



PRESS-RELEASE

15 APRIL 2024

AUTOMOBILE MARKET OF RUSSIA IN MARCH AND JANUARY-MARCH 2024 PASSENGER CARS, LIGHT COMMERCIAL VEHICLES AND PICKUPS

In March 2024, sales of new passenger cars, light commercial vehicles and pickups in Russia grew by 104.9% year-on-year to 157 218 vehicles. In January-March 2024, the total sales were 358 502 vehicles, up 88.5% year-on-year*.

Sales results by type of motor vehicles:

- Passenger cars – 145 870 units in March 2024, up 112.7% YOY; 329 974 units in January-March 2024, up 92.8%. Among them electric vehicles (BEV) – 2 613 units in March 2024, up 264.4% YOY; 6 137 units in January-March 2024, up 272.2% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 8 864 units in March 2024, up 27.6% YOY; 22 668 units in January-March 2024, up 41.8% YOY. Among them electric vehicles (BEV) – 2 units in March 2024, down 50.0% YOY; 5 units in January-March 2024, down 61.5% YOY.
- Pickups – 2 484 units in March 2024, up 104.6%; 5 860 units in January-March 2024, up 93.6% YOY.

* without sales to military, law enforcement and diplomatic agencies in RF

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COMMENT:

Alexander Kovrigin, Deputy Managing Director of ASM Holding, commented:

Sales of passenger cars on the Russian market grew by 112.7% in March 2024 and by 92.8% in the first quarter of the year. We expect annual growth of car sales in 2024 by 25-30% over the 2023 result to reach 1.3 million units.

We noted a 104.6% increase of new pickup sales in March 2024 and a 93.6% increase in January-March. We forecast growth of sales in this segment through 2024 by 25-30%.

Sales in the segment of light commercial vehicles grew by 27.6% in March and by 41.8% year-to-date. We expect growth of LCV sales in 2024 by 3-5% over the previous year's result.

A sharp rise of vehicle sales in Q1 was stipulated by state support of the market, favourable auto credit terms for certain buyers, and changing calculation of scrappage duties on vehicles imported via the Eurasian Union countries. We suggest that further measures should be taken to promote investment by Chinese OEMs in creation and development of local manufacturing facilities like the one built by Great Wall Motor. The market share of cars imported in Q1 from China (excluding Chinese models assembled locally from imported SKD/CKD sets under Russian brands) has reached almost 60%. To our opinion, such situation poses a threat to survival of the automotive component industry in Russia and to development of the domestic automobile manufacturing.

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Developed by specialists of
AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in in March and 3 months 2024 by brand

Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
LADA	40 421	24 305	92 306	63 578	66,3	45,2
HAVAL	16 224	6 866	38 278	16 075	136,3	138,1
GEELY	15 208	5 265	36 913	12 053	188,9	206,3
CHERY	13 369	8 052	32 474	20 524	66,0	58,2
CHANGAN	9 282	1 031	20 151	1 815	800,3	1 010,2
EXEED	4 735	3 371	11 033	7 308	40,5	51,0
OMODA	4 705	2 401	10 611	5 411	96,0	96,1
LI XIANG	3 658	24	8 161	41	15 141,7	19 804,9
TANK	2 585	113	6 410	122	2 187,6	5 154,1
KIA	2 287	3 302	5 181	9 539	-30,7	-45,7
JETOUR	2 649	8	5 154	12	33 012,5	42 850,0
TOYOTA	2 333	1 671	4 991	4 023	39,6	24,1
MOSKVICH	2 466	387	4 951	473	537,2	946,7
BELGEE	2 752	0	4 344	0		
HYUNDAI	1 919	2 930	4 091	8 081	-34,5	-49,4
JAECOO	1 953	0	4 029	0		
VOYAH	1 508	152	3 499	293	892,1	1 094,2
GAC	1 819	19	3 384	73	9 473,7	4 535,6
BMW	1 525	662	2 950	1 613	130,4	82,9
ZEEKR	1 245	45	2 943	72	2 666,7	3 987,5
UAZ	743	746	2 115	1 763	-0,4	20,0
BAIC	1 109	3	1 919	5	36 866,7	38 280,0
MERCEDES	872	543	1 737	1 433	60,6	21,2
KAIYI	679	30	1 652	31	2 163,3	5 229,0
MAZDA	851	513	1 646	1 216	65,9	35,4
VOLKSWAGEN	759	857	1 621	1 989	-11,4	-18,5
LEXUS	832	371	1 573	862	124,3	82,5
FAW	592	191	1 560	428	209,9	264,5
MITSUBISHI	611	554	1 295	1 646	10,3	-21,3
JAC	462	543	1 135	1 064	-14,9	6,7
HONGQI	438	22	1 068	54	1 890,9	1 877,8
JETTA	356	0	893	0		
CHEVROLET	482	392	880	1 031	23,0	-14,6
SKODA	382	405	841	1 161	-5,7	-27,6
AUDI	406	250	829	635	62,4	30,6
LIVAN	273	0	727	0		
PORSCHE	269	174	545	432	54,6	26,2
HONDA	264	70	543	156	277,1	248,1
SUBARU	261	157	525	396	66,2	32,6
LAND ROVER	265	157	524	399	68,8	31,3
EVOLUTE	138	160	417	365	-13,8	14,2
NISSAN	147	255	317	726	-42,4	-56,3
TESLA	158	104	273	254	51,9	7,5
BYD	137	34	255	85	302,9	200,0
AVATR	142	0	246	0		



