



Press-release

06 April 2022

New cars sales decrease is -62,9% in March 2022

In **March 2022**, sales of new cars and light commercial vehicles in Russia decreased by **62,9%** compared to **March 2021** or by 93 547 sold units, and amounted to **55 129** cars according to the AEB Automobile Manufacturers Committee (AEB AMC).

Among them:

- LCVs – 22 445 pcs. or 8,1%
- SUVs – 138 375 pcs. or 49,9%
- Pick-ups – 1 699 pcs. or 0,6%
- BEV (Battery Electric vehicles) – 228 pcs.

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Attachments:

1. New car/LCV sales in Russia by brands for March 2022/2021 and January – March 2022/2021
2. New car/LCV sales in Russia by groups for March 2022/2021 and January – March 2022/2021
3. 25 best sold models of cars in Russia for March 2022/2021 and January – March 2022/2021
4. 10 best sold models of lcv cars in Russia for March 2022/2021 and January – March 2022/2021

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR MARCH 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	March		
	2022	2021	%
Avtovaz (Lada)	12 289	33 779	-64%
Kia	6 336	20 057	-68%
Hyundai*	4 909	15 332	-68%
Renault*	4 072	11 659	-65%
Toyota*	3 231	10 278	-69%
GAZ LCV*	2 886	4 521	-36%
Škoda	2 803	9 737	-71%
Nissan	2 699	5 705	-53%
VW	2 435	9 442	-74%
UAZ*	2 206	2 733	-19%
Mazda	1 621	2 689	-40%
Haval	1 573	2 833	-44%
Geely	1 492	1 732	-14%
Ford LCV*	874	1 409	-38%
Mitsubishi	801	2 230	-64%
Audi	585	1 625	-64%
Chery	505	309	63%
Chery	498	2 398	-79%
Peugeot*	323	736	-56%
Changan	311	485	-36%
Suzuki	305	931	-67%
Lexus	229	2 491	-91%
Volvo	224	798	-72%
Subaru	206	674	-69%
Porsche	192	703	-73%
Land Rover	155	633	-76%
Citroën*	155	371	-58%
FAW	154	240	-36%
Isuzu*	153	27	467%
VW NFZ*	142	555	-74%
Infiniti	110	234	-53%
Genesis	102	245	-58%
Jeep	98	121	-19%
Chevrolet	82	43	91%
DFM	80	0	-
Opel	70	124	-44%
Honda	42	139	-70%
Cadillac	37	302	-88%
Great Wall	33	0	-

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Hino	27	0	-
Iveco*	27	40	-33%
GAC	22	68	-68%
Fiat*	19	113	-83%
Jaguar	15	19	-21%
Foton*	1	11	-91%
Ford*	0	0	-
Brilliance	0	22	-
Lifan	0	76	-
Zotye	0	6	-
Chrysler ¹	-	0	-
Hyundai LCV*	-	1	-
Total	55 129	148 676	-62,9%

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. 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 Q1 (JANUARY-MARCH) 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	January-March/Q1		
	2022	2021	%
Avtovaz (Lada)	52 712	83 908	-37%
Kia	33 658	51 624	-35%
Hyundai*	30 026	40 122	-25%
Renault*	22 392	30 364	-26%
Toyota*	16 925	23 251	-27%
VW	12 383	21 977	-44%
Škoda	12 081	22 802	-47%
Nissan	11 145	13 727	-19%
GAZ LCV*	9 337	9 873	-5%
BMW	8 414	10 886	-23%
Haval	8 311	6 558	27%
Mercedes-Benz	6 919	11 406	-39%
Chery	6 225	6 310	-1%
Mitsubishi	5 747	5 132	12%
Geely	5 543	3 490	59%
Mazda	5 394	8 052	-33%
UAZ*	5 215	5 615	-7%
Ford LCV*	3 642	3 388	7%
Audi	2 357	4 112	-43%
Cheryexeed	2 312	520	345%
Lexus	1 676	5 146	-67%

