



PRESS-RELEASE

16 DECEMBER 2019

AUTOMOBILE MARKET OF RUSSIA IN NOVEMBER AND JANUARY-NOVEMBER 2019

In November 2019, sales of new MOTOR VEHICLES in Russia, based on registration data, fell by 6.2% year-on-year to 153 199 vehicles. In the first eleven months of 2019 the total sales were 1 576 261 vehicles, down 2.7% year-on-year, of which:

- Passenger cars – 134 781 units in November 2019, down 6.4% YOY; 1 391 333 units in January-November 2019, down 2.7 % YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 8 865 units in November 2019, up 0.3% YOY; 91 868 units in January-November 2019, down 2.6% YOY.
- Pickups – 1 274 units in November 2019, down 3.0% YOY; 12 090 units in January-November 2019, down 4.9% YOY.
- Trucks (except N1 category), inclusive of special-purpose vehicles, – 7 097 units in November 2019, down 10.7% YOY; 68 779 units in January-November 2019, down 3.8% YOY.
- Buses (except M2 category) – 1 182 units in November 2019, down 2.2% YOY; 12 191 units in January-November 2019, up 6.5% YOY.

COMMENT:

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

Passenger car sales will continue to decline in December 2019. A drop of sales can reach 3% to 4% in annual results. However, the car market may show growth within 5% to 10% in 2020.

The market of light commercial vehicles, as per our forecast, will show a negative annual result with a drop of sales up to 3%. Next year, a growth of LCV sales at about 7% looks possible.

Truck sales will continue to decline this December. The annual fall of sales in that segment may reach 5%.

The annual sales of buses are expected to have grown this year by 5% to 6%.

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Developed by specialists of
AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2019 by brand

Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
LADA	27 331	30 121	305 540	300 264	-9,3	1,8
KIA	18 618	19 235	192 610	199 844	-3,2	-3,6
HYUNDAI	14 941	16 419	153 854	159 356	-9	-3,5
RENAULT	12 335	12 668	124 644	119 313	-2,6	4,5
VOLKSWAGEN	9 131	9 449	89 988	89 655	-3,4	0,4
TOYOTA	7 721	8 241	85 295	87 525	-6,3	-2,5
SKODA	8 169	7 866	71 149	67 535	3,9	5,4
NISSAN	5 935	7 313	58 200	69 475	-18,8	-16,2
BMW	3 766	3 168	35 368	31 566	18,9	12
MITSUBISHI	3 315	3 604	34 492	32 860	-8	5
MERCEDES	3 682	2 729	33 267	30 344	34,9	9,6
MAZDA	2 525	2 702	26 718	26 962	-6,6	-0,9
CHEVROLET	1 750	2 576	20 056	26 176	-32,1	-23,4
DATSUN	1 866	2 018	19 559	21 831	-7,5	-10,4
LEXUS	1 774	1 779	18 891	20 636	-0,3	-8,5
FORD	376	3 154	18 629	34 721	-88,1	-46,3
AUDI	1 667	1 284	13 696	13 449	29,8	1,8
UAZ	1 044	1 461	10 784	13 129	-28,5	-17,9
HAVAL	1 272	415	8 886	2 390	206,5	271,8
GEELY	903	389	7 743	2 563	132,1	202,1
VOLVO	937	735	7 644	6 651	27,5	14,9
LAND ROVER	760	828	7 599	8 006	-8,2	-5,1
SUBARU	738	766	6 501	6 978	-3,7	-6,8
SUZUKI	881	642	6 359	5 487	37,2	15,9
PORSCHE	634	507	5 106	4 595	25	11,1
CHERY	525	355	4 378	4 056	47,9	7,9
INFINITI	211	420	3 050	4 161	-49,8	-26,7
LIFAN	102	702	2 291	11 082	-85,5	-79,3
MINI	235	235	2 175	2 168	0	0,3
HONDA	186	440	2 002	4 469	-57,7	-55,2
GENESIS	180	0	1 645	0		
JAGUAR	120	220	1 636	2 220	-45,5	-26,3
JEEP	134	161	1 633	1 459	-16,8	11,9
PEUGEOT	126	124	1 413	2 205	1,6	-35,9
CHANGAN	231	44	1 126	1 357	425	-17
CITROEN	84	135	1 046	1 465	-37,8	-28,6
CADILLAC	85	126	863	1 075	-32,5	-19,7
FAW	105	78	840	888	34,6	-5,4
DONGFENG	41	101	825	656	-59,4	25,8
SMART	38	108	816	518	-64,8	57,5
ZOTYE	9	320	618	2 207	-97,2	-72
JAC	68	18	568	74	277,8	667,6
FIAT	53	18	365	144	194,4	153,5
BENTLEY	26	31	284	239	-16,1	18,8
BRILLIANCE	25	13	212	26	92,3	715,4
ROLLS ROYCE	21	9	159	75	133,3	112



PASSENGER CARS

MASERATI	12	26	123	220	-53,8	-44,1
LAMBORGHINI	8	12	120	59	-33,3	103,4
RAVON	35	21	102	4 522	66,7	-97,7
TESLA	10	1	68	48	900	41,7
DW HOWER	1	102	57	1 534	-99	-96,3
FOTON	4	10	57	212	-60	-73,1
DFSK	13	0	54	0		
HAWTAI	3	11	54	67	-72,7	-19,4
CHRYSLER	3	6	44	67	-50	-34,3
FERRARI	1	2	30	27	-50	11,1
DODGE	2	3	25	18	-33,3	38,9
DAIHATSU	5	0	15	2		650
ASTON MARTIN	0	0	9	13		-30,8
GAZ	0	0	9	6		50
DAEWOO	2	4	6	527	-50	-98,9
LINCOLN	1	0	6	6		0
MCLAREN	0	0	6	0		
SSANGYONG	1	1	5	107	0	-95,3
ACURA	0	0	4	1		300
GAC	2	0	4	0		
OPEL	1	0	3	1		200
SMA	0	1	2	1	-100	100
ALFA ROMEO	0	0	1	2		-50
AURUS	0	0	1	0		
BAW	0	0	1	0		
BYD	0	0	1	0		
GMC	1	0	1	0		
TAGAZ	0	0	1	1		0
ZAZ	0	0	1	0		
DERWAYS	0	0	0	2		-100
GREAT WALL	0	1	0	1	-100	-100
SAMSUNG	0	1	0	1	-100	-100
TOTAL	134 781	143 929	1 391 333	1 429 300	-6,4	-2,7
TOTAL Russian brands	28 375	31 582	316 335	313 400	-10,2	0,9
TOTAL foreign brands	106 406	112 347	1 074 998	1 115 900	-5,3	-3,7

Sales of new passenger cars in Russia in November and 11 months 2019 by class

Class	November 2019	November 2018	11 months 2019	11 months 2018	Market share November 2019, %	Market share 11 months 2019, %	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
A	280	362	4 285	5 856	0,2	0,3	-22,7	-26,8
B	24 047	29 057	261 120	296 786	17,8	18,8	-17,2	-12,0
B+	13 786	12 302	145 849	111 066	10,2	10,5	12,1	31,3
C	14 844	18 716	168 392	197 233	11,0	12,1	-20,7	-14,6
D	4 141	4 319	47 384	45 251	3,1	3,4	-4,1	4,7
E	4 499	4 894	49 562	48 713	3,3	3,6	-8,1	1,7
F+S	673	670	8 103	7 924	0,5	0,6	0,5	2,3
Minivan	3 744	3 970	42 558	42 565	2,8	3,1	-5,7	0,0
SUV	68 767	69 639	664 033	673 900	51,0	47,7	-1,3	-1,5
Not identified			47	6				683,3
TOTAL	134 781	143 929	1 391	1 429	100,0	100,0	-6,4	-2,7



PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in November and 11 months 2019

Rank	Model	Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
1	GRANTA	LADA	9 189	9 707	100 126	84 756	-5,3%	18,1%
2	VESTA	LADA	8 167	9 541	96 037	91 029	-14,4	5,5
3	RIO	KIA	7 457	8 365	80 682	86 755	-10,9	-7
4	CRETA	HYUNDAI	6 398	6 016	62 968	59 482	6,3	5,9
5	SOLARIS	HYUNDAI	4 314	5 338	51 800	57 284	-19,2	-9,6
6	POLO	VOLKSWAGEN	4 238	5 064	47 921	50 951	-16,3	-5,9
7	LARGUS	LADA	3 509	3 823	40 799	41 204	-8,2	-1
8	DUSTER	RENAULT	3 382	4 084	34 231	37 156	-17,2	-7,9
9	TIGUAN	VOLKSWAGEN	4 095	3 131	32 210	27 758	30,8	16
10	LOGAN	RENAULT	3 107	2 595	30 940	25 872	19,7	19,6
11	RAPID	SKODA	3 203	3 382	29 349	29 484	-5,3	-0,5
12	SPORTAGE	KIA	2 609	3 012	28 509	28 903	-13,4	-1,4
13	CAMRY	TOYOTA	2 254	2 806	28 428	26 526	-19,7	7,2
14	SANDERO	RENAULT	2 494	2 980	26 788	28 245	-16,3	-5,2
15	XRAY	LADA	2 308	2 660	25 735	30 923	-13,2	-16,8
16	RAV4	TOYOTA	2 451	2 173	25 323	26 913	12,8	-5,9
17	KAPTUR	RENAULT	1 608	2 946	24 197	27 119	-45,4	-10,8
18	MAGENTIS OPTIMA	KIA	1 931	1 680	22 638	18 246	14,9	24,1
19	2121 NIVA	LADA 4x4	2 093	2 355	21 861	22 140	-11,1	-1,3
20	QASHQAI	NISSAN	2 859	2 411	21 566	19 917	18,6	8,3
21	OUTLANDER	MITSUBISHI	1 961	1 984	21 213	19 591	-1,2	8,3
22	KODIAQ	SKODA	2 574	2 148	21 114	12 451	19,8	69,6
23	OCTAVIA	SKODA	2 319	2 160	19 673	19 890	7,4	-1,1
24	CX-5	MAZDA	1 881	2 121	19 618	18 971	-11,3	3,4
25	TUCSON	HYUNDAI	2 154	2 497	19 346	20 866	-13,7	-7,3





PASSENGER CARS

Sales of new electric cars in Russia in November and 11 months 2019 by brand

Brand / electric cars	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
BMW	1	2	7	4	-50	75
I3	1	2	7	4	-50	75
JAGUAR	5	0	121	0		
I-PACE	5	0	121	0		
NISSAN	3	3	55	22	0	150
LEAF	3	3	55	22	0	150
RENAULT	0	0	5	7		-28,6
TWIZY	0	0	5	7		-28,6
TESLA	10	1	68	48	900	41,7
3	4	0	15	0		
S	1	0	13	12		8,3
X	5	1	40	36	400	11,1
TOTAL	19	6	256	81	216,7	216
TOTAL Russian brands						
TOTAL foreign brands	19	6	256	81	216,7	216

JAGUAR I-PACE

121 units **0%**

NISSAN LEAF
55 units **150%**

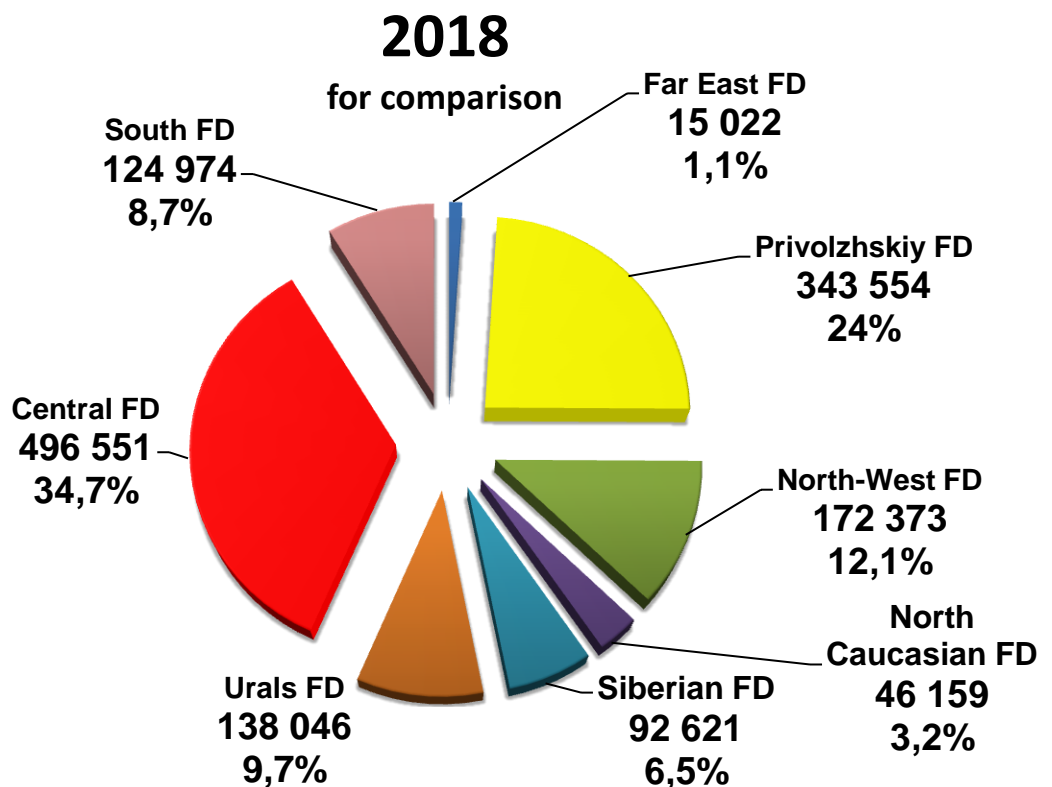
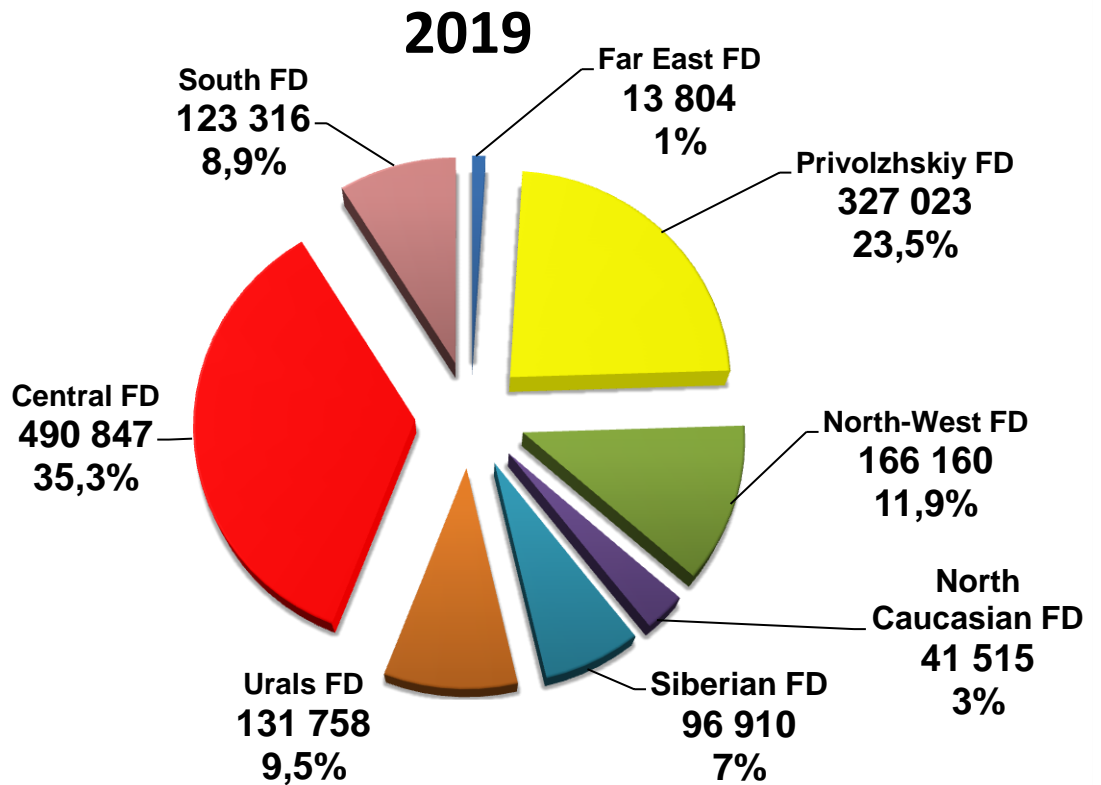
TESLA X
40 units **11,1%**





