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Press-release

10 November 2015

October car market decrease is 38,5%

- Sales of new passenger cars and LCVs in Russia decreased by **38,5%** in **October 2015**
- Ten bestselling models are locally produced

In **October 2015**, sales of new cars and light commercial vehicles in Russia decreased by **38,5%** compared to **October 2014** or by **81 407** sold units, and amounted to **129 958** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year in January—October **1 322 681** cars were sold.

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

“Following a brief softening in August-September, the pace of market decline is picking up speed again in October. A key reason for this trend reversal is the now stabilized ruble exchange rate, the sudden slump of which in August had led to pull-ahead sales which are now missing. Also, the suspension of the government scrappage & trade-in program, originally introduced in September last year, is impacting retail demand in an unfavorable manner”.

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Attachments:

1. New car/LCV sales in Russia by brands for October 2015/2014 and January—October 2015/2014
2. New car/LCV sales in Russia by groups for October 2015/2014 and January—October 2015/2014
3. 25 best sold models of cars in Russia for October 2015/2014 and January—October 2015/2014

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR OCTOBER 2015/2014 AND JANUARY—OCTOBER 2015/2014

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	October			January-October		
	2015	2014	YoY	2015	2014	YoY
Lada	20,592	37,788	-46%	224,054	321590	-30%
KIA	14,422	17,392	-17%	134,160	154813	-13%
Hyundai*	14,145	15,393	-8%	133,530	148242	-10%
Renault*	10,816	16,664	-35%	98,143	156098	-37%
VW	6,927	9,322	-26%	62,906	103119	-39%
Toyota*	6,688	12,877	-48%	79,400	128466	-38%
Nissan*	6,090	11,924	-49%	75,402	126313	-40%
UAZ*	5,270	6,843	-23%	37,778	36964	2%
GAZ LCV*	4,844	6,563	-26%	41,735	54743	-24%
Škoda	4,615	7,440	-38%	45,753	70619	-35%
Ford*	3,962	5,288	-25%	30,508	50226	-39%
Chevrolet	3,485	9,181	-62%	43,327	99142	-56%
Mercedes-Benz	3,368	4,240	-21%	35,546	40673	-13%
Mitsubishi	3,048	7,124	-57%	31,139	59586	-48%
Mazda	2,236	3,839	-42%	23,180	39119	-41%
Audi	2,155	2,624	-18%	21,121	28348	-25%
BMW	2,082	2,460	-15%	23,092	28777	-20%
Lifan	1,787	2,067	-14%	10,677	17909	-40%
Daewoo	1,621	1,819	-11%	17,119	33472	-49%
Geely	1,376	1,364	1%	9,483	14519	-35%
Datsun ²	1,201	1,779	-32%	27,146	2299	1081%
Lexus	1,199	1,678	-29%	16,385	15501	6%
Land Rover	925	1,728	-46%	9,485	17147	-45%
Volvo	624	1,137	-45%	5,957	12692	-53%
Mercedes-Benz vans*	579	1,178	-51%	6,875	6795	1%
Opel	544	4,695	-88%	15,454	52189	-70%
Suzuki	510	1,521	-66%	5,424	15276	-64%
Subaru	500	1,430	-65%	5,839	13022	-55%
VW vans*	468	973	-52%	4,608	10381	-56%
Porsche	458	480	-5%	4,469	3559	26%
Chery	427	1,184	-64%	4,301	13801	-69%
Citroën*	409	1,311	-69%	4,806	16299	-71%

