



Association
of European
Businesses

Press-release

04 March 2021

New cars sales increase is 0,8% in February 2021

In **February 2021**, sales of new cars and light commercial vehicles in Russia increased by **0,8%** compared to **February 2020** or by 1 008 sold units, and amounted to **120 081** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“After slight decrease in the first month of this year, the February new vehicle sales of 120 081 units show again a slight increase versus same month of the previous year. This seems to be a sign of continuous stabilization followed by a further recovery month. In general, the market remains at the last year’s level as the AMC announced at the recent press conference. March will provide a more accurate picture with sales data from all the reporting brands.”

Contact:

Olga Zueva, AEB Automobile Manufacturers Committee Coordinator, olga.zueva@aebrus.ru, tel. +7 (495) 234 27 64

Yuliya Sheglova, Project Manager for market researches and statistics, yuliya.sheglova@aebrus.ru, tel. +7 (495) 234 27 64

Attachments:

1. New car/LCV sales in Russia by brands for February 2021/2020 and January-February 2021/2020
2. New car/LCV sales in Russia by groups for February 2021/2020 and January-February 2021/2020
3. 25 best sold models of cars in Russia for February 2021/2020 and January-February 2021/2020

AEB SPONSORS 2021 – СПОНСОРЫ АЕБ 2021

Allianz • Atos • Bank Credit Suisse • BP • Continental Tires RUS • Corteva Agriscience • Dassault Systems • Enel Russia • ENGIE • Equinor Russia AS • EY • GE • HeidelbergCement • ING • John Deere Rus • KPMG • Mercedes-Benz Russia • Merck • Messe Frankfurt Rus • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank • SMEG • Shell Exploration & Production Services • Signify • SOGAZ • Total E&P Russie • Unipro • Valartis International

Association of European Businesses
Butyrsky Val str. 68/70, bld. 1
127055 Moscow, Russia

Тел.: +7 (495) 234 27 64
Факс: +7 (495) 234 28 07

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

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR FEBRUARY 2021/2020 AND JANUARY-FEBRUARY 2021/2020

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		
	2021	2020	%	2021	2020	%
Avtovaz (Lada)	28 272	25 002	13%	50 129	46 792	7%
KIA	16 516	17 107	-3%	31 567	32 062	-2%
Hyundai	13 841	14 368	-4%	24 790	25 763	-4%
Renault	10 171	10 123	0%	18 705	18 416	2%
Toyota	7 640	8 239	-7%	12 973	14 644	-11%
Škoda	7 029	5 200	35%	13 065	11 145	17%
VW	6 882	7 518	-8%	12 535	13 787	-9%
Nissan	4 750	5 725	-17%	8 022	10 663	-25%
GAZ LCV *	3 250	3 816	-15%	5 352	6 384	-16%
Mazda	3 210	2 184	47%	5 363	4 083	31%
Haval	2 158	1 220	77%	3 725	2 448	52%
Chery	1 998	457	337%	3 912	874	348%
Mitsubishi	1 965	3 303	-41%	2 902	4 842	-40%
UAZ*	1 577	2 609	-40%	2 882	4 551	-37%
Audi	1 402	1 332	5%	2 487	2 211	12%
Lexus	1 227	1 208	2%	2 655	2 319	14%
Geely	1 203	753	60%	1 758	1 531	15%
Ford LCV*	1 070	592	81%	1 979	946	109%
Suzuki	663	621	7%	1 073	1 142	-6%
Volvo	557	637	-13%	1 001	918	9%
Land Rover	527	681	-23%	975	1 102	-12%
Subaru	523	514	2%	927	882	5%
Porsche	515	369	40%	927	622	49%
Peugeot*	497	336	48%	889	561	58%
VW NFZ*	458	401	14%	971	785	24%
Changan	395	431	-8%	658	672	-2%
Citroën*	286	260	10%	499	469	6%
FAW	187	105	78%	283	191	48%
Infiniti	180	174	3%	284	278	2%
Cadillac	176	111	59%	307	171	80%
Genesis	170	134	27%	227	244	-7%
Jeep	132	138	-4%	239	241	-1%
Cheryxeed ¹	130	0	-	211	0	-
Honda	108	90	20%	190	197	-4%
Opel	91	7	1200%	147	9	1533%
FIAT*	86	77	12%	162	134	21%
Lifan	64	123	-48%	147	269	-45%

AEB SPONSORS 2021 – СПОНСОРЫ АЕБ 2021

Allianz • Atos • Bank Credit Suisse • BP • Continental Tires RUS • Corteva Agriscience • Dassault Systems • Enel Russia • ENGIE • Equinor Russia AS • EY • GE • HeidelbergCement • ING • John Deere Rus • KPMG • Mercedes-Benz Russia • Merck • Messe Frankfurt Rus • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank • SMEG • Shell Exploration & Production Services • Signify • SOGAZ • Total E&P Russie • Unipro • Valartis International

