



Association  
of European  
Businesses

## Press release

December 4, 2025

According to the AEB Automobile Manufacturers Committee, a total of **129,090** new passenger cars and light commercial vehicles were sold in November 2025.

According to data obtained from PPC\*, the market size in November 2025 was **132,137** units, which is comparable to November 2024.

In January-November 2025, sales of new passenger cars and light commercial vehicles in Russia still lag behind the figures for the eleven months of 2024 (-19%) and amount to 1,225,103 vehicles.\*

Chairman of the Automobile Manufacturers Committee, Alexey Kalitsev comments:

"In November, the new car and light commercial vehicle sales market followed a predictable pattern. Amid news of the extraordinary disposal fee hike being postponed to December, and in anticipation of its further increase in January next year, market players rushed to maximize imports and sales under the old regulations. However, the market growth fell slightly short of expectations.

While it is already clear that annual results will significantly exceed forecasts and surpass 1.3 million units, the start of the next year raises concerns. Due to the VAT increase, higher disposal fees, tighter Central Bank requirements for borrowers' income verification (which will reduce loan approval rates), and persistently high key interest rates, companies will continue adjusting their pricing policies. This will make it harder for customers to decide in favor of purchasing a new vehicle.

We will publish our forecast for 2026 in early January next year."

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)).

### Contact:

Olga Zueva, AEB Automobile Manufacturers Committee Coordinator, [olga.zueva@aebrus.ru](mailto:olga.zueva@aebrus.ru), tel. +7 (495) 234 27 64 (123)

Yuliya Sheglova, Project Manager for market researches and statistics, [yuliya.sheglova@aebrus.ru](mailto:yuliya.sheglova@aebrus.ru), tel. +7 (495) 234 27 64

Elena Demicheva, Communications Manager\Press Secretary, [elena.demicheva@aebrus.ru](mailto:elena.demicheva@aebrus.ru), tel. +7-965-216-43-62

PPC JSC: [analytics@passport-ic.ru](mailto:analytics@passport-ic.ru), тел. +7 (499) 757 71 76

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Association of European Businesses  
Butyrsky Val str. 68/70, bld. 1,  
Moscow, 127055, Russia

Phone: +7 (495) 234 27 64  
E-mail: [info@aebrus.ru](mailto:info@aebrus.ru)  
[www.aebrus.ru](http://www.aebrus.ru)