PASSENGER CARS

Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
SUZUKI	86	107	194	254	-19,6	-23,6
JEEP	94	115	180	273	-18,3	-34,1
SOLARIS	166	0	166	0		
SWM	61	0	162	0		
CADILLAC	69	60	147	169	15,0	-13,0
HUAWEI	85	2	143	4	4 150,0	3 475,0
RENAULT	38	644	132	2 013	-94,1	-93,4
DONGFENG	84	1	116	8	8 300,0	1 350,0
LYNK AND CO	65	0	108	0		
LOTUS	48	0	103	0		
AEOLUS	48	0	99	0		
VOLVO	50	47	96	104	6,4	-7,7
WEY	53	0	92	0		
ROX	70	0	88	0		
FORD	42	27	84	60	55,6	40,0
GENESIS	30	152	84	396	-80,3	-78,8
MG	45	1	72	1	4 400,0	7 100,0
PEUGEOT	23	18	58	31	27,8	87,1
CITROEN	21	63	53	103	-66,7	-48,5
YANGWANG	38	0	49	0		
INFINITI	28	33	46	83	-15,2	-44,6
GMC	18	12	43	42	50,0	2,4
BENTLEY	20	18	41	35	11,1	17,1
FORTHING	16	0	40	0		
LAMBORGHINI	22	5	36	15	340,0	140,0
MINI	18	20	35	48	-10,0	-27,1
ROLLS ROYCE	21	4	35	17	425,0	105,9
SKYWELL	23	11	34	37	109,1	-8,1
HIPHI	19	4	33	5	375,0	560,0
ORA	14	1	31	1	1 300,0	3 000,0
DODGE	9	18	27	35	-50,0	-22,9
JAGUAR	16	5	26	17	220,0	52,9
DENZA	11	0	25	0		
NIO	7	1	25	4	600,0	525,0
SOUEAST	10	0	25	0		
DFSK	12	18	21	45	-33,3	-53,3
SSANGYONG	9	8	17	18	12,5	-5,6
DACIA	3	1	15	4	200,0	275,0
LINCOLN	6	2	15	9	200,0	66,7
BUICK	8	5	14	6	60,0	133,3
DAIHATSU	7	2	14	6	250,0	133,3
ACURA	5	5	13	18	0,0	-27,8
OSHAN	6	0	12	0		
TRUMPCHI	8	0	12	0		
LEAPMOTOR	8	1	11	3	700,0	266,7
HAIMA	5	0	9	0		
AMBERAVTO	8	0	8	0		
GAZ	7	0	8	0		



PASSENGER CARS

Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
BAW	4	0	7	0		
MASERATI	4	5	7	12	-20,0	-41,7
FERRARI	4	1	6	5	300,0	20,0
IRAN KHODRO	0	7	6	7	-100,0	-14,3
BAOJUN	3	0	5	0		
SAIC-GM-WULING	2	0	5	0		
XIAOPENG	4	1	5	2	300,0	150,0
ZHIJI	1	0	5	0		
KAMA	0	0	4	0		
ALPINA	2	0	3	2		50,0
HOZON	1	0	3	2		50,0
ROEWE	1	1	3	1	0,0	200,0
VENUCIA	2	0	3	0		
ALFA ROMEO	0	5	2	6	-100,0	-66,7
ASTON MARTIN	0	1	2	2	-100,0	0,0
CUPRA	2	0	2	0		
DAEWOO	2	1	2	7	100,0	-71,4
FIAT	0	2	2	10	-100,0	-80,0
ISUZU	1	4	2	6	-75,0	-66,7
SOKON	0	5	2	7	-100,0	-71,4
DAYUN	1	0	1	0		
IM MOTORS	0	0	1	0		
INEOS	0	0	1	0		
MAXUS	0	0	1	0		
RIVIAN	1	1	1	1	0,0	0,0
SAMSUNG	0	0	1	0		
SEHOL	1	0	1	0		
SMART	1	0	1	0		
WELTMEISTER	1	2	1	4	-50,0	-75,0
WULING	0	0	1	0		
ZOTYE	1	0	1	0		
ALPINE	0	0	0	1		-100,0
BLAVAL	0	0	0	2		-100,0
ENOVATE	0	1	0	1	-100,0	-100,0
JMEV	0	0	0	2		-100,0
MCLAREN	0	0	0	1		-100,0
OPEL	0	2	0	5	-100,0	-100,0
POLESTAR	0	1	0	1	-100,0	-100,0
TOTAL	145 870	68 586	329 974	171 188	112,7	92,8
TOTAL Russian brands	43 783	25 598	99 809	66 179	71,0	50,8
TOTAL foreign brands	102 087	42 988	230 165	105 009	137,5	119,2