Isuzu*	41	45	-9%	84	149	-44%
Iveco*	32	20	60%	72	40	80%
Chevrolet	26	65	-60%	43	102	-58%
Jaguar	24	121	-80%	67	195	-66%
GAC ²	21	0	-	48	0	-
Brilliance	18	13	38%	31	29	7%
Foton*	7	5	40%	15	8	88%
Zotye	4	15	-73%	13	51	-75%
Hyundai LCV*	1	17	-94%	1	19	-95%
Chrysler	1	4	-75%	1	5	-80%
Ford	0	23	-	1	37	-97%
DFM	0	86	-	0	168	-
Avtovaz (Niva)	-	1 132	-	-	2 326	-
Datsun ³	-	1 562	-	-	2 965	-
Total	120 081	119 073	0,8%	215 294	218 442	-1,4%

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. Sales of CHERYXEEED brand are carried out since October 22, 2020 through official dealerships of the brand.
2. The GAC MOTOR brand (GAC Motor) began sales in the Russian market in December 2019 and is currently represented by the GS8 and GS5 crossovers and the GN8 minivan, which are sold and serviced by 12 dealerships.
3. In January 2021, sales of Datsun cars in Russia ended.

CAR AND LCV SALES IN RUSSIA BY GROUPS FOR FEBRUARY 2021/2020 AND JANUARY-FEBRUARY 2021/2020

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		
	2021	2020	YOY	2021	2020	%	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	37,8	39,5	-1,7	45 338	47 021	-3,6%	37,2	39,5	-2,3	80 042	86 282	-7,2%
AVTOVAZ (LADA)	23,5	21,0	2,5	28 272	25 002	13,1%	23,3	21,4	1,9	50 129	46 792	7,1%
AVTOVAZ (NIVA)	-	1,0	-	-	1 132	-	-	1,1	-	-	2 326	-
RENAULT	8,5	8,5	0,0	10 171	10 123	0,5%	8,7	8,4	0,3	18 705	18 416	1,6%
NISSAN	4,0	4,8	-0,8	4 750	5 725	-17,0%	3,7	4,9	-1,2	8 022	10 663	-24,8%
INFINITI	0,1	0,1	0,0	180	174	3,4%	0,1	0,1	0,0	284	278	2,2%
DATSUN	-	1,3	-	-	1 562	-	-	1,4	-	-	2 965	-
MITSUBISHI	1,6	2,8	-1,2	1 965	3 303	-40,5%	1,3	2,2	-0,9	2 902	4 842	-40,1%
KIA	13,8	14,4	-0,6	16 516	17 107	-3,5%	14,7	14,7	0,0	31 567	32 062	-1,5%
VW Group	13,1	12,1	1,0	15 771	14 451	9,1%	13,5	12,8	0,7	29 058	27 928	4,0%
VOLKSWAGEN cars	5,7	6,3	-0,6	6 882	7 518	-8,5%	5,8	6,3	-0,5	12 535	13 787	-9,1%
VOLKSWAGEN vans	0,4	0,3	0,1	458	401	14,2%	0,5	0,4	0,1	971	785	23,7%
AUDI	1,2	1,1	0,1	1 402	1 332	5,3%	1,2	1,0	0,2	2 487	2 211	12,5%
ŠKODA	5,9	4,4	1,5	7 029	5 200	35,2%	6,1	5,1	1,0	13 065	11 145	17,2%
HYUNDAI Group	11,7	12,2	-0,5	14 011	14 502	-3,4%	11,6	11,9	-0,3	25 017	26 007	-3,8%
HYUNDAI	11,5	12,1	-0,6	13 841	14 368	-3,7%	11,5	11,8	-0,3	24 790	25 763	-3,8%
GENESIS	0,1	0,1	0,0	170	134	26,9%	0,1	0,1	0,0	227	244	-7,0%
TOYOTA Group	7,4	7,9	-0,5	8 867	9 447	-6,1%	7,3	7,8	-0,5	15 628	16 963	-7,9%
TOYOTA	6,4	6,9	-0,5	7 640	8 239	-7,3%	6,0	6,7	-0,7	12 973	14 644	-11,4%
LEXUS	1,0	1,0	0,0	1 227	1 208	1,6%	1,2	1,1	0,1	2 655	2 319	14,5%
GAZ LCV	2,7	3,2	-0,5	3 250	3 816	-14,8%	2,5	2,9	-0,4	5 352	6 384	-16,2%
MAZDA	2,7	1,8	0,9	3 210	2 184	47,0%	2,5	1,9	0,6	5 363	4 083	31,3%
HAVAL	1,8	1,0	0,8	2 158	1 220	76,9%	1,7	1,1	0,6	3 725	2 448	52,2%
CHERY Group	1,8	0,4	1,4	2 128	457	365,6%	1,9	0,4	1,5	4 123	874	371,7%
CHERY	1,7	0,4	1,3	1 998	457	337,2%	1,8	0,4	1,4	3 912	874	347,6%
CHERYEXCEED	0,1	-	-	130	0	-	0,1	0,0	0,1	211	0	-
UAZ	1,3	2,2	-0,9	1 577	2 609	-39,6%	1,3	2,1	-0,8	2 882	4 551	-36,7%
GEELY	1,0	0,6	0,4	1 203	753	59,8%	0,8	0,7	0,1	1 758	1 531	14,8%
FORD LCV	0,9	0,5	0,4	1 070	592	80,7%	0,9	0,4	0,5	1 979	946	109,2%
STELLANTIS ¹	0,9	0,7	0,2	1 093	822	33,0%	0,9	0,6	0,3	1 937	1 419	36,5%
PEUGEOT	0,4	0,3	0,1	497	336	47,9%	0,4	0,3	0,1	889	561	58,5%
CITROËN	0,2	0,2	0,0	286	260	10,0%	0,2	0,2	0,0	499	469	6,4%
OPEL	0,1	0,0	0,1	91	7	1200,0 %	0,1	0,0	0,1	147	9	1533,3 %
FIAT	0,1	0,1	0,0	86	77	11,7%	0,1	0,1	0,0	162	134	20,9%
CHRYSLER	0,0	0,0	0,0	1	4	-75,0%	0,0	0,0	0,0	1	5	-80,0%
JEEP	0,1	0,1	0,0	132	138	-4,3%	0,1	0,1	0,0	239	241	-0,8%
SUZUKI	0,6	0,5	0,1	663	621	6,8%	0,5	0,5	0,0	1 073	1 142	-6,0%

