



## Press-release

04 August 2023

### **New cars sales increased by 144,7% in July 2023\*.**

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 will make 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 July 2023 increased by **63%** or 20 419 units compared to July 2022 and amounted to **52 832** 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, July 2023 was marked by an increase in sales by **144,7%**, or by 59 340 units compared to July 2022, and amounted to **100 343** cars. In January - July the market grew by **22,8%**.

Alexey Kalitsev, Chairman of the Automobile Manufacturers Committee, comments: "The overall market dynamics confirms the industry forecast we announced last month that the market may reach 1 million of passenger cars and light commercial vehicles sold by the end of 2023. We will monitor how the increase in the disposal fee rate, which came into force on August 1, will affect the further development of the market."

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](mailto: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.

Quarterly data contains information on all brands, including BMW, MINI Mercedes-Benz, smart, MercedesBenz Vans, Chery and Cheryexeed brands.

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Attachments:

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

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JULY 2023/2022 AND JANUARY- JULY 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	July			January - July		
	2023	2022	%	2023	2022	%
Lada	29 378	10 323	185%	172 996	85 037	103%
Haval	9 488	1 973	381%	49 340	13 625	262%
GAZ LCV*	4 788	2 843	68%	26 892	18 672	44%
UAZ*	3 841	1 788	115%	17 280	11 508	50%
Tank	1 647	-	-	4 417	-	-
FAW	1 395	266	424%	4 483	1 178	281%
Sollers	664	-	-	2 988	-	-
Great Wall	520	98	431%	2 645	415	537%
Kia	501	3 903	-87%	7 557	49 474	-85%
Škoda	174	635	-73%	1 518	15 284	-90%
GAC	132	1	-	567	193	194%
Hyundai*	113	3 394	-97%	1 599	43 171	-96%
Mazda	47	472	-90%	626	7 279	-91%
VW*	35	538	-93%	1 069	14 996	-93%
Peugeot*	29	158	-82%	228	1 938	-88%
Toyota	21	263	-92%	326	18 817	-98%
Audi	15	132	-89%	250	3 083	-92%
Genesis	11	110	-90%	153	969	-84%
Ford LCV*	10	167	-94%	765	5 076	-85%
Subaru	8	46	-83%	188	1 267	-85%
Citroën*	6	121	-95%	166	1 243	-87%
Isuzu*	3	29	-90%	39	489	-92%
Jeep	3	60	-95%	42	550	-92%
Lexus	2	19	-89%	23	1 802	-99%
Honda	1	13	-92%	16	321	-95%
Changan	n/a	523	-	11 267	2 724	314%
Geely	n/a	1 902	-	25 882	1 902	1261%
<b>Total (AMC)</b>	<b>52 832</b>	<b>32 412</b>	<b>63,0%</b>	<b>333 611</b>	<b>368 850</b>	<b>-9,6%</b>
<b>Total (PPC JSC)**</b>	<b>100 343</b>	<b>41 003</b>	<b>144,7%</b>	<b>528 635</b>	<b>430 609</b>	<b>22,8%</b>

