



Association  
of European  
Businesses

## Press-release

06 April 2021

### New cars sales decreased by 2,8% in Q1 of the year and decreased by 5,7% in March 2021

**In Q1 of 2021**, sales of new cars and light commercial vehicles in Russia **decreased by 2,8 %** compared to the same period in 2020 or by **11 196** sold units, and amounted to **387 322** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Among them:

- LCVs – 21 263 pcs. or 5,5%
- SUVs – 183 266 pcs. or 47,3%
- Pick-ups – 1 784 pcs. or 0,5%
- BEV (Battery Electric vehicles) – 204 pcs.

**In March 2021**, sales of new cars and light commercial vehicles in Russia **decreased by 5,7%** compared to **March 2020** or by 9 062 sold units, and amounted to **148 676** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“In March 2021, 148 676 cars were sold, which is 5,7% less than in March 2020. However, it is worth mentioning that March 2020 was the best month last year before the lockdown in April. In Q1 this year, 387 322 cars were sold that is 2,8% less than last year. It is obvious that the next couple of months will remedy the situation and the market will demonstrate growth, because we will compare results of the nearest months with the worst ever months in the automobile industry linked with business limitations due to the coronavirus pandemic. In general, the market situation is of no surprise. Purchase interest slightly decreases while prices increase, in some cases there is still a deficit in offer of certain models. Uncertainty with the disposal fee increase does not help the market either. The mass segment is slowing down most of all.

From now on, the AEB press release provides additional information on sales of SUVs, LCVs, Pick-ups and BEVs. The data shows that SUVs build close to a half of the market as the most favorite car type of Russian customers.”

#### Contact:

**Olga Zueva**, AEB Automobile Manufacturers Committee Coordinator, [olga.zueva@aebrus.ru](mailto:olga.zueva@aebrus.ru), tel. +7 (495) 234 27 64  
**Yuliya Sheglova**, Project Manager for market researches and statistics, [yuliya.sheglova@aebrus.ru](mailto:yuliya.sheglova@aebrus.ru), tel. +7 (495) 234 27 64

#### Attachments:

1. New car/LCV sales in Russia by brands for March 2021/2020 and January-March 2021/2020
2. New car/LCV sales in Russia by groups for March 2021/2020 and January-March 2021/2020
3. 25 best sold models of cars in Russia for March 2021/2020 and January-March 2021/2020

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Association of European Businesses  
Butyrsky Val str. 68/70, bld. 1  
127055 Moscow, Russia

Phone: +7 (495) 234 27 64  
Fax: +7 (495) 234 28 07

E-mail: [info@aebrus.ru](mailto:info@aebrus.ru)  
[www.aebrus.ru](http://www.aebrus.ru)

## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR MARCH 2021/2020

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		
	2021	2020	%
Avtovaz (Lada)	33 779	32 808	3%
KIA	20 057	19 808	1%
Hyundai*	15 332	15 813	-3%
Renault*	11 659	13 640	-15%
Toyota*	10 278	12 587	-18%
Škoda	9 737	9 856	-1%
VW	9 442	10 007	-6%
Nissan	5 705	7 562	-25%
GAZ LCV*	4 521	4 713	-4%
Haval	2 833	1 599	77%
UAZ*	2 733	2 742	0%
Mazda	2 689	3 502	-23%
Lexus	2 491	2 244	11%
Chery	2 398	815	194%
Mitsubishi	2 230	4 424	-50%
Geely	1 732	935	85%
Audi	1 625	1 730	-6%
Ford LCV*	1 409	1 141	23%
Suzuki	931	787	18%
Volvo	798	784	2%
Peugeot*	736	489	51%
Porsche	703	789	-11%
Subaru	674	839	-20%
Land Rover	633	897	-29%
VW NFZ*	555	706	-21%
Changan	485	573	-15%
Citroën*	371	370	0%
Cheryxeed	309	0	-
Cadillac	302	181	67%
Genesis	245	187	31%
FAW	240	150	60%
Infiniti	234	237	-1%
Honda	139	233	-40%
Opel*	124	11	1027%
Jeep	121	208	-42%
FIAT*	113	111	2%
Lifan	76	151	-50%
GAC	68	0	-

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Chevrolet	43	100	-57%
Iveco*	40	23	74%
Isuzu*	27	58	-53%
Brilliance	22	15	47%
Jaguar	19	112	-83%
Foton*	11	8	38%
Zotye	6	20	-70%
Hyundai LCV*	1	6	-83%
Chrysler	0	5	-
Ford*	0	18	-
DFM	0	101	-
Avtovaz (Niva)	-	1 731	-
Datsun	-	1 912	-
<b>Total</b>	<b>148 676</b>	<b>157 738</b>	<b>-5,7%</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.

