



## PRESS-RELEASE

15 MARCH 2019

In February 2019 sales of new MOTOR VEHICLES in Russia, based on registration data, decreased by 1.3% year-on-year to 110 937 vehicles; in January-February 2019 the total sales were 217 058 vehicles, down 1.7% year-on-year, of which:

- Passenger cars – 95 911 units in February, down 1.2% YOY; 188 654 units in January-February, down 1.8% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses M2 category – 7 379 units in February, up 0.6% YOY; 13 957 units in January-February, up 0.1% YOY.
- Pickups – 1 032 units in February, up 14.8% YOY; 1 998 units in January-February, up 9% YOY.
- Trucks (except N1 category) – 5 553 units in February, down 4.4% YOY; 10 606 units in January-February, up 0.1% YOY.
- Buses (except M2 category) – 1 062 units in February, down 14.5% YOY; 1 843 units in January-February, down 19.6% YOY.

### COMMENT:

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

As we had expected, the decrease of passenger car sales continued in February 2019, and the month of March will likely be not an exclusion. The main part of sales was related to the segment of cheaper cars, although the premium segment has shown some increase in February.

On the market of new LCVs the vector of sales has turned to opposite direction: a decline in January was followed by a slight increase in February and totally in the first two months of 2019.

Pickups - are the only vehicle category that shows a stable growth of sales in 2019, however the minor share of that category does not define the market situation.

Sales of trucks in January-February 2019 have virtually remained unchanged as compared to the first two months of 2018. We keep our forecast of the annual growth of truck sales by 2.9%.

A fall on the bus market in January-February 2019 is evidently due to a high comparative base created by a jump of bus sales in 2018 because of big demand for buses and coaches to serve the World Football Championship hosted by Russia in 2018.

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# PASSENGER CARS

## Sales of new passenger cars in Russia in February and 2 months 2019 by brand

Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
LADA	20 143	19 251	42 445	38 880	4,6	9,2
KIA	12 875	12 837	23 995	25 655	0,3	-6,5
HYUNDAI	10 645	11 100	20 234	20 892	-4,1	-3,1
RENAULT	8 604	8 430	16 886	16 762	2,1	0,7
TOYOTA	5 910	5 346	11 846	10 940	10,5	8,3
VOLKSWAGEN	6 103	5 853	11 342	10 765	4,3	5,4
NISSAN	4 756	5 228	9 482	10 498	-9	-9,7
SKODA	4 450	4 166	8 882	8 329	6,8	6,6
MITSUBISHI	2 610	1 973	5 227	3 881	32,3	34,7
BMW	2 600	2 294	4 769	4 213	13,3	13,2
MERCEDES	2 475	2 401	4 384	4 418	3,1	-0,8
MAZDA	1 907	1 634	3 854	3 694	16,7	4,3
CHEVROLET	1 679	2 017	3 501	4 435	-16,8	-21,1
FORD	1 620	3 011	3 223	6 166	-46,2	-47,7
DATSUN	1 390	1 653	2 706	3 199	-15,9	-15,4
LEXUS	1 012	1 258	2 321	2 620	-19,6	-11,4
UAZ	861	999	1 742	1 958	-13,8	-11
AUDI	844	1 006	1 707	1 853	-16,1	-7,9
LAND ROVER	689	614	1 155	1 034	12,2	11,7
SUBARU	558	578	1 004	1 109	-3,5	-9,5
VOLVO	456	384	929	766	18,8	21,3
GEELY	492	113	842	229	335,4	267,7
HAVAL	451	146	779	300	208,9	159,7
LIFAN	267	664	595	1 495	-59,8	-60,2
INFINITI	293	351	537	672	-16,5	-20,1
CHERY	263	239	496	515	10	-3,7
SUZUKI	213	256	451	587	-16,8	-23,2
PORSCHE	210	251	414	501	-16,3	-17,4
HONDA	188	270	394	613	-30,4	-35,7
JEEP	165	69	286	131	139,1	118,3
JAGUAR	133	170	273	289	-21,8	-5,5
PEUGEOT	125	191	236	420	-34,6	-43,8
MINI	128	162	229	272	-21	-15,8
SMART	142	87	187	104	63,2	79,8
GENESIS	90	0	174	0		
CITROEN	97	90	149	280	7,8	-46,8
DONGFENG	79	54	147	104	46,3	41,3
CADILLAC	61	87	134	150	-29,9	-10,7
FAW	54	41	114	70	31,7	62,9
CHANGAN	49	82	65	159	-40,2	-59,1



# PASSENGER CARS

FIAT	25	0	53	1		5200
JAC	19	4	43	5	375	760
BENTLEY	17	14	37	36	21,4	2,8
GREAT WALL	10	145	34	307	-93,1	-88,9
BRILLIANCE	16	0	27	3		800
HAWTAI	3	0	16	0		
MASERATI	3	19	13	39	-84,2	-66,7
LAMBORGHINI	6	0	11	0		
RAVON	3	1 282	10	2 172	-99,8	-99,5
ROLLS ROYCE	3	6	10	9	-50	11,1
CHRYSLER	6	8	6	13	-25	-53,8
FOTON	4	14	6	28	-71,4	-78,6
TESLA	3	4	6	4	-25	50
ASTON MARTIN	1	1	2	1	0	100
SSANGYONG	0	30	2	55	-100	-96,4
BAW	0	0	1	0		
BYD	1	0	1	0		
DODGE	1	0	1	1		0
FERRARI	1	0	1	0		
ALFA ROMEO	0	1	0	1	-100	-100
DAEWOO	0	119	0	243	-100	-100
DERWAYS	0	0	0	2		-100
LINCOLN	0	0	0	1		-100
TAGAZ	0	1	0	1	-100	-100
ZOTYE	102	119	238	250	-14,3	-4,8
<b>TOTAL</b>	<b>95 911</b>	<b>97 123</b>	<b>188 654</b>	<b>192 130</b>	<b>-1,2</b>	<b>-1,8</b>
<b>TOTAL Russian brands</b>	<b>21 004</b>	<b>20 251</b>	<b>44 187</b>	<b>40 839</b>	<b>3,7</b>	<b>8,2</b>
<b>TOTAL foreign brands</b>	<b>74 907</b>	<b>76 872</b>	<b>144 467</b>	<b>151 291</b>	<b>-2,6</b>	<b>-4,5</b>

