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## Press-release

8 December 2015

### November car market decrease is 42,7%

- Sales of new passenger cars and LCVs in Russia decreased by **42,7%** in **November 2015**
- Ten bestselling models are locally produced

In **November 2015**, sales of new cars and light commercial vehicles in Russia decreased by **42,7%** compared to **November 2014** or by **97 860** sold units, and amounted to **131 572** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year in January—October **1 454 253** cars were sold.

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

“One year ago, the Ruble was plummeting and customers were storming dealer showrooms to put their money to use before car prices caught up with the new exchange rate reality. None of this happened in November this year, which explains the relative deterioration in year-on-year performance of the market. The year is not over yet, however expectations regarding December are rather modest, especially in comparison with the record sales achieved last year at the peak of a short-lived sales boom”.

#### 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

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Attachments:

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

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Association of European Businesses  
Krasno proletarskaya str. 16, bld. 3  
127473 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 NOVEMBER 2015/2014 AND JANUARY—NOVEMBER 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	NOVEMBER			JANUARY - NOVEMBER		
	2015	2014	YoY	2015	2014	YoY
Lada	21,580	30,402	-29%	245,634	351,992	-30%
Hyundai*	15,101	16,154	-7%	148,631	164,396	-10%
KIA	14,125	20,678	-32%	148,285	175,491	-16%
Renault*	10,334	19,170	-46%	108,477	175,268	-38%
Toyota*	7,572	15,952	-53%	86,972	144,418	-40%
VW	7,557	11,081	-32%	70,463	114,200	-38%
Nissan*	7,288	15,566	-53%	82,690	141,879	-42%
Škoda	4,663	7,604	-39%	50,416	78,223	-36%
UAZ*	4,637	5,659	-18%	42,415	42,623	0%
GAZ LCV*	4,358	6,729	-35%	46,093	61,472	-25%
Ford*	3,569	6,581	-46%	34,077	56,807	-40%
Mercedes-Benz	3,251	4,282	-24%	38,797	44,955	-14%
Chevrolet	3,072	10,545	-71%	46,399	109,687	-58%
BMW	2,257	3,150	-28%	25,349	31,927	-21%
Datsun <sup>2</sup>	2,200	4,011	-45%	29,346	6,310	365%
Audi	2,189	2,683	-18%	23,310	31,031	-25%
Mitsubishi	2,003	7,846	-74%	33,142	67,432	-51%
Mazda	2,002	4,548	-56%	25,182	43,667	-42%
Lifan	1,901	1,844	3%	12,578	19,753	-36%
Lexus	1,653	2,160	-23%	18,038	17,661	2%
Daewoo	1,634	1,883	-13%	18,753	35,355	-47%
Geely	1,002	1,603	-37%	10,485	16,122	-35%
Land Rover	965	1,931	-50%	10,450	19,078	-45%
Volvo	850	1,272	-33%	6,807	13,964	-51%
Mercedes-Benz Vans*	598	1,311	-54%	7,473	8,106	-8%
Opel	473	5,962	-92%	15,927	58,151	-73%
VW vans*	465	1,042	-55%	5,073	11,423	-56%
Infiniti	457	822	-44%	5,012	7,392	-32%
Subaru	398	1,901	-79%	6,237	14,923	-58%
Suzuki	392	2,062	-81%	5,816	17,338	-66%
Porsche	360	471	-24%	4,829	4,030	20%
Peugeot*	320	1,505	-79%	5,211	18,980	-73%
Citroën*	314	1,439	-78%	5,120	17,738	-71%