Sales of CHERYXCEED brand are carried out since October 22, 2020 through official dealerships of the brand.

The GAC MOTOR brand (GAC Motor) began sales in the Russian market in December 2019 and is currently represented by the GS8 and GS5 crossovers and the GN8 minivan, which are sold and serviced by 12 dealerships.

In January 2021, sales of Datsun cars in Russia ended.

## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR Q1 (JANUARY-MARCH) 2021/2020

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

BRAND	January-March/Q1		
	2021	2020	%
Lada	83 908	79 600	5%
KIA	51 624	51 870	0%
Hyundai*	40 122	41 576	-3%
Renault*	30 364	32 056	-5%
Toyota*	23 251	27 231	-15%
Škoda	22 802	21 001	9%
VW	21 977	23 794	-8%
Nissan	13 727	18 225	-25%
Mercedes-Benz	11 406	10 334	10%
BMW	10 886	10 880	0%
GAZ LCV*	9 873	11 097	-11%
Mazda	8 052	7 585	6%
Haval	6 558	4 047	62%
Chery	6 310	1 689	274%
UAZ*	5 615	7 293	-23%
Lexus	5 146	4 563	13%
Mitsubishi	5 132	9 266	-45%
Audi	4 112	3 941	4%
Geely	3 490	2 466	42%

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Ford LCV*	3 388	2 087	62%
Suzuki	2 004	1 929	4%
Volvo	1 799	1 702	6%
Porsche	1 630	1 411	16%
Peugeot*	1 625	1 050	55%
Land Rover	1 608	1 999	-20%
Subaru	1 601	1 721	-7%
VW NFZ*	1 526	1 491	2%
Changan	1 143	1 245	-8%
Citroën*	870	839	4%
MINI	707	753	-6%
Cadillac	609	352	73%
FAW	523	341	53%
Cheryxeed	520	0	-
Infiniti	518	515	1%
Genesis	472	431	10%
Jeep	360	449	-20%
Mercedes-Benz Vans*	352	328	7%
Honda	329	430	-23%
FIAT*	275	245	12%
Opel*	271	20	1255%
Lifan	223	420	-47%
GAC	116	0	-
Iveco*	112	63	78%
Isuzu*	111	207	-46%
Jaguar	86	307	-72%
Chevrolet	86	202	-57%
Brilliance	53	44	20%
Foton*	26	16	63%
Zotye	19	71	-73%
Hyundai LCV*	2	25	-92%
Chrysler	1	10	-90%
Ford*	1	55	-98%
smart	1	43	-98%
Avtovaz (Niva)	0	4 057	-
DFM	0	269	-
Datsun	-	4 877	-
<b>Total</b>	<b>387 322</b>	<b>398 518</b>	<b>-2,8%</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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In January 2021, sales of Datsun cars in Russia ended.

