



PRESS-RELEASE

12 JUNE 2023

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

In May 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia grew by 156.2% year-on-year to 78 715 vehicles. In January-May 2023, the total sales were 351 468 vehicles, down 0.7% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 70 863 units in May 2023, up 158.2% YOY; 316 333 units in January-May 2023, down 0.3%. Among them electric vehicles (BEV) – 1 079 units in May 2023, up 830.2% YOY; 3 855 units in January-May, up 255.6% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 6 657 units in May 2023, up 125.1% YOY; 29 648 units in January-May 2023, down 11.3% YOY. Among them electric vehicles – 1 unit in May 2023, 0% YOY; 13 units in January-May 2023, down 27.8% YOY.
- Pickups – 1 195 units in May 2023, up 279.4%; 5 487 units in January-May 2023, up 76.1% 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 grew by record 158.2% in May 2023. Such growth was mainly due to a low comparative base in May 2022 stipulated by launching the Special Military Operation. Any further growth of sales will depend on consumer buying capacity, car price movement, etc. We expect improvement of sales to sufficiently saturate the car market in 2023, with possible annual growth by 40%.

In May 2023, we noted a significant 279.4% increase of new pickup sales. The situation in this segment is similar to that with cars. Great Wall brand pickups set a sales record in May showing growth by 511.8% and grabbing a big market share. We forecast growth of sales in this segment through 2023 by 70-80%.

Sales in the segment of light commercial vehicles grew by 125.1% in May. The growth in this segment is mainly due to high sales results of GAZ brand (up 183.6% YOY) and UAZ brand (up 134%). We expect growth of LCV sales in 2023 by 30% over the previous year's result.

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Developed by specialists of
AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in May and 5 months 2023 by brand

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
LADA	22 099	6 709	111 021	65 586	229,4	69,3
CHERY	7 485	1 664	37 319	11 778	349,8	216,9
HAVAL	7 441	1 219	30 356	10 981	510,4	176,4
GEELY	6 750	919	26 037	6 808	634,5	282,4
KIA	3 031	3 593	15 925	40 782	-15,6	-61,0
HYUNDAI	2 718	3 182	13 634	34 036	-14,6	-59,9
EXEED	3 030	547	13 517	1 661	453,9	713,8
OMODA	2 574	0	10 456	0		
TOYOTA	1 803	849	7 564	19 783	112,4	-61,8
CHANGAN	1 984	106	5 293	969	1 771,7	446,2
VOLKSWAGEN	916	832	3 949	13 820	10,1	-71,4
RENAULT	548	2 189	3 204	29 598	-75,0	-89,2
BMW	740	299	3 112	8 765	147,5	-64,5
UAZ	517	210	2 802	3 187	146,2	-12,1
MITSUBISHI	574	451	2 793	6 984	27,3	-60,0
JAC	814	11	2 763	132	7 300,0	1 993,2
MERCEDES	535	423	2 534	7 629	26,5	-66,8
MAZDA	478	501	2 193	6 759	-4,6	-67,6
MOSKVICH	1 223	0	2 169	0		
SKODA	323	1 103	1 837	15 563	-70,7	-88,2
CHEVROLET	300	136	1 739	1 598	120,6	8,8
LEXUS	431	76	1 696	2 321	467,1	-26,9
TANK	834	0	1 473	0		
NISSAN	204	1 235	1 225	12 491	-83,5	-90,2
AUDI	303	199	1 213	2 945	52,3	-58,8
FAW	253	58	875	359	336,2	143,7
KAIYI	625	0	801	0		
LAND ROVER	172	72	744	1 278	138,9	-41,8
PORSCHE	143	75	734	1 432	90,7	-48,7
EVOLUTE	172	0	724	0		
VOYAH	230	0	685	0		
SUBARU	141	52	677	1 046	171,2	-35,3
GENESIS	120	117	631	1 324	2,6	-52,3
SUZUKI	172	107	547	1 496	60,7	-63,4
TESLA	116	49	493	521	136,7	-5,4
JEEP	94	58	458	463	62,1	-1,1
HONDA	114	38	341	397	200,0	-14,1
CADILLAC	66	9	291	274	633,3	6,2
CITROEN	70	32	245	278	118,8	-11,9
BYD	62	7	205	24	785,7	754,2
GAC	103	9	204	247	1 044,4	-17,4



