



PRESS-RELEASE

12 JUNE 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 11 243 units in May 2023, up 160.0% YOY; 49 886 units in January-May 2023, up 56.1% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 563 units in May 2023, up 83.2% YOY; 7 242 units in January-May 2023, up 28.0%. Among them – electric buses: 25 units in May 2023, 0% YOY; 27 units in January-May 2023, down 73.3% 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 160% in May 2023. This result is due to the low comparative base in May last year. We note that sales of foreign-branded trucks grew by 273.8% in May. We forecast growth of sales in this segment through 2023 by 50-60% on account of the Chinese-branded trucks.

We have noted growth of bus sales by 83.2% in May 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 30-40% as compared with the result of 2022.

MIMS
automobility
MOSCOW
our partners

OUR CONTACTS:

ASM Holding, OAO

21/5, Kuznetsky Most St., 107031, Moscow, Russia

Tel: +7 (495) 625-51-79, +7 (495) 626-04-71

e-mail: inf@asm-holding.ru

Association of Russian Automakers (OAR)

8, Novovladykinsky Proezd, bldg 5, POB 81, 127106, Moscow, Russia

Tel: +7 (495) 739 70 95

e-mail: info_oar@mail.ru



Developed by specialists of
AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in May and 5 months 2023 by brand, inclusive of special-purpose vehicles

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
KAMAZ	2 853	1 622	12 727	12 941	75,9	-1,7
SITRAK	2 079	0	8 219	34		24 073,5
SHAANXI	1 434	563	6 635	1 801	154,7	268,4
FAW	1 041	141	4 492	474	638,3	847,7
HOWO	620	170	3 060	887	264,7	245,0
GAZ	531	322	2 621	2 727	64,9	-3,9
MAZ	521	280	2 521	1 726	86,1	46,1
FOTON	402	0	1 441	15		9 506,7
URAL	245	346	1 385	2 472	-29,2	-44,0
JAC	261	109	1 274	682	139,4	86,8
DONGFENG	282	0	749	0		
HONGYAN	118	35	563	88	237,1	539,8
MERCEDES	68	36	415	898	88,9	-53,8
XU GONG	78	36	410	119	116,7	244,5
ZOOMLION	83	24	371	42	245,8	783,3
MAN	67	70	361	625	-4,3	-42,2
DAEWOO	71	14	333	113	407,1	194,7
VOLVO	108	35	318	1 298	208,6	-75,5
HYUNDAI	33	75	305	590	-56,0	-48,3
SANY	60	2	294	41	2 900,0	617,1
DAF	82	11	260	329	645,5	-21,0
ISUZU	38	159	259	993	-76,1	-73,9
SCANIA	26	26	184	1 058	0,0	-82,6
IVECO AMT	19	20	126	203	-5,0	-37,9
IVECO	6	28	103	246	-78,6	-58,1
FUSO	19	76	81	337	-75,0	-76,0
DAYUN	22	4	76	21	450,0	261,9
HINO	3	115	68	735	-97,4	-90,7
FORD	11	2	66	167	450,0	-60,5
RENAULT	20	0	52	215		-75,8
MAZ MAN	10	0	33	19		73,7
NEFAZ	4	0	28	0		
BEIFANG BENCHI	18	0	20	0		
LIEBHERR	3	0	12	9		33,3
ZIL	5	0	8	9		-11,1
TATRA	0	3	6	23	-100,0	-73,9
AMUR	2	0	4	2		100,0
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	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
ASHOK LEYLAND	0	0	0	5		-100,0
GROVE	0	0	0	1		-100,0
MZKT	0	0	0	1		-100,0
TEREX-DEMAG	0	0	0	4		-100,0
TOTAL	11 243	4 324	49 886	31 950	160,0	56,1
TOTAL Russian brands	3 640	2 290	16 775	18 151	59,0	-7,6
TOTAL foreign brands	7 603	2 034	33 111	13 799	273,8	140,0

