



PRESS-RELEASE

12 SEPTEMBER 2022

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

In August 2022, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 67.8% year-on-year to 40 563 vehicles. In January-August 2022, the total sales were 474 093 vehicles, down 57.7% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 35 400 units in August 2022, down 69.2% YOY; 421 958 units in January-August 2022, down 59.0% YOY. Among them electric vehicles – 18 units in August 2022, down 92.3% YOY; 1 379 units in January-August 2022, up 12.4% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 4 785 units in August 2022, down 53.6% YOY; 47 624 units in January-August 2022, down 43.9% YOY.
- Pickups – 378 units in August 2022, down 58.2% YOY; 4 511 units in January-August 2022, down 28.9% 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 significantly, by 69.2%, in August 2022, while the market has declined by 59% in the first eight months. By our assessment, the decline of car sales will go on till September 2022, then stabilization will come thanks to growth of production and sales of Russian and Chinese vehicles. A decrease of the 2022 annual sales may amount to around 60%, given suspension of car output in Russia by many foreign automobile manufacturers.

In July, we noted a 58.2% decline of new pickup sales, and in eight months of 2022 pickup sales declined by 28.9%.

Sales in the segment of light commercial vehicles fell by 53.6% in August, while the market decline in January-August 2022 was by 43.9%. We expect the full-year result of LCV sales with a decline within 35% 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 August and 8 months 2022 by brand

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
LADA	15 722	22 791	99 736	248 529	-31,0	-59,9
KIA	3 912	17 726	53 343	135 613	-77,9	-60,7
HYUNDAI	2 785	11 911	44 316	106 994	-76,6	-58,6
RENAULT	1 773	10 407	35 314	90 447	-83,0	-61,0
TOYOTA	595	6 229	22 610	57 913	-90,4	-61,0
SKODA	746	6 125	18 117	64 351	-87,8	-71,8
CHERY	1 095	3 876	17 795	24 920	-71,7	-28,6
HAVAL	2 977	2 264	17 716	20 608	31,5	-14,0
VOLKSWAGEN	762	7 043	16 376	62 712	-89,2	-73,9
NISSAN	576	2 795	14 565	31 387	-79,4	-53,6
GEELY	1 583	2 148	12 443	14 074	-26,3	-11,6
BMW	95	3 958	9 352	30 279	-97,6	-69,1
MERCEDES	231	3 166	8 803	26 861	-92,7	-67,2
MITSUBISHI	331	1 873	8 787	14 627	-82,3	-39,9
MAZDA	560	1 934	8 499	18 941	-71,0	-55,1
UAZ	547	930	4 488	7 667	-41,2	-41,5
EXEED	440	0	3 979	0		
AUDI	79	1 685	3 444	11 663	-95,3	-70,5
LEXUS	57	1 819	2 708	13 500	-96,9	-79,9
CHEVROLET	46	517	1 937	3 003	-91,1	-35,5
SUZUKI	25	977	1 752	6 495	-97,4	-73,0
VOLVO	21	865	1 731	5 988	-97,6	-71,1
GENESIS	109	350	1 730	1 837	-68,9	-5,8
PORSCHE	36	348	1 610	4 173	-89,7	-61,4
LAND ROVER	21	441	1 449	4 339	-95,2	-66,6
CHANGAN	58	328	1 359	2 957	-82,3	-54,0
SUBARU	13	463	1 221	4 327	-97,2	-71,8
INFINITI	24	106	832	1 343	-77,4	-38,0
TESLA	3	60	668	299	-95,0	123,4
MINI	5	232	664	1 988	-97,8	-66,6
JEEP	25	142	635	1 111	-82,4	-42,8
FAW	41	231	606	1 438	-82,3	-57,9
HONDA	8	126	497	1 006	-93,7	-50,6
CITROEN	13	63	351	525	-79,4	-33,1
PEUGEOT	5	142	343	955	-96,5	-64,1
CADILLAC	5	276	323	1 556	-98,2	-79,2
GAC	14	60	278	431	-76,7	-35,5
JAC	41	29	263	829	41,4	-68,3
FORD	0	24	179	146	-100,0	22,6
JAGUAR	2	77	150	402	-97,4	-62,7
DFSK	8	12	148	22	-33,3	572,7



