



PRESS-RELEASE

13 APRIL 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 11 289 units in March 2023, up 51.6% YOY; 26 844 units in January-March 2023, up 21.6% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 459 units in March 2023, up 4.5% YOY; 4 291 units in January-March 2023, up 8.9%. Among them – electric buses: 0 units in March 2023, down 100% YOY; 2 units in January-March 2023, down 98.0% 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 increased by 51.6% in March 2023. We forecast growth of sales in this segment through 2023 by 20-25% on account of the Chinese-branded trucks.

We have noted growth of bus sales by 4.5% in March 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 March and 3 months 2023 by brand, inclusive of special-purpose vehicles

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
KAMAZ	2 946	3 383	6 774	9 074	-12,9	-25,3
SITRAK	1 595	5	4 063	34	31 800,0	11 850,0
SHAANXI	1 474	273	3 659	747	439,9	389,8
FAW	989	94	2 370	247	952,1	859,5
HOWO	769	131	1 833	459	487,0	299,3
GAZ	600	623	1 534	1 994	-3,7	-23,1
MAZ	569	476	1 419	1 145	19,5	23,9
URAL	401	577	848	1 584	-30,5	-46,5
JAC	316	178	707	460	77,5	53,7
FOTON	412	1	702	12	41 100,0	5 750,0
HONGYAN	142	11	278	39	1 190,9	612,8
DONGFENG	181	0	248	0		
XU GONG	90	21	243	61	328,6	298,4
DAEWOO	107	21	215	83	409,5	159,0
HYUNDAI	64	172	213	361	-62,8	-41,0
MERCEDES	77	185	212	744	-58,4	-71,5
MAN	65	239	204	465	-72,8	-56,1
ZOOMLION	73	4	183	14	1 725,0	1 207,1
ISUZU	56	187	174	625	-70,1	-72,2
SANY	90	12	174	36	650,0	383,3
VOLVO	82	107	146	1 244	-23,4	-88,3
DAF	45	113	139	294	-60,2	-52,7
SCANIA	46	185	114	918	-75,1	-87,6
IVECO AMT	13	53	86	159	-75,5	-45,9
IVECO	6	51	85	199	-88,2	-57,3
HINO	10	177	50	457	-94,4	-89,1
FUSO	23	79	46	193	-70,9	-76,2
DAYUN	5	5	33	10	0,0	230,0
FORD	16	40	33	153	-60,0	-78,4
RENAULT	12	18	20	211	-33,3	-90,5
NEFAZ	5	0	14	0		
MAZ MAN	4	11	8	18	-63,6	-55,6
LIEBHERR	4	4	7	7	0,0	0,0
BURAN	0	0	2	0		
TATRA	0	4	2	15	-100,0	-86,7
AMUR	1	1	1	2	0,0	-50,0
FENGCHUEN	0	0	1	0		
KIA	0	0	1	0		
KOLUMAN	0	0	1	0		
YUEJIN	0	0	1	0		
ZIL	1	3	1	9	-66,7	-88,9
ASHOK LEYLAND	0	0	0	5		-100,0
TEREX-DEMAG	0	2	0	4	-100,0	-100,0
TOTAL	11 289	7 446	26 844	22 082	51,6	21,6
TOTAL Russian brands	3 954	4 587	9 174	12 663	-13,8	-27,6
TOTAL foreign brands	7 335	2 859	17 670	9 419	156,6	87,6



TRUCKS

Sales of new trucks in Russia in March and 3 months 2023 by type

Type	March 2023	March 2022	3 months 2023	3 months 2022	Market share March 2023, %	Market share March 2022, %	Market share 3 months 2023, %	Market share 3 months 2022, %
Other special equipment	4 786	3 455	11 593	9 709	42,4	46,4	43,2	44,0
Dump truck	2 208	833	5 565	2 330	19,6	11,2	20,7	10,6
Truck-tractor	1 832	1 359	4 148	4 406	16,2	18,3	15,5	20,0
Other truck types	1 029	475	2 330	1 920	9,1	6,4	8,7	8,7
Drop-side flat bed	610	550	1 407	1 655	5,4	7,4	5,2	7,5
Autocrane	188	131	471	351	1,7	1,8	1,8	1,6
Refrigerator	343	198	619	506	3,0	2,7	2,3	2,3
Van	161	220	369	662	1,4	3,0	1,4	3,0
Tanker	114	128	239	308	1,0	1,7	0,9	1,4
Mobile repair shop	9	26	60	82	0,1	0,4	0,2	0,4
Refueler	9	28	25	64	0,1	0,4	0,1	0,3
Autoloader	0	2	1	4	0,0	0,0	0,0	0,0
Miscellaneous	0	41	17	85	0,0	0,6	0,1	0,4
TOTAL	11 289	7 446	26 844	22 082	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in March and 3 months 2023