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Chery	279	1,418	-80%	4,580	15,219	-70%
FIAT*	260	677	-62%	3,435	6,791	-49%
SsangYong	199	2,320	-91%	4,934	22,599	-78%
Honda	198	1,977	-90%	4,357	18,570	-77%
DFM	163	-	-	1,127	-	-
Brilliance	138	133	4%	1,028	650	58%
Cadillac	131	108	21%	935	1,167	-20%
Jeep	95	745	-87%	1,921	7,167	-73%
MINI	94	178	-47%	1,255	1,538	-18%
Changan	92	94	-2%	568	996	-43%
Jaguar	69	123	-44%	900	1,505	-40%
Great Wall	68	1,153	-94%	3,149	14,118	-78%
Isuzu*	66	105	-37%	557	585	-5%
Acura	57	163	-65%	670	819	-18%
Haima	52	89	-42%	311	780	-60%
smart	31	38	-18%	441	328	34%
BAW*	23	52	-56%	308	1,016	-70%
JAC	8	35	-77%	145	384	-62%
Alfa Romeo	4	6	-33%	39	81	-52%
Chrysler	4	5	-20%	41	107	-62%
Foton*	1	2	-50%	18	63	-71%
SEAT	-	162	-	47	1,486	-97%
FAW	-	-	-	-	2,164	-
ZAZ	-	-	-	-	481	-
Luxgen	-	-	-	-	81	-
TagAZ*	-	-	-	-	129	-
Dodge	-	-	-	-	26	-
BYD	-	-	-	-	5	-
Bogdan	-	-	-	-	92	-
Izh	-	-	-	-	19	-
<b>Total</b>	<b>131,572</b>	<b>229,432</b>	<b>-42.7%</b>	<b>1,454,253</b>	<b>2,220,758</b>	<b>-34.5%</b>

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. Datsun sales in Russia started in September 2014

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Association of European Businesses  
Krasno proletarskaya str. 16, bld. 3  
127473 Moscow, Russia