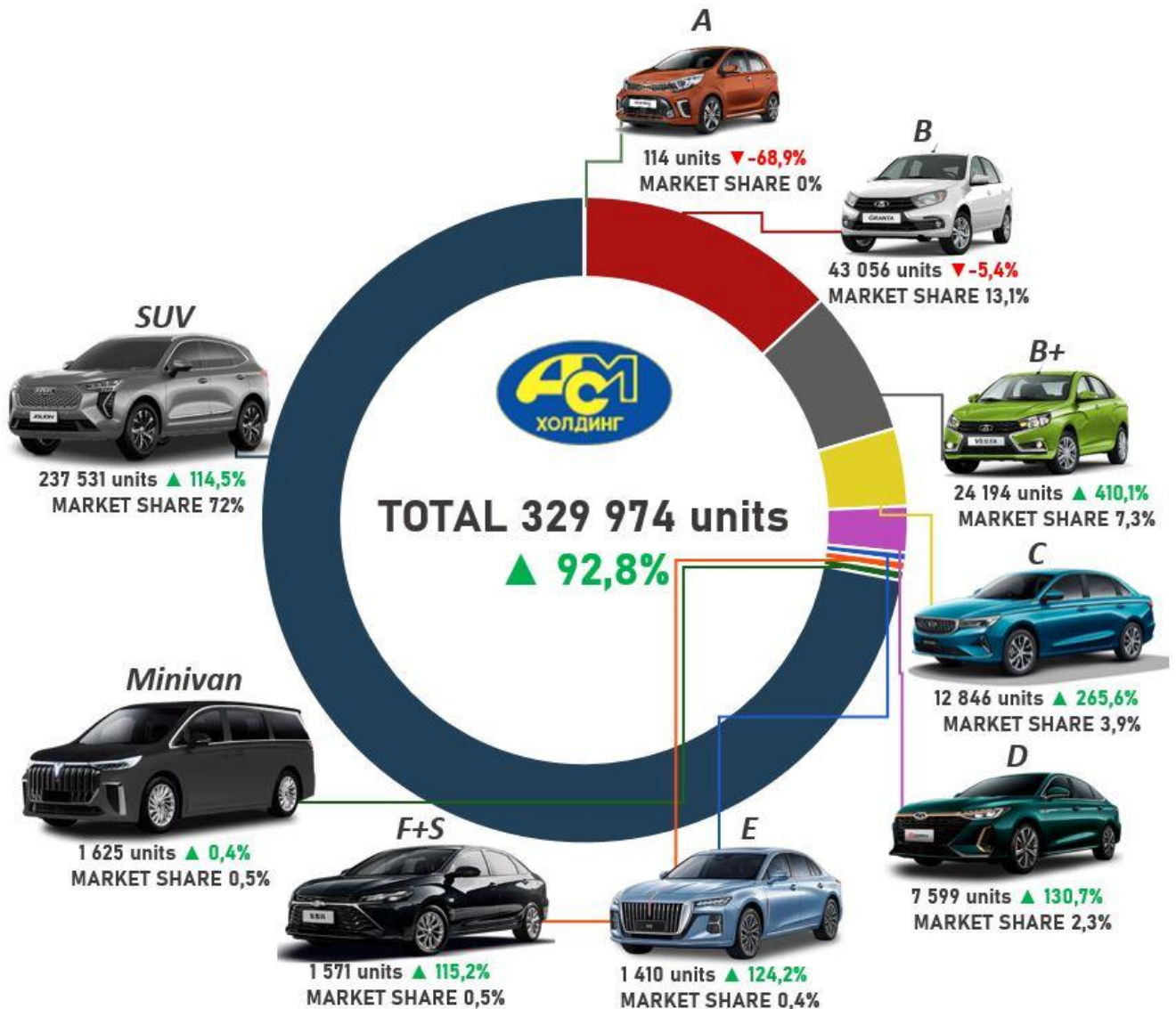


PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2024 by class

Class	March 2024	March 2023	3 months 2024	3 months 2023	Market share March 2024, %	Market share 3 months 2024, %	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
A	52	129	114	366	0,0	0,0	-59,7	-68,9
B	19 132	17 514	43 056	45 521	13,1	13,1	9,2	-5,4
B+	11 362	1 611	24 194	4 743	7,8	7,3	605,3	410,1
C	6 025	1 479	12 846	3 514	4,1	3,9	307,4	265,6
D	3 569	1 294	7 599	3 294	2,5	2,3	175,8	130,7
E	647	277	1 410	629	0,4	0,4	133,6	124,2
F+S	824	304	1 571	730	0,6	0,5	168,2	115,2
Minivan	707	671	1 625	1 619	0,5	0,5	5,4	0,4
SUV	103 536	45 306	237 531	110 765	71,0	72,0	128,5	114,5
Not identified	16	1	28	7	0,0	0,0	1 500,0	300,0
TOTAL	145 870	68 586	329 974	171 188	100,0	100,0	112,7	92,8

3 months 2024





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in March and 3 months 2024

Rank	Model	Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
1	GRANTA	LADA	19 017	17 043	42 777	44 114	11,6	-3,0
2	VESTA	LADA	11 269	411	24 028	1 173	2 641,8	1 948,4
3	JOLION	HAVAL	6 449	3 328	16 028	7 171	93,8	123,5
4	MONJARO	GEELY	5 144	161	13 611	201	3 095,0	6 671,6
5	2123 NIVA	LADA	5 274	3 988	12 808	10 463	32,2	22,4
6	2121 NIVA	LADA 4x4	4 823	2 697	12 386	7 148	78,8	73,3
7	TIGGO 7 PRO	CHERY	5 211	0	9 639	0		
8	C5	OMODA	3 815	2 401	8 920	5 411	58,9	64,8
9	TIGGO 4 PRO	CHERY	3 284	2 273	8 703	3 624	44,5	140,1
10	M6	HAVAL	3 510	0	8 137	0		
11	COOLRAY	GEELY	2 746	2 742	8 108	6 344	0,1	27,8
12	CS55	CHANGAN	2 906	121	6 849	221	2 301,7	2 999,1
13	F7	HAVAL	2 560	1 048	5 609	3 040	144,3	84,5
14	TIGGO 7 PRO	CHERY	1 279	2 778	5 338	8 839	-54,0	-39,6
15	DARGO	HAVAL	1 905	803	4 708	1 678	137,2	180,6
16	X50	BELGEE	2 752	0	4 344	0		
17	MOSKVICH 3	MOSKVICH	2 315	364	4 320	440	536,0	881,8
18	LIL7	LI XIANG	1 807	0	4 135	0		
19	UNI-K	CHANGAN	2 049	128	4 123	294	1 500,8	1 302,4
20	TUGELLA	GEELY	1 890	699	4 084	1 588	170,4	157,2
21	J7	JAECOO	1 943	0	4 019	0		
22	LIL9	LI XIANG	1 815	19	3 954	30	9 452,6	13 080,0
23	300	TANK	1 479	107	3 838	116	1 282,2	3 208,6
24	CS35	CHANGAN	1 922	410	3 833	660	368,8	480,8
25	ATLAS PRO	GEELY	1 863	1 639	3 658	3 831	13,7	-4,5

