



PRESS-RELEASE

13 APRIL 2021

AUTOMOBILE MARKET OF RUSSIA IN MARCH AND JANUARY- MARCH 2021

In March 2021, sales of new MOTOR VEHICLES in Russia, based on registration data, fell by 10.4% year-on-year to 155 763 vehicles. In January-March 2021, the total sales were 391 043 vehicles*, down 5.7% year-on-year, of which:

- Passenger cars – 135 395 units in March 2021, down 14.3% YOY; 341 298 units in January-March 2021, down 7.5% YOY. Among them electric vehicles – 117 units in March 2021, up 631.3% YOY; 304 units in January-March 2021, up 660.0% YOY.
- Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 10 946 units in March 2021, up 28.0% YOY; 26 549 units in January-March 2021, up 14.9% YOY.
- Pickups – 805 units in March 2021, down 7.7% YOY; 1 895 units in January-March 2021, down 27.6% YOY.
- Trucks (except N1 category) including special-purpose vehicles – 7 701 units in March 2021, up 45.5% YOY; 18 685 units in January-March 2021, up 12.1% YOY.
- Buses (except M2 category) – 916 units in March 2021, down 18.2% YOY; 2 616 units in January-March 2021, down 24.2% YOY.

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

COMMENT:

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

Sales of passenger cars in March 2021 fell 14.3% year-on-year and were down 7.5% year-to-date. This is in line with our forecast for the first quarter of this year.

Sales in the segment of light commercial vehicles showed a growth of 28% in March and 7.2% in the first three months of the year. Such trend indicates that business activities start reviving after the lockdown, and demand is appearing for vehicles of that segment. Sales of pickup trucks fell 7.7% in March and 27.6% in January-March.

The truck market showed a significant growth of sales by 45.5% in March and an increase of 12.1% in the first three months, which was also due to growing demand for trucks after the lockdown. The most notable growth of sales refers to Central, Privolzhsky and Siberian Federal Districts.

The bus market showed a significant decline: down 18.2% in March and down 24.2% in Q1 2021. The trend may go on unless state support measures are taken.

The second quarter should bring us more successful sales, given restrictions introduced in the same period of the last year. So far, we keep valid our annual forecasts on the market we made earlier.

OUR CONTACTS:

ASM Holding, OAO

21/5, Kuznetsky Most St., 107031, Moscow, Russia

Tel: +7 (495) 625-51-79, +7 (495) 626-04-71

e-mail: inf@asm-holding.ru

Association of Russian Automakers (OAR)

8, Novovladykinsky Proezd, bldg 5, POB 81, 127106, Moscow, Russia

Tel: +7 (495) 739 70 95

e-mail: info_oar@mail.ru



Developed by specialists of

AVTOSTAT-INFO



PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2021 by brand

Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
LADA	32 528	33 022	83 537	80 180	-1,5	4,2
KIA	18 308	23 444	46 056	52 680	-21,9	-12,6
HYUNDAI	13 522	17 849	34 894	40 985	-24,2	-14,9
RENAULT	11 294	12 919	29 337	31 438	-12,6	-6,7
TOYOTA	8 866	11 129	21 259	25 147	-20,3	-15,5
SKODA	8 333	9 078	20 186	20 022	-8,2	0,8
VOLKSWAGEN	8 384	11 310	19 678	24 746	-25,9	-20,5
NISSAN	5 143	7 328	12 461	17 995	-29,8	-30,8
BMW	3 609	4 235	10 306	10 043	-14,8	2,6
MERCEDES	3 701	4 082	8 702	9 029	-9,3	-3,6
MAZDA	2 446	3 358	7 982	7 638	-27,2	4,5
CHERY	2 676	716	6 506	1 611	273,7	303,8
HAVAL	2 424	1 476	5 488	4 059	64,2	35,2
MITSUBISHI	1 963	3 798	4 841	8 681	-48,3	-44,2
LEXUS	1 829	1 805	4 647	4 485	1,3	3,6
AUDI	1 456	1 830	3 776	4 447	-20,4	-15,1
GEELY	1 575	1 074	3 579	2 711	46,6	32,0
UAZ	1 034	1 013	2 607	2 607	2,1	0,0
SUZUKI	792	767	1 804	2 058	3,3	-12,3
VOLVO	669	828	1 706	1 859	-19,2	-8,2
LAND ROVER	547	941	1 588	2 060	-41,9	-22,9
SUBARU	589	818	1 566	1 758	-28,0	-10,9
PORSCHE	700	637	1 463	1 334	9,9	9,7
CHEVROLET	399	75	931	220	432,0	323,2
CHANGAN	375	380	923	991	-1,3	-6,9
DATSUN	166	1 722	747	4 716	-90,4	-84,2
MINI	296	274	579	586	8,0	-1,2
INFINITI	208	317	492	669	-34,4	-26,5
CADILLAC	184	147	477	327	25,2	45,9
GENESIS	285	114	461	278	150,0	65,8
FAW	149	129	357	297	15,5	20,2
JEEP	117	192	349	418	-39,1	-16,5
PEUGEOT	125	131	322	332	-4,6	-3,0
HONDA	122	212	301	441	-42,5	-31,7
JAC	119	32	262	113	271,9	131,9
CITROEN	74	125	188	336	-40,8	-44,0
LIFAN	70	67	184	196	4,5	-6,1
GAC	58	10	113	29	480,0	289,7
JAGUAR	36	174	105	331	-79,3	-68,3



