



PRESS-RELEASE

13 OCTOBER 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 13 577 units in September 2023, up 81.1% YOY; 106 198 units in January-September 2023, up 81.3% YOY.
- Buses and coaches (except minibuses, M2 category) – 903 units in September 2023, up 24.7% YOY; 12 459 units in January-September 2023, up 32.9%. Among them – electric buses: 36 units in September 2023, 0% YOY; 206 units in January-September 2023, up 64.8% 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 81.1% in September 2023. This result is due to the low comparative base last year. We note that sales of foreign-branded trucks grew by 152.6% in September. There are 4 Chinese brands in the Top 5 best selling brands within the segment. 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 24.7% in September 2023. Buses of Russian brands take the major share of the market in this segment. 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 September and 9 months 2023 by brand, inclusive of special-purpose vehicles

Brand	September 2023	September 2022	9 months 2023	9 months 2022	Change September 2023 vs 2022, %	Change 9 months 2023 vs 2022, %
KAMAZ	2 566	2 799	23 902	23 296	-8,3	2,6
SITRAK	2 215	462	18 219	812	379,4	2 143,7
SHAANXI	2 167	1 102	15 884	5 997	96,6	164,9
FAW	1 775	650	11 573	2 244	173,1	415,7
HOWO	396	401	5 167	2 522	-1,2	104,9
GAZ	625	367	5 005	4 083	70,3	22,6
MAZ	572	345	4 692	3 058	65,8	53,4
FOTON	802	2	4 336	23	40 000,0	18 752,2
DONGFENG	556	0	2 599	0		
JAC	307	245	2 533	1 647	25,3	53,8
URAL	262	315	2 498	3 695	-16,8	-32,4
MERCEDES	195	29	1 120	1 009	572,4	11,0
HONGYAN	140	108	1 073	406	29,6	164,3
SANY	177	0	809	43		1 781,4
VOLVO	117	78	776	1 494	50,0	-48,1
ZOOMLION	97	61	743	220	59,0	237,7
XU GONG	54	64	732	291	-15,6	151,5
MAN	63	63	665	834	0,0	-20,3
DAF	94	36	632	416	161,1	51,9
DAEWOO	53	82	599	353	-35,4	69,7
ISUZU	51	83	425	1 492	-38,6	-71,5
HYUNDAI	15	52	413	828	-71,2	-50,1
SCANIA	43	18	393	1 150	138,9	-65,8
IVECO AMT	53	1	266	221	5 200,0	20,4
DAYUN	40	3	179	44	1 233,3	306,8
FUSO	10	17	143	489	-41,2	-70,8
RENAULT	25	24	137	247	4,2	-44,5
FORD	26	9	132	181	188,9	-27,1
BEIFANG BENCHI	34	0	125	0		
IVECO	5	22	121	329	-77,3	-63,2
HINO	15	50	103	1 026	-70,0	-90,0
MAZ MAN	9	0	66	25		164,0
NEFAZ	2	3	46	6	-33,3	666,7
BEIBEN	14	0	34	0		
LIEBHERR	0	0	14	13		7,7
ZIL	0	3	9	12	-100,0	-25,0
AMUR	0	1	7	11	-100,0	-36,4
C&C	0	0	7	2		250,0
TATRA	0	0	6	27		-77,8
BAW	0	0	3	0		
BURAN	0	0	2	1		100,0
KOLUMAN	1	0	2	1		100,0



TRUCKS

Brand	September 2023	September 2022	9 months 2023	9 months 2022	Change September 2023 vs 2022, %	Change 9 months 2023 vs 2022, %
YUEJIN	0	0	2	0		
CAMC	0	0	1	0		
CHENGLONG	0	0	1	0		
FENGCHUEN	0	0	1	0		
KIA	0	0	1	1		0,0
LANDWIND JIANGLING - JMC	1	0	1	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	13 577	7 495	106 198	58 563	81,1	81,3
TOTAL Russian brands	3 455	3 488	31 469	31 104	-0,9	1,2
TOTAL foreign brands	10 122	4 007	74 729	27 459	152,6	172,1

