



PRESS-RELEASE

18 JULY 2023

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

In June 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia grew by 135.3% year-on-year to 89 615 vehicles. In January-June 2023, the total sales were 441 083 vehicles, up 12.5% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 81 059 units in June 2023, up 147.0% YOY; 397 391 units in January-June 2023, up 13.5%. Among them electric vehicles – 1 537 units in June 2023, up 773.3% YOY; 5 555 units in January-June 2023, up 336.4% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 7 163 units in June 2023, up 50.7% YOY; 36 811 units in January-June 2023, down 3.6% YOY. Among them electric vehicles – 5 units in June 2023, down 16.7% YOY; 18 units in January-June 2023, down 25.0% YOY.
- Pickups – 1 393 units in June 2023, up 175.8%; 6 881 units in January-June 2023, up 90.0% 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 147% in June 2023. Such growth was mainly due to a low comparative base in June 2022 stipulated by the first months of the Special Military Operation and beginning of impact of the sanctions. Any further growth of sales will depend on consumer buying capacity, car price movement, etc. We expect that new car sales, with sufficient saturation of the market, can grow in 2023 by 40% over the 2022 result.

In June 2023, we noted a significant 175.8% 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 June showing growth by 607.8% and grabbing a big market share. We forecast growth of sales in this segment through 2023 by 80-90%.

Sales in the segment of light commercial vehicles grew by 50.7% in June. The growth in this segment is mainly due to high sales results of GAZ, UAZ, LADA and SOLLERS brands. 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 June and 6 months 2023 by brand

| Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|------------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| LADA | 23 861 | 7 961 | 134 882 | 73 547 | 199,7 | 83,4 |
| CHERY | 10 150 | 2 322 | 47 469 | 14 100 | 337,1 | 236,7 |
| HAVAL | 8 280 | 1 599 | 38 636 | 12 580 | 417,8 | 207,1 |
| GEELY | 7 054 | 1 662 | 33 091 | 8 470 | 324,4 | 290,7 |
| KIA | 3 084 | 4 347 | 19 009 | 45 129 | -29,1 | -57,9 |
| EXEED | 3 070 | 858 | 16 587 | 2 519 | 257,8 | 558,5 |
| HYUNDAI | 2 677 | 3 808 | 16 311 | 37 844 | -29,7 | -56,9 |
| OMODA | 3 368 | 0 | 13 824 | 0 | | |
| TOYOTA | 2 158 | 1 062 | 9 722 | 20 845 | 103,2 | -53,4 |
| CHANGAN | 3 495 | 162 | 8 788 | 1 131 | 2 057,4 | 677,0 |
| VOLKSWAGEN | 770 | 899 | 4 581 | 14 719 | -14,3 | -68,9 |
| JAC | 1 183 | 38 | 3 946 | 170 | 3 013,2 | 2 221,2 |
| BMW | 832 | 237 | 3 944 | 9 002 | 251,1 | -56,2 |
| RENAULT | 410 | 2 156 | 3 614 | 31 754 | -81,0 | -88,6 |
| MITSUBISHI | 704 | 659 | 3 497 | 7 643 | 6,8 | -54,2 |
| MOSKVICH | 1 236 | 0 | 3 405 | 0 | | |
| UAZ | 595 | 295 | 3 397 | 3 482 | 101,7 | -2,4 |
| MERCEDES | 594 | 512 | 3 128 | 8 141 | 16,0 | -61,6 |
| MAZDA | 673 | 592 | 2 866 | 7 351 | 13,7 | -61,0 |
| TANK | 1 030 | 0 | 2 503 | 0 | | |
| LEXUS | 451 | 135 | 2 147 | 2 456 | 234,1 | -12,6 |
| SKODA | 287 | 969 | 2 124 | 16 532 | -70,4 | -87,2 |
| CHEVROLET | 347 | 144 | 2 086 | 1 742 | 141,0 | 19,7 |
| KAIYI | 852 | 0 | 1 653 | 0 | | |
| AUDI | 330 | 231 | 1 543 | 3 176 | 42,9 | -51,4 |
| NISSAN | 146 | 908 | 1 371 | 13 399 | -83,9 | -89,8 |
| FAW | 456 | 86 | 1 331 | 445 | 430,2 | 199,1 |
| VOYAH | 403 | 1 | 1 088 | 1 | 40 200,0 | 108 700,0 |
| LAND ROVER | 192 | 79 | 936 | 1 357 | 143,0 | -31,0 |
| PORSCHE | 159 | 81 | 893 | 1 513 | 96,3 | -41,0 |
| EVOLUTE | 144 | 0 | 868 | 0 | | |
| SUBARU | 127 | 87 | 804 | 1 133 | 46,0 | -29,0 |
| SUZUKI | 192 | 117 | 739 | 1 613 | 64,1 | -54,2 |
| GENESIS | 100 | 156 | 731 | 1 480 | -35,9 | -50,6 |
| TESLA | 145 | 89 | 638 | 610 | 62,9 | 4,6 |
| JEEP | 106 | 73 | 564 | 536 | 45,2 | 5,2 |
| HONDA | 132 | 42 | 473 | 439 | 214,3 | 7,7 |
| GAC | 160 | 9 | 364 | 256 | 1 677,8 | 42,2 |
| JETTA | 218 | 0 | 356 | 0 | | |
| CADILLAC | 56 | 24 | 347 | 298 | 133,3 | 16,4 |
| CITROEN | 39 | 29 | 284 | 307 | 34,5 | -7,5 |