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Infiniti	372	649	-43%	4,555	6570	-31%
Peugeot*	370	1,388	-73%	4,891	17475	-72%
FIAT*	310	676	-54%	3,175	6114	-48%
Honda	264	1,460	-82%	4,159	16593	-75%
DFM	155	0	-	964	0	-
Jeep	132	654	-80%	1,826	6422	-72%
Brilliance	130	132	-2%	890	517	72%
Cadillac	127	110	15%	804	1059	-24%
SsangYong	125	2,815	-96%	4,735	20279	-77%
Great Wall	102	1,191	-91%	3,081	12965	-76%
MINI	96	192	-50%	1,161	1360	-15%
Jaguar	85	136	-38%	831	1382	-40%
Changan	71	117	-39%	476	902	-47%
Haima	56	85	-34%	259	691	-63%
Acura	51	105	-51%	613	656	-7%
Isuzu*	43	70	-39%	491	480	2%
BAW*	41	91	-55%	285	964	-70%
smart	39	30	30%	410	290	41%
Alfa Romeo	7	12	-42%	35	75	-53%
JAC	5	51	-90%	137	349	-61%
Chrysler	3	11	-73%	37	102	-64%
Foton*	1	2	-50%	17	61	-72%
SEAT	-	78	-	47	1,324	-96%
FAW	-	-	-	-	2,164	-
ZAZ	-	-	-	-	481	-
Luxgen	-	-	-	-	81	-
TagAZ*	-	4	-	-	129	-
Dodge	-	-	-	-	26	-
BYD	-	-	-	-	5	-
Bogdan	-	-	-	-	92	-
Izh	-	-	-	-	19	-
Total	129,958	211,365	-38.5%	1,322,681	1,991,326	-33.6%

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.

2. Datsun sales in Russia started in September 2014

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR OCTOBER 2015/2014 AND JANUARY—OCTOBER 2015/2014