Sales of new trucks in Russia in September and 9 months 2023 by type

Type	September 2023	September 2022	9 months 2023	9 months 2022	Market share September 2023, %	Market share September 2022, %	Market share 9 months 2023, %	Market share 9 months 2022, %
Other special equipment	3 957	3 644	38 570	28 324	29,1	48,6	36,3	48,4
Dump truck	1 649	1 433	17 269	9 770	12,2	19,1	16,3	16,7
Truck-tractor	4 586	970	26 663	7 917	33,8	12,9	25,1	13,5
Other truck types	1 961	521	12 218	3 795	14,4	7,0	11,5	6,5
Drop-side flat bed	635	395	4 987	3 636	4,7	5,3	4,7	6,2
Autocrane	186	184	1 652	1 080	1,4	2,5	1,6	1,8
Refrigerator	326	99	2 288	1 381	2,4	1,3	2,2	2,4
Van	165	139	1 464	1 499	1,2	1,9	1,4	2,6
Tanker	77	86	773	771	0,6	1,2	0,7	1,3
Mobile repair shop	10	10	164	135	0,1	0,1	0,2	0,2
Refueler	23	14	106	151	0,2	0,2	0,1	0,3
Autoloader	1	0	9	6	0,0	0,0	0,0	0,0
Miscellaneous	1	0	35	98	0,0	0,0	0,0	0,2
TOTAL	13 577	7 495	106 198	58 563	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in September and 9 months 2023

Rank	Model	Brand	September 2023	September 2022	9 months 2023	9 months 2022	Change September 2023 vs 2022, %	Change 9 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 656	276	14 227	385	500,0	3 595,3
2	J6 6X4	FAW	344	636	7 177	1 681	-45,9	326,9
3	SX 331 8X4	SHAANXI	701	441	5 657	3 083	59,0	83,5
4	43118 6X6	KAMAZ	542	830	5 442	6 205	-34,7	-12,3
5	SX 325 6X4	SHAANXI	532	392	5 059	2 130	35,7	137,5
6	65115 6X4	KAMAZ	395	723	4 211	5 613	-45,4	-25,0
7	GAZON NEXT	GAZ	515	292	4 042	3 145	76,4	28,5
8	AUMAN	FOTON	712	0	3 879	0		
9	T5G 6X4	HOWO	216	279	3 406	433	-22,6	686,6
10	5490 4X2	KAMAZ	448	224	2 846	3 217	100,0	-11,5
11	SX 425 6X4	SHAANXI	366	248	2 674	710	47,6	276,6
12	SITRAK C7H 8X4	SITRAK	346	30	2 591	112	1 053,3	2 213,4
13	DFH-SERIES	DONGFENG	515	0	2 353	0		
14	6520 6X4	KAMAZ	213	398	2 347	2 756	-46,5	-14,8
15	SX 418 4X2	SHAANXI	473	0	1 878	0		
16	4320 6X6	URAL	157	211	1 429	2 137	-25,6	-33,1
17	C7H 6X4	SITRAK	213	156	1 401	315	36,5	344,8
18	HFC-SERIES	JAC	173	131	1 377	578	32,1	138,2
19	J6	FAW	688	0	1 201	429		180,0
20	KOMPAS 9 4X2	KAMAZ	148	0	1 124	0		
21	ACTROS	MERCEDES	187	21	1 020	816	790,5	25,0
22	5350 6X6 MUSTANG	KAMAZ	210	53	993	484	296,2	105,2
23	6501 6X4	MAZ	129	90	974	803	43,3	21,3
24	6312 6X4	MAZ	143	66	933	666	116,7	40,1
25	4514 6X4	KAMAZ	20	0	887	0		