PASSENGER CARS

| Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-------------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| BYD | 58 | 5 | 263 | 29 | 1 060,0 | 806,9 |
| LI XIANG | 104 | 2 | 247 | 4 | 5 100,0 | 6 075,0 |
| HONGQI | 109 | 2 | 238 | 10 | 5 350,0 | 2 280,0 |
| VOLVO | 46 | 89 | 217 | 1 642 | -48,3 | -86,8 |
| INFINITI | 31 | 57 | 186 | 760 | -45,6 | -75,5 |
| FORD | 37 | 42 | 181 | 138 | -11,9 | 31,2 |
| DFSK | 48 | 18 | 168 | 103 | 166,7 | 63,1 |
| SKYWELL | 31 | 1 | 122 | 11 | 3 000,0 | 1 009,1 |
| GMC | 30 | 1 | 109 | 8 | 2 900,0 | 1 262,5 |
| DODGE | 25 | 23 | 103 | 81 | 8,7 | 27,2 |
| MINI | 14 | 44 | 88 | 631 | -68,2 | -86,1 |
| AURUS | 35 | 22 | 77 | 37 | 59,1 | 108,1 |
| BENTLEY | 12 | 5 | 72 | 61 | 140,0 | 18,0 |
| LAMBORGHINI | 14 | 2 | 62 | 19 | 600,0 | 226,3 |
| PEUGEOT | 9 | 29 | 60 | 310 | -69,0 | -80,6 |
| JAGUAR | 6 | 11 | 39 | 142 | -45,5 | -72,5 |
| ROLLS ROYCE | 8 | 3 | 39 | 71 | 166,7 | -45,1 |
| SSANGYONG | 5 | 3 | 37 | 4 | 66,7 | 825,0 |
| LYNK AND CO | 20 | 0 | 36 | 0 | | |
| ACURA | 3 | 2 | 35 | 10 | 50,0 | 250,0 |
| AVATR | 18 | 0 | 35 | 0 | | |
| LINCOLN | 8 | 2 | 32 | 11 | 300,0 | 190,9 |
| HIPHI | 9 | 0 | 29 | 0 | | |
| LIVAN | 26 | 0 | 29 | 0 | | |
| FORTHING | 12 | 0 | 27 | 0 | | |
| MASERATI | 3 | 3 | 26 | 58 | 0,0 | -55,2 |
| FERRARI | 6 | 4 | 24 | 25 | 50,0 | -4,0 |
| ISUZU | 7 | 6 | 20 | 100 | 16,7 | -80,0 |
| FIAT | 1 | 2 | 17 | 22 | -50,0 | -22,7 |
| ALFA ROMEO | 6 | 1 | 16 | 3 | 500,0 | 433,3 |
| BUICK | 3 | 3 | 16 | 12 | 0,0 | 33,3 |
| DAEWOO | 3 | 0 | 16 | 0 | | |
| DONGFENG | 4 | 2 | 16 | 4 | 100,0 | 300,0 |
| SOKON | 1 | 0 | 15 | 0 | | |
| IRAN KHODRO | 2 | 0 | 14 | 0 | | |
| NIO | 6 | 0 | 14 | 0 | | |
| HUAWEI | 0 | 0 | 12 | 0 | | |
| WELTMEISTER | 5 | 1 | 12 | 6 | 400,0 | 100,0 |
| DAIHATSU | 4 | 0 | 11 | 6 | | 83,3 |
| OPEL | 2 | 5 | 11 | 102 | -60,0 | -89,2 |
| POLESTAR | 4 | 0 | 9 | 0 | | |
| ALPINA | 1 | 0 | 6 | 2 | | 200,0 |
| LEAPMOTOR | 1 | 0 | 6 | 0 | | |
| BAIC | 0 | 0 | 5 | 0 | | |



PASSENGER CARS

| Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-----------------------------|---------------|---------------|----------------|----------------|-----------------------------|---------------------------------|
| DACIA | 1 | 0 | 5 | 0 | | |
| HOZON | 0 | 1 | 5 | 6 | -100,0 | -16,7 |
| MG | 1 | 0 | 5 | 1 | | 400,0 |
| ASTON MARTIN | 0 | 0 | 4 | 3 | | 33,3 |
| SMART | 3 | 0 | 4 | 6 | | -33,3 |
| XIAOPENG | 2 | 1 | 4 | 7 | 100,0 | -42,9 |
| DENZA | 2 | 0 | 3 | 0 | | |
| BLAVAL | 0 | 0 | 2 | 0 | | |
| JMEV | 0 | 0 | 2 | 0 | | |
| MCLAREN | 1 | 0 | 2 | 0 | | |
| ORA | 1 | 0 | 2 | 1 | | 100,0 |
| RIVIAN | 0 | 0 | 2 | 0 | | |
| ROEWE | 1 | 0 | 2 | 0 | | |
| SAMSUNG | 2 | 0 | 2 | 0 | | |
| WULING | 0 | 0 | 2 | 0 | | |
| ALPINE | 0 | 0 | 1 | 0 | | |
| BAOJUN | 0 | 0 | 1 | 0 | | |
| CHRYSLER | 1 | 0 | 1 | 4 | | -75,0 |
| CUPRA | 0 | 0 | 1 | 0 | | |
| ENOVATE | 0 | 0 | 1 | 0 | | |
| LINKTOUR | 1 | 0 | 1 | 0 | | |
| SAIC-GM-WULING | 0 | 0 | 1 | 0 | | |
| YEMA | 0 | 0 | 1 | 2 | | -50,0 |
| APAL | 0 | 0 | 0 | 2 | | -100,0 |
| DATSUN | 0 | 0 | 0 | 2 | | -100,0 |
| GAZ | 0 | 1 | 0 | 2 | -100,0 | -100,0 |
| LINGSTAR | 0 | 1 | 0 | 1 | -100,0 | -100,0 |
| RAVON | 0 | 0 | 0 | 1 | | -100,0 |
| SIMING | 0 | 0 | 0 | 2 | | -100,0 |
| SMA | 0 | 1 | 0 | 2 | -100,0 | -100,0 |
| TOTAL | 81 059 | 32 824 | 397 391 | 350 184 | 147,0 | 13,5 |
| TOTAL Russian brands | 25 871 | 8 279 | 142 629 | 77 070 | 212,5 | 85,1 |
| TOTAL foreign brands | 55 188 | 24 545 | 254 762 | 273 114 | 124,8 | -6,7 |

