



PRESS-RELEASE

11 APRIL 2023

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

In March 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia fell by 12.9% year-on-year to 76 749 vehicles. In January-March 2023, the total sales were 190 212 vehicles, down 34.4% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 68 590 units in March 2023, down 12.9% YOY; 171 197 units in January-March 2023, down 34.7%. Among them electric vehicles – 798 units in March 2023, up 195.6% YOY; 1 793 units in January-March, up 123.0% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 6 945 units in March 2023, down 19.3% YOY; 15 988 units in January-March 2023, down 37.8% YOY. Among them electric vehicles – 3 units in March 2023, down 66.7% YOY; 11 units in January-March 2023, down 21.4% YOY.
- Pickups – 1 214 units in March 2023, up 61.2%; 3 027 units in January-March 2023, up 28.5% 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 12.9% in March 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 sales of Chinese-branded vehicles. It is worth of being noted that the Top 10 best selling models on the Russian market in the first quarter of 2023 include seven cars represented by Chinese brands.

In March 2023, we noted a 61.2% increase of new pickup sales. We forecast growth of sales in this segment through 2023 by 30-40%.

Sales in the segment of light commercial vehicles fell by 19.3% in March. We expect growth of LCV sales in 2023 by 20% 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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Developed by specialists of
AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2023 by brand

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
LADA	24 305	17 268	63 578	52 412	40,8	21,3
CHERY	8 060	2 018	20 536	8 844	299,4	132,2
HAVAL	6 866	2 723	16 075	8 780	152,1	83,1
GEELEY	5 310	1 609	12 125	5 240	230,0	131,4
KIA	3 302	9 429	9 539	33 781	-65,0	-71,8
HYUNDAI	2 930	8 801	8 081	27 855	-66,7	-71,0
EXEED	3 371	735	7 308	735	358,6	894,3
OMODA	2 401	0	5 411	0		
TOYOTA	1 671	4 566	4 023	17 767	-63,4	-77,4
RENAULT	644	6 671	2 013	25 243	-90,3	-92,0
VOLKSWAGEN	857	3 483	1 989	11 926	-75,4	-83,3
CHANGAN	1 031	278	1 815	767	270,9	136,6
UAZ	746	836	1 763	2 540	-10,8	-30,6
MITSUBISHI	554	1 916	1 646	6 125	-71,1	-73,1
BMW	662	2 363	1 613	7 444	-72,0	-78,3
MERCEDES	543	2 072	1 433	6 569	-73,8	-78,2
MAZDA	513	1 412	1 216	5 611	-63,7	-78,3
SKODA	405	3 762	1 161	13 051	-89,2	-91,1
JAC	543	15	1 064	113	3 520,0	841,6
CHEVROLET	392	308	1 031	1 354	27,3	-23,9
LEXUS	371	619	862	2 137	-40,1	-59,7
NISSAN	255	3 378	726	10 396	-92,5	-93,0
AUDI	250	859	635	2 433	-70,9	-73,9
MOSKVICH	387	0	473	0		
PORSCHE	174	449	432	1 241	-61,2	-65,2
FAW	191	89	428	236	114,6	81,4
LAND ROVER	157	323	399	1 127	-51,4	-64,6
GENESIS	152	317	396	1 072	-52,1	-63,1
SUBARU	157	256	396	907	-38,7	-56,3
EVOLUTE	160	0	365	0		
VOYAH	152	0	293	0		
JEEP	115	142	273	335	-19,0	-18,5
SUZUKI	107	473	254	1 275	-77,4	-80,1
TESLA	104	94	254	387	10,6	-34,4
CADILLAC	60	59	169	246	1,7	-31,3
HONDA	70	100	156	309	-30,0	-49,5
WEY	113	0	122	0		
VOLVO	47	440	104	1 392	-89,3	-92,5
CITROEN	63	69	103	227	-8,7	-54,6
BYD	34	6	85	10	466,7	750,0
INFINITI	33	210	83	601	-84,3	-86,2