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	October						January-October					
	% Share			Volume			% Share			Volume		
	2015	2014	YOY	2015	2014	YoY	2015	2014	YOY	2015	2014	YoY
AVTOVAZ-RENAULT-NISSAN	30.1	32.6	(2.5)	39,071	68,804	-43.2%	32.5	30.8	1.7	429,300	612,870	-30.0%
AVTOVAZ	15.8	17.9	(2.1)	20,592	37,788	-45.5%	16.9	16.1	0.8	224,054	321,590	-30.3%
RENAULT	8.3	7.9	0.4	10,816	16,664	-35.1%	7.4	7.8	(0.4)	98,143	156,098	-37.1%
NISSAN	4.7	5.6	(0.9)	6,090	11,924	-48.9%	5.7	6.3	(0.6)	75,402	126,313	-40.3%
INFINITI	0.3	0.3	0.0	372	649	-42.7%	0.3	0.3	0.0	4,555	6,570	-30.7%
DATSUN	0.9	0.8	0.1	1,201	1,779	-32.5%	2.1	0.1	2.0	27,146	2,299	1080.8%
KIA	11.1	8.2	2.9	14,422	17,392	-17.1%	10.1	7.8	2.3	134,160	154,813	-13.3%
VW Group	10.9	9.7	1.2	14,165	20,437	-30.7%	10.2	10.7	(0.5)	134,435	213,791	-37.1%
VOLKSWAGEN	5.3	4.4	0.9	6,927	9,322	-25.7%	4.8	5.2	(0.4)	62,906	103,119	-39.0%
VOLKSWAGEN vans	0.4	0.5	(0.1)	468	973	-51.9%	0.3	0.5	(0.2)	4,608	10,381	-55.6%
AUDI	1.7	1.2	0.5	2,155	2,624	-17.9%	1.6	1.4	0.2	21,121	28,348	-25.5%
SEAT	-	0.0	-	-	78	-	0.0	0.1	(0.1)	47	1,324	-96.5%
ŠKODA	3.6	3.5	0.1	4,615	7,440	-38.0%	3.5	3.5	0.0	45,753	70,619	-35.2%
HYUNDAI	10.9	7.3	3.6	14,145	15,393	-8.1%	10.1	7.4	2.7	133,530	148,242	-9.9%
TOYOTA Group	6.1	6.9	(0.8)	7,887	14,555	-45.8%	7.2	7.2	0.0	95,785	143,967	-33.5%
TOYOTA	5.1	6.1	(1.0)	6,688	12,877	-48.1%	6.0	6.5	(0.5)	79,400	128,466	-38.2%
LEXUS	0.9	0.8	0.1	1,199	1,678	-28.5%	1.2	0.8	0.4	16,385	15,501	5.7%
UAZ	4.1	3.2	0.9	5,270	6,843	-23.0%	2.9	1.9	1.0	37,778	36,964	2.2%
GAZ LCV	3.7	3.1	0.6	4,844	6,563	-26.2%	3.2	2.7	0.5	41,735	54,743	-23.8%
GM Group	3.2	6.6	(3.4)	4,156	13,986	-70.3%	4.5	7.7	(3.2)	59,585	152,390	-60.9%
OPEL	0.4	2.2	(1.8)	544	4,695	-88.4%	1.2	2.6	(1.4)	15,454	52,189	-70.4%
CHEVROLET	2.7	4.3	(1.6)	3,485	9,181	-62.0%	3.3	5.0	(1.7)	43,327	99,142	-56.3%
CADILLAC	0.1	0.1	0.0	127	110	15.5%	0.1	0.1	0.0	804	1,059	-24.1%
MERCEDES-BENZ	3.1	2.6	0.5	3,986	5,448	-26.8%	3.2	2.4	0.8	42,831	47,758	-10.3%
MERCEDES-BENZ	2.6	2.0	0.6	3,368	4,240	-20.6%	2.7	2.0	0.7	35,546	40,673	-12.6%
MERCEDES-BENZ vans	0.4	0.6	(0.2)	579	1,178	-50.8%	0.5	0.3	0.2	6,875	6,795	1.2%
smart	0.0	0.0	0.0	39	30	30.0%	0.0	0.0	0.0	410	290	41.4%
FORD	3.0	2.5	0.5	3,962	5,288	-25.1%	2.3	2.5	(0.2)	30,508	50,226	-39.3%
MITSUBISHI	2.3	3.4	(1.1)	3,048	7,124	-57.2%	2.4	3.0	(0.6)	31,139	59,586	-47.7%
MAZDA	1.7	1.8	(0.1)	2,236	3,839	-41.8%	1.8	2.0	(0.2)	23,180	39,119	-40.7%
BMW Group	1.7	1.3	0.4	2,178	2,652	-17.9%	1.8	1.5	0.3	24,253	30,137	-19.5%
BMW	1.6	1.2	0.4	2,082	2,460	-15.4%	1.7	1.4	0.3	23,092	28,777	-19.8%
MINI	0.1	0.1	0.0	96	192	-50.0%	0.1	0.1	0.0	1,161	1,360	-14.6%
LIFAN	1.4	1.0	0.4	1,787	2,067	-13.5%	0.8	0.9	(0.1)	10,677	17,909	-40.4%
DAEWOO	1.2	0.9	0.3	1,621	1,819	-10.9%	1.3	1.7	(0.4)	17,119	33,472	-48.9%

