



Press-release

06 March 2023

New cars sales decreased by 62,1% in February 2023.

In **February 2023**, sales of new cars and light commercial vehicles in Russia decreased by **62,1%** compared to **February 2022** or by 68 590 sold units and amounted to **41 851** 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 Cheryxeed brands in December 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 February 2023/2022 and January-February 2023/2022
2. New car/LCV sales in Russia by groups for February 2023/2022 and January-February 2023/2022
3. 25 best sold models of cars in Russia for February 2023/2022 and January-February 2023/2022
4. 10 best sold models of LCV cars in Russia for February 2023/2022 and January-February 2023/2022

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR FEBRUARY 2023/2022 AND JANUARY-FEBRUARY 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	February			January - February		
	2023	2022	%	2023	2022	%
Lada	23 437	22 378	5%	40 905	40 423	1%
Haval	5 324	3 569	49%	9 859	6 738	46%
Geely	4 053	2 188	85%	7 554	4 051	86%
GAZ LCV*	2 625	3 791	-31%	4 441	6 451	-31%
UAZ*	1 525	1 684	-9%	2 710	3 009	-10%
Kia	1 515	15 001	-90%	2 930	27 322	-89%
Changan	1 050	471	123%	1 519	966	57%
Sollers	348	-	-	501	-	-
Great Wall	304	39	679%	582	98	494%
FAW	293	180	63%	458	339	35%
Škoda	279	5 438	-95%	548	9 278	-94%
VW	238	5 631	-96%	495	9 948	-95%
Hyundai*	230	13 761	-98%	415	25 117	-98%
Ford LCV*	188	1 763	-89%	374	2 768	-86%
Mazda	121	1 867	-94%	258	3 773	-93%
Toyota*	68	7 568	-99%	128	13 694	-99%
Subaru	44	349	-87%	84	681	-88%
Audi	43	1 078	-96%	81	1 772	-95%
Citroën*	34	419	-92%	71	656	-89%
Peugeot*	34	541	-94%	76	949	-92%
Genesis	20	240	-92%	35	392	-91%
Suzuki	17	447	-96%	35	778	-96%
Opel*	16	147	-89%	27	284	-90%
GAC	15	53	-72%	45	134	-66%
Jeep	10	122	-92%	25	221	-89%
Isuzu*	9	77	-88%	16	125	-87%
Honda	4	139	-97%	5	226	-98%
VW NFZ*	3	418	-99%	4	816	-100%
Iveco*	2	39	-95%	2	60	-97%
Hino	1	15	-93%	3	34	-91%
Fiat*	1	27	-96%	1	79	-99%
Lexus	0	884	-	5	1 447	-100%
Porsche	0	545	-	0	943	-
DFM	n/a	97	-	158	192	-
Brilliance	-	0	-	-	1	-
Cadillac	-	75	-	-	125	-
Chevrolet	-	121	-	-	184	-
Foton*	-	2	-	-	3	-

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Infiniti	-	262	-	-	479	-
Jaguar	-	43	-	-	80	-
Mitsubishi	-	2 892	-	-	4 946	-
Land Rover	-	478	-	-	825	-
Lifan	-	4	-	-	8	-
Nissan	-	4 192	-	-	8 446	-
Renault*	-	10 382	-	-	18 320	-
Volvo	-	1 023	-	-	1 295	-
Zotye	-	1	-	-	1	-
Total	41 851	110 441	-62,1%	74 350	198 477	-62,5%

