



PRESS-RELEASE

13 AUGUST 2024

AUTOMOBILE MARKET OF RUSSIA IN JULY AND JANUARY-JULY 2024 TRUCKS AND BUSES

In July and in January-July 2024, sales of new trucks and buses in Russia showed the following results*:

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 11 541 units in July 2024, down 14.8% YOY; 72 931 units in January-July 2024, down 4.4% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 568 units in July 2024, up 27.9% YOY; 11 906 units in January-July 2024, up 17.7%. Among them – electric buses: 55 units in July 2024, up 48.6% YOY; 567 units in January-July 2024, up 372.5% YOY.

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

COMMENT:

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

Sales of trucks on the Russian market decreased by 14.8% in July 2024 and by 4.4% year-to-date. We forecast annual sales in this segment through 2024 on the high level reached in 2023 for account of the Chinese-branded trucks.

Bus sales on the Russian market grew by 27.9% in July 2024, while the sales growth was by 17.7% in the first seven months of the year. We expect that the annual bus sales in Russia will grow in 2024 by 10-15% as compared with the result of 2023.

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Developed by specialists of
AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in July and 7 months 2024 by brand, inclusive of special-purpose vehicles

Brand	July 2024	July 2023	7 months 2024	7 months 2023	Change July 2024 vs 2023, %	Change 7 months 2024 vs 2023, %
KAMAZ	1 921	2 727	12 884	18 359	-29,6	-29,8
SITRAK	1 741	2 666	12 082	13 069	-34,7	-7,6
SHAANXI	1 509	2 182	8 970	10 834	-30,8	-17,2
FAW	955	1 681	7 105	7 545	-43,2	-5,8
DONGFENG	1 187	397	5 127	1 565	199,0	227,6
GAZ	628	532	4 322	3 748	18,0	15,3
HOWO	769	563	3 407	4 231	36,6	-19,5
MAZ	487	489	3 333	3 533	-0,4	-5,7
FOTON	349	566	2 465	2 709	-38,3	-9,0
JAC	335	284	2 451	1 863	18,0	31,6
URAL	211	309	1 996	1 934	-31,7	3,2
MERCEDES	164	137	1 706	683	19,7	149,8
SANY	229	105	1 583	472	118,1	235,4
ISUZU	229	43	957	337	432,6	184,0
ZOOMLION	171	73	674	526	134,2	28,1
VOLVO	78	112	550	503	-30,4	9,3
HONGYAN	78	111	499	767	-29,7	-34,9
XU GONG	67	74	400	564	-9,5	-29,1
MAN	49	76	300	508	-35,5	-40,9
DAF	30	88	260	447	-65,9	-41,8
SCANIA	43	65	244	289	-33,8	-15,6
DAEWOO	23	71	223	468	-67,6	-52,4
AMT	14	34	187	197	-58,8	-5,1
VALDAI	48	0	178	0		
DAYUN	26	6	160	104	333,3	53,8
HINO	40	6	140	81	566,7	72,8
HYUNDAI	10	35	121	373	-71,4	-67,6
BEIBEN	14	4	101	4	250,0	2 425,0
BEIFANG BENCHI	11	28	81	64	-60,7	26,6
ZIL	19	0	57	9		533,3
AVIA	9	0	50	0		
FUSO	5	27	43	117	-81,5	-63,2
JMC	43	0	43	0		
LIUGONG	9	0	33	0		
FORD	5	12	31	88	-58,3	-64,8
RENAULT	1	27	26	89	-96,3	-70,8
MAZ MAN	9	11	22	54	-18,2	-59,3
CHENGLIWEI	2	0	14	0		
SDAC	3	0	14	0		
MZKT	6	1	13	1	500,0	1 200,0
IVECO	3	7	12	113	-57,1	-89,4
KERUI	2	0	12	0		



