



Press-release

8 September 2014

Market decline continues

- Sales of new passenger cars and LCVs in Russia dropped by **25,8%** in **August 2014**
- Among the top ten bestselling models so far, ten models are locally produced

In **August 2014**, sales of new cars and light commercial vehicles in Russia dropped by **25,8%** compared with **August 2013** or by 59,9 sold units, and amounted to only **172, 015** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **January-August 2014** new car and LCV sales declined by **12,1%** or 217,092 items in comparison to the same period of the previous year. This year **1,582,713** cars have been sold.

Among the **top ten bestselling models** of passenger cars, ten are produced in Russia.

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

“August was another difficult month for car sales, which hardly surprised anyone in the industry. The recently announced government incentive for the scrappage and trade-in of vehicles raises hopes that the market slide can be stopped. Whether this will be the case or not depends on how quickly the program will come into effect, so that market participants can finally make use of it”.

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Attachments:

1. New car/LCV sales in Russia by brands for August 2014/2013 and January - August 2014/2013
2. New car/LCV sales in Russia by groups for August2014/2013 and January - August 2014/2013
3. 25 best sold models of cars in Russia for August 2014/2013 and January – August 2014/2013

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR AUGUST 2014/2013 AND JANUARY – AUGUST 2014/2013¹

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	August			January-August		
	2014 thd.units	2013 thd.units	YoY	2014 thd.units	2013 thd.units	YoY
Lada	26,467	39,079	-32%	247,289	303,357	-18%
KIA	13,644	17,013	-20%	122,920	128,982	-5%
Hyundai*	13,416	14,219	-6%	117,451	118,438	-1%
Toyota*	12,722	13,778	-8%	102,522	101,431	1%
Renault*	12,388	15,181	-18%	124,028	137,827	-10%
Nissan*	11,061	11,611	-5%	102,545	86,963	18%
VW	8,604	13,024	-34%	84,967	103,607	-18%
Chevrolet	7,952	15,984	-50%	81,701	111,671	-27%
Škoda	6,774	7,103	-5%	55,885	56,755	-2%
GAZ LCV*	5,177	7,538	-31%	42,475	52,963	-20%
Opel	4,328	6,933	-38%	42,768	53,077	-19%
Mitsubishi	4,200	6,127	-31%	46,157	49,789	-7%
Mercedes-Benz	4,012	3,914	3%	32,097	27,779	16%
UAZ*	3,894	3,857	1%	26,454	32,998	-20%
Ford*	3,852	8,938	-57%	39,670	69,354	-43%
Mazda	3,705	3,700	0%	31,249	27,142	15%
Audi	2,601	2,767	-6%	23,167	23,902	-3%
Daewoo	2,443	5,403	-55%	29,303	36,585	-20%
BMW	2,182	2,469	-12%	23,917	25,258	-5%
Lifan	1,901	2,646	-28%	13,912	16,729	-17%
SsangYong	1,643	2,934	-44%	15,487	22,450	-31%
Lexus	1,617	1,430	13%	11,921	10,204	17%
Land Rover	1,567	1,702	-8%	13,653	13,009	5%
Honda	1,363	2,303	-41%	13,787	16,823	-18%
Great Wall	1,292	1,230	5%	10,695	13,352	-20%
Suzuki	1,246	2,957	-58%	12,294	19,329	-36%
Peugeot*	1,238	2,788	-56%	14,744	23,252	-37%
Volvo	1,234	1,230	0%	10,327	9,637	7%
Citroën*	1,232	2,559	-52%	13,693	19,331	-29%
Geely	1,226	2,776	-56%	11,897	17,250	-31%
Subaru	1,116	1,189	-6%	10,462	11,118	-6%
Chery	1,077	1,601	-33%	11,446	13,126	-13%
VW NFZ*	929	1,282	-28%	8,451	10,292	-18%

