



PRESS-RELEASE

12 OCTOBER 2022

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

In September 2022, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 55.3% year-on-year to 53 385 vehicles. In January-September 2022, the total sales were 527 478 vehicles, down 57.5% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 47 410 units in September 2022, down 56.2% YOY; 469 368 units in January-September 2022, down 58.7% YOY. Among them electric vehicles – 251 units in September 2022, up 54.9% YOY; 1 630 units in January-September 2022, up 21.9% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 5 264 units in September 2022, down 48.1% YOY; 52 888 units in January-September 2022, down 44.3% YOY.
- Pickups – 711 units in September 2022, down 34.5% YOY; 5 222 units in January-September 2022, down 29.7% 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 fell by 56.2% in September 2022, while the market has declined by 58.7% in the first three quarters. As we previewed earlier, the month of September has marked a certain turn to rise of passenger car sales: the sales of Russian brands in September show an increase by 10.2%. A decrease of the 2022 annual sales may amount to 55%, given suspension of car output in Russia by many foreign automobile manufacturers.

In September, we noted a 34.5% decline of new pickup sales, and In nine months of 2022 pickup sales declined by 29.7%.

Sales in the segment of light commercial vehicles fell by 48.1% in September, while the market decline in January-September 2022 was by 44.3%. 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.

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 September and 9 months 2022 by brand

Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
LADA	17 965	15 573	117 701	264 102	15,4	-55,4
KIA	3 979	16 487	57 322	152 100	-75,9	-62,3
HYUNDAI	3 668	12 618	47 984	119 612	-70,9	-59,9
RENAULT	1 631	8 359	36 945	98 806	-80,5	-62,6
TOYOTA	1 441	8 196	24 051	66 109	-82,4	-63,6
CHERY	4 020	4 303	21 815	29 223	-6,6	-25,3
HAVAL	3 309	2 998	21 025	23 606	10,4	-10,9
SKODA	683	5 698	18 800	70 049	-88,0	-73,2
VOLKSWAGEN	1 015	6 845	17 391	69 557	-85,2	-75,0
GEELY	2 950	2 619	15 393	16 693	12,6	-7,8
NISSAN	513	3 399	15 078	34 786	-84,9	-56,7
BMW	258	3 972	9 610	34 251	-93,5	-71,9
MITSUBISHI	762	1 649	9 549	16 276	-53,8	-41,3
MERCEDES	417	3 087	9 220	29 948	-86,5	-69,2
MAZDA	549	1 796	9 048	20 737	-69,4	-56,4
EXEED	1 340	0	5 319	0		
UAZ	579	1 261	5 067	8 928	-54,1	-43,2
AUDI	167	1 664	3 611	13 327	-90,0	-72,9
LEXUS	262	1 967	2 970	15 467	-86,7	-80,8
CHEVROLET	198	701	2 135	3 704	-71,8	-42,4
GENESIS	165	405	1 895	2 242	-59,3	-15,5
SUZUKI	94	724	1 846	7 219	-87,0	-74,4
VOLVO	63	833	1 794	6 821	-92,4	-73,7
PORSCHE	80	251	1 690	4 424	-68,1	-61,8
CHANGAN	245	209	1 604	3 166	17,2	-49,3
LANDROVER	70	363	1 519	4 702	-80,7	-67,7
SUBARU	109	554	1 330	4 881	-80,3	-72,8
INFINITI	60	118	892	1 461	-49,2	-38,9
FAW	187	280	793	1 718	-33,2	-53,8
TESLA	65	55	733	354	18,2	107,1
JEEP	81	114	716	1 225	-28,9	-41,6
MINI	19	99	683	2 087	-80,8	-67,3
HONDA	59	131	556	1 137	-55,0	-51,1
CITROEN	12	92	363	617	-87,0	-41,2
PEUGEOT	13	122	356	1 077	-89,3	-66,9
CADILLAC	25	256	348	1 812	-90,2	-80,8
GAC	68	85	346	516	-20,0	-32,9
JAC	78	39	341	868	100,0	-60,7
FORD	43	28	222	174	53,6	27,6
DFSK	37	26	185	48	42,3	285,4
JAGUAR	9	27	159	429	-66,7	-62,9



