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Press-release

10 March 2015

February car market decrease is 37,9%

- Sales of new passenger cars and LCVs in Russia decreased by **37,9 %** in **February 2015**
- Among the top ten bestselling models so far, nine models are locally produced

In **February 2015**, sales of new cars and light commercial vehicles in Russia decreased by **37,9 %** compared with **February 2014** or by 78 228 sold units, and amounted to **128 298** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year **243 826** cars have been sold.

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

“The market is entering a very difficult phase now, and February is only the beginning. Industry sentiment is the next few months will be extremely difficult, and that the market bottom has yet to be found. Good news from the macroeconomic side, such as the recent stabilization of the Ruble, raise hopes for an improvement in the longer term. Until then however, market participants will need patience and a long breath”.

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR FEBRUARY 2015/2014 AND JANUARY - FEBRUARY 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	February			January-February		
	2015	2014	YoY	2015	2014	YoY
Lada	23,639	30,896	-23%	41,131	54,543	-25%
Hyundai*	13,233	13,901	-5%	25,940	24,945	4%
KIA	12,563	13,303	-6%	23,909	24,502	-2%
Nissan*	9,447	17,158	-45%	18,548	28,209	-34%
Renault*	9,100	16,721	-46%	17,909	29,615	-40%
Toyota*	7,143	11,892	-40%	14,292	20,211	-29%
VW	5,804	11,390	-49%	11,969	19,989	-40%
Škoda	5,618	6,384	-12%	10,743	11,128	-3%
Mercedes-Benz*	4,151	3,520	18%	7,326	6,230	18%
BMW	3,550	3,356	6%	6,095	5,896	3%
Mitsubishi	3,323	6,817	-51%	6,543	11,824	-45%
Chevrolet	3,255	12,448	-74%	6,305	21,868	-71%
GAZ LCV*	2,970	4,527	-34%	4,798	7,787	-38%
Datsun	2,904	-	-	5,837	-	-
Mazda	2,381	3,899	-39%	4,765	6,747	-29%
UAZ*	2,260	2,903	-22%	4,513	5,104	-12%
Audi	2,092	2,905	-28%	3,502	4,528	-23%
Daewoo	1,639	4,536	-64%	3,654	8,254	-56%
Ford*	1,399	6,306	-78%	3,212	10,556	-70%
Land Rover	1,183	1,867	-37%	1,958	2,789	-30%
Opel	912	6,610	-86%	1,985	10,891	-82%
Subaru	836	1,374	-39%	1,752	2,312	-24%
Lexus	791	714	11%	1,481	1,421	4%
Volvo	757	1,143	-34%	1,027	1,545	-34%
Lifan	721	1,548	-53%	1,484	2,666	-44%
Geely	681	1,687	-60%	1,131	2,845	-60%
VW vans	672	1,058	-36%	1,280	2,007	-36%
SsangYong	561	2,007	-72%	1,294	3,337	-61%
Mercedes-Benz vans	444	459	-3%	749	771	-3%
Infiniti	419	833	-50%	1,109	1,304	-15%
Suzuki	416	1,707	-76%	871	3,189	-73%
Great Wall	402	1,402	-71%	807	2,334	-65%

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Chery	402	1,709	-76%	770	2,846	-73%
Porsche	381	174	119%	575	300	92%
Citroën*	380	2,192	-83%	860	3,912	-78%
Peugeot*	377	2,354	-84%	795	4,197	-81%
FIAT*	345	581	-41%	641	988	-35%
Honda	252	2,484	-90%	636	4,413	-86%
Jeep	235	609	-61%	440	1,029	-57%
Brilliance	144	-	-	241	-	-
MINI	116	148	-22%	207	230	-10%
Acura**	89	-	-	162	-	-
Jaguar	75	157	-52%	134	251	-47%
Isuzu*	74	5	1380%	103	33	212%
JAC	38	-	-	53	-	-
Cadillac	34	97	-65%	72	177	-59%
smart	32	20	60%	51	37	38%
BAW*	24	118	-80%	53	231	-77%
Haima	20	21	-5%	61	41	49%
Chrysler	8	14	-43%	12	21	-43%
Foton*	3	3	0%	4	5	-20%
SEAT	2	112	-98%	33	184	-82%
Alfa Romeo	1	-	-	4	-	-
FAW	-	234	-	-	536	-
ZAZ	-	113	-	-	214	-
Changan	-	50	-	-	50	-
TagAZ*	-	22	-	-	28	-
Luxgen	-	15	-	-	27	-
Bogdan	-	14	-	-	70	-
Izh	-	5	-	-	15	-
Dodge	-	4	-	-	6	-
Total	128,298	206,526	-37.9%	243,826	359,188	-32.1%

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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Note: The ranking is based on monthly results.

