



PRESS-RELEASE

15 MARCH 2023

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

In February 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 43.8% year-on-year to 60 883 vehicles. In January-February 2023, the total sales were 113 463 vehicles, down 43.8% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 54 947 units in February 2023, down 44.1% YOY; 102 607 units in January-February 2023, down 44.0%. Among them electric vehicles – 606 units in February 2023, up 113.4% YOY; 989 units in January-February, up 92.0% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 4 940 units in February 2023, down 46.1% YOY; 9 043 units in January-February 2023, down 47.1% YOY. Among them electric vehicles – 6 units in February 2023, up 20.0% YOY; 9 units in January-February 2023, up 80.0% YOY.
- Pickups – 996 units in February 2023, up 17.0%; 1 813 units in January-February 2023, up 13.1% YOY.

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

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COMMENT:

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

Sales of passenger cars on the Russian market fell by 44.1% in February 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 February 2023, we noted a 17% 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 46.1% in February. 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.

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AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in February and 2 months 2023 by brand

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
LADA	21 569	18 936	39 273	35 144	13,9	11,7
CHERY	6 838	3 690	12 476	6 826	85,3	82,8
HAVAL	5 042	3 212	9 209	6 057	57,0	52,0
GEELY	3 272	1 850	6 815	3 631	76,9	87,7
KIA	3 103	12 600	6 237	24 352	-75,4	-74,4
HYUNDAI	2 564	10 055	5 151	19 054	-74,5	-73,0
EXEED	2 096	0	3 937	0		
OMODA	1 823	0	3 010	0		
TOYOTA	1 208	6 956	2 352	13 201	-82,6	-82,2
RENAULT	645	9 653	1 369	18 572	-93,3	-92,6
VOLKSWAGEN	558	4 920	1 132	8 443	-88,7	-86,6
MITSUBISHI	538	2 296	1 092	4 209	-76,6	-74,1
UAZ	499	768	1 017	1 704	-35,0	-40,3
BMW	525	2 847	951	5 081	-81,6	-81,3
MERCEDES	500	2 507	890	4 497	-80,1	-80,2
CHANGAN	469	257	784	489	82,5	60,3
SKODA	389	5 118	756	9 289	-92,4	-91,9
MAZDA	349	2 214	703	4 199	-84,2	-83,3
CHEVROLET	348	544	639	1 046	-36,0	-38,9
JAC	225	47	521	98	378,7	431,6
LEXUS	266	881	491	1 518	-69,8	-67,7
NISSAN	234	3 924	471	7 018	-94,0	-93,3
AUDI	206	897	385	1 574	-77,0	-75,5
PORSCHE	132	413	258	792	-68,0	-67,4
GENESIS	129	407	244	755	-68,3	-67,7
LAND ROVER	126	423	242	804	-70,2	-69,9
SUBARU	142	384	239	651	-63,0	-63,3
FAW	139	89	237	147	56,2	61,2
EVOLUTE	143	0	205	0		
JEEP	100	109	158	193	-8,3	-18,1
TESLA	82	155	150	293	-47,1	-48,8
SUZUKI	78	427	147	802	-81,7	-81,7
VOYAH	103	0	141	0		
CADILLAC	57	110	109	187	-48,2	-41,7
MOSKVICH	57	0	86	0		
HONDA	43	116	86	209	-62,9	-58,9
VOLVO	30	681	57	952	-95,6	-94,0
GAC	30	65	54	163	-53,8	-66,9
BYD	27	2	51	4	1 250,0	1 175,0
INFINITI	25	203	50	391	-87,7	-87,2
CITROEN	33	93	40	158	-64,5	-74,7
FORD	18	14	33	25	28,6	32,0
HONGQI	20	1	32	1	1 900,0	3 100,0
GMC	19	0	30	1		2 900,0
MINI	14	159	28	296	-91,2	-90,5



