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## Press-release

06 October 2020

### **New cars sales decreased by 13,9% in Q3 of the year and increased by 3,4% in September 2020**

**In Q3 of 2020**, sales of new cars and light commercial vehicles in Russia **decreased by 13,9 %** compared to the same period in 2019 or by 176 587 sold units, and amounted to **1 094 805** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

**In September 2020**, sales of new cars and light commercial vehicles in Russia **increased by 3,4%** compared to **September 2019** or by 5 041 sold units, and amounted to **154 409** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“Traditionally September is a good month for the automotive business. Besides deferred purchase demand and weakening Ruble, lower travel activities and the state support measures led to the second growth month this year with an increase of 3,4% versus September 2019. For the first time this year, the biggest players could even outperform the market average and contributed to more mild YoY decrease of 13,9%.

Hoping for a relatively stable fourth quarter without serious business limitations, despite currently worsening pandemic situation, the new AEB AMC 2020 forecast is more positive with 1 522 k passenger vehicles and LCVs, which means 13,5% decrease YoY.”

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#### Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR SEPTEMBER 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	September		
	2020	2019	%
Avtovaz (Lada)	35 264	31 516	12%
KIA	20 402	19 194	6%
Hyundai	18 380	16 050	15%
Renault	14 007	13 326	5%
VW	10 674	9 560	12%
Škoda	9 616	7 341	31%
Toyota	8 494	9 403	-10%
Nissan	5 623	7 417	-24%
GAZ LCV*	4 451	6 030	-26%
UAZ*	3 805	3 555	7%
Mitsubishi	3 094	3 774	-18%
Geely	2 178	803	171%
Mazda	1 719	2 975	-42%
Ford LCV*	1 569	1 408	11%
Datsun	1 511	1 991	-24%
Chery	1 490	602	148%
Audi	1 445	1 415	2%
Haval	1 422	1 175	21%
Lexus	1 259	2 275	-45%
Changan	1 021	309	230%
Volvo	832	975	-15%
Suzuki	789	813	-3%
Subaru	765	645	19%
Land Rover	601	699	-14%
Porsche	562	578	-3%
Peugeot*	542	451	20%
VW NFZ*	446	665	-33%
FAW	363	210	73%
Citroën*	326	266	23%
Infiniti	263	338	-22%
Cadillac	245	88	178%
FIAT*	165	116	42%
Genesis	140	204	-31%
Lifan	138	234	-41%
Jeep	137	129	6%
DFM	105	102	3%

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Opel	103	0	-
Honda	85	133	-36%
Jaguar	82	137	-40%
Isuzu*	73	74	-1%
Chevrolet	52	1 858	-97%
Iveco*	46	35	31%
Avtovaz (Niva)	40	0	-
Brilliance	27	38	-29%
Foton*	25	11	127%
Hyundai LCV*	17	18	-6%
Zotye	12	67	-82%
Chrysler	0	1	-100%
Ford	4	362	-99%
HTM	-	2	-
SsangYong	-	0	-
<b>Total</b>	<b>154 409</b>	<b>149 368</b>	<b>3,4%</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-RenaultNissan-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.

## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR Q3 (JANUARY-SEPTEMBER) 2020/2019

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

BRAND	January-September/Q3		
	2020	2019	%
Avtovaz (Lada)	227 661	265 200	-14%
KIA	139 477	168 141	-17%
Hyundai	114 013	131 987	-14%
Renault	88 054	102 479	-14%
VW	70 870	76 186	-7%
Toyota	66 169	74 394	-11%
Škoda	65 163	61 483	6%
Nissan	40 535	48 674	-17%
GAZ LCV*	31 747	42 422	-25%
BMW	29 671	30 236	-2%
UAZ*	21 618	26 331	-18%
Mitsubishi	19 618	28 840	-32%
Mazda	18 160	21 816	-17%
Mercedes-Benz	27 497	29 632	-7%
Lexus	14 148	15 610	-9%
Datsun	12 091	16 514	-27%