3 months 2024

LADA VESTA
24 028 units **1948,4%**



LADA GRANTA
42 777 units **-3%**



HAVAL JOLION
16 028 units **123,5%**





PASSENGER CARS

Sales of new electric cars (BEV) in Russia in March and 3 months 2024 by brand

Brand / electric cars	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
ZEEKR	1 245	45	2 943	72	2666,7	3987,5
VOLKSWAGEN	277	151	524	357	83,4	46,8
MOSKVICH	44	23	425	33	91,3	1187,9
EVOLUTE	138	160	417	365	-13,8	14,2
TESLA	158	104	273	254	51,9	7,5
AVATR	142	0	246	0		
BYD	91	33	187	80	175,8	133,8
HONDA	75	11	149	18	581,8	727,8
VOYAH	44	54	130	122	-18,5	6,6
BMW	57	33	130	80	72,7	62,5
LOTUS	48	0	103	0		
LI XIANG	30	0	75	0		
TOYOTA	23	3	57	5	666,7	1040,0
MERCEDES	18	13	44	21	38,5	109,5
HONGQI	17	16	40	46	6,3	-13,0
FAW	33	1	38	1	3200,0	3700,0
HIPHI	19	4	33	5	375,0	560,0
ORA	14	1	31	1	1300,0	3000,0
NIO	7	1	25	4	600,0	525,0
PORSCHE	11	4	24	24	175,0	0,0
SKYWELL	16	11	22	37	45,5	-40,5
AUDI	8	25	20	64	-68,0	-68,8
NISSAN	8	3	19	5	166,7	280,0
CHANGAN	6	1	16	1	500,0	1500,0
KIA	9	0	14	2		600,0
LEXUS	7	0	13	0		
CHERY	3	0	11	0		
DENZA	3	0	11	0		
HYUNDAI	4	6	9	11	-33,3	-18,2
AMBERAVTO	8	0	8	0		
GEELY	4	1	7	1	300,0	600,0
CADILLAC	2	0	6	0		
ROLLS ROYCE	3	0	6	0		
JAGUAR	2	0	5	0		
LEAPMOTOR	4	1	5	3	300,0	66,7
SAIC-GM-WULING	2	0	5	0		
XIAOPENG	4	1	5	2	300,0	150,0
BAOJUN	3	0	5	0		
ZHIJI	1	0	5	0		
GAC	3	0	4	0		
KAMA	0	0	4	0		
LADA	1	0	3	0		
EXEED	0	0	3	0		
HUAWEI	1	0	3	0		
VOLVO	2	0	3	1		200,0
MINI	2	0	3	2		50,0



PASSENGER CARS

Brand / electric cars	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
HOZON	1	0	3	2		50,0
HAVAL	2	0	2	0		
MITSUBISHI	0	2	2	4	-100,0	-50,0
MG	2	0	2	0		
YANGWANG	0	0	2	0		
FORTHING	1	0	2	0		
TANK	1	0	1	0		
JETOURL	0	0	1	0		
BAIC	1	0	1	2		-50,0
DONGFENG	1	1	1	1	0,0	0,0
WEY	0	0	1	0		
ROX	1	0	1	0		
FORD	1	2	1	4	-50,0	-75,0
GENESIS	1	0	1	0		
PEUGEOT	1	0	1	0		
BAW	0	0	1	0		
FIAT	0	0	1	5		-80,0
SMART	1	0	1	0		
WELTMEISTER	1	2	1	4	-50,0	-75,0
RIVIAN	1	1	1	1	0,0	0,0
IM MOTORS	0	0	1	0		
MAZDA	0	1	0	2	-100,0	-100,0
RENAULT	0	0	0	1		-100,0
ROEWE	0	1	0	1	-100,0	-100,0
POLESTAR	0	1	0	1	-100,0	-100,0
BLAVAL	0	0	0	2		-100,0
JMEV	0	0	0	2		-100,0
TOTAL	2 613	717	6 137	1 649	264,4	272,2
TOTAL Russian brands	191	183	857	398	4,4	115,3
TOTAL foreign brands	2 422	534	5 280	1 251	353,6	322,1