## Sales of new passenger cars in Russia in February and 2 months 2019 by class

Class	February 2019	February 2018	2 months 2019	2 months 2018	Market share February 2019, %	Market share 2 months 2019,%	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
A	463	593	728	1 091	0,5	0,4	-21,9	-33,3
B	17 760	19 895	34 768	38 179	18,5	18,4	-10,7	-8,9
B+	8 405	6 718	17 640	14 578	8,8	9,4	25,1	21,0
C	12 201	13 954	24 691	27 797	12,7	13,1	-12,6	-11,2
D	3 263	2 593	5 949	5 398	3,4	3,2	25,8	10,2
E	3 543	3 299	6 798	6 287	3,7	3,6	7,4	8,1
F+S	540	638	978	984	0,6	0,5	-15,4	-0,6
Minivan	3 024	2 786	5 879	5 209	3,2	3,1	8,5	12,9
SUV	46 711	46 647	91 221	92 603	48,7	48,4	0,1	-1,5
Not identified	1		2	4				-50,0
<b>TOTAL</b>	<b>95 911</b>	<b>97 123</b>	<b>188 654</b>	<b>192 130</b>	<b>100,0</b>	<b>100,0</b>	<b>-1,3</b>	<b>-1,8</b>



# PASSENGER CARS

## Top 25 model ranking of new passenger car sales in Russia in February and 2 months 2019

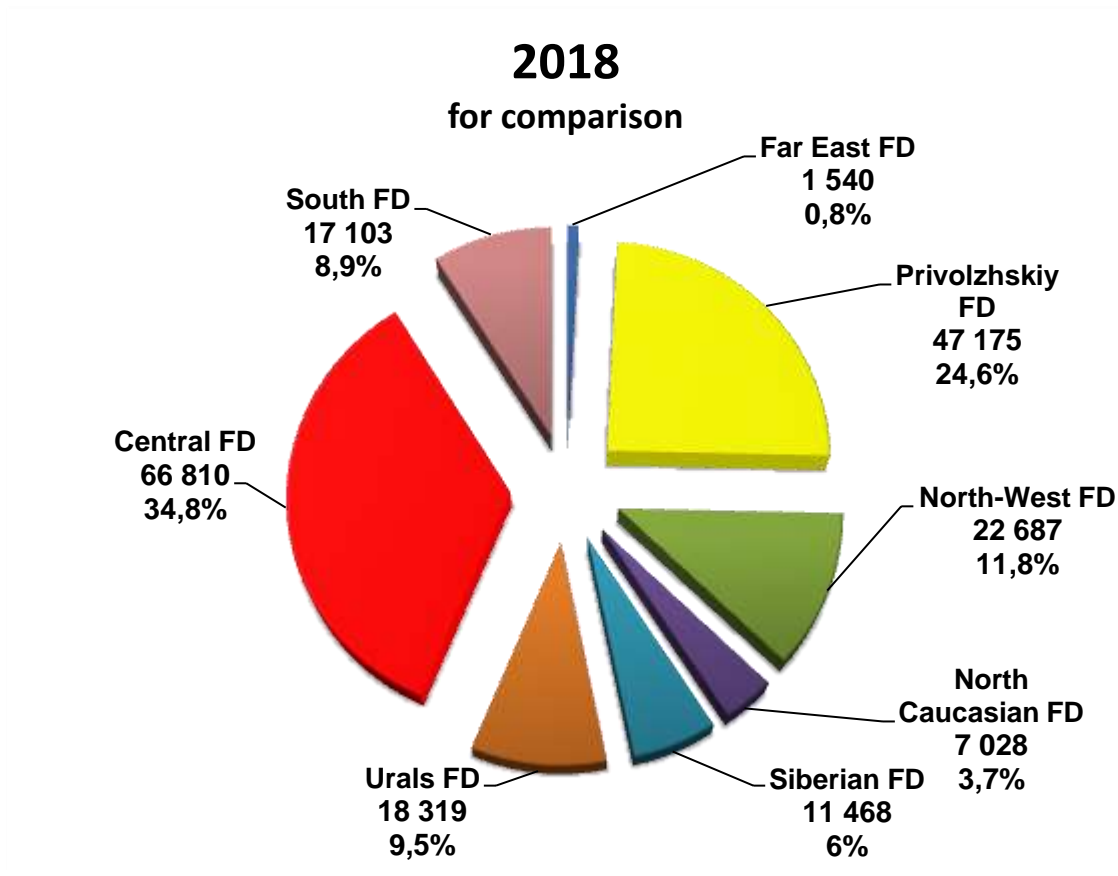
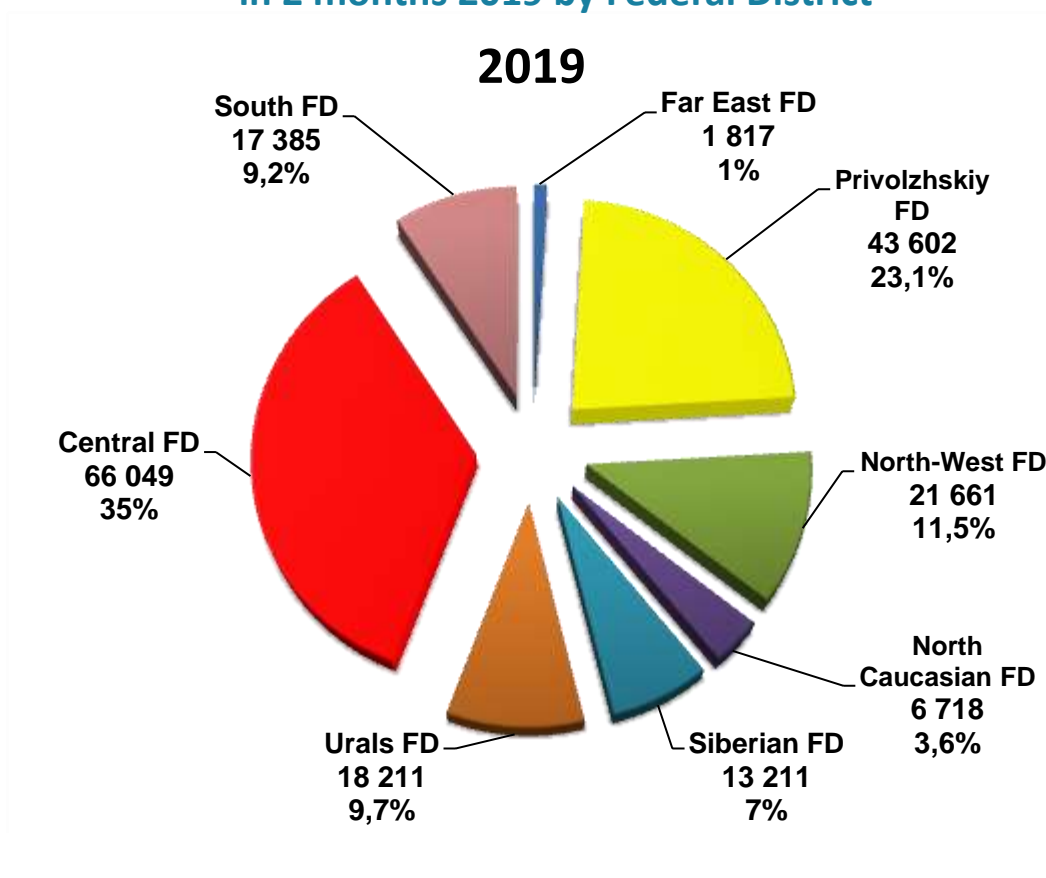
Rank	Model	Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
1	VESTA	LADA	6 520	6 129	13 918	11 976	6,4	16,2
2	GRANTA	LADA	6 208	4 786	13 433	10 376	29,7%	29,5%
3	RIO	KIA	5 266	6 545	10 195	12 532	-19,5	-18,6
4	CRETA	HYUNDAI	4 381	5 016	8 299	9 495	-12,7	-12,6
5	SOLARIS	HYUNDAI	3 478	3 363	6 698	6 065	3,4	10,4
6	POLO	VOLKSWAGEN	3 000	3 025	5 844	5 783	-0,8	1,1
7	LARGUS	LADA	2 910	2 700	5 672	4 997	7,8	13,5
8	DUSTER	RENAULT	2 641	2 720	5 266	5 542	-2,9	-5
9	LOGAN	RENAULT	2 197	1 932	4 206	3 766	13,7	11,7
10	CAMRY	TOYOTA	2 197	1 721	4 192	3 341	27,7	25,5
11	TIGUAN	VOLKSWAGEN	2 213	2 204	3 852	3 724	0,4	3,4
12	KAPTUR	RENAULT	1 973	1 978	3 792	3 724	-0,3	1,8
13	SPORTAGE	KIA	1 837	1 889	3 686	4 595	-2,8	-19,8
14	RAPID	SKODA	1 860	1 766	3 669	3 809	5,3	-3,7
15	RAV4	TOYOTA	1 763	1 791	3 600	3 521	-1,6	2,2
16	XRAY	LADA	1 657	1 682	3 567	3 562	-1,5	0,1
17	SANDERO	RENAULT	1 740	1 696	3 522	3 550	2,6	-0,8
18	NIVA	CHEVROLET	1 622	1 964	3 411	3 914	-17,4	-12,9
19	4x4	LADA	1 628	1 473	3 335	3 024	10,5	10,3
20	TUCSON	HYUNDAI	1 551	1 142	2 924	2 060	35,8	41,9
21	X-TRAIL	NISSAN	1 535	1 597	2 878	3 135	-3,9	-8,2
22	QASHQAI	NISSAN	1 293	1 465	2 786	2 874	-11,7	-3,1
23	OUTLANDER	MITSUBISHI	1 449	1 209	2 703	2 339	19,9	15,6
24	OCTAVIA	SKODA	1 330	1 406	2 699	2 556	-5,4	5,6
25	CX-5	MAZDA	1 350	1 109	2 664	2 532	21,7	5,2





