



PRESS-RELEASE

9 APRIL 2020

AUTOMOBILE MARKET OF RUSSIA IN MARCH AND JANUARY-MARCH 2020

In March 2020, sales of new MOTOR VEHICLES in Russia, based on registration data, grew by 19.5% year-on-year to 173 816 vehicles. In the first quarter of 2020 the total sales were 414 788 vehicles*, up 14.4% year-on-year, of which:

- Passenger cars – 157 979 units in March 2020, up 22.6% YOY; 368 956 units in January-March 2020, up 16.2% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 8 188 units in March 2020, up 0.9% YOY; 22 342 units in January-March 2020, up 0.6% YOY.
- Pickups – 1 236 units in March 2020, up 23.0% YOY; 3 377 units in January-March 2020, up 12.5% YOY.
- Trucks (except N1 category) including special-purpose vehicles – 5 295 units in March 2020, down 19.0% YOY; 16 665 units in January-March 2020, down 2.8% YOY.
- Buses (except M2 category) – 1 118 units in March 2020, up 18.3% YOY; 3 448 units in January-March 2020, up 29.9% YOY.

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

COMMENT:

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

Sales of new cars grew 22.6% in March and 16.2% in the first quarter of 2020. This growth took place, first of all, because the consumers expecting a further car price hike due to a fall of the exchange rate of rouble decided to no more postpone a car purchase. In the April results, we expect a significant decline of car sales unless a decision is taken on the government's level to resume activities of dealerships.

The truck market declined in March and in the first three months of the year by 19% and 2.8% respectively. The situation on the market should get aligned, and what we note now is a temporary decline. However, the sales results in April are also questionable given idled dealerships engaged in truck sales. Should the sales resume, we could expect a growth of truck and LCV sales on the account of purchases financed from the state budget. Such vehicles are required for solution of the situation provoked by spread of the COVID-19 over the territory of Russia, namely construction of hospitals, development of infrastructure, purchase of ambulances, etc.

The bus market showed growth of sales by 18.3% in March and 29.9% in Q1 2020. The growth should continue because of the planned renewal of regional bus fleets.

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PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2020 by brand

Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
LADA	31 399	29 660	76 042	72 109	5,9	5,5
KIA	23 444	17 362	52 680	41 357	35	27,4
HYUNDAI	17 849	13 801	40 985	34 035	29,3	20,4
RENAULT	12 919	11 695	31 438	28 581	10,5	10
TOYOTA	11 129	7 554	25 147	19 400	47,3	29,6
VOLKSWAGEN	11 310	8 121	24 746	19 463	39,3	27,1
SKODA	9 078	6 548	20 022	15 430	38,6	29,8
NISSAN	7 328	5 580	17 995	15 062	31,3	19,5
BMW	4 235	3 369	10 043	8 138	25,7	23,4
MERCEDES	4 082	3 202	9 029	7 586	27,5	19
MITSUBISHI	3 798	3 437	8 681	8 664	10,5	0,2
MAZDA	3 358	2 332	7 638	6 186	44	23,5
DATSUN	1 722	1 876	4 716	4 582	-8,2	2,9
LEXUS	1 805	1 260	4 485	3 581	43,3	25,2
AUDI	1 830	1 248	4 447	2 955	46,6	50,5
CHEVROLET	1 698	2 157	4 358	5 658	-21,3	-23
HAVAL	1 476	551	4 059	1 330	167,9	205,2
GEELY	1 074	597	2 711	1 439	79,9	88,4
UAZ	1 013	998	2 607	2 740	1,5	-4,9
LAND ROVER	941	691	2 060	1 846	36,2	11,6
SUZUKI	767	519	2 058	970	47,8	112,2
VOLVO	828	637	1 859	1 566	30	18,7
SUBARU	818	514	1 758	1 518	59,1	15,8
CHERY	716	255	1 611	751	180,8	114,5
PORSCHE	637	484	1 334	898	31,6	48,6
CHANGAN	380	47	991	112	708,5	784,8
INFINITI	317	321	669	858	-1,2	-22
MINI	274	178	586	407	53,9	44
HONDA	212	197	441	591	7,6	-25,4
JEEP	192	176	418	462	9,1	-9,5
CITROEN	125	107	336	256	16,8	31,2
PEUGEOT	131	146	332	382	-10,3	-13,1
JAGUAR	174	188	331	461	-7,4	-28,2
RAVON	143	3	331	13	4666,7	2446,2
CADILLAC	147	67	327	201	119,4	62,7
FAW	129	61	297	175	111,5	69,7
GENESIS	114	96	278	270	18,8	3
FORD	75	2 158	254	5 381	-96,5	-95,3
LIFAN	67	255	196	850	-73,7	-76,9
JAC	32	29	113	72	10,3	56,9



PASSENGER CARS

DONGFENG	46	101	100	248	-54,5	-59,7
BENTLEY	22	22	64	59	0	8,5
FIAT	21	15	62	68	40	-8,8
ZOTYE	16	71	41	309	-77,5	-86,7
ROLLS ROYCE	15	12	38	22	25	72,7
DFSK	13	0	37	0		
BRILLIANCE	11	13	35	40	-15,4	-12,5
SMART	4	26	35	213	-84,6	-83,6
LAMBORGHINI	17	16	30	27	6,2	11,1
GAC	10	0	29	0		
MASERATI	10	16	21	29	-37,5	-27,6
TESLA	4	2	14	8	100	75
CHRYSLER	5	6	9	12	-16,7	-25
DODGE	4	4	8	5	0	60
FOTON	5	9	8	15	-44,4	-46,7
FERRARI	4	2	4	3	100	33,3
GAZ	1	0	4	0		
LINCOLN	3	1	3	1	200	200
ASTON MARTIN	1	0	2	2		0
DAIHATSU	1	0	2	0		
ALFA ROMEO	0	0	1	0		
BAW	0	0	0	1		-100
BYD	0	0	0	1		-100
DW HOWER	0	6	0	40	-100	-100
HAWTAI	0	6	0	22	-100	-100
MCLAREN	0	2	0	2	-100	-100
SSANGYONG	0	1	0	3	-100	-100
TOTAL	157 979	128 808	368 956	317 466	22,6	16,2
TOTAL Russian brands	32 413	30 658	78 653	74 849	5,7	5,1
TOTAL foreign brands	125 566	98 150	290 303	242 617	27,9	19,7