3 months 2024

ZEEKR 001

1 981 units **4281,5%**

ZEEKR X

623 units **NEW**

MOSKVICH 3E

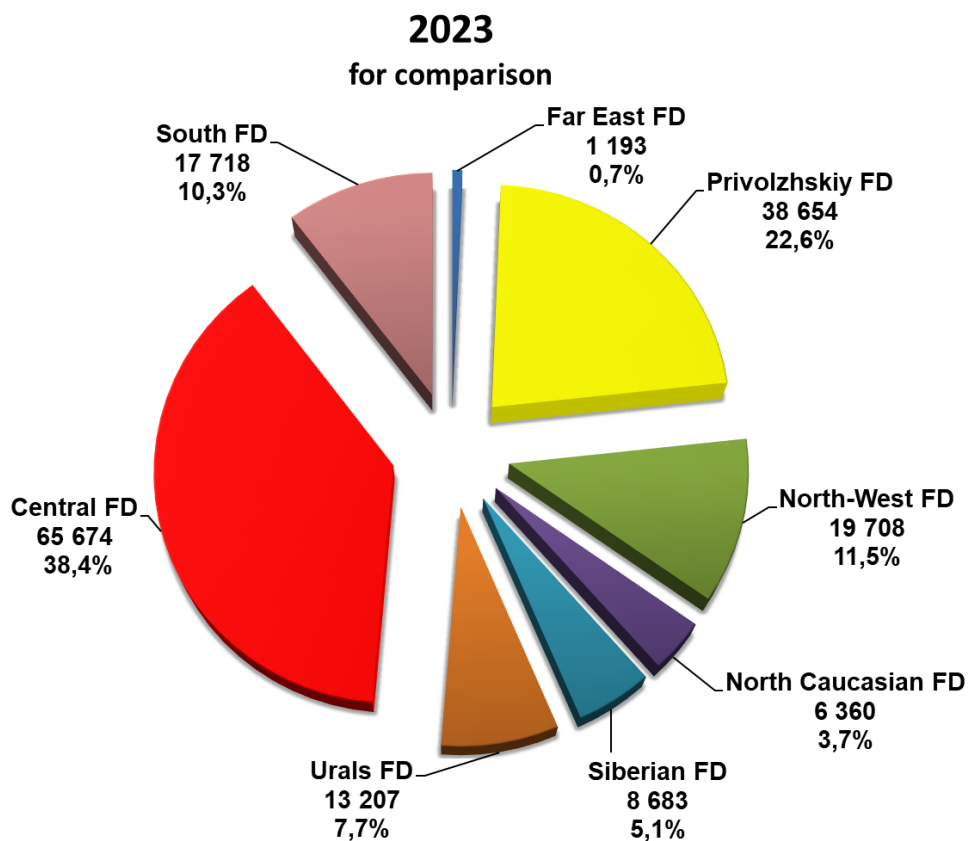
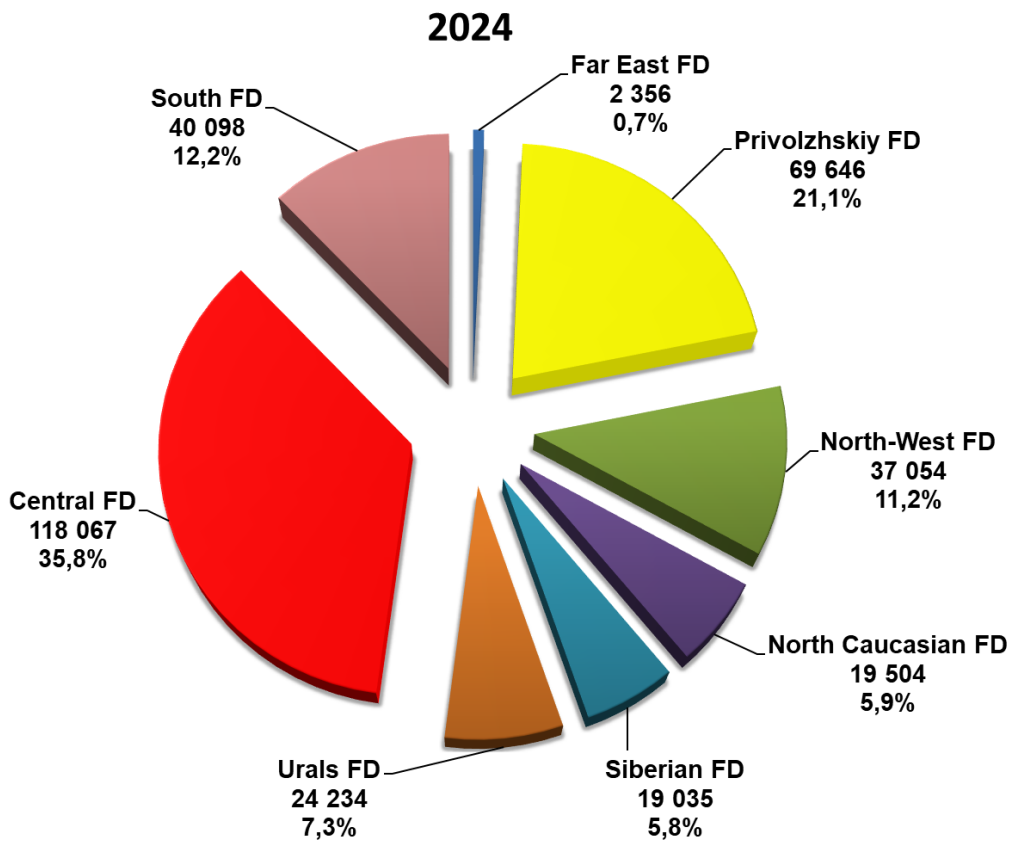
425 units **1187,9%**





PASSENGER CARS

Structure of new car sales in Russia in 3 months 2024 by Federal District





LIGHT COMMERCIAL VEHICLES

Sales of new light commercial vehicles in Russia Including light trucks (N1 category) and minibuses (M2 category) in March and 3 months 2024 by brand (without pickups)

Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
GAZ	5 257	4 250	13 277	9 420	23,7	40,9
UAZ	1 544	1 287	4 490	3 129	20,0	43,5
SOLLERS	743	209	1 873	418	255,5	348,1
LADA	489	394	1 092	969	24,1	12,7
DONGFENG	163	26	397	41	526,9	868,3
MERCEDES	130	157	291	362	-17,2	-19,6
KAMAZ	85	0	232	0		
FORD	117	276	213	778	-57,6	-72,6
FOTON	51	0	131	0		
VOLKSWAGEN	46	67	117	171	-31,3	-31,6
CHANGAN	27	2	78	2	1 250,0	3 800,0
SUZUKI	21	29	52	54	-27,6	-3,7
IVECO	28	24	49	65	16,7	-24,6
HONGQI	20	0	47	0		
FIAT	16	20	45	43	-20,0	4,7
KIA	16	26	45	63	-38,5	-28,6
PEUGEOT	14	59	43	176	-76,3	-75,6
CITROEN	15	40	36	114	-62,5	-68,4
RENAULT	17	13	34	33	30,8	3,0
JAC	16	1	22	2	1 500,0	1 000,0
TOYOTA	7	15	18	33	-53,3	-45,5
MAXUS	9	0	16	0		
HYUNDAI	6	14	15	37	-57,1	-59,5
BAW	9	11	14	21	-18,2	-33,3
OPEL	3	20	9	45	-85,0	-80,0
WULING	3	0	6	1		500,0
DFSK	3	0	5	0		
GMC	2	0	3	0		
FORTHING	1	0	2	0		
JINBEI	1	0	2	0		
MAZ	2	2	2	2	0,0	0,0
MINI	0	0	2	4		-50,0
NISSAN	2	0	2	2		0,0
SAIC-GM-WULING	0	0	2	0		
BRILLIANCE	0	0	1	0		
CHERY	0	0	1	0		
CHUSHENG	0	0	1	0		
DAIHATSU	0	0	1	0		
EVM	1	1	1	1	0,0	0,0
SHINERAY	0	0	1	0		
LDV	0	1	0	1	-100,0	-100,0
SKYWELL	0	1	0	1	-100,0	-100,0
TOTAL	8 864	6 945	22 668	15 988	27,6	41,8
TOTAL Russian brands	8 119	6 141	20 965	13 937	32,2	50,4
TOTAL foreign brands	745	804	1 703	2 051	-7,3	-17,0



LIGHT COMMERCIAL VEHICLES

Sales of new electric light commercial vehicles (BEV) in Russia in March and 3 months 2024 by brand (without pickups)

