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## Press-release

12 May 2020

### New cars sales decrease is 72, 4% in April 2020

In **April 2020**, sales of new cars and light commercial vehicles in Russia decreased by **72,4%** compared to **April 2019** or by 102 089 sold units, and amounted to **38 922** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“After exceptionally high March sales, in April 2020, dealer operations forced to be stopped or extremely limited with the COVID-19 related lockdown situation. With -72,4 % sale decrease compared to same month last year, the Russian automotive industry experienced the strongest monthly sales decrease in the AEB statistics history. “Black April” 2020 strongly challenged dealer liquidity and mid-term even their sustainability. New reality forces all of us to try different creative communication and sales formats to stay close to customers. Dealers are preparing for restart, although I do not expect much better sales results in May.”

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#### Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR APRIL 2020/2019 AND JANUARY- APRIL 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	April			January-April		
	2020	2019	%	2020	2019	%
Avtovaz (Lada)	9 396	32 316	-71%	88 996	114 679	-22%
KIA	4 334	19 819	-78%	56 204	72 801	-23%
Renault*	3 135	12 543	-75%	35 191	41 892	-16%
VW	3 093	9 551	-68%	26 887	31 626	-15%
ŠKODA	3 041	7 359	-59%	24 042	25 792	-7%
Toyota	2 565	8 466	-70%	29 796	30 074	-1%
Hyundai	2 426	15 379	-84%	44 002	56 804	-23%
GAZ LCV*	2 272	5 424	-58%	13 369	16 855	-21%
Nissan	1 039	2 528	-59%	19 264	21 813	-12%
UAZ	862	3 445	-75%	8 155	11 179	-27%
Mazda	739	2 257	-67%	8 324	8 830	-6%
Lexus	677	1 904	-64%	5 240	5 842	-10%
Avtovaz (Niva)	659	0	-	4 716	0	-
Audi	650	1 408	-54%	4 591	4 771	-4%
Ford LCV*	526	863	-39%	2 613	3 141	-17%
Geely	511	786	-35%	2 977	2 352	27%
Haval	425	603	-30%	4 472	2 055	118%
Suzuki	301	632	-52%	2 230	1 746	28%
Chery	236	567	-58%	1 925	1 796	7%
Changan	223	146	53%	1 468	342	329%
VW NFZ*	219	690	-68%	1 710	2 246	-24%
Porsche	204	557	-63%	1 615	1 550	4%
Land Rover	189	513	-63%	2 188	2 645	-17%
Datsun	171	1 452	-88%	5 048	6 900	-27%
Mitsubishi	168	3 103	-95%	9 434	13 756	-31%
Subaru	96	505	-81%	1 817	2 137	-15%
Volvo	92	643	-86%	1 794	2 259	-21%
Peugeot*	79	383	-79%	1 129	1 296	-13%
Genesis	76	170	-55%	507	779	-35%
Lifan	65	487	-87%	485	1 853	-74%
Isuzu*	57	82	-30%	264	251	5%
Citroën*	55	257	-79%	894	929	-4%
FAW	53	94	-44%	394	312	26%
DFM	50	169	-70%	319	479	-33%
FIAT*	40	89	-55%	285	311	-8%

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Jeep	30	169	-82%	479	680	-30%
Cadillac	26	78	-67%	378	282	34%
Iveco*	25	39	-36%	88	86	2%
Infiniti	22	124	-82%	537	1 402	-62%
Jaguar	20	75	-73%	327	637	-49%
Honda	17	169	-90%	447	621	-28%
Hyundai LCV*	17	94	-82%	42	158	-73%
Zotye	15	202	-93%	86	756	-89%
Chevrolet	9	1 934	-100%	211	7 801	-97%
Ford	7	2 889	-100%	62	8 340	-99%
Opel	4	0	-	24	0	-
Brilliance	3	16	-81%	47	59	-20%
Chrysler	2	3	-33%	12	17	-29%
Foton*	1	25	-96%	17	78	-78%
HTM	-	3	-	-	16	-
SsangYong	-	1	-	-	4	-
<b>Total</b>	<b>38 922</b>	<b>141 011</b>	<b>-72,4%</b>	<b>415 102</b>	<b>513 030</b>	<b>-19,1%</b>