TRUCKS

Brand	July 2024	July 2023	7 months 2024	7 months 2023	Change July 2024 vs 2023, %	Change 7 months 2024 vs 2023, %
NEFAZ	0	2	11	39	-100,0	-71,8
QINGLING	0	0	11	0		
BAW	2	0	7	0		
C&C	0	0	7	3		133,3
TATRA	0	0	4	6		-33,3
AMUR	2	0	2	4		-50,0
CHENGLONG	2	0	2	1		100,0
FARIZON	0	0	2	0		
JINBEI	1	0	2	0		
WANSHAN	2	0	2	0		
CAMC	0	1	1	1	-100,0	0,0
CHUSHENG	0	0	1	0		
HUBEU	0	0	1	0		
KOLUMAN	0	0	1	1		0,0
LANDWIND JIANGLING - JMC	0	0	1	0		
BURAN	0	0	0	2		-100,0
FENGCHUEN	0	0	0	1		-100,0
KIA	0	0	0	1		-100,0
LIEBHERR	0	0	0	13		-100,0
YUEJIN	0	1	0	2	-100,0	-100,0
TOTAL	11 541	13 553	72 931	76 322	-14,8	-4,4
TOTAL Russian brands	2 843	3 604	19 637	24 292	-21	-19,2
TOTAL foreign brands	8 698	9 949	53 294	52 030	-12,6	2,4

Sales of new trucks in Russia in July and 7 months 2024 by type

Type	July 2024	July 2023	7 months 2024	7 months 2023	Market share July 2024, %	Market share July 2023, %	Market share 7 months 2024, %	Market share 7 months 2023, %
Other special equipment	4 397	4 523	26 403	29 472	38,1	33,4	36,2	38,6
Truck-tractor	2 784	3 980	19 594	16 998	24,1	29,4	26,9	22,3
Other truck types	1 402	1 772	9 342	7 796	12,2	13,1	12,8	10,2
Dump truck	984	1 993	6 237	13 474	8,5	14,7	8,6	17,7
Drop-side flat bed	836	593	5 362	3 730	7,2	4,4	7,4	4,9
Refrigerator	525	241	2 131	1 749	4,6	1,8	2,9	2,3
Van	303	167	1 908	1 077	2,6	1,2	2,6	1,4
Autocrane	194	162	1 102	1 194	1,7	1,2	1,5	1,6
Tanker	79	88	629	600	0,7	0,7	0,9	0,8
Mobile repair shop	12	23	113	127	0,1	0,2	0,2	0,2
Refueler	23	8	101	66	0,2	0,1	0,1	0,1
Autoloader	1	1	4	6	0,0	0,0	0,0	0,0
Other	1	2	5	32	0,0	0,0	0,0	0,0
Ambulances	0	0	0	1	0,0	0,0	0,0	0,0
TOTAL	11 541	13 553	72 931	76 322	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in July and 7 months 2024

Rank	Model	Brand	July 2024	July 2023	7 months 2024	7 months 2023	Change July 2024 vs 2023, %	Change 7 months 2024 vs 2023, %
1	C7H 4X2	SITRAK	1 103	2 336	8 244	10 083	-52,8	-18,2
2	GAZON NEXT	GAZ	478	431	3 422	3 022	10,9	13,2
3	DFH-SERIES	DONGFENG	879	336	3 382	1 455	161,6	132,4
4	J6 6X4	FAW	288	1 198	2 967	5 380	-76,0	-44,9
5	SX 331 8X4	SHAANXI	567	648	2 944	4 113	-12,5	-28,4
6	43118 6X6	KAMAZ	373	536	2 767	4 188	-30,4	-33,9
7	C7H 6X4	SITRAK	424	92	2 706	1 078	360,9	151,0
8	J7 4X2	FAW	317	0	2 645	99		2 571,7
9	SX 325 6X4	SHAANXI	350	657	2 360	3 825	-46,7	-38,3
10	5490 4X2	KAMAZ	308	389	2 163	2 022	-20,8	7,0
11	65115 6X4	KAMAZ	312	494	1 936	3 389	-36,8	-42,9
12	SX 425 6X4	SHAANXI	203	439	1 689	1 774	-53,8	-4,8
13	ACTROS	MERCEDES	160	125	1 684	602	28,0	179,7
14	AUMAN	FOTON	203	496	1 605	2 446	-59,1	-34,4
15	SX 418 4X2	SHAANXI	228	330	1 385	732	-30,9	89,2
16	4320 6X6	URAL	140	188	1 318	1 075	-25,5	22,6
17	4308 4X2	KAMAZ	278	91	1 137	528	205,5	115,3
18	C7H 8X4	SITRAK	214	238	1 118	1 908	-10,1	-41,4
19	6312 6X4	MAZ	135	121	825	688	11,6	19,9
20	T5G 8X4	HOWO	124	0	800	0		
21	DFA-SERIES	DONGFENG	0	0	798	3		26 500,0
22	T5G 6X4	HOWO	151	415	774	2 803	-63,6	-72,4
23	5340 4X2	MAZ	91	76	756	395	19,7	91,4
24	ELF	ISUZU	189	5	731	7	3 680,0	10 342,9
25	OLLIN	FOTON	106	47	714	202	125,5	253,5

