



Press-release

14 January 2021

Year 2020 ends with - 9,1% car sales market decrease

In December 2020 sales of new cars and light commercial vehicles in Russia **decreased by -2,1 %** compared with **December 2019** or by 3 490 sold units, and **amounted to 166 666 cars**, according to the AEB Automobile Manufacturers Committee (AEB AMC).

In 2020 new car and LCV sales **decreased by - 9,1%** or by **160 707** units in comparison with the previous year.
In January—December 1 598 825 cars were sold.

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

“The Year-end race with positive sales dynamics in September-November finished below expectations: new vehicle sales in December 2020 decreased by 2,1% vs. December 2019. The recent growth pushed by currency devaluation, post-lockdown effects and increased demand linked to awaited price adaptation has stopped and is followed by a more stable trend with lower market demand. With finally 1 598 825 passenger vehicles and LCVs, 2020 sales are even slightly higher than recent AEB AMC forecast, but still 9,1% below previous year. 2020 was another very challenging year for the Russian automotive business: only 4 months with new vehicle sales above previous year. Despite all difficulties, the sales dynamic 2020 makes Russia one of the best performers among the biggest automotive markets worldwide, and No. 4 in Europe. This year also demonstrates a quite robust position and long-term market commitment of the manufacturers and that governmental support is vital for a sustainable automotive business in Russia.

For 2021 we do not expect significant changes and forecast a market growth of 2,1%, which is only 33 000 more new passenger cars and LCVs, a total of 1 632 000 cars.”

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Attachments:

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

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR DECEMBER 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	December		
	2020	2019	%
(Avtovaz) Lada	40 768	35 702	14%
KIA	20 021	18 007	11%
Hyundai	16 354	14 681	11%
Renault	12 146	16 007	-24%
Škoda	9 702	9 173	6%
VW	9 323	9 785	-5%
Toyota	9 178	12 510	-27%
GAZ LCV*	8 850	8 649	2%
UAZ*	7 094	4 905	45%
Nissan	5 020	8 355	-40%
Mazda	3 014	3 525	-14%
Mitsubishi	2 688	3 446	-22%
Haval	2 502	2 270	10%
Lexus	2 399	2 837	-15%
Ford LCV*	2 357	1 627	45%
Chery	2 100	831	153%
Audi	1 942	1 844	5%
Geely	1 703	1 452	17%
Volvo	1 126	1 147	-2%
Datsun	924	2 159	-57%
Suzuki	878	1 197	-27%
Subaru	812	937	-13%
Land Rover	800	981	-18%
VW NFZ*	779	720	8%
Peugeot*	720	535	35%
Changan	642	619	4%
Porsche	605	593	2%
Citroën*	406	398	2%
Infiniti	236	231	2%
FAW	199	223	-11%
Cadillac	156	156	0%
Genesis	148	342	-57%
Honda	125	207	-40%
Cheryexeed	123	0	-
FIAT*	113	175	-35%
Jaguar	103	143	-28%
Lifan	103	137	-25%

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Iveco*	99	56	77%
Opel	88	13	577%
Isuzu*	73	115	-37%
Jeep	72	188	-62%
Chevrolet	54	1 503	-96%
DFM	52	165	-68%
Brilliance	40	20	100%
Foton*	21	10	110%
Chrysler	8	1	700%
Hyundai LCV*	0	25	-
Ford	0	181	-
Avtovaz (Niva)	0	1 302	-
HTM	-	20	-
SsangYong	-	0	-
Zotye	-	51	-
Total	166 666	170 156	-2,1%

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.

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-Renault-Nissan-Mitsubishi group under the AVTOVAZ brand.

Sales of CHERYXCEED brand are carried out since October 22, 2020 through official dealerships of the brand.