PASSENGER CARS

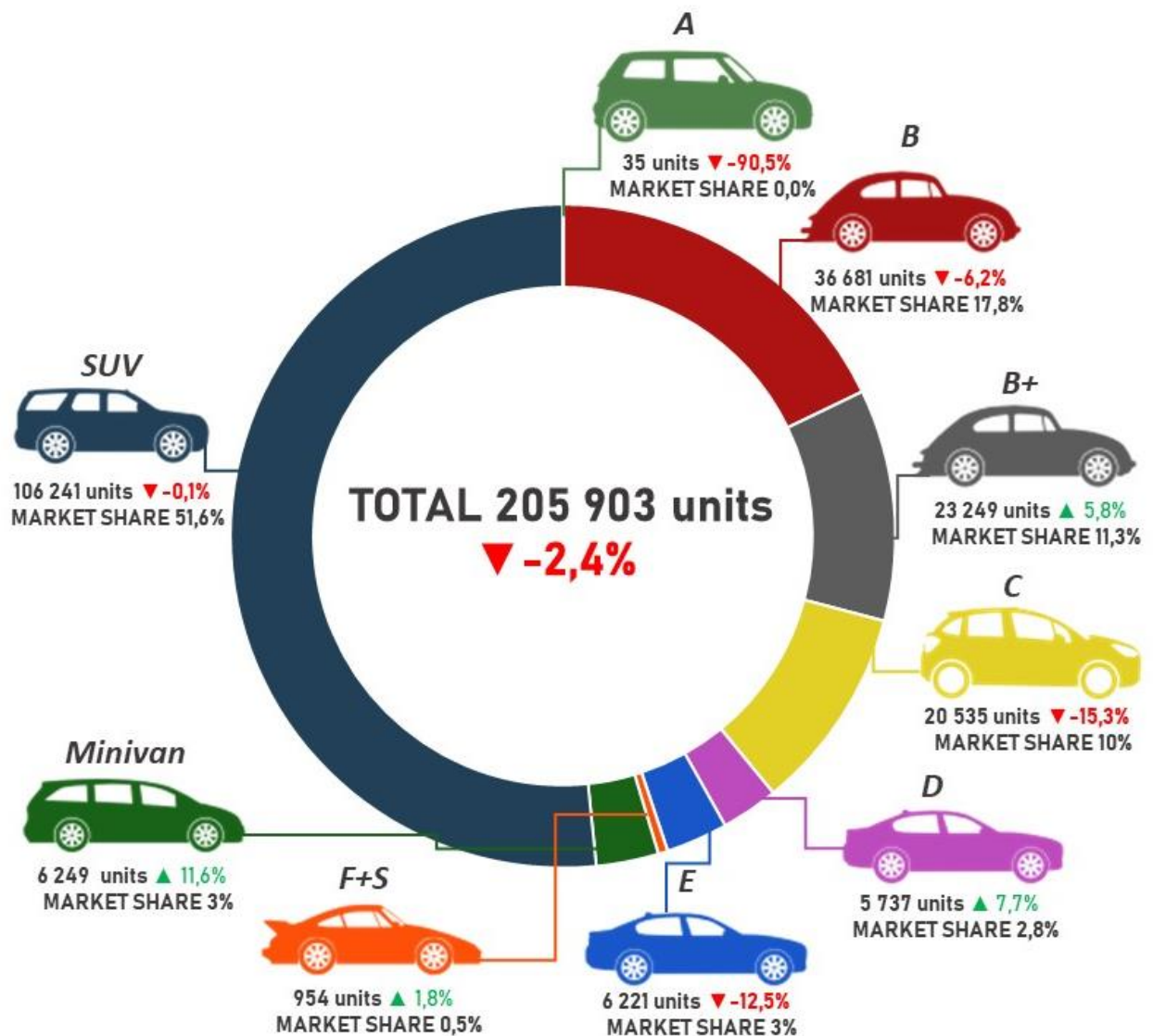
Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
FIAT	22	21	96	62	4,8	54,8
RAVON	26	143	67	331	-81,8	-79,8
TESLA	23	4	65	14	475,0	364,3
OPEL	24	0	57	0		
BRILLIANCE	17	11	54	35	54,5	54,3
BENTLEY	27	22	40	64	22,7	-37,5
ROLLS ROYCE	22	15	38	38	46,7	0,0
FOTON	16	5	37	8	220,0	362,5
FORD	20	75	31	254	-73,3	-87,8
DONGFENG	3	46	12	100	-93,5	-88,0
DODGE	4	4	10	8	0,0	25,0
ZOTYE	1	16	6	41	-93,8	-85,4
ASTON MARTIN	3	1	4	2	200,0	100,0
DAIHATSU	2	1	3	2	100,0	50,0
LAMBORGHINI	3	17	3	30	-82,4	-90,0
LINCOLN	2	3	3	3	-33,3	0,0
MASERATI	3	10	3	21	-70,0	-85,7
GMC	1	0	2	0		
ALFA ROMEO	0	0	1	1		0,0
AURUS	1	0	1	0		
BAIC	1	0	1	0		
CHRYSLER	1	5	1	9	-80,0	-88,9
FERRARI	0	4	1	4	-100,0	-75,0
MCLAREN	1	0	1	0		
POLESTAR	1	0	1	0		
DFSK	0	13	0	37	-100,0	-100,0
GAZ	0	1	0	4	-100,0	-100,0
SMART	0	4	0	35	-100,0	-100,0
TOTAL	135 395	157 979	341 298	368 956	-14,3	-7,5
TOTAL Russian brands	33 563	34 036	86 145	82 791	-1,4	4,1
TOTAL foreign brands	101 832	123 943	255 153	286 165	-17,8	-10,8



PASSENGER CARS

Sales of new passenger cars in Russia in March and 3 months 2021 by class

Class	March 2021	March 2020	3 months 2021	3 months 2020	Market share March 2021, %	Market share 3 months 2021, %	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
A	105	235	140	602	0,1	0,0	-55,3	-76,7
B	23 653	28 068	60 334	67 176	17,5	17,7	-15,7	-10,2
B+	15 471	14 711	38 720	36 695	11,4	11,3	5,2	5,5
C	12 457	17 718	32 992	41 952	9,2	9,7	-29,7	-21,4
D	4 071	4 502	9 808	9 830	3,0	2,9	-9,6	-0,2
E	4 000	4 931	10 221	12 043	3,0	3,0	-18,9	-15,1
F+S	915	778	1 869	1 715	0,7	0,6	17,6	9,0
Minivan	4 163	3 899	10 412	9 497	3,1	3,1	6,8	9,6
SUV	70 560	83 137	176 801	189 445	52,1	51,8	-15,1	-6,7
Not identified			1	1				
TOTAL	135 395	157 979	341 298	368 956	100,0	100,0	-14,3	-7,5





PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in March and 3 months 2021

Rank	Model	Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
1	GRANTA*	LADA	11 992	11 903	30 615	29 313	0,7	4,4
2	VESTA	LADA	8 737	10 745	23 792	25 771	-18,7	-7,7
3	RIO	KIA	7 382	9 654	20 961	22 870	-23,5	-8,3
4	CRETA	HYUNDAI	6 412	8 091	17 290	18 637	-20,8	-7,2
5	SOLARIS	HYUNDAI	5 230	4 882	12 736	12 025	7,1	5,9
6	POLO	VOLKSWAGEN	4 535	5 795	10 806	13 113	-21,7	-17,6
7	RAV4	TOYOTA	4 654	5 191	10 334	11 396	-10,3	-9,3
8	LARGUS	LADA	4 025	3 722	10 031	9 099	8,1	10,2
9	RAPID	SKODA	3 544	2 502	8 093	6 629	41,6	22,1
10	TIGUAN	VOLKSWAGEN	3 387	4 400	7 585	9 330	-23,0	-18,7
11	LOGAN	RENAULT	3 232	2 808	7 538	7 382	15,1	2,1
12	DUSTER	RENAULT	2 109	2 991	7 424	7 207	-29,5	3,0
13	SPORTAGE	KIA	2 952	2 889	6 940	7 293	2,2	-4,8
14	SANDERO	RENAULT	2 442	2 977	6 283	6 666	-18,0	-5,7
15	2123 NIVA	LADA	3 004	1 623	6 261	4 138	85,1	51,3
16	TIGGO (T11)	CHERY	2 505	716	6 138	1 608	249,9	281,7
17	CX-5	MAZDA	1 720	2 525	5 641	5 692	-31,9	-0,9
18	2121	LADA 4x4	2 331	2 172	5 590	5 187	7,3	7,8
19	XRAY	LADA	2 088	2 297	5 395	5 276	-9,1	2,3
20	K5	KIA	2 367	0	5 140	0		
21	KODIAQ	SKODA	1 881	2 440	5 029	5 677	-22,9	-11,4
22	CAMRY	TOYOTA	1 806	2 825	4 988	6 988	-36,1	-28,6
23	QASHQAI	NISSAN	1 922	3 197	4 839	7 602	-39,9	-36,3
24	KAPTUR	RENAULT	1 815	2 265	4 401	5 323	-19,9	-17,3
25	X-TRAIL	NISSAN	1 792	2 527	4 373	6 386	-29,1	-31,5

