



Press-release

03 April 2025

New cars sales decreased by 26% in the first quarter of 2025 and by 45% in March 2025*.

According to the AEB Automobile Manufacturers' Committee, total sales of new passenger cars and light commercial vehicles in March 2025 amounted to 82,656 units.

According to the PPC, new car sales in March amounted to 83,095 units, which is 45% less than in March 2024.

Sales for the first three months of 2025 compared to sales for the same period in 2024 decreased by 26% and amounted to 254,069 vehicles.

Chairman of the Automobile Manufacturers Committee, Alexey Kalitsev comments:

"The first quarter of this year was marked by a contraction in the new cars and light commercial vehicles market. Over the past 10 years, the only worse results, in percentage terms, were in March in 2022 (-59%), and in the first quarter of 2015 (-36%)¹.

The negative dynamics have intensified due to the fact that the previously repeatedly mentioned factors, such as high financial burden, were supplemented by the expectation among buyers that some previously departed companies would return to the Russian market. This expectation arose against the backdrop of news about potential changes in geopolitical conditions. Some clients decided to wait a little longer, thus increasing the volume of deferred demand, which in the future may lead to growth.

However, at the moment, it can be said that the continuation of the current trend may lead to a crisis in the industry, which will require urgent support from the state. Particular attention should be paid to such areas as updating the preferential loans program in terms of bringing the price limit of cars eligible for it in line with the actual cost, as well as extending the taxi fleet renewal program over the cars with a localization level of at least 1,500 points. "

¹According to the AEB

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).

Contact:

Olga Zueva, AEB Automobile Manufacturers Committee Coordinator, olga.zueva@aebrus.ru, tel. +7 (495) 234 27 64 (123)

Yuliya Sheglova, Project Manager for market researches and statistics, yuliya.sheglova@aebrus.ru, tel. +7 (495) 234 27 64

Elena Demicheva, Communications Manager\Press Secretary, elena.demicheva@aebrus.ru, tel. +7-965-216-43-62

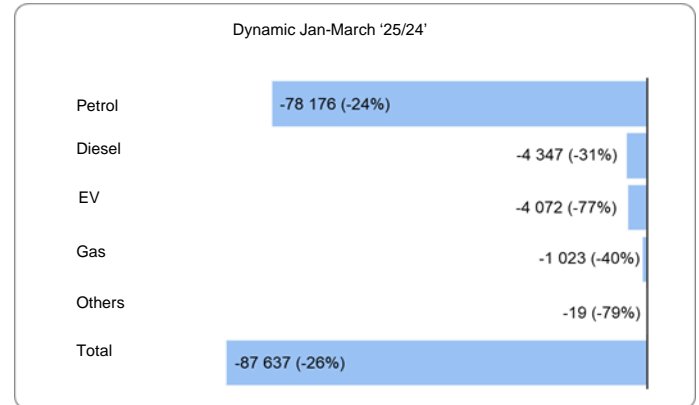
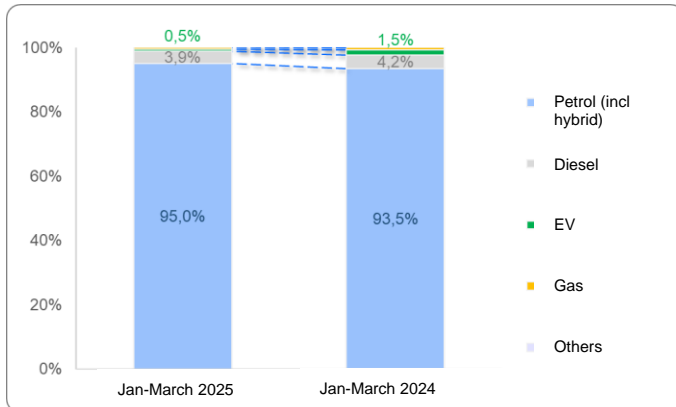
PPC JSC: analytics@passport-ic.ru, тел. +7 (499) 757 71 76

Attachments:

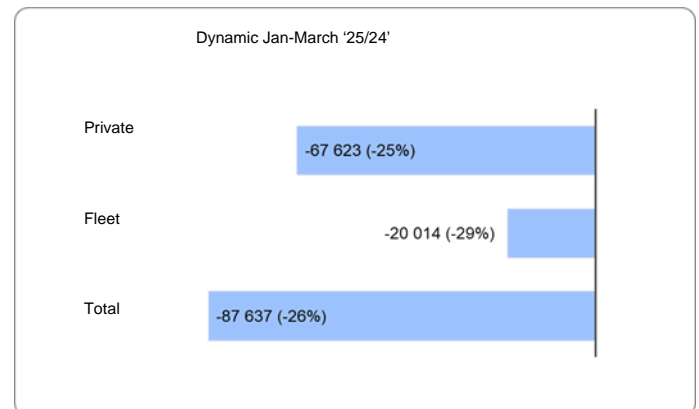
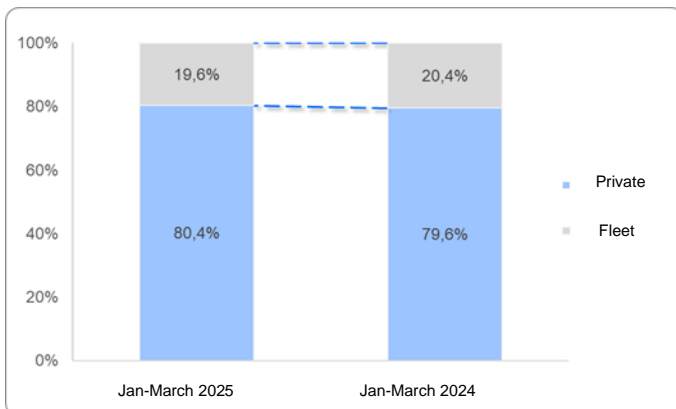
1. The structure of the market for new car/LCV in Russia in January-March 2025/2024

MARKET STRUCTURE OF NEW CARS AND LIGHT COMMERCIAL VEHICLES IN RUSSIA JANUARY - MARCH 2025/2024 (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