9 months 2023

SITRAK C7H 4X2

14 227 units **3595,3%**

FAW J6 6X4

7 177 units **326,9%**

SHAANXI SX 331 8X4

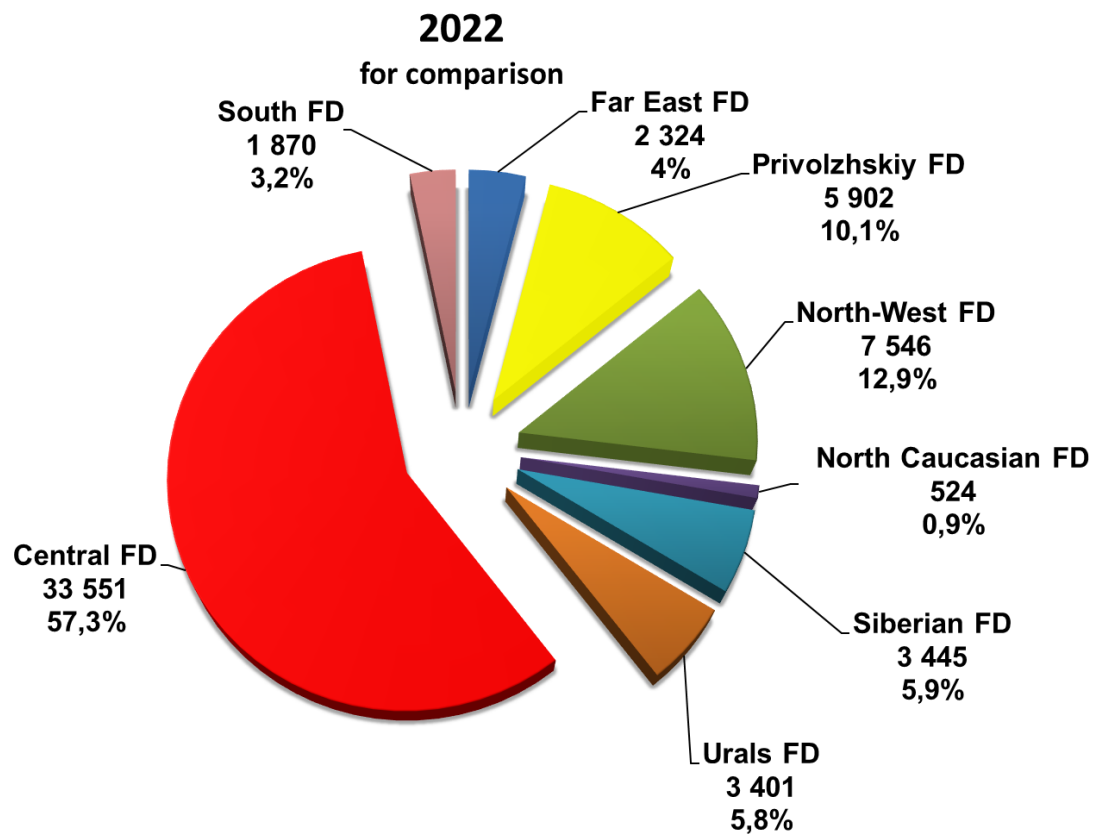
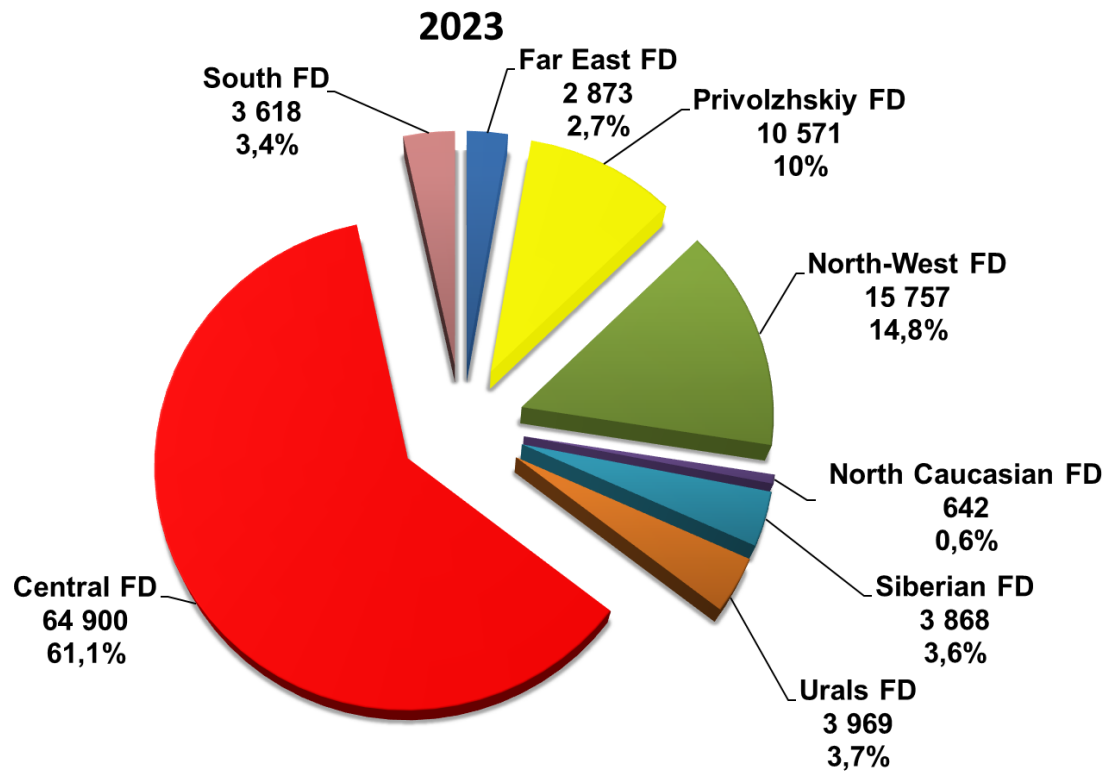
5 657 units **83,5%**





