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Businesses

Press-release

8 April 2015

March car market decrease is 42,5 %

- Sales of new passenger cars and LCVs in Russia decreased by **42,5 %** in **March 2015**
- All ten bestselling models are locally produced

In **March 2015**, sales of new cars and light commercial vehicles in Russia decreased by **42,5 %** compared to **March 2014** or by 103 482 sold units, and amounted to **139 850** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year in January—March **383 691** cars were sold.

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

“Total market performance in March is bad, of course, but not much worse than expected. What we are seeing now in the sales statistics is the long-predicted 'hole' in consumer demand, caused by the pull-ahead of car purchases at the end of last year, and compounded by heavy price inflation in the current year. Sooner or later, the situation will stabilize, but we are not at this point yet”.

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Attachments:

1. New car/LCV sales in Russia by brands for March 2015/2014 and January—March 2015/2014
2. New car/LCV sales in Russia by groups for March 2015/2014 and January—March 2015/2014
3. 25 best sold models of cars in Russia for March 2015/2014 and January—March 2015/2014

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR MARCH 2015/2014 AND JANUARY—MARCH 2015/2014

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	March			January—March		
	2015	2014	YoY	2015	2014	YoY
Lada	27,423	37,060	-26%	68,554	91,603	-25%
Hyundai*	13,901	16,362	-15%	39,841	41,307	-4%
KIA	12,121	17,787	-32%	36,030	42,289	-15%
Toyota*	9,731	14,846	-34%	24,023	35,057	-31%
Renault*	9,507	16,637	-43%	27,416	46,252	-41%
Nissan*	8,635	17,535	-51%	27,183	45,744	-41%
VW	6,150	14,342	-57%	18,119	34,331	-47%
Škoda	4,565	7,764	-41%	15,308	18,892	-19%
GAZ LCV*	4,267	6,257	-32%	9,065	14,044	-35%
Mercedes-Benz*	4,015	4,154	-3%	11,341	10,384	9%
Datsun	3,502	-	-	9,339	-	-
Chevrolet	3,443	13,439	-74%	9,748	35,307	-72%
Mitsubishi	3,250	10,018	-68%	9,793	21,842	-55%
UAZ*	2,965	3,362	-12%	7,478	8,466	-12%
Audi	2,630	3,758	-30%	6,132	8,286	-26%
Lexus	2,521	1,954	29%	4,002	3,375	19%
Mazda	2,478	4,863	-49%	7,243	11,610	-38%
BMW	2,239	3,804	-41%	8,334	9,700	-14%
Ford*	1,848	6,817	-73%	5,060	17,373	-71%
Daewoo	1,757	4,604	-62%	5,411	12,858	-58%
Opel	1,589	7,109	-78%	3,574	18,000	-80%
Land Rover	1,128	2,114	-47%	3,086	4,903	-37%
Volvo	944	1,697	-44%	1,971	3,242	-39%
Lifan	829	1,939	-57%	2,313	4,605	-50%
Geely	720	2,006	-64%	1,851	4,851	-62%
Subaru	696	1,411	-51%	2,448	3,723	-34%
Mercedes-Benz vans	654	739	-12%	1,403	1,510	-7%
SsangYong	649	2,396	-73%	1,943	5,733	-66%
VW vans*	640	1,274	-50%	1,920	3,281	-41%
Infiniti	600	1,034	-42%	1,709	2,338	-27%
Peugeot*	545	2,580	-79%	1,340	6,777	-80%
Porsche	520	410	27%	1,095	710	54%

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Citroën*	484	2,327	-79%	1,344	6,239	-78%
Great Wall	479	1,526	-69%	1,286	3,860	-67%
Chery	464	2,105	-78%	1,096	4,951	-78%
FIAT*	405	767	-47%	1,046	1,755	-40%
Suzuki	393	1,941	-80%	1,264	5,130	-75%
Jeep	320	828	-61%	760	1,857	-59%
Honda	220	2,376	-91%	856	6,789	-87%
MINI	140	170	-18%	347	400	-13%
DFM ²	77	-	-	162	-	-
Isuzu*	75	23	226%	178	56	218%
Jaguar	75	155	-52%	209	406	-49%
Brilliance	55	-	-	296	-	-
Acura*	48	-	-	210	-	-
smart	43	35	23%	94	72	31%
Cadillac	41	162	-75%	113	339	-67%
BAW*	23	123	-81%	76	354	-79%
Changan	11	145	-92%	79	195	-59%
JAC	11	-	-	64	-	-
Haima	6	49	-88%	67	90	-26%
Chrysler	5	15	-67%	17	36	-53%
Alfa Romeo	2	3	-33%	6	3	100%
Foton*	2	2	0%	6	7	-14%
FAW	-	251	-	-	787	-
SEAT	9	125	-93%	42	309	-86%
ZAZ	-	82	-	-	296	-
TagAZ*	-	10	-	-	38	-
Luxgen	-	12	-	-	39	-
Bogdan	-	22	-	-	92	-
Izh	-	3	-	-	18	-
Dodge	-	3	-	-	9	-
Total	139,850	243,332	-42.5%	383,691	602,520	-36.3%

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. DFM = DFM cars are distributed in Russia by "China Dong Feng Motor Industry Imp. & Exp. Co. Ltd.".

