



PRESS-RELEASE

15 FEBRUARY 2022

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

In January 2022, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 9.5% year-on-year to 93 700 vehicles*, of which:

- Passenger cars – 85 002 units in January 2022, down 11.5% YOY; among them electric vehicles – 229 units in January 2022, up 99.1% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 7 946 units in January 2022, up 13.3% YOY.
- Pickups – 752 units in January 2022, up 56.7% 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 showed a decline (down 11.5%) in January 2022. We expect that the annual result of 2022 will be sales of new cars on the level of between up and down 5% as compared to the 2021 total.

In January, we noted a 56.7% growth of new pickup sales. Our forecast for this segment is annual sales growth by up to 15% in 2022.

Sales in the segment of light commercial vehicles grew by 13.3% in January. We forecast a growth of LCV sales in 2022 by about 10% on the last year.

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Developed by specialists of

AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in January and 1 month 2022 by brand

Brand	January 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
LADA	16 208	23 980	16 208	23 980	-32,4	-32,4
KIA	11 752	13 599	11 752	13 599	-13,6	-13,6
HYUNDAI	8 999	9 462	8 999	9 462	-4,9	-4,9
RENAULT	8 919	8 251	8 919	8 251	8,1	8,1
TOYOTA	6 245	5 408	6 245	5 408	15,5	15,5
SKODA	4 171	5 205	4 171	5 205	-19,9	-19,9
VOLKSWAGEN	3 523	5 335	3 523	5 335	-34,0	-34,0
CHERY	3 136	1 863	3 136	1 863	68,3	68,3
NISSAN	3 094	3 319	3 094	3 319	-6,8	-6,8
HAVAL	2 845	1 424	2 845	1 424	99,8	99,8
BMW	2 234	3 056	2 234	3 056	-26,9	-26,9
MERCEDES	1 990	2 294	1 990	2 294	-13,3	-13,3
MAZDA	1 985	2 811	1 985	2 811	-29,4	-29,4
MITSUBISHI	1 913	1 372	1 913	1 372	39,4	39,4
GEELY	1 781	879	1 781	879	102,6	102,6
UAZ	936	846	936	846	10,6	10,6
AUDI	677	1 146	677	1 146	-40,9	-40,9
LEXUS	637	1 556	637	1 556	-59,1	-59,1
CHEVROLET	502	219	502	219	129,2	129,2
LAND ROVER	381	453	381	453	-15,9	-15,9
PORSCHE	379	326	379	326	16,3	16,3
SUZUKI	375	431	375	431	-13,0	-13,0
GENESIS	348	55	348	55	532,7	532,7
VOLVO	271	538	271	538	-49,6	-49,6
SUBARU	267	442	267	442	-39,6	-39,6
CHANGAN	232	238	232	238	-2,5	-2,5
INFINITI	188	151	188	151	24,5	24,5
TESLA	138	28	138	28	392,9	392,9
MINI	137	138	137	138	-0,7	-0,7
GAC	98	35	98	35	180,0	180,0
HONDA	93	89	93	89	4,5	4,5
JEEP	84	105	84	105	-20,0	-20,0
CADILLAC	77	99	77	99	-22,2	-22,2
CITROEN	65	67	65	67	-3,0	-3,0
FAW	58	92	58	92	-37,0	-37,0
PEUGEOT	52	87	52	87	-40,2	-40,2
JAC	51	41	51	41	24,4	24,4
JAGUAR	44	35	44	35	25,7	25,7
OPEL	33	15	33	15	120,0	120,0
ROLLS ROYCE	19	4	19	4	375,0	375,0
DFSK	14	0	14	0		
MASERATI	12	0	12	0		
FORD	11	3	11	3	266,7	266,7
FIAT	6	29	6	29	-79,3	-79,3



