



PRESS-RELEASE

15 JANUARY 2024

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

In December 2023, sales of new passenger cars, light commercial vehicles and pickups in Russia grew by 85.8% year-on-year to 130 761 vehicles. In January-December 2023, the total sales were 1 156 150 vehicles, up 62.8% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 118 206 units in December 2023, up 94.0% YOY; 1 049 917 units in January-December 2023, up 66.7%. Among them electric vehicles (BEVs) – 5 253 units in December 2023, up 766.8% YOY; 24 486 units in January-December 2023, up 703.3% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 10 374 units in December 2023, up 24.3% YOY; 88 404 units in January-December 2023, up 21.9% YOY. Among them electric vehicles (BEVs) – 5 units in December 2023, down 50% YOY; 63 units in January-December 2023, up 46.5% YOY.
- Pickups – 2 181 units in December 2023, up 100.5% YOY; 17 829 units in January-December 2023, up 125.7% YOY.

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

COMMENT:

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

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our partners

Sales of passenger cars on the Russian market grew by 94% in December 2023. The annual sales of new passenger cars have exceeded one million units, up 66.7% over the 2022 result. It is worth noting a significant sales growth of Chinese cars whose market share achieved 51.3%. The top 25 best selling models include 19 Chinese-branded cars. Meanwhile, the share of Russian-branded cars in the market is only 33.4%.

In December 2023, we observed a notable 100.5% increase of new pickup sales. The annual result in this segment showed the sales growth by 125.7%.

Sales in the segment of light commercial vehicles grew by 24.3% in December. 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. The total growth of LCV sales throughout the full year 2023 is 21.9%.

The results of 2023 have virtually coincided with our company's forecasts. By estimates of the company's experts, 2024 will see further growth of motor vehicle production and sales; we expect launching additional manufacturing facilities standing idle in 2023.

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Developed by specialists of
AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in December and 12 months 2023 by brand

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
LADA	31 971	19 785	326 757	175 848	61,6	85,8
CHERY	13 460	8 012	119 890	39 382	68,0	204,4
HAVAL	15 465	4 486	112 495	34 385	244,7	227,2
GEELY	13 734	4 640	94 305	26 044	196,0	262,1
CHANGAN	7 658	370	47 343	2 481	1 969,7	1 808,2
EXEED	4 009	2 054	42 385	10 256	95,2	313,3
OMODA	3 543	1 088	42 333	1 228	225,6	3 347,3
KIA	1 851	4 699	34 064	69 434	-60,6	-50,9
HYUNDAI	1 053	4 313	26 504	59 410	-75,6	-55,4
TOYOTA	1 495	1 649	21 531	28 263	-9,3	-23,8
MOSKVICH	2 421	6	13 215	6	40 250,0	220 150,0
TANK	2 558	0	13 110	1		1 310 900,0
JAC	644	214	9 625	1 069	200,9	800,4
BMW	870	578	9 021	10 826	50,5	-16,7
JETOUR	1 678	0	8 965	0		
UAZ	829	976	8 745	7 434	-15,1	17,6
VOLKSWAGEN	610	797	8 414	19 612	-23,5	-57,1
KAIYI	693	0	7 425	0		
MITSUBISHI	377	941	7 015	12 050	-59,9	-41,8
MERCEDES	600	666	6 870	10 804	-9,9	-36,4
MAZDA	494	487	6 099	10 437	1,4	-41,6
FAW	642	178	5 719	1 306	260,7	337,9
JETTA	506	0	5 122	0		
LEXUS	398	368	4 948	3 788	8,2	30,6
RENAULT	61	1 302	4 792	40 963	-95,3	-88,3
LI XIANG	1 981	5	4 715	25	39 520,0	18 760,0
VOYAH	832	16	4 281	31	5 100,0	13 709,7
SKODA	223	537	4 227	20 438	-58,5	-79,3
ZEEKR	982	7	3 741	21	13 928,6	17 714,3
AUDI	357	269	3 659	4 257	32,7	-14,0
CHEVROLET	156	374	3 642	3 012	-58,3	20,9
GAC	749	53	3 087	474	1 313,2	551,3
JAECOO	1 304	0	2 939	0		
BAIC	405	1	2 822	1	40 400,0	282 100,0
LIVAN	404	0	2 667	0		
HONGQI	553	14	2 518	48	3 850,0	5 145,8
LAND ROVER	151	146	2 071	1 864	3,4	11,1
EVOLUTE	235	162	2 029	252	45,1	705,2
NISSAN	49	321	1 871	16 236	-84,7	-88,5
PORSCHE	158	171	1 796	2 030	-7,6	-11,5
SUBARU	148	171	1 790	1 731	-13,5	3,4
SUZUKI	66	69	1 481	2 079	-4,3	-28,8