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Note: The ranking is based on monthly results.

Brand / Group	March						January—March					
	% Share			Volume			% Share			Volume		
	2015	2014	YoY	2015	2014	YoY	2015	2014	YoY	2015	2014	YoY
AVTOVAZ-RENAULT-NISSAN	35.5	29.7	5.8	49,667	72,266	-31.3%	35.0	30.9	4.1	134,201	185,937	-27.8%
AVTOVAZ	19.6	15.2	4.4	27,423	37,060	-26.0%	17.9	15.2	2.7	68,554	91,603	-25.2%
RENAULT	6.8	6.8	0.0	9,507	16,637	-42.9%	7.1	7.7	(0.6)	27,416	46,252	-40.7%
NISSAN	6.2	7.2	(1.0)	8,635	17,535	-50.8%	7.1	7.6	(0.5)	27,183	45,744	-40.6%
INFINITI	0.4	0.4	0.0	600	1,034	-42.0%	0.4	0.4	0.0	1,709	2,338	-26.9%
Datsun	2.5	-	-	3,502	-	-	2.4	-	-	9,339	-	-
VW Group	10.0	11.2	(1.2)	13,994	27,263	-48.7%	10.8	10.8	0.0	41,512	65,099	-36.2%
VOLKSWAGEN cars	4.4	5.9	(1.5)	6,150	14,342	-57.1%	4.7	5.7	(1.0)	18,119	34,331	-47.2%
VOLKSWAGEN vans	0.5	0.5	0.0	640	1,274	-49.8%	0.5	0.5	0.0	1,920	3,281	-41.5%
AUDI	1.9	1.5	0.4	2,630	3,758	-30.0%	1.6	1.4	0.2	6,132	8,286	-26.0%
SEAT	0.0	0.1	(0.1)	9	125	-93%	0.0	0.1	(0.1)	42	309	-86.4%
ŠKODA	3.3	3.2	0.1	4,565	7,764	-41.2%	4.0	3.1	0.9	15,308	18,892	-19.0%
HYUNDAI	9.9	6.7	3.2	13,901	16,362	-15.0%	10.4	6.9	3.5	39,841	41,307	-3.5%
TOYOTA Group	8.8	6.9	1.9	12,252	16,800	-27.1%	7.3	6.4	0.9	28,025	38,432	-27.1%
TOYOTA	7.0	6.1	0.9	9,731	14,846	-34.5%	6.3	5.8	0.5	24,023	35,057	-31.5%
LEXUS	1.8	0.8	1.0	2,521	1,954	29.0%	1.0	0.6	0.4	4,002	3,375	18.6%
KIA	8.7	7.3	1.4	12,121	17,787	-31.9%	9.4	7.0	2.4	36,030	42,289	-14.8%
GM Group	3.6	8.5	(4.9)	5,073	20,710	-75.5%	3.5	8.9	(5.4)	13,435	53,646	-75.0%
OPEL	1.1	2.9	(1.8)	1,589	7,109	-77.6%	0.9	3.0	(2.1)	3,574	18,000	-80.1%
CHEVROLET	2.5	5.5	(3.0)	3,443	13,439	-74.4%	2.5	5.9	(3.4)	9,748	35,307	-72.4%
CADILLAC	0.0	0.1	(0.1)	41	162	-74.7%	0.0	0.1	(0.1)	113	339	-66.7%
MERCEDES-BENZ	3.4	2.0	1.4	4,712	4,928	-4.4%	3.3	2.0	1.3	12,838	11,966	7.3%
MERCEDES-BENZ cars	2.9	1.7	1.2	4,015	4,154	-3.3%	3.0	1.7	1.3	11,341	10,384	9.2%
MERCEDES-BENZ vans	0.5	0.3	0.2	654	739	-11.5%	0.4	0.3	0.1	1,403	1,510	-7.1%
smart	0.0	0.0	0.0	43	35	22.9%	0.0	0.0	0.0	94	72	30.6%
GAZ LCV	3.1	2.6	0.5	4,267	6,257	-31.8%	2.4	2.3	0.1	9,065	14,044	-35.5%
MITSUBISHI	2.3	4.1	(1.8)	3,250	10,018	-67.6%	2.6	3.6	(1.0)	9,793	21,842	-55.2%
UAZ	2.1	1.4	0.7	2,965	3,362	-11.8%	1.9	1.4	0.5	7,478	8,466	-11.7%
MAZDA	1.8	2.0	(0.2)	2,478	4,863	-49.0%	1.9	1.9	0.0	7,243	11,610	-37.6%
BMW Group	1.7	1.6	0.1	2,379	3,974	-40.1%	2.3	1.7	0.6	8,681	10,100	-14.0%
BMW	1.6	1.6	0.0	2,239	3,804	-41.1%	2.2	1.6	0.6	8,334	9,700	-14.1%
MINI	0.1	0.1	0.0	140	170	-17.6%	0.1	0.1	0.0	347	400	-13.3%
FORD	1.3	2.8	(1.5)	1,848	6,817	-72.9%	1.3	2.9	(1.6)	5,060	17,373	-70.9%
DAEWOO	1.3	1.9	(0.6)	1,757	4,604	-61.8%	1.4	2.1	(0.7)	5,411	12,858	-57.9%