# PASSENGER CARS

Structure of new car sales in Russia  
in 2 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 February and 2 months 2019 by brand

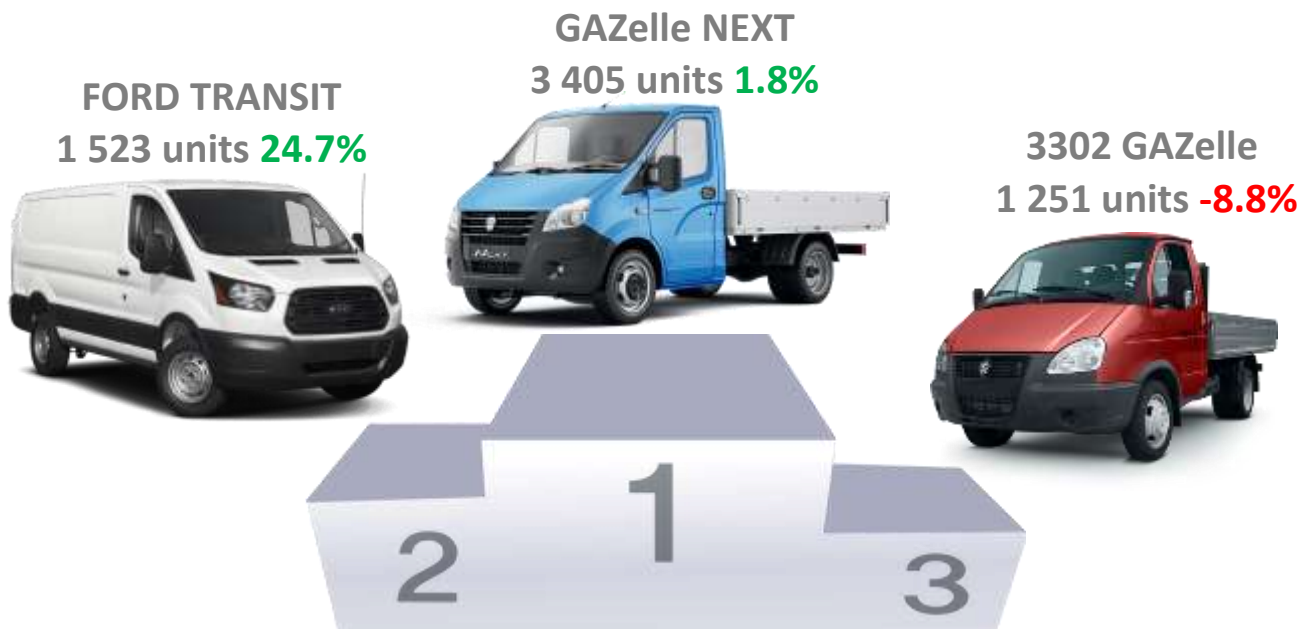
Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
GAZ	3 432	3 396	6 546	6 300	1,1	3,9
UAZ	1 285	1 155	2 480	2 556	11,3	-3
FORD	879	745	1 544	1 243	18	24,2
VOLKSWAGEN	433	385	833	736	12,5	13,2
LADA	442	321	768	672	37,7	14,3
MERCEDES	284	632	560	1 095	-55,1	-48,9
PEUGEOT	196	181	348	349	8,3	-0,3
HYUNDAI	124	104	225	156	19,2	44,2
CITROEN	115	156	211	275	-26,3	-23,3
RENAULT	88	132	188	255	-33,3	-26,3
IVECO	55	27	152	82	103,7	85,4
FIAT	36	88	83	194	-59,1	-57,2
KIA	7	8	10	16	-12,5	-37,5
DAIHATSU	1	0	2	0		
TAGAZ	1	0	2	0		
TOYOTA	0	0	2	3		-33,3
DONGFENG	1	2	1	3	-50	-66,7
MITSUBISHI	0	1	1	1	-100	0
YUEJIN	0	0	1	0		
NISSAN	0	0	0	1		-100
<b>TOTAL</b>	<b>7 379</b>	<b>7 333</b>	<b>13 957</b>	<b>13 937</b>	<b>0,6</b>	<b>0,1</b>
<b>TOTAL Russian brands</b>	<b>5 160</b>	<b>4 872</b>	<b>9 796</b>	<b>9 528</b>	<b>5,9</b>	<b>2,8</b>
<b>TOTAL foreign brands</b>	<b>2 219</b>	<b>2 461</b>	<b>4 161</b>	<b>4 409</b>	<b>-9,8</b>	<b>-5,6</b>