PASSENGER CARS

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
DFSK	15	16	27	30	-6,2	-10,0
SKYWELL	15	0	26	0		
BENTLEY	8	21	17	25	-61,9	-32,0
DODGE	7	10	17	12	-30,0	41,7
LI XIANG	11	0	17	0		
ACURA	8	2	13	2	300,0	550,0
PEUGEOT	6	82	13	134	-92,7	-90,3
ROLLS ROYCE	5	21	13	40	-76,2	-67,5
JAGUAR	4	44	12	88	-90,9	-86,4
LAMBORGHINI	3	5	10	7	-40,0	42,9
SSANGYONG	5	0	10	0		
WEY	2	0	9	0		
FIAT	4	7	8	13	-42,9	-38,5
DONGFENG	2	0	7	0		
LINCOLN	4	3	7	3	33,3	133,3
MASERATI	3	19	7	31	-84,2	-77,4
DAEWOO	4	0	6	0		
AURUS	4	8	5	9	-50,0	-44,4
DAIHATSU	2	2	4	3	0,0	33,3
FERRARI	2	6	4	6	-66,7	-33,3
DACIA	3	0	3	0		
NIO	1	0	3	0		
OPEL	1	20	3	53	-95,0	-94,3
ALPINA	1	0	2	0		
BAIC	2	0	2	0		
BLAVAL	1	0	2	0		
HOZON	0	0	2	0		
HUAWEI	2	0	2	0		
ISUZU	0	13	2	15	-100,0	-86,7
JMEV	2	0	2	0		
LEAPMOTOR	2	0	2	0		
SOKON	2	0	2	0		
WELTMEISTER	1	0	2	0		
ALFA ROMEO	0	0	1	1		0,0
ALPINE	1	0	1	0		
ASTON MARTIN	0	1	1	1	-100,0	0,0
BUICK	1	2	1	3	-50,0	-66,7
HIPHI	0	0	1	0		
KAIYI	0	0	1	0		
MCLAREN	0	0	1	0		
XIAOPENG	0	0	1	0		
GAZ	0	1	0	1	-100,0	-100,0
ORA	0	0	0	1		-100,0
RAVON	0	0	0	1		-100,0
SIMING	0	0	0	2		-100,0
SMA	0	0	0	1		-100,0



