



Press-release

06 October 2022

New cars sales decreased by 59,8% in Q1-3 of the year and by 59,6% in September 2022.

In **Q1-3 of 2022**, sales of new cars and light commercial vehicles in Russia decreased by **59,8 %** compared to the same period in 2021 or by 753 450 sold units, and amounted to **506 661** cars, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Among them:

- LCVs – 52 878 pcs., or 10,4%
- SUVs – 242 723 pcs., or 47,9%
- Pick-ups – 3 903 pcs., or 0,8%
- BEV (Battery Electric vehicles) – 333 pcs.

In **September 2022**, sales of new cars and light commercial vehicles in Russia decreased by **59,6%** compared to **September 2021** or by 68 901 sold units and amounted to **46 698** 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 Cheryeed brands is not shown in this press-release.

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 September 2022/2021 and January – September 2022/2021
2. New car/LCV sales in Russia by groups for September 2022/2021 and January – September 2022/2021
3. 25 best sold models of cars in Russia for September 2022/2021 and January – September 2022/2021
4. 10 best sold models of LCV cars in Russia for September 2022/2021 and January – September 2022/2021

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR SEPTEMBER 2022/2021

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	September		
	2022	2021	%
Avtovaz (Lada)	20 641	17 189	20%
Hyundai*	3 888	13 624	-71%
GAZ LCV*	3 817	5 199	-27%
Haval	3 430	3 513	-2%
Kia	3 313	17 037	-81%
UAZ*	2 526	3 360	-25%
Geely	2 501	2 613	-4%
Renault*	1 320	7 511	-82%
Changan	789	453	74%
VW	758	7 752	-90%
Škoda	639	6 438	-90%
Mitsubishi	522	2 534	-79%
Mazda	470	2 048	-77%
Nissan	271	4 092	-93%
FAW	259	442	-41%
Toyota*	199	10 039	-98%
Great Wall	191	-	-
Ford LCV*	162	2 003	-92%
DFM	159	107	49%
Genesis	115	383	-70%
Peugeot*	111	737	-85%
Citroën*	109	394	-72%
Audi	78	1 655	-95%
GAC	76	74	3%
Suzuki	56	820	-93%
Opel*	54	230	-77%
Jeep	54	145	-63%
Subaru	51	616	-92%
Lifan	24	32	-25%
Infiniti	22	129	-83%
Isuzu*	17	50	-66%
Lexus	13	1 947	-99%
Hino	12	-	-
Volvo	10	800	-99%
Porsche	9	237	-96%
VW NFZ*	9	130	-93%
Land Rover	8	475	-98%
Iveco*	7	53	-87%

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Honda	6	93	-94%
Jaguar	1	28	-96%
FIAT*	1	113	-99%
Ford*	0	0	-
Foton*	0	1	-
Brilliance	0	4	-
Zotye	0	1	-
Cadillac ¹	n/a	329	-
Chevrolet ¹	n/a	169	-
Total	46 698	115 599	-59,6%

* 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).

1. Cadillac, Chevrolet - data is not provided since April 2022

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR Q 1-3 (JANUARY-SEPTEMBER) 2022/2021

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

BRAND	January - September		
	2022	2021	%
Avtovaz (Lada)	123 765	268 849	-54%
Kia	56 791	159 729	-64%
Hyundai*	49 951	132 183	-62%
Renault*	32 958	98 501	-67%
GAZ LCV*	25 396	38 802	-35%
Chery	21 082	24 688	-15%
Haval	20 045	25 053	-20%
Toyota*	19 237	71 450	-73%
Škoda	16 563	72 647	-77%
UAZ*	16 525	22 147	-25%
VW	16 288	72 438	-78%
Geely	14 303	16 651	-14%
Nissan	13 476	35 796	-62%
BMW	9 221	35 500	-74%
Mercedes-Benz	9 093	33 805	-73%
Cheryxeed	8 835	2 322	280%
Mitsubishi	8 363	18 554	-55%
Mazda	8 165	21 109	-61%
Ford LCV*	5 394	14 011	-62%
Changan	3 791	3 639	4%
Audi	3 269	13 903	-76%
Peugeot*	2 218	6 184	-64%
Lexus	1 831	15 940	-89%

