



PRESS-RELEASE

12 MAY 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 11 799 units in April 2023, up 112.8% YOY; 38 643 units in January-April 2023, up 39.9% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 388 units in April 2023, up 59.9% YOY; 5 679 units in January-April 2023, up 18.1%. Among them – electric buses: 0 units in April 2023, down 100% YOY; 2 units in January-April 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:

MIMS
automobility
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our partners

Sales of trucks on the Russian market increased by 112.8% in April 2023. This result is due to the low comparative base in April last year. We note that sales of foreign-branded trucks grew by 234.1% in April. We forecast growth of sales in this segment through 2023 by 30-35% on account of the Chinese-branded trucks.

We have noted growth of bus sales by 59.9% in April 2023. Buses of Russian brands take the major share of the market, the most intensive growth of sales being shown by PAZ, LIAZ and NEFAZ brands. We expect that the annual bus sales in Russia will grow in 2023 by 25-30% as compared with the result of 2022.

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Developed by specialists of
AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in April and 4 months 2023 by brand, inclusive of special-purpose vehicles

Brand	April 2023	April 2022	4 months 2023	4 months 2022	Change April 2023 vs 2022, %	Change 4 months 2023 vs 2022, %
KAMAZ	3 100	2 245	9 874	11 319	38,1	-12,8
SITRAK	2 077	0	6 140	34		17 958,8
SHAANXI	1 542	491	5 201	1 238	214,1	320,1
FAW	1 081	86	3 451	333	1 157,0	936,3
HOWO	607	258	2 440	717	135,3	240,3
GAZ	556	411	2 090	2 405	35,3	-13,1
MAZ	581	301	2 000	1 446	93,0	38,3
URAL	292	542	1 140	2 126	-46,1	-46,4
FOTON	337	3	1 039	15	11 133,3	6 826,7
JAC	306	113	1 013	573	170,8	76,8
DONGFENG	219	0	467	0		
HONGYAN	167	14	445	53	1 092,9	739,6
MERCEDES	135	118	347	862	14,4	-59,7
XU GONG	89	22	332	83	304,5	300,0
MAN	90	90	294	555	0,0	-47,0
ZOOMLION	105	4	288	18	2 525,0	1 500,0
HYUNDAI	59	154	272	515	-61,7	-47,2
DAEWOO	47	16	262	99	193,8	164,6
SANY	60	3	234	39	1 900,0	500,0
ISUZU	47	209	221	834	-77,5	-73,5
VOLVO	64	19	210	1 263	236,8	-83,4
DAF	39	24	178	318	62,5	-44,0
SCANIA	44	114	158	1 032	-61,4	-84,7
IVECO AMT	21	24	107	183	-12,5	-41,5
IVECO	12	19	97	218	-36,8	-55,5
HINO	15	163	65	620	-90,8	-89,5
FUSO	16	68	62	261	-76,5	-76,2
FORD	22	12	55	165	83,3	-66,7
DAYUN	21	7	54	17	200,0	217,6
RENAULT	12	4	32	215	200,0	-85,1
NEFAZ	10	0	24	0		
MAZ MAN	15	1	23	19	1 400,0	21,1
LIEBHERR	2	2	9	9	0,0	0,0
TATRA	4	5	6	20	-20,0	-70,0
ZIL	2	0	3	9		-66,7
AMUR	1	0	2	2		0,0
BEIFANG BENCHI	2	0	2	0		
BURAN	0	0	2	0		
FENGCHUEN	0	0	1	0		
KIA	0	0	1	0		
KOLUMAN	0	0	1	0		
YUEJIN	0	0	1	0		



TRUCKS

Brand	April 2023	April 2022	4 months 2023	4 months 2022	Change April 2023 vs 2022, %	Change 4 months 2023 vs 2022, %
ASHOK LEYLAND	0	0	0	5		-100,0
GROVE	0	1	0	1	-100,0	-100,0
MZKT	0	1	0	1	-100,0	-100,0
TEREX-DEMAG	0	0	0	4		-100,0
TOTAL	11 799	5 544	38 643	27 626	112,8	39,9
TOTAL Russian brands	3 961	3 198	13 135	15 861	23,9	-17,2
TOTAL foreign brands	7 838	2 346	25 508	11 765	234,1	116,8