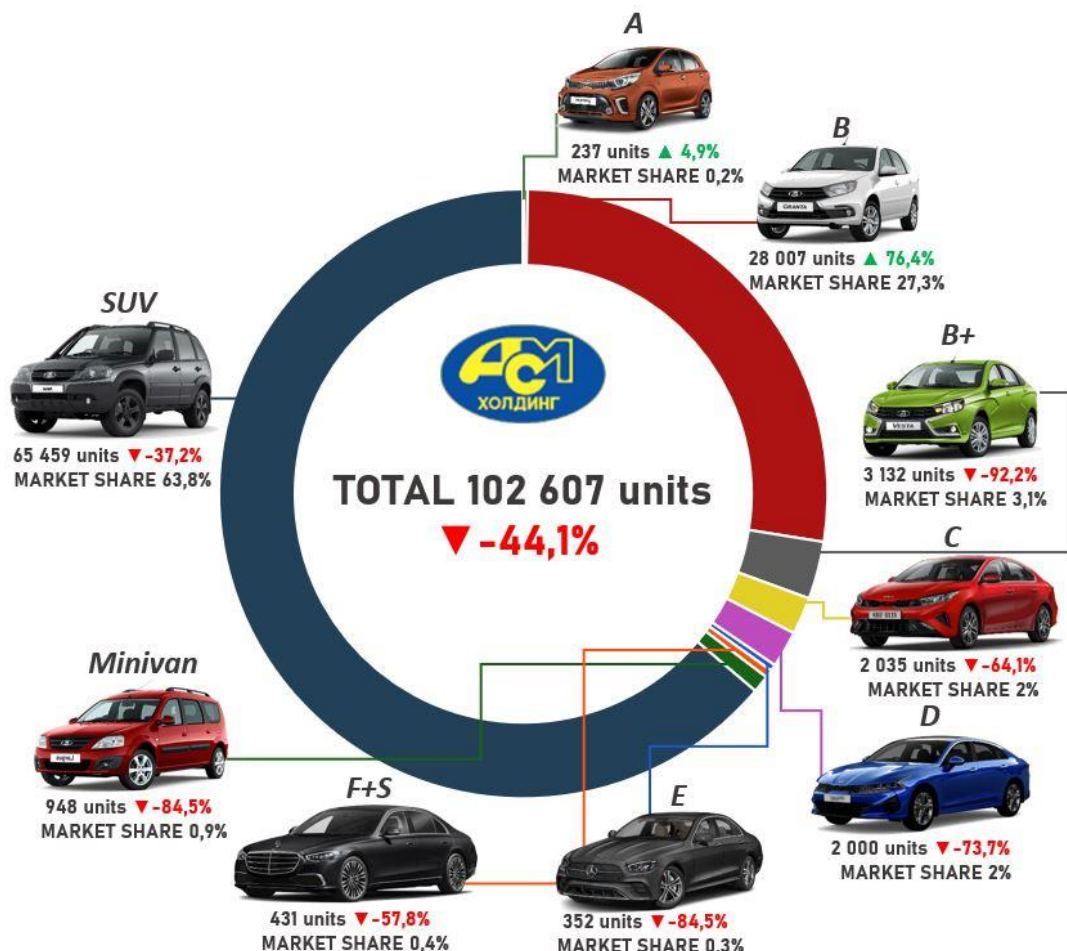
PASSENGER CARS

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
SMART	0	2	0	2	-100,0	-100,0
TOTAL	54 947	98 308	102 607	183 310	-44,1	-44,0
TOTAL Russian brands	22 272	19 713	40 586	36 858	13,0	10,1
TOTAL foreign brands	32 675	78 595	62 021	146 452	-58,4	-57,7

Sales of new passenger cars in Russia in February and 2 months 2023 by class

Class	February 2023	February 2022	2 months 2023	2 months 2022	Market share February 2023, %	Market share 2 months 2023, %	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
A	128	114	237	226	0,2	0,2	12,3	4,9
B	15 567	8 694	28 007	15 873	28,3	27,3	79,1	76,4
B+	1 502	22 018	3 132	40 321	2,7	3,1	-93,2	-92,2
C	1 055	2 927	2 035	5 664	1,9	2,0	-64,0	-64,1
D	1 081	3 672	2 000	7 605	2,0	2,0	-70,6	-73,7
E	187	1 377	352	2 263	0,3	0,3	-86,4	-84,5
F+S	257	586	431	1 021	0,5	0,4	-56,1	-57,8
Minivan	470	3 237	948	6 121	0,9	0,9	-85,5	-84,5
SUV	34 699	55 679	65 459	104 212	63,2	63,8	-37,7	-37,2
Not identified	1	4	5	4			-75,0	25,0
TOTAL	54 947	98 308	102 607	183 310	100,0	100,0	-44,1	-44,0

2 months 2023





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in February and 2 months 2023

Rank	Model	Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
1	GRANTA*	LADA	15 143	5 284	27 071	9 466	186,6	186,0
2	2123 NIVA	LADA 4x4	3 514	2 039	6 475	3 617	72,3	79,0
3	TIGGO 7 PRO	CHERY	3 339	1 346	6 061	2 294	148,1	164,2
4	2121 NIVA	LADA 4x4	2 366	1 182	4 451	2 381	100,2	86,9
5	JOLION	HAVAL	2 253	1 332	3 843	2 768	69,1	38,8
6	COOLRAY	GEELY	1 789	663	3 602	1 376	169,8	161,8
7	C5	OMODA	1 823	0	3 010	0		
8	ATLAS PRO	GEELY	978	616	2 192	961	58,8	128,1
9	TIGGO 8 PRO	CHERY	1 143	0	2 122	0		
10	F7X	HAVAL	1 177	621	2 078	1 136	89,5	82,9
11	F7	HAVAL	937	988	1 992	1 614	-5,2	23,4
12	TUCSON	HYUNDAI	789	782	1 611	1 491	0,9	8,0
13	TXL	EXEED	795	0	1 566	0		
14	SPORTAGE	KIA	767	1 156	1 510	2 148	-33,7	-29,7
15	TIGGO 4	CHERY	819	857	1 496	1 755	-4,4	-14,8
16	TIGGO 4 PRO	CHERY	837	0	1 351	0		
17	LX	EXEED	708	0	1 315	0		
18	VX	EXEED	593	0	1 056	0		
19	3163 PATRIOT	UAZ	462	738	959	1 632	-37,4	-41,2
20	TIGGO 8 PRO	CHERY	490	734	951	1 348	-33,2	-29,5
21	SANTA FE	HYUNDAI	477	328	923	693	45,4	33,2
22	TUGELLA	GEELY	404	368	889	655	9,8	35,7
23	DARGO	HAVAL	450	0	875	0		
24	VESTA	LADA	345	6 284	762	11 877	-94,5	-93,6
25	SORENTO	KIA	383	313	756	503	22,4	50,3

