



December 9, 2013
Moscow

PRESS RELEASE

A slow decline in the industry continues

- *Sales of new passenger cars and LCVs in Russia dropped by 4% in November 2013*
- *Among the top ten bestselling models so far, ten are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **November 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 4% in comparison to the same period in 2012. This November **231.982** units were sold; this is 8.595 units less than in November, 2012.

From January to November, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 6% in comparison to the same period in 2012.

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

“No question, the total industry is still declining, albeit at a slower pace. The long-awaited flattening of Year On Year sales trend has yet to happen. We hope December will show progress in this direction, and deliver a decent close to an otherwise difficult year 2012.

Final results for 2013 will be released at the AMC annual Press Conference in January, together with 2014 market forecast”.

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Attachments:

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

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NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY-NOVEMBER 2013/2012 AND NOVEMBER 2013/2012

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

BRANDS	January-November 2013	January-November 2012	%	November 2013	November 2012	%
Lada	417361	494271	-16%	36509	45107	-19%
Renault*	191215	172610	11%	17721	17177	3%
KIA	181994	172578	5%	17399	15059	16%
Hyundai*	166982	161441	3%	15539	14702	6%
Chevrolet*	155894	189227	-18%	13576	16509	-18%
VW	142699	151392	-6%	12852	14149	-9%
Toyota*	140070	140292	0%	12093	10718	13%
Nissan*	128779	142070	-9%	14586	10739	36%
Ford*	94358	116647	-19%	8928	11130	-20%
Škoda	78943	89072	-11%	7390	9012	-18%
GAZ LCV*	75014	81009	-7%	6647	8433	-21%
Opel	72594	73449	-1%	5968	5887	1%
Mitsubishi	70318	65878	7%	7049	6007	17%
Daewoo	54633	80159	-32%	5619	6570	-14%
UAZ*	45188	54412	-17%	4372	6266	-30%
Mercedes-Benz	40211	33666	19%	4011	3420	17%
Mazda	38807	41480	-6%	3654	2649	38%
BMW	37888	33117	14%	4144	3127	33%
Audi	33565	31318	7%	3468	2930	18%
Peugeot*	31117	40942	-24%	2478	3119	-21%
SsangYong	30787	28038	10%	2381	2447	-3%
Citroën*	26418	30537	-13%	2287	2486	-8%
Suzuki	25576	29923	-15%	1803	1972	-9%
Lifan	24285	18714	30%	2340	1827	28%
Geely	24260	15563	56%	2186	1806	21%
Honda	22676	19425	17%	2137	1712	25%
Land Rover	18809	17257	9%	2063	1522	36%
Great Wall	18040	12564	44%	1409	1715	-18%
Chery	17754	17575	1%	1268	1384	-8%
Subaru	15177	12627	20%	1413	941	50%
Lexus	14294	14354	0%	1325	1338	-1%
VW vans*	14180	14687	-3%	1298	1313	-1%
Volvo	13416	18525	-28%	1300	1904	-32%
Infiniti	7733	8439	-8%	666	784	-15%
FIAT	7127	7667	-7%	796	683	17%
Jeep	4481	4314	4%	560	390	44%
Mercedes-Benz vans*	4447	3557	25%	536	409	31%
FAW*	4366	451	868%	627	106	492%

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Porsche	3382	3374	0%	304	346	-12%
SEAT	3221	2134	51%	127	214	-41%
ZAZ	3040	9552	-68%	335	425	-21%
MINI	2516	2454	3%	260	197	32%
Bogdan	1994	7206	-72%	64	518	-88%
Jaguar	1553	1366	14%	153	118	30%
BAW*	1422	1725	-18%	76	148	-49%
Cadillac	1384	1876	-26%	126	111	14%
Vortex	1005	5596	-82%	15	279	-95%
Izh	684	2333	-71%	6	110	-95%
TagAZ*	359	1303	-72%	11	35	-69%
Haima ³	326	559	-42%	50	2	2400%
Isuzu*	196	150	31%	29	4	625%
Dodge	188	185	2%	4	11	-64%
smart	175	26	573%	15	6	150%
Chrysler	151	171	-12%	6	14	-57%
BYD	105	2580	-96%	3	298	-99%
Foton*	6	116	-95%	0	2	-
VIS ²	-	3257	-	-	290	-
Total	2513163	2685210	-6%	231982	240577	-4%

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 comprise 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.

