



## PRESS-RELEASE

11 AUGUST 2023

### AUTOMOBILE MARKET OF RUSSIA IN JULY AND JANUARY-JULY 2023 TRUCKS AND BUSES

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 13 553 units in July 2023, up 104.1% YOY; 76 325 units in January-July 2023, up 72.1% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 226 units in July 2023, up 21.7% YOY; 10 116 units in January-July 2023, up 32.1%. Among them – electric buses: 37 units in July 2023, up 68.2% YOY; 120 units in January-July 2023, down 4.0% YOY.

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

#### COMMENT:

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

**MIMS**  
**automobility**  
**MOSCOW**  
our partners

Sales of trucks on the Russian market increased by 104.1% in July 2023. This result is due to the low comparative base in July last year. We note that sales of foreign-branded trucks grew by 160.5% in July. 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 21.7% in July 2023. Buses of Russian brands take the major share of the market, the most intensive growth of sales being shown by PAZ 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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Developed by specialists of  
AVTOSTAT-INFO



# TRUCKS

## Sales of new trucks in Russia in July and 7 months 2023 by brand, inclusive of special-purpose vehicles

Brand	July 2023	July 2022	7 months 2023	7 months 2022	Change July 2023 vs 2022, %	Change 7 months 2023 vs 2022, %
KAMAZ	2 727	2 523	18 359	17 805	8,1	3,1
SITRAK	2 666	129	13 069	163	1 966,7	7 917,8
SHAANXI	2 182	1 031	10 834	3 805	111,6	184,7
FAW	1 681	456	7 545	1 120	268,6	573,7
HOWO	563	541	4 231	1 747	4,1	142,2
GAZ	532	330	3 748	3 407	61,2	10,0
MAZ	489	318	3 533	2 352	53,8	50,2
FOTON	566	3	2 709	20	18 766,7	13 445,0
URAL	309	282	1 934	3 077	9,6	-37,1
JAC	284	274	1 866	1 168	3,6	59,8
DONGFENG	397	0	1 565	0		
HONGYAN	111	92	767	215	20,7	256,7
MERCEDES	137	27	683	966	407,4	-29,3
XU GONG	74	49	564	189	51,0	198,4
ZOOMLION	73	57	526	126	28,1	317,5
MAN	76	60	508	721	26,7	-29,5
VOLVO	112	31	503	1 352	261,3	-62,8
SANY	105	1	472	43	10 400,0	997,7
DAEWOO	71	33	468	175	115,2	167,4
DAF	88	18	447	360	388,9	24,2
HYUNDAI	35	60	373	730	-41,7	-48,9
ISUZU	43	105	337	1 280	-59,0	-73,7
SCANIA	65	22	289	1 114	195,5	-74,1
IVECO AMT	34	3	197	219	1 033,3	-10,0
FUSO	27	63	117	459	-57,1	-74,5
IVECO	7	17	113	292	-58,8	-61,3
DAYUN	6	11	104	38	-45,5	173,7
RENAULT	27	1	89	218	2 600,0	-59,2
FORD	12	2	88	170	500,0	-48,2
HINO	6	86	81	924	-93,0	-91,2
BEIFANG BENCHI	28	0	64	0		
MAZ MAN	11	5	54	25	120,0	116,0
NEFAZ	2	0	39	0		
LIEBHERR	0	1	13	13	-100,0	0,0
ZIL	0	0	9	9		0,0
TATRA	0	2	6	27	-100,0	-77,8
AMUR	0	0	4	5		-20,0
BEIBEN	4	0	4	0		
C&C	0	2	3	2	-100,0	50,0
BURAN	0	1	2	1	-100,0	100,0
YUEJIN	1	0	2	0		
CAMC	1	0	1	0		



# TRUCKS

Brand	July 2023	July 2022	7 months 2023	7 months 2022	Change July 2023 vs 2022, %	Change 7 months 2023 vs 2022, %
CHENGLONG	0	0	1	0		
FENGCHUEN	0	0	1	0		
KIA	0	1	1	1	-100,0	0,0
KOLUMAN	0	0	1	1		0,0
MZKT	1	0	1	1		0,0
AN VR	0	2	0	2	-100,0	-100,0
ASHOK LEYLAND	0	0	0	5		-100,0
GROVE	0	0	0	1		-100,0
TADANO	0	0	0	1		-100,0
TEREX-DEMAG	0	0	0	4		-100,0
<b>TOTAL</b>	<b>13 553</b>	<b>6 639</b>	<b>76 325</b>	<b>44 353</b>	<b>104,1</b>	<b>72,1</b>
<b>TOTAL Russian brands</b>	<b>3 570</b>	<b>3 136</b>	<b>24 095</b>	<b>24 304</b>	<b>13,8</b>	<b>-0,9</b>
<b>TOTAL foreign brands</b>	<b>9 983</b>	<b>3 503</b>	<b>52 230</b>	<b>20 049</b>	<b>185,0</b>	<b>160,5</b>