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JAGUAR LAND ROVER	0.9	0.9	0.0	1,203	2,269	-47.0%	0.9	0.9	0.0	3,295	5,309	-37.9%
LAND ROVER	0.8	0.9	(0.1)	1,128	2,114	-46.6%	0.8	0.8	0.0	3,086	4,903	-37.1%
JAGUAR	0.1	0.1	0.0	75	155	-51.6%	0.1	0.1	0.0	209	406	-48.5%
PSA PEUGEOT CITROËN	0.7	2.0	(1.3)	1,029	4,907	-79.0%	0.7	2.2	(1.5)	2,684	13,016	-79.4%
PEUGEOT	0.4	1.1	(0.7)	545	2,580	-78.9%	0.3	1.1	(0.8)	1,340	6,777	-80.2%
CITROËN	0.3	1.0	(0.7)	484	2,327	-79.2%	0.4	1.0	(0.6)	1,344	6,239	-78.5%
VOLVO	0.7	0.7	0.0	944	1,697	-44.4%	0.5	0.5	0.0	1,971	3,242	-39.2%
LIFAN	0.6	0.8	(0.2)	829	1,939	-57.2%	0.6	0.8	(0.2)	2,313	4,605	-49.8%
CHRYSLER Group	0.5	0.7	(0.2)	732	1,616	-54.7%	0.5	0.6	(0.1)	1,829	3,660	-50.0%
FIAT	0.3	0.3	0.0	405	767	-47.2%	0.3	0.3	0.0	1,046	1,755	-40.4%
CHRYSLER	0.0	0.0	0.0	5	15	-66.7%	0.0	0.0	0.0	17	36	-52.8%
JEEP	0.2	0.3	(0.1)	320	828	-61.4%	0.2	0.3	(0.1)	760	1,857	-59.1%
DODGE	-	0.0	-	-	3	-	-	0.0	-	-	9	-
ALFA ROMEO	0.0	0.0	0.0	2	3	-33.3%	0.0	0.0	0.0	6	3	100.0%
GEELY	0.5	0.8	(0.3)	720	2,006	-64.1%	0.5	0.8	(0.3)	1,851	4,851	-61.8%
SUBARU	0.5	0.6	(0.1)	696	1,411	-50.7%	0.6	0.6	0.0	2,448	3,723	-34.2%
SSANGYONG	0.5	1.0	(0.5)	649	2,396	-72.9%	0.5	1.0	(0.5)	1,943	5,733	-66.1%
PORSCHE	0.4	0.2	0.2	520	410	26.8%	0.3	0.1	0.2	1,095	710	54.2%
GREAT WALL	0.3	0.6	(0.3)	479	1,526	-68.6%	0.3	0.6	(0.3)	1,286	3,860	-66.7%
CHERY	0.3	0.9	(0.6)	464	2,105	-78.0%	0.3	0.8	(0.5)	1,096	4,951	-77.9%
SUZUKI	0.3	0.8	(0.5)	393	1,941	-79.8%	0.3	0.9	(0.6)	1,264	5,130	-75.4%
HONDA Group	0.2	1.0	(0.8)	268	2,376	-88.7%	0.3	1.1	(0.8)	1,066	6,789	-84.3%
HONDA	0.2	1.0	(0.8)	220	2,376	-90.7%	0.2	1.1	(0.9)	856	6,789	-87.4%
ACURA	0.0	-	-	48	-	-	0.1	-	-	210	-	-
DFM	0.1	-	-	77	-	-	0.0	-	-	162	-	-
ISUZU	0.1	0.0	0.0	75	23	226.1%	0.0	0.0	0.0	178	56	217.9%
BRILLIANCE	0.0	-	-	55	-	-	0.1	-	-	296	-	-
BAW	0.0	0.1	(0.1)	23	123	-81.3%	0.0	0.1	(0.1)	76	354	-78.5%
CHANGAN	0.0	0.1	(0.1)	11	145	-92.4%	0.0	0.0	0.0	79	195	-59.5%
JAC	0.0	-	-	11	-	-	0.0	-	-	64	-	-
HAIMA	0.0	0.0	0.0	6	49	-87.8%	0.0	0.0	0.0	67	90	-25.6%
FOTON	0.0	0.0	0.0	2	2	0.0%	0.0	0.0	0.0	6	7	-14.3%
LUXGEN	-	0.0	-	-	12	-	-	0.0	-	-	39	-
TAGAZ	-	0.0	-	-	10	-	-	0.0	-	-	38	-
FAW	-	0.1	-	-	251	-	-	0.1	-	-	787	-
ZAZ	-	0.0	-	-	82	-	-	0.0	-	-	296	-
IZH	-	0.0	-	-	3	-	-	0.0	-	-	18	-
BOGDAN	-	0.0	-	-	22	-	-	0.0	-	-	92	-
Total	100.0	100.0		139,850	243,332	-42.5%	100.0	100.0		383,691	602,520	-36.3%