* GRANTA 2190+2191+2192+2194

LADA GRANTA*
30 615 units **4,4%**

LADA VESTA
23 792 units **-7,7%**



KIA RIO
20 961 units **-8,3%**





PASSENGER CARS

Sales of new electric cars in Russia in March and 3 months 2021 by brand

Brand / electric cars	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
AUDI	21	0	61	0		
E-TRON	21	0	61	0		
BMW	2	1	6	1	100	500
I3	2	1	6	1	100	500
HYUNDAI	1	0	1	1		0
IONIQ	1	0	1	1		0
JAC	11	0	14	0		
IEV7S	11	0	14	0		
JAGUAR	2	8	3	18	-75	-83,3
I-PACE	2	8	3	18	-75	-83,3
MERCEDES	2	0	4	0		
EQC	2	0	4	0		
NISSAN	7	1	13	3	600	333,3
LEAF	7	1	13	3	600	333,3
PEUGEOT	3	0	3	0		
ION	3	0	3	0		
PORSCHE	44	0	132	1		13100
TAYCAN	44	0	132	1		13100
RENAULT	0	2	0	2	-100	-100
TWIZY	0	2	0	2	-100	-100
TESLA	23	4	65	14	475	364,3
3	17	2	42	7	750	500
S	2	0	3	1		200
X	2	2	18	6	0	200
Y	2	0	2	0		
VOLKSWAGEN	1	0	2	0		
E-LAVIDA	1	0	2	0		
TOTAL	117	16	304	40	631,3	660,0
TOTAL Russian brands						
TOTAL foreign brands	117	16	304	40	6,3125	6,6

PORSCHE TAYCAN

132 units **NEW**

AUDI E-TRON

61 units **NEW**



TESLA 3

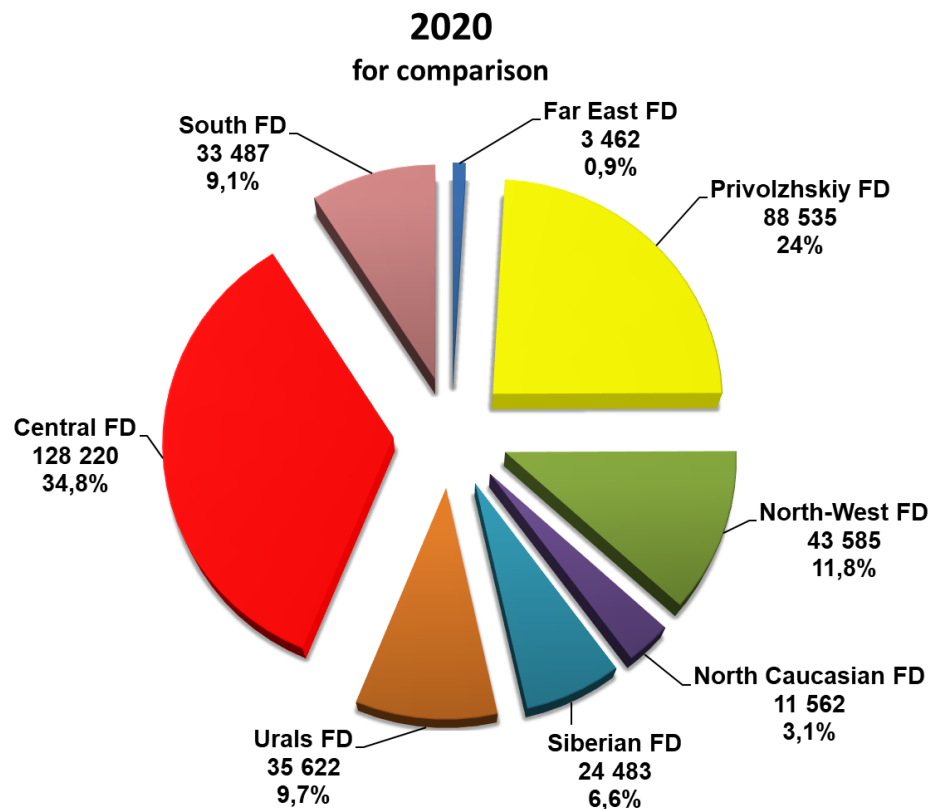
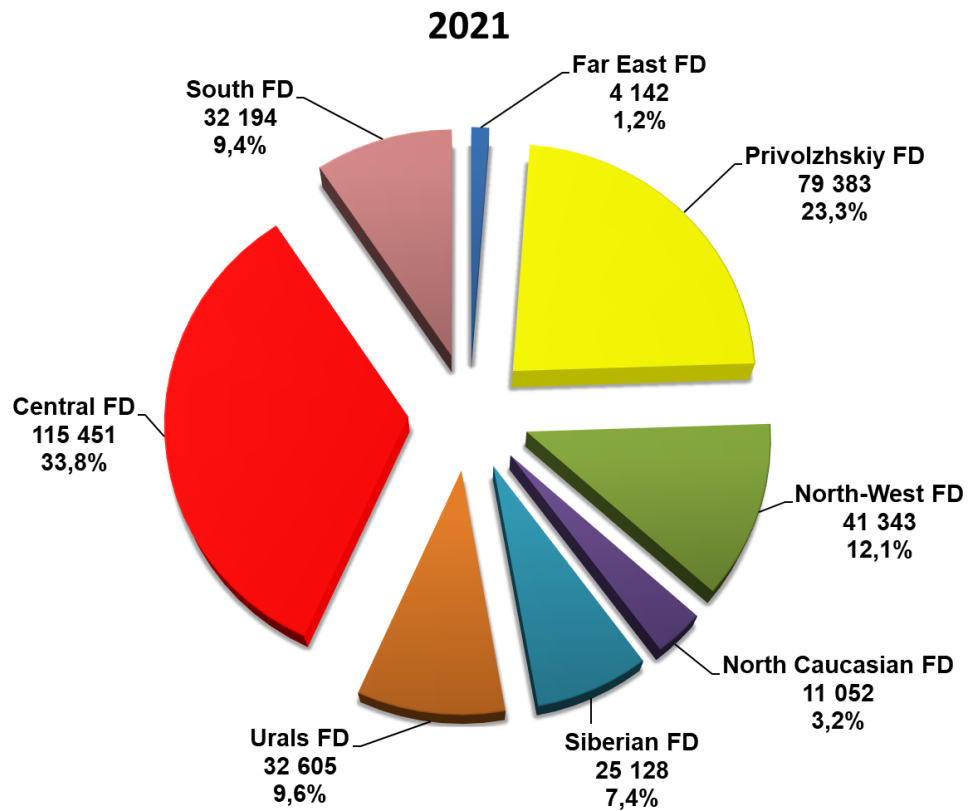
42 шт., **500%**





