



PRESS-RELEASE

16 NOVEMBER 2022

AUTOMOBILE MARKET OF RUSSIA IN OCTOBER AND JANUARY-OCTOBER 2022 TRUCKS AND BUSES

In October and January-October 2022, sales of new trucks and buses in Russia showed the following results*:

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 7 183 units in October 2022, down 21.6% YOY; 65 753 units in January-October 2022, down 18.9% YOY.
- Buses and coaches (except minibuses, M2 category) – 680 units in October 2022, down 45.1% YOY; 10 055 units in January-October 2022, down 8.8% 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 21.6% in October 2022, while decline in January-October 2022 was down 18.9%. We forecast a decline of the truck market in the current year by not more than 20% YOY.

We have also noted decline of bus sales in October 2022, when the sales fell by 45.1%, while the result of the first ten months of the year showed bus sales decline by 8.8%. By our assessment, the annual result of bus sales in 2022 will be a decrease by 10% at the most, as this market is less exposed to challenges caused by shortage of foreign components.

These annual forecasts are achievable provided that the Government of Russia implements proposals submitted by ASM Holding and other companies aimed to stabilize work of the Russian auto industry in conditions of the unprecedented foreign sanctions.

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Developed by specialists of

AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in October and 10 months 2022 by brand, inclusive of special-purpose vehicles

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
KAMAZ	2 566	3 100	25 862	29 197	-17,2	-11,4
SHAANXI	898	423	6 895	2 184	112,3	215,7
GAZ	392	778	4 475	8 376	-49,6	-46,6
URAL	294	363	3 989	3 599	-19,0	10,8
FAW	641	165	2 885	1 446	288,5	99,5
HOWO	198	231	2 720	1 354	-14,3	100,9
MAZ	270	371	2 662	3 768	-27,2	-29,4
JAC	250	108	1 897	815	131,5	132,8
ISUZU	92	353	1 584	2 783	-73,9	-43,1
SITRAK	736	0	1 548	0		
VOLVO	43	686	1 537	4 362	-93,7	-64,8
SCANIA	21	619	1 171	6 266	-96,6	-81,3
HINO	44	192	1 070	1 371	-77,1	-22,0
MERCEDES	21	408	1 030	3 866	-94,9	-73,4
MAN	71	407	905	4 222	-82,6	-78,6
HYUNDAI	72	100	900	1 033	-28,0	-12,9
MAZ MAN	53	117	744	1 083	-54,7	-31,3
HONGYAN	102	36	508	209	183,3	143,1
FUSO	14	84	503	610	-83,3	-17,5
DAF	61	208	477	1 581	-70,7	-69,8
DAEWOO	103	34	456	183	202,9	149,2
XU GONG	95	26	386	191	265,4	102,1
IVECO	17	54	346	473	-68,5	-26,8
ZOOMLION	64	17	284	94	276,5	202,1
RENAULT	6	101	253	738	-94,1	-65,7
IVECO AMT	1	68	222	366	-98,5	-39,3
FORD	10	71	191	434	-85,9	-56,0
FOTON	33	3	56	120	1 000,0	-53,3
DAYUN	7	2	51	10	250,0	410,0
SANY	0	8	43	65	-100,0	-33,8
TATRA	1	24	28	48	-95,8	-41,7
LIEBHERR	0	5	13	29	-100,0	-55,2
ZIL	0	0	12	69		-82,6
AMUR	0	0	11	2		450,0
DONGFENG	4	0	11	0		
NEFAZ	0	3	6	62	-100,0	-90,3
ASHOK LEYLAND	0	0	5	0		
BURAN	3	0	4	0		
TEREX-DEMAG	0	0	4	3		33,3
AN VR	0	0	2	0		
C&C	0	0	2	14		-85,7



TRUCKS

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
GROVE	0	1	1	7	-100,0	-85,7
KIA	0	0	1	0		
KOLUMAN	0	0	1	1		0,0
MZKT	0	0	1	2		-50,0
TADANO	0	0	1	1		0,0
BAW	0	0	0	1		-100,0
GOUPIL	0	0	0	2		-100,0
INTERNATIONAL	0	1	0	1	-100,0	-100,0
KRAZ	0	0	0	2		-100,0
LANDWIND JIANGLING - JMC	0	0	0	4		-100,0
RUSTRAK	0	0	0	3		-100,0
TOTAL	7 183	9 167	65 753	81 050	-21,6	-18,9
TOTAL Russian brands	3 252	4 244	34 355	41 308	-23,4	-16,8
TOTAL foreign brands	3 931	4 923	31 398	39 742	-20,2	-21,0

