Association of European Businesses

Press-release

04 October 2023

New car sales in September 2023 increased by 120,5% and by 42,8% for the 3 quarters 2023*.

Starting from July 2023, the AEB press release has been supplemented with sales data provided by PPC JSC (Passport industrial consulting), including, among other things, sales volumes not included in AEB statistics. This will make it possible to give a more objective assessment of the state of the new car sales market and its dynamics.

According to the AEB Automobile Manufacturers Committee, based on data from automakers and official importers, sales for the 3 quarters of the year increased by **26,1%**.

Among the sold new cars:

LCVs – 60 640 pcs., or 9,5% (AMC) or 8,0% (PPC)
SUVs – 374 191 pcs., or 58,6% or 49,1% (PPC)
Pick-ups – 6 490 pcs, or 1,0% or 0,9% (PPC)
BEV (Battery Electric vehicles) – 1 256 pcs.

At the same time, according to information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners, September 2023 was marked by an increase in sales by **120,5%**, or by 63 568 units compared to September 2022, and amounted to **116 324** cars. In the Q3 of the year the market grew by **42,8%.**

Alexey Kalitsev, Chairman of the Automobile Manufacturers Committee, comments: "Over 9 months of this year, we have observed a steady growth trend in the new car sales market, which indicates its high potential and gradual recovery despite rising prices and serious volatility in the ruble exchange rate."

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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Attachments:

1. New car/LCV sales in Russia by brands January – September 2023/2022
2. New car/LCV sales in Russia by groups for January – September 2023/2022
3. 25 best sold models of cars in Russia for January – September 2023/2022
4. 10 best sold models of LCV cars in Russia for September 2023/2022 and January – September 2023/2022
5. The structure of the market for new car/LCV in Russia in January- September 2023/2022

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NEW CAR AND LCV SALES IN RUSSIA BY BRANDS FOR JANUARY- SEPTEMBER 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results
The ranking includes brands that have accumulated sales in 2023.

BRAND	January - September		
	2023	2022	%
Lada	242 552	123 765	96%
Chery	86 875	21 082	312%
Haval	73 577	20 045	267%
Geely	57 547	14 303	302%
GAZ LCV*	37 565	25 396	48%
Omoda	31 019	-	-
Exeed	29 030	8 835	229%
UAZ*	24 848	16 525	50%
Changan[1]	11 267	3 791	197%
Kia	9 377	56 791	-83%
Tank	7 577	-	-
FAW	7 129	1 672	326%
Sollers	4 878	-	-
Great Wall	3 535	746	374%
Škoda	1 684	16 563	-90%
Hyundai	1 614	49 951	-97%
GAC	1 404	346	306%
Evolute	1 167	-	-
VW	1 149	16 288	-93%
Mercedes-Benz	1 003	9 093	-89%
Ford LCV*	781	5 394	-86%
Mazda	687	8 165	-92%
BMW	505	9 221	-95%
Toyota*	366	19 237	-98%
Audi	277	3 269	-92%
Peugeot*	267	2 218	-88%
Subaru	198	1 375	-86%
Citroën*	186	1 450	-87%
DFM	158	1 255	-87%
Genesis	154	1 193	-87%
Suzuki	62	1 573	-96%
Opel*	52	609	-91%
Jeep	46	666	-93%
MINI	42	719	-94%
Isuzu*	40	531	-92%
Lexus	25	1 831	-99%
Honda	17	350	-95%
VW NFZ*	8	1 088	-99%
Iveco	4	170	-98%
Hino	3	143	-98%
Fiat*	3	111	-97%
Total (AMC)	**638 678**	**506 661**	**26,1%**
Total (PPC JSC)**	**761 148**	**532 880**	**42,8%**

* Sales of light commercial vehicles are included in total sales figures by brand and marque if present in the product line (marked with *); listed separately for some brands. COM.AUTO.<3.5t (in some exceptions, the weight reaches the upper limit of 6t). There may be minor adjustments to the data for light commercial vehicles.
** According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners
1Changan brand data is not provided from July 2023.

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR SEPTEMBER 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results
The ranking includes brands that have accumulated sales for 2023 and a market share of more than 0.05%.
To calculate market shares, the sales data of the AEB Automobile Manufacturers Committee and information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners were used.