Sales of new trucks in Russia in May and 5 months 2023 by type

Type	May 2023	May 2022	5 months 2023	5 months 2022	Market share May 2023, %	Market share May 2022, %	Market share 5 months 2023, %	Market share 5 months 2022, %
Other special equipment	4 161	2 273	20 346	15 055	37,0	52,6	40,8	47,1
Dump truck	1 856	740	9 424	3 888	16,5	17,1	18,9	12,2
Truck-tractor	2 720	369	9 588	5 266	24,2	8,5	19,2	16,5
Other truck types	1 178	225	4 676	2 388	10,5	5,2	9,4	7,5
Drop-side flat bed	598	228	2 536	2 200	5,3	5,3	5,1	6,9
Autocrane	170	98	834	549	1,5	2,3	1,7	1,7
Refrigerator	279	219	1 193	885	2,5	5,1	2,4	2,8
Van	175	98	709	938	1,6	2,3	1,4	2,9
Tanker	80	45	417	467	0,7	1,1	0,8	1,5
Mobile repair shop	10	9	94	104	0,1	0,2	0,2	0,3
Refueler	11	19	46	107	0,1	0,4	0,1	0,3
Autoloader	3	1	4	6	0,0	0,0	0,0	0,0
Miscellaneous	0	0	-17	-97	0,0	0,0	0,0	-0,3
TOTAL	11 243	4 324	49 886	31 950	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in May and 5 months 2023

Rank	Model	Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 722	0	5 993	0		
2	43118 6X6	KAMAZ	568	413	3 060	3 502	37,5	-12,6
3	J6 6X4	FAW	370	93	3 033	403	297,8	652,6
4	SX 331 8X4	SHAANXI	525	302	2 674	1 081	73,8	147,4
5	SX 325 6X4	SHAANXI	551	206	2 521	630	167,5	300,2
6	65115 6X4	KAMAZ	593	450	2 360	2 459	31,8	-4,0
7	GAZON NEXT	GAZ	420	237	2 114	2 139	77,2	-1,2
8	T5G 6X4	HOWO	393	0	2 000	17		11 664,7
9	C7H 8X4	SITRAK	252	0	1 381	34		3 961,8
10	6520 6X4	KAMAZ	282	130	1 312	1 422	116,9	-7,7
11	AUMAN	FOTON	355	0	1 303	0		
12	5490 4X2	KAMAZ	361	192	1 193	2 262	88,0	-47,3
13	SX 425 6X4	SHAANXI	248	47	1 017	76	427,7	1 238,2
14	C7H 6X4	SITRAK	105	0	845	0		
15	4320 6X6	URAL	118	217	753	1 386	-45,6	-45,7
16	J6 6X6	FAW	570	0	717	0		
17	DFH-SERIES	DONGFENG	265	0	714	0		
18	HFC-SERIES	JAC	156	39	712	218	300,0	226,6
19	4514 6X4	KAMAZ	43	0	661	0		
20	6501 6X4	MAZ	75	68	550	446	10,3	23,3
21	KOMPAS 9 4X2	KAMAZ	162	0	543	0		
22	J6	FAW	0	0	513	0		
23	5350 6X6 MUSTANG	KAMAZ	131	47	459	301	178,7	52,5
24	5557 6X6	URAL	80	54	453	610	48,1	-25,7
25	53605 4X2	KAMAZ	83	49	440	375	69,4	17,3