PASSENGER CARS

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
VOLVO	28	59	171	1 553	-52,5	-89,0
INFINITI	32	43	155	703	-25,6	-78,0
FORD	51	19	144	96	168,4	50,0
LI XIANG	63	2	143	2	3 050,0	7 050,0
HONGQI	38	1	129	8	3 700,0	1 512,5
DFSK	31	12	120	85	158,3	41,2
SKYWELL	24	1	91	10	2 300,0	810,0
GMC	21	5	79	7	320,0	1 028,6
DODGE	19	13	78	58	46,2	34,5
MINI	17	73	74	587	-76,7	-87,4
BENTLEY	17	4	60	56	325,0	7,1
PEUGEOT	8	28	51	281	-71,4	-81,9
LAMBORGHINI	13	2	48	17	550,0	182,4
AURUS	31	3	42	15	933,3	180,0
JAGUAR	10	5	33	131	100,0	-74,8
ACURA	10	2	32	8	400,0	300,0
SSANGYONG	8	0	32	1		3 100,0
ROLLS ROYCE	8	6	31	68	33,3	-54,4
DONGFENG	18	0	28	2		1 300,0
LINCOLN	8	2	24	9	300,0	166,7
MASERATI	6	3	23	55	100,0	-58,2
HIPHI	11	0	20	0		
FERRARI	4	3	18	21	33,3	-14,3
AVATR	8	0	17	0		
FIAT	2	0	16	20		-20,0
LYNK AND CO	16	0	16	0		
SOKON	5	0	14	0		
BUICK	7	2	13	9	250,0	44,4
DAEWOO	3	0	13	0		
ISUZU	4	6	13	94	-33,3	-86,2
HUAWEI	5	0	12	0		
IRAN KHODRO	5	0	12	0		
ALFA ROMEO	2	1	10	2	100,0	400,0
OPEL	3	6	9	97	-50,0	-90,7
NIO	2	0	8	0		
DAIHATSU	0	0	7	6		16,7
WELTMEISTER	2	0	7	5		40,0
ALPINA	2	1	5	2	100,0	150,0
BAIC	0	0	5	0		
HOZON	3	1	5	5	200,0	0,0
LEAPMOTOR	1	0	5	0		
POLESTAR	1	0	5	0		
ASTON MARTIN	1	1	4	3	0,0	33,3
DACIA	0	0	4	0		



PASSENGER CARS

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
MG	0	0	4	1		300,0
LIVAN	3	0	3	0		
BLAVAL	0	0	2	0		
JMEV	0	0	2	0		
RIVIAN	1	0	2	0		
WULING	0	0	2	0		
XIAOPENG	0	1	2	6	-100,0	-66,7
ALPINE	0	0	1	0		
BAOJUN	0	0	1	0		
CUPRA	0	0	1	0		
DENZA	1	0	1	0		
ENOVATE	0	0	1	0		
MCLAREN	0	0	1	0		
ORA	0	0	1	1		0,0
ROEWE	0	0	1	0		
SAIC-GM-WULING	1	0	1	0		
SMART	1	0	1	6		-83,3
YEMA	0	2	1	2	-100,0	-50,0
APAL	0	0	0	2		-100,0
CHRYSLER	0	3	0	4	-100,0	-100,0
DATSUN	0	1	0	2	-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
TOTAL	70 863	27 447	316 333	317 360	158,2	-0,3
TOTAL Russian brands	24 042	6 922	116 758	68 791	247,3	69,7
TOTAL foreign brands	46 821	20 525	199 575	248 569	128,1	-19,7