## Sales of new trucks in Russia in July and 7 months 2023 by type

Type	July 2023	July 2022	7 months 2023	7 months 2022	Market share July 2023, %	Market share July 2022, %	Market share 7 months 2023, %	Market share 7 months 2022, %
Other special equipment	4 523	3 266	29 472	21 233	33,4	49,2	38,6	47,9
Dump truck	1 993	1 688	13 474	6 902	14,7	25,4	17,7	15,6
Truck-tractor	3 980	561	16 998	6 300	29,4	8,5	22,3	14,2
Other truck types	1 772	313	7 797	2 946	13,1	4,7	10,2	6,6
Drop-side flat bed	593	363	3 730	2 876	4,4	5,5	4,9	6,5
Autocrane	162	119	1 194	769	1,2	1,8	1,6	1,7
Refrigerator	241	91	1 749	1 129	1,8	1,4	2,3	2,6
Van	167	125	1 079	1 228	1,2	1,9	1,4	2,8
Tanker	88	99	600	623	0,7	1,5	0,8	1,4
Mobile repair shop	23	3	127	120	0,2	0,1	0,2	0,3
Refueler	8	10	66	123	0,1	0,2	0,1	0,3
Autoloader	1	0	6	6	0,0	0,0	0,0	0,0
Miscellaneous	2	1	33	98	0,0	0,0	0,0	0,2
<b>TOTAL</b>	<b>13 553</b>	<b>6 639</b>	<b>76 325</b>	<b>44 353</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>



# TRUCKS

## Top 25 model ranking of new truck sales in Russia in July and 7 months 2023

Rank	Model	Brand	July 2023	July 2022	7 months 2023	7 months 2022	Change July 2023 vs 2022, %	Change 7 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	2 336	11	10 083	11	21 136,4	91 563,6
2	J6 6X4	FAW	1 198	0	5 380	587		816,5
3	43118 6X6	KAMAZ	536	615	4 188	4 638	-12,8	-9,7
4	SX 331 8X4	SHAANXI	648	576	4 113	2 192	12,5	87,6
5	SX 325 6X4	SHAANXI	657	321	3 825	1 288	104,7	197,0
6	65115 6X4	KAMAZ	494	838	3 389	4 092	-41,1	-17,2
7	GAZON NEXT	GAZ	431	250	3 022	2 631	72,4	14,9
8	T5G 6X4	HOWO	415	0	2 803	17		16 388,2
9	AUMAN	FOTON	496	0	2 446	0		
10	5490 4X2	KAMAZ	389	264	2 022	2 769	47,3	-27,0
11	C7H 8X4	SITRAK	238	35	1 908	69	580,0	2 665,2
12	6520 6X4	KAMAZ	293	279	1 853	1 980	5,0	-6,4
13	SX 425 6X4	SHAANXI	439	125	1 774	290	251,2	511,7
14	DFH-SERIES	DONGFENG	336	0	1 455	0		
15	C7H 6X4	SITRAK	92	83	1 078	83	10,8	1 198,8
16	4320 6X6	URAL	188	173	1 075	1 733	8,7	-38,0
17	HFC-SERIES	JAC	153	85	1 054	357	80,0	195,2
18	KOMPAS 9 4X2	KAMAZ	142	0	859	0		
19	J6 6X6	FAW	91	0	808	0		
20	4514 6X4	KAMAZ	29	0	779	0		
21	SX 418 4X2	SHAANXI	330	0	732	0		
22	6501 6X4	MAZ	74	84	720	598	-11,9	20,4
23	6312 6X4	MAZ	121	66	688	530	83,3	29,8
24	5350 6X6 MUSTANG	KAMAZ	82	32	639	362	156,2	76,5
25	53605 4X2	KAMAZ	109	74	626	536	47,3	16,8