PASSENGER CARS

Structure of new car sales in Russia in 3 months 2021 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 2021 by brand (without pickups)

Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
GAZ	4 369	3 551	10 336	10 411	23,0	-0,7
UAZ	1 597	1 095	4 210	3 310	45,8	27,2
LADA	1 308	884	3 455	1 988	48,0	73,8
FORD	1 464	928	3 204	2 379	57,8	34,7
VOLKSWAGEN	499	639	1 299	1 422	-21,9	-8,6
PEUGEOT	494	245	1 233	603	101,6	104,5
MERCEDES	377	365	790	755	3,3	4,6
CITROEN	337	309	778	807	9,1	-3,6
HYUNDAI	134	266	342	640	-49,6	-46,6
IVECO	69	32	244	113	115,6	115,9
OPEL	80	12	194	25	566,7	676,0
FIAT	83	63	175	150	31,7	16,7
RENAULT	69	122	171	403	-43,4	-57,6
TOYOTA	33	28	67	60	17,9	11,7
KIA	18	12	31	32	50,0	-3,1
JAC	9	0	9	0		
DAIHATSU	2	0	3	0		
GMC	0	0	2	0		
MITSUBISHI	1	0	2	0		
NISSAN	1	1	2	1	0,0	100,0
HONDA	1	0	1	1		0,0
TAGAZ	1	0	1	0		
YUEJIN	0	0	0	1		-100,0
TOTAL	10 946	8 552	26 549	23 101	28,0	14,9
TOTAL Russian brands	7 275	5 530	18 002	15 709	31,6	14,6
TOTAL foreign brands	3 671	3 022	8 547	7 392	21,5	15,6



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 2021 (without pickups)

Rank	Model	Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
1	GAZelle NEXT	GAZ	2 392	1 968	5 547	5 769	21,5	-3,8
2	TRANSIT	FORD	1 464	907	3 203	2 321	61,4	38,0
3	LARGUS FURGON	LADA	1 105	756	2 945	1 642	46,2	79,4
4	3302 GAZelle	GAZ	922	836	2 252	2 195	10,3	2,6
5	3909	UAZ	692	493	2 134	1 685	40,4	26,6
6	2752 SOBOL	GAZ	454	288	867	814	57,6	6,5
7	PROFI	UAZ	300	0	651	66		886,4
8	CARAVELLE	VOLKSWAGEN	238	399	633	836	-40,4	-24,3
9	2705 GAZelle	GAZ	234	106	613	436	120,8	40,6
10	3741	UAZ	280	95	576	244	194,7	136,1
11	TRAVELLER	PEUGEOT	192	135	521	330	42,2	57,9
12	3221 GAZelle	GAZ	129	182	499	621	-29,1	-19,6
13	2206	UAZ	198	167	491	506	18,6	-3,0
14	2349 WIS	LADA	182	108	454	289	68,5	57,1
15	V-CLASS	MERCEDES	231	244	446	457	-5,3	-2,4
16	2310 SOBOL	GAZ	174	79	315	216	120,3	45,8
17	SPACE TOURER	CITROEN	128	92	305	224	39,1	36,2
18	BOXER	PEUGEOT	102	60	288	186	70,0	54,8
19	MULTIVAN	VOLKSWAGEN	105	1	251	2	10 400,0	12 450,0
20	SPRINTER	MERCEDES	103	89	246	224	15,7	9,8
21	DAILY	IVECO	69	32	244	113	115,6	115,9
22	2217 SOBOL	GAZ	64	92	242	360	-30,4	-32,8
23	EXPERT	PEUGEOT	107	49	242	85	118,4	184,7
24	JUMPER	CITROEN	115	145	241	348	-20,7	-30,7
25	JUMPY	CITROEN	94	71	232	233	32,4	-0,4