2 months 2023

* GRANTA 2190+2191+2192+2194

LADA GRANTA*
27 071 units **186%**

LADA 2123 NIVA
6 475 units **79%**



CHERY 7 PRO
6 061 units **164,2%**





PASSENGER CARS

Sales of new electric cars in Russia in February and 2 months 2023 by brand

Brand / electric cars	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
EVOLUTE	143	0	205	0		
VOLKSWAGEN	116	0	205	2		10150,0
TESLA	82	155	150	293	-47,1	-48,8
VOYAH	103	0	141	0		
BYD	27	2	51	4	1250,0	1175,0
BMW	28	11	45	14		
HONGQI	20	1	32	1	1900,0	3100,0
AUDI	17	31	30	70	-45,2	-57,1
SKYWELL	15	0	26	0		
PORSCHE	9	48	20	74	-81,2	-73,0
LI XIANG	11	0	17	0		
MERCEDES	6	1	12	3	500,0	300,0
MOSKVICH	7		10			
DONGFENG	2	0	7	0		
HONDA	2	2	7	2	0,0	250,0
FIAT	4	0	5	0		
NIO	1	0	3	0		
BAIC	2	0	2	0		
BLAVAL	1	0	2	0		
FORD	1	4	2	5	-75,0	-60,0
HOZON	0	0	2	0		
HUAWEI	2	0	2	0		
JMEV	2	0	2	0		
LEAPMOTOR	2	0	2	0		
NISSAN	0	3	2	8	-100,0	-75,0
SOKON	2	0	2	0		
WELTMEISTER	1	0	2	0		
HIPHI	0	0	1	0		
KIA	0	2	1	3	-100,0	-66,7
XIAOPENG	0	0	1	0		
CHERY	0	0	0	1		-100,0
CHEVROLET	0	1	0	2	-100,0	-100,0
GEELY	0	1	0	1	-100,0	-100,0
JAC	0	19	0	20	-100,0	-100,0
JAGUAR	0	3	0	9	-100,0	-100,0
ORA	0	0	0	1		-100,0
SIMING	0	0	0	2		-100,0
TOTAL	606	284	989	515	113,4	92,0
TOTAL Russian brands	150	0	215	0		
TOTAL foreign brands	456	284	774	515	60,6	50,3

