



Press-release

11 January 2024

Year 2023 ends with 57,8% car sales market increase*.

Starting from July 2023, the AEB press release has been supplemented with sales data provided by PPC JSC (Passport industrial consulting), including, among other things, sales volumes not included in AEB statistics. This makes it possible to give a more objective assessment of the state of the new car sales market and its dynamics.

According to the AEB Automobile Manufacturers Committee, based on data from automakers and official importers, sales in January - December 2023 increased by **36,3%** or 249 711 units compared to 2022 and amounted to **937 081** cars.

At the same time, according to information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners, December 2023 was marked by an increase in sales by **84,6%**, or by 59 083 units compared to December 2022, and amounted to **128 930** cars. In the year 2023 the market grew by **57,8%** and amounted to **1 127 856** prs.

Note:

* According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners (analytics@passport-ic.ru).

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

The 1st half of the year market results tables contain data on all brands, including BMW, MINI Mercedes-Benz, smart, MercedesBenz Vans, Chery and Cheryxeed brands.

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Attachments:

1. New car/LCV sales in Russia by brands for January – December 2023/2022
2. New car/LCV sales in Russia by groups for December 2023/2022 and January – December 2023/2022
3. 25 best sold models of cars in Russia for January – December 2023/2022
4. 10 best sold models of LCV cars in Russia for December 2023/2022 and January – December 2023/2022
5. The structure of the market for new car/LCV in Russia in January- December 2023/2022



NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY-DECEMBER 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

The ranking includes brands that have accumulated sales in 2023.

BRAND	January - December		
	2023	2022	%
Lada	352 572	188 645	87%
Haval	118 826	33 642	253%
Chery	118 055	38 497	207%
Geely	84 019	24 419	244%
GAZ LCV*	56 077	42 110	33%
Omoda	44 909	1 521	2853%
Exeed	43 071	13 686	215%
UAZ*	37 412	33 906	10%
Tank	13 941	-	-
Kia	12 005	66 095	-82%
Changan ¹	11 267	5 627	100%
FAW	10 203	2 254	353%
Sollers	8 541	14	60907%
Great Wall	5 652	1 641	244%
Jaecoo	4 389	-	-
GAC	2 621	437	500%
Evolute	2 021	452	347%
Škoda	1 774	18 299	-90%
Hyundai	1 625	54 811	-97%
Mercedes-Benz	1 528	9 595	-84%
Livan	1 235	-	-
VW	1 194	17 555	-93%
Ford LCV*	821	6 186	-87%
Mazda	687	9 084	-92%
BMW	505	9 423	-95%
Toyota*	390	19 645	-98%
Audi	335	3 512	-90%
Peugeot*	304	2 482	-88%
Subaru	214	1 516	-86%
Citroën*	213	1 640	-87%
DFM	158	1 666	-91%
Genesis	158	1 689	-91%
Opel*	62	694	-91%
Suzuki	62	1 682	-96%
Jeep	48	756	-94%
ORA	43	-	-
MINI	42	746	-94%
Isuzu*	40	567	-93%
Lexus	27	1 857	-99%
Honda	17	368	-95%
VW NFZ*	8	1 099	-99%
Iveco	4	185	-98%
Hino	3	164	-98%
Fiat	3	111	-97%
Total (AMC)	937 081	687 370	36,3%
Total (PPK)**	1 127 856	714 877	57,8%

* Sales of light commercial vehicles are included in total sales figures by brand and marque if present in the product line (marked with *); listed separately for some brands. COM.AUTO.<3.5t (in some exceptions, the weight reaches the upper limit of 6t). There may be minor adjustments to the data for light commercial vehicles.

** According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners

New brands - Jaecoo (CHERY Group), Livan, Ora (GWM Group) - joined to the reporting of the Automobile Manufacturers Committee in the 4th quarter of 2023.



NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR DECEMBER 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

The ranking includes brands that have accumulated sales for 2023 and a market share of more than 0.05%.

To calculate market shares, the sales data of the AEB Automobile Manufacturers Committee and information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners were used.

