



PRESS-RELEASE

14 DECEMBER 2022

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 8 219 units in November 2022, up 2.5% YOY; 73 961 units in January-November 2022, down 17.0% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 277 units in November 2022, down 3.3% YOY; 11 332 units in January-November 2022, down 8.3% 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 grew by 2.5% in November 2022, while there was a decline by 17% in January-November 2022. We forecast a decline of the truck market in the current year by not more than 20% YOY.

We have also noted a decline of bus sales in November 2022, when the sales fell by 3.3%, while the result of the first eleven months of the year showed bus sales decline by 8.3%. 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.

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TRUCKS

Sales of new trucks in Russia in November and 11 months 2022 by brand, inclusive of special-purpose vehicles

Brand	November 2022	November 2021	11 months 2022	11 months 2021	Change November 2022 vs 2021, %	Change 11 months 2022 vs 2021, %
KAMAZ	2 687	2 950	28 549	32 147	-8,9	-11,2
SHAANXI	1 273	356	8 168	2 540	257,6	221,6
GAZ	436	752	4 911	9 128	-42,0	-46,2
URAL	367	374	4 356	3 973	-1,9	9,6
FAW	772	162	3 657	1 608	376,5	127,4
MAZ	380	244	3 042	4 012	55,7	-24,2
HOWO	272	89	2 992	1 443	205,6	107,3
SITRAK	829	0	2 377	0		
JAC	297	96	2 194	911	209,4	140,8
ISUZU	68	182	1 652	2 965	-62,6	-44,3
VOLVO	40	685	1 577	5 047	-94,2	-68,8
SCANIA	19	514	1 190	6 780	-96,3	-82,4
HINO	39	193	1 109	1 564	-79,8	-29,1
MERCEDES	56	281	1 086	4 147	-80,1	-73,8
MAN	99	255	1 004	4 477	-61,2	-77,6
HYUNDAI	66	107	966	1 140	-38,3	-15,3
MAZ MAN	61	108	805	1 191	-43,5	-32,4
HONGYAN	57	37	565	246	54,1	129,7
DAEWOO	66	63	522	246	4,8	112,2
DAF	40	241	517	1 822	-83,4	-71,6
FUSO	11	81	514	691	-86,4	-25,6
XU GONG	100	30	486	221	233,3	119,9
IVECO	15	43	361	516	-65,1	-30,0
ZOOMLION	75	11	359	105	581,8	241,9
RENAULT	6	19	259	757	-68,4	-65,8
IVECO AMT	1	33	223	399	-97,0	-44,1
FORD	16	89	207	523	-82,0	-60,4
FOTON	48	4	104	124	1 100,0	-16,1
DAYUN	5	0	56	10		460,0
SANY	0	13	43	78	-100,0	-44,9
TATRA	1	0	29	48		-39,6
ZIL	14	0	26	69		-62,3
LIEBHERR	1	2	14	31	-50,0	-54,8
AMUR	1	0	12	2		500,0
NEFAZ	0	3	6	65	-100,0	-90,8
ASHOK LEYLAND	0	0	5	0		
BURAN	0	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
DONGFENG	1	0	1	0		



TRUCKS

Brand	November 2022	November 2021	11 months 2022	11 months 2021	Change November 2022 vs 2021, %	Change 11 months 2022 vs 2021, %
GROVE	0	0	1	7		-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	0	0	1		-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	8 219	8 017	73 961	89 067	2,5	-17,0
TOTAL Russian brands	3 505	4 079	37 860	45 387	-14,1	-16,6
TOTAL foreign brands	4 714	3 938	36 101	43 680	19,7	-17,4

Sales of new trucks in Russia in November and 11 months 2022 by type

Type	September 2022	November 2021	11 months 2022	11 months 2021	Market share November 2022, %	Market share November 2021, %	Market share 11 months 2022, %	Market share 11 months 2021, %
Other special equipment	3 826	3 072	35 389	33 856	46,6	38,3	47,9	38,0
Truck-tractor	1 199	1 686	10 143	20 421	14,6	21,0	13,7	22,9
Dump truck	1 380	903	12 307	10 666	16,8	11,3	16,6	12,0
Other truck types	663	1 072	5 078	10 116	8,1	13,4	6,9	11,4
Drop-side flat bed	483	609	4 626	6 437	5,9	7,6	6,3	7,2
Van	176	232	1 811	2 956	2,1	2,9	2,5	3,3
Refrigerator	163	215	1 723	1 811	2,0	2,7	2,3	2,0
Autocrane	164	102	1 424	1 236	2,0	1,3	1,9	1,4
Tanker	140	59	991	996	1,7	0,7	1,3	1,1
Refueler	12	24	174	212	0,2	0,3	0,2	0,2
Mobile repair shop	13	18	173	203	0,2	0,2	0,2	0,2
Autoloader	0	0	7	10	0,0	0,0	0,0	0,0
Miscellaneous	0	25	115	147	0,0	0,3	0,2	0,2
TOTAL	8 219	8 017	73 961	89 067	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in November and 11 months 2022

