



PRESS-RELEASE

16 JANUARY 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 10 711 units in December 2022, down 3.8% YOY; 84 672 units in January-December 2022, down 15.5% YOY.
- Buses and coaches (except minibuses, M2 category) – 2 252 units in December 2022, down 32.0% YOY; 13 584 units in January-December 2022, down 13.3% 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 declined by 3.8% in December 2022, while there was a fall by 15.5% over the full year 2022. We expected some more abrupt fall of the truck market, however a growth of sales shown by Chinese brands such as SHAANXI, SITRAK, FAW, etc., helped improve truck annual sales.

We have also noted a decline of bus sales in December 2022, when the sales fell by 32%, while the result of the full year 2022 showed bus sales decline by 13.3%. The annual results of bus sales in 2022 have proved to be very close to our forecast. It is worth mentioning that the Top-3 best-selling bus brands included YUTONG from China.

Our forecasts for the current year will be released following the performance of the market in January 2023.

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TRUCKS

Sales of new trucks in Russia in December and 12 months 2022 by brand, inclusive of special-purpose vehicles

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
KAMAZ	3 445	4 247	31 994	36 394	-18,9	-12,1
SHAANXI	1 473	241	9 641	2 781	511,2	246,7
GAZ	626	1 102	5 537	10 230	-43,2	-45,9
URAL	329	622	4 685	4 595	-47,1	2,0
FAW	836	125	4 493	1 733	568,8	159,3
SITRAK	1 242	0	3 619	0		
MAZ	481	339	3 523	4 351	41,9	-19,0
HOWO	528	98	3 520	1 541	438,8	128,4
JAC	363	163	2 557	1 074	122,7	138,1
ISUZU	79	329	1 731	3 294	-76,0	-47,4
VOLVO	42	944	1 619	5 991	-95,6	-73,0
SCANIA	59	561	1 249	7 341	-89,5	-83,0
MAN	134	372	1 138	4 849	-64,0	-76,5
HINO	27	267	1 136	1 831	-89,9	-38,0
MERCEDES	50	422	1 136	4 569	-88,2	-75,1
HYUNDAI	76	160	1 042	1 300	-52,5	-19,8
MAZ MAN	99	124	904	1 315	-20,2	-31,3
HONGYAN	96	44	661	290	118,2	127,9
DAEWOO	85	57	607	303	49,1	100,3
XU GONG	121	35	607	256	245,7	137,1
DAF	82	371	599	2 193	-77,9	-72,7
FUSO	64	69	578	760	-7,2	-23,9
ZOONLION	82	8	441	113	925,0	290,3
IVECO	26	51	387	567	-49,0	-31,7
IVECO AMT	49	100	272	499	-51,0	-45,5
RENAULT	7	74	266	831	-90,5	-68,0
FORD	34	175	241	698	-80,6	-65,5
FOTON	71	2	175	126	3 450,0	38,9
ZIL	72	2	98	71	3 500,0	38,0
DAYUN	17	0	73	10		630,0
SANY	9	14	52	92	-35,7	-43,5
TATRA	1	3	30	51	-66,7	-41,2
LIEBHERR	1	3	15	34	-66,7	-55,9
AMUR	0	1	12	3	-100,0	300,0
NEFAZ	2	0	8	65		-87,7
ASHOK LEYLAND	0	0	5	0		
BURAN	0	0	4	0		
TEREX-DEMAG	0	1	4	4	-100,0	0,0
KIA	2	0	3	0		
AN VR	0	0	2	0		
C&C	0	0	2	14		-85,7



TRUCKS

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
MZKT	1	0	2	2		0,0
DONGFENG	0	0	1	0		
GROVE	0	2	1	9	-100,0	-88,9
KOLUMAN	0	0	1	1		0,0
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	1	0	5	-100,0	-100,0
RUSTRAK	0	0	0	3		-100,0
TOTAL	10 711	11 129	84 672	100 196	-3,8	-15,5
TOTAL Russian brands	4 474	5 974	42 334	51 361	-25,1	-17,6
TOTAL foreign brands	6 237	5 155	42 338	48 835	21,0	-13,3

