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## Press-release

15 January 2015

### Year 2014 ends with 10% car market decrease

- Sales of new passenger cars and LCVs in Russia increased by **2,4%** in **December 2014**
- Among the top ten bestselling models so far, ten models are locally produced

In **December 2014**, sales of new cars and light commercial vehicles in Russia increased by **2,4%** compared with **December 2013** or by 6 346 sold units, and amounted to **270, 653** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In **2014** new car and LCV sales declined by **10,3%** or 286 143 units in comparison to the same period of the previous year. This year **2,491,404** cars have been sold.

All **top ten bestselling models** of passenger cars are produced in Russia.

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

“2014 ended with a strong finish, but with a cumulative volume loss of 10% remains a disappointing year for the Russian car market. In the face of the looming recession, expectations for 2015 are even lower: Our forecast for the total market of PC and LCV next year is 1,89 million units, equivalent to a 24% contraction of the market on a year-on-year basis”.

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#### Attachments:

1. New car/LCV sales in Russia by brands for December 2014/2013 and January - December 2014/2013
2. New car/LCV sales in Russia by groups for December 2014/2013 and January - December 2014/2013
3. 25 best sold models of cars in Russia for December 2014/2013 and January – December 2014/2013

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR DECEMBER 2014/2013 AND JANUARY – DECEMBER 2014/2013<sup>1</sup>

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	December			January -December		
	2014	2013	YoY	2014	2013	YoY
Lada	35,315	38,948	-9%	387,307	456,309	-15%
KIA	20,200	16,024	26%	195,691	198,018	-1%
Nissan*	20,131	17,540	15%	162,010	146,319	11%
Renault*	19,263	18,884	2%	194,531	210,099	-7%
Toyota*	17,536	14,742	19%	161,954	154,812	5%
Hyundai*	15,235	14,171	8%	179,631	181,153	-1%
VW	13,871	13,548	2%	128,071	156,247	-18%
Chevrolet	13,488	18,755	-28%	123,175	174,649	-29%
Mitsubishi	12,702	8,429	51%	80,134	78,747	2%
Ford*	9,159	12,376	-26%	65,966	106,734	-38%
GAZ LCV*	7,916	7,381	7%	69,388	82,395	-16%
UAZ*	7,221	6,436	12%	49,844	51,624	-3%
Mazda	7,049	4,372	61%	50,716	43,179	17%
Opel	6,834	8,827	-23%	64,985	81,421	-20%
Škoda	6,214	8,513	-27%	84,437	87,456	-3%
Datsun	5,104	-	-	11,414	-	-
Mercedes-Benz	4,210	4,165	1%	49,165	44,376	11%
Lifan	3,866	3,182	21%	23,619	27,467	-14%
BMW	3,577	4,183	-14%	35,504	42,071	-16%
Audi	2,983	2,585	15%	34,014	36,150	-6%
Chery	2,920	2,101	39%	18,139	19,855	-9%
Mercedes-Benz Vans*	2,914	800	264%	11,020	5,247	110%
Geely	2,706	3,003	-10%	18,828	27,263	-31%
Subaru	2,634	1,654	59%	17,557	16,831	4%
Suzuki	2,593	2,148	21%	19,931	27,724	-28%
SsangYong	2,411	3,268	-26%	25,010	34,055	-27%
Daewoo	2,340	6,196	-62%	37,695	60,829	-38%
Citroën*	2,337	2,543	-8%	20,075	28,961	-31%
Peugeot*	2,122	2,745	-23%	21,102	33,862	-38%
Honda	2,085	3,065	-32%	20,655	25,741	-20%
Land Rover	2,070	2,221	-7%	21,148	21,030	1%