PASSENGER CARS

Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
DODGE	21	13	123	63	61,5	95,2
OPEL	4	27	119	294	-85,2	-59,5
ISUZU	8	0	113	1		11 200,0
ROLLS ROYCE	6	18	84	188	-66,7	-55,3
BENTLEY	8	26	75	269	-69,2	-72,1
MASERATI	4	0	63	5		1 160,0
BYD	9	8	49	13	12,5	276,9
AURUS	5	3	45	9	66,7	400,0
FERRARI	1	4	31	41	-75,0	-24,4
LAMBORGHINI	5	33	26	150	-84,8	-82,7
FIAT	0	32	23	284	-100,0	-91,9
HONGQI	11	0	21	0		
ACURA	5	2	20	6	150,0	233,3
LINCOLN	4	4	16	13	0,0	23,1
GMC	4	3	15	16	33,3	-6,2
SKYWELL	1	0	14	0		
BUICK	0	3	13	4	-100,0	225,0
XIAOPENG	0	0	10	3		233,3
LI XIANG	5	1	9	1	400,0	800,0
ALFAROMEIO	2	0	8	1		700,0
DAIHATSU	2	2	8	15	0,0	-46,7
SMART	0	3	7	9	-100,0	-22,2
HOZON	0	0	6	0		
SSANGYONG	2	0	6	0		
WELTMEISTER	0	0	6	1		500,0
ASTON MARTIN	1	6	5	32	-83,3	-84,4
CHRYSLER	1	0	5	6		-16,7
DAEWOO	5	0	5	0		
DATSUN	0	11	5	1 002	-100,0	-99,5
DONGFENG	0	0	4	12		-66,7
VOYAH	3	0	4	0		
GAZ	1	0	3	1		200,0
ALPINA	0	0	2	0		
APAL	0	0	2	0		
DACIA	1	0	2	0		
MCLAREN	1	0	2	1		100,0
POLESTAR	1	0	2	1		100,0
SIMING	0	0	2	0		
SMA	0	0	2	0		
YEMA	0	0	2	0		
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MG	0	0	1	0		
ORA	0	1	1	1	-100,0	0,0



PASSENGER CARS

Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
RAVON	0	129	1	440	-100,0	-99,8
WULING	1	0	1	0		
BAIC	0	1	0	2	-100,0	-100,0
BRILLIANCE	0	1	0	98	-100,0	-100,0
FOTON	0	0	0	41		-100,0
LEAPMOTOR	0	1	0	1	-100,0	-100,0
LIFAN	0	0	0	327		-100,0
LONDON TAXIS	0	1	0	1	-100,0	-100,0
SAMSUNG	0	1	0	2	-100,0	-100,0
TAGAZ	0	1	0	1	-100,0	-100,0
ZOTYE	0	1	0	16	-100,0	-100,0
TOTAL	47 410	108 339	469 368	1 137 630	-56,2	-58,7
TOTAL Russian brands	18 550	16 837	122 818	273 040	10,2	-55,0
TOTAL foreign brands	28 860	91 502	346 550	864 590	-68,5	-59,9