5 months 2023

SITRAK C7H 4X2

5 993 units **NEW**

KAMAZ 43118 6X6

3 060 units **-12,6%**



FAW J6 6X4

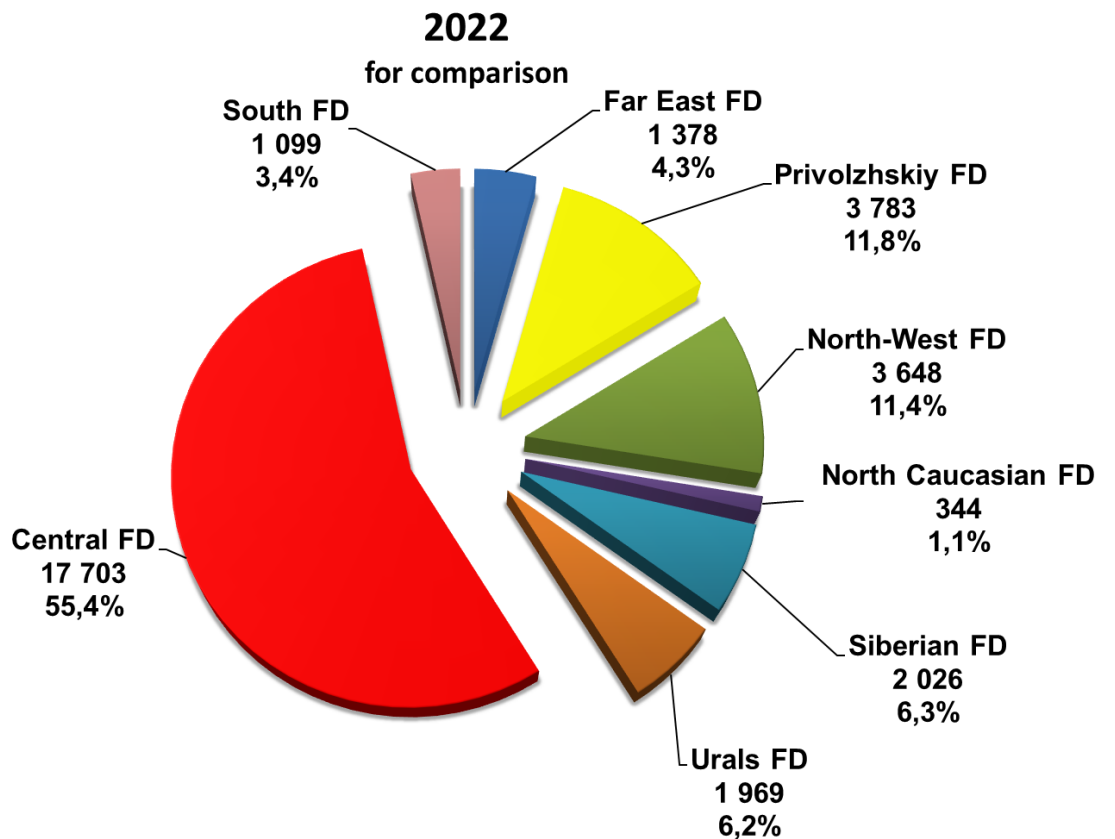
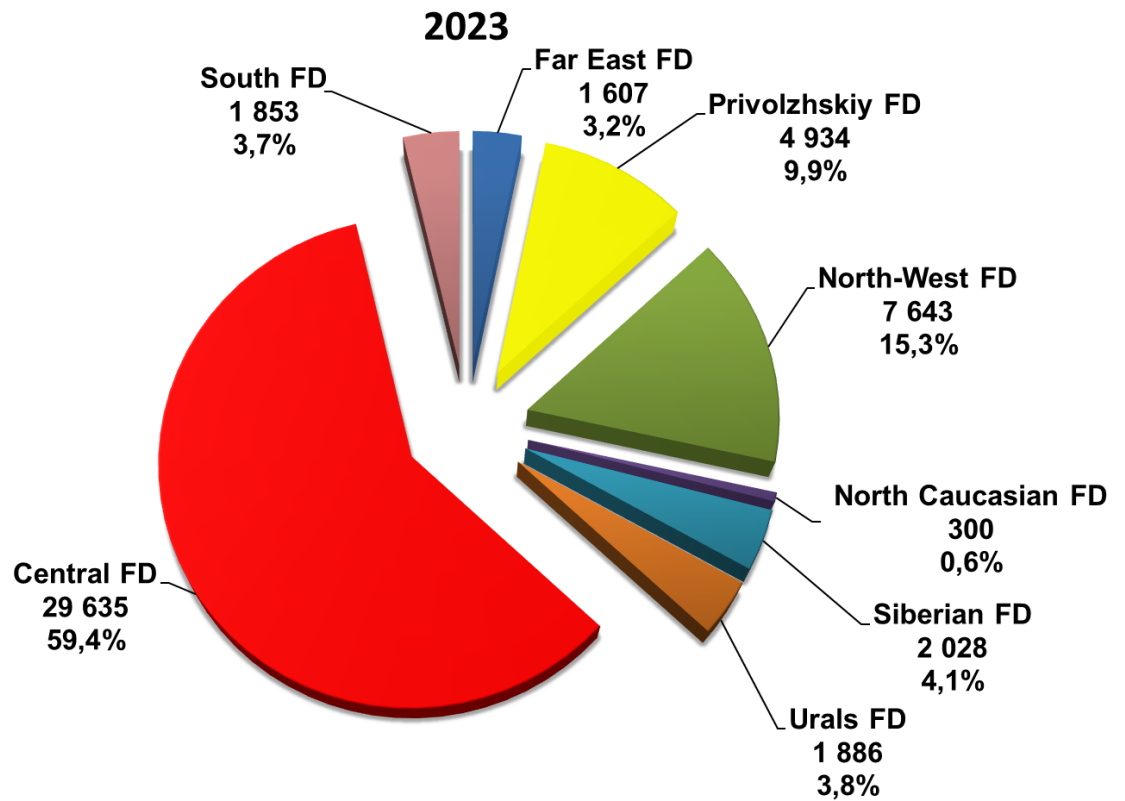
3 033 units **652,6%**





