



PRESS-RELEASE

15 DECEMBER 2023

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

In November 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia grew by 95.4% year-on-year to 119 761 vehicles. In January-November 2023, the total sales were 1 025 389 vehicles, up 60.2% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 108 646 units in November 2023, up 100.5% YOY; 931 711 units in January-November 2023, up 63.8%. Among them electric vehicles (BEVs) – 3 479 units in November 2023, up 742.4% YOY; 19 236 units in January-November 2023, up 688.4% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 9 304 units in November 2023, up 50.1% YOY; 78 030 units in January-November 2023, up 21.6% YOY. Among them electric vehicles (BEVs) – 5 units in November 2023, up 150% YOY; 58 units in January-November 2023, up 75.8% YOY.
- Pickups – 1 811 units in November 2023, up 97.9% YOY; 15 648 units in January-November 2023, up 129.7% 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 100.5% in November 2023. Such growth was mainly due to a low comparative base in 2022 stipulated by the Special Military Operation and an 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 60-65% over the 2022 result.

In November 2023, we observed a notable 97.9% increase of new pickup sales. The situation in this segment is similar to that with cars. We forecast growth of sales in this segment through 2023 by 120-135%.

Sales in the segment of light commercial vehicles grew by 50.1% in November. The growth in this segment is mainly due to high sales results of GAZ, UAZ, LADA and SOLLERS domestic brands taking cumulatively up to a 90% market share. We expect growth of LCV sales in 2023 by 20-25% 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 November and 11 months 2023 by brand

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| LADA | 32 976 | 21 189 | 294 786 | 156 063 | 55,6 | 88,9 |
| CHERY | 11 397 | 5 549 | 106 430 | 31 370 | 105,4 | 239,3 |
| HAVAL | 14 486 | 4 528 | 97 030 | 29 899 | 219,9 | 224,5 |
| GEELY | 10 616 | 3 456 | 80 571 | 21 404 | 207,2 | 276,4 |
| CHANGAN | 6 477 | 285 | 39 685 | 2 111 | 2 172,6 | 1 779,9 |
| OMODA | 4 161 | 140 | 38 790 | 140 | 2 872,1 | 27 607,1 |
| EXEED | 4 117 | 1 665 | 38 376 | 8 202 | 147,3 | 367,9 |
| KIA | 2 026 | 4 084 | 32 213 | 64 735 | -50,4 | -50,2 |
| HYUNDAI | 958 | 3 542 | 25 451 | 55 097 | -73,0 | -53,8 |
| TOYOTA | 1 487 | 1 303 | 20 036 | 26 614 | 14,1 | -24,7 |
| MOSKVICH | 1 924 | 0 | 10 794 | 0 | | |
| TANK | 1 875 | 0 | 10 552 | 1 | | 1 055 100,0 |
| JAC | 440 | 283 | 8 981 | 855 | 55,5 | 950,4 |
| BMW | 711 | 372 | 8 151 | 10 248 | 91,1 | -20,5 |
| UAZ | 982 | 746 | 7 916 | 6 458 | 31,6 | 22,6 |
| VOLKSWAGEN | 513 | 683 | 7 804 | 18 815 | -24,9 | -58,5 |
| JETOUR | 1 712 | 0 | 7 287 | 0 | | |
| KAIYI | 693 | 0 | 6 732 | 0 | | |
| MITSUBISHI | 373 | 835 | 6 638 | 11 109 | -55,3 | -40,2 |
| MERCEDES | 511 | 510 | 6 270 | 10 138 | 0,2 | -38,2 |
| MAZDA | 411 | 484 | 5 605 | 9 950 | -15,1 | -43,7 |
| FAW | 713 | 169 | 5 077 | 1 128 | 321,9 | 350,1 |
| RENAULT | 96 | 1 238 | 4 731 | 39 661 | -92,2 | -88,1 |
| JETTA | 1 006 | 0 | 4 616 | 0 | | |
| LEXUS | 316 | 243 | 4 550 | 3 420 | 30,0 | 33,0 |
| SKODA | 261 | 594 | 4 004 | 19 901 | -56,1 | -79,9 |
| CHEVROLET | 207 | 255 | 3 486 | 2 638 | -18,8 | 32,1 |
| VOYAH | 467 | 7 | 3 449 | 15 | 6 571,4 | 22 893,3 |
| AUDI | 289 | 219 | 3 302 | 3 988 | 32,0 | -17,2 |
| ZEEKR | 652 | 7 | 2 759 | 14 | 9 214,3 | 19 607,1 |
| LI XIANG | 913 | 7 | 2 734 | 20 | 12 942,9 | 13 570,0 |
| BAIC | 403 | 0 | 2 417 | 0 | | |
| GAC | 509 | 39 | 2 340 | 421 | 1 205,1 | 455,8 |
| LIVAN | 433 | 0 | 2 263 | 0 | | |
| HONGQI | 448 | 8 | 1 965 | 34 | 5 500,0 | 5 679,4 |
| LAND ROVER | 145 | 111 | 1 920 | 1 718 | 30,6 | 11,8 |
| NISSAN | 49 | 396 | 1 822 | 15 915 | -87,6 | -88,6 |
| EVOLUTE | 248 | 79 | 1 794 | 90 | 213,9 | 1 893,3 |
| SUBARU | 145 | 142 | 1 642 | 1 560 | 2,1 | 5,3 |
| PORSCHE | 109 | 96 | 1 638 | 1 859 | 13,5 | -11,9 |
| JAECOO | 1 059 | 0 | 1 635 | 0 | | |
| SUZUKI | 67 | 91 | 1 415 | 2 010 | -26,4 | -29,6 |