GAZelle NEXT

5 547 units **-3,8%**

FORD TRANSIT

3 203 units **38%**

LADA LARGUS FURGON

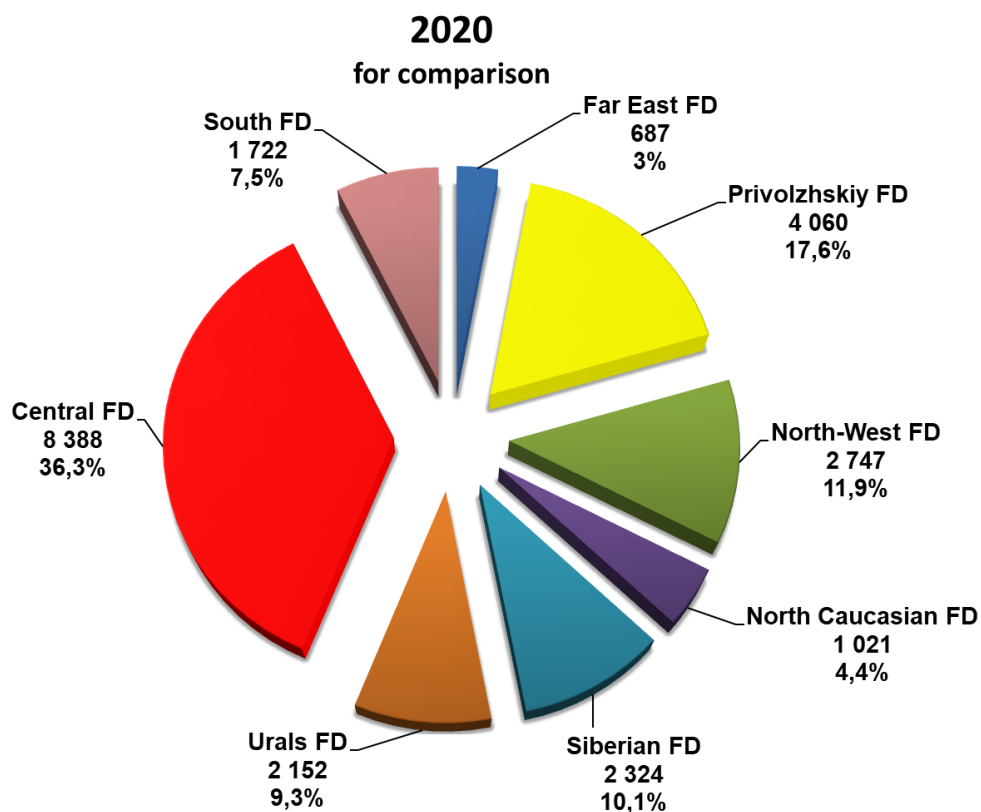
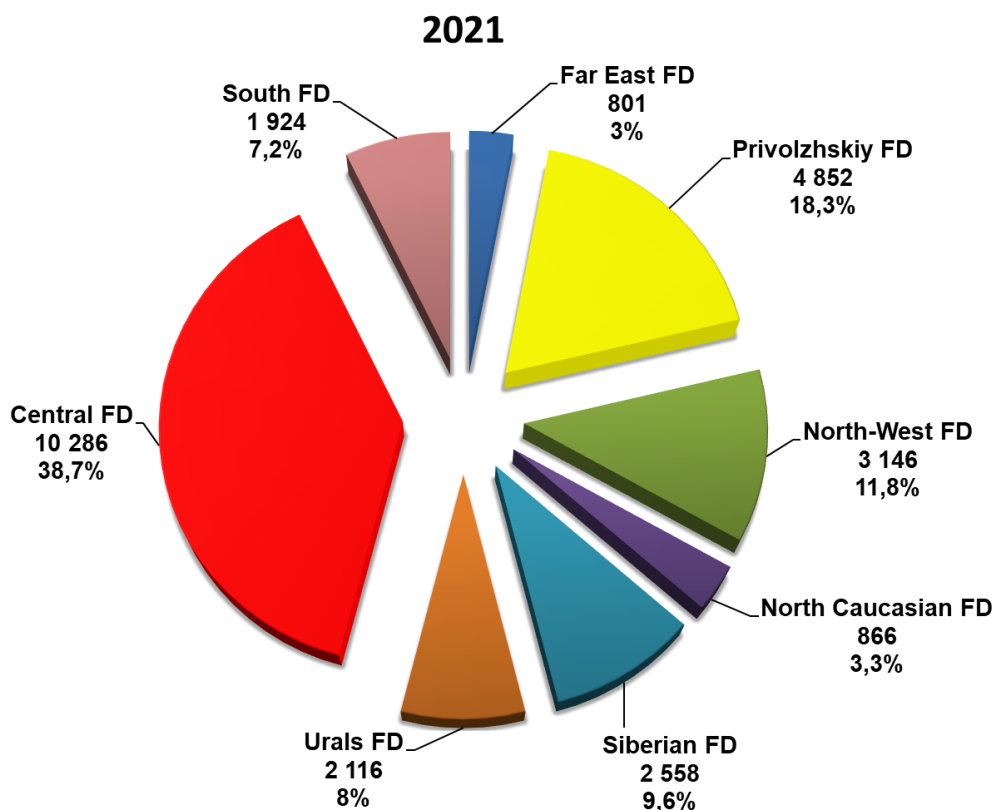
2 945 units **79,4%**





LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 3 months 2021 by Federal District





PICKUPS

Sales of new pickups in Russia in March and 3 months 2021 by brand

Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
UAZ	334	187	656	791	78,6	-17,1
TOYOTA	195	237	480	627	-17,7	-23,4
MITSUBISHI	151	245	412	687	-38,4	-40,0
GREAT WALL	61	0	140	0		
JAC	34	11	84	30	209,1	180,0
RAM	14	9	42	31	55,6	35,5
VOLKSWAGEN	3	84	36	184	-96,4	-80,4
FORD	10	5	21	12	100,0	75,0
ISUZU	2	25	21	66	-92,0	-68,2
CHEVROLET	0	0	1	0		
GMC	0	0	1	1		0,0
JEEP	1	0	1	0		
FIAT	0	11	0	37	-100,0	-100,0
GONOW	0	0	0	3		-100,0
MERCEDES	0	58	0	149	-100,0	-100,0
TOTAL	805	872	1 895	2 618	-7,7	-27,6
TOTAL Russian brands	334	187	656	791	78,6	-17,1
TOTAL foreign brands	471	685	1 239	1 827	-31,2	-32,2



PICKUPS

Top 15 model ranking of new pickup sales in Russia in March and 3 months 2021

Rank	Model	Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
1	2363 PICKUP	UAZ	334	187	656	791	78,6	-17,1
2	HILUX	TOYOTA	192	229	469	616	-16,2	-23,9
3	L200	MITSUBISHI	151	245	412	687	-38,4	-40,0
4	WINGLE	GREAT WALL	61	0	140	0		
5	T6	JAC	34	11	84	30	209,1	180,0
6	RAM	PICKUP	14	9	42	31	55,6	35,5
7	AMAROK	VOLKSWAGEN	3	84	36	184	-96,4	-80,4
8	F-SERIES	FORD	10	5	21	12	100,0	75,0
9	D-MAX	ISUZU	2	25	21	66	-92,0	-68,2
10	TUNDRA	TOYOTA	3	7	11	9	-57,1	22,2
11	SILVERADO	CHEVROLET	0	0	1	0		
12	CANYON	GMC	0	0	1	0		
13	GLADIATOR	JEEP	1	0	1	0		
14	FULLBACK	FIAT	0	11	0	37	-100,0	-100,0
15	SIERRA	GMC	0	0	0	1		-100,0

