



PRESS-RELEASE

17 APRIL 2019

In March 2019 sales of new MOTOR VEHICLES in Russia, based on registration data, decreased by 1.1% year-on-year to 145 406 vehicles. In the first quarter of 2019 the total sales were 362 464 vehicles, down 1.5% year-on-year, of which:

- Passenger cars – 128 804 units in March, down 0.2% YOY; 317 458 units in January-March, down 1.2% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 8 081 units in March, down 6.1% YOY; 22 038 units in January-March, down 2.3% YOY.
- Pickups – 1 005 units in March, down 11.5% YOY; 3 003 units in January-March, up 1.2% YOY.
- Trucks (except N1 category), inclusive of special-purpose vehicles, – 6 537 units in March, down 5.0% YOY; 17 143 units in January-March, down 1.9% YOY.
- Buses (except M2 category) – 979 units in March, down 24.3% YOY; 2 822 units in January-March, down 21.3% YOY.

COMMENT:

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

The decline of passenger car sales slightly slowed to 0.2% in March 2019. The year-to-date decrease in this market segment has amounted to 1.2%. The car market structure remained virtually unchanged in March as compared with the previous months. Should the decline on the market not reverse to growth in April, a decrease of sales could enhance in the coming months.

On the market of new LCVs the decline of sales enhanced to 6.1% in March, while the year-to-date sales fell by 2.3%. The decline may continue in the coming months, which is due to unstable situation in the industrial sector and particularly to the challenges faced by small enterprises.

Sales of pickups fell by 11.5% in March, however a 1.2% growth is noted for the first three months of the year. We think that this vehicle category will further enjoy positive dynamics.

Sales of trucks decreased by 5% in March and by 1.9% year to date. The most sharp decrease refers to the segment of foreign-branded trucks, which fell by 19.9% in March and by 15.5% in Q1. The decline of the truck market is related to slowing growth of industrial production.

Bus sales fell 24.3% in March and 21.3% in January-March. Such dynamics could be explained by a high comparative base of 2018 and a lack of finance for renewal of the bus fleet in regions.

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PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2019 by brand

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
LADA	29 656	27 439	72 101	66 319	8,1	8,7
KIA	17 362	16 662	41 357	42 317	4,2	-2,3
HYUNDAI	13 801	14 279	34 035	35 171	-3,3	-3,2
RENAULT	11 695	10 646	28 581	27 408	9,9	4,3
VOLKSWAGEN	8 121	8 142	19 463	18 907	-0,3	2,9
TOYOTA	7 554	8 111	19 400	19 051	-6,9	1,8
SKODA	6 548	5 289	15 430	13 618	23,8	13,3
NISSAN	5 580	6 387	15 062	16 885	-12,6	-10,8
MITSUBISHI	3 437	3 086	8 664	6 967	11,4	24,4
BMW	3 369	2 759	8 138	6 972	22,1	16,7
MERCEDES	3 202	3 051	7 586	7 469	4,9	1,6
MAZDA	2 332	2 561	6 186	6 255	-8,9	-1,1
CHEVROLET	2 157	2 540	5 658	6 975	-15,1	-18,9
FORD	2 158	3 547	5 381	9 713	-39,2	-44,6
DATSUN	1 876	1 935	4 582	5 134	-3	-10,8
LEXUS	1 260	1 920	3 581	4 540	-34,4	-21,1
AUDI	1 248	1 296	2 955	3 149	-3,7	-6,2
UAZ	998	1 323	2 740	3 281	-24,6	-16,5
LAND ROVER	691	770	1 846	1 804	-10,3	2,3
VOLVO	637	536	1 566	1 302	18,8	20,3
SUBARU	514	524	1 518	1 633	-1,9	-7
GEELY	597	142	1 439	371	320,4	287,9
HAVAL	551	169	1 330	469	226	183,6
SUZUKI	519	426	970	1 013	21,8	-4,2
PORSCHE	484	348	898	849	39,1	5,8
INFINITI	321	503	858	1 175	-36,2	-27
LIFAN	255	914	850	2 409	-72,1	-64,7
CHERY	255	325	751	840	-21,5	-10,6
HONDA	197	342	591	955	-42,4	-38,1
JEEP	176	127	462	258	38,6	79,1
JAGUAR	188	239	461	528	-21,3	-12,7
MINI	178	247	407	519	-27,9	-21,6
PEUGEOT	146	241	382	661	-39,4	-42,2
ZOTYE	71	180	309	430	-60,6	-28,1
GENESIS	96	0	270	0		
CITROEN	107	115	256	395	-7	-35,2
DONGFENG	101	35	248	139	188,6	78,4
SMART	26	43	213	147	-39,5	44,9
CADILLAC	67	117	201	267	-42,7	-24,7
FAW	61	75	175	145	-18,7	20,7
CHANGAN	47	92	112	251	-48,9	-55,4
JAC	29	5	72	10	480	620
FIAT	15	4	68	5	275	1260
BENTLEY	22	20	59	56	10	5,4



PASSENGER CARS

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
BRILLIANCE	13	1	40	4	1200	900
GREAT WALL	6	182	40	489	-96,7	-91,8
MASERATI	16	15	29	54	6,7	-46,3
LAMBORGHINI	16	3	27	3	433,3	800
HAWTAI	6	0	22	0		
ROLLS ROYCE	12	4	22	13	200	69,2
FOTON	9	19	15	47	-52,6	-68,1
RAVON	3	1 218	13	3 390	-99,8	-99,6
CHRYSLER	6	7	12	20	-14,3	-40
TESLA	2	3	8	7	-33,3	14,3
DODGE	4	0	5	1		400
FERRARI	2	2	3	2	0	50
SSANGYONG	1	16	3	71	-93,8	-95,8
ASTON MARTIN	0	0	2	1		100
MCLAREN	2	0	2	0		
BAW	0	0	1	0		
BYD	0	0	1	0		
LINCOLN	1	0	1	1		0
ALFA ROMEO	0	0	0	1		-100
DAEWOO	0	133	0	376	-100	-100
DERWAYS	0	0	0	2		-100
GAZ	0	2	0	2	-100	-100
TAGAZ	0	0	0	1		-100
TOTAL	128 804	129 117	317 458	321 247	-0,2	-1,2
TOTAL Russian brands	30 654	28 764	74 841	69 603	6,6	7,5
TOTAL foreign brands	98 150	100 353	242 617	251 644	-2,2	-3,6

