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Press-release

08 April 2020

New cars sales increased by 1,8% in Q1 and by 4,0% in March 2020

In **Quarter 1 2020** sales of new cars and light commercial vehicles in Russia **increased by 1,8 %** compared to the same period in 2019 or by 6 868 sold units, and amounted to **398 518** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **March 2020**, sales of new cars and light commercial vehicles in Russia increased by **4,0%** compared to **March 2019** or by 6 241 sold units, and amounted to **162 321** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

"March was a strong month with unexpected sales increase of 4% compared to the same month last year, resulting in a 1,8% growth for the first quarter compared to the same period last year. Many brands enjoyed even double digit growth in March. This strong start of the year unfortunately does not represent a growth trend, but is rather linked to artificially high anticipated sales in March, resulting from the weakening currency. Since end of March car sales and dealer operations have been sharply interrupted, following the measures related to the situation with COVID-19. The AEB appealed to the Government proposing state support measures for the automotive industry. Many manufacturers are also developing comprehensive support measures for their dealers to sustain future business operations."

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR MARCH 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	March		
	2020	2019	%
Avtovaz (Lada)	32 808	33 821	-3%
KIA	19 808	19 560	1%
Hyundai	15 813	16 322	-3%
Renault*	13 640	13 051	5%
Toyota	12 587	9 224	36%
VW	10 007	8 529	17%
Škoda	9 856	6 956	42%
Nissan	7 562	8 136	-7%
GAZ LCV*	4 713	4 984	-5%
Mercedes-Benz	4 427	3 337	33%
Mitsubishi	4 424	4 905	-10%
Mazda	3 502	2 711	29%
UAZ	2 742	3 089	-11%
Lexus	2 244	1 724	30%
Datsun	1 912	2 687	-29%
Avtovaz (Niva)	1 731	0	-
Audi	1 730	1 260	37%
Haval	1 599	558	187%
Ford LCV*	1 141	1 158	-1%
Geely	935	643	45%
Land Rover	897	941	-5%
Subaru	839	529	59%
Chery	815	432	89%
Porsche	789	450	75%
Suzuki	787	742	6%
Volvo	784	828	-5%
VW NFZ*	706	701	1%
Changan	573	102	462%
Peugeot*	489	373	31%
Citroën*	370	341	9%
Infiniti	237	599	-60%
Honda	233	148	57%
Jeep	208	208	0%
Genesis	187	181	3%
Cadillac	181	79	129%
Mercedes-Benz Vans	154	149	3%

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Lifan	151	490	-69%
FAW	150	131	15%
Jaguar	112	275	-59%
FIAT*	111	91	22%
DFM	101	123	-18%
Chevrolet	100	2 775	-96%
Isuzu*	58	64	-9%
Iveco*	23	22	5%
Zotye	20	165	-88%
Ford	18	2 403	-99%
Brilliance	15	12	25%
Opel	11	0	-
Foton*	8	32	-75%
Hyundai LCV*	6	0	-
Chrysler	5	7	-29%
smart	2	25	-92%
HTM	-	7	-
SsangYong	-	0	-
Total	162 321	156 080	4,0%

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.

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR Q1 (JANUARY-MARCH) 2020/2019

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

BRAND	January-March/I Q		
	2020	2019	%
Avtovaz (Lada)	79 600	82 363	-3%
KIA	51 870	52 982	-2%
Hyundai	41 576	41 425	0%
Renault*	32 056	29 349	9%
Toyota	27 231	21 608	26%
VW	23 794	22 075	8%
Škoda	21 001	18 433	14%
Nissan	18 225	19 285	-5%
GAZ LCV*	11 097	11 431	-3%
BMW	10 880	9 685	12%
Mercedes-Benz	10 334	8 936	16%
Mitsubishi	9 266	10 653	-13%
Mazda	7 585	6 573	15%
UAZ	7 293	7 734	-6%