PASSENGER CARS

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| GENESIS | 57 | 189 | 1 196 | 2 214 | -69,8 | -46,0 |
| TESLA | 67 | 101 | 1 191 | 928 | -33,7 | 28,3 |
| HONDA | 149 | 61 | 1 180 | 683 | 144,3 | 72,8 |
| JEEP | 70 | 77 | 1 055 | 871 | -9,1 | 21,1 |
| CADILLAC | 49 | 49 | 607 | 434 | 0,0 | 39,9 |
| BYD | 47 | 22 | 534 | 91 | 113,6 | 486,8 |
| BELGEE | 247 | 0 | 482 | 0 | | |
| VOLVO | 24 | 57 | 409 | 1 897 | -57,9 | -78,4 |
| FORD | 35 | 37 | 381 | 298 | -5,4 | 27,9 |
| CITROEN | 11 | 17 | 379 | 385 | -35,3 | -1,6 |
| INFINITI | 32 | 56 | 359 | 981 | -42,9 | -63,4 |
| DFSK | 9 | 27 | 329 | 243 | -66,7 | 35,4 |
| SKYWELL | 21 | 0 | 294 | 16 | | 1 737,5 |
| SOUEAST | 17 | 0 | 251 | 0 | | |
| AVATR | 31 | 0 | 237 | 0 | | |
| DODGE | 18 | 20 | 233 | 155 | -10,0 | 50,3 |
| GMC | 18 | 5 | 221 | 25 | 260,0 | 784,0 |
| FORTHING | 33 | 0 | 200 | 0 | | |
| MG | 13 | 1 | 195 | 2 | 1 200,0 | 9 650,0 |
| LYNK AND CO | 12 | 0 | 188 | 0 | | |
| MINI | 10 | 11 | 151 | 705 | -9,1 | -78,6 |
| BENTLEY | 10 | 10 | 132 | 91 | 0,0 | 45,1 |
| HIPHI | 15 | 0 | 112 | 0 | | |
| AURUS | 11 | 5 | 109 | 54 | 120,0 | 101,9 |
| LAMBORGHINI | 8 | 6 | 107 | 36 | 33,3 | 197,2 |
| IRAN KHODRO | 5 | 0 | 104 | 0 | | |
| AEOLUS | 25 | 0 | 98 | 0 | | |
| LOTUS | 27 | 0 | 98 | 0 | | |
| SSANGYONG | 11 | 6 | 98 | 15 | 83,3 | 553,3 |
| HUAWEI | 58 | 2 | 97 | 2 | 2 800,0 | 4 750,0 |
| PEUGEOT | 14 | 11 | 96 | 378 | 27,3 | -74,6 |
| JAGUAR | 4 | 9 | 86 | 172 | -55,6 | -50,0 |
| ROLLS ROYCE | 7 | 9 | 72 | 96 | -22,2 | -25,0 |
| LINCOLN | 7 | 1 | 64 | 20 | 600,0 | 220,0 |
| ACURA | 5 | 6 | 61 | 35 | -16,7 | 74,3 |
| MASERATI | 5 | 4 | 48 | 74 | 25,0 | -35,1 |
| ALFA ROMEO | 4 | 1 | 39 | 11 | 300,0 | 254,5 |
| FERRARI | 1 | 1 | 37 | 34 | 0,0 | 8,8 |
| BUICK | 3 | 6 | 36 | 22 | -50,0 | 63,6 |
| ORA | 16 | 2 | 36 | 3 | 700,0 | 1 100,0 |
| DAEWOO | 11 | 0 | 35 | 8 | | 337,5 |
| NIO | 7 | 1 | 35 | 1 | 600,0 | 3 400,0 |
| ISUZU | 0 | 3 | 34 | 119 | -100,0 | -71,4 |
| DAIHATSU | 9 | 4 | 32 | 16 | 125,0 | 100,0 |



PASSENGER CARS

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|----------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| FIAT | 2 | 2 | 29 | 25 | 0,0 | 16,0 |
| SOKON | 1 | 3 | 27 | 3 | -66,7 | 800,0 |
| DONGFENG | 3 | 1 | 25 | 5 | 200,0 | 400,0 |
| DENZA | 1 | 0 | 21 | 0 | | |
| WELTMEISTER | 2 | 0 | 20 | 6 | | 233,3 |
| ALPINA | 1 | 1 | 16 | 4 | 0,0 | 300,0 |
| POLESTAR | 0 | 0 | 16 | 8 | | 100,0 |
| LEAPMOTOR | 1 | 2 | 15 | 3 | -50,0 | 400,0 |
| OPEL | 1 | 1 | 14 | 128 | 0,0 | -89,1 |
| OSHAN | 3 | 0 | 13 | 1 | | 1 200,0 |
| HOZON | 2 | 1 | 12 | 9 | 100,0 | 33,3 |
| ASTON MARTIN | 1 | 0 | 10 | 6 | | 66,7 |
| SMART | 2 | 2 | 10 | 9 | 0,0 | 11,1 |
| XIAOPENG | 0 | 2 | 9 | 17 | -100,0 | -47,1 |
| DACIA | 0 | 0 | 8 | 4 | | 100,0 |
| CUPRA | 1 | 0 | 7 | 1 | | 600,0 |
| ZHIJI | 1 | 0 | 6 | 0 | | |
| WULING | 0 | 0 | 5 | 1 | | 400,0 |
| BAW | 2 | 0 | 4 | 1 | | 300,0 |
| CHRYSLER | 0 | 1 | 4 | 6 | -100,0 | -33,3 |
| RIVIAN | 0 | 0 | 4 | 0 | | |
| ROEWE | 1 | 0 | 4 | 0 | | |
| BLAVAL | 0 | 0 | 3 | 0 | | |
| DAYUN | 0 | 0 | 3 | 0 | | |
| HAIMA | 2 | 0 | 3 | 0 | | |
| MAXUS | 0 | 0 | 3 | 0 | | |
| SAIC-GM-WULING | 3 | 0 | 3 | 0 | | |
| SEHOL | 0 | 0 | 3 | 0 | | |
| VGX | 0 | 0 | 3 | 0 | | |
| COWIN | 2 | 0 | 2 | 0 | | |
| JMEV | 0 | 0 | 2 | 0 | | |
| MCLAREN | 0 | 0 | 2 | 2 | | 0,0 |
| SAMSUNG | 0 | 0 | 2 | 1 | | 100,0 |
| ALPINE | 0 | 0 | 1 | 0 | | |
| BAOJUN | 0 | 0 | 1 | 0 | | |
| ENOVATE | 0 | 0 | 1 | 0 | | |
| LINKTOUR | 0 | 0 | 1 | 0 | | |
| MORGAN | 0 | 0 | 1 | 0 | | |
| RAVON | 0 | 0 | 1 | 1 | | 0,0 |
| WEY | 0 | 0 | 1 | 0 | | |
| YEMA | 0 | 0 | 1 | 2 | | -50,0 |
| APAL | 0 | 1 | 0 | 3 | -100,0 | -100,0 |
| DATSUN | 0 | 1 | 0 | 6 | -100,0 | -100,0 |
| GAZ | 0 | 0 | 0 | 3 | | -100,0 |



PASSENGER CARS

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-----------------------------|----------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| LINGSTAR | 0 | 0 | 0 | 1 | | -100,0 |
| LUCID | 0 | 0 | 0 | 1 | | -100,0 |
| SIMING | 0 | 0 | 0 | 2 | | -100,0 |
| SMA | 0 | 0 | 0 | 2 | | -100,0 |
| TOTAL | 108 646 | 54 190 | 931 711 | 568 977 | 100,5 | 63,8 |
| TOTAL Russian brands | 36 141 | 22 020 | 315 399 | 162 671 | 64,1 | 93,9 |
| TOTAL foreign brands | 72 505 | 32 171 | 616 312 | 406 309 | 125,4 | 51,7 |

