



## Press-release

07 July 2020

### **New cars sales decreased by 23,3% in first half of the year and by 14,6% in June 2020**

**In the 1<sup>st</sup> half of 2020**, sales of new cars and light commercial vehicles in Russia **decreased by 23,3 %** compared to the same period in 2019 or by 192 791 sold units, and amounted to **635 959** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

**In June 2020**, sales of new cars and light commercial vehicles in Russia decreased by **14,6%** compared to **June 2019** or by 21 038 sold units, and amounted to **122 622** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“After two months of sharp vehicle sales decrease, June showed signs of slow return to the previous year performance. Although dealers are operational, state support measures additionally stimulate sales and delayed purchases contribute on top, June still marks a decrease of 14, 6% vs. June 2019. These 6 months have been a rollercoaster for manufacturers and dealers with slow climbing in the beginning of the year, followed by a sharp and never experienced downhill April/May and finished by a slow recovery in June. The decrease of 23% YoY June is close to the new AEB 2020 forecast of 1 339K sold cars, which is also a decrease of 23,9%. The new forecast relies on continuation of state support for customers purchase motivation and no second pandemic wave.”

#### **Contact:**

**Olga Zueva**, AEB Automobile Manufacturers Committee Coordinator, [olga.zueva@aebrus.ru](mailto:olga.zueva@aebrus.ru), tel. +7 (495) 234 27 64

**Yuliya Sheglova**, Project Manager for market researches and statistics, [yuliya.sheglova@aebrus.ru](mailto:yuliya.sheglova@aebrus.ru), tel. +7 (495) 234 27 64

#### Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JUNE 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	June		
	2020	2019	%
Avtovaz (Lada)	28 020	30 768	-9%
KIA	17 007	19 343	-12%
Hyundai	13 373	16 331	-18%
Renault	10 704	11 944	-10%
VW	7 553	9 441	-20%
Toyota	7 364	8 548	-14%
Škoda	7 282	7 054	3%
Nissan	4 267	5 450	-22%
GAZ LCV*	3 760	4 796	-22%
UAZ*	2 770	3 140	-12%
Mazda	2 642	2 419	9%
Avtovaz (Niva)	2 228	0	-
Lexus	2 023	1 651	23%
Mitsubishi	1 671	2 503	-33%
Datsun	1 560	1 967	-21%
Haval	1 444	725	99%
Ford LCV*	1 088	1 074	1%
Geely	1 042	944	10%
Audi	956	1 325	-28%
Chery	659	514	28%
Suzuki	604	549	10%
Volvo	562	993	-43%
Changan	535	112	378%
Porsche	469	550	-15%
VW vans*	354	648	-45%
Land Rover	340	737	-54%
Peugeot*	300	423	-29%
Subaru	294	651	-55%
FAW	236	84	181%
Citroën*	232	279	-17%
Honda	221	138	60%
Genesis	127	170	-25%
Jeep	118	154	-23%
FIAT*	113	93	22%
Infiniti	104	321	-68%
Cadillac	103	97	6%

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Association of European Businesses  
Butyrsky Val str. 68/70, bld. 1  
127055 Moscow, Russia

Phone: +7 (495) 234 27 64  
Fax: +7 (495) 234 28 07

E-mail: [info@aebrus.ru](mailto:info@aebrus.ru)  
[www.aebrus.ru](http://www.aebrus.ru)




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Lifan	92	349	-74%
DFM	85	174	-51%
Jaguar	84	151	-44%
Isuzu*	71	74	-4%
Chevrolet	37	1 671	-98%
Hyundai LCV*	33	24	38%
Iveco*	32	40	-20%
Opel	24	0	-
Ford	13	5 072	-100%
Brilliance	11	24	-54%
Zotye	10	116	-91%
Foton*	5	20	-75%
Chrysler	0	6	-
HTM	-	3	-
SsangYong	-	0	-
<b>Total</b>	<b>122 622</b>	<b>143 660</b>	<b>-14,6%</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-RenaultNissan-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.

## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR 1HY (JANUARY-JUNE) 2020/2019

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

BRAND	January-June/1HY		
	2020	2019	%
Avtovaz (Lada)	132 596	174 186	-24%
KIA	81 219	111 605	-27%
Hyundai	63 852	88 026	-27%
Renault	51 535	64 431	-20%
Toyota	41 646	46 502	-10%
VW	38 061	49 771	-24%
Škoda	34 217	39 828	-14%
Nissan	25 745	31 339	-18%
GAZ LCV*	19 848	25 960	-24%
BMW	17 110	19 845	-14%
Mercedes-Benz	16 246	18 969	-14%
UAZ	12 284	16 790	-27%
Mazda	11 878	13 574	-12%
Mitsubishi	11 608	19 218	-40%
Lexus	8 537	9 257	-8%
Avtovaz (Niva)	8 027	0	-

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127055 Moscow, Russia

Phone: +7 (495) 234 27 64  
Fax: +7 (495) 234 28 07

E-mail: info@aebrus.ru  
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Datsun	7 462	10 744	-31%
Haval	6 663	3 492	91%
Audi	6 152	7 313	-16%
Geely	4 499	4 032	12%
Ford LCV*	4 432	5 077	-13%
Suzuki	3 183	2 729	17%
Chery	2 887	2 767	4%
Land Rover	2 802	3 950	-29%
Volvo	2 517	3 913	-36%
Porsche	2 338	2 634	-11%
VW vans*	2 302	3 493	-34%
Subaru	2 248	3 334	-33%
Changan	2 234	557	301%
Peugeot*	1 572	2 043	-23%
Citroën*	1 209	1 416	-15%
MINI	1 104	1 194	-8%
Honda	723	877	-18%
FAW	713	466	53%
Mercedes-Benz Vans*	693	748	-7%
Genesis	670	1 061	-37%
Infiniti	663	1 903	-65%
Jeep	653	995	-34%
Lifan	638	2 654	-76%
Cadillac	515	441	17%
FIAT*	486	491	-1%
DFM	449	812	-45%
Jaguar	444	876	-49%
Isuzu*	406	380	7%
Chevrolet	264	11 013	-98%
Iveco*	137	155	-12%
Zotye	111	1 004	-89%
Hyundai LCV*	91	209	-56%
Ford	79	15 950	-100%
Brilliance	65	99	-34%
Opel	59	0	-
smart	49	458	-89%
Foton*	26	118	-78%
Chrysler	12	26	-54%
HTM	-	21	-
SsangYong	-	4	-
<b>Total</b>	<b>635 959</b>	<b>828 750</b>	<b>-23,3%</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-RenaultNissan-Mitsubishi group under the AVTOVAZ brand.

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Association of European Businesses  
Butyrsky Val str. 68/70, bld. 1  
127055 Moscow, Russia