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Volvo	1 519	1 799	-16%
Changan	1 277	1 143	12%
Peugeot*	1 272	1 625	-22%
Porsche	1 135	1 630	-30%
Suzuki	1 083	2 004	-46%
Land Rover	980	1 608	-39%
VW NFZ*	958	1 526	-37%
Subaru	887	1 601	-45%
Citroën*	811	870	-7%
Infiniti	589	518	14%
MINI	510	707	-28%
Genesis	494	472	5%
FAW	493	523	-6%
Opel	354	271	31%
Mercedes-Benz Vans	349	352	-1%
Jeep	319	360	-11%
Isuzu*	278	111	150%
DFM	272	0	-
Honda	268	329	-19%
Chevrolet	266	86	209%
Cadillac	162	609	-73%
GAC	156	116	34%
Great Wall	131	0	-
Fiat*	98	275	-64%
Jaguar	95	86	10%
Iveco*	87	112	-22%
Hino	61	0	-
Lifan	8	223	-96%
Foton*	4	26	-85%
Brilliance	1	53	-98%
Zotye	1	19	-95%
Ford*	0	1	-
Chrysler ¹	-	1	-
Hyundai LCV*	-	2	-
smart	-	1	-
Total	277 332	387 322	-28,4%

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. 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.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR MARCH 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	March					
	% Share			Volume		
	2022	2021	YOY	2022	2021	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	36,2	36,1	0,1	19 971	53 607	-62,7%
LADA	22,3	22,7	-0,4	12 289	33 779	-63,6%
RENAULT	7,4	7,8	-0,4	4 072	11 659	-65,1%
NISSAN	4,9	3,8	1,1	2 699	5 705	-52,7%
INFINITI	0,2	0,2	0,0	110	234	-53,0%
mitsubishi	1,5	1,5	0,0	801	2 230	-64,1%
Kia	11,5	13,5	-2,0	6 336	20 057	-68,4%
VW Group	10,8	14,4	-3,6	5 965	21 359	-72,1%
ŠKODA	5,1	6,5	-1,4	2 803	9 737	-71,2%
VOLKSWAGEN cars	4,4	6,4	-2,0	2 435	9 442	-74,2%
AUDI	1,1	1,1	0,0	585	1 625	-64,0%
VOLKSWAGEN vans	0,3	0,4	-0,1	142	555	-74,4%
HYUNDAI Group	9,1	10,5	-1,4	5 011	15 577	-67,8%
HYUNDAI	8,9	10,3	-1,4	4 909	15 332	-68,0%
GENESIS	0,2	0,2	0,0	102	245	-58,4%
TOYOTA Group	6,3	8,6	-2,3	3 460	12 769	-72,9%
TOYOTA	5,9	6,9	-1,0	3 231	10 278	-68,6%
LEXUS	0,4	1,7	-1,3	229	2 491	-90,8%
SOLLERS Group	5,6	2,8	2,8	3 080	4 142	-25,6%
FORD LCV	1,6	0,9	0,7	874	1 409	-38,0%
UAZ	4,0	1,8	2,2	2 206	2 733	-19,3%
GAZ LCV	5,2	3,0	2,2	2 886	4 521	-36,2%
MAZDA	2,9	1,8	1,1	1 621	2 689	-39,7%
GWM Group	2,9	1,9	1,0	1 606	2 833	-43,3%
HAVAL	2,9	1,9	1,0	1 573	2 833	-44,5%
Great Wall	0,1	0,0	0,1	33	0	-
GEELY	2,7	1,2	1,5	1 492	1 732	-13,9%
CHERY Group	1,8	1,8	0,0	1 003	2 707	-62,9%
CHERY	0,9	1,6	-0,7	498	2 398	-79,2%
Cheryeed	0,9	0,2	0,7	505	309	63,4%
STELLANTIS	1,2	1,0	0,2	665	1 465	-54,6%
PEUGEOT	0,6	0,5	0,1	323	736	-56,1%
CITROËN	0,3	0,2	0,1	155	371	-58,2%
OPEL	0,1	0,1	0,0	70	124	-43,5%
FIAT	0,0	0,1	-0,1	19	113	-83,2%
CHRYSLER	-	0,0	-	-	0	-
JEEP	0,2	0,1	0,1	98	121	-19,0%
CHANGAN	0,6	0,3	0,3	311	485	-35,9%
SUZUKI	0,6	0,6	0,0	305	931	-67,2%
VOLVO	0,4	0,5	-0,1	224	798	-71,9%
SUBARU	0,4	0,5	-0,1	206	674	-69,4%
PORSCHE	0,3	0,5	-0,2	192	703	-72,7%
JAGUAR LAND ROVER	0,3	0,4	-0,1	170	652	-73,9%
LAND ROVER	0,3	0,4	-0,1	155	633	-75,5%

