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of European
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Press-release

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January 2021 market decrease is -4,2%

In **January 2021** sales of new cars and light commercial vehicles in Russia decreased **by 4,2 %** compared with **January 2020** or by 4 156 sold units, and amounted to **95 213 cars**, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“The New Year starts typically with a small sales volume month. In January 2021 new vehicle sales slightly decreased by 4,2% vs. same month of previous year. After three months of top growth, since December 2020 the market has been slightly decreasing. We still expect that with stronger February and March sales the first quarter will be on the level of previous year. Five top selling brands are showing relative stability. Interesting is the strong growth of some brands and that for the first time Chinese brands are positioned in the top of the table.”

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY 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	January		
	2021	2020	%
Avtovaz (Lada)	21 857	21 790	0%
KIA	15 051	14 955	1%
Hyundai	10 949	11 395	-4%
Renault	8 534	8 293	3%
Škoda	6 036	5 945	2%
VW	5 653	6 269	-10%
Toyota	5 333	6 405	-17%
Nissan	3 272	4 938	-34%
Mazda	2 153	1 899	13%
GAZ LCV*	2 102	2 568	-18%
Chery	1 914	417	359%
Haval	1 567	1 228	28%
Lexus	1 428	1 111	29%
UAZ*	1 305	1 942	-33%
Audi	1 085	879	23%
Mitsubishi	937	1 539	-39%
Ford LCV*	909	354	157%
Geely	555	778	-29%
VW NFZ*	513	384	34%
Land Rover	448	421	6%
Volvo	444	281	58%
Porsche	412	253	63%
Suzuki	410	521	-21%
Subaru	404	368	10%
Peugeot*	392	225	74%
Changan	263	241	9%
Citroën*	213	209	2%
Cadillac	131	60	118%
Jeep	107	103	4%
Infiniti	104	104	0%
FAW	96	86	12%
Lifan	83	146	-
Honda	82	107	-23%
Cheryexeed ¹	81	0	-
FIAT*	76	57	33%
Genesis	57	110	-48%
Opel	56	2	2700%
Jaguar	43	74	-42%

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Isuzu*	43	104	-59%
Iveco*	40	20	100%
GAC ²	27	0	-
Chevrolet	17	37	-54%
Brilliance	13	16	-19%
Zotye	9	36	-75%
Foton*	8	3	167%
Ford	1	14	-93%
Hyundai LCV*	0	2	-
Chrysler	0	1	-
Avtovaz (Niva)	0	1 194	-
DFM	n/a	82	-
Datsun	-	1 403	-
Total	95 213	99 369	-4,2%

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.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY 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	January					
	% Share			Volume		
	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	36,4	39,5	-3,1	34 704	39 261	-11,6%
AVTOVAZ (LADA)	23,0	21,9	1,1	21 857	21 790	0,3%
AVTOVAZ (NIVA)	0,0	-	-	0	1 194	-
RENAULT	9,0	8,3	0,7	8 534	8 293	2,9%
NISSAN	3,4	5,0	-1,6	3 272	4 938	-33,7%
INFINITI	0,1	0,1	0,0	104	104	0,0%
DATSUN	-	1,4	-	-	1 403	-
MITSUBISHI	1,0	1,5	-0,5	937	1 539	-39,1%
KIA	15,8	15,0	0,8	15 051	14 955	0,6%
VW Group	14,0	13,6	0,4	13 287	13 477	-1,4%
VOLKSWAGEN cars	5,9	6,3	-0,4	5 653	6 269	-9,8%
VOLKSWAGEN vans	0,5	0,4	0,1	513	384	33,6%
AUDI	1,1	0,9	0,2	1 085	879	23,4%
ŠKODA	6,3	6,0	0,3	6 036	5 945	1,5%
HYUNDAI Group	11,6	11,6	0,0	11 006	11 505	-4,3%
HYUNDAI	11,5	11,5	0,0	10 949	11 395	-3,9%
GENESIS	0,1	0,1	0,0	57	110	-48,2%
TOYOTA Group	7,1	7,6	-0,5	6 761	7 516	-10,0%
TOYOTA	5,6	6,4	-0,8	5 333	6 405	-16,7%
LEXUS	1,5	1,1	0,4	1 428	1 111	28,5%
MAZDA	2,3	1,9	0,4	2 153	1 899	13,4%
GAZ LCV	2,2	2,6	-0,4	2 102	2 568	-18,1%
CHERY Group	2,1	0,4	1,7	1 995	417	378,4%
CHERY	2,0	0,4	1,6	1 914	417	359,0%
CHERYEXCEED	0,1	-	-	81	0	-
HAVAL	1,6	1,2	0,4	1 567	1 228	27,6%
UAZ	1,4	2,0	-0,6	1 305	1 942	-32,8%
FORD LCV	1,0	0,4	0,6	909	354	156,8%
PSA PEUGEOT CITROËN OPEL	0,7	0,4	0,3	661	436	51,6%
PEUGEOT	0,4	0,2	0,2	392	225	74,2%
CITROËN	0,2	0,2	0,0	213	209	1,9%
OPEL	0,1	-	-	56	2	2700,0%
GEELY	0,6	0,8	-0,2	555	778	-28,7%
JAGUAR LAND ROVER	0,5	0,5	0,0	491	495	-0,8%
LAND ROVER	0,5	0,4	0,1	448	421	6,4%
JAGUAR	0,0	0,1	-0,1	43	74	-41,9%
VOLVO	0,5	0,3	0,2	444	281	58,0%
PORSCHE	0,4	0,3	0,1	412	253	62,8%
SUZUKI	0,4	0,5	-0,1	410	521	-21,3%
SUBARU	0,4	0,4	0,0	404	368	9,8%
CHANGAN	0,3	0,2	0,1	263	241	9,1%
FCA RUSSIA	0,2	0,2	0,0	183	161	13,7%

