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Press-release

05 March 2020

February 2020 market decrease is 2,2%

In **February 2020**, sales of new cars and light commercial vehicles in Russia decreased by **2,2%** compared to **February 2019** or by 2 699 sold units, and amounted to **119 073** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

"February market sales show a 2% decline compared to the same month one year ago, in line with market expectations. Considering however that a number of brands have stopped sharing their sales data on a monthly basis (anywhere in the world including for Russia), the whole market picture is not quite complete at this point. Next month the AEB will publish a quarterly sales report which is expected to reflect cumulative sales results of all brands represented in Russia during the first 3 months of 2020".

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Attachments:

1. New car/LCV sales in Russia by brands for February 2020/2019 and January-February 2020/2019
2. New car/LCV sales in Russia by groups for February 2020/2019 and January-February 2020/2019
3. 25 best sold models of cars in Russia for February 2020/2019 and January-February 2020/2019

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR FEBRUARY 2020/2019 AND JANUARY – FEBRUARY 2020/2019

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		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	25 002	27 011	-7%	46 792	48 542	-4%
KIA	17 107	17 731	-4%	32 062	33 422	-4%
Hyundai	14 368	14 260	1%	25 763	25 103	3%
Renault*	10 123	8 499	19%	18 416	16 298	13%
Toyota	8 239	7 064	17%	14 644	12 384	18%
VW	7 518	7 346	2%	13 787	13 546	2%
Nissan	5 725	6 146	-7%	10 663	11 149	-4%
Škoda	5 200	5 941	-12%	11 145	11 477	-3%
GAZ LCV*	3 816	3 846	-1%	6 384	6 447	-1%
Mitsubishi	3 303	3 642	-9%	4 842	5 748	-16%
UAZ	2 609	2 705	-4%	4 551	4 645	-2%
Mazda	2 184	2 050	7%	4 083	3 862	6%
Datsun	1 562	1 677	-7%	2 965	2 761	7%
Audi	1 332	1 203	11%	2 211	2 103	5%
Haval	1 220	537	127%	2 448	894	174%
Lexus	1 208	1 188	2%	2 319	2 214	5%
Avtovaz (Niva)	1 132	0	-	2 326	0	-
Geely	753	528	43%	1 531	923	66%
Land Rover	681	786	-13%	1 102	1 191	-7%
Volvo	637	590	8%	918	788	16%
Suzuki	621	213	192%	1 142	372	207%
Ford LCV*	592	773	-23%	946	1 120	-16%
Subaru	514	653	-21%	882	1 103	-20%
Chery	457	426	7%	874	797	10%
Changan	431	68	534%	672	94	615%
VW NFZ*	401	510	-21%	785	855	-8%
Porsche	369	297	24%	622	543	15%
Peugeot*	336	306	10%	561	540	4%
Citroën*	260	187	39%	469	331	42%
Infiniti	174	408	-57%	278	679	-59%
Jeep	138	159	-13%	241	303	-20%
Genesis	134	246	-46%	244	428	-43%
Lifan	123	457	-73%	269	876	-69%
Jaquar	121	169	-28%	195	287	-32%
Cadillac	111	80	39%	171	125	37%

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FAW	105	37	184%	191	87	120%
Honda	90	143	-37%	197	304	-35%
DFM	86	102	-16%	168	187	-10%
FIAT*	77	73	5%	134	131	2%
Chevrolet	65	1 704	-96%	102	3 092	-97%
Isuzu*	45	81	-44%	149	105	42%
Ford	23	1 655	-99%	37	3 048	-99%
Iveco*	20	16	25%	40	25	60%
Hyundai LCV*	17	43	-60%	19	64	-70%
Zotye	15	168	-91%	51	389	-87%
Brilliance	13	22	-41%	29	31	-6%
Opel	7	0	-	9	0	-
Foton*	5	15	-67%	8	21	-62%
Chrysler	4	6	-33%	5	7	-29%
SsangYong	0	0	-	0	3	-
HTM	-	5	-	-	6	-
Total	119 073	121 772	-2,2%	218 442	219 450	-0,5%

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.