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Mercedes-Benz Vans*	738	526	40%	4,589	2,942	56%
Jeep	630	427	48%	5,090	2,840	79%
Infiniti	539	624	-14%	5,282	5,675	-7%
FIAT*	519	731	-29%	4,760	4,912	-3%
Porsche	290	269	8%	2,847	2,432	17%
FAW	230	567	-59%	2,164	2,896	-25%
Jaguar	127	152	-16%	1,108	1,090	2%
Changan	102	-	-	665	-	-
SEAT	101	371	-73%	1,145	2,663	-57%
MINI	100	229	-56%	1,064	1,813	-41%
Acura**	78	-	-	487	-	-
Haima	76	51	49%	493	187	164%
BAW*	68	131	-48%	788	1,148	-31%
Cadillac	60	114	-47%	848	1,023	-17%
Isuzu*	55	25	120%	308	98	214%
Foton*	48	0	-	59	6	883%
Brilliance****	46	-	-	278	-	-
JAC*****	45	-	-	234	-	-
smart	32	10	220%	218	118	85%
Alfa Romeo	17	-	-	54	-	-
TagAZ*	5	29	-83%	110	311	-65%
ZAZ	3	153	-98%	481	2,264	-79%
Luxgen	2	-	-	79	-	-
Chrysler	1	19	-95%	86	133	-35%
Vortex	0	34	-	0	923	-
BYD	0	2	-	5	102	-95%
Dodge	0	14	-	26	161	-84%
Bogdan	0	147	-	92	1,678	-95%
Izh	0	25	-	19	610	-97%
Total	172,015	231,915	-25.8%	1,582,713	1,799,805	-12.1%

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

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.

**** Acura sales in Russia are done via Honda Motor RUS LLC from April 2014.**

***** Sales of Bogdan were stopped by Technoproject, LLC in 2014.**

****** Brilliance sales in Russia are done via Brilliance Motor Ltd. from April 2014.**

******* JAC sales in Russia are done via Bogdan-Avto RUS from April 2014.**

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR AUGUST 2014/2013 AND JANUARY – AUGUST 2014/2013

