



PRESS-RELEASE

14 NOVEMBER 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 13 006 units in October 2023, up 81.2% YOY; 119 204 units in January-October 2023, up 81.3% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 100 units in October 2023, up 61.8% YOY; 13 559 units in January-October 2023, up 34.8%. Among them – electric buses: 67 units in October 2023, up 6600% YOY; 273 units in January-October 2023, up 116.7% YOY.

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

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COMMENT:

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

Sales of trucks on the Russian market increased by 81.2% in October 2023. This result is due to the low comparative base last year. We note that sales of foreign-branded trucks grew by 147.5% in October. 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 61.8% in October 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 October and 10 months 2023 by brand, inclusive of special-purpose vehicles

Brand	October 2023	October 2022	10 months 2023	10 months 2022	Change October 2023 vs 2022, %	Change 10 months 2023 vs 2022, %
KAMAZ	2 463	2 566	26 365	25 862	-4,0	1,9
SITRAK	2 116	736	20 335	1 548	187,5	1 213,6
SHAANXI	1 773	898	17 657	6 895	97,4	156,1
FAW	1 570	641	13 143	2 885	144,9	355,6
HOWO	585	198	5 752	2 720	195,5	111,5
GAZ	575	392	5 580	4 475	46,7	24,7
MAZ	549	319	5 241	3 377	72,1	55,2
FOTON	779	33	5 115	56	2 260,6	9 033,9
DONGFENG	741	0	3 340	0		
JAC	278	250	2 811	1 897	11,2	48,2
URAL	252	294	2 750	3 989	-14,3	-31,1
MERCEDES	231	21	1 351	1 030	1 000,0	31,2
HONGYAN	113	102	1 186	508	10,8	133,5
SANY	181	0	990	43		2 202,3
VOLVO	79	43	855	1 537	83,7	-44,4
ZOOMLION	102	64	845	284	59,4	197,5
XU GONG	55	95	787	386	-42,1	103,9
MAN	56	71	721	905	-21,1	-20,3
DAF	63	61	695	477	3,3	45,7
DAEWOO	64	103	663	456	-37,9	45,4
ISUZU	53	92	478	1 584	-42,4	-69,8
HYUNDAI	20	72	433	900	-72,2	-51,9
SCANIA	36	21	429	1 171	71,4	-63,4
IVECO AMT	83	1	349	222	8 200,0	57,2
DAYUN	29	7	208	51	314,3	307,8
FUSO	29	14	172	503	107,1	-65,8
BEIFANG BENCHI	23	0	148	0		
RENAULT	8	6	145	253	33,3	-42,7
FORD	4	10	136	191	-60,0	-28,8
IVECO	3	17	124	346	-82,4	-64,2
HINO	11	44	114	1 070	-75,0	-89,3
BEIBEN	62	0	96	0		
MAZ MAN	5	4	71	29	25,0	144,8
NEFAZ	3	0	49	6		716,7
LIEBHERR	1	0	15	13		15,4
ZIL	0	0	9	12		-25,0
TATRA	2	1	8	28	100,0	-71,4
AMUR	0	0	7	11		-36,4
C&C	0	0	7	2		250,0
SDAC	4	0	4	0		
BAW	0	0	3	0		
CAMC	2	0	3	0		
BURAN	0	3	2	4	-100,0	-50,0
FENGCHUEN	1	0	2	0		



TRUCKS

Brand	October 2023	October 2022	10 months 2023	10 months 2022	Change October 2023 vs 2022, %	Change 10 months 2023 vs 2022, %
KOLUMAN	0	0	2	1		100,0
LANDWIND JIANGLING - JMC	1	0	2	0		
YUEJIN	0	0	2	0		
ASTRA	1	0	1	0		
CHENGLONG	0	0	1	0		
KIA	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	13 006	7 179	119 204	65 742	81,2	81,3
TOTAL Russian brands	3 293	3 255	34 762	34 359	1,2	1,2
TOTAL foreign brands	9 713	3 924	84 442	31 383	147,5	168,1

