



Press - release

November 08, 2021

New cars sales decrease is 18,1% in October 2021

In **October 2021**, sales of new cars and light commercial vehicles in Russia **decreased by 18,1%** compared to **October 2020** or by **27 960** sold units, and amounted to **126 204** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

“October is the 4th month in a row when the market has been decreasing. In October 2021 only 126 204 cars and LCVs were sold. This is by 18,1% less than a year ago. Sales of cars and LCVs from January to October 2021 amount to 1 313 579 units which is 10,5% above the same period of the previous year. There is still a long way to overcome the global production shortage and new problems with logistics due to breaks of the supply chains.

Positive and worth mentioning is that, despite of all the difficulties, the BEV segment continues its growth with the year to date sales of 845 vehicles, which is already 118 % higher than the total sales of 2020. The positive BEV sales dynamic fosters the development of the charging infrastructure and helps distributors to bring more and also more affordable BEV models to the Russian market. Of course, the rising BEV market segment can be later occupied by locally produced models. This positive development could be significantly undermined by a non-prolongation of 0-import customs duty for BEVs during the next years with then BEV prices increase, leading to decline of customer demand and respective stagnation of the BEV sales dynamic. Also some OEMs might delay there BEV model launches in Russia due to higher cost for smaller than planned sales volumes. Therefore, our Committee is convinced that the prolongation of the 0-import customs duty for BEVs is mutually beneficial for all market participants and the Government.”

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

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR OCTOBER 2021/2020 AND JANUARY-OCTOBER 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	October			January-October		
	2021	2020	%	2021	2020	%
Avtovaz (Lada)	25 573	37 019	-31%	294 422	264 680	11%
Kia	16 027	21 217	-24%	175 756	160 694	9%
Hyundai*	13 162	15 431	-15%	145 345	129 444	12%
Renault*	9 165	14 356	-36%	107 666	102 410	5%
Toyota*	8 516	8 052	6%	79 966	74 221	8%
GAZ LCV*	5 881	5 032	17%	44 683	36 779	21%
Škoda	5 590	10 101	-45%	78 237	75 264	4%
Nissan	5 262	5 873	-10%	41 058	46 408	-12%
Haval	4 803	1 604	199%	29 856	13 251	125%
VW	4 714	9 770	-52%	77 152	80 640	-4%
Chery	4 098	1 490	175%	28 786	7 855	266%
UAZ*	3 728	3 666	2%	25 875	25 284	2%
Mitsubishi	3 016	3 008	0%	21 570	22 626	-5%
Geely	3 002	2 016	49%	19 653	11 757	67%
Mazda	2 300	2 265	2%	23 409	20 425	15%
Ford LCV*	1 605	1 647	-3%	15 616	10 463	49%
Lexus	1 358	1 806	-25%	17 298	15 954	8%
Audi	1 078	1 371	-21%	14 981	11 502	30%
Volvo	991	925	7%	7 899	5 869	35%
Changan	898	780	15%	4 537	5 589	-19%
Peugeot*	768	372	106%	6 952	3 371	106%
Suzuki	656	832	-21%	8 105	6 228	30%
Land Rover	500	712	-30%	5 286	4 876	8%
Citroën*	483	336	44%	3 938	2 554	54%
Cheryxeed	397	-	-	2 719	-	-
Porsche	371	420	-12%	4 982	4 721	6%
Genesis	352	77	357%	2 806	1 084	159%
Subaru	303	670	-55%	5 173	4 794	8%
FAW	280	337	-17%	2 824	2 205	28%
VW NFZ*	230	524	-56%	4 314	4 179	3%
Opel*	196	97	102%	1 658	402	312%
Chevrolet	135	68	99%	599	460	30%
Honda	108	126	-14%	1 107	1 304	-15%
GAC	108	-	-	633	-	-
DFM	105	89	18%	366	803	-54%
Infiniti	92	182	-49%	1 620	1 472	10%
Jeep	77	144	-47%	1 379	1 375	0%

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FIAT*	76	169	-55%	998	1 083	-8%
Cadillac	68	155	-56%	2 113	1 178	79%
Iveco*	54	36	50%	432	287	51%
Isuzu*	38	115	-67%	613	805	-24%
Jaguar	18	93	-81%	423	767	-45%
Lifan	16	169	-91%	585	1 173	-50%
Brilliance	3	41	-93%	103	177	-42%
Zotye	2	0	-	46	158	-71%
Foton*	1	26	-96%	35	91	-62%
Ford*	0	0	-	1	93	-99%
Chrysler	-	3	-	2	25	-92%
Hyundai LCV*	-	27	-	2	174	-99%
Avtovaz (Niva)	-	11	-	-	8 822	-
Datsun	-	904	-	-	12 995	-
Total	126 204	154 164	-18,1%	1 313 579	1 188 771	10,5%

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 October occur.