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Infiniti	1,591	944	69%	8,983	8,677	4%
Lexus	1,488	1,474	1%	19,149	15,768	21%
Volvo	1,457	1,601	-9%	15,421	15,017	3%
FIAT*	1,311	874	50%	8,102	8,001	1%
VW vans*	1,189	1,735	-31%	12,612	15,915	-21%
Jeep	1,054	769	37%	8,221	5,250	57%
Great Wall	887	1,914	-54%	15,005	19,954	-25%
Porsche	677	408	66%	4,707	3,790	24%
Brilliance****	305	-	-	955	-	-
Acura**	287	-	-	1,106	-	-
Haima	229	75	205%	1,009	401	152%
MINI	212	284	-25%	1,750	2,800	-38%
Isuzu*	188	17	1006%	766	213	260%
Cadillac	157	129	22%	1,324	1,513	-12%
SEAT	155	154	1%	1,641	3,375	-51%
Changan	148	-	-	1,144	-	-
Jaguar	123	157	-22%	1,628	1,710	-5%
BAW*	66	122	-46%	1,082	1,594	-32%
smart	40	18	122%	368	193	91%
JAC*****	40	-	-	424	-	-
Chrysler	23	8	188%	130	159	-18%
Alfa Romeo	15	-	-	96	-	-
Luxgen	5	35	-86%	86	62	39%
ZAZ	0	220	-	481	3,260	-85%
Foton*	0	0	-	63	6	950%
TagAZ*	n/a	12	-	129	371	-65%
BYD	0	1	-	5	106	-95%
Vortex	n/a	0	-	0	1,005	-
FAW	n/a	472	-	2,164	4,838	-55%
Bogdan	-	61	-	92	2,055	-96%
Dodge	0	4	-	26	192	-86%
Izh	0	14	-	19	698	-97%
<b>Total</b>	<b>270,653</b>	<b>264,307</b>	<b>2.4%</b>	<b>2,491,404</b>	<b>2,777,547</b>	<b>-10.3%</b>

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.

\*\* Acura sales in Russia are done via Honda Motor RUS LLC from April 2014.

\*\*\* Sales of Bogdan were stopped by Technoproject, LLC in 2014.

\*\*\*\* Brilliance sales in Russia are done via Brilliance Motor Ltd. from April 2014.

\*\*\*\*\* JAC sales in Russia are done via Bogdan-Avto RUS from April 2014.

\*\*\*\*\* Datsun sales in Russia are done via Nissan Manufacturing RUS LLC starting from September 2014.

\*\*\*\*\* Sales of Dodge were stopped by Chrysler RUS CJSC in July 2014.

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Note: The ranking is based on monthly results.

