



## Press-release

06 March 2018

### February 2018 market increase is 24,7%

- Sales of new passenger cars and LCVs in Russia increased by **24,7%** in **February 2018**
- Among the top ten bestselling models so far, all models are locally produced

In **February 2018**, sales of new cars and light commercial vehicles in Russia increased by **24,7%** compared with **February 2017** or by 26 393 sold units, and amounted to **133 177** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year in **January–February 235 641** cars were sold.

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

“Russian car market sales continue to demonstrate healthy momentum in February, extending the string of uninterrupted year-on-year growth to a robust 12-month period. Over 27% improvement in the first 2 months are an impressive turnaround for market, which battered bad news until just one year ago. Moving forward, market outlook remains positive but it is reasonable to expect that the pace of year-on-year recovery should slow down as a result of the growing base effect applying from March last year”.

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#### Attachments:

1. New car/LCV sales in Russia by brands for February 2018/2017 and January-February 2018/2017
2. New car/LCV sales in Russia by groups for February 2018/2017 and January-February 2018/2017
3. 25 best sold models of cars in Russia for February 2018/2017 and January-February 2018/2017

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR FEBRUARY 2018/2017 AND JANUARY – FEBRUARY 2018/2017

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	FEBRUARY			JANUARY-FEBRUARY		
	2018	2017	%	2018	2017	%
Lada	27 401	20 003	37%	48 406	36 337	33%
KIA	17 795	12 390	44%	33 105	22 696	46%
Hyundai	13 434	9 391	43%	22 186	16 085	38%
Renault*	11 268	9 626	17%	19 148	14 834	29%
VW	7 070	6 361	11%	12 663	10 942	16%
Toyota*	6 522	6 346	3%	11 673	10 177	15%
Nissan*	6 306	5 300	19%	11 682	9 530	23%
Škoda	5 907	4 262	39%	10 408	7 833	33%
Ford	4 434	2 954	50%	7 566	5 207	45%
GAZ LCV*	4 081	3 407	20%	6 655	5 714	16%
Mitsubishi	2 902	1 470	97%	5 005	2 546	97%
Mercedes-Benz	2 791	2 596	8%	5 301	5 067	5%
UAZ*	2 674	3 507	-24%	4 609	5 242	-12%
BMW	2 670	2 384	12%	4 720	4 142	14%
Chevrolet	2 371	2 310	3%	4 144	4 044	2%
Datsun	2 053	1 983	4%	3 316	3 090	7%
Mazda	1 894	1 731	9%	3 951	3 244	22%
Ravon	1 470	506	191%	2 940	951	209%
Lexus	1 307	1 794	-27%	2 503	2 794	-10%
Audi	1 202	1 350	-11%	1 928	2 285	-16%
Lifan	1 123	1 161	-3%	2 014	2 090	-4%
Land Rover	669	714	-6%	1 102	1 115	-1%
Mercedes-Benz Vans	538	390	38%	957	636	50%
Subaru	529	399	33%	1 147	702	63%
Peugeot*	456	326	40%	871	553	58%
VW NFZ	455	455	0%	820	760	8%
Infiniti	429	562	-24%	670	941	-29%
Chery	428	333	29%	786	538	46%
Citroën*	309	305	1%	565	570	-1%
Suzuki	307	377	-19%	516	642	-20%
Volvo	278	355	-22%	371	427	-13%
Honda	269	116	132%	577	239	141%
Porsche	243	241	1%	399	392	2%

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MINI	173	103	68%	260	173	50%
Jaguar	167	208	-20%	275	342	-20%
Zotye	166	43	286%	327	71	361%
Haval	155	120	29%	334	228	46%
DFM	113	40	183%	241	94	156%
Geely	113	150	-25%	232	270	-14%
FAW	106	14	657%	153	47	226%
Changan	103	110	-6%	178	203	-12%
Jeep	85	130	-35%	147	222	-34%
FIAT*	82	165	-50%	177	287	-38%
Genesis	66	10	560%	114	16	613%
Cadillac	63	112	-44%	99	190	-48%
Isuzu*	51	55	-7%	71	96	-26%
smart	36	30	20%	78	50	56%
Iveco*	30	28	7%	60	63	-5%
Foton*	26	3	767%	46	6	667%
SsangYong	17	15	13%	58	15	287%
Hyundai LCV	15	11	36%	49	15	227%
Brilliance	12	14	-14%	18	27	-33%
Chrysler	9	0	-	14	0	-
HTM	4	10	-60%	6	22	-73%
Baw	-	8	-	-	18	-
<b>Total</b>	<b>133 177</b>	<b>106 784</b>	<b>24,7%</b>	<b>235 641</b>	<b>184 820</b>	<b>27,5%</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.