Sales of new trucks in Russia in October and 10 months 2023 by type

Type	October 2023	October 2022	10 months 2023	10 months 2022	Market share October 2023, %	Market share October 2022, %	Market share 10 months 2023, %	Market share 10 months 2022, %
Other special equipment	3 839	3 239	42 409	31 563	29,5	45,1	35,6	48,0
Dump truck	1 408	1 157	18 677	10 927	10,8	16,1	15,7	16,6
Truck-tractor	4 422	1 027	31 085	8 944	34,0	14,3	26,1	13,6
Other truck types	1 742	620	13 960	4 415	13,4	8,6	11,7	6,7
Drop-side flat bed	624	507	5 611	4 143	4,8	7,1	4,7	6,3
Autocrane	193	180	1 845	1 260	1,5	2,5	1,6	1,9
Refrigerator	439	179	2 727	1 560	3,4	2,5	2,3	2,4
Van	220	136	1 684	1 635	1,7	1,9	1,4	2,5
Tanker	73	80	846	851	0,6	1,1	0,7	1,3
Mobile repair shop	21	25	185	160	0,2	0,4	0,2	0,2
Refueler	12	11	118	162	0,1	0,2	0,1	0,3
Autoloader	0	1	9	7	0,0	0,0	0,0	0,0
Miscellaneous	13	17	48	115	0,1	0,2	0,0	0,2
TOTAL	13 006	7 179	119 204	65 742	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in October and 10 months 2023

Rank	Model	Brand	October 2023	October 2022	10 months 2023	10 months 2022	Change October 2023 vs 2022, %	Change 10 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 507	395	15 734	780	281,5	1 917,2
2	J6 6X4	FAW	606	640	7 783	2 321	-5,3	235,3
3	SX 331 8X4	SHAANXI	583	347	6 240	3 430	68,0	81,9
4	43118 6X6	KAMAZ	442	842	5 884	7 047	-47,5	-16,5
5	SX 325 6X4	SHAANXI	458	309	5 517	2 439	48,2	126,2
6	AUMAN	FOTON	675	26	4 554	26	2 496,2	17 415,4
7	65115 6X4	KAMAZ	325	640	4 536	6 253	-49,2	-27,5
8	GAZON NEXT	GAZ	480	329	4 522	3 474	45,9	30,2
9	T5G 6X4	HOWO	118	85	3 524	518	38,8	580,3
10	5490 4X2	KAMAZ	634	212	3 480	3 429	199,1	1,5
11	SX 425 6X4	SHAANXI	318	218	2 992	928	45,9	222,4
12	DFH-SERIES	DONGFENG	544	0	2 897	0		
13	6520 6X4	KAMAZ	397	307	2 744	3 063	29,3	-10,4
14	C7H 8X4	SITRAK	136	86	2 727	198	58,1	1 277,3
15	SX 418 4X2	SHAANXI	330	0	2 208	0		
16	C7H 6X4	SITRAK	471	255	1 872	570	84,7	228,4
17	4320 6X6	URAL	145	203	1 574	2 340	-28,6	-32,7
18	HFC-SERIES	JAC	130	143	1 507	721	-9,1	109,0
19	J7	FAW	682	0	1 432	0		
20	KOMPAS 9 4X2	KAMAZ	107	0	1 231	0		
21	ACTROS	MERCEDES	204	20	1 224	836	920,0	46,4
22	J6	FAW	0	0	1 201	429		180,0
23	6501 6X4	MAZ	161	74	1 135	877	117,6	29,4
24	5350 6X6 MUSTANG	KAMAZ	38	52	1 031	536	-26,9	92,4
25	6312 6X4	MAZ	98	49	1 031	715	100,0	44,2