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 APRIL 2020/2019 AND JANUARY- APRIL 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	April						January-April					
	% Share			Volume			% Share			Volume		
	2020	2019	YOY	2020	2019	YoY	2020	2019	YOY	2020	2019	YoY
AVTOVAZ- RENAULT- NISSAN- MITSUBISHI	37,5	36,9	0,6	14 590	52 066	-72,0%	39,3	39,1	0,2	163 186	200 442	-18,6%
AVTOVAZ (LADA)	24,1	22,9	1,2	9 396	32 316	-70,9%	21,4	22,4	-1,0	88 996	114 679	-22,4%
AVTOVAZ (NIVA)	1,7	0,0	1,7	659	0	-	1,1	0,0	1,1	4 716	0	-
RENAULT	8,1	8,9	-0,8	3 135	12 543	-75,0%	8,5	8,2	0,3	35 191	41 892	-16,0%
NISSAN	2,7	1,8	0,9	1 039	2 528	-58,9%	4,6	4,3	0,3	19 264	21 813	-11,7%
INFINITI	0,1	0,1	0,0	22	124	-82,3%	0,1	0,3	-0,2	537	1 402	-61,7%
DATSUN	0,4	1,0	-0,6	171	1 452	-88,2%	1,2	1,3	-0,1	5 048	6 900	-26,8%
MITSUBISHI	0,4	2,2	-1,8	168	3 103	-94,6%	2,3	2,7	-0,4	9 434	13 756	-31,4%
VW Group	18,0	13,5	4,5	7 003	19 008	-63,2%	13,8	12,6	1,2	57 230	64 435	-11,2%
VOLKSWAGEN cars	7,9	6,8	1,1	3 093	9 551	-67,6%	6,5	6,2	0,3	26 887	31 626	-15,0%
VOLKSWAGEN vans	0,6	0,5	0,1	219	690	-68,3%	0,4	0,4	0,0	1 710	2 246	-23,9%
AUDI	1,7	1,0	0,7	650	1 408	-53,8%	1,1	0,9	0,2	4 591	4 771	-3,8%
ŠKODA	7,8	5,2	2,6	3 041	7 359	-58,7%	5,8	5,0	0,8	24 042	25 792	-6,8%
KIA	11,1	14,1	-3,0	4 334	19 819	-78,1%	13,5	14,2	-0,7	56 204	72 801	-22,8%
TOYOTA Group	8,3	7,4	0,9	3 242	10 370	-68,7%	8,4	7,0	1,4	35 036	35 916	-2,5%
TOYOTA	6,6	6,0	0,6	2 565	8 466	-69,7%	7,2	5,9	1,3	29 796	30 074	-0,9%
LEXUS	1,7	1,4	0,3	677	1 904	-64,4%	1,3	1,1	0,2	5 240	5 842	-10,3%
HYUNDAI Group	6,4	11,0	-4,6	2 502	15 549	-83,9%	10,7	11,2	-0,5	44 509	57 583	-22,7%
HYUNDAI	6,2	10,9	-4,7	2 426	15 379	-84,2%	10,6	11,1	-0,5	44 002	56 804	-22,5%
GENESIS	0,2	0,1	0,1	76	170	-55,3%	0,1	0,2	-0,1	507	779	-34,9%
GAZ LCV	5,8	3,8	2,0	2 272	5 424	-58,1%	3,2	3,3	-0,1	13 369	16 855	-20,7%
UAZ	2,2	2,4	-0,2	862	3 445	-75,0%	2,0	2,2	-0,2	8 155	11 179	-27,1%
MAZDA	1,9	1,6	0,3	739	2 257	-67,3%	2,0	1,7	0,3	8 324	8 830	-5,7%
FORD LCV	1,4	0,6	0,8	526	863	-39,0%	0,6	0,6	0,0	2 613	3 141	-16,8%
GEELY	1,3	0,6	0,7	511	786	-35,0%	0,7	0,5	0,2	2 977	2 352	26,6%
HAVAL	1,1	0,4	0,7	425	603	-29,5%	1,1	0,4	0,7	4 472	2 055	117,6%
SUZUKI	0,8	0,4	0,4	301	632	-52,4%	0,5	0,3	0,2	2 230	1 746	27,7%
CHERY	0,6	0,4	0,2	236	567	-58,4%	0,5	0,4	0,1	1 925	1 796	7,2%
CHANGAN	0,6	0,1	0,5	223	146	52,7%	0,4	0,1	0,3	1 468	342	329,2%
JAGUAR LAND ROVER	0,5	0,4	0,1	209	588	-64,5%	0,6	0,6	0,0	2 515	3 282	-23,4%
LAND ROVER	0,5	0,4	0,1	189	513	-63,2%	0,5	0,5	0,0	2 188	2 645	-17,3%
JAGUAR	0,1	0,1	0,0	20	75	-73,3%	0,1	0,1	0,0	327	637	-48,7%
PORSCHE	0,5	0,4	0,1	204	557	-63,4%	0,4	0,3	0,1	1 615	1 550	4,2%
PSA PEUGEOT CITROËN OPEL	0,4	0,5	-0,1	138	640	-78,4%	0,5	0,4	0,1	2 047	2 225	-8,0%