Brand / electric LCV	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
MERCEDES	1	2	2	8	-50,0	-75,0
GAZ	0	0	1	1		0,0
EVM	1	0	1	0		
CHERY	0	0	1	0		
UAZ	0	1	0	2	-100,0	-100,0
WULING	0	0	0	1		-100,0
SKYWELL	0	1	0	1	-100,0	-100,0
TOTAL	2	4	5	13	-50,0	-61,5
TOTAL Russian brands	1	1	2	3	0,0	-33,3
TOTAL foreign brands	1	3	3	10	-66,7	-70,0



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in March and 3 months 2024 (without pickups)

Rank	Model	Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
1	GAZelle NEXT	GAZ	3 256	2 419	7 819	5 491	34,6	42,4
2	3909	UAZ	685	536	1 955	1 371	27,8	42,6
3	3302 GAZelle	GAZ	731	582	1 803	1 182	25,6	52,5
4	2752 SOBOL	GAZ	527	532	1 526	1 088	-0,9	40,3
5	ATLANT	SOLLERS	525	187	1 449	370	180,7	291,6
6	PROFI	UAZ	441	317	1 190	725	39,1	64,1
7	2349 WIS	LADA	464	280	1 011	636	65,7	59,0
8	SOBOL NN	GAZ	181	113	531	281	60,2	89,0
9	2206	UAZ	172	135	503	294	27,4	71,1
10	3221 GAZelle	GAZ	192	157	459	393	22,3	16,8
11	2310 SOBOL	GAZ	158	197	456	415	-19,8	9,9
12	ARGO	SOLLERS	218	22	424	48	890,9	783,3
13	CAPTAIN T	DONGFENG	118	26	305	41	353,8	643,9
14	3962	UAZ	53	85	305	215	-37,6	41,9
15	2217 SOBOL	GAZ	66	147	282	305	-55,1	-7,5
16	3741	UAZ	103	103	267	275	0,0	-2,9
17	GAZelle NN	GAZ	94	62	238	136	51,6	75,0
18	KOMPAS 5 4X2	KAMAZ	85	0	232	0		
19	V-CLASS	MERCEDES	101	122	224	272	-17,2	-17,6
20	TRANSIT	FORD	114	275	209	773	-58,5	-73,0
21	2705 GAZelle	GAZ	52	41	163	128	26,8	27,3
22	TOANO	FOTON	51	0	131	0		
23	128811	UAZ	37	75	120	159	-50,7	-24,5
24	K33-561	DONGFENG	44	0	91	0		
25	3303	UAZ	32	35	87	83	-8,6	4,8

3 months 2024

GAZelle NEXT

7 819 units **42,4%**

UAZ 3909

1 955 units **42,6%**

GAZelle 3302

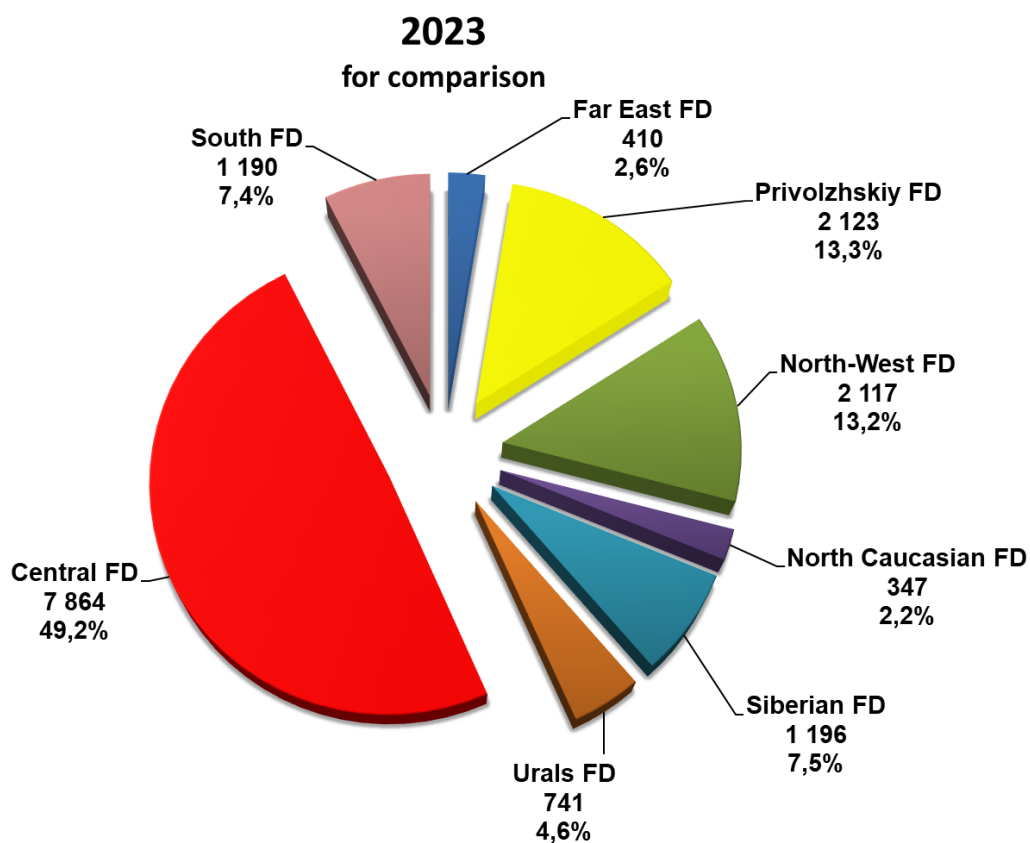
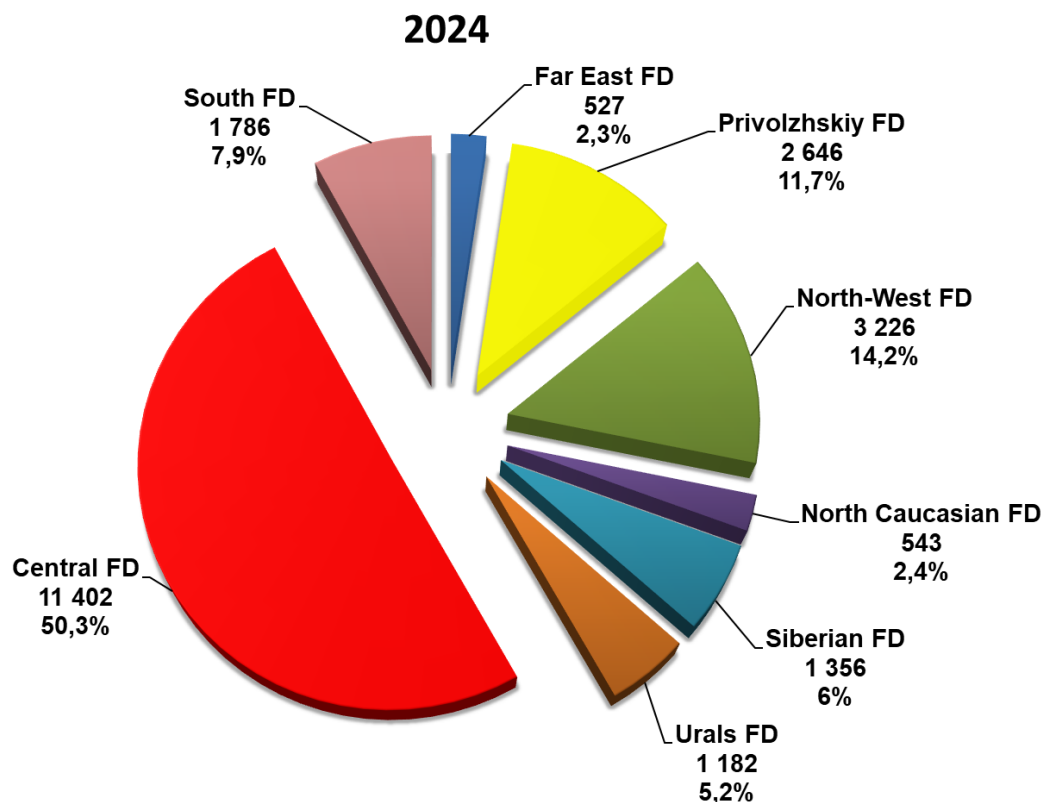
1 803 units **52,5%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 3 months 2024 by Federal District