Brand / Group	December						January-December					
	% Share			Volume			% Share			Volume		
	2014	2013	YOY	2014	2013	YoY	2014	2013	YOY	2014	2013	YoY
AVTOVAZ-RENAULT-NISSAN	30.1	28.9	1.2	81,404	76,316	6.7%	30.7	29.6	1.1	764,245	821,404	-7.0%
AVTOVAZ	13.0	14.7	(1.7)	35,315	38,948	-9.3%	15.5	16.4	(0.9)	387,307	456,309	-15.1%
RENAULT	7.1	7.1	0.0	19,263	18,884	2.0%	7.8	7.6	0.2	194,531	210,099	-7.4%
NISSAN	7.4	6.6	0.8	20,131	17,540	14.8%	6.5	5.3	1.2	162,010	146,319	10.7%
INFINITI	0.6	0.4	0.2	1,591	944	68.5%	0.4	0.3	0.1	8,983	8,677	3.5%
Datsun	1.9	-	-	5,104	-	-	0.5	-	-	11,414	-	-
VW Group	9.0	10.0	(1.0)	24,412	26,535	-8.0%	10.5	10.8	(0.3)	260,775	299,143	-12.8%
VOLKSWAGEN cars	5.1	5.1	0.0	13,871	13,548	2.4%	5.1	5.6	(0.5)	128,071	156,247	-18.0%
VOLKSWAGEN vans	0.4	0.7	(0.3)	1,189	1,735	-31.5%	0.5	0.6	(0.1)	12,612	15,915	-20.8%
AUDI	1.1	1.0	0.0	2,983	2,585	15.4%	1.4	1.3	0.1	34,014	36,150	-5.9%
SEAT	0.1	0.1	0.0	155	154	0.6%	0.1	0.1	0.0	1,641	3,375	-51.4%
ŠKODA	2.3	3.2	(0.9)	6,214	8,513	-27.0%	3.4	3.1	0.3	84,437	87,456	-3.5%
GM Group	7.6	10.5	(2.9)	20,479	27,711	-26.1%	7.6	9.3	(1.7)	189,484	257,583	-26.4%
OPEL	2.5	3.3	(0.8)	6,834	8,827	-22.6%	2.6	2.9	(0.3)	64,985	81,421	-20.2%
CHEVROLET	5.0	7.1	(2.1)	13,488	18,755	-28.1%	4.9	6.3	(1.4)	123,175	174,649	-29.5%
CADILLAC	0.1	0.0	0.1	157	129	21.7%	0.1	0.1	0.0	1,324	1,513	-12.5%
KIA	7.5	6.1	1.4	20,200	16,024	26.1%	7.9	7.1	0.8	195,691	198,018	-1.2%
TOYOTA Group	7.0	6.1	0.9	19,024	16,216	17.3%	7.3	6.1	1.2	181,103	170,580	6.2%
TOYOTA	6.5	5.6	0.9	17,536	14,742	19.0%	6.5	5.6	0.9	161,954	154,812	4.6%
LEXUS	0.5	0.6	(0.1)	1,488	1,474	0.9%	0.8	0.6	0.2	19,149	15,768	21.4%
HYUNDAI	5.6	5.4	0.2	15,235	14,171	7.5%	7.2	6.5	0.7	179,631	181,153	-0.8%
MITSUBISHI	4.7	3.2	1.5	12,702	8,429	50.7%	3.2	2.8	0.4	80,134	78,747	1.8%
FORD	3.4	4.7	(1.3)	9,159	12,376	-26.0%	2.6	3.8	(1.2)	65,966	106,734	-38.2%
GAZ LCV	2.9	2.8	0.1	7,916	7,381	7.2%	2.8	3.0	(0.2)	69,388	82,395	-15.8%
UAZ	2.7	2.4	0.3	7,221	6,436	12.2%	2.0	1.9	0.1	49,844	51,624	-3.4%
MERCEDES-BENZ	2.6	1.9	0.7	7,164	4,983	43.8%	2.4	1.8	0.6	60,553	49,816	21.6%
MERCEDES-BENZ cars	1.6	1.6	0.0	4,210	4,165	1.1%	2.0	1.6	0.4	49,165	44,376	10.8%
MERCEDES-BENZ vans	1.1	0.3	0.8	2,914	800	264.3%	0.4	0.2	0.2	11,020	5,247	110.0%
smart	0.0	0.0	0.0	40	18	122.2%	0.0	0.0	0.0	368	193	90.7%
MAZDA	2.6	1.7	0.9	7,049	4,372	61.2%	2.0	1.6	0.4	50,716	43,179	17.5%
PSA PEUGEOT CITROEN	1.6	2.0	(0.4)	4,459	5,288	-15.7%	1.7	2.3	(0.6)	41,177	62,823	-34.5%
PEUGEOT	0.8	1.0	(0.2)	2,122	2,745	-22.7%	0.8	1.2	(0.4)	21,102	33,862	-37.7%
CITROËN	0.9	1.0	(0.1)	2,337	2,543	-8.1%	0.8	1.0	(0.2)	20,075	28,961	-30.7%
LIFAN	1.4	1.2	0.2	3,866	3,182	21.5%	0.9	1.0	(0.1)	23,619	27,467	-14.0%
BMW Group	1.4	1.7	(0.3)	3,789	4,467	-15.2%	1.5	1.6	(0.1)	37,254	44,871	-17.0%
BMW	1.3	1.6	(0.3)	3,577	4,183	-14.5%	1.4	1.5	(0.1)	35,504	42,071	-15.6%
MINI	0.1	0.1	0.0	212	284	-25.4%	0.1	0.1	0.0	1,750	2,800	-37.5%