PASSENGER CARS

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
OPEL	1	34	115	267	-97,1	-56,9
ISUZU	0	0	105	1		10 400,0
DODGE	0	3	102	50	-100,0	104,0
ROLLS ROYCE	4	23	78	170	-82,6	-54,1
BENTLEY	1	35	67	243	-97,1	-72,4
MASERATI	0	0	59	5		1 080,0
AURUS	0	0	40	6		566,7
BYD	2	3	40	5	-33,3	700,0
FERRARI	0	8	30	37	-100,0	-18,9
FIAT	0	31	23	252	-100,0	-90,9
LAMBORGHINI	1	34	21	117	-97,1	-82,1
ACURA	0	1	15	4	-100,0	275,0
BUICK	0	1	13	1	-100,0	1 200,0
SKYWELL	0	0	13	0		
LINCOLN	0	0	12	9		33,3
GMC	1	3	11	13	-66,7	-15,4
HONGQI	0	0	10	0		
XIAOPENG	0	0	10	3		233,3
SMART	0	4	7	6	-100,0	16,7
ALFA ROMEO	0	0	6	1		500,0
DAIHATSU	0	1	6	13	-100,0	-53,8
HOZON	0	0	6	0		
WELTMEISTER	0	1	6	1	-100,0	500,0
DATSUN	0	17	5	991	-100,0	-99,5
ASTON MARTIN	0	5	4	26	-100,0	-84,6
CHRYSLER	0	2	4	6	-100,0	-33,3
DONGFENG	0	0	4	12		-66,7
LI XIANG	0	0	4	0		
SSANGYONG	0	0	4	0		
ALPINA	0	0	2	0		
APAL	0	0	2	0		
GAZ	0	0	2	1		100,0
SIMING	0	0	2	0		
SMA	0	0	2	0		
YEMA	0	0	2	0		
DACIA	1	0	1	0		
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MCLAREN	0	0	1	1		0,0
MG	0	0	1	0		
ORA	0	0	1	0		
POLESTAR	0	0	1	1		0,0
RAVON	0	74	1	311	-100,0	-99,7
VOYAH	0	0	1	0		



PASSENGER CARS

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
BAIC	0	0	0	1		-100,0
BRILLIANCE	0	2	0	97	-100,0	-100,0
FOTON	0	0	0	41		-100,0
LIFAN	0	1	0	327	-100,0	-100,0
SAMSUNG	0	1	0	1	-100,0	-100,0
ZOTYE	0	0	0	15		-100,0
TOTAL	35 400	114 833	421 958	1 029 291	-69,2	-59,0
TOTAL Russian brands	16 269	23 721	104 268	256 203	-31,4	-59,3
TOTAL foreign brands	19 131	91 112	317 690	773 088	-79,0	-58,9