UAZ 2363 PICKUP

656 units **-17,1%**



TOYOTA HILUX

469 units **-23,9%**



MITSUBISHI L 200

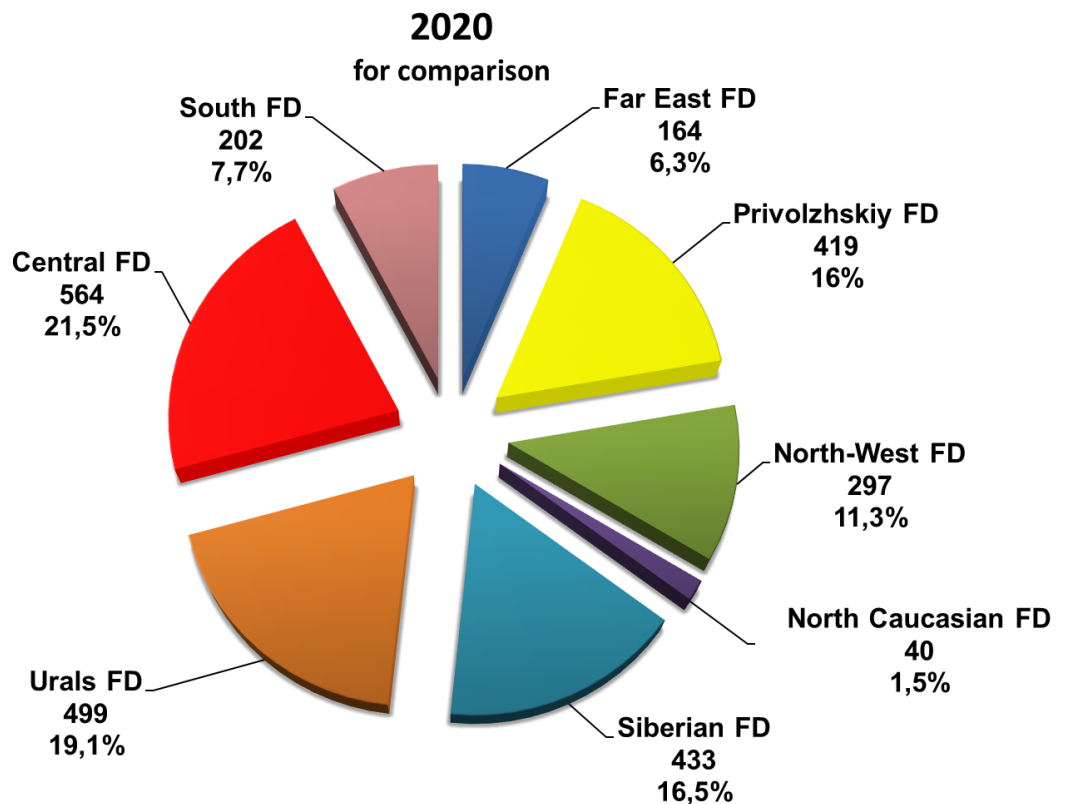
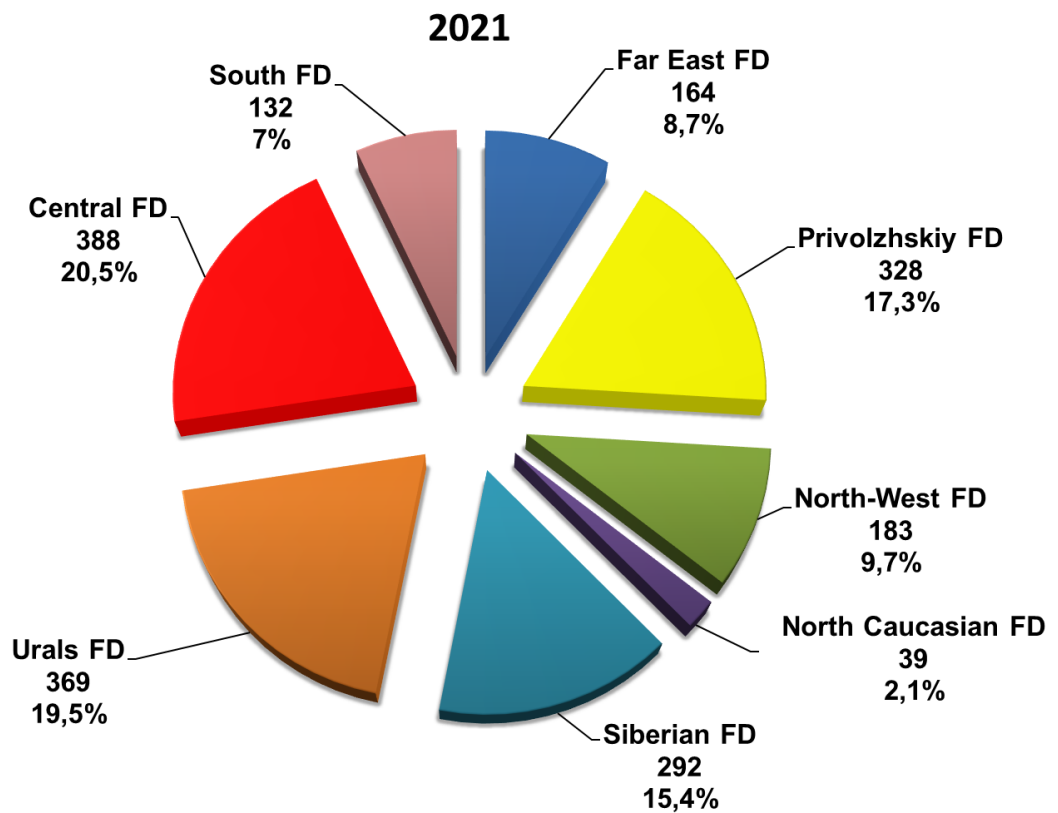
412 units **-40%**





PICKUPS

Structure of sales of new pickups in Russia in 3 months 2021 by Federal District





TRUCKS

Sales of new trucks in Russia in March and 3 months 2021 by brand, inclusive of special-purpose vehicles

Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
KAMAZ	2 909	1 882	7 251	5 841	54,6	24,1
GAZ	892	628	2 151	1 887	42,0	14,0
SCANIA	613	319	1 223	896	92,2	36,5
URAL	398	287	1 036	903	38,7	14,7
VOLVO	339	370	968	1 230	-8,4	-21,3
MAZ	407	219	941	551	85,8	70,8
MAN	450	274	892	985	64,2	-9,4
MERCEDES	304	246	696	860	23,6	-19,1
DAF	227	168	458	511	35,1	-10,4
ISUZU	170	221	417	750	-23,1	-44,4
HYUNDAI	115	99	318	249	16,2	27,7
MAZ MAN	107	43	307	164	148,8	87,2
JAC	108	48	284	129	125,0	120,2
FAW	151	58	279	122	160,3	128,7
HINO	91	79	240	190	15,2	26,3
SHAANXI	36	101	229	401	-64,4	-42,9
RENAULT	92	49	227	243	87,8	-6,6
HOWO	89	37	182	111	140,5	64,0
FUSO	54	41	143	113	31,7	26,5
IVECO	44	43	110	132	2,3	-16,7
FORD	14	12	73	133	16,7	-45,1
IVECO AMT	13	15	68	68	-13,3	0,0
FOTON	21	17	43	59	23,5	-27,1
XU GONG	18	10	43	35	80,0	22,9
ZIL	9	0	26	3		766,7
DAEWOO	9	6	22	21	50,0	4,8
NEFAZ	8	8	16	20	0,0	-20,0
SANY	4	5	13	28	-20,0	-53,6
ZOOMLION	6	1	12	8	500,0	50,0
LIEBHERR	2	1	8	5	100,0	60,0
DAYUN	1	1	4	2	0,0	100,0
GROVE	0	2	3	2	-100,0	50,0
GOUPIL	0	0	1	0		
KRAZ	0	0	1	0		
C C	0	0	0	3		-100,0
NISSAN	0	0	0	1		-100,0
TATRA	0	2	0	5	-100,0	-100,0
TONAR	0	0	0	1		-100,0
YUEJIN	0	1	0	1	-100,0	-100,0
TOTAL	7 701	5 293	18 685	16 663	45,5	12,1
TOTAL Russian brands	4 216	2 805	10 480	8 654	50,3	21,1
TOTAL foreign brands	3 485	2 488	8 205	8 009	40,1	2,4