Brand/ Group	December					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	25,6	34,4	-8,8	33 054	24 009	37,7%
GWM Group	14,7	7,2	7,5	18 999	5 000	280,0%
HAVAL	12,0	6,6	5,4	15 529	4 619	236,2%
Great Wall	0,7	0,5	0,2	914	381	139,9%
Tank	2,0	-	-	2 539	-	-
ORA	0,0	-	-	17	-	-
GAZ LCV	4,9	12,3	-7,4	6 348	8 578	-26,0%
SOLLERS Group	4,6	15,8	-11,2	5 895	11 028	-46,5%
SOLLERS	0,8	-	-	1 011	14	7121,4%
FORD LCV	0,0	0,4	-0,4	4	261	-98,5%
UAZ	3,8	15,4	-11,6	4 880	10 753	-54,6%
KIA	0,6	4,1	-3,5	808	2 858	-71,7%
FAW	0,5	0,2	0,3	630	117	438,5%
GAC	0,3	0,0	0,3	420	18	2233,3%
LIVAN	0,2	-	-	270	-	-
VW Group	0,1	1,3	-1,2	79	913	-91,3%
ŠKODA	0,0	0,6	-0,6	45	400	-88,8%
VOLKSWAGEN cars	0,0	0,6	-0,6	24	423	-94,3%
AUDI	0,0	0,1	-0,1	10	90	-88,9%
STELLANTIS	0,0	0,3	-0,3	19	194	-90,2%
PEUGEOT	0,0	0,1	-0,1	8	72	-88,9%
CITROËN	0,0	0,1	-0,1	7	74	-90,5%
OPEL	0,0	0,0	0,0	3	20	-85,0%
FIAT	0,0	0,0	0,0	0	0	-
JEEP	0,0	0,0	0,0	1	28	-96,4%
TOYOTA Group	0,0	0,3	-0,3	8	192	-95,8%
TOYOTA	0,0	0,3	-0,3	8	177	-95,5%
LEXUS	0,0	0,0	0,0	0	15	-
SUBARU	0,0	0,1	-0,1	3	84	-96,4%
Total (PPK)				128 930	69 847	84,6%

** According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners



NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY- DECEMBER 2023/2022 ГГ.

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

Note: The ranking is based on monthly results

The ranking includes brands that have accumulated sales for 2023 and a market share of more than 0.05%.

To calculate market shares, the sales data of the AEB Automobile Manufacturers Committee and information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners were used.

Brand/ Group	January - December					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	31,3	26,4	4,9	352 572	188 645	86,9%
CHERY Group	18,7	7,5	11,2	210 424	53 704	291,8%
CHERY	10,5	5,4	5,1	118 055	38 497	206,7%
EXEED	3,8	1,9	1,9	43 071	13 686	214,7%
OMODA	4,0	0,2	3,8	44 909	1 521	2852,6%
JAECOO	0,4	-	-	4 389	-	-
GWM Group	12,3	4,9	7,4	138 462	35 283	292,4%
HAVAL	10,5	4,7	5,8	118 826	33 642	253,2%
GREAT WALL	0,5	0,2	0,3	5 652	1 641	244,4%
TANK	1,2	-	-	13 941	-	-
ORA	0,0	-	-	43	-	-
GEELY	7,4	3,4	4,0	84 019	24 419	244,1%
GAZ LCV	5,0	5,9	-0,9	56 077	42 110	33,2%
SOLLERS Group	4,1	5,6	-1,5	46 774	40 106	16,6%
SOLLERS	0,8	-	-	8 541	14	-
FORD LCV	0,1	0,9	-0,8	821	6 186	-86,7%
UAZ	3,3	4,7	-1,4	37 412	33 906	10,3%
KIA	1,1	9,2	-8,1	12 005	66 095	-81,8%
CHANGAN	1,0	0,8	0,2	11 267	5 627	100,2%
FAW	0,9	0,3	0,6	10 203	2 254	352,7%
VW Group	0,3	5,7	-5,4	3 311	40 465	-91,8%
ŠKODA	0,2	2,6	-2,4	1 774	18 299	-90,3%
VOLKSWAGEN cars	0,0	0,2	-0,2	8	1 099	-99,3%
AUDI	0,0	0,5	-0,5	335	3 512	-90,5%
VOLKSWAGEN vans	0,1	2,5	-2,4	1 194	17 555	-93,2%
GAC	0,2	0,1	0,1	2 621	437	499,8%
EVOLUTE	0,2	-	-	2 021	452	347,1%
HYUNDAI Group	0,2	7,9	-7,7	1 783	56 500	-96,8%
HYUNDAI	0,1	7,7	-7,6	1 625	54 811	-97,0%
GENESIS	0,0	0,2	-0,2	158	1 689	-90,6%
MERCEDES-BENZ	0,1	1,3	-1,2	1 528	9 595	-84,1%
MERCEDES-BENZ cars	0,1	1,3	-1,2	1 528	9 595	-84,1%
LIVAN	0,1	-	-	1 235	-	-
MAZDA	0,1	1,3	-1,2	687	9 084	-92,4%
STELLANTIS	0,1	0,8	-0,7	630	5 683	-88,9%
PEUGEOT	0,0	0,3	-0,3	304	2 482	-87,8%
CITROËN	0,0	0,2	-0,2	213	1 640	-87,0%
OPEL	0,0	0,1	-0,1	62	694	-91,1%
FIAT	0,0	0,0	0,0	3	111	-97,3%
JEEP	0,0	0,1	-0,1	48	756	-93,7%
BMW Group	0,0	1,4	-1,4	547	10 169	-94,6%
BMW	0,0	1,3	-1,3	505	9 423	-94,6%
MINI	0,0	0,1	-0,1	42	746	-94,4%



