



Press-release

10 March 2016

February car market decrease is 13, 4 %

- Sales of new passenger cars and LCVs in Russia decreased by **13,4%** in **February 2016**
- Among the top ten bestselling models so far, nine models are locally produced

In **February 2016**, sales of new cars and light commercial vehicles in Russia decreased by **13,4%** compared to **February 2015** or by 17 232 sold units, and amounted to **111 145** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year in January—February **193 072** cars were sold.

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

“The pace of year-on-year decline is slowing down visibly, with minus 13% to the smallest value in 14 months. This is an expected and welcome development, much of it being attributable to the low volume base of last year. Now spring season is approaching, and this is usually good news for car sales. So the coming weeks will show in what shape consumer demand really is these days”.

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Attachments:

1. New car/LCV sales in Russia by brands for February 2016/2015 and January—February 2016/2015
2. New car/LCV sales in Russia by groups for February 2016/2015 and January—February 2016/2015
3. 25 best sold models of cars in Russia for February 2016/2015 and January—February 2016/2015

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY 2016/2015 AND JANUARY – FEBRUARY 2016/2015

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		
	2016	2015	YoY	2016	2015	YoY
Lada	19,035	23,639	-19%	34,612	41,131	-16%
KIA	11,492	12,563	-9%	20,541	23,909	-14%
Hyundai*	10,510	13,233	-21%	18,520	25,940	-29%
Renault*	8,823	9,100	-3%	13,837	17,909	-23%
Toyota*	7,953	7,143	11%	14,017	14,292	-2%
Nissan*	7,319	9,447	-23%	11,813	18,548	-36%
VW	5,399	5,804	-7%	9,854	11,969	-18%
Škoda	4,076	5,618	-27%	7,632	10,743	-29%
Ford*	3,418	1,399	144%	5,676	3,212	77%
Mercedes-Benz	3,333	4,151	-20%	6,538	7,326	-11%
GAZ LCV*	3,267	2,970	10%	5,118	4,798	7%
UAZ*	3,099	2,260	37%	5,029	4,513	11%
BMW	2,750	3,550	-23%	4,669	6,095	-23%
Chevrolet	2,443	3,255	-25%	3,644	6,305	-42%
Mitsubishi	1,935	3,323	-42%	3,258	6,543	-50%
Audi	1,750	2,092	-16%	2,655	3,502	-24%
Datsun	1,655	2,904	-43%	2,656	5,837	-54%
Daewoo	1,586	1,639	-3%	2,855	3,654	-22%
Mazda	1,502	2,381	-37%	2,913	4,765	-39%
Lexus	1,451	791	83%	2,536	1,481	71%
Lifan	1,046	721	45%	2,290	1,484	54%
Land Rover	881	1,183	-26%	1,381	1,958	-29%
Geely	644	681	-5%	1,199	1,131	6%
Suzuki	614	416	48%	1,185	871	36%
Subaru	477	836	-43%	899	1,752	-49%
Chery	443	402	10%	723	632	14%
VW vans*	413	672	-39%	736	1,280	-43%
Porsche	408	381	7%	719	575	25%
SsangYong	399	561	-29%	552	1,294	-57%
Volvo	384	757	-49%	400	1,027	-61%
Mercedes-Benz Vans*	380	444	-14%	640	749	-15%
Infiniti	371	419	-11%	669	1,109	-40%

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Citroën*	339	380	-11%	559	860	-35%
FIAT*	255	345	-26%	419	641	-35%
Peugeot*	251	377	-33%	447	795	-44%
Honda	155	252	-38%	345	636	-46%
Jeep	147	235	-37%	223	440	-49%
Brilliance	146	144	1%	260	241	8%
DFM	127	44	189%	218	85	156%
MINI	98	116	-16%	174	207	-16%
Cadillac	90	34	165%	138	72	92%
Changan	82	35	134%	116	68	71%
Jaguar	67	75	-11%	101	134	-25%
Haima	34	20	70%	74	61	21%
Acura	33	89	-63%	80	162	-51%
Isuzu*	32	74	-57%	89	103	-14%
BAW*	12	24	-50%	25	53	-53%
smart	12	32	-63%	24	51	-53%
Chrysler	5	8	-38%	8	12	-33%
Alfa Romeo	4	1	300%	6	4	50%
Foton*	0	3	-	0	4	-
Opel	0	912	-	0	1,985	-
Great Wall	0	402	-	0	807	-
SEAT	-	2	-	-	33	-
JAC	-	38	-	-	53	-
Total	111,145	128,377	-13.4%	193,072	243,841	-20.8%

