



PRESS-RELEASE

16 NOVEMBER 2022

AUTOMOBILE MARKET OF RUSSIA IN OCTOBER AND JANUARY-OCTOBER 2022 PASSENGER CARS, LIGHT COMMERCIAL VEHICLES AND PICKUPS

In October 2022, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 59.6% year-on-year to 51 177 vehicles. In January-October 2022, the total sales were 578 655 vehicles, down 57.7% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 45 419 units in October 2022, down 60.4% YOY; 514 787 units in January-October 2022, down 58.9% YOY. Among them electric vehicles – 294 units in October 2022, up 61.5% YOY; 1 924 units in January-October 2022, up 26.7% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 5 083 units in October 2022, down 54.3% YOY; 57 971 units in January-October 2022, down 45.4% YOY.
- Pickups – 675 units in October 2022, down 33.4% YOY; 5 897 units in January-October 2022, down 30.1% YOY.

* without sales to military, law enforcement and diplomatic agencies in RF

COMMENT:

Alexander Kovrigin, Deputy Managing Director of ASM Holding, commented:

Sales of passenger cars on the Russian market fell by 60.4% in October 2022, while the market has declined by 58.9% in the first ten months. A decrease of the 2022 annual sales may amount to 55%, given suspension of car output in Russia by many foreign automobile manufacturers.

In October, we noted a 33.4% decline of new pickup sales, and In January-October 2022 pickup sales declined by 30.1%.

Sales in the segment of light commercial vehicles fell by 54.3% in October, while the market decline in January-October 2022 was by 45.4%. We expect the full-year result of LCV sales with a decline within 40% year-on-year.

These annual forecasts are achievable provided that the Government of Russia implements proposals submitted by ASM Holding and other companies aimed to stabilize work of the Russian auto industry in conditions of the unprecedented foreign sanctions.

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PASSENGER CARS

Sales of new passenger cars in Russia in October and 10 months 2022 by brand

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
LADA	17 173	22 031	134 874	286 133	-22,1	-52,9
KIA	3 329	15 953	60 651	168 053	-79,1	-63,9
HYUNDAI	3 571	12 526	51 555	132 138	-71,5	-61,0
RENAULT	1 478	6 721	38 423	105 527	-78,0	-63,6
CHERY	4 006	4 697	25 821	33 920	-14,7	-23,9
HAVAL	4 346	3 921	25 371	27 527	10,8	-7,8
TOYOTA	1 260	8 767	25 311	74 876	-85,6	-66,2
SKODA	507	5 461	19 307	75 510	-90,7	-74,4
VOLKSWAGEN	741	5 401	18 132	74 958	-86,3	-75,8
GEELY	2 562	2 774	17 955	19 467	-7,6	-7,8
NISSAN	441	3 985	15 519	38 771	-88,9	-60,0
MITSUBISHI	725	2 633	10 274	18 909	-72,5	-45,7
BMW	266	4 217	9 876	38 468	-93,7	-74,3
MERCEDES	408	2 901	9 628	32 849	-85,9	-70,7
MAZDA	418	2 342	9 466	23 079	-82,2	-59,0
EXEED	1 218	0	6 537	0		
UAZ	645	1 514	5 712	10 442	-57,4	-45,3
AUDI	158	1 231	3 769	14 558	-87,2	-74,1
LEXUS	207	1 488	3 177	16 955	-86,1	-81,3
CHEVROLET	248	697	2 383	4 401	-64,4	-45,9
GENESIS	130	334	2 025	2 576	-61,1	-21,4
SUZUKI	73	650	1 919	7 869	-88,8	-75,6
VOLVO	46	1 157	1 840	7 978	-96,0	-76,9
CHANGAN	223	190	1 827	3 356	17,4	-45,6
PORSCHE	73	371	1 763	4 795	-80,3	-63,2
LAND ROVER	88	523	1 607	5 225	-83,2	-69,2
SUBARU	88	384	1 418	5 265	-77,1	-73,1
FAW	166	208	959	1 926	-20,2	-50,2
INFINITI	33	104	925	1 565	-68,3	-40,9
TESLA	94	77	827	431	22,1	91,9
JEEP	78	89	794	1 314	-12,4	-39,6
MINI	11	136	694	2 223	-91,9	-68,8
HONDA	66	138	622	1 275	-52,2	-51,2
JAC	231	78	572	946	196,2	-39,5
CADILLAC	37	185	385	1 997	-80,0	-80,7
GAC	36	115	382	631	-68,7	-39,5
CITROEN	5	125	368	742	-96,0	-50,4
PEUGEOT	11	102	367	1 179	-89,2	-68,9
FORD	39	12	261	186	225,0	40,3
DFSK	31	13	216	61	138,5	254,1
JAGUAR	4	27	163	456	-85,2	-64,3



