



PRESS-RELEASE

15 MARCH 2023

AUTOMOBILE MARKET OF RUSSIA IN FEBRUARY AND JANUARY-FEBRUARY 2023 TRUCKS AND BUSES

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 8 640 units in February 2023, up 3.6% YOY; 15 555 units in January-February 2023, up 6.3% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 467 units in February 2023, down 0.9% YOY; 2 832 units in January-February 2023, up 11.4%. Among them – electric buses: 2 units in February 2023, down 96.8% YOY; 2 units in January-February 2023, down 98.0% YOY.

COMMENT:

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

MIMS
automobility
MOSCOW
our partners

Sales of trucks on the Russian market increased by 3.6% in February 2023. We forecast growth of sales in this segment through 2023 by 20-25% on account of the Chinese-branded trucks.

We have noted a decline of bus sales by 0.9% in February 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 February and 2 months 2023 by brand, inclusive of special-purpose vehicles

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
KAMAZ	2 057	3 280	3 828	5 691	-37,3	-32,7
SITRAK	1 477	29	2 468	29	4 993,1	8 410,3
SHAANXI	1 188	282	2 185	474	321,3	361,0
FAW	795	83	1 381	153	857,8	802,6
HOWO	565	196	1 064	328	188,3	224,4
GAZ	524	723	934	1 371	-27,5	-31,9
MAZ	440	340	850	529	29,4	60,7
URAL	272	546	447	1 007	-50,2	-55,6
JAC	196	163	391	282	20,2	38,7
FOTON	205	6	290	11	3 316,7	2 536,4
XU GONG	72	23	153	40	213,0	282,5
HYUNDAI	81	95	149	189	-14,7	-21,2
MAN	53	136	139	226	-61,0	-38,5
HONGYAN	62	9	136	28	588,9	385,7
MERCEDES	76	343	135	559	-77,8	-75,8
ISUZU	59	231	118	438	-74,5	-73,1
ZOOMLION	57	5	110	10	1 040,0	1 000,0
DAEWOO	60	36	108	62	66,7	74,2
DAF	63	95	94	181	-33,7	-48,1
SANY	53	17	84	24	211,8	250,0
IVECO	30	99	79	148	-69,7	-46,6
IVECO AMT	42	36	73	106	16,7	-31,1
SCANIA	42	411	68	733	-89,8	-90,7
DONGFENG	64	0	67	0		
VOLVO	43	697	64	1 137	-93,8	-94,4
HINO	8	168	40	280	-95,2	-85,7
DAYUN	21	5	28	5	320,0	460,0
FUSO	11	63	23	114	-82,5	-79,8
FORD	6	37	17	113	-83,8	-85,0
NEFAZ	2	0	9	0		
RENAULT	8	79	8	193	-89,9	-95,9
MAZ MAN	3	89	4	147	-96,6	-97,3
LIEBHERR	3	2	3	3	50,0	0,0
BURAN	0	0	2	0		
TATRA	0	6	2	11	-100,0	-81,8
FENGCHUEN	1	0	1	0		
KIA	1	0	1	0		
KOLUMAN	0	0	1	0		
YUEJIN	0	0	1	0		
AMUR	0	1	0	1	-100,0	-100,0
ASHOK LEYLAND	0	5	0	5	-100,0	-100,0
TEREX-DEMAG	0	1	0	2	-100,0	-100,0
ZIL	0	5	0	6	-100,0	-100,0
TOTAL	8 640	8 342	15 555	14 636	3,6	6,3
TOTAL Russian brands	2 855	4 555	5 220	8 076	-37,3	-35,4
TOTAL foreign brands	5 785	3 787	10 335	6 560	52,8	57,5



TRUCKS

Sales of new trucks in Russia in February and 2 months 2023 by type

Type	February 2023	February 2022	2 months 2023	2 months 2022	Market share February 2023, %	Market share February 2022, %	Market share 2 months 2023, %	Market share 2 months 2022, %
Other special equipment	3 829	3 505	6 807	6 254	44,3	42,0	43,8	42,7
Dump truck	1 716	839	3 357	1 497	19,9	10,1	21,6	10,2
Truck-tractor	1339	1824	2316	3047	15,5	21,9	14,9	20,8
Other truck types	766	868	1301	1445	8,9	10,4	8,4	9,9
Drop-side flat bed	406	577	797	1105	4,7	6,9	5,1	7,6
Autocrane	150	127	283	220	1,7	1,5	1,8	1,5
Refrigerator	183	185	276	308	2,1	2,2	1,8	2,1
Van	117	235	208	442	1,4	2,8	1,3	3,0
Tanker	83	110	125	180	1,0	1,3	0,8	1,2
Mobile repair shop	30	30	51	56	0,4	0,4	0,3	0,4
Refueler	4	18	16	36	0,1	0,2	0,1	0,3
Autoloader	0	2	1	2	0,0	0,0	0,0	0,0
Miscellaneous	17	22	17	44	0,2	0,3	0,1	0,3
TOTAL	8640	8342	15555	14636	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in February and 2 months 2023

