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## Press-release

04 December 2020

### New cars sales increase is 5,9% in November 2020

In **November 2020**, sales of new cars and light commercial vehicles in Russia increased by **5,9%** compared to **November 2019** or by 8 725 sold units, and amounted to **157 580** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“As expected, the strong start of the Year-end race has continued with another month of growth. In November, the new vehicle sales increased by 5,9%, a little less than in October. Since the summer, the weakened Ruble has been pushing the customer demand and, consequently, the sales. The New Year shopping time has started already and expected price adaptations by manufacturers additionally motivate faster purchase decisions. With -10,3% YoY and a strong sales month ahead, the AEB AMC year-end sales forecast of 1 522 k passenger vehicles and LVCs looks even more realistic. The AMC will announce the final 2020 total sales figures at its annual press conference on January 14, 2021. We wish all our customers, media representatives and partners a happy New Year!”

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#### Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR NOVEMBER 2020/2019 AND JANUARY-NOVEMBER 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	November			January-November		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	38 064	31 217	22%	302 744	326 654	-7%
KIA	21 012	19 612	7%	181 706	207 894	-13%
Hyundai	17 446	16 314	7%	146 890	164 128	-11%
Renault	13 852	12 833	8%	116 262	128 982	-10%
VW	10 208	9 160	11%	90 848	94 599	-4%
Škoda	9 666	9 050	7%	84 930	79 436	7%
Toyota	8 199	8 806	-7%	82 420	91 087	-10%
GAZ LCV*	5 540	6 309	-12%	42 319	55 261	-23%
Nissan	4 924	5 113	-4%	51 332	56 619	-9%
UAZ*	4 109	3 732	10%	29 393	33 987	-14%
Mazda	2 953	2 703	9%	23 378	27 051	-14%
Mitsubishi	2 839	4 124	-31%	25 465	36 492	-30%
Lexus	2 233	2 021	10%	18 187	19 558	-7%
Geely	2 015	890	126%	13 772	8 150	69%
Audi	1 803	1 640	10%	13 305	14 489	-8%
Haval	1 628	1 476	10%	14 879	10 014	49%
Chery	1 497	607	147%	9 352	5 527	69%
Ford LCV*	1 218	1 237	-2%	11 681	10 962	7%
Volvo	1 030	959	7%	6 899	7 699	-10%
Changan	871	473	84%	6 460	2 186	196%
Suzuki	855	931	-8%	7 083	6 534	8%
Datsun	853	2 002	-57%	13 848	20 267	-32%
Land Rover	735	837	-12%	5 611	7 682	-27%
VW NFZ*	656	735	-11%	4 835	6 885	-30%
Subaru	634	797	-20%	5 428	6 749	-20%
Peugeot*	425	421	1%	3 796	4 177	-9%
Porsche	385	651	-41%	5 106	5 430	-6%
Citroën*	297	320	-7%	2 851	2 868	-1%
FAW	288	175	65%	2 493	1 296	92%
Infiniti	184	234	-21%	1 656	3 248	-49%
FIAT*	113	150	-25%	1 196	1 137	5%
Lifan	108	130	-17%	1 281	3 823	-66%
Cheryxeed	103	-	-	103	-	-
Jeep	102	150	-32%	1 477	1 653	-11%
Jaguar	93	136	-32%	860	1 595	-46%

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Opel	91	0	-	493	0	-
Cadillac	90	72	25%	1 268	819	55%
DFM	87	110	-21%	890	1 383	-36%
Isuzu*	83	31	168%	888	716	24%
Honda	79	157	-50%	1 383	1 629	-15%
Genesis	54	192	-72%	1 138	1 934	-41%
Chevrolet	44	2 047	-98%	504	20 318	-98%
Brilliance	36	37	-3%	213	246	-13%
Iveco*	29	44	-34%	316	371	-15%
Hyundai LCV*	23	15	53%	197	290	-32%
Foton*	23	10	130%	114	179	-36%
Chrysler	3	3	0%	28	44	-36%
Ford	0	135	-	93	17 536	-99%
Avtovaz (Niva)	0	0	-	8 822	0	-
Zotye	0	51	-	158	1 322	-88%
HTM	-	6	-	-	49	-
SsangYong	-	0	-	-	4	-
<b>Total</b>	<b>157 580</b>	<b>148 855</b>	<b>5,9%</b>	<b>1 346 351</b>	<b>1 500 959</b>	<b>-10,3%</b>

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 CHERYXEEED brand are carried out since October 22, 2020 through official dealerships of the brand.