Sales of new passenger cars in Russia in March and 3 months 2020 by class

Class	March 2020	March 2019	3 months 2020	3 months 2019	Market share March 2020, %	Market share 3 months 2020,%	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
A	235	408	602	1 136	0,2	0,2	-42,4	-47,0
B	28 068	24 486	67 176	57 710	17,8	18,2	14,6	16,4
B+	14 711	12 907	36 695	32 095	9,3	10,0	14,0	14,3
C	17 718	17 969	41 952	42 537	11,2	11,4	-1,4	-1,4
D	4 502	4 482	9 830	10 431	2,9	2,7	0,5	-5,8
E	4 931	4 724	12 043	11 522	3,1	3,3	4,4	4,5
F+S	786	856	1 735	1 834	0,5	0,5	-8,2	-5,4
Minivan	3 899	3 818	9 497	9 697	2,5	2,6	2,1	-2,1
SUV	83 129	59 156	189 425	150 500	52,6	51,3	40,5	25,9
Not identified		2	1	4			-100	-75,0
TOTAL	157 979	128 808	368 956	317 466	100,0	100,0	22,7	16,2



PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in March and 3 months 2020

Rank	Model	Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
1	VESTA	LADA	10 745	11 056	25 771	24 974	-2,8	3,2
2	GRANTA	LADA	10 016	8 812	25 125	22 245	13,7%	12,9%
3	RIO	KIA	9 654	7 973	22 870	18 168	21,1	25,9
4	CRETA	HYUNDAI	8 091	5 542	18 637	13 841	46	34,7
5	POLO	VOLKSWAGEN	5 795	4 015	13 113	9 859	44,3	33
6	SOLARIS	HYUNDAI	4 882	4 848	12 025	11 546	0,7	4,1
7	RAV4	TOYOTA	5 191	2 429	11 396	6 029	113,7	89
8	TIGUAN	VOLKSWAGEN	4 400	3 018	9 330	6 870	45,8	35,8
9	LARGUS	LADA	3 722	3 683	9 099	9 355	1,1	-2,7
10	QASHQAI	NISSAN	3 197	1 825	7 602	4 611	75,2	64,9
11	LOGAN	RENAULT	2 808	3 036	7 382	7 242	-7,5	1,9
12	SPORTAGE	KIA	2 889	2 184	7 293	5 870	32,3	24,2
13	DUSTER	RENAULT	2 991	3 279	7 207	8 545	-8,8	-15,7
14	CAMRY	TOYOTA	2 825	2 743	6 988	6 935	3	0,8
15	SANDERO	RENAULT	2 977	2 597	6 666	6 119	14,6	8,9
16	RAPID	SKODA	2 502	2 785	6 629	6 454	-10,2	2,7
17	X-TRAIL	NISSAN	2 527	1 787	6 386	4 665	41,4	36,9
18	CX-5	MAZDA	2 525	1 521	5 692	4 185	66	36
19	KODIAQ	SKODA	2 440	1 847	5 677	4 150	32,1	36,8
20	OCTAVIA	SKODA	2 528	1 804	5 627	4 503	40,1	25
21	OUTLANDER	MITSUBISHI	2 365	1 895	5 389	4 598	24,8	17,2
22	KAPTUR	RENAULT	2 265	2 755	5 323	6 547	-17,8	-18,7
23	XRAY	LADA	2 297	2 201	5 276	5 768	4,4	-8,5
24	2121	LADA 4x4	2 172	2 211	5 187	5 546	-1,8	-6,5
25	TUCSON	HYUNDAI	2 187	1 745	4 924	4 669	25,3	5,5





PASSENGER CARS

Sales of new electric cars in Russia in March and 3 months 2020 by brand

Brand / electric cars	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
JAGUAR	8	12	18	37	-33,3	-51,4
I-PACE	8	12	18	37	-33,3	-51,4
NISSAN	1	2	3	7	-50	-57,1
LEAF	1	2	3	7	-50	-57,1
RENAULT	2	0	2	1		100
TWIZY	2	0	2	1		100
TESLA	4	2	14	8	100	75
3	2	0	7	0		
S	0	1	1	2	-100	-50
X	2	1	6	6	100	0
TOTAL	15	16	37	53	-6,3	-30,2
TOTAL Russian brands						
TOTAL foreign brands	15	16	37	53	-6,3	-30,2