Rank	Model	Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 028	0	1 687	0		
2	J6 6X4	FAW	696	77	1 260	147	803,9	757,1
3	43118 6X6	KAMAZ	572	820	1 053	1 459	-30,2	-27,8
4	SX 331 8X4	SHAANXI	529	182	917	305	190,7	200,7
5	SX 325 6X4	SHAANXI	470	98	885	163	379,6	442,9
6	GAZON NEXT	GAZ	453	556	778	1 077	-18,5	-27,8
7	65115 6X4	KAMAZ	392	481	733	818	-18,5	-10,4
8	T5G 6X4	HOWO	333	0	664	17		3 805,9
9	C7H 8X4	SITRAK	259	29	446	29	793,1	1 437,9
10	6520 6X4	KAMAZ	202	391	374	711	-48,3	-47,4
11	C7H 6X4	SITRAK	190	0	335	0		
12	SX 425 6X4	SHAANXI	145	2	309	6	7 150,0	5 050,0
13	4514 6X4	KAMAZ	135	0	296	0		
14	4320 6X6	URAL	169	296	282	558	-42,9	-49,5
15	AUMAN	FOTON	180	0	257	0		
16	5490 4X2	KAMAZ	141	734	253	1 181	-80,8	-78,6
17	6501 6X4	MAZ	111	124	219	180	-10,5	21,7
18	ZZ 3327	HOWO	108	92	206	125	17,4	64,8
19	53605 4X2	KAMAZ	100	100	202	175	0,0	15,4
20	4308 4X2	KAMAZ	173	54	175	103	220,4	69,9
21	HFC-SERIES	JAC	72	47	141	84	53,2	67,9
22	6430 6X4	MAZ	82	41	140	52	100,0	169,2
23	MIGHTY	HYUNDAI	73	94	134	187	-22,3	-28,3
24	5557 6X6	URAL	86	148	133	273	-41,9	-51,3
25	ACTROS	MERCEDES	69	296	122	479	-76,7	-74,5