NEW CAR AND LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY-NOVEMBER 2013/2012 AND NOVEMBER 2013/2012

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

	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
ALL BRANDS			2513163	2685210	-6%			231982	240577	-4%
AVTOVAZ - RENAULT - NISSAN	29,6	30,4	745088	817390	-9%	30,0	30,7	69482	73807	-19%
AVTOVAZ	16,6	18,4	417361	494271	-16%	15,7	18,7	36509	45107	-19%
RENAULT	7,6	6,4	191215	172610	11%	7,6	7,1	17721	17177	3%
NISSAN	5,1	5,3	128779	142070	-9%	6,3	4,5	14586	10739	36%
INFINITI	0,3	0,3	7733	8439	-8%	0,3	0,3	666	784	-15%
VW Group	10,8	10,7	272608	288603	-6%	10,8	11,5	25135	27618	-9%
VOLKSWAGEN cars	5,7	5,6	142699	151392	-6%	5,5	5,9	12852	14149	-9%
VOLKSWAGEN vans	0,6	0,5	14180	14687	-3%	0,6	0,5	1298	1313	-1%
AUDI	1,3	1,2	33565	31318	7%	1,5	1,2	3468	2930	18%
SEAT	0,1	0,1	3221	2134	51%	0,1	0,1	127	214	-41%
ŠKODA	3,1	3,3	78943	89072	-11%	3,2	3,7	7390	9012	-18%
GM Group	9,1	9,9	229872	264552	-13%	8,5	9,4	19670	22507	-13%
OPEL	2,9	2,7	72594	73449	-1%	2,6	2,4	5968	5887	1%
CHEVROLET	6,2	7,0	155894	189227	-18%	5,9	6,9	13576	16509	-18%
CADILLAC	0,1	0,1	1384	1876	-26%	0,1	0,0	126	111	14%

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KIA	7,2	6,4	181994	172578	5%	7,5	6,3	17399	15059	16%
HYUNDAI	6,6	6,0	166982	161441	3%	6,7	6,1	15539	14702	6%
TOYOTA Group	6,1	5,8	154364	154646	0%	5,8	5,0	13418	12056	11%
TOYOTA	5,6	5,2	140070	140292	0%	5,2	4,5	12093	10718	13%
LEXUS	0,6	0,5	14294	14354	0%	0,6	0,6	1325	1338	-1%
FORD	3,8	4,3	94358	116647	-19%	3,8	4,6	8928	11130	-20%
GAZ LCV	3,0	3,0	75014	81009	-7%	2,9	3,5	6647	8433	-21%
MITSUBISHI	2,8	2,5	70318	65878	7%	3,0	2,5	7049	6007	17%
PSA PEUGEOT CITROEN	2,3	2,7	57535	71479	-20%	2,1	2,3	4765	5605	-15%
PEUGEOT	1,2	1,5	31117	40942	-24%	1,1	1,3	2478	3119	-21%
CITROËN	1,1	1,1	26418	30537	-13%	1,0	1,0	2287	2486	-8%
DAEWOO	2,2	3,0	54633	80159	-32%	2,4	2,7	5619	6570	-14%
UAZ	1,8	2,0	45188	54412	-17%	1,9	2,6	4372	6266	-30%
MERCEDES-BENZ	1,8	1,4	44833	37249	20%	2,0	1,6	4562	3835	19%
MERCEDES-BENZ cars	1,6	1,3	40211	33666	19%	1,7	1,4	4011	3420	17%
MERCEDES-BENZ vans	0,2	0,1	4447	3557	25%	0,2	0,2	536	409	31%
smart	0,0	0,0	175	26	573%	0,0	0,0	15	6	150%
BMW Group	1,6	1,3	40404	35571	14%	1,9	1,4	4404	3324	32%
BMW	1,5	1,2	37888	33117	14%	1,8	1,3	4144	3127	33%
MINI	0,1	0,1	2516	2454	3%	0,1	0,1	260	197	32%
MAZDA	1,5	1,5	38807	41480	-6%	1,6	1,1	3654	2649	38%
SSANGYONG	1,2	1,0	30787	28038	10%	1,0	1,0	2381	2447	-3%
SUZUKI	1,0	1,1	25576	29923	-15%	0,8	0,8	1803	1972	-9%
LIFAN	1,0	0,7	24285	18714	30%	1,0	0,8	2340	1827	28%
GEELY	1,0	0,6	24260	15563	56%	0,9	0,8	2186	1806	21%
HONDA	0,9	0,7	22676	19425	17%	0,9	0,7	2137	1712	25%
JAGUAR LAND ROVER	0,8	0,7	20362	18623	9%	1,0	0,7	2216	1640	35%
LAND ROVER	0,7	0,6	18809	17257	9%	0,9	0,6	2063	1522	36%
JAGUAR	0,1	0,1	1553	1366	14%	0,1	0,0	153	118	30%
GREAT WALL	0,7	0,5	18040	12564	44%	0,6	0,7	1409	1715	-18%
CHERY	0,7	0,7	17754	17575	1%	0,5	0,6	1268	1384	-8%
SUBARU	0,6	0,5	15177	12627	20%	0,6	0,4	1413	941	50%
VOLVO	0,5	0,7	13416	18525	-28%	0,6	0,8	1300	1904	-32%
CHRYSLER Group	0,5	0,5	11947	12337	-3%	0,6	0,5	1366	1098	24%
FIAT	0,3	0,3	7127	7667	-7%	0,3	0,3	796	683	17%
CHRYSLER	0,0	0,0	151	171	-12%	0,0	0,0	6	14	-57%
JEEP	0,2	0,2	4481	4314	4%	0,2	0,2	560	390	44%
DODGE	0,0	0,0	188	185	2%	0,0	0,0	4	11	-64%
FAW	0,2	0,0	4366	451	868%	0,3	0,0	627	106	492%
PORSCHE	0,1	0,1	3382	3374	0%	0,1	0,1	304	346	-12%
ZAZ	0,1	0,4	3040	9552	-68%	0,1	0,2	335	425	-21%
BOGDAN	0,1	0,3	1994	7206	-72%	0,0	0,2	64	518	-88%
BAW	0,1	0,1	1422	1725	-18%	0,0	0,1	76	148	-49%
VORTEX	0,0	0,2	1005	5596	-82%	0,0	0,1	15	279	-95%
IZH	0,0	0,1	684	2333	-71%	0,0	0,0	6	110	-95%
TAGAZ	0,0	0,0	359	1303	-72%	0,0	0,0	11	35	-69%
HAIMA	0,0	0,0	326	559	-42%	0,0	0,0	50	2	2400%
ISUZU	0,0	0,0	196	150	31%	0,0	0,0	29	4	625%