\* 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 CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JULY 2023/2022 AND JANUARY- JULY 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	July						January - July					
	% Share			Volume			% Share			Volume		
	2023	2022	YOY	2023	2022	%	2023	2022	YOY	2023	2022	%
LADA	29,3	25,2	4,1	29378	10323	184,6%	32,7	19,7	13,0	172996	85037	103,4%
GWM Group	11,6	5,1	6,5	11 655	2 071	462,8%	10,7	3,3	7,4	56 402	14 040	301,7%
HAVAL	9,5	4,8	4,7	9488	1973	380,9%	9,3	3,2	6,1	49340	13625	262,1%
Great Wall	0,5	0,2	0,3	520	98	430,6%	0,5	0,1	0,4	2645	415	537,3%
Tank	1,6	-	-	1647	-	-	0,8	-	-	4417	-	-
GAZ LCV	4,8	6,9	-2,1	4788	2843	68,4%	5,1	4,3	0,8	26892	18672	44,0%
SOLLERS Group	4,5	4,8	-0,3	4 515	1 955	130,9%	4,0	3,9	0,1	21 033	16 584	26,8%
SOLLERS	0,7	-	-	664	-	-	0,6	-	-	2988	-	-
FORD LCV	0,0	0,4	-0,4	10	167	-94,0%	0,1	1,2	-1,1	765	5076	-84,9%
UAZ	3,8	4,4	-0,6	3841	1788	114,8%	3,3	2,7	0,6	17280	11508	50,2%
FAW	1,4	0,6	0,8	1395	266	424,4%	0,8	0,3	0,5	4483	1178	280,6%
KIA	0,5	9,5	-9,0	501	3903	-87,2%	1,4	11,5	-10,1	7557	49474	-84,7%
VW Group	0,2	3,2	-3,0	224	1 318	-83,0%	0,5	8,0	-7,5	2 845	34 433	-91,7%
ŠKODA	0,2	1,5	-1,3	174	635	-72,6%	0,3	3,5	-3,2	1518	15284	-90,1%
VOLKSWAGEN cars	-	1,3	-	35	538	-93,5%	0,2	3,5	-3,3	1 069	14 996	-92,9%
AUDI	0,0	0,3	-0,3	15	132	-88,6%	0,0	0,7	-0,7	250	3083	-91,9%
VOLKSWAGEN vans	-	0,0	-	-	13	-	0,0	0,2	-0,2	8	1 070	-99,3%
GAC	0,1	0,0	0,1	132	1	-	0,1	0,0	0,1	567	193	193,8%
HYUNDAI Group	0,1	8,5	-8,4	124	3 504	-96,5%	0,3	10,3	-10,0	1 752	44 140	-96,0%
HYUNDAI	0,1	8,3	-8,2	113	3394	-96,7%	0,3	10,0	-9,7	1599	43171	-96,3%
GENESIS	0,0	0,3	-0,3	11	110	-90,0%	0,0	0,2	-0,2	153	969	-84,2%
MAZDA	0,0	1,2	-1,2	47	472	-90,0%	0,1	1,7	-1,6	626	7279	-91,4%
STELLANTIS	0,0	0,9	-0,9	38	385	-90,1%	0,1	1,0	-0,9	490	4 350	-88,7%
PEUGEOT	0,0	0,4	-0,4	29	158	-81,6%	0,0	0,5	-0,5	228	1938	-88,2%
CITROËN	0,0	0,3	-0,3	6	121	-95,0%	0,0	0,3	-0,3	166	1243	-86,6%
OPEL	-	0,1	-	-	45	-	0,0	0,1	-0,1	51	511	-90,0%
FIAT	-	0,0	-	-	1	-	0,0	0,0	0,0	3	108	-97,2%
JEEP	0,0	0,1	-0,1	3	60	-95,0%	0,0	0,1	-0,1	42	550	-92,4%
TOYOTA Group	0,0	0,7	-0,7	23	282	-91,8%	0,1	4,8	-4,7	349	20 619	-98,3%
TOYOTA	0,0	0,6	-0,6	21	263	-92,0%	0,1	4,4	-4,3	326	18817	-98,3%
LEXUS	0,0	0,0	0,0	2	19	-89,5%	0,0	0,4	-0,4	23	1802	-98,7%
SUBARU	0,0	0,1	-0,1	8	46	-82,6%	0,0	0,3	-0,3	188	1267	-85,2%
ISUZU	0,0	0,1	-0,1	3	29	-89,7%	0,0	0,1	-0,1	39	489	-92,0%
HONDA	0,0	0,0	0,0	1	13	-92,3%	0,0	0,1	-0,1	16	321	-95,0%
CHANGAN	-	1,3	-	n/a	523	-	2,1	0,6	1,5	11 267	2 724	313,6%
GEELY	-	4,6	-	n/a	1 902	-	4,9	0,4	4,5	25 882	1 902	1260,8%
<b>Total (PPC JSC)**</b>				<b>100 343</b>	<b>41 003</b>	<b>144,7%</b>				<b>528 635</b>	<b>430 609</b>	<b>22,8%</b>

