21.2%	0.9	1.0	(0.1)	17,909	21,945	-18.4%
JAGUAR LAND ROVER	0.9	0.9	0.0	1,864	2,125	-12.3%	0.9	0.8	0.1	18,529	18,146	2.1%
LAND ROVER	0.8	0.8	0.0	1,728	1,972	-12.4%	0.9	0.7	0.2	17,147	16,746	2.4%
JAGUAR	0.1	0.1	0.0	136	153	-11.1%	0.1	0.1	0.0	1,382	1,400	-1.3%
DAEWOO	0.9	2.5	(1.6)	1,819	5,921	-69.3%	1.7	2.1	(0.4)	33,472	49,014	-31.7%
HONDA Group	0.7	0.8	(0.1)	1,565	1,929	-18.9%	0.9	0.9	0.0	17,249	20,539	-16.0%
HONDA	0.7	0.8	(0.1)	1,460	1,929	-24.3%	0.8	0.9	(0.1)	16,593	20,539	-19.2%
ACURA	0.0	-	-	105	-	-	0.0	-	-	656	-	-
SUZUKI	0.7	0.8	(0.1)	1,521	1,990	-23.6%	0.8	1.0	(0.2)	15,276	23,773	-35.7%
GEELY	0.6	1.1	(0.5)	1,364	2,513	-45.7%	0.7	1.0	(0.3)	14,519	22,074	-34.2%
CHRYSLER Group	0.6	0.5	0.1	1,353	1,203	12.5%	0.6	0.5	0.1	12,739	10,581	20.4%
FIAT	0.3	0.3	0.0	676	706	-4.2%	0.3	0.3	0.0	6,114	6,331	-3.4%
CHRYSLER	0.0	0.0	0.0	11	4	175.0%	0.0	0.0	0.0	102	145	-29.7%
JEEP	0.3	0.2	0.1	654	483	35.4%	0.3	0.2	0.1	6,422	3,921	63.8%
DODGE	-	0.0	-	-	10	-	0.0	0.0	0.0	26	184	-85.9%
ALFA ROMEO	0.0	-	-	12	-	-	0.0	-	-	75	-	-
SUBARU	0.7	0.6	0.1	1,430	1,360	5.1%	0.7	0.6	0.1	13,022	13,764	-5.4%
GREAT WALL	0.6	0.7	(0.1)	1,191	1,677	-29.0%	0.7	0.7	0.0	12,965	16,631	-22.0%
CHERY	0.6	0.7	(0.1)	1,184	1,618	-26.8%	0.7	0.7	0.0	13,801	16,486	-16.3%
VOLVO	0.5	0.5	0.0	1,137	1,222	-7.0%	0.6	0.5	0.1	12,692	12,116	4.8%
BRILLIANCE	0.1	-	-	132	-	-	0.0	-	-	517	-	-
CHANGAN	0.1	-	-	117	-	-	0.0	-	-	902	-	-
PORSCHE	0.2	0.2	0.0	480	352	36.4%	0.2	0.1	0.1	3,559	3,078	15.6%
BAW	0.0	0.0	0.0	91	80	13.8%	0.0	0.1	(0.1)	964	1,346	-28.4%
HAIMA	0.0	0.0	0.0	85	39	117.9%	0.0	0.0	0.0	691	276	150.4%
ISUZU	0.0	0.0	0.0	70	36	94.4%	0.0	0.0	0.0	466	167	179%
JAC	0.0	-	-	51	-	-	0.0	-	-	349	-	-
TAGAZ	0.0	0.0	0.0	4	9	-55.6%	0.0	0.0	0.0	129	348	-62.9%
LUXGEN	0.0	-	-	0	0	-	0.0	-	-	81	0	-
FOTON	0.0	0.0	0.0	2	0	-	0.0	0.0	0.0	61	6	916.7%
FAW	-	0.2	-	n/a	513	-	0.1	0.2	(0.1)	2,164	3,739	-42.1%
ZAZ	0.0	0.1	(0.1)	0	339	-	0.0	0.1	(0.1)	481	2,705	-82.2%
BYD	0.0	0.0	0.0	0	0	-	0.0	0.0	0.0	5	102	-95.1%
IZH	-	0.0	-	-	31	-	0.0	0.0	0.0	19	678	-97.2%
VORTEX	0.0	0.0	0.0	0	62	-	0.0	0.0	0.0	0	990	-
BOGDAN	-	0.1	-	-	127	-	0.0	0.1	0.0	92	1,930	-95.2%
Total	100.0	100.0		211,365	234,481	-9.9%	100.0	100.0		1,991,312	2,281,181	-12.7%