### 7 months 2023

#### SITRAK C7H 4X2

10 083 units **91563,6%**

#### FAW J6 6X4

5 380 units **816,5%**

#### KAMAZ 43118 6X6

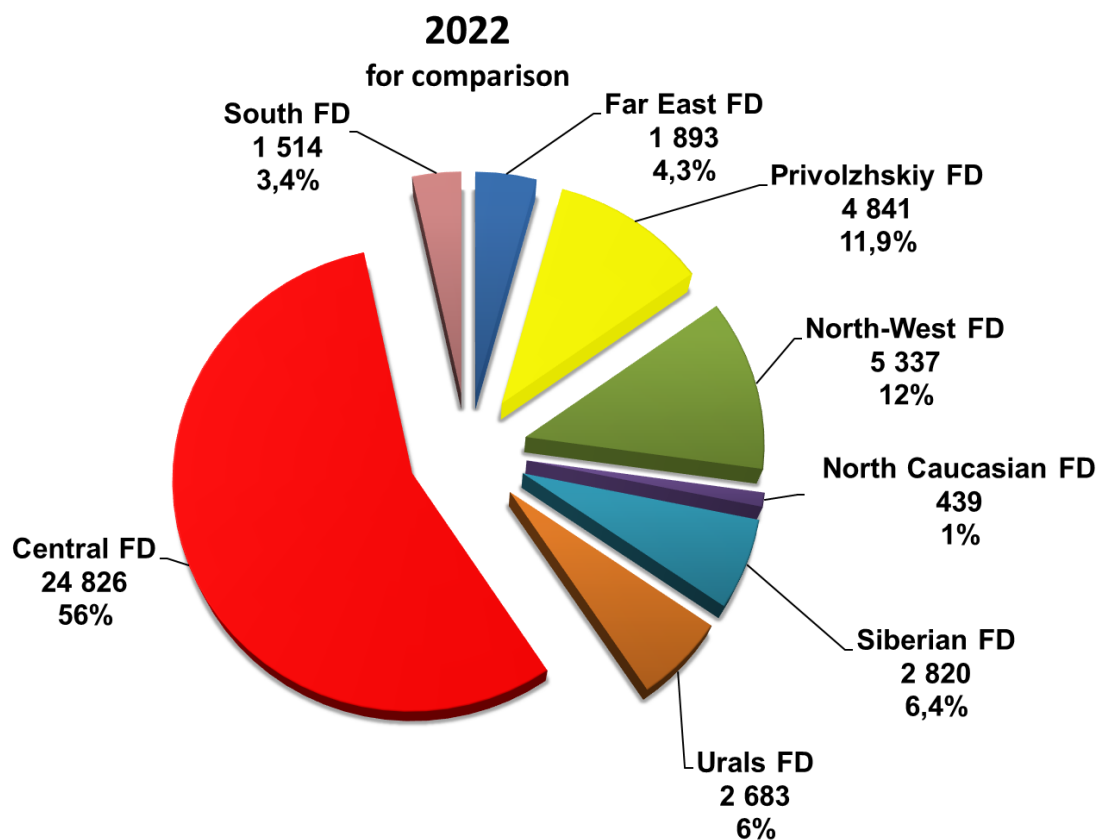
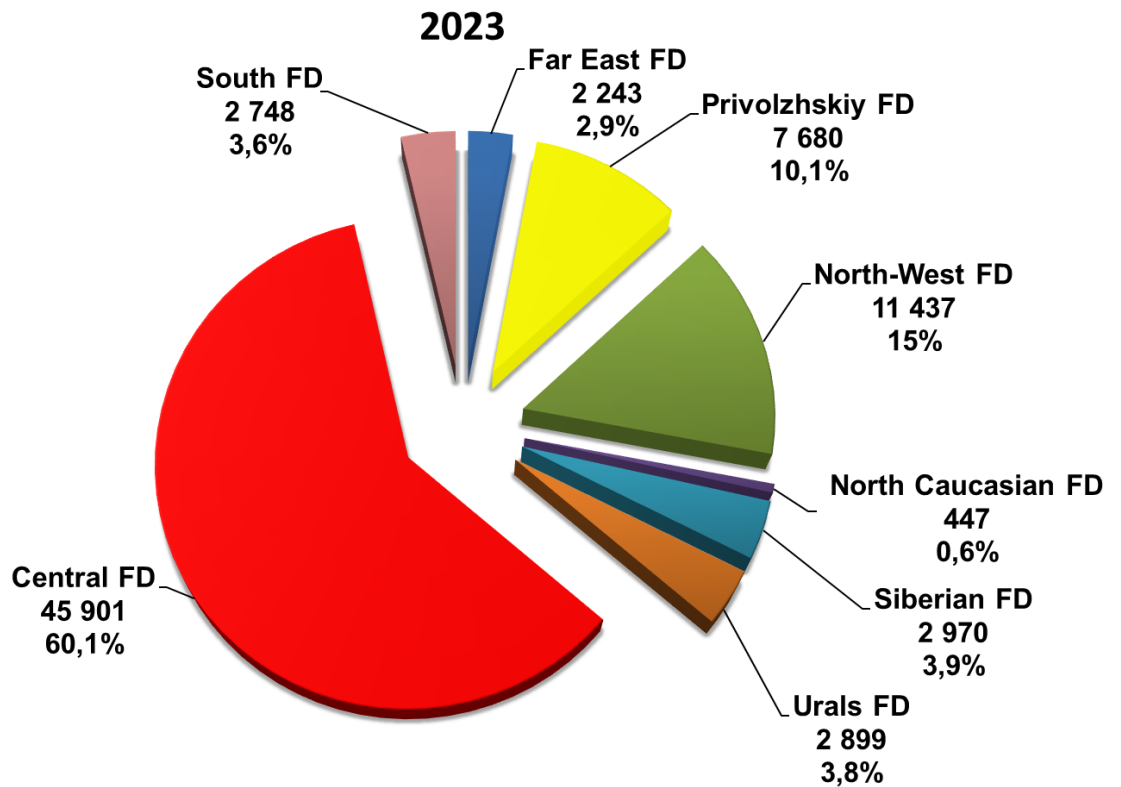
4 188 units **-9,7%**