# LIGHT COMMERCIAL VEHICLES

Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in February and 2 months 2019

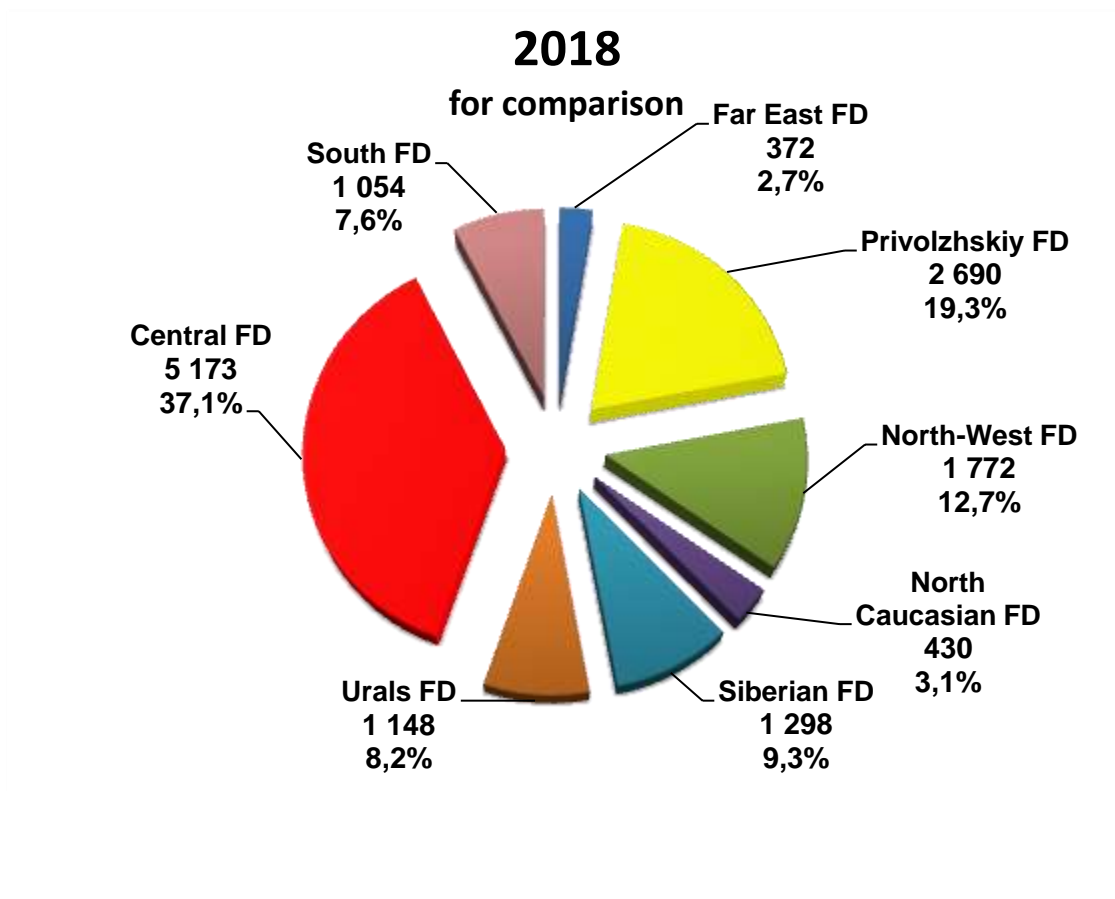
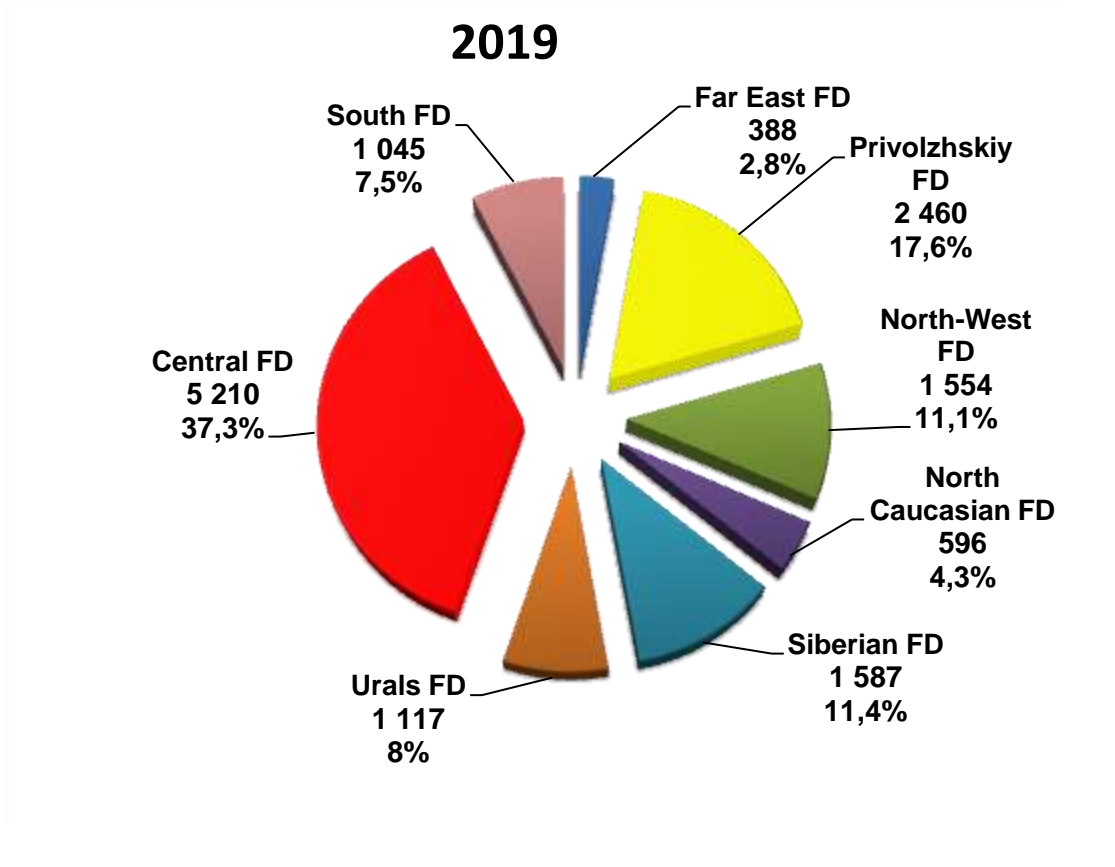
Rank	Model	Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
1	GAZelle NEXT	GAZ	1 757	1 782	3 405	3 346	-1,4	1,8
2	TRANSIT	FORD	867	725	1 523	1 221	19,6	24,7
3	3302 GAZelle	GAZ	766	809	1 251	1 372	-5,3	-8,8
4	3909	UAZ	591	227	1 123	546	160,4	105,7
5	3221 GAZelle	GAZ	291	169	776	333	72,2	133
6	LARGUS FURGON	LADA	442	321	768	672	37,7	14,3
7	2752 SOBOL	GAZ	280	223	460	434	25,6	6
8	PROFI	UAZ	200	144	382	327	38,9	16,8
9	2217 SOBOL	GAZ	171	201	295	378	-14,9	-22
10	CARAVELLE	VOLKSWAGEN	149	183	295	342	-18,6	-13,7
11	2705 GAZelle	GAZ	132	173	294	362	-23,7	-18,8
12	3741	UAZ	148	534	294	1 071	-72,3	-72,5
13	2206	UAZ	148	110	283	211	34,5	34,1
14	3962	UAZ	141	75	268	248	88	8,1
15	SPRINTER	MERCEDES	109	453	262	803	-75,9	-67,4
16	CADDY	VOLKSWAGEN	100	83	206	154	20,5	33,8
17	H 1 H 100 STAREX	HYUNDAI	103	85	194	116	21,2	67,2
18	V-CLASS	MERCEDES	98	112	184	192	-12,5	-4,2
19	DOKKER	RENAULT	85	103	184	201	-17,5	-8,5
20	TRAVELLER	PEUGEOT	98	12	167	34	716,7	391,2
21	MULTIVAN	VOLKSWAGEN	69	41	139	91	68,3	52,7
22	DAILY	IVECO	54	27	137	82	100	67,1
23	JUMPER	CITROEN	64	86	114	177	-25,6	-35,6
24	TRANSPORTER	VOLKSWAGEN	67	40	102	68	67,5	50
25	3303	UAZ	44	52	97	117	-15,4	-17,1





# LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 2 months 2019 by Federal District







# PICKUPS

## Sales of new pickups in Russia in February and 2 months 2019 by brand

Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
UAZ	480	326	850	727	47,2	16,9
TOYOTA	191	185	375	411	3,2	-8,8
MITSUBISHI	157	212	332	341	-25,9	-2,6
LADA	112	115	248	208	-2,6	19,2
VOLKSWAGEN	36	27	80	73	33,3	9,6
MERCEDES	19	0	31	0		
FIAT	12	16	28	40	-25	-30
ISUZU	12	6	26	9	100	188,9
RAM	5	5	14	11	0	27,3
FOTON	2	3	6	3	-33,3	100
GONOW	3	1	5	1	200	400
FORD	3	3	3	8	0	-62,5
SUBARU	0	0	0	1		-100
<b>TOTAL</b>	<b>1 032</b>	<b>899</b>	<b>1 998</b>	<b>1 833</b>	<b>14,8</b>	<b>9</b>
<b>TOTAL Russian brands</b>	<b>592</b>	<b>441</b>	<b>1 098</b>	<b>935</b>	<b>34,2</b>	<b>17,4</b>
<b>TOTAL foreign brands</b>	<b>440</b>	<b>458</b>	<b>900</b>	<b>898</b>	<b>-3,9</b>	<b>0,2</b>



# PICKUPS

## Top 15 model ranking of new pickup sales in Russia in February and 2 months 2019

Rank	Model	Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
1	2363 PICKUP	UAZ	480	326	850	727	47,2	16,9
2	HILUX	TOYOTA	190	183	371	405	3,8	-8,4
3	L 200	MITSUBISHI	157	212	332	341	-25,9	-2,6
4	2349 WIS	LADA	99	98	196	185	1	5,9
5	AMAROK	VOLKSWAGEN	36	27	80	73	33,3	9,6
6	2346 WIS	LADA	11	14	41	20	-21,4	105
7	X-CLASS	MERCEDES	19	0	31	0		
8	FULLBACK	FIAT	12	16	28	40	-25	-30
9	D-MAX	ISUZU	12	6	26	9	100	188,9
10	PICKUP	RAM	5	5	14	11	0	27,3
11	2347 WIS	LADA	2	0	11	0		
12	TUNLAND	FOTON	2	3	6	3	-33,3	100
13	TROY	GONOW	3	1	5	1	200	400
14	F-SERIES	FORD	3	3	3	8	0	-62,5
15	TACOMA	TOYOTA	1	0	2	0		