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR FEBRUARY 2018/2017 AND JANUARY - FEBRUARY 2018/2017

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	FEBRUARY						JANUARY-FEBRUARY					
	% Share			Volume			% Share			Volume		
	2018	2017	YoY	2018	2017	YoY	2018	2017	YOY	2018	2017	YoY
AVTOVAZ-RENAULT-NISSAN	35,6	35,1	0,5	47 457	37 474	26,6%	35,3	35,0	0,3	83 222	64 732	28,6%
AVTOVAZ	20,6	18,7	1,9	27 401	20 003	37%	20,5	19,7	0,8	48 406	36 337	33%
RENAULT	8,5	9,0	(0,5)	11 268	9 626	17%	8,1	8,0	0,1	19 148	14 834	29%
NISSAN	4,7	5,0	(0,3)	6 306	5 300	19%	5,0	5,2	(0,2)	11 682	9 530	23%
INFINITI	0,3	0,5	(0,2)	429	562	-24%	0,3	0,5	(0,2)	670	941	-29%
DATSUN	1,5	1,9	(0,4)	2 053	1 983	4%	1,4	1,7	(0,3)	3 316	3 090	7%
KIA	13,4	11,6	1,8	17 795	12 390	44%	14,0	12,3	1,7	33 105	22 696	46%
VW Group	11,0	11,6	(0,6)	14 634	12 428	17,8%	11,0	11,8	(0,8)	25 819	21 820	18,3%
VOLKSWAGEN	5,3	6,0	(0,7)	7 070	6 361	11%	5,4	5,9	(0,5)	12 663	10 942	16%
VOLKSWAGEN vans	0,3	0,4	(0,1)	455	455	0%	0,3	0,4	(0,1)	820	760	8%
AUDI	0,9	1,3	(0,4)	1 202	1 350	-11%	0,8	1,2	(0,4)	1 928	2 285	-16%
ŠKODA	4,4	4,0	0,4	5 907	4 262	39%	4,4	4,2	0,2	10 408	7 833	33%
HYUNDAI Group	10,1	8,8	1,3	13 500	9 401	43,6%	9,5	8,7	0,8	22 300	16 101	38,5%
HYUNDAI	10,1	8,8	1,3	13 434	9 391	43%	9,4	8,7	0,7	22 186	16 085	38%
GENESIS	0,0	0,0	0,0	66	10	560%	0,0	0,0	0,0	114	16	613%
TOYOTA Group	5,9	7,6	(1,7)	7 829	8 140	-3,8%	6,0	7,0	(1,0)	14 176	12 971	9,3%
TOYOTA	4,9	5,9	(1,0)	6 522	6 346	3%	5,0	5,5	(0,5)	11 673	10 177	15%
LEXUS	1,0	1,7	(0,7)	1 307	1 794	-27%	1,1	1,5	(0,4)	2 503	2 794	-10%
FORD	3,3	2,8	0,5	4 434	2 954	50%	3,2	2,8	0,4	7 566	5 207	45%
GAZ LCV	3,1	3,2	(0,1)	4 081	3 407	20%	2,8	3,1	(0,3)	6 655	5 714	16%
MERCEDES-BENZ	2,5	2,8	(0,3)	3 365	3 016	11,6%	2,7	3,1	(0,4)	6 336	5 753	10,1%
MERCEDES-BENZ	2,1	2,4	(0,3)	2 791	2 596	8%	2,2	2,7	(0,5)	5 301	5 067	5%
MERCEDES-BENZ vans	0,4	0,4	0,0	538	390	38%	0,4	0,3	0,1	957	636	50%
smart	0,0	0,0	0,0	36	30	20%	0,0	0,0	0,0	78	50	56%
MITSUBISHI	2,2	1,4	0,8	2 902	1 470	97%	2,1	1,4	0,7	5 005	2 546	97%
BMW Group	2,1	2,3	(0,2)	2 843	2 487	14,3%	2,1	2,3	(0,2)	4 980	4 315	15,4%
BMW	2,0	2,2	(0,2)	2 670	2 384	12%	2,0	2,2	(0,2)	4 720	4 142	14%
MINI	0,1	0,1	0,0	173	103	68%	0,1	0,1	0,0	260	173	50%
UAZ	2,0	3,3	(1,3)	2 674	3 507	-24%	2,0	2,8	(0,8)	4 609	5 242	-12%
GM Group	1,8	2,3	(0,5)	2 434	2 422	0,5%	1,8	2,3	(0,5)	4 243	4 234	0,2%
CHEVROLET	1,8	2,2	(0,4)	2 371	2 310	3%	1,8	2,2	(0,4)	4 144	4 044	2%
CADILLAC	0,0	0,1	(0,1)	63	112	-44%	0,0	0,1	(0,1)	99	190	-48%
MAZDA	1,4	1,6	(0,2)	1 894	1 731	9%	1,7	1,8	(0,1)	3 951	3 244	22%
RAVON	1,1	0,5	0,6	1 470	506	191%	1,2	0,5	0,7	2 940	951	209%