# TRUCKS

## Structure of sales of new truck in Russia in 7 months 2023 by Federal District





# BUSES

## Sales of new buses in Russia in July and 7 months 2023 by brand

Brand	July 2023	July 2022	7 months 2023	7 months 2022	Change July 2023 vs 2022, %	Change 7 months 2023 vs 2022, %
PAZ	479	311	3 985	3 201	54,0	24,5
LIAZ	34	61	1 263	619	-44,3	104,0
YUTONG	257	81	1 168	310	217,3	276,8
NEFAZ	124	51	1 056	803	143,1	31,5
MAZ	44	203	602	921	-78,3	-34,6
VOLZHANIN	72	88	522	518	-18,2	0,8
HIGER	40	30	389	162	33,3	140,1
ZHONGTONG	39	8	246	33	387,5	645,5
KAVZ	30	44	181	304	-31,8	-40,5
JAC	9	4	131	4	125,0	3 175,0
KAMAZ	37	0	114	78		46,2
SIMAZ	9	13	112	119	-30,8	-5,9
LOTOS	0	15	105	143	-100,0	-26,6
URAL	30	86	86	370	-65,1	-76,8
KING LONG (KLM)	13	9	77	42	44,4	83,3
SAZ	3	0	37	0		
GOLDEN DRAGON	3	0	19	0		
ANKAI	0	1	7	1	-100,0	600,0
MAN	1	1	7	11	0,0	-36,4
FOTON	2	0	3	2		50,0
BKM	0	0	1	0		
HYUNDAI	0	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	1	0	3	-100,0	-100,0
<b>TOTAL</b>	<b>1 226</b>	<b>1 007</b>	<b>10 116</b>	<b>7 655</b>	<b>21,7</b>	<b>32,1</b>
<b>TOTAL Russian brands</b>	<b>815</b>	<b>669</b>	<b>7 426</b>	<b>6 155</b>	<b>21,8</b>	<b>20,6</b>
<b>TOTAL foreign brands</b>	<b>411</b>	<b>338</b>	<b>2 690</b>	<b>1 500</b>	<b>21,6</b>	<b>79,3</b>