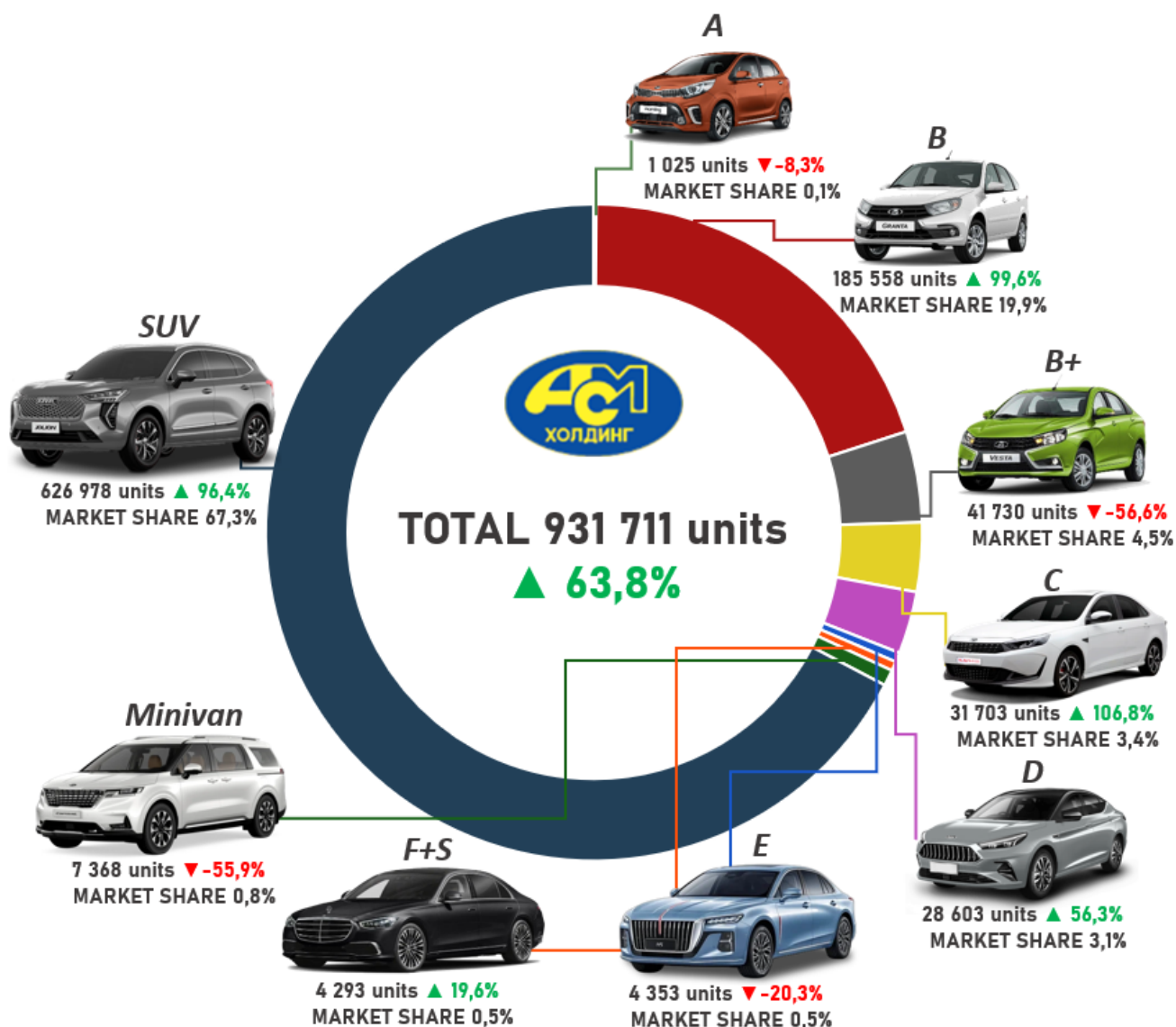


PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2023 by class

| Class | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Market share November 2023, % | Market share 11 months 2023, % | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|----------------|----------------|---------------|----------------|----------------|-------------------------------|--------------------------------|---------------------------------|----------------------------------|
| A | 44 | 129 | 1 025 | 1 118 | 0,0 | 0,1 | -65,9 | -8,3 |
| B | 16 517 | 13 588 | 185 558 | 92 958 | 15,2 | 19,9 | 21,6 | 99,6 |
| B+ | 6 783 | 3 363 | 41 730 | 96 144 | 6,2 | 4,5 | 101,7 | -56,6 |
| C | 3 940 | 1 113 | 31 703 | 15 329 | 3,6 | 3,4 | 254,0 | 106,8 |
| D | 2 991 | 1 238 | 28 603 | 18 301 | 2,8 | 3,1 | 141,6 | 56,3 |
| E | 535 | 215 | 4 353 | 5 464 | 0,5 | 0,5 | 148,8 | -20,3 |
| F+S | 393 | 262 | 4 293 | 3 590 | 0,4 | 0,5 | 50,0 | 19,6 |
| Minivan | 588 | 783 | 7 368 | 16 722 | 0,5 | 0,8 | -24,9 | -55,9 |
| SUV | 76 834 | 33 499 | 626 978 | 319 315 | 70,7 | 67,3 | 129,4 | 96,4 |
| Not identified | 21 | | 100 | 36 | | | | 177,8 |
| TOTAL | 108 646 | 54 190 | 931 711 | 568 977 | 100,0 | 100,0 | 100,5 | 63,8 |

11 months 2023





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in November and 11 months 2023

| Rank | Model | Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|------|--------------|----------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| 1 | GRANTA | LADA | 16 390 | 12 787 | 181 671 | 76 121 | 28,2 | 138,7 |
| 2 | JOLION | HAVAL | 7 268 | 2 168 | 48 409 | 16 321 | 235,2 | 196,6 |
| 3 | 2123 NIVA | LADA | 5 051 | 3 312 | 42 483 | 15 847 | 52,5 | 168,1 |
| 4 | TIGGO 7 PRO | CHERY | 2 620 | 3 276 | 41 906 | 14 800 | -20,0 | 183,1 |
| 5 | 2121 NIVA | LADA 4x4 | 4 777 | 2 822 | 34 752 | 12 591 | 69,3 | 176,0 |
| 6 | VESTA | LADA | 6 593 | 1 557 | 34 338 | 31 570 | 323,4 | 8,8 |
| 7 | COOLRAY | GEELY | 3 609 | 1 646 | 34 275 | 10 114 | 119,3 | 238,9 |
| 8 | C5 | OMODA | 3 225 | 140 | 33 208 | 140 | 2 203,6 | 23 620,0 |
| 9 | TIGGO 4 PRO | CHERY | 3 644 | 710 | 28 093 | 1 120 | 413,2 | 2 408,3 |
| 10 | ATLAS PRO | GEELY | 1 913 | 1 033 | 16 084 | 5 738 | 85,2 | 180,3 |
| 11 | MONJARO | GEELY | 3 087 | 0 | 14 752 | 2 | | 737 500,0 |
| 12 | LX | EXEED | 1 437 | 573 | 14 644 | 2 202 | 150,8 | 565,0 |
| 13 | F7 | HAVAL | 1 672 | 1 134 | 14 482 | 5 948 | 47,4 | 143,5 |
| 14 | TUGELLA | GEELY | 1 427 | 729 | 13 648 | 4 511 | 95,7 | 202,5 |
| 15 | TIGGO 8 PRO | CHERY | 1 136 | 453 | 13 479 | 1 678 | 150,8 | 703,3 |
| 16 | DARGO | HAVAL | 1 797 | 393 | 12 948 | 1 309 | 357,3 | 889,2 |
| 17 | EXEED TXL | EXEED | 843 | 591 | 11 417 | 3 317 | 42,6 | 244,2 |
| 18 | F7X | HAVAL | 1 167 | 566 | 11 266 | 4 401 | 106,2 | 156,0 |
| 19 | MOSKVICH 3 | MOSKVICH | 1 704 | 0 | 10 145 | 0 | | |
| 20 | SPORTAGE | KIA | 491 | 953 | 9 185 | 8 710 | -48,5 | 5,5 |
| 21 | CS55 | CHANGAN | 1 375 | 28 | 8 589 | 437 | 4 810,7 | 1 865,4 |
| 22 | VX | EXEED | 605 | 501 | 8 340 | 2 683 | 20,8 | 210,8 |
| 23 | TUCSON | HYUNDAI | 297 | 1 024 | 8 327 | 6 794 | -71,0 | 22,6 |
| 24 | CS35 | CHANGAN | 1 000 | 56 | 8 053 | 634 | 1 685,7 | 1 170,2 |
| 25 | 3163 PATRIOT | UAZ | 926 | 684 | 7 406 | 6 007 | 35,4 | 23,3 |

