



## Press-release

06 July 2023

### **New car sales in June 2023 increased by 133% and by 9,9% in the first half of the year\*.**

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 June 2023 increased by **88,3%** or 24 518 units compared to June 2022 and amounted to **52 279** cars. In the first half of the year the market decreased by 3,1%.

Among them:

LCVs – 34 680 pcs. or 9,6%

SUVs – 207 405 pcs. or 57,8%

Pick-ups – 3 717 pcs. or 1,03%

BEV (Battery Electric vehicles) – 798 pcs.

At the same time, according to information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners, June 2023 was marked by an increase in sales by **133%**, or by 49 872 units compared to June 2022, and amounted to **87 357** cars. In the first half of the year the market grew by **9,9%**.

Alexey Kalitsev, Chairman of the Automobile Manufacturers Committee, comments: "Starting from this press release, we are changing our approach to analyzing and covering the new car sales market and plan to additionally use the data provided by PPC JSC. After a significant drop in sales in 2022, we see the market is recovering and could reach 1 million of passenger cars and light commercial vehicles sold by the end of 2023."

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](mailto: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 June 2023/2022 and January – June 2023/2022
2. New car/LCV sales in Russia by groups for June 2023/2022 and January – June 2023/2022
3. 25 best sold models of cars in Russia for June 2023/2022 and January – June 2023/2022
4. 10 best sold models of LCV cars in Russia for June 2023/2022 and January – June 2023/2022
5. The structure of the market for new car/LCV in Russia in January-June 2023/2022

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JUNE 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 in 2023.

BRAND	June		
	2023	2022	%
Lada	27 839	7 484	272%
Haval	8 285	1 637	406%
GAZ LCV*	4 616	2 710	70%
Changan	3 603	346	941%
UAZ*	3 398	1 583	115%
Great Wall	1 568	60	2513%
FAW	936	211	344%
Kia	601	3 703	-84%
Sollers	548	-	-
Hyundai *	248	2 685	-91%
GAC	214	7	2957%
Škoda	117	659	-82%
VW*	64	671	-90%
Mazda	54	437	-88%
Genesis	30	121	-75%
Peugeot*	29	193	-85%
Toyota	29	387	-93%
Audi	28	161	-83%
Ford LCV*	23	248	-91%
Citroën*	16	128	-88%
Subaru	10	161	-94%
Isuzu*	7	81	-91%
Honda	4	5	-20%
Lexus	4	25	-84%
Suzuki	3	109	-97%
Opel*	2	39	-95%
Jeep	2	63	-97%
Fiat*	1	3	-67%
Geely	n/a	1 027	-
<b>Total (AMC)<sup>1</sup></b>	<b>52 279</b>	<b>27 761</b>	<b>88,3%</b>
<b>Total (PPC JSC)<sup>2</sup></b>	<b>87 357</b>	<b>37 485</b>	<b>133%</b>

\*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.

<sup>1</sup> Includes data from brands that ceased sales in 2022.

<sup>2</sup> 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 BRANDS FOR 1HY (JANUARY-JUNE) 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 in 2023.

BRAND	January - June		
	2023	2022	%
Lada	143 618	74 714	92%
Chery	46 970	11 147	321%
Haval	39 852	11 652	242%
Geely	25 882	7 910	227%
GAZ LCV*	22 104	15 829	40%
Exeed	15 230	4 320	253%
Omoda	14 555	-	-
UAZ*	13 439	9 720	38%
Changan	11 267	2 201	412%
Kia	7 056	45 571	-85%
Great Wall	4 895	317	1444%
FAW	3 088	912	239%
Sollers	2 324	-	-
Hyundai*	1 486	39 777	-96%
Škoda	1 344	14 649	-91%
VW*	1 034	14 458	-93%
Ford LCV*	755	4 909	-85%
Evolute	723	-	-
Mazda	579	6 807	-91%
GAC	435	192	127%
Mercedes-Benz	398	8 279	-95%
Toyota*	305	18 554	-98%
BMW	243	8 985	-97%
Audi	235	2 951	-92%
Peugeot*	199	1 780	-89%
Subaru	180	1 221	-85%
Citroën*	160	1 122	-86%
DFM*	158	613	-74%
Genesis	142	859	-83%
Suzuki	62	1 412	-96%
Opel*	51	466	-89%
Jeep	39	490	-92%
Isuzu*	36	460	-92%
MINI	23	643	-96%
Lexus	21	1 783	-99%
Honda	15	308	-95%
VW NFZ*	8	1 057	-99%
Iveco	4	128	-97%
Hino	3	101	-97%
Fiat*	3	107	-97%
<b>Total (AMC)<sup>1</sup></b>	<b>358 921</b>	<b>370 228</b>	<b>-3,1%</b>
<b>Total (PPC JSC)<sup>2</sup></b>	<b>428 308</b>	<b>389 605</b>	<b>9,9%</b>

