



PRESS-RELEASE

12 SEPTEMBER 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 16 296 units in August 2023, up 142.7% YOY; 92 621 units in January-August 2023, up 81.4% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 440 units in August 2023, up 44.6% YOY; 11 556 units in January-August 2023, up 33.6%. Among them – electric buses: 50 units in August 2023, 0% YOY; 170 units in January-August 2023, up 36.0% 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 142.7% in August 2023. This result is due to the low comparative base in August last year. We note that sales of foreign-branded trucks grew by 263.7% in August. We forecast growth of sales in this segment through 2023 by 80-90% on account of the Chinese-branded trucks.

Bus market sales grew by 44.6% in August 2023. Buses of Russian brands take the major share of the market in this segment; however, an intensive growth of sales of such brands as YUTONG (by 259.2%) and MAZ (by 568.8%) is also worth noting. 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 August and 8 months 2023 by brand, inclusive of special-purpose vehicles

Brand	August 2023	August 2022	8 months 2023	8 months 2022	Change August 2023 vs 2022, %	Change 8 months 2023 vs 2022, %
KAMAZ	2 977	2 692	21 336	20 497	10,6	4,1
SITRAK	2 935	187	16 004	350	1 469,5	4 472,6
SHAANXI	2 883	1 090	13 717	4 895	164,5	180,2
FAW	2 253	474	9 798	1 594	375,3	514,7
HOWO	540	374	4 771	2 121	44,4	124,9
GAZ	632	309	4 380	3 716	104,5	17,9
MAZ	587	361	4 120	2 713	62,6	51,9
FOTON	825	1	3 534	21	82 400,0	16 728,6
URAL	302	303	2 236	3 380	-0,3	-33,8
JAC	360	234	2 226	1 402	53,8	58,8
DONGFENG	478	0	2 043	0		
HONGYAN	166	83	933	298	100,0	213,1
MERCEDES	242	14	925	980	1 628,6	-5,6
XU GONG	114	38	678	227	200,0	198,7
VOLVO	156	64	659	1 416	143,8	-53,5
ZOONLION	120	33	646	159	263,6	306,3
SANY	160	0	632	43		1 369,8
MAN	94	50	602	771	88,0	-21,9
DAEWOO	78	96	546	271	-18,8	101,5
DAF	91	20	538	380	355,0	41,6
HYUNDAI	25	46	398	776	-45,7	-48,7
ISUZU	37	129	374	1 409	-71,3	-73,5
SCANIA	61	18	350	1 132	238,9	-69,1
IVECO AMT	16	1	213	220	1 500,0	-3,2
DAYUN	35	3	139	41	1 066,7	239,0
FUSO	16	13	133	472	23,1	-71,8
IVECO	3	15	116	307	-80,0	-62,2
RENAULT	23	5	112	223	360,0	-49,8
FORD	18	2	106	172	800,0	-38,4
BEIFANG BENCHI	27	0	91	0		
HINO	7	52	88	976	-86,5	-91,0
MAZ MAN	3	0	57	25		128,0
NEFAZ	5	3	44	3	66,7	1 366,7
BEIBEN	16	0	20	0		
LIEBHERR	1	0	14	13		7,7
ZIL	0	0	9	9		0,0
AMUR	3	5	7	10	-40,0	-30,0
C C	4	0	7	2		250,0
TATRA	0	0	6	27		-77,8
BAW	3	0	3	0		
BURAN	0	0	2	1		100,0
YUEJIN	0	0	2	0		



TRUCKS

Brand	August 2023	August 2022	8 months 2023	8 months 2022	Change August 2023 vs 2022, %	Change 8 months 2023 vs 2022, %
CAMC	0	0	1	0		
CHENGLONG	0	0	1	0		
FENGCHUEN	0	0	1	0		
KIA	0	0	1	1		0,0
KOLUMAN	0	0	1	1		0,0
MZKT	0	0	1	1		0,0
AN VR	0	0	0	2		-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
TOTAL	16 296	6 715	92 621	51 068	142,7	81,4
TOTAL Russian brands	3 919	3 312	28 014	27 616	18,3	1,4
TOTAL foreign brands	12 377	3 403	64 607	23 452	263,7	175,5

