



Press-release

05 September 2023

New cars sales increased by 131,5% in August 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 August 2023 increased by **42,3%** or 17 634 units compared to August 2022 and amounted to **59 332** 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, August 2023 was marked by an increase in sales by **131,5%**, or by 63 198 units compared to August 2022, and amounted to **111 272** cars. In January - August the market grew by **29,5%**.

Alexey Kalitsev, Chairman of the Automobile Manufacturers Committee, comments: "The volume of the Russian market for new passenger cars and light commercial vehicles in August 2023, including alternative imports, exceeded 110,000 vehicles for the first time in a year and a half, which is a clear sign of its recovery, and confirms our forecast of 1 million sold vehicles by the end of the year."

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, Changan, Chery, Exeed, Evolute, Geely, Mercedes-Benz, Mercedes-Benz vans, MINI, smart, Omoda. The quarterly data contains information on all of the above automakers.

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Attachments:

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR AUGUST 2023/2022 AND JANUARY- AUGUST 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	August			January - August		
	2023	2022	%	2023	2022	%
Lada	33 325	18 087	84%	206 321	103 124	100%
Haval	11 178	2 990	274%	60 518	16 615	264%
GAZ LCV*	5 274	2 907	81%	32 166	21 579	49%
UAZ*	3 542	2 491	42%	20 822	13 999	49%
Tank	1 647	-	-	6 064	-	-
FAW	1 450	235	517%	5 933	1 413	320%
Kia	909	4 004	-77%	8 466	53 478	-84%
Sollers	819	-	-	3 807	-	-
Great Wall	492	140	251%	3 137	555	465%
GAC	399	77	418%	966	270	258%
Škoda	119	640	-81%	1 637	15 924	-90%
VW*	52	534	-90%	1 121	15 530	-93%
Mazda	36	416	-91%	662	7 695	-91%
Toyota	23	221	-90%	349	19 038	-98%
Audi	22	108	-80%	272	3 191	-91%
Peugeot*	18	169	-89%	246	2 107	-88%
Citroën*	7	98	-93%	173	1 341	-87%
Hyundai*	6	2 892	-100%	1 605	46 063	-97%
Jeep	4	62	-94%	46	612	-92%
Subaru	4	57	-93%	192	1 324	-85%
Ford LCV*	3	156	-98%	768	5 232	-85%
Lexus	1	16	-94%	24	1 818	-99%
Isuzu*	1	25	-96%	40	514	-92%
Honda	1	23	-96%	17	344	-95%
Total (AMC)	59 332	41 698	42,3%	392 943	410 548	-4,3%
Total (PPC JSC)**	111 272	48 074	131,5%	610 651	471 453	29,5%

