



## PRESS-RELEASE

13 APRIL 2022

### AUTOMOBILE MARKET OF RUSSIA IN MARCH AND JANUARY-MARCH 2022 TRUCKS AND BUSES

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 7 446 units in March 2022, down 3.3% YOY; 22 082 units in January-March 2022, up 18.2% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 396 units in March 2022, up 52.4% YOY; 3 939 units in January-March 2022, up 50.6% 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 3.3% in March 2022 and grew by 18.2% in January-March 2022. We forecast a decline of the truck market in the current year by not more than 30% YOY.

We have also noted an impressive growth of bus sales in March 2022, when the sales soared by 52.4%. The growth rate in the first three months of the year was 50.6%. 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 foreign components.

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Developed by specialists of

AVTOSTAT-INFO



# TRUCKS

## Sales of new trucks in Russia in March and 3 months 2022 by brand, inclusive of special-purpose vehicles

Brand	March 2022	March 2021	3 months 2022	3 months 2021	Change March 2022 vs 2021, %	Change 3 months 2022 vs 2021, %
KAMAZ	3 383	2 909	9 074	7 251	16,3	25,1
GAZ	623	892	1 994	2 151	-30,2	-7,3
URAL	577	398	1 584	1 036	45,0	52,9
VOLVO	107	339	1 244	968	-68,4	28,5
SCANIA	185	613	918	1 223	-69,8	-24,9
MAZ	357	407	886	941	-12,3	-5,8
SHAANXI	273	36	747	229	658,3	226,2
MERCEDES	185	304	744	696	-39,1	6,9
ISUZU	187	170	625	417	10,0	49,9
MAN	239	450	465	892	-46,9	-47,9
JAC	178	108	460	284	64,8	62,0
HOWO	131	89	459	182	47,2	152,2
HINO	177	91	457	240	94,5	90,4
HYUNDAI	172	115	361	318	49,6	13,5
DAF	113	227	294	458	-50,2	-35,8
MAZ MAN	130	107	277	307	21,5	-9,8
FAW	94	151	247	279	-37,7	-11,5
RENAULT	18	92	211	227	-80,4	-7,0
IVECO	51	44	199	110	15,9	80,9
FUSO	79	54	193	143	46,3	35,0
IVECO AMT	53	13	159	68	307,7	133,8
FORD	40	14	153	73	185,7	109,6
DAEWOO	21	9	83	22	133,3	277,3
XU GONG	21	18	61	43	16,7	41,9
HONGYAN	11	0	39	0		
SANY	12	4	36	13	200,0	176,9
SITRAK	5	0	34	0		
TATRA	4	0	15	0		
ZOOMLION	4	6	14	12	-33,3	16,7
FOTON	1	21	12	43	-95,2	-72,1
DAYUN	5	1	10	4	400,0	150,0
ZIL	3	9	9	26	-66,7	-65,4
LIEBHERR	4	2	7	8	100,0	-12,5
ASHOK LEYLAND	0	0	5	0		
TEREX-DEMAG	2	0	4	0		
AMUR	1	0	2	0		
GOUPIL	0	0	0	1		-100,0
GROVE	0	0	0	3		-100,0
KRAZ	0	0	0	1		-100,0
NEFAZ	0	8	0	16	-100,0	-100,0
<b>TOTAL</b>	<b>7 446</b>	<b>7 701</b>	<b>22 082</b>	<b>18 685</b>	<b>-3,3</b>	<b>18,2</b>
<b>TOTAL Russian brands</b>	<b>4 587</b>	<b>4 216</b>	<b>12 663</b>	<b>10 480</b>	<b>8,8</b>	<b>20,8</b>
<b>TOTAL foreign brands</b>	<b>2 859</b>	<b>3 485</b>	<b>9 419</b>	<b>8 205</b>	<b>-18,0</b>	<b>14,8</b>



# TRUCKS

## Sales of new trucks in Russia in March and 3 months 2022 by type

Type	March 2022	March 2021	3 months 2022	3 months 2021	Market share March 2022, %	Market share March 2021, %	Market share 3 months 2022, %	Market share 3 monthss 2021, %
Other special equipment	3 455	2 887	9 709	7 612	46,4	37,5	44,0	40,7
Truck-tractor	1 359	1 884	4 406	4 106	18,3	24,5	20,0	22,0
Dump truck	833	953	2 330	2 108	11,2	12,4	10,6	11,3
Other truck types	475	755	1 920	1 852	6,4	9,8	8,7	9,9
Drop-side flat bed	550	573	1 655	1 465	7,4	7,4	7,5	7,8
Van	220	291	662	630	3,0	3,8	3,0	3,4
Refrigerator	198	91	506	227	2,7	1,2	2,3	1,2
Autocrane	131	134	351	323	1,8	1,7	1,6	1,7
Tanker	128	96	308	254	1,7	1,3	1,4	1,4
Refueler	28	18	64	36	0,4	0,2	0,3	0,2
Mobile repair shop	26	18	82	68	0,4	0,2	0,4	0,4
Autoloader	2	0	4	2	0,0	0,0	0,0	0,0
Miscellaneous	41	1	85	2	0,6	0,0	0,4	0,0
<b>TOTAL</b>	<b>7 446</b>	<b>7 701</b>	<b>22 082</b>	<b>18 685</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>