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BYD	0,0	0,1	105	2580	-96%	0,0	0,1	3	298	-99%
FOTON	0,0	0,0	6	116	-95%	-	0,0	0	2	-
VIS	-	0,1	-	3257	-	-	0,1	-	290	-

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

SOLLERS Group	3,0	3,1	76171	82600	-8%	2,9	3,6	6782	8717	-22%
ISUZU	0,0	0,0	196	150	31%	0,0	0,0	29	4	625%
SSANGYONG	1,2	1,0	30787	28038	10%	1,0	1,0	2381	2447	-3%
UAZ	1,8	2,0	45188	54412	-17%	1,9	2,6	4372	6266	-30%

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

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

#	MODEL	BRAND	January- November 2013	January- November 2012	%	November 2013	November 2012	%
1	Granta	Lada	154024	107998	43%	12190	12836	-5%
2	Solaris	Hyundai	105167	103580	2%	9672	9272	4%
3	New Rio	KIA	82871	79190	5%	7038	6817	3%
4	Duster	Renault	75726	40685	86%	7563	6755	12%
5	Polo	VW	65916	64241	3%	6239	5927	5%
6	Focus	Ford	59552	82388	-28%	4839	7325	-34%
7	Kalina	Lada	59370	113795	-48%	5838	6726	-13%
8	Priora	Lada	52355	115522	-55%	3854	10160	-62%
9	Largus	Lada	51361	12160	322%	5194	2470	110%
10	Cruze	Chevrolet	50106	57999	-14%	3638	5687	-36%
11	4x4	Lada	49409	49929	-1%	5979	4059	47%
12	Niva	Chevrolet	47035	53950	-13%	3971	4736	-16%
13	Logan	Renault	46757	54924	-15%	4036	3547	14%
14	Sandero	Renault	39842	44528	-11%	3736	4236	-12%
15	Samara	Lada	37689	62732	-40%	2546	7399	-66%
16	Astra (incl. Astra Cabrio)	Opel	37180	48401	-23%	3185	3407	-7%
17	RAV 4	Toyota	36317	24657	47%	3181	2075	53%
18	Qashqai	Nissan	34304	34237	0%	4397	2781	58%
19	Octavia A5	Skoda	32153	46946	-32%	128	4760	-97%
20	New Cee'd	KIA	31475	8917	253%	3833	2181	76%
21	Sportage	KIA	30364	29193	4%	3207	2530	27%
22	Camry	Toyota	30111	31330	-4%	2085	2622	-20%
23	ix35	Hyundai	29182	24934	17%	2260	2737	-17%
24	Corolla	Toyota	27347	30928	-12%	2992	1874	60%
25	Nexia	Daewoo	26978	49796	-46%	1784	4365	-59%

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