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FIAT	0,1	0,1	0,0	76	57	33,3%
CHRYSLER	0,0	0,0	0,0	0	1	-
JEEP	0,1	0,1	0,0	107	103	3,9%
GM Group	0,2	0,1	0,1	148	97	52,6%
CHEVROLET	0,0	0,0	0,0	17	37	-54,1%
CADILLAC	0,1	0,1	0,0	131	60	118,3%
FAW	0,1	0,1	0,0	96	86	11,6%
LIFAN	0,1	0,1	0,0	83	146	-
HONDA	0,1	0,1	0,0	82	107	-23,4%
ISUZU	0,0	0,1	-0,1	43	104	-58,7%
IVECO	0,0	0,0	0,0	40	20	100,0%
GAC	0,0	0,0	0,0	27	0	-
BRILLIANCE	0,0	0,0	0,0	13	16	-18,8%
ZOTYE	0,0	0,0	0,0	9	36	-75,0%
FOTON	0,0	0,0	0,0	8	3	166,7%
HYUNDAI LCV	0,0	0,0	0,0	0	2	-
FORD	0,0	0,0	0,0	1	14	-92,9%
DFM	-	0,1	-	n/a	82	-
Total	100,0	100,0		95 213	99 369	-4,2%

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

SOLLERS Group	2,3	2,3	0,0	2 214	2 296	-3,6%
Ford LCV	1,0	0,4	0,6	909	354	156,8%
UAZ	1,4	2,0	-0,6	1 305	1 942	-32,8%

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY 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	January		
			2021	2020	YoY
1	Rio	KIA	7 763	6 258	1 505
2	Granta	Lada	7 720	8 470	-750
3	Vesta	Lada	6 347	7 506	-1 159
4	Creta	Hyundai	5 701	5 376	325
5	Solaris	Hyundai	3 481	3 408	73
6	Polo	VW	3 256	3 483	-227
7	Duster	Renault	2 888	1 773	1 115
8	Niva	Lada	2 809	1 194	1 615
9	Largus VP	Lada	2 379	2 312	67
10	RAV 4	Toyota	2 321	2 618	-297
11	Rapid PA II	ŠKODA	2 314	-	-
12	Tiguan	VW	1 955	2 273	-318
13	Sandero	Renault	1 938	1 685	253
14	Sportage	KIA	1 819	2 531	-712
15	Kodiaq	ŠKODA	1 760	1 981	-221
16	Logan	Renault	1 735	2 083	-348
17	XRAY	Lada	1 587	1 239	348
18	CX-5	Mazda	1 572	1 380	192
19	Seltos	KIA	1 503	8	1 495
20	K5	KIA	1 463	-	-
21	Qashqai	Nissan	1 359	1 538	-179
22	Camry	Toyota	1 338	1 972	-634
23	Kaptur	Renault	1 158	1 380	-222
24	Tucson	Hyundai	1 145	1 382	-237
25	X-Trail	Nissan	1 101	2 073	-972

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 Mercedes-Benz, smart, Mercedes-Benz Vans brands in January 2021 and January 2020 is not shown in this press-release.

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