11 months 2023

LADA GRANTA
181 671 units **138,7%**

HAVAL JOLION
48 409 units **196,6%**

LADA 2123 NIVA
42 483 units **168,1%**





PASSENGER CARS

Sales of new electric cars (BEV) in Russia in November and 11 months 2023 by brand

| Brand / electric cars | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-----------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| VOYAH | 467 | 7 | 3449 | 15 | 6571,4 | 22893,3 |
| ZEEKR | 652 | 7 | 2759 | 14 | 9214,3 | 19607,1 |
| LI XIANG | 913 | 7 | 2734 | 20 | 12942,9 | 13570,0 |
| HONGQI | 448 | 8 | 1965 | 34 | 5500,0 | 5679,4 |
| VOLKSWAGEN | 211 | 74 | 1958 | 284 | 185,1 | 589,4 |
| EVOLUTE | 248 | 79 | 1794 | 90 | 213,9 | 1893,3 |
| TESLA | 67 | 101 | 1191 | 928 | -33,7 | 28,3 |
| BYD | 47 | 22 | 534 | 91 | 113,6 | 486,8 |
| MOSKVICH | 128 | 0 | 533 | 0 | | |
| BMW | 29 | 19 | 367 | 86 | 52,6 | 326,7 |
| HONDA | 52 | 1 | 305 | 21 | 5100,0 | 1352,4 |
| SKYWELL | 21 | 0 | 294 | 16 | | 1737,5 |
| AVATR | 31 | 0 | 237 | 0 | | |
| AUDI | 9 | 22 | 183 | 262 | -59,1 | -30,2 |
| MERCEDES | 4 | 15 | 130 | 58 | -73,3 | 124,1 |
| HIPHI | 15 | 0 | 112 | 0 | | |
| PORSCHE | 9 | 10 | 109 | 190 | -10,0 | -42,6 |
| LOTUS | 27 | 0 | 98 | 0 | | |
| HUAWEI | 58 | 2 | 97 | 2 | 2800,0 | 4750,0 |
| HYUNDAI | 2 | 9 | 58 | 39 | -77,8 | 48,7 |
| ORA | 16 | 2 | 36 | 3 | 700,0 | 1100,0 |
| NIO | 7 | 1 | 35 | 1 | 600,0 | 3400,0 |
| NISSAN | 2 | 5 | 27 | 39 | -60,0 | -30,8 |
| SOKON | 1 | 3 | 27 | 3 | -66,7 | 800,0 |
| WELTMEISTER | 2 | 0 | 20 | 6 | | 233,3 |
| DONGFENG | 0 | 0 | 17 | 4 | | 325,0 |
| FORD | 1 | 2 | 17 | 26 | -50,0 | -34,6 |
| POLESTAR | 0 | 0 | 16 | 8 | | 100,0 |
| LEAPMOTOR | 1 | 2 | 15 | 3 | -50,0 | 400,0 |
| GEELY | 2 | 2 | 13 | 6 | 0,0 | 116,7 |
| HOZON | 2 | 1 | 12 | 9 | 100,0 | 33,3 |
| MAZDA | 0 | 4 | 11 | 79 | -100,0 | -86,1 |
| XIAOPENG | 0 | 2 | 9 | 17 | -100,0 | -47,1 |
| FIAT | 1 | 0 | 8 | 2 | | 300,0 |
| KIA | 0 | 2 | 8 | 9 | -100,0 | -11,1 |
| CHANGAN | 0 | 0 | 6 | 1 | | 500,0 |
| GAC | 0 | 2 | 6 | 5 | -100,0 | 20,0 |
| JAGUAR | 0 | 1 | 6 | 26 | -100,0 | -76,9 |
| ZHIJI | 1 | 0 | 6 | 0 | | |
| TOYOTA | 0 | 0 | 5 | 0 | | |
| WULING | 0 | 0 | 5 | 1 | | 400,0 |
| CHEVROLET | 1 | 1 | 4 | 8 | 0,0 | -50,0 |



PASSENGER CARS

| Brand / electric cars | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| RIVIAN | 0 | 0 | 4 | 0 | | |
| BAIC | 1 | 0 | 3 | 0 | | |
| BLAVAL | 0 | 0 | 3 | 0 | | |
| SAIC-GM-WULING | 3 | 0 | 3 | 0 | | |
| CHERY | 0 | 0 | 2 | 7 | | -71,4 |
| JMEV | 0 | 0 | 2 | 0 | | |
| BAOJUN | 0 | 0 | 1 | 0 | | |
| ENOVATE | 0 | 0 | 1 | 0 | | |
| YEMA | 0 | 0 | 1 | 2 | | -50,0 |
| JAC | 0 | 0 | 0 | 22 | | -100,0 |
| LINGSTAR | 0 | 0 | 0 | 1 | | -100,0 |
| SIMING | 0 | 0 | 0 | 2 | | -100,0 |
| TOTAL | 3479 | 413 | 19236 | 2440 | 742,4 | 688,4 |
| TOTAL Russian brands | 376 | 79 | 2327 | 90 | 375,9 | 2485,6 |
| TOTAL foreign brands | 3103 | 334 | 16909 | 2350 | 829 | 619,5 |

