



Press-release

3 April 2024

The automobile market grew by 102% in March 2024 and by 86% in the first quarter of 2024*.

According to the AEB Automobile Manufacturers' Committee, total sales of new passenger cars and light commercial vehicles in the first quarter of 2024 amounted to **249,118** units excluding alternative supply channels and about **332,898** units including them. These figures are confirmed by new car sales data from PPK¹ – **341,619** units. The difference in numbers is due to additional sales through alternative channels.

According to PPK, sales of new cars in March amounted to **150,640** units, 102% more than in March 2023.

Chairman of the Automobile Manufacturers Committee, Alexey Kalitsev comments: "In the first quarter, the total market grew by 86% compared to the first quarter of last year and by 102% in March (according to PPK).

The first quarter of 2024 showed strong results. The significant increase in supply corresponded to extremely high demand. Demand was stimulated by adaptation measures of state support.

An additional factor for the growth, more than doubling compared to last year, were the changes in the calculation of the disposal fee for cars imported through the EAEU countries introduced on April 1. The likelihood of a significant increase in the price of a car due to possible additional charges was an incentive for consumers who were planning to purchase a car to resolve this issue before the new rules came into force.

Over the past year, the automobile market changed greatly. The share of electric vehicles has increased significantly, continuing to grow and reaching 1.5% in the first quarter. Cars equipped with hybrid (combined) power systems are also becoming increasingly popular. However, a significant difficulty in promoting such cars to the Russian market is the non-extension of support measures such as preferential loans and leasing to these cars, and the difficulty of determining the power indicators necessary for calculating transport tax and other mandatory payments. The lack of a scientifically based methodology for establishing the taxable capacity of combined power engines of various designs leads to significant additional charges. We believe that conducting research work, the results of which will be used to formulate the specified methodology, with the participation of leading automakers and on the basis of specialized research centers, will probably be able to help solve this problem.

The first quarter was marked by the launch of local production at factories that had been idle recently. The emergence of new brands expands the choice options for customers. We look forward to the appearance of new brands in AEB statistics. Solaris is already with us!

Based on the emerging trends on the market and taking into account the fact that there will be no significant negative changes, the Automobile Manufacturers Committee confirms the previously announced forecast and believes that in 2024 the market will reach and possibly exceed 1.3 million new cars.



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 March 2024/2023 and January-March 2024/2023
2. New car/LCV sales in Russia by groups for January-March 2024/2023
3. 25 best sold models of cars in Russia for January-March 2024/2023
4. 10 best sold models of LCV cars in Russia for March 2024/2023 and January-March 2024/2023
5. The structure of the market for new car/LCV in Russia in January- March 2024/2023

NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY-MARCH 2024/2023

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 - March		
	2024	2023	%
Lada	91 563	64 240	43%
Haval	37 470	16 639	125%
Chery	33 002	18 927	74%
Geely	29 104	12 673	130%
GAZ LCV*	11 878	9 553	24%
Omoda	8 533	5 605	52%
Exeed	7 684	5 605	37%
Tank	6 623	129	5034%
UAZ*	6 337	5 315	19%
Jaecoo	4 576	-	-
GAC	3 127	51	6031%
Kia	2 416	4 435	-46%
Sollers	2 219	813	173%
Great Wall	1 681	903	86%
FAW	1 447	757	91%
Solaris	750	-	-
Mercedes-Benz	331	184	80%
Skoda	110	816	-87%
Wey	100	-	-
Ford LCV*	70	519	-87%
VW	69	718	-90%
ORA	27	-	-
Audi	1	135	-99%
Total (AMC)	249 118	153 477	62,3%
Total (PPK)**	341 619	184 050	85,6%

* 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 JANUARY- MARCH 2024/2023

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 - March					
	% Share			Volume		
	2024	2023	YOY	2024	2023	%
LADA	26,8	34,9	-8,1	91 563	64 240	42,5%
CHERY Group	15,7	16,4	-0,7	53 795	30 137	78,5%
CHERY	9,7	10,3	-0,6	33 002	18 927	74,4%
EXEED	2,2	3,0	-0,8	7 684	5 605	37,1%
OMODA	2,5	3,0	-0,5	8 533	5 605	52,2%
JAECOO	1,3	-	-	4 576	-	-
GWM Group	13,4	9,6	3,8	45 901	17 671	159,8%
HAVAL	11,0	9,0	2,0	37 470	16 639	125,2%
GREAT WALL	0,5	0,5	0,0	1 681	903	86,2%
TANK	1,9	-	-	6 623	129	5034,1%

