



PRESS-RELEASE

14 DECEMBER 2022

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

In November 2022, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 44.2% year-on-year to 61 302 vehicles. In January-November 2022, the total sales were 639 968 vehicles, down 56.7% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 54 190 units in November 2022, down 44.9% YOY; 568 977 units in January-November 2022, down 57.9% YOY. Among them electric vehicles – 394 units in November 2022, up 46.5% YOY; 2 329 units in January-November 2022, up 30.3% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 6 197 units in November 2022, down 43.3% YOY; 64 179 units in January-November 2022, down 45.2% YOY.
- Pickups – 915 units in November 2022, up 33.6% YOY; 6 812 units in January-November 2022, down 25.3% 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 44.9% in November 2022, while the market has declined by 57.9% in the first eleven 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 November, we noted a 33.6% growth of new pickup sales, while In January-November 2022 pickup sales declined by 25.3%.

Sales in the segment of light commercial vehicles fell by 43.3% in November, while the market decline in January-November 2022 was by 45.2%. We expect the full-year result of LCV sales with a decline within 40% year-on-year.

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PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2022 by brand

| Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| LADA | 21 189 | 20 498 | 156 063 | 306 631 | 3,4 | -49,1 |
| KIA | 4 084 | 11 583 | 64 735 | 179 636 | -64,7 | -64,0 |
| HYUNDAI | 3 542 | 9 949 | 55 097 | 142 087 | -64,4 | -61,2 |
| RENAULT | 1 238 | 9 177 | 39 661 | 114 704 | -86,5 | -65,4 |
| CHERY | 5 689 | 3 317 | 31 510 | 37 237 | 71,5 | -15,4 |
| HAVAL | 4 528 | 3 866 | 29 899 | 31 393 | 17,1 | -4,8 |
| TOYOTA | 1 303 | 7 004 | 26 614 | 81 880 | -81,4 | -67,5 |
| GEELY | 3 463 | 2 323 | 21 418 | 21 790 | 49,1 | -1,7 |
| SKODA | 594 | 4 145 | 19 901 | 79 655 | -85,7 | -75,0 |
| VOLKSWAGEN | 683 | 3 972 | 18 815 | 78 930 | -82,8 | -76,2 |
| NISSAN | 396 | 4 085 | 15 915 | 42 856 | -90,3 | -62,9 |
| MITSUBISHI | 835 | 2 264 | 11 109 | 21 173 | -63,1 | -47,5 |
| BMW | 372 | 3 474 | 10 248 | 41 942 | -89,3 | -75,6 |
| MERCEDES | 510 | 2 739 | 10 138 | 35 588 | -81,4 | -71,5 |
| MAZDA | 484 | 1 996 | 9 950 | 25 075 | -75,8 | -60,3 |
| EXEED | 1 665 | 0 | 8 202 | 0 | | |
| UAZ | 746 | 1 307 | 6 458 | 11 749 | -42,9 | -45,0 |
| AUDI | 219 | 616 | 3 988 | 15 174 | -64,4 | -73,7 |
| LEXUS | 243 | 1 008 | 3 420 | 17 963 | -75,9 | -81,0 |
| CHEVROLET | 255 | 637 | 2 638 | 5 038 | -60,0 | -47,6 |
| GENESIS | 189 | 462 | 2 214 | 3 038 | -59,1 | -27,1 |
| CHANGAN | 285 | 250 | 2 112 | 3 606 | 14,0 | -41,4 |
| SUZUKI | 91 | 470 | 2 010 | 8 339 | -80,6 | -75,9 |
| VOLVO | 57 | 542 | 1 897 | 8 520 | -89,5 | -77,7 |
| PORSCHE | 96 | 395 | 1 859 | 5 190 | -75,7 | -64,2 |
| LAND ROVER | 111 | 401 | 1 718 | 5 626 | -72,3 | -69,5 |
| SUBARU | 142 | 250 | 1 560 | 5 515 | -43,2 | -71,7 |
| FAW | 169 | 156 | 1 128 | 2 082 | 8,3 | -45,8 |
| INFINITI | 56 | 77 | 981 | 1 642 | -27,3 | -40,3 |
| TESLA | 101 | 144 | 928 | 575 | -29,9 | 61,4 |
| JEEP | 77 | 93 | 871 | 1 407 | -17,2 | -38,1 |
| JAC | 283 | 140 | 855 | 1 086 | 102,1 | -21,3 |
| MINI | 11 | 122 | 705 | 2 345 | -91,0 | -69,9 |
| HONDA | 61 | 116 | 683 | 1 391 | -47,4 | -50,9 |
| CADILLAC | 49 | 99 | 434 | 2 096 | -50,5 | -79,3 |
| GAC | 39 | 135 | 421 | 766 | -71,1 | -45,0 |
| CITROEN | 17 | 98 | 385 | 840 | -82,7 | -54,2 |
| PEUGEOT | 11 | 109 | 378 | 1 288 | -89,9 | -70,7 |
| FORD | 37 | 24 | 298 | 210 | 54,2 | 41,9 |
| DFSK | 27 | 20 | 243 | 81 | 35,0 | 200,0 |
| JAGUAR | 9 | 34 | 172 | 490 | -73,5 | -64,9 |