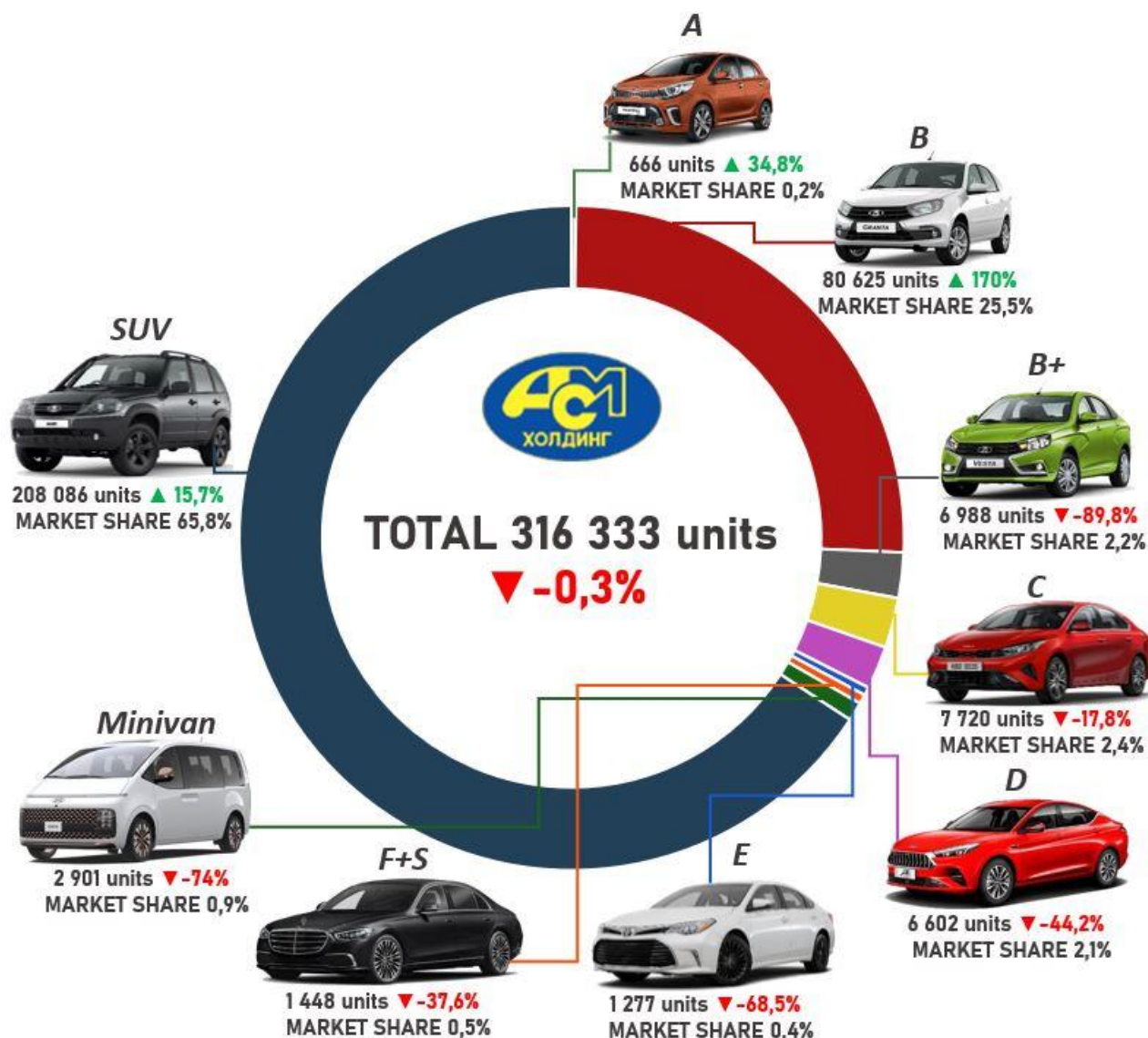


PASSENGER CARS

Sales of new passenger cars in Russia in May and 5 months 2023 by class

Class	May 2023	May 2022	5 months 2023	5 months 2022	Market share May 2023, %	Market share 5 months 2023, %	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
A	153	88	666	494	0,2	0,2	73,9	34,8
B	16 279	3 599	80 625	29 860	23,0	25,5	352,3	170,0
B+	987	5 734	6 988	68 452	1,4	2,2	-82,8	-89,8
C	2 397	791	7 720	9 387	3,4	2,4	203,0	-17,8
D	1 654	789	6 602	11 828	2,3	2,1	109,6	-44,2
E	335	290	1 277	4 047	0,5	0,4	15,5	-68,5
F+S	365	199	1 448	2 321	0,5	0,5	83,4	-37,6
Minivan	650	988	2 901	11 167	0,9	0,9	-34,2	-74,0
SUV	48 035	14 954	208 086	179 784	67,8	65,8	221,2	15,7
Not identified	8	15	20	20			-46,7	0,0
TOTAL	70 863	27 447	316 333	317 360	100,0	100,0	158,2	-0,3

5 months 2023





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in May and 5 months 2023

Rank	Model	Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
1	GRANTA*	LADA	15 839	2 605	78 333	18 775	508,0	317,2
2	2123 NIVA	LADA	3 215	827	17 462	7 937	288,8	120,0
3	TIGGO 7 PRO	CHERY	3 597	749	15 507	4 301	380,2	260,5
4	JOLION	HAVAL	3 872	594	14 574	4 921	551,9	196,2
5	COOLRAY	GEELY	3 536	428	14 036	2 498	726,2	461,9
6	2121 NIVA	LADA 4x4	2 692	334	12 648	4 120	706,0	207,0
7	C5	OMODA	2 483	0	10 365	0		
8	TIGGO 4 PRO	CHERY	1 884	0	8 889	0		
9	F7X	HAVAL	1 195	264	5 949	2 246	352,7	164,9
10	ATLAS PRO	GEELY	997	233	5 839	1 877	327,9	211,1
11	TIGGO 8 PRO	CHERY	1 082	200	5 310	262	441,0	1 926,7
12	F7	HAVAL	1 128	273	5 070	2 718	313,2	86,5
13	TXL	EXEED	1 047	228	4 913	843	359,2	482,8
14	TUCSON	HYUNDAI	902	341	4 582	2 988	164,5	53,3
15	LX	EXEED	894	155	4 569	155	476,8	2 847,7
16	TUGELLA	GEELY	1 441	239	4 319	1 673	502,9	158,2
17	SPORTAGE	KIA	937	408	4 179	4 403	129,7	-5,1
18	VX	EXEED	1 088	164	4 034	663	563,4	508,4
19	TIGGO 4	CHERY	213	302	4 016	2 643	-29,5	51,9
20	DARGO	HAVAL	967	2	3 426	2	48 250,0	171 200,0
21	SANTA FE	HYUNDAI	660	117	2 840	1 317	464,1	115,6
22	3163 PATRIOT	UAZ	466	194	2 610	3 041	140,2	-14,2
23	TIGGO 8 PRO	CHERY	338	314	2 181	2 753	7,6	-20,8
24	MOSKVICH 3	MOSKVICH	1 188	0	2 091	0		
25	SORENTO	KIA	352	201	1 995	1 492	75,1	33,7