JAGUAR I-PACE

18 units **-51,4%**

TESLA 3
7 units **%**



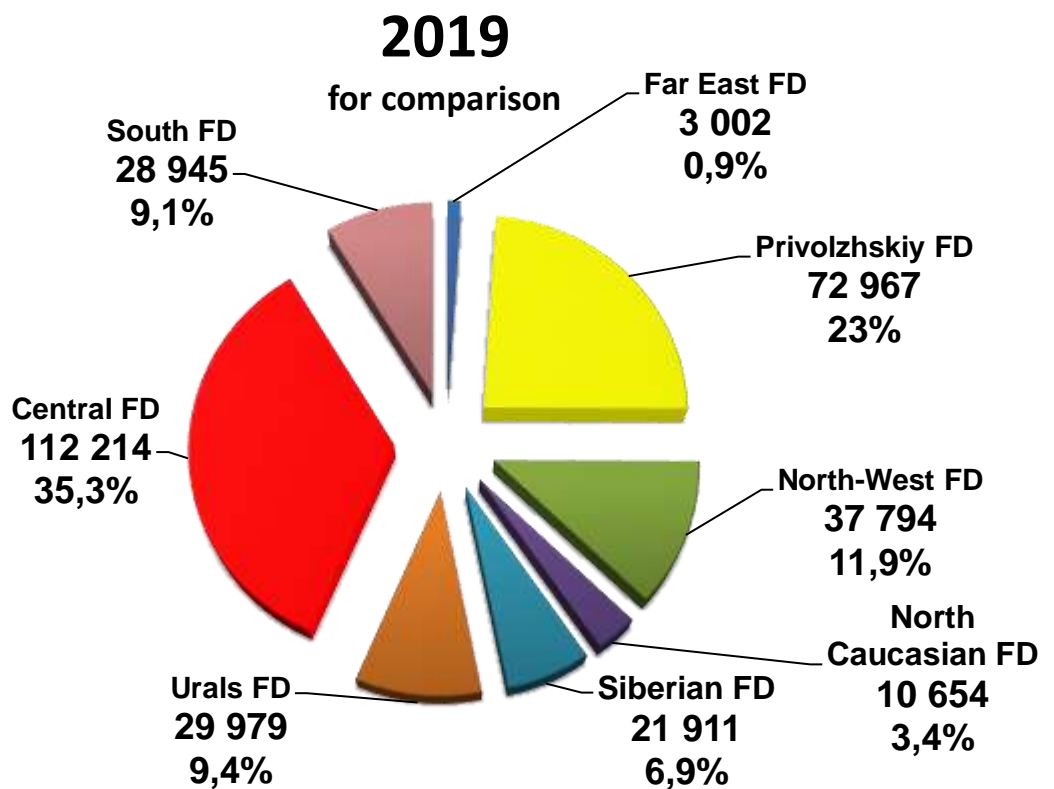
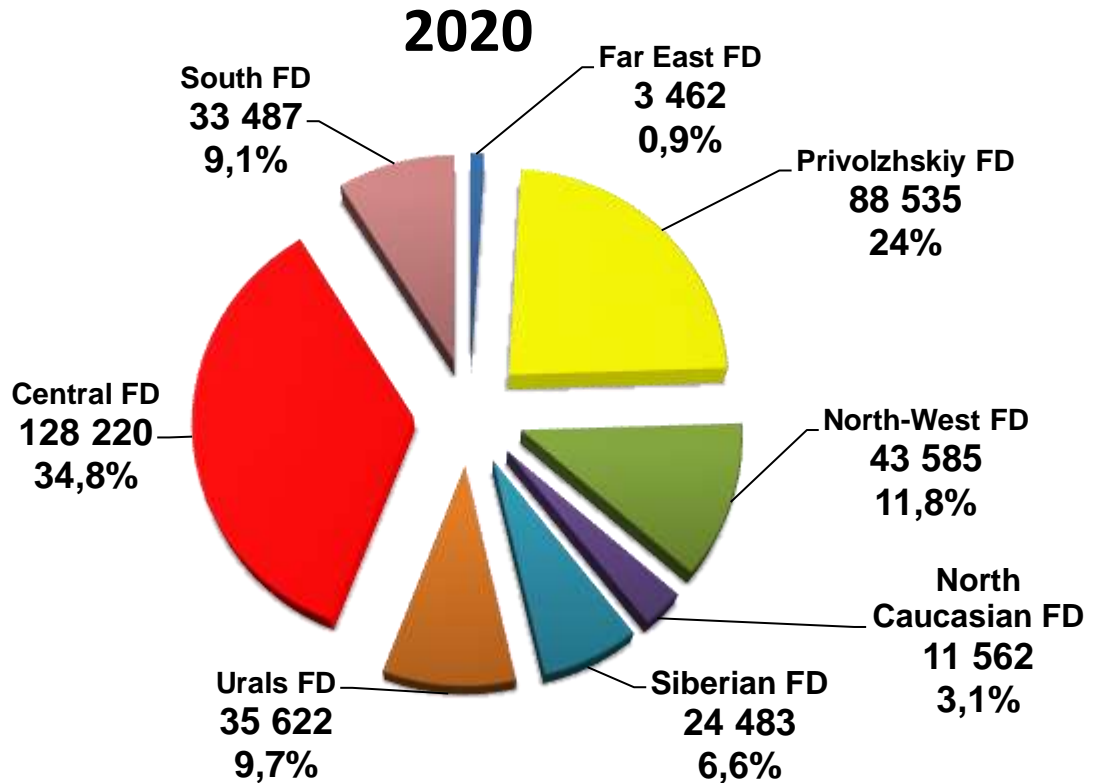
TESLA X
6 units **0%**





PASSENGER CARS

Structure of new car sales in Russia
in 3 months 2020 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 2020 by brand

Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
GAZ	3 551	3 798	10 411	10 477	-6,5	-0,6
UAZ	859	1 222	2 897	3 702	-29,7	-21,7
FORD	928	1 021	2 379	2 565	-9,1	-7,3
LADA	756	432	1 642	1 200	75	36,8
VOLKSWAGEN	639	523	1 422	1 356	22,2	4,9
CITROEN	309	169	807	380	82,8	112,4
MERCEDES	365	343	755	903	6,4	-16,4
HYUNDAI	266	113	640	338	135,4	89,3
PEUGEOT	245	222	603	570	10,4	5,8
RENAULT	122	156	403	344	-21,8	17,2
FIAT	63	46	150	129	37	16,3
IVECO	32	56	113	208	-42,9	-45,7
TOYOTA	28	0	60	2		2900
KIA	12	8	32	18	50	77,8
OPEL	12	0	25	0		
HONDA	0	1	1	1	-100	0
NISSAN	1	2	1	2	-50	-50
YUEJIN	0	0	1	1		0
BAW	0	1	0	1	-100	-100
DAIHATSU	0	0	0	2		-100
DONGFENG	0	1	0	2	-100	-100
MITSUBISHI	0	0	0	1		-100
SUZUKI	0	1	0	1	-100	-100
TAGAZ	0	0	0	2		-100
TOTAL	8 188	8 115	22 342	22 205	0,9	0,6
TOTAL Russian brands	5 166	5 452	14 950	15 381	-5,2	-2,8
TOTAL foreign brands	3 022	2 663	7 392	6 824	13,5	8,3