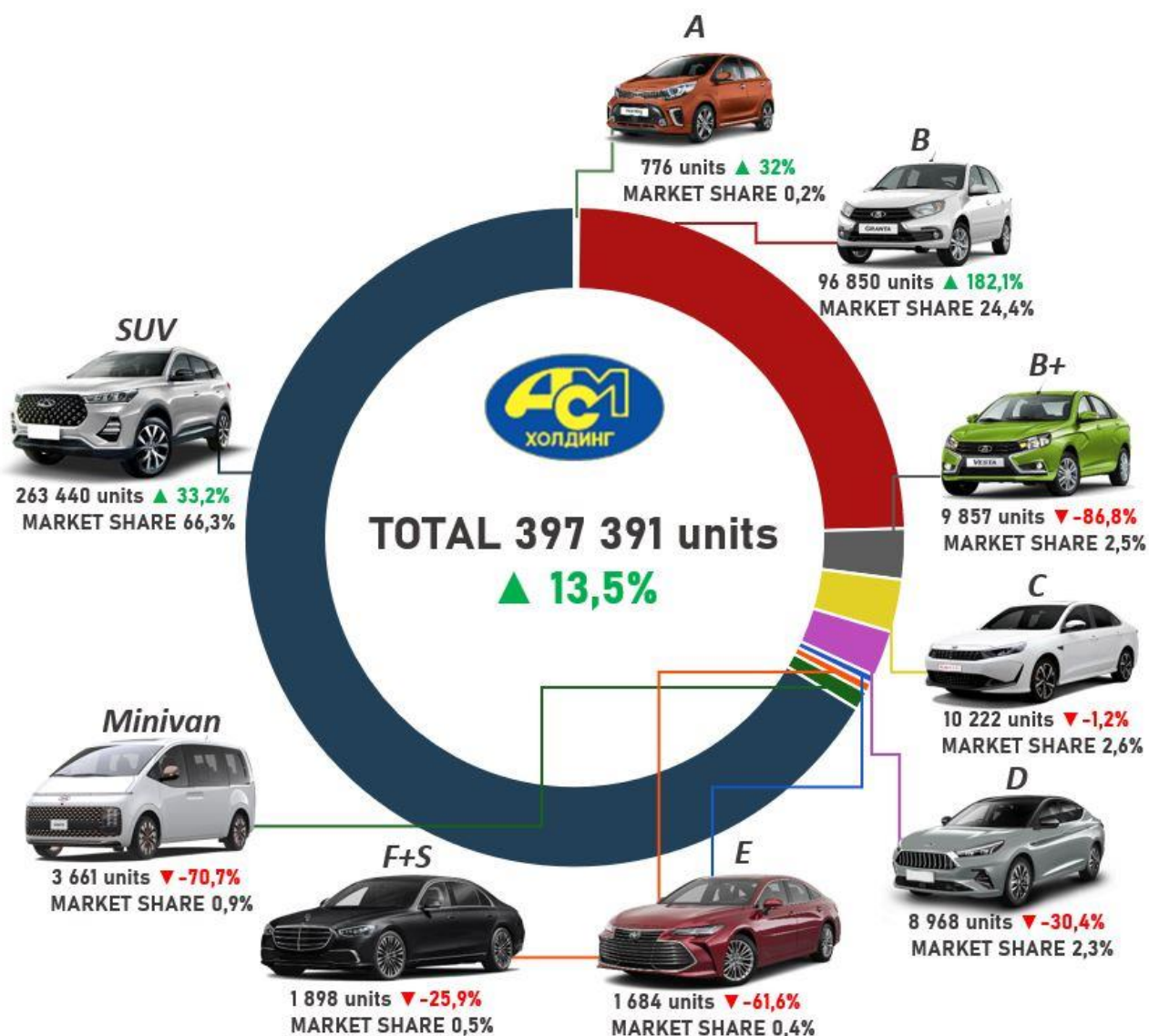


PASSENGER CARS

Sales of new passenger cars in Russia in June and 6 months 2023 by class

| Class | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Market share June 2023, % | Market share 6 months 2023, % | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|----------------|---------------|---------------|----------------|----------------|---------------------------|-------------------------------|-----------------------------|---------------------------------|
| A | 110 | 94 | 776 | 588 | 0,1 | 0,2 | 17,0 | 32,0 |
| B | 16 225 | 4 474 | 96 850 | 34 334 | 20,0 | 24,4 | 262,7 | 182,1 |
| B+ | 2 869 | 6 392 | 9 857 | 74 844 | 3,5 | 2,5 | -55,1 | -86,8 |
| C | 2 576 | 957 | 10 222 | 10 344 | 3,2 | 2,6 | 169,2 | -1,2 |
| D | 2 366 | 1 062 | 8 968 | 12 890 | 2,9 | 2,3 | 122,8 | -30,4 |
| E | 407 | 333 | 1 684 | 4 380 | 0,5 | 0,4 | 22,2 | -61,6 |
| F+S | 450 | 239 | 1 898 | 2 560 | 0,6 | 0,5 | 88,3 | -25,9 |
| Minivan | 760 | 1 317 | 3 661 | 12 484 | 0,9 | 0,9 | -42,3 | -70,7 |
| SUV | 55 291 | 17 946 | 263 440 | 197 730 | 68,2 | 66,3 | 208,1 | 33,2 |
| Not identified | 5 | 10 | 35 | 30 | | | 16,7 | -50,0 |
| TOTAL | 81 059 | 32 824 | 397 391 | 350 184 | 100,0 | 100,0 | 147,0 | 13,5 |

6 months 2023





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in June and 6 months 2023

| Rank | Model | Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|------|--------------|----------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| 1 | GRANTA* | LADA | 15 932 | 3 366 | 94 265 | 22 141 | 373,3 | 325,7 |
| 2 | TIGGO 7 PRO | CHERY | 5 039 | 915 | 20 546 | 5 216 | 450,7 | 293,9 |
| 3 | 2123 NIVA | LADA | 2 965 | 707 | 20 427 | 8 644 | 319,4 | 136,3 |
| 4 | JOLION | HAVAL | 4 745 | 836 | 19 319 | 5 757 | 467,6 | 235,6 |
| 5 | COOLRAY | GEELY | 3 291 | 834 | 17 327 | 3 332 | 294,6 | 420,0 |
| 6 | 2121 NIVA | LADA 4x4 | 2 575 | 230 | 15 223 | 4 350 | 1 019,6 | 250,0 |
| 7 | C5 | OMODA | 3 073 | 0 | 13 438 | 0 | | |
| 8 | TIGGO 4 PRO | CHERY | 2 580 | 0 | 11 469 | 0 | | |
| 9 | ATLAS PRO | GEELY | 1 123 | 424 | 6 962 | 2 301 | 164,9 | 202,6 |
| 10 | F7X | HAVAL | 956 | 285 | 6 905 | 2 531 | 235,4 | 172,8 |
| 11 | TIGGO 8 PRO | CHERY | 1 364 | 126 | 6 674 | 388 | 982,5 | 1 620,1 |
| 12 | F7 | HAVAL | 1 298 | 321 | 6 368 | 3 039 | 304,4 | 109,5 |
| 13 | LX | EXEED | 1 540 | 239 | 6 109 | 394 | 544,4 | 1 450,5 |
| 14 | TXL | EXEED | 902 | 352 | 5 815 | 1 195 | 156,2 | 386,6 |
| 15 | TUGELLA | GEELY | 1 462 | 376 | 5 781 | 2 049 | 288,8 | 182,1 |
| 16 | TUCSON | HYUNDAI | 925 | 393 | 5 507 | 3 381 | 135,4 | 62,9 |
| 17 | SPORTAGE | KIA | 1 078 | 405 | 5 257 | 4 808 | 166,2 | 9,3 |
| 18 | VX | EXEED | 626 | 267 | 4 660 | 930 | 134,5 | 401,1 |
| 19 | DARGO | HAVAL | 1 043 | 62 | 4 469 | 64 | 1 582,3 | 6 882,8 |
| 20 | TIGGO 4 | CHERY | 145 | 826 | 4 161 | 3 469 | -82,4 | 19,9 |
| 21 | VESTA | LADA | 2 316 | 2 192 | 3 986 | 23 202 | 5,7 | -82,8 |
| 22 | SANTA FE | HYUNDAI | 619 | 136 | 3 459 | 1 453 | 355,1 | 138,1 |
| 23 | MOSKVICH 3 | MOSKVICH | 1 181 | 0 | 3 272 | 0 | | |
| 24 | 3163 PATRIOT | UAZ | 538 | 256 | 3 148 | 3 297 | 110,2 | -4,5 |
| 25 | CS35 | CHANGAN | 967 | 53 | 2 946 | 400 | 1 724,5 | 636,5 |