PASSENGER CARS

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
HONDA	167	81	1 347	764	106,2	76,3
GENESIS	77	255	1 273	2 469	-69,8	-48,4
TESLA	77	109	1 268	1 037	-29,4	22,3
BELGEE	688	0	1 170	0		
JEEP	44	114	1 099	985	-61,4	11,6
CADILLAC	59	80	666	514	-26,2	29,6
BYD	75	36	609	127	108,3	379,5
VOLVO	38	51	447	1 948	-25,5	-77,1
FORD	31	35	412	333	-11,4	23,7
INFINITI	37	40	396	1 021	-7,5	-61,2
CITROEN	13	17	392	402	-23,5	-2,5
DFSK	8	18	337	261	-55,6	29,1
SKYWELL	15	10	309	26	50,0	1 088,5
AVATR	57	0	294	0		
SOUEAST	6	0	257	0		
DODGE	13	23	246	178	-43,5	38,2
GMC	9	12	230	37	-25,0	521,6
FORTHING	22	0	222	0		
MG	18	0	213	2		10 550,0
LYNK AND CO	18	0	206	0		
MINI	16	15	167	720	6,7	-76,8
BENTLEY	14	14	146	105	0,0	39,0
HUAWEI	45	0	142	2		7 000,0
LOTUS	32	0	130	0		
HIPHI	15	1	127	1	1 400,0	12 600,0
AURUS	6	9	115	63	-33,3	82,5
AEOLUS	16	0	114	0		
LAMBORGHINI	6	11	113	47	-45,5	140,4
IRAN KHODRO	7	0	111	0		
PEUGEOT	15	10	111	388	50,0	-71,4
SSANGYONG	9	9	107	24	0,0	345,8
JAGUAR	11	2	97	174	450,0	-44,3
ROLLS ROYCE	14	15	86	111	-6,7	-22,5
LINCOLN	5	3	69	23	66,7	200,0
ACURA	6	8	67	43	-25,0	55,8
ORA	17	1	53	4	1 600,0	1 225,0
MASERATI	1	1	49	75	0,0	-34,7
ALFA ROMEO	4	3	43	14	33,3	207,1
NIO	7	2	42	3	250,0	1 300,0
BUICK	5	8	41	30	-37,5	36,7
FERRARI	4	2	41	36	100,0	13,9
DAEWOO	3	0	38	8		375,0
ISUZU	3	3	37	122	0,0	-69,7
SWM	35	0	35	0		



PASSENGER CARS

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
DAIHATSU	1	0	33	16		106,2
DENZA	12	1	33	1	1 100,0	3 200,0
FIAT	1	0	30	25		20,0
DONGFENG	3	2	28	7	50,0	300,0
SOKON	1	3	28	6	-66,7	366,7
WELTMEISTER	0	1	20	7	-100,0	185,7
POLESTAR	2	2	18	10	0,0	80,0
ALPINA	1	0	17	4		325,0
LEAPMOTOR	2	2	17	5	0,0	240,0
OSHAN	4	0	17	1		1 600,0
OPEL	2	4	16	132	-50,0	-87,9
DACIA	5	0	13	4		225,0
HOZON	1	0	13	9		44,4
SMART	2	0	12	9		33,3
ASTON MARTIN	1	0	11	6		83,3
SAIC-GM-WULING	8	0	11	0		
XIAOPENG	2	0	11	17		-35,3
CUPRA	0	1	7	2	-100,0	250,0
TRUMPCHI	4	0	6	0		
WEY	5	2	6	2	150,0	200,0
ZHIJI	0	0	6	0		
BAW	1	0	5	1		400,0
RIVIAN	1	0	5	0		
WULING	0	0	5	1		400,0
BAOJUN	3	0	4	0		
CHRYSLER	0	1	4	7	-100,0	-42,9
ROEWE	0	0	4	0		
VGV	1	0	4	0		
BLAVAL	0	1	3	1	-100,0	200,0
DAYUN	0	0	3	0		
HAIMA	0	0	3	0		
MAXUS	0	0	3	0		
SEHOL	0	0	3	0		
COWIN	0	0	2	0		
JMEV	0	0	2	0		
MCLAREN	0	0	2	2		0,0
SAMSUNG	0	0	2	1		100,0
VENUCIA	2	0	2	0		
ALPINE	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
YEMA	0	0	1	2		-50,0



PASSENGER CARS

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
APAL	0	0	0	3		-100,0
DATSUN	0	1	0	7	-100,0	-100,0
GAZ	0	0	0	3		-100,0
HUMMER	0	1	0	1	-100,0	-100,0
LINGSTAR	0	0	0	1		-100,0
LUCID	0	0	0	1		-100,0
SEAT	0	1	0	1	-100,0	-100,0
SIMING	0	0	0	2		-100,0
SMA	0	0	0	2		-100,0
TOTAL	118 206	60 946	1 049 917	629 923	94,0	66,7
TOTAL Russian brands	35 462	20 938	350 861	183 609	69,4	91,1
TOTAL foreign brands	82 744	40 008	699 056	446 314	106,8	56,6