\* 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.

<sup>1</sup> Includes data from brands that ceased sales in 2022.

<sup>2</sup> 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 JUNE 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	June					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	31,9	20,0	11,9	27 839	7 484	272,0%
GWM Group	11,3	4,5	6,8	9 853	1 697	480,6%
HAVAL	9,5	4,4	5,1	8 285	1 637	406,1%
Great Wall	1,8	0,2	1,6	1 568	60	2513,3%
GAZ LCV	5,3	7,2	-1,9	4 616	2 710	70,3%
SOLLERS Group	4,5	4,9	-0,4	3 969	1 831	116,8%
SOLLERS	0,6	-	-	548	-	-
FORD LCV	0,0	0,7	-0,7	23	248	-91%
UAZ	3,9	4,2	-0,3	3 398	1 583	114,7%
CHANGAN	4,1	0,9	3,2	3 603	346	941,3%
FAW	1,1	0,6	0,5	936	211	343,6%
KIA	0,7	9,9	-9,2	601	3 703	-83,8%
HYUNDAI Group	0,3	7,5	-7,2	278	2 806	-90,1%
HYUNDAI	0,3	7,2	-6,9	248	2 685	-90,8%
GENESIS	0,0	0,3	-0,3	30	121	-75,2%
GAC	0,2	0,0	2,0	214	7	2957,1%
VW Group	0,2	4,0	-3,8	209	1 491	-86,0%
ŠKODA	0,1	1,8	-1,7	117	659	-82,2%
VOLKSWAGEN cars	0,1	1,8	-1,7	64	671	-90,5%
AUDI	0,0	0,4	-0,4	28	161	-82,6%
MAZDA	0,1	1,2	-1,1	54	437	-87,6%
STELLANTIS	0,1	1,1	-1,0	50	426	-88,3%
PEUGEOT	0,0	0,5	-0,5	29	193	-85,0%
CITROËN	0,0	0,3	-0,3	16	128	-87,5%
OPEL	0,0	0,1	-0,1	2	39	-94,9%
FIAT	0,0	0,0	0,0	1	3	-66,7%
JEEP	0,0	0,2	-0,2	2	63	-96,8%
TOYOTA Group	0,0	1,1	-1,1	33	412	-92,0%
TOYOTA	0,0	1,0	-1,0	29	387	-92,5%
LEXUS	0,0	0,1	-0,1	4	25	-84,0%
SUBARU	0,0	0,4	-0,4	10	161	-93,8%
ISUZU	0,0	0,2	-0,2	7	81	-91,4%
HONDA	0,0	0,0	0,0	4	5	-20,0%
SUZUKI	0,0	0,3	-0,3	3	109	-97,2%
GEELY	-	2,7	-	n/a	1 027	-
<b>Total (PPC JSC)**</b>				<b>87 357</b>	<b>37 485</b>	<b>133,0%</b>

\*\* 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 1HY (JANUARY-JUNE) 2023/2022 ГГ.