PASSENGER CARS

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
GAC	19	56	73	219	-66,1	-66,7
FORD	27	34	60	59	-20,6	1,7
HONGQI	22	3	54	4	633,3	1 250,0
MINI	20	171	48	467	-88,3	-89,7
DFSK	18	30	45	60	-40,0	-25,0
GMC	12	0	42	1		4 100,0
LI XIANG	24	0	41	0		
SKYWELL	11	7	37	7	57,1	428,6
BENTLEY	18	21	35	46	-14,3	-23,9
DODGE	18	12	35	24	50,0	45,8
KAIYI	30	0	31	0		
PEUGEOT	18	86	31	220	-79,1	-85,9
ACURA	5	3	18	5	66,7	260,0
SSANGYONG	8	1	18	1	700,0	1 700,0
JAGUAR	5	28	17	116	-82,1	-85,3
ROLLS ROYCE	4	17	17	57	-76,5	-70,2
LAMBORGHINI	5	3	15	10	66,7	50,0
MASERATI	5	12	12	43	-58,3	-72,1
FIAT	2	7	10	20	-71,4	-50,0
AURUS	4	1	9	10	300,0	-10,0
LINCOLN	2	1	9	4	100,0	125,0
DONGFENG	1	2	8	2	-50,0	300,0
DAEWOO	1	0	7	0		
IRAN KHODRO	7	0	7	0		
SOKON	5	0	7	0		
ALFA ROMEO	5	0	6	1		500,0
BUICK	5	3	6	6	66,7	0,0
DAIHATSU	2	2	6	5	0,0	20,0
ISUZU	4	49	6	64	-91,8	-90,6
BAIC	3	0	5	0		
FERRARI	1	9	5	15	-88,9	-66,7
HIPHI	4	0	5	0		
OPEL	2	29	5	82	-93,1	-93,9
DACIA	1	0	4	0		
HUAWEI	2	0	4	0		
NIO	1	0	4	0		
WELTMEISTER	2	4	4	4	-50,0	0,0
LEAPMOTOR	1	0	3	0		
ALPINA	0	1	2	1	-100,0	100,0
ASTON MARTIN	1	0	2	1		100,0
BLAVAL	0	0	2	0		
HOZON	0	4	2	4	-100,0	-50,0
JMEV	0	0	2	0		



PASSENGER CARS

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
XIAOPENG	1	1	2	1	0,0	100,0
ALPINE	0	0	1	0		
ENOVATE	1	0	1	0		
MCLAREN	0	0	1	0		
MG	1	0	1	0		
ORA	1	0	1	1		0,0
POLESTAR	1	0	1	0		
RIVIAN	1	0	1	0		
ROEWE	1	0	1	0		
APAL	0	2	0	2	-100,0	-100,0
CHRYSLER	0	1	0	1	-100,0	-100,0
GAZ	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
SMART	0	0	0	2		-100,0
TOTAL	68 590	78 748	171 197	262 058	-12,9	-34,7
TOTAL Russian brands	25 602	18 107	66 188	54 965	41,4	20,4
TOTAL foreign brands	42 988	60 641	105 009	207 093	-29,1	-49,3