Sales of new trucks in Russia in December and 12 months 2022 by type

Type	September 2022	December 2021	12 months 2022	12 months 2021	Market share December 2022, %	Market share December 2021, %	Market share 12 months 2022, %	Market share 12 months 2021, %
Other special equipment	5 012	4 142	40 401	37 998	46,8	37,2	47,7	37,9
Truck-tractor	1 598	2 436	11 741	22 857	14,9	21,9	13,9	22,8
Dump truck	1 976	1 078	14 283	11 744	18,5	9,7	16,9	11,7
Other truck types	820	1 547	5 898	11 663	7,7	13,9	7,0	11,6
Drop-side flat bed	551	850	5 177	7 287	5,1	7,6	6,1	7,3
Van	202	334	2 013	3 290	1,9	3,0	2,4	3,3
Refrigerator	227	302	1 950	2 113	2,1	2,7	2,3	2,1
Autocrane	182	155	1 606	1 391	1,7	1,4	1,9	1,4
Tanker	92	138	1 083	1 134	0,9	1,2	1,3	1,1
Refueler	25	15	199	227	0,2	0,1	0,2	0,2
Mobile repair shop	11	35	184	238	0,1	0,3	0,2	0,2
Autoloader	0	0	7	10	0,0	0,0	0,0	0,0
Miscellaneous	15	97	130	244	0,1	0,9	0,2	0,2
TOTAL	10 711	11 129	84 672	100	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in December and 12 months 2022

Rank	Model	Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
1	43118 6X6	KAMAZ	926	939	8 835	8 115	-1,4	8,9
2	65115 6X4	KAMAZ	686	778	7 568	7 274	-11,8	4,0
3	SX 331 8X4	SHAANXI	540	132	4 451	1 503	309,1	196,1
4	GAZON NEXT	GAZ	507	822	4 339	8 159	-38,3	-46,8
5	5490 4X2	KAMAZ	252	888	3 902	8 020	-71,6	-51,3
6	J6 6X4	FAW	812	98	3 901	758	728,6	414,6
7	6520 6X4	KAMAZ	382	414	3 746	4 299	-7,7	-12,9
8	SX 325 6X4	SHAANXI	578	108	3 460	1 265	435,2	173,5
9	4320 6X6	URAL	175	304	2 727	2 430	-42,4	12,2
10	C7H 4X2	SITRAK	828	0	2 167	0		
11	SX 425 6X4	SHAANXI	312	0	1 571	11		14 181,8
12	5557 6X6	URAL	121	195	1 197	1 281	-37,9	-6,6
13	6501 6X4	MAZ	127	105	1 141	1 394	21,0	-18,1
14	53605 4X2	KAMAZ	217	120	1 099	858	80,8	28,1
15	4308 4X2	KAMAZ	114	82	1 029	725	39,0	41,9
16	MIGHTY	HYUNDAI	65	157	971	1 207	-58,6	-19,6
17	ACTROS	MERCEDES	38	350	929	3 955	-89,1	-76,5
18	C7H 6X4	SITRAK	77	0	877	0		
19	6312 6X4	MAZ-MAN	95	109	868	1 227	-12,8	-29,3
20	T5G 6X4	HOWO	341	32	859	32	965,6	2 584,4
21	43253 4X2	KAMAZ	84	148	827	1 186	-43,2	-30,3
22	HFC-SERIE	JAC	91	107	812	709	-15,0	14,5
23	SERIES FH 4X2	VOLVO	27	493	788	3 409	-94,5	-76,9
24	N350 6X4	JAC	82	44	778	62	86,4	1 154,8
25	ZZ 3327	HOWO	109	31	729	493	251,6	47,9