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

SOLLERS Group	2.6	2.4	0.2	3,689	5,781	-36.2%	2.5	2.4	0.1	9,599	14,255	-32.7%
ISUZU	0.1	0.0	0.1	75	23	226.1%	0.0	0.0	0.0	178	56	217.9%
SSANGYONG	0.5	1.0	(0.5)	649	2396	-72.9%	0.5	1.0	(0.5)	1943	5,733	-66.1%
UAZ	2.1	1.4	0.7	2965	3362	-11.8%	1.9	1.4	0.5	7478	8,466	-11.7%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MARCH 2015/2014 AND JANUARY—MARCH 2015/2014

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	March		
			2015	2014	YoY
1	Granta	Lada	12,438	12,958	(520)
2	Solaris	Hyundai	8,593	9,837	(1,244)
3	New Rio	KIA	7,176	9,728	(2,552)
4	Kalina	Lada	4,045	7,683	(3,638)
5	4x4	Lada	3,893	3,685	208
6	Largus	Lada	3,737	6,018	(2,281)
7	Logan	Renault	3,276	3,754	(478)
8	Almera	Nissan	3,183	3,678	(495)
9	Duster	Renault	3,148	7,416	(4,268)
10	Polo	VW	2,986	6,461	(3,475)
11	Priora	Lada	2,743	5,547	(2,804)
12	ix35	Hyundai	2,717	3,541	(824)
13	Camry	Toyota	2,683	2,952	(269)
14	on-DO	Datsun	2,513	-	-
15	RAV 4	Toyota	2,402	3,293	(891)
16	X-Trail	Nissan	2,363	1,825	538
17	Niva	Chevrolet	2,315	4,304	(1,989)
18	Sandero	Renault	2,098	3,595	(1,497)
19	Rapid	Skoda	1,998	-	-
20	Octavia A7	Skoda	1,912	3,951	(2,039)
21	LC 200	Toyota	1,461	1,338	123
22	ASX	Mitsubishi	1,458	1,806	(348)
23	Patriot	UAZ	1,441	1,412	29
24	New Cee'd	KIA	1,407	2,338	(931)
25	CX-5	Mazda	1,339	2,066	(727)

№	MODEL	BRAND	January—March		
			2015	2014	YoY
1	Granta	Lada	30,710	32,493	(1,783)
2	Solaris	Hyundai	24,811	25,444	(633)
3	New Rio	KIA	18,412	20,926	(2,514)
4	4x4	Lada	10,620	9,147	1,473
5	Logan	Renault	10,066	10,546	(480)
6	Kalina	Lada	9,229	18,133	(8,904)
7	Largus	Lada	9,083	14,602	(5,519)
8	Polo	VW	8,913	15,402	(6,489)
9	Duster	Renault	8,842	20,547	(11,705)
10	on-DO	Datsun	8,061	-	-
11	Almera	Nissan	7,908	11,152	(3,244)
12	Camry	Toyota	7,510	7,351	159
13	ix35	Hyundai	7,477	8,619	(1,142)
14	Priora	Lada	7,469	12,961	(5,492)
15	Niva	Chevrolet	6,706	10,551	(3,845)
16	Sandero	Renault	6,506	9,981	(3,475)
17	Rapid	Skoda	6,196	-	-
18	Octavia A7	Skoda	6,041	9,418	(3,377)
19	RAV 4	Toyota	5,822	8,110	(2,288)
20	New Cee'd	KIA	4,802	6,361	(1,559)
21	ASX	Mitsubishi	4,335	5,454	(1,119)
22	Sportage	KIA	4,009	7,453	(3,444)
23	CX-5	Mazda	3,944	5,310	(1,366)
24	Qashqai	Nissan	3,501	6,916	(3,415)
25	Patriot	UAZ	3,471	3,491	(20)

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