Sales of new passenger cars in Russia in March and 3 months 2019 by class

Class	March 2019	March 2018	3 months 2019	3 months 2018	Market share March 2019, %	Market share 3 months 2019, %	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
A	408	702	1 136	1 793	0,3	0,4	-41,9	-36,6
B	25 541	27 537	60 309	65 716	19,8	19,0	-7,3	-8,2
B+	11 848	9 714	29 488	24 292	9,2	9,3	22,0	21,4
C	18 040	18 833	42 731	46 630	14,0	13,5	-4,2	-8,4
D	4 482	3 400	10 431	8 798	3,5	3,3	31,8	18,6
E	4 724	4 319	11 522	10 606	3,7	3,6	9,4	8,6
F+S	856	891	1 834	1 875	0,7	0,6	-3,9	-2,2
Minivan	3 818	3 691	9 697	8 900	3,0	3,1	3,4	9,0
SUV	59 085	60 030	150 306	152 633	45,9	47,4	-1,6	-1,5
Not identified	2		4	4				0,0
TOTAL	128 804	129 117	317 458	321 247	100,0	100,0	-0,2	-1,2



PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in March and 3 months 2019

Rank	Model	Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
1	VESTA	LADA	11 056	8 633	24 974	20 609	28,1	21,2
2	GRANTA	LADA	8 812	7 160	22 245	17 536	23,1	26,9
3	RIO	KIA	7 973	8 726	18 168	21 258	-8,6	-14,5
4	CRETA	HYUNDAI	5 542	5 732	13 841	15 227	-3,3	-9,1
5	SOLARIS	HYUNDAI	4 848	5 278	11 546	11 343	-8,1	1,8
6	POLO	VOLKSWAGEN	4 015	4 157	9 859	9 940	-3,4	-0,8
7	LARGUS	LADA	3 683	3 594	9 355	8 591	2,5	8,9
8	DUSTER	RENAULT	3 279	3 095	8 545	8 637	5,9	-1,1
9	LOGAN	RENAULT	3 036	2 554	7 242	6 320	18,9	14,6
10	CAMRY	TOYOTA	2 743	2 498	6 935	5 839	9,8	18,8
11	TIGUAN	VOLKSWAGEN	3 018	2 942	6 870	6 666	2,6	3,1
12	KAPTUR	RENAULT	2 755	2 486	6 547	6 210	10,8	5,4
13	RAPID	SKODA	2 785	2 373	6 454	6 182	17,4	4,4
14	SANDERO	RENAULT	2 597	2 418	6 119	5 968	7,4	2,5
15	RAV4	TOYOTA	2 429	2 741	6 029	6 262	-11,4	-3,7
16	SPORTAGE	KIA	2 184	1 868	5 870	6 463	16,9	-9,2
17	XRAY	LADA	2 201	2 760	5 768	6 322	-20,3	-8,8
18	2121	LADA 4x4	2 211	1 789	5 546	4 813	23,6	15,2
19	NIVA	CHEVROLET	2 085	2 493	5 496	6 407	-16,4	-14,2
20	TUCSON	HYUNDAI	1 745	1 602	4 669	3 662	8,9	27,5
21	X-TRAIL	NISSAN	1 787	1 825	4 665	4 960	-2,1	-5,9
22	QASHQAI	NISSAN	1 825	1 717	4 611	4 591	6,3	0,4
23	OUTLANDER	MITSUBISHI	1 895	1 969	4 598	4 308	-3,8	6,7
24	OCTAVIA	SKODA	1 804	1 773	4 503	4 329	1,7	4
25	MAGENTIS/OPTIMA	KIA	1 842	1 173	4 272	2 931	57	45,8