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR MARCH 2021/2020

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	March					
	% Share			Volume		
	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	36,1	39,5	-3,4	53 607	62 314	-14,0%
AVTOVAZ (LADA)	22,7	20,8	1,9	33 779	32 808	3,0%
AVTOVAZ (NIVA)	-	1,1	-	-	1 731	-
RENAULT	7,8	8,6	-0,8	11 659	13 640	-14,5%
NISSAN	3,8	4,8	-1,0	5 705	7 562	-24,6%
INFINITI	0,2	0,2	0,0	234	237	-1,3%
DATSUN	-	1,2	-	-	1 912	-
MITSUBISHI	1,5	2,8	-1,3	2 230	4 424	-49,6%
VW Group	14,4	14,1	0,3	21 359	22 299	-4,2%
VOLKSWAGEN cars	6,4	6,3	0,1	9 442	10 007	-5,6%
VOLKSWAGEN vans	0,4	0,4	0,0	555	706	-21,4%
AUDI	1,1	1,1	0,0	1 625	1 730	-6,1%
ŠKODA	6,5	6,2	0,3	9 737	9 856	-1,2%
KIA	13,5	12,6	0,9	20 057	19 808	1,3%
HYUNDAI Group	10,5	10,1	0,4	15 577	16 000	-2,6%
HYUNDAI	10,3	10,0	0,3	15 332	15 813	-3,0%
GENESIS	0,2	0,1	0,1	245	187	31,0%
TOYOTA Group	8,6	9,4	-0,8	12 769	14 831	-13,9%
TOYOTA	6,9	8,0	-1,1	10 278	12 587	-18,3%
LEXUS	1,7	1,4	0,3	2 491	2 244	11,0%
GAZ LCV	3,0	3,0	0,0	4 521	4 713	-4,1%
HAVAL	1,9	1,0	0,9	2 833	1 599	77,2%
UAZ	1,8	1,7	0,1	2 733	2 742	-0,3%
CHERY Group	1,8	0,5	1,3	2 707	815	232,1%
CHERY	1,6	0,5	1,1	2 398	815	194,2%
Cheryexeed	7,5	0,0	7,5	309	0	-
MAZDA	1,8	2,2	-0,4	2 689	3 502	-23,2%
GEELY	1,2	0,6	0,6	1 732	935	85,2%
STELLANTIS	1,0	0,8	0,2	1 465	1 194	22,7%
PEUGEOT	0,5	0,3	0,2	736	489	50,5%
CITROËN	0,2	0,2	0,0	371	370	0,3%
OPEL	0,1	0,0	0,1	124	11	1027,3%
FIAT	0,1	0,1	0,0	113	111	1,8%
CHRYSLER	0,0	0,0	0,0	0	5	-
JEEP	0,1	0,1	0,0	121	208	-41,8%
FORD LCV	0,9	0,7	0,2	1 409	1 141	23,5%
SUZUKI	0,6	0,5	0,1	931	787	18,3%
VOLVO	0,5	0,5	0,0	798	784	1,8%
PORSCHE	0,5	0,5	0,0	703	789	-10,9%
SUBARU	0,5	0,5	0,0	674	839	-19,7%
JAGUAR LAND ROVER	0,4	0,6	-0,2	652	1 009	-35,4%
LAND ROVER	0,4	0,6	-0,2	633	897	-29,4%

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JAGUAR	0,0	0,1	-0,1	19	112	-83,0%
CHANGAN	0,3	0,4	-0,1	485	573	-15,4%
GM Group	0,2	0,2	0,0	345	281	22,8%
CHEVROLET	0,0	0,1	-0,1	43	100	-57,0%
CADILLAC	0,2	0,1	0,1	302	181	66,9%
FAW	0,2	0,1	0,1	240	150	60,0%
HONDA	0,1	0,1	0,0	139	233	-40,3%
LIFAN	0,1	0,1	0,0	76	151	-49,7%
GAC	-	0,0	-	68	0	-
IVECO	0,0	0,0	0,0	40	23	73,9%
ISUZU	0,0	0,0	0,0	27	58	-53,4%
BRILLIANCE	0,0	0,0	0,0	22	15	46,7%
FOTON	0,0	0,0	0,0	11	8	37,5%
ZOTYE	-	0,0	-	6	20	-70,0%
HYUNDAI LCV	0,0	0,0	0,0	1	6	-83,3%
DFM	0,0	0,1	-0,1	0	101	-
FORD	0,0	0,0	0,0	0	18	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>148 676</b>	<b>157 738</b>	<b>-5,7%</b>

**STELLANTIS:** the Stellantis Group was formed through the merger of Peugeot S.A. ("Groupe PSA") and Fiat Chrysler Automobiles N.V. ("FCA") (NYSE: FCAU / MTA: FCA), on January 19, 2021. Stellantis is one of the world's leading automakers and mobility service providers. It is present in more than 130 global markets, has industrial operations in more than 30 countries and employs more than 400,000 people. In Russia, the Stellantis Group is represented by the following brands: Peugeot, Citroën, Opel, Eurorepar, Eurorepar Car Service, Jeep, Fiat, Fiat Professional, Mopar.

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

SOLLERS Group	2,8	2,5	0,3	4 142	3 883	6,7%
Ford LCV	0,9	0,7	0,2	1409	1141	23,5%
UAZ	1,8	1,7	0,1	2733	2742	-0,3%

## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR Q1 (JANUARY-MARCH) 2021/2020