AEB SPONSORS 2021 – СПОНСОРЫ АЕБ 2021

Allianz • Atos • Bank Credit Suisse • BP • Continental Tires RUS • Corteva Agriscience • Dassault Systems • Enel Russia • ENGIE • Equinor Russia AS • EY • GE • HeidelbergCement • ING • John Deere Rus • KPMG • Mercedes-Benz Russia • Merck • Messe Frankfurt Rus • METRO AG • Michelin • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank • SMEG • Shell Exploration & Production Services • Signify • SOGAZ • Total E&P Russie • Unipro • Valartis International

VOLVO	0,5	0,5	0,0	557	637	-12,6%	0,5	0,4	0,1	1 001	918	9,0%
JAGUAR LAND ROVER	0,5	0,7	-0,2	551	802	-31,3%	0,5	0,6	-0,1	1 042	1 297	-19,7%
LAND ROVER	0,4	0,6	-0,2	527	681	-22,6%	0,5	0,5	0,0	975	1 102	-11,5%
JAGUAR	0,0	0,1	-0,1	24	121	-80,2%	0,0	0,1	-0,1	67	195	-65,6%
SUBARU	0,4	0,4	0,0	523	514	1,8%	0,4	0,4	0,0	927	882	5,1%
PORSCHE	0,4	0,3	0,1	515	369	39,6%	0,4	0,3	0,1	927	622	49,0%
CHANGAN	0,3	0,4	-0,1	395	431	-8,4%	0,3	0,3	0,0	658	672	-2,1%
GM Group	0,2	0,1	0,1	202	176	14,8%	0,2	0,1	0,1	350	273	28,2%
CHEVROLET	0,0	0,1	-0,1	26	65	-60,0%	0,0	0,0	0,0	43	102	-57,8%
CADILLAC	0,1	0,1	0,0	176	111	58,6%	0,1	0,1	0,0	307	171	79,5%
FAW	0,2	0,1	0,1	187	105	78,1%	0,1	0,1	0,0	283	191	48,2%
HONDA	0,1	0,1	0,0	108	90	20,0%	0,1	0,1	0,0	190	197	-3,6%
LIFAN	0,1	0,1	0,0	64	123	-48,0%	0,1	0,1	0,0	147	269	-45,4%
ISUZU	0,0	0,0	0,0	41	45	-8,9%	0,0	0,1	-0,1	84	149	-43,6%
IVECO	0,0	0,0	0,0	32	20	60,0%	0,0	0,0	0,0	72	40	80,0%
GAC	0,0	0,0	0,0	21	0	-	0,0	0,0	0,0	48	0	-
BRILLIANCE	0,0	0,0	0,0	18	13	38,5%	0,0	0,0	0,0	31	29	6,9%
FOTON	0,0	0,0	0,0	7	5	40,0%	0,0	0,0	0,0	15	8	87,5%
ZOTYE	0,0	0,0	0,0	4	15	-73,3%	0,0	0,0	0,0	13	51	-74,5%
HYUNDAI LCV	0,0	0,0	0,0	1	17	-94,1%	0,0	0,0	0,0	1	19	-94,7%
FORD	0,0	0,0	0,0	0	23	-	0,0	0,0	0,0	1	37	-97,3%
DFM	-	0,1	-	0	86	-	-	0,1	-	0	168	-
Total	100,0	100,0		120 081	119 073	0,8%	100,0	100,0		215 294	218 442	-1,4%

