



Association  
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Businesses

## Press-release

06 August 2020

### New cars sales increase is 6,8 % in July 2020

In **July 2020**, sales of new cars and light commercial vehicles in Russia increased by **6,8%** compared to **July 2019** or by 9 097 sold units, and amounted to **141 924** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“With an increase of 6,8 %, July is the first month this year with significant growth versus the previous year, which shows signs of the long awaited recovery. This strong performance is fired, on the one hand, by the deferred demand of the previous months of closed operation and, on the other hand, by the weakening Ruble. The current YoY July results show decrease of 19,3%, which is below the AEB 2020 forecast of -23,9%. The good sales results of the total market are also supported by the governmental measures. The sales increase of some brands could be even higher without car stock deficiency linked to the production lock-downs during spring. For the premium market, even better sales dynamics can be assumed. Current market predictability is low due to unknown development of the currency, potential price measures, economic and financial effects and even new potential lock-downs linked to the pandemic situation, which might make further governmental support very important for dealers and manufacturers”.

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#### Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JULY 2020/2019 AND JANUARY-JULY 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	July			January-July		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	31 180	29 486	6%	163 776	203 672	-20%
KIA	18 038	18 811	-4%	99 257	130 416	-24%
Hyundai	14 319	13 849	3%	78 171	101 875	-23%
Škoda	12 329	7 307	69%	46 546	47 135	-1%
Renault*	11 606	11 765	-1%	63 141	76 196	-17%
VW	10 735	8 328	29%	48 796	58 099	-16%
Toyota	8 897	9 367	-5%	50 543	55 869	-10%
Nissan	5 315	3 980	34%	31 060	35 319	-12%
GAZ LCV*	3 592	5 139	-30%	23 440	31 099	-25%
UAZ	2 619	2 765	-5%	14 903	19 555	-24%
Mazda	2 465	2 455	0%	14 343	16 029	-11%
Lexus	2 423	1 905	27%	10 960	11 162	-2%
Mitsubishi	2 292	2 753	-17%	13 900	21 971	-37%
Haval	1 832	1 180	55%	8 495	4 672	82%
Datsun	1 815	1 916	-5%	9 277	12 660	-27%
Ford LCV*	1 703	953	79%	6 135	6 030	2%
Geely	1 338	790	69%	5 837	4 822	21%
Audi	1 286	1 283	0%	7 438	8 596	-13%
Chery	864	432	100%	3 751	3 199	17%
Volvo	773	501	54%	3 290	4 414	-25%
Changan	653	167	291%	2 887	724	299%
Suzuki	651	603	8%	3 834	3 332	15%
Porsche	621	473	31%	2 959	3 107	-5%
Avtovaz (Niva)	529	0	-	8 556	0	-
Subaru	507	577	-12%	2 755	3 911	-30%
VW NFZ*	465	600	-23%	2 767	4 093	-32%
Peugeot*	448	397	13%	2 020	2 440	-17%
FAW	386	109	254%	1 099	575	91%
Citroën	377	283	33%	1 586	1 699	-7%
Land Rover	367	704	-48%	3 169	4 654	-32%
Honda	220	161	37%	943	1 038	-9%
Jeep	197	123	60%	850	1 118	-24%
Infiniti	154	243	-37%	817	2 146	-62%
FIAT*	137	114	20%	623	605	3%
Isuzu*	135	59	129%	541	439	23%

