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Press-release

04 September 2020

New cars sales decrease is 0,5 % in August 2020

In **August 2020**, sales of new cars and light commercial vehicles in Russia decreased by **0,5%** compared to **August 2019** or by 722 sold units, and amounted to **137 517** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“After volatile market developments since the beginning of the year, the signs of recovery during last month seem to be over already with a flat new vehicle sales in August of -0,5% versus previous year. Traditionally, this summer month is not a very active one, but further weakening Ruble could have stimulated a continuation of growth. Nevertheless, the decrease of 16,9% YoY August is still better than AEB 2020 forecast of -23,9%. With the state support measures September will provide a more clear indication on the situation of the Russian automotive market and its development toward the year-end.”

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR AUGUST 2020/2019 AND JANUARY- AUGUST 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	August			January-August		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	28 621	30 012	-5%	192 397	233 684	-18%
KIA	19 818	18 531	7%	119 075	148 947	-20%
Hyundai	17 462	14 062	24%	95 633	115 937	-18%
VW	11 400	8 527	34%	60 196	66 626	-10%
Renault*	10 906	12 957	-16%	74 047	89 153	-17%
Škoda	9 001	7 007	28%	55 547	54 142	3%
Toyota	7 132	9 122	-22%	57 675	64 991	-11%
GAZ LCV*	3 856	5 293	-27%	27 296	36 392	-25%
Nissan	3 852	5 938	-35%	34 912	41 257	-15%
UAZ	2 910	3 221	-10%	17 813	22 776	-22%
Mitsubishi	2 624	3 095	-15%	16 524	25 066	-34%
Mazda	2 098	2 812	-25%	16 441	18 841	-13%
Lexus	1 929	2 173	-11%	12 889	13 335	-3%
Haval	1 730	1 177	47%	10 225	5 849	75%
Geely	1 726	716	141%	7 563	5 538	37%
Datsun	1 303	1 863	-30%	10 580	14 523	-27%
Audi	1 248	1 335	-7%	8 686	9 931	-13%
Chery	1 124	443	154%	4 875	3 642	34%
Ford LCV*	1 112	1 237	-10%	7 247	7 267	0%
Changan	901	273	230%	3 788	997	280%
Volvo	822	507	62%	4 112	4 921	-16%
Porsche	780	515	51%	3 739	3 622	3%
Suzuki	773	589	31%	4 607	3 921	17%
Subaru	604	695	-13%	3 359	4 606	-27%
VW NFZ*	442	649	-32%	3 209	4 742	-32%
Peugeot*	437	460	-5%	2 457	2 900	-15%
FAW	406	175	132%	1 505	750	101%
Land Rover	394	639	-38%	3 563	5 293	-33%
Citroën	306	300	2%	1 892	1 999	-5%
Jeep	244	126	94%	1 094	1 244	-12%
Avtovaz (Niva)	215	-	-	8 771	-	-
Infiniti	210	313	-33%	1 027	2 459	-58%
Honda	150	168	-11%	1 093	1 206	-9%
Cadillac	140	78	79%	778	581	34%
FIAT*	126	148	-15%	749	753	-1%

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Lifan	124	261	-52%	866	3 238	-73%
Genesis	108	145	-26%	867	1 359	-36%
Opel	89	-	-	202	-	-
DFM	85	120	-29%	609	1 064	-43%
Jaguar	78	126	-38%	592	1 174	-50%
Isuzu*	76	84	-10%	617	523	18%
Chevrolet	40	1 698	-98%	340	14 412	-98%
Brilliance	30	15	100%	109	134	-19%
Iveco*	29	71	-59%	205	260	-21%
Zotye	24	61	-61%	146	1 146	-87%
Hyundai LCV*	16	12	33%	130	243	-47%
Foton*	8	9	-11%	40	149	-73%
Chrysler	6	5	20%	22	35	-37%
Ford	2	468	-100%	89	16 932	-99%
HTM	-	8	-	-	38	-
SsangYong	-	0	-	-	4	-
Total	137 517	138 239	-0,5%	880 198	1 058 602	-16,9%