TRUCKS

Structure of sales of new truck in Russia in 9 months 2023 by Federal District





BUSES

Sales of new buses in Russia in September and 9 months 2023 by brand

Brand	September 2023	September 2022	9 months 2023	9 months 2022	Change September 2023 vs 2022, %	Change 9 months 2023 vs 2022, %
PAZ	232	222	4 637	3 681	4,5	26,0
YUTONG	147	100	1 588	486	47,0	226,7
LIAZ	45	34	1 410	830	32,4	69,9
NEFAZ	146	154	1 318	1 163	-5,2	13,3
VOLZHANIN	144	87	830	765	65,5	8,5
MAZ	21	2	730	939	950,0	-22,3
HIGER	55	11	498	181	400,0	175,1
ZHONGTONG	18	27	340	61	-33,3	457,4
KAVZ	13	11	216	334	18,2	-35,3
KAMAZ	36	0	199	78		155,1
JAC	7	6	144	11	16,7	1 209,1
SIMAZ	6	0	132	135		-2,2
LOTOS	7	0	114	143		-20,3
URAL	12	40	106	455	-70,0	-76,7
KING LONG (KLM)	8	25	104	78	-68,0	33,3
SAZ	0	0	37	0		
GOLDEN DRAGON	2	0	25	0		
ANKAI	2	0	10	2		400,0
MAN	0	4	8	15	-100,0	-46,7
FOTON	1	0	5	2		150,0
TOYOTA	1	0	2	1		100,0
BKM	0	0	1	0		
GENERAL	0	0	1	0		
HYUNDAI	0	0	1	3		-66,7
SETRA	0	0	1	2		-50,0
SIRIUS	0	0	1	0		
TRANS ALFA	0	0	1	0		
IRISBUS	0	0	0	2		-100,0
NEMAN	0	0	0	4		-100,0
SCANIA	0	1	0	4	-100,0	-100,0
TOTAL	903	724	12 459	9 375	24,7	32,9
TOTAL Russian brands	641	548	8 965	7 584	17,0	18,2
TOTAL foreign brands	262	176	3 494	1 791	48,9	95,1



BUSES

Sales of new electric buses in Russia in September and 9 months 2023 by brand and model

Brand / electric buses	September 2023	September 2022	9 months 2023	9 months 2022	Change September 2023 vs 2022, %	Change 9 months 2023 vs 2022, %
KAMAZ	36	0	199	78		155,1
VOLZHANIN	0	0	3	3		0,0
GENERAL	0	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	36	0	206	125		64,8
TOTAL Russian brands	36	0	205	124		65,3
TOTAL foreign brands	0	0	1	1		0,0