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY-DECEMBER 2020/2019

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

BRAND	January-December		
	2020	2019	%
Avtovaz (Lada)	343 512	362 356	-5%
KIA	201 727	225 901	-11%
Hyundai	163 244	178 809	-9%
Renault	128 408	144 989	-11%
VW	100 171	104 384	-4%
Škoda	94 632	88 609	7%
Toyota	91 598	103 597	-12%
Nissan	56 352	64 974	-13%
GAZ LCV*	51 169	63 910	-20%
BMW	42 721	41 520	3%
Mercedes-Benz	38 815	42 046	-8%
UAZ*	36 487	38 892	-6%
Mitsubishi	28 153	39 938	-30%
Mazda	26 392	30 576	-14%
Lexus	20 586	22 395	-8%

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Haval	17 381	12 284	41%
Geely	15 475	9 602	61%
Audi	15 247	16 333	-7%
Datsun	14 772	22 426	-34%
Ford LCV*	14 038	12 589	12%
Chery	11 452	6 358	80%
Avtovaz (Niva)	8 822	1 302	578%
Volvo	8 025	8 846	-9%
Suzuki	7 961	7 731	3%
Changan	7 102	2 805	153%
Land Rover	6 411	8 663	-26%
Subaru	6 240	7 686	-19%
Porsche	5 711	6 023	-5%
VW NFZ*	5 614	7 605	-26%
Peugeot	4 516	4 712	-4%
Citroën	3 257	3 266	0%
FAW	2 692	1 519	77%
MINI	2 540	2 524	1%
Infiniti	1 892	3 479	-46%
Mercedes-Benz Vans*	1 676	1 581	6%
Jeep	1 549	1 841	-16%
Honda	1 508	1 836	-18%
Cadillac	1 424	975	46%
Lifan	1 384	3 960	-65%
FIAT*	1 309	1 312	0%
Genesis	1 286	2 276	-43%
Jaguar	963	1 738	-45%
Isuzu*	961	831	16%
DFM	942	1 548	-39%
Opel	581	13	4369%
Chevrolet	558	21 821	-97%
Iveco*	415	427	-3%
Brilliance	253	266	-5%
Cheryxeed	226	0	-
Hyundai LCV*	197	315	-37%
Zotye	158	1 373	-88%
Foton*	135	189	-29%
Ford	93	17 717	-99%
smart	56	746	-92%
Chrysler	36	45	-20%
HTM	-	69	-
SsangYong	-	4	-
Total	1 598 825	1 759 532	-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.

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-Renault-Nissan-Mitsubishi group under the AVTOVAZ brand.

Sales of CHERYXEED brand are carried out since October 22, 2020 through official dealerships of the brand.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR DECEMBER 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	December					
	% Share			Volume		
	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	37,1	39,5	-2,4	61 782	67 202	-8,1%
AVTOVAZ (LADA)	24,5	21,0	3,5	40 768	35 702	14,2%
AVTOVAZ (NIVA)	0,0	0,8	-0,8	0	1 302	-
RENAULT	7,3	9,4	-2,1	12 146	16 007	-24,1%
NISSAN	3,0	4,9	-1,9	5 020	8 355	-39,9%
INFINITI	0,1	0,1	0,0	236	231	2,2%
DATSUN	0,6	1,3	-0,7	924	2 159	-57,2%
MITSUBISHI	1,6	2,0	-0,4	2 688	3 446	-22%
VW Group	13,0	12,6	0,4	21 746	21 522	1,0%
VOLKSWAGEN cars	5,6	5,8	-0,2	9 323	9 785	-4,7%
VOLKSWAGEN vans	0,5	0,4	0,1	779	720	8,2%
AUDI	1,2	1,1	0,1	1 942	1 844	5,3%
ŠKODA	5,8	5,4	0,4	9 702	9 173	5,8%
KIA	12,0	10,6	1,4	20 021	18 007	11,2%
HYUNDAI Group	9,9	8,8	1,1	16 502	15 023	9,8%
HYUNDAI	9,8	8,6	1,2	16 354	14 681	11,4%
GENESIS	0,1	0,2	-0,1	148	342	-56,7%
TOYOTA Group	6,9	9,0	-2,1	11 577	15 347	-24,6%
TOYOTA	5,5	7,4	-1,9	9 178	12 510	-26,6%
LEXUS	1,4	1,7	-0,3	2 399	2 837	-15,4%
GAZ LCV	5,3	5,1	0,2	8 850	8 649	2,3%
UAZ	4,3	2,9	1,4	7 094	4 905	44,6%
MAZDA	1,8	2,1	-0,3	3 014	3 525	-14,5%
HAVAL	1,5	1,3	0,2	2 502	2 270	10,2%
FORD LCV	1,4	1,0	0,4	2 357	1 627	44,9%
CHERY Group	1,3	0,5	0,8	2 223	831	167,5%
CHERY	1,3	0,5	0,8	2 100	831	152,7%
Cheryxeed	1,3	0,0	1,3	123	0	-
GEELY	1,0	0,9	0,1	1 703	1 452	17,3%
PSA PEUGEOT CITROËN OPEL	0,7	0,6	0,1	1 214	946	28,3%
PEUGEOT	0,4	0,3	0,1	720	535	34,6%
CITROËN	0,2	0,2	0,0	406	398	2,0%
OPEL	0,1	0,0	0,1	88	13	576,9%
VOLVO	0,7	0,7	0,0	1 126	1 147	-1,8%
JAGUAR LAND ROVER	0,5	0,7	-0,2	903	1 124	-19,7%
LAND ROVER	0,5	0,6	-0,1	800	981	-18,5%
JAGUAR	0,1	0,1	0,0	103	143	-28,0%
SUZUKI	0,5	0,7	-0,2	878	1 197	-26,6%
SUBARU	0,5	0,6	-0,1	812	937	-13,3%
CHANGAN	0,4	0,4	0,0	642	619	3,7%
PORSCHE	0,4	0,3	0,1	605	593	2,0%
GM Group	0,1	1,0	-0,9	210	1 659	-87,3%