Sales of new trucks in Russia in April and 4 months 2023 by type

Type	April 2023	April 2022	4 months 2023	4 months 2022	Market share April 2023, %	Market share April 2022, %	Market share 4 months 2023, %	Market share 4 months 2022, %
Other special equipment	4 592	3 073	16 185	12 782	38,9	55,4	41,9	46,3
Dump truck	2 003	818	7 568	3 148	17,0	14,8	19,6	11,4
Truck-tractor	2 720	491	6 868	4 897	23,1	8,9	17,8	17,7
Other truck types	1 168	243	3 498	2 163	9,9	4,4	9,1	7,8
Drop-side flat bed	531	317	1 938	1 972	4,5	5,7	5,0	7,1
Autocrane	193	100	664	451	1,6	1,8	1,7	1,6
Refrigerator	295	160	914	666	2,5	2,9	2,4	2,4
Van	165	178	534	840	1,4	3,2	1,4	3,0
Tanker	98	114	337	422	0,8	2,1	0,9	1,5
Mobile repair shop	24	13	84	95	0,2	0,2	0,2	0,3
Refueler	10	24	35	88	0,1	0,4	0,1	0,3
Autoloader	0	1	1	5	0,0	0,0	0,0	0,0
Miscellaneous	0	12	17	97	0,0	0,2	0,0	0,4
TOTAL	11 799	5 544	38 643	27 626	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in April and 4 months 2023

Rank	Model	Brand	April 2023	April 2022	4 months 2023	4 months 2022	Change April 2023 vs 2022, %	Change 4 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 549	0	4 271	0		
2	J6 6X4	FAW	544	74	2 663	310	635,1	759,0
3	43118 6X6	KAMAZ	640	748	2 492	3 089	-14,4	-19,3
4	SX 331 8X4	SHAANXI	557	314	2 149	779	77,4	175,9
5	SX 325 6X4	SHAANXI	573	155	1 970	424	269,7	364,6
6	65115 6X4	KAMAZ	534	602	1 767	2 009	-11,3	-12,0
7	GAZON NEXT	GAZ	433	339	1 694	1 902	27,7	-10,9
8	T5G 6X4	HOWO	428	0	1 607	17		9 352,9
9	C7H 8X4	SITRAK	414	0	1 129	34		3 220,6
10	6520 6X4	KAMAZ	337	207	1 030	1 292	62,8	-20,3
11	AUMAN	FOTON	299	0	948	0		
12	5490 4X2	KAMAZ	342	215	832	2 070	59,1	-59,8
13	SX 425 6X4	SHAANXI	247	16	769	29	1 443,8	2 551,7
14	C7H 6X4	SITRAK	114	0	740	0		
15	4320 6X6	URAL	142	246	635	1 169	-42,3	-45,7
16	4514 6X4	KAMAZ	139	0	618	0		
17	HFC-SERIES	JAC	200	41	556	179	387,8	210,6
18	J6	FAW	513	0	513	0		
19	6501 6X4	MAZ	119	77	475	378	54,5	25,7
20	DFH-SERIES	DONGFENG	207	0	449	0		
21	KOMPAS 9 4X2	KAMAZ	183	0	381	0		
22	ZZ 3327	HOWO	73	88	377	252	-17,0	49,6
23	5557 6X6	URAL	93	147	373	556	-36,7	-32,9
24	53605 4X2	KAMAZ	83	73	357	326	13,7	9,5
25	6312 6X4	MAZ	117	67	339	326	74,6	4,0