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 AUGUST 2020/2019 AND JANUARY- AUGUST 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	August						January-August					
	% Share			Volume			% Share			Volume		
	2020	2019	YOY	2020	2019	%	2020	2019	YOY	2020	2019	%
AVTOVAZ- RENAULT- NISSAN- MITSUBISHI	34,7	39,2	-4,5	47 731	54 178	-11,9%	38,4	38,4	0,0	338 258	406 142	-16,7%
AVTOVAZ (LADA)	20,8	21,7	-0,9	28 621	30 012	-4,6%	21,9	22,1	-0,2	192 397	233 684	-17,7%
AVTOVAZ (NIVA)	0,2	-	-	215	-	-	1,0	-	-	8 771	-	-
RENAULT	7,9	9,4	-1,5	10 906	12 957	-15,8%	8,4	8,4	0,0	74 047	89 153	-16,9%
NISSAN	2,8	4,3	-1,5	3 852	5 938	-35,1%	4,0	3,9	0,1	34 912	41 257	-15,4%
INFINITI	0,2	0,2	0,0	210	313	-32,9%	0,1	0,2	-0,1	1 027	2 459	-58,2%
DATSUN	0,9	1,3	-0,4	1 303	1 863	-30,1%	1,2	1,4	-0,2	10 580	14 523	-27,2%
MITSUBISHI	1,9	2,2	-0,3	2 624	3 095	-15,2%	1,9	2,4	-0,5	16 524	25 066	-34,1%
VW Group	16,1	12,7	3,4	22 091	17 518	26,1%	14,5	12,8	1,7	127 638	135 441	-5,8%
VOLKSWAGEN cars	8,3	6,2	2,1	11 400	8 527	33,7%	6,8	6,3	0,5	60 196	66 626	-9,7%
VOLKSWAGEN vans	0,3	0,5	-0,2	442	649	-31,9%	0,4	0,4	0,0	3 209	4 742	-32,3%
AUDI	0,9	1,0	-0,1	1 248	1 335	-6,5%	1,0	0,9	0,1	8 686	9 931	-12,5%
ŠKODA	6,5	5,1	1,4	9 001	7 007	28,5%	6,3	5,1	1,2	55 547	54 142	2,6%
KIA	14,4	13,4	1,0	19 818	18 531	6,9%	13,5	14,1	-0,6	119 075	148 947	-20,1%
HYUNDAI Group	12,8	10,3	2,5	17 570	14 207	23,7%	11,0	11,1	-0,1	96 500	117 296	-17,7%
HYUNDAI	12,7	10,2	2,5	17 462	14 062	24,2%	10,9	11,0	-0,1	95 633	115 937	-17,5%
GENESIS	0,1	0,1	0,0	108	145	-25,5%	0,1	0,1	0,0	867	1 359	-36,2%
TOYOTA Group	6,6	8,2	-1,6	9 061	11 295	-19,8%	8,0	7,4	0,6	70 564	78 326	-9,9%
TOYOTA	5,2	6,6	-1,4	7 132	9 122	-21,8%	6,6	6,1	0,5	57 675	64 991	-11,3%
LEXUS	1,4	1,6	-0,2	1 929	2 173	-11,2%	1,5	1,3	0,2	12 889	13 335	-3,3%
GAZ LCV	2,8	3,8	-1,0	3 856	5 293	-27,1%	3,1	3,4	-0,3	27 296	36 392	-25,0%
UAZ	2,1	2,3	-0,2	2 910	3 221	-9,7%	2,0	2,2	-0,2	17 813	22 776	-21,8%
MAZDA	1,5	2,0	-0,5	2 098	2 812	-25,4%	1,9	1,8	0,1	16 441	18 841	-12,7%
HAVAL	1,3	0,9	0,4	1 730	1 177	47,0%	1,2	0,6	0,6	10 225	5 849	74,8%
GEELY	1,3	0,5	0,8	1 726	716	141,1%	0,9	0,5	0,4	7 563	5 538	36,6%
CHERY	0,8	0,3	0,5	1 124	443	153,7%	0,6	0,3	0,3	4 875	3 642	33,9%
FORD LCV	0,8	0,9	-0,1	1 112	1 237	-10,1%	0,8	0,7	0,1	7 247	7 267	-0,3%
CHANGAN	0,7	0,2	0,5	901	273	230,0%	0,4	0,1	0,3	3 788	997	279,9%
PSA PEUGEOT CITROËN OPEL	0,6	0,5	0,1	832	760	9,5%	0,5	0,5	0,0	4 551	4 899	-7,1%
PEUGEOT	0,3	0,3	0,0	437	460	-5,0%	0,3	0,3	0,0	2 457	2 900	-15,3%
CITROËN	0,2	0,2	0,0	306	300	2,0%	0,2	0,2	0,0	1 892	1 999	-5,4%
OPEL	0,1	-	-	89	-	-	0,0	-	-	202	-	-
VOLVO	0,6	0,4	0,2	822	507	62,1%	0,5	0,5	0,0	4 112	4 921	-16,4%
PORSCHE	0,6	0,4	0,2	780	515	51,5%	0,4	0,3	0,1	3 739	3 622	3,2%
SUZUKI	0,6	0,4	0,2	773	589	31,2%	0,5	0,4	0,1	4 607	3 921	17,5%