TOYOTA Group	0,0	3,0	-3,0	417	21 502	-98,1%
TOYOTA	0,0	2,7	-2,7	390	19 645	-98,0%
LEXUS	0,0	0,3	-0,3	27	1 857	-98,5%
SUBARU	0,0	0,2	-0,2	214	1 516	-85,9%
DFM	0,0	0,2	-0,2	158	1 666	-90,5%
SUZUKI	0,0	0,2	-0,2	62	1 682	-96,3%
ISUZU	0,0	0,1	-0,1	40	567	-92,9%
HONDA	0,0	0,1	-0,1	17	368	-95,4%
IVECO	0,0	0,0	0,0	4	185	-97,8%
HINO	0,0	0,0	0,0	3	164	-98,2%
Total (PPK)**				1 127 856	714 877	57,8%

Total (AMC)				937 081	687 370	36,3%
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** According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY- DECEMBER 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

The rating of brands is based on the data of the AEB Automobile Manufacturers Committee.

#	MODEL	BRAND	January - December		
			2023	2022	YoY
1	Granta	Lada	206 116	95 879	110 237
2	Niva	Lada	92 003	38 780	53 223
3	Jolion	Haval	58 229	17 112	41 117
4	Tiggo 7 Pro	Chery	52 635	18 931	33 704
5	Vesta	Lada	49 272	29 206	20 066
6	C5	Omoda	37 431	1 521	35 910
7	Coolray	Geely	35 382	11 692	23 690
8	Tiggo 4 Pro	Chery	34 349	2 557	31 792
9	Tiggo 8 Pro	Chery	18 199	9 140	9 059
10	Atlas Pro	Geely	17 658	6 811	10 847
11	F7	Haval	17 394	7 440	9 954
12	LX	Exeed	16 227	3 355	12 872
13	Dargo	Haval	15 477	1 812	13 665
14	Tugella	Geely	15 181	5 217	9 964
15	F7X	Haval	12 495	5 199	7 296
16	TXL	Exeed	11 991	5 943	6 048
17	Patriot	UAZ	11 853	10 612	1 241
18	M6	Haval	11 658	-	-
19	Monjaro	Geely	9 817	-	-
20	VX	Exeed	8 867	4 388	4 479
21	Tank 300	Tank	7 226	-	-
22	S5	Omoda	6 762	-	-
23	Tank 500	Tank	6 715	-	-
24	Arrizo 8	Chery	5 993	-	-
25	RX	Exeed	5 986	-	-

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

The rating of brands is based on the data of the AEB Automobile Manufacturers Committee.