PASSENGER CARS

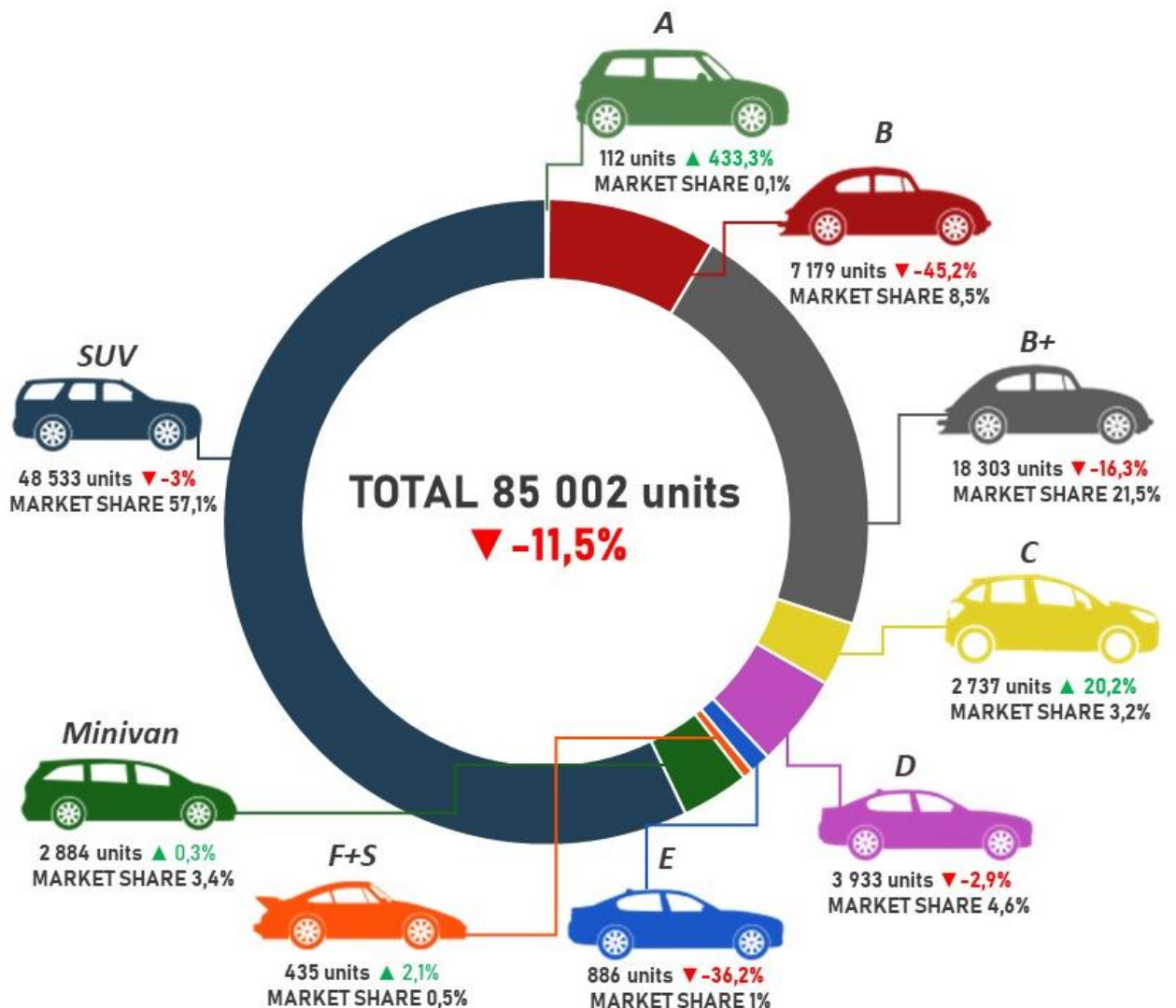
Brand	January 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
BENTLEY	4	5	4	5	-20,0	-20,0
BYD	2	0	2	0		
DODGE	2	3	2	3	-33,3	-33,3
ISUZU	2	0	2	0		
LAMBORGHINI	2	0	2	0		
SIMING	2	0	2	0		
ALFA ROMEO	1	1	1	1	0,0	0,0
AURUS	1	0	1	0		
BUICK	1	0	1	0		
DAIHATSU	1	1	1	1	0,0	0,0
GMC	1	0	1	0		
ORA	1	0	1	0		
RAVON	1	15	1	15	-93,3	-93,3
SMA	1	0	1	0		
BRILLIANCE	0	18	0	18	-100,0	-100,0
DATSUN	0	348	0	348	-100,0	-100,0
DONGFENG	0	7	0	7	-100,0	-100,0
FOTON	0	11	0	11	-100,0	-100,0
LIFAN	0	67	0	67	-100,0	-100,0
LINCOLN	0	1	0	1	-100,0	-100,0
ZOTYE	0	2	0	2	-100,0	-100,0
TOTAL	85 002	96 005	85 002	96 005	-11,5	-11,5
TOTAL Russian brands	17 145	24 826	17 145	24 826	-30,9	-30,9
TOTAL foreign brands	67 857	71 179	67 857	71 179	-4,7	-4,7