LADA VESTA

24 974 units **21,2%**

LADA GRANTA

22 245 units **26,9%**

KIA RIO

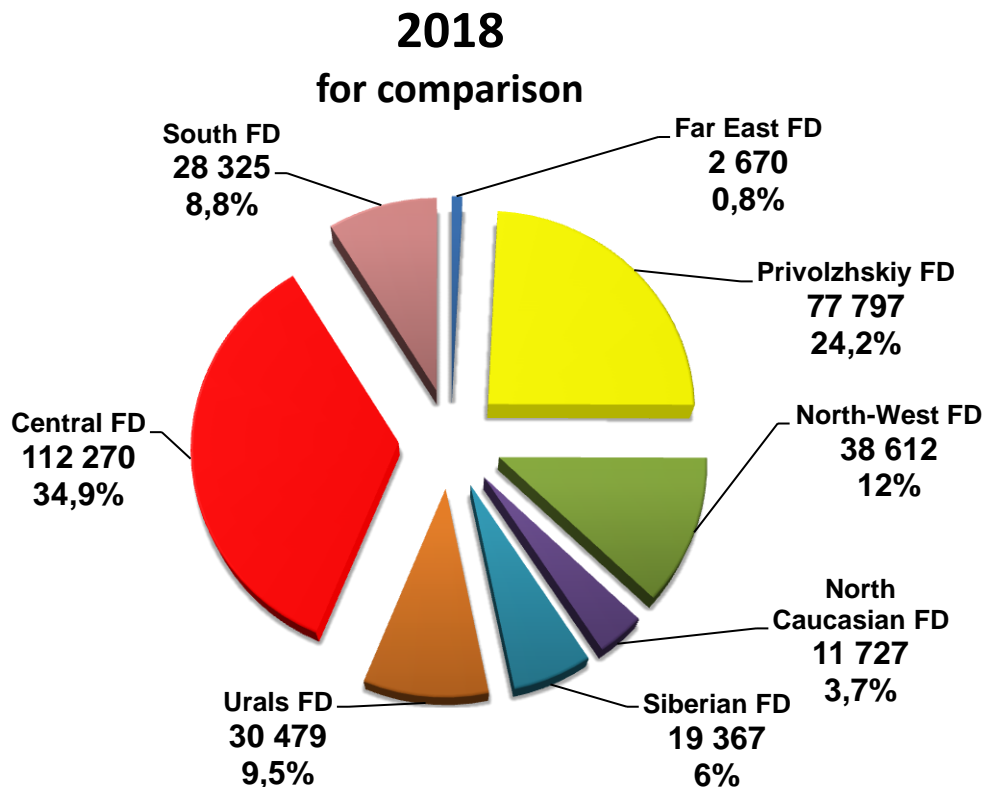
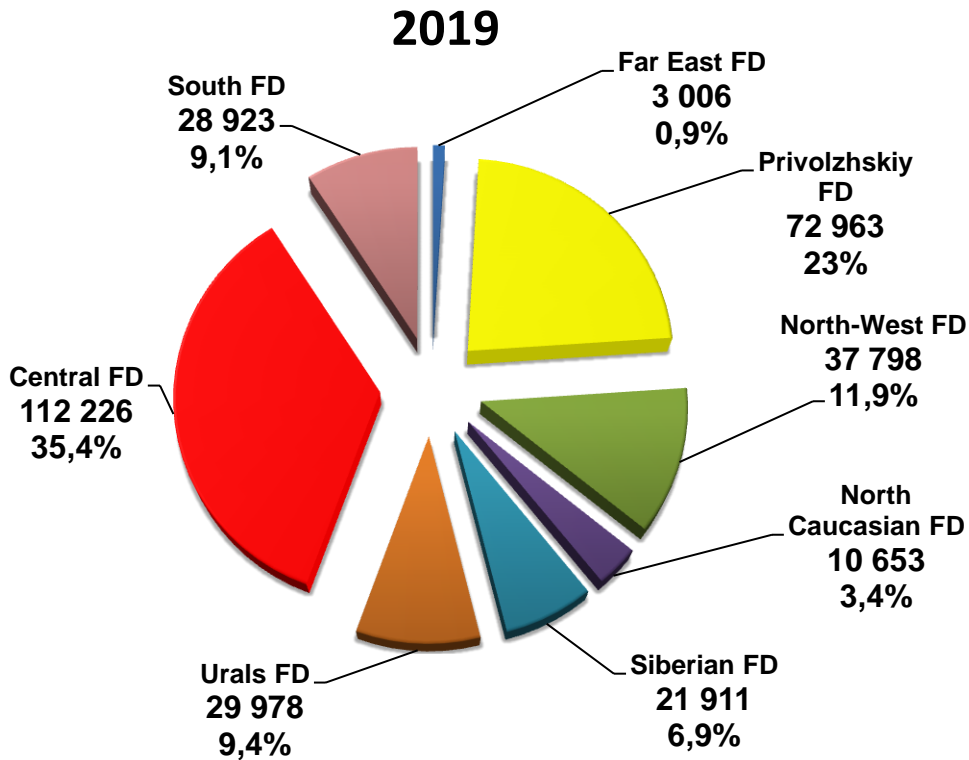
18 168 units **-14,5%**





PASSENGER CARS

Structure of new car sales in Russia in 3 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 March and 3 months 2019 by brand

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
GAZ	3 764	3 999	10 310	10 299	-5,9	0,1
UAZ	1 222	1 299	3 702	3 855	-5,9	-4
FORD	1 021	927	2 565	2 170	10,1	18,2
VOLKSWAGEN	523	456	1 356	1 192	14,7	13,8
LADA	432	414	1 200	1 086	4,3	10,5
MERCEDES	343	693	903	1 788	-50,5	-49,5
PEUGEOT	222	219	570	568	1,4	0,4
CITROEN	169	222	380	497	-23,9	-23,5
RENAULT	156	165	344	420	-5,5	-18,1
HYUNDAI	113	60	338	216	88,3	56,5
IVECO	56	34	208	116	64,7	79,3
FIAT	46	105	129	299	-56,2	-56,9
KIA	8	10	18	26	-20	-30,8
DAIHATSU	0	0	2	0		
DONGFENG	1	0	2	3		-33,3
NISSAN	2	1	2	2	100	0
TAGAZ	0	0	2	0		
TOYOTA	0	1	2	4	-100	-50
BAW	1	0	1	0		
HONDA	1	0	1	0		
MITSUBISHI	0	0	1	1		0
SUZUKI	1	1	1	1	0	0
YUEJIN	0	1	1	1	-100	0
GMC	0	1	0	1	-100	-100
GONOW	0	1	0	1	-100	-100
TOTAL	8 081	8 609	22 038	22 546	-6,1	-2,3
TOTAL Russian brands	5 418	5 712	15 214	15 240	-5,1	-0,2
TOTAL foreign brands	2 663	2 897	6 824	7 306	-8,1	-6,6