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Haval	11 647	7 024	66%
Audi	10 131	11 346	-11%
Geely	9 741	6 341	54%
AvtoVAZ (Niva)	8 811	0	-
Ford LCV*	8 816	8 675	2%
Chery	6 365	4 244	50%
Suzuki	5 396	4 734	14%
Volvo	4 944	5 896	-16%
Changan	4 809	1 306	268%
Porsche	4 301	4 200	2%
Land Rover	4 164	5 992	-31%
Subaru	4 124	5 251	-21%
VW NFZ*	3 655	5 407	-32%
Peugeot*	2 999	3 351	-11%
Citroën*	2 218	2 265	-2%
FAW	1 868	960	95%
MINI	1 820	1 854	-2%
Infiniti	1 290	2 797	-54%
Jeep	1 231	1 373	-10%
Honda	1 178	1 339	-12%
Mercedes-Benz Vans*	1 154	1 089	6%
Cadillac	1 023	669	53%
Genesis	1 007	1 563	-36%
FIAT*	914	869	5%
Lifan	1 004	3 472	-71%
DFM	714	1 166	-39%
Isuzu*	690	597	16%
Jaguar	674	1 311	-49%
Chevrolet	392	16 270	-98%
Opel	305	0	-
Iveco*	251	295	-15%
Zotye	158	1 213	-87%
Hyundai LCV*	147	261	-44%
Brilliance	136	172	-21%
Ford	93	17 294	-99%
Foton*	65	160	-59%
smart	56	611	-91%
Chrysler	22	36	-39%
HTM	-	40	-
SsangYong	-	4	-
<b>Total</b>	<b>1 094 805</b>	<b>1 271 392</b>	<b>-13,9%</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-RenaultNissan-Mitsubishi group under the AVTOVAZ brand.

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## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR SEPTEMBER 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	September					
	% Share			Volume		
	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	38,7	39,1	-0,4	59 802	58 362	2,5%
AVTOVAZ (LADA)	22,8	21,1	1,7	35 264	31 516	11,9%
AVTOVAZ (NIVA)	0,0	0,0	0,0	40	0	-
RENAULT	9,1	8,9	0,2	14 007	13 326	5,1%
NISSAN	3,6	5,0	-1,4	5 623	7 417	-24,2%
INFINITI	0,2	0,2	0,0	263	338	-22,2%
DATSUN	1,0	1,3	-0,3	1 511	1 991	-24,1%
MITSUBISHI	2,0	2,5	-0,5	3 094	3 774	-18,0%
VW Group	14,4	12,7	1,7	22 181	18 981	16,9%
VOLKSWAGEN cars	6,9	6,4	0,5	10 674	9 560	11,7%
VOLKSWAGEN vans	0,3	0,4	-0,1	446	665	-33%
AUDI	0,9	0,9	0,0	1 445	1 415	2,1%
ŠKODA	6,2	4,9	1,3	9 616	7 341	31,0%
KIA	13,2	12,9	0,3	20 402	19 194	6,3%
HYUNDAI Group	12,0	10,9	1,1	18 520	16 254	13,9%
HYUNDAI	11,9	10,7	1,2	18 380	16 050	14,5%
GENESIS	0,1	0,1	0,0	140	204	-31,4%
TOYOTA Group	6,3	7,8	-1,5	9 753	11 678	-16,5%
TOYOTA	5,5	6,3	-0,8	8 494	9 403	-9,7%
LEXUS	0,8	1,5	-0,7	1 259	2 275	-44,7%
GAZ LCV	2,9	4,0	-1,1	4 451	6 030	-26,2%
UAZ	2,5	2,4	0,1	3 805	3 555	7,0%
GEELY	1,4	0,5	0,9	2 178	803	171,2%
MAZDA	1,1	2,0	-0,9	1 719	2 975	-42,2%
FORD LCV	1,0	0,9	0,1	1 569	1 408	11%
CHERY	1,0	0,4	0,6	1 490	602	147,5%
HAVAL	0,9	0,8	0,1	1 422	1 175	21,0%
CHANGAN	0,7	0,2	0,5	1 021	309	230,4%
PSA PEUGEOT CITROËN OPEL	0,6	0,5	0,1	971	717	35,4%
PEUGEOT	0,4	0,3	0,1	542	451	20,2%
CITROËN	0,2	0,2	0,0	326	266	22,6%
OPEL	0,1	0,0	0,1	103	0	-
VOLVO	0,5	0,7	-0,2	832	975	-14,7%
SUZUKI	0,5	0,5	0,0	789	813	-3,0%
SUBARU	0,5	0,4	0,1	765	645	18,6%
JAGUAR LAND ROVER	0,4	0,6	-0,2	683	836	-18,3%
LAND ROVER	0,4	0,5	-0,1	601	699	-14,0%
JAGUAR	0,1	0,1	0,0	82	137	-40,1%
PORSCHE	0,4	0,4	0,0	562	578	-2,8%
FAW	0,2	0,1	0,1	363	210	72,9%
FCA RUSSIA	0,2	0,2	0,0	302	246	22,8%