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.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY 2016/2015 AND JANUARY – FEBRUARY 2016/2015

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		
	2016	2015	YoY	2016	2015	YoY	2016	2015	YoY	2016	2015	YoY
AVTOVAZ-RENAULT-NISSAN	33.5	35.4	(1.9)	37,203	45,509	-18.3%	32.9	34.7	(1.8)	63,587	84,534	-24.8%
AVTOVAZ	17.1	18.4	(1.3)	19,035	23,639	-19%	17.9	16.9	1.0	34,612	41,131	-16%
RENAULT	7.9	7.1	0.8	8,823	9,100	-3%	7.2	7.3	(0.1)	13,837	17,909	-23%
NISSAN	6.6	7.4	(0.8)	7,319	9,447	-23%	6.1	7.6	(1.5)	11,813	18,548	-36%
INFINITI	0.3	0.3	0.0	371	419	-11%	0.3	0.5	(0.2)	669	1,109	-40%
DATSUN	1.5	2.3	(0.8)	1,655	2,904	-43%	1.4	2.4	(1.0)	2,656	5,837	-54%
VW Group	10.5	11.1	(0.6)	11,638	14,188	-18.0%	10.8	11.3	(0.5)	20,877	27,527	-24.2%
VOLKSWAGEN	4.9	4.5	0.4	5,399	5,804	-7%	5.1	4.9	0.2	9,854	11,969	-18%
VOLKSWAGEN vans	0.4	0.5	(0.1)	413	672	-39%	0.4	0.5	(0.1)	736	1,280	-43%
AUDI	1.6	1.6	0.0	1,750	2,092	-16%	1.4	1.4	0.0	2,655	3,502	-24%
SEAT	-	0.0	-	-	2	-	-	0.0	-	-	33	-
ŠKODA	3.7	4.4	(0.7)	4,076	5,618	-27%	4.0	4.4	(0.4)	7,632	10,743	-29%
KIA	10.3	9.8	0.5	11,492	12,563	-9%	10.6	9.8	0.8	20,541	23,909	-14%
HYUNDAI	9.5	10.3	(0.8)	10,510	13,233	-21%	9.6	10.6	(1.0)	18,520	25,940	-29%
TOYOTA Group	8.5	6.2	2.3	9,404	7,934	18.5%	8.6	6.5	2.1	16,553	15,773	4.9%
TOYOTA	7.2	5.6	1.6	7,953	7,143	11%	7.3	5.9	1.4	14,017	14,292	-2%
LEXUS	1.3	0.6	0.7	1,451	791	83%	1.3	0.6	0.7	2,536	1,481	71%
MERCEDES-BENZ	3.4	3.6	(0.2)	3,725	4,627	-19.5%	3.7	3.3	0.4	7,202	8,126	-11.4%
MERCEDES-BENZ	3.0	3.2	(0.2)	3,333	4,151	-20%	3.4	3.0	0.4	6,538	7,326	-11%
MERCEDES-BENZ vans	0.3	0.3	0.0	380	444	-14%	0.3	0.3	0.0	640	749	-15%
smart	0.0	0.0	0.0	12	32	-63%	0.0	0.0	0.0	24	51	-53%
FORD	3.1	1.1	2.0	3,418	1,399	144%	2.9	1.3	1.6	5,676	3,212	77%
GAZ LCV	2.9	2.3	0.6	3,267	2,970	10%	2.7	2.0	0.7	5,118	4,798	7%
UAZ	2.8	1.8	1.0	3,099	2,260	37%	2.6	1.9	0.7	5,029	4,513	11%
BMW Group	2.6	2.9	(0.3)	2,848	3,666	-22.3%	2.5	2.6	(0.1)	4,843	6,302	-23.2%
BMW	2.5	2.8	(0.3)	2,750	3,550	-23%	2.4	2.5	(0.1)	4,669	6,095	-23%
MINI	0.1	0.1	0.0	98	116	-16%	0.1	0.1	0.0	174	207	-16%
GM Group	2.3	3.3	(1.0)	2,533	4,201	-39.7%	2.0	3.4	(1.4)	3,782	8,362	-54.8%
OPEL	0.0	0.7	(0.7)	0	912	-	0.0	0.8	(0.8)	0	1,985	-
CHEVROLET	2.2	2.5	(0.3)	2,443	3,255	-25%	1.9	2.6	(0.7)	3,644	6,305	-42%
CADILLAC	0.1	0.0	0.1	90	34	165%	0.1	0.0	0.1	138	72	92%
MITSUBISHI	1.7	2.6	(0.9)	1,935	3,323	-42%	1.7	2.7	(1.0)	3,258	6,543	-50%
DAEWOO	1.4	1.3	0.1	1,586	1,639	-3%	1.5	1.5	0.0	2,855	3,654	-22%
MAZDA	1.4	1.9	(0.5)	1,502	2,381	-37%	1.5	2.0	(0.5)	2,913	4,765	-39%
LIFAN	0.9	0.6	0.3	1,046	721	45%	1.2	0.6	0.6	2,290	1,484	54%