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	August						January-August					
	% Share			Volume			% Share			Volume		
	2014	2013	YOY	2014	2013	YoY	2014	2013	YOY	2014	2013	YoY
AVTOVAZ-RENAULT-NISSAN	29.3	28.7	0.6	50,455	66,495	-24.1%	30.3	29.7	0.6	479,144	533,822	-10.2%
AVTOVAZ	15.4	16.9	(1.5)	26,467	39,079	-32.3%	15.6	16.9	(1.3)	247,289	303,357	-18.5%
RENAULT	7.2	6.5	0.7	12,388	15,181	-18.4%	7.8	7.7	0.1	124,028	137,827	-10.0%
NISSAN	6.4	5.0	1.4	11,061	11,611	-4.7%	6.5	4.8	1.7	102,545	86,963	17.9%
INFINITI	0.3	0.3	0.0	539	624	-13.6%	0.3	0.3	0.0	5,282	5,675	-6.9%
VW Group	11.1	10.6	0.5	19,009	24,547	-22.6%	11.0	11.0	0.0	173,615	197,219	-12.0%
VOLKSWAGEN cars	5.0	5.6	(0.6)	8,604	13,024	-33.9%	5.4	5.8	(0.4)	84,967	103,607	-18.0%
VOLKSWAGEN vans	0.5	0.6	(0.1)	929	1,282	-27.5%	0.5	0.6	(0.1)	8,451	10,292	-17.9%
AUDI	1.5	1.2	0.3	2,601	2,767	-6.0%	1.5	1.3	0.2	23,167	23,902	-3.1%
SEAT	0.1	0.2	(0.1)	101	371	-72.8%	0.1	0.1	0.0	1,145	2,663	-57.0%
ŠKODA	3.9	3.1	0.8	6,774	7,103	-4.6%	3.5	3.2	0.3	55,885	56,755	-1.5%
TOYOTA Group	8.3	6.6	1.7	14,339	15,208	-5.7%	7.2	6.2	1.0	114,443	111,635	2.5%
TOYOTA	7.4	5.9	1.5	12,722	13,778	-7.7%	6.5	5.6	0.9	102,522	101,431	1.1%
LEXUS	0.9	0.6	0.3	1,617	1,430	13.1%	0.8	0.6	0.2	11,921	10,204	16.8%
KIA	7.9	7.3	0.6	13,644	17,013	-19.8%	7.8	7.2	0.6	122,920	128,982	-4.7%
HYUNDAI	7.8	6.1	1.7	13,416	14,219	-5.6%	7.4	6.6	0.8	117,451	118,438	-0.8%
GM Group	7.2	9.9	(2.7)	12,340	23,031	-46.4%	7.9	9.2	(1.3)	125,317	165,771	-24.4%
OPEL	2.5	3.0	(0.5)	4,328	6,933	-37.6%	2.7	2.9	(0.2)	42,768	53,077	-19.4%
CHEVROLET	4.6	6.9	(2.3)	7,952	15,984	-50.3%	5.2	6.2	(1.0)	81,701	111,671	-26.8%
CADILLAC	0.0	0.0	(0.0)	60	114	-47.4%	0.1	0.1	(0.0)	848	1,023	-17.1%
GAZ LCV	3.0	3.3	(0.3)	5,177	7,538	-31.3%	2.7	2.9	(0.2)	42,475	52,963	-19.8%
MERCEDES-BENZ	2.8	1.9	0.9	4,782	4,450	7.5%	2.3	1.7	0.6	36,904	30,839	19.7%
MERCEDES-BENZ cars	2.3	1.7	0.6	4,012	3,914	2.5%	2.0	1.5	0.5	32,097	27,779	15.5%
MERCEDES-BENZ vans	0.4	0.2	0.2	738	526	40.3%	0.3	0.2	0.1	4,589	2,942	56.0%
smart	0.0	0.0	0.0	32	10	220.0%	0.0	0.0	0.0	218	118	84.7%
MITSUBISHI	2.4	2.6	(0.2)	4,200	6,127	-31.5%	2.9	2.8	0.1	46,157	49,789	-7.3%
UAZ	2.3	1.7	0.6	3,894	3,857	1.0%	1.7	1.8	0.1	26,454	32,998	-19.8%
FORD	2.2	3.9	(1.7)	3,852	8,938	-56.9%	2.5	3.9	(1.4)	39,670	69,354	-42.8%
MAZDA	2.2	1.6	0.6	3,705	3,700	0.1%	2.0	1.5	0.5	31,249	27,142	15.1%
PSA PEUGEOT CITROËN	1.4	2.3	(0.9)	2,470	5,347	-53.8%	1.8	2.4	(0.6)	28,437	42,583	-33.2%
PEUGEOT	0.7	1.2	(0.5)	1,238	2,788	-55.6%	0.9	1.3	(0.4)	14,744	23,252	-36.6%
CITROËN	0.7	1.1	(0.4)	1,232	2,559	-51.9%	0.9	1.1	(0.2)	13,693	19,331	-29.2%
DAEWOO	1.4	2.3	(0.9)	2,443	5,403	-54.8%	1.9	2.0	(0.1)	29,303	36,585	-19.9%