12 months 2022

KAMAZ 43118 6X6

8 835 units **8,9%**

KAMAZ 65115 6X4

7 568 units **4%**



SHAANXI SX 331 8X4

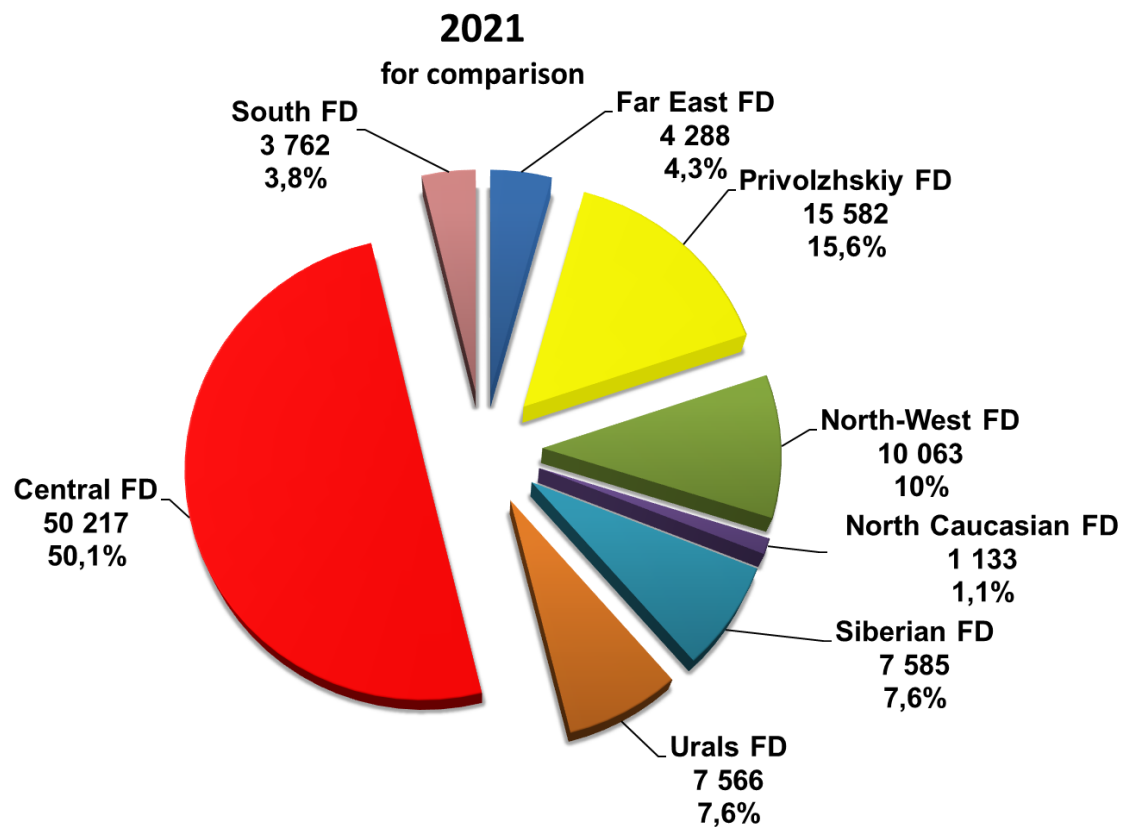
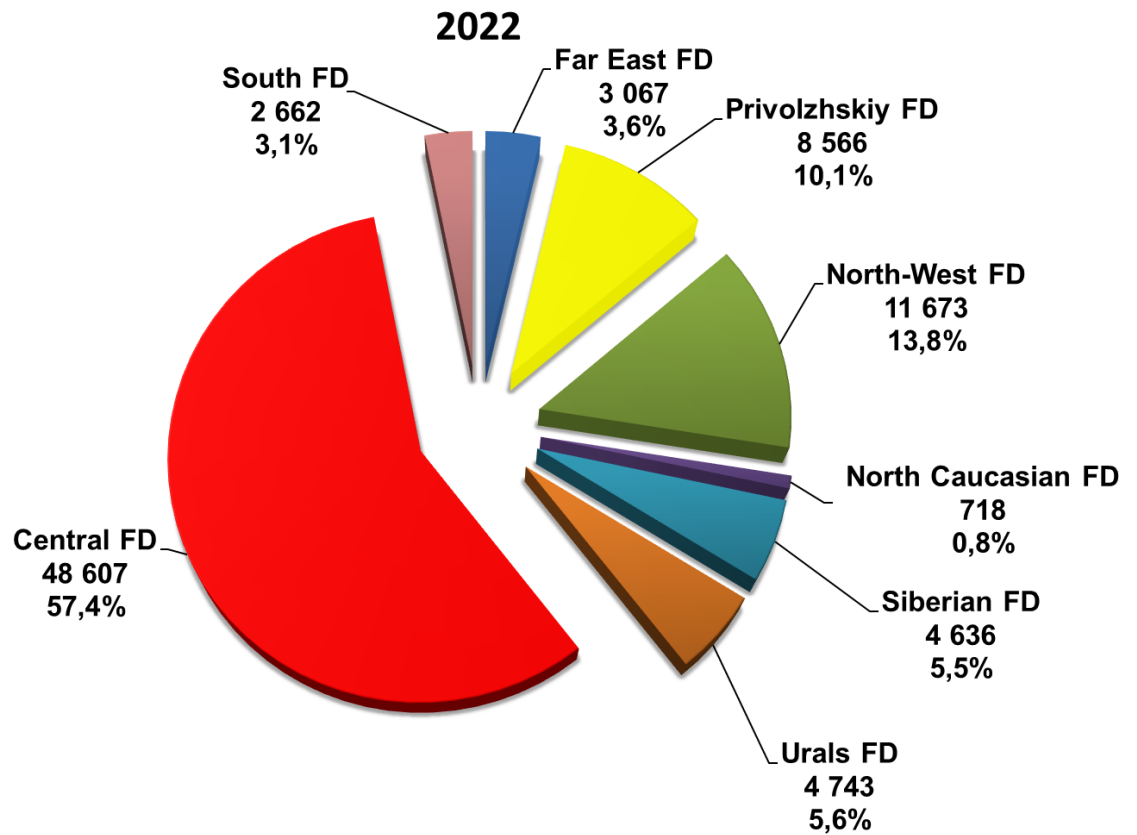
4 451 units **196,1%**





