



Press release

June 4, 2025

The car market decreased by 29% in May*

According to the AEB Automobile Manufacturers Committee, a total of **94,023** new passenger cars and light commercial vehicles were sold in May 2025.

According to data obtained from PPC*, the market size in May 2025 was **93,791** units, which is 29% less than in May 2024.

For 5 months of 2025, sales of new passenger cars and light commercial vehicles in Russia decreased by 26% compared to the same period in 2024, and amounted to 453,801 vehicles.*

Chairman of the Automobile Manufacturers Committee, Alexey Kalitsev comments:

"The result of May is significantly lower than in April this year (-11.5%). Of course, this can be partly explained by long weekends and holidays, but in general, at the moment the situation remains unchanged compared to previous periods, since all factors influencing the market continue to be unchanged. In general, the overall fatigue of the population from the current negative trends prevails. Expectation of the return of departed brands, supported by the media, leads to the fact that potential buyers continue to choose bank deposits. The hope for an imminent reduction in the key rate by the Central Bank, as an opportunity to improve credit availability, is also playing a restraining role.

Deferred demand is growing against the backdrop of a declining market. The law on the taxi localization, which comes into effect in March 2026 and is aimed at supporting local manufacturers with a high degree of localization, is unlikely to make a significant difference in the short term. However, we are waiting to see if the Government's decision to extend the preferential loans program to families with two or more children will play its positive role, and we will be able to see its effect in the next quarter. For the time being, there is still an urgent need for substantial measures of government support for the demand.

Next month, we plan to adjust our forecast for the Russian car market volumes in 2025."

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).

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