PASSENGER CARS

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
DODGE	12	10	135	73	20,0	84,9
OPEL	8	52	127	346	-84,6	-63,3
ISUZU	3	0	116	1		11 500,0
ROLLS ROYCE	3	26	87	214	-88,5	-59,3
BENTLEY	6	38	81	307	-84,2	-73,6
MASERATI	7	0	70	5		1 300,0
BYD	20	2	69	15	900,0	360,0
AURUS	4	4	49	13	0,0	276,9
FERRARI	2	5	33	46	-60,0	-28,3
LAMBORGHINI	4	12	30	162	-66,7	-81,5
ACURA	9	3	29	9	200,0	222,2
HONGQI	5	0	26	0		
FIAT	0	17	23	301	-100,0	-92,4
GMC	5	2	20	18	150,0	11,1
LINCOLN	3	2	19	15	50,0	26,7
BUICK	3	1	16	5	200,0	220,0
SKYWELL	2	0	16	0		
XIAOPENG	5	1	15	4	400,0	275,0
LI XIANG	4	0	13	1		1 200,0
DAIHATSU	4	1	12	16	300,0	-25,0
EVOLUTE	11	0	11	0		
ALFA ROMEO	2	1	10	2	100,0	400,0
SSANGYONG	3	0	9	0		
DAEWOO	3	0	8	0		
HOZON	2	0	8	0		
POLESTAR	6	0	8	1		700,0
VOYAH	4	0	8	0		
SMART	0	2	7	11	-100,0	-36,4
ASTON MARTIN	1	5	6	37	-80,0	-83,8
WELTMEISTER	0	0	6	1		500,0
CHRYSLER	0	0	5	6		-16,7
DATSUN	0	8	5	1 010	-100,0	-99,5
DACIA	2	0	4	0		
DONGFENG	0	2	4	14	-100,0	-71,4
ALPINA	1	0	3	0		
GAZ	0	0	3	1		200,0
APAL	0	0	2	0		
MCLAREN	0	0	2	1		100,0
SIMING	0	0	2	0		
SMA	0	0	2	0		
YEMA	0	0	2	0		
BAW	1	0	1	0		
CUPRA	1	0	1	0		
LEAPMOTOR	1	0	1	1		0,0



PASSENGER CARS

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MG	0	0	1	0		
ORA	0	1	1	2	-100,0	-50,0
RAVON	0	104	1	544	-100,0	-99,8
SAMSUNG	1	0	1	2		-50,0
WEY	1	0	1	0		
WULING	0	0	1	0		
BAIC	0	0	0	2		-100,0
BRILLIANCE	0	2	0	100	-100,0	-100,0
FOTON	0	0	0	41		-100,0
LIFAN	0	0	0	327		-100,0
LONDON TAXIS	0	0	0	1		-100,0
TAGAZ	0	0	0	1		-100,0
ZOTYE	0	0	0	16		-100,0
TOTAL	45 419	114 579	514 787	1 252 209	-60,4	-58,9
TOTAL Russian brands	17 822	23 549	140 640	296 590	-24,3	-52,6
TOTAL foreign brands	27 597	91 030	374 147	955 619	-69,7	-60,8