10 months 2023

SITRAK C7H 4X2

15 734 units **1917,2%**

FAW J6 6X4

7 783 units **235,3%**

SHAANXI SX 331 8X4

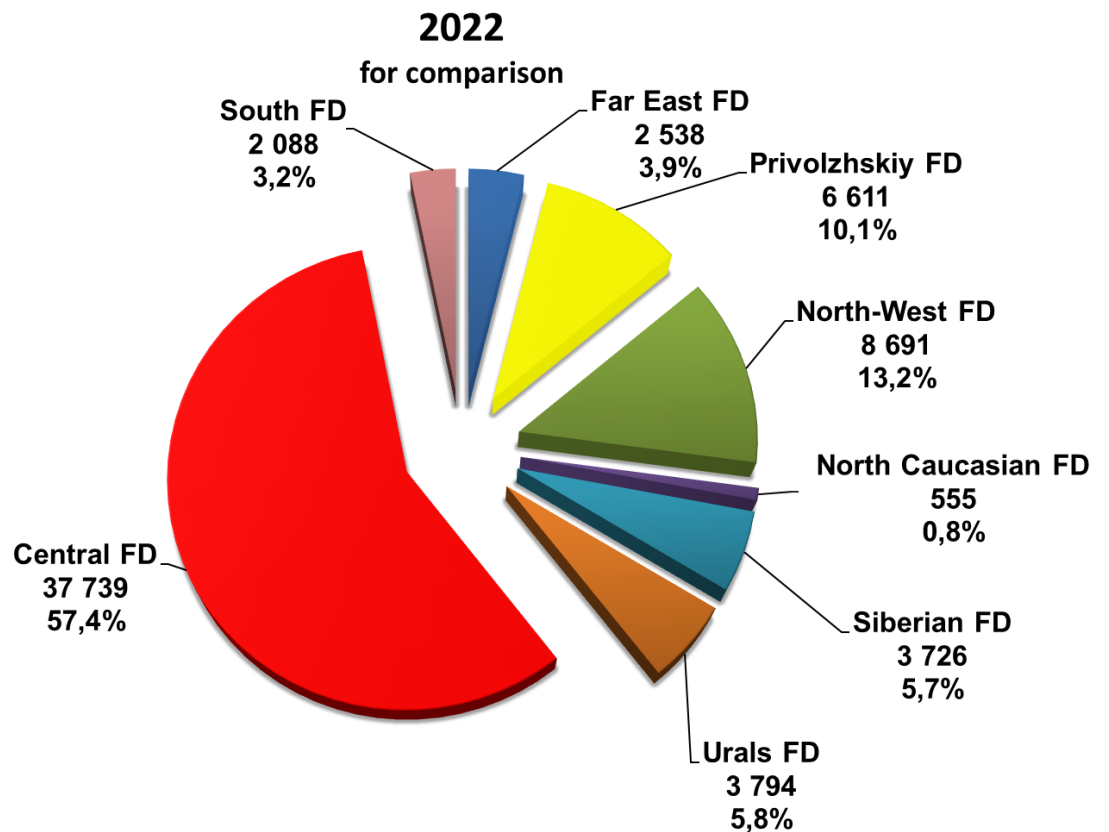
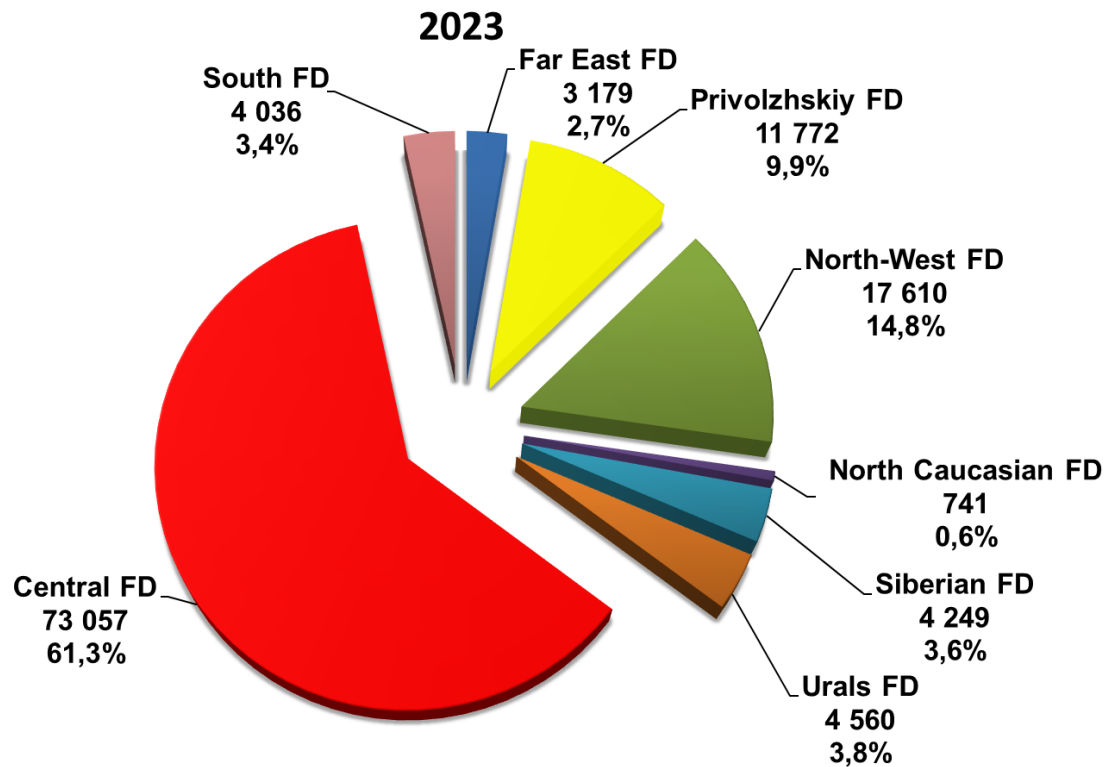
6 240 units **81,9%**