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BMW Group	1.3	1.2	0.1	2,282	2,698	-15.4%	1.6	1.5	0.1	24,981	27,071	-7.7%
BMW	1.3	1.1	0.2	2,182	2,469	-11.6%	1.5	1.4	0.1	23,917	25,258	-5.3%
MINI	0.1	0.1	(0.0)	100	229	-56.3%	0.1	0.1	0.0	1,064	1,813	-41.3%
LIFAN	1.1	1.1	(0.0)	1,901	2,646	-28.2%	0.9	0.9	0.0	13,912	16,729	-16.8%
JAGUAR LAND ROVER	1.0	0.8	0.2	1,694	1,854	-8.6%	0.9	0.8	0.1	14,761	14,099	4.7%
LAND ROVER	0.9	0.7	0.2	1,567	1,702	-7.9%	0.9	0.7	0.2	13,653	13,009	5.0%
JAGUAR	0.1	0.1	0.0	127	152	-16.4%	0.1	0.1	0.0	1,108	1,090	1.7%
SSANGYONG	1.0	1.3	(0.3)	1,643	2,934	-44.0%	1.0	1.2	(0.2)	15,487	22,450	-31.0%
HONDA Group	0.8	1.0	(0.2)	1,441	2,303	-37.4%	0.9	0.9	0.0	14,274	16,823	-15.2%
HONDA	0.8	1.0	(0.2)	1,363	2,303	-40.8%	0.9	0.9	0.0	13,787	16,823	-18.0%
ACURA	0.0	-	-	78	-	-	0.0	-	-	487	-	-
GREAT WALL	0.8	0.5	0.3	1,292	1,230	5.0%	0.7	0.7	0.0	10,695	13,352	-19.9%
SUZUKI	0.7	1.3	(0.6)	1,246	2,957	-57.9%	0.8	1.1	(0.3)	12,294	19,329	-36.4%
VOLVO	0.7	0.5	0.2	1,234	1,230	0.3%	0.7	0.5	0.2	10,327	9,637	7.2%
GEELY	0.7	1.2	(0.5)	1,226	2,776	-55.8%	0.8	1.0	(0.2)	11,897	17,250	-31.0%
CHRYSLER Group	0.7	0.5	0.2	1,167	1,191	-2.0%	0.6	0.4	0.2	10,016	8,046	24.5%
FIAT	0.3	0.3	(0.0)	519	731	-29.0%	0.3	0.3	0.0	4,760	4,912	-3.1%
CHRYSLER	0.0	0.0	(0.0)	1	19	-94.7%	0.0	0.0	0.0	86	133	-35.3%
JEEP	0.4	0.2	0.2	630	427	47.5%	0.3	0.2	0.1	5,090	2,840	79.2%
DODGE	0.0	0.0	(0.0)	0	14	-	0.0	0.0	0.0	26	161	-83.9%
ALFA ROMEO	0.0	-	-	17	-	-	0.0	-	-	54	-	-
SUBARU	0.6	0.5	0.1	1,116	1,189	-6.1%	0.7	0.6	0.1	10,462	11,118	-5.9%
CHERY	0.6	0.7	(0.1)	1,077	1,601	-32.7%	0.7	0.7	0.0	11,446	13,126	-12.8%
PORSCHE	0.2	0.1	0.1	290	269	7.8%	0.2	0.1	0.1	2,847	2,432	17.1%
FAW	0.1	0.2	(0.1)	230	567	-59.4%	0.1	0.2	(0.1)	2,164	2,896	-25.3%
CHANGAN	0.1	-	-	102	-	-	0.0	-	-	665	-	-
HAIMA	0.0	0.0	0.0	76	51	49.0%	0.0	0.0	0.0	493	187	163.6%
BAW	0.0	0.1	(0.1)	68	131	-48.1%	0.0	0.1	(0.1)	788	1,148	-31.4%
ISUZU	0.0	0.0	0.0	55	25	120.0%	0.0	0.0	0.0	308	98	214.3%
FOTON	0.0	0.0	0.0	48	0	-	0.0	0.0	0.0	59	6	883.3%
BRILLIANCE	0.0	-	-	46	-	-	0.0	-	-	278	-	-
JAC	0.0	-	-	45	-	-	0.0	-	-	234	-	-
TAGAZ	0.0	0.0	0.0	5	29	-82.8%	0.0	0.0	0.0	110	311	-64.6%
ZAZ	0.0	0.1	(0.1)	3	153	-98.0%	0.0	0.1	(0.1)	481	2,264	-78.8%
LUXGEN	0.0	-	-	2	-	-	0.0	-	-	79	-	-
BYD	0.0	0.0	(0.0)	0	2	-	0.0	0.0	0.0	5	102	-95.1%
IZH	0.0	0.0	(0.0)	0	25	-	0.0	0.0	0.0	19	610	-96.9%
VORTEX	0.0	0.0	(0.0)	0	34	-	0.0	0.1	(0.1)	0	923	-
BOGDAN	0.0	0.1	(0.1)	0	147	-	0.0	0.1	(0.1)	92	1,678	-94.5%
Total	100.0	100.0		172,015	231,915	-25.8%	100.0	100.0		1,582,713	1,799,805	-12.1%