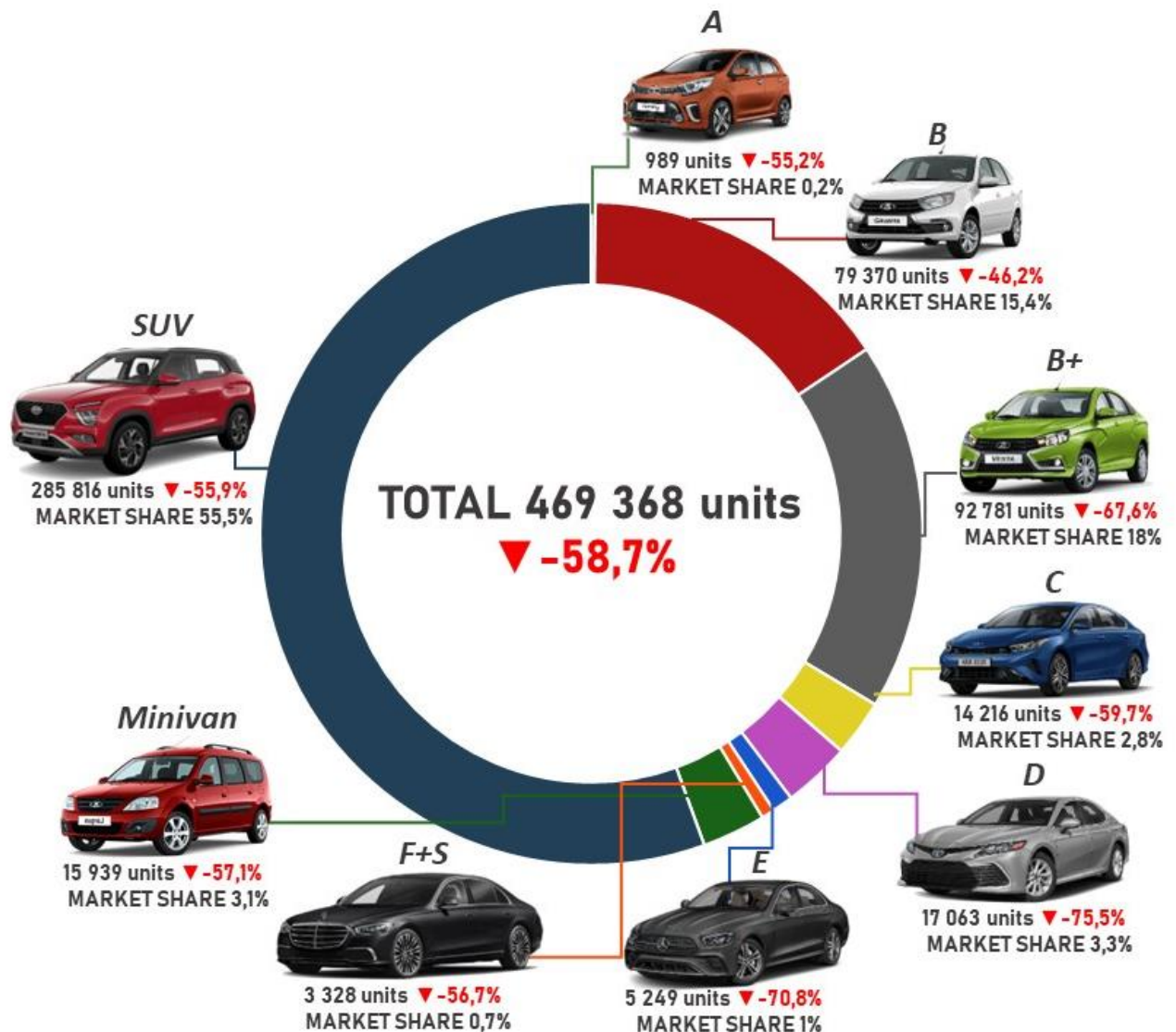


PASSENGER CARS

Sales of new passenger cars in Russia in October and 10 months 2022 by class

Class	October 2022	October 2021	10 months 2022	10 months 2021	Market share October 2022, %	Market share 10 months 2022, %	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
A	106	291	989	2 209	0,2	0,2	-63,6	-55,2
B	11 832	9 622	79 370	147 609	26,1	15,4	23,0	-46,2
B+	3 136	27 633	92 781	286 060	6,9	18,0	-88,7	-67,6
C	1 130	3 207	14 216	35 312	2,5	2,8	-64,8	-59,7
D	1 123	7 083	17 063	69 540	2,5	3,3	-84,2	-75,5
E	192	1 421	5 249	18 001	0,4	1,0	-86,5	-70,8
F+S	223	535	3 328	7 687	0,5	0,7	-58,3	-56,7
Minivan	754	3 236	15 939	37 111	1,7	3,1	-76,7	-57,1
SUV	26 922	61 548	285 816	648 627	59,3	55,5	-56,3	-55,9
Not identified	1	3	36	53	0,0	0,0	-66,7	-32,1
TOTAL	45 419	114 579	514 787	1 252 209	100,0	100,0	-60,4	-58,9

10 months 2022





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in October and 10 months 2022