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JAGUAR	0,0	0,0	0,0	15	19	-21,1%
FAW	0,3	0,2	0,1	154	240	-35,8%
ISUZU	0,3	0,0	0,3	153	27	466,7%
GM Group	0,2	0,2	0,0	119	345	-65,5%
CHEVROLET	0,1	0,0	0,1	82	43	90,7%
CADILLAC	0,1	0,2	-0,1	37	302	-87,7%
DFM	0,1	0,0	0,1	80	0	-
HONDA	0,1	0,1	0,0	42	139	-69,8%
IVECO	0,0	0,0	0,0	27	40	-32,5%
HINO	0,0	-	-	27	0	-
GAC	0,0	-	-	22	68	-67,6%
FOTON	0,0	0,0	0,0	1	11	-90,9%
LIFAN	0,0	0,1	-0,1	0	76	-
BRILLIANCE	0,0	0,0	0,0	0	22	-
ZOTYE	-	0,0	-	0	6	-
HYUNDAI LCV	-	0,0	-	-	1	-
FORD	0,0	0,0	0,0	0	0	-
Total	100,0	100,0		55 129	148 676	-62,9%

NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR Q1 (JANUARY-MARCH) 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 - March/Q1					
	% Share			Volume		
	2022	2021	YOY	2022	2021	%
AVTOVAZ-RENAULT-NISSAN-MITSUBISHI	33,4	34,5	-1,1	92 585	133 649	-30,7%
LADA	19,0	21,7	-2,7	52 712	83 908	-37,2%
RENAULT	8,1	7,8	0,3	22 392	30 364	-26,3%
NISSAN	4,0	3,5	0,5	11 145	13 727	-18,8%
INFINITI	0,2	0,1	0,1	589	518	13,7%
MITSUBISHI	2,1	1,3	0,8	5 747	5 132	12,0%
KIA	12,1	13,3	-1,2	33 658	51 624	-34,8%
HYUNDAI Group	11,0	10,5	0,5	30 520	40 594	-24,8%
HYUNDAI	10,8	10,4	0,4	30 026	40 122	-25,2%
GENESIS	0,2	0,1	0,1	494	472	4,7%
VW Group	10,0	13,0	-3,0	27 779	50 417	-44,9%
ŠKODA	4,4	5,9	-1,5	12 081	22 802	-47,0%
VOLKSWAGEN cars	4,5	5,7	-1,2	12 383	21 977	-43,7%
AUDI	0,8	1,1	-0,3	2 357	4 112	-42,7%
VOLKSWAGEN vans	0,3	0,4	-0,1	958	1 526	-37,2%
TOYOTA Group	6,7	7,3	-0,6	18 601	28 397	-34,5%
TOYOTA	6,1	6,0	0,1	16 925	23 251	-27,2%
LEXUS	0,6	1,3	-0,7	1 676	5 146	-67,4%
GAZ LCV	3,4	2,5	0,9	9 337	9 873	-5,4%
BMW Group	3,2	3,0	0,2	8 924	11 593	-23,0%
BMW	3,0	2,8	0,2	8 414	10 886	-22,7%
MINI	0,2	0,2	0,0	510	707	-27,9%
SOLLERS Group	3,2	2,3	0,9	8 857	9 003	-1,6%
FORD LCV	1,3	0,9	0,4	3 642	3 388	7,5%

