



Press-release

06 April 2023

New cars sales decreased by 44,7% in Q1 of the year and by 10,6% in March 2023.

In **Q1 of 2023**, sales of new cars and light commercial vehicles in Russia, as reported by the official manufacturers / distributors, decreased by **44,7%** compared to the same period in 2022 or by **123 855** sold units, and amounted to **153 477** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Among them:

- LCVs – 14 922 pcs., or 9,7%
- SUVs – 87 109 pcs., or 56,8%
- Pick-ups – 1 457 pcs., or 0,9%
- BEV (Battery Electric vehicles) – 276 pcs.

In **March 2023**, sales of new cars and light commercial vehicles in Russia, as reported by the official manufacturers / distributors, decreased by **10.6%** compared to **March 2022** or by **5 712** sold units and amounted to **48 414** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

Note:

Monthly AEB data does not include sales figures from BMW, Mercedes-Benz Rus following BMW Group, Mercedes-Benz AG decisions to change the frequency of their sales data publication from a monthly to a quarterly basis.

Since May 2022, monthly AEB data does not include sales figures from Chery, following Chery Automobile CO, Ltd decision. For a correct year-on-year comparison, sales data for the Chery and Exeed brands in March is not shown in this press-release.

Evolute reports on a quarterly basis. The data is present only in the Q1 report.

Quarterly data contains information about all of the above-mentioned automakers.

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Attachments:

1. New car/LCV sales in Russia by brands for March 2023/2022 and January-March 2023/2022
2. New car/LCV sales in Russia by groups for March 2023/2022 and January-March 2023/2022
3. 25 best sold models of cars in Russia for March 2023/2022 and January-March 2023/2022
4. 10 best sold models of LCV cars in Russia for March 2023/2022 and January-March 2023/2022



NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR MARCH 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Note: The ranking is based on monthly results

BRAND	March		
	2023	2022	%
Lada	23 335	12 289	90%
Haval	6 780	1 573	331%
Geely	5 119	1 492	243%
GAZ LCV*	5 112	2 886	77%
UAZ*	2 605	2 206	18%
Changan	1 517	311	388%
Kia	1 505	6 336	-76%
Great Wall	450	33	1264%
Hyundai*	323	4 909	-93%
Sollers	312	-	-
FAW	299	154	94%
Škoda	268	2 803	-90%
VW*	223	2 435	-91%
Ford LCV*	145	874	-83%
Mazda	101	1 621	-94%
Subaru	54	206	-74%
Audi	54	585	-91%
Toyota*	51	3 231	-98%
Peugeot*	39	323	-88%
Citroën*	31	155	-80%
Genesis	27	102	-74%
Suzuki	18	305	-94%
Opel*	13	70	-81%
Jeep	9	98	-91%
Lexus	6	229	-97%
Isuzu*	6	153	-96%
GAC	6	22	-73%
Honda	4	42	-90%
VW NFZ	2	142	-99%
Iveco*	0	27	-
Hino	0	27	-
Fiat*	0	19	-
DFM**	-	80	-
Cadillac	-	37	-
Chevrolet	-	82	-
Foton*	-	1	-
Infiniti	-	110	-
Jaguar	-	15	-

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Land Rover	-	155	-
Mitsubishi	-	801	-
Nissan	-	2 699	-
Porsche	-	192	-
Renault*	-	4 072	-
Volvo	-	224	-
Total	48 414	54 126	-10,6%

* LCV sales are included into total brand's sales if exist in the product line of the brand (marked with*); reported separately for some brands.
LCV<3,5t (with several exceptions reaching highest range of 6t).

** From February 2023 DFM temporary suspends the data submission.

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR Q 1 (JANUARY-MARCH) 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Note: The ranking is based on monthly results

BRAND	January - March		
	2023	2022	%
Lada	64 240	52 712	22%
Chery	18 927	6 225	204%
Haval	16 639	8 311	100%
Geely	12 673	5 543	129%
GAZ LCV*	9 553	9 337	2%
Exeed	5 605	2 312	142%
Omoda	5 605	-	-
UAZ*	5 315	5 215	2%
Kia	4 435	33 658	-87%
Changan	3 036	1 277	138%
Great Wall	1 032	131	688%
Škoda	816	12 081	-93%
Sollers	813	-	-
FAW	757	493	54%
Hyundai	738	30 026	-98%
VW*	718	12 383	-94%
Ford LCV*	519	3 642	-86%
Mazda	359	5 394	-93%
Evolute	237	-	-
Mercedes-Benz	184	6 919	-97%
Toyota*	179	16 925	-99%
DFM**	158	272	-42%
BMW	139	8 414	-98%
Subaru	138	887	-84%
Audi	135	2 357	-94%
Peugeot*	115	1 272	-91%