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CAR AND LCV SALES IN RUSSIA BY GROUPS FOR OCTOBER 2021/2020 AND JANUARY-OCTOBER 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	October						January-October					
	% Share			Volume			% Share			Volume		
	2021	2020	YOY	2021	2020	%	2021	2020	YOY	2021	2020	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	34,2	39,8	-5,6	43 108	61 353	-29,7%	35,5	38,6	-3,1	466 336	459 413	1,5%
AVTOVAZ (LADA)	20,3	24,0	-3,7	25 573	37 019	-30,9%	22,4	22,3	0,1	294 422	264 680	11,2%
AVTOVAZ (NIVA)	-	0,0	-	-	11	-	-	0,7	-	-	8 822	-
RENAULT	7,3	9,3	-2,0	9 165	14 356	-36,2%	8,2	8,6	-0,4	107 666	102 410	5,1%
NISSAN	4,2	3,8	0,4	5 262	5 873	-10,4%	3,1	3,9	-0,8	41 058	46 408	-11,5%
INFINITI	0,1	0,1	0,0	92	182	-49,5%	0,1	0,1	0,0	1 620	1 472	10,1%
MITSUBISHI	2,4	2,0	0,4	3 016	3 008	0,3%	1,6	1,9	-0,3	21 570	22 626	-4,7%
DATSUN	-	0,6	-	-	904	-	-	1,1	-	-	12 995	-
Kia	12,7	13,8	-1,1	16 027	21 217	-24,5%	13,4	13,5	-0,1	175 756	160 694	9,4%
HYUNDAI Group	10,7	10,1	0,6	13 514	15 508	-12,9%	11,3	11,0	0,3	148 151	130 528	13,5%
HYUNDAI	10,4	10,0	0,4	13 162	15 431	-14,7%	11,1	10,9	0,2	145 345	129 444	12,3%
GENESIS	0,3	0,0	0,3	352	77	357,1%	0,2	0,1	0,1	2 806	1 084	158,9%
VW Group	9,2	14,1	-4,9	11 612	21 766	-46,7%	13,3	14,4	-1,1	174 684	171 585	1,8%
ŠKODA	4,4	6,6	-2,2	5 590	10 101	-44,7%	6,0	6,3	-0,3	78 237	75 264	4,0%
VOLKSWAGEN cars	3,7	6,3	-2,6	4 714	9 770	-51,8%	5,9	6,8	-0,9	77 152	80 640	-4,3%
AUDI	0,9	0,9	0,0	1 078	1 371	-21,4%	1,1	1,0	0,1	14 981	11 502	30,2%
VOLKSWAGEN vans	0,2	0,3	-0,1	230	524	-56,1%	0,3	0,4	-0,1	4 314	4 179	3,2%
TOYOTA Group	7,8	6,4	1,4	9 874	9 858	0,2%	7,4	7,6	-0,2	97 264	90 175	7,9%
TOYOTA	6,7	5,2	1,5	8 516	8 052	5,8%	6,1	6,2	-0,1	79 966	74 221	7,7%
LEXUS	1,1	1,2	-0,1	1 358	1 806	-24,8%	1,3	1,3	0,0	17 298	15 954	8,4%
GAZ LCV	4,7	3,3	1,4	5 881	5 032	16,9%	3,4	3,1	0,3	44 683	36 779	21,5%
HAVAL	3,8	1,0	2,8	4 803	1 604	199,4%	2,3	1,1	1,2	29 856	13 251	125,3%
CHERY Group	3,6	1,0	2,6	4 495	1 490	201,7%	2,4	0,7	1,7	31 505	7 855	301,1%
CHERY	3,2	1,0	2,2	4 098	1 490	175,0%	2,2	0,7	1,5	28 786	7 855	266,5%
CHERYEXEED	0,3	-	-	397	-	-	0,2	-	-	2 719	-	-
UAZ	3,0	2,4	0,6	3 728	3 666	1,7%	2,0	2,1	-0,1	25 875	25 284	2,3%
GEELY	2,4	1,3	1,1	3 002	2 016	48,9%	1,5	1,0	0,5	19 653	11 757	67,2%
MAZDA	1,8	1,5	0,3	2 300	2 265	1,5%	1,8	1,7	0,1	23 409	20 425	14,6%
FORD LCV	1,3	1,1	0,2	1 605	1 647	-2,6%	1,2	0,9	0,3	15 616	10 463	49,2%
STELLANTIS	1,3	0,7	0,6	1 600	1 121	42,7%	1,1	0,7	0,4	14 927	8 810	69,4%
PEUGEOT	0,6	0,2	0,4	768	372	106,5%	0,5	0,3	0,2	6 952	3 371	106,2%
CITROËN	0,4	0,2	0,2	483	336	43,8%	0,3	0,2	0,1	3 938	2 554	54,2%
OPEL	0,2	0,1	0,1	196	97	102,1%	0,1	0,0	0,1	1 658	402	312,4%
FIAT	0,1	0,1	0,0	76	169	-55,0%	0,1	0,1	0,0	998	1 083	-7,8%
CHRYSLER	-	0,0	-	-	3	-	0,0	0,0	0,0	2	25	-92,0%
JEEP	0,1	0,1	0,0	77	144	-46,5%	0,1	0,1	0,0	1 379	1 375	0,3%
VOLVO	0,8	0,6	0,2	991	925	7,1%	0,6	0,5	0,1	7 899	5 869	34,6%

