



## Press-release

13 January 2022

### Year 2021 ends with 4,3% car sales market increase

**In December 2021** sales of new cars and light commercial vehicles in Russia **decreased by -19,9 %** compared with **December 2020** or by 33 196 sold units, and **amounted to 133 470 cars**, according to the AEB Automobile Manufacturers Committee (AEB AMC).

**In 2021** new car and LCV sales **increased by 4,3%** or by **67 955** units in comparison with the previous year.  
**In January—December 1 666 780 cars** were sold.

Among them:

- LCVs – 130 691 pcs. or 7,8%
- SUVs – 788 278 pcs. or 47,3%
- Pick-ups – 10 014 pcs. or 0,6%
- BEV (Battery Electric vehicles) – 1 001 pcs.

**Dr. Thomas Staertzel**, Chairman of the **AEB Automobile Manufacturers Committee** commented:

“The year 2021 demonstrated 4,3% growth in new passengers and light commercial vehicles as compared to 2020. In total 1 666 780 cars and LCVs were sold. However the positive figures 2021 result from the growth dynamics of only the second quarter 2021 versus the same period of 2020 with lockdown effects. The negative trend of the last two quarters ended up in December with a huge decrease of 19,9%. In December 2021, only 133 470 cars were sold. All this is a result of negative market effects of global factors, such as deficit of electronic components, logistics problems, supply chains breaks, increase in costs of materials, etc. There is no sign of a rapid improvement of the situation.

Since 2015, the Russian automotive market is quite stable remaining between 1,4 and 1,8 mn vehicles.

Assuming that all the negative factors will not be resolved during the main part of 2022, the Committee believes that the car market will not change much and forecasts an increase of 3,3% with the total sale of cars and LCVs of 1 722 000 units.

We wish all our customers, journalists and market players and partners a prosperous and healthy New Year 2022!”

#### **Note:**

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.

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#### Attachments:

1. New car/LCV sales in Russia by brands for December 2021/2020 and January-December 2021/2020
2. New car/LCV sales in Russia by groups for December 2021/2020 and January-December 2021/2020
3. 25 best sold models of cars in Russia for December 2021/2020 and January-December 2021/2020
4. 10 best sold models of lcv cars in Russia for December 2021/2020 and January-December 2021/2020

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## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR DECEMBER 2021/2020

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		
	2021	2020	%
Avtovaz (Lada)	29 919	40 768	-27%
Kia	15 531	20 021	-22%
Renault*	12 049	12 146	-1%
Toyota*	10 369	9 178	13%
Hyundai*	7 591	16 354	-54%
Škoda	7 206	9 702	-26%
GAZ LCV*	6 357	8 850	-28%
Nissan	5 603	5 020	12%
Haval	4 361	2 502	74%
VW	4 354	9 323	-53%
Chery	4 235	2 100	102%
UAZ*	3 475	7 094	-51%
Mazda	3 203	3 014	6%
Mitsubishi	3 106	2 688	16%
Ford LCV*	3 101	2 357	32%
Geely	2 108	1 703	24%
Lexus	1 156	2 399	-52%
Genesis	1 060	148	616%
Peugeot*	1 042	720	45%
Audi	809	1 942	-58%
Porsche	761	605	26%
Land Rover	686	800	-14%
Volvo	637	1 126	-43%
Cheryxeed	634	123	415%
Changan	601	642	-6%
Suzuki	554	878	-37%
Citroën*	527	406	30%
Infiniti	310	236	31%
VW NFZ*	265	779	-66%
Chevrolet	250	54	363%
Opel	248	88	182%
Subaru	245	812	-70%
FAW	151	199	-24%
FIAT*	133	113	18%
Cadillac	131	156	-16%
Jeep	130	72	81%
Honda	127	125	2%
GAC	116	-	-
DFM	97	52	87%

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Isuzu*	84	73	15%
Jaguar	61	103	-41%
Iveco*	46	99	-54%
Hino	27	-	-
Lifan	6	103	-94%
Brilliance	3	40	-93%
Zotye	3	0	-
Ford*	1	0	-
Foton*	1	21	-95%
Chrysler <sup>1</sup>	-	8	-
Hyundai LCV*	-	0	-
Avtovaz (Niva)	-	0	-
Datsun	-	924	-
<b>Total</b>	<b>133 470</b>	<b>166 666</b>	<b>-19,9%</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). Some updates concerning LCV data may occur.