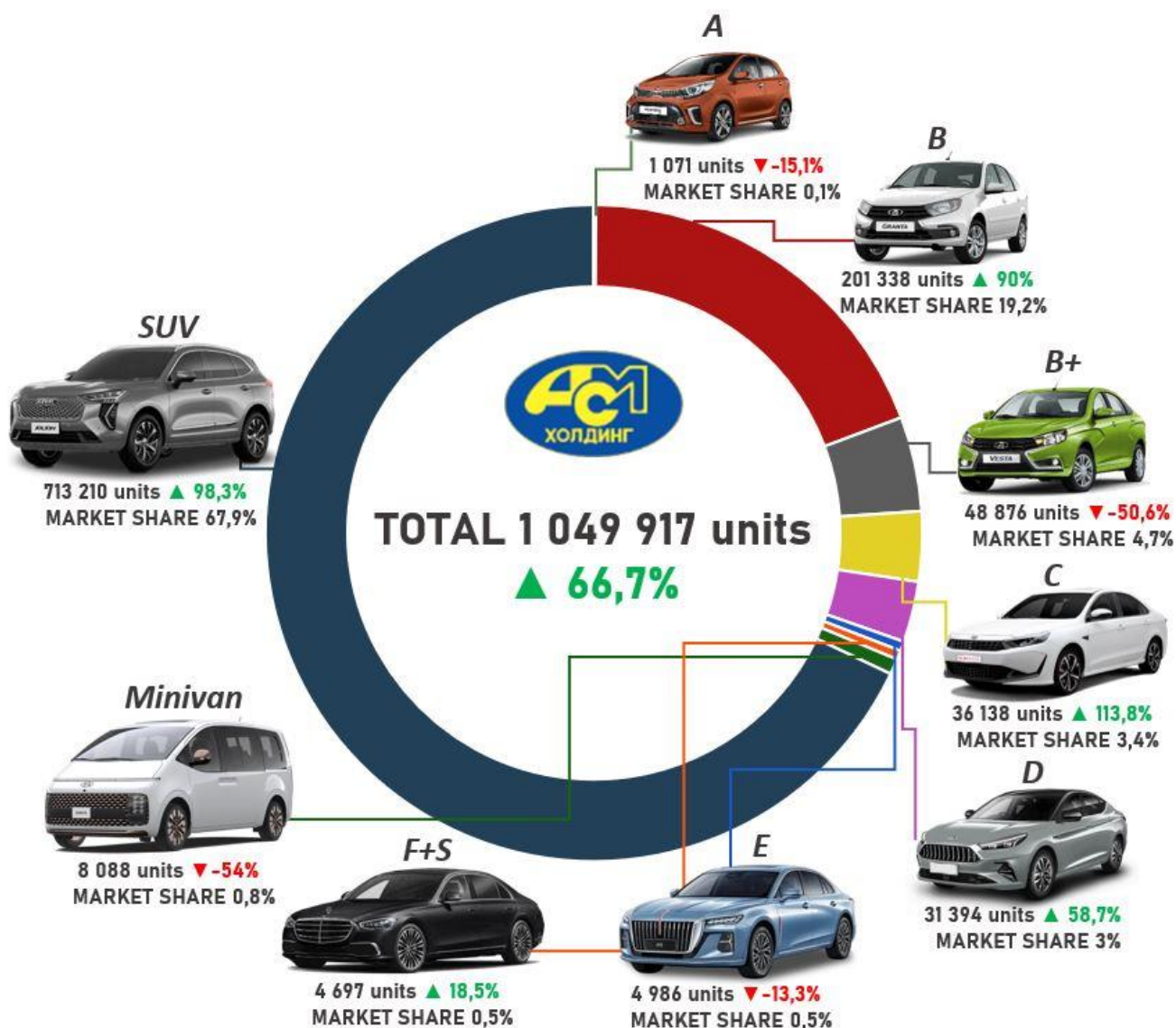


PASSENGER CARS

Sales of new passenger cars in Russia in December and 12 months 2023 by class

Class	December 2023	December 2022	12 months 2023	12 months 2022	Market share December 2023, %	Market share 12 months 2023, %	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
A	46	144	1 071	1 262	0,0	0,1	-68,1	-15,1
B	15 780	13 000	201 338	105 958	13,4	19,2	21,4	90,0
B+	7 146	2 780	48 876	98 924	6,1	4,7	157,1	-50,6
C	4 435	1 577	36 138	16 906	3,8	3,4	181,2	113,8
D	2 791	1 481	31 394	19 782	2,4	3,0	88,5	58,7
E	633	284	4 986	5 748	0,5	0,5	122,9	-13,3
F+S	404	375	4 697	3 965	0,3	0,5	7,7	18,5
Minivan	720	871	8 088	17 593	0,6	0,8	-17,3	-54,0
SUV	86 232	40 434	713 210	359 749	73,0	67,9	113,3	98,3
Not identified	19		119	36				230,6
TOTAL	118 206	60 946	1 049 917	629 923	100,0	100,0	94,0	66,7

12 months 2023





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in December and 12 months 2023

Rank	Model	Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
1	GRANTA	LADA	15 666	12 136	197 337	88 257	29,1	123,6
2	JOLION	HAVAL	7 503	1 206	55 912	17 527	522,1	219,0
3	2123 NIVA	LADA	4 641	3 577	47 124	19 424	29,7	142,6
4	TIGGO 7 PRO	CHERY	2 863	3 899	44 769	18 699	-26,6	139,4
5	VESTA	LADA	7 059	897	41 397	32 467	687,0	27,5
6	2121 NIVA	LADA 4x4	4 466	2 569	39 218	15 160	73,8	158,7
7	COOLRAY	GEELY	4 157	2 529	38 432	12 643	64,4	204,0
8	C5	OMODA	2 949	1 088	36 157	1 228	171,0	2 844,4
9	TIGGO 4 PRO	CHERY	4 176	961	32 269	2 081	334,5	1 450,6
10	MONJARO	GEELY	5 007	4	19 759	6	125 075,0	329 216,7
11	ATLAS PRO	GEELY	1 698	1 283	17 782	7 021	32,3	153,3
12	F7	HAVAL	1 971	1 543	16 453	7 491	27,7	119,6
13	LX	EXEED	1 031	598	15 675	2 800	72,4	459,8
14	TUGELLA	GEELY	1 632	780	15 280	5 291	109,2	188,8
15	DARGO	HAVAL	2 084	511	15 032	1 820	307,8	725,9
16	TIGGO 8 PRO	CHERY	1 474	991	14 953	2 669	48,7	460,2
17	MOSKVICH 3	MOSKVICH	2 282	6	12 427	6	37 933,3	207 016,7
18	TXL	EXEED	998	852	12 415	4 169	17,1	197,8
19	F7X	HAVAL	984	929	12 250	5 330	5,9	129,8
20	CS55	CHANGAN	2 463	46	11 052	483	5 254,3	2 188,2
21	SPORTAGE	KIA	470	965	9 655	9 675	-51,3	-0,2
22	TIGGO 7 PRO	CHERY	3 123	0	9 458	0		
23	M6	HAVAL	2 597	0	9 400	0		
24	CS35	CHANGAN	1 333	70	9 386	704	1 804,3	1 233,2
25	VX	EXEED	775	604	9 115	3 287	28,3	177,3

12 months 2023

LADA GRANTA
197 337 units **123,6%**

HAVAL JOLION
55 912 units **219%**

LADA 2123 NIVA
47 124 units **142,6%**





PASSENGER CARS

Sales of new electric cars (BEV) in Russia in December and 12 months 2023 by brand