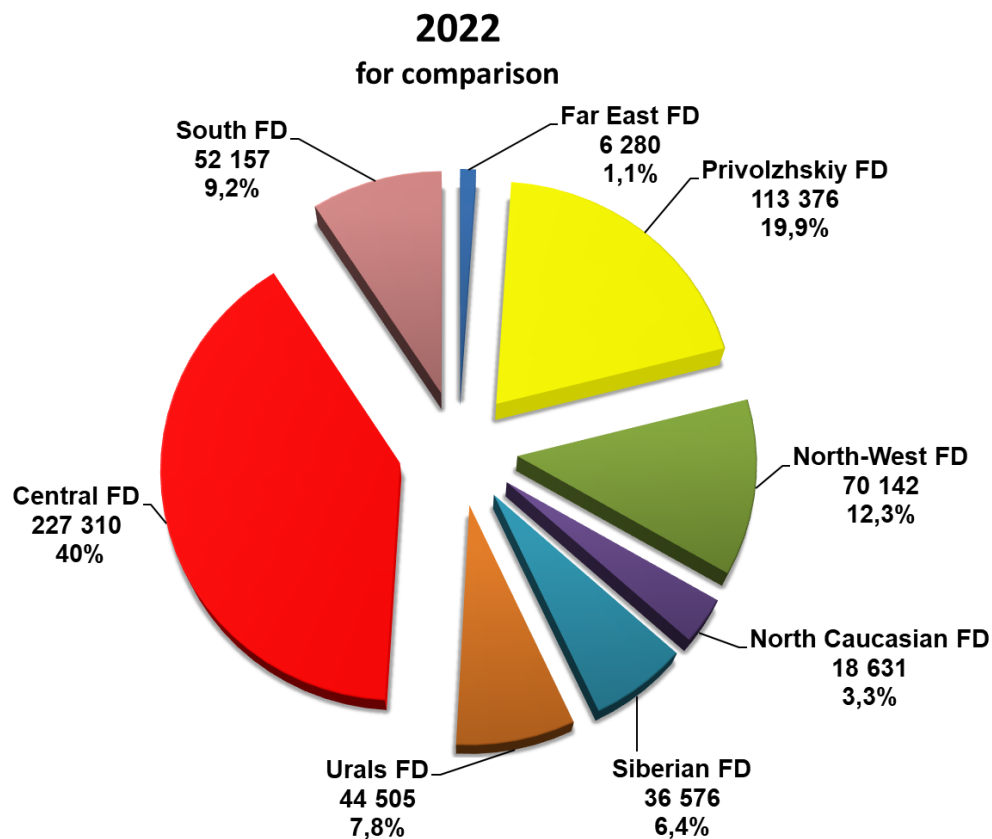
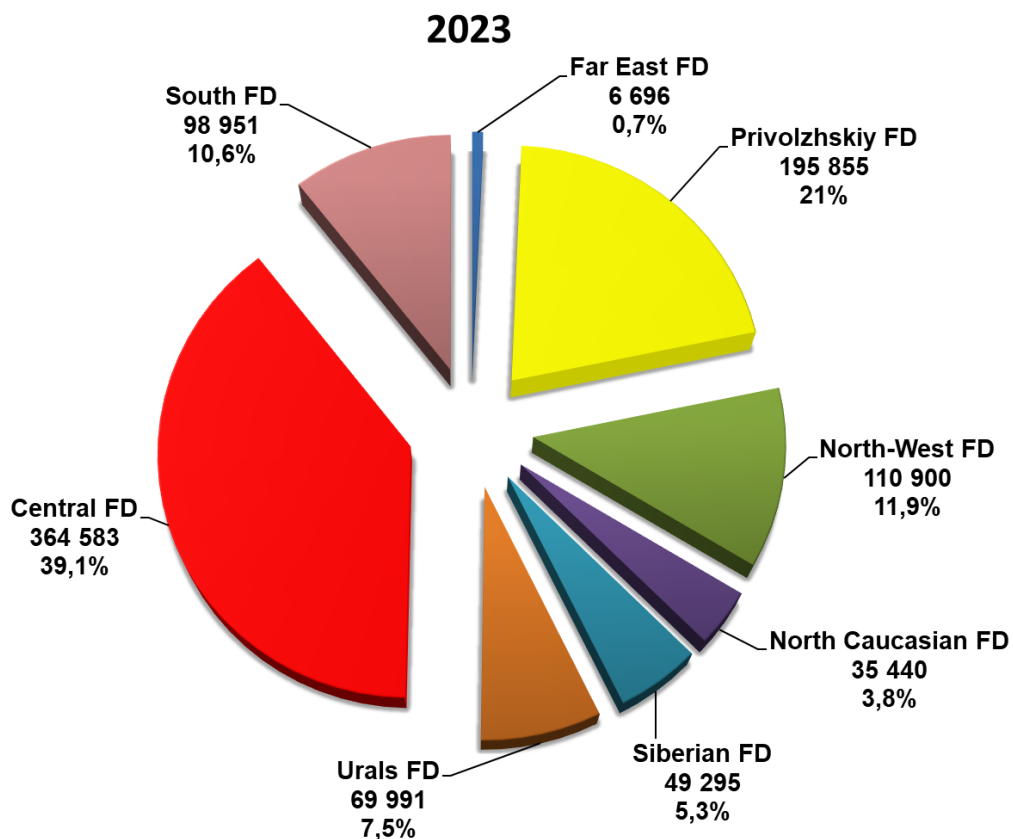
11 months 2023





PASSENGER CARS

Structure of new car sales in Russia in 11 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 November and 11 months 2023 by brand (without pickups)

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|--------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| GAZ | 5 008 | 3 308 | 47 087 | 31 798 | 51,4 | 48,1 |
| UAZ | 1 749 | 1 582 | 14 282 | 11 438 | 10,6 | 24,9 |
| SOLLERS | 1 401 | 0 | 5 926 | 0 | | |
| LADA | 429 | 451 | 3 834 | 5 899 | -4,9 | -35,0 |
| FORD | 103 | 408 | 1 461 | 7 026 | -74,8 | -79,2 |
| MERCEDES | 109 | 98 | 1 404 | 946 | 11,2 | 48,4 |
| DONGFENG | 122 | 4 | 650 | 15 | 2 950,0 | 4 233,3 |
| VOLKSWAGEN | 40 | 55 | 618 | 1 283 | -27,3 | -51,8 |
| PEUGEOT | 18 | 82 | 364 | 2 143 | -78,0 | -83,0 |
| SUZUKI | 15 | 1 | 326 | 6 | 1 400,0 | 5 333,3 |
| FIAT | 28 | 8 | 291 | 181 | 250,0 | 60,8 |
| KIA | 24 | 19 | 285 | 72 | 26,3 | 295,8 |
| KAMAZ | 142 | 0 | 242 | 0 | | |
| CITROEN | 12 | 71 | 234 | 1 597 | -83,1 | -85,3 |
| IVECO | 13 | 17 | 212 | 400 | -23,5 | -47,0 |
| JAC | 4 | 0 | 149 | 82 | | 81,7 |
| RENAULT | 12 | 19 | 127 | 131 | -36,8 | -3,1 |
| TOYOTA | 6 | 9 | 126 | 146 | -33,3 | -13,7 |
| HYUNDAI | 9 | 23 | 108 | 348 | -60,9 | -69,0 |
| BAW | 7 | 0 | 76 | 12 | | 533,3 |
| OPEL | 9 | 36 | 75 | 605 | -75,0 | -87,6 |
| MITSUBISHI | 1 | 2 | 26 | 23 | -50,0 | 13,0 |
| HONGQI | 15 | 0 | 21 | 0 | | |
| CHANGAN | 5 | 0 | 17 | 0 | | |
| NISSAN | 1 | 2 | 11 | 9 | -50,0 | 22,2 |
| SAIC-GM-WULING | 4 | 0 | 9 | 0 | | |
| EVM | 0 | 0 | 8 | 0 | | |
| MAZ | 2 | 0 | 8 | 1 | | 700,0 |
| FOTON | 7 | 0 | 7 | 0 | | |
| MAXUS | 3 | 0 | 7 | 0 | | |
| DAIHATSU | 1 | 1 | 5 | 6 | 0,0 | -16,7 |
| JINBEI | 1 | 0 | 4 | 0 | | |
| LDV | 0 | 0 | 4 | 0 | | |
| PVR | 0 | 0 | 4 | 0 | | |
| WULING | 0 | 0 | 4 | 0 | | |
| LANDWIND JIANGLING - JMC | 2 | 0 | 3 | 0 | | |
| MAN | 0 | 0 | 3 | 2 | | 50,0 |
| FORTHING | 0 | 0 | 2 | 0 | | |
| KAICENE | 1 | 0 | 2 | 0 | | |
| BMC | 0 | 0 | 1 | 0 | | |



LIGHT COMMERCIAL VEHICLES

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| CHERY | 0 | 0 | 1 | 0 | | |
| DAYUN | 0 | 0 | 1 | 0 | | |
| GMC | 0 | 0 | 1 | 3 | | -66,7 |
| HONDA | 0 | 0 | 1 | 0 | | |
| SHANDONG | 1 | 0 | 1 | 0 | | |
| SKYWELL | 0 | 0 | 1 | 0 | | |
| YUCHAI | 0 | 0 | 1 | 0 | | |
| ASHOK LEYLAND | 0 | 0 | 0 | 3 | | -100,0 |
| DAEWOO | 0 | 0 | 0 | 1 | | -100,0 |
| DFSK | 0 | 0 | 0 | 2 | | -100,0 |
| FENGCHUEN | 0 | 1 | 0 | 1 | -100,0 | -100,0 |
| TOTAL | 9 304 | 6 197 | 78 030 | 64 179 | 50,1 | 21,6 |
| TOTAL Russian brands | 8 729 | 5 341 | 71 379 | 49 135 | 63,4 | 45,3 |
| TOTAL foreign brands | 573 | 856 | 6 643 | 15 043 | -33,1 | -55,8 |