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 2020

Rank	Model	Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
1	GAZelle NEXT	GAZ	1 968	2 027	5 769	5 565	-2,9	3,7
2	TRANSIT	FORD	907	1 002	2 321	2 525	-9,5	-8,1
3	3302 GAZelle	GAZ	836	994	2 195	2 245	-15,9	-2,2
4	3909	UAZ	493	545	1 685	1 668	-9,5	1
5	LARGUS FURGON	LADA	756	432	1 642	1 200	75	36,8
6	CARAVELLE	VOLKSWAGEN	399	196	836	491	103,6	70,3
7	2752 SOBOL	GAZ	288	268	814	728	7,5	11,8
8	3221 GAZelle	GAZ	182	225	621	1 001	-19,1	-38
9	H 1 H 100 STAREX	HYUNDAI	218	93	535	287	134,4	86,4
10	2206	UAZ	167	200	506	483	-16,5	4,8
11	V-CLASS	MERCEDES	244	152	457	336	60,5	36
12	2705 GAZelle	GAZ	106	98	436	392	8,2	11,2
13	2217 SOBOL	GAZ	92	109	360	404	-15,6	-10,9
14	JUMPER	CITROEN	145	94	348	208	54,3	67,3
15	TRAVELLER	VOLKSWAGEN	135	102	330	269	32,4	22,7
16	CADDY	VOLKSWAGEN	134	122	330	328	9,8	0,6
17	DOKKER	RENAULT	93	136	316	320	-31,6	-1,2
18	3741	UAZ	95	149	244	443	-36,2	-44,9
19	JUMPY	CITROEN	71	0	233	0		
20	SPACE TOURER	CITROEN	92	66	224	147	39,4	52,4
21	SPRINTER	MERCEDES	89	111	224	373	-19,8	-39,9
22	2310 SOBOL	GAZ	79	77	216	142	2,6	52,1
23	3962	UAZ	26	64	190	332	-59,4	-42,8
24	BOXER	PEUGEOT	60	61	186	147	-1,6	26,5
25	CRAFTER	VOLKSWAGEN	72	51	169	141	41,2	19,9

FORD TRANSIT

2 321 units **-8,1%**



GAZelle NEXT

5 769 units **3,7%**



3302 GAZelle

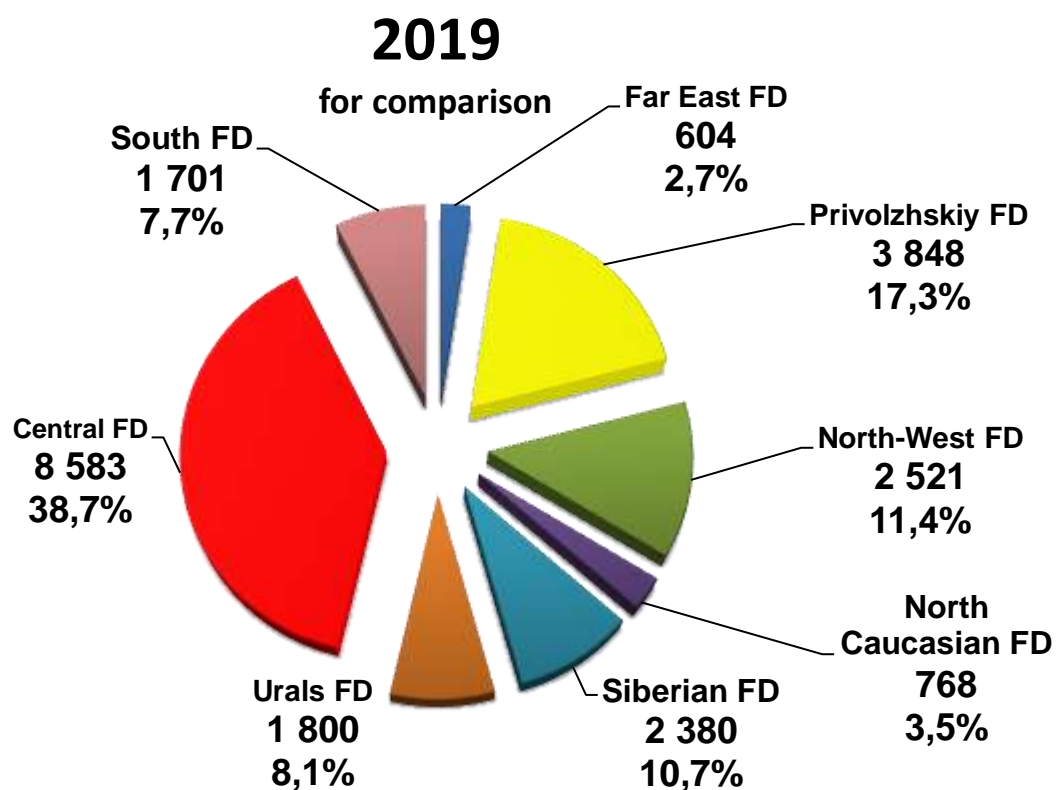
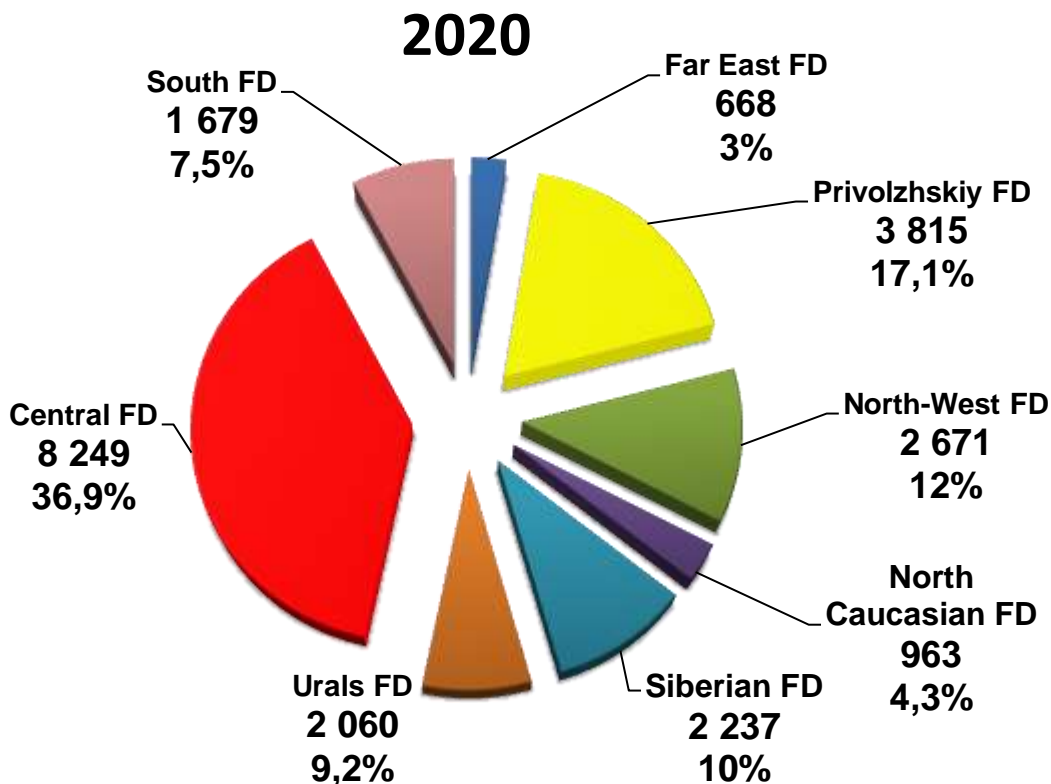
2 195 units **-2,2%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 3 months 2020 by Federal District