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ORA	0,0	-	-	27	-	-
WEY	0,0	-	-	100	-	-
GEELY	8,5	6,9	1,6	29 104	12 673	129,7%
GAZ LCV	3,5	5,2	-1,7	11 878	9 553	24,3%
SOLLERS Group	2,5	3,6	-1,1	8 626	6 647	29,8%
SOLLERS	0,6	-	-	2 219	813	172,9%
FORD LCV	0,0	0,3	-0,3	70	519	-86,5%
UAZ	1,9	2,9	-1,0	6 337	5 315	19,2%
GAC	0,9	0,0	0,9	3 127	51	6031,4%
KIA	0,7	2,4	-1,7	2 416	4 435	-45,5%
FAW	0,4	0,4	0,0	1 447	757	91,1%
AGR Group	0,3	0,9	-0,6	930	1 669	-44,3%
ŠKODA	0,0	0,4	-0,4	110	816	-86,5%
VOLKSWAGEN cars	0,0	0,4	-0,4	69	718	-90,4%
AUDI	0,0	0,1	-0,1	1	135	-99,3%
Solaris	0,2	-	-	750	-	-
MERCEDES-BENZ	0,1	0,1	0,0	331	184	79,9%
MERCEDES-BENZ cars	0,1	0,1	0,0	331	184	79,9%
Total (PPK)**				341 619	184 050	85,6%

** 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-MARCH 2024/2023

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 - March		
			2024	2023	YoY
1	Granta	Lada	42 767	44 416	-1 649
2	Niva	Lada	24 038	18 006	6 032
3	Vesta	Lada	23 309	753	22 556
4	Tiggo 7 Pro	Chery	16 764	6 874	9 890
5	Jolion	Haval	15 476	7 341	8 135
6	Tiggo 4 Pro	Chery	8 355	6 018	2 337
7	M6	Haval	7 795	-	-
8	C5	Omoda	7 265	5 605	1 660
9	F7	Haval	5 670	3 007	2 663
10	Dargo	Haval	4 813	1 737	3 076
11	X50	Geely	4 708	-	-
12	J7	Jaecoo	4 576	-	-
13	Tiggo 8 Pro	Chery	4 448	3 223	1 225
14	Tugella	Geely	4 085	1 802	2 283
15	Monjaro	Geely	4 063	129	3 934
16	Atlas Pro	Geely	3 885	4 033	-148
17	Tank 300	Tank	3 813	129	3 684
18	F7X	Haval	3 485	3 574	-89
19	Coolray	Geely	3 185	6 653	-3 468
20	Emgrand	Geely	3 024	50	2 974
21	Coolray (SX11 A3)	Geely	2 965	-	-
22	GS8 II	GAC	2 896	-	-
23	Tank 500	Tank	2 810	-	-
24	Atlas (FX11)	Geely	2 518	-	-
25	LX	Exeed	2 350	2 152	198

TOP BEST SOLD MODELS OF LCV IN RUSSIA FOR MARCH 2024/2023 AND JANUARY - MARCH 2024/2023

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.