### UAZ 2363 PICKUP

850 units **16,9%**

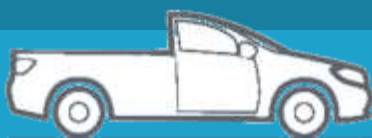
### TOYOTA HILUX

371 units **-8,4%**

### MITSUBISHI L200

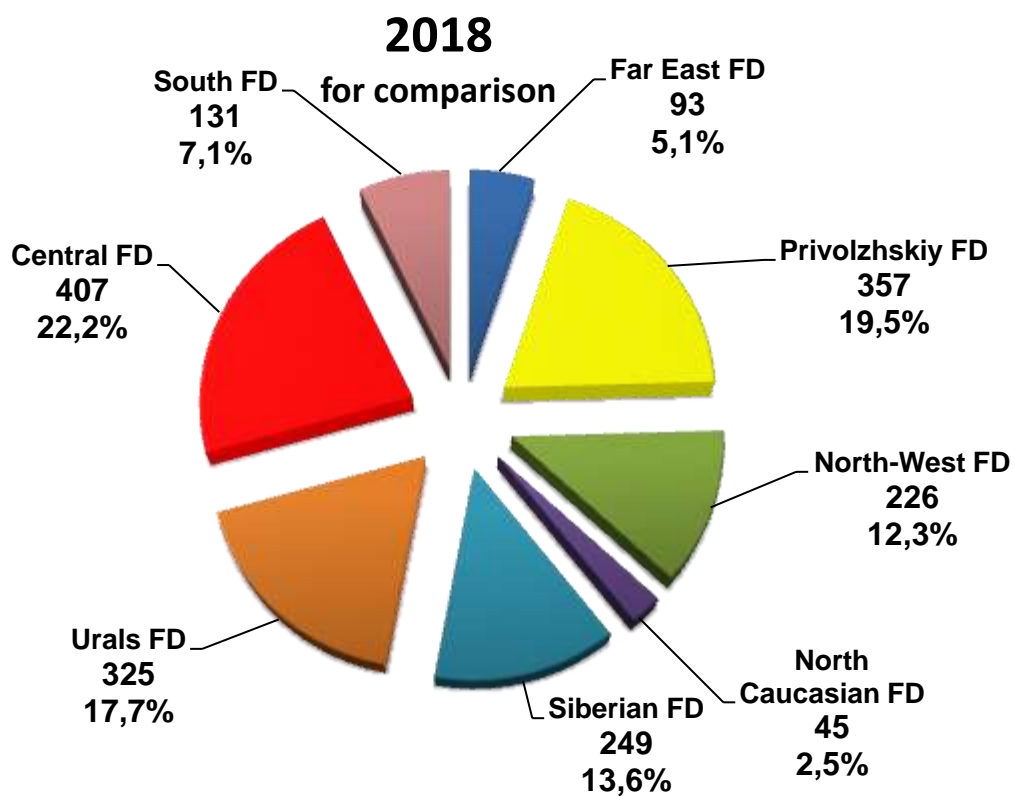
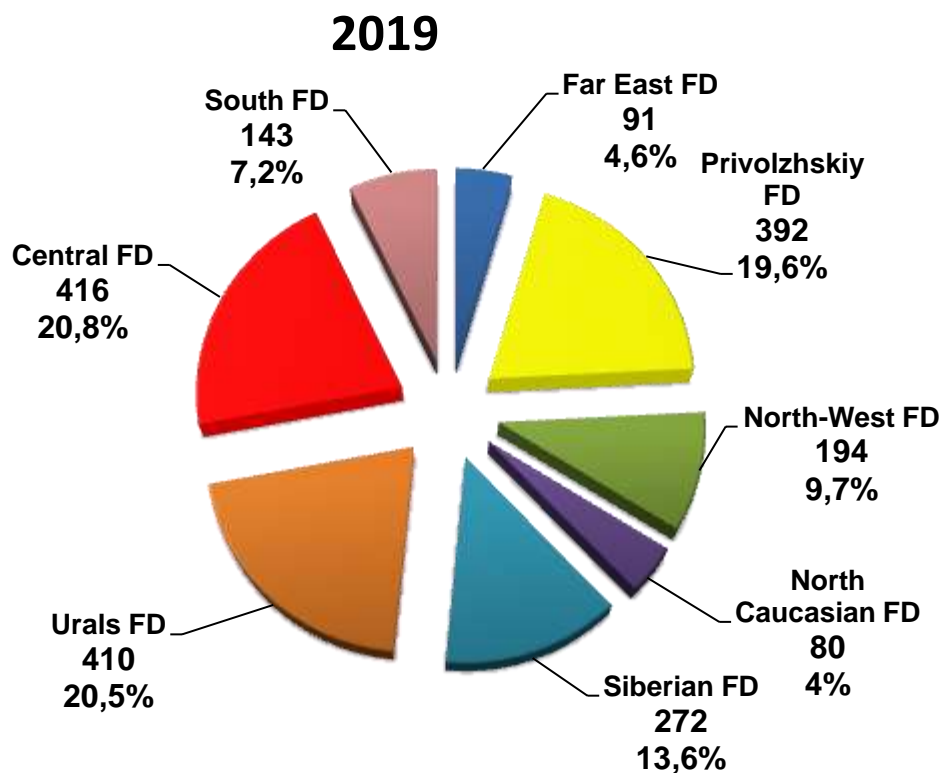
332 units **-2,6%**





# PICKUPS

## Structure of sales of new pickups in Russia in 2 months 2019 by Federal District





# TRUCKS

## Sales of new trucks in Russia in February and 2 months 2019 by brand

Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
KAMAZ	2 408	2 005	4 275	3 498	20,1	22,2
GAZ	634	687	1 199	1 305	-7,7	-8,1
SCANIA	360	394	829	785	-8,6	5,6
VOLVO	376	436	664	842	-13,8	-21,1
MAN	258	388	529	639	-33,5	-17,2
MERCEDES	241	288	470	496	-16,3	-5,2
URAL	264	222	466	394	18,9	18,3
MAZ	170	246	411	513	-30,9	-19,9
ISUZU	158	265	366	474	-40,4	-22,8
DAF	118	172	224	289	-31,4	-22,5
HYUNDAI	93	96	179	181	-3,1	-1,1
MAZ MAN	69	41	156	136	68,3	14,7
SHAANXI	71	72	146	106	-1,4	37,7
HINO	71	153	141	274	-53,6	-48,5
RENAULT	42	36	107	82	16,7	30,5
FUSO	38	81	70	153	-53,1	-54,2
IVECO	38	50	69	91	-24	-24,2
JAC	31	14	63	21	121,4	200
IVECO AMT	18	22	58	47	-18,2	23,4
FOTON	23	10	42	24	130	75
FAW	27	50	40	69	-46	-42
HOWO	12	11	26	20	9,1	30
FORD	2	3	17	4	-33,3	325
XU GONG	8	2	12	8	300	50
DAEWOO	5	4	9	6	25	50
TATRA	3	11	7	12	-72,7	-41,7
NEFAZ	4	13	5	38	-69,2	-86,8
C&C	0	5	4	5	-100	-20
LIEBHERR	1	3	4	4	-66,7	0
SANY	1	2	4	5	-50	-20
ZIL	4	0	4	2		100
DONGFENG	2	22	2	59	-90,9	-96,6
GROVE	0	0	2	1		100
TEREX-DEMAG	0	0	2	0		
DAYUN	1	0	1	0		
NISSAN	1	0	1	0		
TATA	0	0	1	0		
ZOOMLION	1	0	1	0		
KRAZ	0	5	0	9	-100	-100



# TRUCKS

Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
MZKT	0	0	0	1		-100
TONAR	0	0	0	4		-100
<b>TOTAL</b>	<b>5 553</b>	<b>5 809</b>	<b>10 606</b>	<b>10 597</b>	<b>-4,4</b>	<b>0,1</b>
<b>TOTAL Russian brands</b>	<b>3 332</b>	<b>2 949</b>	<b>6 007</b>	<b>5 288</b>	<b>13,0</b>	<b>13,6</b>
<b>TOTAL foreign brands</b>	<b>2 221</b>	<b>2 860</b>	<b>4 599</b>	<b>5 309</b>	<b>-22,3</b>	<b>-13,4</b>