4 months 2023

SITRAK C7H 4X2

4 271 units **NEW**

FAW J6 6X4

2 663 units **759%**



KAMAZ 43118 6X6

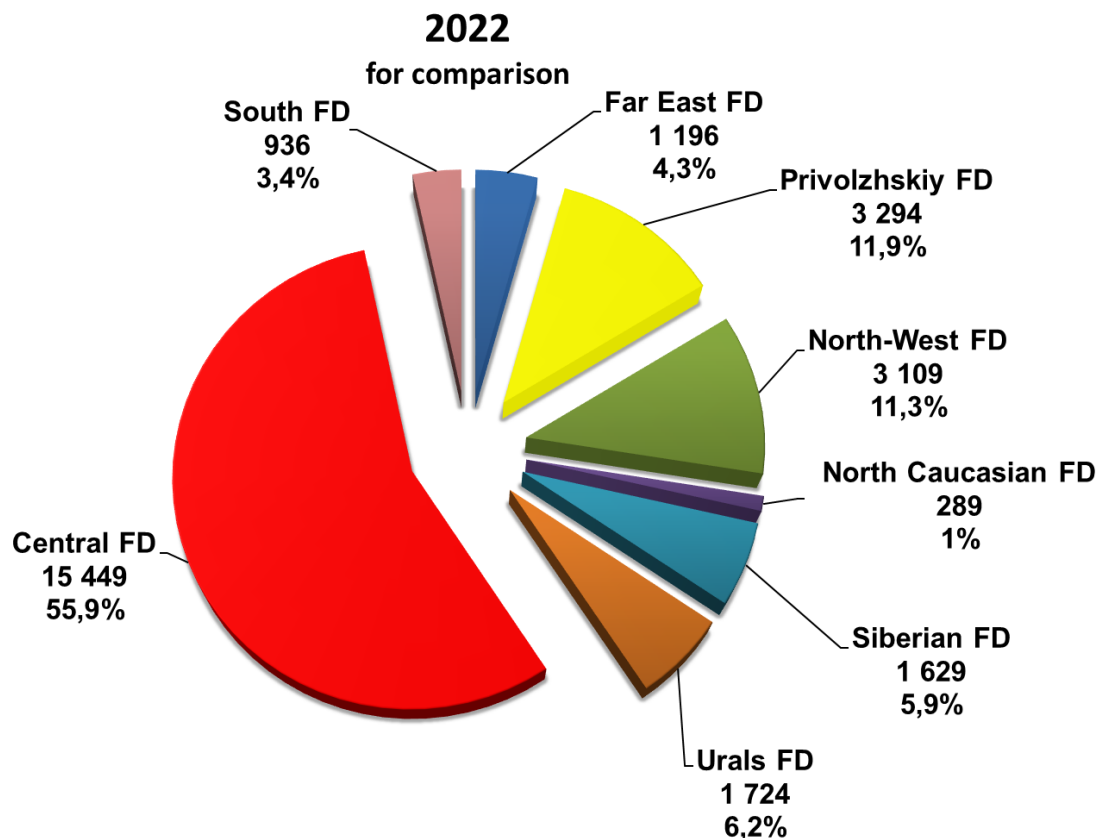
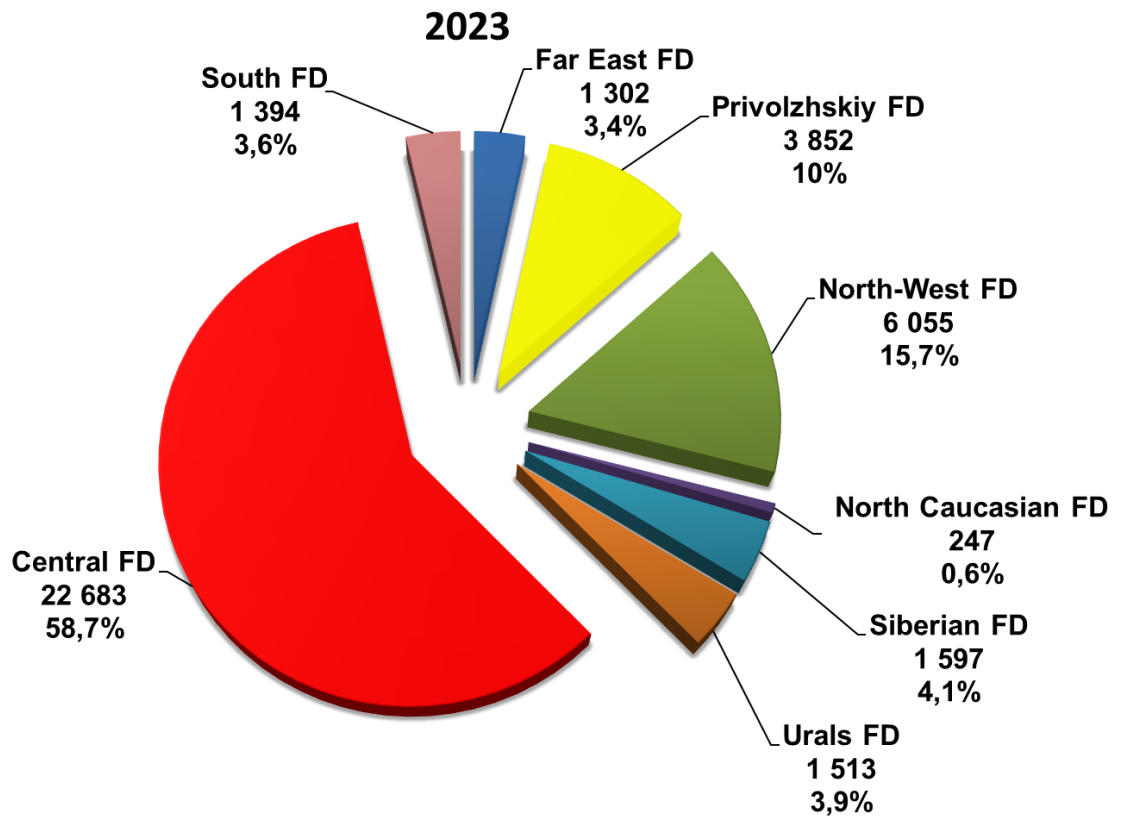
2 492 units **-19,3%**