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

SOLLERS Group	3.3	2.9	0.4	5,592	6,816	-18.0%	2.7	3.1	(0.4)	42,249	55,546	-23.9%
ISUZU	0.0	0.0	0.0	55	25	120.0%	0.0	0.0	0.0	308	98	214.3%
SSANGYONG	1.0	1.3	(0.3)	1,643	2,934	-44.0%	1.0	1.2	(0.2)	15,487	22,450	-31.0%
UAZ	2.3	1.7	0.6	3,894	3,857	1.0%	1.7	1.8	(0.1)	26,454	32,998	-19.8%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR AUGUST 2014/2013 AND JANUARY – AUGUST 2014/2013

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	August		
			2014 thd.un	2013 thd.un	YoY
1	Granta	Lada	11,860	14,951	(3,091)
2	Solaris	Hyundai	9,086	8,590	496
3	New Rio	KIA	5,999	7,159	(1,160)
4	Logan	Renault	4,390	4,012	378
5	Duster	Renault	4,376	5,553	(1,177)
6	Kalina	Lada	4,273	2,897	1,376
7	Polo	VW	3,979	5,488	(1,509)
8	Almera	Nissan	3,822	1,370	2,452
9	Largus	Lada	3,554	5,514	(1,960)
10	Priora	Lada	3,354	4,677	(1,323)
11	Camry	Toyota	2,729	2,767	(38)
12	4x4	Lada	2,716	5,885	(3,169)
13	RAV 4	Toyota	2,709	3,542	(833)
14	Octavia A7	Skoda	2,663	922	1,741
15	Niva	Chevrolet	2,562	4,246	(1,684)
16	Qashqai	Nissan	2,537	3,289	(752)
17	New Cee'd	KIA	2,536	2,905	(369)
18	Sandero	Renault	2,452	2,902	(450)
19	Rapid	Skoda	2,430	0	2,430
20	ix35	Hyundai	2,277	2,820	(543)
21	Corolla	Toyota	2,258	2,822	(564)
22	Cruze	Chevrolet	2,039	6,294	(4,255)
23	Sportage	KIA	2,022	2,801	(779)
24	Patriot	UAZ	1,963	1,427	536
25	CX-5	Mazda	1,790	1,789	1

#	MODEL	BRAND	January-August		
			2014 thd.un	2013 thd.un	YoY
1	Granta	Lada	95,154	113,738	(18,584)
2	Solaris	Hyundai	74,438	75,081	(643)
3	New Rio	KIA	60,032	59,046	986
4	Duster	Renault	51,137	53,611	(2,474)
5	Kalina	Lada	44,175	43,767	408
6	Largus	Lada	43,272	35,083	8,189
7	Polo	VW	40,505	47,208	(6,703)
8	Logan	Renault	34,725	34,192	533
9	Priora	Lada	31,636	41,440	(9,804)
10	Almera	Nissan	31,157	5,854	25,303
11	Niva	Chevrolet	26,106	34,062	(7,956)
12	Octavia A7	Skoda	24,714	2,679	22,035
13	RAV 4	Toyota	24,077	26,931	(2,854)
14	4x4	Lada	23,997	31,205	(7,208)
15	Sandero	Renault	23,865	28,946	(5,081)
16	ix35	Hyundai	22,602	20,883	1,719
17	Camry	Toyota	22,038	23,232	(1,194)
18	Cruze	Chevrolet	20,808	37,590	(16,782)
19	Qashqai	Nissan	19,910	22,937	(3,027)
20	Corolla	Toyota	19,831	17,265	2,566
21	Focus	Ford	18,661	45,750	(27,089)
22	New Cee'd	KIA	18,629	21,640	(3,011)
23	Sportage	KIA	18,527	21,831	(3,304)
24	Astra	Opel	16,539	26,346	(9,807)
25	CX-5	Mazda	15,047	11,575	3,472

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