1. Due to the termination of supplies and sales of Chrysler and smart on the Russian market, the last cars of these brands were sold in 2021.

## NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY-DECEMBER 2021/2020

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

BRAND	January-December		
	2021	2020	%
Avtovaz (Lada)	350 714	343 512	2%
Kia	205 801	201 727	2%
Hyundai*	167 331	163 244	3%
Renault*	131 552	128 408	2%
Toyota*	97 941	91 598	7%
Skoda	90 443	94 632	-4%
VW	86 108	100 171	-14%
GAZ LCV*	56 468	51 169	10%
Nissan	51 338	56 352	-9%
BMW	46 802	42 721	10%
Mercedes-Benz	43 011	38 815	11%
Haval	39 126	17 381	125%
Chery	37 118	11 452	224%
UAZ*	32 420	36 487	-11%
Mazda	29 177	26 392	11%
Mitsubishi	27 699	28 153	-2%
Geely	24 587	15 475	59%
Ford LCV*	20 840	14 038	48%
Lexus	19 362	20 586	-6%
Audi	16 404	15 247	8%
Suzuki	9 159	7 961	15%
Volvo	9 088	8 025	13%
Peugeot*	8 727	4 516	93%

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Land Rover	6 388	6 411	0%
Porsche	6 262	5 711	10%
Changan	5 705	7 102	-20%
Subaru	5 650	6 240	-9%
VW NFZ*	5 017	5 614	-11%
Citroën	4 897	3 257	50%
Genesis	4 480	1 286	248%
Cheryexeed	3 756	226	1562%
FAW	3 137	2 692	17%
MINI	2 613	2 540	3%
Cadillac	2 377	1 424	67%
Opel	2 053	581	253%
Infiniti	2 034	1 892	8%
Mercedes-Benz Vans*	1 838	1 676	10%
Jeep	1 610	1 549	4%
Honda	1 324	1 508	-12%
FIAT*	1 237	1 309	-6%
Chevrolet	1 046	558	87%
GAC	923	0	-
Isuzu*	775	961	-19%
Lifan	617	1 384	-55%
DFM	533	942	-43%
Jaguar	521	963	-46%
Iveco*	512	415	23%
Brilliance	110	253	-57%
Hino	54	0	-
Zotye	51	158	-68%
Foton*	37	135	-73%
Ford*	2	93	-98%
Chrysler <sup>1</sup>	2	36	-94%
Hyundai LCV*	2	197	-99%
smart <sup>1</sup>	1	56	-98%
Avtovaz (Niva)	-	8 822	-
Datsun	-	14 772	-
<b>Total</b>	<b>1 666 780</b>	<b>1 598 825</b>	<b>4,3%</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). Some updates concerning LCV data may occur.

1. Due to the termination of supplies and sales of Chrysler and smart on the Russian market, the last cars of these brands were sold in 2021.

## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR DECEMBER 2021/2020

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		
	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	38,2	37,1	1,1	50 987	61 782	-17,5%
AVTOVAZ (LADA)	22,4	24,5	-2,1	29 919	40 768	-26,6%
AVTOVAZ (NIVA)	-	0,0	-	-	0	-
RENAULT	9,0	7,3	1,7	12 049	12 146	-0,8%
NISSAN	4,2	3,0	1,2	5 603	5 020	11,6%
INFINITI	0,2	0,1	0,1	310	236	31,4%
MITSUBISHI	2,3	1,6	0,7	3 106	2 688	15,6%
DATSUN	-	0,6	-	-	924	-
Kia	11,6	12,0	-0,4	15 531	20 021	-22,4%
VW Group	9,5	13,0	-3,5	12 634	21 746	-41,9%
ŠKODA	5,4	5,8	-0,4	7 206	9 702	-25,7%
VOLKSWAGEN cars	3,3	5,6	-2,3	4 354	9 323	-53,3%
AUDI	0,6	1,2	-0,6	809	1 942	-58,3%
VOLKSWAGEN vans	0,2	0,5	-0,3	265	779	-66,0%
TOYOTA Group	8,6	6,9	1,7	11 525	11 577	-0,4%
TOYOTA	7,8	5,5	2,3	10 369	9 178	13,0%
LEXUS	0,9	1,4	-0,5	1 156	2 399	-51,8%
HYUNDAI Group	6,5	9,9	-3,4	8 651	16 502	-47,6%
HYUNDAI	5,7	9,8	-4,1	7 591	16 354	-53,6%
GENESIS	0,8	0,1	0,7	1 060	148	616,2%
GAZ LCV	4,8	5,3	-0,5	6 357	8 850	-28,2%
CHERY Group	3,6	1,3	2,3	4 869	2 223	119,0%
CHERY	3,2	1,3	1,9	4 235	2 100	101,7%
Cheryexeed	0,5	-	-	634	123	415,4%
HAVAL	3,3	1,5	1,8	4 361	2 502	74,3%
UAZ	2,6	4,3	-1,7	3 475	7 094	-51,0%
MAZDA	2,4	1,8	0,6	3 203	3 014	6,3%
FORD LCV	2,3	1,4	0,9	3 101	2 357	31,6%
GEELY	1,6	1,0	0,6	2 108	1 703	23,8%
STELLANTIS	1,6	0,8	0,8	2 080	1 407	47,8%
PEUGEOT	0,8	0,4	0,4	1 042	720	44,7%
CITROËN	0,4	0,2	0,2	527	406	29,8%
OPEL	0,2	0,1	0,1	248	88	181,8%
FIAT	0,1	0,1	0,0	133	113	17,7%
CHRYSLER <sup>1</sup>	-	0,0	-	-	8	-
JEEP	0,1	0,0	0,1	130	72	80,6%
PORSCHE	0,6	0,4	0,2	761	605	25,8%
JAGUAR LAND ROVER	0,6	0,5	0,1	747	903	-17,3%
LAND ROVER	0,5	0,5	0,0	686	800	-14,3%
JAGUAR	0,0	0,1	-0,1	61	103	-40,8%
VOLVO	0,5	0,7	-0,2	637	1 126	-43,4%
CHANGAN	0,5	0,4	0,1	601	642	-6,4%
SUZUKI	0,4	0,5	-0,1	554	878	-36,9%
GM Group	0,3	0,1	0,2	381	210	81,4%

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CHEVROLET	0,2	0,0	0,2	250	54	363,0%
CADILLAC	0,1	0,1	0,0	131	156	-16,0%
SUBARU	0,2	0,5	-0,3	245	812	-69,8%
FAW	0,1	0,1	0,0	151	199	-24,1%
HONDA	0,1	0,1	0,0	127	125	1,6%
GAC	0,1	-	-	116	-	-
DFM	0,1	0,0	0,1	97	52	86,5%
ISUZU	0,1	0,0	0,1	84	73	15,1%
IVECO	0,0	0,1	-0,1	46	99	-53,5%
HINO	0,0	-	-	27	-	-
LIFAN	0,0	0,1	-0,1	6	103	-94,2%
BRILLIANCE	0,0	0,0	0,0	3	40	-92,5%
ZOTYE	-	0,0	-	3	0	-
FOTON	0,0	0,0	0,0	1	21	-95,2%
HYUNDAI LCV	-	0,0	-	-	0	-
FORD	0,0	0,0	0,0	1	0	-
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>133 470</b>	<b>166 666</b>	<b>-19,9%</b>

1. Due to the termination of supplies and sales of Chrysler and smart on the Russian market, the last cars of these brands were sold in 2021.

## NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY-DECEMBER 2021/2020

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.

Brand / Group	January-December					
	% Share			Volume		
	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	33,8	36,4	-2,6	563 337	581 911	-3,2%
AVTOVAZ (LADA)	21,0	21,5	-0,5	350 714	343 512	2,1%
AVTOVAZ (NIVA)	-	0,6	-	-	8 822	-
RENAULT	7,9	8,0	-0,1	131 552	128 408	2,4%
NISSAN	3,1	3,5	-0,4	51 338	56 352	-8,9%
INFINITI	0,1	0,1	0,0	2 034	1 892	7,5%
MITSUBISHI	1,7	1,8	-0,1	27 699	28 153	-1,6%
DATSUN	-	0,9	-	-	14 772	-
Kia	12,3	12,6	-0,3	205 801	201 727	2,0%
VW Group	11,9	13,5	-1,6	197 972	215 664	-8,2%
ŠKODA	5,4	5,9	-0,5	90 443	94 632	-4,4%
VOLKSWAGEN cars	5,2	6,3	-1,1	86 108	100 171	-14,0%
AUDI	1,0	1,0	0,0	16 404	15 247	7,6%
VOLKSWAGEN vans	0,3	0,4	-0,1	5 017	5 614	-10,6%
HYUNDAI Group	10,3	10,3	0,0	171 811	164 530	4,4%
HYUNDAI	10,0	10,2	-0,2	167 331	163 244	2,5%
GENESIS	0,3	0,1	0,2	4 480	1 286	248,4%
TOYOTA Group	7,0	7,0	0,0	117 303	112 184	4,6%
TOYOTA	5,9	5,7	0,2	97 941	91 598	6,9%
LEXUS	1,2	1,3	-0,1	19 362	20 586	-5,9%
GAZ LCV	3,4	3,2	0,2	56 468	51 169	10,4%
BMW Group	3,0	2,8	0,2	49 415	45 261	9,2%
BMW	2,8	2,7	0,1	46 802	42 721	9,6%
MINI	0,2	0,2	0,0	2 613	2 540	2,9%