## Sales of new trucks in Russia in February and 2 months 2019 by type

Type	February 2019	February 2018	2 months 2019	2 months 2018	Market share February 2019, %	Market share February 2018, %	Market share 2 months 2019, %	Market share 2 months 2018, %
Truck-tractor	1 970	2 022	3 539	3 623	35,5	34,8	33,4	34,2
Dump truck	916	956	1 931	1 572	16,5	16,5	18,2	14,8
Other special equipment	769	652	1 504	1 254	13,9	11,2	14,2	11,8
Drop-side flat bed	424	473	852	922	7,6	8,1	8,0	8,7
Other truck types	603	427	1 165	858	10,9	7,4	11,0	8,1
Van	318	507	567	955	5,7	8,7	5,4	9,0
Refrigerator	131	349	301	595	2,4	6,0	2,8	5,6
Autocrane	153	146	272	246	2,8	2,5	2,6	2,3
Tanker	193	209	339	403	3,5	3,6	3,2	3,8
Refueler	45	29	62	75	0,8	0,5	0,6	0,7
Mobile repair shop	29	33	70	82	0,5	0,6	0,7	0,8
Autoloader	0	1	0	1	0,0	0,0	0,0	0,0
Ambulance	2	0	2	0	0,0	0,0	0,0	0,0
Miscellaneous	0	5	2	11	0,0	0,1	0,0	0,1
<b>TOTAL</b>	<b>5 553</b>	<b>5 809</b>	<b>10 606</b>	<b>10 597</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>



# TRUCKS

## Top 25 model ranking of new truck sales in Russia in February and 2 months 2019

Rank	Model	Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
1	43118 6X6	KAMAZ	533	532	1 061	963	0,2	10,2
2	65115 6X4	KAMAZ	421	349	804	682	20,6	17,9
3	5490 4X2	KAMAZ	625	277	800	381	125,6	110
4	GAZON NEXT	GAZ	417	475	757	876	-12,2	-13,6
5	6520 6X4	KAMAZ	318	329	582	527	-3,3	10,4
6	ACTROS	MERCEDES	224	272	450	461	-17,6	-2,4
7	SERIES FH 4X2	VOLVO	249	273	321	496	-8,8	-35,3
8	4320 6X6	URAL	131	111	253	202	18	25,2
9	3307	GAZ	99	15	214	47	560	355,3
10	TGX 18.XXX 4X2	MAN	115	169	209	258	-32	-19
11	XF 105 FT 4X2	DAF	108	163	197	272	-33,7	-27,6
12	SERIES G 4X2	SCANIA	59	136	193	250	-56,6	-22,8
13	SERIES R 4X2	SCANIA	96	83	168	223	15,7	-24,7
14	43253 4X2	KAMAZ	77	56	153	105	37,5	45,7
15	MIGHTY	HYUNDAI	75	87	151	169	-13,8	-10,7
16	53605 4X2	KAMAZ	70	54	143	93	29,6	53,8
17	NPR	ISUZU	60	92	138	195	-34,8	-29,2
18	6312 6X4	MAZ-MAN	62	41	134	128	51,2	4,7
19	NQR	ISUZU	53	70	130	141	-24,3	-7,8
20	5557 6X6	URAL	69	50	122	103	38	18,4
21	5350 6X6 MUSTANG	KAMAZ	56	62	121	116	-9,7	4,3
22	3308 SADKO	GAZ	57	97	115	223	-41,2	-48,4
23	SERIES P 6X4	SCANIA	34	41	97	80	-17,1	21,2
24	SERIES FM 6X6	VOLVO	31	27	94	86	14,8	9,3
25	SERIES P 8X4	SCANIA	43	43	91	54	0	68,5

**KAMAZ 43118 6X6**  
1 061 units **10,2%**

**KAMAZ 65115 6X4**  
804 units **17,9%**

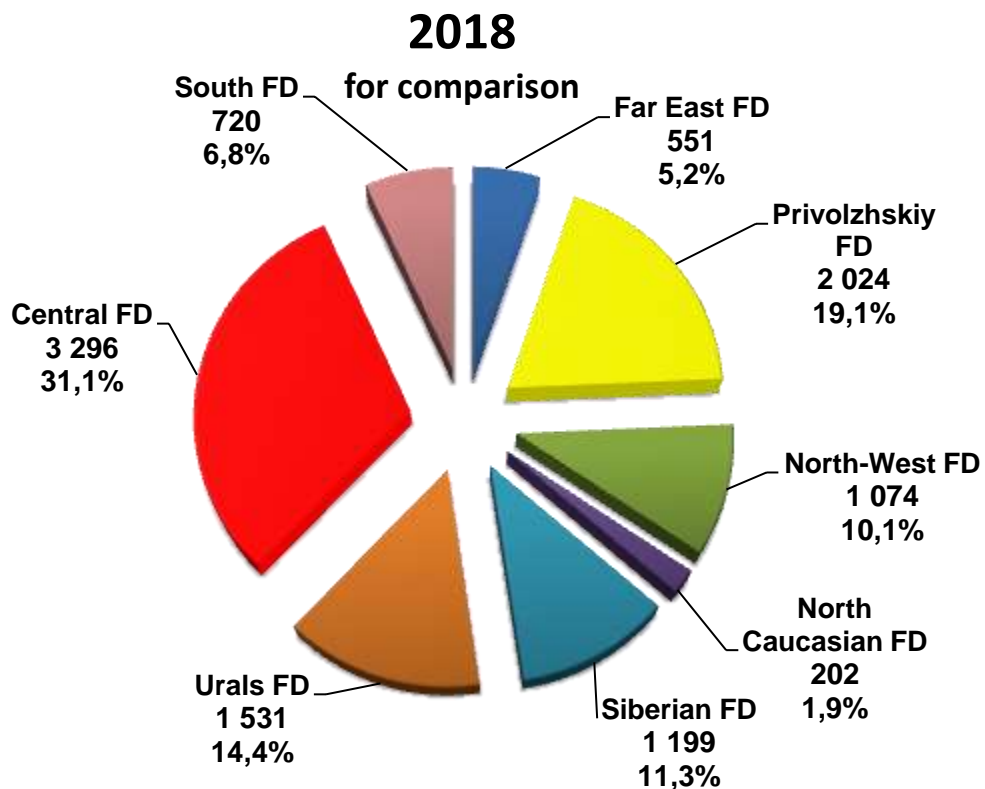
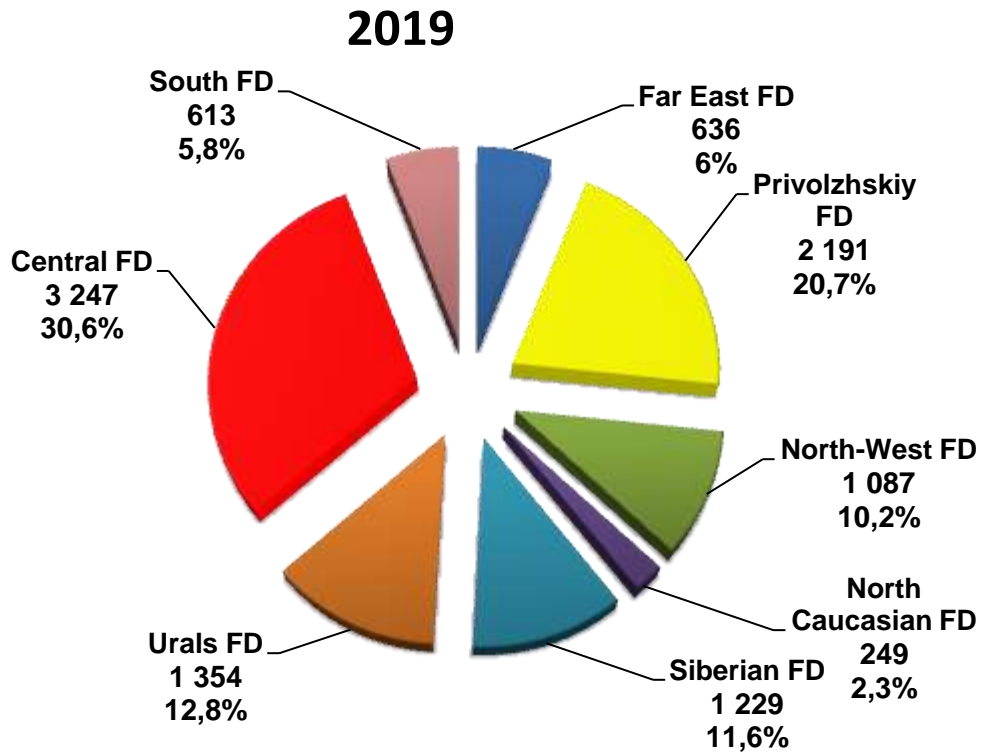
**KAMAZ 5490 4X2**  
800 units **110%**