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Volvo	1 688	6 908	-76%
FAW	1 672	2 544	-34%
Suzuki	1 573	7 449	-79%
Citroën*	1 450	3 455	-58%
Subaru	1 375	4 870	-72%
Porsche	1 286	4 611	-72%
DFM	1 255	261	381%
Genesis	1 193	2 454	-51%
Land Rover	1 136	4 786	-76%
VW NFZ*	1 088	4 084	-73%
Infiniti	819	1 528	-46%
Great Wall	746	-	-
MINI	719	2 109	-66%
Jeep	666	1 302	-49%
Opel	609	1 462	-58%
Isuzu*	531	575	-8%
Mercedes-Benz Vans	465	1 321	-65%
Honda	350	999	-65%
GAC	346	525	-34%
Chevrolet	266	464	-43%
Iveco*	170	378	-55%
Cadillac	162	2 045	-92%
Hino	143	-	-
Lifan	142	569	-75%
Jaguar	124	405	-69%
FIAT*	111	922	-88%
Foton*	9	34	-74%
Brilliance	6	100	-94%
Zotye	1	44	-98%
Ford*	0	1	-
Chrysler	-	2	-
Hyundai LCV*	-	2	-
smart	-	1	-
Total	506 661	1 260 111	-59,8%

* 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).

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR SEPTEMBER 2022/2021

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

Brand / Group	September					
	% Share			Volume		
	2022	2021	YOY	2022	2021	%
LADA	44,2	14,9	29,3	20 641	17 189	20,1%
HYUNDAI Group	8,6	12,1	-3,5	4 003	14 007	-71,4%
HYUNDAI	8,3	11,8	-3,5	3 888	13 624	-71,5%
GENESIS	0,2	0,3	-0,1	115	383	-70,0%
GAZ LCV	8,2	4,5	3,7	3 817	5 199	-26,6%
GWM Group	7,8	3,0	4,8	3 621	3 513	3,1%
HAVAL	7,3	3,0	4,3	3 430	3 513	-2,4%
Great Wall	0,4	-	-	191	-	-
Kia	7,1	14,7	-7,6	3 313	17 037	-80,6%
SOLLERS Group	5,8	4,6	1,2	2 688	5 363	-49,9%
FORD LCV	0,3	1,7	-1,4	162	2 003	-91,9%
UAZ	5,4	2,9	2,5	2 526	3 360	-24,8%
GEELY	5,4	2,3	3,1	2 501	2 613	-4,3%
VW Group	3,2	13,8	-10,6	1 484	15 975	-90,7%
VOLKSWAGEN cars	1,6	6,7	-5,1	758	7 752	-90,2%
ŠKODA	1,4	5,6	-4,2	639	6 438	-90,1%
AUDI	0,2	1,4	-1,2	78	1 655	-95,3%
VOLKSWAGEN vans	0,0	0,1	-0,1	9	130	-93,1%
RENAULT	2,8	6,5	-3,7	1 320	7 511	-82,4%
CHANGAN	1,7	0,4	1,3	789	453	74,2%
MITSUBISHI	1,1	2,2	-1,1	522	2 534	-79,4%
MAZDA	1,0	1,8	-0,8	470	2 048	-77,1%
STELLANTIS	0,7	1,4	-0,7	329	1 619	-79,7%
PEUGEOT	0,2	0,6	-0,4	111	737	-84,9%
CITROËN	0,2	0,3	-0,1	109	394	-72,3%
OPEL	0,1	0,2	-0,1	54	230	-76,5%
FIAT	0,0	0,1	-0,1	1	113	-99,1%
JEEP	0,1	0,1	0,0	54	145	-62,8%
NISSAN	0,6	3,5	-2,9	271	4 092	-93,4%
FAW	0,6	0,4	0,2	259	442	-41,4%
TOYOTA Group	0,5	10,4	-9,9	212	11 986	-98,2%
TOYOTA	0,4	8,7	-8,3	199	10 039	-98,0%
LEXUS	0,0	1,7	-1,7	13	1 947	-99,3%
DFM	0,3	0,1	0,2	159	107	48,6%
GAC	0,2	0,1	0,1	76	74	2,7%
SUZUKI	0,1	0,7	-0,6	56	820	-93,2%
SUBARU	0,1	0,5	-0,4	51	616	-91,7%
LIFAN	0,1	0,0	0,1	24	32	-25,0%
INFINITI	0,0	0,1	-0,1	22	129	-82,9%
ISUZU	0,0	0,0	0,0	17	50	-66,0%
HINO	0,0	-	-	12	-	-
VOLVO	0,0	0,7	-0,7	10	800	-98,8%
JAGUAR LAND ROVER	0,0	0,4	-0,4	9	503	-98,2%
LAND ROVER	0,0	0,4	-0,4	8	475	-98,3%