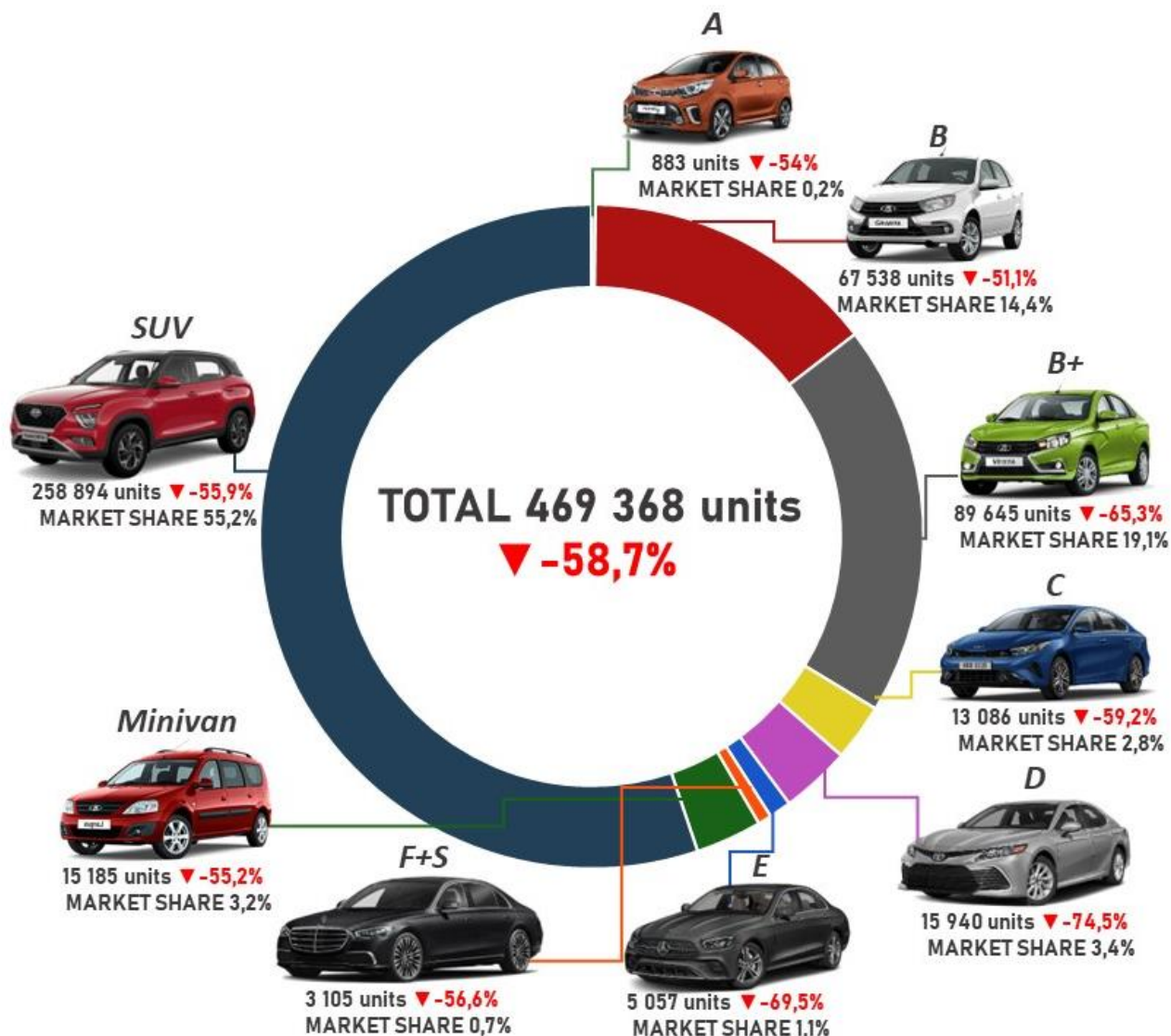


PASSENGER CARS

Sales of new passenger cars in Russia in September and 9 months 2022 by class

Class	September 2022	September 2021	9 months 2022	9 months 2021	Market share September 2022, %	Market share 9 months 2022, %	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
A	106	382	883	1 918	0,2	0,2	-72,3	-54,0
B	13 411	5 781	67 538	137 987	28,3	14,4	132,0	-51,1
B+	4 142	25 663	89 645	258 427	8,7	19,1	-83,9	-65,3
C	986	3 777	13 086	32 105	2,1	2,8	-73,9	-59,2
D	1 115	7 016	15 940	62 457	2,4	3,4	-84,1	-74,5
E	223	1 696	5 057	16 580	0,5	1,1	-86,9	-69,5
F+S	236	673	3 105	7 152	0,5	0,7	-64,9	-56,6
Minivan	858	2 195	15 185	33 875	1,8	3,2	-60,9	-55,2
SUV	26 329	61 155	258 894	587 079	55,5	55,2	-57,0	-55,9
Not identified	4	1	35	50			300,0	-30,0
TOTAL	47 410	108 339	469 368	1 137 630	100,0	100,0	-56,2	-58,7

9 months 2022





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in September and 9 months 2022

