



## Press-release

12 January 2023

### Year 2022 ends with 58,8% car sales market decrease

**In December 2022** sales of new cars and light commercial vehicles in Russia **decreased by -50,2 %** compared with **December 2021**, and **amounted to 64 072 cars**, according to the AEB Automobile Manufacturers Committee (AEB AMC).

**In 2022** new car and LCV sales **decreased by 58,8%** or by **979 410** units in comparison with the previous year.

**In January—December 687 370 cars** were sold.

Among them:

- LCVs – 81 060 pcs. or 11,8%
- SUVs – 334 933 pcs. or 48,7%
- Pick-ups – 6 961 pcs. or 1,0%
- BEV (Battery Electric vehicles) – 840 pcs.

#### 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 Cheryeed brands in December is not shown in this press-release.**

**Annual 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 December 2022/2021 and January – December 2022/2021
2. New car/LCV sales in Russia by groups for December 2022/2021 and January – December 2022/2021
3. 25 best sold models of cars in Russia for December 2022/2021 and January – December 2022/2021
4. 10 best sold models of LCV cars in Russia for December 2022/2021 and January – December 2022/2021

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR DECEMBER 2022/2021

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	DECEMBER		
	2022	2021	%
Lada	24 009	29 919	-20%
UAZ*	10 753	3 475	209%
GAZ*	8 578	6 357	35%
Renault*	4 843	12 049	-60%
Haval	4 619	4 361	6%
Geely	3 660	2 108	74%
Kia	2 858	15 531	-82%
Hyundai*	1 187	7 591	-84%
Changan	713	601	19%
VW	423	4 354	-90%
Škoda	400	7 206	-94%
Great Wall	381	-	-
Mazda	266	3 203	-92%
Ford LCV*	261	3 101	-92%
Toyota	177	10 369	-98%
Genesis	162	1 060	-85%
DFM	160	97	65%
FAW	117	151	-23%
Audi	90	809	-89%
Subaru	84	245	-66%
Citroën*	74	527	-86%
Peugeot*	72	1 042	-93%
Jeep	28	130	-78%
Suzuki	26	554	-95%
Opel*	20	248	-92%
GAC	18	116	-84%
Porsche	18	761	-98%
Lexus	15	1 156	-99%
Sollers <sup>1</sup>	14	-	-
Isuzu*	13	84	-85%
Hino	12	27	-56%
Honda	8	127	-94%
Mitsubishi	5	3 106	-100%
VW NFZ*	5	265	-98%
Iveco*	3	46	-93%
Brilliance	0	3	-
FIAT*	0	133	-
Jaguar	0	61	-
Infiniti	0	310	-
Land Rover	0	686	-

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Nissan	0	5 603	-
Volvo	0	637	-
Lifan	0	6	-
Cadillac	-	131	-
Chevrolet	-	250	-
Chrysler	-	-	-
Ford*	-	1	-
Foton*	-	1	-
Hyundai LCV*	-	-	-
Zotye	-	3	-
<b>Total</b>	<b>64 072</b>	<b>128 601</b>	<b>-50,2%</b>

\* 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).

1.Sollers - LLC SOLLERS Alabuga is a subsidiary of PJSC SOLLERS (100%) for the sale and production of Sollers Atlant and Argo vehicles. The plant is located on the territory of the SEZ "Alabuga" (Yelabuga, Republic of Tatarstan). Sales of Sollers cars in Russia started in December 2022.

## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY- DECEMBER 2022/2021

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	DECEMBER		
	2022	2021	%
Lada	188 645	350 714	-46%
Kia	66 095	205 801	-68%
Hyundai	54 811	167 331	-67%
GAZ LCV*	42 110	56 468	-25%
Chery	38 497	37 118	4%
Renault*	39 578	131 552	-70%
UAZ*	33 906	32 420	5%
Haval	33 642	39 126	-14%
Geely	24 419	24 587	-1%
Toyota*	19 645	97 941	-80%
Škoda	18 299	90 443	-80%
VW	17 555	86 108	-80%
Nissan	14 688	51 338	-71%
Cheryexeed	13 686	3 756	264%
Mercedes-Benz	9 595	43 011	-78%
BMW	9 423	46 802	-80%
Mazda	9 084	29 177	-69%
Mitsubishi	8 451	27 699	-69%
Ford LCV*	6 186	20 840	-70%
Changan	5 627	5 705	-1%
Audi	3 512	16 404	-79%
Peugeot*	2 482	8 727	-72%
FAW	2 254	3 137	-28%
Lexus	1 857	19 362	-90%
Volvo	1 707	9 088	-81%
Genesis	1 689	4 480	-62%