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

E-mail: info@aebrus.ru  
www.aebrus.ru



## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR NOVEMBER 2015/2014 AND JANUARY—NOVEMBER 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 / Group	NOVEMBER						JANUARY - NOVEMBER					
	% Share			Volume			% Share			Volume		
	2015	2014	YoY	2015	2014	YoY	2015	2014	YOY	2015	2014	YoY
AVTOVAZ-RENAULT-NISSAN	31.8	30.5	1.3	41,859	69,971	-40.2%	32.4	30.7	1.7	471,159	682,841	-31.0%
AVTOVAZ	16.4	13.3	3.1	21,580	30,402	-29.0%	16.9	15.9	1.0	245,634	351,992	-30.2%
RENAULT	7.9	8.4	(0.5)	10,334	19,170	-46.1%	7.5	7.9	(0.4)	108,477	175,268	-38.1%
NISSAN	5.5	6.8	(1.3)	7,288	15,566	-53.2%	5.7	6.4	(0.7)	82,690	141,879	-41.7%
INFINITI	0.3	0.4	(0.1)	457	822	-44.4%	0.3	0.3	0.0	5,012	7,392	-32.2%
DATSUN	1.7	1.7	0.0	2,200	4,011	-45.2%	2.0	0.3	1.7	29,346	6,310	365.1%
HYUNDAI	11.5	7.0	4.5	15,101	16,154	-6.5%	10.2	7.4	2.8	148,631	164,396	-9.6%
VW Group	11.3	9.8	1.5	14,874	22,572	-34.1%	10.3	10.6	(0.3)	149,309	236,363	-36.8%
VOLKSWAGEN	5.7	4.8	0.9	7,557	11,081	-31.8%	4.8	5.1	(0.3)	70,463	114,200	-38.3%
VOLKSWAGEN vans	0.4	0.5	(0.1)	465	1,042	-55.4%	0.3	0.5	(0.2)	5,073	11,423	-55.6%
AUDI	1.7	1.2	0.5	2,189	2,683	-18.4%	1.6	1.4	0.2	23,310	31,031	-24.9%
SEAT	-	0.1	-	-	162	-	0.0	0.1	(0.1)	47	1,486	-96.8%
ŠKODA	3.5	3.3	0.2	4,663	7,604	-38.7%	3.5	3.5	0.0	50,416	78,223	-35.5%
KIA	10.7	9.0	1.7	14,125	20,678	-31.7%	10.2	7.9	2.3	148,285	175,491	-15.5%
TOYOTA Group	7.0	7.9	(0.9)	9,225	18,112	-49.1%	7.2	7.3	(0.1)	105,010	162,079	-35.2%
TOYOTA	5.8	7.0	(1.2)	7,572	15,952	-52.5%	6.0	6.5	(0.5)	86,972	144,418	-39.8%
LEXUS	1.3	0.9	0.4	1,653	2,160	-23.5%	1.2	0.8	0.4	18,038	17,661	2.1%
UAZ	3.5	2.5	1.0	4,637	5,659	-18.1%	2.9	1.9	1.0	42,415	42,623	-0.5%
GAZ LCV	3.3	2.9	0.4	4,358	6,729	-35.2%	3.2	2.8	0.4	46,093	61,472	-25.0%
MERCEDES-BENZ	2.9	2.5	0.4	3,880	5,631	-31.1%	3.2	2.4	0.8	46,711	53,389	-12.5%
MERCEDES-BENZ	2.5	1.9	0.6	3,251	4,282	-24.1%	2.7	2.0	0.7	38,797	44,955	-13.7%
MERCEDES-BENZ vans	0.5	0.6	(0.1)	598	1,311	-54.4%	0.5	0.4	0.1	7,473	8,106	-7.8%
smart	0.0	0.0	0.0	31	38	-18.4%	0.0	0.0	0.0	441	328	34.5%
GM Group	2.8	7.2	(4.4)	3,676	16,615	-77.9%	4.4	7.6	(3.2)	63,261	169,005	-62.6%
OPEL	0.4	2.6	(2.2)	473	5,962	-92.1%	1.1	2.6	(1.5)	15,927	58,151	-72.6%
CHEVROLET	2.3	4.6	(2.3)	3,072	10,545	-70.9%	3.2	4.9	(1.7)	46,399	109,687	-57.7%
CADILLAC	0.1	0.0	0.1	131	108	21.3%	0.1	0.1	0.0	935	1,167	-19.9%
FORD	2.7	2.9	(0.2)	3,569	6,581	-45.8%	2.3	2.6	(0.3)	34,077	56,807	-40.0%
BMW Group	1.8	1.5	0.3	2,351	3,328	-29.4%	1.8	1.5	0.3	26,604	33,465	-20.5%
BMW	1.7	1.4	0.3	2,257	3,150	-28.3%	1.7	1.4	0.3	25,349	31,927	-20.6%
MINI	0.1	0.1	0.0	94	178	-47.2%	0.1	0.1	0.0	1,255	1,538	-18.4%
MITSUBISHI	1.5	3.4	(1.9)	2,003	7,846	-74.5%	2.3	3.0	(0.7)	33,142	67,432	-50.9%
MAZDA	1.5	2.0	(0.5)	2,002	4,548	-56.0%	1.7	2.0	(0.3)	25,182	43,667	-42.3%
LIFAN	1.4	0.8	0.6	1,901	1,844	3.1%	0.9	0.9	0.0	12,578	19,753	-36.3%
DAEWOO	1.2	0.8	0.4	1,634	1,883	-13.2%	1.3	1.6	(0.3)	18,753	35,355	-47.0%
JAGUAR LAND ROVER	0.8	0.9	(0.1)	1,034	2,054	-49.7%	0.8	0.9	(0.1)	11,350	20,583	-44.9%

