



Press-release

8 February 2017

January 2017 market decrease is 5%

- Sales of new passenger cars and LCVs in Russia decreased by **5%** in **January 2017**
- Among the top ten bestselling models so far, all ten models are locally produced

In **January 2017**, sales of new cars and light commercial vehicles in Russia decreased by **5%** compared with **January 2016** or by 4 078 sold units, and amounted to **77 916** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Joerg Schreiber, Chairman of the **AEB Automobile Manufacturers Committee** commented:

“If the market is going to grow this year, then in January it is not showing any hurry to do so. After a very slow first 2 weeks, customer activity has been picking up visibly and consistently across the industry starting from the middle of the month. This suggests that consumers have digested the 2017 price and product offerings and are coming to terms with the new reality. This is a solid basis to start from into the beginning spring season, and with the recent trend continuing it should be only a matter of time until we see sales growing year-on-year”.

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Attachments:

1. New car/LCV sales in Russia by brands for January 2017/2016
2. New car/LCV sales in Russia by groups for January 2017/2016
3. 25 best sold models of cars in Russia for January 2017/2016

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY 2017/2016

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	JANUARY		
	2017	2016	YoY
Lada	16334	15577	5%
KIA	10306	9049	14%
Hyundai*	6694	8010	-16%
Renault*	5208	5014	4%
VW	4581	4455	3%
Nissan*	4230	4494	-6%
Toyota*	3831	6064	-37%
Škoda	3571	3556	0%
Mercedes-Benz	2471	3206	-23%
GAZ LCV*	2307	1851	25%
Ford*	2253	2242	0%
BMW	1758	1919	-8%
UAZ*	1735	1930	-10%
Chevrolet	1734	1201	44%
Mazda	1513	1411	7%
Datsun	1107	1001	11%
Mitsubishi	1076	1323	-19%
Lexus	1000	1085	-8%
Audi	935	905	3%
Lifan	929	1244	-25%
Ravon	445	-	-
Land Rover	401	500	-20%
Infiniti	379	298	27%
VW vans*	305	323	-6%
Subaru	303	422	-28%
Suzuki	265	571	-54%
Citroën*	265	220	20%
Mercedes-Benz Vans*	246	260	-5%
Peugeot*	227	196	16%
Chery	205	280	-27%
Porsche	151	311	-51%

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Jaguar	134	34	294%
Honda	123	190	-35%
FIAT*	122	164	-26%
Geely	120	555	-78%
Changan	93	34	174%
Jeep	92	76	21%
Cadillac	78	48	63%
Volvo	72	16	350%
MINI	70	76	-8%
DFM	54	91	-41%
Isuzu*	41	57	-28%
Iveco*	35	47	-26%
FAW	33	35	-6%
Zotye	28	-	-
smart	20	12	67%
Brilliance	13	114	-89%
BAW*	10	13	-23%
Genesis	6	-	-
Hyundai LCV	4	-	-
Foton*	3	0	-
Chrysler	0	3	-
Alfa Romeo	0	2	-
SsangYong	0	153	-
Acura	-	47	-
Daewoo	-	1 269	-
Haima	-	40	-
Total	77 916	81 994	-5,0%

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.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY 2017/2016

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	JANUARY					
	% Share			Volume		
	2017	2016	YOY	2017	2016	YoY
AVTOVAZ-RENAULT-NISSAN	35,0	32,2	2,8	27 258	26 384	3,3%
AVTOVAZ	21,0	19,0	2,0	16 334	15 577	4,9%
RENAULT	6,7	6,1	0,6	5 208	5 014	3,9%
NISSAN	5,4	5,5	(0,1)	4 230	4 494	-5,9%
INFINITI	0,5	0,4	0,1	379	298	27,2%
DATSUN	1,4	1,2	0,2	1 107	1 001	10,6%
KIA	13,2	11,0	2,2	10 306	9 049	13,9%
VW Group	12,1	11,3	0,8	9 392	9 239	1,7%
VOLKSWAGEN	5,9	5,4	0,5	4 581	4 455	2,8%
VOLKSWAGEN vans	0,4	0,4	0,0	305	323	-5,6%
AUDI	1,2	1,1	0,1	935	905	3,3%
ŠKODA	4,6	4,3	0,3	3 571	3 556	0,4%
HYUNDAI Group	8,6	9,8	(1,2)	6 700	8 010	-16,4%
HYUNDAI	8,6	9,8	(1,2)	6 694	8 010	-16,4%
GENESIS	0,0	-	-	6	-	-
TOYOTA Group	6,2	8,7	(2,5)	4 831	7 149	-32,4%
TOYOTA	4,9	7,4	(2,5)	3 831	6 064	-36,8%
LEXUS	1,3	1,3	0,0	1 000	1 085	-7,8%
MERCEDES-BENZ	3,5	4,2	(0,7)	2 737	3 478	-21,3%
MERCEDES-BENZ	3,2	3,9	(0,7)	2 471	3 206	-22,9%
MERCEDES-BENZ vans	0,3	0,3	0,0	246	260	-5,4%
smart	0,0	0,0	0,0	20	12	66,7%
GAZ	3,0	2,3	0,7	2 307	1 851	24,6%
FORD	2,9	2,7	0,2	2 253	2 242	0,5%
BMW Group	2,3	2,4	(0,1)	1 828	1 995	-8,4%
BMW	2,3	2,3	0,0	1 758	1 919	-8,4%
MINI	0,1	0,1	0,0	70	76	-7,9%
GM Group	2,3	1,5	0,8	1 812	1 249	45,1%
CHEVROLET	2,2	1,5	0,7	1 734	1 201	44,4%
CADILLAC	0,1	0,1	0,0	78	48	62,5%
UAZ	2,2	2,4	(0,2)	1 735	1 930	-10,1%
MAZDA	1,9	1,7	0,2	1 513	1 411	7,2%
MITSUBISHI	1,4	1,6	(0,2)	1 076	1 323	-18,7%
LIFAN	1,2	1,5	(0,3)	929	1 244	-25,3%
JAGUAR LAND ROVER	0,7	0,7	0,0	535	534	0,2%
LAND ROVER	0,5	0,6	(0,1)	401	500	-19,8%