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Citroën*	102	811	-87%
Genesis	62	494	-87%
Suzuki	53	1 083	-95%
GAC	51	156	-67%
Opel*	40	354	-89%
Jeep	34	319	-89%
Isuzu*	22	278	-92%
MINI	16	510	-97%
Lexus	11	1 676	-99%
Honda	9	268	-97%
VW NFZ	6	958	-99%
Hino	3	61	-95%
Iveco*	2	87	-98%
Fiat*	1	98	-99%
Mercedes-Benz vans	-	349	-
Brilliance	-	1	-
Cadillac	-	162	-
Chevrolet	-	266	-
Foton*	-	4	-
Infiniti	-	589	-
Jaguar	-	95	-
Mitsubishi	-	5 747	-
Land Rover	-	980	-
Lifan	-	8	-
Nissan	-	11 145	-
Porsche	-	1 135	-
Renault*	-	22 392	-
Volvo	-	1 519	-
Zotye	-	1	-
Total	153 477	277 332	-44,7%

* LCV sales are included into total brand's sales if exist in the product line of the brand (marked with*); reported separately for some brands. LCV<3,5t (with several exceptions reaching highest range of 6t).



NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR MARCH 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Note: The ranking is based on monthly results

Brand / Group	March					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	48,2	22,7	25,5	23 335	12 289	89,9%
GWM Group	14,9	3,0	11,9	7 230	1 606	350,2%
HAVAL	14,0	2,9	11,1	6 780	1 573	331,0%
Great Wall	0,9	0,1	0,8	450	33	1263,6%
GEELY	10,6	2,8	7,8	5 119	1 492	243,1%
GAZ LCV	10,6	5,3	5,3	5 112	2 886	77,1%
SOLLERS Group	6,3	5,7	0,6	3 062	3 080	-0,6%
SOLLERS	0,6	-	-	312	-	-
FORD LCV	0,3	1,6	-1,3	145	874	-83,4%
UAZ	5,4	4,1	1,3	2 605	2 206	18,1%
CHANGAN	3,1	0,6	2,5	1 517	311	387,8%
KIA	3,1	11,7	-8,6	1 505	6 336	-76,2%
VW Group	1,1	11,0	-9,9	547	5 965	-90,8%
ŠKODA	0,6	5,2	-4,6	268	2 803	-90,4%
VOLKSWAGEN cars	0,5	4,5	-4,0	223	2 435	-90,8%
AUDI	0,1	1,1	-1,0	54	585	-90,8%
VOLKSWAGEN vans	0,0	0,3	-0,3	2	142	-98,6%
HYUNDAI Group	0,7	9,3	-8,6	350	5 011	-93,0%
HYUNDAI	0,7	9,1	-8,4	323	4 909	-93,4%
GENESIS	0,1	0,2	-0,1	27	102	-73,5%
FAW	0,6	0,3	0,3	299	154	94,2%
MAZDA	0,2	3,0	-2,8	101	1 621	-93,8%
STELLANTIS	0,2	1,2	-1,0	92	665	-86,2%
PEUGEOT	0,1	0,6	-0,5	39	323	-87,9%
CITROËN	0,1	0,3	-0,2	31	155	-80,0%
OPEL	0,0	0,1	-0,1	13	70	-81,4%
FIAT	0,0	0,0	0,0	0	19	-
JEEP	0,0	0,2	-0,2	9	98	-90,8%
TOYOTA Group	0,1	6,4	-6,3	57	3 460	-98,4%
TOYOTA	0,1	6,0	-5,9	51	3 231	-98,4%
LEXUS	0,0	0,4	-0,4	6	229	-97,4%
SUBARU	0,1	0,4	-0,3	54	206	-73,8%
SUZUKI	0,0	0,6	-0,6	18	305	-94,1%
GAC	0,0	0,0	0,0	6	22	-72,7%
ISUZU	0,0	0,3	-0,3	6	153	-96,1%
HONDA	0,0	0,1	-0,1	4	42	-90,5%
IVECO	0,0	0,0	0,0	0	27	-
HINO	0,0	-	-	0	27	-
PORSCHE	-	0,4	-	-	192	-
DFM	-	0,1	-	-	80	-
FOTON	-	0,0	-	-	1	-
GM Group	-	0,2	-	-	119	-
CHEVROLET	-	0,2	-	-	82	-

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CADILLAC	-	0,1	-	-	37	-
INFINITI	-	0,2	-	-	110	-
JAGUAR LAND ROVER	-	0,3	-	-	170	-
LAND ROVER	-	0,3	-	-	155	-
JAGUAR	-	0,0	-	-	15	-
MITSUBISHI	-	1,5	-	-	801	-
NISSAN	-	5,0	-	-	2 699	-
RENAULT	-	7,5	-	-	4 072	-
VOLVO	-	0,4	-	-	224	-
Total	100,0	100,0		48 414	54 126	-10,6%

NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY - MARCH 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Note: The ranking is based on monthly results

Brand / Group	January - March					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	41,9	19,0	22,9	64 240	52 712	21,9%
CHERY Group	19,6	3,1	16,5	30 137	8 537	253,0%
CHERY	12,3	2,2	10,1	18 927	6 225	204,0%
EXEED	3,7	0,8	2,9	5 605	2 312	142,4%
OMODA	3,7	-	-	5 605	-	-
GWM Group	11,5	3,0	8,5	17 671	8 442	109,3%
HAVAL	10,8	3,0	7,8	16 639	8 311	100,2%
GREAT WALL	0,7	-	-	1 032	131	687,8%
GEELY	8,3	2,0	6,3	12 673	5 543	128,6%
GAZ LCV	6,2	3,4	2,8	9 553	9 337	2,3%
SOLLERS Group	4,3	3,2	1,1	6 647	8 857	-25,0%
SOLLERS	0,5	-	-	813	-	-
FORD LCV	0,3	1,3	-1,0	519	3 642	-85,7%
UAZ	3,5	1,9	1,6	5 315	5 215	1,9%
KIA	2,9	12,1	-9,2	4 435	33 658	-86,8%
CHANGAN	2,0	0,5	1,5	3 036	1 277	137,7%
VW Group	1,1	10,0	-8,9	1 675	27 779	-94,0%
ŠKODA	0,5	4,4	-3,9	816	12 081	-93,2%
VOLKSWAGEN cars	0,5	4,5	-4,0	718	12 383	-94,2%
AUDI	0,1	0,8	-0,7	135	2 357	-94,3%
VOLKSWAGEN vans	0,0	0,3	-0,3	6	958	-99,4%
HYUNDAI Group	0,5	11,0	-10,5	800	30 520	-97,4%
HYUNDAI	0,5	10,8	-10,3	738	30 026	-97,5%
GENESIS	0,0	0,2	-0,2	62	494	-87,4%
FAW	0,5	0,2	0,3	757	493	53,5%
MAZDA	0,2	1,9	-1,7	359	5 394	-93,3%
STELLANTIS	0,2	1,0	-0,8	292	2 854	-89,8%
PEUGEOT	0,1	0,5	-0,4	115	1 272	-91,0%
CITROËN	0,1	0,3	-0,2	102	811	-87,4%
OPEL	0,0	0,1	-0,1	40	354	-88,7%



FIAT	0,0	0,0	0,0	1	98	-99,0%
CHRYSLER	-	0,0	-			
JEEP	0,0	0,1	-0,1	34	319	-89,3%
EVOLUTE	0,2	-	-	237	-	-
TOYOTA Group	0,1	6,7	-6,6	190	18 601	-99,0%
TOYOTA	0,1	6,1	-6,0	179	16 925	-98,9%
LEXUS	0,0	0,6	-0,6	11	1 676	-99,3%
MERCEDES-BENZ	0,1	2,6	-2,5	184	7 268	-97,5%
MERCEDES-BENZ cars	0,1	2,5	-2,4	184	6 919	-97,3%
MERCEDES-BENZ vans	-	0,1	-	-	349	-
DFM*	0,1	0,1	0,0	158	272	-41,9%
BMW Group	0,1	3,2	-3,1	155	8 924	-98,3%
BMW	0,1	3,0	-2,9	139	8 414	-98,3%
MINI	0,0	0,2	-0,2	16	510	-96,9%
SUBARU	0,1	0,3	-0,2	138	887	-84,4%
SUZUKI	0,0	0,4	-0,4	53	1 083	-95,1%
GAC	0,0	0,1	-0,1	51	156	-67,3%
ISUZU	0,0	0,1	-0,1	22	278	-92,1%
HONDA	0,0	0,1	-0,1	9	268	-96,6%
HINO	0,0	0,0	0,0	3	61	-95,1%
IVECO	0,0	0,0	0,0	2	87	-97,7%
BRILLIANCE	-	0,0	-	-	1	-
FOTON	-	0,0	-	-	4	-
GM Group	-	0,2	-	-	428	-
CHEVROLET	-	0,1	-	-	266	-
CADILLAC	-	0,1	-	-	162	-
INFINITI	-	0,2	-	-	589	-
JAGUAR LAND ROVER	-	0,4	-	-	1 075	-
LAND ROVER	-	0,4	-	-	980	-
JAGUAR	-	0,0	-	-	95	-
PORSCHE	-	0,4	-	-	1 135	-
LIFAN	-	0,0	-	-	8	-
MITSUBISHI	-	2,1	-	-	5 747	-
NISSAN	-	4,0	-	-	11 145	-
RENAULT	-	8,1	-	-	22 392	-
VOLVO	-	0,5	-	-	1 519	-
ZOTYE	-	0,0	-	-	1	-
Total	100,0	100,0		153 477	277 332	-44,7%

* From February 2023 DFM temporary suspends the data submission.