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CHEVROLET	0,0	0,9	-0,9	54	1 503	-96,4%
CADILLAC	0,1	0,1	0,0	156	156	0,0%
FAW	0,1	0,1	0,0	199	223	-10,8%
FCA RUSSIA	0,1	0,2	-0,1	193	364	-47,0%
FIAT	0,1	0,1	0,0	113	175	-35,4%
CHRYSLER	0,0	0,0	0,0	8	1	700,0%
JEEP	0,0	0,1	-0,1	72	188	-61,7%
HONDA	0,1	0,1	0,0	125	207	-39,6%
LIFAN	0,1	0,1	0,0	103	137	-24,8%
IVECO	0,1	0,0	0,1	99	56	76,8%
ISUZU	0,0	0,1	-0,1	73	115	-36,5%
DFM	0,0	0,1	-0,1	52	165	-68,5%
BRILLIANCE	0,0	0,0	0,0	40	20	100,0%
FOTON	0,0	0,0	0,0	21	10	110,0%
HYUNDAI LCV	0,0	0,0	0,0	0	25	-
FORD	0,0	0,1	-0,1	0	181	-
ZOTYE	-	0,0	-	-	51	-
SSANGYONG	-	0,0	-	-	0	-
HTM	-	0,0	-	-	20	-
Total	100,0	100,0		166 666	170 156	-2,1%

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

SOLLERS Group	5,7	3,8	1,9	9 451	6 532	44,7%
SSANGYONG	-	0,0	-	-	0	-
Ford LCV	1,4	1,0	0,4	2 357	1 627	45%
UAZ	4,3	2,9	1,4	7 094	4 905	45%

NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY-DECEMBER 2020/2019

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

Brand / Group	January-December					
	% Share			Volume		
	2020	2019	YOY	2020	2019	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	36,4	36,3	0,1	581 911	639 464	-9,0%
AVTOVAZ (LADA)	21,5	20,6	0,9	343 512	362 356	-5,2%
AVTOVAZ (NIVA)	0,6	0,1	0,5	8 822	1 302	577,6%
RENAULT	8,0	8,2	-0,2	128 408	144 989	-11,4%
NISSAN	3,5	3,7	-0,2	56 352	64 974	-13,3%
INFINITI	0,1	0,2	-0,1	1 892	3 479	-45,6%
DATSUN	0,9	1,3	-0,4	14 772	22 426	-34,1%
MITSUBISHI	1,8	2,3	-0,5	28 153	39 938	-29,5%
VW Group	13,5	12,3	1,2	215 664	216 931	-0,6%
VOLKSWAGEN cars	6,3	5,9	0,4	100 171	104 384	-4,0%
VOLKSWAGEN vans	0,4	0,4	0,0	5 614	7 605	-26,2%
AUDI	1,0	0,9	0,1	15 247	16 333	-6,6%
ŠKODA	5,9	5,0	0,9	94 632	88 609	6,8%
KIA	12,6	12,8	-0,2	201 727	225 901	-10,7%
HYUNDAI Group	10,3	10,3	0,0	164 530	181 085	-9,1%
HYUNDAI	10,2	10,2	0,0	163 244	178 809	-8,7%
GENESIS	0,1	0,1	0,0	1 286	2 276	-43,5%
TOYOTA Group	7,0	7,2	-0,2	112 184	125 992	-11,0%
TOYOTA	5,7	5,9	-0,2	91 598	103 597	-11,6%
LEXUS	1,3	1,3	0,0	20 586	22 395	-8,1%
GAZ LCV	3,2	3,6	-0,4	51 169	63 910	-19,9%
BMW Group	2,8	2,5	0,3	45 261	44 044	2,8%
BMW	2,7	2,4	0,3	42 721	41 520	2,9%
MINI	0,2	0,1	0,1	2 540	2 524	0,6%
MERCEDES-BENZ	2,5	2,5	0,0	40 547	44 373	-8,6%
MERCEDES-BENZ cars	2,4	2,4	0,0	38 815	42 046	-7,7%
MERCEDES-BENZ vans	0,1	0,1	0,0	1 676	1 581	6,0%
smart	0,0	0,0	0,0	56	746	-92,5%
UAZ	2,3	2,2	0,1	36 487	38 892	-6,2%
MAZDA	1,7	1,7	0,0	26 392	30 576	-13,7%
HAVAL	1,1	0,7	0,4	17 381	12 284	41,5%
GEELY	1,0	0,5	0,5	15 475	9 602	61,2%
FORD LCV	0,9	0,7	0,2	14 038	12 589	11,5%
CHERY Group	0,7	0,4	0,3	11 678	6 358	83,7%
CHERY	0,7	0,4	0,3	11 452	6 358	80,1%
CHERYEXEED	0,0	0,0	0,0	226	0	-
PSA PEUGEOT CITROËN OPEL	0,5	0,5	0,0	8 354	7 991	4,5%
PEUGEOT	0,3	0,3	0,0	4 516	4 712	-4,2%
CITROËN	0,2	0,2	0,0	3 257	3 266	-0,3%
OPEL	0,0	0,0	0,0	581	13	4369,2%
VOLVO	0,5	0,5	0,0	8 025	8 846	-9,3%
SUZUKI	0,5	0,4	0,1	7 961	7 731	3,0%
JAGUAR LAND ROVER	0,5	0,6	-0,1	7 374	10 401	-29,1%
LAND ROVER	0,4	0,5	-0,1	6 411	8 663	-26,0%
JAGUAR	0,1	0,1	0,0	963	1 738	-44,6%

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CHANGAN	0,4	0,2	0,2	7 102	2 805	153,2%
SUBARU	0,4	0,4	0,0	6 240	7 686	-18,8%
PORSCHE	0,4	0,3	0,1	5 711	6 023	-5,2%
FCA RUSSIA	0,2	0,2	0,0	2 894	3 198	-9,5%
FIAT	0,1	0,1	0,0	1 309	1 312	-0,2%
CHRYSLER	0,0	0,0	0,0	36	45	-20,0%
JEEP	0,1	0,1	0,0	1 549	1 841	-15,9%
FAW	0,2	0,1	0,1	2 692	1 519	77,2%
GM Group	0,1	1,3	-1,2	1 982	22 796	-91,3%
CHEVROLET	0,0	1,2	-1,2	558	21 821	-97,4%
CADILLAC	0,1	0,1	0,0	1 424	975	46,1%
HONDA	0,1	0,1	0,0	1 508	1 836	-17,9%
LIFAN	0,1	0,2	-0,1	1 384	3 960	-65,1%
ISUZU	0,1	0,0	0,1	961	831	15,6%
DFM	0,1	0,1	0,0	942	1 548	-39,1%
IVECO	0,0	0,0	0,0	415	427	-2,8%
BRILLIANCE	0,0	0,0	0,0	253	266	-4,9%
HYUNDAI LCV	0,0	0,0	0,0	197	315	-37,5%
ZOTYE	0,0	0,1	-0,1	158	1 373	-88,5%
FOTON	0,0	0,0	0,0	135	189	-28,6%
FORD	0,0	1,0	-1,0	93	17 717	-99,5%
HTM	-	0,0	-	-	69	-
SSANGYONG	-	0,0	-	-	4	-
Total	100,0	100,0		1 598 825	1 759 532	-9,1%