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR NOVEMBER 2020/2019 AND JANUARY-NOVEMBER 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	November						January-November					
	% Share			Volume			% Share			Volume		
	2020	2019	YOY	2020	2019	%	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	38,5	37,3	1,2	60 716	55 523	9,4%	38,6	38,1	0,5	520 129	572 262	-9,1%
AVTOVAZ (LADA)	24,2	21,0	3,2	38 064	31 217	21,9%	22,5	21,8	0,7	302 744	326 654	-7,3%
AVTOVAZ (NIVA)	0,0	-	-	0	0	-	0,7	-	-	8 822	0	-
RENAULT	8,8	8,6	0,2	13 852	12 833	7,9%	8,6	8,6	0,0	116 262	128 982	-9,9%
NISSAN	3,1	3,4	-0,3	4 924	5 113	-3,7%	3,8	3,8	0,0	51 332	56 619	-9,3%
INFINITI	0,1	0,2	-0,1	184	234	-21,4%	0,1	0,2	-0,1	1 656	3 248	-49,0%
DATSUN	0,5	1,3	-0,8	853	2 002	-57,4%	1,0	1,4	-0,4	13 848	20 267	-31,7%
MITSUBISHI	1,8	2,8	-1,0	2 839	4 124	-31,2%	1,9	2,4	-0,5	25 465	36 492	-30,2%
VW Group	14,2	13,8	0,4	22 333	20 585	8,5%	14,4	13,0	1,4	193 918	195 409	-0,8%
VOLKSWAGEN cars	6,5	6,2	0,3	10 208	9 160	11,4%	6,7	6,3	0,4	90 848	94 599	-4,0%
VOLKSWAGEN vans	0,4	0,5	-0,1	656	735	-10,7%	0,4	0,5	-0,1	4 835	6 885	-29,8%
AUDI	1,1	1,1	0,0	1 803	1 640	9,9%	1,0	1,0	0,0	13 305	14 489	-8,2%
ŠKODA	6,1	6,1	0,0	9 666	9 050	6,8%	6,3	5,3	1,0	84 930	79 436	6,9%
KIA	13,3	13,2	0,1	21 012	19 612	7,1%	13,5	13,9	-0,4	181 706	207 894	-12,6%
HYUNDAI Group	11,1	11,1	0,0	17 500	16 506	6,0%	11,0	11,1	-0,1	148 028	166 062	-10,9%
HYUNDAI	11,1	11,0	0,0	17 446	16 314	6,9%	10,9	10,9	0,0	146 890	164 128	-10,5%
GENESIS	0,0	0,1	-0,1	54	192	-71,9%	0,1	0,1	0,0	1 138	1 934	-41,2%
TOYOTA Group	6,6	7,3	-0,7	10 432	10 827	-3,6%	7,5	7,4	0,1	100 607	110 645	-9,1%
TOYOTA	5,2	5,9	-0,7	8 199	8 806	-6,9%	6,1	6,1	0,0	82 420	91 087	-9,5%
LEXUS	1,4	1,4	0,0	2 233	2 021	10,5%	1,4	1,3	0,1	18 187	19 558	-7,0%
GAZ LCV	3,5	4,2	-0,7	5 540	6 309	-12,2%	3,1	3,7	-0,6	42 319	55 261	-23,4%
UAZ	2,6	2,5	0,1	4 109	3 732	10,1%	2,2	2,3	-0,1	29 393	33 987	-13,5%
MAZDA	1,9	1,8	0,1	2 953	2 703	9,2%	1,7	1,8	-0,1	23 378	27 051	-13,6%
GEELY	1,3	0,6	0,7	2 015	890	126,4%	1,0	0,5	0,5	13 772	8 150	69,0%
HAVAL	1,0	1,0	0,0	1 628	1 476	10,3%	1,1	0,7	0,4	14 879	10 014	48,6%
CHERY Group	1,0	0,4	0,6	1 600	607	163,6%	0,7	0,4	0,3	9 455	5 527	71,1%
CHERY	0,9	0,4	0,5	1 497	607	146,6%	0,7	0,4	0,3	9 352	5 527	69,2%
CHERYEXCEED	0,1	-	-	103	-	-	0,0	-	-	103	-	-
FORD LCV	0,8	0,8	0,0	1 218	1 237	-1,5%	0,9	0,7	0,2	11 681	10 962	6,6%
VOLVO	0,7	0,6	0,1	1 030	959	7,4%	0,5	0,5	0,0	6 899	7 699	-10,4%
CHANGAN	0,6	0,3	0,3	871	473	84,1%	0,5	0,1	0,4	6 460	2 186	195,5%
SUZUKI	0,5	0,6	-0,1	855	931	-8,2%	0,5	0,4	0,1	7 083	6 534	8,4%
JAGUAR LAND ROVER	0,5	0,7	-0,2	828	973	-14,9%	0,5	0,6	-0,1	6 471	9 277	-30,2%
LAND ROVER	0,5	0,6	-0,1	735	837	-12,2%	0,4	0,5	-0,1	5 611	7 682	-27,0%
JAGUAR	0,1	0,1	0,0	93	136	-31,6%	0,1	0,1	0,0	860	1 595	-46,1%