PASSENGER CARS

| Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|--------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| DODGE | 20 | 9 | 155 | 82 | 122,2 | 89,0 |
| OPEL | 1 | 34 | 128 | 380 | -97,1 | -66,3 |
| ISUZU | 3 | 0 | 119 | 1 | | 11 800,0 |
| ROLLS ROYCE | 9 | 26 | 96 | 240 | -65,4 | -60,0 |
| BENTLEY | 10 | 14 | 91 | 321 | -28,6 | -71,7 |
| BYD | 22 | 4 | 91 | 19 | 450,0 | 378,9 |
| EVOLUTE | 79 | 0 | 90 | 0 | | |
| MASERATI | 4 | 0 | 74 | 5 | | 1 380,0 |
| AURUS | 5 | 3 | 54 | 16 | 66,7 | 237,5 |
| LAMBORGHINI | 6 | 9 | 36 | 171 | -33,3 | -78,9 |
| ACURA | 6 | 1 | 35 | 10 | 500,0 | 250,0 |
| FERRARI | 1 | 1 | 34 | 47 | 0,0 | -27,7 |
| HONGQI | 8 | 0 | 34 | 0 | | |
| FIAT | 2 | 16 | 25 | 317 | -87,5 | -92,1 |
| GMC | 5 | 0 | 25 | 18 | | 38,9 |
| BUICK | 6 | 2 | 22 | 7 | 200,0 | 214,3 |
| LI XIANG | 7 | 0 | 20 | 1 | | 1 900,0 |
| LINCOLN | 1 | 5 | 20 | 20 | -80,0 | 0,0 |
| XIAOPENG | 2 | 1 | 17 | 5 | 100,0 | 240,0 |
| DAIHATSU | 4 | 0 | 16 | 16 | | 0,0 |
| SKYWELL | 0 | 0 | 16 | 0 | | |
| SSANGYONG | 6 | 0 | 15 | 0 | | |
| VOYAH | 7 | 0 | 15 | 0 | | |
| ALFA ROMEO | 1 | 0 | 11 | 2 | | 450,0 |
| HOZON | 1 | 0 | 9 | 0 | | |
| SMART | 2 | 1 | 9 | 12 | 100,0 | -25,0 |
| DAEWOO | 0 | 0 | 8 | 0 | | |
| POLESTAR | 0 | 0 | 8 | 1 | | 700,0 |
| ASTON MARTIN | 0 | 6 | 6 | 43 | -100,0 | -86,0 |
| CHRYSLER | 1 | 1 | 6 | 7 | 0,0 | -14,3 |
| DATSUN | 1 | 2 | 6 | 1 012 | -50,0 | -99,4 |
| WELTMEISTER | 0 | 0 | 6 | 1 | | 500,0 |
| DONGFENG | 1 | 1 | 5 | 15 | 0,0 | -66,7 |
| ALPINA | 1 | 0 | 4 | 0 | | |
| DACIA | 0 | 0 | 4 | 0 | | |
| APAL | 1 | 0 | 3 | 0 | | |
| GAZ | 0 | 0 | 3 | 1 | | 200,0 |
| LEAPMOTOR | 2 | 0 | 3 | 1 | | 200,0 |
| ORA | 2 | 0 | 3 | 2 | | 50,0 |
| SOKON | 3 | 0 | 3 | 0 | | |
| HUAWEI | 2 | 0 | 2 | 0 | | |
| MCLAREN | 0 | 0 | 2 | 1 | | 100,0 |
| MG | 1 | 0 | 2 | 0 | | |
| SIMING | 0 | 0 | 2 | 0 | | |



PASSENGER CARS

| Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|-----------------------------|---------------|---------------|----------------|------------------|---------------------------------|----------------------------------|
| SMA | 0 | 0 | 2 | 0 | | |
| YEMA | 0 | 0 | 2 | 0 | | |
| BAW | 0 | 0 | 1 | 0 | | |
| CUPRA | 0 | 0 | 1 | 0 | | |
| LINGSTAR | 0 | 0 | 1 | 0 | | |
| LUCID | 0 | 0 | 1 | 0 | | |
| NIO | 1 | 0 | 1 | 0 | | |
| RAVON | 0 | 103 | 1 | 647 | -100,0 | -99,8 |
| SAMSUNG | 0 | 1 | 1 | 3 | -100,0 | -66,7 |
| WEY | 0 | 0 | 1 | 0 | | |
| WULING | 0 | 0 | 1 | 0 | | |
| BAIC | 0 | 0 | 0 | 2 | | -100,0 |
| BRILLIANCE | 0 | 2 | 0 | 102 | -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 | 54 190 | 98 339 | 568 977 | 1 350 548 | -44,9 | -57,9 |
| TOTAL Russian brands | 21 941 | 21 808 | 162 581 | 318 398 | 0,6 | -48,9 |
| TOTAL foreign brands | 32 249 | 76 531 | 406 396 | 1 032 150 | -57,9 | -60,6 |