# TRUCKS

## Top 25 model ranking of new truck sales in Russia in March and 3 months 2022

Rank	Model	Brand	March 2022	March 2021	3 months 2022	3 months 2021	Change March 2022 vs 2021, %	Change 3 months 2022 vs 2021, %
1	43118 6X6	KAMAZ	882	788	2 341	2 086	11,9	12,2
2	5490 4X2	KAMAZ	674	526	1 855	1 198	28,1	54,8
3	GAZON NEXT	GAZ	486	702	1 563	1 573	-30,8	-0,6
4	65115 6X4	KAMAZ	589	559	1 407	1 308	5,4	7,6
5	6520 6X4	KAMAZ	374	326	1 085	791	14,7	37,2
6	4320 6X6	URAL	365	249	923	612	46,6	50,8
7	SERIES FH 4X2	VOLVO	47	220	629	492	-78,6	27,8
8	ACTROS	MERCEDES	143	264	622	595	-45,8	4,5
9	SX 331 8X4	SHAANXI	160	5	465	67	3 100,0	594,0
10	5557 6X6	URAL	136	79	409	244	72,2	67,6
11	MIGHTY	HYUNDAI	169	96	356	265	76,0	34,3
12	43253 4X2	KAMAZ	124	112	307	271	10,7	13,3
13	6501 6X4	MAZ	121	119	301	230	1,7	30,9
14	SX 325 6X4	SHAANXI	106	29	269	153	265,5	75,8
15	6312 6X4	MAZ-MAN	119	94	259	267	26,6	-3,0
16	65117 6X4	KAMAZ	92	58	258	156	58,6	65,4
17	S-SERIES	SCANIA	57	79	258	112	-27,8	130,4
18	53605 4X2	KAMAZ	78	69	253	147	13,0	72,1
19	NQR	ISUZU	78	59	251	166	32,2	51,2
20	J6 6X4	FAW	89	0	236	0		
21	TGX 18.XXX 4X2	MAZ	140	213	236	459	-34,3	-48,6
22	SERIES R 4X2	SCANIA	28	162	232	273	-82,7	-15,0
23	5350 6X6 MUSTANG	KAMAZ	90	37	224	143	143,2	56,6
24	XF-SERIES	DAF	93	207	214	398	-55,1	-46,2
25	300-SERIES	HINO	91	54	210	81	68,5	159,3

