



## PRESS-RELEASE

16 FEBRUARY 2023

### AUTOMOBILE MARKET OF RUSSIA IN JANUARY 2023 PASSENGER CARS, LIGHT COMMERCIAL VEHICLES AND PICKUPS

In January 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 43.9% year-on-year to 52 580 vehicles\*.

#### Sales results by type of motor vehicles:

- Passenger cars – 47 660 units in January 2023, down 43.9% YOY. Among them electric vehicles – 318 units in January 2023, up 37.7% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 4 103 units in January 2023, down 48.4% YOY.
- Pickups – 817 units in January 2023, up 8.6% YOY.

\* without sales to military, law enforcement and diplomatic agencies in RF

**MIMS**  
**automobility**  
MOSCOW  
our partners

#### COMMENT:

Alexander Kovrigin, Deputy Managing Director of ASM Holding, commented:

Sales of passenger cars on the Russian market fell by 43.9% in January 2023. We expect improvement of sales in the car market in 2023, with annual growth by 25%, this mostly to be achieved for account of increasing the share of Chinese-branded vehicles.

In January 2023, we noted an 8.6% increase of new pickup sales. We forecast growth of sales in this segment through 2023 by 15-20%.

Sales in the segment of light commercial vehicles fell by 48.4% in January. We expect growth of LCV sales in 2023 by 30% over the previous year's result.

A more precise forecast for the current year will be released following the performance of the market in the first four months of 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](mailto: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



Developed by specialists of  
AVTOSTAT-INFO



# PASSENGER CARS

## Sales of new passenger cars in Russia in January and 1 month 2023 by brand

Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
LADA	17 704	16 208	17 704	16 208	9,2	9,2
CHERY	5 638	3 136	5 638	3 136	79,8	79,8
HAVAL	4 167	2 845	4 167	2 845	46,5	46,5
GEELY	3 543	1 781	3 543	1 781	98,9	98,9
KIA	3 134	11 752	3 134	11 752	-73,3	-73,3
HYUNDAI	2 587	8 999	2 587	8 999	-71,3	-71,3
EXEED	1 841	0	1 841	0		
OMODA	1 187	0	1 187	0		
TOYOTA	1 144	6 245	1 144	6 245	-81,7	-81,7
RENAULT	724	8 919	724	8 919	-91,9	-91,9
VOLKSWAGEN	574	3 523	574	3 523	-83,7	-83,7
MITSUBISHI	554	1 913	554	1 913	-71,0	-71,0
UAZ	518	936	518	936	-44,7	-44,7
BMW	426	2 234	426	2 234	-80,9	-80,9
MERCEDES	390	1 990	390	1 990	-80,4	-80,4
SKODA	367	4 171	367	4 171	-91,2	-91,2
MAZDA	354	1 985	354	1 985	-82,2	-82,2
CHANGAN	315	232	315	232	35,8	35,8
JAC	296	51	296	51	480,4	480,4
CHEVROLET	291	502	291	502	-42,0	-42,0
NISSAN	237	3 094	237	3 094	-92,3	-92,3
LEXUS	225	637	225	637	-64,7	-64,7
AUDI	179	677	179	677	-73,6	-73,6
PORSCHE	126	379	126	379	-66,8	-66,8
LAND ROVER	116	381	116	381	-69,6	-69,6
GENESIS	115	348	115	348	-67,0	-67,0
FAW	98	58	98	58	69,0	69,0
SUBARU	97	267	97	267	-63,7	-63,7
SUZUKI	69	375	69	375	-81,6	-81,6
TESLA	68	138	68	138	-50,7	-50,7
EVOLUTE	62	0	62	0		
JEEP	58	84	58	84	-31,0	-31,0
CADILLAC	52	77	52	77	-32,5	-32,5
HONDA	43	93	43	93	-53,8	-53,8
VOYAH	38	0	38	0		
MOSKWITSCH	29	0	29	0		
VOLVO	27	271	27	271	-90,0	-90,0
INFINITI	25	188	25	188	-86,7	-86,7
BYD	24	2	24	2	1 100,0	1 100,0
GAC	24	98	24	98	-75,5	-75,5
FORD	15	11	15	11	36,4	36,4
MINI	14	137	14	137	-89,8	-89,8
DFSK	12	14	12	14	-14,3	-14,3
HONGQI	12	0	12	0		
GMC	11	1	11	1	1 000,0	1 000,0