6 months 2023

* GRANTA 2190+2191+2192+2194

LADA GRANTA*

94 265 units **325,7%**

CHERY TIGGO 7 PRO
20 546 units **293,9%**



LADA 2123 NIVA
20 427 units **136,3%**





PASSENGER CARS

Sales of new electric cars (BEV) in Russia in June and 6 months 2023 by brand

| Brand / electric cars | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-----------------------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| VOYAH | 403 | 1 | 1088 | 1 | 40200,0 | 108700,0 |
| VOLKSWAGEN | 197 | 15 | 922 | 37 | 1213,3 | 2391,9 |
| EVOLUTE | 144 | 0 | 868 | 0 | | |
| TESLA | 145 | 89 | 638 | 610 | 62,9 | 4,6 |
| ZEEKR | 126 | 1 | 288 | 1 | 12500,0 | 28700,0 |
| BYD | 58 | 5 | 263 | 29 | 1060,0 | 806,9 |
| LI XIANG | 104 | 2 | 247 | 4 | 5100,0 | 6075,0 |
| HONGQI | 109 | 2 | 238 | 10 | 5350,0 | 2280,0 |
| BMW | 25 | 5 | 172 | 31 | 400,0 | 454,8 |
| MOSKVICH | 55 | 0 | 133 | 0 | | |
| SKYWELL | 31 | 1 | 122 | 11 | 3000,0 | 1009,1 |
| AUDI | 11 | 13 | 102 | 170 | | |
| HONDA | 33 | 1 | 97 | 7 | 3200,0 | 1285,7 |
| MERCEDES | 20 | 3 | 75 | 13 | 566,7 | 476,9 |
| PORSCHE | 8 | 9 | 51 | 142 | -11,1 | -64,1 |
| AVATR | 18 | 0 | 35 | 0 | | |
| HIPHI | 9 | 0 | 29 | 0 | | |
| HYUNDAI | 5 | 5 | 28 | 16 | 0,0 | 75,0 |
| DONGFENG | 4 | 2 | 15 | 4 | 100,0 | 275,0 |
| NISSAN | 5 | 4 | 15 | 24 | 25,0 | -37,5 |
| SOKON | 1 | 0 | 15 | 0 | | |
| NIO | 6 | 0 | 14 | 0 | | |
| HUAWEI | 0 | 0 | 12 | 0 | | |
| WELTMEISTER | 5 | 1 | 12 | 6 | 400,0 | 100,0 |
| POLESTAR | 4 | 0 | 9 | 0 | | |
| FORD | 2 | 4 | 7 | 18 | -50,0 | -61,1 |
| LEAPMOTOR | 1 | 0 | 6 | 0 | | |
| FIAT | 0 | 1 | 5 | 2 | -100,0 | 150,0 |
| GEELY | 1 | 0 | 5 | 2 | | 150,0 |
| HOZON | 0 | 1 | 5 | 6 | -100,0 | -16,7 |
| KIA | 1 | 0 | 5 | 5 | | 0,0 |
| MAZDA | 0 | 4 | 5 | 54 | -100,0 | -90,7 |
| XIAOPENG | 2 | 1 | 4 | 7 | 100,0 | -42,9 |
| BAIC | 0 | 0 | 2 | 0 | | |
| BLAVAL | 0 | 0 | 2 | 0 | | |
| CHANGAN | 0 | 0 | 2 | 1 | | 100,0 |
| CHERY | 0 | 0 | 2 | 5 | | -60,0 |
| CHEVROLET | 1 | 2 | 2 | 6 | -50,0 | -66,7 |
| JAGUAR | 2 | 4 | 2 | 23 | -50,0 | -91,3 |
| JMEV | 0 | 0 | 2 | 0 | | |
| ORA | 1 | 0 | 2 | 1 | | 100,0 |



PASSENGER CARS

| Brand / electric cars | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-----------------------------|-------------|------------|---------------|---------------|-----------------------------|---------------------------------|
| RIVIAN | 0 | 0 | 2 | 0 | | |
| WULING | 0 | 0 | 2 | 0 | | |
| BAOJUN | 0 | 0 | 1 | 0 | | |
| ENOVATE | 0 | 0 | 1 | 0 | | |
| SAIC-GM-WULING | 0 | 0 | 1 | 0 | | |
| TOYOTA | 0 | 0 | 1 | 0 | | |
| YEMA | 0 | 0 | 1 | 2 | | -50,0 |
| GAC | 0 | 0 | 0 | 1 | | -100,0 |
| JAC | 0 | 0 | 0 | 22 | | -100,0 |
| SIMING | 0 | 0 | 0 | 2 | | -100,0 |
| TOTAL | 1537 | 176 | 5555 | 1273 | 773,3 | 336,4 |
| TOTAL Russian brands | 199 | 0 | 1001 | 0 | | |
| TOTAL foreign brands | 1338 | 176 | 4554 | 1273 | 660,2 | 257,7 |

6 months 2023

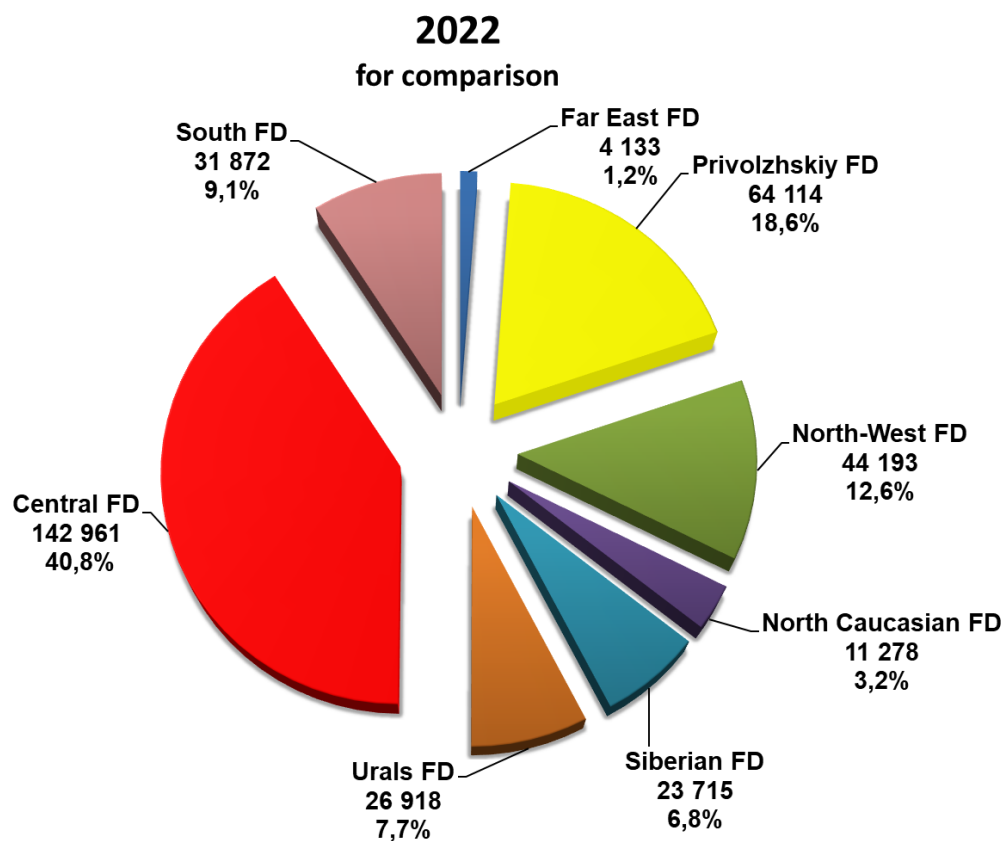
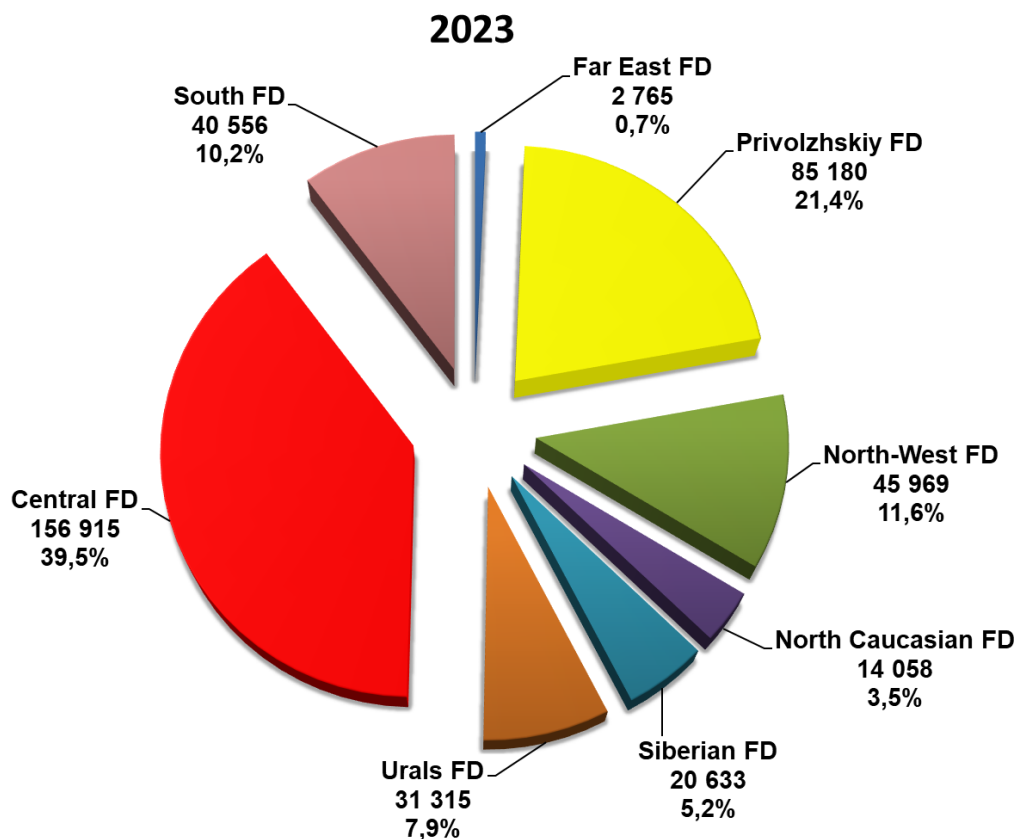
VOYAH FREE
804 units **NEW**





