



## Press-release

15.01.2014

### Russian Automotive Market decreased by 5% in 2013

- *Sales of new passenger cars and LCVs in Russia decreased by 5% in 2013 and increased by 4% in December 2013*
- *Among the top ten bestselling models so far, ten models are locally produced*
- *AEB AMC announces its forecast for 2014 at 2.73 million cars and LVCs*

Year 2013 saw sales of new cars and light commercial vehicles in Russia decrease by 5% compared with 2012 or by 161.342 less sold units according to the AEB Automobile Manufacturers Committee (AEB AMC).

Growth for **December 2013** amounted to 4 % or 10.678 units compared with the same period in 2012. This December **264.257** units were 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:

"A strong finish in the final month of the year 2013, which had been rather difficult most of the time. No doubt the run-out of the car loan subsidy in December played a role in bringing more customers to dealer showrooms than in the months before - in addition to the regular year end peak and unusually mild weather.

2013 full year sales of new passenger cars and light & medium commercial vehicles in Russia reached 2.78 mils units, 5.5% below last year's record level. 2014 forecast for is 2.73 mils units, marginally below 2013 actual result".

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#### Attachments:

1. New car/LCV sales in Russia by brands for January-December 2013/2012 and December 2013/2012
2. New car/LCV sales in Russia by groups for January- December 2013/2012 and December 2013/2012
3. 25 best sold models of cars in Russia for December 2013 and December 2012

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## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY BRANDS FOR JANUARY- DECEMBER 2013/2012 AND DECEMBER 2013/2012

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

BRAND	January-December			December		
	2013	2012	YoY	2013	2012	YoY
Lada	456 309	537 625	-15%	38 948	43 354	-10%
Renault*	210 099	189 852	11%	18 884	17 242	10%
KIA	198 018	187 330	6%	16 024	14 752	9%
Hyundai*	181 153	174 286	4%	14 171	12 845	10%
Chevrolet*	174 649	205 042	-15%	18 755	15 815	19%
VW	156 247	164 702	-5%	13 548	13 310	2%
Toyota*	154 812	153 047	1%	14 742	12 755	16%
Nissan*	146 319	153 747	-5%	17 540	11 677	50%
Ford*	106 734	130 809	-18%	12 376	14 162	-13%
Škoda	87 456	99 062	-12%	8 513	9 990	-15%
GAZ LCV*	82 395	90 247	-9%	7 381	9 238	-20%
Opel	81 421	81 242	0%	8 827	7 793	13%
Mitsubishi	78 747	74 294	6%	8 429	8 416	0%
Daewoo	60 829	88 232	-31%	6 196	8 073	-23%
UAZ*	51 624	60 648	-15%	6 436	6 236	3%
Mercedes-Benz	44 376	37 436	19%	4 165	3 770	10%
Mazda	43 179	44 443	-3%	4 372	2 963	48%
BMW	42 071	37 515	12%	4 183	4 398	-5%
Audi	36 150	33 512	8%	2 585	2 194	18%
SsangYong	34 055	31 198	9%	3 268	3 160	3%
Peugeot*	33 862	44 420	-24%	2 745	3 478	-21%
Citroën*	28 961	32 858	-12%	2 543	2 321	10%
Suzuki	27 724	32 684	-15%	2 148	2 761	-22%
Lifan	27 467	20 544	34%	3 182	1 830	74%
Geely	27 263	17 566	55%	3 003	2 003	50%
Honda	25 741	21 512	20%	3 065	2 087	47%
Land Rover	21 030	19 043	10%	2 221	1 786	24%
Great Wall	19 954	14 373	39%	1 914	1 809	6%
Chery	19 855	19 127	4%	2 101	1 552	35%
Subaru	16 831	14 296	18%	1 654	1 669	-1%
VW vans	15 915	16 161	-2%	1 735	1 474	18%
Lexus	15 768	15 653	1%	1 474	1 299	13%
Volvo	15 017	20 364	-26%	1 601	1 839	-13%