PASSENGER CARS

Sales of new passenger cars in Russia in January and 1 month 2022 by class

Class	January 2022	December 2021	1 month 2022	1 month 2021	Market share January 2022, %	Market share 1 month 2022, %	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
A	112	21	112	21	0,1	0,1	433,3	433,3
B	7 179	13 095	7 179	13 095	8,5	8,5	-45,2	-45,2
B+	18 303	21 857	18 303	21 857	21,5	21,5	-16,3	-16,3
C	2 737	2 278	2 737	2 278	3,2	3,2	20,2	20,2
D	3 933	4 051	3 933	4 051	4,6	4,6	-2,9	-2,9
E	886	1 388	886	1 388	1,0	1,0	-36,2	-36,2
F+S	435	426	435	426	0,5	0,5	2,1	2,1
Minivan	2 884	2 876	2 884	2 876	3,4	3,4	0,3	0,3
SUV	48 533	50 012	48 533	50 012	57,1	57,1	-3,0	-3,0
Not identified		1		1				
TOTAL	85 002	96 005	85 002	96 005	100,0	100,0	-11,5	-11,5



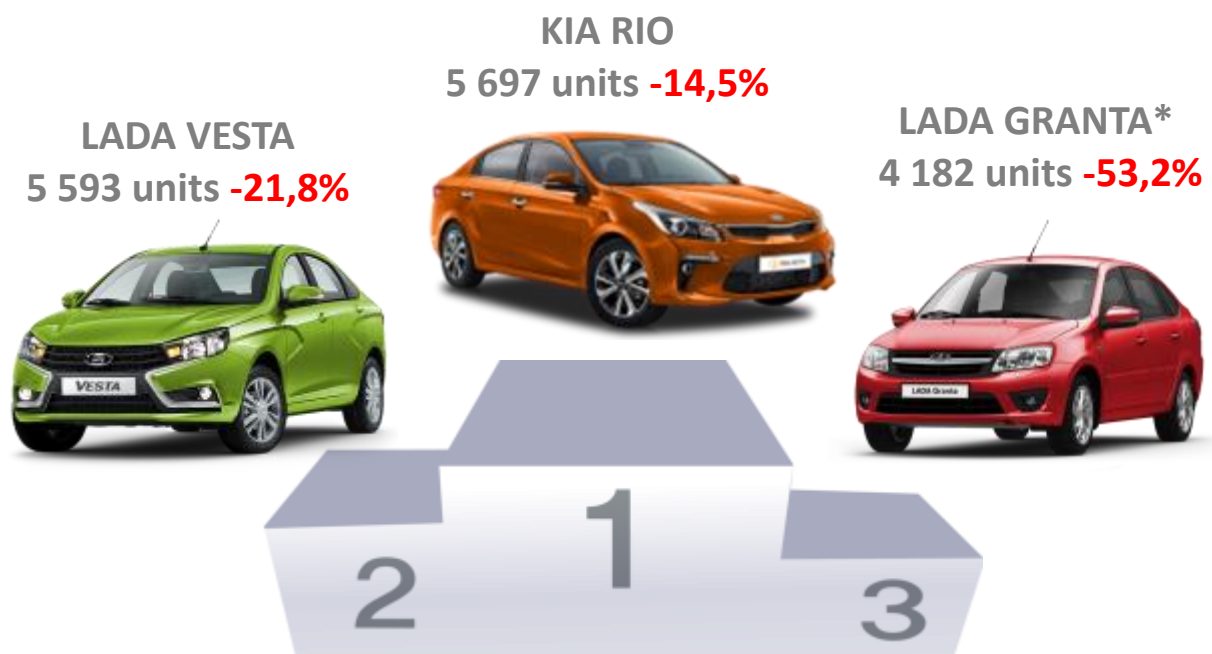


PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in January and 1 month 2022