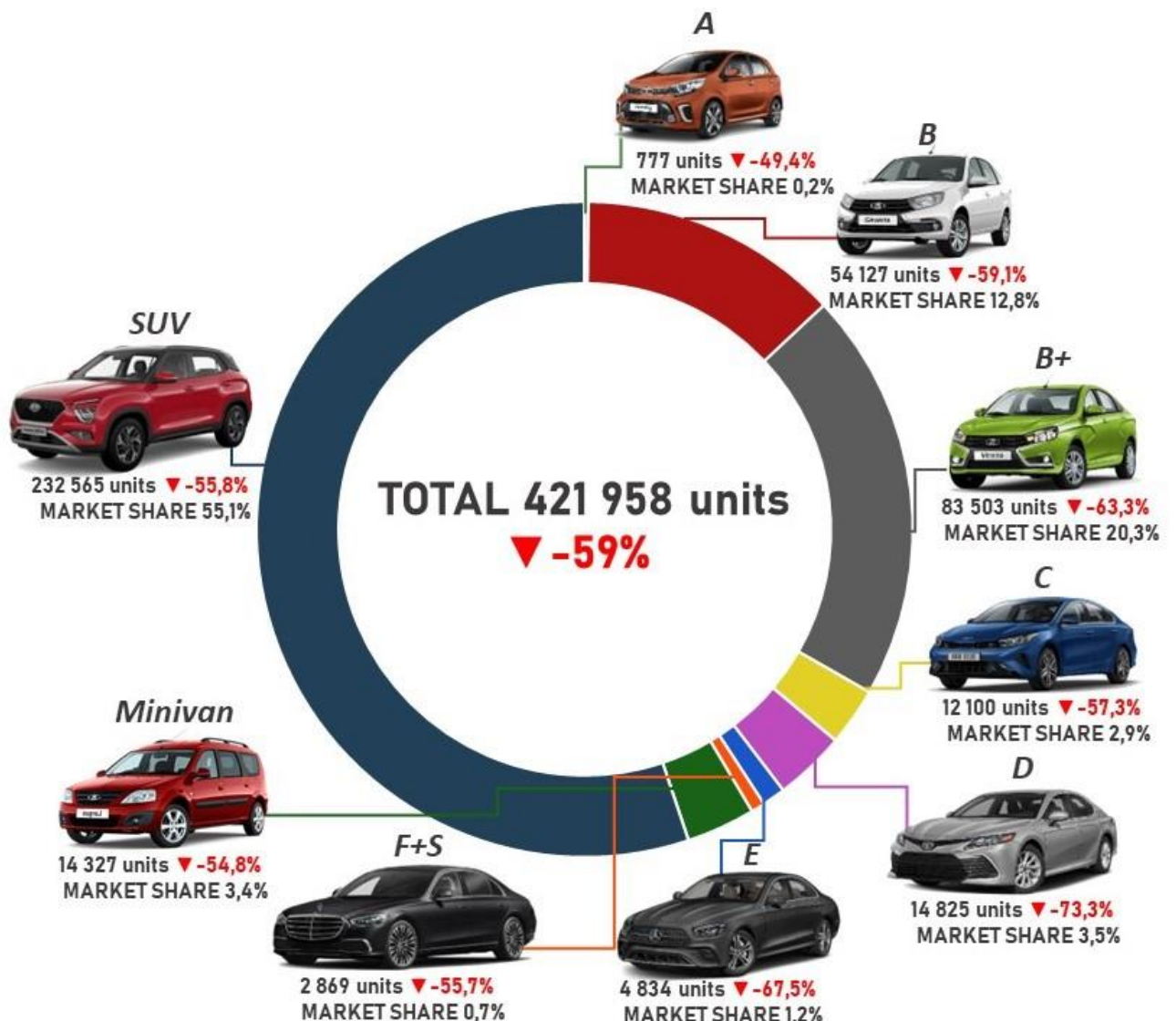


PASSENGER CARS

Sales of new passenger cars in Russia in August and 8 months 2022 by class

Class	August 2022	August 2021	8 months 2022	8 months 2021	Market share August 2022, %	Market share 8 months 2022, %	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
A	105	401	777	1 536	0,3	0,2	-73,8	-49,4
B	12 263	10 381	54 127	132 206	34,6	12,8	18,1	-59,1
B+	4 786	24 541	85 503	232 764	13,5	20,3	-80,5	-63,3
C	820	4 152	12 100	28 328	2,3	2,9	-80,3	-57,3
D	845	7 161	14 825	55 441	2,4	3,5	-88,2	-73,3
E	169	1 818	4 834	14 884	0,5	1,2	-90,7	-67,5
F+S	64	785	2 869	6 479	0,2	0,7	-91,9	-55,7
Minivan	770	3 329	14 327	31 680	2,2	3,4	-76,9	-54,8
SUV	15 578	62 259	232 565	525 924	44,0	55,1	-75,0	-55,8
Not identified		6	31	49			-100,0	-36,7
TOTAL	35 400	114 833	421 958	1 029 291	100,0	100,0	-69,2	-59,0

