



Press-release

8 April 2016

March car market decrease is 10%

- Sales of new passenger cars and LCVs in Russia decreased by **10%** in **March 2016**
- Among the top ten bestselling models so far, nine models are locally produced

In **March 2016**, sales of new cars and light commercial vehicles in Russia decreased by **10%** compared to **March 2015** or by 13 968 sold units, and amounted to **125 917** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

This year in January—March **319 092** cars were sold.

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

“March sales result demonstrates that the automotive market as a whole is not in good shape yet although gradually moving closer to hitting a bottom after many months of continuous decline. Further progress in this direction largely depends on the stability of the macroeconomic environment and the continuity of government efforts in stimulating market demand in the coming months”.

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Attachments:

1. New car/LCV sales in Russia by brands for March 2016/2015 and January—March 2016/2015
2. New car/LCV sales in Russia by groups for March 2016/2015 and January—March 2016/2015
3. 25 best sold models of cars in Russia for March 2016/2015 and January—March 2016/2015

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**NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR
MARCH 2016/2015 AND JANUARY – MARCH 2016/2015**

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	March			January-March		
	2016	2015	YoY	2016	2015	YoY
Lada	22,267	27,423	-19%	56,879	68,554	-17%
KIA	12,334	12,121	2%	32,875	36,030	-9%
Hyundai*	11,009	13,901	-21%	29,529	39,841	-26%
Renault*	9,448	9,507	-1%	23,285	27,416	-15%
Nissan*	8,614	8,635	0%	20,427	27,183	-25%
Toyota*	8,237	9,731	-15%	22,254	24,023	-7%
VW	6,007	6,150	-2%	15,861	18,119	-12%
Škoda	4,820	4,565	6%	12,452	15,308	-19%
GAZ LCV*	4,716	4,267	11%	9,834	9,065	8%
UAZ*	4,437	2,965	50%	9,466	7,478	27%
Ford*	4,071	1,848	120%	9,747	5,060	93%
Mercedes-Benz	3,244	4,015	-19%	9,783	11,341	-14%
Chevrolet	2,930	3,443	-15%	6,574	9,748	-33%
BMW	2,760	2,239	23%	7,429	8,334	-11%
Lexus	2,401	2,521	-5%	4,937	4,002	23%
Audi	2,250	2,630	-14%	4,905	6,132	-20%
Mitsubishi	1,783	3,250	-45%	5,041	9,793	-49%
Datsun	1,717	3,502	-51%	4,373	9,339	-53%
Daewoo	1,677	1,757	-5%	4,532	5,411	-16%
Mazda	1,629	2,478	-34%	4,542	7,243	-37%
Lifan	1,353	829	63%	3,643	2,313	58%
Land Rover	1,032	1,128	-9%	2,413	3,086	-22%
Geely	655	720	-9%	1,854	1,851	0%
Chery	620	452	37%	1,343	1,084	24%
Suzuki	533	393	36%	1,718	1,264	36%
Volvo	518	944	-45%	918	1,971	-53%
VW vans*	503	640	-21%	1,239	1,920	-35%
Infiniti	496	600	-17%	1,165	1,709	-32%
Mercedes-Benz Vans*	495	654	-24%	1,135	1,403	-19%
Subaru	478	696	-31%	1,377	2,448	-44%
Citroën*	446	484	-8%	1,005	1,344	-25%
Porsche	440	520	-15%	1,159	1,095	6%

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Peugeot*	411	545	-25%	858	1,340	-36%
FIAT*	253	405	-38%	672	1,046	-36%
SsangYong	252	649	-61%	804	1,943	-59%
Cadillac	140	41	241%	278	113	146%
Jeep	123	320	-62%	346	760	-54%
DFM	121	77	57%	339	162	109%
MINI	113	140	-19%	287	347	-17%
Honda	109	220	-50%	454	856	-47%
Brilliance	109	55	98%	369	296	25%
Jaguar	107	75	43%	208	209	0%
Changan	68	11	518%	184	79	133%
Isuzu*	47	75	-37%	136	178	-24%
Iveco*	35	47	-26%	137	148	-7%
Acura	32	48	-33%	112	210	-47%
BAW*	24	23	4%	49	76	-36%
Haima	22	6	267%	96	67	43%
smart	18	43	-58%	42	94	-55%
Alfa Romeo	9	2	350%	15	6	150%
Foton*	4	2	100%	4	6	-33%
Chrysler	0	5	-	8	17	-53%
Opel	0	1,589	-	0	3,574	-
Great Wall	0	479	-	0	1,286	-
SEAT	-	9	-	-	42	-
JAC	-	11	-	-	64	-
Total	125,917	139,885	-10.0%	319,092	383,827	-16.9%