TRUCKS

Structure of sales of new truck in Russia in 4 months 2023 by Federal District





BUSES

Sales of new buses in Russia in April and 4 months 2023 by brand

Brand	April 2023	April 2022	4 months 2023	4 months 2022	Change April 2023 vs 2022, %	Change 4 months 2023 vs 2022, %
PAZ	597	370	2 566	2 182	61,4	17,6
LIAZ	186	65	751	450	186,2	66,9
NEFAZ	192	115	550	564	67,0	-2,5
YUTONG	101	40	415	131	152,5	216,8
MAZ	52	57	366	404	-8,8	-9,4
VOLZHANIN	73	85	309	286	-14,1	8,0
HIGER	71	36	216	88	97,2	145,5
KAVZ	21	54	111	173	-61,1	-35,8
LOTOS	27	0	89	106		-16,0
SIMAZ	6	7	83	87	-14,3	-4,6
ZHONGTONG	20	5	73	13	300,0	461,5
JAC	16	0	62	0		
KING LONG (KLM)	13	3	37	15	333,3	146,7
URAL	11	28	31	209	-60,7	-85,2
GOLDEN DRAGON	0	0	8	0		
ANKAI	0	0	3	0		
MAN	1	1	2	6	0,0	-66,7
SAZ	1	0	2	0		
FOTON	0	0	1	2		-50,0
KAMAZ	0	0	1	78		-98,7
SETRA	0	0	1	2		-50,0
SIRIUS	0	0	1	0		
TOYOTA	0	0	1	1		0,0
HYUNDAI	0	0	0	3		-100,0
IRISBUS	0	0	0	2		-100,0
NEMAN	0	1	0	3	-100,0	-100,0
SCANIA	0	1	0	2	-100,0	-100,0
TOTAL	1 388	868	5 679	4 807	59,9	18,1
TOTAL Russian brands	1 113	724	4 492	4 135	53,7	8,6
TOTAL foreign brands	275	144	1 187	672	91,0	76,6



BUSES

Sales of new electric buses in Russia in April and 4 months 2023 by brand and model

Brand/model electric buses	April 2023	April 2022	4 months 2023	4 months 2022	Change April 2023 vs 2022, %	Change 4 months 2023 vs 2022, %
KAMAZ	0	0	1	78		-98,7
6282	0	0	1	78		-98,7
LIAZ	0	1	0	21	-100,0	-100,0
6274	0	1	0	21	-100,0	-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	1	2	101	-100,0	-98,0
TOTAL Russian brands	0	1	2	100	-100,0	-98,0
TOTAL foreign brands	0	0	0	1		-100,0