8 months 2022





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in August and 8 months 2022

Rank	Model	Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
1	GRANTA*	LADA	11 251	6 480	39 923	89 813	73,6	-55,5
2	VESTA	LADA	1 872	8 036	27 222	75 040	-76,7	-63,7
3	RIO	KIA	986	6 367	22 078	53 249	-84,5	-58,5
4	SOLARIS	HYUNDAI	814	4 052	16 967	39 434	-79,9	-57,0
5	CRETA	HYUNDAI	996	5 099	16 216	45 032	-80,5	-64,0
6	DUSTER	RENAULT	409	3 624	12 424	26 681	-88,7	-53,4
7	LARGUS	LADA	624	2 825	11 489	28 856	-77,9	-60,2
8	POLO	VOLKSWAGEN	601	3 254	9 805	34 472	-81,5	-71,6
9	2123 NIVA	LADA 4x4	224	2 077	9 246	17 936	-89,2	-48,5
10	RAV4	TOYOTA	192	1 941	8 974	23 549	-90,1	-61,9
11	JOLION	HAVAL	2 013	696	8 934	2 546	189,2	250,9
12	RAPID	SKODA	497	2 643	8 510	29 032	-81,2	-70,7
13	LOGAN	RENAULT	667	2 204	8 286	21 800	-69,7	-62,0
14	SELTO	KIA	628	1 476	7 278	12 034	-57,5	-39,5
15	TIGGO 7 PRO	CHERY	602	1 392	6 963	3 949	-56,8	76,3
16	CAMRY	TOYOTA	218	2 221	6 720	19 359	-90,2	-65,3
17	QASHQAI	NISSAN	201	1 063	6 431	11 975	-81,1	-46,3
18	CX-5	MAZDA	417	1 338	6 325	12 277	-68,8	-48,5
19	SPORTAGE	KIA	581	1 903	6 148	17 913	-69,5	-65,7
20	2121 NIVA	LADA 4x4	1 308	1 265	5 787	14 599	3,4	-60,4
21	COOLRAY	GEELY	997	816	5 572	6 732	22,2	-17,2
22	X-TRAIL	NISSAN	234	971	5 377	10 994	-75,9	-51,1
23	OUTLANDER	MITSUBISHI	210	1 111	5 259	10 121	-81,1	-48,0
24	SANDERO	RENAULT	336	1 354	5 118	17 070	-75,2	-70,0
25	XRAY	LADA	403	1 546	5 022	17 135	-73,9	-70,7

8 months 2022

LADA GRANTA*

39 923 units **-55,5%**

* GRANTA 2190+2191+2192+2194

LADA VESTA

27 222 units **-63,7%**



KIA RIO

22 078 units **-58,5%**





PASSENGER CARS

Sales of new electric cars in Russia in August and 8 months 2022 by brand

Brand / electric cars	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
AUDI	4	52	190	247	-92,3	-23,1
BAIC	0	0	0	1		-100,0
BMW	0	5	38	28	-100,0	35,7
BYD	2	3	40	5	-33,3	700,0
CHANGAN	0	0	1	0		
CHERY	0	0	5	0		
CHEVROLET	0	0	6	4		50,0
CITROEN	0	0	1	0		
DONGFENG	0	0	4	0		
FIAT	0	0	2	0		
FORD	0	0	19	0		
GAC	0	0	2	0		
HONDA	0	0	9	0		
HONGQI	0	0	10	0		
HOZON	0	0	6	0		
HYUNDA	0	2	20	12	-100,0	66,7
JAC	0	0	22	26		-15,4
JAGUAR	0	7	23	44	-100,0	-47,7
KIA	0	0	6	2		200,0
LI XIANG	0	0	4	0		
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MERCEDES	0	2	18	8	-100,0	125,0
MG	0	0	1	0		
NISSAN	0	8	25	64	-100,0	-60,9
ORA	0	0	1	0		
PEUGEOT	0	0	0	3		-100,0
PORSCHE	5	43	159	424	-88,4	-62,5
SIMING	0	0	2	0		
SKYWELL	0	0	13	0		
TESLA	3	60	668	299	-95,0	123,4
VOLKSWAGEN	4	1	63	4	300,0	1475,0
VOYAH	0	0	1	0		
WELTMEISTER	0	1	6	1	-100,0	500,0
XIAOPENG	0	0	10	3		233,3
YEMA	0	0	2	0		
TOTAL	18	184	1 379	1 175	-92,3	12,4
TOTAL Russian brands						
TOTAL foreign brands	18	184	1 379	1 175	-92,3	12,4