Rank	Model	Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 035	0	2 722	0		
2	J6 6X4	FAW	859	89	2 119	236	865,2	797,9
3	43118 6X6	KAMAZ	799	882	1 852	2 341	-9,4	-20,9
4	SX 331 8X4	SHAANXI	675	160	1 592	465	321,9	242,4
5	SX 325 6X4	SHAANXI	512	106	1 397	269	383,0	419,3
6	GAZON NEXT	GAZ	483	486	1 261	1 563	-0,6	-19,3
7	65115 6X4	KAMAZ	500	589	1 233	1 407	-15,1	-12,4
8	T5G 6X4	HOWO	515	0	1 179	17		6 835,3
9	C7H 8X4	SITRAK	269	5	715	34	5 280,0	2 002,9
10	6520 6X4	KAMAZ	319	374	693	1 085	-14,7	-36,1
11	AUMAN	FOTON	392	0	649	0		
12	C7H 6X4	SITRAK	291	0	626	0		
13	SX 425 6X4	SHAANXI	213	7	522	13	2 942,9	3 915,4
14	4320 6X6	URAL	211	365	493	923	-42,2	-46,6
15	5490 4X2	KAMAZ	237	674	490	1 855	-64,8	-73,6
16	4514 6X4	KAMAZ	183	0	479	0		
17	HFC-SERIES	JAC	215	54	356	138	298,1	158,0
18	6501 6X4	MAZ	137	121	356	301	13,2	18,3
19	ZZ 3327	HOWO	98	39	304	164	151,3	85,4
20	5557 6X6	URAL	147	136	280	409	8,1	-31,5
21	53605 4X2	KAMAZ	72	78	274	253	-7,7	8,3
22	DFH-SERIES	DONGFENG	177	0	242	0		
23	4308 4X2	KAMAZ	64	101	239	204	-36,6	17,2
24	6430 6X4	MAZ	83	52	223	104	59,6	114,4
25	6312 6X4	MAZ	107	119	222	259	-10,1	-14,3