TRUCKS

Structure of sales of new truck in Russia in 5 months 2023 by Federal District





BUSES

Sales of new buses in Russia in May and 5 months 2023 by brand

Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
PAZ	480	350	3 046	2 532	37,1	20,3
LIAZ	231	22	982	472	950,0	108,1
NEFAZ	206	154	756	718	33,8	5,3
YUTONG	153	30	568	161	410,0	252,8
MAZ	159	126	525	530	26,2	-0,9
VOLZHANIN	61	65	370	351	-6,2	5,4
HIGER	65	12	281	100	441,7	181,0
KAVZ	24	46	135	219	-47,8	-38,4
ZHONGTONG	48	0	121	13		830,8
JAC	51	0	113	0		
LOTOS	16	12	105	118	33,3	-11,0
SIMAZ	5	7	88	94	-28,6	-6,4
KING LONG (KLM)	14	9	51	24	55,6	112,5
URAL	19	20	50	229	-5,0	-78,2
KAMAZ	24	0	25	78		-67,9
GOLDEN DRAGON	1	0	9	0		
ANKAI	3	0	6	0		
MAN	2	0	4	6		-33,3
SAZ	0	0	2	0		
FOTON	0	0	1	2		-50,0
SETRA	0	0	1	2		-50,0
SIRIUS	0	0	1	0		
TOYOTA	0	0	1	1		0,0
TRANS ALFA	1	0	1	0		
HYUNDAI	0	0	0	3		-100,0
IRISBUS	0	0	0	2		-100,0
NEMAN	0	0	0	3		-100,0
SCANIA	0	0	0	2		-100,0
TOTAL	1 563	853	7 242	5 660	83,2	28,0
TOTAL Russian brands	1 066	676	5 558	4 811	57,7	15,5
TOTAL foreign brands	497	177	1 684	849	180,8	98,4



BUSES

Sales of new electric buses in Russia in May and 5 months 2023 by brand and model

Brand/model electric buses	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
KAMAZ	24	0	25	78		-67,9
6282	24	0	25	78		-67,9
LIAZ	0	0	0	21		-100,0
6274	0	0	0	21		-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
TRANS ALFA	1	0	1	0		
ORION	1	0	1	0		
TOTAL	25	0	27	101		-73,3
TOTAL Russian brands	24	0	26	100		-74,0
TOTAL foreign brands	1	0	1	1		0,0