8 months 2022

TESLA Y

308 units **1521,1%**



TESLA 3

288 units **66,5%**



AUDI E-TRON

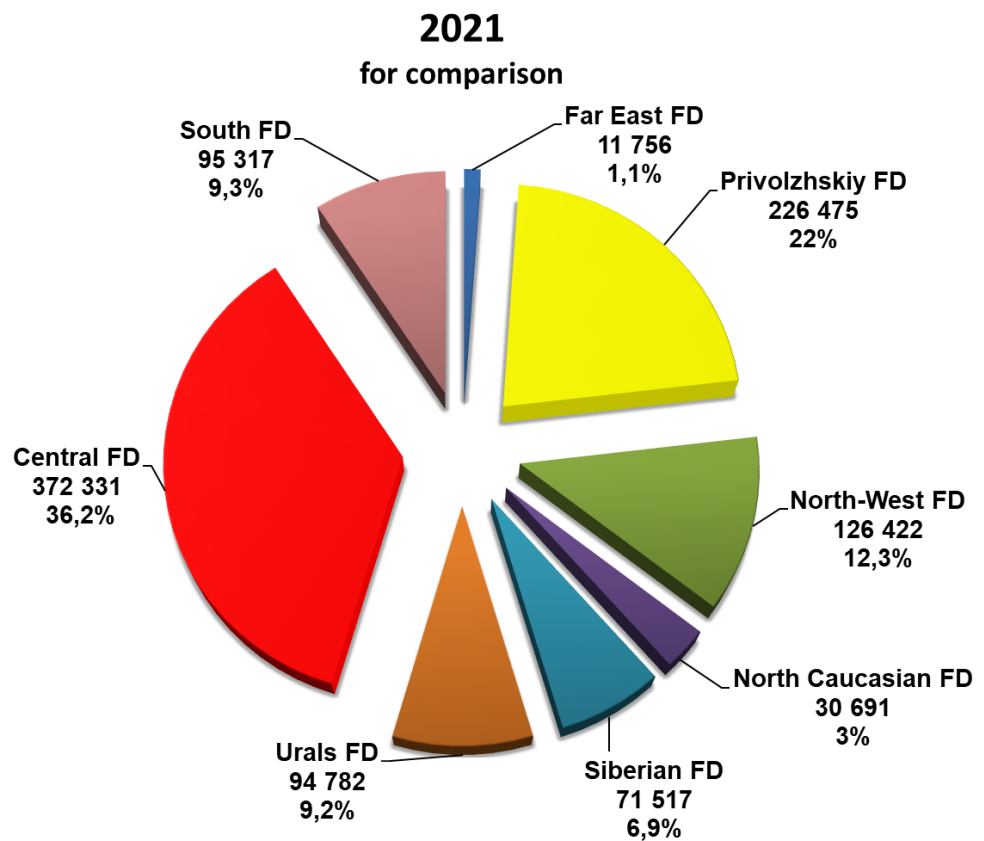
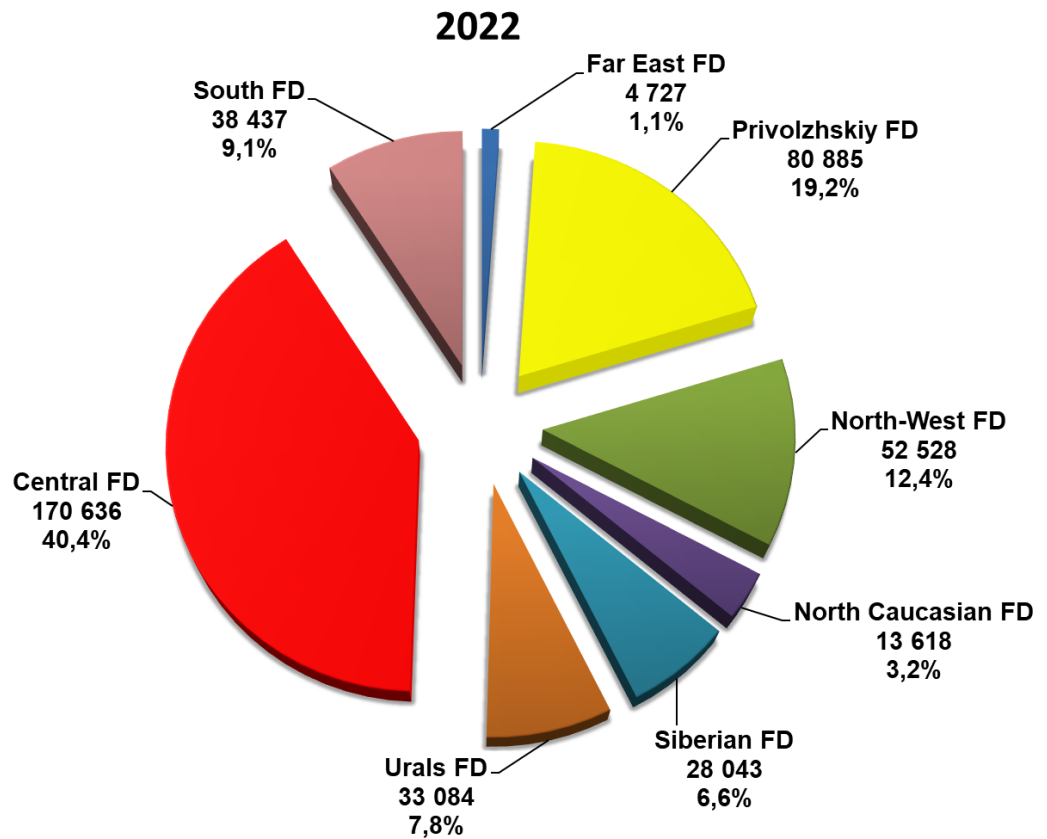
185 units **-4,6%**