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SUBARU	0,4	0,5	-0,1	604	695	-13,1%	0,4	0,4	0,0	3 359	4 606	-27,1%
JAGUAR LAND ROVER	0,3	0,6	-0,3	472	765	-38,3%	0,5	0,6	-0,1	4 155	6 467	-35,8%
LAND ROVER	0,3	0,5	-0,2	394	639	-38,3%	0,4	0,5	-0,1	3 563	5 293	-32,7%
JAGUAR	0,1	0,1	0,0	78	126	-38,1%	0,1	0,1	0,0	592	1 174	-49,6%
FAW	0,3	0,1	0,2	406	175	132,0%	0,2	0,1	0,1	1 505	750	100,7%
FCA RUSSIA	0,3	0,2	0,1	376	279	34,8%	0,2	0,2	0,0	1 865	2 032	-8,2%
FIAT	0,1	0,1	0,0	126	148	-14,9%	0,1	0,1	0,0	749	753	-0,5%
CHRYSLER	0,0	0,0	0,0	6	5	20,0%	0,0	0,0	0,0	22	35	-37,1%
JEEP	0,2	0,1	0,1	244	126	93,7%	0,1	0,1	0,0	1 094	1 244	-12,1%
GM Group	0,1	1,3	-1,2	180	1 776	-89,9%	0,1	1,4	-1,3	1 118	14 993	-92,5%
CHEVROLET	0,0	1,2	-1,2	40	1 698	-97,6%	0,0	1,4	-1,4	340	14 412	-97,6%
CADILLAC	0,1	0,1	0,0	140	78	79,5%	0,1	0,1	0,0	778	581	33,9%
HONDA	0,1	0,1	0,0	150	168	-10,7%	0,1	0,1	0,0	1 093	1 206	-9,4%
LIFAN	0,1	0,2	-0,1	124	261	-52,5%	0,1	0,3	-0,2	866	3 238	-73,3%
DFM	0,1	0,1	0,0	85	120	-29,2%	0,1	0,1	0,0	609	1 064	-42,8%
ISUZU	0,1	0,1	0,0	76	84	-9,5%	0,1	0,0	0,1	617	523	18,0%
BRILLIANCE	0,0	0,0	0,0	30	15	100,0%	0,0	0,0	0,0	109	134	-18,7%
IVECO	0,0	0,1	-0,1	29	71	-59,2%	0,0	0,0	0,0	205	260	-21,2%
ZOTYE	0,0	0,0	0,0	24	61	-60,7%	0,0	0,1	-0,1	146	1 146	-87,3%
HYUNDAI LCV	0,0	0,0	0,0	16	12	33,3%	0,0	0,0	0,0	130	243	-46,5%
FOTON	0,0	0,0	0,0	8	9	-11,1%	0,0	0,0	0,0	40	149	-73,2%
FORD	0,0	0,3	-0,3	2	468	-99,6%	0,0	1,6	-1,6	89	16 932	-99,5%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
HTM	-	0,0	-	-	8	-	-	0,0	-	-	38	-
Total	100,0	100,0		137 517	138 239	-0,5%	100,0	100,0		880 198	1 058 602	-16,9%