7 months 2024

SITRAK C7H 4X2

8 244 units **-18,2%**

GAZ GAZON NEXT

3 422 units **13,2%**



DONGFENG DFH-SERIES

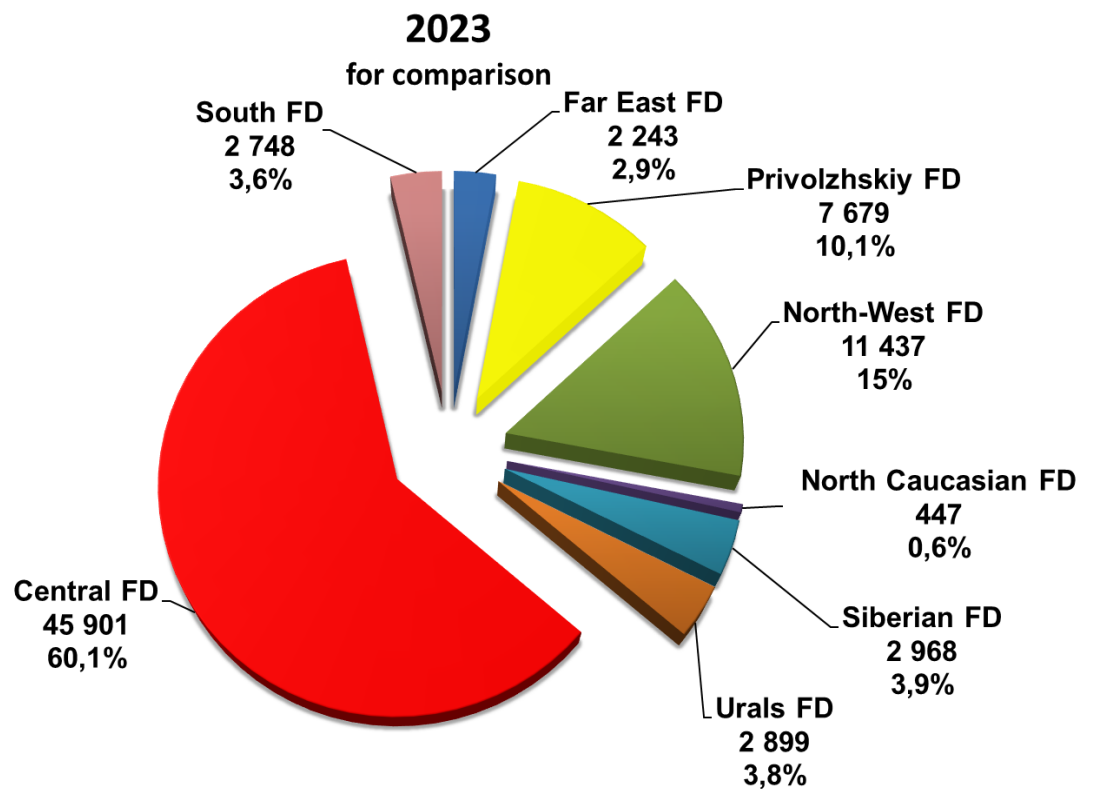
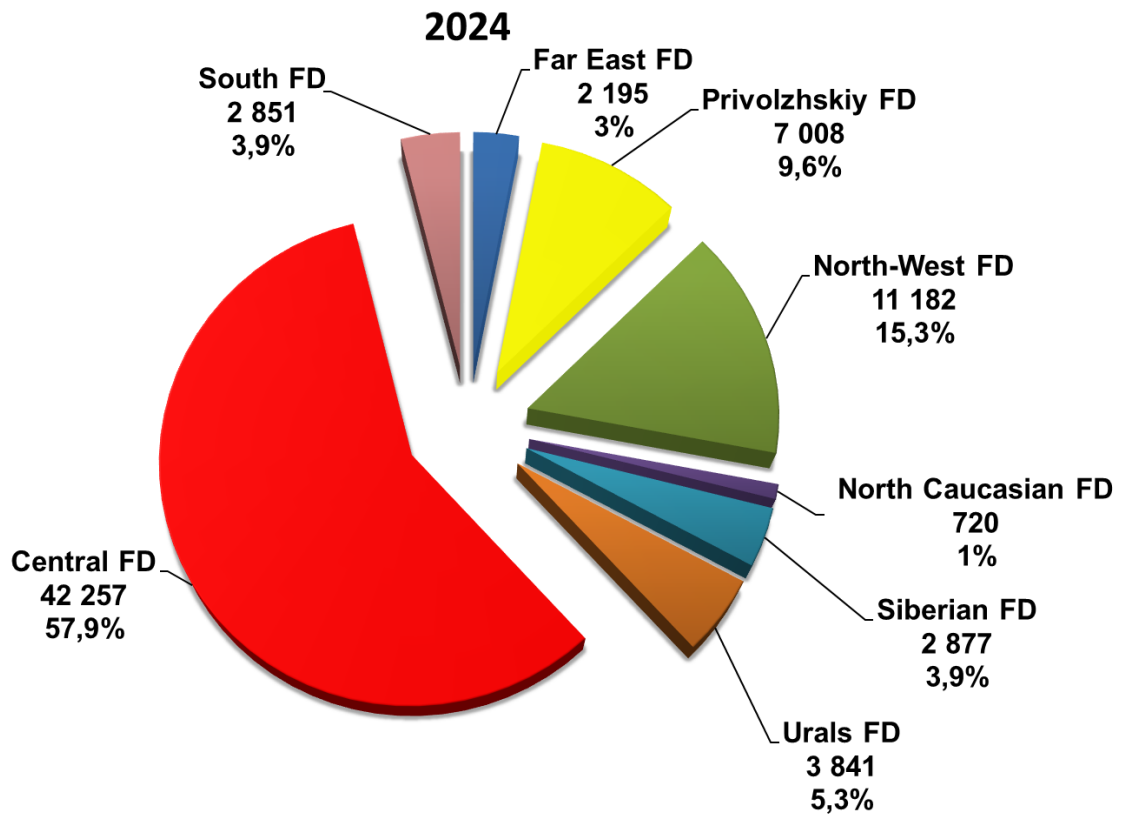
3 382 units **132,4%**