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UAZ	1,9	1,4	0,5	5 215	5 615	-7,1%
CHERY Group	3,1	1,8	1,3	8 537	6 830	25,0%
CHERY	2,2	1,6	0,6	6 225	6 310	-1,3%
CHERYEXEED	0,8	0,1	0,7	2 312	520	344,6%
GWM Group	3,0	1,7	1,3	8 442	6 558	28,7%
HAVAL	3,0	1,7	1,3	8 311	6 558	26,7%
Great Wall	0,0	0,0	0,0	131	0	-
MERCEDES-BENZ	2,6	3,0	-0,4	7 268	11 759	-38,2%
MERCEDES-BENZ cars	2,5	2,9	-0,4	6 919	11 406	-39,3%
MERCEDES-BENZ vans	0,1	0,1	0,0	349	352	-0,9%
smart	-	0,0	-	-	1	-
GEELY	2,0	0,9	1,1	5 543	3 490	58,8%
MAZDA	1,9	2,1	-0,2	5 394	8 052	-33,0%
STELLANTIS	1,0	0,9	0,1	2 854	3 402	-16,1%
PEUGEOT	0,5	0,4	0,1	1 272	1 625	-21,7%
CITROËN	0,3	0,2	0,1	811	870	-6,8%
OPEL	0,1	0,1	0,0	354	271	30,6%
FIAT	0,0	0,1	-0,1	98	275	-64,4%
CHRYSLER	-	0,0	-	-	1	-
JEEP	0,1	0,1	0,0	319	360	-11,4%
VOLVO	0,5	0,5	0,0	1 519	1 799	-15,6%
CHANGAN	0,5	0,3	0,2	1 277	1 143	11,7%
PORSCHE	0,4	0,4	0,0	1 135	1 630	-30,4%
SUZUKI	0,4	0,5	-0,1	1 083	2 004	-46,0%
JAGUAR LAND ROVER	0,4	0,4	0,0	1 075	1 694	-36,5%
LAND ROVER	0,4	0,4	0,0	980	1 608	-39,1%
JAGUAR	0,0	0,0	0,0	95	86	10,5%
SUBARU	0,3	0,4	-0,1	887	1 601	-44,6%
FAW	0,2	0,1	0,1	493	523	-5,7%
GM Group	0,2	0,2	0,0	428	695	-38,4%
CHEVROLET	0,1	0,0	0,1	266	86	209,3%
CADILLAC	0,1	0,2	-0,1	162	609	-73,4%
ISUZU	0,1	0,0	0,1	278	111	150,5%
DFM	0,1	0,0	0,1	272	0	-
HONDA	0,1	0,1	0,0	268	329	-18,5%
GAC	0,1	0,0	0,1	156	116	34,5%
IVECO	0,0	0,0	0,0	87	112	-22,3%
HINO	0,0	-	-	61	0	-
LIFAN	0,0	0,1	-0,1	8	223	-96,4%
FOTON	0,0	0,0	0,0	4	26	-84,6%
BRILLIANCE	0,0	0,0	0,0	1	53	-98,1%
ZOTYE	0,0	0,0	0,0	1	19	-94,7%
HYUNDAI LCV	-	0,0	-	-	2	-
FORD	0,0	0,0	0,0	0	1	-
Total	100,0	100,0		277 332	387 322	-28,4%