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PSA PEUGEOT CITROËN OPEL	0,5	0,5	0,0	813	741	9,7%	0,5	0,5	0,0	7 140	7 045	1,3%
PEUGEOT	0,3	0,3	0,0	425	421	1,0%	0,3	0,3	0,0	3 796	4 177	-9,1%
CITROËN	0,2	0,2	0,0	297	320	-7,2%	0,2	0,2	0,0	2 851	2 868	-0,6%
OPEL	0,1	-	-	91	0	-	0,0	-	-	493	0	-
SUBARU	0,4	0,5	-0,1	634	797	-20,5%	0,4	0,4	0,0	5 428	6 749	-19,6%
PORSCHE	0,2	0,4	-0,2	385	651	-40,9%	0,4	0,4	0,0	5 106	5 430	-6,0%
FAW	0,2	0,1	0,1	288	175	64,6%	0,2	0,1	0,1	2 493	1 296	92,4%
FCA RUSSIA	0,1	0,2	-0,1	218	303	-28,1%	0,2	0,2	0,0	2 701	2 834	-4,7%
FIAT	0,1	0,1	0,0	113	150	-24,7%	0,1	0,1	0,0	1 196	1 137	5,2%
CHRYSLER	0,0	0,0	0,0	3	3	0,0%	0,0	0,0	0,0	28	44	-36,4%
JEEP	0,1	0,1	0,0	102	150	-32,0%	0,1	0,1	0,0	1 477	1 653	-10,6%
GM Group	0,1	1,4	-1,3	134	2 119	-93,7%	0,1	1,4	-1,3	1 772	21 137	-91,6%
CHEVROLET	0,0	1,4	-1,4	44	2 047	-97,9%	0,0	1,4	-1,4	504	20 318	-97,5%
CADILLAC	0,1	0,0	0,1	90	72	25,0%	0,1	0,1	0,0	1 268	819	54,8%
LIFAN	0,1	0,1	0,0	108	130	-16,9%	0,1	0,3	-0,2	1 281	3 823	-66,5%
DFM	0,1	0,1	0,0	87	110	-20,9%	0,1	0,1	0,0	890	1 383	-35,6%
ISUZU	0,1	0,0	0,1	83	31	167,7%	0,1	0,0	0,1	888	716	24,0%
HONDA	0,1	0,1	0,0	79	157	-49,7%	0,1	0,1	0,0	1 383	1 629	-15,1%
BRILLIANCE	0,0	0,0	0,0	36	37	-2,7%	0,0	0,0	0,0	213	246	-13,4%
IVECO	0,0	0,0	0,0	29	44	-34,1%	0,0	0,0	0,0	316	371	-14,8%
HYUNDAI LCV	0,0	0,0	0,0	23	15	53,3%	0,0	0,0	0,0	197	290	-32,1%
FOTON	0,0	0,0	0,0	23	10	130,0%	0,0	0,0	0,0	114	179	-36,3%
FORD	0,0	0,1	-0,1	0	135	-100,0%	0,0	1,2	-1,2	93	17 536	-99,5%
ZOTYE	0,0	0,0	0,0	0	51		0,0	0,1	-0,1	158	1 322	-88,0%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
HTM	-	0,0	-	-	6	-	-	0,0	-	-	49	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>157 580</b>	<b>148 855</b>	<b>5,9%</b>	<b>100,0</b>	<b>100,0</b>		<b>1 346 351</b>	<b>1 500 959</b>	<b>-10,3%</b>