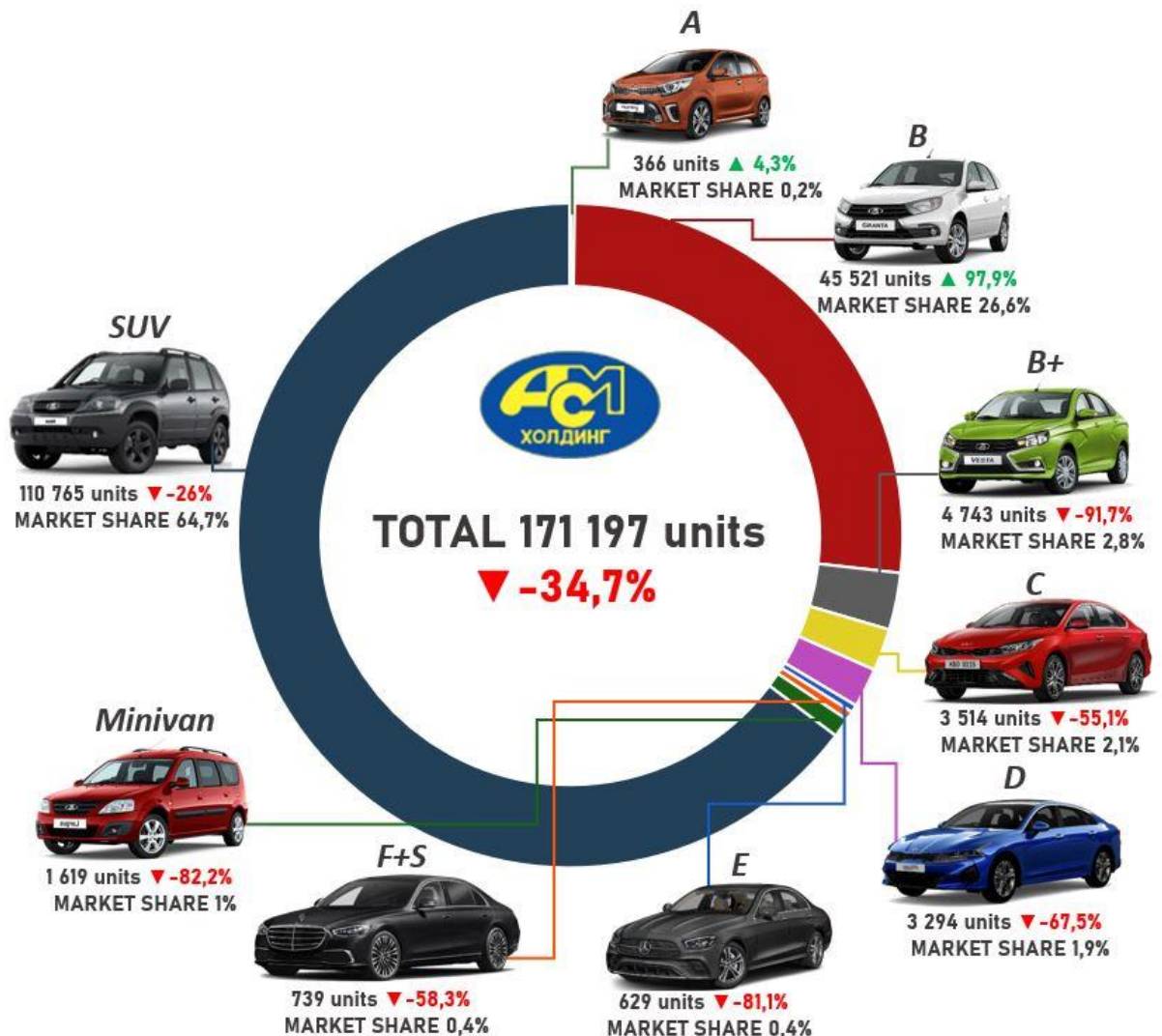


PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2023 by class

Class	March 2023	March 2022	3 months 2023	3 months 2022	Market share March 2023, %	Market share 3 months 2023, %	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
A	129	125	366	351	0,2	0,2	3,2	4,3
B	17 514	7 133	45 521	23 006	25,5	26,6	145,5	97,9
B+	1 611	16 638	4 743	56 959	2,4	2,8	-90,3	-91,7
C	1 479	2 157	3 514	7 821	2,2	2,1	-31,4	-55,1
D	1 294	2 514	3 294	10 119	1,9	1,9	-48,5	-67,5
E	277	1 070	629	3 333	0,4	0,4	-74,1	-81,1
F+S	308	750	739	1 771	0,5	0,4	-58,9	-58,3
Minivan	671	2 996	1 619	9 117	1,0	1,0	-77,6	-82,2
SUV	45 306	45 364	110 765	149 576	66,1	64,7	-0,1	-26,0
Not identified	1	1	7	5				40,0
TOTAL	68 590	78 748	171 197	262 058	100,0	100,0	-12,9	-34,7

3 months 2023





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in March and 3 months 2023

Rank	Model	Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
1	GRANTA*	LADA	17 043	4 523	44 114	13 989	276,8	215,3
2	2123 NIVA	LADA	3 988	2 574	10 463	6 191	54,9	69,0
3	TIGGO 7 PRO	CHERY	2 778	789	8 839	3 083	252,1	186,7
4	JOLION	HAVAL	3 328	1 160	7 171	3 928	186,9	82,6
5	2121 NIVA	LADA 4x4	2 697	856	7 148	3 237	215,1	120,8
6	COOLRAY	GEELY	2 742	436	6 344	1 812	528,9	250,1
7	C5	OMODA	2 401	0	5 411	0		
8	ATLAS PRO	GEELY	1 639	513	3 831	1 474	219,5	159,9
9	TIGGO 4 PRO	CHERY	2 273	0	3 624	0		
10	F7X	HAVAL	1 379	614	3 457	1 750	124,6	97,5
11	TIGGO 8 PRO	CHERY	1 048	0	3 170	0		
12	F7	HAVAL	1 048	594	3 040	2 208	76,4	37,7
13	TXL	EXEED	1 208	410	2 774	410	194,6	576,6
14	TIGGO 4	CHERY	1 262	384	2 758	2 139	228,6	28,9
15	TUCSON	HYUNDAI	1 020	824	2 631	2 315	23,8	13,7
16	LX	EXEED	1 263	0	2 578	0		
17	SPORTAGE	KIA	821	1 410	2 331	3 558	-41,8	-34,5
18	VX	EXEED	900	325	1 956	325	176,9	501,8
19	DARGO	HAVAL	803	0	1 678	0		
20	3163 PATRIOT	UAZ	717	802	1 676	2 434	-10,6	-31,1
21	TUGELLA	GEELY	699	589	1 588	1 244	18,7	27,7
22	SANTA FE	HYUNDAI	626	363	1 549	1 056	72,5	46,7
23	TIGGO 8 PRO	CHERY	519	699	1 470	2 047	-25,8	-28,2
24	SORENTO	KIA	443	509	1 199	1 012	-13,0	18,5
25	VESTA	LADA	411	5 666	1 173	17 543	-92,7	-93,3