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 - June					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	33,5	19,2	14,3	143 618	74 714	92,2%
CHERY Group	17,9	4,0	13,9	76 755	15 467	396,3%
CHERY	11,0	2,9	8,1	46 970	11 147	321,4%
EXEED	3,6	1,1	2,5	15 230	4 320	252,5%
OMODA	3,4	-	-	14 555	-	-
GWM Group	10,4	3,1	7,3	44 747	11 969	273,9%
HAVAL	9,3	3,0	6,3	39 852	11 652	242,0%
GREAT WALL	1,1	-	-	4 895	317	1444,2%
GEELY	6,0	2,0	4,0	25 882	7 910	227%
GAZ LCV	5,2	4,1	1,1	22 104	15 829	39,6%
SOLLERS Group	3,9	3,8	0,1	16 518	14 629	12,9%
SOLLERS	0,5	-	-	2 324	-	-
FORD LCV	0,2	1,3	-1,1	755	4 909	-84,6%
UAZ	3,1	2,5	0,6	13 439	9 720	38,3%
CHANGAN	2,6	0,6	2,0	11 267	2 201	411,9%
KIA	1,6	11,7	-10,1	7 056	45 571	-84,5%
FAW	0,7	0,2	0,5	3 088	912	238,6%
VW Group	0,6	8,5	-7,9	2 621	33 115	-92,1%
ŠKODA	0,3	3,8	-3,5	1 344	14 649	-90,8%
VOLKSWAGEN cars	0,2	3,7	-3,5	1 034	14 458	-92,8%
AUDI	0,1	0,8	-0,7	235	2 951	-92,0%
VOLKSWAGEN vans	0,0	0,3	-0,3	8	1 057	-99,2%
HYUNDAI Group	0,4	10,4	-10,0	1 628	40 636	-96,0%
HYUNDAI	0,3	10,2	-9,9	1 486	39 777	-96,3%
GENESIS	0,0	0,2	-0,2	142	859	-83,5%
EVOLUTE	0,2	-	-	723	-	-
MAZDA	0,1	1,7	-1,6	579	6 807	-91,5%
STELLANTIS	0,1	1,0	-0,9	452	3 965	-88,6%
PEUGEOT	0,0	0,5	-0,5	199	1 780	-88,8%
CITROËN	0,0	0,3	-0,3	160	1 122	-85,7%
OPEL	0,0	0,1	-0,1	51	466	-89,1%
FIAT	0,0	0,0	0,0	3	107	-97,2%
JEEP	0,0	0,1	-0,1	39	490	-92,0%
GAC	0,1	0,0	0,1	435	192	126,6%
MERCEDES-BENZ	0,1	2,1	-2,0	398	8 279	-95,2%
MERCEDES-BENZ cars	0,1	2,1	-2,0	398	8 279	-95,2%
TOYOTA Group	0,1	5,2	-5,1	326	20 337	-98,4%
TOYOTA	0,1	4,8	-4,7	305	18 554	-98,4%
LEXUS	0,0	0,5	-0,5	21	1 783	-98,8%
BMW Group	0,1	2,5	-2,4	266	9 628	-97,2%
BMW	0,1	2,3	-2,2	243	8 985	-97,3%



MINI	0,0	0,2	-0,2	23	643	-96,4%
SUBARU	0,0	0,3	-0,3	180	1 221	-85,3%
DFM	0,0	0,2	-0,2	158	613	-74,2%
SUZUKI	0,0	0,4	-0,4	62	1 412	-95,6%
ISUZU	0,0	0,1	-0,1	36	460	-92,2%
HONDA	0,0	0,1	-0,1	15	308	-95,1%
IVECO	0,0	0,0	0,0	4	128	-96,9%
HINO	0,0	0,0	0,0	3	101	-97,0%
<b>Total (PPC JSC)**</b>				<b>428 308</b>	<b>389 605</b>	<b>9,9%</b>