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 2019

Rank	Model	Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
1	GAZelle NEXT	GAZ	1 993	2 203	5 398	5 549	-9,5	-2,7
2	TRANSIT	FORD	1 002	889	2 525	2 110	12,7	19,7
3	3302 GAZelle	GAZ	994	945	2 245	2 317	5,2	-3,1
4	3909	UAZ	545	325	1 668	871	67,7	91,5
5	LARGUS FURGON	LADA	432	414	1 200	1 086	4,3	10,5
6	3221 GAZelle	GAZ	225	239	1 001	572	-5,9	75
7	2752 SOBOL	GAZ	268	305	728	739	-12,1	-1,5
8	PROFI	UAZ	157	158	539	485	-0,6	11,1
9	CARAVELLE	VOLKSWAGEN	196	192	491	534	2,1	-8,1
10	2206	UAZ	200	183	483	394	9,3	22,6
11	3741	UAZ	149	479	443	1 550	-68,9	-71,4
12	2217 SOBOL	GAZ	109	112	404	490	-2,7	-17,6
13	2705 GAZelle	GAZ	98	164	392	526	-40,2	-25,5
14	SPRINTER	MERCEDES	111	462	373	1 265	-76	-70,5
15	V-CLASS	MERCEDES	152	153	336	345	-0,7	-2,6
16	3962	UAZ	64	57	332	305	12,3	8,9
17	CADDY	VOLKSWAGEN	122	83	328	237	47	38,4
18	DOKKER	RENAULT	136	145	320	346	-6,2	-7,5
19	H 1 H 100 STAREX	HYUNDAI	93	34	287	150	173,5	91,3
20	TRAVELLER	PEUGEOT	102	33	269	67	209,1	301,5
21	JUMPER	CITROEN	94	128	208	305	-26,6	-31,8
22	MULTIVAN	VOLKSWAGEN	68	83	207	174	-18,1	19
23	DAILY	IVECO	56	34	193	116	64,7	66,4
24	TRANSPORTER	VOLKSWAGEN	86	59	188	127	45,8	48
25	3303	UAZ	83	82	180	199	1,2	-9,5

GAZelle NEXT

5 398 units **-2,7%**

FORD TRANSIT

2 525 units **19,7%**

3302 GAZelle

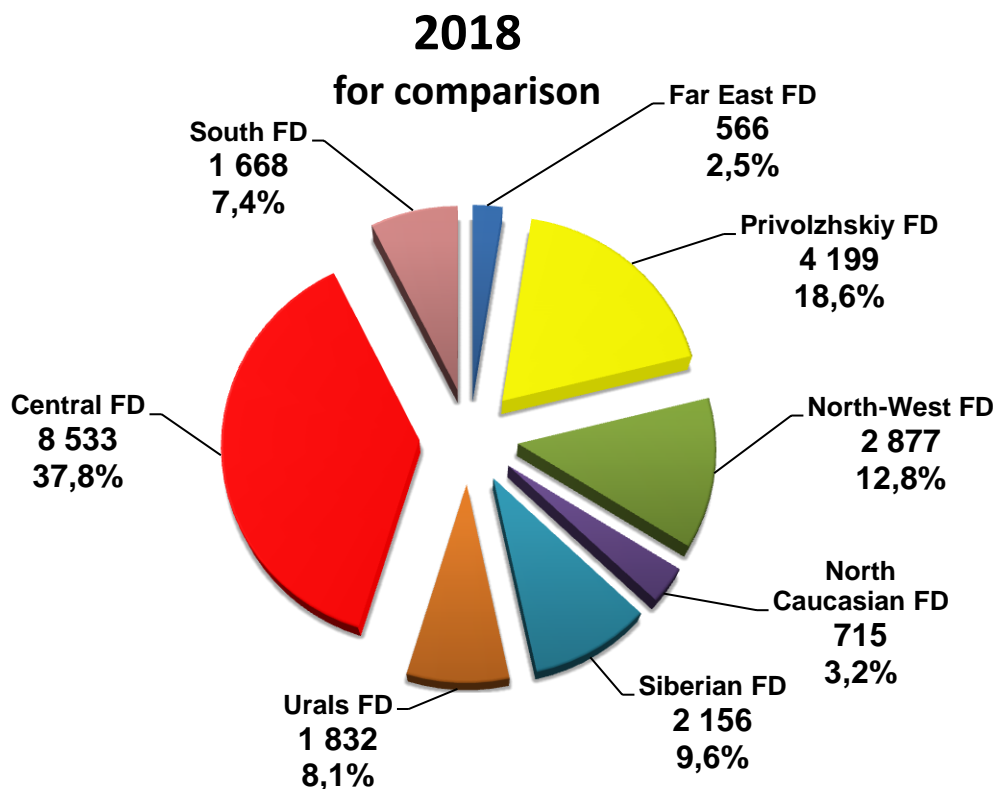
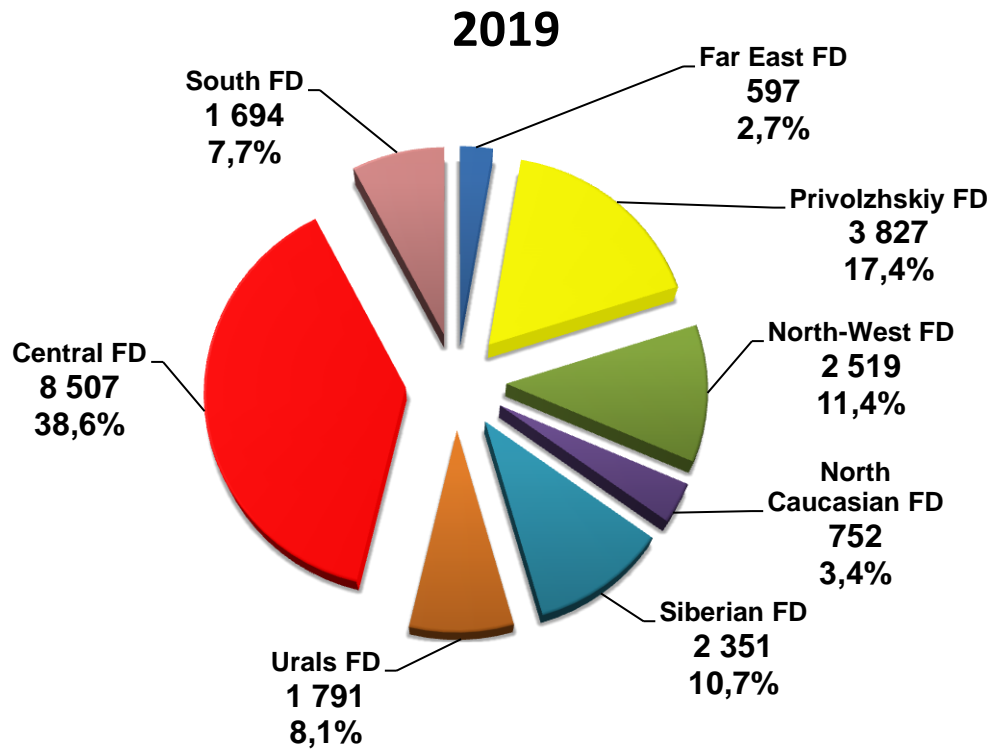
2 245 units **-3,1%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 3 months 2019 by Federal District