Rank	Model	Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
1	GRANTA*	LADA	12 420	3 196	52 343	93 009	288,6	-43,7
2	VESTA	LADA	1 477	7 692	28 699	82 732	-80,8	-65,3
3	RIO	KIA	732	6 578	22 810	59 827	-88,9	-61,9
4	SOLARIS	HYUNDAI	675	4 207	17 642	43 641	-84,0	-59,6
5	CRETA	HYUNDAI	889	4 866	17 105	49 898	-81,7	-65,7
6	DUSTER	RENAULT	370	3 206	12 794	29 887	-88,5	-57,2
7	LARGUS	LADA	624	1 628	12 113	30 484	-61,7	-60,3
8	JOLION	HAVAL	2 163	650	11 097	3 196	232,8	247,2
9	POLO	VOLKSWAGEN	763	3 464	10 568	37 936	-78,0	-72,1
10	2123 NIVA	LADA 4x4	1 056	1 457	10 302	19 393	-27,5	-46,9
11	TIGGO 7 PRO	CHERY	2 347	0	9 310	5 559		67,5
12	RAV4	TOYOTA	281	2 859	9 255	26 408	-90,2	-65,0
13	RAPID	SKODA	415	3 441	8 925	32 473	-87,9	-72,5
14	LOGAN	RENAULT	627	1 620	8 913	23 420	-61,3	-61,9
15	2121 NIVA	LADA 4x4	2 064	590	7 851	15 189	249,8	-48,3
16	SELTOS	KIA	543	440	7 821	12 474	23,4	-37,3
17	COOLRAY	GEELY	1 477	1 072	7 049	7 804	37,8	-9,7
18	SPORTAGE	KIA	876	1 742	7 024	19 655	-49,7	-64,3
19	CAMRY	TOYOTA	249	2 681	6 969	22 040	-90,7	-68,4
20	CX-5	MAZDA	423	1 258	6 748	13 535	-66,4	-50,1
21	QASHQAI	NISSAN	179	1 294	6 610	13 269	-86,2	-50,2
22	X-TRAIL	NISSAN	194	1 315	5 571	12 309	-85,2	-54,7
23	OUTLANDER	MITSUBISHI	252	1 106	5 511	11 227	-77,2	-50,9
24	SANDERO	RENAULT	327	731	5 445	17 801	-55,3	-69,4
25	XRAY	LADA	294	677	5 316	17 812	-56,6	-70,2

9 months 2022

LADA GRANTA*

52 343 units **-43,7%**

* GRANTA 2190+2191+2192+2194

LADA VESTA

28 699 units **-65,3%**



KIA RIO

22 810 units **-61,9%**





PASSENGER CARS

Sales of new electric cars in Russia in September and 9 months 2022 by brand

Brand / electric cars	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
AUDI	23	29	213	276	-20,7	-22,8
BAIC	0	1	0	2	-100,0	-100,0
BMW	12	13	50	41	-7,7	22,0
BYD	9	8	49	13	12,5	276,9
CHANGAN	0	0	1	0		
CHERY	1	0	6	0		
CHEVROLET	1	3	7	7	-66,7	0,0
CITROEN	0	0	1	0		
DONGFENG	0	0	4	0		
FIAT	0	1	2	1	-100,0	100,0
FORD	4	0	23	0		
GAC	0	0	2	0		
HONDA	8	0	17	0		
HONGQI	11	0	21	0		
HOZON	0	0	6	0		
HYUNDA	5	0	25	12		108,3
JAC	0	2	22	28	-100,0	-21,4
JAGUAR	1	4	24	48	-75,0	-50,0
KIA	0	0	6	2		200,0
LI XIANG	5	1	9	1	400,0	800,0
LINGSTAR	0	0	1	0		
LUCID	0	0	1	0		
MERCEDES	13	2	31	10	550,0	210,0
MG	0	0	1	0		
NISSAN	4	15	29	79	-73,3	-63,3
ORA	0	1	1	1	-100,0	0,0
PEUGEOT	0	0	0	3		-100,0
PORSCHE	13	27	172	451	-51,9	-61,9
SIMING	0	0	2	0		
SKYWELL	1	0	14	0		
TESLA	65	55	733	354	18,2	107,1
VOLKSWAGEN	71	0	134	4		3250,0
VOYAH	3	0	4	0		
WELTMEISTER	0	0	6	1		500,0
WULING	1	0	1	0		
XIAOPENG	0	0	10	3		233,3
YEMA	0	0	2	0		
TOTAL	251	162	1 630	1 337	54,9	21,9
TOTAL Russian brands						
TOTAL foreign brands	251	162	1 630	1 337	54,9	21,9

