



## PRESS-RELEASE

15 DECEMBER 2023

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 12 352 units in November 2023, up 50.3% YOY; 131 556 units in January-November 2023, up 77.9% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 350 units in November 2023, up 5.7% YOY; 14 909 units in January-November 2023, up 31.6%. Among them – electric buses: 79 units in November 2023, up 2533.3% YOY; 352 units in January-November 2023, up 172.9% 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 50.3% in November 2023. This result is due to the low comparative base last year. 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 75-85% on account of the Chinese-branded trucks.

Bus market sales grew by 5.7% in November 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 30-40% 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 November and 11 months 2023 by brand, inclusive of special-purpose vehicles

Brand	November 2023	November 2022	11 months 2023	11 months 2022	Change November 2023 vs 2022, %	Change 11 months 2023 vs 2022, %
KAMAZ	2 624	2 687	28 989	28 549	-2,3	1,5
SITRAK	1 497	829	21 832	2 377	80,6	818,5
SHAANXI	1 656	1 273	19 313	8 168	30,1	136,4
FAW	1 514	772	14 657	3 657	96,1	300,8
HOWO	485	272	6 237	2 992	78,3	108,5
GAZ	623	436	6 203	4 911	42,9	26,3
MAZ	604	438	5 845	3 815	37,9	53,2
FOTON	649	48	5 764	104	1 252,1	5 442,3
DONGFENG	689	1	4 029	1	68 800,0	402 800,0
JAC	339	297	3 150	2 194	14,1	43,6
URAL	317	367	3 067	4 356	-13,6	-29,6
MERCEDES	277	56	1 628	1 086	394,6	49,9
HONGYAN	115	57	1 301	565	101,8	130,3
SANY	211	0	1 201	43		2 693,0
ZOOMLION	90	75	935	359	20,0	160,4
VOLVO	78	40	933	1 577	95,0	-40,8
XU GONG	79	100	866	486	-21,0	78,2
MAN	70	99	791	1 004	-29,3	-21,2
DAF	39	40	734	517	-2,5	42,0
DAEWOO	57	66	720	522	-13,6	37,9
ISUZU	67	68	545	1 652	-1,5	-67,0
SCANIA	35	19	464	1 190	84,2	-61,0
HYUNDAI	24	66	457	966	-63,6	-52,7
IVECO AMT	63	1	412	223	6 200,0	84,8
DAYUN	46	5	254	56	820,0	353,6
FUSO	6	11	178	514	-45,5	-65,4
RENAULT	21	6	166	259	250,0	-35,9
BEIFANG BENCHI	9	0	157	0		
FORD	4	16	140	207	-75,0	-32,4
IVECO	0	15	124	361	-100,0	-65,7
HINO	5	39	119	1 109	-87,2	-89,3
BEIBEN	22	0	118	0		
MAZ MAN	3	3	74	32	0,0	131,2
NEFAZ	5	0	54	6		800,0
LIEBHERR	0	1	15	14	-100,0	7,1
ASTRA	13	0	14	0		
SDAC	7	0	11	0		
ZIL	2	14	11	26	-85,7	-57,7
TATRA	0	1	8	29	-100,0	-72,4
AMUR	0	1	7	12	-100,0	-41,7
C&C	0	0	7	2		250,0
BAW	3	0	6	0		



# TRUCKS

Brand	November 2023	November 2022	11 months 2023	11 months 2022	Change November 2023 vs 2022, %	Change 11 months 2023 vs 2022, %
CAMC	0	0	3	0		
BURAN	0	0	2	4		-50,0
CHENGLIWEI	2	0	2	0		
FENGCHUEN	0	0	2	0		
KOLUMAN	0	0	2	1		100,0
LANDWIND JIANGLING - JMC	0	0	2	0		
LTC	2	0	2	0		
YUEJIN	0	0	2	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
<b>TOTAL</b>	<b>12 352</b>	<b>8 219</b>	<b>131 556</b>	<b>73 961</b>	<b>50,3</b>	<b>77,9</b>
<b>TOTAL Russian brands</b>	<b>3 571</b>	<b>3 505</b>	<b>38 333</b>	<b>37 864</b>	<b>1,9</b>	<b>1,2</b>
<b>TOTAL foreign brands</b>	<b>8 781</b>	<b>4 714</b>	<b>93 223</b>	<b>36 097</b>	<b>86,3</b>	<b>158,3</b>