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Datsun	4 877	5 448	-10%
Lexus	4 563	3 938	16%
AvtoVAZ (Niva)	4 057	0	-
Haval	4 047	1 452	179%
Audi	3 941	3 363	17%
Geely	2 466	1 566	57%
Ford LCV*	2 087	2 278	-8%
Land Rover	1 999	2 132	-6%
Suzuki	1 929	1 114	73%
Subaru	1 721	1 632	5%
Volvo	1 702	1 616	5%
Chery	1 689	1 229	37%
VW NFZ*	1 491	1 556	-4%
Porsche	1 411	993	42%
Changan	1 245	196	535%
Peugeot*	1 050	913	15%
Citroën*	839	672	25%
MINI	753	591	27%
Infiniti	515	1 278	-60%
Jeep	449	511	-12%
Genesis	431	609	-29%
Honda	430	452	-5%
Lifan	420	1 366	-69%
Cadillac	352	204	73%
FAW	341	218	56%
Mercedes-Benz Vans	328	362	-9%
Jaguar	307	562	-45%
DFM	269	310	-13%
FIAT*	245	222	10%
Isuzu*	207	169	22%
Chevrolet	202	5 867	-97%
Zotye	71	554	-87%
Iveco*	63	47	34%
Ford	55	5 451	-99%
Brilliance	44	43	2%
smart	43	57	-25%
Hyundai LCV*	25	64	-61%
Opel	20	0	-
Foton*	16	53	-70%
Chrysler	10	14	-29%
HTM	-	13	-
SsangYong	-	3	-
Total	398 518	391 650	1,8%

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.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR MARCH 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	March					
	% Share			Volume		
	2020	2019	YOY	2020	2019	YoY
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	38,4	40,5	-2,1	62 314	63 199	-1,4%
AVTOVAZ (LADA)	20,2	21,7	-1,5	32 808	33 821	-3,0%
AVTOVAZ (NIVA)	1,1	0,0	1,1	1 731	0	-
RENAULT	8,4	8,4	0,0	13 640	13 051	4,5%
NISSAN	4,7	5,2	-0,5	7 562	8 136	-7,1%
INFINITI	0,1	0,4	-0,3	237	599	-60,4%
DATSUN	1,2	1,7	-0,5	1 912	2 687	-28,8%
MITSUBISHI	2,7	3,1	-0,4	4 424	4 905	-9,8%
VW Group	13,7	11,2	2,5	22 299	17 446	27,8%
VOLKSWAGEN cars	6,2	5,5	0,7	10 007	8 529	17,3%
VOLKSWAGEN vans	0,4	0,4	0,0	706	701	0,7%
AUDI	1,1	0,8	0,3	1 730	1 260	37,3%
ŠKODA	6,1	4,5	1,6	9 856	6 956	41,7%
KIA	12,2	12,5	-0,3	19 808	19 560	1,3%
HYUNDAI Group	9,9	10,6	-0,7	16 000	16 503	-3,0%
HYUNDAI	9,7	10,5	-0,8	15 813	16 322	-3,1%
GENESIS	0,1	0,1	0,0	187	181	3,3%
TOYOTA Group	9,1	7,0	2,1	14 831	10 948	35,5%
TOYOTA	7,8	5,9	1,9	12 587	9 224	36,5%
LEXUS	1,4	1,1	0,3	2 244	1 724	30,2%
GAZ LCV	2,9	3,2	-0,3	4 713	4 984	-5,4%
MERCEDES-BENZ	2,8	2,2	0,6	4 583	3 511	30,5%
MERCEDES-BENZ cars	2,7	2,1	0,6	4 427	3 337	32,7%
MERCEDES-BENZ vans	0,1	0,1	0,0	154	149	3,4%
smart	0,0	0,0	0,0	2	25	-92,0%
MAZDA	2,2	1,7	0,5	3 502	2 711	29,2%
UAZ	1,7	2,0	-0,3	2 742	3 089	-11,2%
HAVAL	1,0	0,4	0,6	1 599	558	186,6%
FORD LCV	0,7	0,7	0,0	1 141	1 158	-1,5%
JAGUAR LAND ROVER	0,6	0,8	-0,2	1 009	1 216	-17,0%
LAND ROVER	0,6	0,6	0,0	897	941	-4,7%
JAGUAR	0,1	0,2	-0,1	112	275	-59,3%
GEELY	0,6	0,4	0,2	935	643	45,4%
PSA GROUPE	0,5	0,5	0,0	870	714	21,8%
PEUGEOT	0,3	0,2	0,1	489	373	31,1%

