



PRESS-RELEASE

16 FEBRUARY 2023

AUTOMOBILE MARKET OF RUSSIA IN JANUARY 2023 TRUCKS AND BUSES

In January 2023, sales of new trucks and buses in Russia showed the following results*:

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 6 915 units in January 2023, up 9.9% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 365 units in January 2023, up 28.5% YOY.

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

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COMMENT:

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

Sales of trucks on the Russian market increased by 9.9% in January 2023. We forecast growth of sales in this segment through 2023 by 20-25% on account of the Chinese-branded trucks.

We have also noted growth of bus sales by 28.5% in January 2023. We expect that the annual bus sales in Russia will grow in 2023 by 25-30% as compared with the result of 2022.

Our more precise forecast for the current year will be released following the performance of the market in the first four months of 2023.

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Developed by specialists of
AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in January and 1 month 2023 by brand, inclusive of special-purpose vehicles

Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
KAMAZ	1 771	2 411	1 771	2 411	-26,5	-26,5
SHAANXI	997	192	997	192	419,3	419,3
SITRAK	991	0	991	0		
FAW	586	70	586	70	737,1	737,1
HOWO	499	132	499	132	278,0	278,0
GAZ	410	648	410	648	-36,7	-36,7
MAZ	410	189	410	189	116,9	116,9
JAC	195	119	195	119	63,9	63,9
URAL	175	461	175	461	-62,0	-62,0
MAN	86	90	86	90	-4,4	-4,4
FOTON	85	5	85	5	1 600,0	1 600,0
XU GONG	81	17	81	17	376,5	376,5
HONGYAN	74	19	74	19	289,5	289,5
HYUNDAI	68	94	68	94	-27,7	-27,7
ISUZU	59	207	59	207	-71,5	-71,5
MERCEDES	59	216	59	216	-72,7	-72,7
ZOOMLION	53	5	53	5	960,0	960,0
IVECO	49	49	49	49	0,0	0,0
DAEWOO	48	26	48	26	84,6	84,6
HINO	32	112	32	112	-71,4	-71,4
DAF	31	86	31	86	-64,0	-64,0
IVECO AMT	31	70	31	70	-55,7	-55,7
SANY	31	7	31	7	342,9	342,9
SCANIA	26	322	26	322	-91,9	-91,9
VOLVO	21	440	21	440	-95,2	-95,2
FUSO	12	51	12	51	-76,5	-76,5
FORD	11	76	11	76	-85,5	-85,5
DAYUN	7	0	7	0		
NEFAZ	7	0	7	0		
DONGFENG	3	0	3	0		
BURAN	2	0	2	0		
TATRA	2	5	2	5	-60,0	-60,0
KOLUMAN	1	0	1	0		
MAZ MAN	1	58	1	58	-98,3	-98,3
YUEJIN	1	0	1	0		
LIEBHERR	0	1	0	1	-100,0	-100,0
RENAULT	0	114	0	114	-100,0	-100,0
TEREX-DEMAG	0	1	0	1	-100,0	-100,0
ZIL	0	1	0	1	-100,0	-100,0
TOTAL	6 915	6 294	6 915	6 294	9,9	9,9
TOTAL Russian brands	2 365	3 521	2 365	3 521	-32,8	-32,8
TOTAL foreign brands	4 550	2 773	4 550	2 773	64,1	64,1



TRUCKS

Sales of new trucks in Russia in January and 1 month 2023 by type

Type	January 2023	January 2022	1 month 2023	1 month 2022	Market share January 2023, %	Market share January 2022, %	Market share 1 month 2023, %	Market share 1 month 2022, %
Other special equipment	2 978	2 749	2 978	2 749	43,1	43,7	43,1	43,7
Dump truck	1 641	658	1 641	658	23,7	10,5	23,7	10,5
Truck-tractor	977	1 223	977	1 223	14,1	19,4	14,1	19,4
Other truck types	535	577	535	577	7,7	9,2	7,7	9,2
Drop-side flat bed	391	528	391	528	5,7	8,4	5,7	8,4
Autocrane	133	93	133	93	1,9	1,5	1,9	1,5
Refrigerator	93	123	93	123	1,3	2	1,3	2
Van	91	207	91	207	1,3	3,3	1,3	3,3
Tanker	42	70	42	70	0,6	1,1	0,6	1,1
Mobile repair shop	21	26	21	26	0,3	0,4	0,3	0,4
Refueler	12	18	12	18	0,2	0,3	0,2	0,3
Autoloader	1	0	1	0	0	0	0	0
Miscellaneous	0	22	0	22	0	0,4	0	0,4
TOTAL	6 915	6 294	6 915	6 294	100	100	100	100