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

SOLLERS Group	4.6	2.8	1.8	9,728	6,625	46.8%	2.9	3.0	(0.1)	57,709	69,389	-16.8%
ISUZU	0.0	0.0	0.0	70	36	94.4%	0.0	0.0	0.0	466	167	179.0%
SSANGYONG	1.3	1.1	0.2	2,815	2,668	5.5%	1.0	1.2	(0.2)	20,279	28,406	-28.6%
UAZ	3.2	1.7	1.5	6,843	3,921	75%	1.9	1.8	0.1	36,964	40,816	-9%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR OCTOBER 2014/2013 AND JANUARY – OCTOBER 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	October		
			2014 thd. units	2013 thd. units	YoY
1	Granta	Lada	16,807	13,357	3,450
2	Solaris	Hyundai	10,569	9,738	831
3	New Rio	KIA	7,100	8,155	(1,055)
4	Largus	Lada	6,561	5,765	796
5	Logan	Renault	6,556	4,380	2,176
6	Duster	Renault	5,778	7,737	(1,959)
7	4x4	Lada	5,158	5,330	(172)
8	Almera	Nissan	4,817	2,337	2,480
9	Kalina	Lada	4,804	4,460	344
10	Polo	VW	3,867	6,309	(2,442)
11	Niva	Chevrolet	3,741	4,490	(749)
12	Priora	Lada	3,451	3,895	(444)
13	Patriot	UAZ	3,428	1,616	1,812
14	Sportage	KIA	3,319	2,693	626
15	Outlander	Mitsubishi	3,283	3,010	273
16	New Cee'd	KIA	3,252	3,157	95
17	Sandero	Renault	3,157	3,616	(459)
18	Rapid	Skoda	3,099	0	3,099
19	Camry	Toyota	2,869	1,935	934
20	Octavia A7	Skoda	2,822	2,094	728
21	ix35	Hyundai	2,698	2,668	30
22	RAV 4	Toyota	2,599	3,155	(556)
23	Tiguan	VW	2,560	1,989	571
24	CX-5	Mazda	2,124	1,977	147
25	Cruze	Chevrolet	2,034	3,808	(1,774)

#	MODEL	BRAND	January-October		
			2014 thd. units	2013 thd. units	YoY
1	Granta	Lada	128,885	141,838	(12,953)
2	Solaris	Hyundai	95,008	95,495	(487)
3	New Rio	KIA	73,516	75,833	(2,317)
4	Duster	Renault	62,567	68,163	(5,596)
5	Kalina	Lada	54,684	53,532	1,152
6	Largus	Lada	54,090	46,167	7,923
7	Polo	VW	48,425	59,677	(11,252)
8	Logan	Renault	46,921	42,721	4,200
9	Almera	Nissan	38,759	10,183	28,576
10	Priora	Lada	38,643	48,497	(9,854)
11	4x4	Lada	34,542	43,430	(8,888)
12	Niva	Chevrolet	32,616	43,064	(10,448)
13	Octavia A7	Skoda	30,166	6,523	23,643
14	Sandero	Renault	29,885	36,106	(6,221)
15	RAV 4	Toyota	29,345	33,136	(3,791)
16	ix35	Hyundai	28,028	26,922	1,106
17	Camry	Toyota	27,577	28,027	(450)
18	Cruze	Chevrolet	24,930	46,468	(21,538)
19	New Cee'd	KIA	24,664	27,642	(2,978)
20	Qashqai	Nissan	24,200	29,907	(5,707)
21	Sportage	KIA	23,901	27,157	(3,256)
22	Corolla	Toyota	23,782	24,355	(573)
23	Focus	Ford	22,526	54,713	(32,187)
24	Outlander	Mitsubishi	20,857	20,461	396
25	Astra	Opel	19,623	33,995	(14,372)

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