PASSENGER CARS

Structure of new car sales in Russia in 6 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 June and 6 months 2023 by brand (without pickups)

| Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-----------------------------|--------------|--------------|---------------|---------------|-----------------------------|---------------------------------|
| GAZ | 4 547 | 2 643 | 22 511 | 17 285 | 72,0 | 30,2 |
| UAZ | 1 244 | 824 | 7 008 | 5 432 | 51,0 | 29,0 |
| LADA | 282 | 427 | 1 958 | 3 991 | -34,0 | -50,9 |
| SOLLERS | 510 | 0 | 1 426 | 0 | | |
| FORD | 92 | 307 | 1 159 | 5 701 | -70,0 | -79,7 |
| MERCEDES | 130 | 60 | 753 | 608 | 116,7 | 23,8 |
| VOLKSWAGEN | 70 | 72 | 383 | 1 091 | -2,8 | -64,9 |
| PEUGEOT | 19 | 170 | 274 | 1 572 | -88,8 | -82,6 |
| SUZUKI | 42 | 0 | 195 | 0 | | |
| FIAT | 45 | 11 | 169 | 160 | 309,1 | 5,6 |
| CITROEN | 8 | 113 | 168 | 1 135 | -92,9 | -85,2 |
| KIA | 31 | 6 | 146 | 34 | 416,7 | 329,4 |
| DONGFENG | 35 | 0 | 145 | 0 | | |
| IVECO | 25 | 36 | 134 | 264 | -30,6 | -49,2 |
| TOYOTA | 11 | 5 | 69 | 113 | 120,0 | -38,9 |
| HYUNDAI | 14 | 22 | 68 | 266 | -36,4 | -74,4 |
| OPEL | 3 | 39 | 58 | 412 | -92,3 | -85,9 |
| RENAULT | 12 | 11 | 57 | 74 | 9,1 | -23,0 |
| JAC | 34 | 4 | 50 | 14 | 750,0 | 257,1 |
| BAW | 1 | 0 | 40 | 0 | | |
| MITSUBISHI | 2 | 2 | 12 | 10 | 0,0 | 20,0 |
| NISSAN | 1 | 1 | 8 | 6 | 0,0 | 33,3 |
| LDV | 0 | 0 | 4 | 0 | | |
| EVM | 2 | 0 | 3 | 0 | | |
| MAZ | 0 | 0 | 3 | 0 | | |
| WULING | 2 | 0 | 3 | 0 | | |
| CHANGAN | 0 | 0 | 2 | 0 | | |
| FORTHING | 0 | 0 | 2 | 0 | | |
| DAIHATSU | 0 | 0 | 1 | 1 | | 0,0 |
| MAN | 1 | 0 | 1 | 0 | | |
| SKYWELL | 0 | 0 | 1 | 0 | | |
| ASHOK LEYLAND | 0 | 0 | 0 | 2 | | -100,0 |
| GMC | 0 | 1 | 0 | 3 | -100,0 | -100,0 |
| TOTAL | 7 163 | 4 754 | 36 811 | 38 174 | 50,7 | -3,6 |
| TOTAL Russian brands | 6 585 | 3 894 | 32 906 | 26 708 | 69,1 | 23,2 |
| TOTAL foreign brands | 578 | 860 | 3 905 | 11 466 | -32,8 | -65,9 |



LIGHT COMMERCIAL VEHICLES

Sales of new electric light commercial vehicles (BEV) in Russia Including light trucks in June and 6 months 2023 by brand and model (without pickups)

| Brand/model electric LCV | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-----------------------------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| EVM | 2 | 0 | 4 | 0 | | |
| EVM PRO | 2 | 0 | 4 | 0 | | |
| GAZ | 0 | 0 | 1 | 0 | | |
| GAZelle E-NN | 0 | 0 | 1 | 0 | | |
| MERCEDES | 2 | 6 | 11 | 24 | -66,7 | -54,2 |
| EQV | 2 | 6 | 11 | 24 | -66,7 | -54,2 |
| WULING | 1 | 0 | 2 | 0 | | |
| GXA5034 | 1 | 0 | 2 | 0 | | |
| TOTAL | 5 | 6 | 18 | 24 | -16,7 | -25,0 |
| TOTAL Russian brands | 2 | 0 | 5 | 0 | | |
| TOTAL foreign brands | 3 | 6 | 13 | 24 | -50,0 | -45,8 |