PICKUPS

Sales of new pickups in Russia in March and 3 months 2020 by brand

Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
UAZ	423	368	1 204	1 218	14,9	-1,1
MITSUBISHI	245	154	687	486	59,1	41,4
TOYOTA	237	228	627	603	3,9	4
LADA	128	128	346	376	0	-8
VOLKSWAGEN	84	52	184	132	61,5	39,4
MERCEDES	58	20	149	51	190	192,2
ISUZU	25	18	66	44	38,9	50
FIAT	11	21	37	49	-47,6	-24,5
DODGE	9	9	31	23	0	34,8
JAC	11	0	30	0		
FORD	5	4	12	7	25	71,4
GONOW	0	2	3	7	-100	-57,1
GMC	0	0	1	0		
FOTON	0	1	0	7	-100	-100
TOTAL	1 236	1 005	3 377	3 003	23	12,5
TOTAL Russian brands	551	496	1 550	1 594	11,1	-2,8
TOTAL foreign brands	685	509	1 827	1 409	34,6	29,7



PICKUPS

Top 15 model ranking of new pickup sales in Russia in March and 3 months 2020

Rank	Model	Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
1	2363 PICKUP	UAZ	187	368	791	1 218	-49,2	-35,1
2	L 200	MITSUBISHI	245	154	687	486	59,1	41,4
3	HILUX	TOYOTA	229	224	616	595	2,2	3,5
4	2349 WIS	LADA	108	117	289	313	-7,7	-7,7
5	2363 PROFI	UAZ	180	0	282	0		
6	AMAROK	VOLKSWAGEN	84	52	184	132	61,5	39,4
7	X-CLASS	MERCEDES	58	20	149	51	190	192,2
8	2360 PROFI	UAZ	56	0	131	0		
9	D-MAX	ISUZU	25	18	66	44	38,9	50
10	2346 WIS	LADA	8	10	41	51	-20	-19,6
11	FULLBACK	FIAT	11	21	37	49	-47,6	-24,5
12	PICKUP	RAM	9	9	31	23	0	34,8
13	T6	JAC	11	0	30	0		
14	F-SERIES	FORD	5	4	12	7	25	71,4
15	2345 WIS	LADA	10	0	10	0		

UAZ 2363 PICKUP

791 units **-35,1%**

MITSUBISHI L200

687 units **41,4%**

TOYOTA HILUX

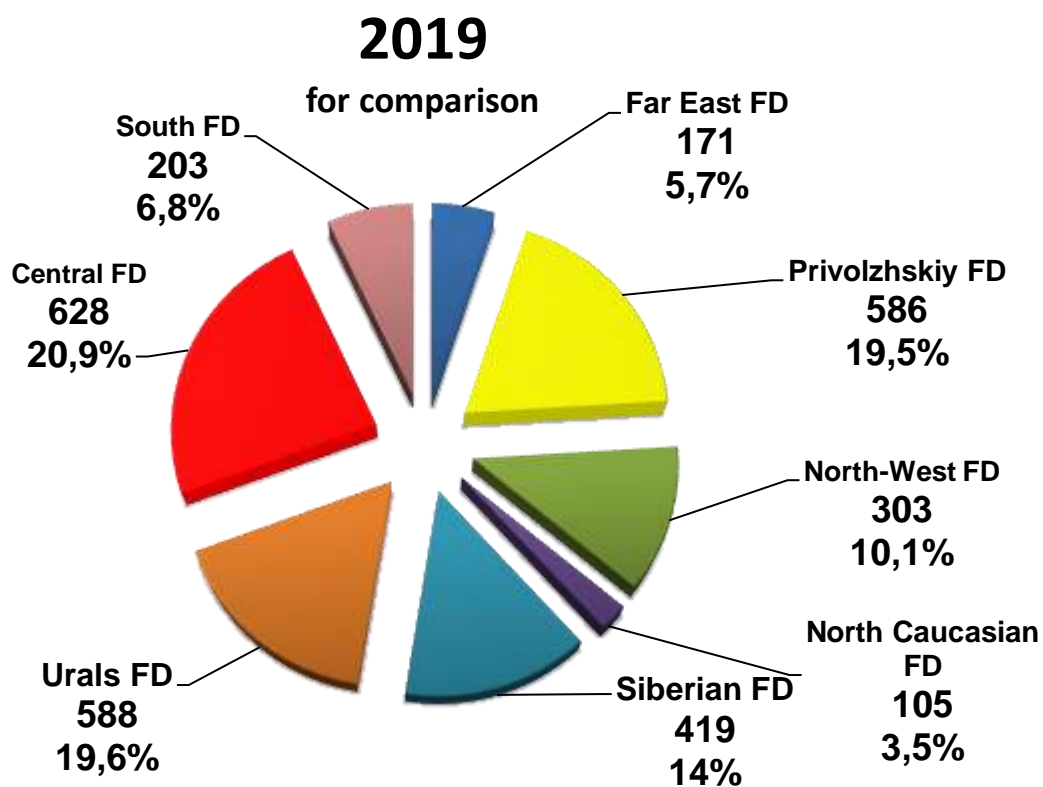
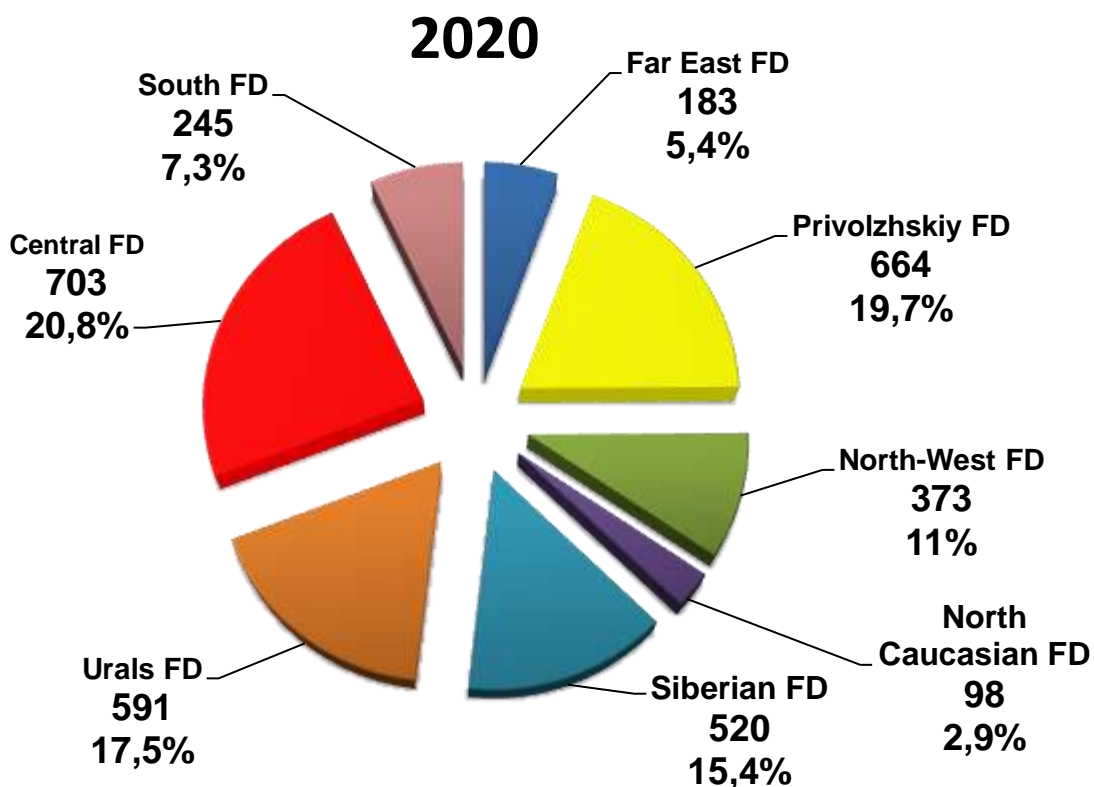
616 units **3,5%**