Brand / electric cars	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
LI XIANG	1981	5	4715	25	39520,0	18760,0
VOYAH	832	16	4281	31	5100,0	13709,7
ZEEKR	982	7	3741	21	13928,6	17714,3
HONGQI	553	14	2518	48	3850,0	5145,8
VOLKSWAGEN	145	119	2103	403	21,8	421,8
EVOLUTE	235	162	2029	252	45,1	705,2
TESLA	77	109	1268	1037	-29,4	22,3
BYD	75	36	609	127	108,3	379,5
MOSKVICH	42	0	575	0		
BMW	42	29	410	115	44,8	256,5
HONDA	32	3	337	24	966,7	1304,2
SKYWELL	15	10	309	26	50,0	1088,5
AVATR	57	0	294	0		
AUDI	12	21	195	283	-42,9	-31,1
HUAWEI	45	0	142	2		7000,0
MERCEDES	8	16	138	74	-50,0	86,5
LOTUS	32	0	130	0		
HIPHI	15	1	127	1	1400,0	12600,0
PORSCHE	14	16	123	206	-12,5	-40,3
HYUNDAI	8	10	66	49	-20,0	34,7
ORA	17	1	53	4	1600,0	1225,0
NIO	7	2	42	3	250,0	1300,0
NISSAN	3	2	30	41	50,0	-26,8
SOKON	1	3	28	6	-66,7	366,7
WELTMEISTER	0	1	20	7	-100,0	185,7
FORD	1	1	18	27	0,0	-33,3
POLESTAR	2	2	18	10	0,0	80,0
DONGFENG	0	0	17	4		325,0
LEAPMOTOR	2	2	17	5	0,0	240,0
GEELY	0	3	13	9	-100,0	44,4
HOZON	1	0	13	9		44,4
MAZDA	1	1	12	80	0,0	-85,0
KIA	3	0	11	9		22,2
XIAOPENG	2	0	11	17		-35,3
FIAT	0	0	8	2		300,0
CHANGAN	1	0	7	1		600,0
GAC	1	4	7	9	-75,0	-22,2
JAGUAR	1	1	7	27	0,0	-74,1
SAIC-GM-WULING	4	0	7	0		
ZHIJI	0	0	6	0		
RIVIAN	1	0	5	0		
WULING	0	0	5	1		400,0



PASSENGER CARS

Brand / electric cars	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
BAOJUN	3	0	4	0		
CHEVROLET	0	4	4	12	-100,0	-66,7
BAIC	0	1	3	1	-100,0	200,0
BLAVAL	0	1	3	1	-100,0	200,0
CHERY	0	0	2	7		-71,4
JMEV	0	0	2	0		
ENOVATE	0	0	1	0		
TOYOTA	0	0	1	2		-50,0
YEMA	0	0	1	2		-50,0
JAC	0	3	0	25	-100,0	-100,0
LINGSTAR	0	0	0	1		-100,0
SIMING	0	0	0	2		-100,0
TOTAL	5253	606	24486	3048	766,8	703,3
TOTAL Russian brands	277	162	2604	252	71,0	933,3
TOTAL foreign brands	4976	444	21882	2796	1020,7	682,6

12 months 2023

LI XIANG LIL9
3 048 units **NEW**

ZEEKR 001
2 932 units **13861,9%**



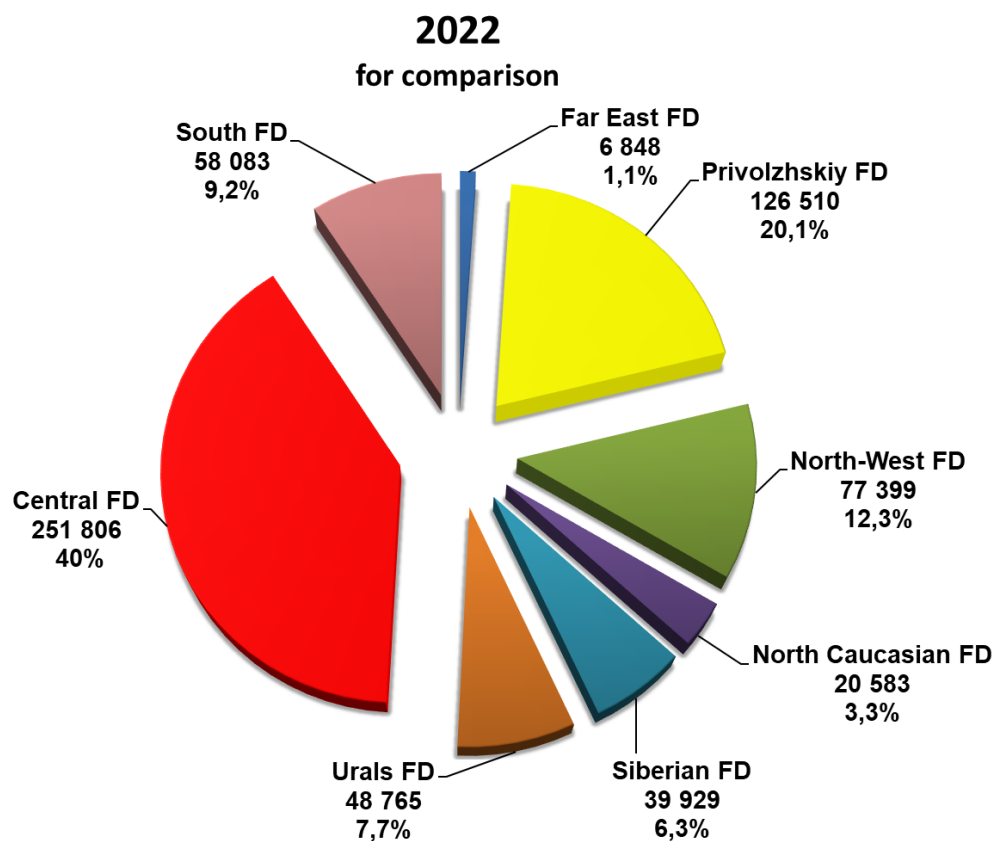
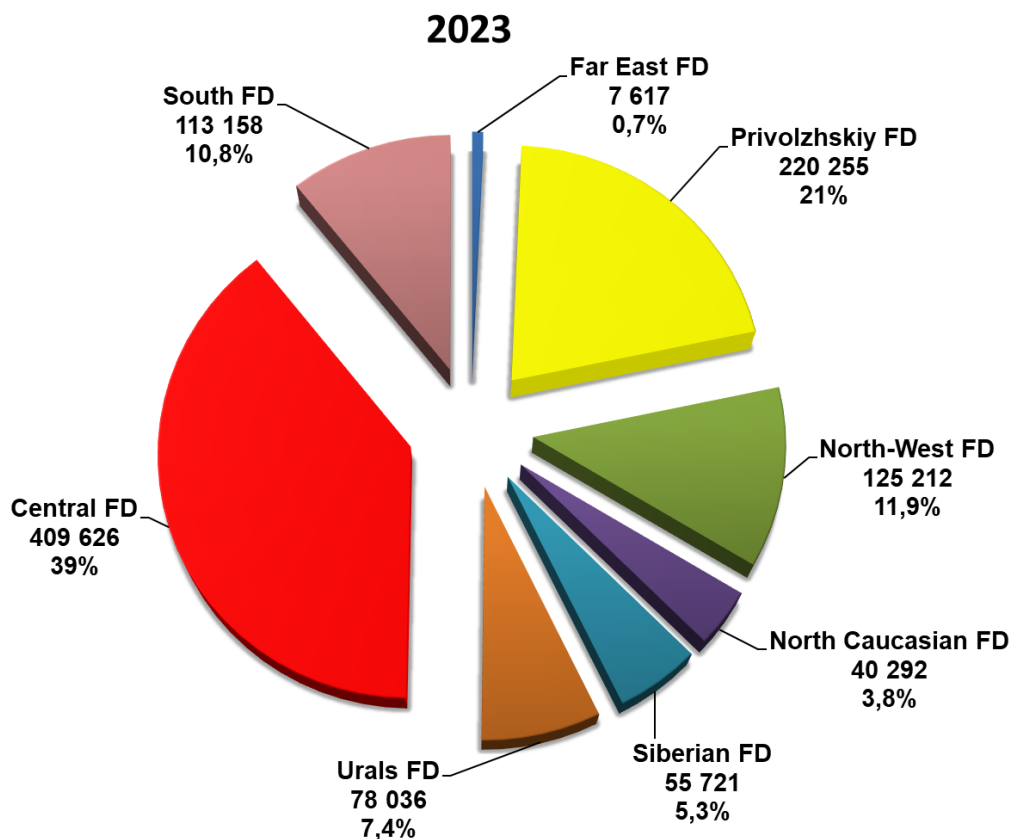
VOYAH FREE
2 856 units **9112,9%**