Sales of new electric light commercial vehicles (BEV) in Russia in November and 11 months 2023 by brand and model (without pickups)

| Brand / electric LCV | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| MERCEDES | 2 | 1 | 21 | 30 | 100,0 | -30,0 |
| EVM | 0 | 0 | 7 | 0 | | |
| LDV | 0 | 0 | 3 | 0 | | |
| DONGFENG | 0 | 0 | 3 | 0 | | |
| GAZ | 0 | 0 | 3 | 1 | | 200,0 |
| WULING | 0 | 0 | 3 | 0 | | |
| UAZ | 0 | 0 | 3 | 0 | | |
| FORTHING | 0 | 0 | 2 | 0 | | |
| SOLLERS | 0 | 0 | 2 | 0 | | |
| LANDWIND JIANGLING - JMC | 1 | 0 | 2 | 0 | | |
| CHANGAN | 1 | 0 | 2 | 0 | | |
| FORD | 0 | 0 | 1 | 0 | | |
| SKYWELL | 0 | 0 | 1 | 0 | | |
| YUCHAI | 0 | 0 | 1 | 0 | | |
| JINBEI | 0 | 0 | 1 | 0 | | |
| BMC | 0 | 0 | 1 | 0 | | |
| CHERY | 0 | 0 | 1 | 0 | | |
| SAIC-GM-WULING | 1 | 0 | 1 | 0 | | |
| DFSK | 0 | 0 | 0 | 1 | | -100,0 |
| FENGCHUEN | 0 | 1 | 0 | 1 | -100,0 | -100,0 |
| TOTAL | 5 | 2 | 58 | 33 | 150,0 | 75,8 |
| TOTAL Russian brands | 0 | 0 | 15 | 1 | | 1400,0 |
| TOTAL foreign brands | 5 | 2 | 43 | 32 | 150,0 | 34,4 |



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in November and 11 months 2023 (without pickups)

| Rank | Model | Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|------|---------------|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| 1 | GAZelle NEXT | GAZ | 3 348 | 1 989 | 29 999 | 18 598 | 68,3 | 61,3 |
| 2 | 3302 GAZelle | GAZ | 619 | 622 | 6 131 | 5 693 | -0,5 | 7,7 |
| 3 | 3909 | UAZ | 784 | 803 | 5 983 | 5 609 | -2,4 | 6,7 |
| 4 | ATLANT | SOLLERS | 1 215 | 0 | 4 988 | 0 | | |
| 5 | 2752 SOBOL | GAZ | 450 | 399 | 4 767 | 3 993 | 12,8 | 19,4 |
| 6 | PROFI | UAZ | 495 | 288 | 4 002 | 2 307 | 71,9 | 73,5 |
| 7 | 2349 WIS | LADA | 394 | 275 | 3 137 | 1 223 | 43,3 | 156,5 |
| 8 | 2310 SOBOL | GAZ | 120 | 150 | 1 652 | 1 495 | -20,0 | 10,5 |
| 9 | 2206 | UAZ | 138 | 233 | 1 583 | 1 162 | -40,8 | 36,2 |
| 10 | TRANSIT | FORD | 99 | 406 | 1 422 | 7 022 | -75,6 | -79,7 |
| 11 | 3221 GAZelle | GAZ | 167 | 55 | 1 298 | 693 | 203,6 | 87,3 |
| 12 | 2217 SOBOL | GAZ | 126 | 49 | 1 147 | 805 | 157,1 | 42,5 |
| 13 | V-CLASS | MERCEDES | 85 | 61 | 1 050 | 315 | 39,3 | 233,3 |
| 14 | 3962 | UAZ | 136 | 82 | 975 | 818 | 65,9 | 19,2 |
| 15 | ARGO | SOLLERS | 186 | 0 | 938 | 0 | | |
| 16 | 3741 | UAZ | 95 | 116 | 928 | 1 034 | -18,1 | -10,3 |
| 17 | SOBOL NN | GAZ | 88 | 0 | 894 | 0 | | |
| 18 | 2705 GAZelle | GAZ | 90 | 44 | 788 | 521 | 104,5 | 51,2 |
| 19 | CAPTAIN T | DONGFENG | 107 | 4 | 482 | 15 | 2 575,0 | 3 113,3 |
| 20 | LARGUS FURGON | LADA | 5 | 174 | 456 | 4 496 | -97,1 | -89,9 |
| 21 | 128811 | UAZ | 54 | 17 | 432 | 99 | 217,6 | 336,4 |
| 22 | GAZelle NN | GAZ | 0 | 0 | 409 | 0 | | |
| 23 | MULTIVAN | VOLKSWAGEN | 27 | 34 | 389 | 202 | -20,6 | 92,6 |
| 24 | 3303 | UAZ | 31 | 41 | 336 | 353 | -24,4 | -4,8 |
| 25 | ERTIGO | SUZUKI | 14 | 0 | 316 | 5 | | 6 220,0 |