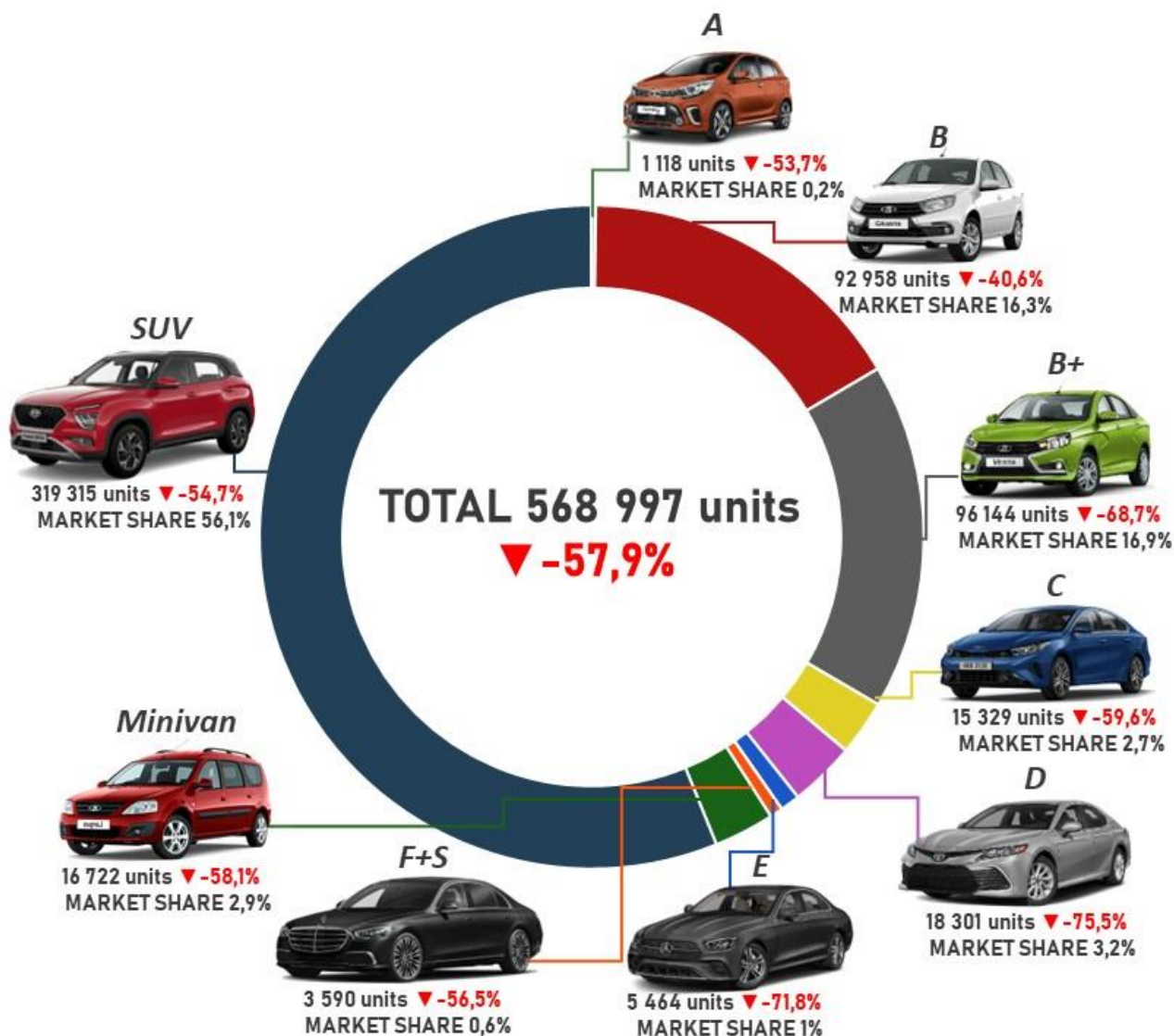


PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2022 by class

| Class | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Market share November 2022, % | Market share 11 months 2022, % | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|----------------|---------------|---------------|----------------|------------------|-------------------------------|--------------------------------|---------------------------------|----------------------------------|
| A | 129 | 208 | 1 118 | 2 417 | 0,2 | 0,2 | -38,0 | -53,7 |
| B | 13 588 | 8 958 | 92 958 | 156 567 | 25,1 | 16,3 | 51,7 | -40,6 |
| B+ | 3 363 | 20 977 | 96 144 | 307 037 | 6,2 | 16,9 | -84,0 | -68,7 |
| C | 1 113 | 2 650 | 15 329 | 37 962 | 2,1 | 2,7 | -58,0 | -59,6 |
| D | 1 238 | 5 171 | 18 301 | 74 711 | 2,3 | 3,2 | -76,1 | -75,5 |
| E | 215 | 1 344 | 5 464 | 19 345 | 0,4 | 1,0 | -84,0 | -71,8 |
| F+S | 262 | 562 | 3 590 | 8 249 | 0,5 | 0,6 | -53,4 | -56,5 |
| Minivan | 783 | 2 826 | 16 722 | 39 937 | 1,4 | 2,9 | -72,3 | -58,1 |
| SUV | 33 499 | 55 636 | 319 315 | 704 263 | 61,8 | 56,1 | -39,8 | -54,7 |
| Not identified | | 7 | 36 | 60 | | | -100,0 | -40,0 |
| TOTAL | 54 190 | 98 339 | 568 977 | 1 350 548 | 100,0 | 100,0 | -44,9 | -57,9 |

11 months 2022





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in November and 11 months 2022