* 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 FEBRUARY 2023/2022 AND JANUARY- FEBRUARY 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	February						January - February					
	% Share			Volume			% Share			Volume		
	2023	2022	YOY	2023	2022	%	2023	2022	YOY	2023	2022	%
LADA	56,0	20,3	35,7	23 437	22 378	4,7%	55,0	20,4	34,6	40 905	40 423	1,2%
GWM Group	13,4	3,3	10,1	5 628	3 608	56,0%	14,0	3,4	10,6	10 441	6 836	52,7%
HAVAL	12,7	3,2	9,5	5 324	3 569	49,2%	13,3	3,4	9,9	9 859	6 738	46,3%
Great Wall	0,7	0,0	0,7	304	39	679,5%	0,8	0,0	0,8	582	98	493,9%
GEELY	9,7	2,0	7,7	4 053	2 188	85,2%	10,2	2,0	8,2	7 554	4 051	86,5%
GAZ LCV	6,3	3,4	2,9	2 625	3 791	-30,8%	6,0	3,3	2,7	4 441	6 451	-31,2%
SOLLERS Group	4,9	3,1	1,8	2 061	3 447	-40,2%	4,8	2,9	1,9	3 585	5 777	-37,9%
SOLLERS	0,8	-	-	348	-	-	0,7	-	-	501	-	-
FORD LCV	0,4	1,6	-1,2	188	1 763	-89,3%	0,5	1,4	-0,9	374	2 768	-86,5%
UAZ	3,6	1,5	2,1	1 525	1 684	-9,4%	3,6	1,5	2,1	2 710	3 009	-9,9%
KIA	3,6	13,6	-10,0	1 515	15 001	-89,9%	3,9	13,8	-9,9	2 930	27 322	-89,3%
CHANGAN	2,5	0,4	2,1	1 050	471	122,9%	2,0	0,5	1,5	1 519	966	57,2%
VW Group	1,3	11,4	10,1	563	12 565	-95,5%	1,5	11,0	-9,5	1 128	21 814	-94,8%
ŠKODA	0,7	4,9	-4,2	279	5 438	-94,9%	0,7	4,7	-4,0	548	9 278	-94,1%
VOLKSWAGEN cars	0,6	5,1	-4,5	238	5 631	-95,8%	0,7	5,0	-4,3	495	9 948	-95,0%
AUDI	0,1	1,0	-0,9	43	1 078	-96,0%	0,1	0,9	-0,8	81	1 772	-95,4%
VOLKSWAGEN vans	0,0	0,4	-0,4	3	418	-99,3%	0,0	0,4	-0,4	4	816	-99,5%
FAW	0,7	0,2	0,5	293	180	62,8%	0,6	0,2	0,4	458	339	35,1%
HYUNDAI Group	0,6	12,7	-12,1	250	14 001	-98,2%	0,6	12,9	12,3	450	25 509	-98,2%
HYUNDAI	0,5	12,5	-12,0	230	13 761	-98,3%	0,6	12,7	-12,1	415	25 117	-98,3%
GENESIS	0,0	0,2	-0,2	20	240	-91,7%	0,0	0,2	-0,2	35	392	-91,1%
MAZDA	0,3	1,7	-1,4	121	1 867	-93,5%	0,3	1,9	-1,6	258	3 773	-93,2%
STELLANTIS	0,2	1,1	-0,9	95	1 256	-92,4%	0,3	1,1	-0,8	200	2 189	-90,9%
PEUGEOT	0,1	0,5	-0,4	34	541	-93,7%	0,1	0,5	-0,4	76	949	-92,0%
CITROËN	0,1	0,4	-0,3	34	419	-91,9%	0,1	0,3	-0,2	71	656	-89,2%
OPEL	0,0	0,1	-0,1	16	147	-89,1%	0,0	0,1	-0,1	27	284	-90,5%
FIAT	0,0	0,0	0,0	1	27	-96,3%	0,0	0,0	0,0	1	79	-98,7%
JEEP	0,0	0,1	-0,1	10	122	-91,8%	0,0	0,1	-0,1	25	221	-88,7%
TOYOTA Group	0,2	7,7	-7,5	68	8 452	-99,2%	0,2	7,6	-7,4	133	15 141	-99,1%
TOYOTA	0,2	6,9	-6,7	68	7 568	-99,1%	0,2	6,9	-6,7	128	13 694	-99,1%
LEXUS	0,0	0,8	-0,8	0	884	-	0,0	0,7	-0,7	5	1 447	-99,7%
SUBARU	0,1	0,3	-0,2	44	349	-87,4%	0,1	0,3	-0,2	84	681	-87,7%
SUZUKI	0,0	0,4	-0,4	17	447	-96,2%	0,0	0,4	-0,4	35	778	-95,5%
GAC	0,0	0,0	0,0	15	53	-71,7%	0,1	0,1	0,0	45	134	-66,4%
ISUZU	0,0	0,1	-0,1	9	77	-88,3%	0,0	0,1	-0,1	16	125	-87,2%
HONDA	0,0	0,1	-0,1	4	139	-97,1%	0,0	0,1	-0,1	5	226	-97,8%
IVECO	0,0	0,0	0,0	2	39	-94,9%	0,0	0,0	0,0	2	60	-96,7%
HINO	0,0	-	-	1	15	-93,3%	0,0	-	-	3	34	-91,2%
PORSCHE	0,0	0,5	-0,5	0	545	-	0,0	0,5	-0,5	0	943	-