5 months 2023

* GRANTA 2190+2191+2192+2194

LADA GRANTA*

78 333 units **317,2%**

LADA 2123 NIVA

17 462 units **120%**



CHERY TIGGO 7 PRO

15 507 units **260,5%**





PASSENGER CARS

Sales of new electric cars (BEV) in Russia in May and 5 months 2023 by brand

Brand / electric cars	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
VOLKSWAGEN	170	5	725	22	3300,0	3195,5
EVOLUTE	172	0	724	0		
VOYAH	230	0	685	0		
TESLA	116	49	493	521	136,7	-5,4
BYD	62	7	205	24	785,7	754,2
BMW	28	0	147	26		465,4
LI XIANG	63	2	143	2	3050,0	7050,0
HONGQI	37	1	128	8	3600,0	1500,0
AUDI	16	16	91	157	0,0	-42,0
SKYWELL	24	1	91	10	2300,0	810,0
MOSKVICH	35	0	78	0		
HONDA	35	0	64	6		966,7
MERCEDES	18	2	55	10	800,0	450,0
PORSCHE	11	12	43	133	-8,3	-67,7
HYUNDAI	10	3	23	11	233,3	109,1
HIPHI	11	0	20	0		
AVATR	8	0	17	0		
SOKON	5	0	14	0		
HUAWEI	5	0	12	0		
DONGFENG	2	0	11	2		450,0
NISSAN	4	3	10	20	33,3	-50,0
NIO	2	0	8	0		
WELTMEISTER	2	0	7	5		40,0
FIAT	0	0	5	1		400,0
FORD	0	0	5	1		400,0
HOZON	3	1	5	5	200,0	0,0
LEAPMOTOR	1	0	5	0		
MAZDA	0	6	5	50	-100,0	-90,0
POLESTAR	1	0	5	0		
GEELY	1	0	4	2		100,0
KIA	2	1	4	5	100,0	-20,0
BAIC	0	0	2	0		
BLAVAL	0	0	2	0		
CHANGAN	0	0	2	1		100,0
CHERY	2	2	2	5	0,0	-60,0
JMEV	0	0	2	0		
RIVIAN	1	0	2	0		
WULING	0	0	2	0		
XIAOPENG	0	1	2	6	-100,0	-66,7
BAOJUN	0	0	1	0		
CHEVROLET	1	0	1	4		-75,0
ENOVATE	0	0	1	0		
ORA	0	0	1	1		0,0



PASSENGER CARS

Brand / electric cars	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
SAIC-GM-WULING	1	0	1	0		
TOYOTA	0	0	1	0		
YEMA	0	2	1	2	-100,0	-50,0
GAC	0	0	0	1		-100,0
JAC	0	0	0	22		-100,0
JAGUAR	0	2	0	19	-100,0	-100,0
SIMING	0	0	0	2		-100,0
TOTAL	1079	116	3855	1084	830,2	255,6
TOTAL Russian brands	241	12	728	133		
TOTAL foreign brands	838	104	3127	951	651,7	181,6

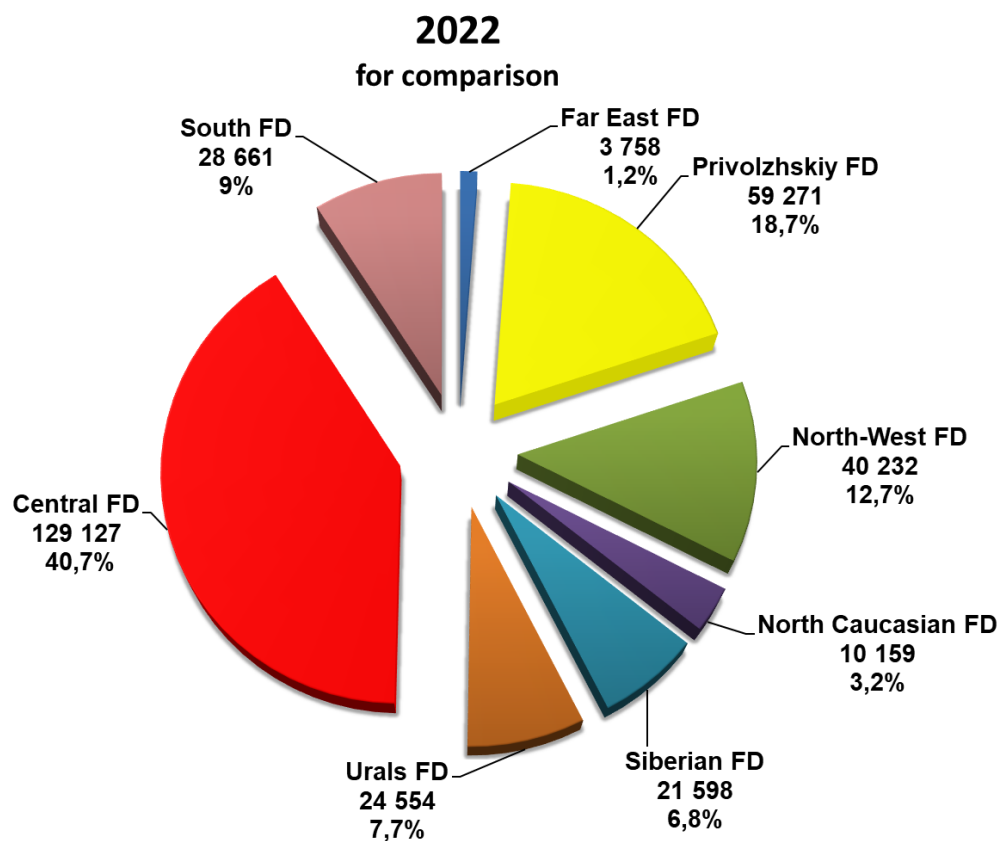
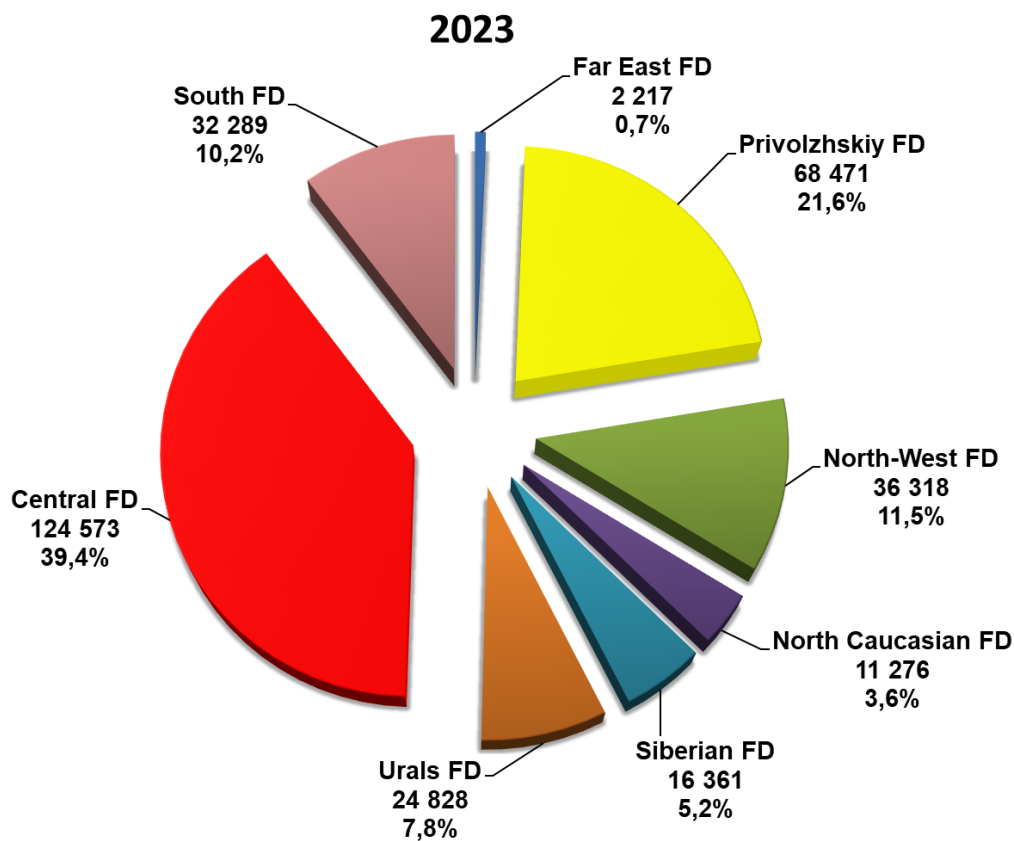
5 months 2023