BUSES

Top 25 model ranking of new bus sales in April and 4 months 2023

Rank	Model	Brand	April 2023	April 2022	4 months 2023	4 months 2022	Change April 2023 vs 2022, %	Change 4 months 2023 vs 2022, %
1	3205	PAZ	255	162	1 121	1 129	57,4	-0,7
2	4234	PAZ	118	91	626	433	29,7	44,6
3	VECTOR NEXT	PAZ	218	0	620	369		68,0
4	5299, 5297 4X2	NEFAZ, KAMAZ	163	114	468	548	43,0	-14,6
5	5292	LIAZ	83	23	407	219	260,9	85,8
6	4292	LIAZ	103	6	339	18	1 616,7	1 783,3
7	206 - 226	MAZ	1	8	232	176	-87,5	31,8
8	VOLGABUS 4298	VOLZHANIN	45	0	174	0		
9	6129	YUTONG	51	25	169	90	104,0	87,8
10	3204	PAZ	4	117	132	243	-96,6	-45,7
11	203	MAZ	51	49	126	184	4,1	-31,5
12	105	LOTOS	27	0	89	95		-6,3
13	2258	SIMAZ	6	7	83	87	-14,3	-4,6
14	5270	VOLZHANIN	20	85	76	252	-76,5	-69,8
15	KLQ 6119	HIGER	3	0	73	17		329,4
16	4238	KAVZ	10	9	73	94	11,1	-22,3
17	LCK-SERIES	ZHONGTONG	20	5	73	13	300,0	461,5
18	6938	YUTONG	12	0	67	0		
19	3206	PAZ	2	0	65	0		
20	SUNRAY	JAC	16	0	62	0		
21	4208, 4310 6X6	NEFAZ, KAMAZ	20	1	55	11	1 900,0	400,0
22	KLQ 6129	HIGER	20	5	53	23	300,0	130,4
23	6852	YUTONG	3	0	52	0		
24	6122	YUTONG	0	6	51	17	-100,0	200,0
25	KLQ 6128	HIGER	14	0	39	14		178,6