Phone: +7 (495) 234 27 64  
Fax: +7 (495) 234 28 07

E-mail: info@aebrus.ru  
www.aebrus.ru



## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JUNE 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	June					
	% Share			Volume		
	2020	2019	YOY	2020	2019	YoY
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	39,6	36,9	2,7	48 554	52 953	-8,3%
AVTOVAZ (LADA)	22,9	21,4	1,5	28 020	30 768	-8,9%
AVTOVAZ (NIVA)	1,8	0,0	1,8	2 228	0	-
RENAULT	8,7	8,3	0,4	10 704	11 944	-10,4%
NISSAN	3,5	3,8	-0,3	4 267	5 450	-21,7%
INFINITI	0,1	0,2	-0,1	104	321	-67,6%
DATSUN	1,3	1,4	-0,1	1 560	1 967	-20,7%
MITSUBISHI	1,4	1,7	-0,3	1 671	2 503	-33,2%
KIA	13,9	13,5	0,4	17 007	19 343	-12,1%
VW Group	13,2	12,9	0,3	16 145	18 468	-12,6%
VOLKSWAGEN cars	6,2	6,6	-0,4	7 553	9 441	-20,0%
VOLKSWAGEN vans	0,3	0,5	-0,2	354	648	-45,4%
AUDI	0,8	0,9	-0,1	956	1 325	-27,8%
ŠKODA	5,9	4,9	1,0	7 282	7 054	3,2%
HYUNDAI Group	11,0	11,5	-0,5	13 500	16 501	-18,2%
HYUNDAI	10,9	11,4	-0,5	13 373	16 331	-18,1%
GENESIS	0,1	0,1	0,0	127	170	-25,3%
TOYOTA Group	7,7	7,1	0,6	9 387	10 199	-8,0%
TOYOTA	6,0	6,0	0,0	7 364	8 548	-13,9%
LEXUS	1,6	1,1	0,5	2 023	1 651	22,5%
GAZ LCV	3,1	3,3	-0,2	3 760	4 796	-21,6%
UAZ	2,3	2,2	0,1	2 770	3 140	-11,8%
MAZDA	2,2	1,7	0,5	2 642	2 419	9,2%
HAVAL	1,2	0,5	0,7	1 444	725	99,2%
FORD LCV	0,9	0,7	0,2	1 088	1 074	1,3%
JAGUAR LAND ROVER	0,3	0,6	-0,3	424	888	-52,3%
LAND ROVER	0,3	0,5	-0,2	340	737	-53,9%
JAGUAR	0,1	0,1	0,0	84	151	-44,4%
GEELY	0,8	0,7	0,1	1 042	944	10,4%
CHERY	0,5	0,4	0,1	659	514	28,2%
SUZUKI	0,5	0,4	0,1	604	549	10,0%
VOLVO	0,5	0,7	-0,2	562	993	-43,4%
PSA PEUGEOT CITROËN	0,5	0,5	0,0	556	702	-20,8%
OPEL	0,2	0,3	-0,1	300	423	-29,1%
PEUGEOT	0,2	0,2	0,0	232	279	-16,8%
CITROËN	0,2	0,2	0,0	232	279	-16,8%
OPEL	0,0	0,0	0,0	24	0	-
CHANGAN	0,4	0,1	0,3	535	112	377,7%
PORSCHE	0,4	0,4	0,0	469	550	-14,7%
SUBARU	0,2	0,5	-0,3	294	651	-54,8%
FAW	0,2	0,1	0,1	236	84	181,0%

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FCA RUSSIA	0,2	0,2	0,0	231	253	-8,7%
FIAT	0,1	0,1	0,0	113	93	21,5%
CHRYSLER	0,0	0,0	0,0	0	6	-
JEEP	0,1	0,1	0,0	118	154	-23,4%
HONDA	0,2	0,1	0,1	221	138	60,1%
GM Group	0,1	1,2	-1,1	140	1 768	-92,1%
CHEVROLET	0,0	1,2	-1,2	37	1 671	-97,8%
CADILLAC	0,1	0,1	0,0	103	97	6,2%
LIFAN	0,1	0,2	-0,1	92	349	-73,6%
DFM	0,1	0,1	0,0	85	174	-51,1%
ISUZU	0,1	0,1	0,0	71	74	-4,1%
HYUNDAI LCV	0,0	0,0	0,0	33	24	37,5%
IVECO	0,0	0,0	0,0	32	40	-20,0%
FORD	0,0	3,5	-3,5	13	5 072	-99,7%
BRILLIANCE	0,0	0,0	0,0	11	24	-54,2%
ZOTYE	0,0	0,1	-0,1	10	116	-91,4%
FOTON	0,0	0,0	0,0	5	20	-75,0%
SSANGYONG	-	0,0	-	-	0	-
HTM	-	0,0	-	-	3	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>162 321</b>	<b>156 080</b>	<b>4,0%</b>

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

SOLLERS Group	3,1	2,9	0,2	3 858	4 214	-8,4%
SSANGYONG	-	0,0	-	-	0	-
Ford LCV	0,9	0,7	0,2	1 088	1 074	1,3%
UAZ	2,3	2,2	0,1	2 770	3 140	-11,8%