# PASSENGER CARS

Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
SKYWELL	11	0	11	0		
DODGE	10	2	10	2	400,0	400,0
BENTLEY	9	4	9	4	125,0	125,0
JAGUAR	8	44	8	44	-81,8	-81,8
ROLLS ROYCE	8	19	8	19	-57,9	-57,9
CITROEN	7	65	7	65	-89,2	-89,2
LAMBORGHINI	7	2	7	2	250,0	250,0
PEUGEOT	7	52	7	52	-86,5	-86,5
WEY	7	0	7	0		
LI XIANG	6	0	6	0		
ACURA	5	0	5	0		
DONGFENG	5	0	5	0		
SSANGYONG	5	0	5	0		
FIAT	4	6	4	6	-33,3	-33,3
MASERATI	4	12	4	12	-66,7	-66,7
LINCOLN	3	0	3	0		
DAEWOO	2	0	2	0		
DAIHATSU	2	1	2	1	100,0	100,0
FERRARI	2	0	2	0		
HOZON	2	0	2	0		
ISUZU	2	2	2	2	0,0	0,0
NIO	2	0	2	0		
OPEL	2	33	2	33	-93,9	-93,9
ALFA ROMEO	1	1	1	1	0,0	0,0
ALPINA	1	0	1	0		
ASTON MARTIN	1	0	1	0		
AURUS	1	1	1	1	0,0	0,0
BLAVAL	1	0	1	0		
HIPHI	1	0	1	0		
KAIYI	1	0	1	0		
MCLAREN	1	0	1	0		
WELTMEISTER	1	0	1	0		
XIAOPENG	1	0	1	0		
BUICK	0	1	0	1	-100,0	-100,0
ORA	0	1	0	1	-100,0	-100,0
RAVON	0	1	0	1	-100,0	-100,0
SIMING	0	2	0	2	-100,0	-100,0
SMA	0	1	0	1	-100,0	-100,0
<b>TOTAL</b>	<b>47 660</b>	<b>85 002</b>	<b>47 660</b>	<b>85 002</b>	<b>-43,9</b>	<b>-43,9</b>
<b>TOTAL Russian brands</b>	<b>18 314</b>	<b>17 145</b>	<b>18 314</b>	<b>17 145</b>	<b>6,8</b>	<b>6,8</b>
<b>TOTAL foreign brands</b>	<b>29 346</b>	<b>67 857</b>	<b>29 346</b>	<b>67 857</b>	<b>-56,8</b>	<b>-56,8</b>