TRUCKS

Structure of sales of new truck in Russia in 12 months 2022 by Federal District





BUSES

Sales of new buses in Russia in December and 12 months 2022 by brand

Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
PAZ	1 053	1 742	5 545	7 852	-39,6	-29,4
NEFAZ	203	254	1 577	2 556	-20,1	-38,3
YUTONG	380	79	1 170	366	381,0	219,7
VOLZHANIN	162	114	1 147	352	42,1	225,9
LIAZ	108	804	1 089	2 435	-86,6	-55,3
MAZ	88	45	1 040	522	95,6	99,2
URAL	7	17	498	377	-58,8	32,1
KAVZ	43	70	417	268	-38,6	55,6
HIGER	68	48	321	203	41,7	58,1
LOTOS	4	54	155	87	-92,6	78,2
SIMAZ	11	29	149	95	-62,1	56,8
KING LONG (KLM)	20	8	117	38	150,0	207,9
ZHONGTONG	38	2	115	39	1 800,0	194,9
KAMAZ	30	24	112	194	25,0	-42,3
JAC	37	0	90	0		
MAN	0	3	19	22	-100,0	-13,6
NEMAN	0	8	4	124	-100,0	-96,8
SCANIA	0	2	4	13	-100,0	-69,2
FOTON	0	0	3	1		200,0
HYUNDAI	0	0	3	6		-50,0
ANKAI	0	0	2	13		-84,6
IRISBUS	0	8	2	86	-100,0	-97,7
SETRA	0	0	2	0		
SAZ	0	0	1	0		
SRAZIS	0	0	1	0		
TOYOTA	0	0	1	0		
AKCM	0	1	0	1	-100,0	-100,0
GOLDEN DRAGON	0	0	0	1		-100,0
MERCEDES	0	1	0	12	-100,0	-100,0
NEOPLAN	0	0	0	1		-100,0
TOTAL	2 252	3 313	13 584	15 664	-32,0	-13,3
TOTAL Russian brands	1 621	3 108	10 689	14 216	-47,8	-24,8
TOTAL foreign brands	631	205	2 895	1 448	207,8	99,9



BUSES

Top 25 model ranking of new bus sales in December and 12 months 2022

Rank	Model	Brand	December 2022	December 2021	12 months 2022	12 months 2021	Change December 2022 vs 2021, %	Change 12 months 2022 vs 2021, %
1	3205	PAZ	484	959	2 495	4 166	-49,5	-40,1
2	3204	PAZ	294	37	1 555	747	694,6	108,2
3	5299, 5297 4X2	NEFAZ, KAMAZ	159	222	1 462	2 001	-28,4	-26,9
4	4234	PAZ	253	300	1 000	1 367	-15,7	-26,8
5	5292	LIAZ	106	717	712	1 636	-85,2	-56,5
6	5270	VOLZHANIN	144	63	711	63	128,6	1 028,6
7	6129	YUTONG	143	0	570	0		
8	203	MAZ	79	4	519	49	1 875,0	959,2
9	3255 4320 6X6	URAL	7	17	498	377	-58,8	32,1
10	206 - 226	MAZ	8	31	450	224	-74,2	100,9
11	VECTOR NEXT	PAZ	0	438	369	1 496	-100,0	-75,3
12	VOLGABUS 4298	VOLZHANIN	6	0	357	2		17 750,0
13	4238	KAVZ	39	33	246	152	18,2	61,8
14	6213	LIAZ	0	32	178	528	-100,0	-66,3
15	6899	YUTONG	1	15	170	72	-93,3	136,1
16	2258	SIMAZ	11	29	149	95	-62,1	56,8
17	4292	LIAZ	0	0	148	72		105,6
18	105	LOTOS	4	44	144	73	-90,9	97,3
19	6122	YUTONG	47	6	119	16	683,3	643,8
20	LCK-SERIES	ZHONGTONG	38	2	114	32	1 800,0	256,2
21	6282	KAMAZ	30	23	112	193	30,4	-42,0
22	3206	PAZ	22	0	112	7		1 500,0
23	KLQ-SERIES	HIGER	0	0	108	23		369,6
24	6852	YUTONG	79	0	102	0		
25	SUNRAY	JAC	37	0	90	0		

12 months 2022

PAZ 3205

2 495 units **-40,1%**

PAZ 3204

1 555 units **108,2%**



NEFAZ, KAMAZ

5299, 5297 4X2
1 462 units **-26,9%**





BUSES

Structure of new bus sales in Russia in 12 months 2022 by Federal District