2 months 2023

SITRAK C7H 4X2

1 687 units **NEW**

FAW J6 6X4

1 260 units **757,1%**



KAMAZ 43118 6X6

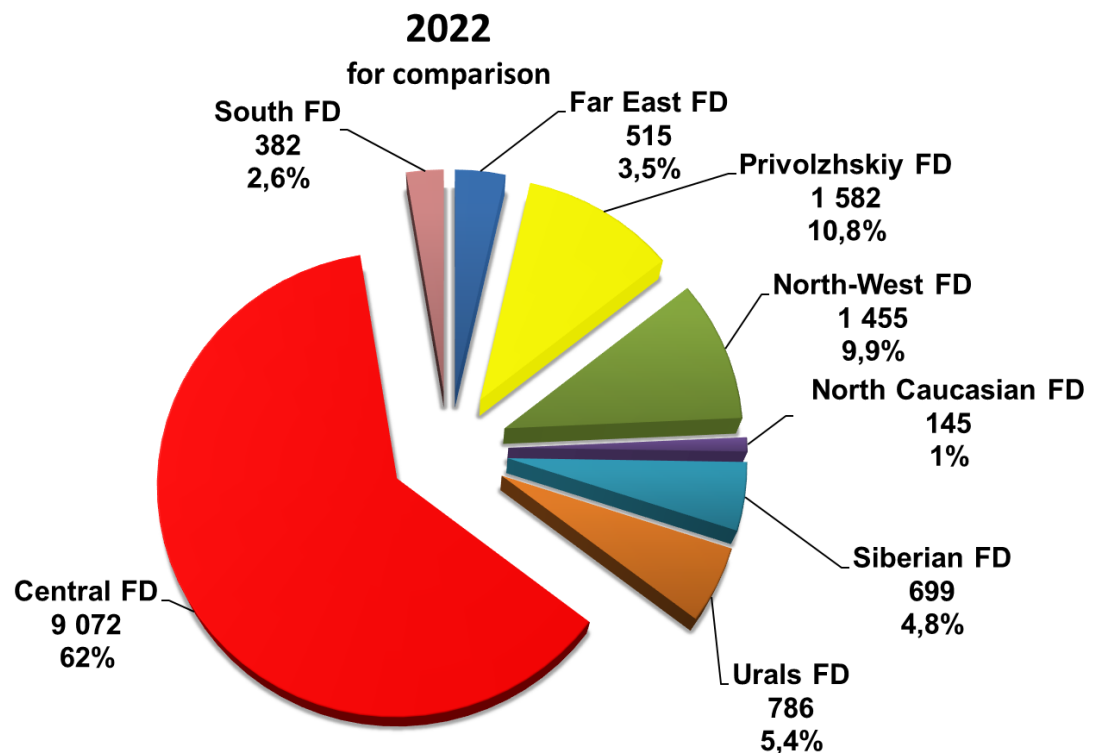
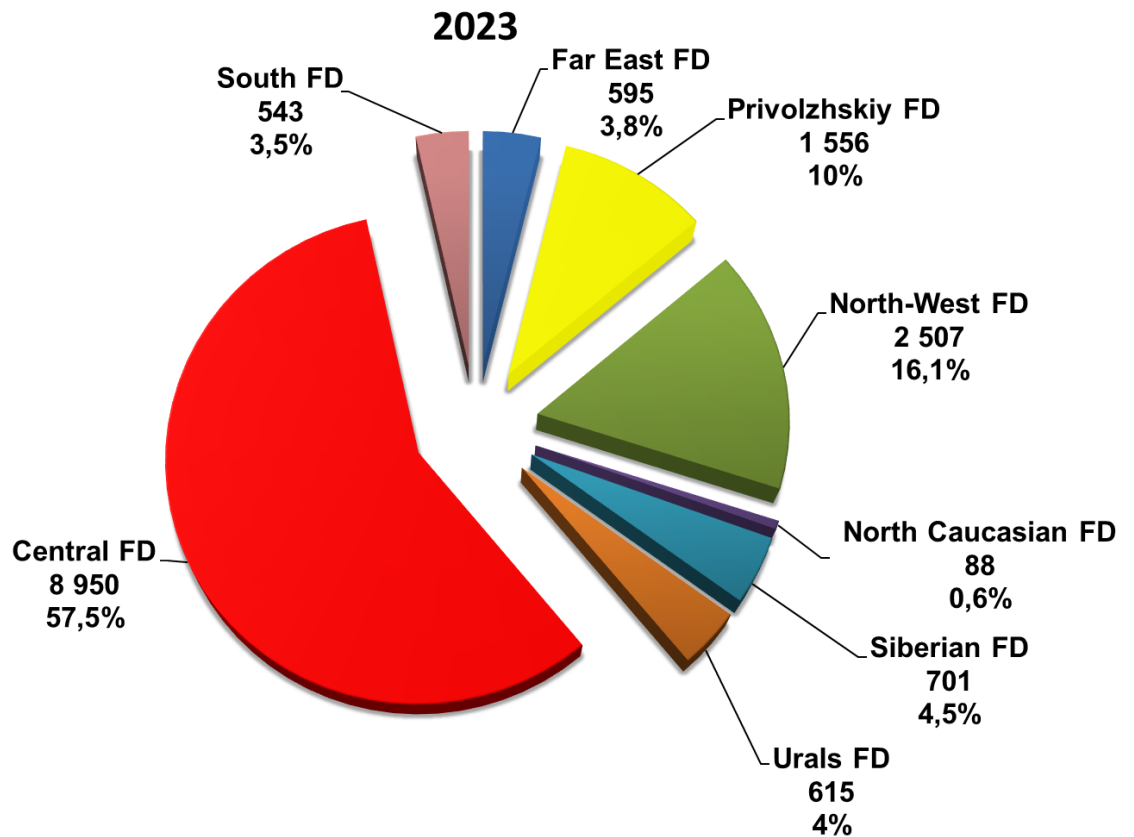
1 053 units **-27,8%**