| Rank | Model | Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|------|--------------|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| 1 | GRANTA* | LADA | 12 787 | 5 724 | 76 121 | 104 955 | 123,4 | -27,5 |
| 2 | VESTA | LADA | 1 557 | 7 549 | 31 570 | 99 494 | -79,4 | -68,3 |
| 3 | RIO | KIA | 467 | 4 558 | 23 763 | 71 081 | -89,8 | -66,6 |
| 4 | SOLARIS | HYUNDAI | 428 | 3 710 | 18 533 | 52 300 | -88,5 | -64,6 |
| 5 | CRETA | HYUNDAI | 709 | 4 008 | 18 420 | 58 433 | -82,3 | -68,5 |
| 6 | JOLION | HAVAL | 2 168 | 1 593 | 16 321 | 6 126 | 36,1 | 166,4 |
| 7 | 2123 NIVA | LADA 4x4 | 3 312 | 1 849 | 15 847 | 22 870 | 79,1 | -30,7 |
| 8 | TIGGO 7 PRO | CHERY | 3 416 | 983 | 14 940 | 8 598 | 247,5 | 73,8 |
| 9 | DUSTER | RENAULT | 202 | 3 636 | 13 265 | 35 571 | -94,4 | -62,7 |
| 10 | LARGUS | LADA | 470 | 2 276 | 13 077 | 35 431 | -79,3 | -63,1 |
| 11 | 2121 NIVA | LADA 4x4 | 2 822 | 959 | 12 591 | 16 776 | 194,3 | -24,9 |
| 12 | POLO | VOLKSWAGEN | 417 | 2 044 | 11 480 | 43 251 | -79,6 | -73,5 |
| 13 | COOLRAY | GEELY | 1 646 | 939 | 10 114 | 9 973 | 75,3 | 1,4 |
| 14 | LOGAN | RENAULT | 457 | 1 602 | 9 880 | 26 767 | -71,5 | -63,1 |
| 15 | RAV4 | TOYOTA | 218 | 3 065 | 9 682 | 32 979 | -92,9 | -70,6 |
| 16 | RAPID | SKODA | 370 | 1 820 | 9 583 | 37 457 | -79,7 | -74,4 |
| 17 | SELTO | KIA | 554 | 1 181 | 8 814 | 14 854 | -53,1 | -40,7 |
| 18 | SPORTAGE | KIA | 953 | 1 219 | 8 710 | 22 512 | -21,8 | -61,3 |
| 19 | CX-5 | MAZDA | 373 | 1 522 | 7 453 | 16 750 | -75,5 | -55,5 |
| 20 | CAMRY | TOYOTA | 188 | 2 347 | 7 388 | 27 193 | -92,0 | -72,8 |
| 21 | QASHQAI | NISSAN | 157 | 1 601 | 6 975 | 16 457 | -90,2 | -57,6 |
| 22 | TUCSON | HYUNDAI | 1 024 | 1 048 | 6 794 | 9 134 | -2,3 | -25,6 |
| 23 | TIGGO 4 | CHERY | 499 | 1 503 | 6 462 | 9 313 | -66,8 | -30,6 |
| 24 | SANDERO | RENAULT | 304 | 1 380 | 6 060 | 20 596 | -78,0 | -70,6 |
| 25 | 3163 PATRIOT | UAZ | 684 | 1 288 | 6 007 | 11 234 | -46,9 | -46,5 |

11 months 2022

LADA GRANTA*

76 121 units **-27,5%**

* GRANTA 2190+2191+2192+2194

LADA VESTA

31 570 units **-68,3%**



KIA RIO

23 763 units **-66,6%**





PASSENGER CARS

Sales of new electric cars in Russia in November and 11 months 2022 by brand

| Brand / electric cars | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| AUDI | 22 | 4 | 99 | 21 | -35,3 | -22,7 |
| BAIC | 0 | 0 | 0 | 2 | | -100,0 |
| BMW | 22 | 4 | 99 | 19 | 0,0 | 24,6 |
| BYD | 22 | 4 | 91 | 19 | 450,0 | 378,9 |
| CHANGAN | 0 | 0 | 1 | 0 | | |
| CHERY | 0 | 0 | 7 | 0 | | |
| CHEVROLET | 0 | 1 | 5 | 3 | -50,0 | -20,0 |
| CITROEN | 0 | 0 | 1 | 0 | | |
| DONGFENG | 0 | 1 | 4 | 3 | -100,0 | 33,3 |
| EVOLUTE | 79 | 0 | 90 | 0 | | |
| FIAT | 0 | 0 | 2 | 2 | | 0,0 |
| FORD | 2 | 2 | 26 | 2 | 0,0 | 1200,0 |
| GAC | 40 | 32 | 236 | 254 | | |
| HONDA | 20 | 16 | 118 | 127 | 0,0 | 600,0 |
| HONGQI | 8 | 0 | 34 | 0 | | |
| HOZON | 1 | 0 | 9 | 0 | | |
| HUAWEI | 2 | 0 | 2 | 0 | | |
| HYUNDA | 9 | 16 | 73 | 127 | 12,5 | 34,5 |
| JAC | 8 | 8 | 47 | 64 | -100,0 | -24,1 |
| JAGUAR | 1 | 8 | 26 | 63 | -87,5 | -58,7 |
| KIA | 7 | 0 | 21 | 1 | 100,0 | 125,0 |
| LI XIANG | 7 | 0 | 20 | 1 | | 1900,0 |
| LINGSTAR | 0 | 0 | 1 | 0 | | |
| LUCID | 0 | 0 | 1 | 0 | | |
| MERCEDES | 7 | 15 | 43 | 118 | 400,0 | 286,7 |
| MG | 0 | 0 | 1 | 0 | | |
| NISSAN | 5 | 15 | 39 | 113 | -66,7 | -65,5 |
| ORA | 2 | 0 | 3 | 2 | | 50,0 |
| PEUGEOT | 0 | 0 | 0 | 3 | | -100,0 |
| PORSCHE | 10 | 25 | 190 | 495 | -60,0 | -61,6 |
| SIMING | 0 | 0 | 2 | 0 | | |
| SKYWELL | 0 | 0 | 16 | 0 | | |
| TESLA | 101 | 144 | 928 | 575 | -29,9 | 61,4 |
| VOLKSWAGEN | 9 | 1 | 41 | 6 | | 7000,0 |
| VOYAH | 7 | 0 | 15 | 0 | | |
| WELTMEISTER | 0 | 0 | 6 | 1 | | 500,0 |
| WULING | 0 | 0 | 1 | 0 | | |
| XIAOPENG | 2 | 1 | 17 | 5 | 100,0 | 240,0 |
| YEMA | 0 | 0 | 2 | 0 | | |
| TOTAL | 394 | 269 | 2 329 | 1 788 | 46,5 | 30,3 |
| TOTAL Russian brands | | | | | | |
| TOTAL foreign brands | 394 | 269 | 2 329 | 1 788 | 46,5 | 30,3 |