TRUCKS

Sales of new trucks in Russia in March and 3 months 2021 by type

Type	March 2021	March 2020	3 months 2021	3 months 2020	Market share March 2021, %	Market share March 2020, %	Market share 3 months 2021, %	Market share 3 monthss 2020, %
Other special equipment	2 887	951	7 612	2 764	40,7	16,6	37,5	18,0
Truck-tractor	1 884	1 516	4 106	5 061	22,0	30,4	24,5	28,6
Dump truck	953	915	2 108	2 797	11,3	16,8	12,4	17,3
Other truck types	755	589	1 852	1 957	9,9	11,7	9,8	11,1
Drop-side flat bed	573	392	1 465	1 261	7,8	7,6	7,4	7,4
Van	291	265	630	894	3,4	5,4	3,8	5,0
Refrigerator	91	158	227	438	1,2	2,6	1,2	3,0
Autocrane	134	210	323	568	1,7	3,4	1,7	4,0
Tanker	96	194	254	654	1,4	3,9	1,3	3,7
Refueler	18	43	36	112	0,2	0,7	0,2	0,8
Mobile repair shop	18	58	68	127	0,4	0,8	0,2	1,1
Autoloader	0	1	2	5	0,0	0,0	0,0	0,0
Ambulance	0	0	0	22	0,0	0,1	0,0	0,0
Miscellaneous	1	1	2	3	0,0	0,0	0,0	0,0
TOTAL	7 701	5 293	18 685	16 663	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in March and 3 months 2021

Rank	Model	Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
1	43118 6X6	KAMAZ	788	649	2 086	1 862	21,4	12,0
2	GAZON NEXT	GAZ	702	397	1 573	1 242	76,8	26,7
3	65115 6X4	KAMAZ	559	327	1 308	1 019	70,9	28,4
4	5490 4X2	KAMAZ	526	282	1 198	685	86,5	74,9
5	6520 6X4	KAMAZ	326	160	791	597	103,8	32,5
6	4320 6X6	URAL	249	161	612	545	54,7	12,3
7	ACTROS	MERCEDES	264	238	595	829	10,9	-28,2
8	SERIES FH 4X2	VOLVO	220	194	492	639	13,4	-23,0
9	TGX 18.XXX 4X2	MAN	213	105	459	336	102,9	36,6
10	XF-SERIES	DAF	207	0	398	13		2 961,5
11	3308 SADKO	GAZ	127	47	356	182	170,2	95,6
12	6580 6X4	KAMAZ	115	32	274	70	259,4	291,4
13	SERIES R 4X2	SCANIA	162	65	273	157	149,2	73,9
14	43253 4X2	KAMAZ	112	61	271	285	83,6	-4,9
15	6312 6X4	MAZ-MAN	94	43	267	164	118,6	62,8
16	MIGHTY	HYUNDAI	96	69	265	186	39,1	42,5
17	5557 6X6	URAL	79	70	244	213	12,9	14,6
18	6501 6X4	MAZ	119	37	230	96	221,6	139,6
19	SERIES G 4X2	SCANIA	105	49	226	175	114,3	29,1
20	6430 6X4	MAZ	69	34	198	109	102,9	81,7
21	T-SERIES	RENAULT	73	32	190	207	128,1	-8,2
22	4308 4X2	KAMAZ	56	17	179	88	229,4	103,4
23	NQR	ISUZU	59	85	166	270	-30,6	-38,5
24	HFC-SERIES	JAC	68	25	165	76	172,0	117,1
25	65117 6X4	KAMAZ	58	38	156	100	52,6	56,0

KAMAZ 43118 6X6

2 086 units 12%

GAZ GAZON NEXT

1 573 units 26,7%

KAMAZ 65115 6X4

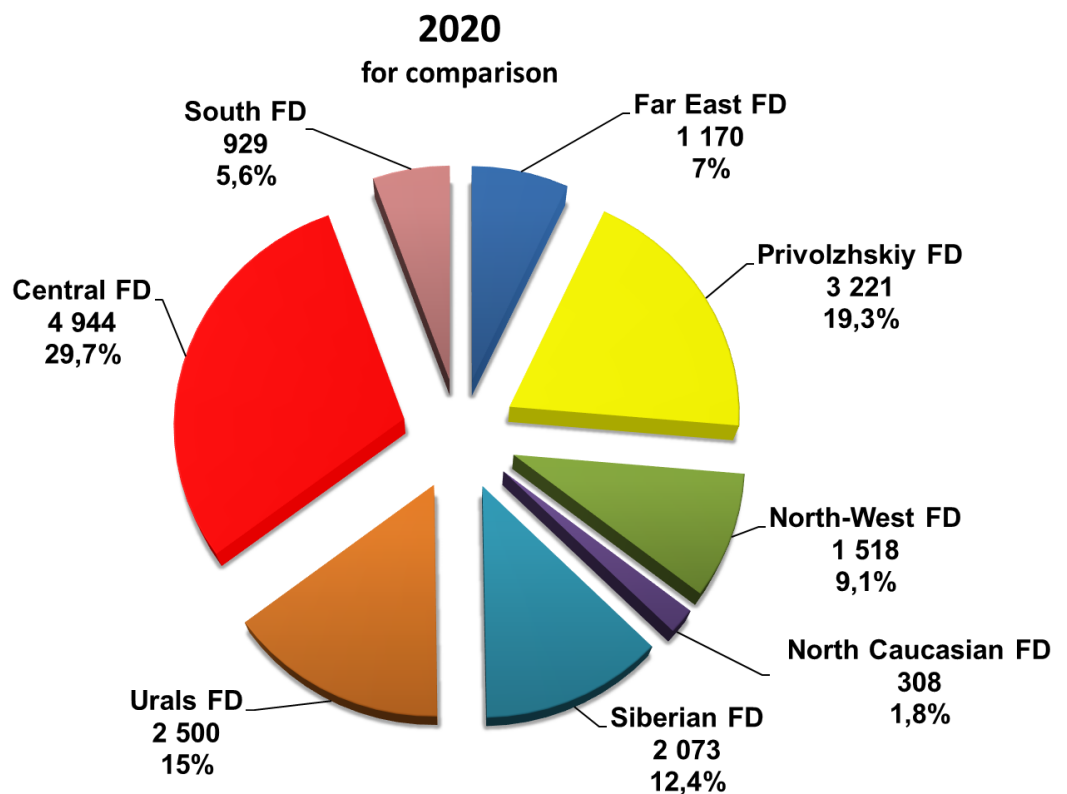
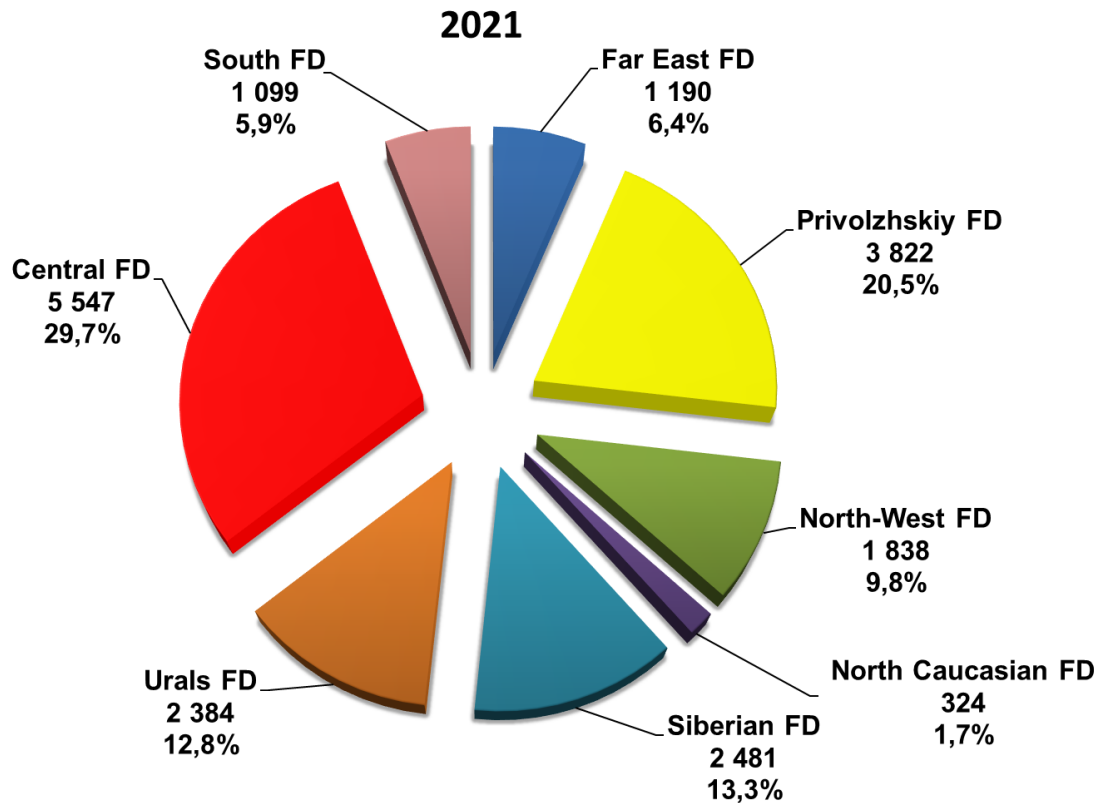
1 308 units 28,4%