\*\* 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 JUNE 2023/2022 AND JANUARY- JUNE 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	June		
			2023	2022	YoY
1	Granta	Lada	16 757	3 305	13 452
2	Niva	Lada	6 496	881	5 615
3	Jolion	Haval	4 699	892	3 807
4	Vesta	Lada	4 258	1 767	2 491
5	F7	Haval	1 410	293	1 117
6	CS55	Changan	1 264	107	1 157
7	Patriot	UAZ	1 232	307	925
8	Dargo	Haval	1 175	90	1 085
9	CS35PLUS	Changan	962	98	864
10	F7X	Haval	817	292	525
11	Tank 300	Great Wall	705	-	-
12	UNI-K	Changan	590	50	540
13	Tank 500	Great Wall	416	-	-
14	BESTUNE T77	FAW	362	101	261
15	CS75FL	Changan	306	91	215
16	Besturn B70	FAW	204	0	204
17	Besturn T55	FAW	198	0	198
18	H9	Haval	184	68	116
19	UNI-V	Changan	182	-	-
20	Besturn T99	FAW	172	-	-
21	GS8	GAC	150	4	146
22	Santa Fe	Hyundai	147	128	19
23	Sportage	Kia	132	611	-479
24	CS95	Changan	119	-	-
25	Hunter	UAZ	91	46	45

#	MODEL	BRAND	January - June		
			2023	2022	YoY
1	Granta	Lada	98 113	23 387	74 726
2	Niva	Lada	38 160	13 231	24 929
3	Tiggo 7 PRO	Chery	20 894	5 141	15 753
4	Jolion	Haval	19 809	5 296	14 513
5	COOLRAY	Geely	14 132	3 112	11 020
6	C5	Omada	13 402	-	-
7	Tiggo 4 PRO	Chery	13 120	-	-
8	Tiggo 8 PRO	Chery	8 532	2 809	5 723
9	F7X	Haval	6 829	2 315	4 514
10	F7	Haval	6 659	2 876	3 783
11	LX	Exeed	6 220	817	5 403
12	ATLAS PRO	Geely	5 829	2 245	3 584
13	Vesta	Lada	5 290	21 563	-16 273
14	TXL	Exeed	5 123	1 973	3 150
15	Dargo	Haval	4 764	90	4 674
16	TUGELLA	Geely	4 426	1 994	2 432
17	Patriot	UAZ	4 101	2 827	1 274
18	CS35PLUS	Changan	3 970	762	3 208
19	VX	Exeed	3 887	1 530	2 357
20	CS55	Changan	2 774	758	2 016
21	Tiggo 4	Chery	2 556	2 869	-313
22	Sportage	Kia	1 889	4 601	-2 712
23	Tank 300	Great Wall	1 829	-	-
24	H9	Haval	1 790	1 072	718
25	BESTUNE T77	FAW	1 748	184	1 564

## 10 BEST SOLD MODELS OF LCV IN RUSSIA FOR JUNE 2023/2022 AND JANUARY- JUNE 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

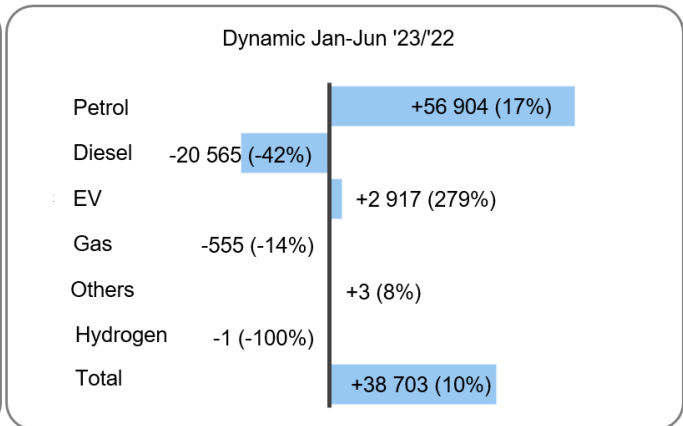
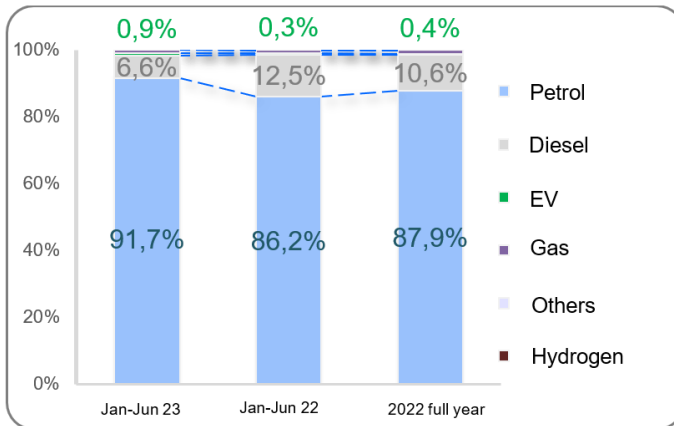
The rating of brands is based on the data of the AEB Automobile Manufacturers Committee.