3 months 2023

SITRAK C7H 4X2
2 722 units **NEW**

FAW J6 6X4
2 119 units **797,9%**



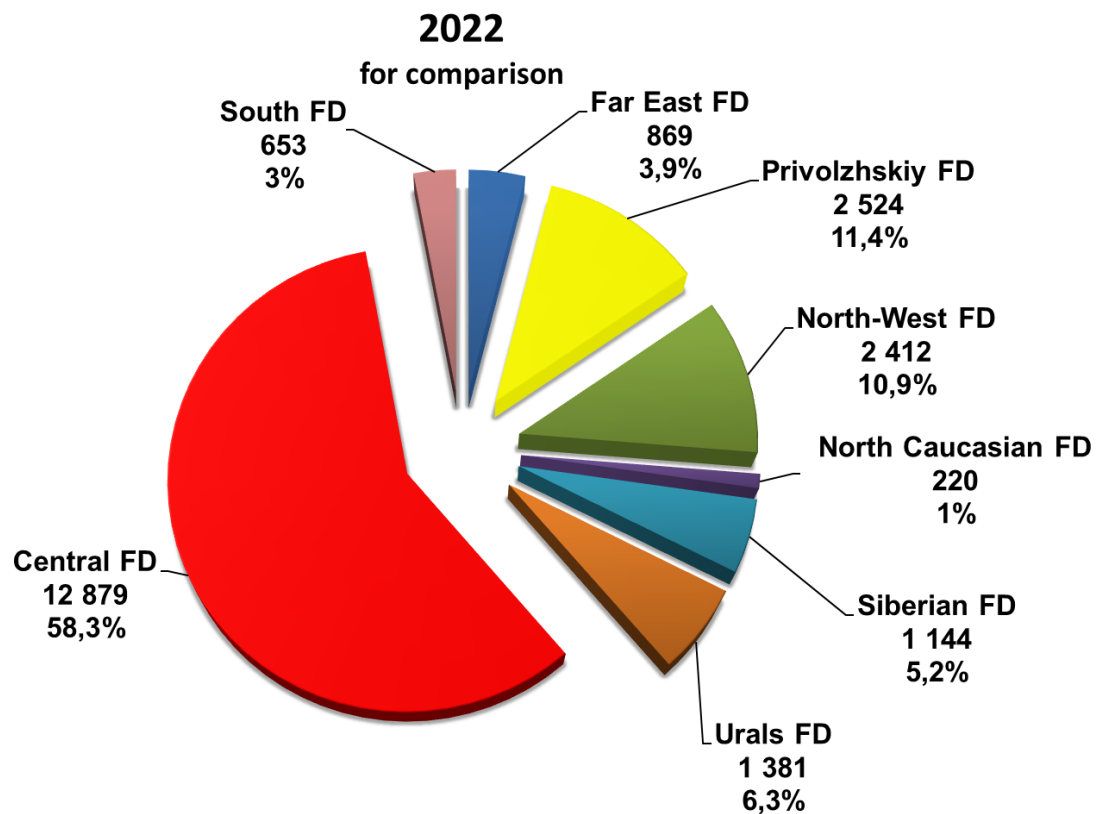
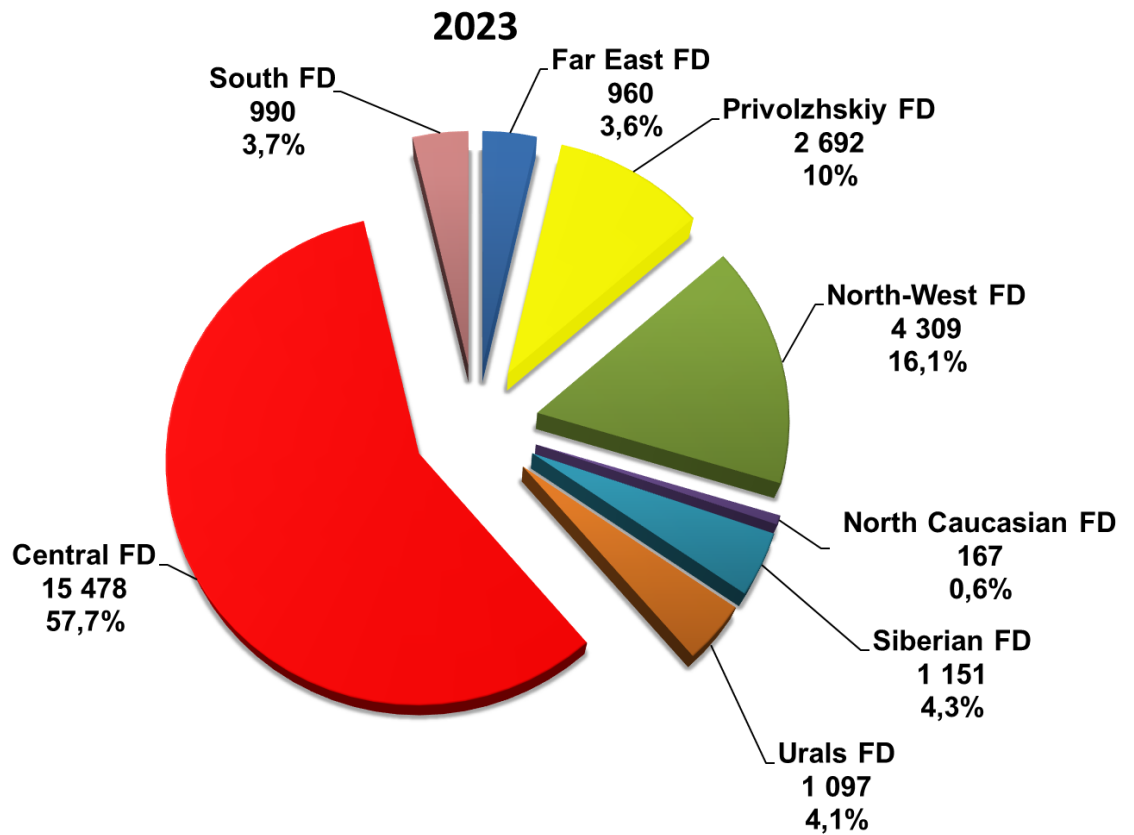
KAMAZ 43118 6X6
1 852 units **-20,9%**