Sales of new trucks in Russia in August and 8 months 2023 by type

Type	August 2023	August 2022	8 months 2023	8 months 2022	Market share August 2023, %	Market share August 2022, %	Market share 8 months 2023, %	Market share 8 months 2022, %
Other special equipment	5 141	3 447	34 613	24 680	31,6	51,3	37,4	48,3
Dump truck	2 146	1 435	15 620	8 337	13,2	21,4	16,9	16,3
Truck-tractor	5 079	647	22 077	6 947	31,2	9,6	23,8	13,6
Other truck types	2460	328	10257	3274	15,1	4,88	11,07	6,41
Drop-side flat bed	622	365	4 352	3 241	3,8	5,4	4,7	6,4
Autocrane	272	127	1 466	896	1,7	1,9	1,6	1,8
Refrigerator	213	153	1 962	1 282	1,3	2,3	2,1	2,5
Van	220	132	1 299	1 360	1,4	2,0	1,4	2,7
Tanker	96	62	696	685	0,6	0,9	0,8	1,3
Mobile repair shop	27	5	154	125	0,2	0,1	0,2	0,2
Refueler	17	14	83	137	0,1	0,2	0,1	0,3
Autoloader	2	0	8	6	0,0	0,0	0,0	0,0
Miscellaneous	1	0	34	98	0,0	0,0	0,0	0,2
TOTAL	16 296	6 715	92 621	51 068	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in August and 8 months 2023

Rank	Model	Brand	August 2023	August 2022	8 months 2023	8 months 2022	Change August 2023 vs 2022, %	Change 8 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	2 488	98	12 571	109	2 438,8	11 433,0
2	J6 6X4	FAW	1 453	458	6 833	1 045	217,2	553,9
3	SX 331 8X4	SHAANXI	843	450	4 956	2 642	87,3	87,6
4	43118 6X6	KAMAZ	712	737	4 900	5 375	-3,4	-8,8
5	SX 325 6X4	SHAANXI	702	450	4 527	1 738	56,0	160,5
6	65115 6X4	KAMAZ	427	798	3 816	4 890	-46,5	-22,0
7	GAZON NEXT	GAZ	505	222	3 527	2 853	127,5	23,6
8	T5G 6X4	HOWO	387	137	3 190	154	182,5	1 971,4
9	AUMAN	FOTON	721	0	3 167	0		
10	5490 4X2	KAMAZ	376	224	2 398	2 993	67,9	-19,9
11	SX 425 6X4	SHAANXI	534	172	2 308	462	210,5	399,6
12	C7H 8X4	SITRAK	337	13	2 245	82	2 492,3	2 637,8
13	6520 6X4	KAMAZ	281	378	2 134	2 358	-25,7	-9,5
14	DFH-SERIES	DONGFENG	383	0	1 838	0		
15	SX 418 4X2	SHAANXI	673	0	1 405	0		
16	4320 6X6	URAL	197	193	1 272	1 926	2,1	-34,0
17	HFC-SERIES	JAC	150	90	1 204	447	66,7	169,4
18	C7H 6X4	SITRAK	110	76	1 188	159	44,7	647,2
19	KOMPAS 9 4X2	KAMAZ	117	0	976	0		
20	4514 6X4	KAMAZ	88	0	867	0		
21	6501 6X4	MAZ	125	115	845	713	8,7	18,5
22	ACTROS	MERCEDES	231	12	833	795	1 825,0	4,8
23	J6 6X6	FAW	0	0	808	0		
24	6312 6X4	MAZ	102	70	790	600	45,7	31,7
25	5350 6X6 MUSTANG	KAMAZ	144	69	783	431	108,7	81,7