11 months 2022

TESLA Y

TESLA 3
394 units **2,9%**

430 units **267,5%**

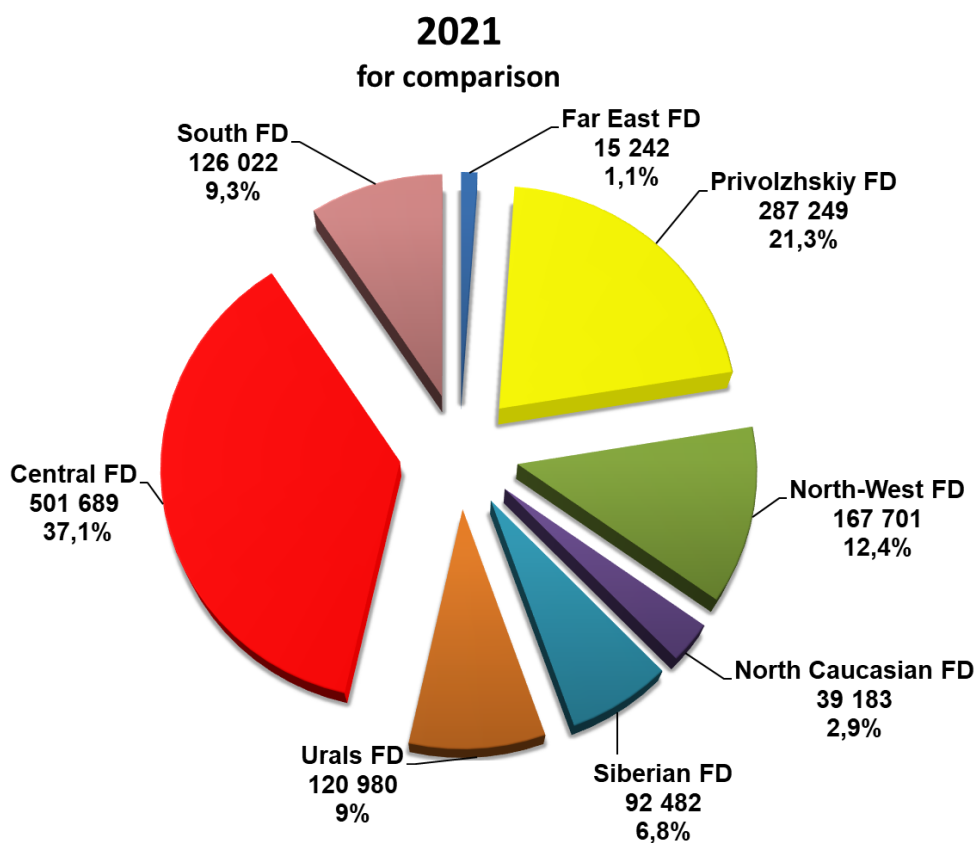
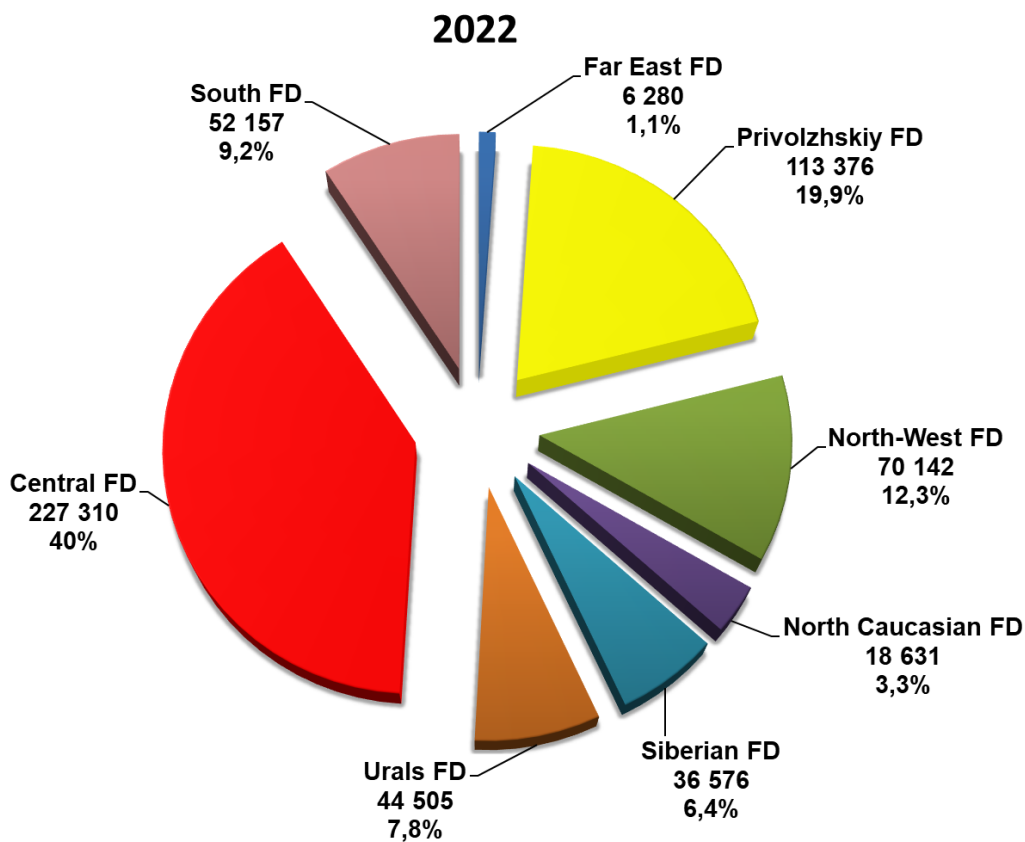
AUDI E-TRON
259 units **-23,6%**