PICKUPS

Structure of sales of new pickups in Russia in 3 months 2020 by Federal District





TRUCKS

Sales of new trucks in Russia in March and 3 months 2020 by brand, inclusive of special-purpose vehicles

Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
KAMAZ	1 882	2 508	5 841	6 783	-25	-13,9
GAZ	628	841	1 887	2 040	-25,3	-7,5
VOLVO	370	556	1 230	1 220	-33,5	0,8
MAN	274	355	985	884	-22,8	11,4
URAL	287	212	903	678	35,4	33,2
SCANIA	319	384	896	1 213	-16,9	-26,1
MERCEDES	246	308	860	778	-20,1	10,5
ISUZU	221	265	750	631	-16,6	18,9
MAZ	219	218	551	629	0,5	-12,4
DAF	168	194	511	418	-13,4	22,2
SHAANXI	101	60	401	206	68,3	94,7
HYUNDAI	99	121	249	300	-18,2	-17
RENAULT	49	97	243	204	-49,5	19,1
HINO	79	79	190	220	0	-13,6
MAZ MAN	43	57	164	213	-24,6	-23
FORD	12	3	133	20	300	565
IVECO	43	24	132	93	79,2	41,9
JAC	48	25	129	88	92	46,6
FAW	58	43	122	83	34,9	47
FUSO	41	55	113	125	-25,5	-9,6
HOWO	37	44	111	70	-15,9	58,6
IVECO AMT	15	20	68	78	-25	-12,8
FOTON	17	16	59	58	6,2	1,7
XU GONG	10	2	35	14	400	150
SANY	5	2	28	6	150	366,7
DAEWOO	6	8	21	17	-25	23,5
NEFAZ	8	5	20	10	60	100
ZOOMLION	1	1	8	2	0	300
LIEBHERR	1	0	5	4		25
TATRA	2	0	5	7		-28,6
C&C	0	0	3	4		-25
ZIL	0	8	3	12	-100	-75
DAYUN	1	0	2	1		100
GROVE	2	0	2	2		0
LIAZ	2	0	2	0		
NISSAN	0	0	1	1		0
TONAR	0	19	1	19	-100	-94,7
YUEJIN	1	0	1	0		
DONGFENG	0	7	0	9	-100	-100
TATA	0	0	0	1		-100
TEREX-DEMAG	0	0	0	2		-100
TOTAL	5 295	6 537	16 665	17 143	-19	-2,8
TOTAL Russian brands	2 807	3 574	8 656	9 523	-21,5	-9,1
TOTAL foreign brands	2 488	2 963	8 009	7 620	-16,0	5,1



TRUCKS

Sales of new trucks in Russia in March and 3 months 2020 by type

Type	March 2020	March 2019	3 months 2020	3 months 2019	Market share March 2020, %	Market share March 2019, %	Market share 3 months 2020, %	Market share 3 months 2019, %
Truck-tractor	1 516	2 378	5 061	5 917	28,6	36,4	30,4	34,5
Dump truck	915	1 197	2 797	3 128	17,3	18,3	16,8	18,3
Other special equipment	951	741	2 764	2 245	18,0	11,3	16,6	13,1
Drop-side flat bed	392	552	1 261	1 404	7,4	8,4	7,6	8,2
Other truck types	591	590	1 959	1 755	11,2	9,0	11,8	10,2
Van	265	386	894	953	5,0	5,9	5,4	5,6
Refrigerator	158	182	438	483	3,0	2,8	2,6	2,8
Autocrane	210	188	568	460	4,0	2,9	3,4	2,7
Tanker	194	182	654	521	3,7	2,8	3,9	3,0
Refueler	43	60	112	122	0,8	0,9	0,7	0,7
Mobile repair shop	58	73	127	143	1,1	1,1	0,8	0,8
Autoloader	1	4	5	4	0,0	0,1	0,0	0,0
Ambulance	0	2	22	4	0,0	0,0	0,1	0,0
Miscellaneous	1	2	3	4	0,0	0,0	0,0	0,0
TOTAL	5 295	6 537	16 665	17 143	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in March and 3 months 2020