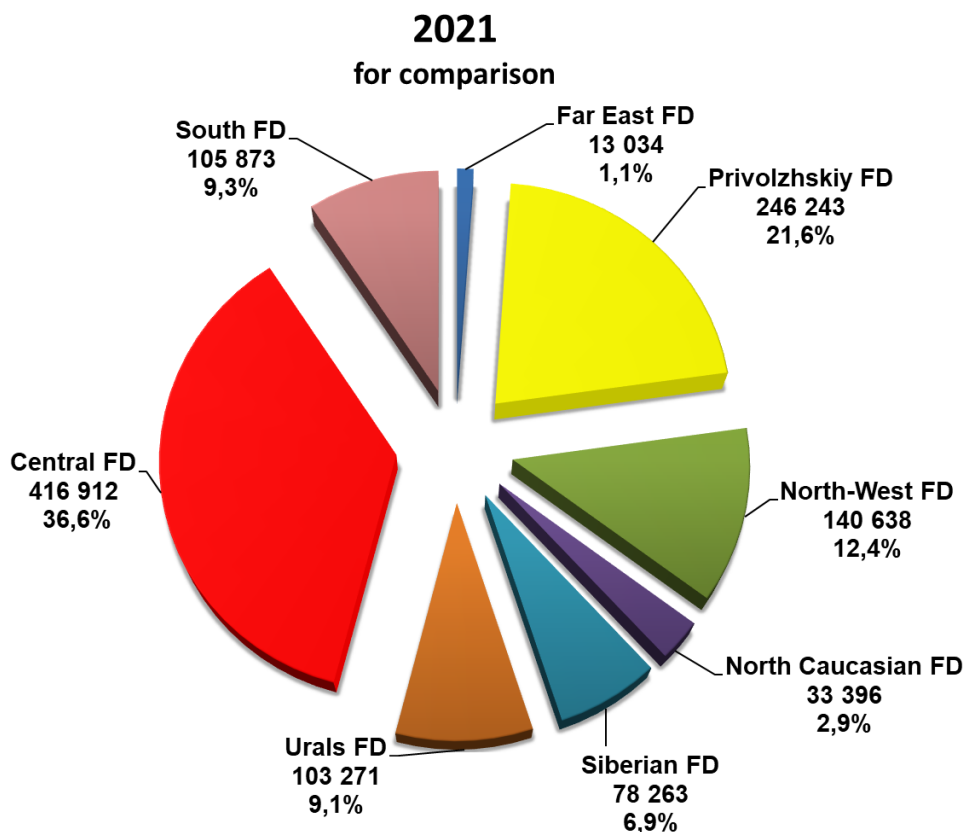
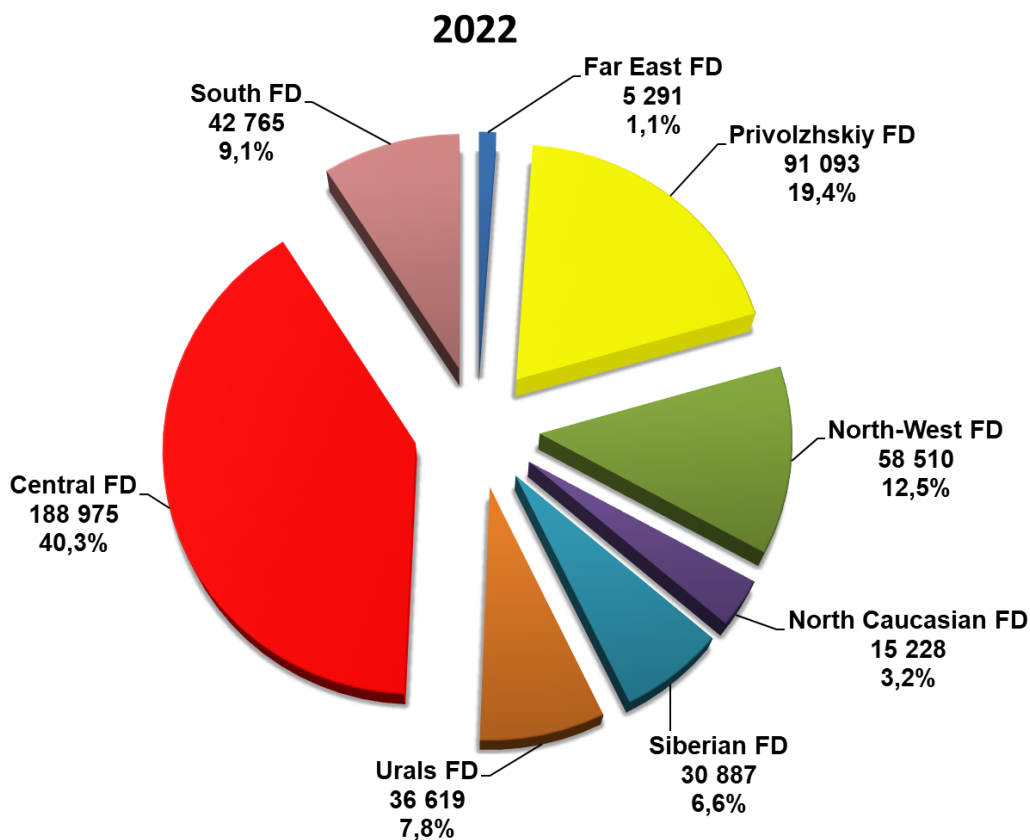
9 months 2022