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JAGUAR	0,0	0,0	0,0	1	28	-96,4%
PORSCHE	0,0	0,2	-0,2	9	237	-96,2%
IVECO	0,0	0,0	0,0	7	53	-86,8%
HONDA	0,0	0,1	-0,1	6	93	-93,5%
FOTON	0,0	0,0	0,0	0	1	-
BRILLIANCE	0,0	0,0	0,0	0	4	-
ZOTYE	0,0	0,0	0,0	0	1	-
FORD	0,0	0,0	0,0	0	0	-
GM Group	-	0,4	-	n/a	498	-
CHEVROLET ¹	-	0,1	-	n/a	169	-
CADILLAC ¹	-	0,3	-	n/a	329	-
Total	100,0	100,0		46 698	115 599	-59,6%

1. Cadillac, Chevrolet - data is not provided since April 2022

NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY - SEPTEMBER 2022/2021

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

Brand / Group	January - September					
	% Share			Volume		
	2022	2021	YOY	2022	2021	%
LADA	24,4	21,3	3,1	123 765	268 849	-54,0%
KIA	11,2	12,7	-1,5	56 791	159 729	-64,4%
HYUNDAI Group	10,1	10,7	-0,6	51 144	134 637	-62,0%
HYUNDAI	9,9	10,5	-0,6	49 951	132 183	-62,2%
GENESIS	0,2	0,2	0,0	1 193	2 454	-51,4%
VW Group	7,3	12,9	-5,6	37 208	163 072	-77,2%
ŠKODA	3,3	5,8	-2,5	16 563	72 647	-77,2%
VOLKSWAGEN cars	3,2	5,7	-2,5	16 288	72 438	-77,5%
AUDI	0,6	1,1	-0,5	3 269	13 903	-76,5%
VOLKSWAGEN vans	0,2	0,3	-0,1	1 088	4 084	-73,4%
RENAULT	6,5	7,8	-1,3	32 958	98 501	-66,5%
CHERY Group	5,9	2,1	3,8	29 917	27 010	10,8%
CHERY	4,2	2,0	2,2	21 082	24 688	-14,6%
CHERYEXEED	1,7	0,2	1,5	8 835	2 322	280,5%
GAZ LCV	5,0	3,1	1,9	25 396	38 802	-34,5%
SOLLERS Group	4,3	2,9	1,4	21 919	36 158	-39,4%
FORD LCV	1,1	1,1	0,0	5 394	14 011	-61,5%
UAZ	3,3	1,8	1,5	16 525	22 147	-25,4%
TOYOTA Group	4,2	6,9	-2,7	21 068	87 390	-75,9%
TOYOTA	3,8	5,7	-1,9	19 237	71 450	-73,1%
LEXUS	0,4	1,3	-0,9	1 831	15 940	-88,5%
GWM Group	4,1	2,0	2,1	20 791	25 053	-17,0%
HAVAL	4,0	2,0	2,0	20 045	25 053	-20,0%
Great Wall	0,1	-	-	746	-	-
GEELY	2,8	1,3	1,5	14 303	16 651	-14,1%
NISSAN	2,7	2,8	-0,1	13 476	35 796	-62,4%