# BUSES

## Sales of new electric buses in Russia in July and 7 months 2023 by brand and model

Brand / electric buses	July 2023	July 2022	7 months 2023	7 months 2022	Change July 2023 vs 2022, %	Change 7 months 2023 vs 2022, %
KAMAZ	37	0	114	78		46,2
VOLZHANIN	0	0	3	3		0,0
BKM	0	0	1	0		
SIRIUS	0	0	1	0		
TRANS ALFA	0	0	1	0		
LIAZ	0	0	0	21		-100,0
MAN	0	0	0	1		-100,0
NEFAZ	0	22	0	22	-100,0	-100,0
<b>TOTAL</b>	<b>37</b>	<b>22</b>	<b>120</b>	<b>125</b>	<b>68,2</b>	<b>-4,0</b>
<b>TOTAL Russian brands</b>	<b>37</b>	<b>22</b>	<b>119</b>	<b>124</b>	<b>68,2</b>	<b>-4,0</b>
<b>TOTAL foreign brands</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>1</b>		<b>0,0</b>



# BUSES

## Top 25 model ranking of new bus sales in July and 7 months 2023

Rank	Model	Brand	July 2023	July 2022	7 months 2023	7 months 2022	Change July 2023 vs 2022, %	Change 7 months 2023 vs 2022, %
1	3205	PAZ	102	96	1 483	1 589	6,2	-6,7
2	VECTOR NEXT	PAZ	187	0	1 278	369		246,3
3	5299, 5297 4X2	NEFAZ, KAMAZ	68	36	867	760	88,9	14,1
4	4234	PAZ	64	32	863	570	100,0	51,4
5	5292	LIAZ	33	40	643	366	-17,5	75,7
6	4292	LIAZ	0	19	604	37	-100,0	1 532,4
7	206 - 226	MAZ	11	98	392	423	-88,8	-7,3
8	6129	YUTONG	60	40	368	191	50,0	92,7
9	VOLGABUS 4298	VOLZHANIN	72	78	354	110	-7,7	221,8
10	LCK-SERIES	ZHONGTONG	39	8	246	33	387,5	645,5
11	6938	YUTONG	90	0	243	0		
12	6127	YUTONG	61	0	222	1		22 100,0
13	3206	PAZ	115	34	215	45	238,2	377,8
14	203	MAZ	33	105	200	432	-68,6	-53,7
15	3204	PAZ	10	149	143	617	-93,3	-76,8
16	4208 KAMAZ 4310	NEFAZ	43	8	137	21	437,5	552,4
17	SUNRAY	JAC	9	4	131	4	125,0	3 175,0
18	KLQ 6129	HIGER	14	2	125	25	600,0	400,0
19	4238	KAVZ	25	34	124	167	-26,5	-25,7
20	6282	KAMAZ	37	0	114	78		46,2
21	2258	SIMAZ	9	13	112	119	-30,8	-5,9
22	5270	VOLZHANIN	0	0	109	364		-70,1
23	105	LOTOS	0	15	105	132	-100,0	-20,5
24	6852	YUTONG	15	0	104	0		
25	KLQ 6119	HIGER	10	9	94	26	11,1	261,5