PASSENGER CARS

Structure of new car sales in Russia in 9 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 September and 9 months 2022 by brand (without pickups)

Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
GAZ	2 908	4 196	25 706	38 906	-30,7	-33,9
UAZ	1 233	1 189	8 621	11 826	3,7	-27,1
FORD	221	2 015	6 378	14 088	-89,0	-54,7
LADA	416	743	5 057	10 530	-44,0	-52,0
PEUGEOT	128	540	1 973	4 849	-76,3	-59,3
CITROEN	113	312	1 466	3 112	-63,8	-52,9
VOLKSWAGEN	38	269	1 189	3 943	-85,9	-69,8
MERCEDES	74	190	763	2 558	-61,1	-70,2
OPEL	48	190	532	1 101	-74,7	-51,7
IVECO	25	85	362	705	-70,6	-48,7
HYUNDAI	21	185	313	1 510	-88,6	-79,3
FIAT	2	91	170	662	-97,8	-74,3
TOYOTA	8	40	129	285	-80,0	-54,7
RENAULT	10	65	103	711	-84,6	-85,5
KIA	4	7	44	71	-42,9	-38,0
JAC	0	7	33	62	-100,0	-46,8
MINISUBISHI	5	1	18	10	400,0	80,0
BAW	6	0	11	0		
NISSAN	0	2	6	11	-100,0	-45,5
DAIHATSU	1	0	4	8		-50,0
ASHOK LEYLAND	0	0	3	0		
GMC	0	0	3	2		50,0
DFSK	1	0	2	0		
MAZ	1	0	1	0		
SUZUKI	1	1	1	3	0,0	-66,7
HONDA	0	0	0	1		-100,0
RUSTRAK	0	0	0	2		-100,0
TAGAZ	0	9	0	11	-100,0	-100,0
YUEJIN	0	0	0	3		-100,0
TOTAL	5 264	10 137	52 888	94 970	-48,1	-44,3
TOTAL Russian brands	4 557	6 137	39 384	61 275	-25,7	-35,7
TOTAL foreign brands	707	4 000	13 504	33 695	-82,3	-59,9



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in September and 9 months 2022 (without pickups)

Rank	Model	Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
1	GAZelle NEXT	GAZ	1 668	2 538	14 958	21 494	-34,3	-30,4
2	TRANSIT	FORD	221	2 015	6 376	14 080	-89,0	-54,7
3	3302 GAZelle	GAZ	556	755	4 573	8 016	-26,4	-43,0
4	3909	UAZ	481	531	4 200	5 190	-9,4	-19,1
5	LARGUS FURGON	LADA	239	585	4 097	8 759	-59,1	-53,2
6	2752 SOBOL	GAZ	384	486	3 277	4 666	-21,0	-29,8
7	PROFI	UAZ	242	177	1 807	1 921	36,7	-5,9
8	2310 SOBOL	GAZ	137	144	1 213	1 185	-4,9	2,4
9	2349 WIS	LADA	168	123	786	1 521	36,6	-48,3
10	3741	UAZ	180	109	783	1 366	65,1	-42,7
11	2206	UAZ	157	117	758	1 483	34,2	-48,9
12	TRAVELLER	PEUGEOT	51	209	715	1 883	-75,6	-62,0
13	2217 SOBOL	GAZ	73	146	689	877	-50,0	-21,4
14	3962	UAZ	131	119	684	723	10,1	-5,4
15	PARTNER	PEUGEOT	28	138	578	1 090	-79,7	-47,0
16	3221 GAZelle	GAZ	43	67	571	1 282	-35,8	-55,5
17	SPRINTER	MERCEDES	29	113	479	916	-74,3	-47,7
18	2705 GAZelle	GAZ	47	60	425	1 385	-21,7	-69,3
19	CARAVELLE	VOLKSWAGEN	10	121	423	1 926	-91,7	-78,0
20	SPACE TOURER	CITROEN	22	88	400	1 101	-75,0	-63,7
21	JUMPER	CITROEN	17	30	372	666	-43,3	-44,1
22	DAILY	IVECO	25	85	362	705	-70,6	-48,7
23	EXPERT	PEUGEOT	30	158	357	1 079	-81,0	-66,9
24	BERLINGO	CITROEN	41	72	352	451	-43,1	-22,0
25	JUMPY	CITROEN	33	122	342	894	-73,0	-61,7