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Fax: +7 (495) 234 28 07

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

Brand / Group	January/June					
	% Share			Volume		
	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	37,4	36,4	1,0	237 636	301 821	-21,3%
AVTOVAZ (LADA)	20,8	21,0	-0,2	132 596	174 186	-23,9%
AVTOVAZ (NIVA)	1,3	0,0	1,3	8 027	0	-
RENAULT	8,1	7,8	0,3	51 535	64 431	-20,0%
NISSAN	4,0	3,8	0,2	25 745	31 339	-17,8%
INFINITI	0,1	0,2	-0,1	663	1 903	-65,2%
DATSUN	1,2	1,3	-0,1	7 462	10 744	-30,5%
MITSUBISHI	1,8	2,3	-0,5	11 608	19 218	-39,6%
KIA	12,8	13,5	-0,7	81 219	111 605	-27,2%
VW Group	12,7	12,1	0,6	80 732	100 405	-19,6%
VOLKSWAGEN cars	6,0	6,0	0,0	38 061	49 771	-23,5%
VOLKSWAGEN vans	0,4	0,4	0,0	2 302	3 493	-34,1%
AUDI	1,0	0,9	0,1	6 152	7 313	-15,9%
ŠKODA	5,4	4,8	0,6	34 217	39 828	-14,1%
HYUNDAI Group	10,1	10,7	-0,6	64 522	89 087	-27,6%
HYUNDAI	10,0	10,6	-0,6	63 852	88 026	-27,5%
GENESIS	0,1	0,1	0,0	670	1 061	-36,9%
TOYOTA Group	7,9	6,7	1,2	50 183	55 759	-10,0%
TOYOTA	6,5	5,6	0,9	41 646	46 502	-10,4%
LEXUS	1,3	1,1	0,2	8 537	9 257	-7,8%
BMW Group	2,9	2,5	0,4	18 214	21 039	-13,4%
BMW	2,7	2,4	0,3	17 110	19 845	-13,8%
MINI	0,2	0,1	0,1	1 104	1 194	-7,5%
GAZ LCV	3,1	3,1	0,0	19 848	25 960	-23,5%
MERCEDES-BENZ	2,7	2,4	0,3	16 988	20 175	-15,8%
MERCEDES-BENZ cars	2,6	2,3	0,3	16 246	18 969	-14,4%
MERCEDES-BENZ vans	0,1	0,1	0,0	693	748	-7,4%
smart	0,0	0,1	-0,1	49	458	-89,3%
UAZ	1,9	2,0	-0,1	12 284	16 790	-26,8%
MAZDA	1,9	1,6	0,3	11 878	13 574	-12,5%
HAVAL	1,0	0,4	0,6	6 663	3 492	90,8%
GEELY	0,7	0,5	0,2	4 499	4 032	11,6%
FORD LCV	0,7	0,6	0,1	4 432	5 077	-12,7%
JAGUAR LAND ROVER	0,5	0,6	-0,1	3 246	4 826	-32,7%
LAND ROVER	0,4	0,5	-0,1	2 802	3 950	-29,1%
JAGUAR	0,1	0,1	0,0	444	876	-49,3%
SUZUKI	0,5	0,3	0,2	3 183	2 729	16,6%
PSA PEUGEOT CITROËN	0,4	0,4	0,0	2 840	3 459	-17,9%
OPEL	0,2	0,2	0,0	1 572	2 043	-23,1%
PEUGEOT	0,2	0,2	0,0	1 209	1 416	-14,6%
CITROËN	0,2	0,2	0,0	1 209	1 416	-14,6%
OPEL	0,0	0,0	0,0	59	0	-

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CHERY	0,5	0,3	0,2	2 887	2 767	4,3%
VOLVO	0,4	0,5	-0,1	2 517	3 913	-35,7%
PORSCHE	0,4	0,3	0,1	2 338	2 634	-11,2%
SUBARU	0,4	0,4	0,0	2 248	3 334	-32,6%
CHANGAN	0,4	0,1	0,3	2 234	557	301,1%
FCA RUSSIA	0,2	0,2	0,0	1 151	1 512	-23,9%
FIAT	0,1	0,1	0,0	486	491	-1,0%
CHRYSLER	0,0	0,0	0,0	12	26	-53,8%
JEEP	0,1	0,1	0,0	653	995	-34,4%
GM Group	0,1	1,4	-1,3	779	11 454	-93,2%
CHEVROLET	0,0	1,3	-1,3	264	11 013	-97,6%
CADILLAC	0,1	0,1	0,0	515	441	16,8%
HONDA	0,1	0,1	0,0	723	877	-17,6%
FAW	0,1	0,1	0,0	713	466	53,0%
LIFAN	0,1	0,3	-0,2	638	2 654	-76,0%
DFM	0,1	0,1	0,0	449	812	-44,7%
ISUZU	0,1	0,0	0,1	406	380	6,8%
IVECO	0,0	0,0	0,0	137	155	-11,6%
ZOTYE	0,0	0,1	-0,1	111	1 004	-88,9%
HYUNDAI LCV	0,0	0,0	0,0	91	209	-56,5%
FORD	0,0	1,9	-1,9	79	15 950	-99,5%
BRILLIANCE	0,0	0,0	0,0	65	99	-34,3%
FOTON	0,0	0,0	0,0	26	118	-78,0%
SSANGYONG	-	0,0	-	-	4	-
HTM	-	0,0	-	-	21	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>635 959</b>	<b>828 750</b>	<b>-23,3%</b>