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

Brand / Group	January - March/Q1					
	% Share			Volume		
	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	34,5	37,3	-2,8	133 649	148 596	-10,1%
AVTOVAZ (LADA)	21,7	20,0	1,7	83 908	79 600	5,4%
AVTOVAZ (NIVA)	0,0	1,0	-1,0	0	4 057	-
RENAULT	7,8	8,0	-0,2	30 364	32 056	-5,3%
NISSAN	3,5	4,6	-1,1	13 727	18 225	-24,7%
INFINITI	0,1	0,1	0,0	518	515	0,6%
DATSUN	-	1,2	-	-	4 877	-
MITSUBISHI	1,3	2,3	-1,0	5 132	9 266	-44,6%
KIA	13,3	13,0	0,3	51 624	51 870	-0,5%
VW Group	13,0	12,6	0,4	50 417	50 227	0,4%
VOLKSWAGEN cars	5,7	6,0	-0,3	21 977	23 794	-7,6%
VOLKSWAGEN vans	0,4	0,4	0,0	1 526	1 491	2,3%
AUDI	1,1	1,0	0,1	4 112	3 941	4,3%
ŠKODA	5,9	5,3	0,6	22 802	21 001	8,6%
HYUNDAI Group	10,5	10,5	0,0	40 594	42 007	-3,4%
HYUNDAI	10,4	10,4	0,0	40 122	41 576	-3,5%
GENESIS	0,1	0,1	0,0	472	431	9,5%
TOYOTA Group	7,3	8,0	-0,7	28 397	31 794	-10,7%
TOYOTA	6,0	6,8	-0,8	23 251	27 231	-14,6%
LEXUS	1,3	1,1	0,2	5 146	4 563	12,8%
MERCEDES-BENZ	3,0	2,7	0,3	11 759	10 705	9,8%
MERCEDES-BENZ cars	2,9	2,6	0,3	11 406	10 334	10,4%
MERCEDES-BENZ vans	0,1	0,1	0,0	352	328	7,3%
smart	0,0	0,0	0,0	1	43	-97,7%
BMW Group	3,0	2,9	0,1	11 593	11 633	-0,3%
BMW	2,8	2,7	0,1	10 886	10 880	0,1%
MINI	0,2	0,2	0,0	707	753	-6,1%
GAZ LCV	2,5	2,8	-0,3	9 873	11 097	-11,0%
MAZDA	2,1	1,9	0,2	8 052	7 585	6,2%
CHERY Group	1,8	0,4	1,4	6 830	1 689	304,4%
CHERY	1,6	0,4	1,2	6 310	1 689	273,6%
CHERYEXEED	0,1	0,0	0,1	520	0	-
HAVAL	1,7	1,0	0,7	6 558	4 047	62,0%
UAZ	1,4	1,8	-0,4	5 615	7 293	-23,0%
GEELY	0,9	0,6	0,3	3 490	2 466	41,5%
STELLANTIS	0,9	0,7	0,2	3 402	2 613	30,2%
PEUGEOT	0,4	0,3	0,1	1 625	1 050	54,8%
CITROËN	0,2	0,2	0,0	870	839	3,7%
OPEL	0,1	0,0	0,1	271	20	1255,0%
FIAT	0,1	0,1	0,0	275	245	12,2%
CHRYSLER	0,0	0,0	0,0	1	10	-90,0%
JEEP	0,1	0,1	0,0	360	449	-19,8%
FORD LCV	0,9	0,5	0,4	3 388	2 087	62,3%
SUZUKI	0,5	0,5	0,0	2 004	1 929	3,9%
VOLVO	0,5	0,4	0,1	1 799	1 702	5,7%

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JAGUAR LAND ROVER	0,4	0,6	-0,2	1 694	2 306	-26,5%
LAND ROVER	0,4	0,5	-0,1	1 608	1 999	-19,6%
JAGUAR	0,0	0,1	-0,1	86	307	-72,0%
PORSCHE	0,4	0,4	0,0	1 630	1 411	15,5%
SUBARU	0,4	0,4	0,0	1 601	1 721	-7,0%
CHANGAN	0,3	0,3	0,0	1 143	1 245	-8,2%
GM Group	0,2	0,1	0,1	695	554	25,5%
CHEVROLET	0,0	0,1	-0,1	86	202	-57,4%
CADILLAC	0,2	0,1	0,1	609	352	73,0%
FAW	0,1	0,1	0,0	523	341	53,4%
HONDA	0,1	0,1	0,0	329	430	-23,5%
LIFAN	0,1	0,1	0,0	223	420	-46,9%
GAC	-	0,0	-	116	0	-
IVECO	0,0	0,0	0,0	112	63	77,8%
ISUZU	0,0	0,1	-0,1	111	207	-46,4%
BRILLIANCE	0,0	0,0	0,0	53	44	20,5%
FOTON	0,0	0,0	0,0	26	16	62,5%
ZOTYE	0,0	0,0	0,0	19	71	-73,2%
HYUNDAI LCV	0,0	0,0	0,0	2	25	-92,0%
FORD	0,0	0,0	0,0	1	55	-98,2%
DFM	0,0	0,1	-0,1	0	269	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>387 322</b>	<b>398 518</b>	<b>-2,8%</b>