9 months 2022

FORD TRANSIT
6 376 units **-54,7%**



GAZelle NEXT
14 958 units **-30,4%**



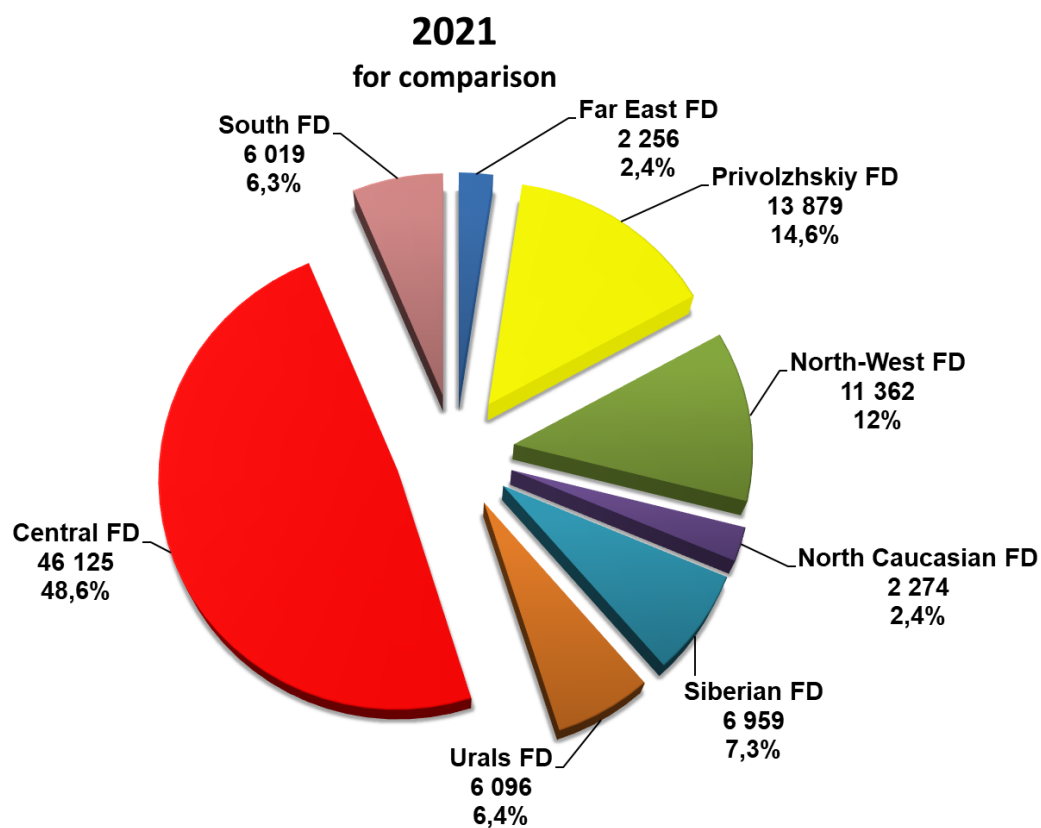
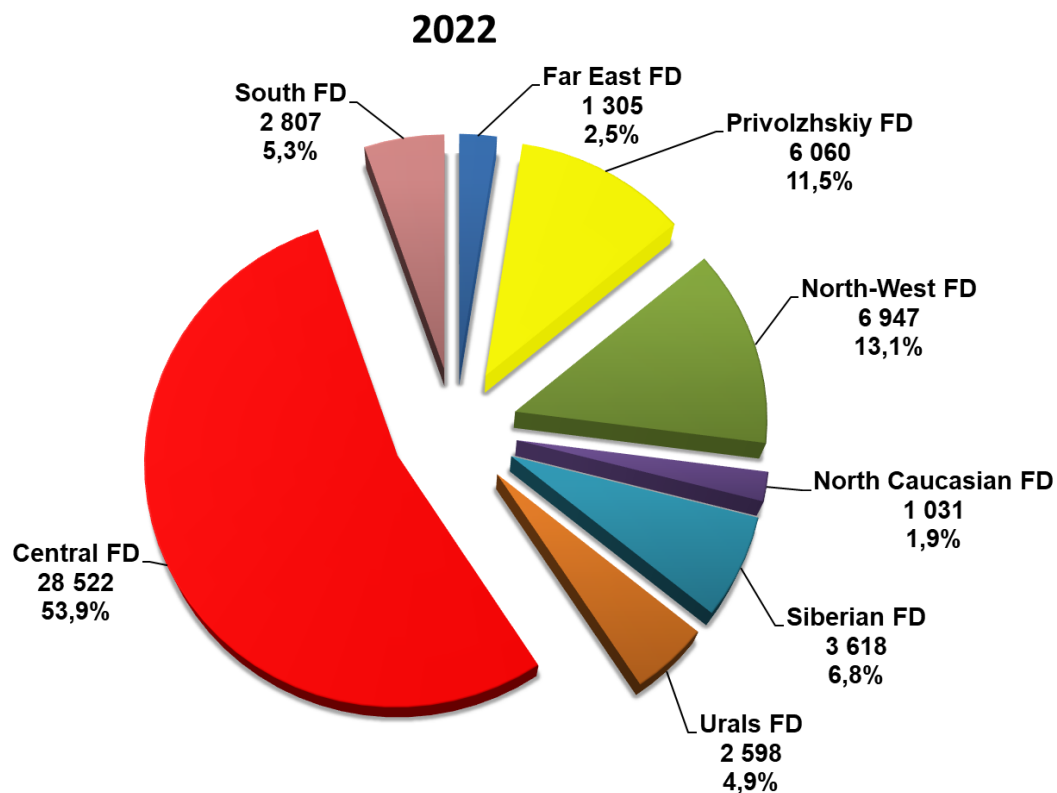
GAZelle 3302
4 573 units **-43%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 9 months 2022 by Federal District