8 months 2023

SITRAK C7H 4X2

12 571 units **11433%**

FAW J6 6X4

6 833 units **553,9%**

SHAANXI SX 331 8X4

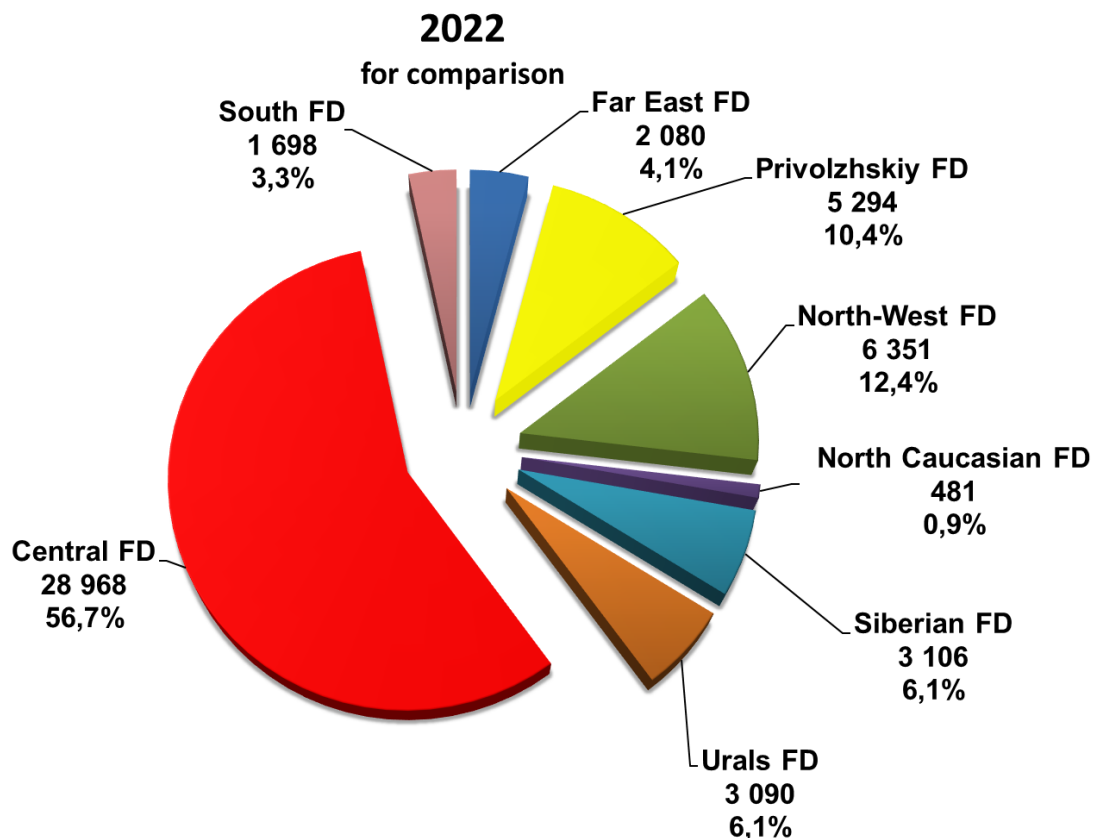
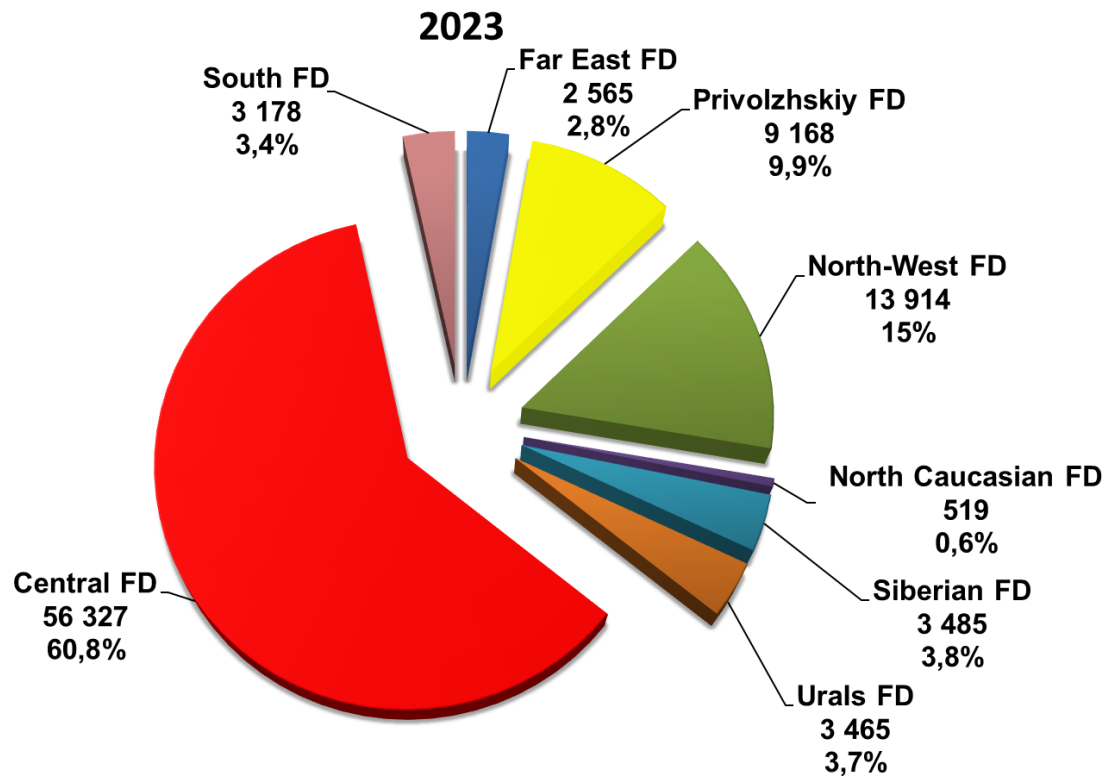
4 956 units **87,6%**