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in June and 6 months 2023 (without pickups)

| Rank | Model | Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|------|---------------|------------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| 1 | GAZelle NEXT | GAZ | 3 015 | 1 480 | 13 926 | 10 121 | 103,7 | 37,6 |
| 2 | 3302 GAZelle | GAZ | 650 | 472 | 2 995 | 3 050 | 37,7 | -1,8 |
| 3 | 3909 | UAZ | 474 | 501 | 2 842 | 2 738 | -5,4 | 3,8 |
| 4 | 2752 SOBOL | GAZ | 397 | 406 | 2 406 | 2 193 | -2,2 | 9,7 |
| 5 | PROFI | UAZ | 412 | 183 | 1 787 | 1 059 | 125,1 | 68,7 |
| 6 | 2349 WIS | LADA | 237 | 81 | 1 457 | 513 | 192,6 | 184,0 |
| 7 | ATLANT | SOLLERS | 419 | 0 | 1 230 | 0 | | |
| 8 | TRANSIT | FORD | 87 | 306 | 1 147 | 5 699 | -71,6 | -79,9 |
| 9 | 2310 SOBOL | GAZ | 144 | 128 | 892 | 767 | 12,5 | 16,3 |
| 10 | 2206 | UAZ | 118 | 12 | 744 | 481 | 883,3 | 54,7 |
| 11 | 3221 GAZelle | GAZ | 124 | 39 | 739 | 419 | 217,9 | 76,4 |
| 12 | 2217 SOBOL | GAZ | 94 | 79 | 605 | 494 | 19,0 | 22,5 |
| 13 | 3962 | UAZ | 105 | 20 | 586 | 459 | 425,0 | 27,7 |
| 14 | V-CLASS | MERCEDES | 99 | 26 | 566 | 137 | 280,8 | 313,1 |
| 15 | 3741 | UAZ | 80 | 76 | 526 | 424 | 5,3 | 24,1 |
| 16 | LARGUS FURGON | LADA | 28 | 326 | 424 | 3 330 | -91,4 | -87,3 |
| 17 | SOBOL NN | GAZ | 20 | 0 | 399 | 0 | | |
| 18 | 2705 GAZelle | GAZ | 100 | 39 | 361 | 241 | 156,4 | 49,8 |
| 19 | 128811 | UAZ | 23 | 0 | 329 | 80 | | 311,2 |
| 20 | MULTIVAN | VOLKSWAGEN | 40 | 9 | 251 | 126 | 344,4 | 99,2 |
| 21 | ARGO | SOLLERS | 91 | 0 | 196 | 0 | | |
| 22 | ERTIGO | SUZUKI | 42 | 0 | 191 | 0 | | |
| 23 | GAZEL NN | GAZ | 3 | 0 | 187 | 0 | | |
| 24 | 3303 | UAZ | 32 | 30 | 185 | 148 | 6,7 | 25,0 |
| 25 | DUCATO | FIAT | 45 | 11 | 167 | 160 | 309,1 | 4,4 |

6 months 2023

GAZelle NEXT

13 926 units **37,6%**

GAZelle 3302

2 995 units **-1,8%**

UAZ 3909

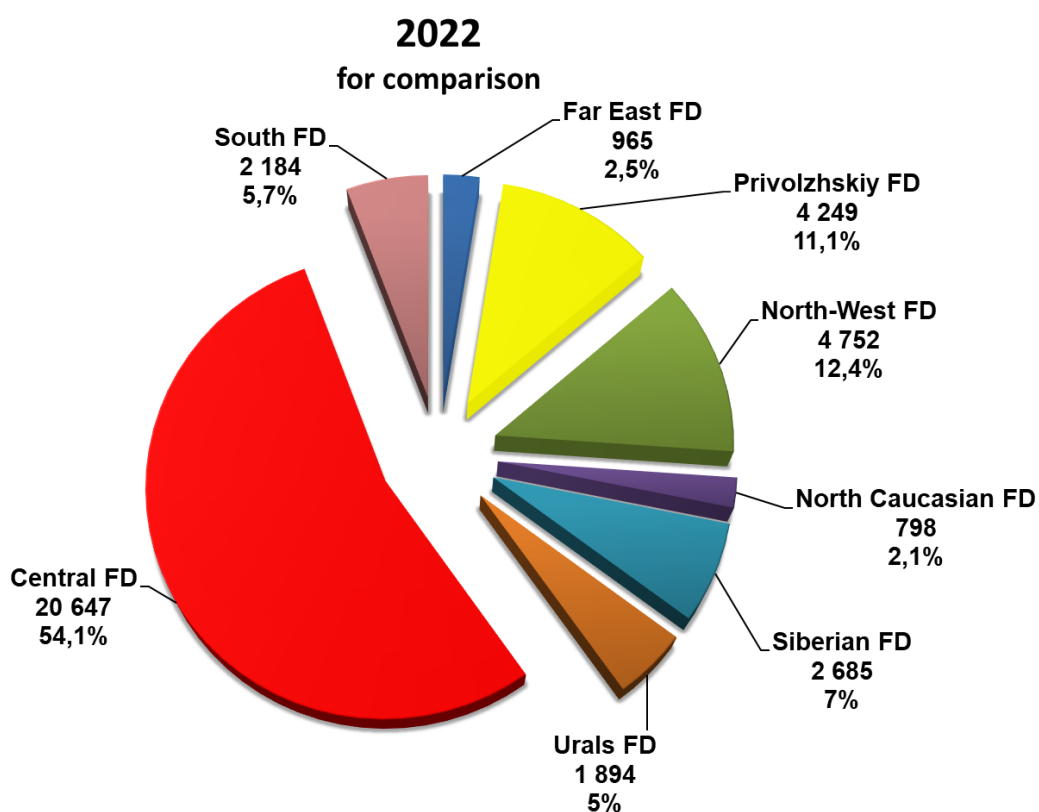
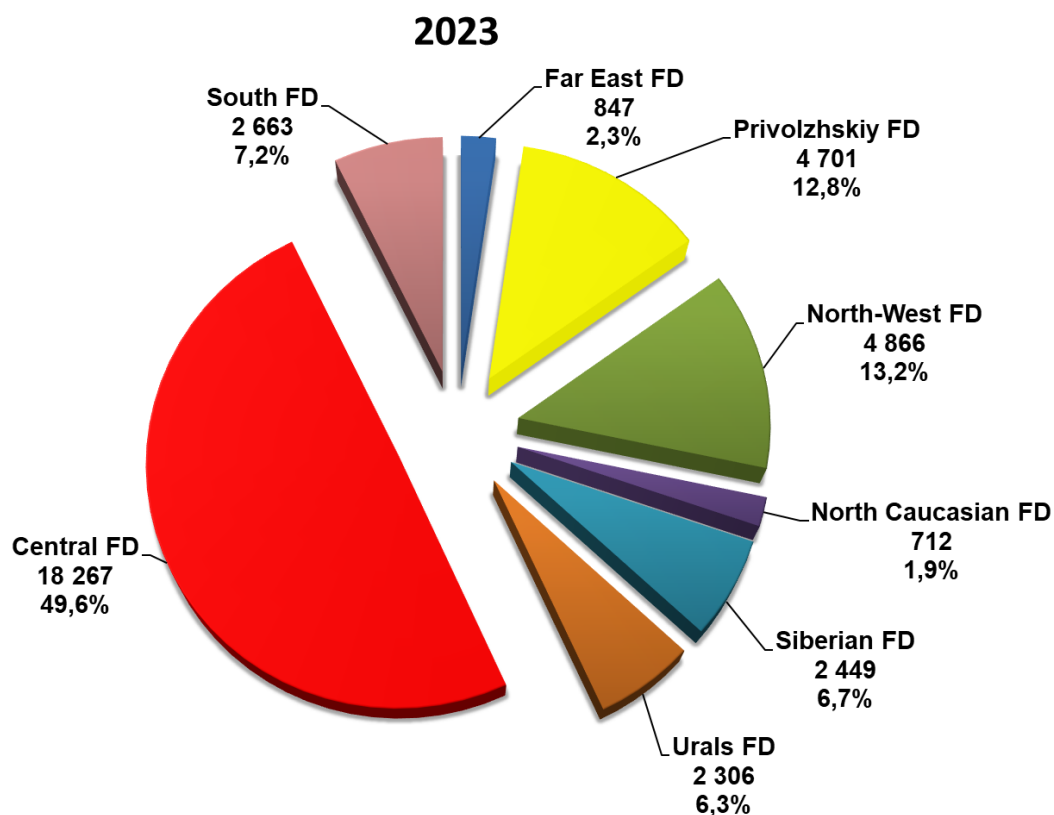
2 842 units **3,8%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 6 months 2023 by Federal District