**STELLANTIS:** the Stellantis Group was formed through the merger of Peugeot S.A. ("Groupe PSA") and Fiat Chrysler Automobiles N.V. ("FCA") (NYSE: FCAU / MTA: FCA), on January 19, 2021. Stellantis is one of the world's leading automakers and mobility service providers. It is present in more than 130 global markets, has industrial operations in more than 30 countries and employs more than 400,000 people. In Russia, the Stellantis Group is represented by the following brands: Peugeot, Citroën, Opel, Eurorepar, Eurorepar Car Service, Jeep, Fiat, Fiat Professional, Mopar.

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

SOLLERS Group	2,3	2,4	-0,1	9 003	9 380	-4,0%
Ford LCV	0,9	0,5	0,4	3 388	2 087	62,3%
UAZ	1,4	1,8	-0,4	5 615	7 293	-23,0%



## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MARCH 2021/2020 AND JANUARY – MARCH 2021/2020

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		
			2021	2020	YoY
1	Granta	Lada	12 686	11 631	1 055
2	Vesta	Lada	8 779	11 172	-2 393
3	Rio	KIA	8 102	8 274	-172
4	Creta	Hyundai	6 946	6 803	143
5	Niva*	Lada	6 016	4 552	1 464
6	Solaris	Hyundai	5 945	4 245	1 700
7	RAV 4	Toyota	5 058	5 293	-235
8	Polo	VW	5 045	5 371	-326
9	Rapid PA II	Škoda	4 471	-	-
10	Tiguan	VW	3 855	3 568	287
11	Largus VP	Lada	3 530	3 782	-252
12	Sportage	KIA	3 432	2 538	894
13	Logan	Renault	3 358	3 066	292
14	K5	KIA	2 708	-	-
15	Sandero	Renault	2 481	2 923	-442
16	XRAY	Lada	2 130	2 393	-263
17	Karoq	Škoda	2 064	1 613	451
18	Qashqai	Nissan	2 017	3 392	-1 375
19	Kodiaq	Škoda	2 003	2 406	-403
20	CX-5	Mazda	1 867	2 592	-725
21	X-Trail	Nissan	1 864	2 422	-558
22	Camry	Toyota	1 845	3 133	-1 288
23	Kaptur	Renault	1 833	2 363	-530
24	LC Prado	Toyota	1 722	1 453	269
25	Arkana	Renault	1687	1885	-198

#	MODEL	BRAND	January - March/Q1		
			2021	2020	YoY
1	Granta	Lada	30 196	29 660	536
2	Rio	KIA	24 638	22 899	1 739
3	Vesta	Lada	23 871	26 785	-2 914
4	Creta	Hyundai	19 323	18 815	508
5	Solaris	Hyundai	14 940	12 106	2 834
6	Niva	Lada	13 194	10 708	2 486
7	Polo	VW	12 181	12 820	-639
8	RAV 4	Toyota	11 248	11 595	-347
9	Rapid PA II	Škoda	9 540	-	-
10	Largus VP	Lada	8 733	8 884	-151
11	Tiguan	VW	8 543	8 765	-222
12	Logan	Renault	7 756	7 806	-50
13	Sportage	KIA	7 415	7 261	154
14	Sandero	Renault	6 557	6 627	-70
15	Duster	Renault	6 204	7 084	-880
16	K5	KIA	5 866	-	-
17	XRAY	Lada	5 775	5 170	605
18	CX-5	Mazda	5 622	5 590	32
19	Qashqai	Nissan	5 344	7 538	-2 194
20	Kodiaq	Škoda	5 216	5 743	-527
21	Camry	Toyota	5 028	7 530	-2 502
22	X-Trail	Nissan	4 718	6 481	-1 763
23	Kaptur	Renault	4 610	5 490	-880
24	Karoq	Škoda	4 389	1 903	2 486
25	Seltos	KIA	4 278	1 251	3027

In connection with rebranding in January 2021 the LADA 4x4 model is re-named to LADA Niva Legend.

### 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.

The Q1 market results tables contain data on all brands, including BMW, MINI Mercedes-Benz, smart, Mercedes-Benz Vans brands.