Rank	Model	Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
1	GRANTA*	LADA	10 991	6 222	63 334	99 231	76,6	-36,2
2	VESTA	LADA	1 314	9 213	30 013	91 945	-85,7	-67,4
3	RIO	KIA	486	6 696	23 296	66 523	-92,7	-65,0
4	SOLARIS	HYUNDAI	463	4 949	18 105	48 590	-90,6	-62,7
5	CRETA	HYUNDAI	606	4 527	17 711	54 425	-86,6	-67,5
6	JOLION	HAVAL	3 056	1 337	14 153	4 533	128,6	212,2
7	DUSTER	RENAULT	269	2 048	13 063	31 935	-86,9	-59,1
8	LARGUS	LADA	494	2 671	12 607	33 155	-81,5	-62,0
9	2123 NIVA	LADA 4x4	2 233	1 628	12 535	21 021	37,2	-40,4
10	TIGGO 7 PRO	CHERY	2 214	2 056	11 524	7 615	7,7	51,3
11	POLO	VOLKSWAGEN	495	3 271	11 063	41 207	-84,9	-73,2
12	2121 NIVA	LADA 4x4	1 918	628	9 769	15 817	205,4	-38,2
13	RAV4	TOYOTA	209	3 506	9 464	29 914	-94,0	-68,4
14	LOGAN	RENAULT	510	1 745	9 423	25 165	-70,8	-62,6
15	RAPID	SKODA	288	3 164	9 213	35 637	-90,9	-74,1
16	COOLRAY	GEELY	1 419	1 230	8 468	9 034	15,4	-6,3
17	SELTO	KIA	439	1 199	8 260	13 673	-63,4	-39,6
18	SPORTAGE	KIA	733	1 638	7 757	21 293	-55,3	-63,6
19	CAMRY	TOYOTA	231	2 806	7 200	24 846	-91,8	-71,0
20	CX-5	MAZDA	332	1 693	7 080	15 228	-80,4	-53,5
21	QASHQAI	NISSAN	208	1 587	6 818	14 856	-86,9	-54,1
22	TIGGO 4	CHERY	777	1 729	5 963	7 810	-55,1	-23,6
23	TUCSON	HYUNDAI	875	1 606	5 770	8 086	-45,5	-28,6
24	SANDERO	RENAULT	311	1 415	5 756	19 216	-78,0	-70,0
25	X-TRAIL	NISSAN	134	1 694	5 705	14 003	-92,1	-59,3

10 months 2022

LADA GRANTA*

63 334 units **-36,2%**

* GRANTA 2190+2191+2192+2194

LADA VESTA

30 013 units **-67,4%**



KIA RIO

23 296 units **-65%**





PASSENGER CARS

Sales of new electric cars in Russia in October and 10 months 2022 by brand

Brand / electric cars	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
AUDI	21	2	77	17	-6,9	-21,3
BAIC	0	0	0	2		-100,0
BMW	21	2	77	15	88,9	34,0
BYD	20	2	69	15	900,0	360,0
CHANGAN	0	0	1	0		
CHERY	1	0	7	0		
CHEVROLET	0	2	5	2	-100,0	-12,5
CITROEN	0	0	1	0		
DONGFENG	0	2	4	2	-100,0	100,0
FIAT	0	1	2	2	-100,0	0,0
FORD	1	0	24	0		
GAC	25	21	171	167		
HONDA	18	21	137	167	50,0	900,0
HONGQI	5	0	26	0		
HOZON	2	0	8	0		
HYUNDA	6	14	64	111	-44,4	42,9
JAC	5	7	39	56		-21,4
JAGUAR	1	7	25	55	-85,7	-54,5
KIA	4	0	14	1	0,0	133,3
LI XIANG	4	0	13	1		1200,0
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MERCEDES	5	20	36	100	500,0	258,3
MG	0	0	1	0		
NISSAN	5	19	34	98	-73,7	-65,3
ORA	0	1	1	2	-100,0	-50,0
PEUGEOT	0	0	0	3		-100,0
PORSCHE	8	19	180	470	-57,9	-61,7
SIMING	0	0	2	0		
SKYWELL	2	0	16	0		
TESLA	94	77	827	431	22,1	91,9
VOLKSWAGEN	9	1	32	5		5150,0
VOYAH	4	0	8	0		
WELTMEISTER	0	0	6	1		500,0
WULING	0	0	1	0		
XIAOPENG	5	1	15	4	400,0	275,0
YEMA	0	0	2	0		
TOTAL	294	182	1924	1519	61,5	26,7
TOTAL Russian brands						
TOTAL foreign brands	294	182	1 924	1 519	61,5	26,7