Rank	Model	Brand	December 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
1	RIO	KIA	5 697	6 661	5 697	6 661	-14,5	-14,5
2	VESTA	LADA	5 593	7 151	5 593	7 151	-21,8	-21,8
3	GRANTA*	LADA	4 182	8 937	4 182	8 937	-53,2	-53,2
4	CRETA	HYUNDAI	3 764	5 012	3 764	5 012	-24,9	-24,9
5	SOLARIS	HYUNDAI	3 323	2 883	3 323	2 883	15,3	15,3
6	DUSTER	RENAULT	3 234	2 772	3 234	2 772	16,7	16,7
7	RAV4	TOYOTA	2 697	2 271	2 697	2 271	18,8	18,8
8	LARGUS	LADA	2 486	2 762	2 486	2 762	-10,0	-10,0
9	CAMRY	TOYOTA	2 038	1 458	2 038	1 458	39,8	39,8
10	POLO	VOLKSWAGEN	1 736	3 007	1 736	3 007	-42,3	-42,3
11	SELTOS	KIA	1 724	1 400	1 724	1 400	23,1	23,1
12	RENAULT LOGAN	RENAULT	1 699	1 857	1 699	1 857	-8,5	-8,5
13	RAPID	SKODA	1 630	2 019	1 630	2 019	-19,3	-19,3
14	2123 NIVA	LADA 4x4	1 578	1 255	1 578	1 255	25,7	25,7
15	CX-5	MAZDA	1 507	2 068	1 507	2 068	-27,1	-27,1
16	KAPTUR	RENAULT	1 506	1 085	1 506	1 085	38,8	38,8
17	JOLION	HAVAL	1 436	0	1 436	0		
18	OUTLANDER	MITSUBISHI	1 337	1 083	1 337	1 083	23,5	23,5
19	ARKANA	RENAULT	1 335	755	1 335	755	76,8	76,8
20	X-TRAIL	NISSAN	1 290	1 111	1 290	1 111	16,1	16,1
21	QASHQAI	NISSAN	1 211	1 322	1 211	1 322	-8,4	-8,4
22	2121 NIVA	LADA 4x4	1 199	1 536	1 199	1 536	-21,9	-21,9
23	SANDERO	RENAULT	1 145	1 782	1 145	1 782	-35,7	-35,7
24	XRAY	LADA	1 073	1 560	1 073	1 560	-31,2	-31,2
25	KAROQ	SKODA	1 069	823	1 069	823	29,9	29,9

* GRANTA 2190+2191+2192+2194





PASSENGER CARS

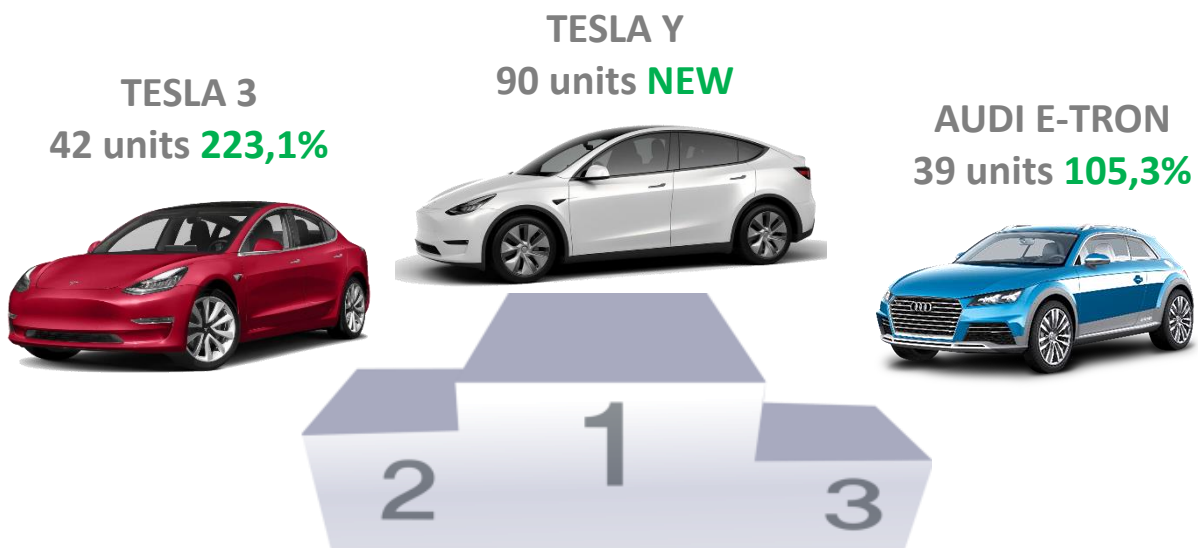
Sales of new electric cars in Russia in January and 1 month 2022 by brand