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JAGUAR	0,2	0,0	0,2	134	34	294,1%
PSA PEUGEOT CITROËN	0,6	0,5	0,1	492	416	18,3%
PEUGEOT	0,3	0,2	0,1	227	196	15,8%
CITROËN	0,3	0,3	0,0	265	220	20,5%
RAVON	0,6	-	-	445	-	-
SUBARU	0,4	0,5	(0,1)	303	422	-28,2%
SUZUKI	0,3	0,7	(0,4)	265	571	-53,6%
FCA RUSSIA	0,3	0,3	0,0	214	245	-12,7%
FIAT	0,2	0,2	0,0	122	164	-25,6%
CHRYSLER	0,0	0,0	0,0	0	3	-
JEEP	0,1	0,1	0,0	92	76	21,1%
ALFA ROMEO	0,0	0,0	0,0	0	2	-
CHERY	0,3	0,3	0,0	205	280	-26,8%
PORSCHE	0,2	0,4	(0,2)	151	311	-51,4%
HONDA Group	0,2	0,3	(0,1)	123	237	-48,1%
HONDA	0,2	0,2	0,0	123	190	-35,3%
ACURA	-	0,1	-	-	47	-
GEELY	0,2	0,7	(0,5)	120	555	-78,4%
CHANGAN	0,1	0,0	0,1	93	34	173,5%
VOLVO	0,1	0,0	0,1	72	16	350,0%
DFM	0,1	0,1	0,0	54	91	-40,7%
ISUZU	0,1	0,1	0,0	41	57	-28,1%
IVECO	0,0	0,1	(0,1)	35	47	-26%
FAW	0,0	-	-	33	35	-5,7%
ZOTYE	0,0	-	-	28	-	-
BRILLIANCE	0,0	0,1	(0,1)	13	114	-88,6%
BAW	0,0	0,0	(0,0)	10	13	-23,1%
HYUNDAI	0,0	-	-	4	-	-
FOTON	0,0	0,0	0,0	3	0	-
SSANGYONG	0,0	0,2	(0,2)	0	153	-
HAIMA	-	0,0	-	-	40	-
DAEWOO	-	1,5	-	-	1 269	-
Total	100,0	100,0		77 916	81 994	-5,0%

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

SOLLERS Group	2,2	2,5	(0,3)	1 735	2 083	-16,7%
SSANGYONG	0,0	0,2	(0,2)	0	153	-
UAZ	2,2	2,4	(0,2)	1 735	1 930	-10,1%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY 2017/2016

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Note: The ranking is based on monthly results.

#	MODEL	BRAND	January		
			2017	2016	YoY
1	Rio	KIA	5 693	3 553	2 140
2	Granta	Lada	4 624	7 377	-2 753
3	Vesta	Lada	4 088	1 643	2 445
4	Solaris	Hyundai	2 886	5 626	-2 740
5	Creta	Hyundai	2 565	-	-
6	Polo	VW	2 550	2 655	-105
7	Rapid	Škoda	1 981	1 560	421
8	Duster	Renault	1 848	2 379	-531
9	Niva	Chevrolet	1 670	1 182	488
10	4x4	Lada	1 627	1 609	18
11	XRAY	Lada	1 578	-	-
12	Sportage	KIA	1 565	2 407	-842
13	Largus	Lada	1 562	2 065	-503
14	Kaptur	Renault	1 519	-	-
15	Camry	Toyota	1 327	1 146	181
16	Tiguan	VW	1 288	454	834
17	Octavia A7	Škoda	1 248	1 365	-117
18	X-Trail	Nissan	1 206	695	511
19	RAV 4	Toyota	1 150	2 816	-1 666
20	Priora	Lada	1 143	1 386	-243
21	CX-5	Mazda	1 115	975	140
22	Kalina	Lada	1 025	1 140	-115
23	on-DO	Datsun	1 014	733	281
24	Qashqai	Nissan	1 010	1 073	-63
25	Outlander	Mitsubishi	943	746	197

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