Sales of new trucks in Russia in October and 10 months 2022 by type

Type	September 2022	October 2021	10 months 2022	10 months 2021	Market share October 2022, %	Market share October 2021, %	Market share 10 months 2022, %	Market share 10 months 2021, %
Other special equipment	3 239	3 430	31 563	30 784	45,1	37,4	48,0	38,0
Truck-tractor	1 027	1 900	8 944	18 735	14,3	20,7	13,6	23,1
Dump truck	1 157	1 216	10 927	9 763	16,1	13,3	16,6	12,1
Other truck types	620	1 206	4 415	9 044	8,6	13,2	6,7	11,2
Drop-side flat bed	511	652	4 154	5 828	7,1	7,1	6,3	7,2
Van	136	275	1 635	2 724	1,9	3,0	2,5	3,4
Refrigerator	179	251	1 560	1 596	2,5	2,7	2,4	2,0
Autocrane	180	108	1 260	1 134	2,5	1,2	1,9	1,4
Tanker	80	77	851	937	1,1	0,8	1,3	1,2
Refueler	11	13	162	188	0,2	0,1	0,3	0,2
Mobile repair shop	25	16	160	185	0,4	0,2	0,2	0,2
Autoloader	1	1	7	10	0,0	0,0	0,0	0,0
Miscellaneous	17	22	115	122	0,2	0,2	0,2	0,2
TOTAL	7 183	9 167	65 753	81 050	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in October and 10 months 2022

Rank	Model	Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
1	43118 6X6	KAMAZ	842	656	7 047	6 607	28,4	6,7
2	65115 6X4	KAMAZ	640	676	6 253	5 893	-5,3	6,1
3	GAZON NEXT	GAZ	329	614	3 474	6 698	-46,4	-48,1
4	SX 331 8X4	SHAANXI	347	295	3 430	1 161	17,6	195,4
5	5490 4X2	KAMAZ	212	680	3 429	6 432	-68,8	-46,7
6	6520 6X4	KAMAZ	307	320	3 063	3 586	-4,1	-14,6
7	SX 325 6X4	SHAANXI	309	128	2 439	1 011	141,4	141,2
8	4320 6X6	URAL	203	181	2 340	1 957	12,2	19,6
9	J6 6X4	FAW	640	156	2 321	502	310,3	362,4
10	5557 6X6	URAL	53	120	953	941	-55,8	1,3
11	SX 425 6X4	SHAANXI	218	0	928	11		8 336,4
12	6501 6X4	MAZ	74	95	877	1 229	-22,1	-28,6
13	MIGHTY	HYUNDAI	65	97	851	946	-33,0	-10,0
14	ACTROS	MERCEDES	20	362	836	3 356	-94,5	-75,1
15	C7H 4X2	SITRAK	395	0	780	0		
16	53605 4X2	KAMAZ	73	55	769	656	32,7	17,2
17	4308 4X2	KAMAZ	148	49	756	596	202,0	26,8
18	SERIES FH 4X2	VOLVO	12	413	747	2 541	-97,1	-70,6
19	HFC-SERIES	JAC	143	91	721	548	57,1	31,6
20	6312 6X4	MAZ-MAN	49	102	715	1 012	-52,0	-29,3
21	43253 4X2	KAMAZ	14	104	681	946	-86,5	-28,0
22	N350 6X4	JAC	36	0	638	0		
23	ZZ 3327	HOWO	22	95	581	447	-76,8	30,0
24	ZZ 3407	HOWO	33	33	573	433	0,0	32,3
25	C7H 6X4	SITRAK	255	0	570	0		