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LIFAN	0,8	1,1	(0,3)	1 123	1 161	-3%	0,9	1,1	(0,2)	2 014	2 090	-4%
JAGUAR LAND ROVER	0,6	0,9	(0,3)	836	922	-9,3%	0,6	0,8	(0,2)	1 377	1 457	-5,5%
LAND ROVER	0,5	0,7	(0,2)	669	714	-6%	0,5	0,6	(0,1)	1 102	1 115	-1%
JAGUAR	0,1	0,2	(0,1)	167	208	-20%	0,1	0,2	(0,1)	275	342	-20%
PSA PEUGEOT CITROËN	0,6	0,6	0,0	765	631	21,2%	0,6	0,6	0,0	1 436	1 123	27,9%
PEUGEOT	0,3	0,3	0,0	456	326	40%	0,4	0,3	0,1	871	553	58%
CITROËN	0,2	0,3	(0,1)	309	305	1%	0,2	0,3	(0,1)	565	570	-1%
SUBARU	0,4	0,4	0,0	529	399	33%	0,5	0,4	0,1	1 147	702	63%
CHERY	0,3	0,3	0,0	428	333	29%	0,3	0,3	0,0	786	538	46%
SUZUKI	0,2	0,4	(0,2)	307	377	-19%	0,2	0,3	(0,1)	516	642	-20%
VOLVO	0,2	0,3	(0,1)	278	355	-22%	0,5	0,4	0,1	371	427	-13%
HONDA Group	0,2	0,1	0,1	269	116	131,9%	0,2	0,1	0,1	577	239	141,4%
HONDA	0,2	0,1	0,1	269	116	132%	0,2	0,1	0,1	577	239	141%
PORSCHE	0,2	0,2	0,0	243	241	1%	0,2	0,2	0,0	399	392	2%
FCA RUSSIA	0,1	0,3	(0,2)	176	295	-40,3%	0,1	0,3	(0,2)	338	509	-33,6%
FIAT	0,1	0,2	(0,1)	82	165	-50%	0,1	0,2	(0,1)	177	287	-38%
CHRYSLER	0,0	0,0	0,0	9	0	-	0,0	0,0	0,0	14	0	-
JEEP	0,1	0,1	0,0	85	130	-35%	0,1	0,1	0,0	147	222	-34%
ZOTYE	0,1	0,0	0,1	166	43	286%	0,1	0,0	0,1	327	71	361%
HAVAL	0,1	0,1	0,0	155	120	29%	0,1	0,1	0,0	334	228	46%
DFM	0,1	0,0	0,1	113	40	183%	0,1	0,1	0,0	241	94	156%
GEELY	0,1	0,1	0,0	113	150	-25%	0,1	0,1	0,0	232	270	-14%
FAW	0,1	0,0	0,1	106	14	657%	0,1	0,0	0,1	153	47	226%
CHANGAN	0,1	0,1	0,0	103	110	-6%	0,1	0,1	0,0	178	203	-12%
ISUZU	0,0	0,1	(0,1)	51	55	-7%	0,0	0,1	(0,1)	71	96	-26%
IVECO	0,0	0,0	0,0	30	28	7%	0,0	0,0	0,0	60	63	-5%
FOTON	0,0	0,0	0,0	26	3	767%	0,0	0,0	0,0	46	6	667%
SSANGYONG	0,0	0,0	0,0	17	15	13%	0,0	0,0	0,0	58	15	287%
HYUNDAI LCV	0,0	0,0	0,0	15	11	36%	0,0	0,0	0,0	49	15	227%
BRILLIANCE	0,0	0,0	0,0	12	14	-14%	0,0	0,0	0,0	18	27	-33%
HTM	0,0	0,0	0,0	4	10	-60%	0,0	0,0	0,0	6	22	-73%
BAW	-	0,0	-	-	8	-	-	0,0	-	-	18	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>133 177</b>	<b>106 784</b>	<b>24,7%</b>	<b>100,0</b>	<b>100,0</b>		<b>235 641</b>	<b>184 820</b>	<b>27,5%</b>