Suzuki	1 682	9 159	-82%
DFM	1 666	533	213%
Great Wall	1 641	-	-
Citroën*	1 640	4 897	-67%
Omoda <sup>1</sup>	1 521	-	-
Subaru	1 516	5 650	-73%
Porsche	1 330	6 262	-79%
Land Rover	1 145	6 388	-82%
VW LCV*	1 099	5 017	-78%
Infiniti	958	2 034	-53%
Jeep	756	1 610	-53%
MINI	746	2 613	-71%
Opel*	694	2 053	-66%
Isuzu*	567	775	-27%
Mercedes-Benz LCV*	501	1 838	-73%
Evolute <sup>2</sup>	452	-	-
GAC	437	923	-53%
Honda	368	1 324	-72%
Chevrolet	266	1 046	-75%
Iveco*	185	512	-64%
Lifan	166	617	-73%
Hino	164	54	204%
Cadillac	162	2 377	-93%
Jaguar	124	521	-76%
FIAT*	111	1 237	-91%
Sollers	14	-	-
Foton*	9	37	-76%
Brilliance	6	110	-95%
Zotye	1	51	-
Chrysler	-	2	-
Ford*	-	2	-
Hyundai LCV*	-	2	-
smart	-	1	-
<b>Итого</b>	<b>687 370</b>	<b>1 666 780</b>	<b>-58,8%</b>

\* 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).

1. The OMODA brand is a division of the Chery concern and is represented in Russia by the OMODA C5 fastback crossover. The hallmark of the brand is a unique DNA based on a modern, creative and unconventional lifestyle. The brand has been present in Russia since November 2022. According to the results of the first two months of sales, more than 1,500 vehicles were handed over to customers. OMODA vehicle warranty is 5 years or 150,000 km. The dealer network consists of 120 enterprises throughout the country and will constantly expand.

2. EVOLUTE is the first Russian brand of electric vehicles. Motorinvest LLC is the first Russian manufacturer of full-cycle electric vehicles under the EVOLUTE brand. The plant is located in the Lipetsk region. The production cycle of the enterprise includes welding, painting, assembly (CKD) and SKD. Sales of EVOLUTE electric vehicles in Russia started in October 2022.

## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR DECEMBER 2022/2021

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	DECEMBER					
	% Share			Volume		
	2022	2021	YOY	2022	2021	%
LADA	37,5	23,3	14,2	24 009	29 919	-19,8%
SOLLERS Group	17,2	5,1	12,1	11 028	6 576	67,7%
SOLLERS	0,0	-	-	14	-	-
FORD LCV	0,4	2,4	-2,0	261	3 101	-91,6%
UAZ	16,8	2,7	14,1	10 753	3 475	209,4%
GAZ LCV	13,4	4,9	8,5	8 578	6 357	34,9%
GWM Group	7,8	3,4	4,4	5 000	4 361	14,7%
HAVAL	7,2	3,4	3,8	4 619	4 361	5,9%
GREAT WALL	0,6	-	-	381	-	-
RENAULT	7,6	9,4	-1,8	4 843	12 049	-59,8%
GEELY	5,7	1,6	4,1	3 660	2 108	73,6%
KIA	4,5	12,1	-7,6	2 858	15 531	-81,6%
HYUNDAI Group	2,1	6,7	-4,6	1 349	8 651	-84,4%
HYUNDAI	1,9	5,9	-4,0	1 187	7 591	-84,4%
GENESIS	0,3	0,8	-0,5	162	1 060	-84,7%
VW Group	1,4	9,8	-8,4	918	12 634	-92,7%
VOLKSWAGEN cars	0,7	3,4	-2,7	423	4 354	-90,3%
ŠKODA	0,6	5,6	-5,0	400	7 206	-94,4%
AUDI	0,1	0,6	-0,5	90	809	-88,9%
VOLKSWAGEN vans	0,0	0,2	-0,2	5	265	-98,1%
CHANGAN	1,1	0,5	0,6	713	601	18,6%
MAZDA	0,4	2,5	-2,1	266	3 203	-91,7%
STELLANTIS	0,3	1,6	-1,3	194	2 080	-90,7%
PEUGEOT	0,1	0,8	-0,7	72	1 042	-93,1%
CITROËN	0,1	0,4	-0,3	74	527	-86,0%
OPEL	0,0	0,2	-0,2	20	248	-91,9%
FIAT	0,0	0,1	-0,1	0	133	-
CHRYSLER	-	-	-	-	-	-
JEEP	0,0	0,1	-0,1	28	130	-78,5%
TOYOTA Group	0,3	9,0	-8,7	192	11 525	-98,3%
TOYOTA	0,3	8,1	-7,8	177	10 369	-98,3%
LEXUS	0,0	0,9	-0,9	15	1 156	-98,7%
DFM	0,2	0,1	0,1	160	97	64,9%
FAW	0,2	0,1	0,1	117	151	-22,5%
SUBARU	0,1	0,2	-0,1	84	245	-65,7%
SUZUKI	0,0	0,4	-0,4	26	554	-95,3%
GAC	0,0	0,1	-0,1	18	116	-84,5%
PORSCHE	0,0	0,6	-0,6	18	761	-97,6%
ISUZU	0,0	0,1	-0,1	13	84	-84,5%
HINO	0,0	0,0	0,0	12	27	-55,6%
HONDA	0,0	0,1	-0,1	8	127	-93,7%
MITSUBISHI	0,0	2,4	-2,4	5	3 106	-99,8%
IVECO	0,0	0,0	0,0	3	46	-93,5%
BRILLIANCE	0,0	0,0	0,0	0	3	-

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INFINITI	0,0	0,2	-0,2	0	310	-
JAGUAR LAND ROVER	0,0	0,6	-0,6	0	747	-
LAND ROVER	0,0	0,5	-0,5	0	686	-
JAGUAR	0,0	0,0	0,0	0	61	-
LIFAN	0,0	0,0	0,0	0	6	-
NISSAN	0,0	4,4	-4,4	0	5 603	-
VOLVO	0,0	0,5	-0,5	0	637	-
FORD	-	0,0	-	-	1	-
FOTON	-	0,0	-	-	1	-
GM Group	-	0,3	-	-	381	-
CHEVROLET	-	0,2	-	-	250	-
CADILLAC	-	0,1	-	-	131	-
HYUNDAI LCV	-	-	-	-	-	-
ZOTYE	-	0,0	-	-	3	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>64 072</b>	<b>128 601</b>	<b>-50,2%</b>

## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY - DECEMBER 2022/2021

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	JANUARY - DECEMBER					
	% Share			Volume		
	2022	2021	YOY	2022	2021	%
LADA	27,4	21,0	6,4	188 645	350 714	-46,2%
KIA	9,6	12,3	-2,7	66 095	205 801	-67,9%
HYUNDAI Group	8,2	10,3	-2,1	56 500	171 811	-67,1%
HYUNDAI	8,0	10,0	-2,0	54 811	167 331	-67,2%
GENESIS	0,2	0,3	-0,1	1 689	4 480	-62,3%
CHERY Group	7,8	2,5	5,4	53 704	40 874	31,4%
CHERY	5,6	2,2	3,4	38 497	37 118	3,7%
CHERYXEED	2,0	0,2	1,8	13 686	3 756	264,4%
OMODA	0,2	-	-	1 521	-	-
GAZ LCV	6,1	3,4	2,7	42 110	56 468	-25,4%
VW Group	5,9	11,9	-6,0	40 465	197 972	-79,6%
ŠKODA	2,7	5,4	-2,7	18 299	90 443	-79,8%
VOLKSWAGEN cars	2,6	5,2	-2,6	17 555	86 108	-79,6%
AUDI	0,5	1,0	-0,5	3 512	16 404	-78,6%
VOLKSWAGEN vans	0,2	0,3	-0,1	1 099	5 017	-78,1%
SOLLERS Group	5,8	3,2	2,6	40 092	53 260	-24,7%
SOLLERS	0,0	-	-	14	-	-
FORD LCV	0,9	1,3	-0,4	6 186	20 840	-70,3%
UAZ	4,9	1,9	3,0	33 906	32 420	4,6%
RENAULT	5,8	7,9	-2,1	39 578	131 552	-69,9%
GWM Group	5,1	2,3	2,8	35 283	39 126	-9,8%
HAVAL	4,9	2,3	2,6	33 642	39 126	-14,0%
GREAT WALL	0,2	-	-	1 641	-	-
GEELY	3,6	1,5	2,1	24 419	24 587	-0,7%
TOYOTA Group	3,1	7,0	-3,9	21 502	117 303	-81,7%
TOYOTA	2,9	5,9	-3,0	19 645	97 941	-79,9%