3 months 2023

* GRANTA 2190+2191+2192+2194

LADA GRANTA*

44 114 units **215,3%**

LADA 2123 NIVA

10 463 units **69%**



CHERY 7 PRO

8 839 units **186,7%**





PASSENGER CARS

Sales of new electric cars in Russia in March and 3 months 2023 by brand

Brand / electric cars	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
EVOLUTE	160	0	365	0		
VOLKSWAGEN	151	5	357	8	2920,0	4362,5
VOYAH	152	0	293	0		
TESLA	104	94	254	387	10,6	-34,4
BYD	34	6	85	10	466,7	750,0
BMW	33	10	78	24	230,0	225,0
HONGQI	22	3	54	4	633,3	1250,0
AUDI	20	45	50	115	-55,6	-56,5
LI XIANG	24	0	41	0		
SKYWELL	11	7	37	7	57,1	428,6
MOSKVICH	23	0	33	0		
MERCEDES	13	2	25	5	550,0	400,0
PORSCHE	4	37	24	111	-89,2	-78,4
HONDA	11	3	18	5	266,7	260,0
HYUNDAI	6	4	11	7	50,0	57,1
DONGFENG	1	2	8	2	-50,0	300,0
SOKON	5	0	7	0		
FIAT	0	1	5	1	-100,0	400,0
HIPHI	4	0	5	0		
NISSAN	3	6	5	14	-50,0	-64,3
FORD	2	8	4	13	-75,0	-69,2
HUAWEI	2	0	4	0		
NIO	1	0	4	0		
WELTMEISTER	2	4	4	4	-50,0	0,0
LEAPMOTOR	1	0	3	0		
BAIC	0	0	2	0		
BLAVAL	0	0	2	0		
HOZON	0	4	2	4	-100,0	-50,0
JMEV	0	0	2	0		
XIAOPENG	1	1	2	1	0,0	100,0
CHANGAN	1	0	1	0		
ENOVATE	1	0	1	0		
GEELY	1	0	1	1		0,0
KIA	0	1	1	4	-100,0	-75,0
MAZDA	1	21	1	36	-95,2	-97,2
ORA	1	0	1	1		0,0
POLESTAR	1	0	1	0		
RIVIAN	1	0	1	0		
TOYOTA	1	0	1	0		



PASSENGER CARS

Brand / electric cars	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
CHERY	0	0	0	1		-100,0
CHEVROLET	0	0	0	2		-100,0
JAC	0	1	0	21		-100,0
JAGUAR	0	5	0	14	-100,0	-100,0
SIMING	0	0	0	2		-100,0
TOTAL	798	270	1793	804	195,6	123,0
TOTAL Russian brands	183	0	398	0		
TOTAL foreign brands	615	270	1395	804	136,3	77,6