PASSENGER CARS

Structure of new car sales in Russia in 5 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 May and 5 months 2023 by brand (without pickups)

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
GAZ	4 126	1 455	17 964	14 642	183,6	22,7
UAZ	1 378	589	5 763	4 608	134,0	25,1
LADA	345	276	1 676	3 564	25,0	-53,0
FORD	101	263	1 067	5 394	-61,6	-80,2
SOLLERS	244	0	916	0		
MERCEDES	130	58	623	548	124,1	13,7
VOLKSWAGEN	54	48	313	1 019	12,5	-69,3
PEUGEOT	24	104	255	1 402	-76,9	-81,8
CITROEN	16	73	160	1 022	-78,1	-84,3
SUZUKI	56	0	153	0		
FIAT	34	6	124	149	466,7	-16,8
KIA	29	5	115	28	480,0	310,7
DONGFENG	33	0	112	0		
IVECO	21	19	109	228	10,5	-52,2
TOYOTA	12	10	58	108	20,0	-46,3
OPEL	7	34	55	373	-79,4	-85,3
HYUNDAI	11	12	54	244	-8,3	-77,9
RENAULT	6	4	45	63	50,0	-28,6
BAW	7	0	39	0		
JAC	14	0	16	10		60,0
MITSUBISHI	4	0	10	8		25,0
NISSAN	2	1	7	5	100,0	40,0
LDV	0	0	4	0		
MAZ	1	0	3	0		
CHANGAN	0	0	2	0		
DAIHATSU	1	1	1	1	0,0	0,0
EVM	1	0	2	0		
SKYWELL	0	0	1	0		
WULING	0	0	1	0		
ASHOK LEYLAND	0	0	0	2		-100,0
GMC	0	0	0	2		-100,0
TOTAL	6 657	2 958	29 648	33 420	125,1	-11,3
TOTAL Russian brands	6 093	2 320	26 320	22 814	162,6	15,4
TOTAL foreign brands	564	638	3 328	10 606	-11,6	-68,6



LIGHT COMMERCIAL VEHICLES

Sales of new electric light commercial vehicles in Russia Including light trucks in May and 5 months 2023 by brand and model (without pickups)

Brand/model electric LCV	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
EVM	1	0	2	0		
EVM PRO	1	0	2	0		
GAZ	0	0	1	0		
GAZelle E-NN	0	0	1	0		
MERCEDES	0	1	9	18	-100	-50
EQV	0	1	9	18	-100	-50
WULING	0	0	1	0		
GXA5034	0	0	1	0		
TOTAL	1	1	13	18	0	-27.8
TOTAL Russian brands	1	0	3	0		
TOTAL foreign brands	0	1	10	18	-100	-44,4



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in May and 5 months 2023 (without pickups)