PICKUPS

Sales of new pickups in Russia in March and 3 months 2019 by brand

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
UAZ	368	434	1 218	1 161	-15,2	4,9
TOYOTA	228	168	603	579	35,7	4,1
MITSUBISHI	154	316	486	657	-51,3	-26
LADA	128	147	376	355	-12,9	5,9
VOLKSWAGEN	52	42	132	115	23,8	14,8
MERCEDES	20	0	51	0		
FIAT	21	15	49	55	40	-10,9
ISUZU	18	4	44	13	350	238,5
RAM	9	5	23	16	80	43,8
FORD	4	2	7	10	100	-30
FOTON	1	2	7	5	-50	40
GONOW	2	0	7	1		600
SUBARU	0	0	0	1		-100
TOTAL	1 005	1 135	3 003	2 968	-11,5	1,2
TOTAL Russian brands	496	581	1 594	1 516	-14,6	5,1
TOTAL foreign brands	509	554	1 409	1 452	-8,1	-3



PICKUPS

Top 15 model ranking of new pickup sales in Russia in March and 3 months 2019

Rank	Model	Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
1	2363 PICKUP	UAZ	368	434	1 218	1 161	-15,2	4,9
2	HILUX	TOYOTA	224	166	595	571	34,9	4,2
3	L 200	MITSUBISHI	154	316	486	657	-51,3	-26
4	2349 WIS	LADA	117	127	313	312	-7,9	0,3
5	AMAROK	VOLKSWAGEN	52	42	132	115	23,8	14,8
6	2346 WIS	LADA	10	20	51	40	-50	27,5
7	X-CLASS	MERCEDES	20	0	51	0		
8	FULLBACK	FIAT	21	15	49	55	40	-10,9
9	D-MAX	ISUZU	18	4	44	13	350	238,5
10	PICKUP	RAM	9	5	23	16	80	43,8
11	2347 WIS	LADA	1	0	12	0		
12	F-SERIES	FORD	4	2	7	10	100	-30
13	TUNLAND	FOTON	1	2	7	5	-50	40
14	TROY	GONOW	2	0	7	1		600
15	TUNDRA	TOYOTA	4	2	6	8	100	-25

UAZ 2363 PICKUP

1 218 units **4,9%**

TOYOTA HILUX

595 units **4,2%**

MITSUBISHI L200

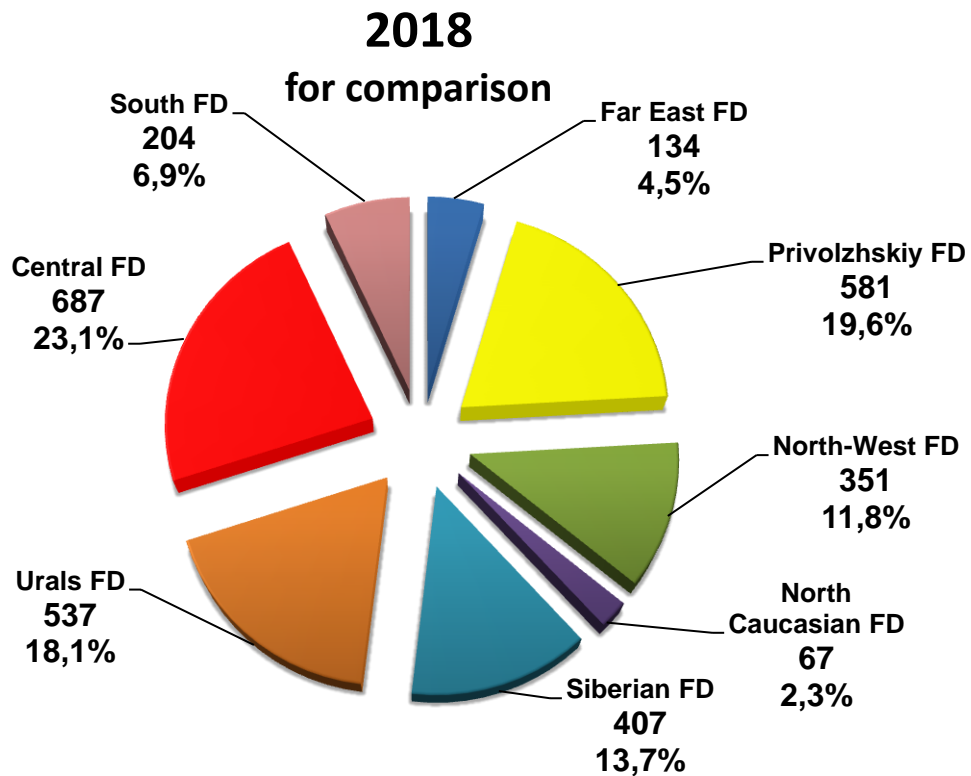
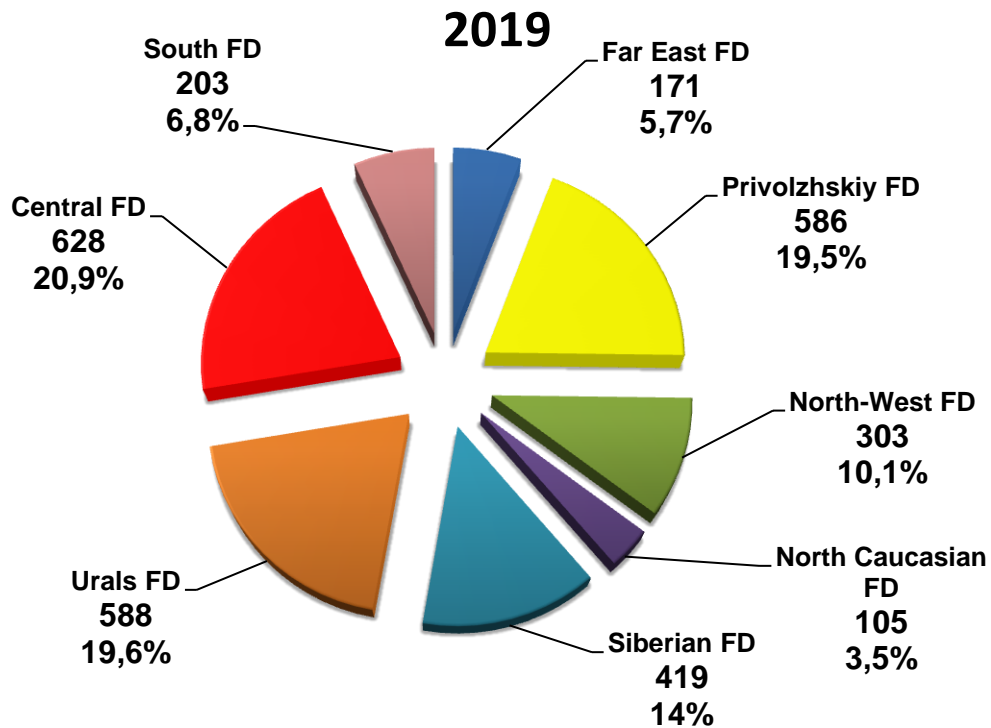
486 units **-26%**