TRUCKS

Structure of sales of new truck in Russia in 7 months 2024 by Federal District





BUSES

Sales of new buses in Russia in July and 7 months 2024 by brand

Brand	July 2024	July 2023	7 months 2024	7 months 2023	Change July 2024 vs 2023, %	Change 7 months 2024 vs 2023, %
PAZ	465	479	4 968	3 985	-2,9	24,7
LIAZ	331	34	1 785	1 263	873,5	41,3
YUTONG	249	257	1 350	1 168	-3,1	15,6
NEFAZ	132	124	1 054	1 056	6,5	-0,2
VOLZHANIN	38	72	482	522	-47,2	-7,7
KAVZ	99	30	396	181	230,0	118,8
HIGER	75	40	379	389	87,5	-2,6
KAMAZ	53	37	342	114	43,2	200,0
MAZ	28	44	320	602	-36,4	-46,8
ZHONGTONG	37	39	179	246	-5,1	-27,2
LOTOS	11	0	160	105		52,4
SIMAZ	13	9	139	112	44,4	24,1
GOLDEN DRAGON	17	3	112	19	466,7	489,5
URAL	8	30	91	86	-73,3	5,8
KING LONG (KLM)	9	13	63	77	-30,8	-18,2
JAC	0	9	30	131	-100,0	-77,1
SAZ	0	3	25	37	-100,0	-32,4
BKM	0	0	11	1		1 000,0
NEMAN	1	0	11	0		
ASIASTAR	1	0	2	0		
FOTON	0	2	2	3	-100,0	-33,3
BMZ	0	0	1	0		
BZKT	0	0	1	0		
JIANLING	0	0	1	0		
SHENLONG	1	0	1	0		
TOYOTA	0	0	1	1		0,0
ANKAI	0	0	0	7		-100,0
HYUNDAI	0	0	0	1		-100,0
MAN	0	1	0	7	-100,0	-100,0
SETRA	0	0	0	1		-100,0
SIRIUS	0	0	0	1		-100,0
TRANS ALFA	0	0	0	1		-100,0
TOTAL	1 568	1 226	11 906	10 116	27,9	17,7
TOTAL Russian brands	1 150	815	9 418	7 426	41,1	26,8
TOTAL foreign brands	418	411	2 488	2 690	1,7	-7,5