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BMW Group	2,0	3,0	-1,0	9 940	37 609	-73,6%
BMW	1,8	2,8	-1,0	9 221	35 500	-74,0%
MINI	0,1	0,2	-0,1	719	2 109	-65,9%
MERCEDES-BENZ	1,9	2,8	-0,9	9 558	35 127	-72,8%
MERCEDES-BENZ cars	1,8	2,7	-0,9	9 093	33 805	-73,1%
MERCEDES-BENZ vans	0,1	0,1	0,0	465	1 321	-64,8%
smart	-	0,0	-	-	1	-
MITSUBISHI	1,7	1,5	0,2	8 363	18 554	-54,9%
MAZDA	1,6	1,7	-0,1	8 165	21 109	-61,3%
STELLANTIS	1,0	1,1	-0,1	5 054	13 327	-62,1%
PEUGEOT	0,4	0,5	-0,1	2 218	6 184	-64,1%
CITROËN	0,3	0,3	0,0	1 450	3 455	-58,0%
OPEL	0,1	0,1	0,0	609	1 462	-58,3%
FIAT	0,0	0,1	-0,1	111	922	-88,0%
CHRYSLER	-	0,0	-	-	2	-
JEEP	0,1	0,1	0,0	666	1 302	-48,8%
CHANGAN	0,7	0,3	0,4	3 791	3 639	4,2%
VOLVO	0,3	0,5	-0,2	1 688	6 908	-75,6%
FAW	0,3	0,2	0,1	1 672	2 544	-34,3%
SUZUKI	0,3	0,6	-0,3	1 573	7 449	-78,9%
SUBARU	0,3	0,4	-0,1	1 375	4 870	-71,8%
PORSCHE	0,3	0,4	-0,1	1 286	4 611	-72,1%
JAGUAR LAND ROVER	0,2	0,4	-0,2	1 260	5 191	-75,7%
LAND ROVER	0,2	0,4	-0,2	1 136	4 786	-76,3%
JAGUAR	0,0	0,0	0,0	124	405	-69,4%
DFM	0,2	0,0	0,2	1 255	261	380,8%
INFINITI	0,2	0,1	0,1	819	1 528	-46,4%
ISUZU	0,1	0,0	0,1	531	575	-7,7%
GM Group	0,1	0,2	-0,1	428	2 509	-82,9%
CHEVROLET ¹	0,1	0,0	0,1	266	464	-42,7%
CADILLAC ¹	0,0	0,2	-0,2	162	2 045	-92,1%
HONDA	0,1	0,1	0,0	350	999	-65,0%
GAC	0,1	0,0	0,1	346	525	-34,1%
IVECO	0,0	0,0	0,0	170	378	-55,0%
HINO	0,0	-	-	143	-	-
LIFAN	0,0	0,0	0,0	142	569	-75,0%
FOTON	0,0	0,0	0,0	9	34	-73,5%
BRILLIANCE	0,0	0,0	0,0	6	100	-94,0%
ZOTYE	0,0	0,0	0,0	1	44	-97,7%
FORD	0,0	0,0	0,0	0	1	-
HYUNDAI LCV	-	0,0	-	-	2	-
Total	100,0	100,0		506 661	1 260 111	-59,8%

1. Cadillac, Chevrolet - data is not provided since April 2022
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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR SEPTEMBER 2022/2021 AND JANUARY – SEPTEMBER 2022/2021