PASSENGER CARS

Structure of new car sales in Russia
in 11 months 2019 by Federal District





LIGHT COMMERCIAL VEHICLES

Sales of new light commercial vehicles in Russia
Including light trucks (N1 category) and minibuses (M2 category)
in November and 11 months 2019 by brand

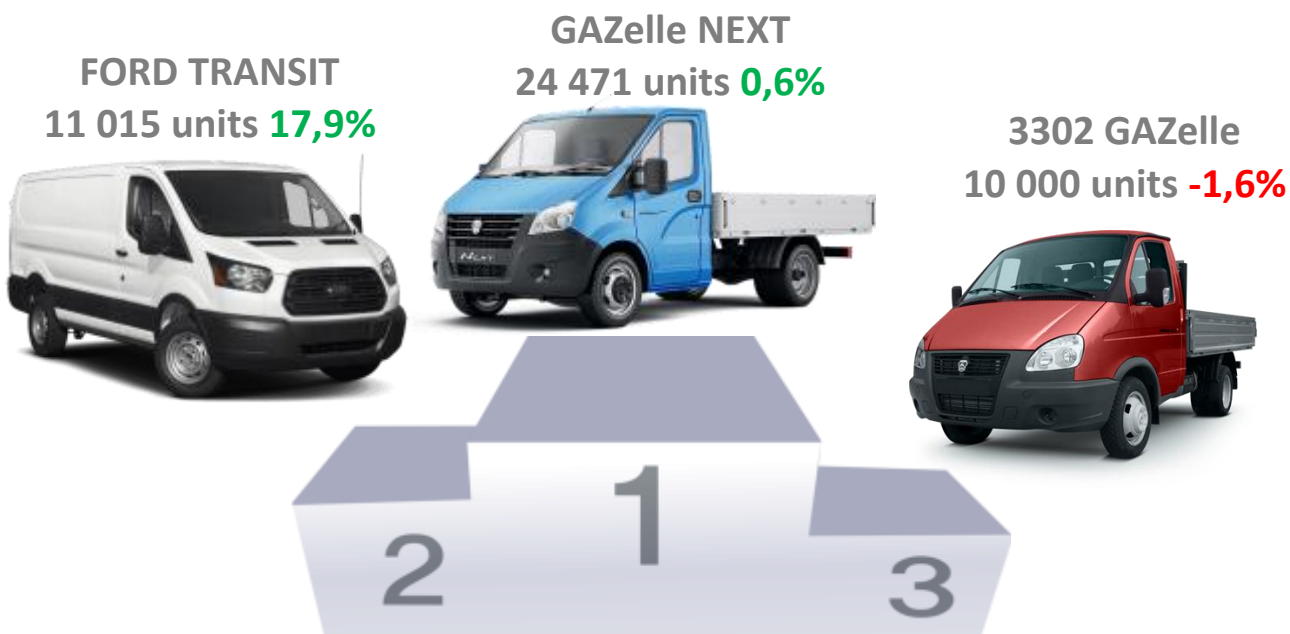
Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
GAZ	4 302	3 823	43 614	43 188	12,5	1
UAZ	1 281	1 461	13 501	14 065	-12,3	-4
FORD	1 051	1 041	11 189	9 631	1	16,2
VOLKSWAGEN	602	605	5 841	5 819	-0,5	0,4
LADA	376	467	4 536	4 598	-19,5	-1,3
MERCEDES	259	528	2 958	7 070	-50,9	-58,2
PEUGEOT	252	280	2 791	2 751	-10	1,5
RENAULT	221	216	2 156	2 130	2,3	1,2
HYUNDAI	189	107	1 911	1 521	76,6	25,6
CITROEN	142	206	1 704	2 009	-31,1	-15,2
IVECO	83	75	754	612	10,7	23,2
FIAT	64	19	726	755	236,8	-3,8
KIA	9	8	74	113	12,5	-34,5
TOYOTA	27	1	57	19	2600	200
JAC	2	0	12	0		
DAIHATSU	0	0	10	2		400
MITSUBISHI	0	1	8	8	-100	0
SUZUKI	1	0	5	5		0
YUEJIN	2	0	5	11		-54,5
NISSAN	1	2	4	9	-50	-55,6
TAGAZ	0	1	3	4	-100	-25
BAW	1	0	2	5		-60
DONGFENG	0	0	2	6		-66,7
MAZDA	0	0	2	3		-33,3
GMC	0	0	1	1		0
HONDA	0	0	1	0		
OPEL	0	0	1	0		
FREIGHTLINER	0	0	0	1		-100
GONOW	0	1	0	14	-100	-100
GOUPIL	0	0	0	4		-100
TOTAL	8 865	8 842	91 868	94 354	0,3	-2,6
TOTAL Russian brands	5 959	5 752	61 654	61 855	3,6	-0,3
TOTAL foreign brands	2 906	3 090	30 214	32 499	-6	-7



LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in November and 11 months 2019