PICKUPS

Structure of sales of new pickups in Russia in 3 months 2019 by Federal District





TRUCKS

Sales of new trucks in Russia in March and 3 months 2019 by brand

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
KAMAZ	2 508	2 364	6 783	5 862	6,1	15,7
GAZ	841	720	2 040	2 025	16,8	0,7
VOLVO	556	515	1 220	1 357	8	-10,1
SCANIA	384	488	1 213	1 273	-21,3	-4,7
MAN	355	463	884	1 102	-23,3	-19,8
MERCEDES	308	397	778	893	-22,4	-12,9
URAL	212	223	678	617	-4,9	9,9
ISUZU	265	359	631	833	-26,2	-24,2
MAZ	218	165	629	678	32,1	-7,2
DAF	194	329	418	618	-41	-32,4
HYUNDAI	121	143	300	324	-15,4	-7,4
HINO	79	189	220	463	-58,2	-52,5
MAZ MAN	57	56	213	192	1,8	10,9
SHAANXI	60	21	206	127	185,7	62,2
RENAULT	97	77	204	159	26	28,3
FUSO	55	56	125	209	-1,8	-40,2
IVECO	24	153	93	244	-84,3	-61,9
JAC	25	17	88	38	47,1	131,6
FAW	43	47	83	116	-8,5	-28,4
IVECO AMT	20	18	78	65	11,1	20
HOWO	44	32	70	52	37,5	34,6
FOTON	16	6	58	30	166,7	93,3
FORD	3	0	20	4		400
TONAR	19	0	19	4		375
DAEWOO	8	4	17	10	100	70
XU GONG	2	1	14	9	100	55,6
ZIL	8	0	12	2		500
NEFAZ	5	14	10	52	-64,3	-80,8
DONGFENG	7	11	9	70	-36,4	-87,1
TATRA	0	9	7	21	-100	-66,7
SANY	2	1	6	6	100	0
C C	0	0	4	5		-20
LIEBHERR	0	1	4	5	-100	-20
GROVE	0	1	2	2	-100	0
TEREX-DEMAG	0	0	2	0		
ZOOMLION	1	0	2	0		
DAYUN	0	0	1	0		
NISSAN	0	0	1	0		
TATA	0	1	1	1	-100	0
AMUR	0	1	0	1	-100	-100



TRUCKS

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
KRAZ	0	0	0	9		-100
MZKT	0	1	0	2	-100	-100
TOTAL	6 537	6 883	17 143	17 480	-5	-1,9
TOTAL Russian brands	3 831	3 506	10 249	9 317	9,3	10
TOTAL foreign brands	2 706	3 377	6 894	8 163	-19,9	-15,5

Sales of new trucks in Russia in March and 3 months 2019 by type

Type	March 2019	March 2018	3 months 2019	3 months 2018	Market share March 2019, %	Market share March 2018, %	Market share 3 months 2019, %	Market share 3 months 2018, %
Truck-tractor	2 378	2 759	5 917	6 382	36,4	40,1	34,5	36,5
Dump truck	1 197	1 084	3 128	2 656	18,3	15,8	18,3	15,2
Other special equipment	741	624	2 245	1 878	11,3	9,1	13,1	10,7
Drop-side flat bed	552	549	1 404	1 471	8,4	8,0	8,2	8,4
Other truck types	590	546	1 755	1 404	9,0	7,9	10,2	8,0
Van	386	555	953	1 510	5,9	8,1	5,6	8,6
Refrigerator	182	317	483	912	2,8	4,6	2,8	5,2
Autocrane	188	155	460	401	2,9	2,3	2,7	2,3
Tanker	182	209	521	612	2,8	3,0	3,0	3,5
Refueler	60	39	122	114	0,9	0,6	0,7	0,7
Mobile repair shop	73	45	143	127	1,1	0,7	0,8	0,7
Autoloader	4	0	4	1	0,1	0,0	0,0	0,0
Ambulance	2	0	4	0	0,0	0,0	0,0	0,0
Miscellaneous	2	1	4	12	0,0	0,0	0,0	0,1
TOTAL	6 537	6 883	17 143	17 480	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in March and 3 months 2019