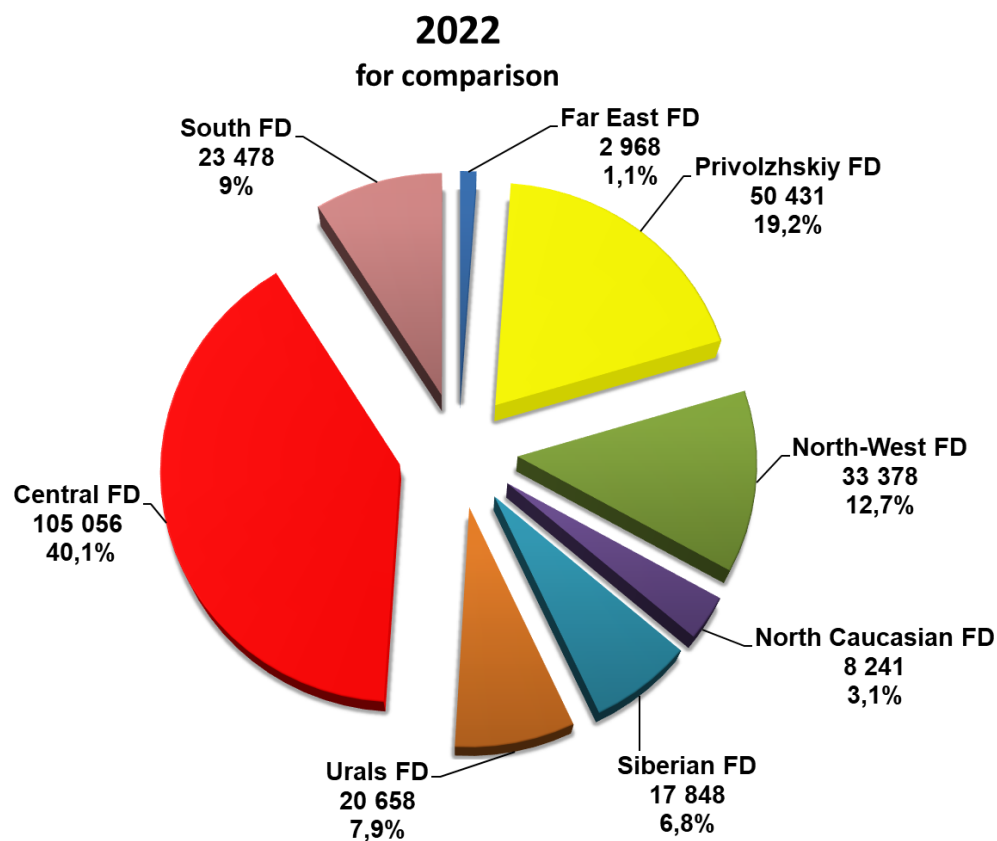
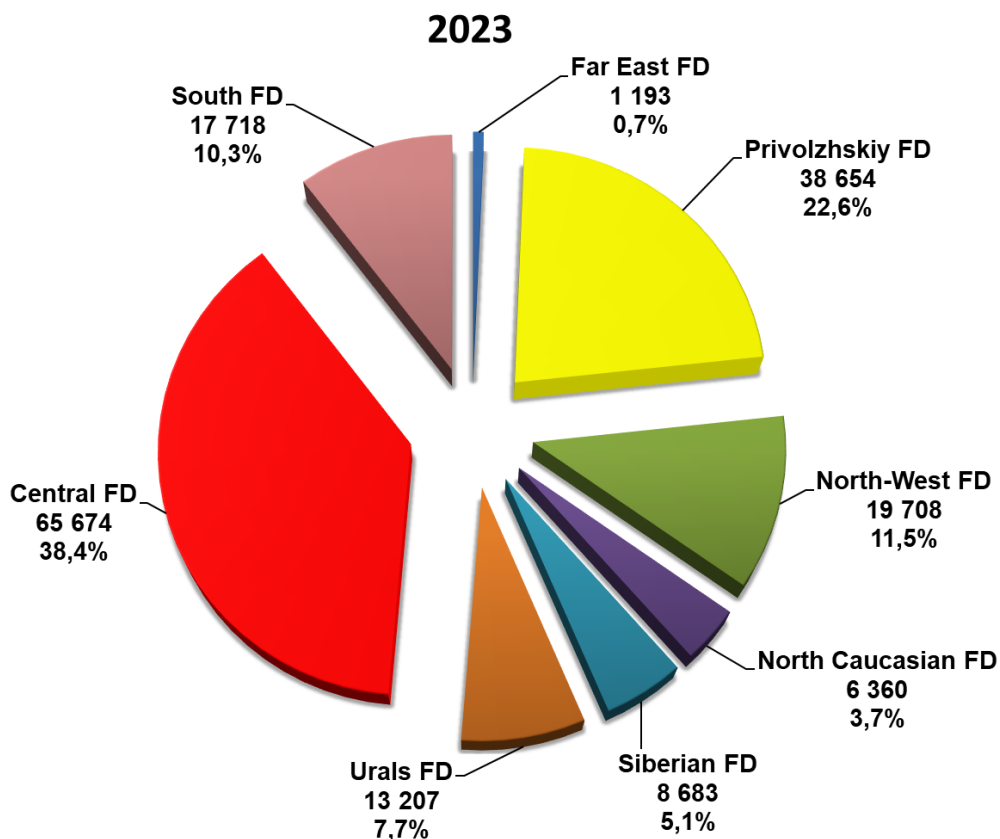
3 months 2023