PICKUPS

Sales of new pickups in Russia in June and 6 months 2023 by brand

| Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|-----------------------------|--------------|------------|---------------|---------------|-----------------------------|---------------------------------|
| GREAT WALL | 453 | 64 | 2 053 | 302 | 607,8 | 579,8 |
| UAZ | 241 | 122 | 1 385 | 945 | 97,5 | 46,6 |
| TOYOTA | 148 | 56 | 899 | 976 | 164,3 | -7,9 |
| MITSUBISHI | 171 | 66 | 855 | 633 | 159,1 | 35,1 |
| RAM | 171 | 73 | 768 | 312 | 134,2 | 146,2 |
| JAC | 143 | 93 | 467 | 227 | 53,8 | 105,7 |
| DONGFENG | 30 | 4 | 271 | 4 | 650,0 | 6 675,0 |
| FORD | 18 | 14 | 102 | 57 | 28,6 | 78,9 |
| GMC | 6 | 0 | 26 | 2 | | 1 200,0 |
| JEEP | 3 | 5 | 21 | 15 | -40,0 | 40,0 |
| ISUZU | 5 | 8 | 17 | 144 | -37,5 | -88,2 |
| CHEVROLET | 2 | 0 | 10 | 4 | | 150,0 |
| HYUNDAI | 1 | 0 | 3 | 0 | | |
| FOTON | 1 | 0 | 2 | 0 | | |
| CHANGAN | 0 | 0 | 1 | 0 | | |
| RIVIAN | 0 | 0 | 1 | 0 | | |
| TOTAL | 1 393 | 505 | 6 881 | 3 621 | 175,8 | 90,0 |
| TOTAL Russian brands | 241 | 122 | 1 385 | 945 | 97,5 | 46,6 |
| TOTAL foreign brands | 1 152 | 383 | 5 496 | 2 676 | 200,8 | 105,4 |

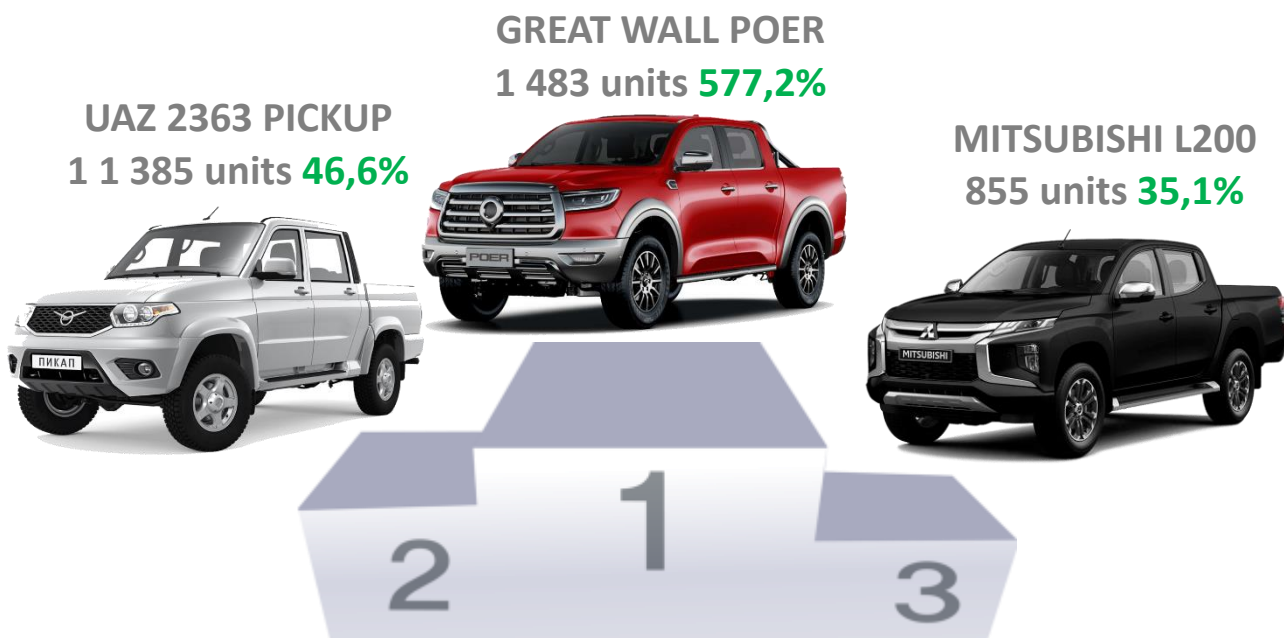


PICKUPS

Top 15 model ranking of new pickup sales in Russia in June and 6 months 2023

| Rank | Model | Brand | June 2023 | June 2022 | 6 months 2023 | 6 months 2022 | Change June 2023 vs 2022, % | Change 6 months 2023 vs 2022, % |
|------|-------------|------------|-----------|-----------|---------------|---------------|-----------------------------|---------------------------------|
| 1 | POER | GREAT WALL | 425 | 59 | 1 483 | 219 | 620,3 | 577,2 |
| 2 | 2363 PICKUP | UAZ | 241 | 122 | 1 385 | 945 | 97,5 | 46,6 |
| 3 | L200 | MITSUBISHI | 171 | 66 | 855 | 633 | 159,1 | 35,1 |
| 4 | RAM | PICKUP | 171 | 73 | 768 | 312 | 134,2 | 146,2 |
| 5 | HILUX | TOYOTA | 130 | 51 | 765 | 942 | 154,9 | -18,8 |
| 6 | WINGLE | GREAT WALL | 28 | 5 | 569 | 83 | 460,0 | 585,5 |
| 7 | T6 | JAC | 141 | 92 | 458 | 226 | 53,3 | 102,7 |
| 8 | ZNA | DONGFENG | 0 | 4 | 240 | 4 | -100,0 | 5 900,0 |
| 9 | TUNDRA | TOYOTA | 16 | 5 | 122 | 34 | 220,0 | 258,8 |
| 10 | F-SERIES | FORD | 13 | 14 | 76 | 57 | -7,1 | 33,3 |
| 11 | RICH | DONGFENG | 30 | 0 | 31 | 0 | | |
| 12 | RANGER | FORD | 5 | 0 | 26 | 0 | | |
| 13 | GLADIATOR | JEEP | 3 | 5 | 21 | 15 | -40,0 | 40,0 |
| 14 | D-MAX | ISUZU | 5 | 8 | 17 | 144 | -37,5 | -88,2 |
| 15 | HUMMER EV | GMC | 3 | 0 | 16 | 0 | | |

