



PRESS-RELEASE

16 JANUARY 2023

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

In December 2022, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 52.9% year-on-year to 70 380 vehicles. In January-December 2022, the total sales were 710 348 vehicles, down 56.3% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 60 946 units in December 2022, down 54.1% YOY; 629 923 units in January-December 2022, down 57.5% YOY. Among them electric vehicles – 615 units in December 2022, up 51.5% YOY; 2 969 units in January-December 2022, up 35.3% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 8 346 units in December 2022, down 45.4% YOY; 72 525 units in January-December 2022, down 45.2% YOY.
- Pickups – 1 088 units in December 2022, down 11.8% YOY; 7 900 units in January-December 2022, down 27.3% 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 54.1% in December 2022, while the market has declined by 57.5% over the full year. Thus, the forecast made by ASM Holding for 2022 has proved to be correct. We expect improvement of sales in the car market in 2023 to be achieved for account of increasing the share of Chinese-branded vehicles.

In December 2022, we noted an 11.8% decline of new pickup sales, while In January-December 2022 pickup sales fell by 23.7%.

Sales in the segment of light commercial vehicles fell by 45.4% in December, while the market decline in January-December 2022 was by 45.2%. The full-year result of sales shows that our forecast of the LCV market has been realized with high precision.

Our forecasts for the current year will be released following the performance of the market in January 2023.

OUR CONTACTS:

ASM Holding, OAO

21/5, Kuznetsky Most St., 107031, Moscow, Russia

Tel: +7 (495) 625-51-79, +7 (495) 626-04-71

e-mail: inf@asm-holding.ru

Association of Russian Automakers (OAR)

8, Novovladykinsky Proezd, bldg 5, POB 81, 127106, Moscow, Russia

Tel: +7 (495) 739 70 95

e-mail: info_oar@mail.ru



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PASSENGER CARS

Sales of new passenger cars in Russia in December and 12 months 2022 by brand

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
LADA	19 785	26 267	175 848	332 898	-24,7	-47,2
KIA	4 699	15 112	69 434	194 748	-68,9	-64,3
HYUNDAI	4 313	13 794	59 410	155 881	-68,7	-61,9
RENAULT	1 302	13 955	40 963	128 659	-90,7	-68,2
CHERY	8 012	4 853	39 382	42 090	65,1	-6,4
HAVAL	4 486	4 862	34 385	36 255	-7,7	-5,2
TOYOTA	1 649	9 581	28 263	91 461	-82,8	-69,1
GEELY	4 647	2 566	26 065	24 356	81,1	7,0
SKODA	537	7 025	20 438	86 680	-92,4	-76,4
VOLKSWAGEN	797	5 276	19 612	84 206	-84,9	-76,7
NISSAN	321	5 544	16 236	48 400	-94,2	-66,5
MITSUBISHI	941	2 851	12 050	24 024	-67,0	-49,8
BMW	578	4 164	10 826	46 106	-86,1	-76,5
MERCEDES	666	3 775	10 804	39 363	-82,4	-72,6
MAZDA	487	3 103	10 437	28 178	-84,3	-63,0
EXEED	2 054	0	10 256	0		
UAZ	976	1 548	7 434	13 297	-37,0	-44,1
AUDI	269	948	4 257	16 122	-71,6	-73,6
LEXUS	368	1 061	3 788	19 024	-65,3	-80,1
CHEVROLET	374	842	3 012	5 880	-55,6	-48,8
CHANGAN	370	316	2 482	3 922	17,1	-36,7
GENESIS	255	541	2 469	3 579	-52,9	-31,0
SUZUKI	69	554	2 079	8 893	-87,5	-76,6
PORSCHE	171	679	2 030	5 869	-74,8	-65,4
VOLVO	51	672	1 948	9 192	-92,4	-78,8
LAND ROVER	146	579	1 864	6 205	-74,8	-70,0
SUBARU	171	242	1 731	5 757	-29,3	-69,9
FAW	178	117	1 306	2 199	52,1	-40,6
OMODA	1 088	0	1 228	0		
JAC	214	177	1 069	1 263	20,9	-15,4
TESLA	109	210	1 037	785	-48,1	32,1
INFINITI	40	258	1 021	1 900	-84,5	-46,3
JEEP	114	156	985	1 563	-26,9	-37,0
HONDA	81	159	764	1 550	-49,1	-50,7
MINI	15	249	720	2 594	-94,0	-72,2
CADILLAC	80	159	514	2 255	-49,7	-77,2
GAC	53	152	474	918	-65,1	-48,4
CITROEN	17	71	402	911	-76,1	-55,9
PEUGEOT	10	100	388	1 388	-90,0	-72,0
FORD	35	39	333	249	-10,3	33,7
DFSK	18	16	261	97	12,5	169,1