Rank	Model	Brand	November 2022	November 2021	11 months 2022	11 months 2021	Change November 2022 vs 2021, %	Change 11 months 2022 vs 2021, %
1	43118 6X6	KAMAZ	862	569	7 909	7 176	51,5	10,2
2	65115 6X4	KAMAZ	629	603	6 882	6 496	4,3	5,9
3	SX 331 8X4	SHAANXI	481	210	3 911	1 371	129,0	185,3
4	GAZON NEXT	GAZ	358	639	3 832	7 337	-44,0	-47,8
5	5490 4X2	KAMAZ	221	700	3 650	7 132	-68,4	-48,8
6	6520 6X4	KAMAZ	301	299	3 364	3 885	0,7	-13,4
7	J6 6X4	FAW	768	158	3 089	660	386,1	368,0
8	SX 325 6X4	SHAANXI	443	146	2 882	1 157	203,4	149,1
9	4320 6X6	URAL	212	169	2 552	2 126	25,4	20,0
10	C7H 4X2	SITRAK	559	0	1 339	0		
11	SX 425 6X4	SHAANXI	331	0	1 259	11		11 345,4
12	5557 6X6	URAL	123	145	1 076	1 086	-15,2	-0,9
13	6501 6X4	MAZ	137	60	1 014	1 289	128,3	-21,3
14	4308 4X2	KAMAZ	159	47	915	643	238,3	42,3
15	MIGHTY	HYUNDAI	55	104	906	1 050	-47,1	-13,7
16	ACTROS	MERCEDES	55	249	891	3 605	-77,9	-75,3
17	53605 4X2	KAMAZ	113	82	882	738	37,8	19,5
18	C7H 6X4	SITRAK	230	0	800	0		
19	6312 6X4	MAZ-MAN	58	106	773	1 118	-45,3	-30,9
20	SERIES FH 4X2	VOLVO	14	375	761	2 916	-96,3	-73,9
21	43253 4X2	KAMAZ	62	92	743	1 038	-32,6	-28,4
22	HFC-SERIES	JAC	0	54	721	602	-100,0	19,8
23	N350 6X4	JAC	58	18	696	18	222,2	3 766,7
24	ZZ 3327	HOWO	39	15	620	462	160,0	34,2
25	65117 6X4	KAMAZ	62	85	608	676	-27,1	-10,1