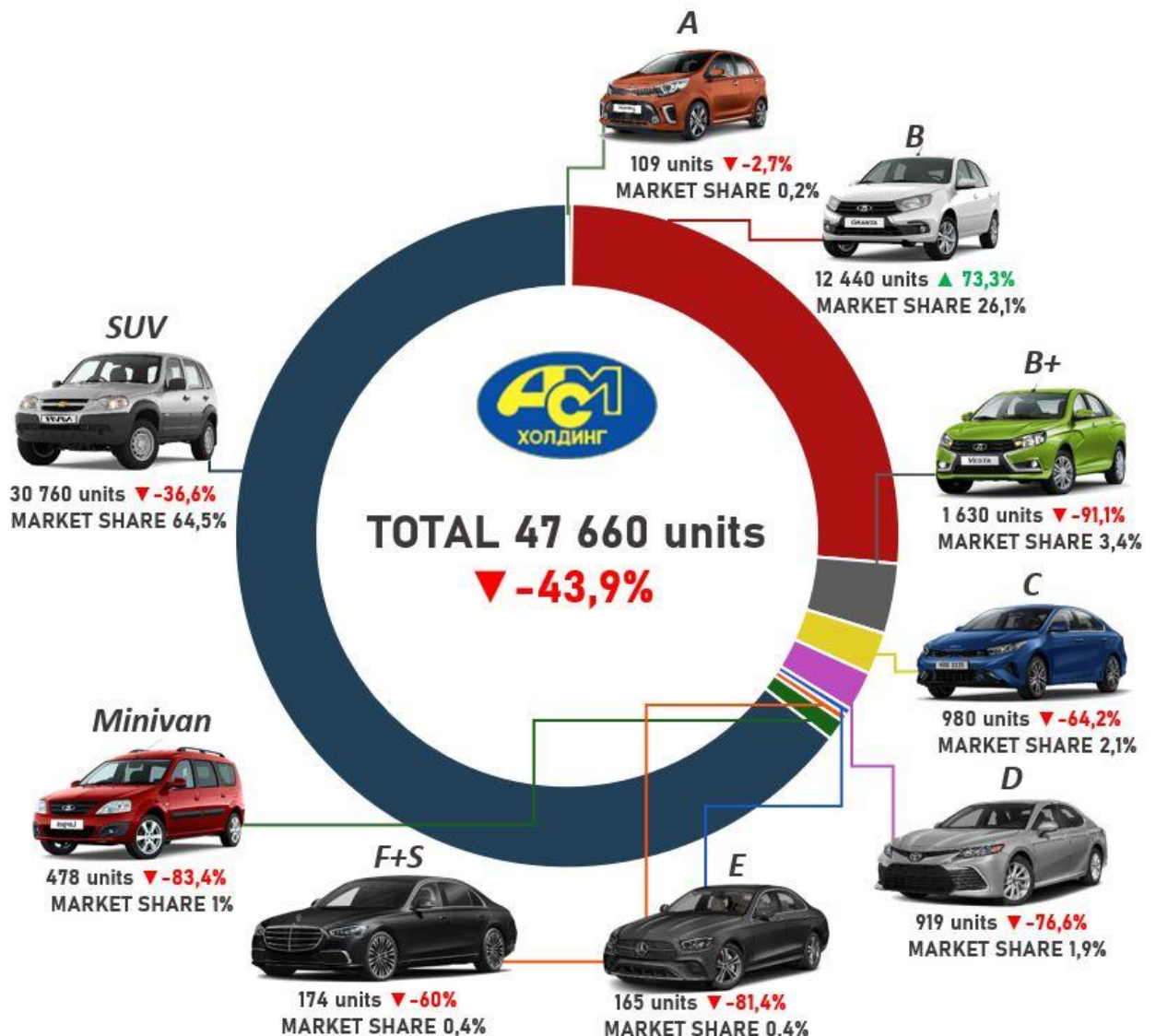


# PASSENGER CARS

## Sales of new passenger cars in Russia in January and 1 month 2023 by class

Class	January 2023	January 2022	1 month 2023	1 month 2022	Market share January 2023, %	Market share 1 month 2023, %	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
A	109	112	109	112	0,2	0,2	-2,7	-2,7
B	12 440	7 179	12 440	7 179	26,1	26,1	73,3	73,3
B+	1 630	18 303	1 630	18 303	3,4	3,4	-91,1	-91,1
C	980	2 737	980	2 737	2,1	2,1	-64,2	-64,2
D	919	3 933	919	3 933	1,9	1,9	-76,6	-76,6
E	165	886	165	886	0,4	0,4	-81,4	-81,4
F+S	174	435	174	435	0,4	0,4	-60,0	-60,0
Minivan	478	2 884	478	2 884	1,0	1,0	-83,4	-83,4
SUV	30 760	48 533	30 760	48 533	64,5	64,5	-36,6	-36,6
Not identified	5		5					
<b>TOTAL</b>	<b>47 660</b>	<b>85 002</b>	<b>47 660</b>	<b>85 002</b>	<b>100,0</b>	<b>100,0</b>	<b>-43,9</b>	<b>-43,9</b>