Rank	Model	Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
1	43118 6X6	KAMAZ	645	580	1 706	1 543	11,2	10,6
2	GAZON NEXT	GAZ	587	483	1 344	1 359	21,5	-1,1
3	5490 4X2	KAMAZ	522	474	1 322	855	10,1	54,6
4	65115 6X4	KAMAZ	457	461	1 261	1 143	-0,9	10,3
5	6520 6X4	KAMAZ	332	376	914	903	-11,7	1,2
6	ACTROS	MERCEDES	307	379	757	840	-19	-9,9
7	SERIES FH 4X2	VOLVO	227	331	548	827	-31,4	-33,7
8	TGX 18.XXX 4X2	MAN	215	204	424	462	5,4	-8,2
9	4320 6X6	URAL	129	121	382	323	6,6	18,3
10	XF 105 FT 4X2	DAF	173	303	370	575	-42,9	-35,7
11	3307	GAZ	144	44	358	91	227,3	293,4
12	SERIES G 4X2	SCANIA	72	103	265	353	-30,1	-24,9
13	MIGHTY	HYUNDAI	101	134	252	303	-24,6	-16,8
14	43253 4X2	KAMAZ	94	51	247	156	84,3	58,3
15	SERIES R 4X2	SCANIA	67	138	235	361	-51,4	-34,9
16	NQR	ISUZU	104	112	234	253	-7,1	-7,5
17	NPR	ISUZU	86	151	224	346	-43	-35,3
18	53605 4X2	KAMAZ	70	52	213	145	34,6	46,9
19	5350 6X6 MUSTANG	KAMAZ	68	38	189	154	78,9	22,7
20	6312 6X4	MAZ-MAN	53	56	187	184	-5,4	1,6
21	3308 SADKO	GAZ	51	109	166	332	-53,2	-50
22	5557 6X6	URAL	42	63	164	166	-33,3	-1,2
23	SERIES P 6X4	SCANIA	73	48	162	119	52,1	36,1
24	SERIES FM 6X6	VOLVO	51	23	145	109	121,7	33
25	SERIES P 6X4	SCANIA	43	69	140	149	-37,7	-6

KAMAZ 43118 6X6
1 706 units **10,6%**

GAZ GAZON NEXT
1 344 units **-1,1%**

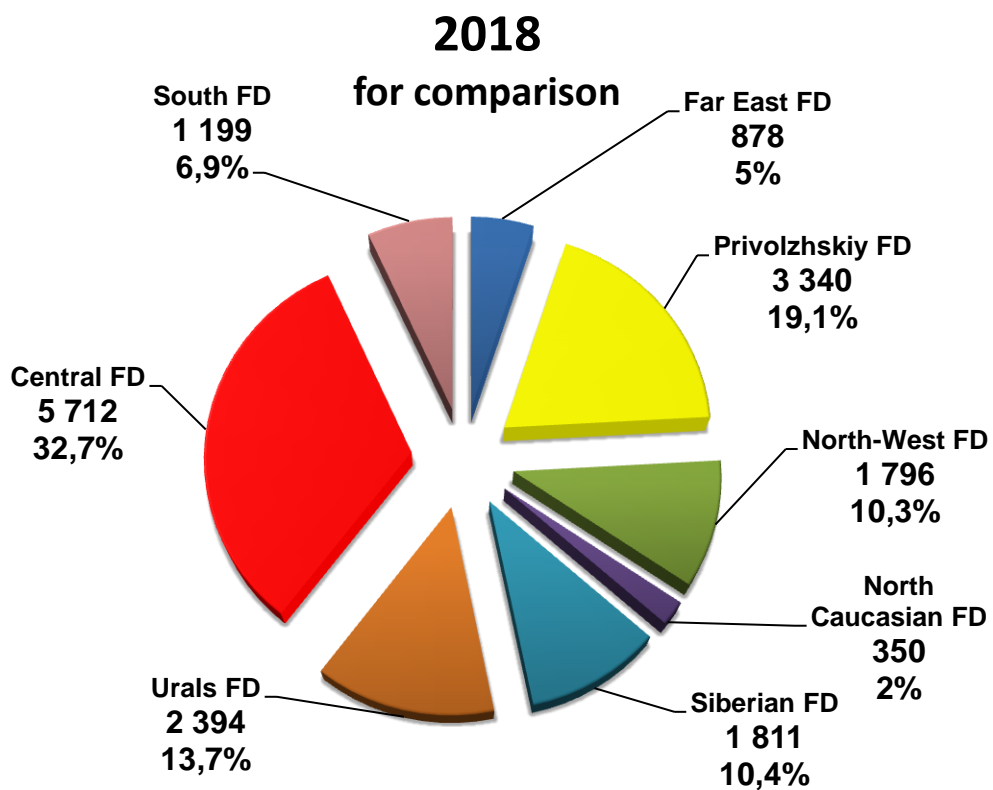
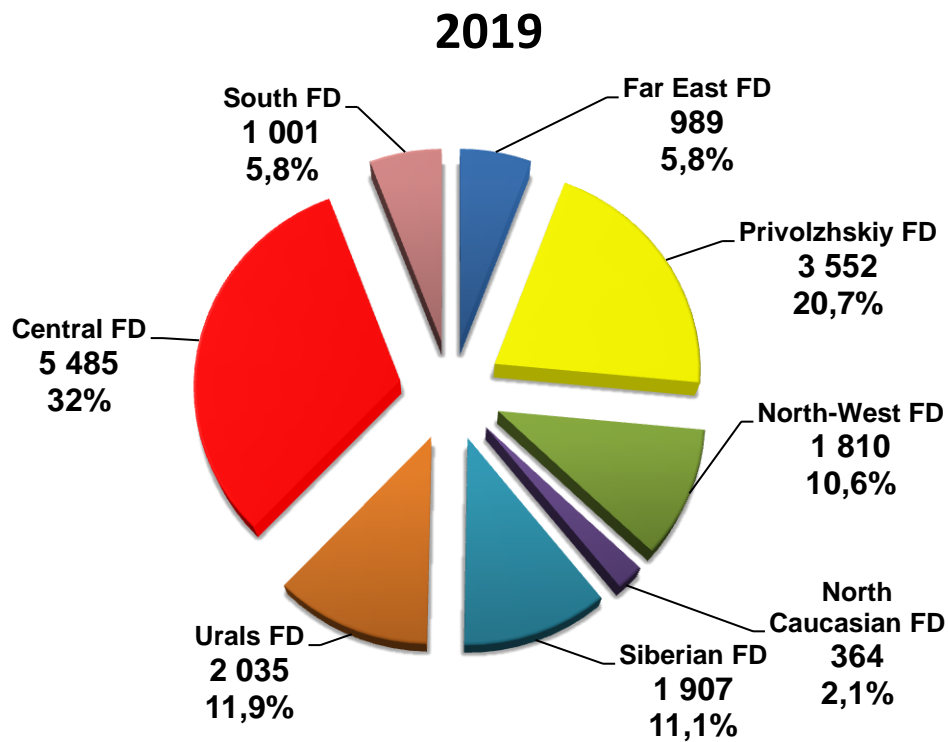
KAMAZ 5490 4X2
1 322 units **54,6%**