PASSENGER CARS

Structure of new car sales in Russia in 8 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 August and 8 months 2022 by brand (without pickups)

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
GAZ	2 755	4 005	22 798	34 710	-31,2	-34,3
UAZ	1 079	1 230	7 388	10 637	-12,3	-30,5
FORD	230	1 837	6 157	12 073	-87,5	-49,0
LADA	319	1 078	4 641	9 787	-70,4	-52,6
PEUGEOT	137	602	1 845	4 309	-77,2	-57,2
CITROEN	106	337	1 353	2 800	-68,5	-51,7
VOLKSWAGEN	18	342	1 151	3 674	-94,7	-68,7
MERCEDES	25	236	689	2 368	-89,4	-70,9
OPEL	42	146	484	911	-71,2	-46,9
IVECO	29	51	337	620	-43,1	-45,6
HYUNDAI	4	213	292	1 325	-98,1	-78,0
FIAT	5	88	168	571	-94,3	-70,6
TOYOTA	0	33	121	245	-100,0	-50,6
RENAULT	11	99	93	646	-88,9	-85,6
KIA	1	7	40	64	-85,7	-37,5
JAC	19	0	33	55		-40,0
MITSUBISHI	0	2	13	9	-100,0	44,4
NISSAN	0	1	6	9	-100,0	-33,3
BAW	5	0	5	0		
ASHOK LEYLAND	0	0	3	0		
DAIHATSU	0	1	3	8	-100,0	-62,5
GMC	0	0	3	2		50,0
DFSK	0	0	1	0		
HONDA	0	0	0	1		-100,0
RUSTRAK	0	0	0	2		-100,0
SUZUKI	0	1	0	2	-100,0	-100,0
TAGAZ	0	0	0	2		-100,0
YUEJIN	0	0	0	3		-100,0
TOTAL	4 785	10 309	47 624	84 833	-53,6	-43,9
TOTAL Russian brands	4 153	6 313	34 827	55 138	-34,2	-36,8
TOTAL foreign brands	632	3 996	12 797	29 695	-84,2	-56,9



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in August and 8 months 2022 (without pickups)

Rank	Model	Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
1	GAZelle NEXT	GAZ	1 501	2 228	13 290	18 956	-32,6	-29,9
2	TRANSIT	FORD	230	1 835	6 155	12 065	-87,5	-49,0
3	3302 GAZelle	GAZ	540	865	4 017	7 261	-37,6	-44,7
4	LARGUS FURGON	LADA	253	885	3 858	8 174	-71,4	-52,8
5	3909	UAZ	539	405	3 719	4 659	33,1	-20,2
6	2752 SOBOL	GAZ	359	440	2 893	4 180	-18,4	-30,8
7	PROFI	UAZ	272	138	1 565	1 744	97,1	-10,3
8	2310 SOBOL	GAZ	150	133	1 076	1 041	12,8	3,4
9	TRAVELLER	PEUGEOT	51	226	664	1 674	-77,4	-60,3
10	2349 WIS	LADA	60	150	618	1 398	-60,0	-55,8
11	2217 SOBOL	GAZ	66	146	616	731	-54,8	-15,7
12	3741	UAZ	93	97	603	1 257	-4,1	-52,0
13	2206	UAZ	113	131	601	1 366	-13,7	-56,0
14	3962	UAZ	16	328	553	604	-95,1	-8,4
15	PARTNER	PEUGEOT	49	185	550	952	-73,5	-42,2
16	3221 GAZelle	GAZ	74	162	528	1 215	-54,3	-56,5
17	SPRINTER	MERCEDES	18	110	450	803	-83,6	-44,0
18	CARAVELLE	VOLKSWAGEN	1	167	413	1 805	-99,4	-77,1
19	SPACE TOURER	CITROEN	30	115	378	1 013	-73,9	-62,7
20	2705 GAZelle	GAZ	65	31	378	1 325	109,7	-71,5
21	JUMPER	CITROEN	18	52	355	636	-65,4	-44,2
22	DAILY	IVECO	29	51	337	620	-43,1	-45,6
23	EXPERT	PEUGEOT	28	130	327	921	-78,5	-64,5
24	BERLINGO	CITROEN	33	55	311	379	-40,0	-17,9
25	JUMPY	CITROEN	25	115	309	772	-78,3	-60,0