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JAGUAR LAND ROVER	0.9	1.0	(0.1)	948	1,258	-24.6%	0.8	0.9	(0.1)	1,482	2,092	-29.2%
LAND ROVER	0.8	0.9	(0.1)	881	1,183	-26%	0.7	0.8	(0.1)	1,381	1,958	-29%
JAGUAR	0.1	0.1	0.0	67	75	-11%	0.1	0.1	0.0	101	134	-25%
GEELY	0.6	0.5	0.1	644	681	-5%	0.6	0.5	0.1	1,199	1,131	6%
SUZUKI	0.6	0.3	0.3	614	416	48%	0.6	0.4	0.2	1,185	871	36%
PSA PEUGEOT CITROËN	0.5	0.6	(0.1)	590	757	-22.1%	0.5	0.7	(0.2)	1,006	1,655	-39.2%
PEUGEOT	0.2	0.3	(0.1)	251	377	-33%	0.2	0.3	(0.1)	447	795	-44%
CITROËN	0.3	0.3	0.0	339	380	-11%	0.3	0.4	(0.1)	559	860	-35%
SUBARU	0.4	0.7	(0.3)	477	836	-43%	0.5	0.7	(0.2)	899	1,752	-49%
CHERY	0.4	0.3	0.1	443	402	10%	0.4	0.3	0.1	723	632	14%
CHRYSLER Group	0.4	0.5	(0.1)	411	589	-30.2%	0.3	0.4	(0.1)	656	1,097	-40.2%
FIAT	0.2	0.3	(0.1)	255	345	-26%	0.2	0.3	(0.1)	419	641	-35%
CHRYSLER	0.0	0.0	0.0	5	8	-38%	0.0	0.0	0.0	8	12	-33%
JEEP	0.1	0.2	(0.1)	147	235	-37%	0.1	0.2	(0.1)	223	440	-49%
ALFA ROMEO	0.0	0.0	0.0	4	1	300%	0.0	0.0	0.0	6	4	50%
PORSCHE	0.4	0.3	0.1	408	381	7%	0.4	0.2	0.2	719	575	25%
SSANGYONG	0.4	0.4	0.0	399	561	-29%	0.3	0.5	(0.2)	552	1,294	-57%
VOLVO	0.3	0.6	(0.3)	384	757	-49%	0.2	0.4	(0.2)	400	1,027	-61%
HONDA Group	0.2	0.3	(0.1)	188	341	-44.9%	0.2	0.3	(0.1)	425	798	-46.7%
HONDA	0.1	0.2	(0.1)	155	252	-38%	0.2	0.3	(0.1)	345	636	-46%
ACURA	0.0	0.1	(0.1)	33	89	-63%	0.0	0.1	(0.1)	80	162	-51%
BRILLIANCE	0.1	0.1	0.0	146	144	1%	0.1	0.1	0.0	260	241	8%
DFM	0.1	0.0	0.1	127	44	189%	0.1	0.0	0.1	218	85	156%
CHANGAN	0.1	0.0	0.1	82	35	134%	0.1	0.0	0.1	116	68	71%
HAIMA	0.0	0.0	0.0	34	20	70%	0.0	0.0	0.0	74	61	21%
ISUZU	0.0	0.1	(0.1)	32	74	-57%	0.0	0.0	0.0	89	103	-14%
BAW	0.0	0.0	0.0	12	24	-50%	0.0	0.0	0.0	25	53	-53%
FOTON	0.0	0.0	0.0	0	3	-	0.0	0.0	0.0	0	4	-
GREAT WALL	0.0	0.3	(0.3)	0	402	-	0.0	0.3	(0.3)	0	807	-
JAC	-	0.0	-	-	38	-	-	0.0	-	-	53	-
Total	100.0	100.0		111,145	128,377	-13.4%	100.0	100.0		193,072	243,841	-20.8%