Brand/ Group	September					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	31,1	39,1	-8,0	36 231	20 641	75,5%
GWM Group	11,6	6,9	4,7	14 970	3 621	313,4%
HAVAL	11,2	6,5	4,7	13 059	3 430	280,7%
Great Wall	0,3	0,4	-0,1	398	191	108,4%
Tank	1,3	-	-	1 513	-	-
GAZ LCV	4,6	7,2	-2,6	5 399	3 817	41,4%
SOLLERS Group	4,4	5,1	-0,7	5 110	2 688	90,1%
SOLLERS	0,9	-	-	1 071	-	-
FORD LCV	0,0	0,3	-0,3	13	162	-92,0%
UAZ	3,5	4,8	-1,3	4 026	2 526	59,4%
FAW	1,0	0,5	0,5	1 196	259	361,8%
KIA	0,8	6,3	-5,5	911	3 313	-72,5%
GAC	0,4	0,1	0,3	438	76	476,3%
VW Group	0,1	2,8	-2,7	80	1 475	-94,6%
ŠKODA	0,0	1,2	-1,2	47	639	-92,6%
VOLKSWAGEN cars	0,0	1,4	-1,4	28	758	-96,3%
AUDI	0,0	0,1	-0,1	5	78	-93,6%
STELLANTIS	0,0	0,6	-0,6	35	329	-89,4%
PEUGEOT	0,0	0,2	-0,2	21	111	-81,1%
CITROËN	0,0	0,2	-0,2	13	109	-88,1%
OPEL	0,0	0,1	-0,1	1	54	-98,1%
FIAT	0,0	0,0	0,0	0	1	-
JEEP	0,0	0,1	-0,1	0	54	-
MAZDA	0,0	0,9	-0,9	25	470	-94,7%
TOYOTA Group	0,0	0,4	-0,4	18	212	-91,5%
TOYOTA	0,0	0,4	-0,4	17	199	-91,5%
LEXUS	0,0	0,0	0,0	1	13	-92,3%
HYUNDAI Group	0,0	7,6	-7,6	10	4 003	-99,8%
HYUNDAI	0,0	7,4	-7,4	9	3 888	-99,8%
GENESIS	0,0	0,2	-0,2	1	115	-99,1%
SUBARU	0,0	0,1	-0,1	6	51	-88,2%
Total (PPC JSC)**				**116 324**	**52 756**	**120,5%**

** According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners

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NEW CAR AND LCV SALES IN RUSSIA BY GROUPS FOR JANUARY- SEPTEMBER 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results
The ranking includes brands that have accumulated sales for 2023 and a market share of more than 0.05%.
To calculate market shares, the sales data of the AEB Automobile Manufacturers Committee and information provided by PPC JSC on sales of new vehicles based on data on their transfer to owners were used.

Brand/ Group	January - September					
	% Share			Volume		
	2023	2022	YOY	2023	2022	%
LADA	31,9	23,2	8,7	242 552	123 765	96,0%
CHERY Group	19,3	5,6	13,7	146 924	29 917	391,1%
CHERY	11,4	4,0	7,4	86 875	21 082	312,1%
EXEED	3,8	1,7	2,1	29 030	8 835	228,6%
OMODA	4,1	-	-	31 019	-	-
GWM Group	10,1	3,9	7,2	84 689	20 791	307,3%
HAVAL	9,7	3,8	5,9	73 577	20 045	267,1%
GREAT WALL	0,5	0,1	0,4	3 535	746	373,9%
TANK	1,0	-	-	7 577	-	-
GEELY	7,6	2,7	4,9	57 547	14 303	302,3%
GAZ LCV	4,9	4,8	0,1	37 565	25 396	47,9%
SOLLERS Group	4,0	4,1	-0,1	30 507	21 919	39,2%
SOLLERS	0,6	-	-	4 878	-	-
FORD LCV	0,1	1,0	-0,9	781	5 394	-85,5%
UAZ	3,3	3,1	0,2	24 848	16 525	50,4%
CHANGAN	1,5	0,7	0,8	11 267	3 791	197,2%
KIA	1,2	10,7	-9,5	9 377	56 791	-83,5%
FAW	0,9	0,3	0,6	7 129	1 672	326,4%
VW Group	0,4	7,0	-6,6	3 118	37 208	-91,6%
ŠKODA	0,2	3,1	-2,9	1 684	16 563	-89,8%
VOLKSWAGEN cars	0,2	3,1	-2,9	1 149	16 288	-92,9%
AUDI	0,0	0,6	-0,6	277	3 269	-91,5%
VOLKSWAGEN vans	0,0	0,2	-0,2	8	1 088	-99,3%
HYUNDAI Group	0,2	9,6	-9,4	1 768	51 144	-96,5%
HYUNDAI	0,2	9,4	-9,2	1 614	49 951	-96,8%
GENESIS	0,0	0,2	-0,2	154	1 193	-87,1%
GAC	0,2	0,1	0,1	1 404	346	305,8%
EVOLUTE	0,2	-	-	1 167	-	-
MERCEDES-BENZ	0,1	1,7	-1,6	1 003	9 093	-89,0%
MERCEDES-BENZ cars	0,1	1,7	-1,6	1 003	9 093	-89,0%
MAZDA	0,1	1,5	-1,4	687	8 165	-91,6%
STELLANTIS	0,1	0,9	-0,8	554	5 054	-89,0%
PEUGEOT	0,0	0,4	-0,4	267	2 218	-88,0%
CITROËN	0,0	0,3	-0,3	186	1 450	-87,2%
OPEL	0,0	0,1	-0,1	52	609	-91,5%
FIAT	0,0	0,0	0,0	3	111	-97,3%
JEEP	0,0	0,1	-0,1	46	666	-93,1%
BMW Group	0,1	1,9	-1,8	547	9 940	-94,5%
BMW	0,1	1,7	-1,6	505	9 221	-94,5%
MINI	0,0	0,1	-0,1	42	719	-94,2%
TOYOTA Group	0,1	4,0	-3,9	391	21 068	-98,1%