PASSENGER CARS

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
EVOLUTE	162	0	252	0		
DODGE	23	19	178	101	21,1	76,2
JAGUAR	2	57	174	547	-96,5	-68,2
OPEL	4	30	132	410	-86,7	-67,8
BYD	36	6	127	25	500,0	408,0
ISUZU	3	3	122	4	0,0	2 950,0
ROLLS ROYCE	15	21	111	261	-28,6	-57,5
BENTLEY	14	9	105	330	55,6	-68,2
MASERATI	1	1	75	6	0,0	1 150,0
AURUS	9	4	63	20	125,0	215,0
HONGQI	14	0	48	0		
LAMBORGHINI	11	5	47	176	120,0	-73,3
ACURA	8	3	43	13	166,7	230,8
GMC	12	1	37	19	1 100,0	94,7
FERRARI	2	7	36	54	-71,4	-33,3
VOYAH	16	0	31	0		
BUICK	8	5	30	12	60,0	150,0
SKYWELL	10	0	26	0		
FIAT	0	21	25	338	-100,0	-92,6
LI XIANG	5	1	25	2	400,0	1 150,0
SSANGYONG	9	0	24	0		
LINCOLN	3	4	23	24	-25,0	-4,2
XIAOPENG	0	2	17	7	-100,0	142,9
DAIHATSU	0	1	16	17	-100,0	-5,9
ALFA ROMEO	3	1	14	3	200,0	366,7
POLESTAR	2	0	10	1		900,0
HOZON	0	0	9	0		
SMART	0	1	9	13	-100,0	-30,8
DAEWOO	0	0	8	0		
CHRYSLER	1	1	7	8	0,0	-12,5
DATSUN	1	2	7	1 014	-50,0	-99,3
DONGFENG	2	2	7	17	0,0	-58,8
WELTMEISTER	1	0	7	1		600,0
ASTON MARTIN	0	3	6	46	-100,0	-87,0
MOSKWITSCH	6	0	6	0		
SOKON	3	0	6	0		
LEAPMOTOR	2	0	5	1		400,0
ALPINA	0	0	4	0		
DACIA	0	0	4	0		
ORA	1	0	4	2		100,0
APAL	0	0	3	0		
GAZ	0	0	3	1		200,0
NIO	2	1	3	1	100,0	200,0
WEY	2	0	3	0		



PASSENGER CARS

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
CUPRA	1	0	2	0		
HUAWEI	0	0	2	0		
MCLAREN	0	0	2	1		100,0
MG	0	0	2	0		
SIMING	0	0	2	0		
SMA	0	0	2	0		
YEMA	0	0	2	0		
BAIC	1	1	1	3	0,0	-66,7
BAW	0	0	1	0		
BLAVAL	1	0	1	0		
DENZA	1	0	1	0		
HIPHI	1	0	1	0		
HUMMER	1	0	1	0		
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
RAVON	0	103	1	750	-100,0	-99,9
SAMSUNG	0	3	1	6	-100,0	-83,3
SEAT	1	0	1	0		
WULING	0	1	1	1	-100,0	0,0
BRILLIANCE	0	1	0	103	-100,0	-100,0
FOTON	0	1	0	42	-100,0	-100,0
LIFAN	0	1	0	328	-100,0	-100,0
LONDON TAXIS	0	0	0	1		-100,0
TAGAZ	0	0	0	1		-100,0
ZOTYE	0	1	0	17	-100,0	-100,0
TOTAL	60 946	132 896	629 923	1 483 444	-54,1	-57,5
TOTAL Russian brands	20 938	27 819	183 609	346 217	-24,7	-47,0
TOTAL foreign brands	40 008	105 077	446 314	1 137 227	-61,9	-60,8