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FIAT	0,1	0,1	0,0	165	116	42,2%
CHRYSLER	0,0	0,0	0,0	0	1	-100,0%
JEEP	0,1	0,1	0,0	137	129	6,2%
GM Group	0,2	1,3	-1,1	297	1 946	-84,7%
CHEVROLET	0,0	1,2	-1,2	52	1 858	-97,2%
CADILLAC	0,2	0,1	0,1	245	88	178,4%
LIFAN	0,1	0,2	-0,1	138	234	-41%
DFM	0,1	0,1	0,0	105	102	2,9%
HONDA	0,1	0,1	0,0	85	133	-36,1%
ISUZU	0,0	0,0	0,0	73	74	-1,4%
IVECO	0,0	0,0	0,0	46	35	31,4%
BRILLIANCE	0,0	0,0	0,0	27	38	-28,9%
FOTON	0,0	0,0	0,0	25	11	127,3%
HYUNDAI LCV	0,0	0,0	0,0	17	18	-5,6%
ZOTYE	0,0	0,0	0,0	12	67	-82,1%
FORD	0,0	0,2	-0,2	4	362	-99%
SSANGYONG	-	0,0	-	-	0	-
HTM	-	0,0	-	-	2	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>154 409</b>	<b>149 368</b>	<b>3,4%</b>

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

SOLLERS Group	3,5	3,3	0,2	5 374	4 963	8,3%
SSANGYONG	-	0,0	-	-	0	-
Ford LCV	1,0	0,9	0,1	1 569	1 408	11%
UAZ	2,5	2,4	0,1	3 805	3 555	7,0%