### 7 months 2023

#### PAZ 3205

1 483 units **-6,7%**

#### PAZ VECTOR NEXT

1 278 units **246,3%**



#### NEFAZ, KAMAZ

5299, 5297 4X2

867 units **14,1%**

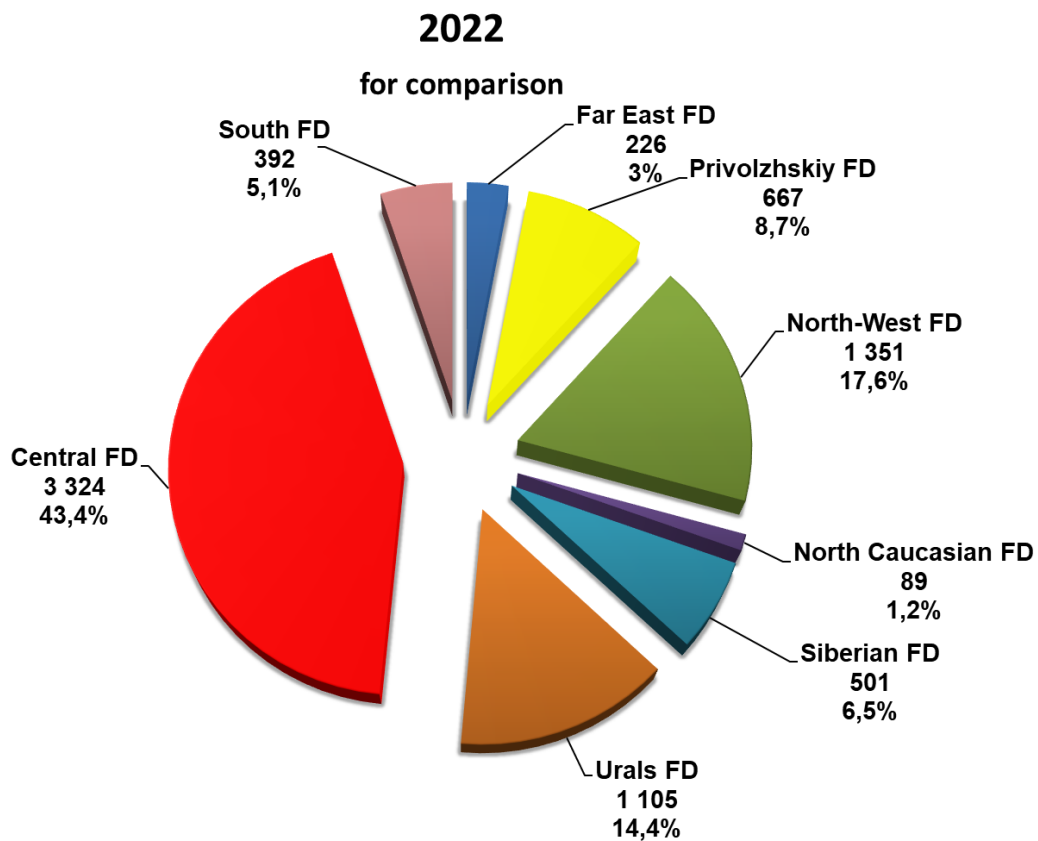
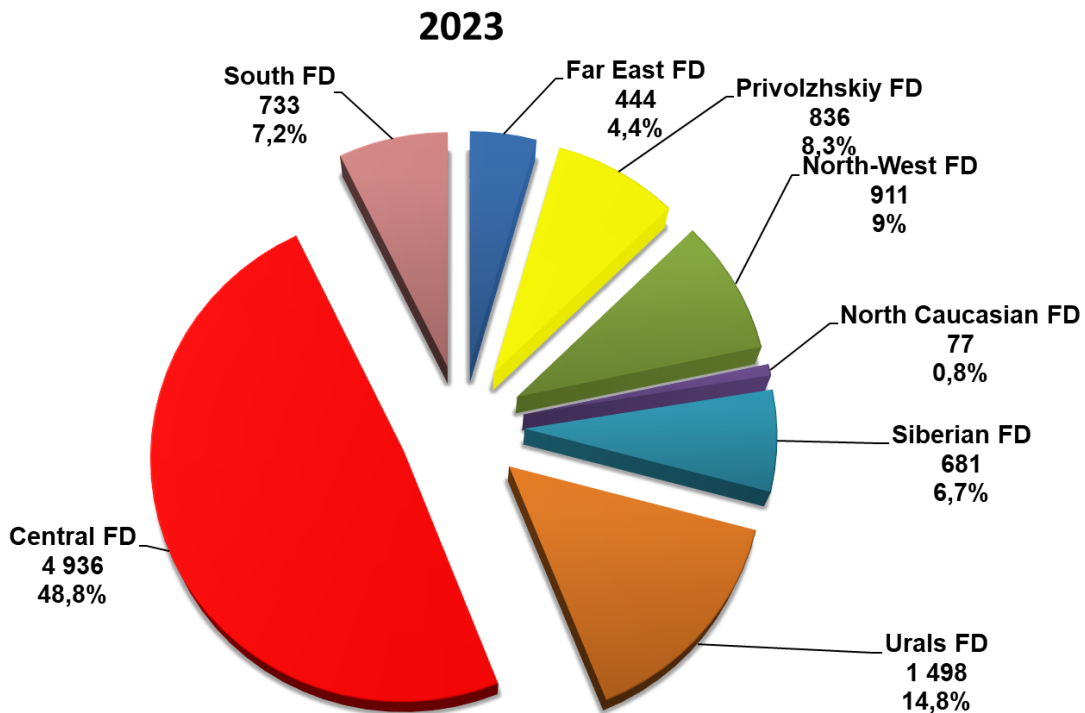






# BUSES

## Structure of new bus sales in Russia in 7 months 2023 by Federal District



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