8 months 2022

FORD TRANSIT
6 155 units **-49%**



GAZelle NEXT
13 290 units **-29,9%**



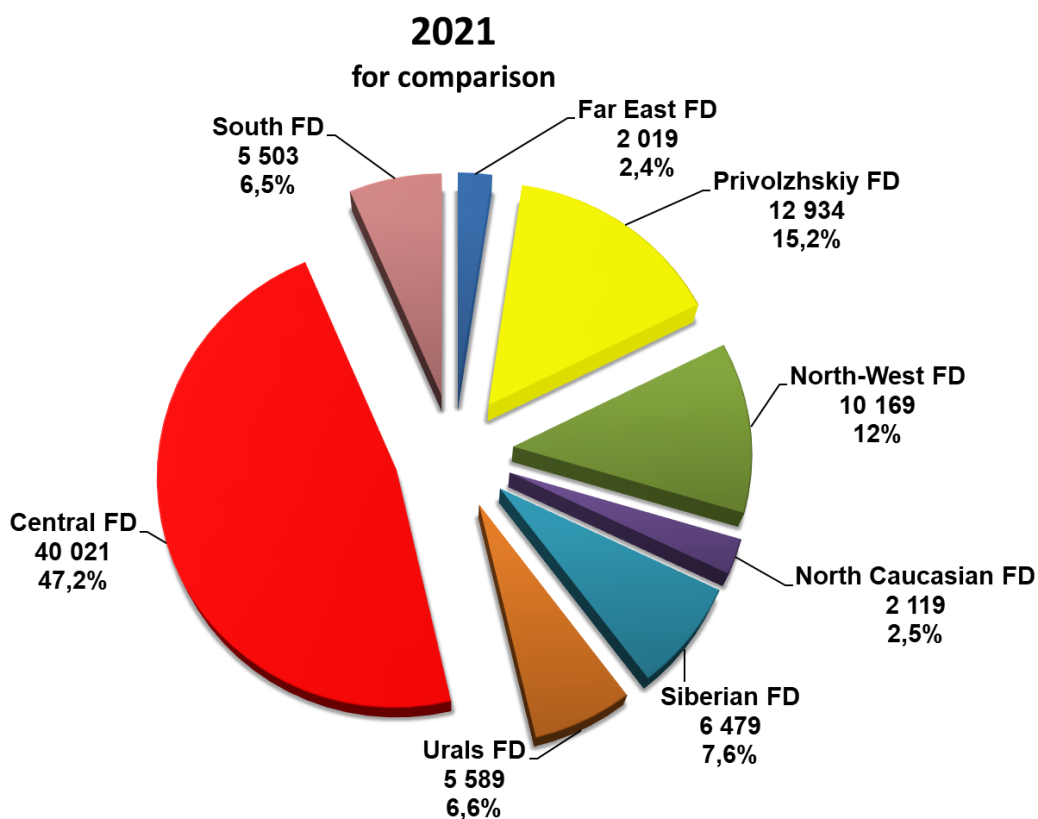
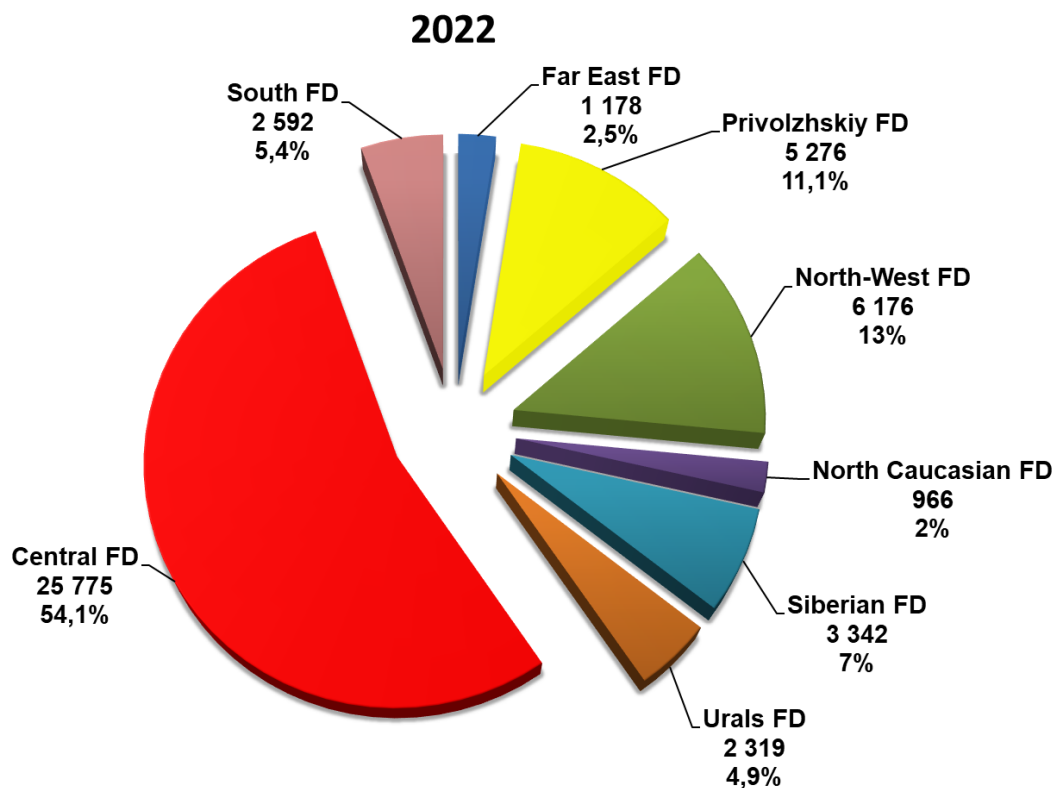
GAZelle 3302
4 017 units **-44,7%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 8 months 2022 by Federal District