PASSENGER CARS

Structure of new car sales in Russia in 3 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 March and 3 months 2023 by brand (without pickups)

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
GAZ	4 250	3 827	9 420	11 183	11,1	-15,8
UAZ	1 288	1 221	3 130	3 013	5,5	3,9
LADA	394	1 034	969	2 848	-61,9	-66,0
FORD	276	1 185	778	4 378	-76,7	-82,2
SOLLERS	209	0	418	0		
MERCEDES	157	146	362	416	7,5	-13,0
PEUGEOT	59	338	176	1 136	-82,5	-84,5
VOLKSWAGEN	67	318	171	892	-78,9	-80,8
CITROEN	40	272	114	855	-85,3	-86,7
IVECO	24	55	65	163	-56,4	-60,1
KIA	26	4	63	20	550,0	215,0
SUZUKI	29	0	54	0		
OPEL	20	75	45	313	-73,3	-85,6
FIAT	20	31	43	129	-35,5	-66,7
DONGFENG	26	0	41	0		
HYUNDAI	14	54	37	212	-74,1	-82,5
RENAULT	13	8	33	51	62,5	-35,3
TOYOTA	15	30	33	91	-50,0	-63,7
BAW	11	0	21	0		
MITSUBISHI	0	1	4	6	-100,0	-33,3
CHANGAN	2	0	2	0		
JAC	1	10	2	10	-90,0	-80,0
MAZ	2	0	2	0		
NISSAN	0	0	2	2		0,0
LDV	1	0	1	0		
SKYWELL	1	0	1	0		
WULING	0	0	1	0		
ASHOK LEYLAND	0	1	0	2	-100,0	-100,0
GMC	0	1	0	1	-100,0	-100,0
TOTAL	6 945	8 611	15 988	25 721	-19,3	-37,8
TOTAL Russian brands	6 141	6 082	13 937	17 044	1,0	-18,2
TOTAL foreign brands	804	2 529	2 051	8 677	-68,2	-76,4



LIGHT COMMERCIAL VEHICLES

Sales of new electric light commercial vehicles in Russia Including light trucks in March and 3 months 2023 by brand and model (without pickups)

Brand/model electric LCV	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
GAZ	0	0	1	0		
GAZelle E-NN	0	0	1	0		
UAZ	1	0	1	0		
EVM PRO	1	0	1	0		
MERCEDES	2	9	8	14	-77,8	-42,9
EQV	2	9	8	14	-77,8	-42,9
WULING	0	0	1	0		
GXA5034	0	0	1	0		
TOTAL	3	9	11	14	-66,7	-21,4
TOTAL Russian brands	1	0	2	0		
TOTAL foreign brands	2	9	9	14	-77,8	-35,7



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in March and 3 months 2023 (without pickups)

Rank	Model	Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
1	GAZelle NEXT	GAZ	2 419	2 234	5 491	6 715	8,3	-18,2
2	3909	UAZ	536	663	1 371	1 392	-19,2	-1,5
3	3302 GAZelle	GAZ	582	765	1 182	2 030	-23,9	-41,8
4	2752 SOBOL	GAZ	532	454	1 088	1 297	17,2	-16,1
5	TRANSIT	FORD	275	1 185	773	4 378	-76,8	-82,3
6	PROFI	UAZ	317	213	725	602	48,8	20,4
7	2349 WIS	LADA	280	138	636	294	102,9	116,3
8	2310 SOBOL	GAZ	197	146	415	434	34,9	-4,4
9	3221 GAZelle	GAZ	157	104	393	280	51,0	40,4
10	ATLANT	SOLLERS	187	0	370	0		
11	LARGUS FURGON	LADA	100	864	311	2 466	-88,4	-87,4
12	2217 SOBOL	GAZ	147	100	305	292	47,0	4,5
13	2206	UAZ	135	131	294	320	3,1	-8,1
14	SOBOL NN	GAZ	113	0	281	0		
15	3741	UAZ	103	80	275	209	28,8	31,6
16	V-CLASS	MERCEDES	122	29	272	82	320,7	231,7
17	3962	UAZ	85	78	215	312	9,0	-31,1
18	128811	UAZ	75	18	159	73	316,7	117,8
19	GAZelle NN	GAZ	62	0	136	0		
20	2705 GAZelle	GAZ	41	24	128	135	70,8	-5,2
21	MULTIVAN	VOLKSWAGEN	51	44	121	104	15,9	16,3
22	PARTNER	PEUGEOT	41	107	91	313	-61,7	-70,9
23	3303	UAZ	35	32	83	81	9,4	2,5
24	SPRINTER	MERCEDES	30	95	66	285	-68,4	-76,8
25	BERLINGO	CITROEN	25	43	65	151	-41,9	-57,0