TRUCKS

Structure of sales of new truck in Russia in 3 months 2021 by Federal District





BUSES

Sales of new buses in Russia in March and 3 months 2021 by brand

Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
PAZ	536	612	1 472	1 670	-12,4	-11,9
NEFAZ	165	184	426	371	-10,3	14,8
LIAZ	38	139	267	754	-72,7	-64,6
URAL	60	16	100	65	275,0	53,8
MAZ	24	27	79	86	-11,1	-8,1
VOLZHANIN	3	16	54	50	-81,2	8,0
YUTONG	32	41	49	106	-22,0	-53,8
HIGER	8	15	27	44	-46,7	-38,6
IRISBUS	5	21	24	22	-76,2	9,1
SIMAZ	3	10	24	62	-70,0	-61,3
NEMAN	16	12	23	26	33,3	-11,5
KAVZ	6	19	22	82	-68,4	-73,2
KING LONG (KLM)	2	2	10	22	0,0	-54,5
LOTOS	2	0	10	5		100,0
ANKAI	8	0	8	3		166,7
ZHONGTONG	3	1	6	13	200,0	-53,8
MERCEDES	0	0	5	3		66,7
HYUNDAI	4	0	4	0		
SCANIA	1	1	3	3	0,0	0,0
MAN	0	4	2	9	-100,0	-77,8
GOLDEN DRAGON	0	0	1	53		-98,1
VITOVIT	0	0	0	1		-100,0
TOTAL	916	1 120	2 616	3 450	-18,2	-24,2
TOTAL Russian brands	813	996	2 375	3 059	-18,4	-22,4
TOTAL foreign brands	103	124	241	391	-16,9	-38,4



BUSES

Top 25 model ranking of new bus sales in Russia in March and 3 months 2021

Rank	Model	Brand	March 2021	March 2020	3 months 2021	3 months 2020	Change March 2021 vs 2020, %	Change 3 months 2021 vs 2020, %
1	3205	PAZ	282	335	742	904	-15,8	-17,9
2	4234	PAZ	106	68	365	240	55,9	52,1
3	3204	PAZ	146	175	346	424	-16,6	-18,4
4	5299, 5297 4X2	NEFAZ, KAMAZ	95	179	316	342	-46,9	-7,6
5	5292	LIAZ	11	28	130	335	-60,7	-61,2
6	4208, 4310 6X6	NEFAZ, KAMAZ	70	5	105	24	1 300,0	337,5
7	3255 4320 6X6	URAL	60	16	100	65	275,0	53,8
8	5256	LIAZ	2	7	48	20	-71,4	140,0
9	6213	LIAZ	11	9	45	21	22,2	114,3
10	103	MAZ	9	13	41	34	-30,8	20,6
11	52701	VOLZHANIN	3	13	27	21	-76,9	28,6
12	6119	YUTONG	16	37	27	67	-56,8	-59,7
13	VOLGABUS 6271, 6X2	VOLZHANIN, MAN	0	0	25	3		733,3
14	CROSSWAY	IRISBUS	5	21	24	22	-76,2	9,1
15	2258	SIMAZ	3	10	24	62	-70,0	-61,3
16	4202	NEMAN	16	12	23	26	33,3	-11,5
17	203	MAZ	14	8	20	17	75,0	17,6
18	KLQ-SERIES	HIGER	6	12	19	30	-50,0	-36,7
19	3203	PAZ	2	7	17	22	-71,4	-22,7
20	4238	KAVZ	5	17	15	68	-70,6	-77,9
21	5291	LIAZ	3	2	14	14	50,0	0,0
22	4292	LIAZ	11	90	11	344	-87,8	-96,8
23	6274	LIAZ	0	2	11	2	-100,0	450,0
24	3205	PAZ	282	335	742	904	-15,8	-17,9
25	4234	PAZ	106	68	365	240	55,9	52,1

PAZ 3205

742 units **-17,9%**

PAZ 4234

365 units **52,1%**



PAZ 3204

346 units **-18,4%**





BUSES

Structure of new bus sales in Russia in 3 months 2021 by Federal District