TRUCKS

Top 25 model ranking of new truck sales in Russia in January and 1 month 2023

Rank	Model	Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
1	C7H 4X2	SITRAK	659	0	659	0		
2	J6 6X4	FAW	564	70	564	70	705,7	705,7
3	43118 6X6	KAMAZ	481	639	481	639	-24,7	-24,7
4	SX 325 6X4	SHAANXI	415	65	415	65	538,5	538,5
5	SX 331 8X4	SHAANXI	388	123	388	123	215,4	215,4
6	65115 6X4	KAMAZ	341	337	341	337	1,2	1,2
7	T5G 6X4	HOWO	331	17	331	17	1 847,1	1 847,1
8	GAZON NEXT	GAZ	325	521	325	521	-37,6	-37,6
9	C7H 8X4	SITRAK	187	0	187	0		
10	6520 6X4	KAMAZ	172	320	172	320	-46,2	-46,2
11	SX 425 6X4	SHAANXI	164	4	164	4	4 000,0	4 000,0
12	4514 6X4	KAMAZ	161	0	161	0		
13	C7H 6X4	SITRAK	145	0	145	0		
14	4320 6X6	URAL	113	262	113	262	-56,9	-56,9
15	5490 4X2	KAMAZ	112	447	112	447	-74,9	-74,9
16	6501 6X4	MAZ	108	56	108	56	92,9	92,9
17	53605 4X2	KAMAZ	102	75	102	75	36,0	36,0
18	ZZ 3327	HOWO	98	33	98	33	197,0	197,0
19	AUMAN	FOTON	77	0	77	0		
20	HFC-SERIES	JAC	69	37	69	37	86,5	86,5
21	XCMG 25K	XU GONG	65	7	65	7	828,6	828,6
22	65117 6X4	KAMAZ	63	70	63	70	-10,0	-10,0
23	MIGHTY	HYUNDAI	61	93	61	93	-34,4	-34,4
24	TGX 18.XXX 4X2	MAN	61	31	61	31	96,8	96,8
25	6430 6X4	MAZ	58	11	58	11	427,3	427,3