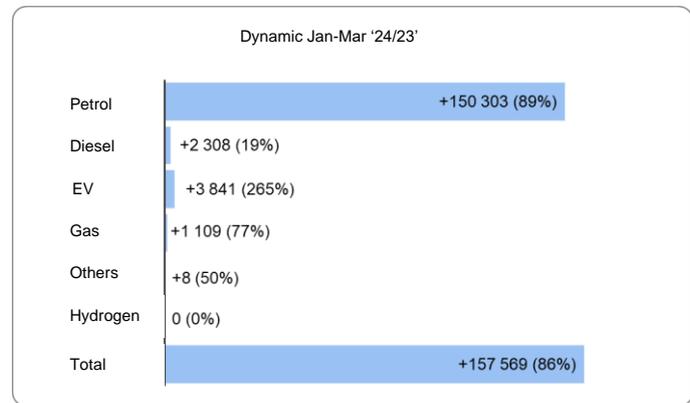
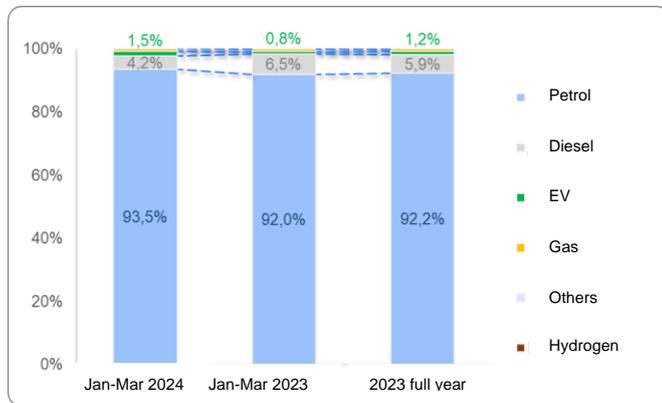
#	MODEL	BRAND	March		
			2024	2023	YoY
1	Gazelle	GAZ LCV	4 130	4 092	38
2	Sobol	GAZ LCV	1 170	1 020	150
3	Classic Commercial	UAZ	1 038	1 007	31
4	Atlant	Sollers	592	283	309
5	Granta VU	Lada	517	269	248
6	Profi	UAZ	421	373	48
7	Argo	Sollers	241	29	212
8	Transit	Ford LCV	35	145	-110
9	4x4 VU	Lada	26	21	5

#	MODEL	BRAND	January - March		
			2024	2023	YoY
1	Gazelle	GAZ LCV	9 106	7 461	1 645
2	Sobol	GAZ LCV	2 772	2 092	680
3	Classic Commercial	UAZ	2 583	2 197	386
4	Atlant	Sollers	1 364	746	618
5	Granta VU	Lada	1 170	685	485
6	Profi	UAZ	1 002	821	181
7	Argo	Sollers	451	67	384
8	4x4 VU	Lada	83	30	53
9	Transit	Ford LCV	70	519	-449

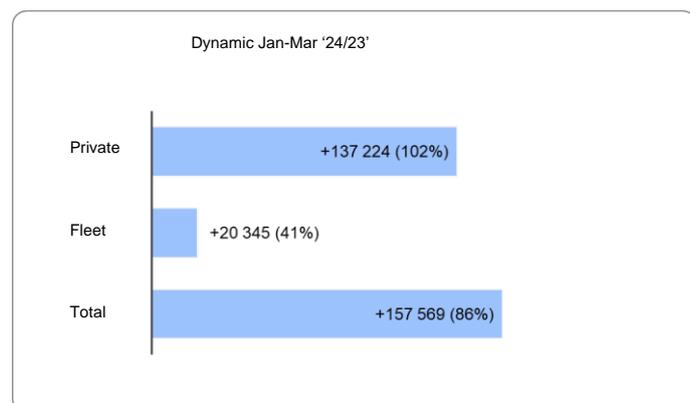
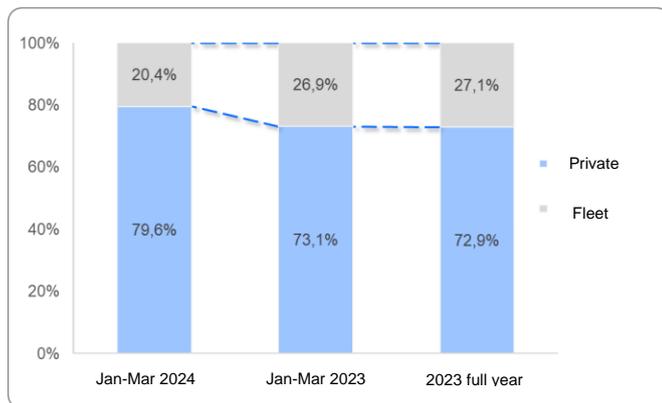
MARKET STRUCTURE OF NEW CARS AND LIGHT COMMERCIAL VEHICLES IN RUSSIA JANUARY - MARCH 2024/2023

(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