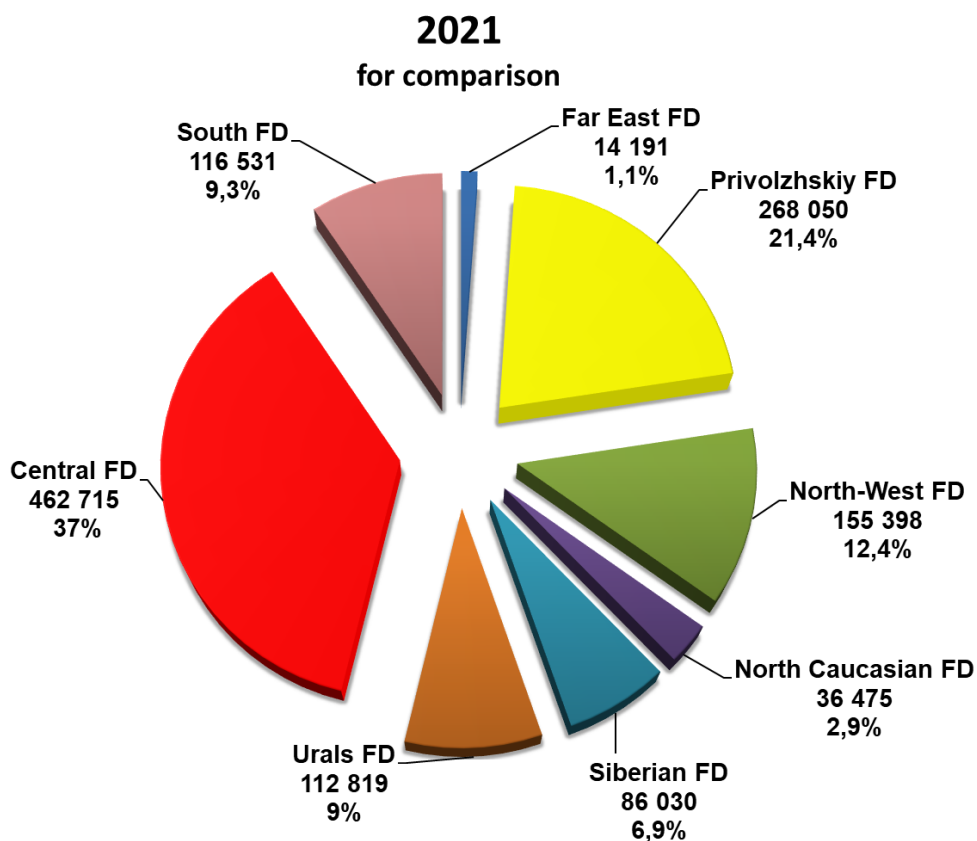
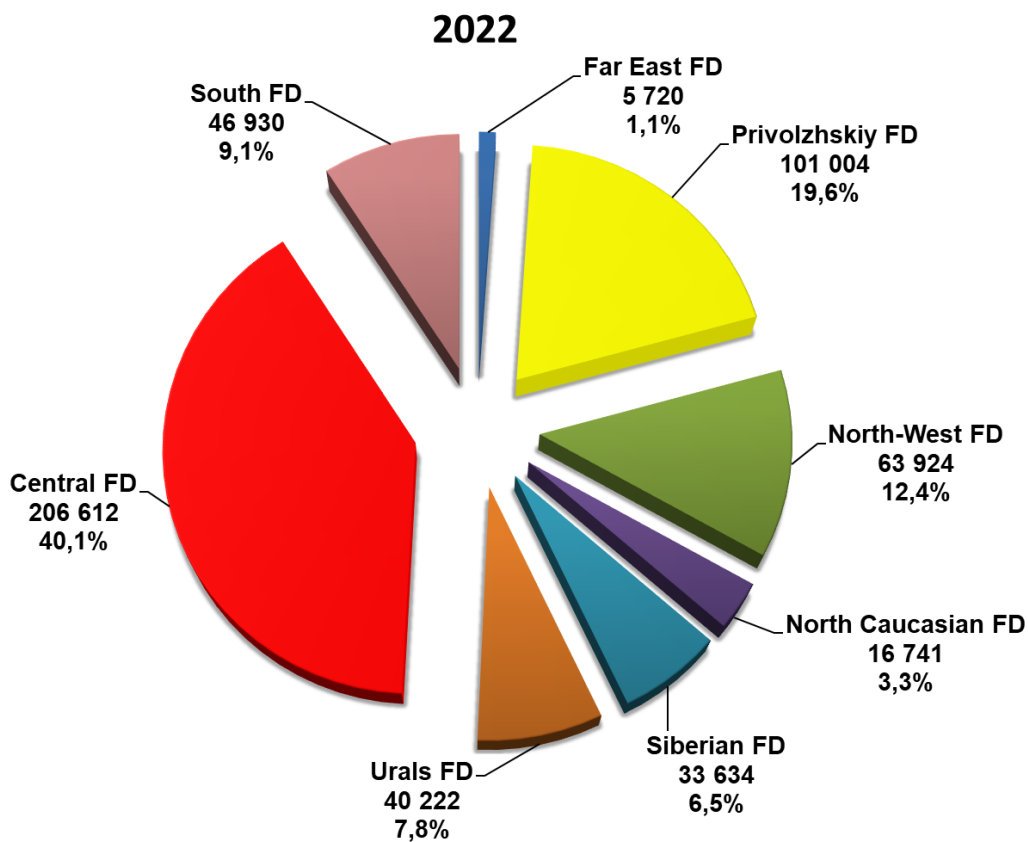
10 months 2022