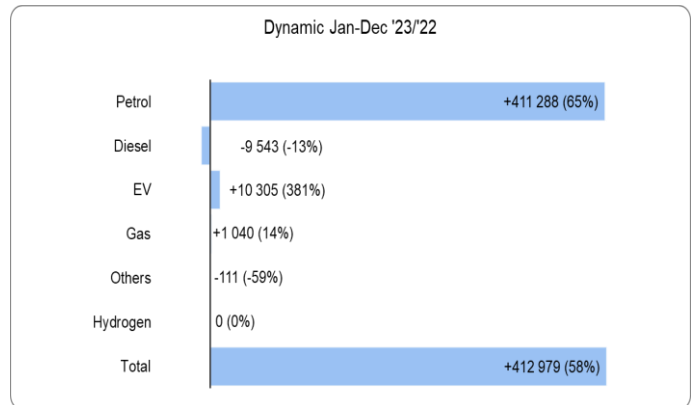
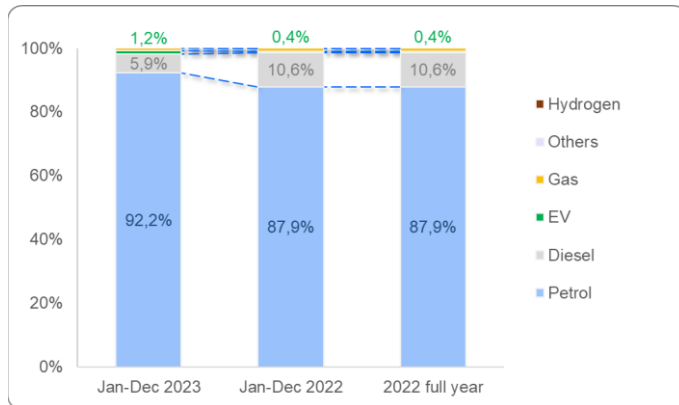
#	MODEL	BRAND	December		
			2023	2022	YoY
1	Gazelle	GAZ LCV	5 157	6 043	-886
2	Classic Commercial	UAZ	1 400	4 439	-3 039
3	Sobol	GAZ LCV	1 191	2 535	-1 344
4	Atlant	Sollers	720	14	706
5	Profi	UAZ	464	628	-164
6	Granta VU	Lada	344	293	51
7	Argo	Sollers	200	-	-
8	4x4 VU	Lada	32	4	28
9	New Expert	Peugeot	5	14	-9
10	Transit	Ford LCV	4	261	-257

#	MODEL	BRAND	January - December		
			2023	2022	YoY
1	Gazelle	GAZ LCV	45 330	32 324	13 006
2	Classic Commercial	UAZ	14 745	15 146	-401
3	Sobol	GAZ LCV	10 747	9 786	961
4	Atlant	Sollers	7 261	14	7 247
5	Profi	UAZ	5 198	3 426	1 772
6	Granta VU	Lada	3 820	1 617	2 203
7	Argo	Sollers	1 187	-	-
8	Transit	Ford LCV	821	6 186	-5 365
9	4x4 VU	Lada	343	136	207
10	CAPTAIN-T	DFM	158	708	-550

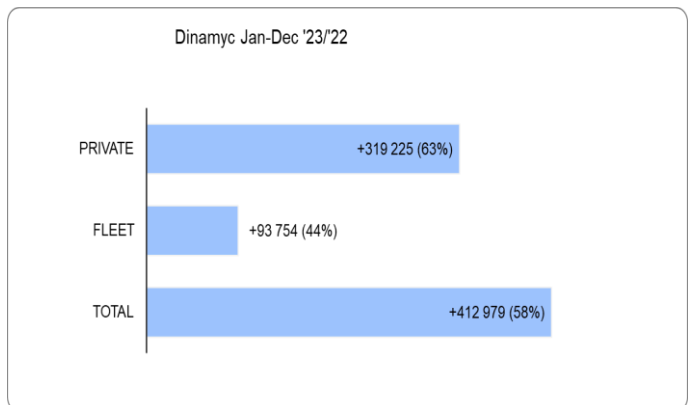
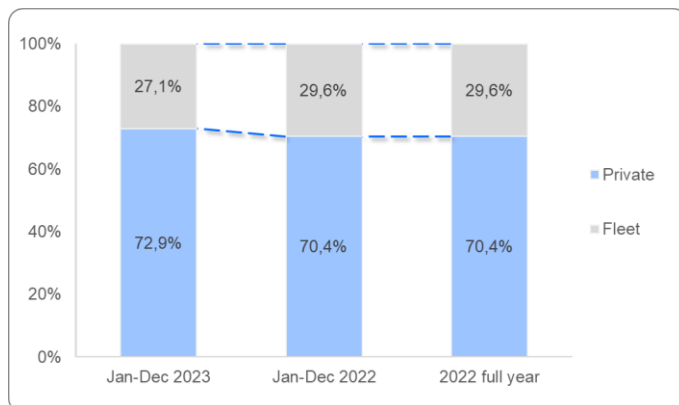
MARKET STRUCTURE OF NEW CARS AND LIGHT COMMERCIAL VEHICLES IN RUSSIA JANUARY - DECEMBER 2023/2022

(according to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners)

By engine type



By type of client



Market structure