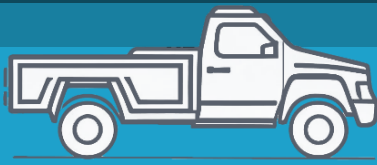




PICKUPS

Sales of new pickups in Russia in March and 3 months 2024 by brand

Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
GREAT WALL	857	300	1 925	836	185,7	130,3
UAZ	330	255	993	632	29,4	57,1
JAC	325	79	797	148	311,4	438,5
RAM	196	128	453	324	53,1	39,8
SOLLERS	202	0	364	0		
CHANGAN	158	0	357	0		
MITSUBISHI	157	167	321	414	-6,0	-22,5
TOYOTA	104	179	253	457	-41,9	-44,6
DONGFENG	41	71	135	137	-42,3	-1,5
FOTON	40	0	93	0		
FORD	22	21	46	39	4,8	17,9
ISUZU	24	4	45	9	500,0	400,0
LANDWIND JIANGLING - JMC	5	0	24	0		
GMC	4	3	12	13	33,3	-7,7
VOLKSWAGEN	3	0	10	0		
CHEVROLET	4	3	7	7	33,3	0,0
GEELY	2	0	7	0		
HYUNDAI	3	1	5	1	200,0	400,0
NISSAN	3	0	5	0		
JEEP	2	3	4	10	-33,3	-60,0
MAXUS	1	0	2	0		
KAICENE	1	0	1	0		
LADA	0	0	1	0		
TOTAL	2 484	1 214	5 860	3 027	104,6	93,6
TOTAL Russian brands	532	255	1 358	632	108,6	114,9
TOTAL foreign brands	1 952	959	4 502	2 395	103,5	88,0



PICKUPS

Top 15 model ranking of new pickup sales in Russia in March and 3 months 2024

Rank	Model	Brand	March 2024	March 2023	3 months 2024	3 months 2023	Change March 2024 vs 2023, %	Change 3 months 2024 vs 2023, %
1	POER KINGKONG	GREAT WALL	838	0	1 877	0		
2	2363 PICKUP	UAZ	330	255	993	632	29,4	57,1
3	T8 PRO	JAC	279	1	573	2	27 800,0	28 550,0
4	RAM	PICKUP	196	128	453	324	53,1	39,8
5	ST6	SOLLERS	202	0	364	0		
6	HUNTER PLUS	CHANGAN	153	0	348	0		
7	L200	MITSUBISHI	157	167	321	414	-6,0	-22,5
8	T6	JAC	43	76	220	142	-43,4	54,9
9	HILUX	TOYOTA	89	147	207	388	-39,5	-46,6
10	RICH	DONGFENG	41	0	134	0		
11	TUNLAND	FOTON	40	0	93	0		
12	D-MAX	ISUZU	24	4	45	9	500,0	400,0
13	TUNDRA	TOYOTA	15	29	45	63	-48,3	-28,6
14	POER	GREAT WALL	14	182	36	456	-92,3	-92,1
15	F-SERIES	FORD	12	17	27	32	-29,4	-15,6