# TRUCKS

## Structure of new truck sales in Russia in 2 months 2019 by Federal District





# BUSES

## Sales of new buses in Russia in February and 2 months 2019 by brand

Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
PAZ	638	556	1 057	1 094	14,7	-3,4
NEFAZ	85	105	159	173	-19	-8,1
GAZ	81	163	133	258	-50,3	-48,4
LIAZ	97	190	133	332	-48,9	-59,9
MAZ	34	0	92	82		12,2
VOLZHANIN	21	29	59	70	-27,6	-15,7
KAVZ	16	47	52	68	-66	-23,5
URAL	19	56	36	75	-66,1	-52
YUTONG	8	27	20	35	-70,4	-42,9
SIMAZ	7	0	19	0		
LOTOS	16	0	17	0		
GOLDEN DRAGON	12	6	16	11	100	45,5
HIGER	6	8	15	25	-25	-40
ZHONGTONG	11	35	13	35	-68,6	-62,9
NEMAN	8	0	11	0		
KING LONG (KLM)	2	11	5	15	-81,8	-66,7
HUAXIA	0	0	2	0		
HYUNDAI	0	1	2	1	-100	100
SCANIA	1	0	2	4		-50
DAEWOO	0	0	0	2		-100
IRISBUS	0	3	0	7	-100	-100
MERCEDES	0	5	0	5	-100	-100
<b>TOTAL</b>	<b>1 062</b>	<b>1 242</b>	<b>1 843</b>	<b>2 292</b>	<b>-14,5</b>	<b>-19,6</b>
<b>TOTAL Russian brands</b>	<b>980</b>	<b>1 146</b>	<b>1 665</b>	<b>2 070</b>	<b>-14,5</b>	<b>-19,6</b>
<b>TOTAL foreign brands</b>	<b>82</b>	<b>96</b>	<b>178</b>	<b>222</b>	<b>-14,6</b>	<b>-19,8</b>





# BUSES

## Top 25 model ranking of new bus sales in Russia in February and 2 months 2019

Rank	Model	Brand	February 2019	February 2018	2 months 2019	2 months 2018	Change February 2019 vs 2018, %	Change 2 months 2019 vs 2018, %
1	3205	PAZ	377	384	605	729	-1,8	-17
2	3204	PAZ	110	88	185	207	25	-10,6
3	4234	PAZ	114	52	183	87	119,2	110,3
4	GAZelle NEXT D	GAZ	81	163	133	258	-50,3	-48,4
5	5299, 5297 4X2	NEFAZ , KAMAZ	63	69	119	119	-8,7	0
6	206 - 226	MAZ	28	0	74	3		2366,7
7	3206	PAZ	27	7	68	9	285,7	655,6
8	52701	VOLZHANIN	21	1	59	38	2000	55,3
9	5292	LIAZ	29	30	55	44	-3,3	25
10	4292	LIAZ	50	0	50	23		117,4
11	4238	KAVZ	15	41	39	59	-63,4	-33,9
12	3255 4320 6X6	URAL	19	56	36	75	-66,1	-52
13	4208, 4310 6X6	NEFAZ , KAMAZ	21	28	34	41	-25	-17,1
14	2258	SIMAZ	7	0	19	0		
15	206	LOTOS	16	0	16	0		
16	3203	PAZ	10	24	16	58	-58,3	-72,4
17	6119	YUTONG	4	23	16	28	-82,6	-42,9
18	5291	LIAZ	7	0	15	0		
19	103	MAZ	4	0	14	4		250
20	LCK-SERIES	ZHONGTONG	11	35	13	35	-68,6	-62,9
21	4202	NEMAN	8	0	11	0		
22	XML	GOLDEN DRAGON	10	1	10	5	900	100
23	KLQ-SERIES	HIGER	5	3	10	9	66,7	11,1
24	4239	KAVZ	0	3	9	3	-100	200
25	GRAND CRUISER	GOLDEN DRAGON	2	5	6	6	-60	0

### PAZ 3205

605 units **-17%**

### PAZ 3204

185 units **-10,6%**



### PAZ 4234

183 units **110,3%**





# BUSES

## Structure of new bus sales in Russia in 2 months 2019 by Federal District

