



PRESS-RELEASE

18 JULY 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 12 886 units in June 2023, up 123.6% YOY; 62 772 units in January-June 2023, up 66.4% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 648 units in June 2023, up 66.8% YOY; 8 890 units in January-June 2023, up 33.7%. Among them – electric buses: 53 units in June 2023, up 2 550.0% YOY; 83 units in January-June 2023, down 19.4% YOY.

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

COMMENT:

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

MIMS
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Sales of trucks on the Russian market increased by 123.6% in June 2023. This result is due to the low comparative base in June last year. We note that sales of foreign-branded trucks grew by 232.6% in June. We forecast growth of sales in this segment through 2023 by 60-70% on account of the Chinese-branded trucks.

We have noted growth of bus sales by 66.8% in June 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 40-50% as compared with the result of 2022.

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AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in June and 6 months 2023 by brand, inclusive of special-purpose vehicles

Brand	June 2023	June 2022	6 months 2023	6 months 2022	Change June 2023 vs 2022, %	Change 6 months 2023 vs 2022, %
KAMAZ	2 905	2 341	15 632	15 282	24,1	2,3
SITRAK	2 184	0	10 403	34		30 497,1
SHAANXI	2 017	973	8 652	2 774	107,3	211,9
FAW	1 372	190	5 864	664	622,1	783,1
HOWO	608	319	3 668	1 206	90,6	204,1
GAZ	595	350	3 216	3 077	70,0	4,5
MAZ	523	308	3 044	2 034	69,8	49,7
FOTON	702	2	2 143	17	35 000,0	12 505,9
URAL	240	323	1 625	2 795	-25,7	-41,9
JAC	308	212	1 582	894	45,3	77,0
DONGFENG	419	0	1 168	0		
HONGYAN	93	35	656	123	165,7	433,3
MERCEDES	131	41	546	939	219,5	-41,9
XU GONG	80	21	490	140	281,0	250,0
ZOOMLION	82	27	453	69	203,7	556,5
MAN	71	36	432	661	97,2	-34,6
DAEWOO	64	29	397	142	120,7	179,6
VOLVO	73	23	391	1 321	217,4	-70,4
SANY	73	1	367	42	7 200,0	773,8
DAF	99	13	359	342	661,5	5,0
HYUNDAI	33	80	338	670	-58,8	-49,6
ISUZU	35	182	294	1 175	-80,8	-75,0
SCANIA	40	34	224	1 092	17,6	-79,5
IVECO AMT	37	13	163	216	184,6	-24,5
IVECO	3	29	106	275	-89,7	-61,5
DAYUN	22	6	98	27	266,7	263,0
FUSO	9	59	90	396	-84,7	-77,3
FORD	10	1	76	168	900,0	-54,8
HINO	7	103	75	838	-93,2	-91,1
RENAULT	10	2	62	217	400,0	-71,4
MAZ MAN	10	1	43	20	900,0	115,0
NEFAZ	9	0	37	0		
BEIFANG BENCHI	16	0	36	0		
LIEBHERR	1	3	13	12	-66,7	8,3
ZIL	1	0	9	9		0,0
TATRA	0	2	6	25	-100,0	-76,0
AMUR	0	3	4	5	-100,0	-20,0
C&C	3	0	3	0		
BURAN	0	0	2	0		
CHENGLONG	1	0	1	0		
FENGCHUEN	0	0	1	0		
KIA	0	0	1	0		



TRUCKS

Brand	June 2023	June 2022	6 months 2023	6 months 2022	Change June 2023 vs 2022, %	Change 6 months 2023 vs 2022, %
KOLUMAN	0	1	1	1	-100,0	0,0
YUEJIN	0	0	1	0		
ASHOK LEYLAND	0	0	0	5		-100,0
GROVE	0	0	0	1		-100,0
MZKT	0	0	0	1		-100,0
TADANO	0	1	0	1	-100,0	-100,0
TEREX-DEMAG	0	0	0	4		-100,0
TOTAL	12 886	5 764	62 772	37 714	123,6	66,4
TOTAL Russian brands	3 750	3 017	20 525	21 168	24,3	-3,0
TOTAL foreign brands	9 136	2 747	42 247	16 546	232,6	155,3