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LAND ROVER	0.7	0.8	(0.1)	965	1,931	-50.0%	0.7	0.9	(0.2)	10,450	19,078	-45.2%
JAGUAR	0.1	0.1	0.0	69	123	-43.9%	0.1	0.1	0.0	900	1,505	-40.2%
GEELY	0.8	0.7	0.1	1,002	1,603	-37.5%	0.7	0.7	0.0	10,485	16,122	-35.0%
VOLVO	0.6	0.6	0.0	850	1,272	-33.2%	0.5	0.6	(0.1)	6,807	13,964	-51.3%
PSA PEUGEOT CITROËN	0.5	1.3	(0.8)	634	2,944	-78.5%	0.7	1.7	(1.0)	10,331	36,718	-71.9%
PEUGEOT	0.2	0.7	(0.5)	320	1,505	-78.7%	0.4	0.9	(0.5)	5,211	18,980	-72.5%
CITROËN	0.2	0.6	(0.4)	314	1,439	-78.2%	0.4	0.8	(0.4)	5,120	17,738	-71.1%
SUBARU	0.3	0.8	(0.5)	398	1,901	-79.1%	0.4	0.7	(0.3)	6,237	14,923	-58.2%
SUZUKI	0.3	0.9	(0.6)	392	2,062	-81.0%	0.4	0.8	(0.4)	5,816	17,338	-66.5%
CHRYSLER Group	0.3	0.6	(0.3)	363	1,433	-74.7%	0.4	0.6	(0.2)	5,436	14,172	-61.6%
FIAT	0.2	0.3	(0.1)	260	677	-61.6%	0.2	0.3	(0.1)	3,435	6,791	-49.4%
CHRYSLER	0.0	0.0	0.0	4	5	-20.0%	0.0	0.0	0.0	41	107	-61.7%
JEEP	0.1	0.3	(0.2)	95	745	-87.2%	0.1	0.3	(0.2)	1,921	7,167	-73.2%
DODGE	-	-	-	-	-	-	-	0.0	-	-	26	-
ALFA ROMEO	0.0	0.0	0.0	4	6	-33.3%	0.0	0.0	0.0	39	81	-51.9%
PORSCHE	0.3	0.2	0.1	360	471	-23.6%	0.3	0.2	0.1	4,829	4,030	19.8%
CHERY	0.2	0.6	(0.4)	279	1,418	-80.3%	0.3	0.7	(0.4)	4,580	15,219	-69.9%
HONDA Group	0.2	0.9	(0.7)	255	2,140	-88.1%	0.3	0.9	(0.6)	5,027	19,389	-74.1%
HONDA	0.2	0.9	(0.7)	198	1,977	-90.0%	0.3	0.8	(0.5)	4,357	18,570	-76.5%
ACURA	0.0	0.1	(0.1)	57	163	-65.0%	0.0	0.0	0.0	670	819	-18.2%
SSANGYONG	0.2	1.0	(0.8)	199	2,320	-91.4%	0.3	1.0	(0.7)	4,934	22,599	-78.2%
DFM	0.1	-	-	163	-	-	0.1	-	-	1,127	-	-
BRILLIANCE	0.1	0.1	0.0	138	133	3.8%	0.1	0.0	0.1	1,028	650	58.2%
CHANGAN	0.1	0.0	0.1	92	94	-2.1%	0.0	0.0	0.0	568	996	-43.0%
GREAT WALL	0.1	0.5	(0.4)	68	1,153	-94.1%	0.2	0.6	(0.4)	3,149	14,118	-77.7%
ISUZU	0.1	0.0	0.1	66	105	-37.1%	0.0	0.0	0.0	557	585	-4.8%
HAIMA	0.0	0.0	0.0	52	89	-41.6%	0.0	0.0	0.0	311	780	-60.1%
BAW	0.0	0.0	0.0	23	52	-55.8%	0.0	0.0	0.0	308	1,016	-69.7%
JAC	0.0	0.0	0.0	8	35	-77.1%	0.0	0.0	0.0	145	384	-62.2%
FOTON	0.0	0.0	0.0	1	2	-50.0%	0.0	0.0	0.0	18	63	-71.4%
LUXGEN	-	-	-	-	-	-	-	0.0	-	-	81	-
TAGAZ	-	-	-	-	-	-	-	0.0	-	-	129	-
FAW	-	-	-	-	-	-	-	0.1	-	-	2,164	-
ZAZ	-	-	-	-	-	-	-	0.0	-	-	481	-
BYD	-	-	-	-	-	-	-	0.0	-	-	5	-
BOGDAN	-	-	-	-	-	-	-	0.0	-	-	92	-
IZH	-	-	-	-	-	-	-	0.0	-	-	19	-
<b>Total</b>	<b>100.0</b>	<b>100.0</b>		<b>131,572</b>	<b>229,432</b>	<b>-42.7%</b>	<b>100.0</b>	<b>100.0</b>		<b>1,454,253</b>	<b>2,220,758</b>	<b>-34.5%</b>