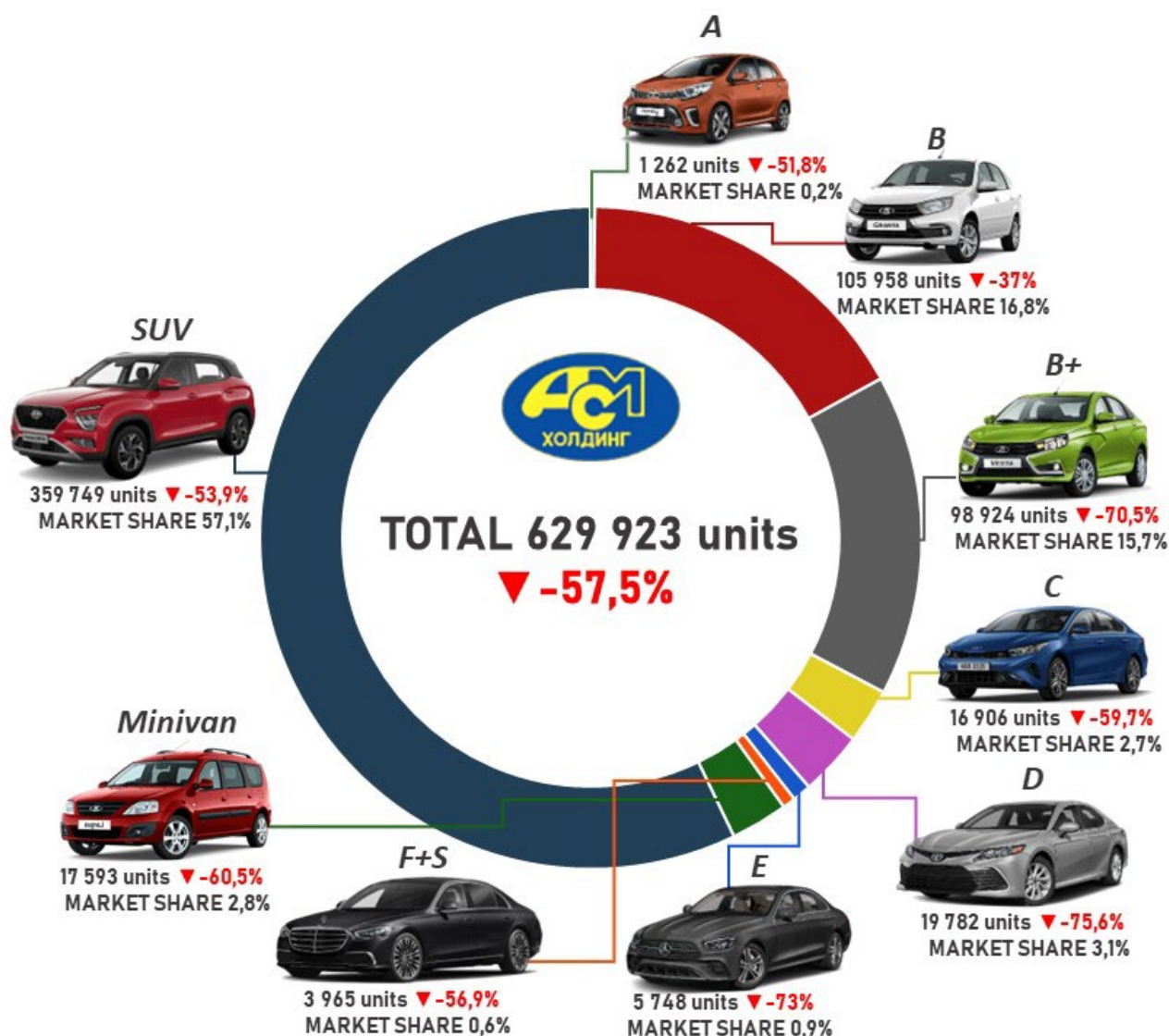


PASSENGER CARS

Sales of new passenger cars in Russia in December and 12 months 2022 by class

Class	December 2022	December 2021	12 months 2022	12 months 2021	Market share December 2022, %	Market share 12 months 2022, %	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
A	144	202	1 262	2 619	0,2	0,2	-28,7	-51,8
B	13 000	11 475	105 958	168 042	21,3	16,8	13,3	-37,0
B+	2 780	27 918	98 924	334 955	4,6	15,7	-90,0	-70,5
C	1 577	3 983	16 906	41 945	2,6	2,7	-60,4	-59,7
D	1 481	6 442	19 782	81 153	2,4	3,1	-77,0	-75,6
E	284	1 940	5 748	21 285	0,5	0,9	-85,4	-73,0
F+S	375	942	3 965	9 191	0,6	0,6	-60,2	-56,9
Minivan	871	4 562	17 593	44 499	1,4	2,8	-80,9	-60,5
SUV	40 434	75 427	359 749	779 690	66,3	57,1	-46,4	-53,9
Not identified		5	36	65			-100,0	-44,6
TOTAL	60 946	132 896	629 923	1 483 444	100,0	100,0	-54,1	-57,5

12 months 2022





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in December and 12 months 2022

Rank	Model	Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
1	GRANTA*	LADA	12 136	6 326	88 257	111 281	91,8	-20,7
2	VESTA	LADA	897	9 534	32 467	109 028	-90,6	-70,2
3	RIO	KIA	383	6 682	24 146	77 763	-94,3	-68,9
4	2123 NIVA	LADA 4x4	3 577	2 738	19 424	25 608	30,6	-24,1
5	SOLARIS	HYUNDAI	542	5 383	19 075	57 683	-89,9	-66,9
6	CRETA	HYUNDAI	623	5 150	19 043	63 583	-87,9	-70,1
7	TIGGO 7 PRO	CHERY	3 899	1 259	18 699	9 857	209,7	89,7
8	JOLION	HAVAL	1 206	2 749	17 527	8 875	-56,1	97,5
9	2121 NIVA	LADA 4x4	2 569	1 613	15 160	18 389	59,3	-17,6
10	LARGUS	LADA	498	3 810	13 575	39 241	-86,9	-65,4
11	DUSTER	RENAULT	223	5 094	13 488	40 665	-95,6	-66,8
12	COOLRAY	GEELY	2 529	1 003	12 643	10 976	152,1	15,2
13	POLO	VOLKSWAGEN	435	2 539	11 915	45 790	-82,9	-74,0
14	LOGAN	RENAULT	481	2 951	10 361	29 718	-83,7	-65,1
15	RAV4	TOYOTA	228	4 233	9 910	37 212	-94,6	-73,4
16	RAPID	SKODA	326	2 655	9 909	40 112	-87,7	-75,3
17	SPORTAGE	KIA	965	1 554	9 675	24 066	-37,9	-59,8
18	SELTOS	KIA	605	1 847	9 419	16 701	-67,2	-43,6
19	TUCSON	HYUNDAI	1 265	1 270	8 059	10 404	-0,4	-22,5
20	CX-5	MAZDA	340	2 290	7 793	19 040	-85,2	-59,1
21	TIGGO 4	CHERY	1 211	1 894	7 673	11 207	-36,1	-31,5
22	CAMRY	TOYOTA	248	3 291	7 636	30 484	-92,5	-75,0
23	F7	HAVAL	1 543	779	7 491	12 181	98,1	-38,5
24	QASHQAI	NISSAN	127	2 206	7 102	18 663	-94,2	-61,9
25	ATLAS PRO	GEELY	1 283	532	7 021	532	141,2	1 219,7