11 months 2022

KAMAZ 43118 6X6
7 909 units **10,2%**

KAMAZ 65115 6X4
6 882 units **5,9%**



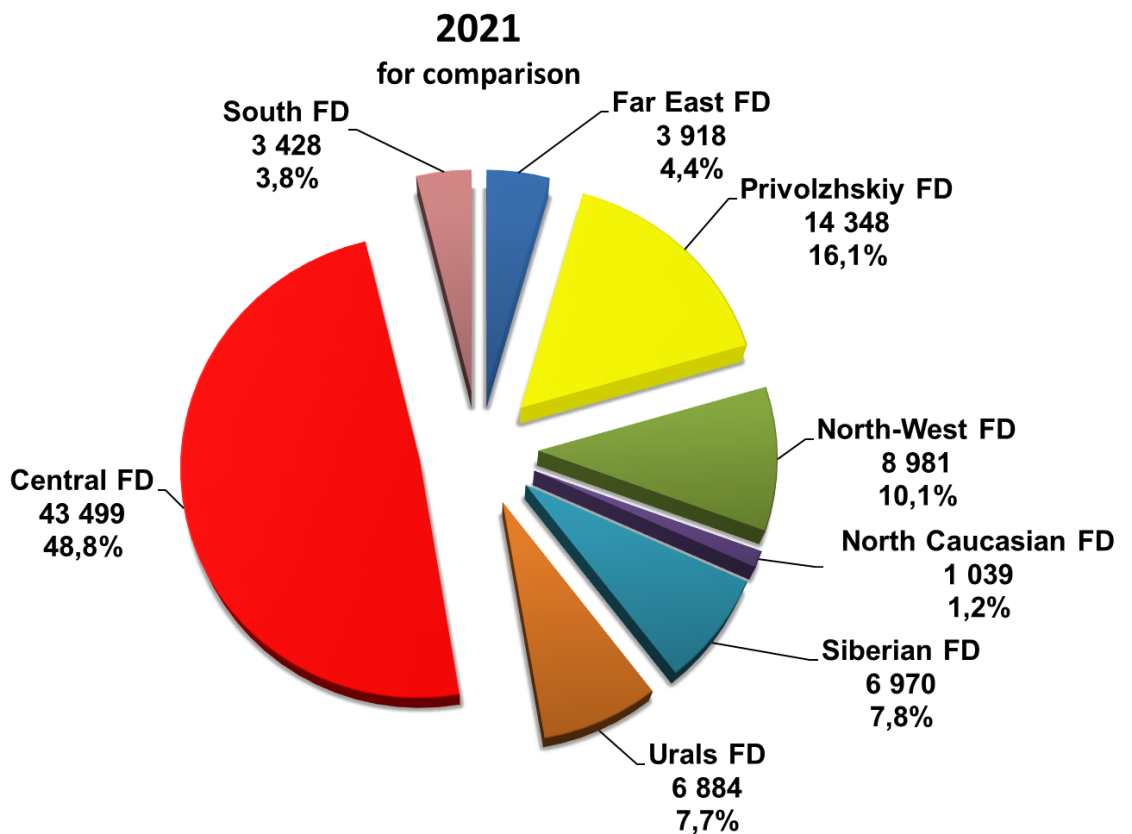
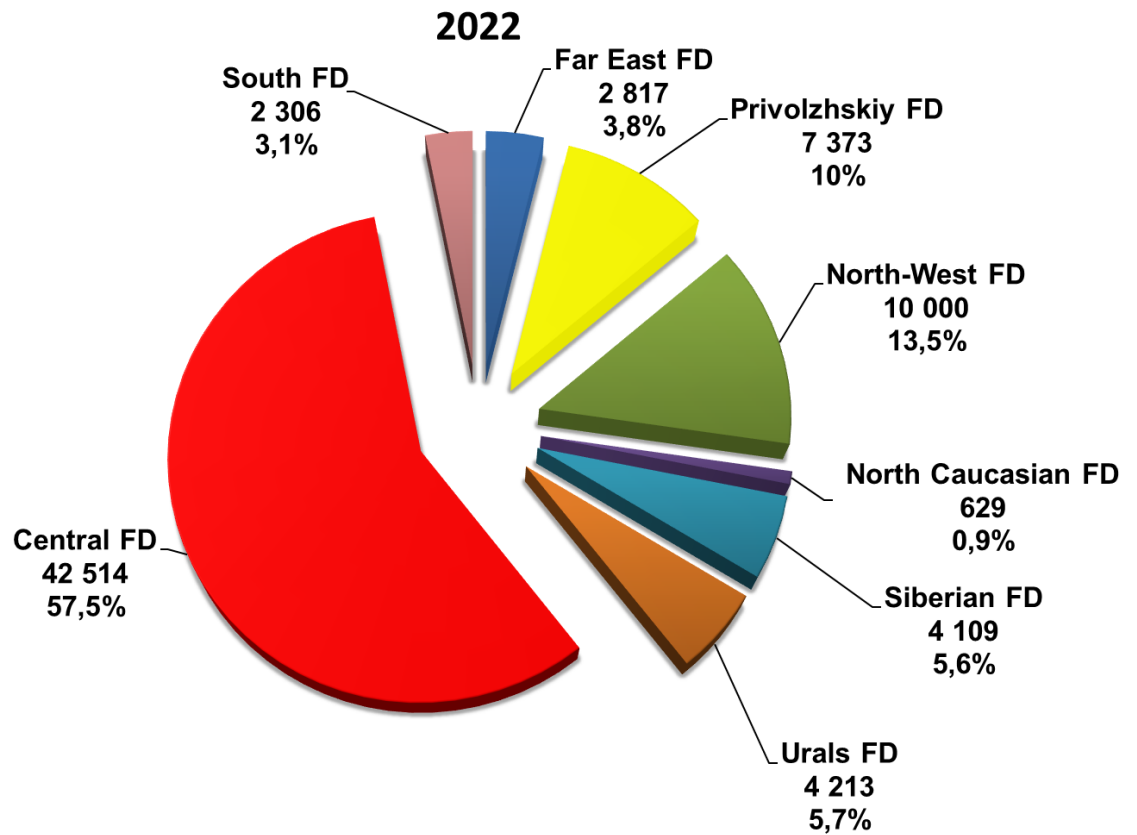
SHAANXI SX 331 8X4
3 911 units **185,3%**