3 months 2024

GREAT WALL POER KINGKONG

1 877 units **NEW**

UAZ 2363 PICKUP

993 units **57,1%**



JAC T8 PRO

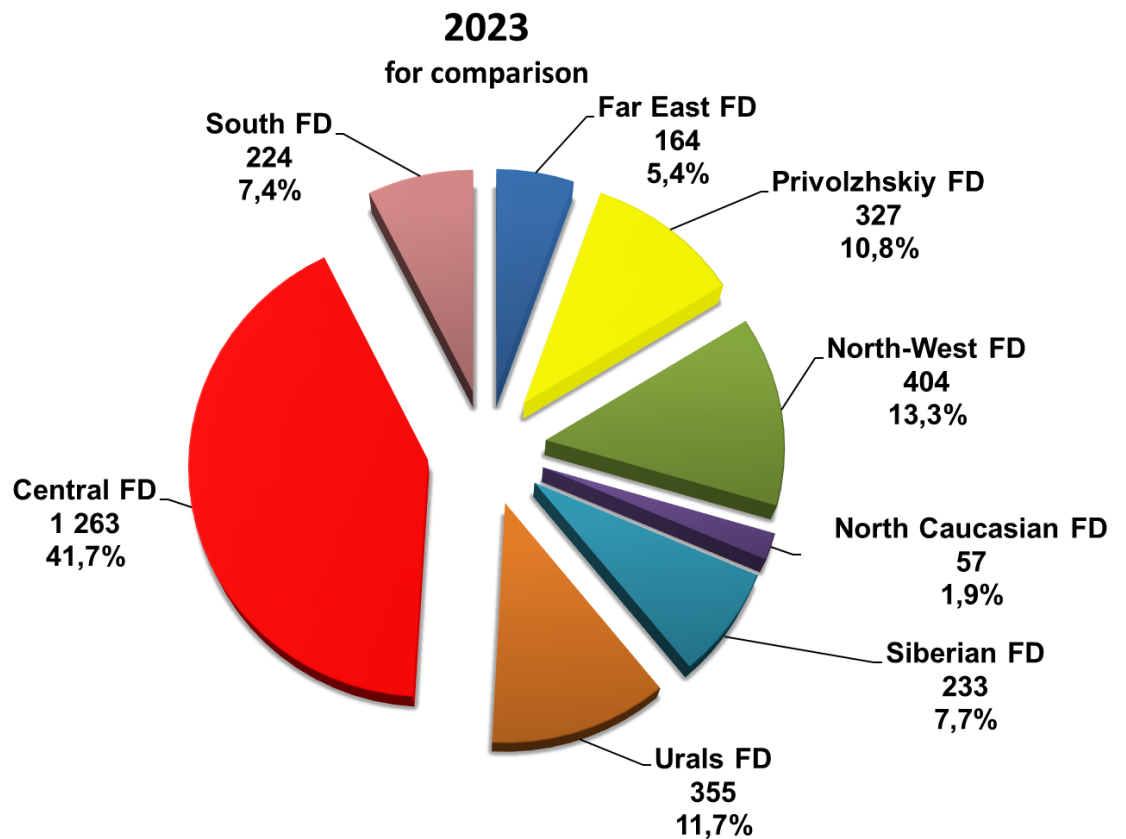
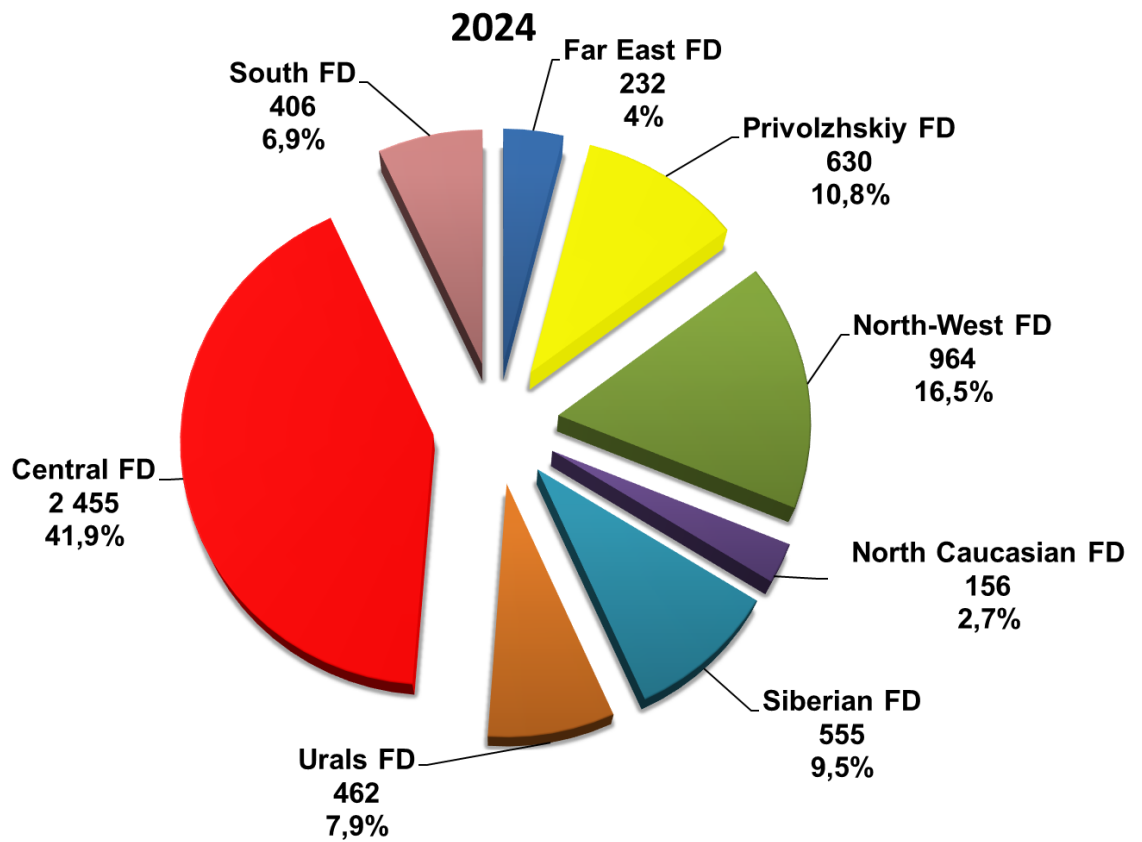
573 units **28550%**





PICKUPS

Structure of sales of new pickups in Russia in 3 months 2024 by Federal District



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