Brand / electric cars	January 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
AUDI	39	19	39	19	105,3	105,3
E-TRON	39	19	39	19	105,3	105,3
BMW	3	2	3	2	50	50
I3	2	2	2	2	0	0
IX	1	0	1	0		
BYD	2	0	2	0		
YUAN	2	0	2	0		
CHEVROLET	1	1	1	1	0	0
BOLT	1	0	1	0		
VOLT	0	1	0	1	-100	-100
FORD	1	0	1	0		
MUSTANG MACH-E	1	0	1	0		
JAC	1	1	1	1	0	0
IEV7S	1	1	1	1	0	0
JAGUAR	6	1	6	1	500	500
I-PACE	6	1	6	1	500	500
KIA	1	1	1	1	0	0
NIRO	1	1	1	1	0	0
MERCEDES	2	1	2	1	100	100
EQC	1	1	1	1	0	0
EQS	1	0	1	0		
NISSAN	5	3	5	3	66,7	66,7
LEAF	5	3	5	3	66,7	66,7
ORA	1	0	1	0		
IQ	1	0	1	0		
PORSCHE	26	56	26	56	-53,6	-53,6
TAYCAN	26	56	26	56	-53,6	-53,6
SIMING	2	0	2	0		
M-NV	2	0	2	0		
TESLA	138	28	138	28	392,9	392,9
3	42	13	42	13	223,1	223,1
S	4	1	4	1	300	300
X	2	14	2	14	-85,7	-85,7
Y	90	0	90	0		



PASSENGER CARS

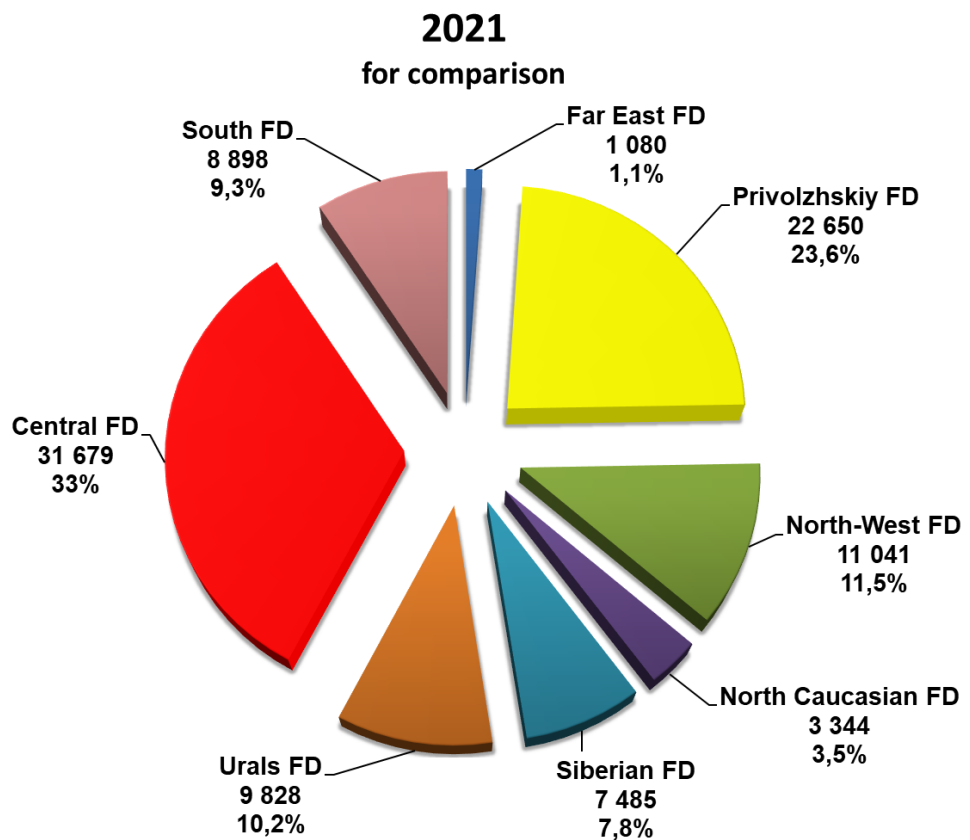
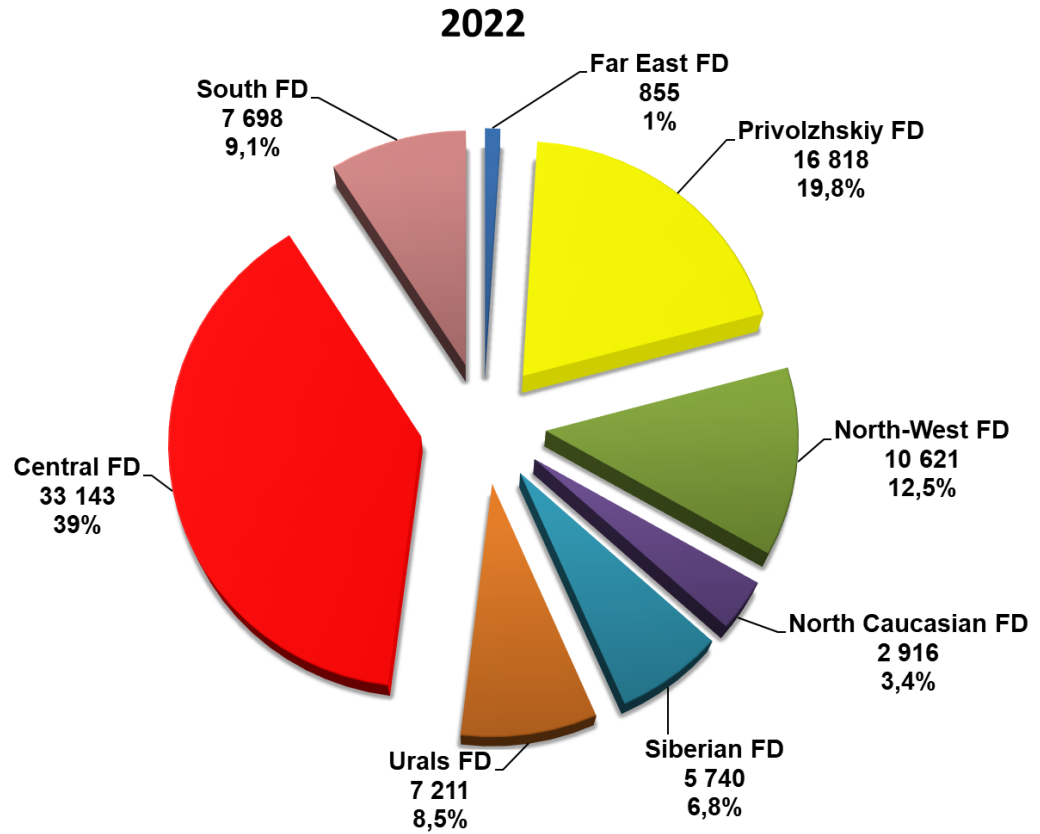
Brand / electric cars	January 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
VOLKSWAGEN	1	1	1	1		
E-LAVIDA	0	1	0	1	-100	-100
UP!	1	0	1	0		
TOTAL	229	114	229	114	99,1	99,1
TOTAL Russian brands						
TOTAL foreign brands	229	114	229	114	99,1	99,1