BUSES

Sales of new electric buses in Russia in July and 7 months 2024 by brand

Brand / electric buses	July 2024	July 2023	7 months 2024	7 months 2023	Change July 2024 vs 2023, %	Change 7 months 2024 vs 2023, %
KAMAZ	53	37	342	114	43,2	200,0
LIAZ	2	0	118	0		
NEFAZ	0	0	73	0		
VOLZHANIN	0	0	22	3		633,3
BKM	0	0	11	1		1000,0
BMZ	0	0	1	0		
SIRIUS	0	0	0	1		-100,0
TRANS ALFA	0	0	0	1		-100,0
TOTAL	55	37	567	120	48,6	372,5
TOTAL Russian brands	55	37	556	119	48,6	367,2
TOTAL foreign brands	0	0	11	1		1000,0



BUSES

Top 25 model ranking of new bus sales in July and 7 months 2024

Rank	Model	Brand	July 2024	July 2023	7 months 2024	7 months 2023	Change July 2024 vs 2023, %	Change 7 months 2024 vs 2023, %
1	VECTOR NEXT	PAZ	235	187	2 184	1 278	25,7	70,9
2	3205	PAZ	123	102	1 623	1 483	20,6	9,4
3	CITYMAX 12	LIAZ	330	0	1 170	0		
4	4234	PAZ	90	64	1 020	863	40,6	18,2
5	5299, 5297 4X2	NEFAZ, KAMAZ	117	68	946	867	72,1	9,1
6	6127	YUTONG	116	61	572	222	90,2	157,7
7	6122	YUTONG	68	4	384	94	1 600,0	308,5
8	6282	KAMAZ	53	37	342	114	43,2	200,0
9	5292	LIAZ	0	33	336	643	-100,0	-47,7
10	VOLGABUS 4298	VOLZHANIN	11	72	232	354	-84,7	-34,5
11	4238	KAVZ	47	25	203	124	88,0	63,7
12	4292	LIAZ	1	0	197	604		-67,4
13	LCK-SERIES	ZHONGTONG	37	39	179	246	-5,1	-27,2
14	105	LOTOS	11	0	160	105		52,4
15	KLQ 6129	HIGER	16	14	145	125	14,3	16,0
16	2258	SIMAZ	13	9	139	112	44,4	24,1
17	6938	YUTONG	25	90	128	243	-72,2	-47,3
18	6899	YUTONG	26	8	123	39	225,0	215,4
19	203	MAZ	22	33	121	200	-33,3	-39,5
20	4235	KAVZ	31	4	104	55	675,0	89,1
21	KLQ 6128	HIGER	29	12	94	92	141,7	2,2
22	CITYMAX 9	PAZ	14	0	94	0		
23	XML	GOLDEN DRAGON	14	2	92	18	600,0	411,1
24	3255 4320 6X6	URAL	8	30	91	86	-73,3	5,8
25	4270	KAVZ	21	1	89	2	2 000,0	4 350,0