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

SOLLERS Group	3,4	3,3	0,1	5 327	4 969	7,2%	3,1	3,0	0,1	41 074	44 953	-8,6%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
Ford LCV	0,8	0,8	0,0	1 218	1 237	-2%	0,9	0,7	0,2	11 681	10 962	7%
UAZ	2,6	2,5	0,1	4 109	3 732	10%	2,2	2,3	-0,1	29 393	33 987	-14%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR NOVEMBER 2020/2019 AND JANUARY – NOVEMBER 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	November		
			2020	2019	YoY
1	Granta	Lada	14 540	12 574	1 966
2	Vesta	Lada	11 771	8 703	3 068
3	Rio	KIA	9 938	7 733	2 205
4	Creta	Hyundai	7 692	7 273	419
5	Polo	VW	5 809	4 681	1 128
6	Solaris	Hyundai	5 791	4 476	1 315
7	Logan	Renault	4 211	3 057	1 154
8	Rapid PA II	Škoda	3 805	-	-
9	4x4	Lada	3 513	2 919	594
10	Duster	Renault	3 453	3 443	10
11	Tiguan	VW	3 310	3 718	-408
12	RAV 4	Toyota	3 309	2 672	637
13	Largus VP	Lada	3 093	3 678	-585
14	Tucson	Hyundai	3 003	2 152	851
15	Kodiaq	Škoda	2 827	2 553	274
16	Sportage	KIA	2 651	2 942	-291
17	K5	KIA	2 271	-	-
18	Niva	Lada	2 248	-	-
19	CX-5	Mazda	2 221	2 050	171
20	Sandero	Renault	2 218	2 471	-253
21	Camry	Toyota	2 179	2 868	-689
22	Outlander	Mitsubishi	2 054	2 334	-280
23	Kaptur	Renault	2 035	1 693	342
24	X-Trail	Nissan	1 890	1 394	496
25	Arkana	Renault	1 878	1 896	-18

#	MODEL	BRAND	January-November		
			2020	2019	YoY
1	Granta	Lada	111 706	121 260	-9 554
2	Vesta	Lada	96 088	100 501	-4 413
3	Rio	KIA	77 878	85 806	-7 928
4	Creta	Hyundai	66 478	66 048	430
5	Polo	VW	53 085	51 796	1 289
6	Solaris	Hyundai	43 933	54 305	-10 372
7	RAV 4	Toyota	33 033	25 663	7 370
8	Largus VP	Lada	32 306	39 032	-6 726
9	Tiguan	VW	30 299	32 863	-2 564
10	Logan	Renault	29 797	31 536	-1 739
11	Duster	Renault	27 929	34 523	-6 594
12	4x4	Lada	26 203	29 244	-3 041
13	Sportage	KIA	25 702	31 111	-5 409
14	Camry	Toyota	24 565	30 599	-6 034
15	Sandero	Renault	23 611	27 460	-3 849
16	Rapid PA II	Škoda	22 378	-	-
17	Octavia A7	Škoda	21 370	23 983	-2 613
18	Qashqai	Nissan	20 162	21 749	-1 587
19	Tucson	Hyundai	19 278	20 769	-1 491
20	Kaptur	Renault	18 664	23 696	-5 032
21	X-Trail	Nissan	18 590	17 814	776
22	Kodiaq	Škoda	17 788	22 434	-4 646
23	CX-5	Mazda	17 655	19 854	-2 199
24	XRAY	Lada	17 248	26 602	-9 354
25	Outlander	Mitsubishi	15 947	21 829	-5 882

### 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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