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Infiniti	8 677	9 209	-6%	944	770	23%
FIAT*	8 001	8 623	-7%	874	956	-9%
Jeep	5 250	4 704	12%	769	390	97%
Mercedes-Benz vans*	5 247	3 974	32%	800	417	92%
FAW*	4 838	560	764%	472	109	333%
Porsche	3 790	3 613	5%	408	239	71%
SEAT	3 375	2 500	35%	154	366	-58%
ZAZ	3 260	9 964	-67%	220	412	-47%
MINI	2 800	2 629	7%	284	175	62%
Bogdan	2 055	7 512	-73%	61	306	-80%
Jaguar	1 710	1 506	14%	157	140	12%
Cadillac	1 513	2 024	-25%	129	148	-13%
BAW*	1 494	1 845	-19%	72	120	-40%
Vortex	1 005	5 953	-83%	0	357	-
Izh	698	2 465	-72%	14	132	-89%
Haima <sup>3</sup>	401	591	-32%	75	32	134%
TagAZ*	371	1 331	-72%	12	28	-57%
Isuzu*	213	175	22%	17	25	-32%
smart	193	31	523%	18	5	260%
Dodge	192	206	-7%	4	21	-81%
Chrysler	159	194	-18%	8	23	-65%
BYD	106	2 630	-96%	1	50	-98%
Luxgen <sup>4</sup>	62	-	-	35	-	-
Foton*	6	141	-96%	0	25	-
VIS <sup>2</sup>	-	3 539	-	-	282	-
<b>Total</b>	<b>2 777 447</b>	<b>2 938 789</b>	<b>-5%</b>	<b>264 257</b>	<b>253 579</b>	<b>4%</b>

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.
2. Since January 2013 the sales of LADA include the cars produced at VIS-AVTO.
3. Since July 2013, Haima Automobile Rus LLC operates sales and after-sales service of Haima brand vehicles in Russia.
4. Luxgen sales in Russia are done via LUXGEN Motor LLC starting from September 2013.

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## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY GROUPS FOR JANUARY- DECEMBER 2013/2012 AND DECEMBER 2013/2012

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

	January-December					December				
	% Share		Volume			% Share		Volume		
	2013	2012	2013	2012	YoY	2013	2012	2013	2012	YoY
AVTOVAZ-RENAULT-NISSAN	29,6	30,3	821404	890433	-8%	28,9	28,8	76316	73043	-10%
AVTOVAZ	16,4	18,3	456309	537625	-15%	14,7	17,1	38948	43354	-10%
RENAULT	7,6	6,5	210099	189852	11%	7,1	6,8	18884	17242	10%
NISSAN	5,3	5,2	146319	153747	-5%	6,6	4,6	17540	11677	50%
INFINITI	0,3	0,3	8677	9209	-6%	0,4	0,3	944	770	23%
VW Group	10,8	10,8	299143	315937	-5%	10,0	10,8	26535	27334	-3%
VOLKSWAGEN cars	5,6	5,6	156247	164702	-5%	5,1	5,2	13548	13310	2%
VOLKSWAGEN vans	0,6	0,5	15915	16161	-2%	0,7	0,6	1735	1474	18%
AUDI	1,3	1,1	36150	33512	8%	1,0	0,9	2585	2194	18%
SEAT	0,1	0,1	3375	2500	35%	0,1	0,1	154	366	-58%
ŠKODA	3,1	3,4	87456	99062	-12%	3,2	3,9	8513	9990	-15%
GM Group	9,3	9,8	257583	288308	-11%	10,5	9,4	27711	23756	17%
OPEL	2,9	2,8	81421	81242	0%	3,3	3,1	8827	7793	13%
CHEVROLET	6,3	7,0	174649	205042	-15%	7,1	6,2	18755	15815	19%
CADILLAC	0,1	0,1	1513	2024	-25%	0,0	0,1	129	148	-13%
KIA	7,1	6,4	198018	187330	6%	6,1	5,8	16024	14752	9%
HYUNDAI	6,5	5,9	181153	174286	4%	5,4	5,1	14171	12845	10%
TOYOTA Group	6,1	5,7	170580	168700	1%	6,1	5,5	16216	14054	15%
TOYOTA	5,6	5,2	154812	153047	1%	5,6	5,0	14742	12755	16%
LEXUS	0,6	0,5	15768	15653	1%	0,6	0,5	1474	1299	13%
FORD	3,8	4,5	106734	130809	-18%	4,7	5,6	12376	14162	-13%
GAZ LCV	3,0	3,1	82395	90247	-9%	2,8	3,6	7381	9238	-20%
MINI	2,8	2,5	78747	74294	6%	3,2	3,3	8429	8416	0%
PSA PEUGEOT CITROËN	2,3	2,6	62823	77278	-19%	2,0	2,3	5288	5799	-9%
PEUGEOT	1,2	1,5	33862	44420	-24%	1,0	1,4	2745	3478	-21%
CITROËN	1,0	1,1	28961	32858	-12%	1,0	0,9	2543	2321	10%
DAEWOO	2,2	3,0	60829	88232	-31%	2,3	3,2	6196	8073	-23%
UAZ	1,9	2,1	51624	60648	-15%	2,4	2,5	6436	6236	3%
MERCEDES-BENZ	1,8	1,4	49816	41441	20%	1,9	1,7	4983	4192	19%
MERCEDES-BENZ cars	1,6	1,3	44376	37436	19%	1,6	1,5	4165	3770	10%
MERCEDES-BENZ vans	0,2	0,1	5247	3974	32%	0,3	0,2	800	417	92%
smart	0,0	0,0	193	31	523%	0,0	0,0	18	5	260%
BMW Group	1,6	1,4	44871	40144	12%	1,7	1,8	4467	4573	-2%
BMW	1,5	1,3	42071	37515	12%	1,6	1,7	4183	4398	-5%
MINI	0,1	0,1	2800	2629	7%	0,1	0,1	284	175	62%
MAZDA	1,6	1,5	43179	44443	-3%	1,7	1,2	4372	2963	48%

