



## PRESS-RELEASE

12 SEPTEMBER 2022

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 6 716 units in August 2022, down 20.2% YOY; 51 069 units in January-August 2022, down 19.5% YOY.
- Buses and coaches (except minibuses, M2 category) – 996 units in August 2022, down 4.4% YOY; 8 651 units in January-August 2022, down 1.5% 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 20.2% in August 2022, while decline in January-August 2022 was down 19.5%. We forecast a decline of the truck market in the current year by not more than 30% YOY.

We have also noted decline of bus sales in August 2022, when the sales fell by 4.4%, while the result of the first eight months of the year showed bus sales decline by 1.5%. By our assessment, the annual result of bus sales in 2022 will be a decrease by 15% 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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# TRUCKS

## Sales of new trucks in Russia in August and 8 months 2022 by brand, inclusive of special-purpose vehicles

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
KAMAZ	2 692	3 065	20 497	23 190	-12,2	-11,6
SHAANXI	1 090	302	4 895	1 443	260,9	239,2
GAZ	309	780	3 716	6 757	-60,4	-45,0
URAL	303	353	3 380	2 830	-14,2	19,4
HOWO	374	212	2 121	910	76,4	133,1
MAZ	291	404	2 113	3 071	-28,0	-31,2
FAW	474	213	1 594	1 153	122,5	38,2
VOLVO	64	286	1 416	3 079	-77,6	-54,0
ISUZU	129	413	1 409	2 083	-68,8	-32,4
JAC	234	57	1 402	647	310,5	116,7
SCANIA	18	445	1 132	5 147	-96,0	-78,0
MERCEDES	14	440	980	3 000	-96,8	-67,3
HINO	52	156	976	1 013	-66,7	-3,7
HYUNDAI	46	70	776	805	-34,3	-3,6
MAN	50	557	771	3 340	-91,0	-76,9
MAZ MAN	70	111	625	868	-36,9	-28,0
FUSO	13	66	472	453	-80,3	4,2
DAF	20	213	380	1 316	-90,6	-71,1
SITRAK	187	0	350	0		
IVECO	15	63	307	337	-76,2	-8,9
HONGYAN	83	18	298	127	361,1	134,6
DAEWOO	96	23	271	131	317,4	106,9
XU GONG	38	19	227	139	100,0	63,3
RENAULT	5	35	223	584	-85,7	-61,8
IVECO AMT	1	22	220	249	-95,5	-11,6
FORD	2	34	172	309	-94,1	-44,3
ZOONLION	33	8	159	68	312,5	133,8
SANY	0	8	43	46	-100,0	-6,5
DAYUN	3	1	41	7	200,0	485,7
TATRA	0	10	27	20	-100,0	35,0
FOTON	1	9	21	116	-88,9	-81,9
LIEBHERR	0	3	13	19	-100,0	-31,6
AMUR	5	0	10	2		400,0
ZIL	0	2	9	65	-100,0	-86,2
ASHOK LEYLAND	0	0	5	0		
TEREX-DEMAG	0	0	4	3		33,3
NEFAZ	3	10	3	45	-70,0	-93,3
AN VR	0	0	2	0		
C C	0	6	2	14	-100,0	-85,7
BURAN	0	0	1	0		
DONGFENG	1	0	1	0		



# TRUCKS

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
GROVE	0	1	1	6	-100,0	-83,3
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
KRAZ	0	0	0	2		-100,0
LANDWIND JIANGLING - JMC	0	0	0	4		-100,0
RUSTRAK	0	0	0	3		-100,0
<b>TOTAL</b>	<b>6 716</b>	<b>8 415</b>	<b>51 069</b>	<b>63 408</b>	<b>-20,2</b>	<b>-19,5</b>
<b>TOTAL Russian brands</b>	<b>3 312</b>	<b>4 210</b>	<b>27 615</b>	<b>32 892</b>	<b>-21,3</b>	<b>-16,0</b>
<b>TOTAL foreign brands</b>	<b>3 404</b>	<b>4 205</b>	<b>23 454</b>	<b>30 516</b>	<b>-19,0</b>	<b>-23,1</b>