\*\* 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 JULY 2023/2022 AND JANUARY - JULY 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	July		
			2023	2022	YoY
1	Granta	Lada	17170	6541	10 629
2	Niva	Lada	6772	980	5 792
3	Vesta	Lada	5133	1631	3 502
4	Jolion	Haval	4401	1050	3 351
5	F7	Haval	2110	307	1 803
6	Dargo	Haval	1425	258	1 167
7	Patriot	UAZ	1024	572	452
8	Tank 500	Tank	872	-	-
9	F7X	Haval	809	294	515
10	Tank 300	Tank	775	-	-
11	M6	Haval	448	-	-
12	BESTUNE T77	FAW	412	122	290
13	Besturn T55	FAW	388	-	-
14	Besturn B70	FAW	306	-	-
15	H9	Haval	295	61	234
16	Besturn T99	FAW	289	-	-
17	Sportage	Kia	139	688	-549
18	Octavia A8	Skoda	97	29	68
19	Hunter	UAZ	90	46	44
20	GS8	GAC	81	1	80
21	Cee'd	Kia	56	143	-87
22	Cerato	Kia	56	352	-296
23	Santa Fe	Hyundai	52	307	-255
24	Sorento	Kia	48	165	-117
25	Soul	Kia	46	329	-283

#	MODEL	BRAND	January - July		
			2023	2022	YoY
1	Granta	Lada	115 283	29 928	85 355
2	Niva	Lada	44 932	14 211	30 721
3	Jolion	Haval	24 210	6 346	17 864
4	Coolray	Geely	14 132	4 107	10 025
5	Vesta	Lada	10 423	23 194	-12 771
6	F7	Haval	8 769	3 183	5 586
7	F7X	Haval	7 638	2 609	5 029
8	Dargo	Haval	6 189	348	5 841
9	Atlas Pro	Geely	5 829	2 744	3 085
10	Patriot	UAZ	5 125	3 399	1 726
11	Tugella	Geely	4 426	2 398	2 028
12	CS35PLUS	Changan	3 970	882	3 088
13	CS55	Changan	2 774	813	1 961
14	Tank 300	Tank	2 604	-	-
15	Bestune T77	FAW	2 160	306	1 854
16	H9	Haval	2 085	1 133	952
17	Sportage	Kia	2 028	5 289	-3 261
18	Tank 500	Tank	1 813	-	-
19	Monjaro	Geely	1 422	-	-
20	CS75FL	Changan	1 397	751	646
21	UNI-K	Changan	1 175	278	897
22	UNI-V	Changan	1 163	-	-
23	Besturn T55	FAW	943	-	-
24	Besturn B70	FAW	916	-	-
25	Santa Fe	Hyundai	903	1 785	-882

## 10 BEST SOLD MODELS OF LCV IN RUSSIA FOR MAY 2023/2022 AND JANUARY- JULY 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	July		
			2023	2022	YoY
1	Gazelle	GAZ LCV	3 854	2 212	1 642
2	Classic Commercial	UAZ	1 872	757	1 115
3	Sobol	GAZ LCV	934	631	303
4	Atlant	Sollers	562	-	-
5	Profi	UAZ	479	256	223
6	Granta VU	Lada	276	21	255
7	Argo	Sollers	102	-	-
8	4x4 VU	Lada	26	5	21
9	Partner Crossway	Peugeot	14	20	-6
10	Transit	Ford LCV	10	167	-157

#	MODEL	BRAND	January - July		
			2023	2022	YoY
1	Gazelle	GAZ LCV	21 557	14 534	7 023
2	Classic Commercial	UAZ	7 250	5 223	2 027
3	Sobol	GAZ LCV	5 335	4 138	1 197
4	Atlant	Sollers	2 656	-	-
5	Profi	UAZ	2 574	1 398	1 176
6	Granta VU	Lada	1 783	562	1 221
7	Transit	Ford LCV	765	5 076	-4 311
8	Argo	Sollers	332	-	-
9	Captain-T	DFM	158	-	-
10	4x4 VU	Lada	124	115	9