11 months 2023

GAZelle NEXT

29 999 units **61,3%**

GAZelle 3302

6 131 units **7,7%**

UAZ 3909

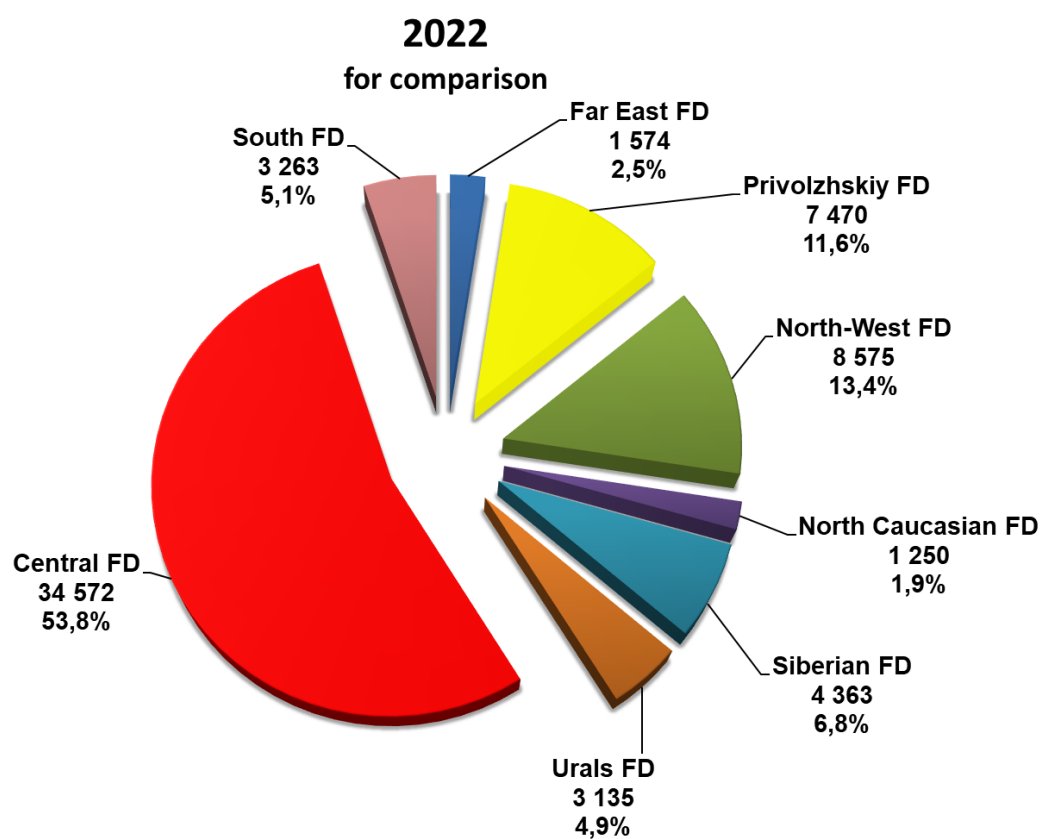
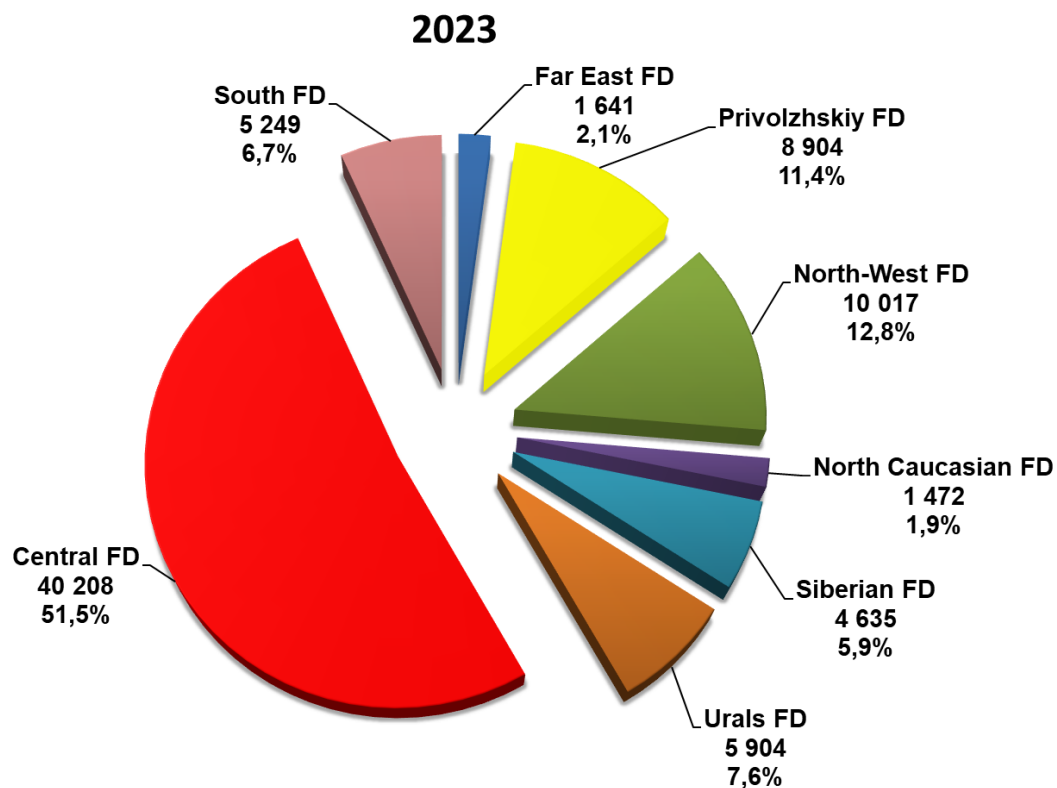
5 983 units **6,7%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 11 months 2023 by Federal District

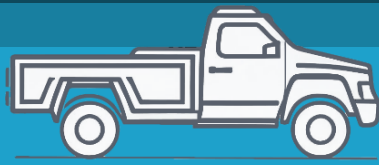




PICKUPS

Sales of new pickups in Russia in November and 11 months 2023 by brand

| Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|-----------------------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| GREAT WALL | 594 | 280 | 4 377 | 1 111 | 112,1 | 294,0 |
| UAZ | 350 | 211 | 2 926 | 1 796 | 65,9 | 62,9 |
| JAC | 256 | 50 | 2 071 | 581 | 412,0 | 256,5 |
| RAM | 126 | 90 | 1 551 | 576 | 40,0 | 169,3 |
| TOYOTA | 101 | 126 | 1 544 | 1 379 | -19,8 | 12,0 |
| MITSUBISHI | 67 | 110 | 1 447 | 994 | -39,1 | 45,6 |
| CHANGAN | 178 | 0 | 676 | 0 | | |
| DONGFENG | 69 | 18 | 595 | 64 | 283,3 | 829,7 |
| FORD | 12 | 17 | 171 | 106 | -29,4 | 61,3 |
| FOTON | 32 | 0 | 72 | 1 | | 7 100,0 |
| ISUZU | 10 | 4 | 57 | 162 | 150,0 | -64,8 |
| GMC | 5 | 1 | 55 | 5 | 400,0 | 1 000,0 |
| JEEP | 5 | 4 | 50 | 26 | 25,0 | 92,3 |
| CHEVROLET | 2 | 1 | 20 | 7 | 100,0 | 185,7 |
| HYUNDAI | 0 | 0 | 11 | 0 | | |
| KAICENE | 1 | 0 | 10 | 0 | | |
| VOLKSWAGEN | 1 | 2 | 5 | 2 | -50,0 | 150,0 |
| RIVIAN | 0 | 0 | 3 | 0 | | |
| LANDWIND JIANGLING - JMC | 1 | 0 | 2 | 0 | | |
| NISSAN | 0 | 1 | 1 | 2 | -100,0 | -50,0 |
| RADAR | 0 | 0 | 1 | 0 | | |
| SOLLERS | 1 | 0 | 1 | 0 | | |
| VGV | 0 | 0 | 1 | 0 | | |
| ZX-AUTO | 0 | 0 | 1 | 0 | | |
| TOTAL | 1 811 | 915 | 15 648 | 6 812 | 97,9 | 129,7 |
| TOTAL Russian brands | 351 | 211 | 2 927 | 1 796 | 66,4 | 63,0 |
| TOTAL foreign brands | 1 460 | 704 | 12 721 | 5 016 | 107,4 | 153,6 |



PICKUPS

Top 15 model ranking of new pickup sales in Russia in November and 11 months 2023

| Rank | Model | Brand | November 2023 | November 2022 | 11 months 2023 | 11 months 2022 | Change November 2023 vs 2022, % | Change 11 months 2023 vs 2022, % |
|------|---------------|------------|---------------|---------------|----------------|----------------|---------------------------------|----------------------------------|
| 1 | POER | GREAT WALL | 406 | 134 | 3 223 | 699 | 203,0 | 361,1 |
| 2 | 2363 PICKUP | UAZ | 350 | 211 | 2 926 | 1 796 | 65,9 | 62,9 |
| 3 | T6 | JAC | 157 | 50 | 1 606 | 556 | 214,0 | 188,8 |
| 4 | RAM | PICKUP | 126 | 90 | 1 551 | 576 | 40,0 | 169,3 |
| 5 | L200 | MITSUBISHI | 67 | 110 | 1 447 | 994 | -39,1 | 45,6 |
| 6 | HILUX | TOYOTA | 69 | 108 | 1 278 | 1 275 | -36,1 | 0,2 |
| 7 | HUNTER PLUS | CHANGAN | 178 | 0 | 676 | 0 | | |
| 8 | WINGLE | GREAT WALL | 3 | 146 | 606 | 412 | -97,9 | 47,1 |
| 9 | POER KINGKONG | GREAT WALL | 182 | 0 | 539 | 0 | | |
| 10 | T8 PRO | JAC | 99 | 0 | 459 | 0 | | |
| 11 | ZNA | DONGFENG | 6 | 18 | 454 | 64 | -66,7 | 609,4 |
| 12 | TUNDRA | TOYOTA | 26 | 14 | 238 | 97 | 85,7 | 145,4 |
| 13 | RICH | DONGFENG | 63 | 0 | 140 | 0 | | |
| 14 | F-SERIES | FORD | 5 | 12 | 117 | 97 | -58,3 | 20,6 |
| 15 | TUNLAND | FOTON | 32 | 0 | 72 | 1 | | 7 100,0 |