PASSENGER CARS

Structure of new car sales in Russia in 12 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 December and 12 months 2023 by brand (without pickups)

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
GAZ	5 853	5 160	52 940	36 958	13,4	43,2
UAZ	1 812	1 895	16 094	13 333	-4,4	20,7
SOLLERS	1 579	17	7 505	17	9 188,2	44 047,1
LADA	405	423	4 239	6 322	-4,3	-32,9
MERCEDES	126	128	1 530	1 074	-1,6	42,5
FORD	63	367	1 524	7 393	-82,8	-79,4
DONGFENG	149	5	799	20	2 880,0	3 895,0
VOLKSWAGEN	49	56	667	1 339	-12,5	-50,2
PEUGEOT	19	79	383	2 222	-75,9	-82,8
KAMAZ	117	0	359	0		
SUZUKI	15	4	341	10	275,0	3 310,0
KIA	31	27	316	99	14,8	219,2
FIAT	19	11	310	192	72,7	61,5
CITROEN	17	76	251	1 673	-77,6	-85,0
IVECO	16	31	228	431	-48,4	-47,1
JAC	3	1	152	83	200,0	83,1
RENAULT	11	16	138	147	-31,2	-6,1
TOYOTA	9	11	135	157	-18,2	-14,0
HYUNDAI	5	18	113	366	-72,2	-69,1
BAW	3	3	79	15	0,0	426,7
OPEL	3	17	78	622	-82,4	-87,5
HONGQI	30	0	51	0		
CHANGAN	13	0	30	0		
MITSUBISHI	1	1	27	24	0,0	12,5
FOTON	14	0	21	0		
NISSAN	0	0	11	9		22,2
SAIC-GM-WULING	2	0	11	0		
MAXUS	3	0	10	0		
MAZ	2	0	10	1		900,0
EVM	0	0	8	0		
DAIHATSU	0	0	5	6		-16,7
JINBEI	0	0	4	0		
LDV	0	0	4	0		
MAN	1	0	4	2		100,0
PVR	0	0	4	0		
WULING	0	0	4	0		
FAW	3	0	3	0		
FORTHING	1	0	3	0		
LANDWIND JIANGLING - JMC	0	0	3	0		



LIGHT COMMERCIAL VEHICLES

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
KAICENE	0	0	2	0		
BMC	0	0	1	0		
CHERY	0	0	1	0		
DAYUN	0	0	1	0		
GMC	0	0	1	3		-66,7
HONDA	0	0	1	0		
SHANDONG	0	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	0	0	1		-100,0
TOTAL	10 374	8 346	88 404	72 525	24,3	21,9
TOTAL Russian brands	9 766	7 495	81 145	56 630	30,3	43,3
TOTAL foreign brands	608	851	7 259	15 895	-28,6	-54,3

Sales of new electric light commercial vehicles (BEV) in Russia in December and 12 months 2023 by brand and model (without pickups)

Brand / electric LCV	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
MERCEDES	0	4	21	34	-100,0	-38,2
EVM	0	0	7	0		
GAZ	2	6	5	7	-66,7	-28,6
DONGFENG	1	0	4	0		
LDV	0	0	3	0		
WULING	0	0	3	0		
UAZ	0	0	3	0		
FORTHING	0	0	2	0		
SOLLERS	0	0	2	0		
LANDWIND JIANGLING - JMC	0	0	2	0		
CHANGAN	0	0	2	0		
MAXUS	2	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	0	0	1	0		
DFSK	0	0	0	1		-100,0
FENGCHUEN	0	0	0	1		-100,0
TOTAL	5	10	63	43	-50,0	46,5
TOTAL Russian brands	0	0	15	0	-66,7	142,9
TOTAL foreign brands	5	10	48	43	-25,0	27,8