12 months 2022

LADA GRANTA*

88 257 units **-20,7%**

* GRANTA 2190+2191+2192+2194

LADA VESTA

32 467 units **-70,2%**



KIA RIO

24 146 units **-68,9%**





PASSENGER CARS

Sales of new electric cars in Russia in December and 12 months 2022 by brand

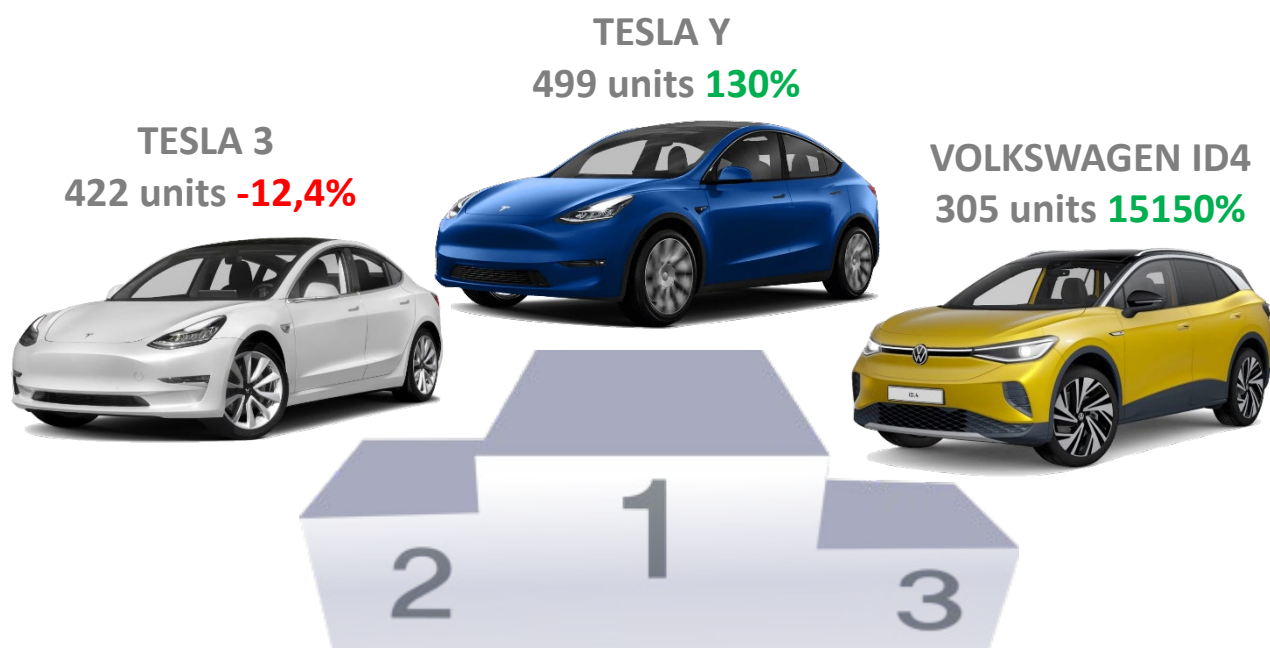
Brand / electric cars	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
TESLA	109	210	1037	785	-48,1	32,1
VOLKSWAGEN	119	2	403	6	5850,6	6616,7
AUDI	21	37	283	376	-43,2	-24,7
EVOLUTE	162	0	252	0		
PORSCHE	16	49	206	544	-67,3	-62,1
BYD	36	6	127	25	500,0	408,0
BMW	29	20	115	89	45,0	29,2
MERCEDES	16	10	74	25	60,0	196,0
HYUNDA	10	7	49	36	42,9	36,1
HONGQI	14	0	48	0		
NISSAN	2	20	41	133	-90,0	-69,2
VOYAH	16	0	31	0		
WELTMEISTER	16	0	31	0		
FORD	1	2	27	4	-50,0	575,0
JAGUAR	1	12	27	75	-91,7	-64,0
SKYWELL	10	0	26	0		
JAC	3	18	25	47	-83,3	-46,8
LI XIANG	5	1	25	2	400,0	1150,0
HONDA	3	2	24	5	50,0	380,0
XIAOPENG	0	2	17	7	-100,0	142,9
CHEVROLET	4	0	12	10		20,0
POLESTAR	2	0	10	1		
GAC	4	0	9	0		
HOZON	0	0	9	0		
KIA	0	3	9	7	-100,0	28,6
CHERY	0	1	7	1	-100,0	600,0
DONGFENG	2	2	7	5		
SOKON	3	0	6	0		
LEAPMOTOR	2	0	5	1		400,0
ORA	1	0	4	2		100,0
NIO	2	1	3	1	100,0	200,0
FIAT	0	0	2	2		0,0
HUAWEI	0	0	2	0		
SIMING	0	0	2	0		
WEY	2	0	2	0		
YEMA	0	0	2	0		
BAIC	1	1	1	3	0,0	-66,7
BLAVAL	1	0	1	0		
CHANGAN	0	0	1	0		
CITROEN	0	0	1	0		
DENZA	1	0	1	0		
HIPHI	1	0	1	0		



PASSENGER CARS

Brand / electric cars	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MG	0	0	1	0		
WULING	0	0	1	0		
PEUGEOT	0	0	0	3		-100,0
TOTAL	615	406	2 969	2 195	51,5	35,3
TOTAL Russian brands	162	0	252	0		
TOTAL foreign brands	453	406	2717	2195	11,6	23,8