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TOYOTA	0,0	3,6	-3,6	366	19 237	-98,1%
LEXUS	0,0	0,3	-0,3	25	1 831	-98,6%
SUBARU	0,0	0,3	-0,3	198	1 375	-85,6%
DFM	0,0	0,2	-0,2	158	1 255	-87,4%
SUZUKI	0,0	0,3	-0,3	62	1 573	-96,1%
ISUZU	0,0	0,1	-0,1	40	531	-92,5%
HONDA	0,0	0,1	-0,1	17	350	-95,1%
IVECO	0,0	0,0	0,0	4	170	-97,6%
HINO	0,0	0,0	0,0	3	143	-97,9%
Total (PPC JSC)**	**100,0**	**100,0**		**761 148**	**532 880**	**42,8%**

** According to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY- SEPTEMBER 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results
The rating of brands is based on the data of the AEB Automobile Manufacturers Committee.

#	MODEL	BRAND	January - September		
			2023	2022	YoY
1	Granta	Lada	151981	54929	97 052
2	Niva	Lada	62753	19977	42 776
3	Tiggo 7 Pro	Chery	39007	10523	28 484
4	Jolion	Haval	36430	10580	25 850
5	Coolray	Geely	28452	6483	21 969
6	C5	Omoda	25772	-	-
7	Tiggo 4 Pro	Chery	24941	306	24 635
8	Vesta	Lada	24381	26668	-2 287
9	Tiggo 8 Pro	Chery	13372	5346	8 026
10	Atlas Pro	Geely	12767	3920	8 847
11	F7	Haval	12260	4082	8 178
12	LX	Exeed	11080	1972	9 108
13	Tugella	Geely	10781	3244	7 537
14	Dargo	Haval	9769	725	9 044
15	F7X	Haval	9080	3299	5 781
16	TXL	Exeed	9071	3972	5 099
17	Patriot	UAZ	6989	4700	2 289
18	VX	Exeed	6669	2891	3 778
19	Monjaro	Geely	5282	-	-
20	S5	Omoda	5005	-	-
21	Arrizo 8	Chery	3970	-	-
22	CS35PLUS	Changan	3970	1265	2 705
23	Tank 500	Tank	3802	-	-
24	Tank 300	Tank	3775	-	-
25	M6	Haval	3376	-	-

10 BEST SOLD MODELS OF LCV IN RUSSIA FOR SEPTEMBER 2023/2022 AND JANUARY-SEPTEMBER 2023/2022

Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles.
Note: The ranking is based on monthly results
The rating of brands is based on the data of the AEB Automobile Manufacturers Committee.