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CITROËN	0,2	0,2	0,0	370	341	8,5%
OPEL	0,0	0,0	0,0	11	0	-
SUBARU	0,5	0,3	0,2	839	529	58,6%
CHERY	0,5	0,3	0,2	815	432	88,7%
PORSCHE	0,5	0,3	0,2	789	450	75,3%
SUZUKI	0,5	0,5	0,0	787	742	6,1%
VOLVO	0,5	0,5	0,0	784	828	-5,3%
CHANGAN	0,4	0,1	0,3	573	102	461,8%
FCA RUSSIA	0,2	0,2	0,0	324	306	5,9%
FIAT	0,1	0,1	0,0	111	91	22,0%
CHRYSLER	0,0	0,0	0,0	5	7	-28,6%
JEEP	0,1	0,1	0,0	208	208	0,0%
GM Group	0,2	1,8	-1,6	281	2 854	-90,2%
CHEVROLET	0,1	1,8	-1,7	100	2 775	-96,4%
CADILLAC	0,1	0,1	0,0	181	79	129,1%
HONDA	0,1	0,1	0,0	233	148	57,4%
LIFAN	0,1	0,3	-0,2	151	490	-69,2%
FAW	0,1	0,1	0,0	150	131	14,5%
DFM	0,1	0,1	0,0	101	123	-17,9%
ISUZU	0,0	0,0	0,0	58	64	-9,4%
IVECO	0,0	0,0	0,0	23	22	4,5%
ZOTYE	0,0	0,1	-0,1	20	165	-87,9%
FORD	0,0	1,5	-1,5	18	2 403	-99,3%
BRILLIANCE	0,0	0,0	0,0	15	12	25,0%
FOTON	0,0	0,0	0,0	8	32	-75,0%
HYUNDAI LCV	0,0	0,0	0,0	6	0	-
SSANGYONG	-	0,0	-	-	0	-
HTM	-	0,0	-	-	7	-
Total	100,0	100,0		162 321	156 080	4,0%

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

SOLLERS Group	2,4	2,7	-0,3	3 883	4 247	-8,6%
SSANGYONG	-	0,0	-	-	0	-
Ford LCV	0,7	0,7	0,0	1 141	1 158	-1,5%
UAZ	1,7	2,0	-0,3	2 742	3 089	-11%