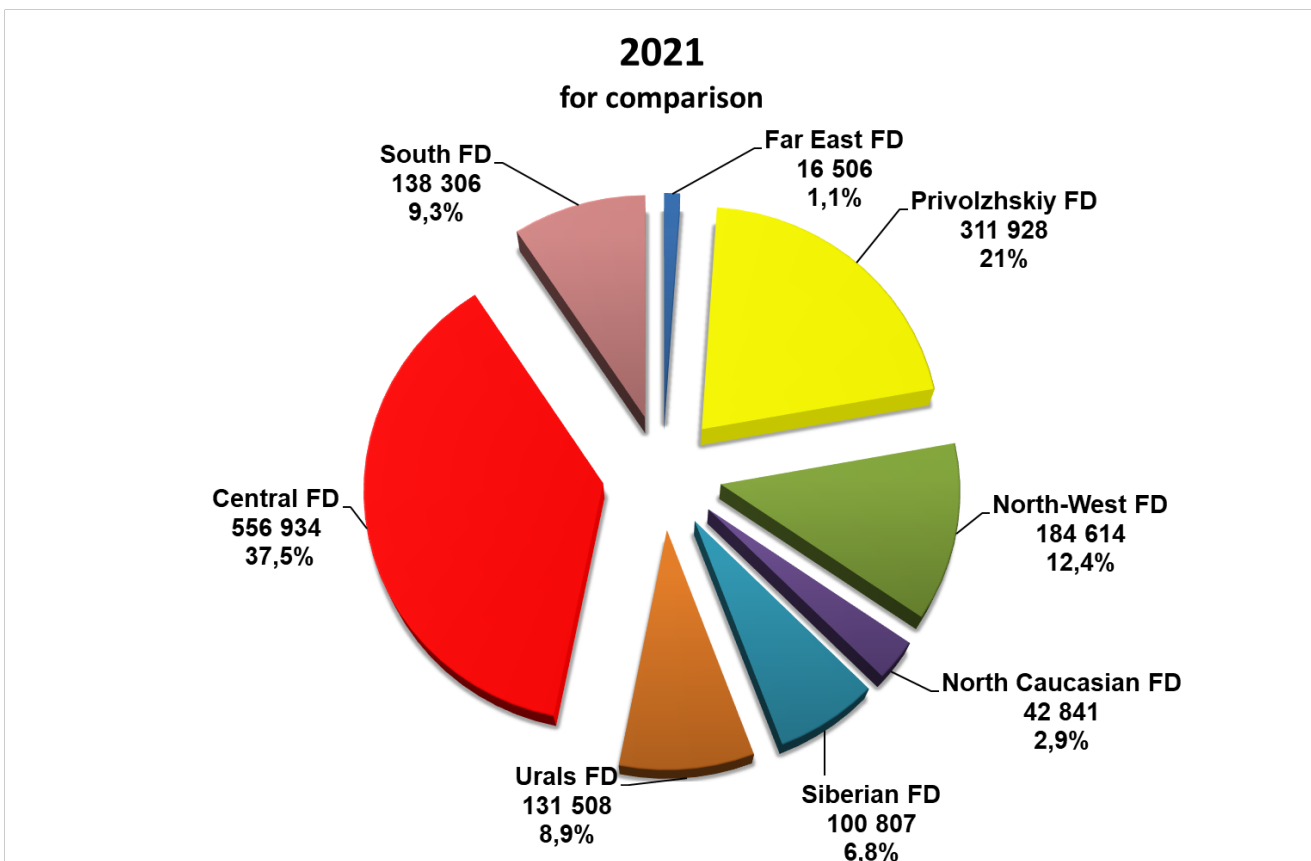
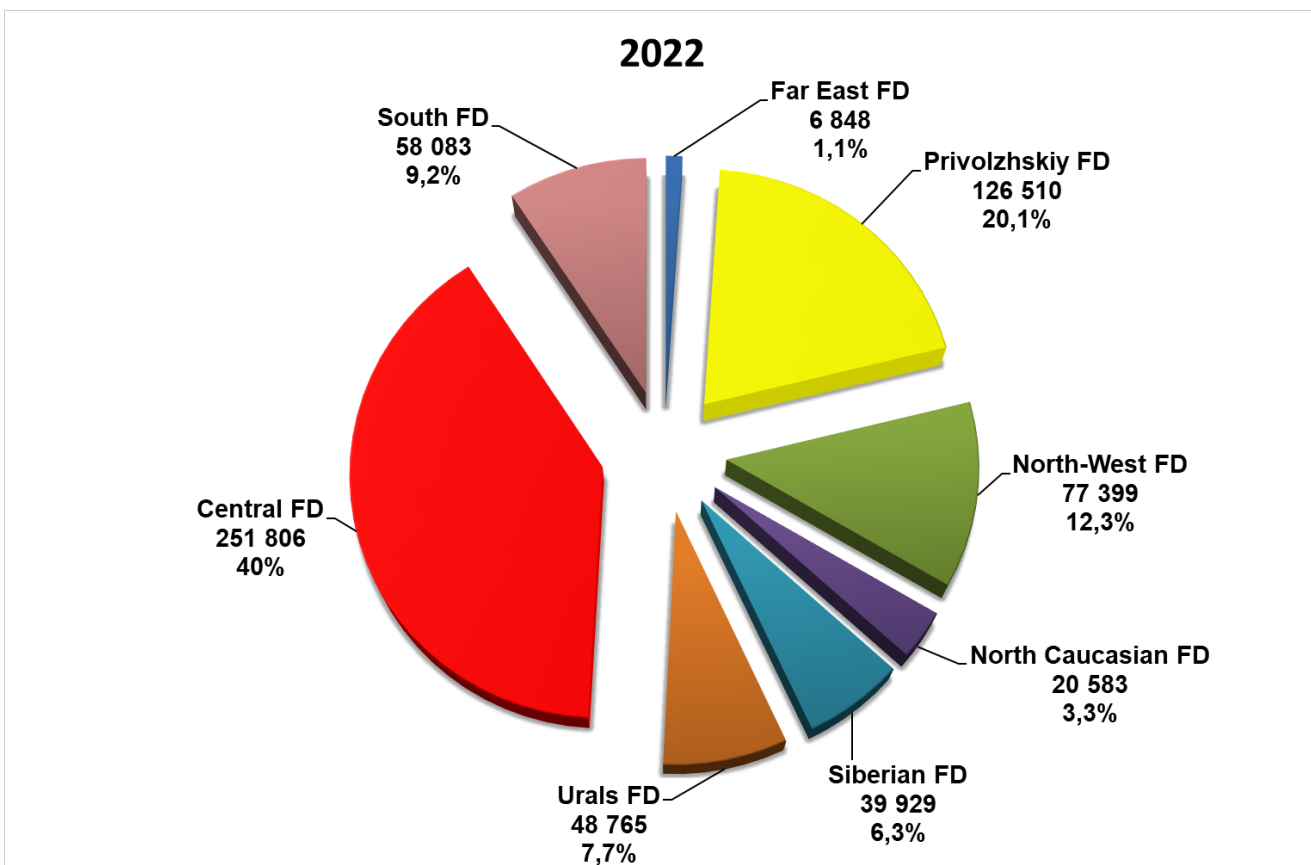
12 months 2022