### 1 month 2023





# PASSENGER CARS

## Top 25 model ranking of new passenger car sales in Russia in January and 1 month 2023

Rank	Model	Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
1	GRANTA*	LADA	11 928	4 182	11 928	4 182	185,2	185,2
2	2123 NIVA	LADA 4x4	2 961	1 578	2 961	1 578	87,6	87,6
3	7 PRO	CHERY	2 722	948	2 722	948	187,1	187,1
4	2121 NIVA	LADA 4x4	2 085	1 199	2 085	1 199	73,9	73,9
5	COOLRAY	GEELY	1 813	713	1 813	713	154,3	154,3
6	JOLION	HAVAL	1 590	1 436	1 590	1 436	10,7	10,7
7	ATLAS PRO	GEELY	1 214	345	1 214	345	251,9	251,9
8	C5	OMODA	1 187	0	1 187	0		
9	F7	HAVAL	1 055	626	1 055	626	68,5	68,5
10	TIGGO 8 PRO	CHERY	979	0	979	0		
11	F7X	HAVAL	901	515	901	515	75,0	75,0
12	TUCSON	HYUNDAI	822	709	822	709	15,9	15,9
13	TXL	EXEED	771	0	771	0		
14	SPORTAGE	KIA	743	992	743	992	-25,1	-25,1
15	TIGGO 4	CHERY	677	898	677	898	-24,6	-24,6
16	LX	EXEED	607	0	607	0		
17	TIGGO 4 PRO	CHERY	514	0	514	0		
18	3163 PATRIOT	UAZ	497	894	497	894	-44,4	-44,4
19	TUGELLA	GEELY	485	287	485	287	69,0	69,0
20	EXEED VX	EXEED	463	0	463	0		
21	TIGGO 8 PRO	CHERY	461	614	461	614	-24,9	-24,9
22	SANTA FE	HYUNDAI	446	365	446	365	22,2	22,2
23	DARGO	HAVAL	425	0	425	0		
24	VESTA	LADA	417	5 593	417	5 593	-92,5	-92,5
25	CRETA	HYUNDAI	413	3 764	413	3 764	-89,0	-89,0

### 1 month 2023

\* GRANTA 2190+2191+2192+2194

LADA GRANTA\*  
11 928 units **185,2%**

LADA 2123 NIVA  
2 961 units **87,6%**



CHERY 7 PRO  
2 722 units **187,1%**





# PASSENGER CARS

## Sales of new electric cars in Russia in January and 1 month 2023 by brand

Brand / electric cars	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
VOLKSWAGEN	89	2	89	2	4350,0	4350,0
TESLA	68	138	68	138	-50,7	-50,7
EVOLUTE	62	0	62	0		
VOYAH	38	0	38	0		
BYD	24	2	24	2	1100,0	1100,0
BMW	17	3	17	3	466,7	466,7
AUDI	13	39	13	39	-66,7	-66,7
HONGQI	12	0	12	0		
PORSCHE	11	26	11	26	-57,7	-57,7
SKYWELL	11	0	11	0		
LI XIANG	6	0	6	0		
MERCEDES	6	2	6	2	200,0	200,0
DONGFENG	5	0	5	0		
HONDA	5	0	5	0		
HOZON	2	0	2	0		
NIO	2	0	2	0		
NISSAN	2	5	2	5	-60,0	-60,0
BLAVAL	1	0	1	0		
FIAT	1	0	1	0		
FORD	1	1	1	1	0,0	0,0
HIPHI	1	0	1	0		
KIA	1	1	1	1	0,0	0,0
WELTMEISTER	1	0	1	0		
XIAOPENG	1	0	1	0		
CHERY	0	1	0	1	-100,0	-100,0
CHEVROLET	0	1	0	1	-100,0	-100,0
JAC	0	1	0	1	-100,0	-100,0
JAGUAR	0	6	0	6	-100,0	-100,0
ORA	0	1	0	1	-100,0	-100,0
SIMING	0	2	0	2	-100,0	-100,0
<b>TOTAL</b>	<b>318</b>	<b>231</b>	<b>318</b>	<b>231</b>	<b>37,7</b>	<b>37,7</b>
<b>TOTAL Russian brands</b>	<b>62</b>	<b>0</b>	<b>62</b>	<b>0</b>		
<b>TOTAL foreign brands</b>	<b>256</b>	<b>231</b>	<b>256</b>	<b>231</b>	<b>10,8</b>	<b>10,8</b>