PASSENGER CARS

Structure of new car sales in Russia in 10 months 2022 by Federal District





LIGHT COMMERCIAL VEHICLES

Sales of new light commercial vehicles in Russia
Including light trucks (N1 category) and minibuses (M2 category)
in October and 10 months 2022 by brand (without pickups)

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
GAZ	2 784	5 025	28 490	43 931	-44,6	-35,1
UAZ	1 235	1 218	9 856	13 044	1,4	-24,4
FORD	240	1 814	6 618	15 902	-86,8	-58,4
LADA	391	870	5 448	11 400	-55,1	-52,2
PEUGEOT	88	646	2 061	5 495	-86,4	-62,5
CITROEN	60	399	1 526	3 511	-85,0	-56,5
VOLKSWAGEN	39	291	1 228	4 234	-86,6	-71,0
MERCEDES	85	211	848	2 769	-59,7	-69,4
OPEL	37	162	569	1 263	-77,2	-54,9
IVECO	21	123	383	828	-82,9	-53,7
HYUNDAI	12	188	325	1 698	-93,6	-80,9
FIAT	3	69	173	731	-95,7	-76,3
TOYOTA	8	56	137	341	-85,7	-59,8
RENAULT	9	38	112	749	-76,3	-85,0
JAC	49	3	82	65	1 533,3	26,2
KIA	9	6	53	77	50,0	-31,2
MITSUBISHI	3	0	21	10		110,0
BAW	1	0	12	0		
NISSAN	1	2	7	13	-50,0	-46,2
DAIHATSU	1	1	5	9	0,0	-44,4
SUZUKI	4	0	5	3		66,7
ASHOK LEYLAND	0	0	3	0		
GMC	0	1	3	3	-100,0	0,0
DFSK	0	0	2	0		
MAN	2	0	2	0		
DAEWOO	1	0	1	0		
MAZ	0	0	1	0		
HONDA	0	0	0	1		-100,0
RUSTRAK	0	0	0	2		-100,0
TAGAZ	0	0	0	11		-100,0
YUEJIN	0	0	0	3		-100,0
TOTAL	5 083	11 123	57 971	106 093	-54,3	-45,4
TOTAL Russian brands	4 410	7 113	43 794	68 388	-38,0	-36,0
TOTAL foreign brands	673	4 010	14 177	37 705	-83,2	-62,4



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in October and 10 months 2022 (without pickups)

Rank	Model	Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
1	GAZelle NEXT	GAZ	1 651	3 040	16 609	24 534	-45,7	-32,3
2	TRANSIT	FORD	240	1 813	6 616	15 893	-86,8	-58,4
3	3302 GAZelle	GAZ	498	850	5 071	8 866	-41,4	-42,8
4	3909	UAZ	606	483	4 806	5 673	25,5	-15,3
5	LARGUS FURGON	LADA	225	781	4 322	9 540	-71,2	-54,7
6	2752 SOBOL	GAZ	317	526	3 594	5 192	-39,7	-30,8
7	PROFI	UAZ	212	238	2 019	2 159	-10,9	-6,5
8	2310 SOBOL	GAZ	132	147	1 345	1 332	-10,2	1,0
9	2349 WIS	LADA	162	79	948	1 600	105,1	-40,8
10	2206	UAZ	171	110	929	1 593	55,5	-41,7
11	3741	UAZ	135	75	918	1 441	80,0	-36,3
12	2217 SOBOL	GAZ	67	318	756	1 195	-78,9	-36,7
13	TRAVELLER	PEUGEOT	32	220	747	2 103	-85,5	-64,5
14	3962	UAZ	52	164	736	887	-68,3	-17,0
15	3221 GAZelle	GAZ	67	111	638	1 393	-39,6	-54,2
16	PARTNER	PEUGEOT	21	127	599	1 217	-83,5	-50,8
17	SPRINTER	SPRINTER	29	92	508	1 008	-68,5	-49,6
18	2705 GAZelle	GAZ	52	33	477	1 418	57,6	-66,4
19	CARAVELLE	VOLKSWAGEN	6	140	429	2 066	-95,7	-79,2
20	SPACE TOURER	CITROEN	19	134	419	1 235	-85,8	-66,1
21	JUMPER	CITROEN	12	52	384	718	-76,9	-46,5
22	DAILY	IVECO	21	123	383	828	-82,9	-53,7
23	EXPERT	PEUGEOT	15	161	372	1 240	-90,7	-70,0
24	BERLINGO	CITROEN	16	94	368	545	-83,0	-32,5
25	JUMPY	CITROEN	13	119	355	1 013	-89,1	-65,0