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	September		
			2022	2021	YoY
1	Granta	Lada	13 421	3 886	9 535
2	Niva	Lada	3 439	1 530	1 909
3	Jolion	Haval	2 313	691	1 622
4	Tucson	Hyundai	1 565	1 577	-12
5	COOLRAY	Geely	1 341	1 067	274
6	Largus VP	Lada	1 306	2 081	-775
7	Vesta	Lada	1 253	8 724	-7 471
8	ATLAS PRO	Geely	661	382	279
9	Santa Fe	Hyundai	630	1 099	-469
10	Patriot	UAZ	625	1 484	-859
11	Creta	Hyundai	625	3 851	-3 226
12	Rio	Kia	621	6 635	-6 014
13	Polo	VW	619	4 186	-3 567
14	Seltos	Kia	552	430	122
15	F7	Haval	491	1 100	-609
16	Sportage	Kia	479	1 860	-1 381
17	Elantra	Hyundai	464	276	188
18	Soul	Kia	463	944	-481
19	TUGELLA	Geely	439	141	298
20	Rapid PA II	Škoda	387	4 002	-3 615
21	Logan	Renault	379	998	-619
22	CX-5	Mazda	376	1 458	-1 082
23	F7X	Haval	330	1 165	-835
24	Cerato	Kia	307	1 325	-1 018
25	Outlander	Mitsubishi	298	1 532	-1 234

#	MODEL	BRAND	January - September		
			2022	2021	YoY
1	Granta	Lada	54 929	90 986	-36 057
2	Vesta	Lada	26 668	82 860	-56 192
3	Rio	Kia	23 872	63 220	-39 348
4	Niva	Lada	19 977	39 631	-19 654
5	Solaris	Hyundai	17 534	48 840	-31 306
6	Creta	Hyundai	16 152	53 399	-37 247
7	Largus VP	Lada	11 607	28 366	-16 759
8	Duster	Renault	11 366	29 778	-18 412
9	Jolion	Haval	10 580	3 395	7 185
10	Tiggo 7 PRO	Chery	10 523	10 022	501
11	Polo	VW	10 136	39 689	-29 553
12	Rapid PA II	Škoda	8 104	33 948	-25 844
13	Logan	Renault	7 914	22 526	-14 612
14	RAV 4	Toyota	7 839	27 204	-19 365
15	Seltos	Kia	7 353	13 218	-5 865
16	COOLRAY	Geely	6 483	7 769	-1 286
17	Sportage	Kia	6 285	20 149	-13 864
18	CX-5	Mazda	6 188	13 682	-7 494
19	Tucson	Hyundai	5 867	7 352	-1 485
20	Qashqai	Nissan	5 838	13 886	-8 048
21	Tiggo 8 PRO	Chery	5 346	3 648	1 698
22	Sandero	Renault	5 228	17 540	-12 312
23	Outlander	Mitsubishi	5 122	11 429	-6 307
24	X-Trail	Nissan	5 044	12 816	-7 772
25	Camry	Toyota	4 933	23 127	-18 194

10 BEST SOLD MODELS OF LCV IN RUSSIA FOR SEPTEMBER 2022/2021 AND JANUARY – SEPTEMBER

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	September		
			2022	2021	YoY
1	Gazelle	GAZ LCV	3 241	4 347	-1 106
2	Classic Commercial	UAZ	1 309	1 188	121
3	Largus VU	Lada	768	112	656
4	Sobol	GAZ LCV	576	852	-276
5	Profi	UAZ	264	424	-160
6	Granta VU	Lada	206	115	91
7	Transit	Ford LCV	162	2 003	-1 841
8	CAPTAIN-T	DFM	152	-	-
9	STARIA	Hyundai	45	-	-
10	Traveller	Peugeot	36	217	-181

#	MODEL	BRAND	January - September		
			2022	2021	YoY
1	Gazelle	GAZ LCV	20 034	32 847	-12 813
2	Classic Commercial	UAZ	7 718	8 395	-677
3	Transit	Ford LCV	5 394	14 011	-8 617
4	Sobol	GAZ LCV	5 362	5 955	-593
5	Largus VU	Lada	4 699	7 267	-2 568
6	Profi	UAZ	1 929	2 727	-798
7	Granta VU	Lada	872	1 561	-689
8	STARIA	Hyundai	724	-	-
9	Traveller	Peugeot	663	1 901	-1 238
10	Transporter/Caravelle	VW NFZ	470	2 540	-2 070

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