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

SOLLERS Group	2,6	2,6	0,0	16 716	21 871	-23,6%
SSANGYONG	-	0,0	-	-	4	-
Ford LCV	0,7	0,6	0,1	4 432	5 077	-12,7%
UAZ	1,9	2,0	-0,1	12 284	16 790	-26,8%





## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JUNE 2020/2019 AND JANUARY – JUNE 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	June		
			2020	2019	YoY
1	Granta	Lada	11 478	11 609	-131
2	Vesta	Lada	8 442	8 947	-505
3	Rio	KIA	7 873	8 282	-409
4	Creta	Hyundai	6 417	5 955	462
5	Polo	VW	4 991	5 415	-424
6	Solaris	Hyundai	3 811	6 023	-2 212
7	Largus VP	Lada	3 376	4 381	-1 005
8	RAV 4	Toyota	2 635	2 620	15
9	Duster	Renault	2 557	3 547	-990
10	Sandero	Renault	2 466	2 464	2
11	Niva	Avtovaz	2 228	0	-
12	Logan	Renault	2 208	2 995	-787
13	Tiguan	VW	2 152	3 234	-1 082
14	Sportage	KIA	2 104	2 367	-263
15	Camry	Toyota	2 084	3 002	-918
16	4x4	Lada	2 004	2 273	-269
17	CX-5	Mazda	1 981	1 748	233
18	Kaptur	Renault	1 804	2 649	-845
19	XRAY	Lada	1 772	2 567	-795
20	Karoq	Skoda	1 737	0	-
21	Octavia A7	Skoda	1 726	2 190	-464
22	Arkana	Renault	1 609	0	-
23	Qashqai	Nissan	1 583	2 077	-494
24	X-Trail	Nissan	1 546	1 616	-70
25	Rapid PA II	Skoda	1 533	0	-

#	MODEL	BRAND	January-June		
			2020	2019	YoY
1	Granta	Lada	49 922	63 982	-14 060
2	Vesta	Lada	42 615	55 784	-13 169
3	Rio	KIA	36 164	47 431	-11 267
4	Creta	Hyundai	29 554	34 629	-5 075
5	Polo	VW	21 341	27 810	-6 469
6	Solaris	Hyundai	18 444	30 710	-12 266
7	RAV 4	Toyota	16 057	13 277	2 780
8	Largus VP	Lada	15 527	20 662	-5 135
9	Tiguan	VW	13 448	16 294	-2 846
10	Logan	Renault	12 170	16 396	-4 226
11	Duster	Renault	12 086	18 713	-6 627
12	4x4	Lada	11 412	15 046	-3 634
13	Camry	Toyota	11 366	16 321	-4 955
14	Sandero	Renault	10 927	14 896	-3 969
15	Sportage	KIA	10 872	15 588	-4 716
16	Qashqai	Nissan	10 281	11 270	-989
17	Octavia A7	Škoda	9 750	11 499	-1 749
18	X-Trail	Nissan	9 171	10 223	-1 052
19	CX-5	Mazda	8 849	9 232	-383
20	Rapid	Škoda	8 735	16 978	-8 243
21	Kodiatq	Škoda	8 728	10 591	-1 863
22	XRAY	Lada	8 651	13 729	-5 078
23	Kaptur	Renault	8 537	13 383	-4 846
24	Niva	Avtovaz	8 027	0	-
25	Optima	KIA	7 462	12 070	-4 608

### 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.

The 1st half of the year market results tables contain data on all brands, including BMW, MINI Mercedes-Benz, smart, Mercedes-Benz Vans brands.

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