Rank	Model	Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
1	GAZelle NEXT	GAZ	2 620	790	10 911	8 641	231,6	26,3
2	3909	UAZ	542	312	2 368	2 237	73,7	5,9
3	3302 GAZelle	GAZ	586	239	2 345	2 578	145,2	-9,0
4	2752 SOBOL	GAZ	460	231	2 009	1 787	99,1	12,4
5	PROFI	UAZ	355	123	1 375	876	188,6	57,0
6	2349 WIS	LADA	290	66	1 220	432	339,4	182,4
7	TRANSIT	FORD	100	262	1 060	5 393	-61,8	-80,3
8	ATLANT	SOLLERS	211	0	811	0		
9	2310 SOBOL	GAZ	159	80	748	639	98,8	17,1
10	2206	UAZ	189	41	626	469	361,0	33,5
11	3221 GAZelle	GAZ	102	40	615	380	155,0	61,8
12	2217 SOBOL	GAZ	85	50	511	415	70,0	23,1
13	3962	UAZ	134	25	481	439	436,0	9,6
14	V-CLASS	MERCEDES	96	15	467	111	540,0	320,7
15	3741	UAZ	81	70	446	348	15,7	28,2
16	LARGUS FURGON	LADA	34	195	396	3 004	-82,6	-86,8
17	SOBOL NN	GAZ	27	0	379	0		
18	128811	UAZ	47	1	306	80	4 600,0	282,5
19	2705 GAZelle	GAZ	58	25	261	202	132,0	29,2
20	MULTIVAN	VOLKSWAGEN	33	6	211	117	450,0	80,3
21	GAZelle NN	GAZ	29	0	184	0		
22	3303	UAZ	29	14	153	118	107,1	29,7
23	ERTIGO	SUZUKI	55	0	149	0		
24	PARTNER	PEUGEOT	13	34	145	403	-61,8	-64,0
25	DUCATO	FIAT	34	6	122	149	466,7	-18,1

5 months 2023

GAZelle NEXT

10 911 units **26,3%**

UAZ 3909

2 368 units **5,9%**

GAZelle 3302

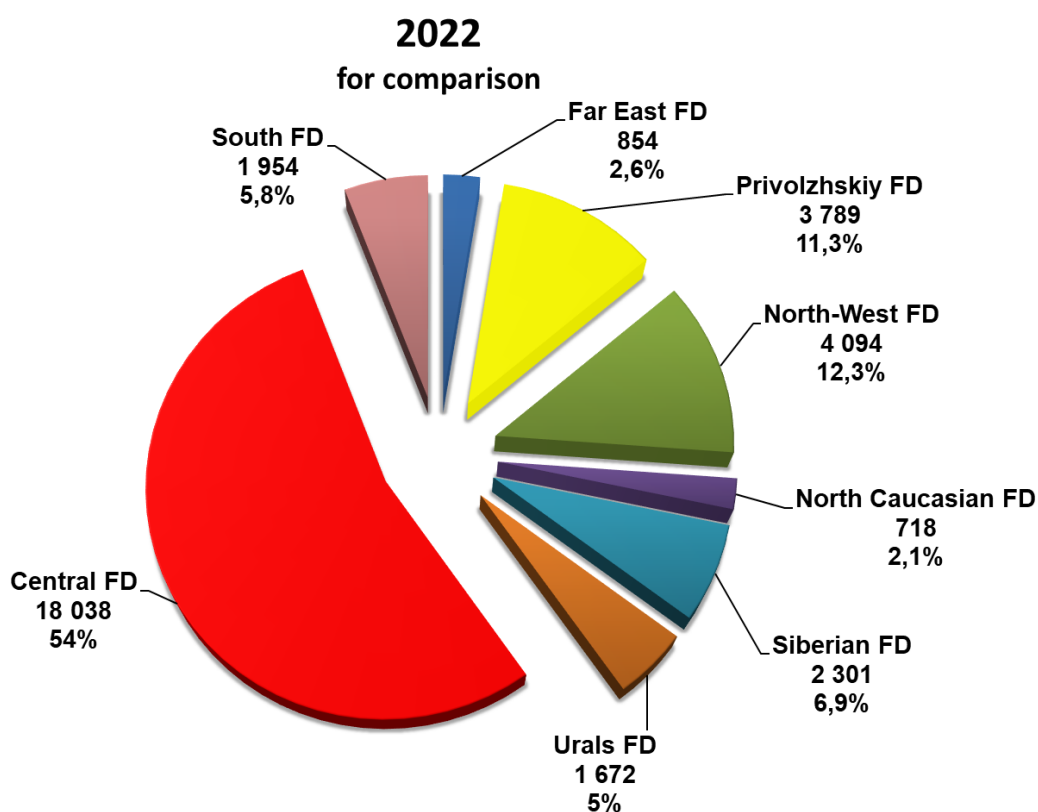
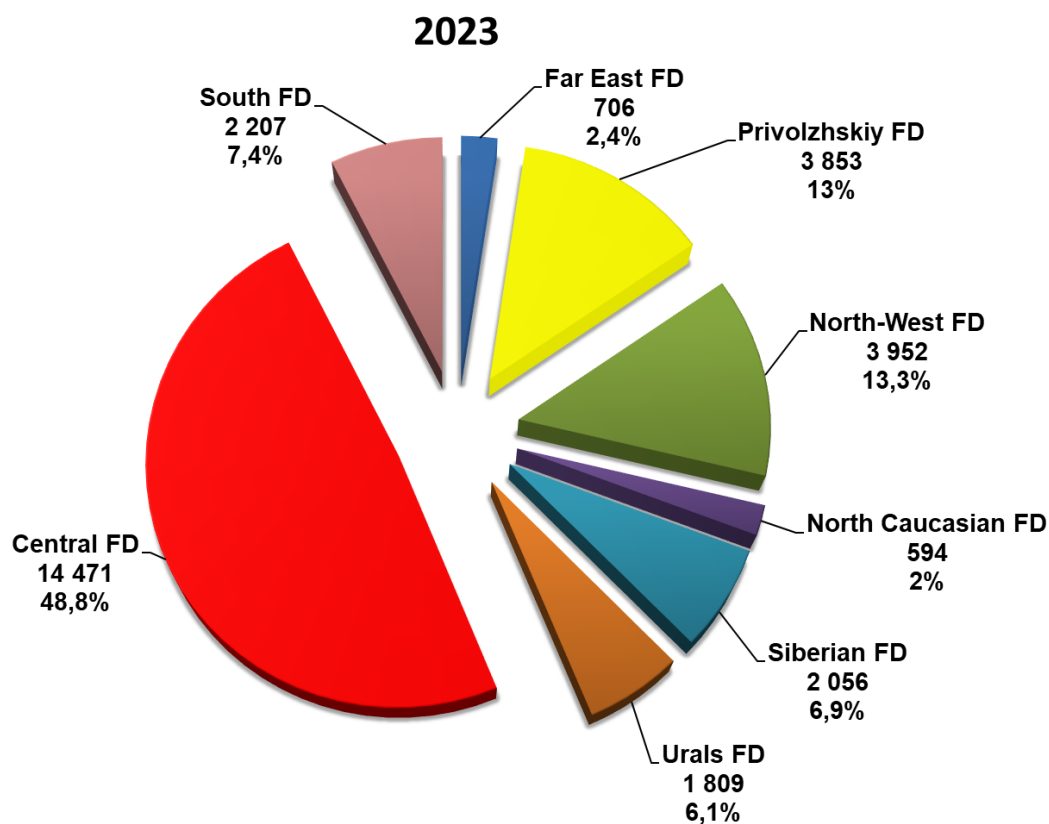
2 345 units **-9%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 5 months 2023 by Federal District