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PEUGEOT	0,2	0,3	-0,1	79	383	-79,4%	0,3	0,3	0,0	1 129	1 296	-12,9%
CITROËN	0,1	0,2	-0,1	55	257	-78,6%	0,2	0,2	0,0	894	929	-3,8%
OPEL	0,0	0,0	0,0	4	0	-	0,0	0,0	0,0	24	0	-
SUBARU	0,2	0,4	-0,2	96	505	-81,0%	0,4	0,4	0,0	1 817	2 137	-15,0%
VOLVO	0,2	0,5	-0,3	92	643	-85,7%	0,4	0,4	0,0	1 794	2 259	-20,6%
FCA RUSSIA	0,2	0,2	0,0	72	261	-72,4%	0,2	0,2	0,0	776	1 008	-23,0%
FIAT	0,1	0,1	0,0	40	89	-55,1%	0,1	0,1	0,0	285	311	-8,4%
CHRYSLER	0,0	0,0	0,0	2	3	-33,3%	0,0	0,0	0,0	12	17	-29,4%
JEEP	0,1	0,1	0,0	30	169	-82,2%	0,1	0,1	0,0	479	680	-29,6%
LIFAN	0,2	0,3	-0,1	65	487	-86,7%	0,1	0,4	-0,3	485	1 853	-73,8%
ISUZU	0,1	0,1	0,0	57	82	-30,5%	0,1	0,0	0,1	264	251	5,2%
FAW	0,1	0,1	0,0	53	94	-43,6%	0,1	0,1	0,0	394	312	26,3%
DFM	0,1	0,1	0,0	50	169	-70,4%	0,1	0,1	0,0	319	479	-33,4%
GM Group	0,1	1,4	-1,3	35	2 012	-98,3%	0,1	1,6	-1,5	589	8 083	-92,7%
CHEVROLET	0,0	1,4	-1,4	9	1 934	-99,5%	0,1	1,5	-1,4	211	7 801	-97,3%
CADILLAC	0,1	0,1	0,0	26	78	-66,7%	0,1	0,1	0,0	378	282	34,0%
IVECO	0,1	0,0	0,1	25	39	-35,9%	0,0	0,0	0,0	88	86	2,3%
HONDA	0,0	0,1	-0,1	17	169	-89,9%	0,1	0,1	0,0	447	621	-28,0%
HYUNDAI LCV	0,0	0,1	-0,1	17	94	-81,9%	0,0	0,0	0,0	42	158	-73,4%
ZOTYE	0,0	0,1	-0,1	15	202	-92,6%	0,0	0,1	-0,1	86	756	-88,6%
FORD	0,0	2,0	-2,0	7	2 889	-99,8%	0,0	1,6	-1,6	62	8 340	-99,3%
BRILLIANCE	0,0	0,0	0,0	3	16	-81,3%	0,0	0,0	0,0	47	59	-20,3%
FOTON	0,0	0,0	0,0	1	25	-96,0%	0,0	0,0	0,0	17	78	-78,2%
SSANGYONG	-	0,0	-	-	1	-	-	0,0	-	-	4	-
HTM	-	0,0	-	-	3	-	-	0,0	-	-	16	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>38 922</b>	<b>141 011</b>	<b>-72,4%</b>	<b>100,0</b>	<b>100,0</b>		<b>415 102</b>	<b>513 030</b>	<b>-19,1%</b>