PASSENGER CARS

Structure of new car sales in Russia in January 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 January and 1 month 2022 by brand (without pickups)

Brand	January 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
GAZ	3 506	2 697	3 506	2 697	30,0	30,0
FORD	1 398	753	1 398	753	85,7	85,7
UAZ	877	1 313	877	1 313	-33,2	-33,2
LADA	768	790	768	790	-2,8	-2,8
PEUGEOT	367	334	367	334	9,9	9,9
CITROEN	270	198	270	198	36,4	36,4
VOLKSWAGEN	249	400	249	400	-37,8	-37,8
MERCEDES	135	158	135	158	-14,6	-14,6
OPEL	113	51	113	51	121,6	121,6
HYUNDAI	108	95	108	95	13,7	13,7
FIAT	60	43	60	43	39,5	39,5
IVECO	39	106	39	106	-63,2	-63,2
RENAULT	22	53	22	53	-58,5	-58,5
TOYOTA	22	17	22	17	29,4	29,4
KIA	10	4	10	4	150,0	150,0
MITSUBISHI	2	0	2	0		
NISSAN	0	1	0	1	-100,0	-100,0
TOTAL	7 946	7 013	7 946	7 013	13,3	13,3
TOTAL Russian brands	5 151	4 800	5 151	4 800	7,3	7,3
TOTAL foreign brands	2 795	2 213	2 795	2 213	26,3	26,3



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in January and 1 month 2022 (without pickups)