TRUCKS

Structure of sales of new truck in Russia in 10 months 2023 by Federal District





BUSES

Sales of new buses in Russia in October and 10 months 2023 by brand

Brand	October 2023	October 2022	10 months 2023	10 months 2022	Change October 2023 vs 2022, %	Change 10 months 2023 vs 2022, %
PAZ	426	252	5 063	3 933	69,0	28,7
YUTONG	144	89	1 732	575	61,8	201,2
LIAZ	65	58	1 475	888	12,1	66,1
NEFAZ	83	83	1 401	1 246	0,0	12,4
VOLZHANIN	136	79	966	844	72,2	14,5
MAZ	17	3	747	942	466,7	-20,7
HIGER	50	38	548	219	31,6	150,2
ZHONGTONG	27	12	367	73	125,0	402,7
KAMAZ	66	1	265	79	6 500,0	235,4
KAVZ	30	22	246	356	36,4	-30,9
JAC	5	3	149	14	66,7	964,3
SIMAZ	0	1	132	136	-100,0	-2,9
LOTOS	14	5	128	148	180,0	-13,5
URAL	16	20	122	475	-20,0	-74,3
KING LONG (KLM)	14	10	118	88	40,0	34,1
SAZ	0	1	37	1	-100,0	3 600,0
GOLDEN DRAGON	4	0	29	0		
ANKAI	0	0	10	2		400,0
MAN	0	2	8	17	-100,0	-52,9
FOTON	1	1	6	3	0,0	100,0
TOYOTA	2	0	4	1		300,0
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	0	0	4		-100,0
TOTAL	1 100	680	13 559	10 055	61,8	34,8
TOTAL Russian brands	836	521	9 801	8 105	60,5	20,9
TOTAL foreign brands	264	159	3 758	1 950	66,0	92,7



BUSES

Sales of new electric buses in Russia in October and 10 months 2023 by brand and model

Brand / electric buses	October 2023	October 2022	10 months 2023	10 months 2022	Change October 2023 vs 2022, %	Change 10 months 2023 vs 2022, %
KAMAZ	66	1	265	79	6500,0	235,4
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		
YUTONG	1	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	67	1	273	126	6600,0	116,7
TOTAL Russian brands	66	1	271	125	6500,0	116,8
TOTAL foreign brands	1	0	2	1		100,0