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CHANGAN	0,7	0,5	0,2	898	780	15,1%	0,3	0,5	-0,2	4 537	5 589	-18,8%
SUZUKI	0,5	0,5	0,0	656	832	-21,2%	0,6	0,5	0,1	8 105	6 228	30,1%
JAGUAR LAND ROVER	0,4	0,5	-0,1	518	805	-35,7%	0,4	0,5	-0,1	5 709	5 643	1,2%
LAND ROVER	0,4	0,5	-0,1	500	712	-29,8%	0,4	0,4	0,0	5 286	4 876	8,4%
JAGUAR	0,0	0,1	-0,1	18	93	-80,6%	0,0	0,1	-0,1	423	767	-44,9%
PORSCHE	0,3	0,3	0,0	371	420	-11,7%	0,4	0,4	0,0	4 982	4 721	5,5%
SUBARU	0,2	0,4	-0,2	303	670	-54,8%	0,4	0,4	0,0	5 173	4 794	7,9%
FAW	0,2	0,2	0,0	280	337	-16,9%	0,2	0,2	0,0	2 824	2 205	28,1%
GM Group	0,2	0,1	0,1	203	223	-9,0%	0,2	0,1	0,1	2 712	1 638	65,6%
CHEVROLET	0,1	0,0	0,1	135	68	98,5%	0,0	0,0	0,0	599	460	30,2%
CADILLAC	0,1	0,1	0,0	68	155	-56,1%	0,2	0,1	0,1	2 113	1 178	79,4%
GAC	0,1	-	-	108	-	-	0,0	-	-	633	-	-
HONDA	0,1	0,1	0,0	108	126	-14,3%	0,1	0,1	0,0	1 107	1 304	-15,1%
DFM	-	0,1	-	105	89	18,0%	-	0,1	-	366	803	-54,4%
IVECO	0,0	0,0	0,0	54	36	50,0%	0,0	0,0	0,0	432	287	50,5%
ISUZU	0,0	0,1	-0,1	38	115	-67,0%	0,0	0,1	-0,1	613	805	-23,9%
LIFAN	0,0	0,1	-0,1	16	169	-90,5%	0,0	0,1	-0,1	585	1 173	-50,1%
BRILLIANCE	0,0	0,0	0,0	3	41	-92,7%	0,0	0,0	0,0	103	177	-41,8%
ZOTYE	0,0	0,0	0,0	2	0	-	0,0	0,0	0,0	46	158	-70,9%
FOTON	0,0	0,0	0,0	1	26	-96,2%	0,0	0,0	0,0	35	91	-61,5%
HYUNDAI LCV	-	0,0	-	-	27	-	0,0	0,0	0,0	2	174	-98,9%
FORD	0,0	0,0	0,0	0	0	-	0,0	0,0	0,0	1	93	-98,9%
Total	100,0	100,0		126 204	154 164	-18,1%	100,0	100,0		1 313 579	1 188 771	10,5%

Different from the international classification: brands represented on the Russian market by SOLLERS Group; see also above.