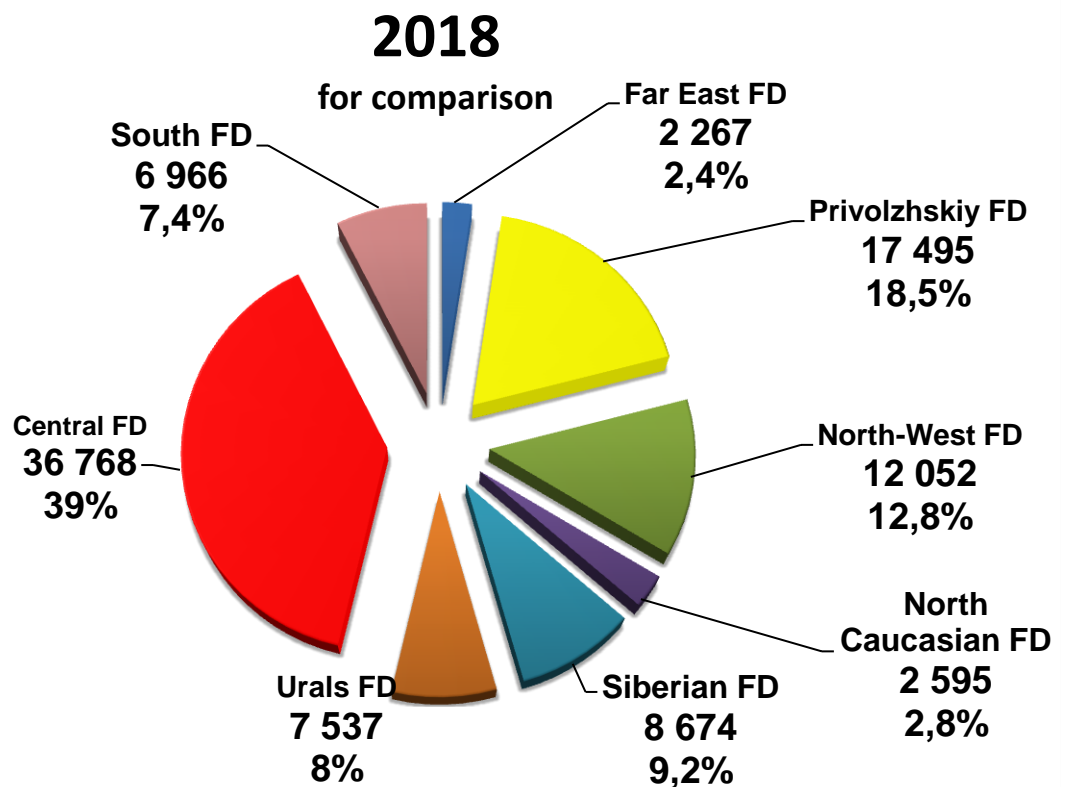
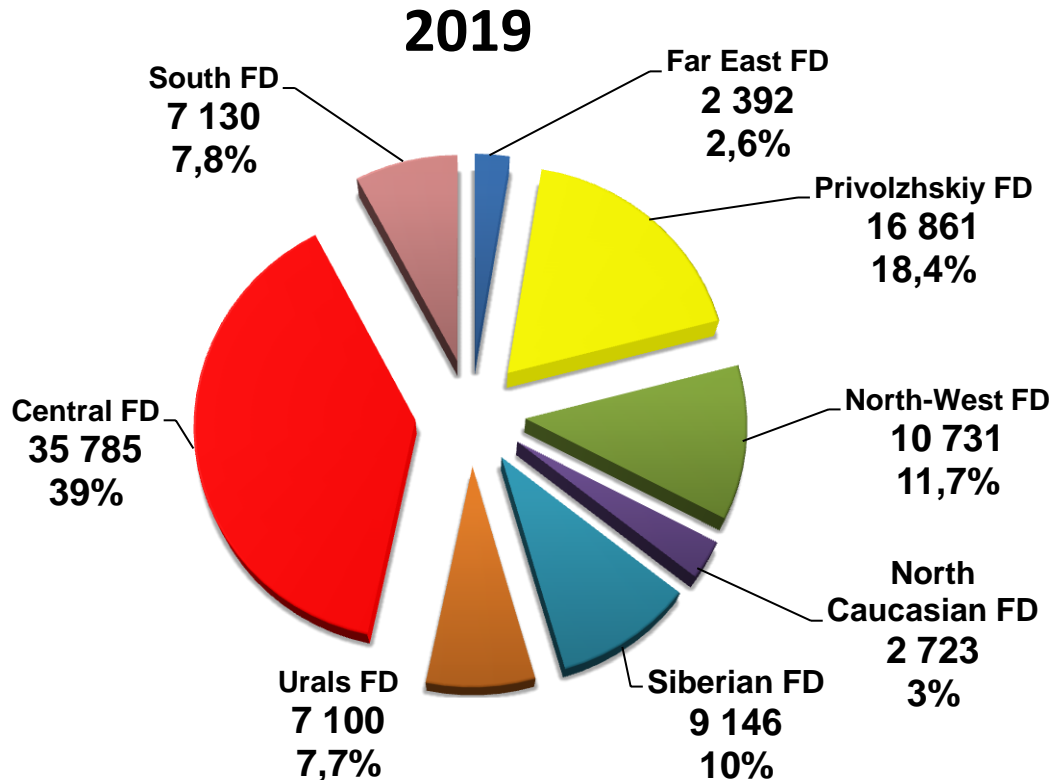
Rank	Model	Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
1	GAZelle NEXT	GAZ	2 585	2 142	24 471	24 329	20,7	0,6
2	TRANSIT	FORD	1 035	1 022	11 015	9 346	1,3	17,9
3	3302 GAZelle	GAZ	860	983	10 000	10 164	-12,5	-1,6
4	3909	UAZ	763	659	6 841	3 631	15,8	88,4
5	LARGUS FURGON	LADA	376	467	4 536	4 598	-19,5	-1,3
6	2752 SOBOL	GAZ	336	224	2 951	2 778	50	6,2
7	3221 GAZelle	GAZ	146	202	2 817	2 200	-27,7	28
8	CARAVELLE	VOLKSWAGEN	221	227	2 170	2 384	-2,6	-9
9	2206	UAZ	162	178	1 846	1 839	-9	0,4
10	DOKKER	RENAULT	181	214	1 835	2 010	-15,4	-8,7
11	PROFI	UAZ	99	159	1 548	1 711	-37,7	-9,5
12	H 1 H 100 STAREX	HYUNDAI	168	77	1 545	1 160	118,2	33,2
13	2705 GAZelle	GAZ	209	136	1 543	1 842	53,7	-16,2
14	3741	UAZ	104	336	1 458	5 191	-69	-71,9
15	V-CLASS	MERCEDES	123	116	1 304	1 562	6	-16,5
16	TRAVELLER	VOLKSWAGEN	97	105	1 256	824	-7,6	52,4
17	CADDY	VOLKSWAGEN	117	154	1 235	1 275	-24	-3,1
18	2217 SOBOL	GAZ	74	82	1 150	1 324	-9,8	-13,1
19	SPRINTER	MERCEDES	109	359	1 128	4 828	-69,6	-76,6
20	JUMPER	CITROEN	80	147	942	1 049	-45,6	-10,2
21	TRANSPORTER	VOLKSWAGEN	112	71	933	726	57,7	28,5
22	MULTIVAN	VOLKSWAGEN	74	121	907	999	-38,8	-9,2
23	BOXER	PEUGEOT	74	87	810	957	-14,9	-15,4
24	3962	UAZ	83	51	809	701	62,7	15,4
25	DAILY	IVECO	83	75	739	612	10,7	20,8





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 11 months 2019 by Federal District