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Cadillac	123	62	98%	638	503	27%
Lifan	104	323	-68%	742	2 977	-75%
Genesis	89	153	-42%	759	1 214	-37%
DFM	75	132	-43%	524	944	-44%
Jaguar	70	172	-59%	514	1 048	-51%
Opel	54	0	-	113	0	-
Iveco*	39	34	15%	176	189	-7%
Chevrolet	36	1 701	-98%	300	12 714	-98%
Hyundai LCV*	23	22	5%	114	231	-51%
Brilliance	14	20	-30%	79	119	-34%
Zotye	11	81	-86%	122	1 085	-89%
Ford	8	514	-98%	87	16 464	-99%
Foton*	6	22	-73%	32	140	-77%
Chrysler	4	4	0%	16	30	-47%
HTM	-	9	-	-	30	-
SsangYong	-	0	-	-	4	-
<b>Total</b>	<b>141 924</b>	<b>132 827</b>	<b>6,8%</b>	<b>742 681</b>	<b>920 363</b>	<b>-19,3%</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 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 JULY 2020/2019 AND JANUARY-JULY 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	July						January-July					
	% Share			Volume			% Share			Volume		
	2020	2019	YOY	2020	2019	%	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	37,3	37,8	-0,5	52 891	50 143	5,5%	39,1	38,2	0,9	290 527	351 964	-17,5%
AVTOVAZ (LADA)	22,0	22,2	-0,2	31 180	29 486	5,7%	22,1	22,1	0,0	163 776	203 672	-19,6%
AVTOVAZ (NIVA)	0,4	0,0	0,4	529	0	-	1,2	0,0	1,2	8 556	0	-
RENAULT	8,2	8,9	-0,7	11 606	11 765	-1,4%	8,5	8,3	0,2	63 141	76 196	-17,1%
NISSAN	3,7	3,0	0,7	5 315	3 980	33,5%	4,2	3,8	0,4	31 060	35 319	-12,1%
INFINITI	0,1	0,2	-0,1	154	243	-36,6%	0,1	0,2	-0,1	817	2 146	-61,9%
DATSUN	1,3	1,4	-0,1	1 815	1 916	-5,3%	1,2	1,4	-0,2	9 277	12 660	-26,7%
MITSUBISHI	1,6	2,1	-0,5	2 292	2 753	-16,7%	1,9	2,4	-0,5	13 900	21 971	-36,7%
VW Group	17,5	13,2	4,3	24 815	17 518	41,7%	14,2	12,8	1,4	105 547	117 923	-10,5%
VOLKSWAGEN cars	7,6	6,3	1,3	10 735	8 328	28,9%	6,6	6,3	0,3	48 796	58 099	-16,0%
VOLKSWAGEN vans	0,3	0,5	-0,2	465	600	-22,5%	0,4	0,4	0,0	2 767	4 093	-32,4%
AUDI	0,9	1,0	-0,1	1 286	1 283	0,2%	1,0	0,9	0,1	7 438	8 596	-13,5%
ŠKODA	8,7	5,5	3,2	12 329	7 307	68,7%	6,3	5,1	1,2	46 546	47 135	-1,2%
KIA	12,7	14,2	-1,5	18 038	18 811	-4,1%	13,4	14,2	-0,8	99 257	130 416	-23,9%
HYUNDAI Group	10,2	10,5	-0,3	14 408	14 002	2,9%	10,6	11,2	-0,6	78 930	103 089	-23,4%
HYUNDAI	10,1	10,4	-0,3	14 319	13 849	3,4%	10,5	11,1	-0,6	78 171	101 875	-23,3%
GENESIS	0,1	0,1	0,0	89	153	-41,8%	0,1	0,1	0,0	759	1 214	-37,5%
TOYOTA Group	8,0	8,5	-0,5	11 320	11 272	0,4%	8,3	7,3	1,0	61 503	67 031	-8,2%
TOYOTA	6,3	7,1	-0,8	8 897	9 367	-5,0%	6,8	6,1	0,7	50 543	55 869	-9,5%
LEXUS	1,7	1,4	0,3	2 423	1 905	27,2%	1,5	1,2	0,3	10 960	11 162	-1,8%
GAZ LCV	2,5	3,9	-1,4	3 592	5 139	-30,1%	3,2	3,4	-0,2	23 440	31 099	-24,6%
UAZ	1,8	2,1	-0,3	2 619	2 765	-5,3%	2,0	2,1	-0,1	14 903	19 555	-23,8%
MAZDA	1,7	1,8	-0,1	2 465	2 455	0,4%	1,9	1,7	0,2	14 343	16 029	-10,5%
HAVAL	1,3	0,9	0,4	1 832	1 180	55,3%	1,1	0,5	0,6	8 495	4 672	81,8%
FORD LCV	1,2	0,7	0,5	1 703	953	78,7%	0,8	0,7	0,1	6 135	6 030	1,7%
GEELY	0,9	0,6	0,3	1 338	790	69,4%	0,8	0,5	0,3	5 837	4 822	21,0%
PSA PEUGEOT CITROEN OPEL	0,6	0,5	0,1	879	680	29,3%	0,5	0,4	0,1	3 719	4 139	-10,1%
PEUGEOT	0,3	0,3	0,0	448	397	12,8%	0,3	0,3	0,0	2 020	2 440	-17,2%
CITROËN	0,3	0,2	0,1	377	283	33,2%	0,2	0,2	0,0	1 586	1 699	-6,7%
OPEL	0,0	0,0	0,0	54	0	-	0,0	0,0	0,0	113	0	-
CHERY	0,6	0,3	0,3	864	432	100,0%	0,5	0,3	0,2	3 751	3 199	17,3%
VOLVO	0,5	0,4	0,1	773	501	54,3%	0,4	0,5	-0,1	3 290	4 414	-25,5%
CHANGAN	0,5	0,1	0,4	653	167	291,0%	0,4	0,1	0,3	2 887	724	298,8%
SUZUKI	0,5	0,5	0,0	651	603	8,0%	0,5	0,4	0,1	3 834	3 332	15,1%
PORSCHE	0,4	0,4	0,0	621	473	31,3%	0,4	0,3	0,1	2 959	3 107	-4,8%