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CHERY	1.1	0.8	0.3	2,920	2,101	39.0%	0.7	0.7	0.0	18,139	19,855	-8.6%
GEELY	1.0	1.1	(0.1)	2,706	3,003	-9.9%	0.8	1.0	(0.2)	18,828	27,263	-30.9%
SUBARU	1.0	0.6	0.4	2,634	1,654	59.3%	0.7	0.6	0.1	17,557	16,831	4.3%
SUZUKI	1.0	0.8	0.2	2,593	2,148	20.7%	0.8	1.0	(0.2)	19,931	27,724	-28.1%
SSANGYONG	0.9	1.2	(0.3)	2,411	3,268	-26.2%	1.0	1.2	(0.2)	25,010	34,055	-26.6%
CHRYSLER Group	0.9	0.6	0.3	2,403	1,655	45.2%	0.7	0.5	0.2	16,575	13,602	21.9%
FIAT	0.5	0.3	0.2	1,311	874	50.0%	0.3	0.3	0.0	8,102	8,001	1.3%
CHRYSLER	0.0	0.0	0.0	23	8	187.5%	0.0	0.0	0.0	130	159	-18.2%
JEEP	0.4	0.3	0.1	1,054	769	37.1%	0.3	0.2	0.1	8,221	5,250	56.6%
DODGE	-	0.0	-	0	4	-	0.0	0.0	0.0	26	192	-86.5%
ALFA ROMEO	0.0	-	-	15	-	-	0.0	-	-	96	-	-
HONDA Group	0.9	1.2	(0.3)	2,372	3,065	-22.6%	0.9	0.9	0.0	21,761	25,741	-15.5%
HONDA	0.8	1.2	(0.4)	2,085	3,065	-32.0%	0.8	0.9	(0.1)	20,655	25,741	-19.8%
ACURA	0.1	-	-	287	-	-	0.0	-	-	1,106	-	-
DAEWOO	0.9	2.3	(1.4)	2,340	6,196	-62.2%	1.5	2.2	(0.7)	37,695	60,829	-38.0%
JAGUAR LAND ROVER	0.8	0.9	(0.1)	2,193	2,378	-7.8%	0.9	0.8	0.1	22,776	22,740	0.2%
LAND ROVER	0.8	0.8	0.0	2,070	2,221	-6.8%	0.8	0.8	0.0	21,148	21,030	0.6%
JAGUAR	0.0	0.1	(0.1)	123	157	-21.7%	0.1	0.1	0.0	1,628	1,710	-4.8%
VOLVO	0.5	0.6	(0.1)	1,457	1,601	-9.0%	0.6	0.5	0.1	15,421	15,017	2.7%
GREAT WALL	0.3	0.7	(0.4)	887	1,914	-53.7%	0.6	0.7	(0.1)	15,005	19,954	-24.8%
PORSCHE	0.3	0.2	0.1	677	408	65.9%	0.2	0.1	0.1	4,707	3,790	24.2%
BRILLIANCE	0.1	-	-	305	-	-	0.0	-	-	955	-	-
HAIMA	0.1	0.0	0.1	229	75	205.3%	0.0	0.0	0.0	1,009	401	151.6%
ISUZU	0.1	0.0	0.1	188	17	1005.9%	0.0	0.0	0.0	766	213	259.6%
CHANGAN	0.1	-	-	148	-	-	0.0	-	-	1,144	-	-
BAW	0.0	0.0	0.0	66	122	-45.9%	0.0	0.1	(0.1)	1,082	1,594	-32.1%
JAC	0.0	-	-	40	-	-	0.0	-	-	424	-	-
LUXGEN	0.0	0.0	(0.0)	5	35	-85.7%	0.0	-	-	86	62	38.7%
TAGAZ	-	0.0	-	n/a	12	-	0.0	0.0	0.0	129	371	-65.2%
FOTON	0.0	0.0	0.0	0	0	-	0.0	0.0	0.0	63	6	950.0%
FAW	-	0.2	-	n/a	472	-	0.1	0.2	(0.1)	2,164	4,838	-55.3%
ZAZ	0.0	0.1	(0.1)	0	220	-	0.0	0.1	(0.1)	481	3,260	-85.2%
BYD	0.0	0.0	0.0	0	1	-	0.0	0.0	0.0	5	106	-95.3%
IZH	-	0.0	-	0	14	-	0.0	0.0	0.0	19	698	-97.3%
VORTEX	-	0.0	-	n/a	0	-	0.0	0.0	0.0	0	1,005	-
BOGDAN	-	0.0	-	0	61	-	0.0	0.1	(0.1)	92	2,055	-95.5%
<b>Total</b>	<b>100.0</b>	<b>100.0</b>		<b>270653</b>	<b>264307</b>	<b>2,4 %</b>	<b>100.0</b>	<b>100.0</b>		<b>2,491,404</b>	<b>2,777,547</b>	<b>-10.3%</b>