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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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR MARCH 2016/2015 AND JANUARY – FEBRUARY 2016/2015

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	March						January-March					
	% Share			Volume			% Share			Volume		
	2016	2015	YoY	2016	2015	YoY	2016	2015	YoY	2016	2015	YoY
AVTOVAZ-RENAULT-NISSAN	33.8	35.5	(1.7)	42,542	49,667	-14.3%	33.3	35.0	(1.7)	106,129	134,201	-20.9%
AVTOVAZ	17.7	19.6	(1.9)	22,267	27,423	-18.8%	17.8	17.9	(0.1)	56,879	68,554	-17.0%
RENAULT	7.5	6.8	0.7	9,448	9,507	-0.6%	7.3	7.1	0.2	23,285	27,416	-15.1%
NISSAN	6.8	6.2	0.6	8,614	8,635	-0.2%	6.4	7.1	(0.7)	20,427	27,183	-24.9%
INFINITI	0.4	0.4	0.0	496	600	-17.3%	0.4	0.4	0.0	1,165	1,709	-31.8%
DATSUN	1.4	2.5	(1.1)	1,717	3,502	-51.0%	1.4	2.4	(1.0)	4,373	9,339	-53.2%
VW Group	10.8	10.0	0.8	13,580	13,994	-3.0%	10.8	10.8	0.0	34,457	41,521	-17.0%
VOLKSWAGEN	4.8	4.4	0.4	6,007	6,150	-2.3%	5.0	4.7	0.3	15,861	18,119	-12.5%
VOLKSWAGEN vans	0.4	0.5	(0.1)	503	640	-21.4%	0.4	0.5	(0.1)	1,239	1,920	-35.5%
AUDI	1.8	1.9	(0.1)	2,250	2,630	-14.4%	1.5	1.6	(0.1)	4,905	6,132	-20.0%
SEAT	-	0.0	-	-	9	-	-	0.0	-	-	42	-
ŠKODA	3.8	3.3	0.5	4,820	4,565	5.6%	3.9	4.0	(0.1)	12,452	15,308	-18.7%
KIA	9.8	8.7	1.1	12,334	12,121	1.8%	10.3	9.4	0.9	32,875	36,030	-8.8%
HYUNDAI	8.7	9.9	(1.2)	11,009	13,901	-20.8%	9.3	10.4	(1.1)	29,529	39,841	-25.9%
TOYOTA Group	8.4	8.8	(0.4)	10,638	12,252	-13.2%	8.5	7.3	1.2	27,191	28,025	-3.0%
TOYOTA	6.5	7.0	(0.5)	8,237	9,731	-15.4%	7.0	6.3	0.7	22,254	24,023	-7.4%
LEXUS	1.9	1.8	0.1	2,401	2,521	-4.8%	1.5	1.0	0.5	4,937	4,002	23.4%
GAZ LCV	3.7	3.1	0.6	4,716	4,267	10.5%	3.1	2.4	0.7	9,834	9,065	8.5%
UAZ	3.5	2.1	1.4	4,437	2,965	49.6%	3.0	1.9	1.1	9,466	7,478	26.6%
FORD	3.2	1.3	1.9	4,071	1,848	120.3%	3.1	1.3	1.8	9,747	5,060	92.6%
MERCEDES-BENZ	3.0	3.4	(0.4)	3,757	4,712	-20.3%	3.4	3.3	0.1	10,960	12,838	-14.6%
MERCEDES-BENZ	2.6	2.9	(0.3)	3,244	4,015	-19.2%	3.1	3.0	0.1	9,783	11,341	-13.7%
MERCEDES-BENZ vans	0.4	0.5	(0.1)	495	654	-24.3%	0.4	0.4	0.0	1,135	1,403	-19.1%
smart	0.0	0.0	0.0	18	43	-58.1%	0.0	0.0	0.0	42	94	-55.3%
GM Group	2.4	3.6	(1.2)	3,070	5,073	-39.5%	2.1	3.5	(1.4)	6,852	13,435	-49.0%
OPEL	0.0	1.1	(1.1)	0	1,589	-	0.0	0.9	(0.9)	0	3,574	-
CHEVROLET	2.3	2.5	(0.2)	2,930	3,443	-14.9%	2.1	2.5	(0.4)	6,574	9,748	-32.6%
CADILLAC	0.1	0.0	0.1	140	41	241.5%	0.1	0.0	0.1	278	113	146.0%
BMW Group	2.3	1.7	0.6	2,873	2,379	20.8%	2.4	2.3	0.1	7,716	8,681	-11.1%
BMW	2.2	1.6	0.6	2,760	2,239	23.3%	2.3	2.2	0.1	7,429	8,334	-10.9%
MINI	0.1	0.1	0.0	113	140	-19.3%	0.1	0.1	0.0	287	347	-17.3%
MITSUBISHI	1.4	2.3	(0.9)	1,783	3,250	-45.1%	1.6	2.6	(1.0)	5,041	9,793	-48.5%
DAEWOO	1.3	1.3	0.0	1,677	1,757	-4.6%	1.4	1.4	0.0	4,532	5,411	-16.2%
MAZDA	1.3	1.8	(0.5)	1,629	2,478	-34.3%	1.4	1.9	(0.5)	4,542	7,243	-37.3%
LIFAN	1.1	0.6	0.5	1,353	829	63.2%	1.1	0.6	0.5	3,643	2,313	57.5%