PICKUPS

Sales of new pickups in Russia in November and 11 months 2019 by brand

Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
UAZ	481	430	4 612	4 550	11,9	1,4
TOYOTA	269	319	2 661	2 563	-15,7	3,8
MITSUBISHI	190	293	1 663	2 631	-35,2	-36,8
LADA	129	106	1 612	1 599	21,7	0,8
VOLKSWAGEN	60	64	578	630	-6,2	-8,3
MERCEDES	75	51	322	246	47,1	30,9
ISUZU	25	23	239	139	8,7	71,9
FIAT	22	11	165	177	100	-6,8
RAM	6	6	126	64	0	96,9
FORD	3	5	50	54	-40	-7,4
JAC	13	0	26	0		
GONOW	1	3	21	21	-66,7	0
FOTON	0	3	13	33	-100	-60,6
GMC	0	0	1	1		0
SUBARU	0	0	1	1		0
CHEVROLET	0	0	0	1		-100
NISSAN	0	0	0	4		-100
TOTAL	1 274	1 314	12 090	12 714	-3	-4,9
TOTAL Russian brands	610	536	6 224	6 149	13,8	1,2
TOTAL foreign brands	664	778	5 866	6 565	-14,7	-10,6



PICKUPS

Top 15 model ranking of new pickup sales in Russia in November and 11 months 2019

Rank	Model	Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
1	2363 PICKUP	UAZ	481	430	4 612	4 550	11,9	1,4
2	HILUX	TOYOTA	262	314	2 612	2 513	-16,6	3,9
3	L 200	MITSUBISHI	190	293	1 663	2 631	-35,2	-36,8
4	2349 WIS	LADA	104	93	1 289	1 393	11,8	-7,5
5	AMAROK	VOLKSWAGEN	60	64	578	630	-6,2	-8,3
6	X-CLASS	MERCEDES	75	51	322	246	47,1	30,9
7	2346 WIS	LADA	24	10	301	176	140	71
8	D-MAX	ISUZU	25	23	239	139	8,7	71,9
9	FULLBACK	FIAT	22	11	165	177	100	-6,8
10	PICKUP	RAM	6	6	126	64	0	96,9
11	F-SERIES	FORD	3	5	50	53	-40	-5,7
12	TUNDRA	TOYOTA	7	4	44	43	75	2,3
13	T6	JAC	12	0	23	0		
14	TROY	GONOW	1	3	21	21	-66,7	0
15	2347 WIS	LADA	1	3	19	22	-66,7	-13,6

UAZ 2363 PICKUP

4 612 units **1,4%**

TOYOTA HILUX

2 612 units **3,9%**

MITSUBISHI L200

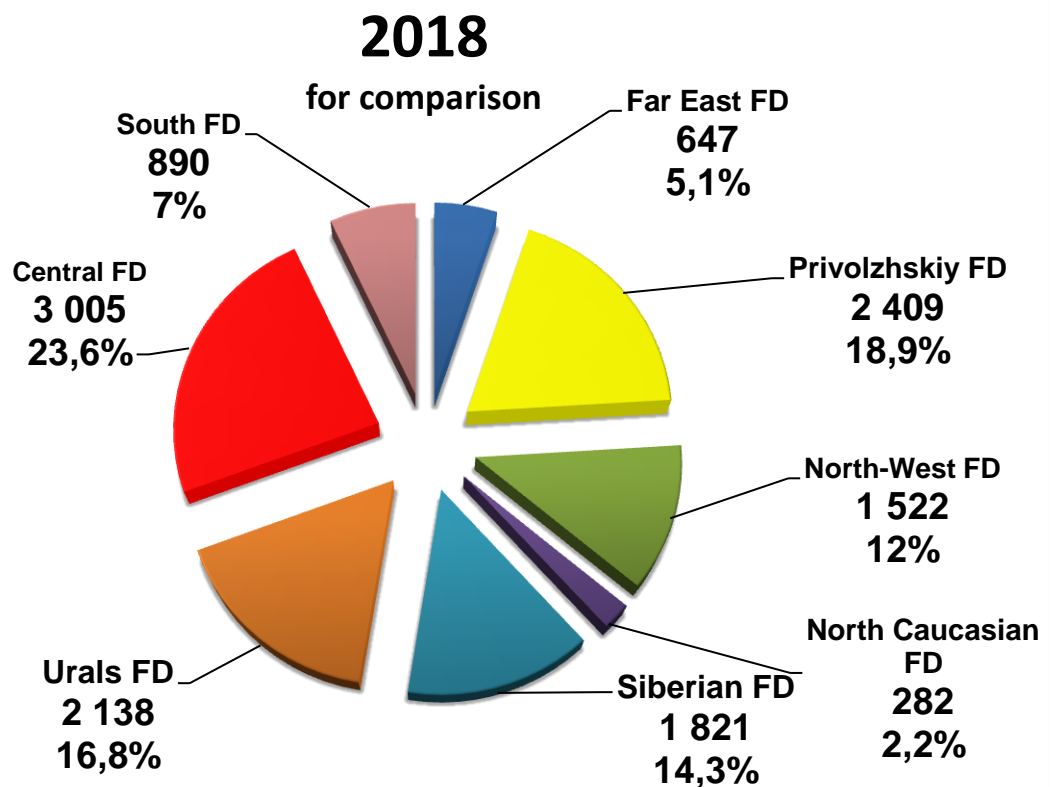
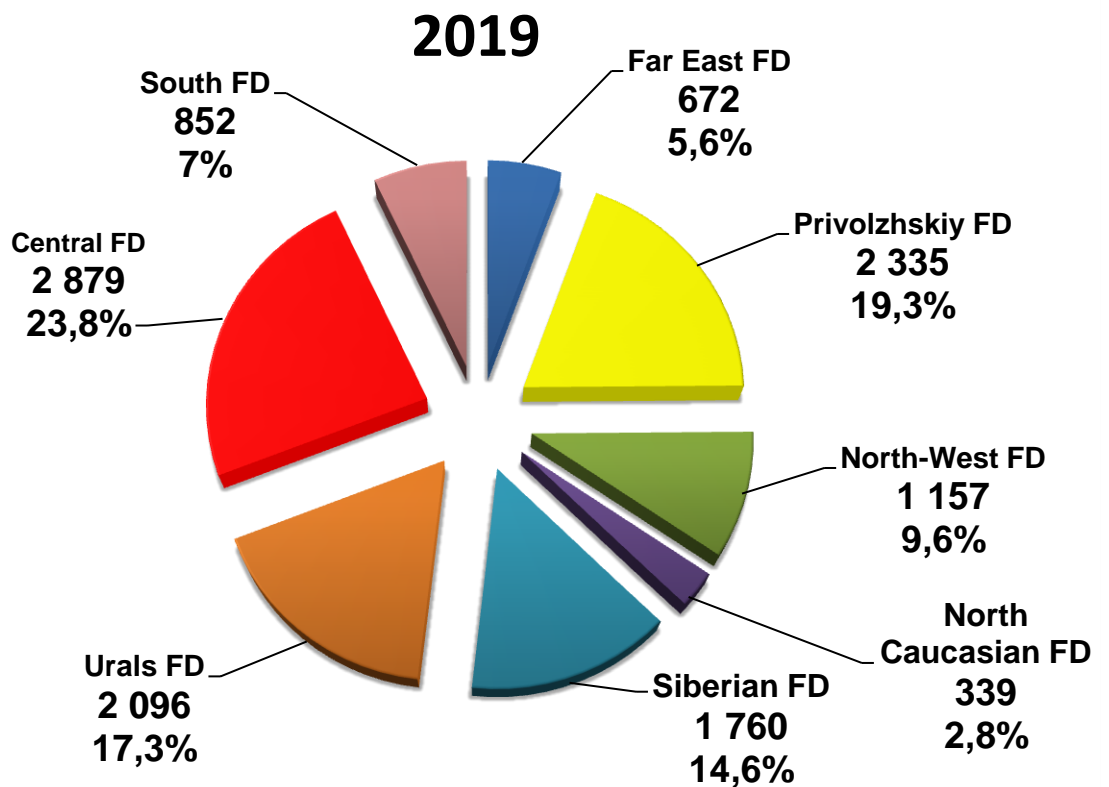
1 663 units **-36,8%**