TRUCKS

Structure of sales of new truck in Russia in 11 months 2022 by Federal District





BUSES

Sales of new buses in Russia in November and 11 months 2022 by brand

Brand	November 2022	November 2021	11 months 2022	11 months 2021	Change November 2022 vs 2021, %	Change 11 months 2022 vs 2021, %
PAZ	559	749	4 492	6 110	-25,4	-26,5
NEFAZ	128	215	1 374	2 302	-40,5	-40,3
VOLZHANIN	141	4	985	238	3 425,0	313,9
LIAZ	93	95	981	1 631	-2,1	-39,9
MAZ	10	90	952	477	-88,9	99,6
YUTONG	215	45	790	287	377,8	175,3
URAL	16	16	491	360	0,0	36,4
KAVZ	18	21	374	198	-14,3	88,9
HIGER	34	26	253	155	30,8	63,2
LOTOS	3	1	151	33	200,0	357,6
SIMAZ	2	3	138	66	-33,3	109,1
KING LONG (KLM)	9	0	97	30		223,3
KAMAZ	3	35	82	170	-91,4	-51,8
ZHONGTONG	4	4	77	37	0,0	108,1
JAC	39	0	53	0		
MAN	2	2	19	19	0,0	0,0
NEMAN	0	6	4	116	-100,0	-96,6
SCANIA	0	1	4	11	-100,0	-63,6
FOTON	0	0	3	1		200,0
HYUNDAI	0	0	3	6		-50,0
ANKAI	0	1	2	13	-100,0	-84,6
IRISBUS	0	1	2	78	-100,0	-97,4
SETRA	0	0	2	0		
SAZ	0	0	1	0		
SRAZIS	1	0	1	0		
TOYOTA	0	0	1	0		
GOLDEN DRAGON	0	0	0	1		-100,0
MERCEDES	0	5	0	11	-100,0	-100,0
NEOPLAN	0	0	0	1		-100,0
TOTAL	1 277	1 320	11 332	12 351	-3,3	-8,3
TOTAL Russian brands	963	1 139	9 068	11 108	-15,5	-18,4
TOTAL foreign brands	314	181	2 264	1 243	73,5	82,1



BUSES

Top 25 model ranking of new bus sales in November and 11 months 2022

Rank	Model	Brand	November 2022	November 2021	11 months 2022	11 months 2021	Change November 2022 vs 2021, %	Change 11 months 2022 vs 2021, %
1	3205	PAZ	152	458	2 011	3 207	-66,8	-37,3
2	5299, 5297 4X2	NEFAZ, KAMAZ	121	185	1 303	1 779	-34,6	-26,8
3	3204	PAZ	315	17	1 261	710	1 752,9	77,6
4	4234	PAZ	66	144	747	1 067	-54,2	-30,0
5	5292	LIAZ	91	69	606	919	31,9	-34,1
6	5270	VOLZHANIN	78	0	567	0		
7	3255 4320 6X6	URAL	16	16	491	360	0,0	36,4
8	206 - 226	MAZ	6	17	442	193	-64,7	129,0
9	203	MAZ	4	0	440	45		877,8
10	6129	YUTONG	101	0	427	0		
11	VECTOR NEXT	PAZ	0	129	369	1 058	-100,0	-65,1
12	VOLGABUS 4298	VOLZHANIN	51	0	351	2		17 450,0
13	4238	KAVZ	11	17	207	119	-35,3	73,9
14	6213	LIAZ	0	11	178	496	-100,0	-64,1
15	6899	YUTONG	32	11	169	57	190,9	196,5
16	4292	LIAZ	0	5	148	72	-100,0	105,6
17	105	LOTOS	3	1	140	29	200,0	382,8
18	2258	SIMAZ	2	3	138	66	-33,3	109,1
19	KLQ-SERIES	HIGER	17	0	108	23		369,6
20	3206	PAZ	26	0	90	7		1 185,7
21	4270	KAVZ	2	0	85	16		431,2
22	6282	KAMAZ	3	35	82	170	-91,4	-51,8
23	4235	KAVZ	5	4	82	63	25,0	30,2
24	LCK-SERIES	ZHONGTONG	4	4	76	30	0,0	153,3
25	XMQ 6129	KING LONG (KLM)	6	0	72	10		620,0

11 months 2022

NEFAZ, KAMAZ
5299, 5297 4X2
1 303 units **-26,8%**



PAZ 3205
2 011 units **-37,3%**



PAZ 3204
1 261 units **77,6%**





BUSES

Structure of new bus sales in Russia in 11 months 2022 by Federal District