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

SOLLERS Group	2,0	3,3	(1,3)	2 691	3 522	-23,6%	2,0	2,8	(0,8)	4 667	5 257	-11,2%
SSANGYONG	0,0	0,0	(0,0)	17	15	13%	0,0	0,0	0,0	58	15	287%
UAZ	2,0	3,3	(1,3)	2 674	3 507	-24%	2,0	2,8	(0,8)	4 609	5 242	-12%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR FEBRUARY 2018/2017 AND JANUARY – FEBRUARY 2018/2017

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	FEBRUARY		
			2018	2017	YoY
1	Rio	KIA	8 979	7 033	1 946
2	Vesta	Lada	8 456	5 101	3 355
3	Granta	Lada	6 861	5 260	1 601
4	Creta	Hyundai	5 937	4 055	1 882
5	Solaris	Hyundai	4 600	3 081	1 519
6	Polo	VW	3 924	3 577	347
7	Duster	Renault	3 659	3 240	419
8	Largus	Lada	3 412	1 935	1 477
9	Rapid	Škoda	2 821	2 005	816
10	4x4	Lada	2 678	2 024	654
11	Kaptur	Renault	2 667	1 838	829
12	Tiguan	VW	2 523	1 741	782
13	Sportage	KIA	2 469	1 474	995
14	Logan	Renault	2 367	2 268	99
15	Sandero	Renault	2 358	2 277	81
16	NIVA	Chevrolet	2 328	2 231	97
17	Camry	Toyota	2 145	2 031	114
18	RAV 4	Toyota	2 060	2 244	-184
19	XRAY	Lada	1 917	2 120	-203
20	Qashqai	Nissan	1 882	1 476	406
21	Octavia A7	Škoda	1 776	1 691	85
22	on-DO	Datsun	1 754	1 148	606
23	X-Trail	Nissan	1 709	1 781	-72
24	Outlander	Mitsubishi	1 587	1 343	244
25	Cee'd	KIA	1 539	1 520	19

#	MODEL	BRAND	JANUARY-FEBRUARY		
			2018	2017	YoY
1	Rio	KIA	15 561	12 726	2 835
2	Vesta	Lada	15 152	9 189	5 963
3	Granta	Lada	12 176	9 884	2 292
4	Creta	Hyundai	9 770	6 620	3 150
5	Solaris	Hyundai	7 587	5 967	1 620
6	Polo	VW	7 133	6 127	1 006
7	Duster	Renault	6 169	5 088	1 081
8	Largus	Lada	5 680	3 497	2 183
9	Sportage	KIA	5 536	3 039	2 497
10	Rapid	Škoda	5 119	3 986	1 133
11	4x4	Lada	4 746	3 651	1 095
12	Kaptur	Renault	4 419	3 357	1 062
13	Tiguan	VW	4 244	3 029	1 215
14	Sandero	Renault	4 118	3 204	914
15	NIVA	Chevrolet	4 080	3 901	179
16	Logan	Renault	3 920	3 182	738
17	XRAY	Lada	3 829	3 698	131
18	RAV 4	Toyota	3 652	3 394	258
19	X-Trail	Nissan	3 511	2 987	524
20	Camry	Toyota	3 482	3 358	124
21	Cee'd	KIA	3 449	2 430	1 019
22	Qashqai	Nissan	3 268	2 486	782
23	Octavia A7	Škoda	3 163	2 939	224
24	on-DO	Datsun	2 904	2 162	742
25	Outlander	Mitsubishi	2 767	2 286	481

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