Brand / Group	February						January-February					
	% Share			Volume			% Share			Volume		
	2015	2014	YOY	2015	2014	YoY	2015	2014	YOY	2015	2014	YoY
AVTOVAZ-RENAULT-NISSAN	35.5	31.8	3.7	45,509	65,608	-30.6%	34.7	31.6	3.1	84,534	113,671	-25.6%
AVTOVAZ	18.4	15.0	3.4	23,639	30,896	-23.5%	16.9	15.2	1.7	41,131	54,543	-24.6%
RENAULT	7.1	8.1	(1.0)	9,100	16,721	-45.6%	7.3	8.2	(0.9)	17,909	29,615	-39.5%
NISSAN	7.4	8.3	(0.9)	9,447	17,158	-44.9%	7.6	7.9	(0.3)	18,548	28,209	-34.2%
INFINITI	0.3	0.4	(0.1)	419	833	-49.7%	0.5	0.4	0.1	1,109	1,304	-15.0%
Datsun	2.3	-	-	2,904	-	-	2.4	-	-	5,837	-	-
VW Group	11.1	10.6	0.5	14,188	21,849	-35.1%	11.3	10.5	0.8	27,527	37,836	-27.2%
VOLKSWAGEN cars	4.5	5.5	(1.0)	5,804	11,390	-49.0%	4.9	5.6	(0.7)	11,969	19,989	-40.1%
VOLKSWAGEN vans	0.5	0.5	0.0	672	1,058	-36.5%	0.5	0.6	(0.1)	1,280	2,007	-36.2%
AUDI	1.6	1.4	0.2	2,092	2,905	-28.0%	1.4	1.3	0.1	3,502	4,528	-22.7%
SEAT	0.0	0.1	(0.1)	2	112	-98.2%	0.0	0.1	(0.1)	33	184	-82.1%
ŠKODA	4.4	3.1	1.3	5,618	6,384	-12.0%	4.4	3.1	1.3	10,743	11,128	-3.5%
HYUNDAI	10.3	6.7	3.6	13,233	13,901	-4.8%	10.6	6.9	3.7	25,940	24,945	4.0%
KIA	9.8	6.4	3.4	12,563	13,303	-5.6%	9.8	6.8	3.0	23,909	24,502	-2.4%
TOYOTA Group	6.2	6.1	0.1	7,934	12,606	-37.1%	6.5	6.0	0.5	15,773	21,632	-27.1%
TOYOTA	5.6	5.8	(0.2)	7,143	11,892	-39.9%	5.9	5.6	0.3	14,292	20,211	-29.3%
LEXUS	0.6	0.3	0.3	791	714	10.8%	0.6	0.4	0.2	1,481	1,421	4.2%
MERCEDES-BENZ	3.6	1.9	1.7	4,627	3,999	15.7%	3.3	2.0	1.3	8,126	7,038	15.5%
MERCEDES-BENZ cars	3.2	1.7	1.5	4,151	3,520	17.9%	3.0	1.7	1.3	7,326	6,230	17.6%
MERCEDES-BENZ vans	0.3	0.2	0.1	444	459	-3.3%	0.3	0.2	0.1	749	771	-2.9%
smart	0.0	0.0	0.0	32	20	60.0%	0.0	0.0	0.0	51	37	37.8%
GM Group	3.3	9.3	(6.0)	4,201	19,155	-78.1%	3.4	9.2	(5.8)	8,362	32,936	-74.6%
OPEL	0.7	3.2	(2.5)	912	6,610	-86.2%	0.8	3.0	(2.2)	1,985	10,891	-81.8%
CHEVROLET	2.5	6.0	(3.5)	3,255	12,448	-73.9%	2.6	6.1	(3.5)	6,305	21,868	-71.2%
CADILLAC	0.0	0.0	0.0	34	97	-64.9%	0.0	0.0	0.0	72	177	-59.3%
BMW Group	2.9	1.7	1.2	3,666	3,504	4.6%	2.6	1.7	0.9	6,302	6,126	2.9%
BMW	2.8	1.6	1.2	3,550	3,356	5.8%	2.5	1.6	0.9	6,095	5,896	3.4%
MINI	0.1	0.1	0.0	116	148	-21.6%	0.1	0.1	0.0	207	230	-10.0%
MITSUBISHI	2.6	3.3	(0.7)	3,323	6,817	-51.3%	2.7	3.3	(0.6)	6,543	11,824	-44.7%
GAZ LCV	2.3	2.2	0.1	2,970	4,527	-34.4%	2.0	2.2	(0.2)	4,798	7,787	-38.4%
MAZDA	1.9	1.9	0.0	2,381	3,899	-38.9%	2.0	1.9	0.1	4,765	6,747	-29.4%
UAZ	1.8	1.4	0.4	2,260	2,903	-22.1%	1.9	1.4	0.5	4,513	5,104	-11.6%
DAEWOO	1.3	2.2	(0.9)	1,639	4,536	-63.9%	1.5	2.3	(0.8)	3,654	8,254	-55.7%
FORD	1.1	3.1	(2.0)	1,399	6,306	-77.8%	1.3	2.9	(1.6)	3,212	10,556	-69.6%
JAGUAR LAND ROVER	1.0	1.0	0.0	1,258	2,024	-37.8%	0.9	0.8	0.1	2,092	3,040	-31.2%
LAND ROVER	0.9	0.9	0.0	1,183	1,867	-36.6%	0.8	0.8	0.0	1,958	2,789	-29.8%