BUSES

Top 25 model ranking of new bus sales in October and 10 months 2023

Rank	Model	Brand	October 2023	October 2022	10 months 2023	10 months 2022	Change October 2023 vs 2022, %	Change 10 months 2023 vs 2022, %
1	3205	PAZ	91	97	1 791	1 859	-6,2	-3,7
2	VECTOR NEXT	PAZ	141	0	1 784	369		383,5
3	5299, 5297 4X2	NEFAZ, KAMAZ	61	76	1 113	1 182	-19,7	-5,8
4	4234	PAZ	170	23	1 090	681	639,1	60,1
5	5292	LIAZ	65	54	855	515	20,4	66,0
6	4292	LIAZ	0	1	604	148	-100,0	308,1
7	VOLGABUS 4298	VOLZHANIN	51	49	543	300	4,1	81,0
8	6129	YUTONG	0	27	464	326	-100,0	42,3
9	206 - 226	MAZ	2	1	413	436	100,0	-5,3
10	LCK-SERIES	ZHONGTONG	27	12	367	72	125,0	409,7
11	6127	YUTONG	41	7	353	8	485,7	4 312,5
12	6938	YUTONG	16	0	335	0		
13	203	MAZ	15	1	289	436	1 400,0	-33,7
14	6282	KAMAZ	66	1	265	79	6 500,0	235,4
15	5270	VOLZHANIN	85	30	250	489	183,3	-48,9
16	4208, 4310 6X6	NEFAZ, KAMAZ	22	0	231	21		1 000,0
17	3206	PAZ	0	18	225	64	-100,0	251,6
18	6122	YUTONG	60	13	186	59	361,5	215,3
19	KLQ 6129	HIGER	21	2	179	30	950,0	496,7
20	4238	KAVZ	20	9	170	196	122,2	-13,3
21	SUNRAY	JAC	5	3	149	14	66,7	964,3
22	3204	PAZ	0	114	146	946	-100,0	-84,6
23	6852	YUTONG	13	2	142	4	550,0	3 450,0
24	52701	VOLZHANIN	0	0	136	55		147,3
25	KLQ 6128	HIGER	13	10	135	40	30,0	237,5