#	MODEL	BRAND	June		
			2023	2022	YoY
1	Gazelle	GAZ LCV	3 923	2 099	1 824
2	Classic Commercial	UAZ	1 211	813	398
3	Sobol	GAZ LCV	693	611	82
4	Profi	UAZ	502	256	246
5	Atlant	Sollers	472	-	-
6	Granta VU	Lada	292	39	253
7	Argo	Sollers	76	-	-
8	Transit	Ford LCV	23	248	-225
9	4x4 VU	Lada	23	16	7
10	Partner Crossway	Peugeot	15	25	-10

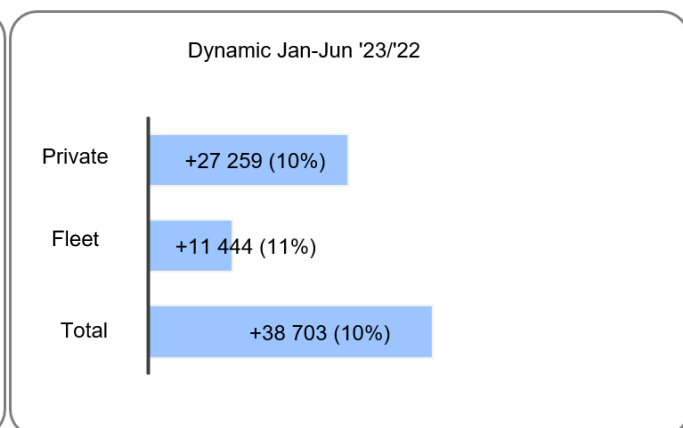
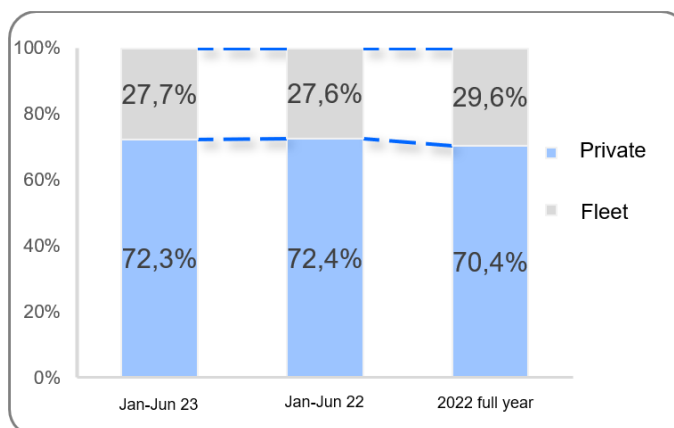
#	MODEL	BRAND	January - June		
			2023	2022	YoY
1	Gazelle	GAZ LCV	17 703	12 322	5 381
2	Classic Commercial	UAZ	5 378	4 466	912
3	Sobol	GAZ LCV	4 401	3 507	894
4	Profi	UAZ	2 095	1 142	953
5	Atlant	Sollers	2 094	-	-
6	Granta VU	Lada	1 507	541	966
7	Transit	Ford LCV	755	4 909	-4 154
8	Argo	Sollers	230	-	-
9	CAPTAIN-T	DFM	158	-	-
10	4x4 VU	Lada	98	110	-12

## MARKET STRUCTURE OF NEW CARS AND LIGHT COMMERCIAL VEHICLES IN RUSSIA JANUARY - JUNE 2023/2022 (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

