



## Press-release

13 January 2026

### New cars sales decreased by 8,3%\* in 2025

According to the AEB Automobile Manufacturers' Committee, total sales of new passenger cars and light commercial vehicles in 2025 amounted to **1 349 230** units.

At the same time, including alternative supply channels, the market volume amounted to **1 366 535** units, demonstrating a decrease of **17%**, according to information on sales of new vehicles based on data on their transfer to owners provided by JSC PPK\*\*. According to the data received, **141 429** cars were sold in December 2025, which is **5.7%** higher than the result of the same period in 2024.

Chairman of the Automobile Manufacturers Committee, Alexey Kalitsev comments:

"Last year ended with a negative result. The significant decline in the market reflects the difficult situation in the industry, which is experiencing both external pressure in the form of sanctions restrictions and changes in internal regulation.

Obviously, the new VAT rates that have come into force, the next increase in the recycling fee, and the Central Bank's key rate that remains high will continue to affect the automotive market, and in the next trimester we are likely to see a negative trend in sales. In the event of a positive change in one or more factors during the year, such as the geopolitical situation, a reduction in the key interest rate, with government support, the current trend may lead to a market correction in 2026.

Taking into account the above, the Committee of automobile Manufacturers forecasts a market volume of 1,400,000 vehicles sold in 2026, which is 2.5% higher than the results of 2025."

Note:

\* Excluding alternative supply channels.

\*\* 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)).

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Attachments:

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

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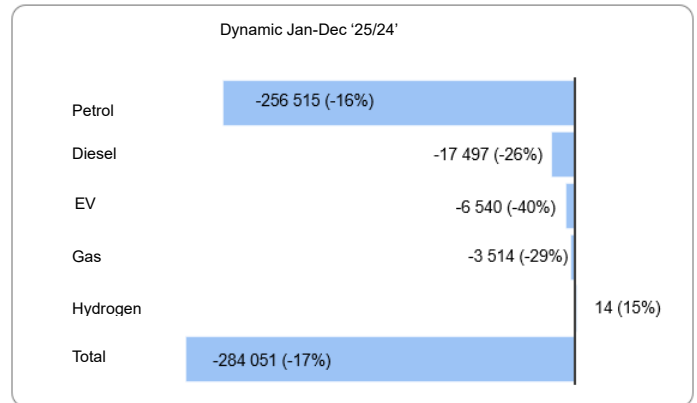
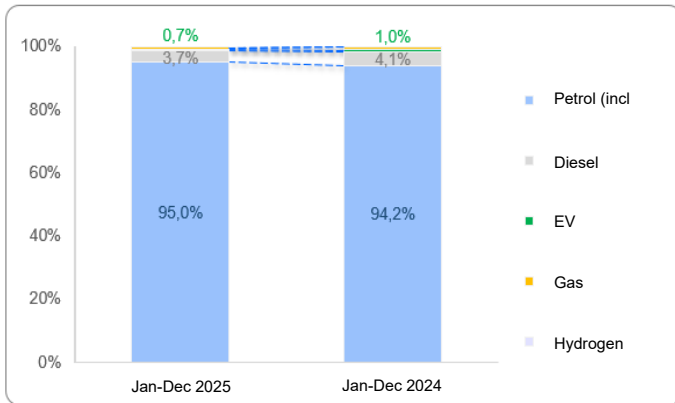
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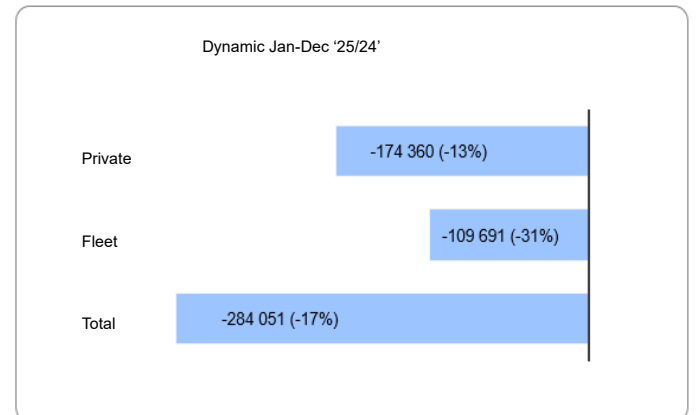
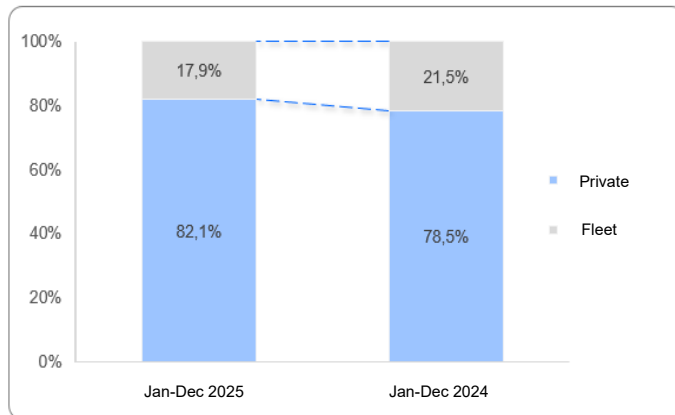
# MARKET STRUCTURE OF NEW CARS AND LIGHT COMMERCIAL VEHICLES IN RUSSIA JANUARY - DECEMBER 2025/2024

(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