### 1 month 2023

#### VOLKSWAGEN ID4

58 units **5700%**

EVOLUTE I-PRO  
53 units **NEW**



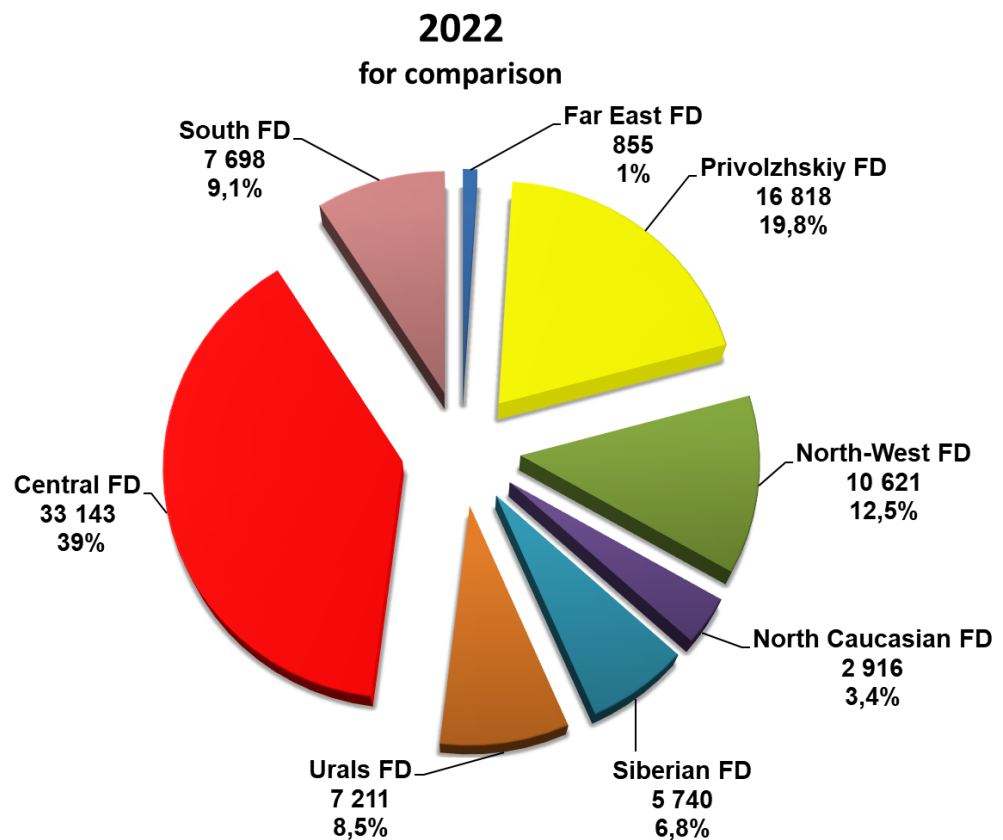
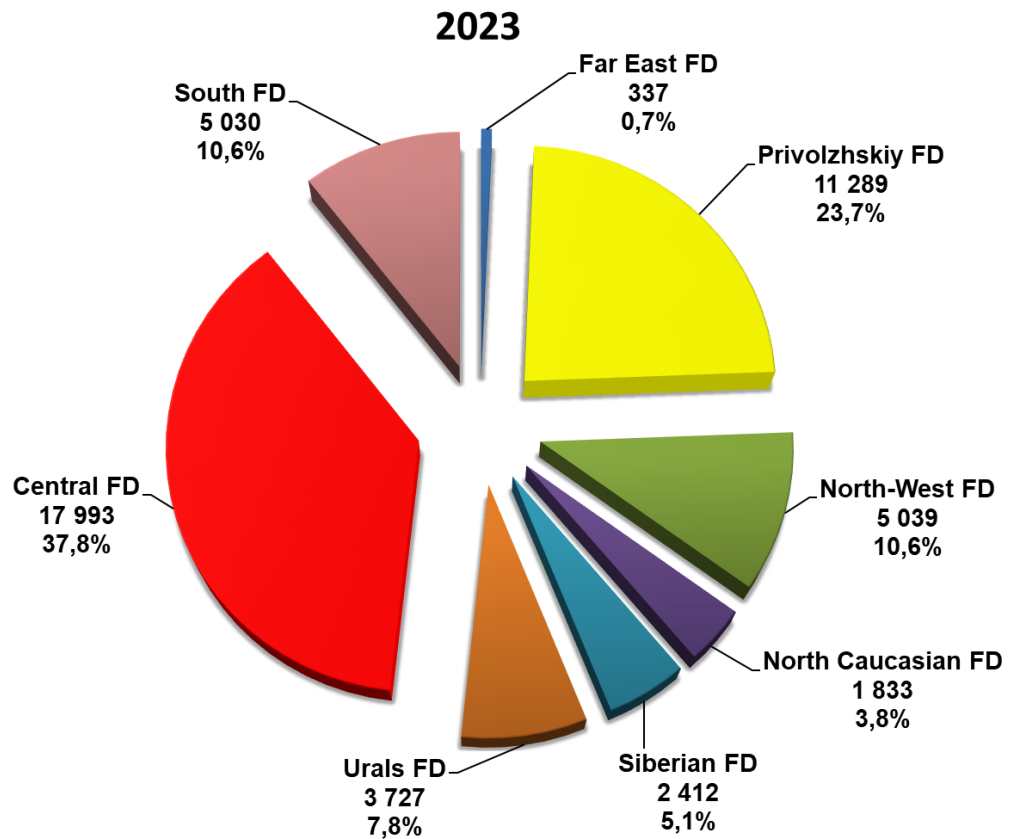
TESLA Y  
44 units **-51.1%**