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

SOLLERS Group	3,6	3,1	0,5	1 388	4 309	-67,8%	2,6	2,8	-0,2	10 768	14 324	-24,8%
SSANGYONG	-	0,0	-	-	1	-	-	0,0	-	-	4	-
Ford LCV	1,4	0,6	0,8	526	863	-39,0%	0,6	0,6	0,0	2 613	3 141	-16,8%
UAZ	2,2	2,4	-0,2	862	3 445	-75,0%	2,0	2,2	-0,2	8 155	11 179	-27,1%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR APRIL 2020/2019 AND JANUARY – APRIL 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	April		
			2020	2019	YoY
1	Granta	Lada	3 058	12 652	-9 594
2	Vesta	Lada	2 913	10 131	-7 218
3	Rio	KIA	1 737	8 509	-6 772
4	Polo	VW	1 372	5 665	-4 293
5	Tiguan	VW	1 332	2 847	-1 515
6	Largus VP	Lada	1 286	3 646	-2 360
7	4x4	Lada	1 093	2 658	-1 565
8	Creta	Hyundai	1 079	6 123	-5 044
9	Duster	Renault	975	3 620	-2 645
10	Octavia A7	ŠKODA	820	2 042	-1 222
11	Kodiaq	ŠKODA	810	1 964	-1 154
12	Sportage	KIA	762	2 704	-1 942
13	Logan	Renault	760	3 204	-2 444
14	Karoq	ŠKODA	754	0	-
15	Niva	Avtovaz	659	0	-
16	Camry	Toyota	649	2 614	-1 965
17	Rapid	ŠKODA	622	3 261	-2 639
18	XRAY	Lada	615	2 284	-1 669
19	Solaris	Hyundai	603	5 192	-4 589
20	RAV 4	Toyota	601	2 235	-1 634
21	CX-5	Mazda	581	1 452	-871
22	Sandero	Renault	578	3 263	-2 685
23	LC Prado	Toyota	578	1 352	-774
24	Seltos	KIA	535	0	-
25	Kaptur	Renault	428	2 288	-1 860

#	MODEL	BRAND	January-April		
			2020	2019	YoY
1	Granta	Lada	32 718	41 278	-8 560
2	Vesta	Lada	29 698	38 019	-8 321
3	Rio	KIA	24 636	30 784	-6 148
4	Creta	Hyundai	19 894	22 893	-2 999
5	Polo	VW	14 192	17 466	-3 274
6	Solaris	Hyundai	12 709	19 391	-6 682
7	RAV 4	Toyota	12 196	8 138	4 058
8	Largus VP	Lada	10 170	13 077	-2 907
9	Tiguan	VW	10 097	10 145	-48
10	Logan	Renault	8 566	11 096	-2 530
11	Camry	Toyota	8 179	10 865	-2 686
12	Duster	Renault	8 059	11 888	-3 829
13	Sportage	KIA	8 023	10 361	-2 338
14	Qashqai	Nissan	7 906	7 529	377
15	4x4	Lada	7 744	10 381	-2 637
16	Rapid	ŠKODA	7 433	11 224	-3 791
17	Sandero	Renault	7 205	9 844	-2 639
18	Octavia A7	ŠKODA	7 180	7 430	-250
19	X-Trail	Nissan	6 839	7 413	-574
20	Kodiaq	ŠKODA	6 553	6 688	-135
21	CX-5	Mazda	6 171	5 840	331
22	Kaptur	Renault	5 918	8 544	-2 626
23	XRAY	Lada	5 785	8 735	-2 950
24	Outlander	Mitsubishi	5 488	7 336	-1 848
25	Tucson	Hyundai	5 319	7 669	-2 350

### Note:

Monthly AEB data does not include sales figures from BMW and Mercedes-Benz Rus, following BMW Group 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.

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