Sales of new trucks in Russia in June and 6 months 2023 by type

Type	June 2023	June 2022	6 months 2023	6 months 2022	Market share June 2023, %	Market share June 2022, %	Market share 6 months 2023, %	Market share 6 months 2022, %
Other special equipment	4 603	2 912	24 949	17 967	35,7	50,5	39,8	47,6
Dump truck	2 057	1 326	11 481	5 214	16,0	23,0	18,3	13,8
Truck-tractor	3 430	473	13 018	5 739	26,6	8,2	20,7	15,2
Other truck types	1 349	245	6 025	2 633	10,5	4,3	9,6	7,0
Drop-side flat bed	601	313	3 137	2 513	4,7	5,4	5,0	6,7
Autocrane	198	101	1 032	650	1,5	1,8	1,6	1,7
Refrigerator	315	153	1 508	1 038	2,4	2,7	2,4	2,8
Van	203	165	912	1 103	1,6	2,9	1,5	2,9
Tanker	95	57	512	524	0,7	1,0	0,8	1,4
Mobile repair shop	10	13	104	117	0,1	0,2	0,2	0,3
Refueler	12	6	58	113	0,09	0,1	0,09	0,3
Autoloader	1	0	5	6	0,0	0,0	0,0	0,0
Miscellaneous	12	0	31	97	0,1	0,0	0,1	0,3
TOTAL	12 886	5 764	62 772	37 714	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in June and 6 months 2023

Rank	Model	Brand	June 2023	June 2022	6 months 2023	6 months 2022	Change June 2023 vs 2022, %	Change 6 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 754	0	7 747	0		
2	J6 6X4	FAW	1 149	184	4 182	587	524,5	612,4
3	43118 6X6	KAMAZ	592	521	3 652	4 023	13,6	-9,2
4	SX 331 8X4	SHAANXI	791	535	3 465	1 616	47,9	114,4
5	SX 325 6X4	SHAANXI	647	337	3 168	967	92,0	227,6
6	65115 6X4	KAMAZ	535	795	2 895	3 254	-32,7	-11,0
7	GAZON NEXT	GAZ	477	242	2 591	2 381	97,1	8,8
8	T5G 6X4	HOWO	388	0	2 388	17		13 947,1
9	AUMAN	FOTON	647	0	1 950	0		
10	C7H 8X4	SITRAK	289	0	1 670	34		4 811,8
11	5490 4X2	KAMAZ	440	243	1 633	2 505	81,1	-34,8
12	6520 6X4	KAMAZ	248	279	1 560	1 701	-11,1	-8,3
13	SX 425 6X4	SHAANXI	318	89	1 335	165	257,3	709,1
14	DFH-SERIES	DONGFENG	405	0	1 119	0		
15	C7H 6X4	SITRAK	141	0	986	0		
16	HFC-SERIES	JAC	189	54	901	272	250,0	231,2
17	4320 6X6	URAL	134	174	887	1 560	-23,0	-43,1
18	4514 6X4	KAMAZ	89	0	750	0		
19	J6 6X6	FAW	0	0	717	0		
20	KOMPAS 9 4X2	KAMAZ	174	0	717	0		
21	6501 6X4	MAZ	96	68	646	514	41,2	25,7
22	6312 6X4	MAZ	129	73	567	464	76,7	22,2
23	5350 6X6 MUSTANG	KAMAZ	98	29	557	330	237,9	68,8
24	5557 6X6	URAL	77	93	530	703	-17,2	-24,6
25	53605 4X2	KAMAZ	77	87	517	462	-11,5	11,9