* 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 AUGUST 2023/2022 AND JANUARY- AUGUST 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	August						January - August					
	% Share			Volume			% Share			Volume		
	2023	2022	YOY	2023	2022	%	2023	2022	YOY	2023	2022	%
LADA	29,9	37,6	-7,7	33 325	18 087	84,2%	33,8	21,9	11,9	206 321	103 124	100,1%
GWM Group	12,0	6,5	5,5	13 317	3 130	325,5%	11,4	3,6	7,8	69 719	17 170	306,1%
HAVAL	10,0	6,2	3,8	11 178	2 990	273,8%	9,9	3,5	6,4	60 518	16 615	264,2%
Great Wall	0,4	0,3	0,1	492	140	251,4%	0,5	0,1	0,4	3 137	555	465,2%
Tank	1,5	-	-	1 647	-	-	1,0	-	-	6 064	-	-
GAZ LCV	4,7	6,0	-1,3	5 274	2 907	81,4%	5,3	4,6	0,7	32 166	21 579	49,1%
SOLLERS Group	3,9	5,5	-1,6	4 364	2 647	64,9%	4,2	4,1	0,1	25 397	19 231	32,1%
SOLLERS	0,7	-	-	819	-	-	0,6	-	-	3 807	-	-
FORD LCV	0,0	0,3	-0,3	3	156	-98,1%	0,1	1,1	-1,0	768	5 232	-85,3%
UAZ	3,2	5,2	-2,0	3 542	2 491	42,2%	3,4	3,0	0,4	20 822	13 999	48,7%
FAW	1,3	0,5	0,8	1 450	235	517,0%	1,0	0,3	0,7	5 933	1 413	319,9%
KIA	0,8	8,3	-7,5	909	4 004	-77,3%	1,4	11,3	-9,9	8 466	53 478	-84,2%
GAC	0,4	0,2	0,2	399	77	418,2%	0,2	0,1	0,1	966	270	257,8%
VW Group	0,2	2,7	-2,5	193	1 291	-85,1%	0,5	7,6	-7,1	3 038	35 724	-91,5%
ŠKODA	0,1	1,3	-1,2	119	640	-81,4%	0,3	3,4	-3,1	1 637	15 924	-89,7%
VOLKSWAGEN cars	-	1,1	-	52	534	-90,3%	0,2	3,3	-3,1	1 121	15 530	-92,8%
AUDI	0,0	0,2	-0,2	22	108	-79,6%	0,0	0,7	-0,7	272	3 191	-91,5%
VOLKSWAGEN vans	-	0,0	-	-	9	-	0,0	0,2	-0,2	8	1 079	-99,3%
MAZDA	0,0	0,9	-0,9	36	416	-91,3%	0,1	1,6	-1,5	662	7 695	-91,4%
STELLANTIS	0,0	0,8	-0,8	29	375	-92,3%	0,1	1,0	-0,9	519	4 725	-89,0%
PEUGEOT	0,0	0,4	-0,4	18	169	-89,3%	0,0	0,4	-0,4	246	2 107	-88,3%
CITROËN	0,0	0,2	-0,2	7	98	-92,9%	0,0	0,3	-0,3	173	1 341	-87,1%
OPEL	-	0,1	-	0	44	-	0,0	0,1	-0,1	51	555	-90,8%
FIAT	-	0,0	-	0	2	-	0,0	0,0	0,0	3	110	-97,3%
JEEP	0,0	0,1	-0,1	4	62	-93,5%	0,0	0,1	-0,1	46	612	-92,5%
TOYOTA Group	0,0	0,5	-0,5	24	237	-89,9%	0,1	4,4	-4,3	373	20 856	-98,2%
TOYOTA	0,0	0,5	-0,5	23	221	-89,6%	0,1	4,0	-3,9	349	19 038	-98,2%
LEXUS	0,0	0,0	0,0	1	16	-93,8%	0,0	0,4	-0,4	24	1 818	-98,7%
HYUNDAI Group	0,0	6,2	-6,2	6	3 001	-99,8%	0,3	10,0	-9,7	1 758	47 141	-96,3%
HYUNDAI	0,0	6,0	-0,6	6	2 892	-99,8%	0,3	9,8	-9,5	1 605	46 063	-96,5%
GENESIS	0,0	0,2	-0,2	0	109	-	0,0	0,2	-0,2	153	1078	-85,8%
SUBARU	0,0	0,1	-0,1	4	57	-93,0%	0,0	0,3	-0,3	192	1 324	-85,5%
ISUZU	0,0	0,1	-0,1	1	25	-96,0%	0,0	0,1	-0,1	40	514	-92,2%
HONDA	0,0	0,0	0,0	1	23	-95,7%	0,0	0,1	-0,1	17	344	-95,1%
Total (PPC JSC)**				111 272	48 074	131,5%				610 651	471 453	29,5%

** 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 AUGUST 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	August		
			2023	2022	YoY
1	Granta	Lada	16 785	11 580	5 205
2	Niva	Lada	9 456	2 327	7 129
3	Vesta	Lada	6 657	2 221	4 436
4	Jolion	Haval	5 575	1 921	3 654
5	F7	Haval	1 705	408	1 297
6	Dargo	Haval	1 631	217	1 414
7	M6	Haval	1 360	-	-
8	Tank 500	Tank	964	-	-
9	Patriot	UAZ	807	676	131
10	Tank 300	Tank	683	0	683
11	F7X	Haval	608	360	248
12	Bestune B70	FAW	565	0	565
13	Bestune T77	FAW	475	151	324
14	H9	Haval	299	78	221
15	BestuneT55	FAW	285	-	-
16	GS8 II	GAC	258	-	-
17	Sportage	Kia	228	517	-289
18	Hunter	UAZ	182	41	141
19	Soul	Kia	132	367	-235
20	Bestune T99	FAW	125	-	-
21	Seltos	Kia	123	688	-565
22	Cerato	Kia	97	414	-317
23	Sorento	Kia	92	231	-139
24	GS8	GAC	71	52	19
25	Rio	Kia	70	1 015	-945

10 BEST SOLD MODELS OF LCV IN RUSSIA FOR AUGUST 2023/2022 AND JANUARY- AUGUST 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	August		
			2023	2022	YoY
1	Gazelle	GAZ LCV	4 252	2 259	1 993
2	Classic Commercial	UAZ	1 622	1 186	436
3	Sobol	GAZ LCV	1 022	648	374
4	Atlant	Sollers	688	-	-
5	Profi	UAZ	545	267	278
6	Argo	Sollers	131	-	-
7	Granta VU	Lada	368	104	264
8	4x4 VU	Lada	57	7	50
9	Partner Crossway	Peugeot	13	24	-11
10	Boxer	Peugeot	4	11	-7

#	MODEL	BRAND	January - August		
			2023	2022	YoY
1	Gazelle	GAZ LCV	25 809	16 793	9 016
2	Classic Commercial	UAZ	8 872	6 409	2 463
3	Sobol	GAZ LCV	6 357	4 786	1 571
4	Atlant	Sollers	3 344	-	-
5	Profi	UAZ	3 119	1 665	1 454
6	Granta VU	Lada	2 151	666	1 485
7	Transit	Ford LCV	768	5 232	-4 464
8	Argo	Sollers	463	-	-
9	4x4 VU	Lada	181	122	59
10	Captain-T	DFM	158	150	8