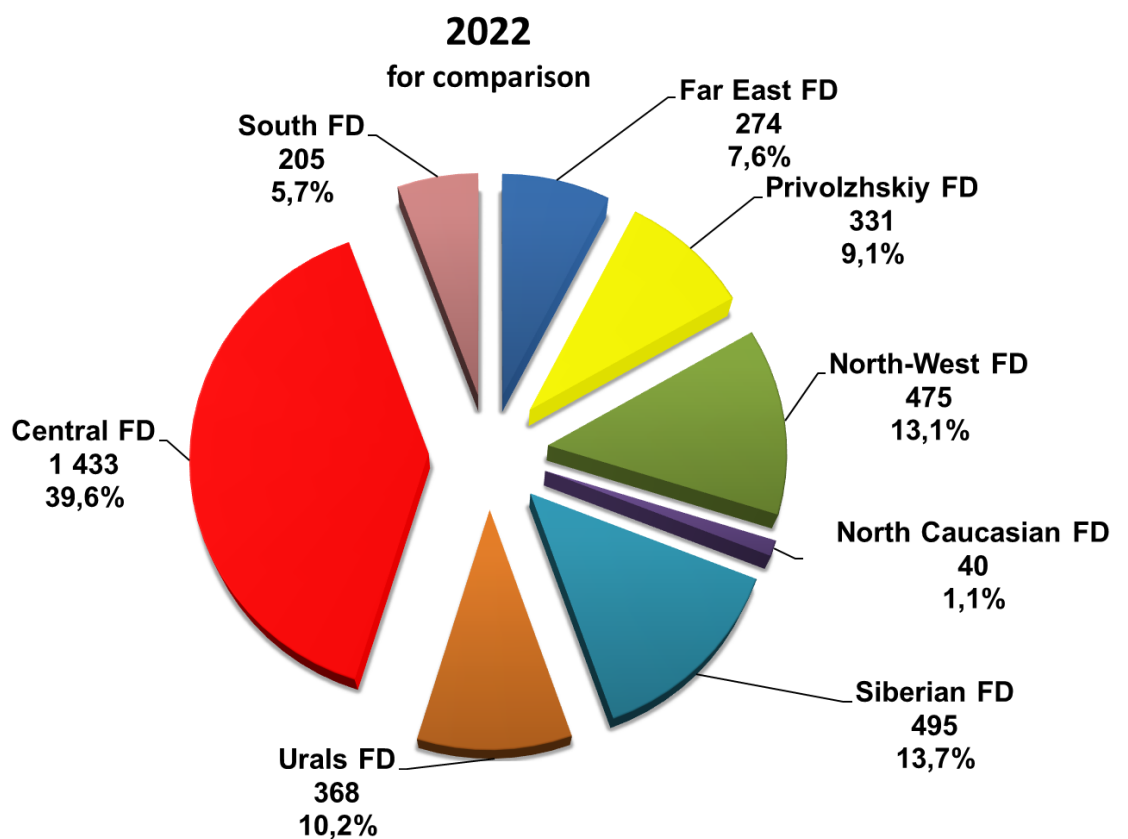
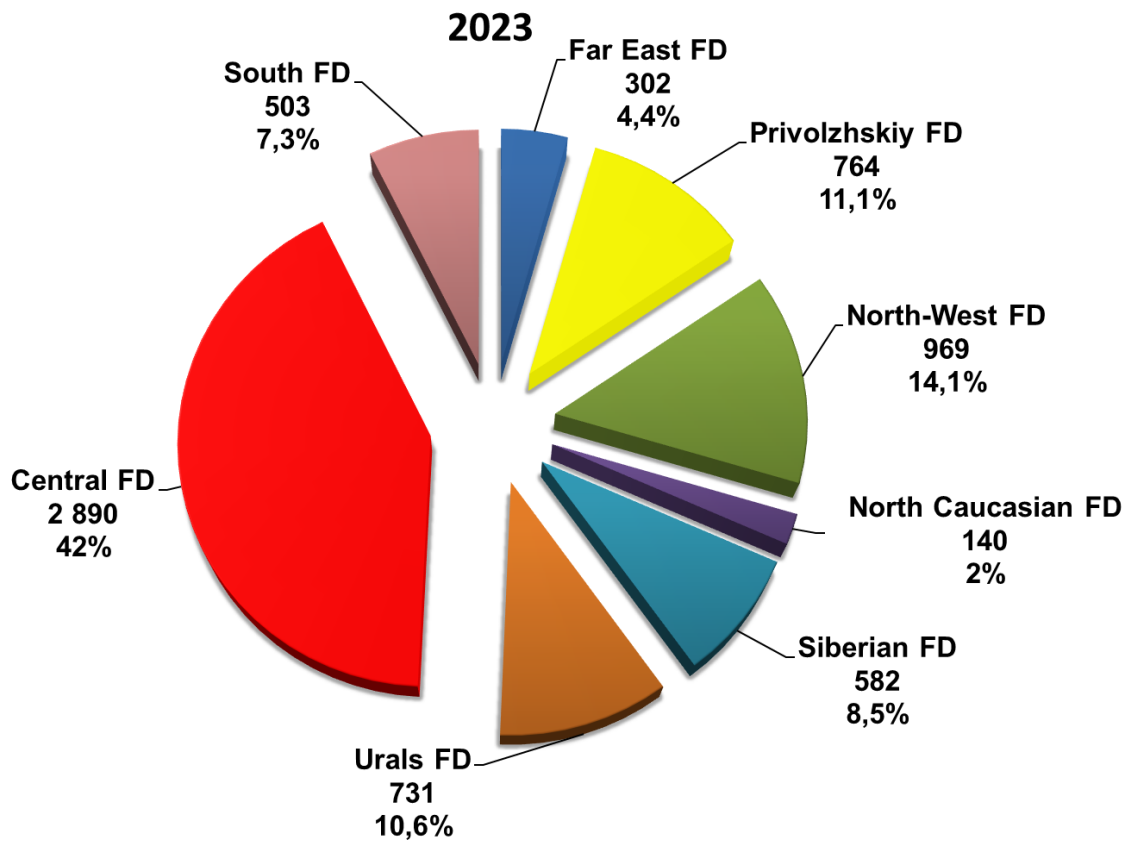
6 months 2023





PICKUPS

Structure of sales of new pickups in Russia 6 months 2023 by Federal District



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