6 months 2023

SITRAK C7H 4X2
7 747 units **NEW**

FAW J6 6X4
4 182 units **612,4%**

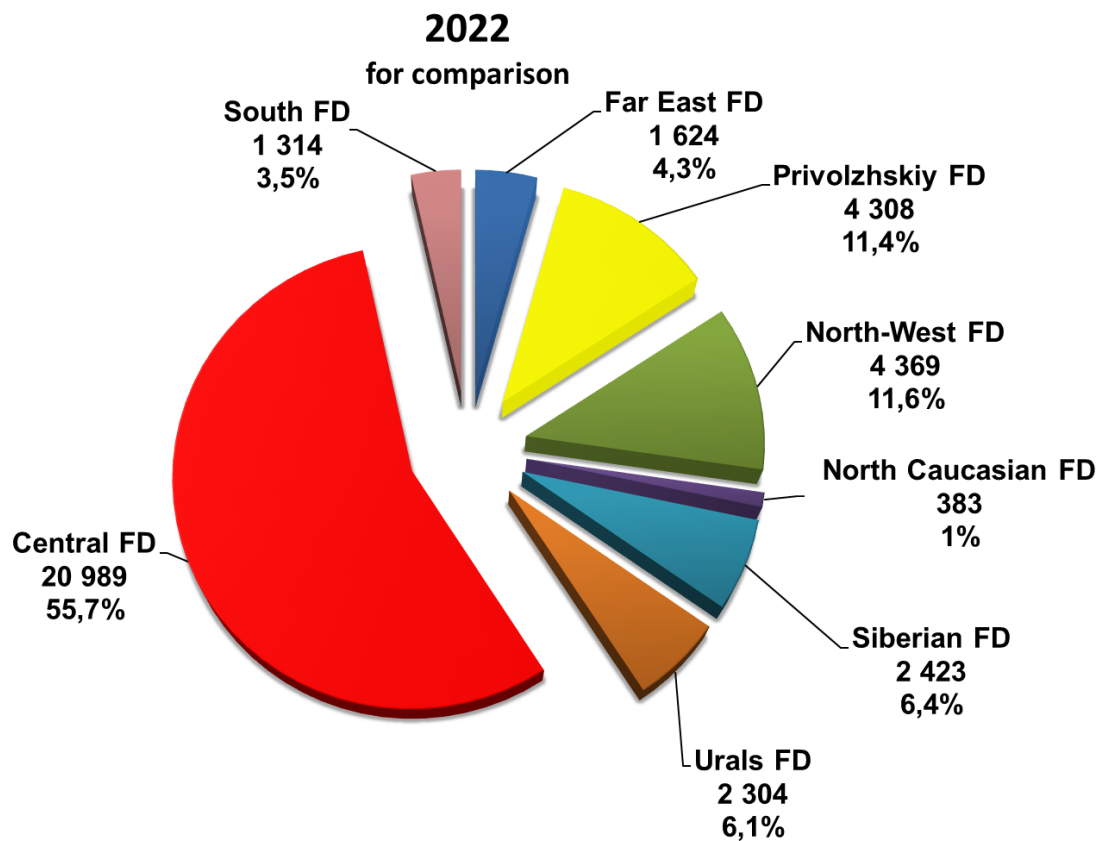
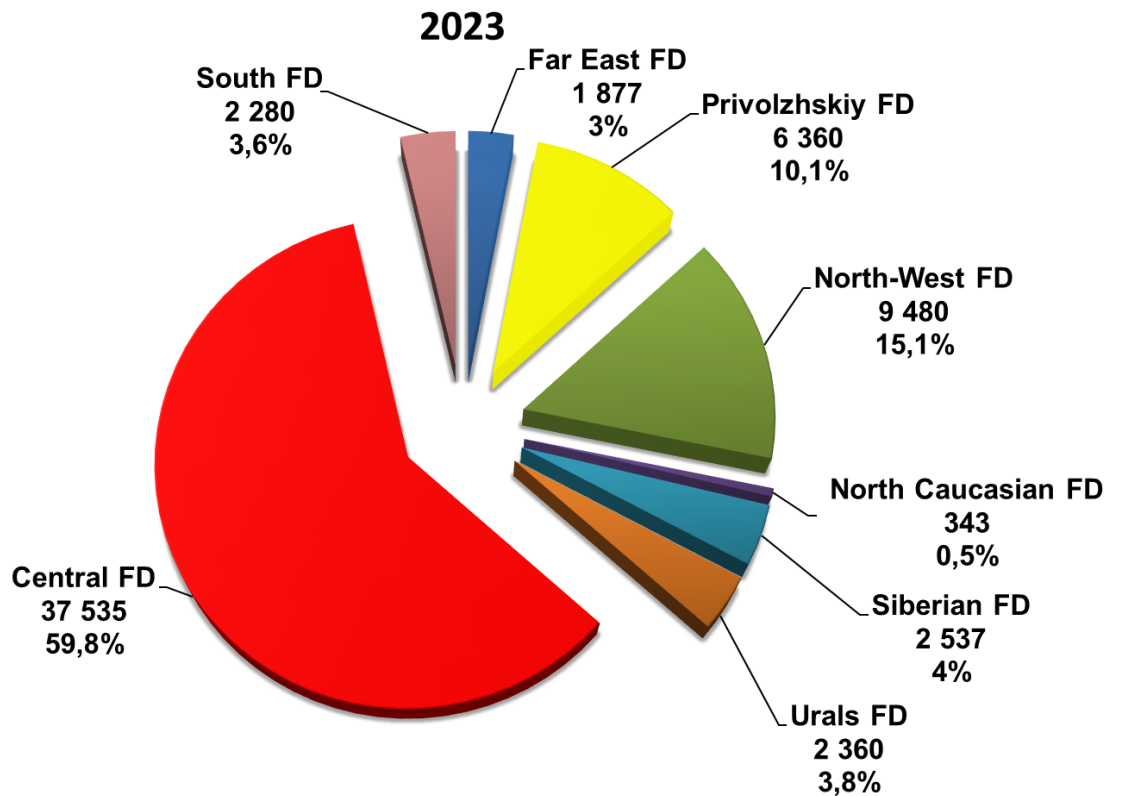
KAMAZ 43118 6X6
3 652 units **-9,2%**