PASSENGER CARS

Structure of new car sales in Russia in 12 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 December and 12 months 2022 by brand (without pickups)

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
GAZ	5 160	7 086	36 958	56 015	-27,2	-34,0
UAZ	1 895	1 908	13 333	16 253	-0,7	-18,0
FORD	367	2 453	7 393	20 128	-85,0	-63,3
LADA	423	1 192	6 322	13 353	-64,5	-52,7
PEUGEOT	79	726	2 222	6 823	-89,1	-67,4
CITROEN	76	494	1 673	4 356	-84,6	-61,6
VOLKSWAGEN	56	424	1 339	5 026	-86,8	-73,4
MERCEDES	128	307	1 074	3 325	-58,3	-67,7
OPEL	17	200	622	1 565	-91,5	-60,3
IVECO	31	119	431	1 038	-73,9	-58,5
HYUNDAI	18	189	366	2 079	-90,5	-82,4
FIAT	11	106	192	903	-89,6	-78,7
TOYOTA	11	50	157	423	-78,0	-62,9
RENAULT	16	16	147	793	0,0	-81,5
KIA	27	15	99	99	80,0	0,0
JAC	1	0	83	65		27,7
MINIBUS	1	0	24	10		140,0
DONGFENG	5	0	20	0		
SOLLERS	17	0	17	0		
BAW	3	0	15	0		
SUZUKI	4	0	10	3		233,3
NISSAN	0	1	9	14	-100,0	-35,7
DAIHATSU	0	2	6	11	-100,0	-45,5
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	0	0	1	0		
MAZ	0	0	1	0		
HONDA	0	0	0	1		-100,0
MAZDA	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	8 346	15 288	72 525	132 303	-45,4	-45,2
TOTAL Russian brands	7 495	10 186	56 630	85 634	-26,4	-33,9
TOTAL foreign brands	851	5 102	15 895	46 669	-83,3	-65,9

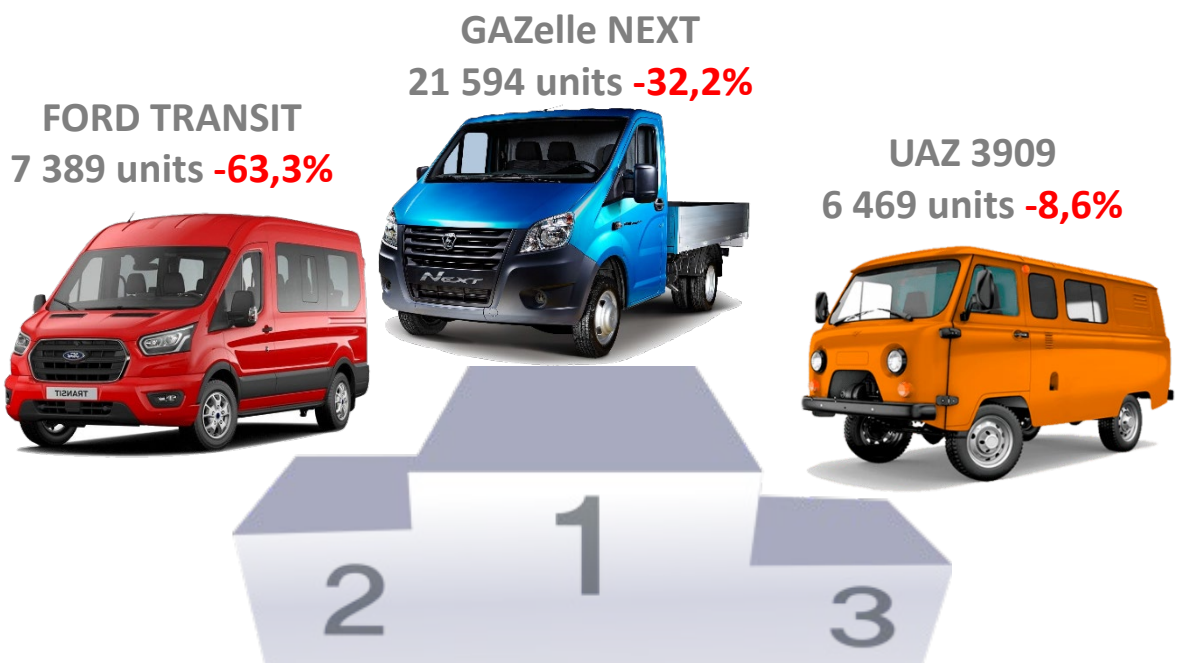


LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in December and 12 months 2022 (without pickups)