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SSANGYONG	1,2	1,1	34055	31198	9%	1,2	1,2	3268	3160	3%
SUZUKI	1,0	1,1	27724	32684	-15%	0,8	1,1	2148	2761	-22%
LIFAN	1,0	0,7	27467	20544	34%	1,2	0,7	3182	1830	74%
GEELY	1,0	0,6	27263	17566	55%	1,1	0,8	3003	2003	50%
HONDA	0,9	0,7	25741	21512	20%	1,2	0,8	3065	2087	47%
JAGUAR LAND ROVER	0,8	0,7	22740	20549	11%	0,9	0,8	2378	1926	23%
LAND ROVER	0,8	0,6	21030	19043	10%	0,8	0,7	2221	1786	24%
JAGUAR	0,1	0,1	1710	1506	14%	0,1	0,1	157	140	12%
GREAT WALL	0,7	0,5	19954	14373	39%	0,7	0,7	1914	1809	6%
CHERY	0,7	0,7	19855	19127	4%	0,8	0,6	2101	1552	35%
SUBARU	0,6	0,5	16831	14296	18%	0,6	0,7	1654	1669	-1%
VOLVO	0,5	0,7	15017	20364	-26%	0,6	0,7	1601	1839	-13%
CHRYSLER Group	0,5	0,5	13602	13727	-1%	0,6	0,5	1655	1390	19%
FIAT	0,3	0,3	8001	8623	-7%	0,3	0,4	874	956	-9%
CHRYSLER	0,0	0,0	159	194	-18%	0,0	0,0	8	23	-65%
JEEP	0,2	0,2	5250	4704	12%	0,3	0,2	769	390	97%
DODGE	0,0	0,0	192	206	-7%	0,0	0,0	4	21	-81%
FAW	0,2	0,0	4838	560	764%	0,2	0,0	472	109	333%
PORSCHE	0,1	0,1	3790	3613	5%	0,2	0,1	408	239	71%
ZAZ	0,1	0,3	3260	9964	-67%	0,1	0,2	220	412	-47%
BOGDAN	0,1	0,3	2055	7512	-73%	0,0	0,1	61	306	-80%
BAW	0,1	0,1	1494	1845	-19%	0,0	0,0	72	120	-40%
VORTEX	0,0	0,2	1005	5953	-83%	-	0,1	0	357	-
IZH	0,0	0,1	698	2465	-72%	0,0	0,1	14	132	-89%
HAIMA	0,0	0,0	401	591	-32%	0,0	0,0	75	32	134%
TAGAZ	0,0	0,0	371	1331	-72%	0,0	0,0	12	28	-57%
ISUZU	0,0	0,0	213	175	22%	0,0	0,0	17	25	-32%
BYD	0,0	0,1	106	2630	-96%	0,0	0,0	1	50	-98%
LUXGEN	0,0	-	62	-	-	0,0	-	35	-	-
FOTON	0,0	0,0	6	141	-96%	-	0,0	0	25	-
VIS	-	0,1	-	3539	-	-	0,1	-	282	-
Total	100,0	100,0	2 777 447	2 938 789	-5%	100,0	100,0	264 257	253 579	4%