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MARCH 2023/2022 AND JANUARY- MARCH 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Note: The ranking is based on monthly results

#	MODEL	BRAND	March		
			2023	2022	YoY
1	Granta	Lada	16 254	3 433	12 821
2	Tiggo 7 PRO	Chery	6 874	208	6 666
3	Niva	Lada	6 424	2 898	3 526
4	Tiggo 4 PRO	Chery	6 018	-	-
5	C5	Omoda	5 605	-	-
6	Jolion	Haval	3 373	662	2 711
7	Tiggo 8 PRO	Chery	3 223	107	3 116
8	COOLRAY	Geely	2 422	497	1 925
9	Tiggo 4	Chery	2 374	120	2 254
10	LX	Exeed	2 152	168	1 984
11	TXL	Exeed	1 931	201	1 730
12	ATLAS PRO	Geely	1 591	408	1 183
13	VX	Exeed	1 522	136	1 386
14	F7X	Haval	1 360	317	1 043
15	F7	Haval	1 009	327	682
16	TUGELLA	Geely	973	553	420
17	Patriot	UAZ	943	767	176
18	Dargo	Haval	758	-	-
19	CS35PLUS	Changan	673	119	554
20	Sportage	Kia	446	812	-366
21	Tiggo 8	Chery	438	63	375
22	BESTUNE T77	FAW	299	5	294
23	UNI-V	Changan	297	-	-
24	H9	Haval	280	267	13
25	Vesta	Lada	254	3 167	-2 913

#	MODEL	BRAND	January - March		
			2023	2022	YoY
1	Granta	Lada	44 416	15 179	29 237
2	Niva	Lada	18 006	9 307	8 699
3	Jolion	Haval	7 341	3 629	3 712
4	Tiggo 7 PRO	Chery	6 874	2 734	4 140
5	COOLRAY	Geely	6 653	1 916	4 737
6	Tiggo 4 PRO	Chery	6 018	-	-
7	C5	Omoda	5 605	-	-
8	ATLAS PRO	Geely	4 033	1 694	2 339
9	F7X	Haval	3 574	1 621	1 953
10	Tiggo 8 PRO	Chery	3 223	1 817	1 406
11	F7	Haval	3 007	2 162	845
12	Tiggo 4	Chery	2 374	1 437	937
13	LX	Exeed	2 152	168	1 984
14	TXL	Exeed	1 931	1 229	702
15	TUGELLA	Geely	1 802	1 400	402
16	Dargo	Haval	1 737	-	-
17	Patriot	UAZ	1 661	1 812	-151
18	VX	Exeed	1 522	915	607
19	CS35PLUS	Changan	1 391	433	958
20	Sportage	Kia	1 181	3 048	-1 867
21	H9	Haval	979	899	80
22	BESTUNE T77	FAW	755	83	672
23	Vesta	Lada	753	16 281	-15 528
24	Cerato	Kia	595	2 500	-1 905
25	Polo	VW	506	7 225	-6 719

10 BEST SOLD MODELS OF LCV IN RUSSIA FOR MARCH 2023/2022 AND JANUARY- MARCH 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Note: The ranking is based on monthly results

#	MODEL	BRAND	March		
			2023	2022	YoY
1	Gazelle	GAZ LCV	4092	2274	1 818
2	Sobol	GAZ LCV	1020	612	408
3	Classic Commercial	UAZ	1007	1017	-10
4	Profi	UAZ	373	194	179
5	Atlant	Sollers	283	-	-
6	Granta VU	Lada	269	117	152
7	Transit	Ford LCV	145	874	-729
8	Argo	Sollers	29	-	-
9	Largus VU	Lada	24	559	-535
10	4x4 VU	Lada	21	26	-5

#	MODEL	BRAND	January - March		
			2023	2022	YoY
1	Gazelle	GAZ LCV	7461	7562	-101
2	Classic Commercial	UAZ	2197	2174	23
3	Sobol	GAZ LCV	2092	1775	317
4	Profi	UAZ	821	553	268
5	Atlant	Sollers	746	-	-
6	Granta VU	Lada	685	340	345
7	Transit	Ford LCV	519	3642	-3 123
8	CAPTAIN-T	DFM	158	-	-
9	Argo	Sollers	67	-	-
10	Largus VU	Lada	60	2160	-2 100