Rank	Model	Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
1	GAZelle NEXT	GAZ	2 996	4 211	21 594	31 852	-28,9	-32,2
2	TRANSIT	FORD	367	2 452	7 389	20 116	-85,0	-63,3
3	3909	UAZ	860	865	6 469	7 076	-0,6	-8,6
4	3302 GAZelle	GAZ	705	1 100	6 398	10 742	-35,9	-40,4
5	2752 SOBOL	GAZ	742	842	4 735	6 527	-11,9	-27,5
6	LARGUS FURGON	LADA	182	1 099	4 678	11 310	-83,4	-58,6
7	PROFI	UAZ	330	324	2 637	2 702	1,9	-2,4
8	2310 SOBOL	GAZ	201	249	1 696	1 757	-19,3	-3,5
9	2349 WIS	LADA	240	79	1 463	1 747	203,8	-16,3
10	2206	UAZ	216	54	1 378	1 708	300,0	-19,3
11	3741	UAZ	137	116	1 171	1 636	18,1	-28,4
12	2217 SOBOL	GAZ	194	250	999	1 657	-22,4	-39,7
13	3962	UAZ	172	341	990	1 424	-49,6	-30,5
14	3221 GAZelle	GAZ	152	316	845	1 880	-51,9	-55,1
15	TRAVELLER	PEUGEOT	20	295	803	2 617	-93,2	-69,3
16	PARTNER	PEUGEOT	27	188	640	1 551	-85,6	-58,7
17	SPRINTER	MERCEDES	42	142	583	1 233	-70,4	-52,7
18	2705 GAZelle	GAZ	38	118	559	1 599	-67,8	-65,0
19	SPACE TOURER	CITROEN	29	114	460	1 445	-74,6	-68,2
20	CARAVELLE	VOLKSWAGEN	4	155	442	2 337	-97,4	-81,1
21	DAILY	IVECO	31	119	431	1 038	-73,9	-58,5
22	JUMPY	CITROEN	23	179	405	1 301	-87,2	-68,9
23	BERLINGO	CITROEN	18	108	404	747	-83,3	-45,9
24	JUMPER	CITROEN	6	93	404	863	-93,5	-53,2
25	EXPERT	PEUGEOT	19	119	404	1 504	-84,0	-73,1

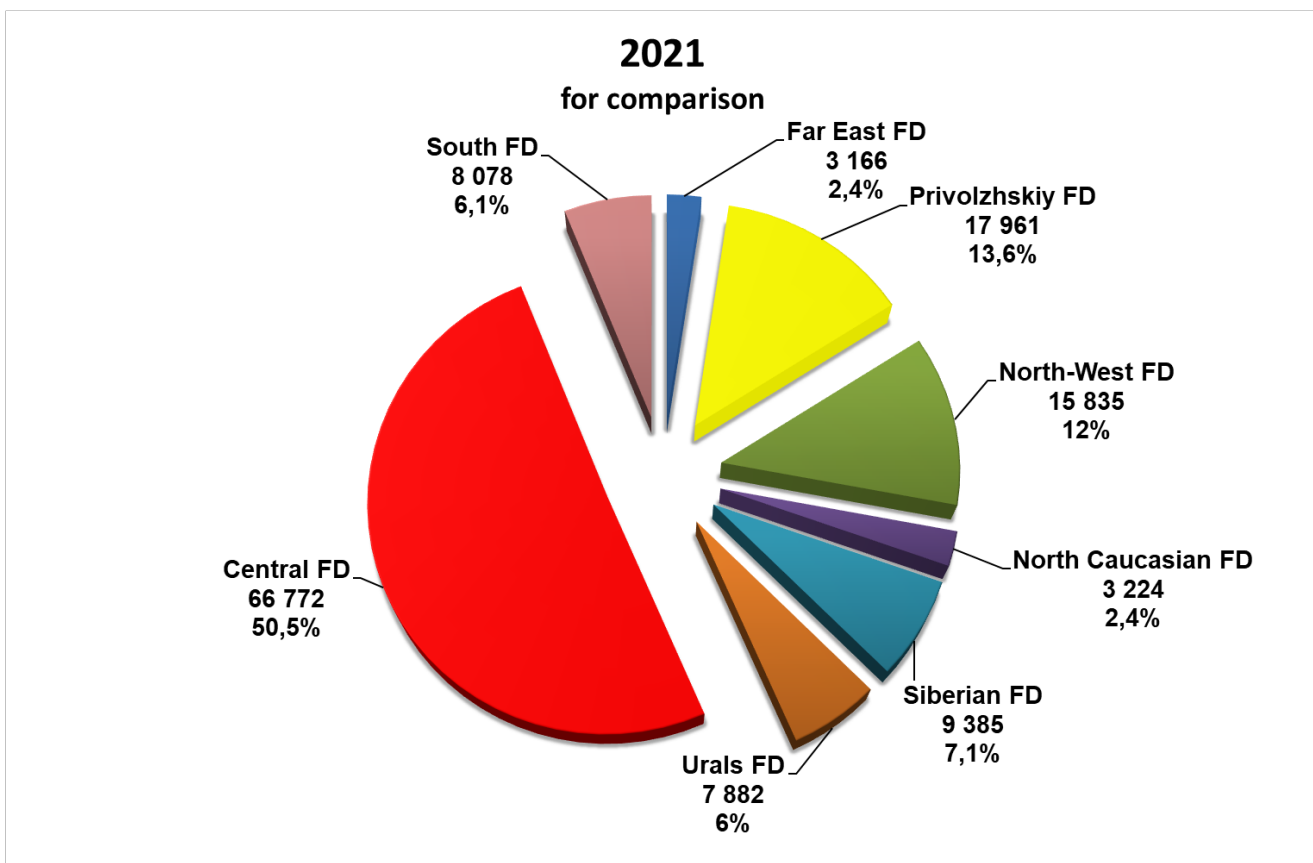
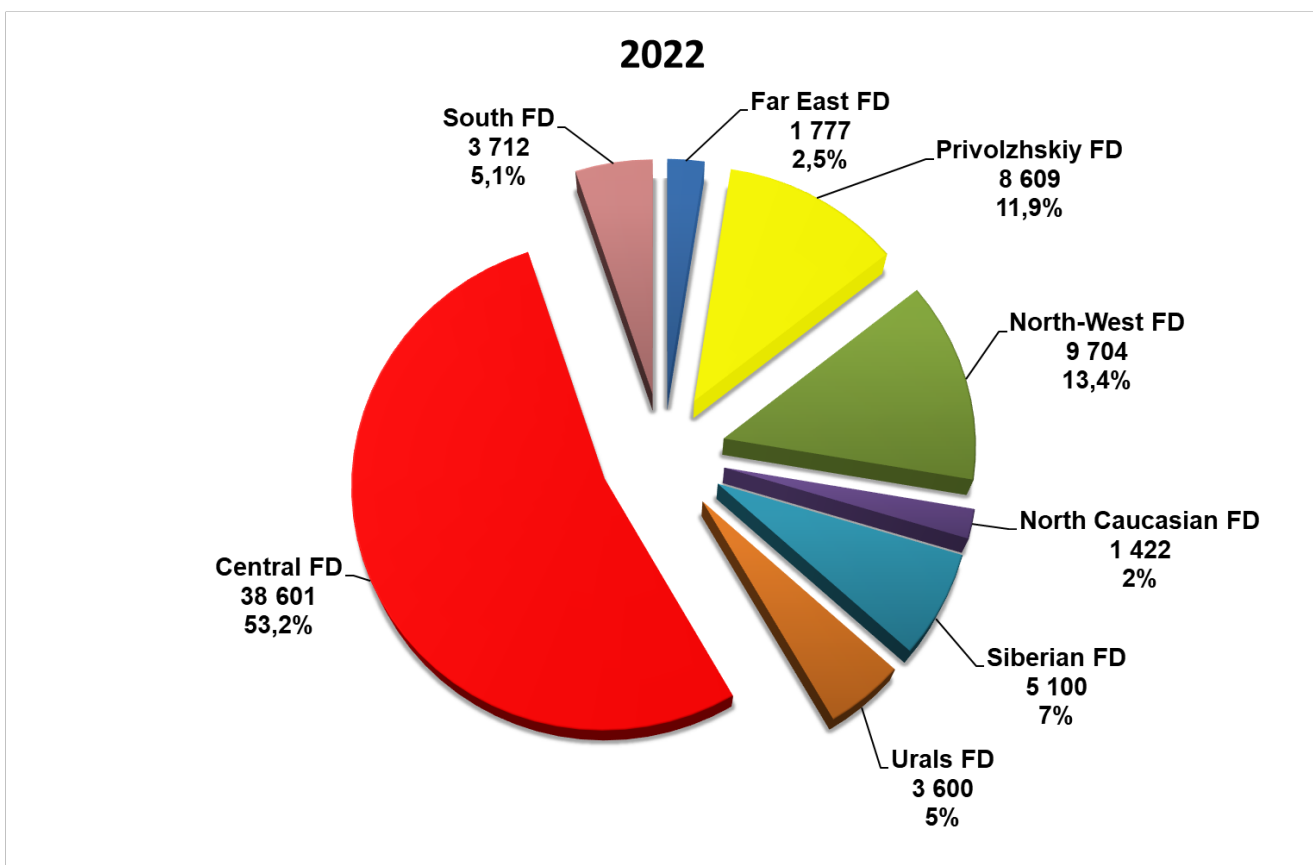
12 months 2022