BUSES

Top 25 model ranking of new bus sales in May and 5 months 2023

Rank	Model	Brand	May 2023	May 2022	5 months 2023	5 months 2022	Change May 2023 vs 2022, %	Change 5 months 2023 vs 2022, %
1	3205	PAZ	134	226	1 255	1 355	-40,7	-7,4
2	VECTOR NEXT	PAZ	240	0	860	369		133,1
3	4234	PAZ	87	43	713	476	102,3	49,8
4	5299, 5297 4X2	NEFAZ, KAMAZ	174	152	642	700	14,5	-8,3
5	4292	LIAZ	156	0	495	18		2 650,0
6	5292	LIAZ	75	21	482	240	257,1	100,8
7	206 - 226	MAZ	123	36	355	212	241,7	67,5
8	VOLGABUS 4298	VOLZHANIN	47	10	221	10	370,0	2 110,0
9	6129	YUTONG	52	21	221	111	147,6	99,1
10	203	MAZ	36	72	162	256	-50,0	-36,7
11	3204	PAZ	1	79	133	322	-98,7	-58,7
12	LCK-SERIES	ZHONGTONG	48	0	121	13		830,8
13	SUNRAY	JAC	51	0	113	0		
14	105	LOTOS	16	12	105	107	33,3	-1,9
15	6938	YUTONG	36	0	103	0		
16	4238	KAVZ	18	15	91	109	20,0	-16,5
17	5270	VOLZHANIN	14	55	90	307	-74,5	-70,7
18	2258	SIMAZ	5	7	88	94	-28,6	-6,4
19	3206	PAZ	18	0	83	0		
20	KLQ 6119	HIGER	8	0	81	17		376,5
21	4208, 4310 6X6	NEFAZ, KAMAZ	26	2	81	13	1 200,0	523,1
22	KLQ 6129	HIGER	27	0	80	23		247,8
23	6852	YUTONG	15	0	67	0		
24	6127	YUTONG	25	0	59	0		
25	KLQ 6128	HIGER	17	0	56	14		300,0