PASSENGER CARS

Structure of new car sales in Russia in 11 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 November and 11 months 2022 by brand (without pickups)

| Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| GAZ | 3 308 | 4 998 | 31 798 | 48 929 | -33,8 | -35,0 |
| UAZ | 1 582 | 1 301 | 11 438 | 14 345 | 21,6 | -20,3 |
| FORD | 408 | 1 773 | 7 026 | 17 675 | -77,0 | -60,2 |
| LADA | 451 | 761 | 5 899 | 12 161 | -40,7 | -51,5 |
| PEUGEOT | 82 | 602 | 2 143 | 6 097 | -86,4 | -64,9 |
| CITROEN | 71 | 351 | 1 597 | 3 862 | -79,8 | -58,6 |
| VOLKSWAGEN | 55 | 368 | 1 283 | 4 602 | -85,1 | -72,1 |
| MERCEDES | 98 | 249 | 946 | 3 018 | -60,6 | -68,7 |
| OPEL | 36 | 102 | 605 | 1 365 | -64,7 | -55,7 |
| IVECO | 17 | 91 | 400 | 919 | -81,3 | -56,5 |
| HYUNDAI | 23 | 192 | 348 | 1 890 | -88,0 | -81,6 |
| FIAT | 8 | 66 | 181 | 797 | -87,9 | -77,3 |
| TOYOTA | 9 | 32 | 146 | 373 | -71,9 | -60,9 |
| RENAULT | 19 | 28 | 131 | 777 | -32,1 | -83,1 |
| JAC | 0 | 0 | 82 | 65 | | 26,2 |
| KIA | 19 | 7 | 72 | 84 | 171,4 | -14,3 |
| MITSUBISHI | 2 | 0 | 23 | 10 | | 130,0 |
| DONGFENG | 4 | 0 | 15 | 0 | | |
| BAW | 0 | 0 | 12 | 0 | | |
| NISSAN | 2 | 0 | 9 | 13 | | -30,8 |
| DAIHATSU | 1 | 0 | 6 | 9 | | -33,3 |
| SUZUKI | 1 | 0 | 6 | 3 | | 100,0 |
| ASHOK LEYLAND | 0 | 0 | 3 | 0 | | |
| GMC | 0 | 0 | 3 | 3 | | 0,0 |
| DFSK | 0 | 0 | 2 | 0 | | |
| MAN | 0 | 0 | 2 | 0 | | |
| DAEWOO | 0 | 0 | 1 | 0 | | |
| FENGCHUEN | 1 | 0 | 1 | 0 | | |
| MAZ | 0 | 0 | 1 | 0 | | |
| HONDA | 0 | 0 | 0 | 1 | | -100,0 |
| MAZDA | 0 | 1 | 0 | 1 | -100,0 | -100,0 |
| RUSTRAK | 0 | 0 | 0 | 2 | | -100,0 |
| TAGAZ | 0 | 0 | 0 | 11 | | -100,0 |
| YUEJIN | 0 | 0 | 0 | 3 | | -100,0 |
| TOTAL | 6 197 | 10 922 | 64 179 | 117 015 | -43,3 | -45,2 |
| TOTAL Russian brands | 5 341 | 7 060 | 49 135 | 75 448 | -24,3 | -34,9 |
| TOTAL foreign brands | 856 | 3 862 | 15 044 | 41 567 | -77,8 | -63,8 |



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in November and 11 months 2022 (without pickups)

| Rank | Model | Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|------|---------------|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| 1 | GAZelle NEXT | GAZ | 1 989 | 3 107 | 18 598 | 27 641 | -36,0 | -32,7 |
| 2 | TRANSIT | FORD | 406 | 1 771 | 7 022 | 17 664 | -77,1 | -60,2 |
| 3 | 3302 GAZelle | GAZ | 622 | 776 | 5 693 | 9 642 | -19,8 | -41,0 |
| 4 | 3909 | UAZ | 803 | 538 | 5 609 | 6 211 | 49,3 | -9,7 |
| 5 | LARGUS FURGON | LADA | 174 | 671 | 4 496 | 10 211 | -74,1 | -56,0 |
| 6 | 2752 SOBOL | GAZ | 399 | 493 | 3 993 | 5 685 | -19,1 | -29,8 |
| 7 | PROFI | UAZ | 288 | 219 | 2 307 | 2 378 | 31,5 | -3,0 |
| 8 | 2310 SOBOL | GAZ | 150 | 176 | 1 495 | 1 508 | -14,8 | -0,9 |
| 9 | 2349 WIS | LADA | 275 | 68 | 1 223 | 1 668 | 304,4 | -26,7 |
| 10 | 2206 | UAZ | 233 | 61 | 1 162 | 1 654 | 282,0 | -29,7 |
| 11 | 3741 | UAZ | 116 | 79 | 1 034 | 1 520 | 46,8 | -32,0 |
| 12 | 3962 | UAZ | 82 | 196 | 818 | 1 083 | -58,2 | -24,5 |
| 13 | 2217 SOBOL | GAZ | 49 | 212 | 805 | 1 407 | -76,9 | -42,8 |
| 14 | TRAVELLER | PEUGEOT | 36 | 219 | 783 | 2 322 | -83,6 | -66,3 |
| 15 | 3221 GAZelle | GAZ | 55 | 171 | 693 | 1 564 | -67,8 | -55,7 |
| 16 | PARTNER | PEUGEOT | 14 | 146 | 613 | 1 363 | -90,4 | -55,0 |
| 17 | SPRINTER | MERCEDES | 33 | 83 | 541 | 1 091 | -60,2 | -50,4 |
| 18 | 2705 GAZelle | GAZ | 44 | 63 | 521 | 1 481 | -30,2 | -64,8 |
| 19 | CARAVELLE | VOLKSWAGEN | 9 | 116 | 438 | 2 182 | -92,2 | -79,9 |
| 20 | SPACE TOURER | CITROEN | 12 | 96 | 431 | 1 331 | -87,5 | -67,6 |
| 21 | DAILY | IVECO | 17 | 91 | 400 | 919 | -81,3 | -56,5 |
| 22 | JUMPER | CITROEN | 14 | 52 | 398 | 770 | -73,1 | -48,3 |
| 23 | BERLINGO | CITROEN | 18 | 94 | 386 | 639 | -80,9 | -39,6 |
| 24 | EXPERT | PEUGEOT | 13 | 145 | 385 | 1 385 | -91,0 | -72,2 |
| 25 | JUMPY | CITROEN | 27 | 109 | 382 | 1 122 | -75,2 | -66,0 |