TRUCKS

Structure of sales of new truck in Russia in 2 months 2023 by Federal District





BUSES

Sales of new buses in Russia in February and 2 months 2023 by brand

Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
PAZ	524	706	1 241	1 251	-25,8	-0,8
LIAZ	290	137	398	201	111,7	98,0
YUTONG	81	23	226	44	252,2	413,6
NEFAZ	141	76	223	213	85,5	4,7
MAZ	110	188	215	237	-41,5	-9,3
VOLZHANIN	126	65	146	116	93,8	25,9
HIGER	68	16	100	38	325,0	163,2
KAVZ	35	7	67	38	400,0	76,3
LOTOS	11	96	62	106	-88,5	-41,5
SIMAZ	29	45	47	51	-35,6	-7,8
JAC	8	0	37	0		
ZHONGTONG	23	5	36	7	360,0	414,3
URAL	7	67	12	143	-89,6	-91,6
KING LONG (KLM)	3	3	8	7	0,0	14,3
GOLDEN DRAGON	7	0	7	0		
ANKAI	1	0	2	0		
FOTON	1	0	1	2		-50,0
KAMAZ	1	40	1	76	-97,5	-98,7
SETRA	0	2	1	2	-100,0	-50,0
SIRIUS	1	0	1	0		
TOYOTA	0	0	1	1		0,0
HYUNDAI	0	2	0	2	-100,0	-100,0
IRISBUS	0	2	0	2	-100,0	-100,0
MAN	0	1	0	3	-100,0	-100,0
NEMAN	0	0	0	2		-100,0
SCANIA	0	0	0	1		-100,0
TOTAL	1 467	1 481	2 832	2 543	-0,9	11,4
TOTAL Russian brands	1 165	1 239	2 198	2 195	-6,0	0,1
TOTAL foreign brands	302	242	634	348	24,8	82,2

Sales of new electric buses in Russia in February and 2 months 2023 by brand and model

Brand/model electric buses	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
KAMAZ	1	40	1	76	-97,5	-98,7
6282	1	40	1	76	-97,5	-98,7
LIAZ	0	20	0	20	-100,0	-100,0
6274	0	20	0	20	-100,0	-100,0
SIRIUS	1	0	1	0		
5298	1	0	1	0		
MAN	0	1	0	3	-100,0	-100,0
LIONS CITY	0	1	0	3	-100,0	-100,0
VOLZHANIN	0	1	0	0	-100,0	
52701	0	1	0	0	-100,0	
TOTAL	2	62	2	99	-96,8	-98,0
TOTAL Russian brands	2	61	2	96	-96,7	-97,9
TOTAL foreign brands	0	1	0	3	-100,0	-100,0



BUSES

Top 25 model ranking of new bus sales in February and 2 months 2023

Rank	Model	Brand	February 2023	February 2022	2 months 2023	2 months 2022	Change February 2023 vs 2022, %	Change 2 months 2023 vs 2022, %
1	3205	PAZ	215	341	497	646	-37,0	-23,1
2	4234	PAZ	157	130	355	213	20,8	66,7
3	5292	LIAZ	191	67	214	97	185,1	120,6
4	VECTOR NEXT	PAZ	0	223	199	369	-100,0	-46,1
5	5299, 5297 4X2	NEFAZ, KAMAZ	125	69	193	201	81,2	-4,0
6	4292	LIAZ	96	3	180	6	3 100,0	2 900,0
7	206 - 226	MAZ	84	136	169	164	-38,2	3,0
8	3204	PAZ	126	12	126	18	950,0	600,0
9	KLQ 6119	HIGER	51	4	67	16	1 175,0	318,8
10	6129	YUTONG	28	16	64	27	75,0	137,0
11	105	LOTOS	11	85	62	95	-87,1	-34,7
12	3206	PAZ	26	0	62	0		
13	VOLGABUS 4298	VOLZHANIN	58	0	58	0		
14	5270	VOLZHANIN	56	50	56	100	12,0	-44,0
15	4238	KAVZ	30	7	49	25	328,6	96,0
16	6852	YUTONG	16	0	48	0		
17	2258	SIMAZ	29	45	47	51	-35,6	-7,8
18	6938	YUTONG	26	0	43	0		
19	6122	YUTONG	3	5	42	8	-40,0	425,0
20	203	MAZ	26	18	38	30	44,4	26,7
21	SUNRAY	JAC	8	0	37	0		
22	LCK-SERIES	ZHONGTONG	23	5	36	7	360,0	414,3
23	4208, 4310 6X6	NEFAZ, KAMAZ	12	4	22	7	200,0	214,3
24	VOLGABUS 6271	VOLZHANIN	12	0	20	0		
25	KLQ 6129	HIGER	7	9	18	10	-22,2	80,0

2 months 2023

PAZ 3205

497 units **-23,1%**

PAZ 4234

355 units **66,8%**



LIAZ 5292

214 units **120,6%**





BUSES

Structure of new bus sales in Russia in 2 months 2023 by Federal District