1. Due to inclusion of JM-AvtoVAZ JV into the AVTOVAZ group in December 2019, the Niva car is accounted for in the sales of the AVTOVAZ-Renault-Nissan-Mitsubishi group under the AVTOVAZ brand.
2. Sales of Opel cars started in Russia on 16 December 2019 through official dealerships.
3. Sales of HTM brand were stopped in December 2019.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR FEBRUARY 2020/2019 AND JANUARY – FEBRUARY 2020/2019

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		
	2020	2019	YOY	2020	2019	%	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	39,5	38,9	0,6	47 021	47 383	-0,8%	39,5	38,8	0,7	86 282	85 177	1,3%
AVTOVAZ (LADA)	21,0	22,2	-1,2	25 002	27 011	-7,4%	21,4	22,1	-0,7	46 792	48 542	-3,6%
AVTOVAZ (NIVA)	1,0	0,0	1,0	1 132	0	-	1,1	0,0	1,1	2 326	0	-
RENAULT	8,5	7,0	1,5	10 123	8 499	19,1%	8,4	7,4	1,0	18 416	16 298	13,0%
NISSAN	4,8	5,0	-0,2	5 725	6 146	-6,8%	4,9	5,1	-0,2	10 663	11 149	-4,4%
INFINITI	0,1	0,3	-0,2	174	408	-57,4%	0,1	0,3	-0,2	278	679	-59,1%
DATSUN	1,3	1,4	-0,1	1 562	1 677	-6,9%	1,4	1,3	0,1	2 965	2 761	7,4%
MITSUBISHI	2,8	3,0	-0,2	3 303	3 642	-9,3%	2,2	2,6	-0,4	4 842	5 748	-15,8%
KIA	14,4	14,6	-0,2	17 107	17 731	-3,5%	14,7	15,2	-0,5	32 062	33 422	-4,1%
HYUNDAI Group	12,2	11,9	0,3	14 502	14 506	0,0%	11,9	11,6	0,3	26 007	25 531	1,9%
HYUNDAI	12,1	11,7	0,4	14 368	14 260	0,8%	11,8	11,4	0,4	25 763	25 103	2,6%
GENESIS	0,1	0,2	-0,1	134	246	-45,5%	0,1	0,2	-0,1	244	428	-43,0%
VW Group	12,1	12,3	-0,2	14 451	15 000	-3,7%	12,8	12,8	0,0	27 928	27 981	-0,2%
VOLKSWAGEN cars	6,3	6,0	0,3	7 518	7 346	2,3%	6,3	6,2	0,1	13 787	13 546	1,8%
VOLKSWAGEN vans	0,3	0,4	-0,1	401	510	-21,4%	0,4	0,4	0,0	785	855	-8,2%
AUDI	1,1	1,0	0,1	1 332	1 203	10,7%	1,0	1,0	0,0	2 211	2 103	5,1%
ŠKODA	4,4	4,9	-0,5	5 200	5 941	-12,5%	5,1	5,2	-0,1	11 145	11 477	-2,9%
TOYOTA Group	7,9	6,8	1,1	9 447	8 252	14,5%	7,8	6,7	1,1	16 963	14 598	16,2%
TOYOTA	6,9	5,8	1,1	8 239	7 064	16,6%	6,7	5,6	1,1	14 644	12 384	18,2%
LEXUS	1,0	1,0	0,0	1 208	1 188	1,7%	1,1	1,0	0,1	2 319	2 214	4,7%
GAZ LCV	3,2	3,2	0,0	3 816	3 846	-0,8%	2,9	2,9	0,0	6 384	6 447	-1,0%
UAZ	2,2	2,2	0,0	2 609	2 705	-3,5%	2,1	2,1	0,0	4 551	4 645	-2,0%
MAZDA	1,8	1,7	0,1	2 184	2 050	6,5%	1,9	1,8	0,1	4 083	3 862	5,7%
HAVAL	1,0	0,4	0,6	1 220	537	127,2%	1,1	0,4	0,7	2 448	894	173,8%
JAGUAR LAND ROVER	0,7	0,8	-0,1	802	955	-16,0%	0,6	0,7	-0,1	1 297	1 478	-12,2%
LAND ROVER	0,6	0,6	0,0	681	786	-13,4%	0,5	0,5	0,0	1 102	1 191	-7,5%
JAGUAR	0,1	0,1	0,0	121	169	-28,4%	0,1	0,1	0,0	195	287	-32,1%
GEELY	0,6	0,4	0,2	753	528	42,6%	0,7	0,4	0,3	1 531	923	65,9%
VOLVO	0,5	0,5	0,0	637	590	8,0%	0,4	0,4	0,0	918	788	16,5%
SUZUKI	0,5	0,2	0,3	621	213	191,5%	0,5	0,2	0,3	1 142	372	207,0%
PSA PEUGEOT CITROËN OPEL	0,5	0,4	0,1	603	493	22,3%	0,5	0,4	0,1	1 039	871	19,3%
PEUGEOT	0,3	0,3	0,0	336	306	9,8%	0,3	0,2	0,1	561	540	3,9%
CITROËN	0,2	0,2	0,0	260	187	39,0%	0,2	0,2	0,0	469	331	41,7%
OPEL	0,0	0,0	0,0	7	0	-	0,0	0,0	0,0	9	0	-
FORD LCV	0,5	0,6	-0,1	592	773	-23,4%	0,4	0,5	-0,1	946	1 120	-15,5%