5 months 2023

PAZ 3205

1 255 units **-7,4%**

PAZ VECTOR NEXT

860 units **133,1%**



PAZ 4234

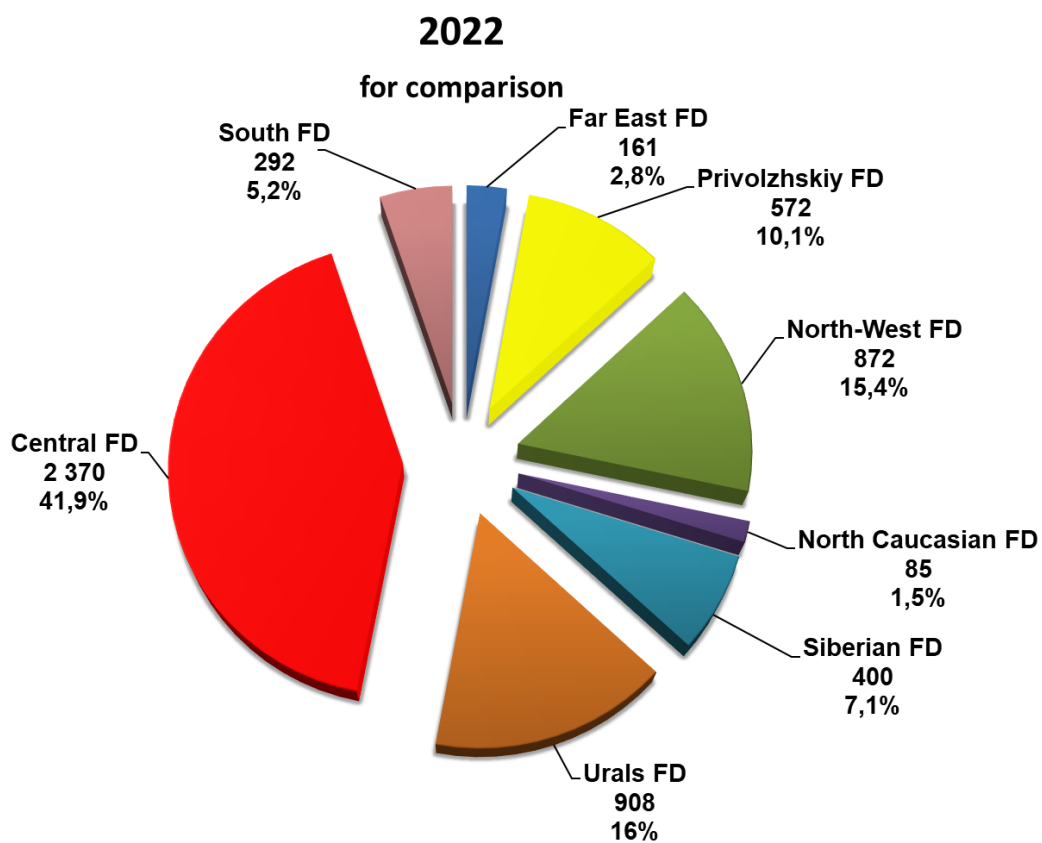
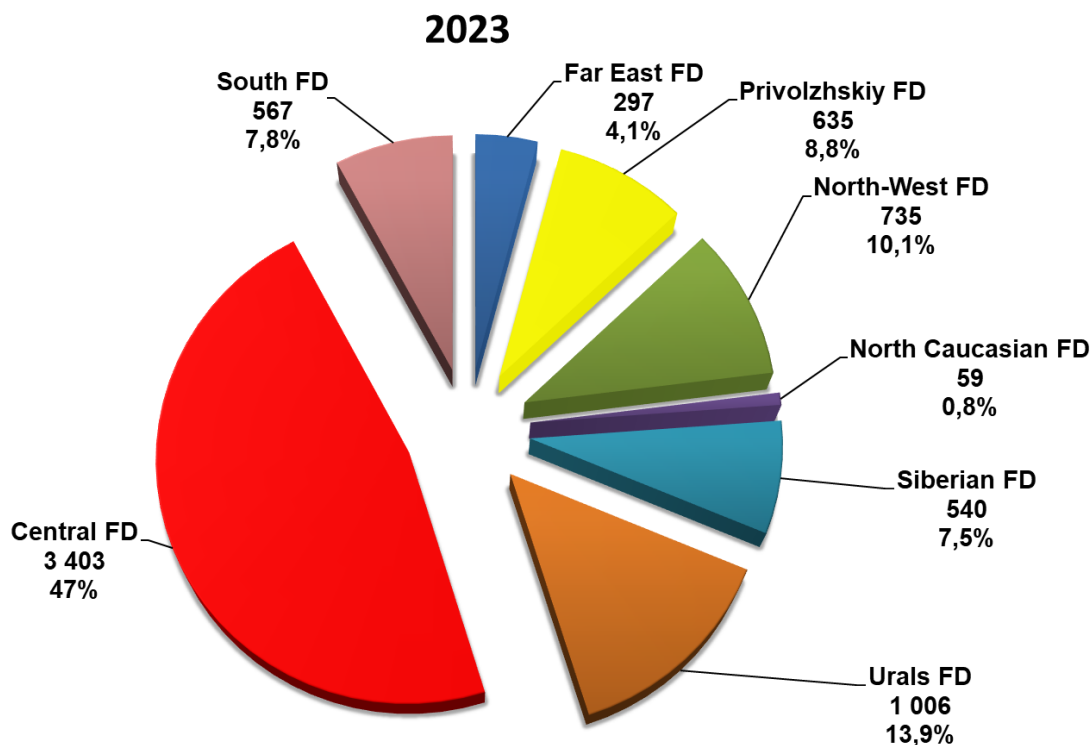
713 units **49,8%**





BUSES

Structure of new bus sales in Russia in 5 months 2023 by Federal District



OUR CONTACTS



ASM Holding, OAO

21/5, Entrance 6, Kuznetsky Most Street, Moscow 107031

Contract Department, tel.: +7 495 626 0944

e-mail: inf@asm-holding.ru

Head of Market Research Centre – **VASILY SEIN**

e-mail: vasein@asm-holding.ru

Telegram: [@marketASM](https://www.instagram.com/marketASM)

Project Manager – **ALEXANDER STERLIKOV**

Mobile: +7 905 747 2431

e-mail: sterlikov@asm-holding.ru

Website: www.asm-holding.ru

Telegram: [@ASMHOLDING](https://www.instagram.com/ASMHOLDING)



Association of Russian Automakers (OAR)

8, Novovladykinsky Proezd, bldg. 5, POB 81, Moscow 127106

Tel.: +7 495 739 7095

e-mail: info_oar@mail.ru

Adviser for International Cooperation – **YURI KRAVTSOV**

e-mail: kravtsov_oar@mail.ru

Website: www.oar-info.ru