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JAGUAR LAND ROVER	0.9	0.9	0.0	1,139	1,203	-5.3%	0.8	0.9	(0.1)	2,621	3,295	-20.5%
LAND ROVER	0.8	0.8	0.0	1,032	1,128	-8.5%	0.8	0.8	0.0	2,413	3,086	-21.8%
JAGUAR	0.1	0.1	0.0	107	75	42.7%	0.1	0.1	0.0	208	209	-0.5%
PSA PEUGEOT CITROËN	0.7	0.7	0.0	857	1,029	-16.7%	0.6	0.7	(0.1)	1,863	2,684	-30.6%
PEUGEOT	0.3	0.4	(0.1)	411	545	-24.6%	0.3	0.3	0.0	858	1,340	-36.0%
CITROËN	0.4	0.3	0.1	446	484	-7.9%	0.3	0.4	(0.1)	1,005	1,344	-25.2%
GEELY	0.5	0.5	0.0	655	720	-9.0%	0.6	0.5	0.1	1,854	1,851	0.2%
CHERY	0.5	0.3	0.2	620	452	37.2%	0.4	0.3	0.1	1,343	1,084	23.9%
SUZUKI	0.4	0.3	0.1	533	393	35.6%	0.5	0.3	0.2	1,718	1,264	35.9%
VOLVO	0.4	0.7	(0.3)	518	944	-45.1%	0.3	0.5	(0.2)	918	1,971	-53.4%
SUBARU	0.4	0.5	(0.1)	478	696	-31.3%	0.4	0.6	(0.2)	1,377	2,448	-43.8%
PORSCHE	0.3	0.4	(0.1)	440	520	-15.4%	0.4	0.3	0.1	1,159	1,095	5.8%
FCA RUSSIA	0.3	0.5	(0.2)	385	732	-47.4%	0.3	0.5	(0.2)	1,041	1,829	-43.1%
FIAT	0.2	0.3	(0.1)	253	405	-37.5%	0.2	0.3	(0.1)	672	1,046	-35.8%
CHRYSLER	0.0	0.0	0.0	0	5	-	0.0	0.0	0.0	8	17	-52.9%
JEEP	0.1	0.2	(0.1)	123	320	-61.6%	0.1	0.2	(0.1)	346	760	-54.5%
ALFA ROMEO	0.0	0.0	0.0	9	2	350.0%	0.0	0.0	0.0	15	6	150.0%
SSANGYONG	0.2	0.5	(0.3)	252	649	-61.2%	0.3	0.5	(0.2)	804	1,943	-58.6%
HONDA Group	0.1	0.2	(0.1)	141	268	-47.4%	0.2	0.3	(0.1)	566	1,066	-46.9%
HONDA	0.1	0.2	(0.1)	109	220	-50.5%	0.1	0.2	(0.1)	454	856	-47.0%
ACURA	0.0	0.0	0.0	32	48	-33.3%	0.0	0.1	(0.1)	112	210	-46.7%
DFM	0.1	0.1	0.0	121	77	57.1%	0.1	0.0	0.1	339	162	109.3%
BRILLIANCE	0.1	0.0	0.1	109	55	98.2%	0.1	0.1	0.0	369	296	24.7%
CHANGAN	0.1	0.0	0.1	68	11	518.2%	0.1	0.0	0.1	184	79	132.9%
ISUZU	0.0	0.1	(0.1)	47	75	-37.3%	0.0	0.0	0.0	136	178	-23.6%
IVECO	0.0	0.0	0.0	35	47	-25.5%	0.0	0.0	0.0	137	148	-7.4%
BAW	0.0	0.0	0.0	24	23	4.3%	0.0	0.0	0.0	49	76	-35.5%
HAIMA	0.0	0.0	0.0	22	6	266.7%	0.0	0.0	0.0	96	67	43.3%
FOTON	0.0	0.0	0.0	4	2	100.0%	0.0	0.0	0.0	4	6	-33.3%
GREAT WALL	0.0	0.3	(0.3)	0	479	-	0.0	0.3	(0.3)	0	1,286	-
JAC	-	0.0	-	-	11	-	-	0.0	-	-	64	-
Total	100.0	100.0		125,917	139,885	-10.0%	100.0	100.0		319,092	383,827	-16.9%