PICKUPS

Structure of sales of new pickups in Russia in 11 months 2019 by Federal District





TRUCKS

Sales of new trucks in Russia in November and 11 months 2019 by brand, inclusive of special-purpose vehicles

Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
KAMAZ	2 412	2 311	24 610	22 809	4,4	7,9
GAZ	844	796	8 536	8 060	6	5,9
VOLVO	487	625	4 921	5 728	-22,1	-14,1
SCANIA	554	818	4 339	5 626	-32,3	-22,9
MAN	375	605	3 941	4 544	-38	-13,3
MERCEDES	392	472	3 531	4 120	-16,9	-14,3
ISUZU	293	564	2 762	3 641	-48	-24,1
MAZ	250	315	2 580	2 714	-20,6	-4,9
URAL	273	259	2 290	2 332	5,4	-1,8
DAF	270	240	2 149	2 485	12,5	-13,5
HYUNDAI	149	154	1 370	1 680	-3,2	-18,5
SHAANXI	154	70	1 187	658	120	80,4
HINO	101	98	1 046	1 570	3,1	-33,4
RENAULT	109	72	999	835	51,4	19,6
MAZ MAN	68	117	805	947	-41,9	-15
IVECO	64	93	784	753	-31,2	4,1
FUSO	55	96	546	960	-42,7	-43,1
JAC	36	30	450	225	20	100
HOWO	20	17	412	250	17,6	64,8
FAW	38	39	333	452	-2,6	-26,3
IVECO AMT	64	46	326	315	39,1	3,5
FOTON	17	26	211	177	-34,6	19,2
FORD	19	39	181	94	-51,3	92,6
NEFAZ	8	2	82	118	300	-30,5
XU GONG	6	11	76	58	-45,5	31
ZIL	11	0	75	11		581,8
DAEWOO	9	4	59	43	125	37,2
TATRA	5	3	38	61	66,7	-37,7
ZOOMLION	8	2	32	4	300	700
TONAR	0	6	19	10	-100	90
LIEBHERR	2	3	18	18	-33,3	0
SANY	0	0	18	15		20
DONGFENG	1	2	15	91	-50	-83,5
C C	0	5	8	14	-100	-42,9
TEREX-DEMAG	1	0	6	1		500
DAYUN	0	0	5	2		150
GROVE	0	0	4	6		-33,3
KRAZ	1	0	3	20		-85
NISSAN	0	0	3	0		
TADANO	0	8	3	8	-100	-62,5



TRUCKS

MZKT	0	0	2	9		-77,8
TATA	0	0	2	4		-50
AMUR	0	0	1	2		-50
SILANT	1	0	1	0		
BAW	0	0	0	1		-100
SISU	0	3	0	3	-100	-100
TOTAL	7 097	7 951	68 779	71 474	-10,7	-3,8
TOTAL Russian brands	3 548	3 368	35 594	33 332	5,3	6,8
TOTAL foreign brands	3 549	4 583	33 185	38 142	-22,6	-13,0

Sales of new trucks in Russia in November and 11 months 2019 by type

Type	November 2019	November 2018	11 months 2019	11 months 2018	Market share November 2019, %	Market share November 2018, %	Market share 11 months 2019, %	Market share 11 months 2018, %
Truck-tractor	2 455	3 015	24 007	27 328	34,6	37,9	34,9	38,2
Dump truck	1 157	1 248	12 393	11 371	16,3	15,7	18,0	15,9
Other special equipment	872	906	7 848	7 478	12,3	11,4	11,4	10,5
Drop-side flat bed	617	567	5 937	5 900	8,7	7,1	8,6	8,3
Other truck types	799	640	6 592	5 427	11,3	8,1	9,6	7,6
Van	443	480	4 518	5 197	6,2	6,0	6,6	7,3
Refrigerator	218	524	2 282	3 832	3,1	6,6	3,3	5,4
Autocrane	187	177	1 737	1 611	2,6	2,2	2,5	2,3
Tanker	260	286	2 469	2 365	3,7	3,6	3,6	3,3
Refueler	34	34	492	494	0,5	0,4	0,7	0,7
Mobile repair shop	49	54	448	410	0,7	0,7	0,7	0,6
Autoloader	0	16	31	34	0,0	0,2	0,1	0,1
Ambulance	5	2	18	10	0,1	0,0	0,0	0,0
Miscellaneous	1	2	7	17	0,0	0,0	0,0	0,0
TOTAL	7 097	7 951	68 779	71 474	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in November and 11 months 2019

Rank	Model	Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
1	43118 6X6	KAMAZ	619	544	5 878	5 708	13,8	3
2	GAZON NEXT	GAZ	608	535	5 875	5 510	13,6	6,6
3	65115 6X4	KAMAZ	441	438	5 195	4 880	0,7	6,5
4	5490 4X2	KAMAZ	353	372	4 801	4 200	-5,1	14,3
5	ACTROS	MERCEDES	363	449	3 407	3 770	-19,2	-9,6
6	6520 6X4	KAMAZ	270	337	2 612	2 953	-19,9	-11,5
7	SERIES FH 4X2	VOLVO	211	310	2 582	3 504	-31,9	-26,3
8	XF 105 FT 4X2	DAF	254	229	1 928	2 304	10,9	-16,3
9	TGX 18.XXX 4X2	MAN	125	252	1 917	2 111	-50,4	-9,2
10	SERIES R 4X2	SCANIA	326	367	1 374	2 159	-11,2	-36,4
11	3307	GAZ	119	148	1 353	871	-19,6	55,3
12	4320 6X6	URAL	134	192	1 278	1 332	-30,2	-4,1
13	43253 4X2	KAMAZ	97	100	1 097	792	-3	38,5
14	MIGHTY	HYUNDAI	102	143	1 019	1 445	-28,7	-29,5
15	NQR	ISUZU	64	100	970	1 006	-36	-3,6
16	53605 4X2	KAMAZ	161	67	961	526	140,3	82,7
17	NPR	ISUZU	100	179	887	1 425	-44,1	-37,8
18	SERIES G 4X2	SCANIA	38	192	809	1 469	-80,2	-44,9
19	6312 6X4	MAZ-MAN	68	108	748	923	-37	-19
20	T-SERIES	RENAULT	99	48	723	668	106,2	8,2
21	SX 325 6X4	SHAANXI	99	34	697	437	191,2	59,5
22	3308 SADKO	GAZ	64	49	643	847	30,6	-24,1
23	5557 6X6	URAL	103	51	613	690	102	-11,2
24	STRALIS	IVECO	21	53	573	509	-60,4	12,6
25	CANTER	FUSO	55	96	546	960	-42,7	-43,1