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

SOLLERS Group	3.6	3.7	(0.1)	9,820	9,721	1.0%	3.0	3.1	0.0	75,620	85,892	-12.0%
ISUZU	0.1	0.0	0.1	188	17	1005.9%	0.0	0.0	0.0	766	213	259.6%
SSANGYONG	0.9	1.2	(0.3)	2,411	3,268	-26.2%	1.0	1.2	(0.2)	25,010	34,055	-26.6%
UAZ	2.7	2.4	0.3	7,221	6,436	12.2%	2.0	1.9	0.1	49,844	51,624	-3.4%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR DECEMBER 2014/2013 AND JANUARY – DECEMBER 2014/2013

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	DECEMBER		
			2014	2013	YoY
1	Granta	Lada	13,405	12,923	482
2	Solaris	Hyundai	9,502	8,824	678
3	New Rio	KIA	9,298	6,917	2,381
4	Duster	Renault	6,562	7,976	(1,414)
5	Niva	Chevrolet	6,489	6,309	180
6	Polo	VW	6,430	6,649	(219)
7	Logan	Renault	6,361	4,137	2,224
8	Kalina	Lada	6,206	8,590	(2,384)
9	Priora	Lada	5,204	5,332	(128)
10	on-DO	Datsun	5,104	0	5,104
11	RAV 4	Toyota	4,805	3,568	1,237
12	Largus	Lada	4,755	6,280	(1,525)
13	4x4	Lada	4,517	2,284	2,233
14	Qashqai	Nissan	4,387	6,435	(2,048)
15	Outlander	Mitsubishi	4,381	2,950	1,431
16	Camry	Toyota	4,176	2,783	1,393
17	Almera	Nissan	4,005	3,028	977
18	Focus	Ford	3,756	7,590	(3,834)
19	Jetta	VW	3,745	1,532	2,213
20	ASX	Mitsubishi	3,727	3,451	276
21	Sandero	Renault	3,580	3,895	(315)
22	ix35	Hyundai	3,451	2,524	927
23	Sportage	KIA	3,360	3,087	273
24	CX-5	Mazda	3,281	2,196	1,085
25	Mokka	Opel	3,121	1,260	1,861

#	MODEL	BRAND	JANUARY-DECEMBER		
			2014	2013	2014
1	Granta	Lada	152,810	166,951	(14,141)
2	Solaris	Hyundai	114,644	113,991	653
3	New Rio	KIA	93,648	89,788	3,860
4	Duster	Renault	76,138	83,702	(7,564)
5	Kalina	Lada	65,609	67,960	(2,351)
6	Largus	Lada	65,156	57,641	7,515
7	Logan	Renault	60,434	50,894	9,540
8	Polo	VW	58,953	72,565	(13,612)
9	Priora	Lada	47,818	57,683	(9,865)
10	Almera	Nissan	46,225	15,704	30,521
11	Niva	Chevrolet	43,441	53,344	(9,903)
12	4x4	Lada	42,932	51,693	(8,761)
13	RAV 4	Toyota	38,919	39,885	(966)
14	Sandero	Renault	36,849	43,737	(6,888)
15	Octavia A7	Skoda	35,292	13,663	21,629
16	ix35	Hyundai	34,814	31,706	3,108
17	Camry	Toyota	34,117	32,895	1,222
18	Qashqai	Nissan	31,710	40,739	(9,029)
19	Sportage	KIA	30,606	33,451	(2,845)
20	New Cee'd	KIA	29,758	34,981	(5,223)
21	Cruze	Chevrolet	29,640	54,367	(24,727)
22	Outlander	Mitsubishi	28,969	26,542	2,427
23	Focus	Ford	27,860	67,142	(39,282)
24	Corolla	Toyota	27,704	30,644	(2,940)
25	CX-5	Mazda	24,953	19,725	5,228

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