TRUCKS

Structure of new truck sales in Russia in 3 months 2019 by Federal District





BUSES

Sales of new buses in Russia in March and 3 months 2019 by brand

Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
PAZ	669	457	1 726	1 551	46,4	11,3
NEFAZ	74	103	233	276	-28,2	-15,6
LIAZ	39	279	172	611	-86	-71,8
GAZ	34	247	167	505	-86,2	-66,9
MAZ	32	15	124	97	113,3	27,8
KAVZ	24	22	76	90	9,1	-15,6
VOLZHANIN	16	12	75	82	33,3	-8,5
URAL	10	46	46	121	-78,3	-62
YUTONG	26	70	46	105	-62,9	-56,2
SIMAZ	14	0	33	0		
ZHONGTONG	14	14	27	49	0	-44,9
GOLDEN DRAGON	7	15	23	26	-53,3	-11,5
HIGER	8	2	23	27	300	-14,8
LOTOS	0	0	17	0		
NEMAN	3	0	14	0		
KING LONG (KLM)	7	6	12	21	16,7	-42,9
SCANIA	2	3	4	7	-33,3	-42,9
HUAXIA	0	0	2	0		
HYUNDAI	0	0	2	1		100
DAEWOO	0	0	0	2		-100
IRISBUS	0	0	0	7		-100
MAN	0	1	0	1	-100	-100
MERCEDES	0	1	0	6	-100	-100
TOTAL	979	1 293	2 822	3 585	-24,3	-21,3
TOTAL Russian brands	898	1 181	2 619	3 333	-24	-21,4
TOTAL foreign brands	81	112	203	252	-27,7	-19,4



BUSES

Top 25 model ranking of new bus sales in Russia in March and 3 months 2019

Rank	Model	Brand	March 2019	March 2018	3 months 2019	3 months 2018	Change March 2019 vs 2018, %	Change 3 months 2019 vs 2018, %
1	3205	PAZ	343	233	948	962	47,2	-1,5
2	3204	PAZ	153	131	338	338	16,8	0
3	4234	PAZ	96	79	279	166	21,5	68,1
4	5299, 5297 4X2	NEFAZ , KAMAZ	60	67	179	186	-10,4	-3,8
5	GAZelle NEXT D	GAZ	34	247	167	505	-86,2	-66,9
6	3206	PAZ	35	5	103	14	600	635,7
7	5292	LIAZ	35	57	90	101	-38,6	-10,9
8	206 - 226	MAZ	3	11	77	14	-72,7	450
9	52701	VOLZHANIN	16	12	75	50	33,3	50
10	3203	PAZ	42	8	58	66	425	-12,1
11	4238	KAVZ	17	20	56	79	-15	-29,1
12	4292	LIAZ	0	2	50	25	-100	100
13	3255 4320 6X6	URAL	10	46	46	121	-78,3	-62
14	4208, 4310 6X6	NEFAZ , KAMAZ	10	26	44	67	-61,5	-34,3
15	103	MAZ	29	4	43	8	625	437,5
16	2258	SIMAZ	14	0	33	0		
17	6119	YUTONG	14	59	30	87	-76,3	-65,5
18	LCK-SERIES	ZHONGTONG	14	14	27	49	0	-44,9
19	KLQ-SERIES	HIGER	7	1	17	10	600	70
20	5291	LIAZ	1	7	16	7	-85,7	128,6
21	206	LOTOS	0	0	16	0		
22	6899	YUTONG	11	11	15	17	0	-11,8
23	4239	KAVZ	5	0	14	3		366,7
24	4202	NEMAN	3	0	14	0		
25	GRAND CRUISER	GOLDEN DRAGON	6	13	12	19	-53,8	-36,8

PAZ 3205

948 units **-1,5%**

PAZ 3204

338 units **0%**

PAZ 4234

279 units **68,1%**





BUSES

Structure of new bus sales in Russia in 3 months 2019 by Federal District