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in December and 12 months 2023 (without pickups)

Rank	Model	Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
1	GAZelle NEXT	GAZ	3 483	2 996	33 482	21 594	16,3	55,1
2	3909	UAZ	804	860	6 787	6 469	-6,5	4,9
3	3302 GAZelle	GAZ	639	705	6 770	6 398	-9,4	5,8
4	ATLANT	SOLLERS	1 413	17	6 401	17	8 211,8	37 552,9
5	2752 SOBOL	GAZ	547	742	5 314	4 735	-26,3	12,2
6	PROFI	UAZ	463	330	4 465	2 637	40,3	69,3
7	2349 WIS	LADA	357	240	3 494	1 463	48,8	138,8
8	2310 SOBOL	GAZ	150	201	1 802	1 696	-25,4	6,2
9	2206	UAZ	165	216	1 748	1 378	-23,6	26,9
10	TRANSIT	FORD	60	367	1 482	7 389	-83,7	-79,9
11	3221 GAZelle	GAZ	171	152	1 469	845	12,5	73,8
12	2217 SOBOL	GAZ	188	194	1 335	999	-3,1	33,6
13	V-CLASS	MERCEDES	95	79	1 145	394	20,3	190,6
14	3962	UAZ	145	172	1 120	990	-15,7	13,1
15	ARGO	SOLLERS	166	0	1 104	0		
16	3741	UAZ	109	137	1 037	1 171	-20,4	-11,4
17	SOBOL NN	GAZ	139	71	1 033	71	95,8	1 354,9
18	2705 GAZelle	GAZ	111	38	899	559	192,1	60,8
19	CAPTAIN T	DONGFENG	123	5	605	20	2 360,0	2 925,0
20	GAZelle NN	GAZ	153	61	562	61	150,8	821,3
21	128811	UAZ	65	152	497	251	-57,2	98,0
22	LARGUS FURGON	LADA	2	182	458	4 678	-98,9	-90,2
23	MULTIVAN	VOLKSWAGEN	26	38	415	240	-31,6	72,9
24	3303	UAZ	28	26	364	379	7,7	-4,0
25	KOMPAS 5 4X2	KAMAZ	117	0	359	0		

12 months 2023

GAZelle NEXT

33 482 units **55,1%**

UAZ 3909

6 787 units **4,9%**

GAZelle 3302

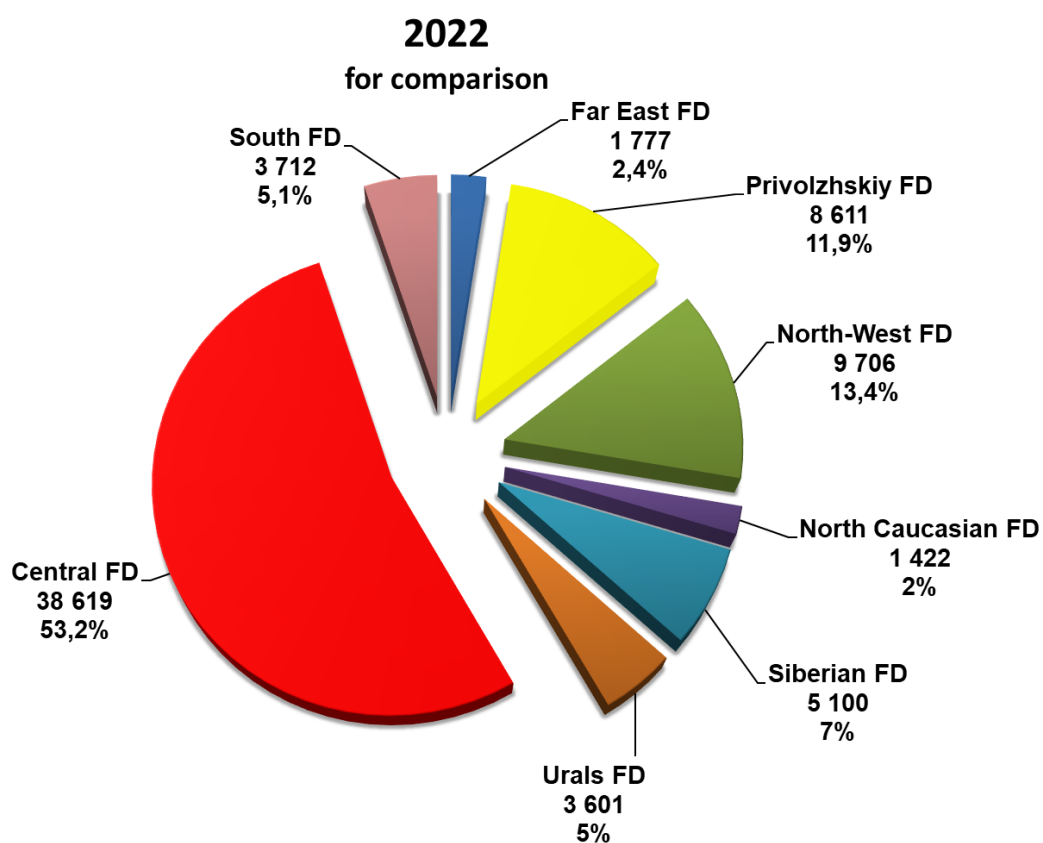
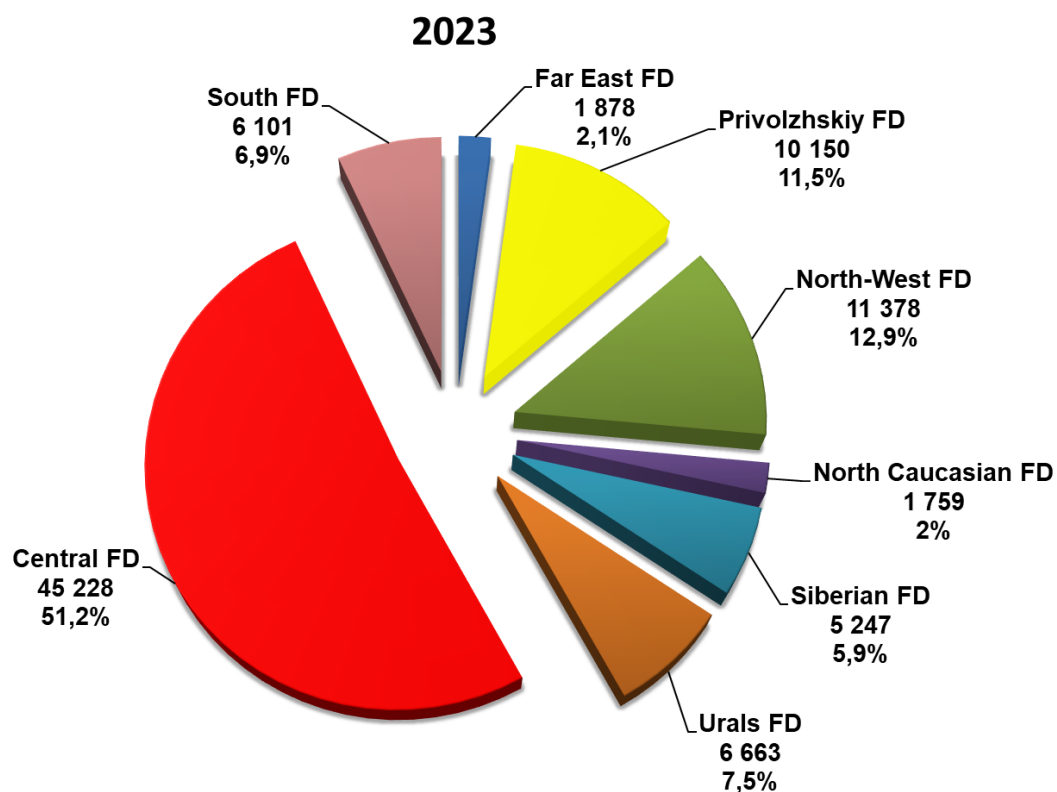
6 770 units **5,8%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 12 months 2023 by Federal District