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LEXUS	0,3	1,2	-0,9	1 857	19 362	-90,4%
NISSAN	2,1	3,1	-1,0	14 688	51 338	-71,4%
BMW Group	1,5	3,0	-1,5	10 169	49 415	-79,4%
BMW	1,4	2,8	-1,4	9 423	46 802	-79,9%
MINI	0,1	0,2	-0,1	746	2 613	-71,5%
MERCEDES-BENZ	1,5	2,7	-1,2	10 096	44 850	-77,5%
MERCEDES-BENZ	1,4	2,6	-1,2	9 595	43 011	-77,7%
MERCEDES-BENZ LCV	0,1	0,1	0,0	501	1 838	-72,7%
smart	-	0,0	-	-	1	-
MAZDA	1,3	1,8	-0,5	9 084	29 177	-68,9%
MITSUBISHI	1,2	1,7	-0,5	8 451	27 699	-69,5%
STELLANTIS	0,8	1,1	-0,3	5 683	18 526	-69,3%
PEUGEOT	0,4	0,5	-0,1	2 482	8 727	-71,6%
CITROËN	0,2	0,3	-0,1	1 640	4 897	-66,5%
OPEL	0,1	0,1	0,0	694	2 053	-66,2%
FIAT	0,0	0,1	-0,1	111	1 237	-91,0%
CHRYSLER	-	0,0	-	-	2	-
JEEP	0,1	0,1	0,0	756	1 610	-53,0%
CHANGAN	0,8	0,3	0,5	5 627	5 705	-1,4%
FAW	0,3	0,2	0,1	2 254	3 137	-28,1%
VOLVO	0,2	0,5	-0,3	1 707	9 088	-81,2%
SUZUKI	0,2	0,5	-0,3	1 682	9 159	-81,6%
DFM	0,2	0,0	0,2	1 666	533	212,6%
SUBARU	0,2	0,3	-0,1	1 516	5 650	-73,2%
PORSCHE	0,2	0,4	-0,2	1 330	6 262	-78,8%
JAGUAR LAND ROVER	0,2	0,4	-0,2	1 269	6 909	-81,6%
LAND ROVER	0,2	0,4	-0,2	1 145	6 388	-82,1%
JAGUAR	0,0	0,0	0,0	124	521	-76,2%
INFINITI	0,1	0,1	0,0	958	2 034	-52,9%
ISUZU	0,1	0,0	0,1	567	775	-26,8%
EVOLUTE	0,1	-	-	452	-	-
GAC	0,1	0,1	0,0	437	923	-52,7%
GM Group	0,1	0,2	-0,1	428	3 423	-87,5%
CHEVROLET	0,0	0,1	-0,1	266	1 046	-74,6%
CADILLAC	0,0	0,1	-0,1	162	2 377	-93,2%
HONDA	0,1	0,1	0,0	368	1 324	-72,2%
IVECO	0,0	0,0	0,0	185	512	-63,9%
LIFAN	0,0	0,0	0,0	166	617	-73,1%
HINO	0,0	0,0	0,0	164	54	203,7%
FOTON	0,0	0,0	0,0	9	37	-75,7%
BRILLIANCE	0,0	0,0	0,0	6	110	-94,5%
ZOTYE	0,0	0,0	0,0	1	51	-
FORD	-	0,0	-	-	2	-
HYUNDAI LCV	-	0,0	-	-	2	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>687 370</b>	<b>1 666 780</b>	<b>-58,8%</b>

## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR DECEMBER 2022/2021 AND JANUARY – DECEMBER 2022/2021