2 months 2023

EVOLUTE I-PRO

VOLKSWAGEN ID4
139 units **13800%**



170 units **NEW**



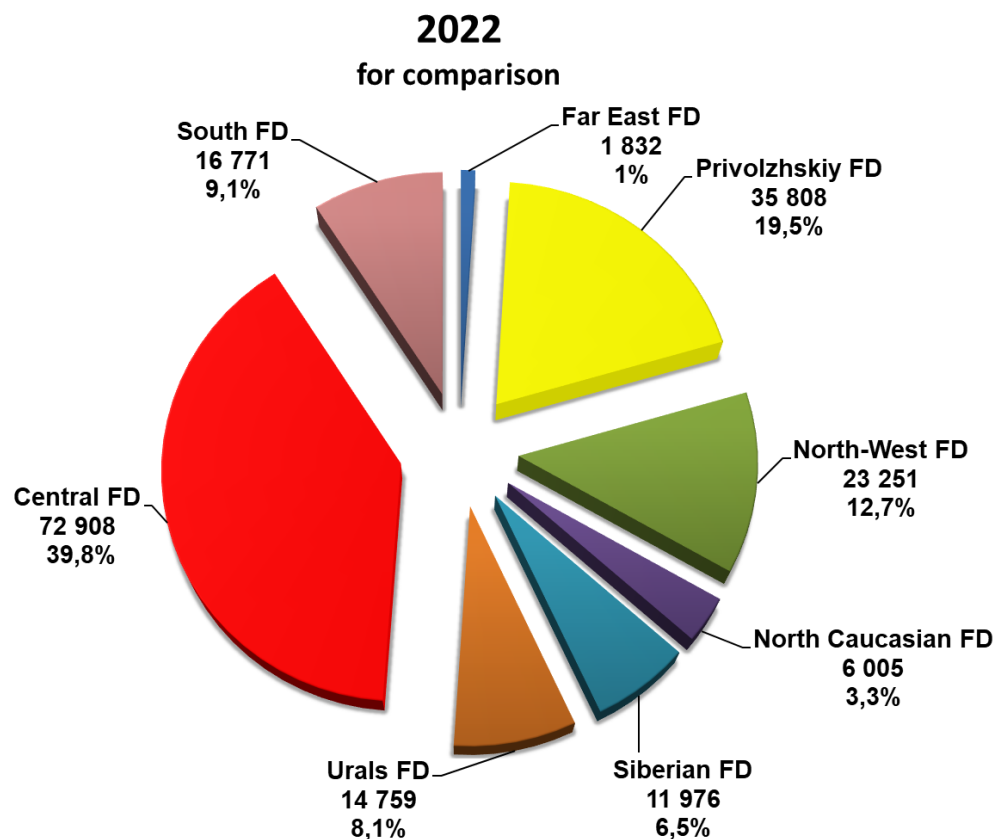
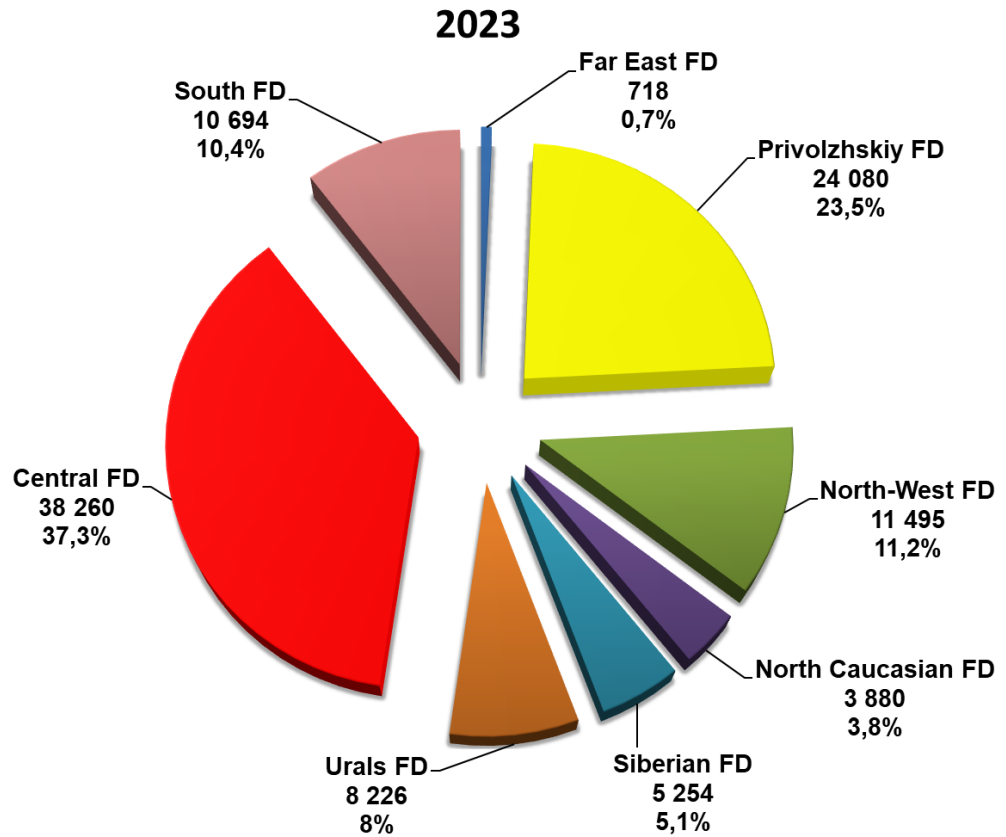
TESLA Y
102 units **-36,2%**