TRUCKS

Structure of sales of new truck in Russia in 8 months 2023 by Federal District





BUSES

Sales of new buses in Russia in August and 8 months 2023 by brand

Brand	August 2023	August 2022	8 months 2023	8 months 2022	Change August 2023 vs 2022, %	Change 8 months 2023 vs 2022, %
PAZ	420	258	4 405	3 459	62,8	27,3
YUTONG	273	76	1 441	386	259,2	273,3
LIAZ	102	177	1 365	796	-42,4	71,5
NEFAZ	116	206	1 172	1 009	-43,7	16,2
MAZ	107	16	709	937	568,8	-24,3
VOLZHANIN	164	160	686	678	2,5	1,2
HIGER	54	8	443	170	575,0	160,6
ZHONGTONG	76	1	322	34	7 500,0	847,1
KAVZ	22	19	203	323	15,8	-37,2
KAMAZ	49	0	163	78		109,0
JAC	6	1	137	5	500,0	2 640,0
SIMAZ	14	16	126	135	-12,5	-6,7
LOTOS	2	0	107	143		-25,2
KING LONG (KLM)	19	11	96	53	72,7	81,1
URAL	8	45	94	415	-82,2	-77,3
SAZ	0	0	37	0		
GOLDEN DRAGON	4	0	23	0		
ANKAI	1	1	8	2	0,0	300,0
MAN	1	0	8	11		-27,3
FOTON	1	0	4	2		100,0
BKM	0	0	1	0		
GENERAL	1	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	1	0	4	-100,0	-100,0
SCANIA	0	0	0	3		-100,0
TOTAL	1 440	996	11 556	8 651	44,6	33,6
TOTAL Russian brands	898	881	8 324	7 036	1,8	18,3
TOTAL foreign brands	542	115	3 232	1 615	372,2	100,2



BUSES

Sales of new electric buses in Russia in August and 8 months 2023 by brand and model

Brand / electric buses	August 2023	August 2022	8 months 2023	8 months 2022	Change August 2023 vs 2022, %	Change 8 months 2023 vs 2022, %
KAMAZ	49	0	163	78		109,0
VOLZHANIN	0	0	3	3		0,0
GENERAL	1	0	1	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	0	0	22		-100,0
TOTAL	50	0	170	125		36,0
TOTAL Russian brands	50	0	169	124		36,3
TOTAL foreign brands	0	0	1	1		0,0