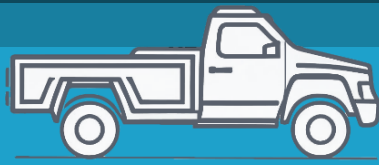




PICKUPS

Sales of new pickups in Russia in December and 12 months 2023 by brand

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
GREAT WALL	685	333	5 062	1 444	105,7	250,6
UAZ	420	198	3 346	1 994	112,1	67,8
JAC	345	45	2 416	626	666,7	285,9
DODGE	157	110	1 708	686	42,7	149,0
TOYOTA	71	154	1 615	1 533	-53,9	5,3
MITSUBISHI	94	214	1 541	1 208	-56,1	27,6
CHANGAN	217	0	893	0		
DONGFENG	57	11	652	75	418,2	769,3
FORD	14	14	185	120	0,0	54,2
FOTON	36	0	108	1		10 700,0
ISUZU	8	3	65	165	166,7	-60,6
GMC	8	0	63	5		1 160,0
JEEP	5	3	55	29	66,7	89,7
SOLLERS	49	0	50	0		
CHEVROLET	3	1	23	8	200,0	187,5
HYUNDAI	1	1	12	1	0,0	1 100,0
KAICENE	1	0	11	0		
VOLKSWAGEN	2	1	7	3	100,0	133,3
LANDWIND JIANGLING - JMC	2	0	4	0		
NISSAN	3	0	4	2		100,0
RIVIAN	0	0	3	0		
ZX-AUTO	1	0	2	0		
GEELY	1	0	1	0		
MG	1	0	1	0		
RADAR	0	0	1	0		
VGX	0	0	1	0		
TOTAL	2 181	1 088	17 829	7 900	100,5	125,7
TOTAL Russian brands	469	198	3 396	1 994	136,9	70,3
TOTAL foreign brands	1 712	890	14 433	5 906	92,4	144,4



PICKUPS

Top 15 model ranking of new pickup sales in Russia in December and 12 months 2023

Rank	Model	Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
1	POER	GREAT WALL	480	194	3 703	893	147,4	314,7
2	2363 PICKUP	UAZ	420	198	3 346	1 994	112,1	67,8
3	T6	JAC	156	41	1 762	597	280,5	195,1
4	RAM	PICKUP	157	110	1 708	686	42,7	149,0
5	L200	MITSUBISHI	94	214	1 541	1 208	-56,1	27,6
6	HILUX	TOYOTA	56	141	1 334	1 416	-60,3	-5,8
7	HUNTER PLUS	CHANGAN	217	0	893	0		
8	POER KINGKONG	GREAT WALL	201	0	740	0		
9	T8 PRO	JAC	189	0	648	0		
10	WINGLE	GREAT WALL	1	139	607	551	-99,3	10,2
11	ZNA	DONGFENG	2	11	456	75	-81,8	508,0
12	TUNDRA	TOYOTA	11	10	249	107	10,0	132,7
13	RICH	DONGFENG	55	0	195	0		
14	F-SERIES	FORD	6	12	123	109	-50,0	12,8
15	TUNLAND	FOTON	36	0	108	1		10 700,0