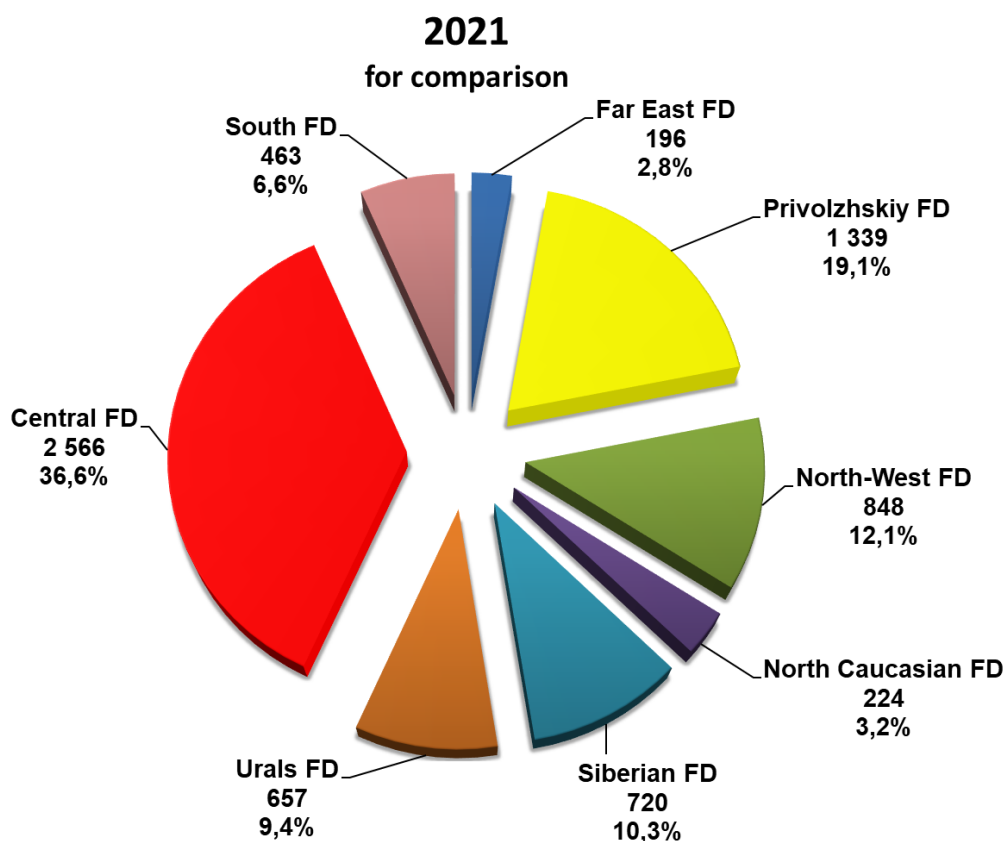
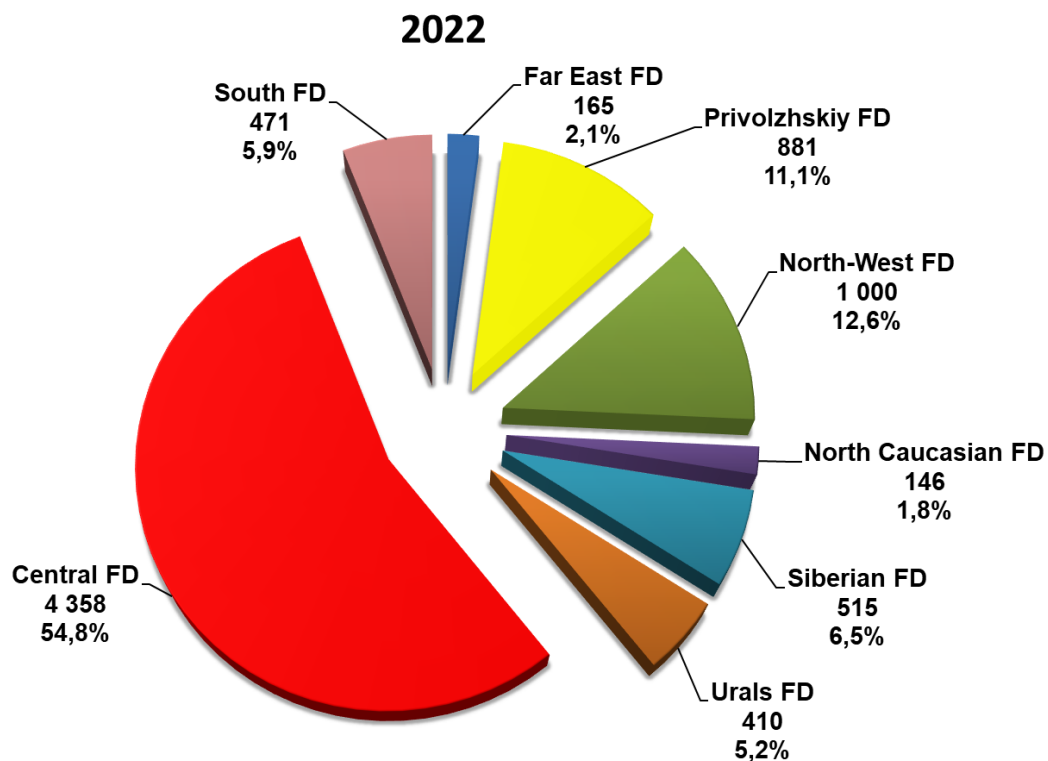
Rank	Model	Brand	December 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
1	GAZelle NEXT	GAZ	2 130	1 455	2 130	1 455	46,4	46,4
2	TRANSIT	FORD	1 398	752	1 398	752	85,9	85,9
3	LARGUS FURGON	LADA	720	681	720	681	5,7	5,7
4	3302 GAZelle	GAZ	589	579	589	579	1,7	1,7
5	2752 SOBOL	GAZ	437	198	437	198	120,7	120,7
6	3909	UAZ	356	757	356	757	-53,0	-53,0
7	PROFI	UAZ	199	196	199	196	1,5	1,5
8	TRAVELLER	PEUGEOT	140	154	140	154	-9,1	-9,1
9	3962	UAZ	136	86	136	86	58,1	58,1
10	2310 SOBOL	GAZ	135	69	135	69	95,7	95,7
11	CARAVELLE	VOLKSWAGEN	114	182	114	182	-37,4	-37,4
12	2217 SOBOL	GAZ	104	68	104	68	52,9	52,9
13	SPRINTER	MERCEDES	96	60	96	60	60,0	60,0
14	PARTNER	PEUGEOT	96	49	96	49	95,9	95,9
15	H1 H100 STAREX	HYUNDAI	94	58	94	58	62,1	62,1
16	EXPERT	PEUGEOT	88	59	88	59	49,2	49,2
17	2206	UAZ	81	119	81	119	-31,9	-31,9
18	JUMPER	CITROEN	80	50	80	50	60,0	60,0
19	SPACE TOURER	CITROEN	68	81	68	81	-16,0	-16,0
20	3221 GAZelle	GAZ	68	206	68	206	-67,0	-67,0
21	BERLINGO	CITROEN	64	0	64	0		
22	ZAFIRA LIFE	OPEL	64	43	64	43	48,8	48,8
23	DUCATO	FIAT	60	43	60	43	39,5	39,5
24	3741	UAZ	59	91	59	91	-35,2	-35,2
25	JUMPY	CITROEN	58	67	58	67	-13,4	-13,4