BUSES

Top 25 model ranking of new bus sales in September and 9 months 2023

Rank	Model	Brand	September 2023	September 2022	9 months 2023	9 months 2022	Change September 2023 vs 2022, %	Change 9 months 2023 vs 2022, %
1	3205	PAZ	68	74	1 700	1 762	-8,1	-3,5
2	VECTOR NEXT	PAZ	135	0	1 643	369		345,3
3	5299, 5297 4X2	NEFAZ, KAMAZ	126	149	1 052	1 106	-15,4	-4,9
4	4234	PAZ	25	47	920	658	-46,8	39,8
5	5292	LIAZ	45	28	790	461	60,7	71,4
6	4292	LIAZ	0	0	604	147		310,9
7	VOLGABUS 4298	VOLZHANIN	41	56	492	251	-26,8	96,0
8	6129	YUTONG	33	52	464	299	-36,5	55,2
9	206 - 226	MAZ	14	0	411	435		-5,5
10	LCK-SERIES	ZHONGTONG	18	26	340	60	-30,8	466,7
11	6938	YUTONG	31	0	319	0		
12	6127	YUTONG	35	0	312	1		31 100,0
13	203	MAZ	4	0	274	435		-37,0
14	3206	PAZ	4	0	225	46		389,1
15	4208, 4310 6X6	NEFAZ, KAMAZ	19	0	209	21		895,2
16	6282	KAMAZ	36	0	199	78		155,1
17	5270	VOLZHANIN	20	20	165	459	0,0	-64,1
18	KLQ 6129	HIGER	18	3	158	28	500,0	464,3
19	4238	KAVZ	9	11	150	187	-18,2	-19,8
20	3204	PAZ	0	98	146	832	-100,0	-82,5
21	SUNRAY	JAC	7	6	144	11	16,7	1 209,1
22	52701	VOLZHANIN	83	11	136	55	654,5	147,3
23	2258	SIMAZ	6	0	132	135		-2,2
24	3205	PAZ	68	74	1 700	1 762	-8,1	-3,5
25	VECTOR NEXT	PAZ	135	0	1 643	369		345,3