KAMAZ 43118 6X6

5 878 units 3%

GAZ GAZON NEXT

5 875 units 6,6%

KAMAZ 65115 6X4

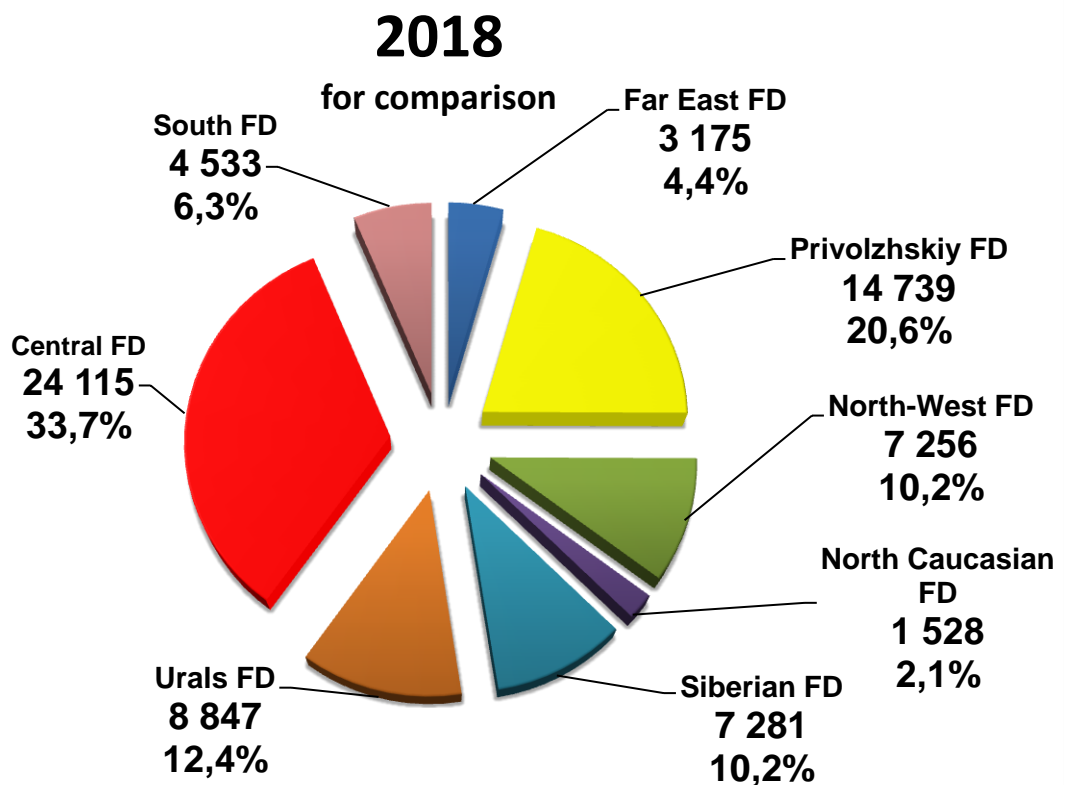
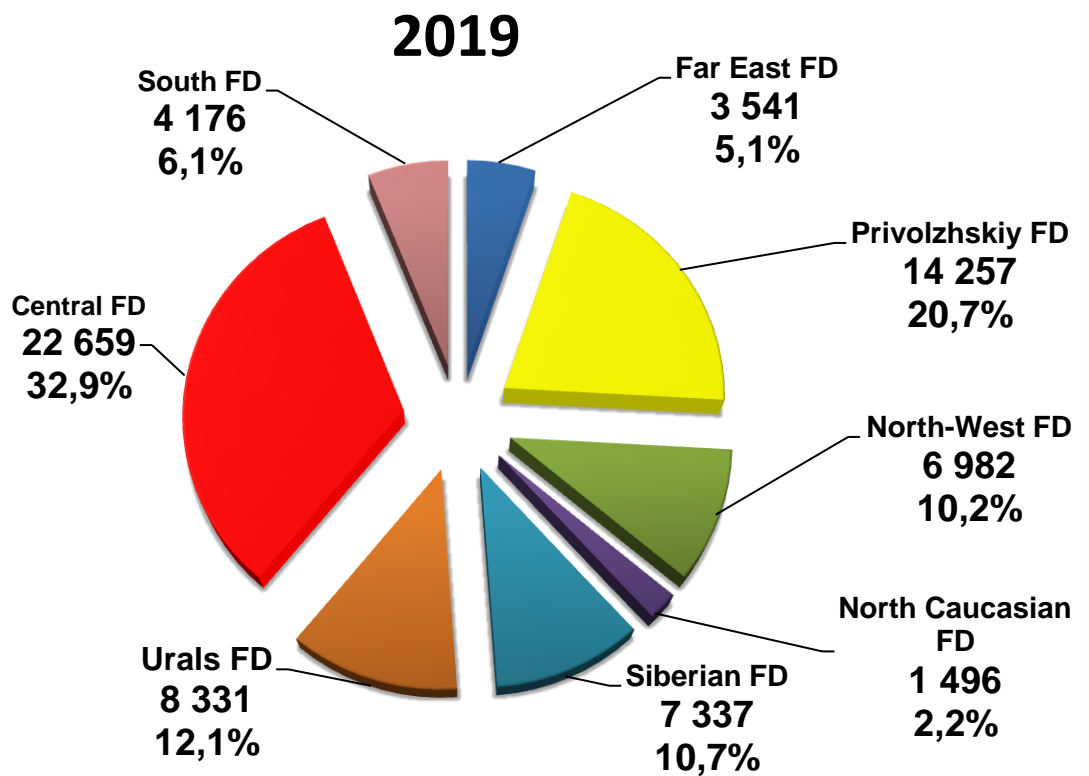
5 195 units 6,5%





TRUCKS

Structure of sales of new truck in Russia in 11 months 2019 by Federal District





BUSES

Sales of new buses in Russia in November and 11 months 2019 by brand

Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
PAZ	551	652	6 873	6 324	-15,5	8,7
LIAZ	122	188	1 355	1 448	-35,1	-6,4
NEFAZ	210	128	1 312	910	64,1	44,2
YUTONG	42	21	523	480	100	9
VOLZHANIN	21	53	381	549	-60,4	-30,6
KAVZ	21	41	340	299	-48,8	13,7
MAZ	70	39	291	483	79,5	-39,8
HIGER	36	25	218	189	44	15,3
URAL	15	11	193	278	36,4	-30,6
ZHONGTONG	13	1	133	87	1200	52,9
SIMAZ	5	5	130	14	0	828,6
KING LONG (KLM)	8	10	125	101	-20	23,8
LOTOS	23	9	78	53	155,6	47,2
NEMAN	21	9	73	26	133,3	180,8
GOLDEN DRAGON	8	3	56	101	166,7	-44,6
MAN	6	0	26	20		30
HYUNDAI	0	0	25	18		38,9
IRISBUS	2	3	22	17	-33,3	29,4
SCANIA	0	7	18	30	-100	-40
MERCEDES	7	1	14	13	600	7,7
HUAXIA	0	0	2	0		
ASIA	0	0	1	0		
KAMAZ	0	0	1	0		
SIRIUS	1	0	1	0		
DAEWOO	0	0	0	2		-100
HAMIBUS	0	1	0	1	-100	-100
NEOPLAN	0	1	0	4	-100	-100
SAZ	0	1	0	2	-100	-100
TOTAL	1 182	1 209	12 191	11 449	-2,2	6,5
TOTAL Russian brands	968	1 087	10 663	9 875	-10,9	8,0
TOTAL foreign brands	214	122	1 528	1 574	75,4	-2,9