11 months 2022

FORD TRANSIT
7 022 units **-60,2%**



GAZelle NEXT
18 598 units **-32,7%**



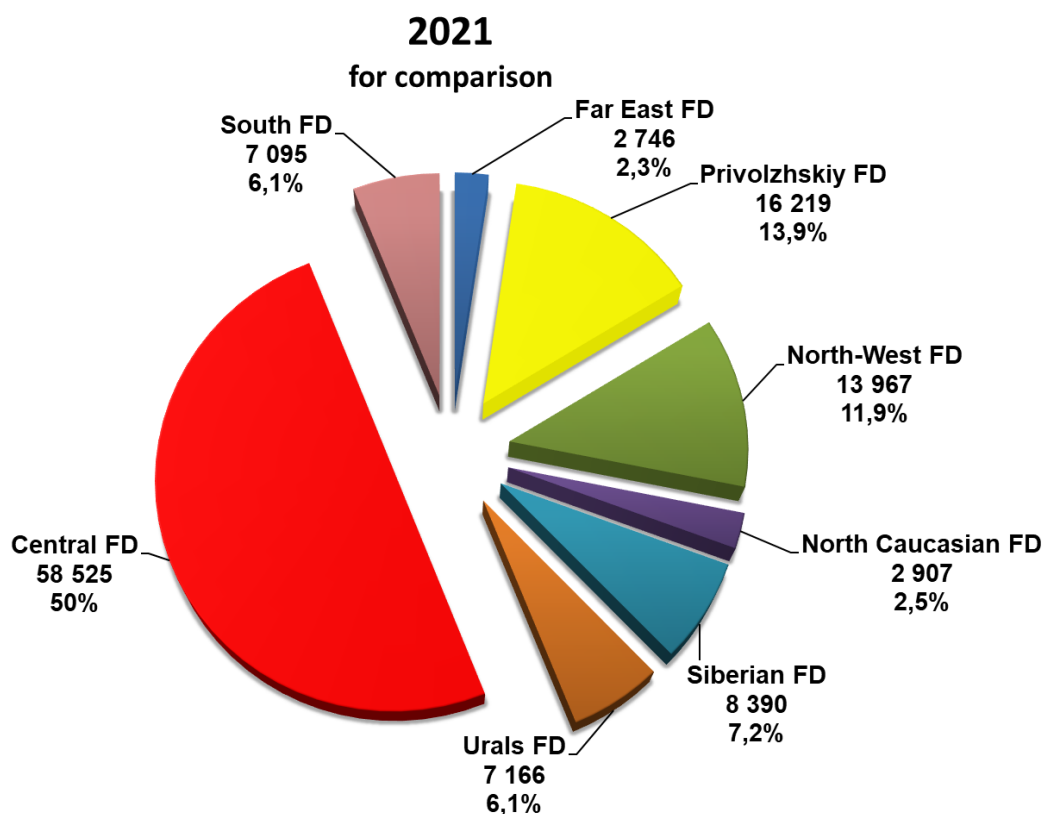
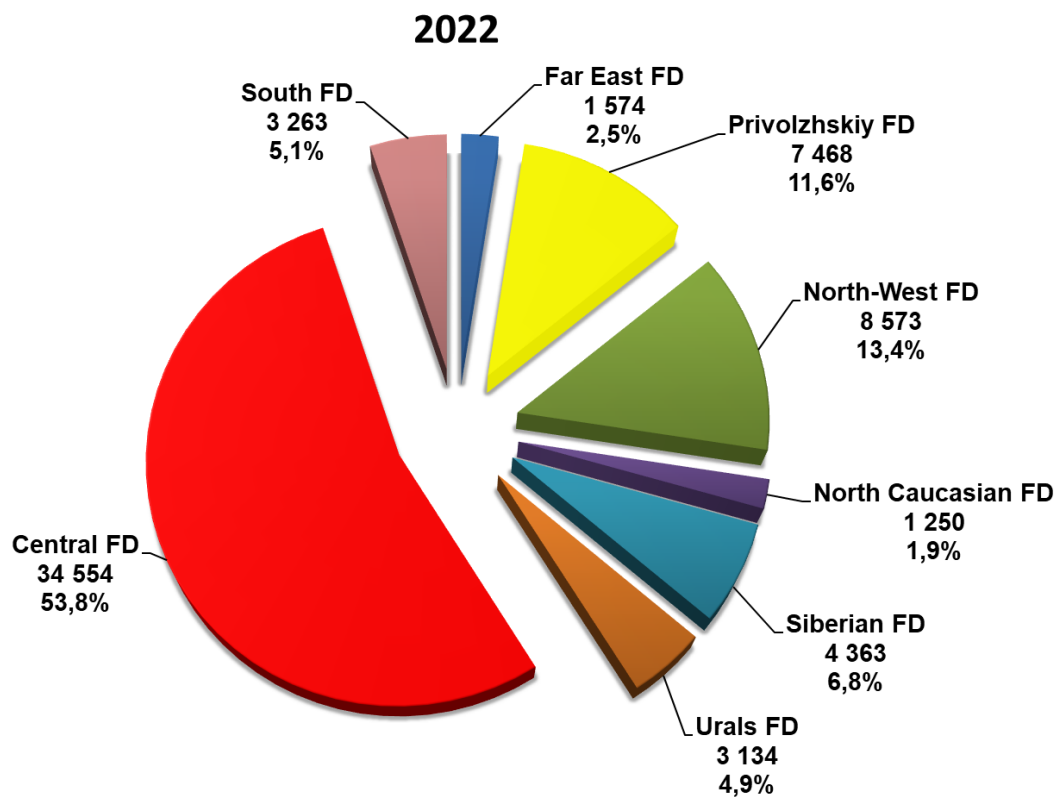
GAZelle 3302
5 693 units **-41%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 11 months 2022 by Federal District