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 12 months 2022 by Federal District





PICKUPS

Sales of new pickups in Russia in December and 12 months 2022 by brand

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
UAZ	198	395	1 994	2 915	-49,9	-31,6
TOYOTA	154	406	1 533	2 769	-62,1	-44,6
GREAT WALL	333	116	1 444	1 307	187,1	10,5
MITSUBISHI	214	203	1 208	1 991	5,4	-39,3
RAM	110	46	686	422	139,1	62,6
JAC	45	33	626	528	36,4	18,6
ISUZU	3	16	165	300	-81,2	-45,0
FORD	14	11	120	55	27,3	118,2
DONGFENG	11	0	75	0		
JEEP	3	1	29	3	200,0	866,7
CHEVROLET	1	3	8	9	-66,7	-11,1
GMC	0	1	5	10	-100,0	-50,0
VOLKSWAGEN	1	1	3	46	0,0	-93,5
NISSAN	0	0	2	0		
FOTON	0	0	1	0		
HYUNDAI	1	0	1	0		
GONOW	0	0	0	1		-100,0
SUBARU	0	1	0	2	-100,0	-100,0
TOTAL	1 088	1 233	7 900	10 358	-11,8	-23,7
TOTAL Russian brands	198	395	1 994	2 915	-49,9	-31,6
TOTAL foreign brands	890	838	5 906	7 443	6,2	-20,7



PICKUPS

Top 15 model ranking of new pickup sales in Russia in December and 12 months 2022

Rank	Model	Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
1	2363 PICKUP	UAZ	198	395	1 994	2 915	-49,9	-31,6
2	HILUX	TOYOTA	141	396	1 416	2 682	-64,4	-47,2
3	L200	mitsubishi	214	203	1 208	1 991	5,4	-39,3
4	POER	GREAT WALL	194	40	893	377	385,0	136,9
5	RAM	PICKUP	110	46	686	422	139,1	62,6
6	JAC T6	JAC	41	32	597	522	28,1	14,4
7	WINGLE	GREAT WALL	139	76	551	930	82,9	-40,8
8	D-MAX	ISUZU	3	16	165	300	-81,2	-45,0
9	F-SERIES	FORD	12	11	109	55	9,1	98,2
10	TUNDRA	TOYOTA	10	10	107	85	0,0	25,9
11	ZNA	DONGFENG	11	0	75	0		
12	RENI HFC 1027	JAC	4	1	29	6	300,0	383,3
13	GLADIATOR	JEEP	3	1	29	3	200,0	866,7
14	RANGER	FORD	2	0	11	0		
15	TACOMA	TOYOTA	3	0	10	2		400,0

12 months 2022

UAZ 2363 PICKUP
1 994 units **-31,6%**

TOYOTA HILUX
1 416 units **-47,2%**

MITSUBISHI L200
1 208 units **-39,3%**





PICKUPS

Structure of sales of new pickups in Russia 12 months 2022 by Federal District