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

SOLLERS Group	3.7	3.5	0.2	4,902	8,084	-39.4%	3.3	3.0	0.3	47,906	65,807	-27.2%
ISUZU	0.1	0.0	0.1	66	105	-37%	0.0	0.0	0.0	557	585	-5%
SSANGYONG	0.2	1.0	(0.8)	199	2,320	-91%	0.3	1.0	(0.7)	4,934	22,599	-78%
UAZ	3.5	2.5	1.0	4,637	5,659	-18%	2.9	1.9	1.0	42,415	42,623	0%

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Association of European Businesses  
Krasnoyarskaya str. 16, bld. 3  
127473 Moscow, Russia

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

E-mail: info@aebrus.ru  
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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR NOVEMBER 2015/2014 AND JANUARY—NOVEMBER 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	November		
			2015	2014	YoY
1	Solaris	Hyundai	11,462	10,134	1,328
2	Granta	Lada	9,000	10,520	(1,520)
3	New Rio	KIA	8,253	10,834	(2,581)
4	Polo	VW	4,732	4,098	634
5	Duster	Renault	4,312	7,009	(2,697)
6	Logan	Renault	3,208	7,152	(3,944)
7	Largus	Lada	3,122	6,311	(3,189)
8	Niva	Chevrolet	2,993	4,336	(1,343)
9	Priora	Lada	2,678	3,971	(1,293)
10	Sandero	Renault	2,394	3,384	(990)
11	Rapid	Škoda	2,333	2,777	(444)
12	4x4	Lada	2,276	3,873	(1,597)
13	Sportage	KIA	2,172	3,345	(1,173)
14	Kalina	Lada	2,073	4,719	(2,646)
15	Almera	Nissan	2,058	3,461	(1,403)
16	RAV 4	Toyota	1,919	4,769	(2,850)
17	X-Trail	Nissan	1,897	3,579	(1,682)
18	Camry	Toyota	1,756	2,364	(608)
19	Vesta	Lada	1,748	0	1,748
20	LC 200	Toyota	1,744	1,739	5
21	Patriot	UAZ	1,731	2,253	(522)
22	Octavia A7	Škoda	1,566	2,885	(1,319)
23	on-DO	Datsun	1,506	4,011	(2,505)
24	New Cee'd	KIA	1,404	2,542	(1,138)
25	Jetta	VW	1,312	2,543	(1,231)

#	MODEL	BRAND	January - November		
			2015	2014	YoY
1	Granta	Lada	108,653	139,405	(30,752)
2	Solaris	Hyundai	106,509	105,142	1,367
3	New Rio	KIA	88,920	84,350	4,570
4	Polo	VW	40,747	52,523	(11,776)
5	Duster	Renault	38,625	69,576	(30,951)
6	Logan	Renault	37,754	54,073	(16,319)
7	Largus	Lada	35,928	60,401	(24,473)
8	Kalina	Lada	34,084	59,403	(25,319)
9	4x4	Lada	32,541	38,415	(5,874)
10	Niva	Chevrolet	28,350	36,952	(8,602)
11	Sandero	Renault	27,575	33,269	(5,694)
12	Camry	Toyota	27,307	29,941	(2,634)
13	Priora	Lada	25,849	42,614	(16,765)
14	Almera	Nissan	24,077	42,220	(18,143)
15	RAV 4	Toyota	23,691	34,114	(10,423)
16	Rapid	Škoda	22,268	17,844	4,424
17	on-DO	Datsun	22,068	6,310	15,758
18	Octavia A7	Škoda	19,914	33,051	(13,137)
19	ix35	Hyundai	18,561	31,363	(12,802)
20	X-Trail	Nissan	18,434	22,251	(3,817)
21	Sportage	KIA	18,420	27,246	(8,826)
22	Patriot	UAZ	17,753	18,417	(664)
23	New Cee'd	KIA	17,627	27,206	(9,579)
24	CX-5	Mazda	16,178	21,672	(5,494)
25	Outlander	Mitsubishi	14,734	24,588	(9,854)

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