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SUBARU	0,4	0,5	-0,1	514	653	-21,3%	0,4	0,5	-0,1	882	1 103	-20,0%
CHERY	0,4	0,3	0,1	457	426	7,3%	0,4	0,4	0,0	874	797	9,7%
CHANGAN	0,4	0,1	0,3	431	68	533,8%	0,3	0,0	0,3	672	94	614,9%
PORSCHE	0,3	0,2	0,1	369	297	24,2%	0,3	0,2	0,1	622	543	14,5%
FCA RUSSIA	0,2	0,2	0,0	219	238	-8,0%	0,2	0,2	0,0	380	441	-13,8%
FIAT	0,1	0,1	0,0	77	73	5,5%	0,1	0,1	0,0	134	131	2,3%
CHRYSLER	0,0	0,0	0,0	4	6	-33,3%	0,0	0,0	0,0	5	7	-28,6%
JEEP	0,1	0,1	0,0	138	159	-13,2%	0,1	0,1	0,0	241	303	-20,5%
GM Group	0,1	1,5	-1,4	176	1 784	-90,1%	0,1	1,5	-1,4	273	3 217	-91,5%
CHEVROLET	0,1	1,4	-1,3	65	1 704	-96,2%	0,0	1,4	-1,4	102	3 092	-96,7%
CADILLAC	0,1	0,1	0,0	111	80	38,8%	0,1	0,1	0,0	171	125	36,8%
LIFAN	0,1	0,4	-0,3	123	457	-73,1%	0,1	0,4	-0,3	269	876	-69,3%
FAW	0,1	0,0	0,1	105	37	183,8%	0,1	0,0	0,1	191	87	119,5%
HONDA	0,1	0,1	0,0	90	143	-37,1%	0,1	0,1	0,0	197	304	-35,2%
DFM	0,1	0,1	0,0	86	102	-15,7%	0,1	0,1	0,0	168	187	-10,2%
ISUZU	0,0	0,1	-0,1	45	81	-44,4%	0,1	0,0	0,1	149	105	41,9%
FORD	0,0	1,4	-1,4	23	1 655	-98,6%	0,0	1,4	-1,4	37	3 048	-98,8%
IVECO	0,0	0,0	0,0	20	16	25,0%	0,0	0,0	0,0	40	25	60,0%
HYUNDAI LCV	0,0	0,0	0,0	17	43	-60,5%	0,0	0,0	0,0	19	64	-70,3%
ZOTYE	0,0	0,1	-0,1	15	168	-91,1%	0,0	0,2	-0,2	51	389	-86,9%
BRILLIANCE	0,0	0,0	0,0	13	22	-40,9%	0,0	0,0	0,0	29	31	-6,5%
FOTON	0,0	0,0	0,0	5	15	-66,7%	0,0	0,0	0,0	8	21	-61,9%
SSANGYONG	0,0	0,0	0,0	0	0	-	0,0	0,0	0,0	0	3	-
HTM	-	0,0	-	-	5	-	-	0,0	-	-	6	-
Total	100,0	100,0		119 073	121 772	-2,22%	100,0	100,0		218 442	219 450	-0,46%