## Sales of new trucks in Russia in August and 8 months months 2022 by type

Type	March 2022	August 2021	8 months 2022	8 months 2021	Market share August2022, %	Market share August2021, %	Market share 8 months 2022, %	Market share 8 monthss 2021, %
Other special equipment	3 447	3 199	24 680	24 089	51,3	38,0	48,3	38,0
Truck-tractor	647	1 856	6 947	15 025	9,6	22,1	13,6	23,7
Dump truck	1 435	1 130	8 337	7 519	21,4	13,4	16,3	11,9
Other truck types	328	880	3 274	6 821	4,9	10,5	6,4	10,8
Drop-side flat bed	366	592	3 242	4 591	5,5	7,0	6,4	7,2
Van	132	280	1 360	2 172	2,0	3,3	2,7	3,4
Refrigerator	153	256	1 282	1 130	2,3	3,0	2,5	1,8
Autocrane	127	118	896	898	1,9	1,4	1,8	1,4
Tanker	62	90	685	754	0,9	1,1	1,3	1,2
Refueler	14	11	137	159	0,2	0,1	0,3	0,3
Mobile repair shop	5	3	125	148	0,1	0,0	0,2	0,2
Autoloader	0	0	6	8	0,0	0,0	0,0	0,0
Miscellaneous	0	0	98	94	0,0	0,0	0,2	0,2
<b>TOTAL</b>	<b>6 716</b>	<b>8 415</b>	<b>51 069</b>	<b>63 408</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 August and 8 months 2022

Rank	Model	Brand	March 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
1	43118 6X6	KAMAZ	737	567	5 375	5 336	30,0	0,7
2	65115 6X4	KAMAZ	798	652	4 890	4 631	22,4	5,6
3	5490 4X2	KAMAZ	224	741	2 993	5 049	-69,8	-40,7
4	GAZON NEXT	GAZ	222	648	2 853	5 411	-65,7	-47,3
5	SX 331 8X4	SHAANXI	450	165	2 642	661	172,7	299,7
6	6520 6X4	KAMAZ	378	410	2 358	2 861	-7,8	-17,6
7	4320 6X6	URAL	193	181	1 926	1 557	6,6	23,7
8	SX 325 6X4	SHAANXI	450	137	1 738	770	228,5	125,7
9	J6 6X4	FAW	458	84	1 045	252	445,2	314,7
10	5557 6X6	URAL	68	97	834	695	-29,9	20,0
11	ACTROS	MERCEDES	12	380	795	2 592	-96,8	-69,3
12	MIGHTY	HYUNDAI	42	69	745	726	-39,1	2,6
13	6501 6X4	MAZ	115	144	713	1 036	-20,1	-31,2
14	SERIES FH 4X2	VOLVO	25	128	704	1 760	-80,5	-60,0
15	43253 4X2	KAMAZ	57	72	637	773	-20,8	-17,6
16	6312 6X4	MAZ-MAN	70	111	600	820	-36,9	-26,8
17	53605 4X2	KAMAZ	60	81	596	530	-25,9	12,5
18	N350 6X4	JAC	80	0	525	0		
19	ZZ 3327	HOWO	54	63	524	279	-14,3	87,8
20	ZZ 3407	HOWO	117	72	486	347	62,5	40,1
21	4308 4X2	KAMAZ	101	76	484	522	32,9	-7,3
22	300-SERIES	HINO	16	78	478	464	-79,5	3,0
23	NQR	ISUZU	25	88	476	597	-71,6	-20,3
24	CANTER	FUSO	13	66	471	453	-80,3	4,0
25	SX 425 6X4	SHAANXI	172	0	462	11		4 100,0