LIGHT COMMERCIAL VEHICLES

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





PICKUPS

Sales of new pickups in Russia in January and 1 month 2022 by brand

Brand	January 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
UAZ	255	181	255	181	40,9	40,9
TOYOTA	234	126	234	126	85,7	85,7
MITSUBISHI	159	68	159	68	133,8	133,8
DODGE	29	13	29	13	123,1	123,1
GREAT WALL	27	40	27	40	-32,5	-32,5
ISUZU	26	16	26	16	62,5	62,5
JAC	19	17	19	17	11,8	11,8
FORD	3	5	3	5	-40,0	-40,0
CHEVROLET	0	1	0	1	-100,0	-100,0
GMC	0	1	0	1	-100,0	-100,0
VOLKSWAGEN	0	12	0	12	-100,0	-100,0
TOTAL	752	480	752	480	56,7	56,7
TOTAL Russian brands	255	181	255	181	40,9	40,9
TOTAL foreign brands	497	299	497	299	66,2	66,2



PICKUPS

Top 15 model ranking of new pickup sales in Russia in January and 1 month 2022

Rank	Model	Brand	December 2022	January 2021	1 month 2022	1 month 2021	Change January 2022 vs 2021, %	Change 1 month 2022 vs 2021, %
1	2363 PICKUP	UAZ	255	181	255	181	40,9	40,9
2	HILUX	TOYOTA	229	123	229	123	86,2	86,2
3	L200	MITSUBISHI	159	68	159	68	133,8	133,8
4	RAM	PICKUP	29	13	29	13	123,1	123,1
5	D-MAX	ISUZU	26	16	26	16	62,5	62,5
6	T6	JAC	19	17	19	17	11,8	11,8
7	WINGLE	GREAT WALL	16	40	16	40	-60,0	-60,0
8	POER	GREAT WALL	11	0	11	0		
9	TUNDRA	TOYOTA	5	3	5	3	66,7	66,7
10	F-SERIES	FORD	3	5	3	5	-40,0	-40,0
11	SILVERADO	CHEVROLET	0	1	0	1	-100,0	-100,0
12	CANYON	GMC	0	1	0	1	-100,0	-100,0
13	AMAROK	VOLKSWAGEN	0	12	0	12	-100,0	-100,0

UAZ 2363 PICKUP

255 units **40,9%**

TOYOTA HILUX

229 units **86,2%**



MITSUBISHI L200

159 units **133,8%**





PICKUPS

Structure of sales of new pickups in Russia in January 2022 by Federal District