10 months 2022

FORD TRANSIT
6 616 units **-58,4%**



GAZelle NEXT
16 609 units **-32,3%**



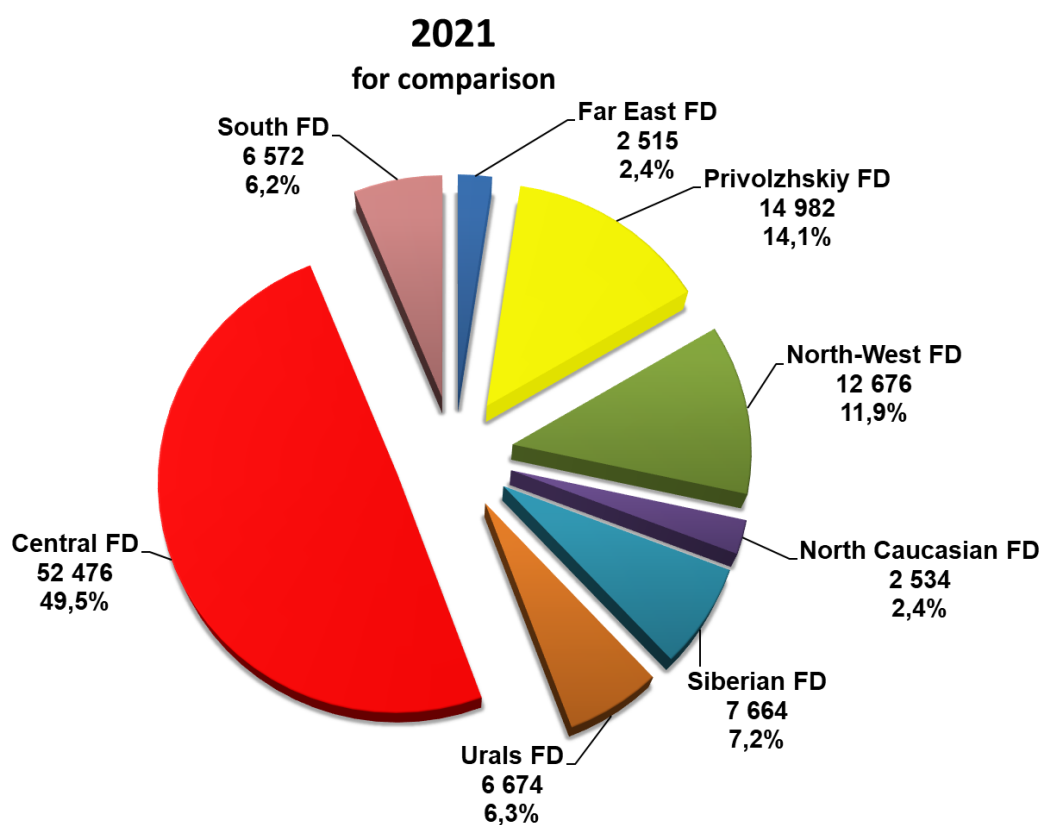
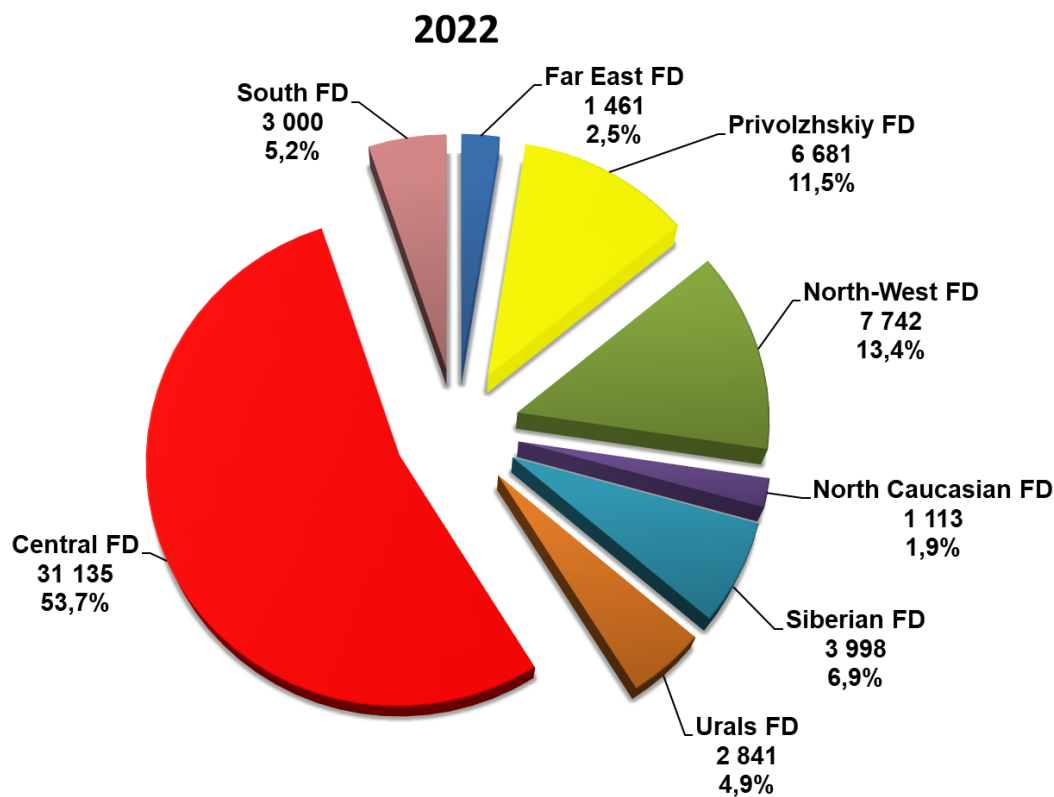
GAZelle 3302
5 071 units **-42,8%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 10 months 2022 by Federal District