10 months 2022

KAMAZ 43118 6X6

7 047 units 6,7%

KAMAZ 65115 6X4

6 253 units 6,1%



GAZ GAZON NEXT

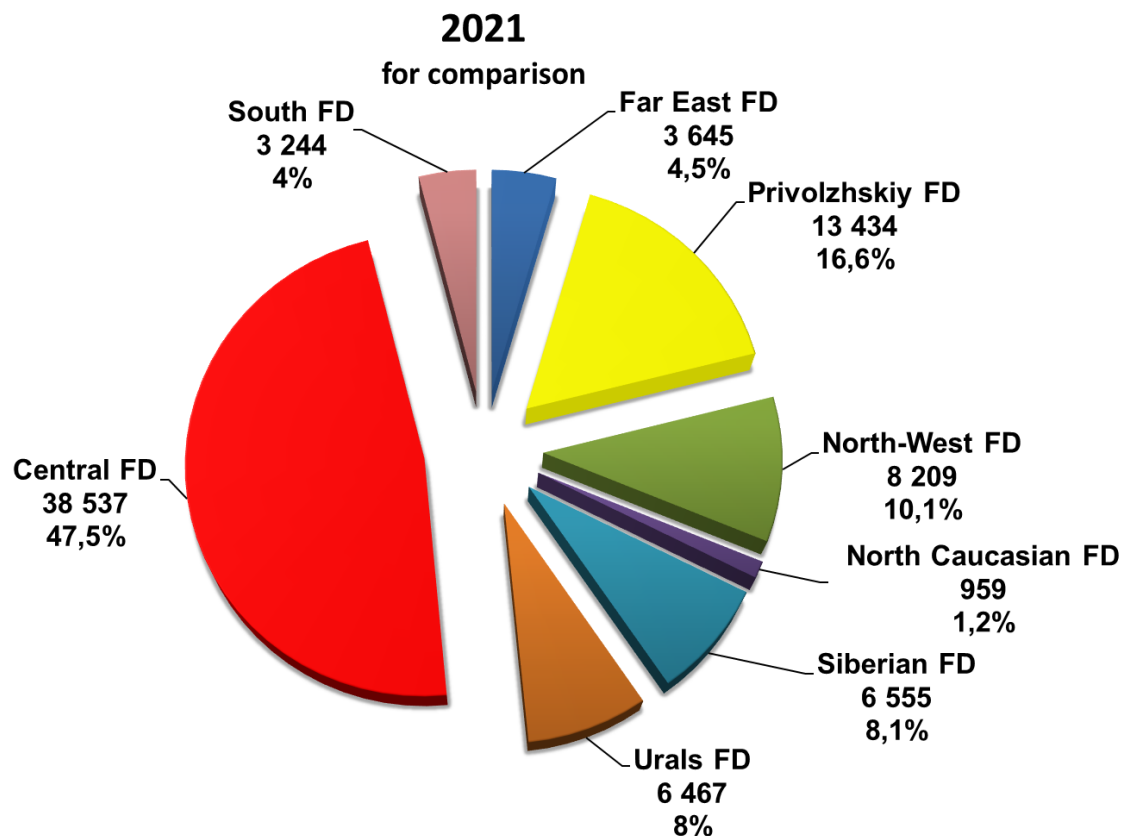
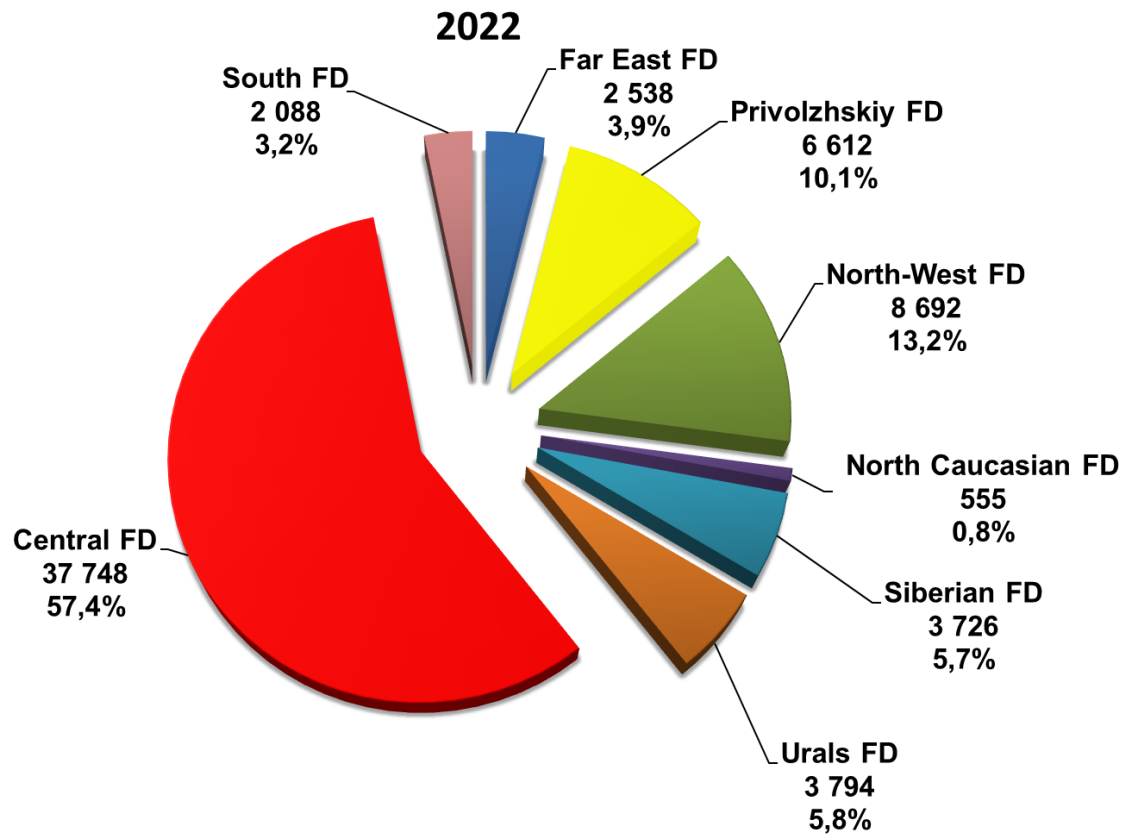
3 474 units -48,1%