### 8 months 2022

#### KAMAZ 43118 6X6

5 375 units **0,7%**

#### KAMAZ 65115 6X4

4 890 units **5,6%**



#### KAMAZ 5490 4X2

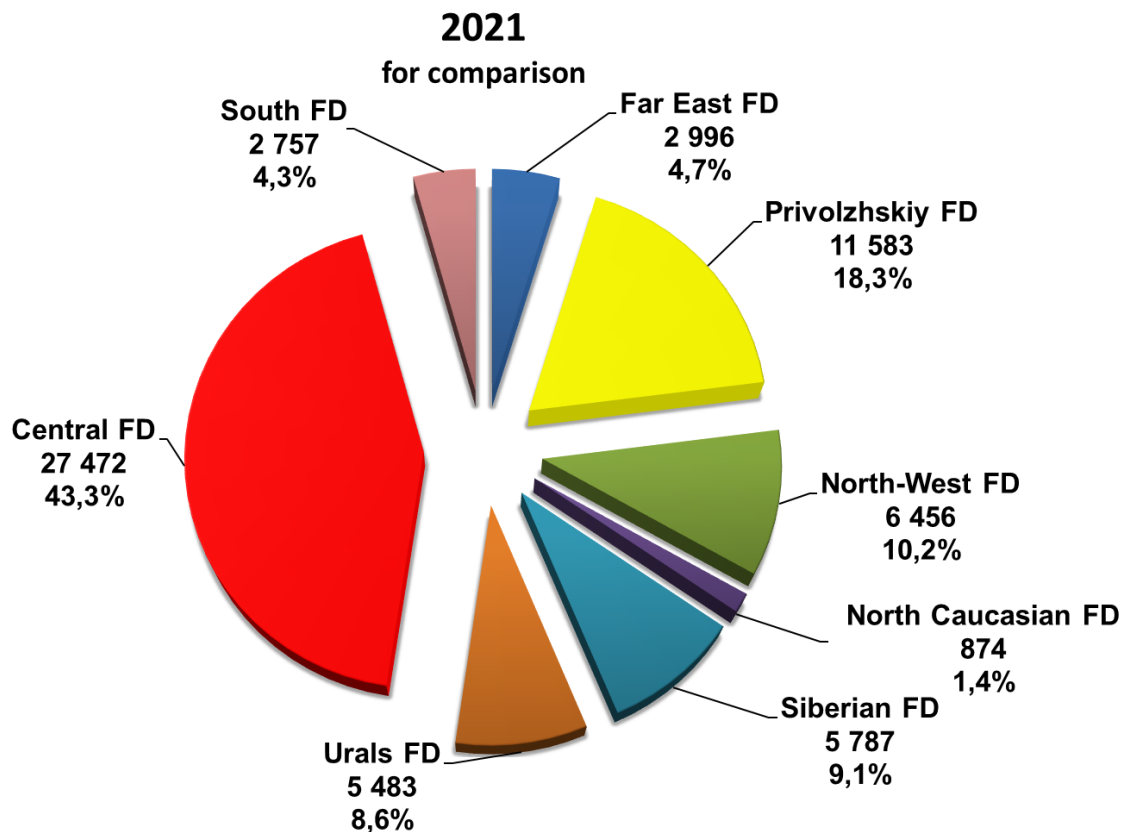
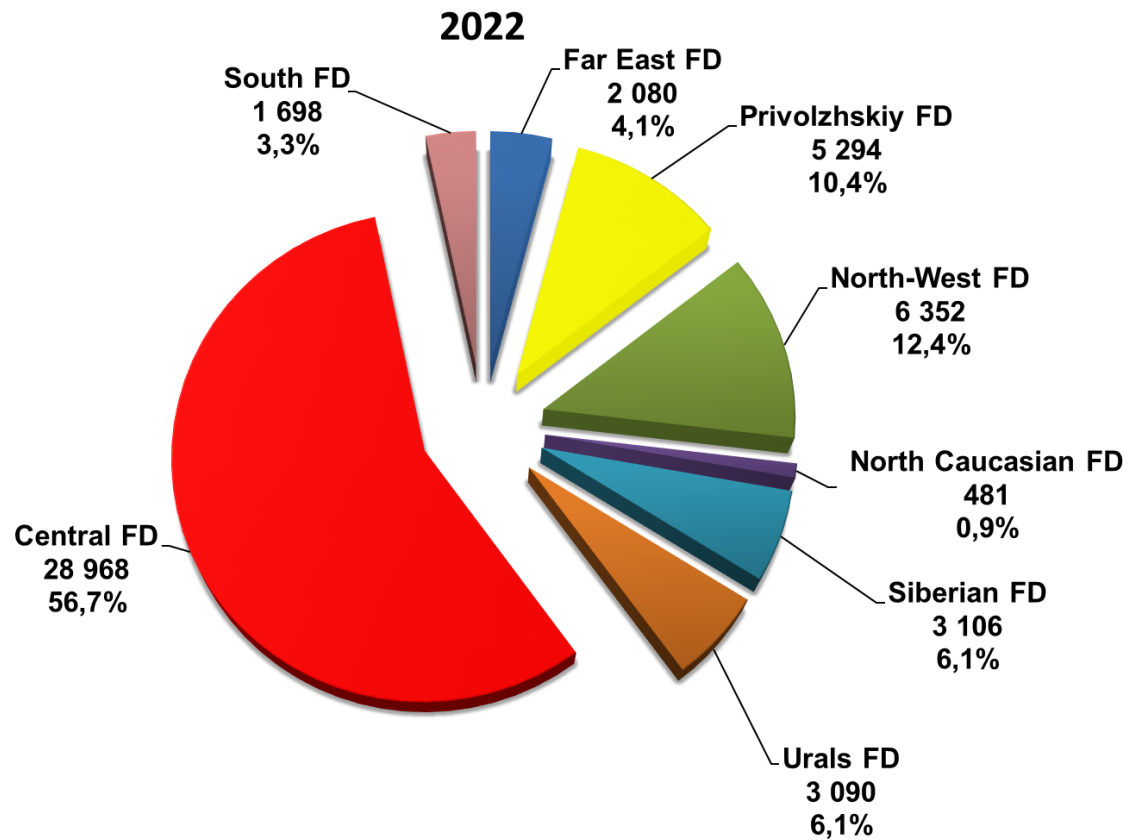
2 993 units **-40,7%**