PICKUPS

Sales of new pickups in Russia in November and 11 months 2022 by brand

| Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| UAZ | 211 | 167 | 1 796 | 2 520 | 26,3 | -28,7 |
| TOYOTA | 126 | 150 | 1 379 | 2 363 | -16,0 | -41,6 |
| GREAT WALL | 280 | 119 | 1 111 | 1 191 | 135,3 | -6,7 |
| MITSUBISHI | 110 | 135 | 994 | 1 788 | -18,5 | -44,4 |
| JAC | 50 | 34 | 581 | 495 | 47,1 | 17,4 |
| RAM | 90 | 57 | 576 | 376 | 57,9 | 53,2 |
| ISUZU | 4 | 17 | 162 | 284 | -76,5 | -43,0 |
| FORD | 17 | 3 | 106 | 44 | 466,7 | 140,9 |
| DONGFENG | 18 | 0 | 64 | 0 | | |
| JEEP | 4 | 0 | 26 | 2 | | 1 200,0 |
| CHEVROLET | 1 | 1 | 7 | 6 | 0,0 | 16,7 |
| GMC | 1 | 0 | 5 | 9 | | -44,4 |
| NISSAN | 1 | 0 | 2 | 0 | | |
| VOLKSWAGEN | 2 | 0 | 2 | 45 | | -95,6 |
| FOTON | 0 | 0 | 1 | 0 | | |
| GONOW | 0 | 1 | 0 | 1 | -100,0 | -100,0 |
| SUBARU | 0 | 1 | 0 | 1 | -100,0 | -100,0 |
| TOTAL | 915 | 685 | 6 812 | 9 125 | 33,6 | -25,3 |
| TOTAL Russian brands | 211 | 167 | 1 796 | 2 520 | 26,3 | -28,7 |
| TOTAL foreign brands | 704 | 518 | 5 016 | 6 605 | 35,9 | -24,1 |



PICKUPS

Top 15 model ranking of new pickup sales in Russia in November and 11 months 2022

| Rank | Model | Brand | November 2022 | November 2021 | 11 months 2022 | 11 months 2021 | Change November 2022 vs 2021, % | Change 11 months 2022 vs 2021, % |
|------|---------------|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| 1 | 2363 PICKUP | UAZ | 211 | 167 | 1 796 | 2 520 | 26,3 | -28,7 |
| 2 | HILUX | TOYOTA | 108 | 138 | 1 275 | 2 286 | -21,7 | -44,2 |
| 3 | L200 | MITSUBISHI | 110 | 135 | 994 | 1 788 | -18,5 | -44,4 |
| 4 | POER | GREAT WALL | 134 | 60 | 699 | 337 | 123,3 | 107,4 |
| 5 | RAM | PICKUP | 90 | 57 | 576 | 376 | 57,9 | 53,2 |
| 6 | T6 | JAC | 50 | 34 | 556 | 490 | 47,1 | 13,5 |
| 7 | WINGLE | GREAT WALL | 146 | 59 | 412 | 854 | 147,5 | -51,8 |
| 8 | D-MAX | ISUZU | 4 | 17 | 162 | 284 | -76,5 | -43,0 |
| 9 | F-SERIES | FORD | 12 | 3 | 97 | 44 | 300,0 | 120,5 |
| 10 | TUNDRA | TOYOTA | 14 | 11 | 97 | 75 | 27,3 | 29,3 |
| 11 | ZNA | DONGFENG | 18 | 0 | 64 | 0 | | |
| 12 | GLADIATOR | JEEP | 4 | 0 | 26 | 2 | | 1 200,0 |
| 13 | RENI HFC 1027 | JAC | 0 | 0 | 25 | 5 | | 400,0 |
| 14 | RANGER | FORD | 5 | 0 | 9 | 0 | | |
| 15 | TACOMA | TOYOTA | 4 | 1 | 7 | 2 | 300,0 | 250,0 |

11 months 2022

UAZ 2363 PICKUP
1 796 units **-28,7%**

TOYOTA HILUX
1 275 units **-44,2%**

MITSUBISHI L200
994 units **-44,4%**





PICKUPS

Structure of sales of new pickups in Russia 11 months 2022 by Federal District