### 3 months 2022

**KAMAZ 43118 6X6**

2 341 units **12,2%**

**KAMAZ 5490 4X2**

1 855 units **54,8%**



**GAZ GAZON NEXT**

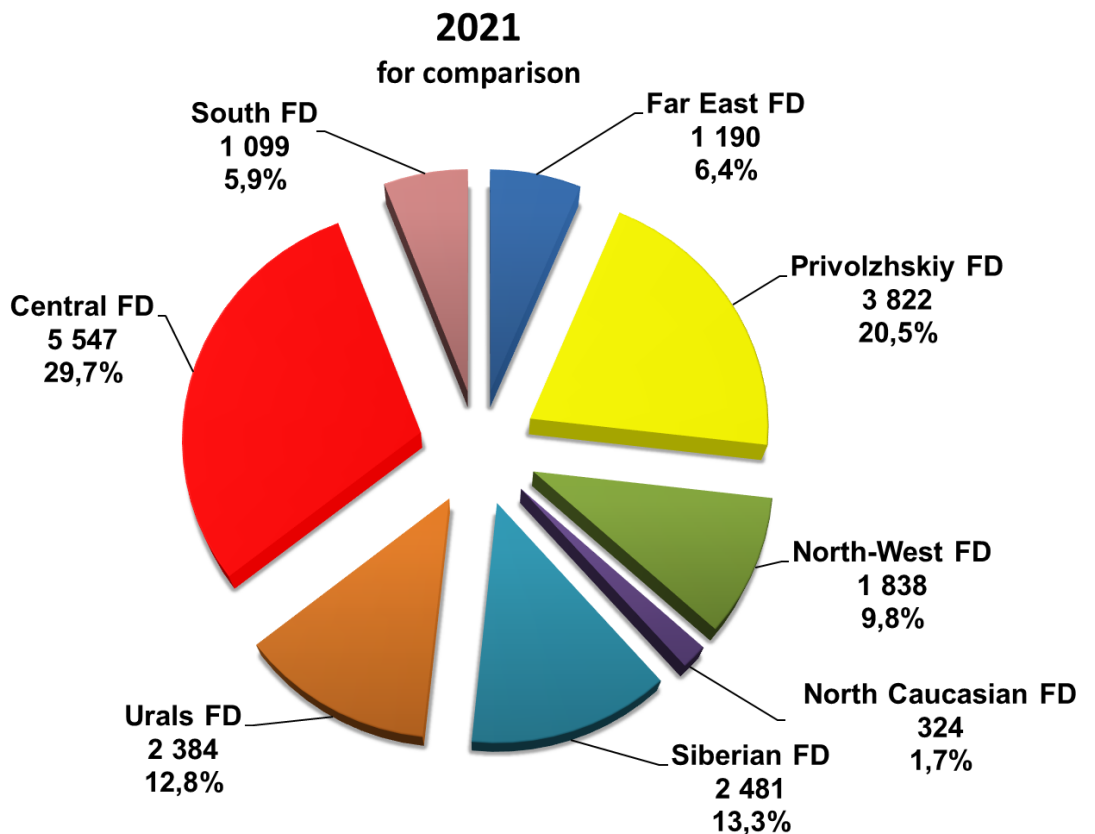
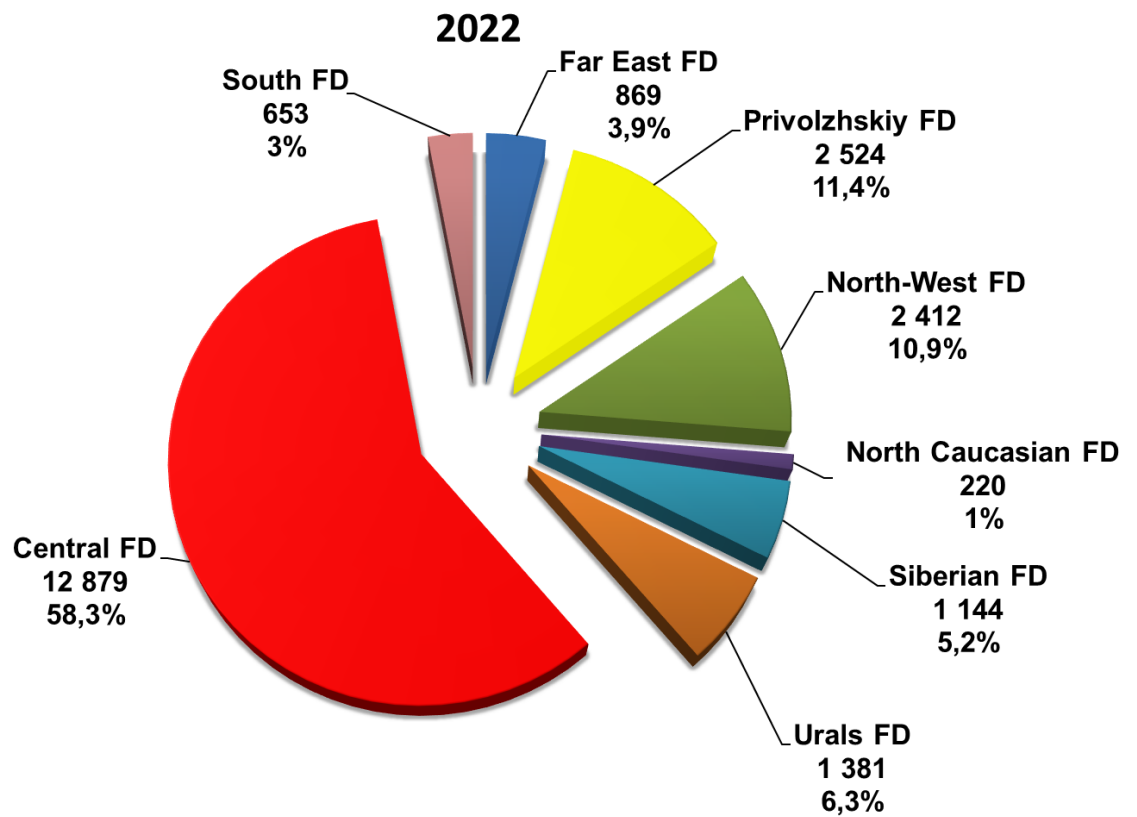
1 563 units **-0,6%**