7 months 2024

PAZ VECTOR NEXT
2 184 units **70,9%**

PAZ 3205
1 623 units **9,4%**

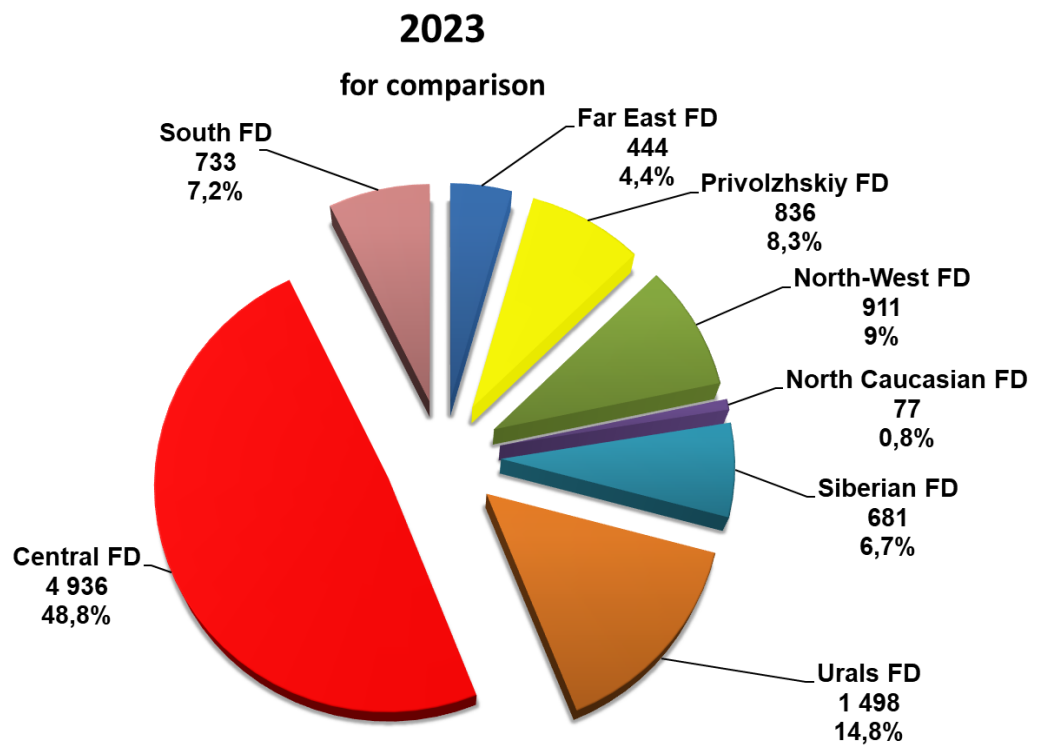
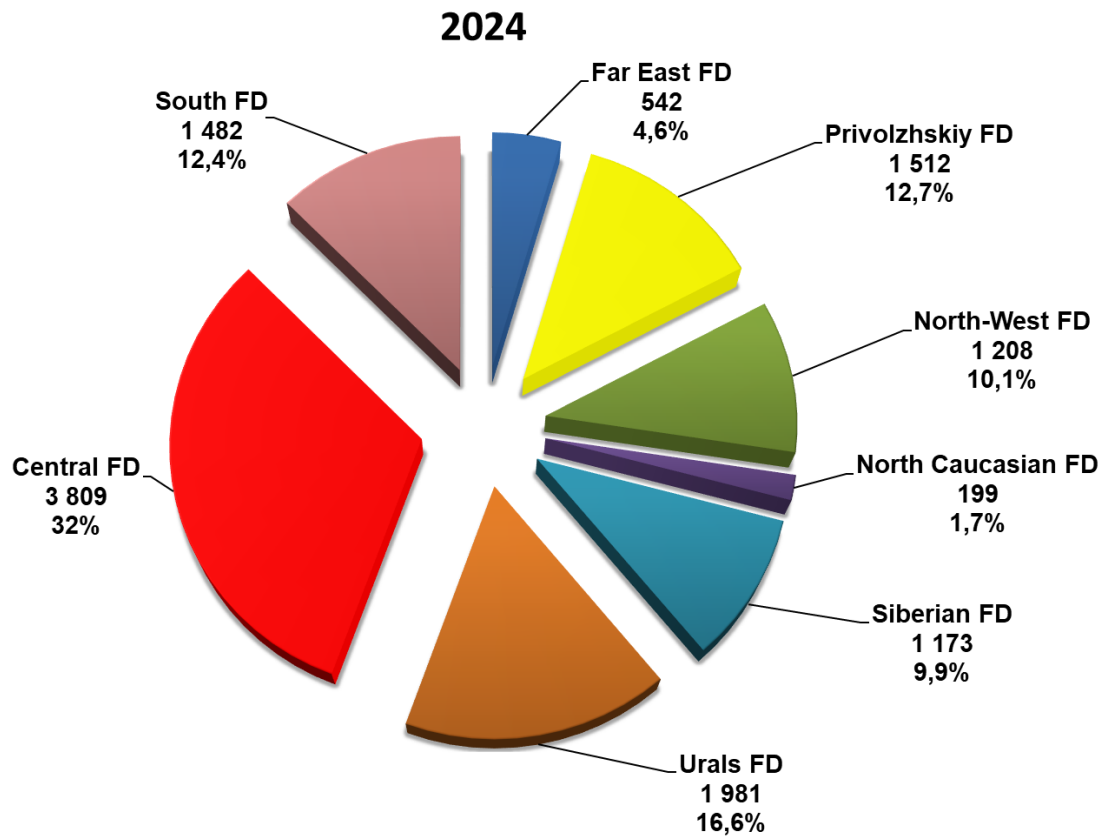
LIAZ CITYMAX 12
1 170 units **NEW**





BUSES

Structure of new bus sales in Russia in 7 months 2024 by Federal District



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