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

SOLLERS Group	3,2	2,9	0,3	50 525	51 485	-1,9%
SSANGYONG	-	0,0	-	-	4	-
Ford LCV	0,9	0,7	0,2	14 038	12 589	12%
UAZ	2,3	2,2	0,1	36 487	38 892	-6%

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR DECEMBER 2020/2019 AND JANUARY – DECEMBER 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	December		
			2020	2019	YoY
1	Granta	Lada	14 406	14 571	-165
2	Vesta	Lada	11 193	10 958	235
3	Rio	KIA	10 186	6 669	3 517
4	Creta	Hyundai	7 059	5 439	1 620
5	Polo	VW	5 370	4 306	1 064
6	Solaris	Hyundai	5 347	4 377	970
7	Largus VP	Lada	4 860	4 091	769
8	Rapid PA II	Škoda	3 889	0	-
9	Duster	Renault	3 711	4 508	-797
10	RAV 4	Toyota	3 400	4 964	-1 564
11	Patriot	UAZ	3 183	2 421	762
12	Niva	Lada	3 043	0	-
13	4x4	Lada	2 886	2 679	207
14	Logan	Renault	2 831	3 855	-1 024
15	Tucson	Hyundai	2 829	1 984	845
16	Camry	Toyota	2 808	3 418	-610
17	Kodiaq	Škoda	2 790	2 635	155
18	Tiguan	VW	2 683	4 379	-1 696
19	Sportage	KIA	2 488	3 259	-771
20	Sandero	Renault	2 427	3 036	-609
21	X5	BMW	2 380	446	1 934
22	CX-5	Mazda	2 378	2 711	-333
23	Largus VU	Lada	2 064	812	1 252
24	XRAY	Lada	2 038	2 365	-327
25	K5	KIA	1 996	0	-

#	MODEL	BRAND	January-December		
			2020	2019	YoY
1	Granta	Lada	126 112	135 831	-9 719
2	Vesta	Lada	107 281	111 459	-4 178
3	Rio	KIA	88 064	92 475	-4 411
4	Creta	Hyundai	73 537	71 487	2 050
5	Polo	VW	58 455	56 102	2 353
6	Solaris	Hyundai	49 280	58 682	-9 402
7	Largus VP	Lada	37 166	43 123	-5 957
8	RAV 4	Toyota	36 433	30 627	5 806
9	Tiguan	VW	32 982	37 242	-4 260
10	Logan	Renault	32 628	35 391	-2 763
11	Duster	Renault	31 640	39 031	-7 391
12	4x4	Lada	29 089	31 923	-2 834
13	Sportage	KIA	28 190	34 370	-6 180
14	Camry	Toyota	27 373	34 017	-6 644
15	Rapid PA II	Škoda	26 267	0	-
16	Sandero	Renault	26 038	30 496	-4 458
17	Qashqai	Nissan	22 110	25 158	-3 048
18	Tucson	Hyundai	22 107	22 753	-646
19	Octavia A7	Škoda	21 622	27 161	-5 539
20	Kodiaq	Škoda	20 578	25 069	-4 491
21	Kaptur	Renault	20 284	25 799	-5 515
22	X-Trail	Nissan	20 237	20 915	-678
23	CX-5	Mazda	20 033	22 565	-2 532
24	XRAY	Lada	19 286	28 967	-9 681
25	Outlander	Mitsubishi	17 836	23 894	-6 058

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 December 2020 and December 2019 is not shown in this press-release.

The 2020 market results tables contain data on all brands, including BMW, MINI Mercedes-Benz, smart, Mercedes-Benz Vans brands.