12 months 2023

UAZ 2363 PICKUP
3 346 units **67,8%**



GREAT WALL POER
3 703 units **314,7%**



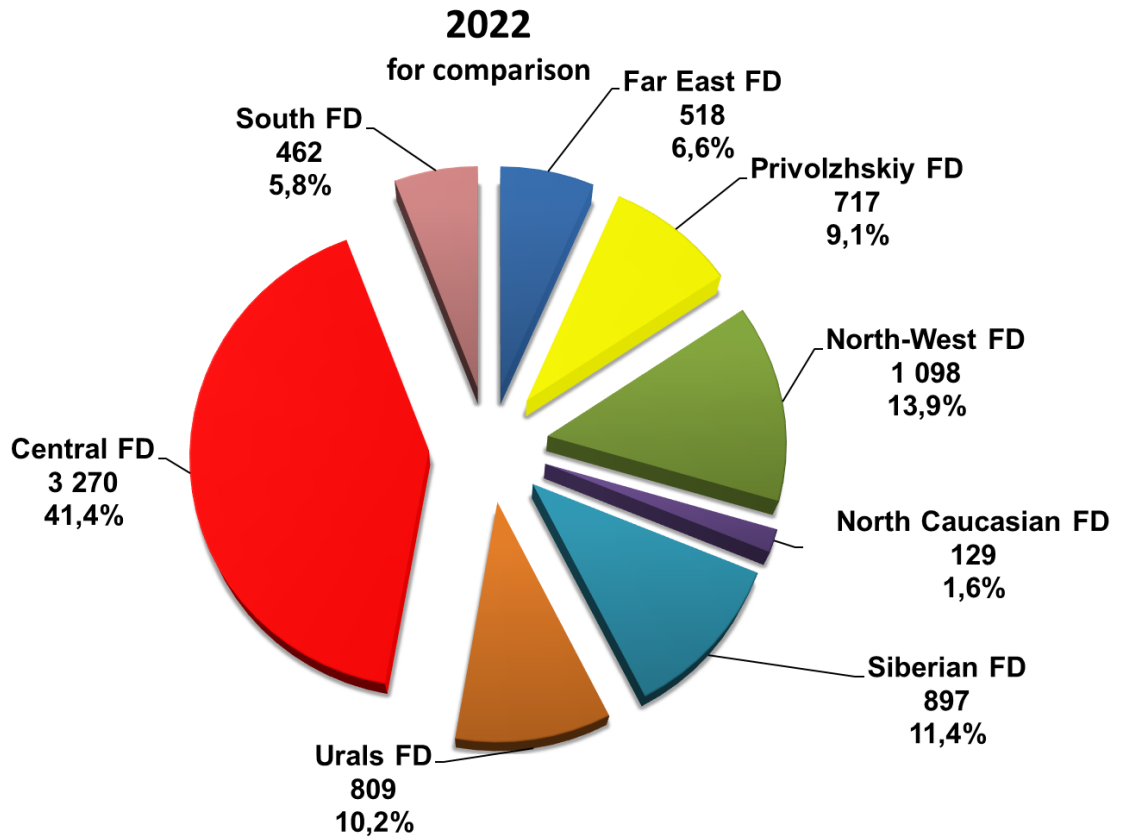
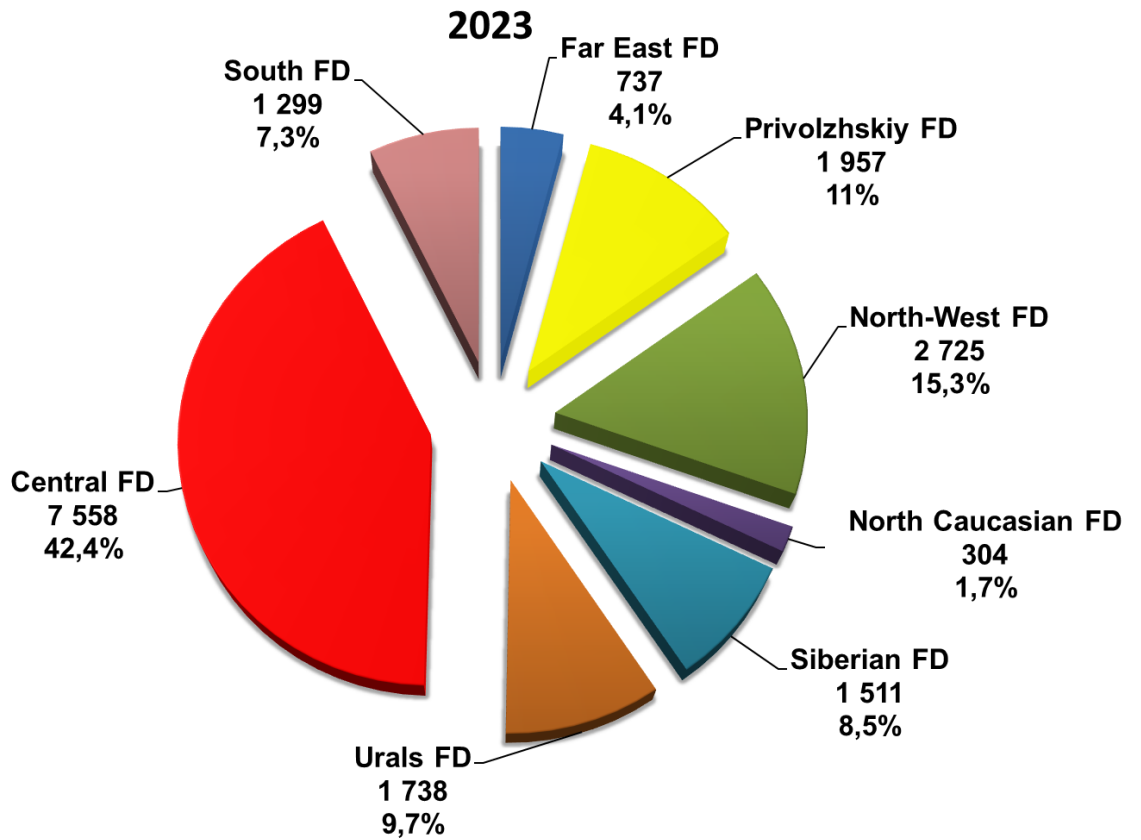
JAC T6
1 762 units **195,1%**





PICKUPS

Structure of sales of new pickups in Russia 12 months 2023 by Federal District



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