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	DECEMBER		
			2022	2021	YoY
1	Granta	Lada	15509	5940	9 569
2	Niva	Lada	7150	5359	1 791
3	Patriot	UAZ	4027	1398	2 629
4	Coolray	Geely	1871	857	1 014
5	Logan	Renault	1577	3025	-1 448
6	Jolion	Haval	1442	2636	-1 194
7	F7	Haval	1437	624	813
8	Sandero	Renault	1395	1556	-161
9	Atlas Pro	Geely	1096	417	679
10	F7X	Haval	963	741	222
11	Sportage	Kia	729	1535	-806
12	Arkana	Renault	698	1365	-667
13	TUGELLA	Geely	693	221	472
14	Kaptur	Renault	639	1745	-1 106
15	Santa Fe	Hyundai	631	292	339
16	Vesta	Lada	537	11542	-11 005
17	Duster	Renault	532	4333	-3 801
18	Dargo	Haval	477	-	-
19	Seltos	Kia	434	1994	-1 560
20	Largus VP	Lada	396	4476	-4 080
21	Polo	VW	343	2140	-1 797
22	Tucson	Hyundai	341	662	-321
23	K5	Kia	324	1015	-691
24	Cerato	Kia	307	1167	-860
25	Soul	Kia	302	501	-199

#	MODEL	BRAND	JANUARY - DECEMBER		
			2022	2021	YoY
1	Granta	Lada	95879	111430	-15 551
2	Niva	Lada	38780	51242	-12 462
3	Vesta	Lada	29206	113698	-84 492
4	Rio	Kia	24686	82941	-58 255
5	Solaris	Hyundai	18073	61061	-42 988
6	Jolion	Haval	17112	9877	7 235
7	Creta	Hyundai	16577	68081	-51 504
8	Largus VP	Lada	12694	39541	-26 847
9	Duster	Renault	12235	41471	-29 236
10	Coolray	Geely	11692	11101	591
11	Polo	VW	11106	46887	-35 781
12	Patriot	UAZ	10612	13057	-2 445
13	Logan	Renault	10103	29783	-19 680
14	Rapid PA II	Skoda	8900	41680	-32 780
15	Seltos	Kia	8837	17865	-9 028
16	Sportage	Kia	8311	24969	-16 658
17	RAV 4	Toyota	8005	38441	-30 436
18	F7	Haval	7440	12386	-4 946
19	Tucson	Hyundai	7153	11120	-3 967
20	Sandero	Renault	7066	22386	-15 320
21	CX-5	Mazda	7005	19828	-12 823
22	Atlas Pro	Geely	6811	1879	4 932
23	Qashqai	Nissan	6381	20474	-14 093
24	Cerato	Kia	5502	12378	-6 876
25	X-Trail	Nissan	5468	19010	-13 542

## 10 BEST SOLD MODELS OF LCV IN RUSSIA FOR DECEMBER 2022/2021 AND JANUARY – DECEMBER 2022/2021

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	DECEMBER		
			2022	2021	YoY
1	Gazelle	GAZ LCV	6 043	5 106	937
2	Classic Commercial	UAZ	4 439	1 327	3 112
3	Sobol	GAZ LCV	2 535	1 251	1 284
4	Profi	UAZ	628	321	307
5	Granta VU	Lada	293	53	240
6	Transit	Ford LCV	261	3 101	-2 840
7	Captain-T	DFM	160	-	-
8	Largus VU	Lada	63	1 031	-968
9	SpaceTourer	Citroën	36	106	-70
10	Staria	Hyundai	33	65	-32

#	MODEL	BRAND	JANUARY - DECEMBER		
			2022	2021	YoY
1	Gazelle	GAZ LCV	32 324	47 032	-14 708
2	Classic Commercial	UAZ	15 146	11 884	3 262
3	Sobol	GAZ LCV	9 786	9 436	350
4	Transit	Ford LCV	6 186	20 840	-14 654
5	Largus VU	Lada	5 017	10 573	-5 556
6	Profi	UAZ	3 426	3 819	-393
7	Granta VU	Lada	1 617	1 782	-165
8	Staria	Hyundai	809	65	744
9	Traveller	Peugeot	747	2 701	-1 954
10	Captain-T	DFM	708	-	-