Rank	Model	Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
1	43118 6X6	KAMAZ	649	645	1 862	1 706	0,6	9,1
2	GAZON NEXT	GAZ	397	587	1 242	1 344	-32,4	-7,6
3	65115 6X4	KAMAZ	327	457	1 019	1 261	-28,4	-19,2
4	ACTROS	MERCEDES	238	307	829	757	-22,5	9,5
5	5490 4X2	KAMAZ	282	522	685	1 322	-46	-48,2
6	SERIES FH 4X2	VOLVO	194	227	639	548	-14,5	16,6
7	6520 6X4	KAMAZ	160	332	597	914	-51,8	-34,7
8	4320 6X6	URAL	161	129	545	382	24,8	42,7
9	XF 105 FT 4X2	DAF	150	173	451	370	-13,3	21,9
10	TGX 18.XXX 4X2	MAN	105	215	336	424	-51,2	-20,8
11	3307	GAZ	123	144	322	358	-14,6	-10,1
12	43253 4X2	KAMAZ	61	94	285	247	-35,1	15,4
13	NPR	ISUZU	68	86	279	224	-20,9	24,6
14	NQR	ISUZU	85	104	270	234	-18,3	15,4
15	53605 4X2	KAMAZ	69	70	254	213	-1,4	19,2
16	SX 325 6X4	SHAANXI	49	46	221	130	6,5	70
17	5557 6X6	URAL	70	42	213	164	66,7	29,9
18	T-SERIES	RENAULT	32	56	207	94	-42,9	120,2
19	5350 6X6 MUSTANG	KAMAZ	70	68	197	189	2,9	4,2
20	MIGHTY	HYUNDAI	69	101	186	252	-31,7	-26,2
21	4350 4X4 MUSTANG	KAMAZ	32	22	185	56	45,5	230,4
22	3308 SADKO	GAZ	47	51	182	166	-7,8	9,6
23	SERIES G 4X2	SCANIA	49	72	175	265	-31,9	-34
24	6312 6X4	MAZ-MAN	43	53	164	187	-18,9	-12,3
25	SX 331 8X4	SHAANXI	50	12	162	69	316,7	134,8

KAMAZ 43118 6X6

1 862 units **9,1%**

GAZ GAZON NEXT

1 242 units **-7,6%**

KAMAZ 65115 6X4

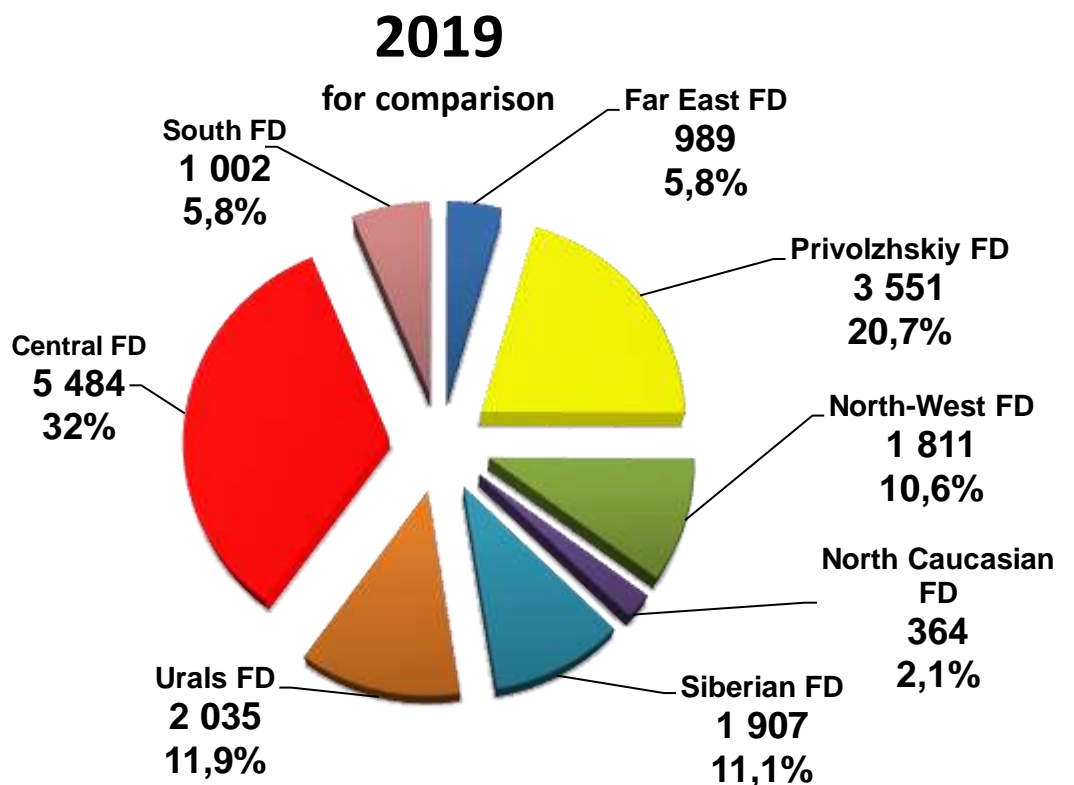
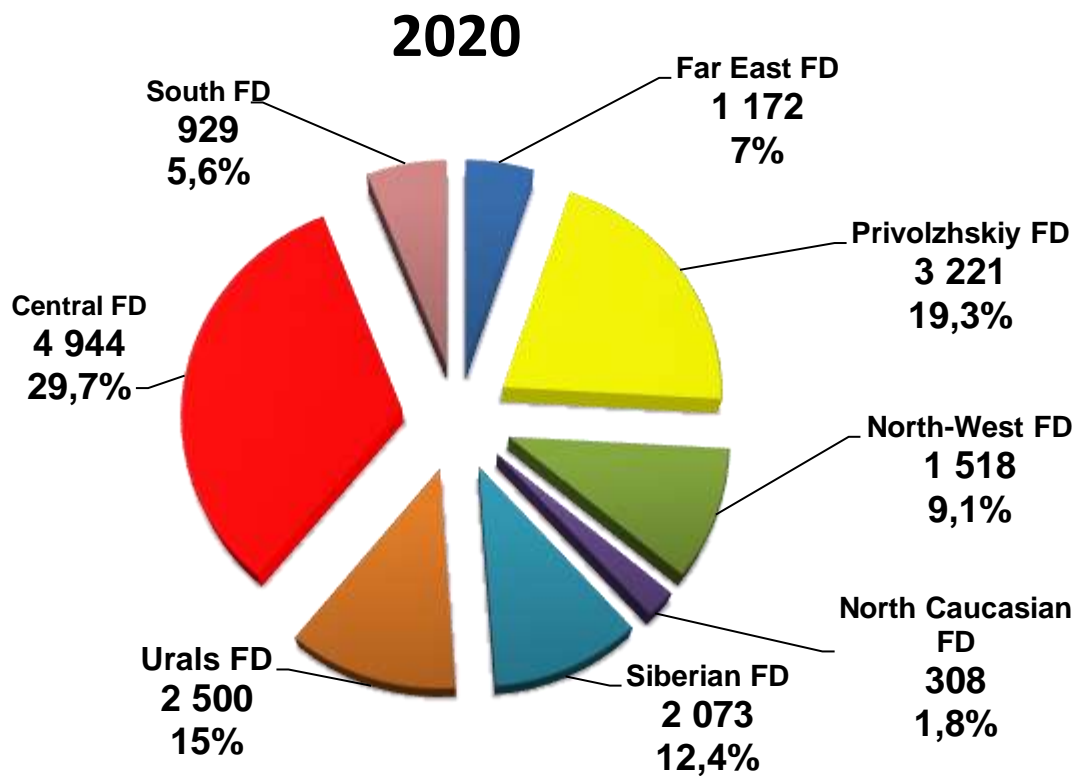
1 019 units **-19,2%**