# PASSENGER CARS

## Structure of new car sales in Russia in 1 month 2023 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 2023 by brand (without pickups)

Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
GAZ	2 368	3 506	2 368	3 506	-32,5	-32,5
UAZ	875	877	875	877	-0,2	-0,2
LADA	277	768	277	768	-63,9	-63,9
FORD	190	1 398	190	1 398	-86,4	-86,4
MERCEDES	88	135	88	135	-34,8	-34,8
SOLLERS	65	0	65	0		
VOLKSWAGEN	50	249	50	249	-79,9	-79,9
CITROEN	39	270	39	270	-85,6	-85,6
PEUGEOT	39	367	39	367	-89,4	-89,4
SUZUKI	17	0	17	0		
KIA	16	10	16	10	60,0	60,0
HYUNDAI	14	108	14	108	-87,0	-87,0
IVECO	13	39	13	39	-66,7	-66,7
OPEL	11	113	11	113	-90,3	-90,3
TOYOTA	11	22	11	22	-50,0	-50,0
FIAT	9	60	9	60	-85,0	-85,0
RENAULT	8	22	8	22	-63,6	-63,6
DONGFENG	7	0	7	0		
BAW	3	0	3	0		
JAC	1	0	1	0		
MITSUBISHI	1	2	1	2	-50,0	-50,0
NISSAN	1	0	1	0		
<b>TOTAL</b>	<b>4 103</b>	<b>7 946</b>	<b>4 103</b>	<b>7 946</b>	<b>-48,4</b>	<b>-48,4</b>
<b>TOTAL Russian brands</b>	<b>3 585</b>	<b>5 151</b>	<b>3 585</b>	<b>5 151</b>	<b>-30,4</b>	<b>-30,4</b>
<b>TOTAL foreign brands</b>	<b>518</b>	<b>2 795</b>	<b>518</b>	<b>2 795</b>	<b>-81,5</b>	<b>-81,5</b>





# 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 2023 (without pickups)

Rank	Model	Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
1	GAZelle NEXT	GAZ	1 446	2 130	1 446	2 130	-32,1	-32,1
2	3909	UAZ	454	356	454	356	27,5	27,5
3	3302 GAZelle	GAZ	266	589	266	589	-54,8	-54,8
4	2752 SOBOL	GAZ	220	437	220	437	-49,7	-49,7
5	TRANSIT	FORD	189	1 398	189	1 398	-86,5	-86,5
6	2349 WIS	LADA	162	33	162	33	390,9	390,9
7	PROFI	UAZ	155	199	155	199	-22,1	-22,1
8	3221 GAZelle	GAZ	112	68	112	68	64,7	64,7
9	LARGUS FURGON	LADA	112	720	112	720	-84,4	-84,4
10	2310 SOBOL	GAZ	79	135	79	135	-41,5	-41,5
11	2217 SOBOL	GAZ	78	104	78	104	-25,0	-25,0
12	3741	UAZ	72	59	72	59	22,0	22,0
13	2206	UAZ	68	81	68	81	-16,0	-16,0
14	V-CLASS	MERCEDES	63	26	63	26	142,3	142,3
15	SOBOL NN	GAZ	62	0	62	0		
16	ATLANT	SOLLERS	61	0	61	0		
17	3962	UAZ	60	136	60	136	-55,9	-55,9
18	2705 GAZelle	GAZ	59	43	59	43	37,2	37,2
19	GAZelle NN	GAZ	46	0	46	0		
20	128811	UAZ	46	19	46	19	142,1	142,1
21	MULTIVAN	VOLKSWAGEN	34	26	34	26	30,8	30,8
22	PARTNER	PEUGEOT	20	96	20	96	-79,2	-79,2
23	3303	UAZ	20	27	20	27	-25,9	-25,9
24	BERLINGO	CITROEN	18	64	18	64	-71,9	-71,9
25	SPRINTER	MERCEDES	16	96	16	96	-83,3	-83,3