BUSES

Top 25 model ranking of new bus sales in August and 8 months 2023

Rank	Model	Brand	August 2023	August 2022	8 months 2023	8 months 2022	Change August 2023 vs 2022, %	Change 8 months 2023 vs 2022, %
1	3205	PAZ	149	99	1 632	1 688	50,5	-3,3
2	VECTOR NEXT	PAZ	230	0	1 508	369		308,7
3	5299, 5297 4X2	NEFAZ, KAMAZ	59	197	926	957	-70,1	-3,2
4	4234	PAZ	32	41	895	611	-22,0	46,5
5	5292	LIAZ	102	67	745	433	52,2	72,1
6	4292	LIAZ	0	110	604	147	-100,0	310,9
7	VOLGABUS 4298	VOLZHANIN	97	85	451	195	14,1	131,3
8	6129	YUTONG	63	56	431	247	12,5	74,5
9	206 - 226	MAZ	5	12	397	435	-58,3	-8,7
10	LCK-SERIES	ZHONGTONG	76	1	322	34	7 500,0	847,1
11	6938	YUTONG	45	0	288	0		
12	6127	YUTONG	55	0	277	1		27 600,0
13	203	MAZ	70	3	270	435	2 233,3	-37,9
14	3206	PAZ	6	1	221	46	500,0	380,4
15	4208, 4310 6X6	NEFAZ, KAMAZ	53	0	190	21		804,8
16	6282	KAMAZ	49	0	163	78		109,0
17	3204	PAZ	3	117	146	734	-97,4	-80,1
18	5270	VOLZHANIN	36	75	145	439	-52,0	-67,0
19	4238	KAVZ	17	9	141	176	88,9	-19,9
20	KLQ 6129	HIGER	15	0	140	25		460,0
21	SUNRAY	JAC	6	1	137	5	500,0	2 640,0
22	2258	SIMAZ	14	16	126	135	-12,5	-6,7
23	6852	YUTONG	13	0	117	0		
24	KLQ 6128	HIGER	22	0	114	28		307,1
25	105	LOTOS	2	0	107	132		-18,9