TRUCKS

Structure of sales of new truck in Russia in 3 months 2020 by Federal District





BUSES

Sales of new buses in Russia in March and 3 months 2020 by brand

Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
PAZ	612	669	1 670	1 726	-8,5	-3,2
LIAZ	137	39	752	172	251,3	337,2
NEFAZ	184	74	371	233	148,6	59,2
YUTONG	41	26	106	46	57,7	130,4
MAZ	27	32	86	124	-15,6	-30,6
KAVZ	19	24	82	76	-20,8	7,9
URAL	16	10	65	46	60	41,3
SIMAZ	10	14	62	33	-28,6	87,9
GOLDEN DRAGON	0	7	53	23	-100	130,4
VOLZHANIN	16	16	50	75	0	-33,3
HIGER	15	8	44	23	87,5	91,3
NEMAN	12	3	26	14	300	85,7
IRISBUS	21	0	22	0		
KING LONG (KLM)	2	7	22	12	-71,4	83,3
ZHONGTONG	1	14	13	27	-92,9	-51,9
MAN	4	0	9	0		
LOTOS	0	0	5	17		-70,6
ANKAI	0	0	3	0		
MERCEDES	0	0	3	0		
SCANIA	1	2	3	4	-50	-25
VITOVIT	0	0	1	0		
HUAXIA	0	0	0	2		-100
HYUNDAI	0	0	0	2		-100
TOTAL	1 118	945	3 448	2 655	18,3	29,9
TOTAL Russian brands	994	846	3 057	2 378	17,5	28,6
TOTAL foreign brands	124	99	391	277	25,3	41,2



BUSES

Top 25 model ranking of new bus sales in Russia in March and 3 months 2020

Rank	Model	Brand	March 2020	March 2019	3 months 2020	3 months 2019	Change March 2020 vs 2019, %	Change 3 months 2020 vs 2019, %
1	3205	PAZ	335	343	904	948	-2,3	-4,6
2	3204	PAZ	175	153	424	338	14,4	25,4
3	4292	LIAZ	90	0	344	50		588
4	5299, 5297 4X2	NEFAZ, KAMAZ	179	60	342	179	198,3	91,1
5	5292	LIAZ	28	35	335	90	-20	272,2
6	4234	PAZ	68	96	240	279	-29,2	-14
7	3206	PAZ	27	35	80	103	-22,9	-22,3
8	4238	KAVZ	17	17	68	56	0	21,4
9	6119	YUTONG	37	14	67	30	164,3	123,3
10	3255 4320 6X6	URAL	16	10	65	46	60	41,3
11	2258	SIMAZ	10	14	62	33	-28,6	87,9
12	XML	GOLDEN DRAGON	0	1	38	11	-100	245,5
13	103	MAZ	13	29	34	43	-55,2	-20,9
14	KLQ-SERIES	HIGER	12	7	30	17	71,4	76,5
15	4202	NEMAN	12	3	26	14	300	85,7
16	5285 4X2	VOLZHANIN, SCANIA	3	0	26	0		
17	4208, 4310 6X6	NEFAZ, KAMAZ	5	10	24	44	-50	-45,5
18	CROSSWAY	IRISBUS	21	0	22	0		
19	3203	PAZ	7	42	22	58	-83,3	-62,1
20	6213	LIAZ	9	3	21	9	200	133,3
21	52701	VOLZHANIN	13	16	21	75	-18,8	-72
22	5256	LIAZ	7	0	20	6		233,3
23	206 - 226	MAZ	1	3	20	77	-66,7	-74
24	BUS	YUTONG	0	0	19	0		
25	5293	LIAZ	1	0	18	1		1700

PAZ 3205

904 units **-4,6%**

PAZ 3204
424 units **25,4%**



LIAZ 4292
344 units **588%**





BUSES

Structure of new bus sales in Russia in 3 months 2020 by Federal District