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SUBARU	0,4	0,4	0,0	507	577	-12,1%	0,4	0,4	0,0	2 755	3 911	-29,6%
JAGUAR LAND ROVER	0,3	0,7	-0,4	437	876	-50,1%	0,5	0,6	-0,1	3 683	5 702	-35,4%
LAND ROVER	0,3	0,5	-0,2	367	704	-47,9%	0,4	0,5	-0,1	3 169	4 654	-31,9%
JAGUAR	0,0	0,1	-0,1	70	172	-59,3%	0,1	0,1	0,0	514	1 048	-51,0%
FAW	0,3	0,1	0,2	386	109	254,1%	0,1	0,1	0,0	1 099	575	91,1%
FCA RUSSIA	0,2	0,2	0,0	338	241	40,2%	0,2	0,2	0,0	1 489	1 753	-15,1%
FIAT	0,1	0,1	0,0	137	114	20,2%	0,1	0,1	0,0	623	605	3,0%
CHRYSLER	0,0	0,0	0,0	4	4	0,0%	0,0	0,0	0,0	16	30	-46,7%
JEEP	0,1	0,1	0,0	197	123	60,2%	0,1	0,1	0,0	850	1 118	-24,0%
HONDA	0,2	0,1	0,1	220	161	36,6%	0,1	0,1	0,0	943	1 038	-9,2%
GM Group	0,1	1,3	-1,2	159	1 763	-91,0%	0,1	1,4	-1,3	938	13 217	-92,9%
CHEVROLET	0,0	1,3	-1,3	36	1 701	-97,9%	0,0	1,4	-1,4	300	12 714	-97,6%
CADILLAC	0,1	0,0	0,1	123	62	98,4%	0,1	0,1	0,0	638	503	26,8%
ISUZU	0,1	0,0	0,1	135	59	128,8%	0,1	0,0	0,1	541	439	23,2%
LIFAN	0,1	0,2	-0,1	104	323	-67,8%	0,1	0,3	-0,2	742	2 977	-75,1%
DFM	0,1	0,1	0,0	75	132	-43,2%	0,1	0,1	0,0	524	944	-44,5%
IVECO	0,0	0,0	0,0	39	34	14,7%	0,0	0,0	0,0	176	189	-6,9%
HYUNDAI LCV	0,0	0,0	0,0	23	22	4,5%	0,0	0,0	0,0	114	231	-50,6%
BRILLIANCE	0,0	0,0	0,0	14	20	-30,0%	0,0	0,0	0,0	79	119	-33,6%
ZOTYE	0,0	0,1	-0,1	11	81	-86,4%	0,0	0,1	-0,1	122	1 085	-88,8%
FORD	0,0	0,4	-0,4	8	514	-98,4%	0,0	1,8	-1,8	87	16 464	-99,5%
FOTON	0,0	0,0	0,0	6	22	-72,7%	0,0	0,0	0,0	32	140	-77,1%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
HTM	-	0,0	-	-	9	-	-	0,0	-	-	30	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>141 924</b>	<b>132 827</b>	<b>6,8%</b>	<b>100,0</b>	<b>100,0</b>		<b>742 681</b>	<b>920 363</b>	<b>-19,3%</b>