8 months 2023

PAZ 3205

1 632 units **-3,3%**

PAZ VECTOR NEXT

1 508 units **308,7%**



NEFAZ, KAMAZ

5299, 5297 4X2

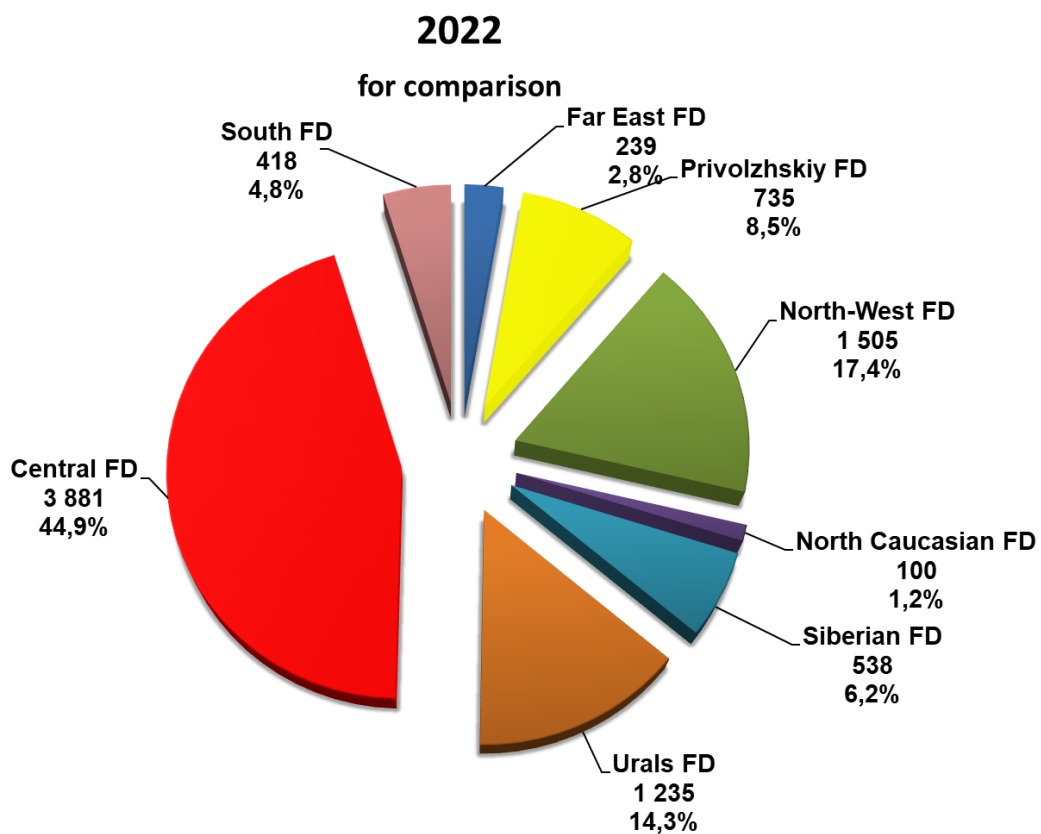
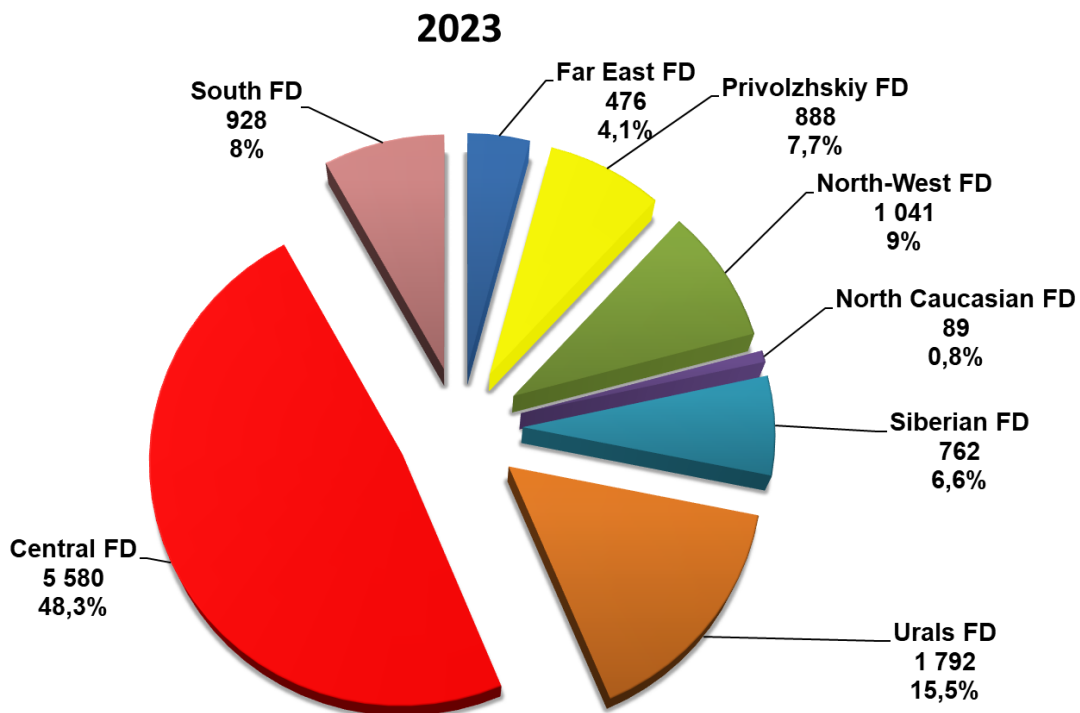
926 units **-3,2%**





BUSES

Structure of new bus sales in Russia in 8 months 2023 by Federal District



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