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

Brand / Group	January-March					
	% Share			Volume		
	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	37,3	37,9	-0,6	148 596	148 376	0,1%
AVTOVAZ (LADA)	20,0	21,0	-1,0	79 600	82 363	-3,4%
AVTOVAZ (NIVA)	1,0	0,0	1,0	4 057	0	-
RENAULT	8,0	7,5	0,5	32 056	29 349	9,2%
NISSAN	4,6	4,9	-0,3	18 225	19 285	-5,5%
INFINITI	0,1	0,3	-0,2	515	1 278	-59,7%
DATSUN	1,2	1,4	-0,2	4 877	5 448	-10,5%
MITSUBISHI	2,3	2,7	-0,4	9 266	10 653	-13,0%
KIA	13,0	13,5	-0,5	51 870	52 982	-2,1%
VW Group	12,6	11,6	2	50 227	45 427	10,6%
VOLKSWAGEN cars	6,0	5,6	0,4	23 794	22 075	7,8%
VOLKSWAGEN vans	0,4	0,4	0,0	1 491	1 556	-4,2%
AUDI	1,0	0,9	0,1	3 941	3 363	17,2%
ŠKODA	5,3	4,7	0,6	21 001	18 433	13,9%
HYUNDAI Group	10,5	10,7	-0,2	42 007	42 034	-0,1%
HYUNDAI	10,4	10,6	-0,2	41 576	41 425	0,4%
GENESIS	0,1	0,2	-0,1	431	609	-29,2%
TOYOTA Group	8,0	6,5	1,5	31 794	25 546	24,5%
TOYOTA	6,8	5,5	1,3	27 231	21 608	26,0%
LEXUS	1,1	1,0	0,1	4 563	3 938	15,9%
BMW Group	2,9	2,6	0,3	11 633	10 276	13,2%
BMW	2,7	2,5	0,2	10 880	9 685	12,3%
MINI	0,2	0,2	0,0	753	591	27,4%
GAZ LCV	2,8	2,9	-0,1	11 097	11 431	-2,9%
MERCEDES-BENZ	2,7	2,4	0,3	10 705	9 355	14,4%
MERCEDES-BENZ cars	2,6	2,3	0,3	10 334	8 936	15,6%
MERCEDES-BENZ vans	0,1	0,1	0,0	328	362	-9,4%
smart	0,0	0,0	0,0	43	57	-24,6%
MAZDA	1,9	1,7	0,2	7 585	6 573	15,4%
UAZ	1,8	2,0	-0,2	7 293	7 734	-5,7%
HAVAL	1,0	0,4	0,6	4 047	1 452	178,7%
GEELY	0,6	0,4	0,2	2 466	1 566	57,5%
JAGUAR LAND ROVER	0,6	0,7	-0,1	2 306	2 694	-14,4%
LAND ROVER	0,5	0,5	0,0	1 999	2 132	-6,2%
JAGUAR	0,1	0,1	0,0	307	562	-45,4%
FORD LCV	0,5	0,6	-0,1	2 087	2 278	-8,4%
SUZUKI	0,5	0,3	0,2	1 929	1 114	73,2%

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PSA GROUPE	0,5	0,4	0,1	1 909	1 585	20,4%
PEUGEOT	0,3	0,2	0,1	1 050	913	15,0%
CITROËN	0,2	0,2	0,0	839	672	24,9%
OPEL	0,0	0,0	0,0	20	0	-
SUBARU	0,4	0,4	0,0	1 721	1 632	5,5%
VOLVO	0,4	0,4	0,0	1 702	1 616	5,3%
CHERY	0,4	0,3	0,1	1 689	1 229	37,4%
PORSCHE	0,4	0,3	0,1	1 411	993	42,1%
CHANGAN	0,3	0,1	0,2	1 245	196	535,2%
FCA RUSSIA	0,2	0,2	0,0	704	747	-5,8%
FIAT	0,1	0,1	0,0	245	222	10,4%
CHRYSLER	0,0	0,0	0,0	10	14	-28,6%
JEEP	0,1	0,1	0,0	449	511	-12,1%
GM Group	0,1	1,6	-1,5	554	6 071	-90,9%
CHEVROLET	0,1	1,5	-1,4	202	5 867	-96,6%
CADILLAC	0,1	0,1	0,0	352	204	72,5%
HONDA	0,1	0,1	0,0	430	452	-4,9%
LIFAN	0,1	0,3	-0,2	420	1 366	-69,3%
FAW	0,1	0,1	0,0	341	218	56,4%
DFM	0,1	0,1	0,0	269	310	-13,2%
ISUZU	0,1	0,0	0,1	207	169	22,5%
ZOTYE	0,0	0,1	-0,1	71	554	-87,2%
IVECO	0,0	0,0	0,0	63	47	34,0%
FORD	0,0	1,4	-1,4	55	5 451	-99,0%
BRILLIANCE	0,0	0,0	0,0	44	43	2,3%
HYUNDAI LCV	0,0	0,0	0,0	25	64	-60,9%
FOTON	0,0	0,0	0,0	16	53	-69,8%
SSANGYONG	-	0,0	-	-	3	-
HTM	-	0,0	-	-	13	-
Total	100,0	100,0		398 518	391 650	1,8%