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

SOLLERS Group	2,9	3,2	-0,3	4 022	4 458	-9,8%	2,8	2,8	0,0	25 060	30 047	-16,6%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
Ford LCV	0,8	0,9	-0,1	1 112	1 237	-10,1%	0,8	0,7	0,1	7 247	7 267	-0,3%
UAZ	2,1	2,3	-0,2	2 910	3 221	-9,7%	2,0	2,2	-0,2	17 813	22 776	-21,8%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR AUGUST 2020/2019 AND JANUARY – AUGUST 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	August		
			2020	2019	YoY
1	Granta	Lada	10 550	11 132	-582
2	Vesta	Lada	8 522	9 329	-807
3	Rio	KIA	7 664	6 989	675
4	Creta	Hyundai	7 632	5 522	2 110
5	Polo	VW	7 426	4 627	2 799
6	Solaris	Hyundai	4 943	4 489	454
7	Rapid PA II	Škoda	4 473	-	-
8	Tiguan	VW	3 334	3 134	200
9	Duster	Renault	3 101	3 109	-8
10	Sportage	KIA	2 898	3 850	-952
11	Largus VP	Lada	2 831	3 446	-615
12	Logan	Renault	2 737	2 855	-118
13	Camry	Toyota	2 696	2 865	-169
14	RAV 4	Toyota	2 534	2 960	-426
15	4x4	Lada	2 473	2 648	-175
16	Tucson	Hyundai	2 371	1 650	721
17	Octavia A7	Škoda	2 039	1 923	116
18	Qashqai	Nissan	1 833	2 154	-321
19	Sandero	Renault	1 823	2 301	-478
20	Kaptur	Renault	1 785	2 428	-643
21	Seltos	KIA	1 783	-	-
22	CX-5	Mazda	1 780	2 369	-589
23	Optima	KIA	1 702	2 403	-701
24	Outlander	Mitsubishi	1 679	1 900	-221
25	Largus VU	Lada	1 455	799	656

#	MODEL	BRAND	January-August		
			2020	2019	YoY
1	Granta	Lada	71 922	85 766	-13 844
2	Vesta	Lada	60 944	74 050	-13 106
3	Rio	KIA	50 859	61 591	-10 732
4	Creta	Hyundai	44 308	45 561	-1 253
5	Polo	VW	35 614	37 028	-1 414
6	Solaris	Hyundai	27 461	39 882	-12 421
7	Largus VP	Lada	22 076	27 826	-5 750
8	RAV 4	Toyota	21 902	19 597	2 305
9	Tiguan	VW	20 118	22 249	-2 131
10	Duster	Renault	18 103	24 512	-6 409
11	Logan	Renault	17 775	22 004	-4 229
12	Sportage	KIA	17 520	23 005	-5 485
13	Camry	Toyota	17 023	22 072	-5 049
14	4x4	Lada	16 582	20 246	-3 664
15	Sandero	Renault	15 429	19 360	-3 931
16	Octavia A7	Škoda	14 545	15 279	-734
17	Qashqai	Nissan	14 271	15 084	-813
18	CX-5	Mazda	12 644	13 596	-952
19	Kaptur	Renault	12 096	18 037	-5 941
20	XRAY	Lada	11 970	18 912	-6 942
21	X-Trail	Nissan	11 848	13 244	-1 396
22	Rapid PA II	Škoda	11 504	-	-
23	Kodiaq	Škoda	11 450	15 220	-3 770
24	Tucson	Hyundai	10 858	14 695	-3 837
25	Optima	KIA	10 830	16 818	-5 988

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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