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DFM	-	0,1	-	n/a	97	-	0,2	0,1	0,1	158	192	-
BRILLIANCE	-	0,0	-	-	0	-	-	0,0	-	-	1	-
FOTON	-	0,0	-	-	2	-	-	0,0	-	-	3	-
GM Group	-	0,2	-	-	196	-	-	0,2	-	-	309	-
CHEVROLET	-	0,1	-	-	121	-	-	0,1	-	-	184	-
CADILLAC	-	0,1	-	-	75	-	-	0,1	-	-	125	-
INFINITI	-	0,2	-	-	262	-	-	0,2	-	-	479	-
JAGUAR LAND ROVER	-	0,5	-	-	521	-	-	0,5	-	-	905	-
LAND ROVER	-	0,4	-	-	478	-	-	0,4	-	-	825	-
JAGUAR	-	0,0	-	-	43	-	-	0,0	-	-	80	-
MITSUBISHI	-	2,6	-	-	2 892	-	-	2,5	-	-	4 946	-
LIFAN	-	0,0	-	-	4	-	-	0,0	-	-	8	-
NISSAN	-	3,8	-	-	4 192	-	-	4,3	-	-	8 446	-
RENAULT	-	9,4	-	-	10 382	-	-	9,2	-	-	18 320	-
VOLVO	-	0,9	-	-	1 023	-	-	0,7	-	-	1 295	-
ZOTYE	-	0,0	-	-	1	-	-	0,0	-	-	1	-
Total	100,0	100,0		41 851	110 441	-62,1%	100,0	100,0		74 350	198 477	-62,5%

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR FEBRUARY 2023/2022 AND JANUARY-FEBRUARY 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	February		
			2023	2022	YoY
1	Granta	Lada	16 257	6 220	10 037
2	Niva	Lada	6 632	3 854	2 778
3	Jolion	Haval	2 445	1 557	888
4	Coolray	Geely	2 366	636	1 730
5	Atlas Pro	Geely	1 269	870	399
6	F7X	Haval	1 212	759	453
7	F7	Haval	910	920	-10
8	CS35Plus	Changan	545	151	394
9	Dargo	Haval	535	-	-
10	Patriot	UAZ	462	557	-95
11	Sportage	Kia	399	1 368	-969
12	Tugella	Geely	366	550	-184
13	Bestune T77	FAW	293	29	264
14	H9	Haval	222	333	-111
15	Cerato	Kia	213	1 185	-972
16	Vesta	Lada	203	7 161	-6 958
17	Polo	VW	181	3 499	-3 318
18	UNI-V	Changan	174	-	-
19	CS85	Changan	146	-	-
20	Sorento	Kia	145	377	-232
21	Rio	Kia	142	7 893	-7 751
22	Rapid PA II	Skoda	138	2 506	-2 368
23	Seltos	Kia	128	1 550	-1 422
24	CS55	Changan	127	198	-71
25	Cee'd	Kia	123	562	-439

#	MODEL	BRAND	January - February		
			2023	2022	YoY
1	Granta	Lada	28 162	11 746	16 416
2	Niva	Lada	11 582	6 409	5 173
3	Coolray	Geely	4 231	1 419	2 812
4	Jolion	Haval	3 968	2 967	1 001
5	Atlas Pro	Geely	2 442	1 286	1 156
6	F7X	Haval	2 214	1 304	910
7	F7	Haval	1 998	1 835	163
8	Dargo	Haval	979	-	-
9	Tugella	Geely	829	847	-18
10	Sportage	Kia	735	2 236	-1 501
11	CS35Plus	Changan	718	314	404
12	Patriot	UAZ	718	1 045	-327
13	H9	Haval	699	632	67
14	Vesta	Lada	499	13 114	-12 615
15	Bestune T77	FAW	456	78	378
16	Cerato	Kia	392	2 056	-1 664
17	Polo	VW	346	5 660	-5 314
18	Sorento	Kia	314	582	-268
19	Seltos	Kia	273	3 304	-3 031
20	Rapid PA II	Skoda	273	4 011	-3 738
21	Soul	Kia	255	1 786	-1 531
22	CS55	Changan	246	396	-150
23	CX-5	Mazda	234	2 865	-2 631
24	Santa Fe	Hyundai	228	667	-439
25	K5	Kia	225	1 083	-858

10 BEST SOLD MODELS OF LCV IN RUSSIA FOR FEBRUARY 2023/2022 AND JANUARY-FEBRUARY 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	February		
			2023	2022	YoY
1	Gazelle	GAZ LCV	1 918	3 118	-1 200
2	Sobol	GAZ LCV	707	673	34
3	Classic Commercial	UAZ	592	659	-67
4	Atlant	Sollers	321	-	-
5	Profi	UAZ	256	201	55
6	Granta VU	Lada	245	146	99
7	Transit	Ford LCV	188	1 763	-1 575
8	Argo	Sollers	27	-	-
9	Berlingo Multispace	Citroen	18	34	-16
10	Largus VU	Lada	15	970	-955

#	MODEL	BRAND	January - February		
			2023	2022	YoY
1	Gazelle	GAZ LCV	3369	5288	-1 919
2	Classic Commercial	UAZ	1190	1157	33
3	Sobol	GAZ LCV	1072	1163	-91
4	Atlant	Sollers	463	-	-
5	Profi	UAZ	448	359	89
6	Granta VU	Lada	416	223	193
7	Transit	Ford LCV	374	2768	-2 394
8	Berlingo Multispace	Citroen	38	77	-39
9	Argo	Sollers	38	-	-
10	Largus VU	Lada	36	1601	-1 565