1. **STELLANTIS: the Stellantis Group was formed through the merger of Peugeot S.A. ("Groupe PSA") and Fiat Chrysler Automobiles N.V. ("FCA") (NYSE: FCAU / MTA: FCA), on January 19, 2021. Stellantis is one of the world's leading automakers and mobility service providers. It is present in more than 130 global markets, has industrial operations in more than 30 countries and employs more than 400,000 people. In Russia, the Stellantis Group is represented by the following brands:**

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

SOLLERS Group	2,2	2,7	-0,5	2 647	3 201	-17,3%	2,3	2,5	-0,2	4 861	5 497	-11,6%
Ford LCV	0,9	0,5	0,4	1 070	592	80,7%	0,9	0,4	0,5	1 979	946	109,2%
UAZ	1,3	2,2	-0,9	1 577	2 609	-39,6%	1,3	2,1	-0,8	2 882	4 551	-36,7%

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR FEBRUARY 2021/2020 AND JANUARY – FEBRUARY 2021/2020

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		
			2021	2020	YoY
1	Granta	Lada	9 790	9 559	231
2	Rio	KIA	8 773	8 367	406
3	Vesta	Lada	8 745	8 107	638
4	Creta	Hyundai	6 676	6 636	40
5	Solaris	Hyundai	5 514	4 453	1 061
6	Niva ¹	Lada	4 369	3 378	991
7	Polo	VW	3 880	3 966	-86
8	RAV 4	Toyota	3 869	3 684	185
9	Largus VP	Lada	2 824	2 790	34
10	Rapid PA II	Škoda	2 755	0	2 755
11	Tiguan	VW	2 733	2 924	-191
12	Logan	Renault	2 663	2 657	6
13	Duster	Renault	2 246	2 043	203
14	CX-5	Mazda	2 183	1 618	565
15	Sportage	KIA	2 164	2 192	-28
16	Sandero	Renault	2 138	2 019	119
17	XRAY	Lada	2 058	1 538	520
18	Qashqai	Nissan	1 968	2 608	-640
19	Camry	Toyota	1 845	2 425	-580
20	X-Trail	Nissan	1 753	1 986	-233
21	K5	KIA	1 695	0	1 695
22	Kaptur	Renault	1 619	1 747	-128
23	Kodiaq	Škoda	1 453	1 356	97
24	Arkana	Renault	1 444	1 477	-33
25	Octavia A8	Škoda	1 419	0	1 419

#	MODEL	BRAND	January-February		
			2021	2020	YoY
1	Granta	Lada	17 510	18 029	-519
2	Rio	KIA	16 536	14 625	1 911
3	Vesta	Lada	15 092	15 613	-521
4	Creta	Hyundai	12 377	12 012	365
5	Solaris	Hyundai	8 995	7 861	1 134
6	Niva ¹	Lada	7 178	6 156	1 022
7	Polo	VW	7 136	7 449	-313
8	RAV 4	Toyota	6 190	6 302	-112
9	Largus VP	Lada	5 203	5 102	101
10	Duster	Renault	5 134	3 816	1 318
11	Rapid PA II	Škoda	5 069	0	5 069
12	Tiguan	VW	4 688	5 197	-509
13	Logan	Renault	4 398	4 740	-342
14	Sandero	Renault	4 076	3 704	372
15	Sportage	KIA	3 983	4 723	-740
16	CX-5	Mazda	3 755	2 998	757
17	XRAY	Lada	3 645	2 777	868
18	Qashqai	Nissan	3 327	4 146	-819
19	Kodiaq	Škoda	3 213	3 337	-124
20	Camry	Toyota	3 183	4 397	-1 214
21	K5	KIA	3 158	0	3 158
22	X-Trail	Nissan	2 854	4 059	-1 205
23	Kaptur	Renault	2 777	3 127	-350
24	Seltos	KIA	2 717	9	2 708
25	Karoq	Škoda	2 325	290	2 035

1. In connection with rebranding in January 2021 the LADA 4x4 model is re-named to LADA Niva Legend.

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.