11 months 2023

GREAT WALL POER
3 223 units **361,1%**

UAZ 2363 PICKUP
2 926 units **62,9%**

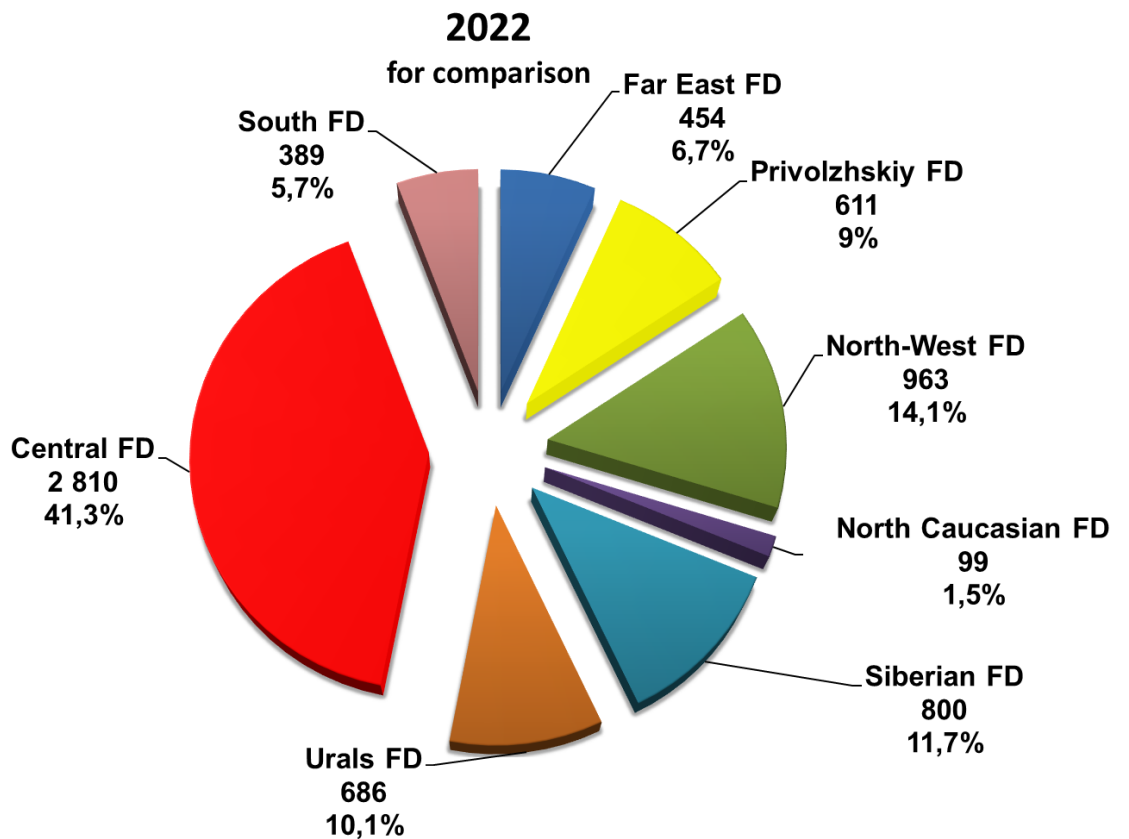
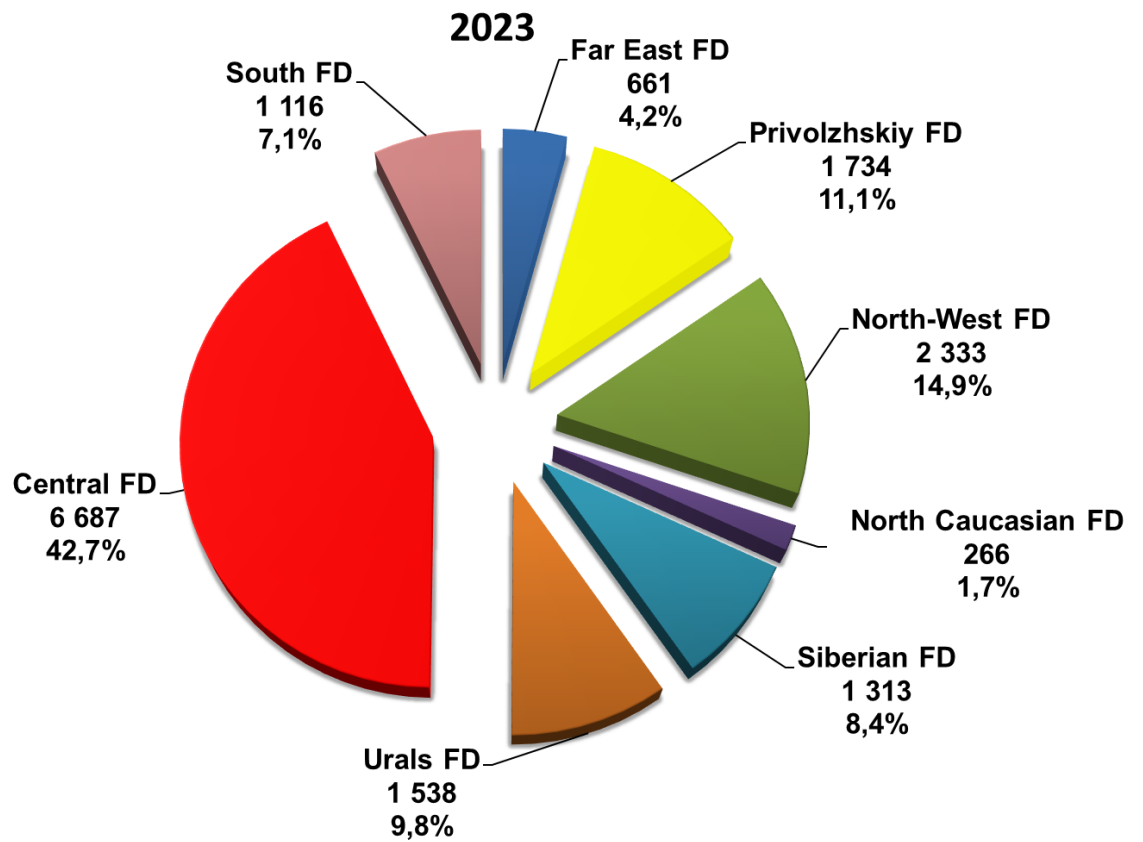
JAC T6
1 606 units **188,8%**





PICKUPS

Structure of sales of new pickups in Russia 11 months 2023 by Federal District



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