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Brand / Group	January-September					
	% Share			Volume		
	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	36,4	36,5	-0,1	398 060	464 504	-14,3%
AVTOVAZ (LADA)	20,8	20,9	-0,1	227 661	265 200	-14,2%
AVTOVAZ (NIVA)	0,8	0,0	0,8	8 811	0	-
RENAULT	8,0	8,1	-0,1	88 054	102 479	-14,1%
NISSAN	3,7	3,8	-0,1	40 535	48 674	-16,7%
INFINITI	0,1	0,2	-0,1	1 290	2 797	-53,9%
DATSUN	1,1	1,3	-0,2	12 091	16 514	-26,8%
MITSUBISHI	1,8	2,3	-0,5	19 618	28 840	-32,0%
VW Group	13,7	12,1	1,6	149 819	154 422	-3,0%
VOLKSWAGEN cars	6,5	6,0	0,5	70 870	76 186	-7,0%
VOLKSWAGEN vans	0,3	0,4	-0,1	3 655	5 407	-32%
AUDI	0,9	0,9	0,0	10 131	11 346	-10,7%
ŠKODA	6,0	4,8	1,2	65 163	61 483	6,0%
KIA	12,7	13,2	-0,5	139 477	168 141	-17,0%
HYUNDAI Group	10,5	10,5	0,0	115 020	133 550	-13,9%
HYUNDAI	10,4	10,4	0,0	114 013	131 987	-13,6%
GENESIS	0,1	0,1	0,0	1 007	1 563	-35,6%
TOYOTA Group	7,3	7,1	0,2	80 317	90 004	-10,8%
TOYOTA	6,0	5,9	0,1	66 169	74 394	-11,1%
LEXUS	1,3	1,2	0,1	14 148	15 610	-9,4%
GAZ LCV	2,9	3,3	-0,4	31 747	42 422	-25,2%
BMW Group	2,9	2,5	0,4	31 491	32 090	-1,9%
BMW	2,7	2,4	0,3	29 671	30 236	-1,9%
MINI	0,2	0,1	0,1	1 820	1 854	-1,8%
MERCEDES-BENZ	2,6	2,5	0,1	28 707	31 332	-8,4%
MERCEDES-BENZ cars	2,5	2,3	0,2	27 497	29 632	-7%
MERCEDES-BENZ vans	0,1	0,1	0,0	1 154	1 089	6,0%
smart	0,0	0,0	0,0	56	611	-91%
UAZ	2,0	2,1	-0,1	21 618	26 331	-17,9%
MAZDA	1,7	1,7	0,0	18 160	21 816	-16,8%
HAVAL	1,1	0,6	0,5	11 647	7 024	65,8%
GEELY	0,9	0,5	0,4	9 741	6 341	53,6%
FORD LCV	0,8	0,7	0,1	8 816	8 675	2%
CHERY	0,6	0,3	0,3	6 365	4 244	50,0%
PSA PEUGEOT CITROËN OPEL	0,5	0,4	0,1	5 522	5 616	-1,7%
PEUGEOT	0,3	0,3	0,0	2 999	3 351	-10,5%
CITROËN	0,2	0,2	0,0	2 218	2 265	-2,1%
OPEL	0,0	0,0	0,0	305	0	-
SUZUKI	0,5	0,4	0,1	5 396	4 734	14,0%
VOLVO	0,5	0,5	0,0	4 944	5 896	-16,1%
JAGUAR LAND ROVER	0,4	0,6	-0,2	4 838	7 303	-33,8%
LAND ROVER	0,4	0,5	-0,1	4 164	5 992	-30,5%
JAGUAR	0,1	0,1	0,0	674	1 311	-48,6%

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CHANGAN	0,4	0,1	0,3	4 809	1 306	268,2%
PORSCHE	0,4	0,3	0,1	4 301	4 200	2,4%
SUBARU	0,4	0,4	0,0	4 124	5 251	-21,5%
FCA RUSSIA	0,2	0,2	0,0	2 167	2 278	-4,9%
FIAT	0,1	0,1	0,0	914	869	5,2%
CHRYSLER	0,0	0,0	0,0	22	36	-38,9%
JEEP	0,1	0,1	0,0	1 231	1 373	-10,3%
FAW	0,2	0,1	0,1	1 868	960	94,6%
GM Group	0,1	1,3	-1,2	1 415	16 939	-91,6%
CHEVROLET	0,0	1,3	-1,3	392	16 270	-97,6%
CADILLAC	0,1	0,1	0,0	1 023	669	52,9%
HONDA	0,1	0,1	0,0	1 178	1 339	-12,0%
LIFAN	0,1	0,3	-0,2	1 004	3 472	-71%
DFM	0,1	0,1	0,0	714	1 166	-38,8%
ISUZU	0,1	0,0	0,1	690	597	15,6%
IVECO	0,0	0,0	0,0	251	295	-14,9%
ZOTYE	0,0	0,1	-0,1	158	1 213	-87,0%
HYUNDAI LCV	0,0	0,0	0,0	147	261	-43,7%
BRILLIANCE	0,0	0,0	0,0	136	172	-20,9%
FORD	0,0	1,4	-1,4	93	17 294	-99%
FOTON	0,0	0,0	0,0	65	160	-59,4%
HTM	-	0,0	-	-	40	-
SSANGYONG	-	0,0	-	-	4	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>1 094 805</b>	<b>1 271 392</b>	<b>-13,9%</b>