PASSENGER CARS

Structure of new car sales in Russia in 2 months 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 February and 2 months 2023 by brand (without pickups)

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
GAZ	2 802	3 850	5 170	7 356	-27,2	-29,7
UAZ	967	915	1 842	1 792	5,7	2,8
LADA	298	1 046	575	1 814	-71,5	-68,3
FORD	312	1 795	502	3 193	-82,6	-84,3
SOLLERS	144	0	209	0		
MERCEDES	117	135	205	270	-13,3	-24,1
PEUGEOT	78	431	117	798	-81,9	-85,3
VOLKSWAGEN	54	325	104	574	-83,4	-81,9
CITROEN	35	313	74	583	-88,8	-87,3
IVECO	28	69	41	108	-59,4	-62,0
KIA	21	6	37	16	250,0	131,2
OPEL	14	125	25	238	-88,8	-89,5
SUZUKI	8	0	25	0		
FIAT	14	38	23	98	-63,2	-76,5
HYUNDAI	9	50	23	158	-82,0	-85,4
RENAULT	12	21	20	43	-42,9	-53,5
TOYOTA	7	39	18	61	-82,1	-70,5
DONGFENG	8	0	15	0		
BAW	7	0	10	0		
MITSUBISHI	3	3	4	5	0,0	-20,0
NISSAN	1	2	2	2	-50,0	0,0
JAC	0	0	1	0		
WULING	1	0	1	0		
ASHOK LEYLAND	0	1	0	1	-100,0	-100,0
TOTAL	4 940	9 164	9 043	17 110	-46,1	-47,1
TOTAL Russian brands	4 211	5 811	7 796	10 962	-27,5	-28,9
TOTAL foreign brands	729	3 353	1 247	6 148	-78,3	-79,7

Sales of new electric light commercial vehicles in Russia Including light trucks in February and 2 months 2023 by brand and model (without pickups)

Brand/model electric LCV	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
GAZ	1	0	1	0		
GAZelle E-NN	1	0	1	0		
UAZ	1	0	1	0		
PROFI EVM PRO	1	0	1	0		
MERCEDES	3	5	6	5	-40,0	20,0
EQV	3	5	6	5	-40,0	20,0
WULING	1	0	1	0		
GXA5034	1	0	1	0		
TOTAL	6	5	9	5	20,0	80,0
TOTAL Russian brands	2	0	2	0		
TOTAL foreign brands	4	5	7	5	-20,0	40,0



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in February and 2 months 2023 (without pickups)

Rank	Model	Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
1	GAZelle NEXT	GAZ	1 626	2 351	3 072	4 481	-30,8	-31,4
2	3909	UAZ	381	373	835	729	2,1	14,5
3	3302 GAZelle	GAZ	334	676	600	1 265	-50,6	-52,6
4	2752 SOBOL	GAZ	336	406	556	843	-17,2	-34,0
5	TRANSIT	FORD	309	1 795	498	3 193	-82,8	-84,4
6	PROFI	UAZ	253	190	408	389	33,2	4,9
7	2349 WIS	LADA	194	123	356	156	57,7	128,2
8	3221 GAZelle	GAZ	124	108	236	176	14,8	34,1
9	2310 SOBOL	GAZ	139	153	218	288	-9,2	-24,3
10	LARGUS FURGON	LADA	99	882	211	1 602	-88,8	-86,8
11	ATLANT	SOLLERS	122	0	183	0		
12	3741	UAZ	100	70	172	129	42,9	33,3
13	SOBOL NN	GAZ	106	0	168	0		
14	2206	UAZ	91	108	159	189	-15,7	-15,9
15	2217 SOBOL	GAZ	80	88	158	192	-9,1	-17,7
16	V-CLASS	MERCEDES	87	27	150	53	222,2	183,0
17	3962	UAZ	70	98	130	234	-28,6	-44,4
18	2705 GAZelle	GAZ	28	68	87	111	-58,8	-21,6
19	128811	UAZ	38	36	84	55	5,6	52,7
20	GAZelle NN	GAZ	28	0	74	0		
21	MULTIVAN	VOLKSWAGEN	36	34	70	60	5,9	16,7
22	PARTNER	PEUGEOT	30	110	50	206	-72,7	-75,7
23	3303	UAZ	28	22	48	49	27,3	-2,0
24	DAILY	IVECO	28	69	41	108	-59,4	-62,0
25	BERLINGO	CITROEN	22	44	40	108	-50,0	-63,0