3 months 2023

GAZelle NEXT

5 491 units **-18,2%**

UAZ 3909

1 371 units **-1,5%**



GAZelle 3302

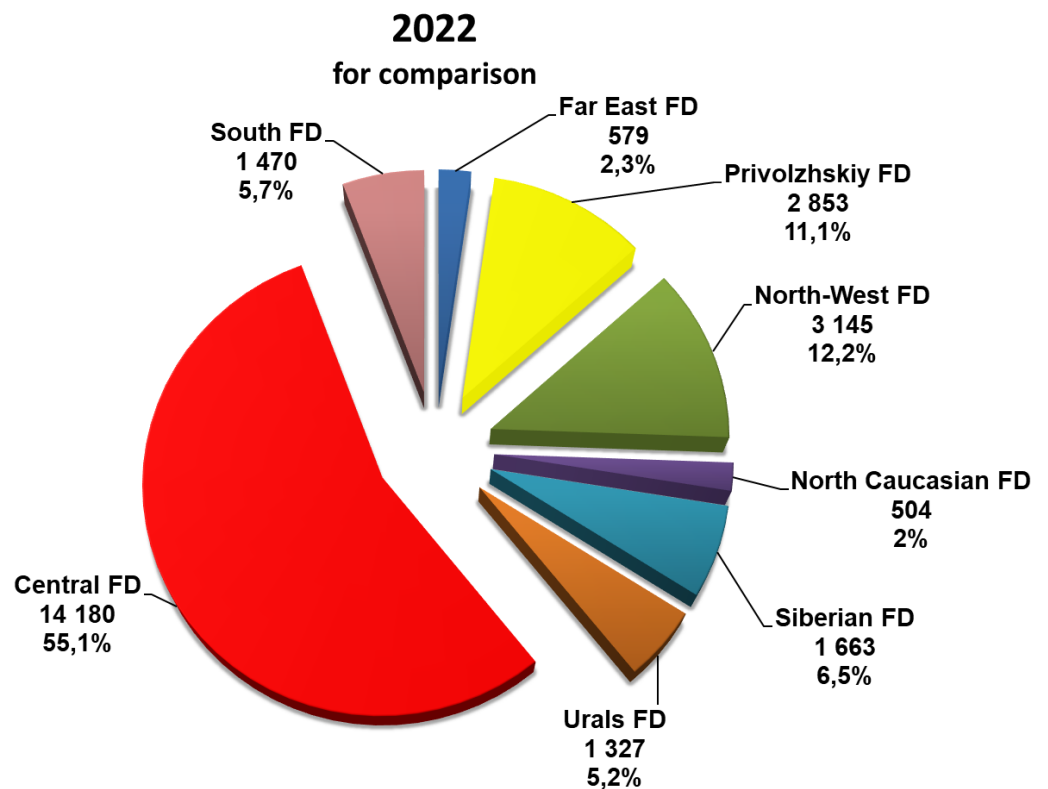
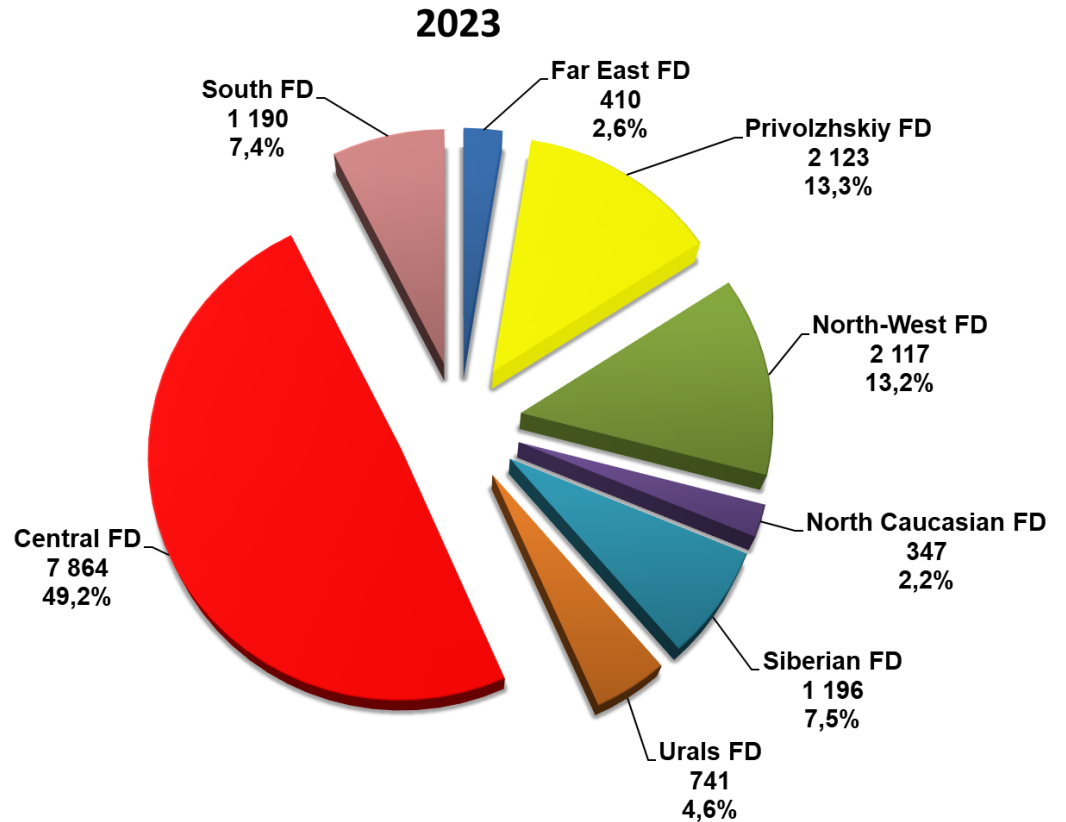
1 182 units **-41,8%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 3 months 2023 by Federal District