TRUCKS

Structure of sales of new truck in Russia in 6 months 2023 by Federal District





BUSES

Sales of new buses in Russia in June and 6 months 2023 by brand

Brand	June 2023	June 2022	6 months 2023	6 months 2022	Change June 2023 vs 2022, %	Change 6 months 2023 vs 2022, %
PAZ	460	358	3 506	2 890	28,5	21,3
LIAZ	247	86	1 229	558	187,2	120,3
NEFAZ	176	34	932	752	417,6	23,9
YUTONG	343	68	911	229	404,4	297,8
MAZ	33	188	558	718	-82,4	-22,3
VOLZHANIN	80	79	450	430	1,3	4,7
HIGER	68	32	349	132	112,5	164,4
ZHONGTONG	86	12	207	25	616,7	728,0
KAVZ	16	41	151	260	-61,0	-41,9
JAC	9	0	122	0		
LOTOS	0	10	105	128	-100,0	-18,0
SIMAZ	15	12	103	106	25,0	-2,8
KAMAZ	52	0	77	78		-1,3
KING LONG (KLM)	13	9	64	33	44,4	93,9
URAL	6	55	56	284	-89,1	-80,3
SAZ	32	0	34	0		
GOLDEN DRAGON	7	0	16	0		
ANKAI	1	0	7	0		
MAN	2	4	6	10	-50,0	-40,0
BKM	1	0	1	0		
FOTON	0	0	1	2		-50,0
HYUNDAI	1	0	1	3		-66,7
SETRA	0	0	1	2		-50,0
SIRIUS	0	0	1	0		
TOYOTA	0	0	1	1		0,0
TRANS ALFA	0	0	1	0		
IRISBUS	0	0	0	2		-100,0
NEMAN	0	0	0	3		-100,0
SCANIA	0	0	0	2		-100,0
TOTAL	1 648	988	8 890	6 648	66,8	33,7
TOTAL Russian brands	1 052	675	6 611	5 486	55,9	20,5
TOTAL foreign brands	596	313	2 279	1 162	90,4	96,1



BUSES

Sales of new electric buses in Russia in June and 6 months 2023 by brand and model

Brand/model electric buses	June 2023	June 2022	6 months 2023	6 months 2022	Change June 2023 vs 2022, %	Change 6 months 2023 vs 2022, %
BKM	1	0	1	0		
ELECTRO	1	0	1	0		
KAMAZ	52	0	77	78		-1,3
6282	52	0	77	78		-1,3
LIAZ	0	0	0	21		
6274	0	0	0	21		
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	2	3	3	-100,0	0,0
VOLGABUS 4298	0	2	3	2	-100,0	50,0
52701	0	0	0	1		-100,0
TRANS ALFA	0	0	1	0		
ORION	0	0	1	0		
TOTAL	53	2	83	103	2550,0	-19,4
TOTAL Russian brands	52	2	82	102	2500,0	-19,6
TOTAL foreign brands	1	0	1	1		0,0