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

SOLLERS Group	3.7	2.6	1.1	4,689	3,614	29.7%	3.2	2.5	0.7	10,270	9,421	9.0%
SSANGYONG	0.2	0.5	(0.3)	252	649	-61%	0.3	0.5	(0.2)	804	1,943	-59%
UAZ	3.5	2.1	1.4	4,437	2,965	50%	3.0	1.9	1.1	9,466	7,478	27%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MARCH 2016/2015 AND JANUARY – MARCH 2016/2015

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	March		
			2016	2015	YoY
1	Solaris	Hyundai	7,678	8,593	(915)
2	Rio	KIA	5,832	7,176	(1,344)
3	Granta	Lada	5,181	12,438	(7,257)
4	Vesta	Lada	4,595	0	-
5	Duster	Renault	4,237	3,148	1,089
6	Polo	VW	4,171	2,986	1,185
7	Kalina	Lada	3,269	4,045	(776)
8	4x4	Lada	3,184	3,893	(709)
9	Niva	Chevrolet	2,865	2,315	550
10	RAV 4	Toyota	2,840	2,402	438
11	Sandero	Renault	2,618	2,098	520
12	Cee'd	KIA	2,597	1,407	1,190
13	Logan	Renault	2,389	3,276	(887)
14	Largus	Lada	2,375	3,737	(1,362)
15	Camry	Toyota	2,336	2,683	(347)
16	Rapid	Škoda	2,331	1,998	333
17	Patriot	UAZ	2,277	1,441	836
18	Qashqai	Nissan	2,110	149	1,961
19	Almera	Nissan	2,084	3,183	(1,099)
20	X-Trail	Nissan	1,966	2,363	(397)
21	Octavia A7	Škoda	1,786	1,912	(126)
22	Priora	Lada	1,741	2,743	(1,002)
23	XRAY	Lada	1,518	0	-
24	on-DO	Datsun	1,249	2,513	(1,264)
25	Genra	Daewoo	1,162	1,181	(19)

#	MODEL	BRAND	January-March		
			2016	2015	YoY
1	Solaris	Hyundai	21,434	24,811	(3,377)
2	Granta	Lada	18,893	30,710	(11,817)
3	Rio	KIA	16,402	18,412	(2,010)
4	Duster	Renault	10,813	8,842	1,971
5	Polo	VW	10,052	8,913	1,139
6	Vesta	Lada	9,193	0	-
7	RAV 4	Toyota	8,713	5,822	2,891
8	4x4	Lada	7,462	10,620	(3,158)
9	Largus	Lada	6,818	9,083	(2,265)
10	Niva	Chevrolet	6,457	6,706	(249)
11	Kalina	Lada	6,179	9,229	(3,050)
12	Logan	Renault	6,095	10,066	(3,971)
13	Sandero	Renault	5,921	6,506	(585)
14	Camry	Toyota	5,651	7,510	(1,859)
15	Rapid	Škoda	5,556	6,196	(640)
16	Cee'd	KIA	5,307	4,802	505
17	Qashqai	Nissan	4,825	3,501	1,324
18	Octavia A7	Škoda	4,761	6,041	(1,280)
19	Priora	Lada	4,689	7,469	(2,780)
20	Patriot	UAZ	4,558	3,471	1,087
21	Almera	Nissan	4,387	7,908	(3,521)
22	X-Trail	Nissan	4,307	3,309	998
23	Sportage	KIA	3,898	4,009	(111)
24	LC 200	Toyota	3,354	2,086	1,268
25	Genra	Daewoo	3,308	3,090	218

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