# TRUCKS

## Structure of sales of new truck in Russia in 3 months 2022 by Federal District





# BUSES

## Sales of new buses in Russia in March and 3 months 2022 by brand

Brand	March 2022	March 2021	3 months 2022	3 months 2021	Change March 2022 vs 2021, %	Change 3 months 2022 vs 2021, %
PAZ	561	536	1 812	1 472	4,7	23,1
NEFAZ	236	165	449	426	43,0	5,4
LIAZ	184	38	385	267	384,2	44,2
MAZ	110	24	347	79	358,3	339,2
VOLZHANIN	85	3	201	54	2 733,3	272,2
URAL	38	60	181	100	-36,7	81,0
KAVZ	81	6	119	22	1 250,0	440,9
LOTOS	0	2	106	10	-100,0	960,0
YUTONG	47	32	91	49	46,9	85,7
SIMAZ	29	3	80	24	866,7	233,3
KAMAZ	2	0	78	0		
HIGER	14	8	52	27	75,0	92,6
KING LONG (KLM)	5	2	12	10	150,0	20,0
ZHONGTONG	1	3	8	6	-66,7	33,3
MAN	2	0	5	2		150,0
HYUNDAI	1	4	3	4	-75,0	-25,0
FOTON	0	0	2	0		
IRISBUS	0	5	2	24	-100,0	-91,7
NEMAN	0	16	2	23	-100,0	-91,3
SETRA	0	0	2	0		
SCANIA	0	1	1	3	-100,0	-66,7
TOYOTA	0	0	1	0		
ANKAI	0	8	0	8	-100,0	-100,0
GOLDEN DRAGON	0	0	0	1		-100,0
MERCEDES	0	0	0	5		-100,0
<b>TOTAL</b>	<b>1 396</b>	<b>916</b>	<b>3 939</b>	<b>2 616</b>	<b>52,4</b>	<b>50,6</b>
<b>TOTAL Russian brands</b>	<b>1 216</b>	<b>813</b>	<b>3 411</b>	<b>2 375</b>	<b>49,6</b>	<b>43,6</b>
<b>TOTAL foreign brands</b>	<b>180</b>	<b>103</b>	<b>528</b>	<b>241</b>	<b>74,8</b>	<b>119,1</b>



# BUSES

## Top 25 model ranking of new bus sales in March and 3 months 2022

Rank	Model	Brand	March 2022	March 2021	3 months 2022	3 months 2021	Change March 2022 vs 2021, %	Change 3 months 2022 vs 2021, %
1	3205	PAZ	321	282	967	742	13,8	30,3
2	5299, 5297 4X2	NEFAZ, KAMAZ	233	95	434	316	145,3	37,3
3	VECTOR NEXT	PAZ	0	0	369	0		
4	4234	PAZ	129	106	342	365	21,7	-6,3
5	5292	LIAZ	99	11	196	130	800,0	50,8
6	3255 4320 6X6	URAL	38	60	181	100	-36,7	81,0
7	206 - 226	MAZ	4	0	168	2		8 300,0
8	5270	VOLZHANIN	67	0	167	0		
9	6213	LIAZ	75	11	148	45	581,8	228,9
10	203	MAZ	105	14	135	20	650,0	575,0
11	3204	PAZ	108	146	126	346	-26,0	-63,6
12	105	LOTOS	0	0	95	6		1 483,3
13	4238	KAVZ	60	5	85	15	1 100,0	466,7
14	2258	SIMAZ	29	3	80	24	866,7	233,3
15	6282	KAMAZ	2	0	78	0		
16	6129	YUTONG	38	0	65	0		
17	103	MAZ	0	9	42	41	-100,0	2,4
18	52701	VOLZHANIN	18	3	34	27	500,0	25,9
19	4235	KAVZ	20	1	32	6	1 900,0	433,3
20	6274	LIAZ	0	0	20	11		81,8
21	KLQ 6129	HIGER	8	2	18	8	300,0	125,0
22	KLQ 6119	HIGER	1	0	17	0		
23	KLQ 6128	HIGER	5	0	14	0		
24	6899	YUTONG	6	4	14	8	50,0	75,0
25	4292	LIAZ	6	11	12	11	-45,5	9,1

### 3 months 2022

NEFAZ, KAMAZ  
5299, 5297 4X2  
434 units **37,3%**

PAZ 3205  
967 units **30,3%**

PAZ VECTOR NEXT  
369 units **NEW**





# BUSES

## Structure of new bus sales in Russia in 3 months 2022 by Federal District