## 1 month 2023

### GAZelle NEXT

1 446 units **-32,1%**

### UAZ 3909

356 units **27,5%**



### GAZelle 3302

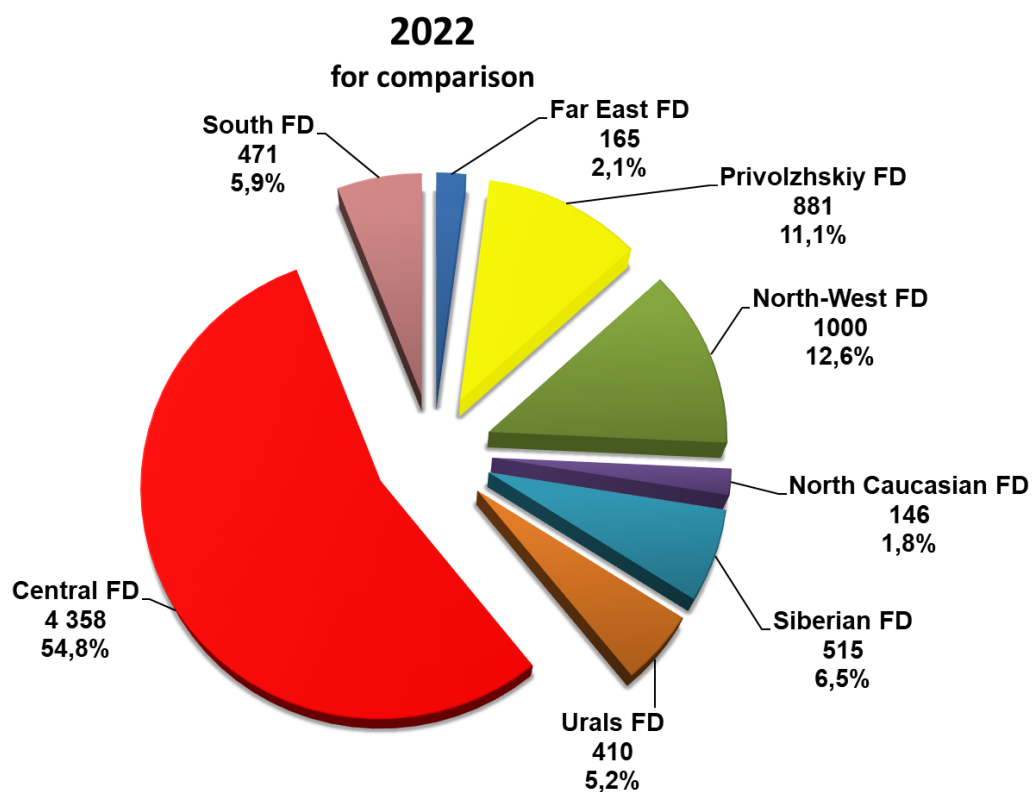
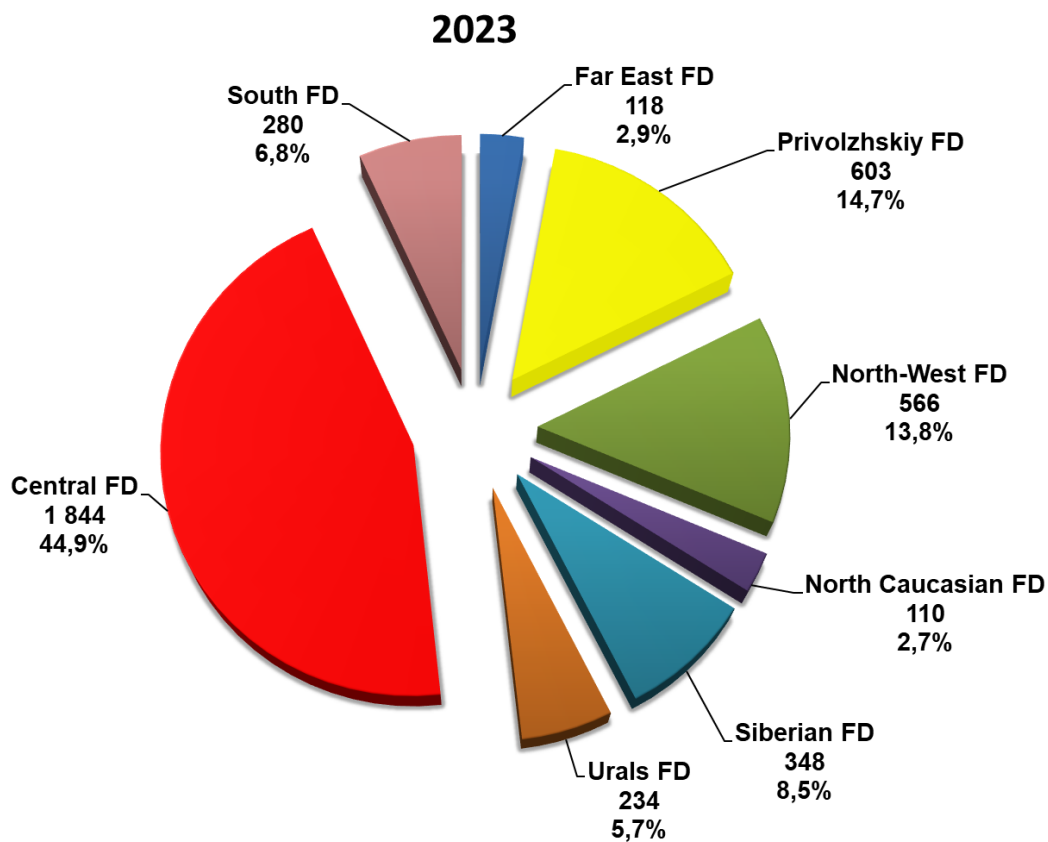
266 units **-54,8%**





# LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 1 month 2023 by Federal District





# PICKUPS

## Sales of new pickups in Russia in January and 1 month 2023 by brand

Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
GREAT WALL	267	27	267	27	888,9	888,9
UAZ	135	255	135	255	-47,1	-47,1
TOYOTA	129	234	129	234	-44,9	-44,9
mitsubishi	121	159	121	159	-23,9	-23,9
RAM	92	29	92	29	217,2	217,2
DONGFENG	30	0	30	0		
JAC	21	19	21	19	10,5	10,5
FORD	8	3	8	3	166,7	166,7
GMC	6	0	6	0		
ISUZU	3	26	3	26	-88,5	-88,5
JEEP	3	0	3	0		
CHEVROLET	2	0	2	0		
<b>TOTAL</b>	<b>817</b>	<b>752</b>	<b>817</b>	<b>752</b>	<b>8,6</b>	<b>8,6</b>
<b>TOTAL Russian brands</b>	<b>135</b>	<b>255</b>	<b>135</b>	<b>255</b>	<b>-47,1</b>	<b>-47,1</b>
<b>TOTAL foreign brands</b>	<b>682</b>	<b>497</b>	<b>682</b>	<b>497</b>	<b>37,2</b>	<b>37,2</b>



# PICKUPS

## Top 15 model ranking of new pickup sales in Russia in January and 1 month 2023

Rank	Model	Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
1	2363 PICKUP	UAZ	135	255	135	255	-47,1	-47,1
2	WINGLE	GREAT WALL	134	16	134	16	737,5	737,5
3	POER	GREAT WALL	133	11	133	11	1 109,1	1 109,1
4	L200	MITSUBISHI	121	159	121	159	-23,9	-23,9
5	HILUX	TOYOTA	117	229	117	229	-48,9	-48,9
6	RAM	PICKUP	92	29	92	29	217,2	217,2
7	ZNA	DONGFENG	30	0	30	0		
8	T6	JAC	20	19	20	19	5,3	5,3
9	TUNDRA	TOYOTA	11	5	11	5	120,0	120,0
10	F-SERIES	FORD	7	3	7	3	133,3	133,3
11	HUMMER EV	GMC	6	0	6	0		
12	D-MAX	ISUZU	3	26	3	26	-88,5	-88,5
13	GLADIATOR	JEEP	3	0	3	0		
14	COLORADO	CHEVROLET	2	0	2	0		
15	RANGER	FORD	1	0	1	0		

### 1 month 2023

UAZ 2363 PICKUP  
135 units **-47,1%**

GREAT WALL WINGLE  
134 units **737,5%**



GREAT WALL POER1  
133 units **1109,1%**





# PICKUPS

## Structure of sales of new pickups in Russia 1 month 2023 by Federal District