2 months 2023

GAZelle NEXT

3 072 units **-31,4%**

UAZ 3909

835 units **14,5%**



GAZelle 3302

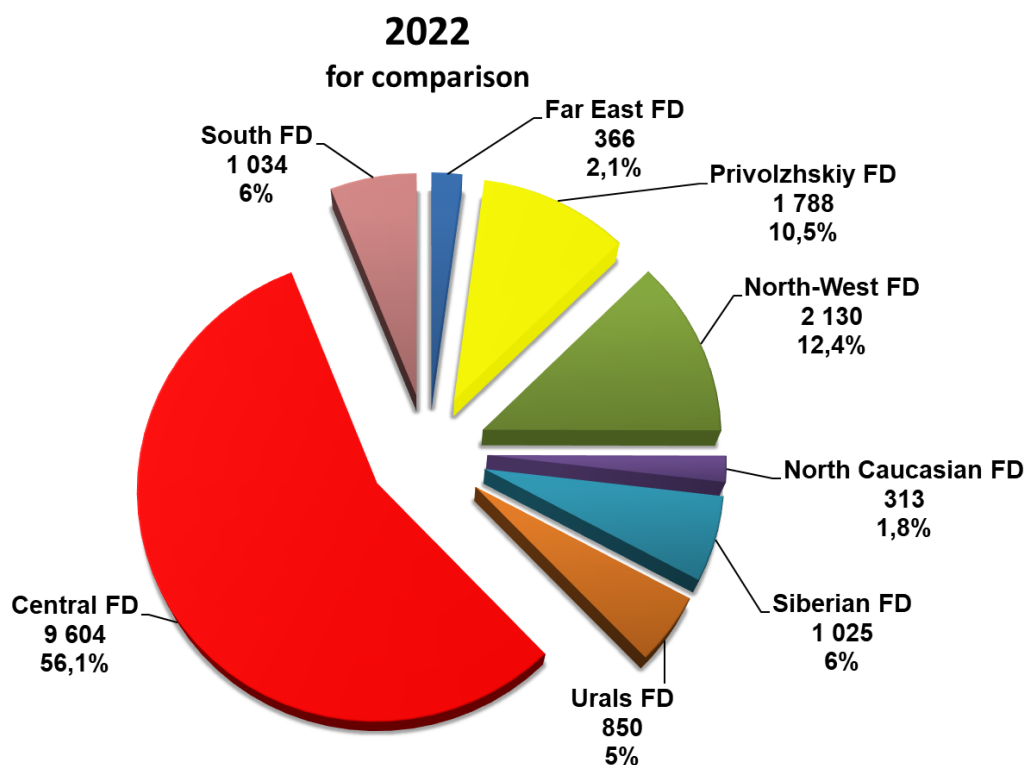
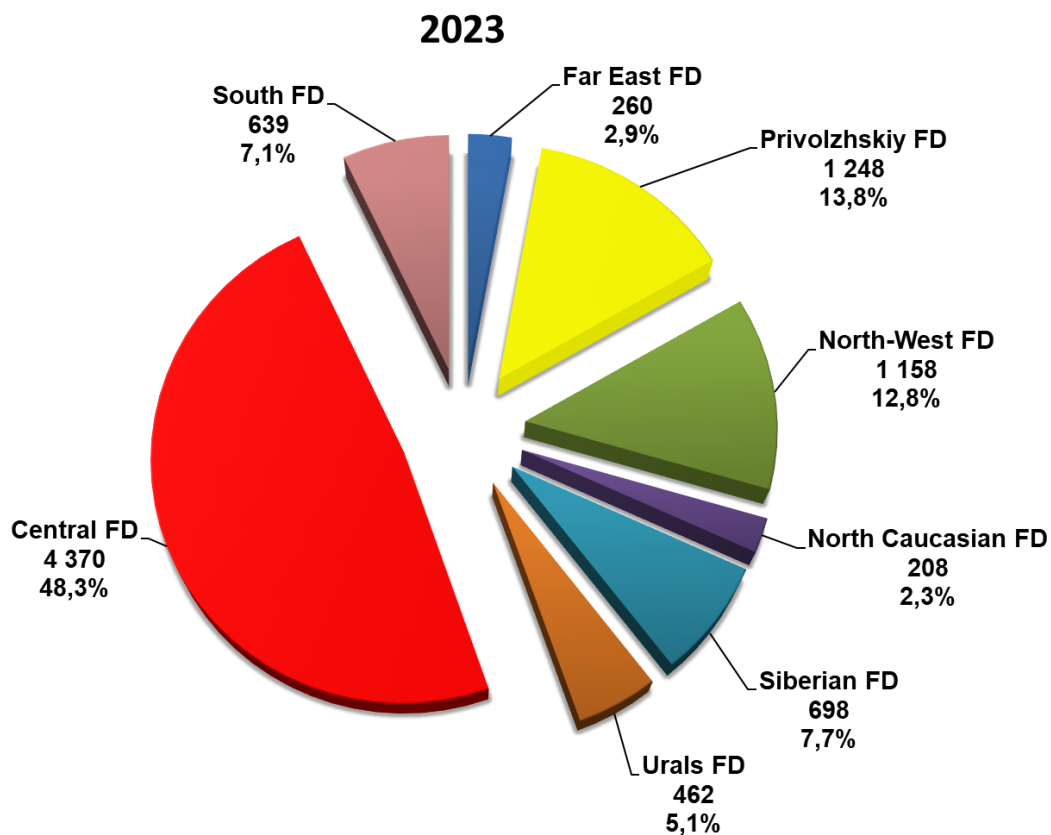
600 units **-52,6%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 2 months 2023 by Federal District