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JAGUAR	0.1	0.1	0.0	75	157	-52.2%	0.1	0.1	0.0	134	251	-46.6%
SUBARU	0.7	0.7	0.0	836	1,374	-39.2%	0.7	0.6	0.1	1,752	2,312	-24.2%
PSA PEUGEOT CITROËN	0.6	2.2	(1.6)	757	4,546	-83.3%	0.7	2.3	(1.6)	1,655	8,109	-79.6%
PEUGEOT	0.3	1.1	(0.8)	377	2,354	-84.0%	0.3	1.2	(0.9)	795	4,197	-81.1%
CITROËN	0.3	1.1	(0.8)	380	2,192	-82.7%	0.4	1.1	(0.7)	860	3,912	-78.0%
VOLVO	0.6	0.6	0.0	757	1,143	-33.8%	0.4	0.4	0.0	1,027	1,545	-33.5%
LIFAN	0.6	0.7	(0.1)	721	1,548	-53.4%	0.6	0.7	(0.1)	1,484	2,666	-44.3%
GEELY	0.5	0.8	(0.3)	681	1,687	-59.6%	0.5	0.8	(0.3)	1,131	2,845	-60.2%
CHRYSLER Group	0.5	0.6	(0.1)	589	1,208	-51.2%	0.4	0.6	(0.2)	1,097	2,044	-46.3%
FIAT	0.3	0.3	0.0	345	581	-40.6%	0.3	0.3	0.0	641	988	-35.1%
CHRYSLER	0.0	0.0	0.0	8	14	-42.9%	0.0	0.0	0.0	12	21	-42.9%
JEEP	0.2	0.3	(0.1)	235	609	-61.4%	0.2	0.3	(0.1)	440	1,029	-57.2%
DODGE	-	0.0	-	-	4	-	-	0.0	-	-	6	-
ALFA ROMEO	0.0	-	-	1	-	-	0.0	-	-	4	-	-
SSANGYONG	0.4	1.0	(0.6)	561	2,007	-72.0%	0.5	0.9	(0.4)	1,294	3,337	-61.2%
SUZUKI	0.3	0.8	(0.5)	416	1,707	-75.6%	0.4	0.9	(0.5)	871	3,189	-72.7%
CHERY	0.3	0.8	(0.5)	402	1,709	-76.5%	0.3	0.8	(0.5)	770	2,846	-72.9%
GREAT WALL	0.3	0.7	(0.4)	402	1,402	-71.3%	0.3	0.6	(0.3)	807	2,334	-65.4%
PORSCHE	0.3	0.1	0.2	381	174	119.0%	0.2	0.1	0.1	575	300	91.7%
HONDA Group	0.3	1.2	(0.9)	341	2,484	-86.3%	0.3	1.2	(0.9)	798	4,413	-81.9%
HONDA	0.2	1.2	(1.0)	252	2,484	-89.9%	0.3	1.2	(0.9)	636	4,413	-85.6%
ACURA	0.1	-	-	89	-	-	0.1	-	-	162	-	-
BRILLIANCE	0.1	-	-	144	-	-	0.1	-	-	241	-	-
ISUZU	0.1	0.0	0.1	74	5	1380.0%	0.0	0.0	0.0	103	33	212.1%
JAC	0.0	-	-	38	-	-	0.0	-	-	53	-	-
BAW	0.0	0.1	(0.1)	24	118	-79.7%	0.0	0.1	(0.1)	53	231	-77.1%
HAIMA	0.0	0.0	0.0	20	21	-4.8%	0.0	0.0	0.0	61	41	48.8%
FOTON	0.0	0.0	0.0	3	3	0.0%	0.0	0.0	0.0	4	5	-20.0%
CHANGAN	-	-	-	-	50	-	-	-	-	-	50	-
LUXGEN	-	0.0	-	-	15	-	-	-	-	-	27	-
TAGAZ	-	0.0	-	-	22	-	-	0.0	-	-	28	-
FAW	-	0.1	-	-	234	-	-	0.1	-	-	536	-
ZAZ	-	0.1	-	-	113	-	-	0.1	-	-	214	-
IZH	-	0.0	-	-	5	-	-	0.0	-	-	15	-
BOGDAN	-	0.0	-	-	14	-	-	0.0	-	-	70	-
Total	100.0	100.0		128298	206526	-37.9%	100.0	100.0		243,826	359,188	-32.1%