SOLLERS Group	4,2	3,4	0,8	5 333	5 313	0,4%	3,2	3,0	0,2	41 491	35 747	16,1%
Ford LCV	1,3	1,1	0,2	1 605	1 647	-2,6%	1,2	0,9	0,3	15 616	10 463	49,2%
UAZ	3,0	2,4	0,6	3 728	3 666	1,7%	2,0	2,1	-0,1	25 875	25 284	2,3%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR OCTOBER 2021/2020 AND JANUARY – OCTOBER 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	October		
			2021	2020	YoY
1	Vesta	Lada	10261	11853	-1 592
2	Granta	Lada	7273	12756	-5 483
3	Rio	Kia	6983	9251	-2 268
4	Solaris	Hyundai	5323	5271	52
5	Creta	Hyundai	5088	6688	-1 600
6	RAV 4	Toyota	3540	3676	-136
7	Largus VP	Lada	3349	3743	-394
8	Rapid PA II	Škoda	3078	3320	-242
9	Duster	Renault	2924	3264	-340
10	Camry	Toyota	2860	2435	425
11	Polo	VW	2766	5642	-2 876
12	Niva	Lada	2634	5660	-3 026
13	Logan	Renault	2307	3926	-1 619
14	K5	Kia	2270	2073	197
15	Qashqai	Nissan	2210	2031	179
16	X-Trail	Nissan	2181	2549	-368
17	Outlander	Mitsubishi	1950	2518	-568
18	Patriot	UAZ	1795	1668	127
19	Tiggo 7 PRO	Chery	1795	487	1 308
20	Sandero	Renault	1774	2969	-1 195
21	CX-5	Mazda	1759	1626	133
22	Tiggo 4	Chery	1699	655	1 044
23	Sportage	Kia	1692	2646	-954
24	Tucson	Hyundai	1542	2564	-1 022
25	Jolion	Haval	1506	-	-

#	MODEL	BRAND	January-October		
			2021	2020	YoY
1	Granta	Lada	98 259	97 166	1 093
2	Vesta	Lada	93 121	84 317	8 804
3	Rio	Kia	70 203	67 940	2 263
4	Creta	Hyundai	58 487	58 786	-299
5	Solaris	Hyundai	54 163	38 142	16 021
6	Polo	VW	42 455	47 276	-4 821
7	Niva	Lada	42 265	37 223	5 042
8	Rapid PA II	Škoda	37 026	18 573	18 453
9	Duster	Renault	32 702	24 476	8 226
10	Largus VP	Lada	31 715	29 213	2 502
11	RAV 4	Toyota	30 744	29 724	1 020
12	Tiguan	VW	26 835	26 989	-154
13	K5	Kia	26 420	3 859	22 561
14	Camry	Toyota	25 987	22 386	3 601
15	Logan	Renault	24 833	25 586	-753
16	Sportage	Kia	21 841	23 051	-1 210
17	Sandero	Renault	19 314	21 393	-2 079
18	XRAY	Lada	19 246	15 579	3 667
19	Karoq	Škoda	16 184	12 074	4 110
20	Qashqai	Nissan	16 096	18 319	-2 223
21	CX-5	Mazda	15 441	15 434	7
22	Kaptur	Renault	15 057	16 629	-1 572
23	Arkana	Renault	15 036	13 470	1 566
24	X-Trail	Nissan	14 997	16 700	-1 703
25	Seltos	Kia	14 432	9 284	5 148

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

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	October		
			2021	2020	YoY
1	Gazelle	GAZ LCV	4 708	4 174	534
2	Transit	Ford LCV	1 605	1 647	-42
3	Classic Commercial	UAZ	1 193	1 299	-106
4	Sobol	GAZ LCV	1 173	858	315
5	Largus VU	Lada	588	1 036	-448
6	Profi	UAZ	478	285	193
7	New Expert	Peugeot	197	81	116
8	Traveller	Peugeot	196	146	50
9	Transporter /Caravelle	VW NFZ	175	124	51
10	H-1	Hyundai	163	164	-1

#	MODEL	BRAND	January – October		
			2021	2020	YoY
1	Gazelle	GAZ LCV	37 555	32 042	5 513
2	Transit	Ford LCV	15 616	10 463	5 153
3	Classic Commercial	UAZ	9 588	8 600	988
4	Largus VU	Lada	7 855	8 717	-862
5	Sobol	GAZ LCV	7 128	4 737	2 391
6	Profi	UAZ	3 205	2 031	1 174
7	Transporter/ Caravelle	VW NFZ	2 715	1 051	1 664
8	Traveller	Peugeot	2 097	1 285	812
9	Granta VU	Lada	1 655	1 215	440
10	New Expert	Peugeot	1 542	675	867

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