BUSES

Top 25 model ranking of new bus sales in June and 6 months 2023

Rank	Model	Brand	June 2023	June 2022	6 months 2023	6 months 2022	Change June 2023 vs 2022, %	Change 6 months 2023 vs 2022, %
1	3205	PAZ	126	138	1 381	1 493	-8,7	-7,5
2	VECTOR NEXT	PAZ	231	0	1 091	369		195,7
3	5299, 5297 4X2	NEFAZ, KAMAZ	157	24	799	724	554,2	10,4
4	4234	PAZ	86	62	799	538	38,7	48,5
5	5292	LIAZ	128	86	610	326	48,8	87,1
6	4292	LIAZ	109	0	604	18		3 255,6
7	206 - 226	MAZ	26	113	381	325	-77,0	17,2
8	6129	YUTONG	87	40	308	151	117,5	104,0
9	VOLGABUS 4298	VOLZHANIN	61	22	282	32	177,3	781,2
10	LCK-SERIES	ZHONGTONG	86	12	207	25	616,7	728,0
11	203	MAZ	5	71	167	327	-93,0	-48,9
12	6127	YUTONG	102	1	161	1	10 100,0	16 000,0
13	6938	YUTONG	50	0	153	0		
14	3204	PAZ	0	146	133	468	-100,0	-71,6
15	SUNRAY	JAC	9	0	122	0		
16	KLQ 6129	HIGER	31	0	111	23		382,6
17	5270	VOLZHANIN	19	57	109	364	-66,7	-70,1
18	105	LOTOS	0	10	105	117	-100,0	-10,3
19	2258	SIMAZ	15	12	103	106	25,0	-2,8
20	3206	PAZ	17	11	100	11	54,5	809,1
21	4238	KAVZ	8	24	99	133	-66,7	-25,6
22	4208, 4310 6X6	NEFAZ, KAMAZ	13	0	94	13		623,1
23	6122	YUTONG	37	0	90	17		429,4
24	6852	YUTONG	22	0	89	0		
25	KLQ 6119	HIGER	3	0	84	17		394,1