PICKUPS

Sales of new pickups in Russia in May and 5 months 2023 by brand

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
GREAT WALL	416	68	1 600	238	511,8	572,3
UAZ	226	54	1 144	823	318,5	39,0
TOYOTA	140	44	751	920	218,2	-18,4
MITSUBISHI	138	31	684	567	345,2	20,6
RAM	129	67	597	239	92,5	149,8
JAC	78	27	324	134	188,9	141,8
DONGFENG	40	0	240	0		
FORD	16	9	84	43	77,8	95,3
GMC	2	0	20	2		900,0
JEEP	3	4	18	10	-25,0	80,0
ISUZU	2	8	12	136	-75,0	-91,2
CHEVROLET	1	3	8	4	-66,7	100,0
HYUNDAI	1	0	2	0		
CHANGAN	1	0	1	0		
FOTON	1	0	1	0		
RIVIAN	1	0	1	0		
TOTAL	1 195	315	5 487	3 116	279,4	76,1
TOTAL Russian brands	226	54	1 144	823	318,5	39,0
TOTAL foreign brands	969	261	4 343	2 293	271,3	89,4



PICKUPS

Top 15 model ranking of new pickup sales in Russia in May and 5 months 2023

Rank	Model	Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
1	2363 PICKUP	UAZ	226	54	1 144	823	318,5	39,0
2	POER	GREAT WALL	370	44	1 058	160	740,9	561,2
3	L200	mitsubishi	138	31	684	567	345,2	20,6
4	HILUX	TOYOTA	114	41	635	891	178,0	-28,7
5	RAM	PICKUP	129	67	597	239	92,5	149,8
6	WINGLE	GREAT WALL	45	24	541	78	87,5	593,6
7	T6	JAC	78	27	317	134	188,9	136,6
8	ZNA	DONGFENG	40	0	240	0		
9	TUNDRA	TOYOTA	24	3	106	29	700,0	265,5
10	F-SERIES	FORD	10	9	63	43	11,1	46,5
11	RANGER	FORD	6	0	21	0		
12	GLADIATOR	JEEP	3	4	18	10	-25,0	80,0
13	HUMMER EV	GMC	1	0	13	0		
14	D-MAX	ISUZU	2	8	12	136	-75,0	-91,2
15	TACOMA	TOYOTA	2	0	10	0		