BUSES

Top 25 model ranking of new bus sales in Russia in November and 11 months 2019

Rank	Model	Brand	November 2019	November 2018	11 months 2019	11 months 2018	Change November 2019 vs 2018, %	Change 11 months 2019 vs 2018, %
1	3205	PAZ	192	246	3 060	3 099	-22	-1,3
2	3204	PAZ	234	296	2 330	2 131	-20,9	9,3
3	5299, 5297 4X2	NEFAZ, KAMAZ	195	99	1 149	702	97	63,7
4	4234	PAZ	98	88	1 016	764	11,4	33
5	5292	LIAZ	18	144	581	541	-87,5	7,4
6	6213	LIAZ	1	6	459	233	-83,3	97
7	6119	YUTONG	19	15	371	395	26,7	-6,1
8	52701	VOLZHANIN	8	51	315	471	-84,3	-33,1
9	3206	PAZ	11	16	272	104	-31,2	161,5
10	4238	KAVZ	19	30	240	236	-36,7	1,7
11	3203	PAZ	16	5	194	209	220	-7,2
12	3255 4320 6X6	URAL	15	11	193	278	36,4	-30,6
13	4292	LIAZ	39	1	160	124	3800	29
14	KLQ-SERIES	HIGER	30	8	151	65	275	132,3
15	206 - 226	MAZ	35	22	135	184	59,1	-26,6
16	LCK-SERIES	ZHONGTONG	13	1	133	87	1200	52,9
17	2258	SIMAZ	5	5	130	14	0	828,6
18	4208, 4310 6X6	NEFAZ, KAMAZ	10	12	123	126	-16,7	-2,4
19	103	MAZ	14	15	113	63	-6,7	79,4
20	5293	LIAZ	58	2	81	33	2800	145,5
21	6899	YUTONG	14	5	81	60	180	35
22	XMQ 6129	KING LONG (KLM)	5	1	79	60	400	31,7
23	206	LOTOS	23	9	77	53	155,6	45,3
24	4202	NEMAN	21	9	73	26	133,3	180,8
25	4239	KAVZ	2	5	60	20	-60	200

PAZ 3205

3 060 units **-1,3%**



PAZ 3204

2 330 units **9,3%**



NEFAZ 5299 (KAMAZ 5297)

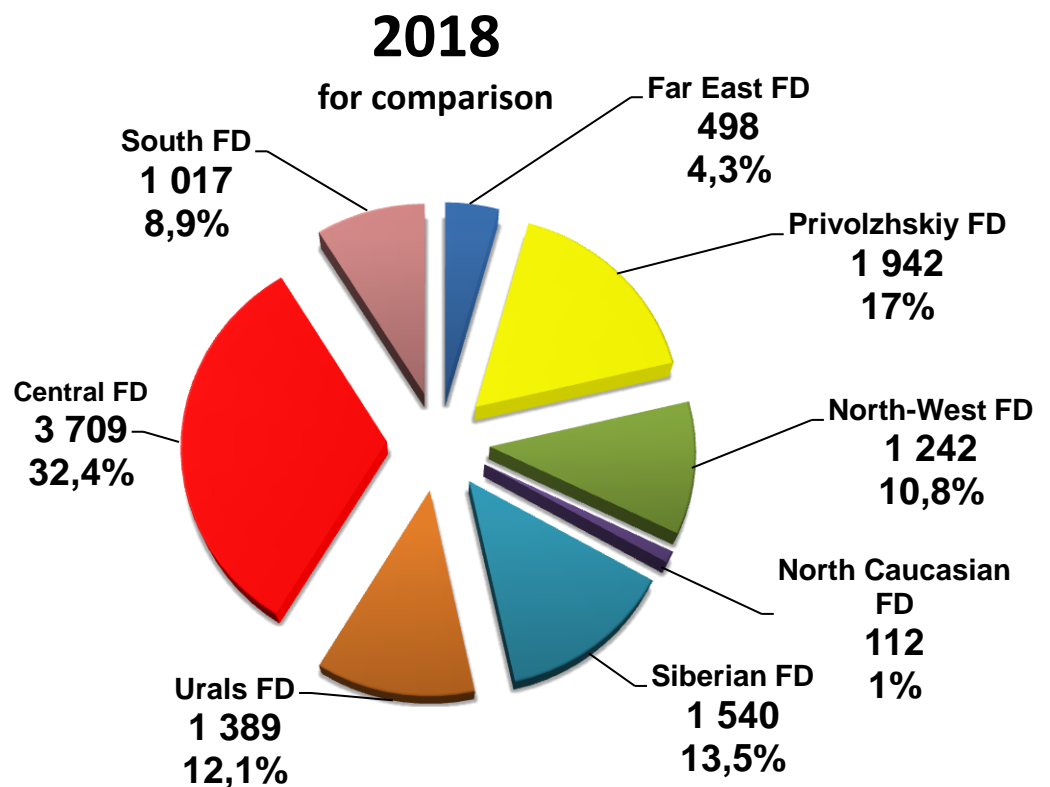
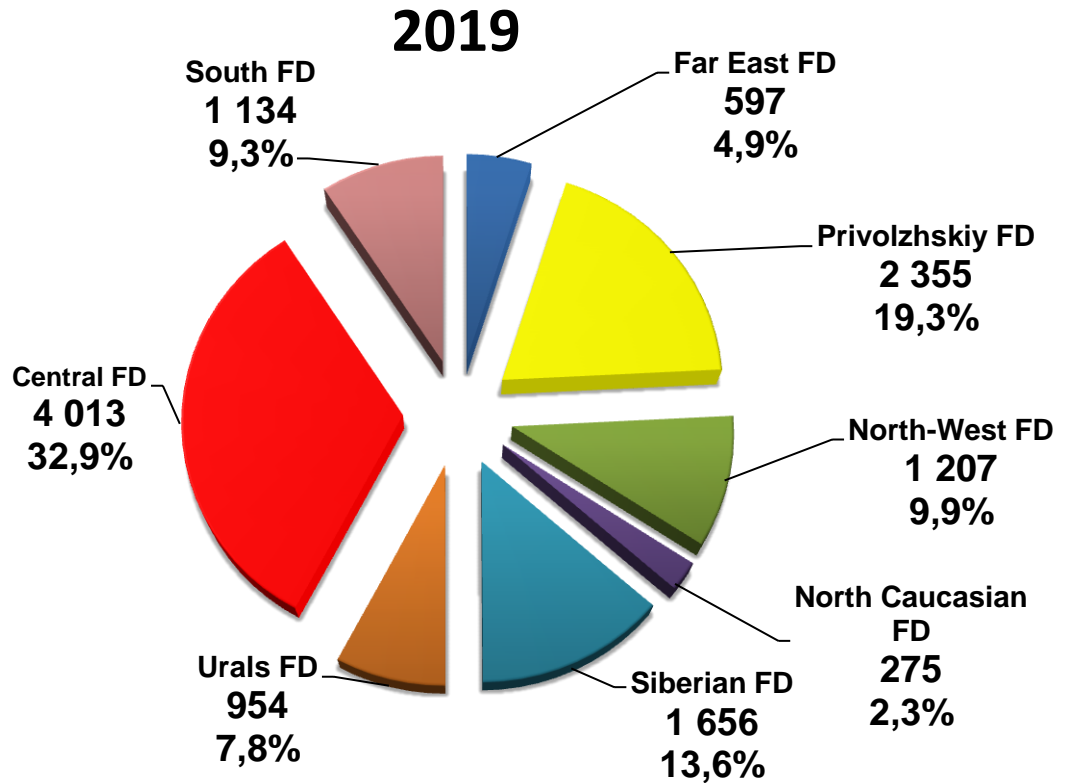
1 149 units **63,7%**





BUSES

Structure of new bus sales in Russia in 11 months 2019 by Federal District



2018

for comparison