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

SOLLERS Group	3,1	3,1	85892	92021	-7%	3,7	3,7	9721	9421	3%
ISUZU	0,0	0,0	213	175	22%	0,0	0,0	17	25	-32%
SSANGYONG	1,2	1,1	34055	31198	9%	1,2	1,2	3268	3160	3%
UAZ	1,9	2,1	51624	60648	-15%	2,4	2,5	6436	6236	3%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-DECEMBER 2013/2012 AND DECEMBER 2013/2012

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

	MODEL	BRAND	January-December				December			
			2013	2012	YoY units	YoY %	2013	2012	YoY units	YoY %
1	Granta	Lada	166947	121151	45796	38%	12923	13153	(230)	-2%
2	Solaris	Hyundai	113991	110776	3215	3%	8824	7196	1628	23%
3	New Rio	KIA	89788	84730	5058	6%	6917	5540	1377	25%
4	Duster	Renault	83702	47344	36358	77%	7976	6659	1317	20%
5	Polo	VW	72565	69385	3180	5%	6649	5144	1505	29%
6	Kalina	Lada	67960	119890	(51 930)	-43%	8590	6095	2495	41%
7	Focus	Ford	67142	92219	(25 077)	-27%	7590	9831	(2 241)	-23%
8	Priora	Lada	57687	125951	(68 264)	-54%	5332	10429	(5 097)	-49%
9	Largus	Lada	57641	14563	43078	296%	6280	2403	3877	161%
10	Cruze	Chevrolet	54367	63181	(8 814)	-14%	4261	5182	(921)	-18%
11	Niva	Chevrolet	53344	59331	(5 987)	-10%	6309	5381	928	17%
12	4x4	Lada	51693	54656	(2 963)	-5%	2284	4727	(2 443)	-52%
13	Logan	Renault	50894	58734	(7 840)	-13%	4137	3810	327	9%
14	Sandero	Renault	43737	48632	(4 895)	-10%	3895	4104	(209)	-5%
15	Astra	Opel	42040	52331	(10 291)	-20%	4860	3930	930	24%
16	Qashqai	Nissan	40739	36793	3946	11%	6435	2556	3879	152%
17	Samara	Lada	40098	67971	(27 873)	-41%	2409	5239	(2 830)	-54%
18	RAV 4	Toyota	39885	27166	12719	47%	3568	2509	1059	42%
19	New Cee'd	KIA	34981	11429	23552	206%	3506	2512	994	40%
20	Sportage	KIA	33451	32716	735	2%	3087	3523	(436)	-12%
21	Camry	Toyota	32895	34619	(1 724)	-5%	2783	3289	(506)	-15%
22	Octavia A5	Skoda	32153	52036	(19 883)	-38%	0	5090	(5 090)	-100%
23	ix35	Hyundai	31706	28104	3602	13%	2524	3170	(646)	-20%
24	Corolla	Toyota	30644	33262	(2 618)	-8%	3297	2334	963	41%
25	Nexia	Daewoo	28898	55034	(26 136)	-47%	1920	5238	(3 318)	-63%

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