4 months 2023

PAZ 3205

1 121 units **-0,7%**

PAZ 4234

626 units **44,6%**



PAZ VECTOR NEXT

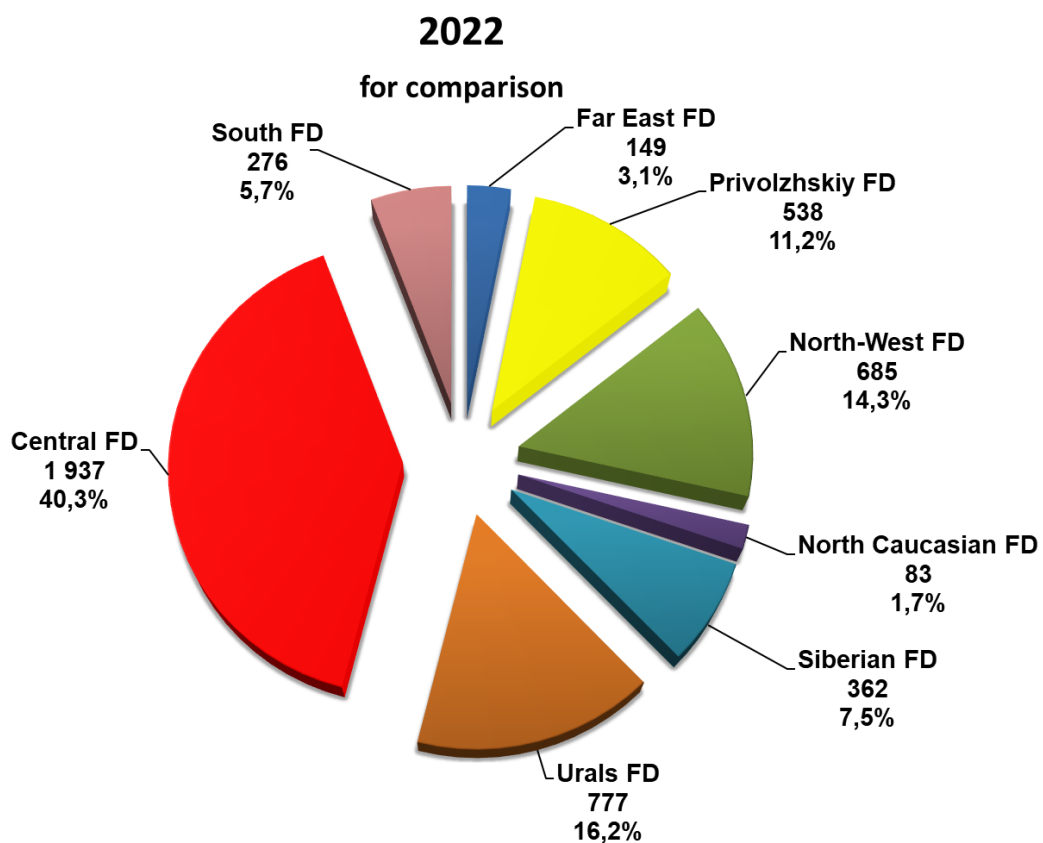
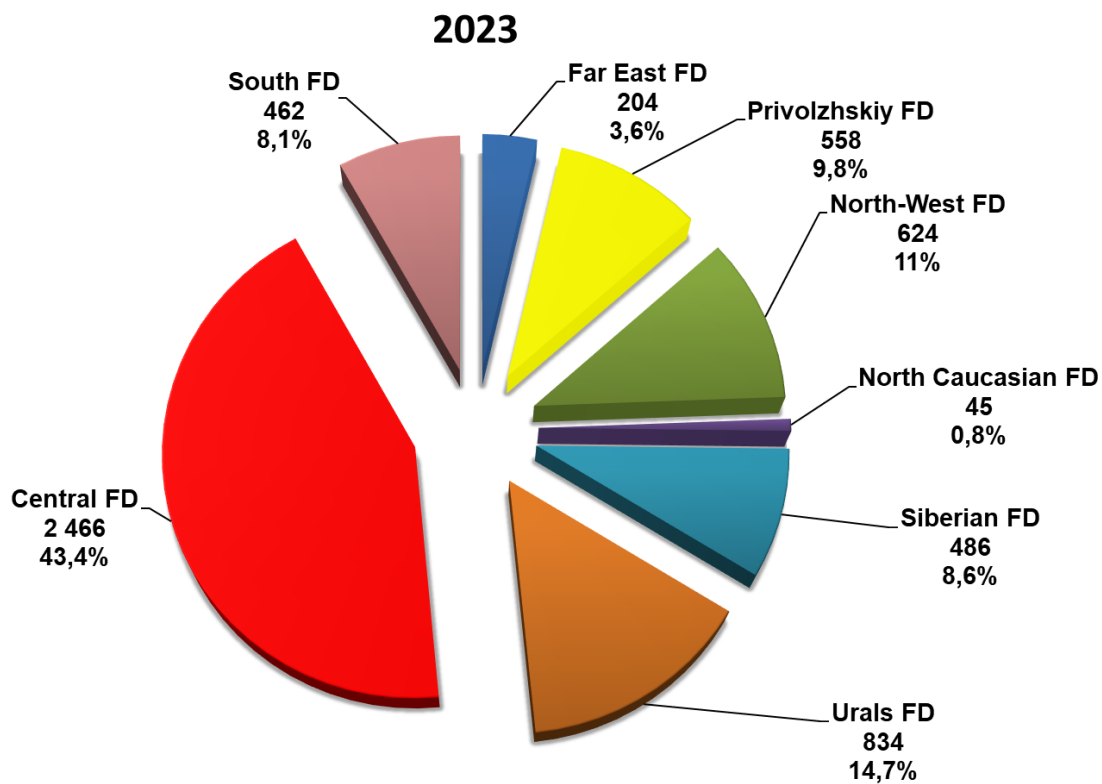
620 units **68%**





BUSES

Structure of new bus sales in Russia in 4 months 2023 by Federal District



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