1 month 2023

SITRAK C7H 4X2

659 units **NEW**

FAW J6 6X4

564 units **705.7%**



KAMAZ 43118 6X6

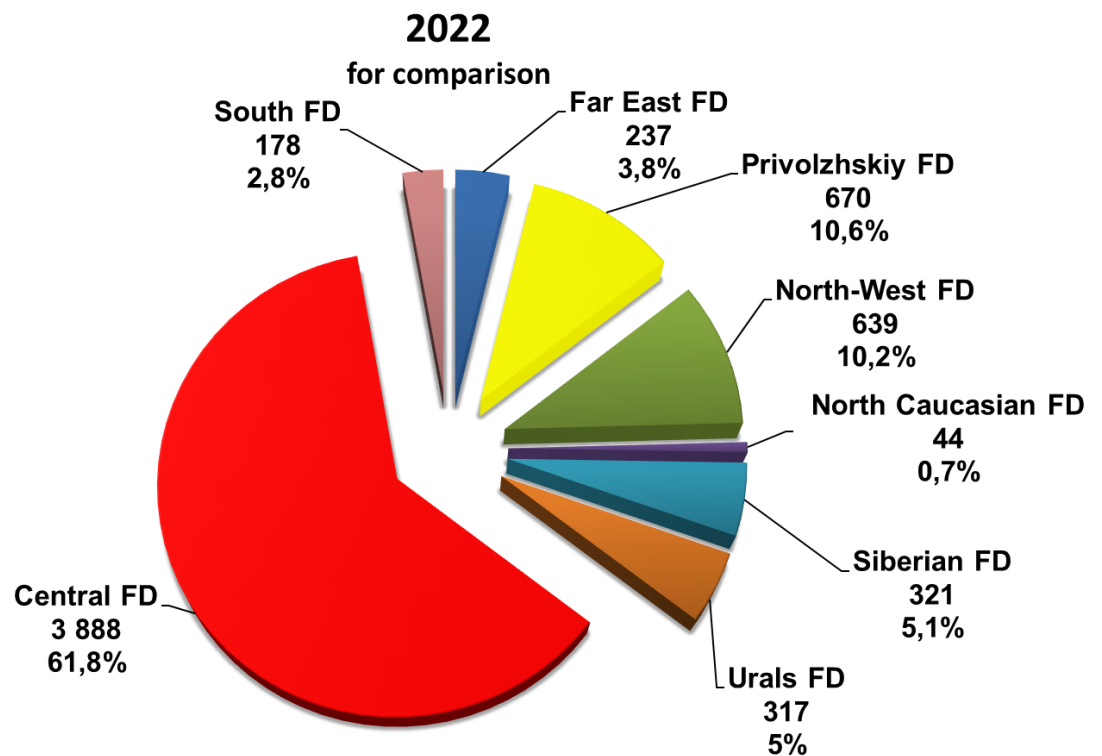
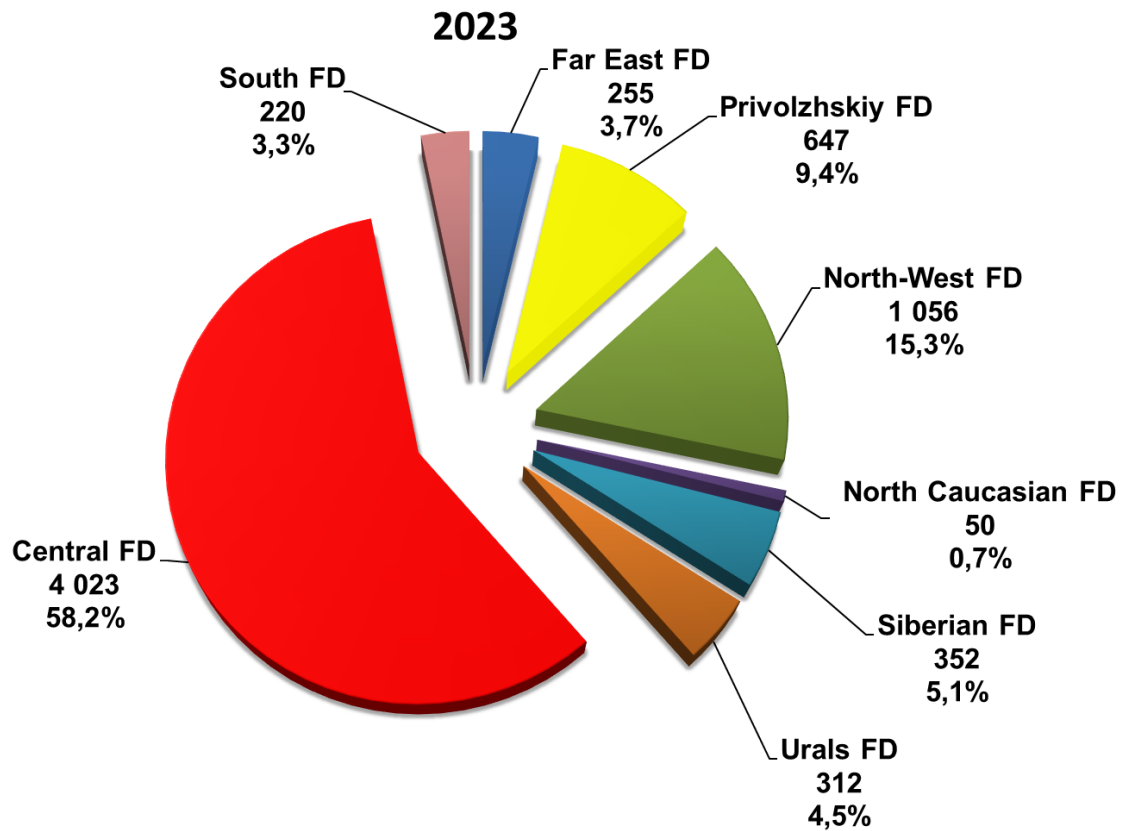
481 units **-24,7%**