6 months 2023

PAZ 3205

1 381 units **-7,5%**

PAZ VECTOR NEXT

1 091 units **195,7%**



NEFAZ, KAMAZ

5299, 5297 4X2

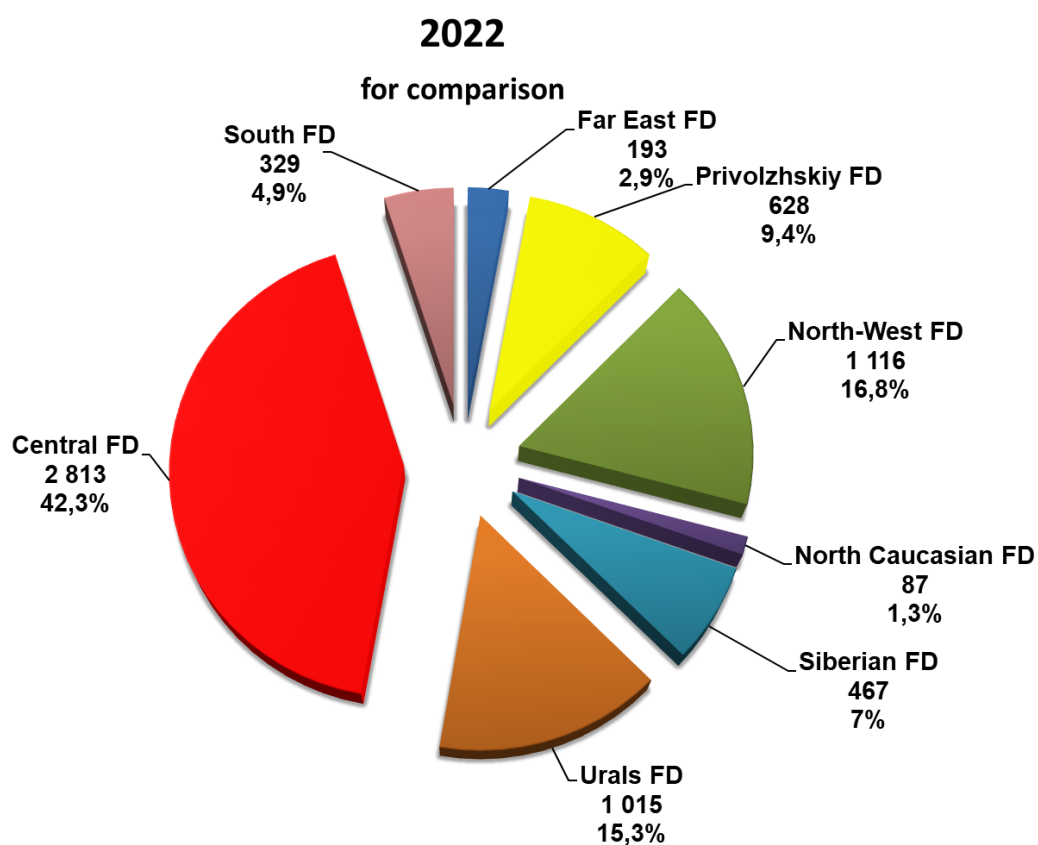
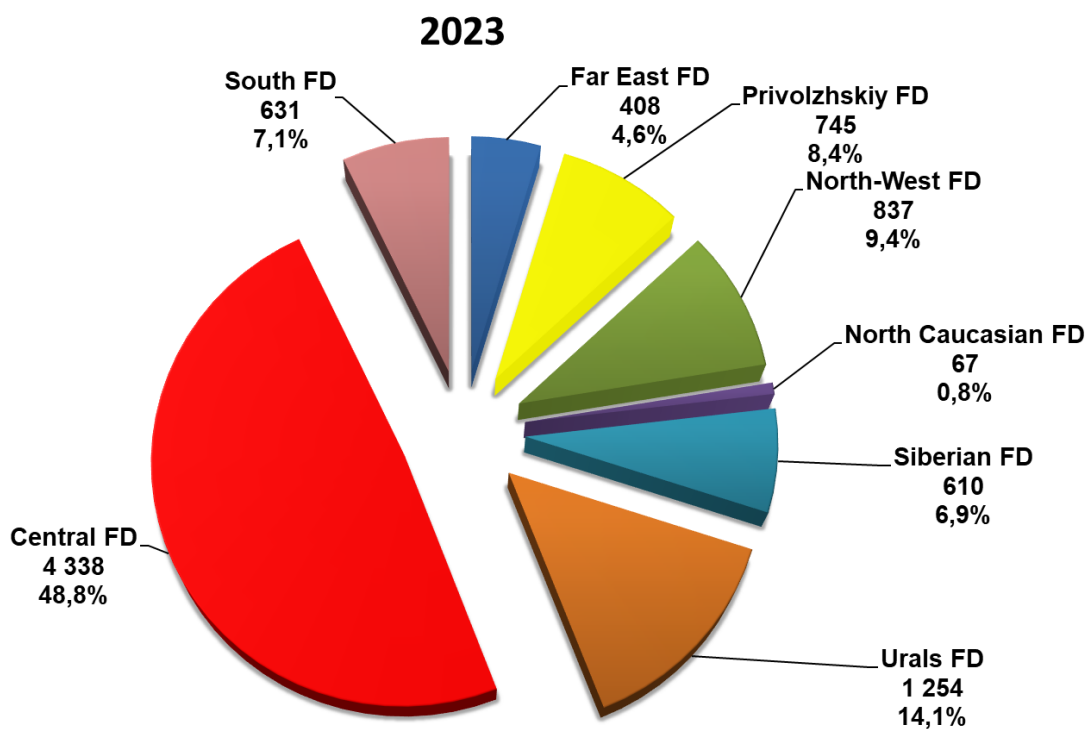
799 units **10,4%**





BUSES

Structure of new bus sales in Russia in 6 months 2023 by Federal District



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