PICKUPS

Sales of new pickups in Russia in March and 3 months 2023 by brand

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
GREAT WALL	300	27	836	132	1 011,1	533,3
UAZ	255	182	632	646	40,1	-2,2
TOYOTA	179	278	457	799	-35,6	-42,8
MITSUBISHI	167	167	414	459	0,0	-9,8
RAM	128	39	324	105	228,2	208,6
JAC	79	28	148	86	182,1	72,1
DONGFENG	71	0	137	0		
FORD	21	6	39	25	250,0	56,0
GMC	3	0	13	0		
JEEP	3	1	10	2	200,0	400,0
ISUZU	4	25	9	102	-84,0	-91,2
CHEVROLET	3	0	7	0		
HYUNDAI	1	0	1	0		
TOTAL	1 214	753	3 027	2 356	61,2	28,5
TOTAL Russian brands	255	182	632	646	40,1	-2,2
TOTAL foreign brands	959	571	2 395	1 710	68,0	40,1



PICKUPS

Top 15 model ranking of new pickup sales in Russia in March and 3 months 2023

Rank	Model	Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
1	2363 PICKUP	UAZ	255	182	632	646	40,1	-2,2
2	POER	GREAT WALL	182	22	456	96	727,3	375,0
3	L200	MITSUBISHI	167	167	414	459	0,0	-9,8
4	HILUX	TOYOTA	147	270	388	780	-45,6	-50,3
5	WINGLE	GREAT WALL	118	5	380	36	2 260,0	955,6
6	RAM	PICKUP	128	39	324	105	228,2	208,6
7	T6	JAC	76	28	142	86	171,4	65,1
8	ZNA	DONGFENG	71	0	137	0		
9	TUNDRA	TOYOTA	29	8	63	19	262,5	231,6
10	F-SERIES	FORD	17	6	32	25	183,3	28,0
11	GLADIATOR	JEEP	3	1	10	2	200,0	400,0
12	HUMMER EV	GMC	2	0	9	0		
13	D-MAX	ISUZU	4	25	9	102	-84,0	-91,2
14	RANGER	FORD	4	0	7	0		
15	COLORADO	CHEVROLET	2	0	6	0		

3 months 2023

UAZ 2363 PICKUP
632 units **-2,2%**

GREAT WALL POER
456 units **375%**

MITSUBISHI L200
414 units **-9,8%**





PICKUPS

Structure of sales of new pickups in Russia 3 months 2023 by Federal District