PICKUPS

Sales of new pickups in Russia in September and 9 months 2022 by brand

Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
UAZ	175	199	1 419	2 117	-12,1	-33,0
TOYOTA	90	338	1 152	1 936	-73,4	-40,5
MITSUBISHI	112	143	812	1 439	-21,7	-43,6
GREAT WALL	173	231	644	911	-25,1	-29,3
JAC	83	90	475	396	-7,8	19,9
RAM	39	42	421	274	-7,1	53,6
ISUZU	3	31	155	254	-90,3	-39,0
FORD	9	6	75	39	50,0	92,3
DONGFENG	21	0	40	0		
JEEP	4	0	20	2		900,0
CHEVROLET	1	2	5	5	-50,0	0,0
GMC	0	2	3	8	-100,0	-62,5
NISSAN	1	0	1	0		
VOLKSWAGEN	0	1	0	45	-100,0	-100,0
TOTAL	711	1 085	5 222	7 426	-34,5	-29,7
TOTAL Russian brands	175	199	1 419	2 117	-12,1	-33,0
TOTAL foreign brands	536	886	3 803	5 309	-39,5	-28,4



PICKUPS

Top 15 model ranking of new pickup sales in Russia in September and 9 months 2022

Rank	Model	Brand	September 2022	September 2021	9 months 2022	9 months 2021	Change September 2022 vs 2021, %	Change 9 months 2022 vs 2021, %
1	2363 PICKUP	UAZ	175	199	1 419	2 117	-12,1	-33,0
2	HILUX	TOYOTA	70	329	1 084	1 877	-78,7	-42,2
3	L200	mitsubishi	112	143	812	1 439	-21,7	-43,6
4	T6	JAC	72	90	457	391	-20,0	16,9
5	POER	GREAT WALL	129	93	445	227	38,7	96,0
6	RAM	PICKUP	39	42	421	274	-7,1	53,6
7	WINGLE	GREAT WALL	44	138	199	684	-68,1	-70,9
8	D-MAX	ISUZU	3	31	155	254	-90,3	-39,0
9	F-SERIES	FORD	9	6	74	39	50,0	89,7
10	TUNDRA	TOYOTA	18	8	66	58	125,0	13,8
11	ZNA	DONGFENG	21	0	40	0		
12	GLADIATOR	JEEP	4	0	20	2		900,0
13	RENI HFC 1027	JAC	11	0	18	5		260,0
14	SILVERADO	CHEVROLET	1	2	4	5	-50,0	-20,0
15	SIERRA	GMC	0	2	3	7	-100,0	-57,1

9 months 2022

UAZ 2363 PICKUP

1 419 units **-33%**

TOYOTA HILUX

1 084 units **-42,2%**



MITSUBISHI L200

812 units **-43,6%**





PICKUPS

Structure of sales of new pickups in Russia 9 months 2022 by Federal District