TRUCKS

Structure of sales of new truck in Russia in 1 month 2023 by Federal District





BUSES

Sales of new buses in Russia in January and 1 month 2023 by brand

Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
PAZ	717	545	717	545	31,6	31,6
YUTONG	145	21	145	21	590,5	590,5
LIAZ	108	64	108	64	68,8	68,8
MAZ	105	49	105	49	114,3	114,3
NEFAZ	82	137	82	137	-40,1	-40,1
LOTOS	51	10	51	10	410,0	410,0
HIGER	32	22	32	22	45,5	45,5
KAVZ	32	31	32	31	3,2	3,2
JAC	29	0	29	0		
VOLZHANIN	20	51	20	51	-60,8	-60,8
SIMAZ	18	6	18	6	200,0	200,0
ZHONGTONG	13	2	13	2	550,0	550,0
KING LONG (KLM)	5	4	5	4	25,0	25,0
URAL	5	76	5	76	-93,4	-93,4
ANKAI	1	0	1	0		
SETRA	1	0	1	0		
TOYOTA	1	1	1	1	0,0	0,0
FOTON	0	2	0	2	-100,0	-100,0
KAMAZ	0	36	0	36	-100,0	-100,0
MAN	0	2	0	2	-100,0	-100,0
NEMAN	0	2	0	2	-100,0	-100,0
SCANIA	0	1	0	1	-100,0	-100,0
TOTAL	1 365	1 062	1 365	1 062	28,5	28,5
TOTAL Russian brands	1 033	956	1 033	956	8,1	8,1
TOTAL foreign brands	332	106	332	106	213,2	213,2



BUSES

Top 25 model ranking of new bus sales in January and 1 month 2023

Rank	Model	Brand	January 2023	January 2022	1 month 2023	1 month 2022	Change January 2023 vs 2022, %	Change 1 month 2023 vs 2022, %
1	3205	PAZ	282	305	282	305	-7,5	-7,5
2	VECTOR NEXT	PAZ	199	146	199	146	36,3	36,3
3	4234	PAZ	198	83	198	83	138,6	138,6
4	206 - 226	MAZ	85	28	85	28	203,6	203,6
5	4292	LIAZ	84	3	84	3	2 700,0	2 700,0
6	5299, 5297 4X2	NEFAZ, KAMAZ	68	132	68	132	-48,5	-48,5
7	105	LOTOS	51	10	51	10	410,0	410,0
8	6122	YUTONG	39	3	39	3	1 200,0	1 200,0
9	3206	PAZ	36	0	36	0		
10	6129	YUTONG	36	11	36	11	227,3	227,3
11	6852	YUTONG	32	0	32	0		
12	SUNRAY	JAC	29	0	29	0		
13	5292	LIAZ	23	30	23	30	-23,3	-23,3
14	4238	KAVZ	19	18	19	18	5,6	5,6
15	2258	SIMAZ	18	6	18	6	200,0	200,0
16	6938	YOTONG	17	0	17	0		
17	KLQ 6119	HIGER	16	12	16	12	33,3	33,3
18	6108	YUTONG	16	0	16	0		
19	4235	KAVZ	13	12	13	12	8,3	8,3
20	LCK-SERIES	ZHONGTONG	13	2	13	2	550,0	550,0
21	203	MAZ	12	12	12	12	0,0	0,0
22	52701	VOLZHANIN	12	1	12	1	1 100,0	1 100,0
23	KLQ 6129	HIGER	11	1	11	1	1 000,0	1 000,0
24	4208, 4310 6X6	NEFAZ, KAMAZ	10	3	10	3	233,3	233,3
25	103	MAZ	8	9	8	9	-11,1	-11,1

1 month 2023

PAZ 3205
305 units **-7,5%**

PAZ VECTOR NEXT
199 units **36,3%**

PAZ 4234
198 units **138,6%**





BUSES

Structure of new bus sales in Russia in 1 month 2023 by Federal District