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR MARCH 2022/2021 AND JANUARY – MARCH 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	March		
			2022	2021	YoY
1	Granta	Lada	3 433	12 686	-9 253
2	Vesta	Lada	3 167	8 779	-5 612
3	Rio	Kia	2 918	8 102	-5 184
4	Niva	Lada	2 898	6 016	-3 118
5	Solaris	Hyundai	1 666	5 945	-4 279
6	Polo	VW	1 565	5 045	-3 480
7	Creta	Hyundai	1 563	6 946	-5 383
8	Largus VP	Lada	1 555	3 530	-1 975
9	Rapid PA II	Skoda	1 473	4 471	-2 998
10	Duster	Renault	1 457	2 226	-769
11	Qashqai	Nissan	1 270	2 017	-747
12	RAV 4	Toyota	1 216	5 058	-3 842
13	CX-5	Mazda	1 214	1 867	-653
14	X-Trail	Nissan	996	1 864	-868
15	Logan	Renault	853	3 358	-2 505
16	Camry	Toyota	831	1 845	-1 014
17	Sportage	Kia	812	3 432	-2 620
18	Patriot	UAZ	767	987	-220
19	Tucson	Hyundai	734	167	567
20	Sandero	Renault	719	2 481	-1 762
21	Jolion	Haval	662	0	662
22	Seltos	Kia	597	1 561	-964
23	Kaptur	Renault	554	1 833	-1 279
24	TUGELLA	Geely	553	81	472
25	Kodiaq	Skoda	543	2 003	-1 460

#	MODEL	BRAND	January - March/Q1		
			2022	2021	YoY
1	Rio	Kia	17 017	24 638	-7 621
2	Vesta	Lada	16 281	23 871	-7 590
3	Granta	Lada	15 179	30 196	-15 017
4	Solaris	Hyundai	13 802	14 940	-1 138
5	Creta	Hyundai	10 054	19 323	-9 269
6	Niva	Lada	9 307	13 194	-3 887
7	Duster	Renault	8 526	7 360	1 166
8	Polo	VW	7 225	12 181	-4 956
9	RAV 4	Toyota	6 981	11 248	-4 267
10	Largus VP	Lada	6 536	8 733	-2 197
11	Rapid PA II	Skoda	5 484	9 540	-4 056
12	Qashqai	Nissan	4 978	5 344	-366
13	Logan	Renault	4 451	7 756	-3 305
14	Camry	Toyota	4 363	5 028	-665
15	X-Trail	Nissan	4 152	4 718	-566
16	CX-5	Mazda	4 079	5 622	-1 543
17	Seltos	Kia	3 901	4 278	-377
18	Jolion	Haval	3 629	0	3 629
19	Outlander	Mitsubishi	3 586	3 466	120
20	Sandero	Renault	3 315	6 557	-3 242
21	Kaptur	Renault	3 071	4 610	-1 539
22	Sportage	Kia	3 048	7 415	-4 367
23	Arkana	Renault	2 973	3 905	-932
24	XRAY	Lada	2 842	5 775	-2 933
25	Tiguan	VW	2 761	8 543	-5 782

10 BEST SOLD MODELS OF LCV IN RUSSIA FOR MARCH 2022/2021 AND JANUARY – MARCH 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	March		
			2022	2021	YoY
1	Gazelle	GAZ LCV	2 274	3 733	-1 459
2	Classic Commercial	UAZ	1 017	966	51
3	Transit	Ford LCV	874	1 409	-535
4	Sobol	GAZ LCV	612	788	-176
5	Largus VU	Lada	559	358	201
6	STARIA	Hyundai	232	0	232
7	Profi	UAZ	194	382	-188
8	Granta VU	Lada	117	247	-130
9	Traveller	Peugeot	79	216	-137
10	Crafter	VW NFZ	63	94	-31

#	MODEL	BRAND	January – March		
			2022	2021	YoY
1	Gazelle	GAZ LCV	7 562	8 422	-860
2	Transit	Ford LCV	3 642	3 388	254
3	Classic Commercial	UAZ	2 174	2 302	-128
4	Largus VU	Lada	2 160	1 583	577
5	Sobol	GAZ LCV	1 775	1 451	324
6	Profi	UAZ	553	682	-129
7	Transporter/Caravelle	VW NFZ	415	851	-436
8	Traveller	Peugeot	356	515	-159
9	Granta VU	Lada	340	487	-147
10	Sprinter	Mercedes-Benz Vans	326	250	76

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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.

The Q1 market results tables contain data on all brands, including BMW, MINI Mercedes-Benz, smart, Mercedes-Benz Vans brands.

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