10 months 2023

PAZ 3205

1 791 units **-3,7%**

PAZ VECTOR NEXT

1 784 units **383,5%**



NEFAZ, KAMAZ

5299, 5297 4X2

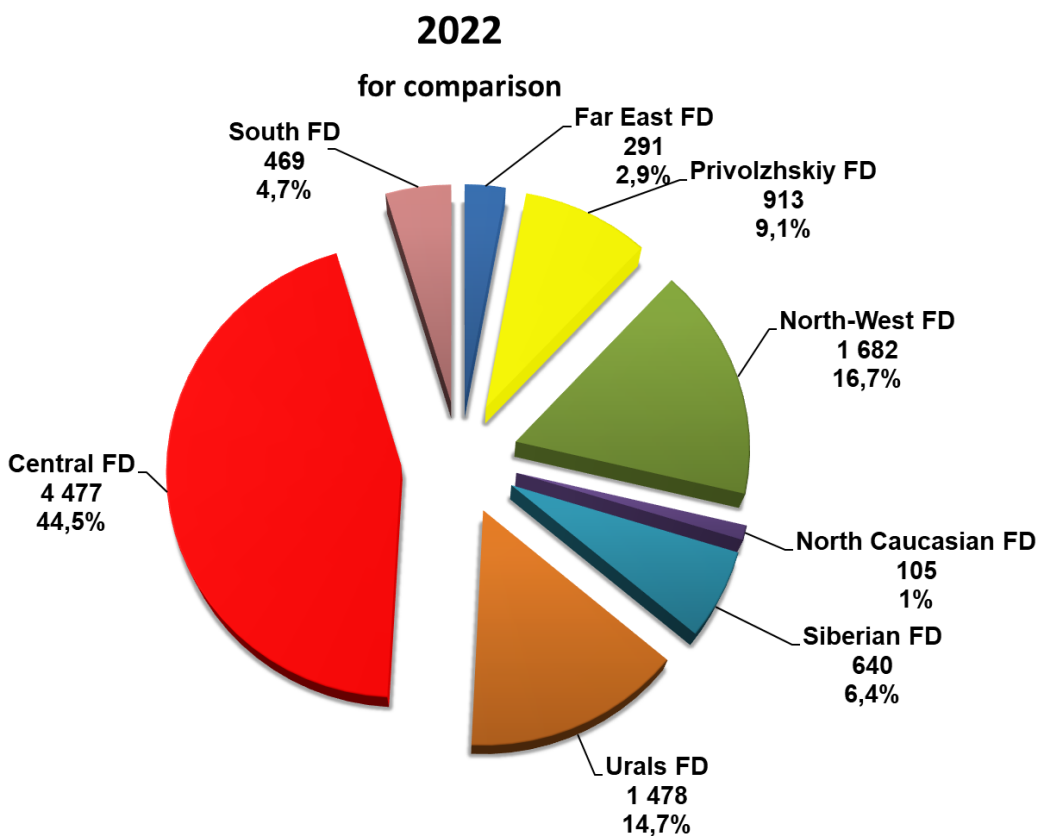
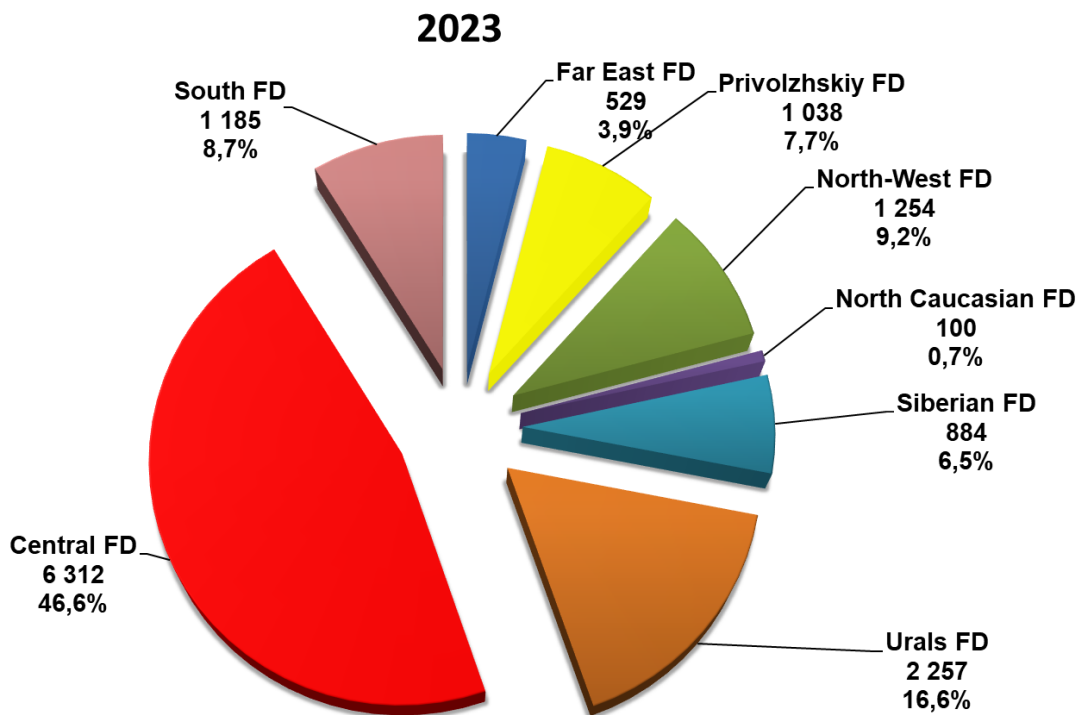
1 113 units **-5,8%**





BUSES

Structure of new bus sales in Russia in 10 months 2023 by Federal District



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