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

SOLLERS Group	2,8	2,8	0,0	30 434	35 010	-13,1%
SSANGYONG	-	0,0	-	-	4	-
Ford LCV	0,8	0,7	0,1	8 816	8 675	2%
UAZ	2,0	2,1	-0,1	21 618	26 331	-17,9%

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## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR SEPTEMBER 2020/2019 AND JANUARY – SEPTEMBER 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	September		
			2020	2019	YoY
1	Granta	Lada	12 488	11 208	1 280
2	Vesta	Lada	11 520	9 452	2 068
3	Rio	KIA	7 830	7 758	72
4	Creta	Hyundai	7 790	6 408	1 382
5	Polo	VW	6 020	5 385	635
6	Solaris	Hyundai	5 410	5 402	8
7	RAV 4	Toyota	4 146	1 673	2 473
8	Logan	Renault	3 885	3 177	708
9	Rapid PA II	Škoda	3 749	0	-
10	Tiguan	VW	3 626	3 192	434
11	Octavia A7	Škoda	3 597	2 034	1 563
12	Largus VP	Lada	3 394	3 837	-443
13	Duster	Renault	3 109	3 137	-28
14	Sandero	Renault	2 995	2 742	253
15	Camry	Toyota	2 928	2 974	-46
16	Sportage	KIA	2 885	3 063	-178
17	Tucson	Hyundai	2 853	1 718	1 135
18	4x4	Lada	2 809	3 218	-409
19	Optima	KIA	2 342	2 676	-334
20	X-Trail	Nissan	2 303	2 290	13
21	Kaptur	Renault	2 181	2 108	73
22	Outlander	Mitsubishi	2 074	2 412	-338
23	Qashqai	Nissan	2 017	3 111	-1 094
24	Niva	Lada	1 850	0	-
25	XRAY	Lada	1 776	2 670	-894

#	MODEL	BRAND	January-September		
			2020	2019	YoY
1	Granta	Lada	84 410	96 974	-12 564
2	Vesta	Lada	72 464	83 502	-11 038
3	Rio	KIA	58 689	69 349	-10 660
4	Creta	Hyundai	52 098	51 969	129
5	Polo	VW	41 634	42 413	-779
6	Solaris	Hyundai	32 871	45 284	-12 413
7	RAV 4	Toyota	26 048	21 270	4 778
8	Largus VP	Lada	25 470	31 663	-6 193
9	Tiguan	VW	23 744	25 441	-1 697
10	Logan	Renault	21 660	25 181	-3 521
11	Duster	Renault	21 212	27 649	-6 437
12	Sportage	KIA	20 405	26 068	-5 663
13	Camry	Toyota	19 951	25 046	-5 095
14	4x4	Lada	19 391	23 464	-4 073
15	Sandero	Renault	18 424	22 102	-3 678
16	Octavia A7	Škoda	18 142	17 313	829
17	Qashqai	Nissan	16 288	18 195	-1 907
18	Rapid PA II	Škoda	15 253	0	-
19	Kaptur	Renault	14 277	20 145	-5 868
20	X-Trail	Nissan	14 151	15 534	-1 383
21	CX-5	Mazda	13 808	15 945	-2 137
22	XRAY	Lada	13 746	21 582	-7 836
23	Tucson	Hyundai	13 711	16 413	-2 702
24	Optima	KIA	13 172	19 494	-6 322
25	Kodiaq	Škoda	12 583	17 517	-4 934

### 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 September 2019 is not shown in this press-release.

The Q3 market results tables contain data on all brands, including BMW, MINI Mercedes-Benz, smart, Mercedes-Benz Vans brands.

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