9 months 2023

PAZ 3205

1 700 units **-3,5%**

PAZ VECTOR NEXT

1 643 units **345,3%**



NEFAZ, KAMAZ

5299, 5297 4X2

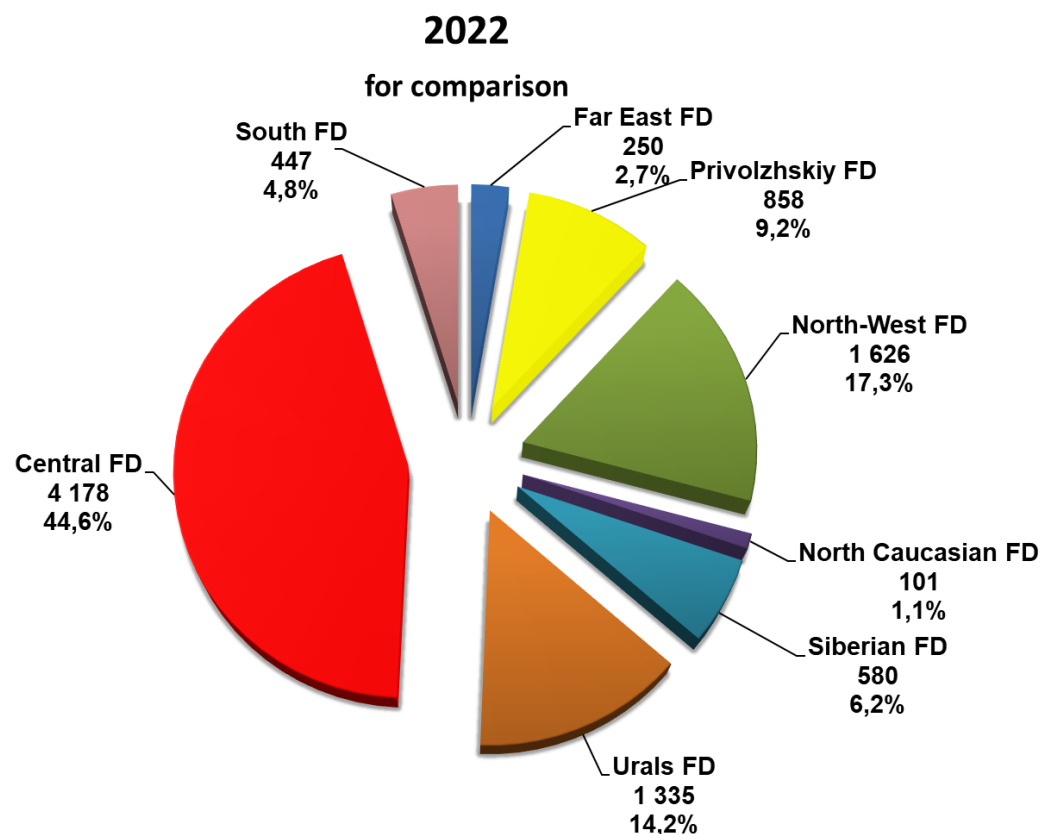
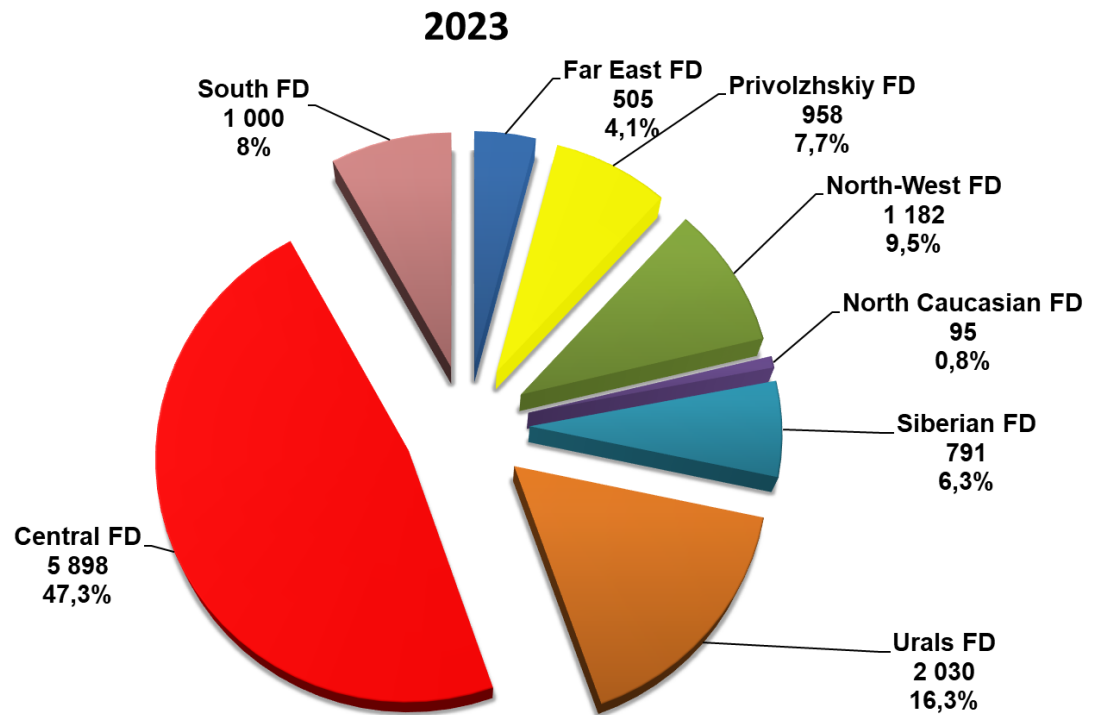
1 052 units **-4,9%**





BUSES

Structure of new bus sales in Russia in 9 months 2023 by Federal District



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