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

SOLLERS Group	3,0	2,8	0,2	4 322	3 718	16,2%	2,8	2,8	0,0	21 038	25 589	-17,8%
SSANGYONG	-	0,0	-	-	0	-	-	0,0	-	-	4	-
Ford LCV	1,2	0,7	0,5	1 703	953	78,7%	0,8	0,7	0,1	6 135	6 030	1,7%
UAZ	1,8	2,1	-0,3	2 619	2 765	-5,3%	2,0	2,1	-0,1	14 903	19 555	-23,8%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JULY 2020/2019 AND JANUARY – JULY 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	July		
			2020	2019	YoY
1	Granta	Lada	11 450	10 652	798
2	Vesta	Lada	9 807	8 937	870
3	Creta	Hyundai	7 122	5 410	1 712
4	Rio	KIA	7 031	7 171	-140
5	Polo	VW	6 847	4 591	2 256
6	Rapid PA II	Škoda	5 271	0	-
7	Solaris	Hyundai	4 074	4 683	-609
8	Sportage	KIA	3 750	3 567	183
9	Largus VP	Lada	3 718	3 718	0
10	Tiguan	VW	3 336	2 821	515
11	RAV 4	Toyota	3 311	3 360	-49
12	Camry	Toyota	2 961	2 886	75
13	Duster	Renault	2 916	2 690	226
14	Logan	Renault	2 868	2 753	115
15	Octavia A7	Škoda	2 756	1 857	899
16	4x4	Lada	2 697	2 552	145
17	Sandero	Renault	2 679	2 163	516
18	Karoq	Škoda	2 515	0	-
19	Qashqai	Nissan	2 157	1 660	497
20	CX-5	Mazda	2 015	1 995	20
21	XRAY	Lada	1 874	2 651	-777
22	Kaptur	Renault	1 774	2 226	-452
23	X-Trail	Nissan	1 769	1 002	767
24	Optima	KIA	1 666	2 345	-679
25	Kodiaq	Škoda	1 631	2 333	-702

#	MODEL	BRAND	January-July		
			2020	2019	YoY
1	Granta	Lada	61 372	74 634	-13 262
2	Vesta	Lada	52 422	64 721	-12 299
3	Rio	KIA	43 195	54 602	-11 407
4	Creta	Hyundai	36 676	40 039	-3 363
5	Polo	VW	28 188	32 401	-4 213
6	Solaris	Hyundai	22 518	35 393	-12 875
7	RAV 4	Toyota	19 368	16 637	2 731
8	Largus VP	Lada	19 245	24 380	-5 135
9	Tiguan	VW	16 784	19 115	-2 331
10	Logan	Renault	15 038	19 149	-4 111
11	Duster	Renault	15 002	21 403	-6 401
12	Sportage	KIA	14 622	19 155	-4 533
13	Camry	Toyota	14 327	19 207	-4 880
14	4x4	Lada	14 109	17 598	-3 489
15	Sandero	Renault	13 606	17 059	-3 453
16	Octavia A7	Škoda	12 506	13 356	-850
17	Qashqai	Nissan	12 438	12 930	-492
18	X-Trail	Nissan	10 940	11 225	-285
19	CX-5	Mazda	10 864	11 227	-363
20	XRAY	Lada	10 525	16 380	-5 855
21	Kodiaq	Škoda	10 359	12 924	-2 565
22	Kaptur	Renault	10 311	15 609	-5 298
23	Optima	KIA	9 128	14 415	-5 287
24	Rapid	Škoda	8 846	19 993	-11 147
25	Niva	Avtovaz	8 556	0	-

### 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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