5 months 2023

UAZ 2363 PICKUP
1 144 units **39%**

GREAT WALL POER
1 058 units **561,2%**

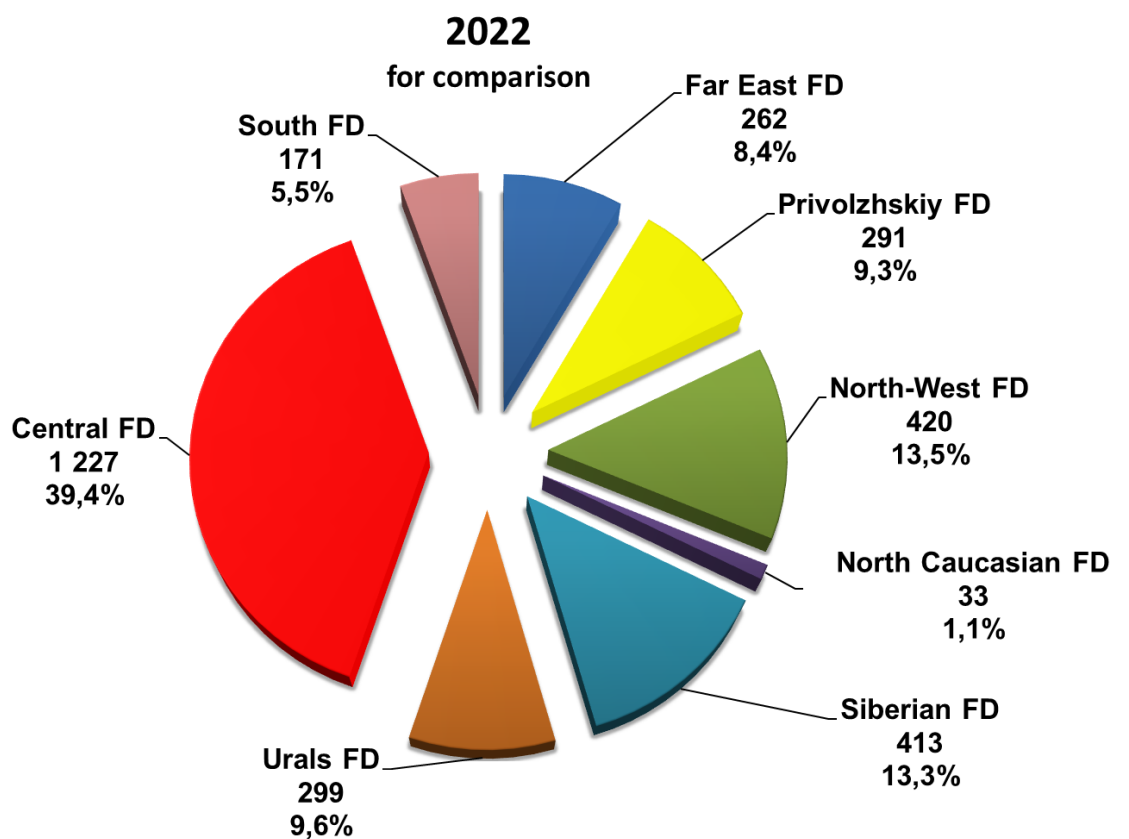
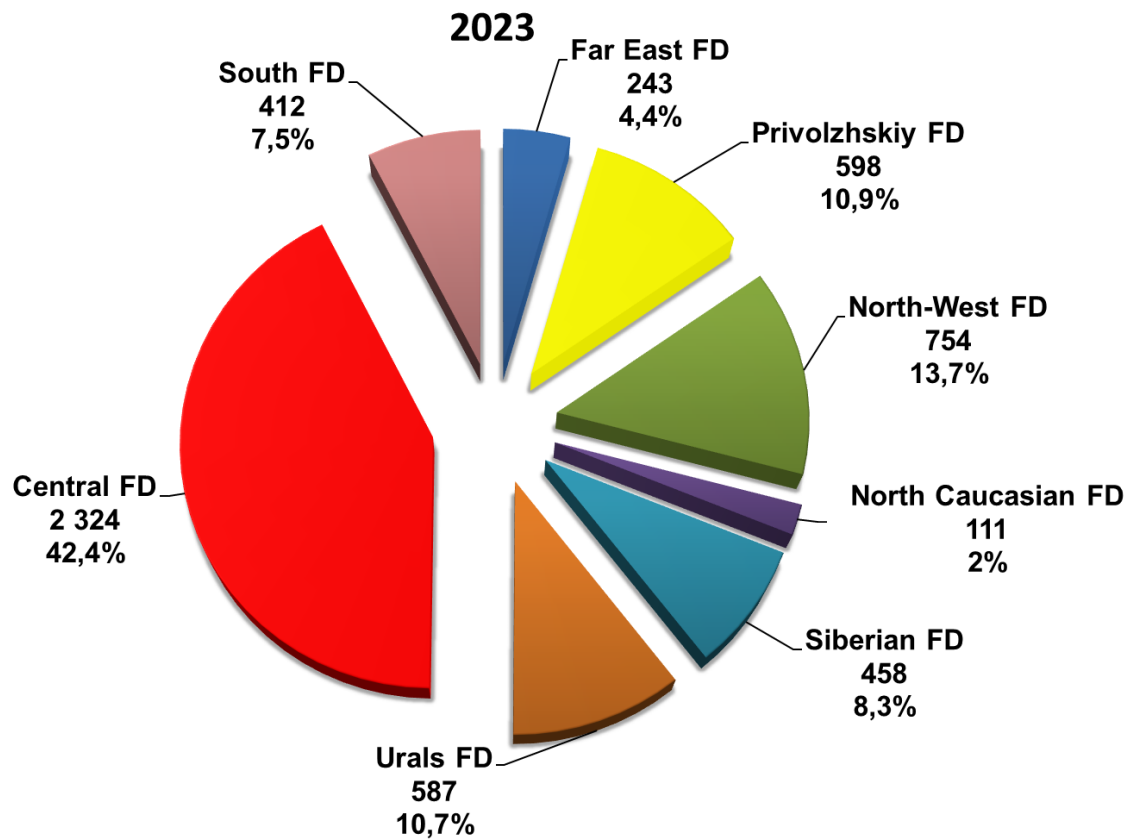
MITSUBISHI L200
684 units **20,6%**





PICKUPS

Structure of sales of new pickups in Russia 5 months 2023 by Federal District



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