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GEELY	1.1	0.6	0.5	1,376	1,364	0.9%	0.7	0.7	0.0	9,483	14519	-34.7%
JAGUAR LAND ROVER	0.8	0.9	(0.1)	1,010	1,864	-45.8%	0.8	0.9	(0.1)	10,316	18,529	-44.3%
LAND ROVER	0.7	0.8	(0.1)	925	1,728	-46.5%	0.7	0.9	(0.2)	9,485	17147	-44.7%
JAGUAR	0.1	0.1	0.0	85	136	-37.5%	0.1	0.1	0.0	831	1382	-39.9%
PSA PEUGEOT CITROËN	0.6	1.3	(0.7)	779	2,699	-71.1%	0.7	1.7	(1.0)	9,697	33,774	-71.3%
PEUGEOT	0.3	0.7	(0.4)	370	1,388	-73.3%	0.4	0.9	(0.5)	4,891	17475	-72.0%
CITROËN	0.3	0.6	(0.3)	409	1,311	-68.8%	0.4	0.8	(0.4)	4,806	16299	-70.5%
VOLVO	0.5	0.5	0.0	624	1,137	-45.1%	0.5	0.6	(0.1)	5,957	12692	-53.1%
SUZUKI	0.4	0.7	(0.3)	510	1,521	-66.5%	0.4	0.8	(0.4)	5,424	15276	-64.5%
SUBARU	0.4	0.7	(0.3)	500	1,430	-65.0%	0.4	0.7	(0.3)	5,839	13022	-55.2%
PORSCHE	0.4	0.2	0.2	458	480	-4.6%	0.3	0.2	0.1	4,469	3559	25.6%
CHRYSLER Group	0.3	0.6	(0.3)	452	1,353	-66.6%	0.4	0.6	(0.2)	5,073	12,739	-60.2%
FIAT	0.2	0.3	(0.1)	310	676	-54.1%	0.2	0.3	(0.1)	3,175	6114	-48.1%
CHRYSLER	0.0	0.0	0.0	3	11	-72.7%	0.0	0.0	0.0	37	102	-63.7%
JEEP	0.1	0.3	(0.2)	132	654	-79.8%	0.1	0.3	(0.2)	1,826	6422	-71.6%
DODGE	-	-	-	-	-	-	-	0.0	-	-	26	-
ALFA ROMEO	0.0	0.0	0.0	7	12	-41.7%	0.0	0.0	0.0	35	75	-53.3%
CHERY	0.3	0.6	(0.3)	427	1,184	-63.9%	0.3	0.7	(0.4)	4,301	13801	-68.8%
HONDA Group	0.2	0.7	(0.5)	315	1,565	-79.9%	0.4	0.9	(0.5)	4,772	17,249	-72.3%
HONDA	0.2	0.7	(0.5)	264	1,460	-81.9%	0.3	0.8	(0.5)	4,159	16593	-74.9%
ACURA	0.0	0.0	0.0	51	105	-51.4%	0.0	0.0	0.0	613	656	-6.6%
DFM	0.1	-	-	155	-	-	0.1	-	-	964	-	-
BRILLIANCE	0.1	0.1	0.0	130	132	-1.5%	0.1	0.0	0.1	890	517	72.1%
SSANGYONG	0.1	1.3	(1.2)	125	2,815	-95.6%	0.4	1.0	(0.6)	4,735	20279	-76.7%
GREAT WALL	0.1	0.6	(0.5)	102	1,191	-91.4%	0.2	0.7	(0.5)	3,081	12965	-76.2%
CHANGAN	0.1	0.1	0.0	71	117	-39.3%	0.0	0.0	0.0	476	902	-47.2%
HAIMA	0.0	0.0	0.0	56	85	-34.1%	0.0	0.0	0.0	259	691	-62.5%
ISUZU	0.0	0.0	0.0	43	70	-38.6%	0.0	0.0	0.0	491	480	2.3%
BAW	0.0	0.0	0.0	41	91	-54.9%	0.0	0.0	0.0	285	964	-70.4%
JAC	0.0	0.0	0.0	5	51	-90.2%	0.0	0.0	0.0	137	349	-60.7%
FOTON	0.0	0.0	0.0	1	2	-50.0%	0.0	0.0	0.0	17	61	-72.1%
LUXGEN	-	-	-	-	-	-	-	0.0	-	-	81	-
TAGAZ	-	0.0	-	-	4	-	-	0.0	-	-	129	-
FAW	-	-	-	-	-	-	-	0.1	-	-	2,164	-
ZAZ	-	-	-	-	-	-	-	0.0	-	-	481	-
BYD	-	-	-	-	-	-	-	0.0	-	-	5	-
BOGDAN	-	-	-	-	-	-	-	0.0	-	-	92	-
IZH	-	-	-	-	-	-	-	0.0	-	-	19	-
Total	100.0	100.0		129,958	211,365	-38.5%	100.0	100.0		1,322,681	1,991,326	-33.6%