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MERCEDES-BENZ	2,7	2,5	0,2	44 850	40 547	10,6%
MERCEDES-BENZ cars	2,6	2,4	0,2	43 011	38 815	10,8%
MERCEDES-BENZ vans	0,1	0,1	0,0	1 838	1 676	9,7%
smart <sup>1</sup>	0,0	0,0	0,0	1	56	-98,2%
CHERY Group	2,5	0,7	1,8	40 874	11 678	250,0%
CHERY	2,2	0,7	1,5	37 118	11 452	224,1%
CHERYEXEED	0,2	-	-	3 756	226	1561,9%
HAVAL	2,3	1,1	1,2	39 126	17 381	125,1%
UAZ	1,9	2,3	-0,4	32 420	36 487	-11,1%
MAZDA	1,8	1,7	0,1	29 177	26 392	10,6%
GEELY	1,5	1,0	0,5	24 587	15 475	58,9%
FORD LCV	1,3	0,9	0,4	20 840	14 038	48,5%
STELLANTIS	1,1	0,7	0,4	18 526	11 248	64,7%
PEUGEOT	0,5	0,3	0,2	8 727	4 516	93,2%
CITROËN	0,3	0,2	0,1	4 897	3 257	50,4%
OPEL	0,1	0,0	0,1	2 053	581	253,4%
FIAT	0,1	0,1	0,0	1 237	1 309	-5,5%
CHRYSLER <sup>1</sup>	0,0	0,0	0,0	2	36	-94,4%
JEEP	0,1	0,1	0,0	1 610	1 549	3,9%
SUZUKI	0,5	0,5	0,0	9 159	7 961	15,0%
VOLVO	0,5	0,5	0,0	9 088	8 025	13,2%
JAGUAR LAND ROVER	0,4	0,5	-0,1	6 909	7 374	-6,3%
LAND ROVER	0,4	0,4	0,0	6 388	6 411	-0,4%
JAGUAR	0,0	0,1	-0,1	521	963	-45,9%
PORSCHE	0,4	0,4	0,0	6 262	5 711	9,6%
CHANGAN	0,3	0,4	-0,1	5 705	7 102	-19,7%
SUBARU	0,3	0,4	-0,1	5 650	6 240	-9,5%
GM Group	0,2	0,1	0,1	3 423	1 982	72,7%
CHEVROLET	0,1	0,0	0,1	1 046	558	87,5%
CADILLAC	0,1	0,1	0,0	2 377	1 424	66,9%
FAW	0,2	0,2	0,0	3 137	2 692	16,5%
HONDA	0,1	0,1	0,0	1 324	1 508	-12,2%
GAC	-	-	-	923	0	-
ISUZU	0,0	0,1	-0,1	775	961	-19,4%
LIFAN	0,0	0,1	-0,1	617	1 384	-55,4%
DFM	0,0	0,1	-0,1	533	942	-43,4%
IVECO	0,0	0,0	0,0	512	415	23,4%
BRILLIANCE	0,0	0,0	0,0	110	253	-56,5%
HINO	0,0	-	-	54	-	-
ZOTYE	0,0	0,0	0,0	51	158	-67,7%
FOTON	0,0	0,0	0,0	37	135	-72,6%
HYUNDAI LCV	0,0	0,0	0,0	2	197	-99,0%
FORD	0,0	0,0	0,0	2	93	-97,8%
<b>Total</b>	<b>100,0</b>	<b>100,0</b>		<b>1 666 780</b>	<b>1 598 825</b>	<b>4,3%</b>

1. Due to the termination of supplies and sales of Chrysler and smart on the Russian market, the last cars of these brands were sold in 2021.

## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR DECEMBER 2021/2020 AND JANUARY – DECEMBER 2021/2020

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		
			2021	2020	YoY
1	Vesta	Lada	11 542	11 193	349
2	Rio	Kia	7 056	10 186	-3 130
3	Granta	Lada	5 940	14 406	-8 466
4	Niva	Lada	5 359	5 929	-570
5	Largus VP	Lada	4 476	4 860	-384
6	Duster	Renault	4 333	3 711	622
7	RAV 4	Toyota	4 331	3 400	931
8	Camry	Toyota	3 366	2 808	558
9	Creta	Hyundai	3 081	7 059	-3 978
10	Logan	Renault	3 025	2 831	194
11	Rapid PA II	Škoda	2 663	3 889	-1 226
12	Solaris	Hyundai	2 643	5 347	-2 704
13	Jolion	Haval	2 636	-	-
14	Qashqai	Nissan	2 493	1 948	545
15	CX-5	Mazda	2 412	2 378	34
16	Polo	VW	2 140	5 370	-3 230
17	X-Trail	Nissan	2 138	1 647	491
18	Outlander	Mitsubishi	2 059	1 889	170
19	Seltos	Kia	1 994	1 794	200
20	Karoq	Škoda	1 894	1 761	133
21	Kaptur	Renault	1 745	1 620	125
22	Sandero	Renault	1 556	2 427	-871
23	Sportage	Kia	1 535	2 488	-953
24	XRAY	Lada	1 507	2 038	-531
25	Tiggo 7 PRO	Chery	1 464	728	736

#	MODEL	BRAND	January-December		
			2021	2020	YoY
1	Vesta	Lada	113 698	107 281	6 417
2	Granta	Lada	111 430	126 112	-14 682
3	Rio	Kia	82 941	88 064	-5 123
4	Creta	Hyundai	68 081	73 537	-5 456
5	Solaris	Hyundai	61 061	49 280	11 781
6	Niva	Lada	51 242	48 913	2 329
7	Polo	VW	46 887	58 455	-11 568
8	Rapid PA II	Škoda	41 680	26 267	15 413
9	Duster	Renault	41 471	31 640	9 831
10	Largus VP	Lada	39 541	37 166	2 375
11	RAV 4	Toyota	38 441	36 433	2 008
12	Camry	Toyota	31 983	27 373	4 610
13	Logan	Renault	29 783	32 628	-2 845
14	Tiguan	VW	29 232	32 982	-3 750
15	K5	Kia	29 224	8 126	21 098
16	Sportage	Kia	24 969	28 190	-3 221
17	Sandero	Renault	22 386	26 038	-3 652
18	XRAY	Lada	22 107	19 286	2 821
19	Qashqai	Nissan	20 474	22 110	-1 636
20	CX-5	Mazda	19 828	20 033	-205
21	Karoq	Škoda	19 487	15 551	3 936
22	X-Trail	Nissan	19 010	20 237	-1 227
23	Kaptur	Renault	18 889	20 284	-1 395
24	Arkana	Renault	18 246	16 814	1 432
25	Seltos	Kia	17 865	12 774	5 091

## 10 BEST SOLD MODELS OF LCV IN RUSSIA FOR DECEMBER 2021/2020 AND JANUARY – DECEMBER 2021/2020

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		
			2021	2020	YoY
1	Gazelle	GAZ LCV	5 106	6 651	-1 545
2	Transit	Ford LCV	3 101	2 357	744
3	Classic Commercial	UAZ	1 327	2 978	-1 651
4	Sobol	GAZ LCV	1 251	2 199	-948
5	Largus VU	Lada	1 031	2 064	-1 033
6	Traveller	Peugeot	378	225	153
7	Profi	UAZ	321	365	-44
8	New Expert	Peugeot	184	221	-37
9	Transporter/Caravelle	VW NFZ	140	433	-293
10	Boxer	Peugeot	139	163	-24

#	MODEL	BRAND	January – December		
			2021	2020	YoY
1	Gazelle	GAZ LCV	47 032	43 457	3 575
2	Transit	Ford LCV	20 840	14 038	6 802
3	Classic Commercial	UAZ	11 884	13 074	-1 190
4	Largus VU	Lada	10 573	11 740	-1 167
5	Sobol	GAZ LCV	9 436	7 712	1 724
6	Profi	UAZ	3 819	2 698	1 121
7	Transporter/Caravelle	VW NFZ	3 073	1 785	1 288
8	Traveller	Peugeot	2 701	1 705	996
9	New Expert	Peugeot	1 901	966	935
10	Granta VU	Lada	1 782	1 669	113