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

SOLLERS Group	2,7	2,9	-0,2	3 201	3 478	-8,0%	2,5	2,6	-0,1	5 497	5 768	-4,7%
SSANGYONG	0,0	0,0	0,0	0	0	-	0,0	0,0	0,0	0	3	-
Ford LCV	0,5	0,6	-0,1	592	773	-23,4%	0,4	0,5	-0,1	946	1 120	-15,5%
UAZ	2,2	2,2	0,0	2 609	2 705	-3,5%	2,1	2,1	0,0	4 551	4 645	-2,0%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR FEBRUARY 2020/2019 AND JANUARY – FEBRUARY 2020/2019

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		
			2020	2019	YoY
1	Granta	Lada	9 559	10 574	-1 015
2	Rio	KIA	8 367	7 102	1 265
3	Vesta	Lada	8 107	7 960	147
4	Creta	Hyundai	6 636	6 085	551
5	Solaris	Hyundai	4 453	4 449	4
6	Polo	VW	3 966	3 825	141
7	RAV 4	Toyota	3 684	1 826	1 858
8	Tiguan	VW	2 924	2 462	462
9	Largus VP	Lada	2 790	3 075	-285
10	Logan	Renault	2 657	2 307	350
11	Qashqai	Nissan	2 608	2 068	540
12	Camry	Toyota	2 425	2 973	-548
13	4x4	Lada	2 246	2 631	-385
14	Sportage	KIA	2 192	2 456	-264
15	Outlander	Mitsubishi	2 047	1 926	121
16	Duster	Renault	2 043	2 394	-351
17	Sandero	Renault	2 019	1 796	223
18	X-Trail	Nissan	1 986	2 299	-313
19	Rapid	Škoda	1 958	2 487	-529
20	Kaptur	Renault	1 747	1 938	-191
21	CX-5	Mazda	1 618	1 408	210
22	Octavia A7	Škoda	1 574	1 693	-119
23	Tucson	Hyundai	1 570	2 135	-565
24	Optima	KIA	1 553	1 713	-160
25	XRAY	Lada	1 538	1 924	-386

#	MODEL	BRAND	January-February		
			2020	2019	YoY
1	Granta	Lada	18 029	18 204	-175
2	Vesta	Lada	15 613	15 038	575
3	Rio	KIA	14 625	13 348	1 277
4	Creta	Hyundai	12 012	10 272	1 740
5	Solaris	Hyundai	7 861	8 254	-393
6	Polo	VW	7 449	7 518	-69
7	RAV 4	Toyota	6 302	3 294	3 008
8	Tiguan	VW	5 197	4 178	1 019
9	Largus VP	Lada	5 102	5 450	-348
10	Logan	Renault	4 740	4 343	397
11	Sportage	KIA	4 723	5 217	-494
12	Camry	Toyota	4 397	4 846	-449
13	Qashqai	Nissan	4 146	3 639	507
14	X-Trail	Nissan	4 059	3 887	172
15	Rapid	Škoda	3 998	4 997	-999
16	4x4	Lada	3 830	4 679	-849
17	Duster	Renault	3 816	4 732	-916
18	Sandero	Renault	3 704	3 593	111
19	Octavia A7	Škoda	3 409	3 311	98
20	Kodiat	Škoda	3 337	2 956	381
21	Optima	KIA	3 141	3 425	-284
22	Kaptur	Renault	3 127	3 492	-365
23	CX-5	Mazda	2 998	2 617	381
24	Tucson	Hyundai	2 952	3 701	-749
25	Cerato	KIA	2 898	2 337	561

Note:

Monthly AEB data does not include sales figures from BMW and Mercedes-Benz Rus, following BMW and Mercedes-Benz AG decisions to change the frequency of their sales data publication from a monthly to a quarterly basis.

For a correct year-on-year comparison, sales data for the BMW, MINI, Mercedes-Benz, smart, Mercedes-Benz Vans brands in 2019 is not shown in this press-release.

The AEB plans to publish a quarterly sales report including BMW, MINI, Mercedes-Benz, smart and Mercedes-Benz Vans results on a regular basis, starting with the March release (to be published in April) of the 1st quarter market results in 2020.

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