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

SOLLERS Group	3.2	2.3	0.9	3,530	2,895	21.9%	2.9	2.4	0.5	5,670	5,910	-4.1%
ISUZU	0.0	0.1	(0.1)	32	74	-57%	0.0	0.0	0.0	89	103	-14%
SSANGYONG	0.4	0.4	0.0	399	561	-29%	0.3	0.5	(0.2)	552	1,294	-57%
UAZ	2.8	1.8	1.0	3,099	2,260	37%	2.6	1.9	0.7	5,029	4,513	11%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY 2016/2015 AND JANUARY – FEBRUARY 2016/2015

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		
			2016	2015	YoY
1	Solaris	Hyundai	8,130	8,001	129
2	Rio	KIA	7,017	6,059	958
3	Granta	Lada	6,335	10,535	(4,200)
4	Duster	Renault	4,197	2,951	1,246
5	Polo	VW	3,226	2,603	623
6	RAV 4	Toyota	3,057	1,378	1,679
7	Vesta	Lada	2,955	-	-
8	4x4	Lada	2,669	3,779	(1,110)
9	Niva	Chevrolet	2,410	2,394	16
10	Largus	Lada	2,378	3,443	(1,065)
11	Sandero	Renault	2,260	2,242	18
12	Logan	Renault	2,225	3,424	(1,199)
13	Camry	Toyota	2,169	2,718	(549)
14	Kalina	Lada	1,770	2,658	(888)
15	Rapid	Škoda	1,665	2,250	(585)
16	X-Trail	Nissan	1,646	488	1,158
17	Qashqai	Nissan	1,642	1,446	196
18	Octavia A7	Škoda	1,610	2,135	(525)
19	Priora	Lada	1,562	2,736	(1,174)
20	Cee'd	KIA	1,514	2,093	(579)
21	Almera	Nissan	1,449	2,464	(1,015)
22	Patriot	UAZ	1,425	894	531
23	LC 200	Toyota	1,238	347	891
24	on-DO	Datsun	1,212	2,615	(1,403)
25	Outlander	Mitsubishi	1,210	520	690

#	MODEL	BRAND	January-February		
			2016	2015	YoY
1	Solaris	Hyundai	13,756	16,218	(2,462)
2	Granta	Lada	13,712	18,272	(4,560)
3	Rio	KIA	10,570	11,236	(666)
4	Duster	Renault	6,576	5,694	882
5	Polo	VW	5,881	5,927	(46)
6	RAV 4	Toyota	5,873	3,420	2,453
7	Vesta	Lada	4,598	-	-
8	Largus	Lada	4,443	5,346	(903)
9	4x4	Lada	4,278	6,727	(2,449)
10	Logan	Renault	3,706	6,790	(3,084)
11	Niva	Chevrolet	3,592	4,391	(799)
12	Camry	Toyota	3,315	4,827	(1,512)
13	Sandero	Renault	3,303	4,408	(1,105)
14	Rapid	Škoda	3,225	4,198	(973)
15	Sportage	KIA	3,165	2,743	422
16	Octavia A7	Škoda	2,975	4,129	(1,154)
17	Priora	Lada	2,948	4,726	(1,778)
18	Kalina	Lada	2,910	5,184	(2,274)
19	Qashqai	Nissan	2,715	3,352	(637)
20	Cee'd	KIA	2,710	3,395	(685)
21	X-Trail	Nissan	2,341	946	1,395
22	Almera	Nissan	2,303	4,725	(2,422)
23	Patriot	UAZ	2,281	2,030	251
24	LC 200	Toyota	2,252	625	1,627
25	Gentra	Daewoo	2,146	1,909	237

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