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

SOLLERS Group	4.2	4.6	(0.4)	5,438	9,728	-44.1%	3.3	2.9	0.4	43,004	57,723	-25.5%
ISUZU	0.0	0.0	0.0	43	70	-39%	0.0	0.0	0.0	491	480	2%
SSANGYONG	0.1	1.3	(1.2)	125	2,815	-96%	0.4	1.0	(0.6)	4,735	20279	-77%
UAZ	4.1	3.2	0.9	5,270	6,843	-23%	2.9	1.9	1.0	37,778	36964	2%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR OCTOBER 2015/2014 AND JANUARY—OCTOBER 2015/2014

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	October		
			2015	2014	YoY
1	Solaris	Hyundai	9,507	10,569	(1,062)
2	Granta	Lada	9,308	16,807	(7,499)
3	New Rio	KIA	9,017	7,100	1,917
4	Polo	VW	4,637	3,867	770
5	Duster	Renault	4,205	5,778	(1,573)
6	Logan	Renault	3,234	6,556	(3,322)
7	Sandero	Renault	3,094	3,157	(63)
8	Niva	Chevrolet	3,039	3,741	(702)
9	Largus	Lada	3,029	6,561	(3,532)
10	Kalina	Lada	2,907	4,804	(1,897)
11	4x4	Lada	2,795	5,158	(2,363)
12	ix35	Hyundai	2,348	2,698	(350)
13	Patriot	UAZ	2,298	3,428	(1,130)
14	Camry	Toyota	2,276	2,869	(593)
15	X-Trail	Nissan	2,273	1,643	630
16	Rapid	Skoda	2,173	3,099	(926)
17	Outlander	Mitsubishi	1,900	3,283	(1,383)
18	Priora	Lada	1,838	3,451	(1,613)
19	Octavia A7	Skoda	1,826	2,822	(996)
20	Sportage	KIA	1,805	3,319	(1,514)
21	Almera	Nissan	1,471	4,817	(3,346)
22	New Cee'd	KIA	1,435	3,252	(1,817)
23	CX-5	Mazda	1,359	2,124	(765)
24	LC Prado	Toyota	1,291	1,516	(225)
25	Focus	Ford	1,224	1,837	(613)

#	MODEL	BRAND	January-October		
			2015	2014	YoY
1	Granta	Lada	99,653	128,885	(29,232)
2	Solaris	Hyundai	95,047	95,008	39
3	New Rio	KIA	80,667	73,516	7,151
4	Polo	VW	36,015	48,425	(12,410)
5	Logan	Renault	34,546	46,921	(12,375)
6	Duster	Renault	34,313	62,567	(28,254)
7	Largus	Lada	32,806	54,090	(21,284)
8	Kalina	Lada	32,011	54,684	(22,673)
9	4x4	Lada	30,265	34,542	(4,277)
10	Camry	Toyota	25,551	27,577	(2,026)
11	Niva	Chevrolet	25,357	32,616	(7,259)
12	Sandero	Renault	25,181	29,885	(4,704)
13	Priora	Lada	23,171	38,643	(15,472)
14	Almera	Nissan	22,019	38,759	(16,740)
15	RAV 4	Toyota	21,772	29,345	(7,573)
16	on-DO	Datsun	20,562	2,299	18,263
17	Rapid	Skoda	19,935	15,067	4,868
18	Octavia A7	Skoda	18,348	30,166	(11,818)
19	ix35	Hyundai	17,361	28,028	(10,667)
20	X-Trail	Nissan	16,537	18,672	(2,135)
21	Sportage	KIA	16,248	23,901	(7,653)
22	New Cee'd	KIA	16,223	24,664	(8,441)
23	Patriot	UAZ	16,022	16,164	(142)
24	CX-5	Mazda	14,967	19,144	(4,177)
25	Outlander	Mitsubishi	13,957	20,857	(6,900)

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