# TRUCKS

## Structure of sales of new truck in Russia in 8 months 2022 by Federal District





# BUSES

## Sales of new buses in Russia in August and 8 months 2022 by brand

Brand	August 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
PAZ	258	448	3 459	4 176	-42,4	-17,2
NEFAZ	206	176	1 009	1 748	17,0	-42,3
MAZ	16	61	937	348	-73,8	169,3
LIAZ	177	144	796	1 271	22,9	-37,4
VOLZHANIN	160	50	678	150	220,0	352,0
URAL	45	68	415	294	-33,8	41,2
YUTONG	76	17	386	166	347,1	132,5
KAVZ	19	22	323	121	-13,6	166,9
HIGER	8	14	170	106	-42,9	60,4
LOTOS	0	0	143	32		346,9
SIMAZ	16	3	135	43	433,3	214,0
KAMAZ	0	17	78	105	-100,0	-25,7
KING LONG (KLM)	11	4	53	23	175,0	130,4
ZHONGTONG	1	1	34	24	0,0	41,7
MAN	0	1	11	12	-100,0	-8,3
JAC	1	0	5	0		
NEMAN	1	14	4	80	-92,9	-95,0
HYUNDAI	0	0	3	4		-25,0
SCANIA	0	1	3	8	-100,0	-62,5
ANKAI	1	0	2	10		-80,0
FOTON	0	0	2	0		
IRISBUS	0	0	2	58		-96,6
SETRA	0	0	2	0		
TOYOTA	0	0	1	0		
GOLDEN DRAGON	0	0	0	1		-100,0
MERCEDES	0	0	0	5		-100,0
NEOPLAN	0	1	0	1	-100,0	-100,0
<b>TOTAL</b>	<b>996</b>	<b>1 042</b>	<b>8 651</b>	<b>8 786</b>	<b>-4,4</b>	<b>-1,5</b>
<b>TOTAL Russian brands</b>	<b>862</b>	<b>906</b>	<b>6 713</b>	<b>7 819</b>	<b>-4,9</b>	<b>-14,1</b>
<b>TOTAL foreign brands</b>	<b>134</b>	<b>136</b>	<b>1 938</b>	<b>967</b>	<b>-1,5</b>	<b>100,4</b>



# BUSES

## Top 25 model ranking of new bus sales in August and 8 months 2022

Rank	Model	Brand	March 2022	August 2021	8 months 2022	8 months 2021	Change August 2022 vs 2021, %	Change 8 months 2022 vs 2021, %
1	3205	PAZ	99	228	1 688	2 132	-56,6	-20,8
2	5299, 5297 4X2	NEFAZ, KAMAZ	197	131	957	1 274	50,4	-24,9
3	3204	PAZ	117	7	734	685	1 571,4	7,2
4	4234	PAZ	41	78	611	795	-47,4	-23,1
5	5270	VOLZHANIN	75	0	439	0		
6	203	MAZ	3	7	435	32	-57,1	1 259,4
7	206 - 226	MAZ	12	23	435	169	-47,8	157,4
8	5292	LIAZ	67	106	433	672	-36,8	-35,6
9	3255 4320 6X6	URAL	45	68	415	294	-33,8	41,2
10	VECTOR NEXT	PAZ	0	128	369	509	-100,0	-27,5
11	6129	YUTONG	56	0	247	0		
12	VOLGABUS 4298	VOLZHANIN	85	0	195	2		9 650,0
13	6213	LIAZ	0	29	178	422	-100,0	-57,8
14	4238	KAVZ	9	7	176	67	28,6	162,7
15	4292	LIAZ	110	2	147	61	5 400,0	141,0
16	2258	SIMAZ	16	3	135	43	433,3	214,0
17	105	LOTOS	0	0	132	28		371,4
18	KLQ-SERIES	HIGER	8	0	86	22		290,9
19	6282	KAMAZ	0	17	78	105	-100,0	-25,7
20	4270	KAVZ	9	11	74	15	-18,2	393,3
21	4235	KAVZ	1	4	73	39	-75,0	87,2
22	6899	YUTONG	18	3	73	29	500,0	151,7
23	103	MAZ	0	30	63	123	-100,0	-48,8
24	3206	PAZ	1	0	46	6		666,7
25	52701	VOLZHANIN	0	50	44	121	-100,0	-63,6

### 8 months 2022

NEFAZ, KAMAZ  
5299, 5297 4X2  
957 units **-24,9%**

PAZ 3205  
1 688 units **-20,8%**

PAZ 3204  
734 units **7,2%**





# BUSES

## Structure of new bus sales in Russia in 8 months 2022 by Federal District