#	MODEL	BRAND	September		
			2023	2022	YoY
1	Gazelle	GAZ LCV	4 402	3 241	1 161
2	Classic Commercial	UAZ	1 609	1 309	300
3	Sobol	GAZ LCV	997	576	421
4	Atlant	Sollers	925	-	-
5	Profi	UAZ	532	264	268
6	Granta VU	Lada	419	206	213
7	Argo	Sollers	146	-	-
8	4x4 VU	Lada	41	8	33
9	Transit	Ford LCV	13	162	-149
10	Partner Crossway	Peugeot	13	14	-1

#	MODEL	BRAND	January - September		
			2023	2022	YoY
1	Gazelle	GAZ LCV	30211	20034	10 177
2	Classic Commercial	UAZ	10481	7718	2 763
3	Sobol	GAZ LCV	7354	5362	1 992
4	Atlant	Sollers	4269	-	-
5	Profi	UAZ	3651	1929	1 722
6	Granta VU	Lada	2570	872	1 698
7	Transit	Ford LCV	781	5394	-4 613
8	Argo	Sollers	609	-	-
9	4x4 VU	Lada	222	130	92
10	CAPTAIN-T	DFM	158	302	-144

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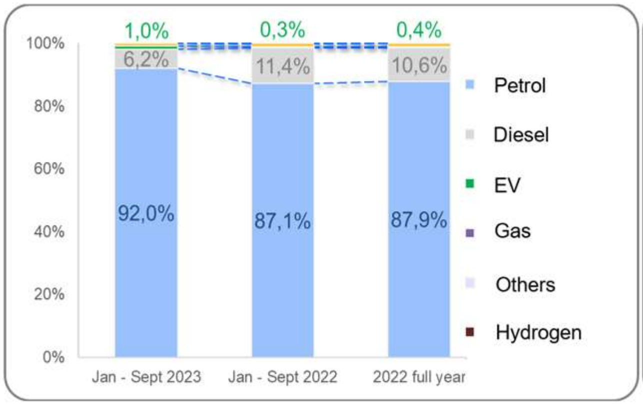
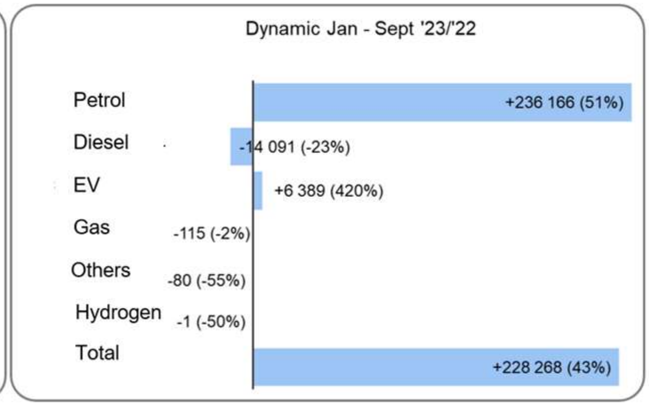
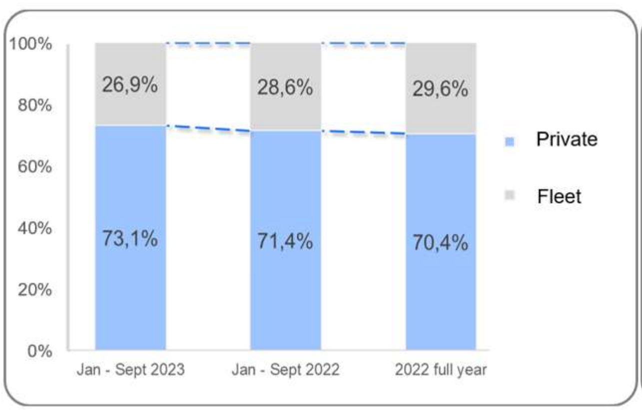
MARKET STRUCTURE OF NEW CARS AND LIGHT COMMERCIAL VEHICLES IN RUSSIA JANUARY - SEPTEMBER 2023/2022 (according to information provided by PPC JSC, on sales of new vehicles based on data on their transfer to owners)

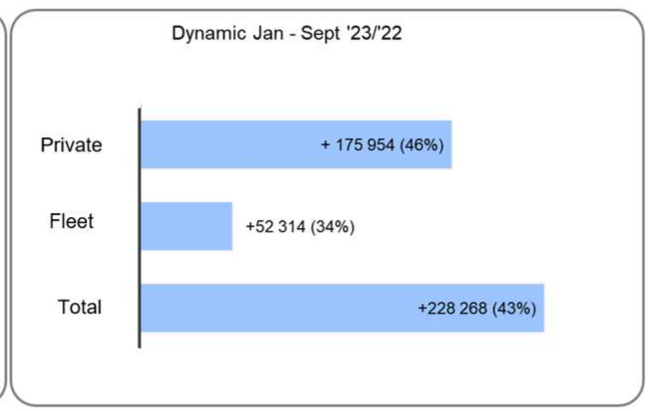
By engine type





By type of client





Market structure