PICKUPS

Sales of new pickups in Russia in October and 10 months 2022 by brand

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
UAZ	166	236	1 585	2 353	-29,7	-32,6
TOYOTA	101	277	1 253	2 213	-63,5	-43,4
MITSUBISHI	72	214	884	1 653	-66,4	-46,5
GREAT WALL	187	161	831	1 072	16,1	-22,5
JAC	56	65	531	461	-13,8	15,2
RAM	65	45	486	319	44,4	52,4
ISUZU	3	13	158	267	-76,9	-40,8
FORD	14	2	89	41	600,0	117,1
DONGFENG	6	0	46	0		
JEEP	2	0	22	2		1 000,0
CHEVROLET	1	0	6	5		20,0
GMC	1	1	4	9	0,0	-55,6
FOTON	1	0	1	0		
NISSAN	0	0	1	0		
VOLKSWAGEN	0	0	0	45		-100,0
TOTAL	675	1 014	5 897	8 440	-33,4	-30,1
TOTAL Russian brands	166	236	1 585	2 353	-29,7	-32,6
TOTAL foreign brands	509	778	4 312	6 087	-34,6	-29,2



PICKUPS

Top 15 model ranking of new pickup sales in Russia in October and 10 months 2022

Rank	Model	Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
1	2363 PICKUP	UAZ	166	236	1 585	2 353	-29,7	-32,6
2	HILUX	TOYOTA	83	271	1 167	2 148	-69,4	-45,7
3	L200	MITSUBISHI	72	214	884	1 653	-66,4	-46,5
4	POER	GREAT WALL	120	50	565	277	140,0	104,0
5	T6	JAC	49	65	506	456	-24,6	11,0
6	RAM	PICKUP	65	45	486	319	44,4	52,4
7	WINGLE	GREAT WALL	67	111	266	795	-39,6	-66,5
8	D-MAX	ISUZU	3	13	158	267	-76,9	-40,8
9	F-SERIES	FORD	11	2	85	41	450,0	107,3
10	TUNDRA	TOYOTA	17	6	83	64	183,3	29,7
11	ZNA	DONGFENG	6	0	46	0		
12	RENI HFC 1027	JAC	7	0	25	5		400,0
13	GLADIATOR	JEEP	2	0	22	2		1 000,0
14	SILVERADO	CHEVROLET	0	0	4	5		-20,0
15	RANGER	FORD	3	0	4	0		

10 months 2022

UAZ 2363 PICKUP
1 585 units **-32,6%**

TOYOTA HILUX
1 167 units **-45,7%**

MITSUBISHI L200
884 units **-46,5%**





PICKUPS

Structure of sales of new pickups in Russia 10 months 2022 by Federal District