PICKUPS

Sales of new pickups in Russia in February and 2 months 2023 by brand

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
GREAT WALL	269	78	536	105	244,9	410,5
UAZ	242	209	377	464	15,8	-18,8
TOYOTA	149	287	278	521	-48,1	-46,6
MITSUBISHI	126	133	247	292	-5,3	-15,4
RAM	104	37	196	66	181,1	197,0
JAC	48	39	69	58	23,1	19,0
DONGFENG	36	0	66	0		
FORD	10	16	18	19	-37,5	-5,3
GMC	4	0	10	0		
JEEP	4	1	7	1	300,0	600,0
ISUZU	2	51	5	77	-96,1	-93,5
CHEVROLET	2	0	4	0		
TOTAL	996	851	1 813	1 603	17,0	13,1
TOTAL Russian brands	242	209	377	464	15,8	-18,8
TOTAL foreign brands	754	642	1 436	1 139	17,4	26,1



PICKUPS

Top 15 model ranking of new pickup sales in Russia in February and 2 months 2023

Rank	Model	Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
1	2363 PICKUP	UAZ	242	209	377	464	15,8	-18,8
2	POER	GREAT WALL	141	63	274	74	123,8	270,3
3	WINGLE	GREAT WALL	128	15	262	31	753,3	745,2
4	L200	MITSUBISHI	126	133	247	292	-5,3	-15,4
5	HILUX	TOYOTA	124	281	241	510	-55,9	-52,7
6	RAM	PICKUP	104	37	196	66	181,1	197,0
7	ZNA	DONGFENG	36	0	66	0		
8	T6	JAC	46	39	66	58	17,9	13,8
9	TUNDRA	TOYOTA	23	6	34	11	283,3	209,1
10	F-SERIES	FORD	8	16	15	19	-50,0	-21,1
11	HUMMER EV	GMC	1	0	7	0		
12	GLADIATOR	JEEP	4	1	7	1	300,0	600,0
13	D-MAX	ISUZU	2	51	5	77	-96,1	-93,5
14	COLORADO	CHEVROLET	2	0	4	0		
15	RANGER	FORD	2	0	3	0		

2 months 2023

UAZ 2363 PICKUP
377 units **-18,8%**

GREAT WALL POER1
274 units **270,3%**

GREAT WALL WINGLE
262 units **745,2%**





PICKUPS

Structure of sales of new pickups in Russia 2 months 2023 by Federal District