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

SOLLERS Group	2.3	2.4	(0.1)	2,895	4,915	-41.1%	2.4	2.4	0.0	5,910	8,474	-30.3%
ISUZU	0.1	0.0	0.1	74	5	1380%	0.0	0.0	0.0	103	33	212%
SSANGYONG	0.4	1.0	(0.6)	561	2,007	-72%	0.5	0.9	(0.4)	1,294	3,337	-61%
UAZ	1.8	1.4	0.4	2,260	2,903	-22%	1.9	1.4	0.5	4,513	5,104	-12%

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№	MODEL	BRAND	February		
			2015	2014	YoY
1	Granta	Lada	10,583	11,280	(697)
2	Solaris	Hyundai	8,001	8,660	(659)
3	New Rio	KIA	6,059	5,874	185
4	4x4	Lada	3,779	3,148	631
5	Largus	Lada	3,443	4,792	(1,349)
6	Logan	Renault	3,424	3,788	(364)
7	Duster	Renault	2,951	7,541	(4,590)
8	Priora	Lada	2,740	4,090	(1,350)
9	Camry	Toyota	2,718	2,870	(152)
10	ix35	Hyundai	2,681	2,733	(52)
11	Kalina	Lada	2,658	6,186	(3,528)
12	on-DO	Datsun	2,615	-	-
13	Polo	VW	2,603	5,105	(2,502)
14	Almera	Nissan	2,464	4,481	(2,017)
15	Niva	Chevrolet	2,394	3,625	(1,231)
16	Rapid	Skoda	2,250	-	-
17	Sandero	Renault	2,242	3,591	(1,349)
18	Octavia A7	Skoda	2,135	3,028	(893)
19	New Cee'd	KIA	2,093	1,758	335
20	Juke	Nissan	1,746	2,295	(549)
21	Qashqai	Nissan	1,446	2,860	(1,414)
22	ASX	Mitsubishi	1,413	2,175	(762)
23	CX-5	Mazda	1,400	1,770	(370)
24	RAV 4	Toyota	1,378	2,537	(1,159)
25	New Sorento	KIA	1,329	490	839

№	MODEL	BRAND	January-February		
			2015	2014	YoY
1	Granta	Lada	18,320	19,535	(1,215)
2	Solaris	Hyundai	16,218	15,607	611
3	New Rio	KIA	11,236	11,198	38
4	Logan	Renault	6,790	6,792	(2)
5	4x4	Lada	6,727	5,462	1,265
6	Polo	VW	5,927	8,941	(3,014)
7	Duster	Renault	5,694	13,131	(7,437)
8	on-DO	Datsun	5,548	-	-
9	Largus	Lada	5,346	8,584	(3,238)
10	Kalina	Lada	5,184	10,450	(5,266)
11	Camry	Toyota	4,827	4,399	428
12	ix35	Hyundai	4,760	5,078	(318)
13	Priora	Lada	4,730	7,414	(2,684)
14	Almera	Nissan	4,725	7,474	(2,749)
15	Sandero	Renault	4,408	6,386	(1,978)
16	Niva	Chevrolet	4,391	6,247	(1,856)
17	Rapid	Skoda	4,198	-	-
18	Octavia A7	Skoda	4,129	5,467	(1,338)
19	RAV 4	Toyota	3,420	4,817	(1,397)
20	New Cee'd	KIA	3,395	4,023	(628)
21	Qashqai	Nissan	3,352	5,012	(1,660)
22	New Sorento	KIA	2,906	790	2,116
23	ASX	Mitsubishi	2,877	3,648	(771)
24	Juke	Nissan	2,788	3,512	(724)
25	Sportage	KIA	2,743	5,273	(2,530)

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