TRUCKS

Structure of sales of new truck in Russia in 10 months 2022 by Federal District





BUSES

Sales of new buses in Russia in October and 10 months 2022 by brand

Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
PAZ	252	622	3 933	5 361	-59,5	-26,6
NEFAZ	83	163	1 246	2 087	-49,1	-40,3
MAZ	3	33	942	387	-90,9	143,4
LIAZ	58	146	888	1 536	-60,3	-42,2
VOLZHANIN	79	58	844	234	36,2	260,7
YUTONG	89	59	575	242	50,8	137,6
URAL	20	14	475	344	42,9	38,1
KAVZ	22	35	356	177	-37,1	101,1
HIGER	38	19	219	129	100,0	69,8
LOTOS	5	0	148	32		362,5
SIMAZ	1	16	136	63	-93,8	115,9
KING LONG (KLM)	10	7	88	30	42,9	193,3
KAMAZ	1	30	79	135	-96,7	-41,5
ZHONGTONG	12	4	73	33	200,0	121,2
MAN	2	1	17	17	100,0	0,0
JAC	3	0	14	0		
NEMAN	0	10	4	110	-100,0	-96,4
SCANIA	0	0	4	10		-60,0
FOTON	1	1	3	1	0,0	200,0
HYUNDAI	0	0	3	6		-50,0
ANKAI	0	2	2	12	-100,0	-83,3
IRISBUS	0	19	2	77	-100,0	-97,4
SETRA	0	0	2	0		
SAZ	1	0	1	0		
TOYOTA	0	0	1	0		
GOLDEN DRAGON	0	0	0	1		-100,0
MERCEDES	0	0	0	6		-100,0
NEOPLAN	0	0	0	1		-100,0
TOTAL	680	1 239	10 055	11 031	-45,1	-8,8
TOTAL Russian brands	499	1 049	7 749	9 792	-52,4	-20,9
TOTAL foreign brands	181	190	2 306	1 239	-4,7	86,1



BUSES

Top 25 model ranking of new bus sales in October and 10 months 2022

Rank	Model	Brand	October 2022	October 2021	10 months 2022	10 months 2021	Change October 2022 vs 2021, %	Change 10 months 2022 vs 2021, %
1	3205	PAZ	97	356	1 859	2 749	-72,8	-32,4
2	5299, 5297 4X2	NEFAZ, KAMAZ	76	150	1 182	1 594	-49,3	-25,8
3	3204	PAZ	114	5	946	693	2 180,0	36,5
4	4234	PAZ	23	25	681	923	-8,0	-26,2
5	5292	LIAZ	54	87	515	850	-37,9	-39,4
6	5270	VOLZHANIN	30	0	489	0		
7	3255 4320 6X6	URAL	20	14	475	344	42,9	38,1
8	203	MAZ	1	12	436	45	-91,7	868,9
9	206 - 226	MAZ	1	4	436	176	-75,0	147,7
10	VECTOR NEXT	PAZ	0	229	369	929	-100,0	-60,3
11	6129	YUTONG	27	0	326	0		
12	VOLGABUS 4298	VOLZHANIN	49	0	300	2		14 900,0
13	4238	KAVZ	9	27	196	102	-66,7	92,2
14	6213	LIAZ	0	45	178	485	-100,0	-63,3
15	4292	LIAZ	1	0	148	67		120,9
16	105	LOTOS	5	0	137	28		389,3
17	6899	YUTONG	37	10	137	46	270,0	197,8
18	2258	SIMAZ	1	16	136	63	-93,8	115,9
19	KLQ-SERIES	HIGER	5	1	91	23	400,0	295,7
20	4270	KAVZ	9	1	83	16	800,0	418,8
21	6282	KAMAZ	1	30	79	135	-96,7	-41,5
22	4235	KAVZ	4	7	77	59	-42,9	30,5
23	LCK-SERIES	ZHONGTONG	12	4	72	26	200,0	176,9
24	XMQ 6129	KING LONG (KLM)	9	1	66	10	800,0	560,0
25	3206	PAZ	18	1	64	7	1 700,0	814,3

10 months 2022

NEFAZ, KAMAZ
5299, 5297 4X2
1 182 units **-25,8%**

PAZ 3205
1 859 units **-32,4%**

PAZ 3204
946 units **36,6%**





BUSES

Structure of new bus sales in Russia in 10 months 2022 by Federal District