PICKUPS

Sales of new pickups in Russia in August and 8 months 2022 by brand

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
UAZ	173	209	1 244	1 918	-17,2	-35,1
TOYOTA	18	263	1 062	1 598	-93,2	-33,5
MITSUBISHI	10	106	700	1 296	-90,6	-46,0
GREAT WALL	60	171	471	680	-64,9	-30,7
JAC	96	59	392	306	62,7	28,1
RAM	10	42	382	232	-76,2	64,7
ISUZU	5	53	152	223	-90,6	-31,8
FORD	1	1	66	33	0,0	100,0
DONGFENG	5	0	19	0		
JEEP	0	0	16	2		700,0
CHEVROLET	0	0	4	3		33,3
GMC	0	1	3	6	-100,0	-50,0
VOLKSWAGEN	0	0	0	44		-100,0
TOTAL	378	905	4 511	6 341	-58,2	-28,9
TOTAL Russian brands	173	209	1 244	1 918	-17,2	-35,1
TOTAL foreign brands	205	696	3 267	4 423	-70,5	-26,1



PICKUPS

Top 15 model ranking of new pickup sales in Russia in August and 8 months 2022

Rank	Model	Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
1	2363 PICKUP	UAZ	173	209	1 244	1 918	-17,2	-35,1
2	HILUX	TOYOTA	16	250	1 014	1 548	-93,6	-34,5
3	L200	MITSUBISHI	10	106	700	1 296	-90,6	-46,0
4	T6	JAC	90	59	385	301	52,5	27,9
5	RAM	PICKUP	10	42	382	232	-76,2	64,7
6	POER	GREAT WALL	41	64	316	134	-35,9	135,8
7	WINGLE	GREAT WALL	19	107	155	546	-82,2	-71,6
8	D-MAX	ISUZU	5	53	152	223	-90,6	-31,8
9	F-SERIES	FORD	1	1	65	33	0,0	97,0
10	TUNDRA	TOYOTA	2	13	48	50	-84,6	-4,0
11	ZNA	DONGFENG	5	0	19	0		
12	GLADIATOR	JEEP	0	0	16	2		700,0
13	RENI HFC 1027	JAC	6	0	7	5		40,0
14	SILVERADO	CHEVROLET	0	0	3	3		0,0
15	SIERRA	GMC	0	1	3	5	-100,0	-40,0

8 months 2022

UAZ 2363 PICKUP
1 244 units **-35,1%**

TOYOTA HILUX
1 014 units **-34,5%**

MITSUBISHI L200
700 units **-46%**





PICKUPS

Structure of sales of new pickups in Russia 8 months 2022 by Federal District