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

SOLLERS Group	2,4	2,6	-0,2	9 380	10 015	-6,3%
SSANGYONG	-	0,0	-	-	3	-
Ford LCV	0,5	0,6	-0,1	2 087	2 278	-8,4%
UAZ	1,8	2,0	-0,2	7 293	7 734	-5,7%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MARCH 2020/2019 AND JANUARY – MARCH 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	March		
			2020	2019	YoY
1	Granta	Lada	11 631	10 422	1 209
2	Vesta	Lada	11 172	12 850	-1 678
3	Rio	KIA	8 274	8 927	-653
4	Creta	Hyundai	6 803	6 498	305
5	Polo	VW	5 371	4 283	1 088
6	RAV 4	Toyota	5 293	2 609	2 684
7	Solaris	Hyundai	4 245	5 945	-1 700
8	Largus VP	Lada	3 782	3 981	-199
9	Tiguan	VW	3 568	3 120	448
10	Qashqai	Nissan	3 392	2 988	404
11	Duster	Renault	3 268	3 536	-268
12	Camry	Toyota	3 133	3 405	-272
13	Logan	Renault	3 066	3 549	-483
14	Octavia A7	Skoda	2 951	2 077	874
15	Sandero	Renault	2 923	2 988	-65
16	4x4	Lada	2 821	3 044	-223
17	Rapid	Škoda	2 813	2 966	-153
18	CX-5	Mazda	2 592	1 771	821
19	Outlander	Mitsubishi	2 554	2 640	-86
20	Sportage	KIA	2 538	2 440	98
21	X-Trail	Nissan	2 422	2 790	-368
22	Kodiaq	Škoda	2 406	1 768	638
23	XRAY	Lada	2 393	2 674	-281
24	Kaptur	Renault	2 363	2 764	-401
25	Tucson	Hyundai	2 064	1 868	196

#	MODEL	BRAND	January-March		
			2020	2019	YoY
1	Granta	Lada	29 660	28 626	1 034
2	Vesta	Lada	26 785	27 888	-1 103
3	Rio	KIA	22 899	22 275	624
4	Creta	Hyundai	18 815	16 770	2 045
5	Polo	VW	12 820	11 801	1 019
6	Solaris	Hyundai	12 106	14 199	-2 093
7	RAV 4	Toyota	11 595	5 903	5 692
8	Largus VP	Lada	8 884	9 431	-547
9	Tiguan	VW	8 765	7 298	1 467
10	Logan	Renault	7 806	7 892	-86
11	Qashqai	Nissan	7 538	6 627	911
12	Camry	Toyota	7 530	8 251	-721
13	Sportage	KIA	7 261	7 657	-396
14	Duster	Renault	7 084	8 268	-1 184
15	Rapid	Škoda	6 811	7 963	-1 152
16	4x4	Lada	6 651	7 723	-1 072
17	Sandero	Renault	6 627	6 581	46
18	X-Trail	Nissan	6 481	6 677	-196
19	Octavia A7	Škoda	6 360	5 388	972
20	Kodiaq	Škoda	5 743	4 724	1 019
21	CX-5	Mazda	5 590	4 388	1 202
22	Kaptur	Renault	5 490	6 256	-766
23	Outlander	Mitsubishi	5 407	5 692	-285
24	XRAY	Lada	5 170	6 451	-1 281
25	Tucson	Hyundai	5 016	5 569	-553

Note:

Monthly AEB data does not include sales figures from BMW and MINI, following BMW decision to change the frequency of their sales data publication from a monthly to a quarterly basis.

The 1st quarter market results tables contain data on all brands, including BMW and MINI.

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