TRUCKS

Structure of sales of new truck in Russia in 3 months 2023 by Federal District





BUSES

Sales of new buses in Russia in March and 3 months 2023 by brand

Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
PAZ	728	561	1 969	1 812	29,8	8,7
LIAZ	167	184	565	385	-9,2	46,8
NEFAZ	135	236	358	449	-42,8	-20,3
MAZ	99	110	314	347	-10,0	-9,5
YUTONG	88	47	314	91	87,2	245,1
VOLZHANIN	90	85	236	201	5,9	17,4
HIGER	45	14	145	52	221,4	178,8
KAVZ	23	81	90	119	-71,6	-24,4
SIMAZ	30	29	77	80	3,4	-3,8
LOTOS	0	0	62	106		-41,5
ZHONGTONG	17	1	53	8	1 600,0	562,5
JAC	9	0	46	0		
KING LONG (KLM)	16	5	24	12	220,0	100,0
URAL	8	38	20	181	-78,9	-89,0
GOLDEN DRAGON	1	0	8	0		
ANKAI	1	0	3	0		
FOTON	0	0	1	2		-50,0
KAMAZ	0	2	1	78	-100,0	-98,7
MAN	1	2	1	5	-50,0	-80,0
SAZ	1	0	1	0		
SETRA	0	0	1	2		-50,0
SIRIUS	0	0	1	0		
TOYOTA	0	0	1	1		0,0
HYUNDAI	0	1	0	3	-100,0	-100,0
IRISBUS	0	0	0	2		-100,0
NEMAN	0	0	0	2		-100,0
SCANIA	0	0	0	1		-100,0
TOTAL	1 459	1 396	4 291	3 939	4,5	8,9
TOTAL Russian brands	1 181	1 216	3 379	3 411	-2,9	-0,9
TOTAL foreign brands	278	180	912	528	54,4	72,7



BUSES

Sales of new electric buses in Russia in March and 3 months 2023 by brand and model

Brand/model electric buses	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
KAMAZ	0	2	1	78	-100,0	-98,7
6282	0	2	1	78	-100,0	-98,7
LIAZ	0	0	0	20		-100,0
6274	0	0	0	20		-100,0
SIRIUS	0	0	1	0		
5298	0	0	1	0		
MAN	0	0	0	1		-100,0
LIONS CITY	0	0	0	1		-100,0
VOLZHANIN	0	0	0	1		-100,0
52701	0	0	0	1		-100,0
TOTAL	0	2	2	100	-100,0	-98,0
TOTAL Russian brands	0	2	2	99	-100,0	-98,0
TOTAL foreign brands	0	0	0	1		-100,0



BUSES

Top 25 model ranking of new bus sales in March and 3 months 2023

Rank	Model	Brand	March 2023	March 2022	3 months 2023	3 months 2022	Change March 2023 vs 2022, %	Change 3 months 2023 vs 2022, %
1	3205	PAZ	369	321	866	967	15,0	-10,4
2	4234	PAZ	153	129	508	342	18,6	48,5
3	3204	PAZ	205	108	331	126	89,8	162,7
4	5292	LIAZ	110	99	324	196	11,1	65,3
5	5299, 5297 4X2	NEFAZ, KAMAZ	112	233	305	434	-51,9	-29,7
6	4292	LIAZ	56	6	236	12	833,3	1 866,7
7	206 - 226	MAZ	62	4	231	168	1 450,0	37,5
8	VECTOR NEXT	PAZ	0	0	199	369		-46,1
9	VOLGABUS 4298	VOLZHANIN	71	0	129	0		
10	6129	YUTONG	54	38	118	65	42,1	81,5
11	2258	SIMAZ	30	29	77	80	3,4	-3,8
12	203	MAZ	37	105	75	135	-64,8	-44,4
13	KLQ 6119	HIGER	3	1	70	17	200,0	311,8
14	4238	KAVZ	14	60	63	85	-76,7	-25,9
15	3206	PAZ	1	0	63	0		
16	105	LOTOS	0	0	62	95		-34,7
17	5270	VOLZHANIN	0	67	56	167	-100,0	-66,5
18	6938	YOTONG	12	0	55	0		
19	LCK-SERIES	ZHONGTONG	17	1	53	8	1 600,0	562,5
20	6122	YUTONG	9	3	51	11	200,0	363,6
21	6852	YUTONG	1	0	49	0		
22	SUNRAY	JAC	9	0	46	0		
23	4208, 4310 6X6	NEFAZ, KAMAZ	13	3	35	10	333,3	250,0
24	VOLGABUS 6271	VOLZHANIN	15	0	35	0		
25	KLQ 6129	HIGER	15	8	33	18	87,5	83,3

3 months 2023

PAZ 3205

866 units **-10,4%**

PAZ 4234

508 units **48,5%**



PAZ 3204

331 units **162,7%**





BUSES

Structure of new bus sales in Russia in 3 months 2023 by Federal District