## Sales of new trucks in Russia in November and 11 months 2023 by type

Type	November 2023	November 2022	11 months 2023	11 months 2022	Market share November 2023, %	Market share November 2022, %	Market share 11 months 2023, %	Market share 11 months 2022, %
Other special equipment	3 631	3 817	46 040	35 380	29,4	46,6	35	47,9
Truck-tractor	4 204	1 199	35 289	10 143	34	14,6	26,8	13,7
Dump truck	1 203	1 380	19 880	12 307	9,7	16,8	15,1	16,7
Other truck types	1 620	661	15 580	5 076	13,1	8,1	11,8	6,9
Drop-side flat bed	701	483	6 312	4 626	5,7	5,9	4,8	6,3
Refrigerator	397	156	3 124	1 716	3,2	1,9	2,4	2,3
Autocrane	214	164	2 059	1 424	1,7	2	1,6	1,9
Van	262	171	1 946	1 806	2,1	2,1	1,5	2,4
Tanker	77	140	923	991	0,6	1,7	0,7	1,3
Mobile repair shop	32	13	217	173	0,3	0,2	0,2	0,2
Refueler	10	12	128	174	0,1	0,2	0,1	0,2
Miscellaneous	1	0	47	115	0	0	0	0,2
Autoloader	0	0	9	7	0	0	0	0
Sanitary	0	0	2	0	0	0	0	0
<b>TOTAL</b>	<b>12 352</b>	<b>8 196</b>	<b>131 556</b>	<b>73 938</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>



# TRUCKS

## Top 25 model ranking of new truck sales in Russia in November and 11 months 2023

Rank	Model	Brand	November 2023	November 2022	11 months 2023	11 months 2022	Change November 2023 vs 2022, %	Change 11 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 050	559	16 784	1 339	87,8	1 153,5
2	J6 6X4	FAW	690	768	8 473	3 089	-10,2	174,3
3	SX 331 8X4	SHAANXI	425	481	6 665	3 911	-11,6	70,4
4	43118 6X6	KAMAZ	405	862	6 289	7 909	-53,0	-20,5
5	SX 325 6X4	SHAANXI	422	443	5 939	2 882	-4,7	106,1
6	AUMAN	FOTON	538	42	5 092	68	1 181,0	7 388,2
7	GAZON NEXT	GAZ	510	358	5 032	3 832	42,5	31,3
8	65115 6X4	KAMAZ	240	629	4 776	6 882	-61,8	-30,6
9	5490 4X2	KAMAZ	771	221	4 251	3 650	248,9	16,5
10	T5G 6X4	HOWO	140	0	3 664	518		607,3
11	DFH-SERIES	DONGFENG	493	0	3 390	0		
12	SX 425 6X4	SHAANXI	398	331	3 390	1 259	20,2	169,3
13	6520 6X4	KAMAZ	229	301	2 973	3 364	-23,9	-11,6
14	C7H 8X4	SITRAK	85	40	2 812	238	112,5	1 081,5
15	SX 418 4X2	SHAANXI	350	0	2 558	0		
16	C7H 6X4	SITRAK	360	230	2 232	800	56,5	179,0
17	4320 6X6	URAL	169	212	1 743	2 552	-20,3	-31,7
18	HFC-SERIES	JAC	111	0	1 618	721		124,4
19	ACTROS	MERCEDES	272	55	1 496	891	394,5	67,9
20	J7	FAW	0	0	1 432	0		
21	KOMPAS 9 4X2	KAMAZ	197	0	1 428	0		
22	6501 6X4	MAZ	126	137	1 261	1 014	-8,0	24,4
23	J6	FAW	0	0	1 201	429		180,0
24	J7 4X2	FAW	522	0	1 195	0		
25	6312 6X4	MAZ	117	58	1 148	773	101,7	48,5

### 11 months 2023

#### SITRAK C7H 4X2

16 784 units **1153,5%**

#### FAW J6 6X4

8 473 units **174,3%**

#### SHAANXI SX 331 8X4

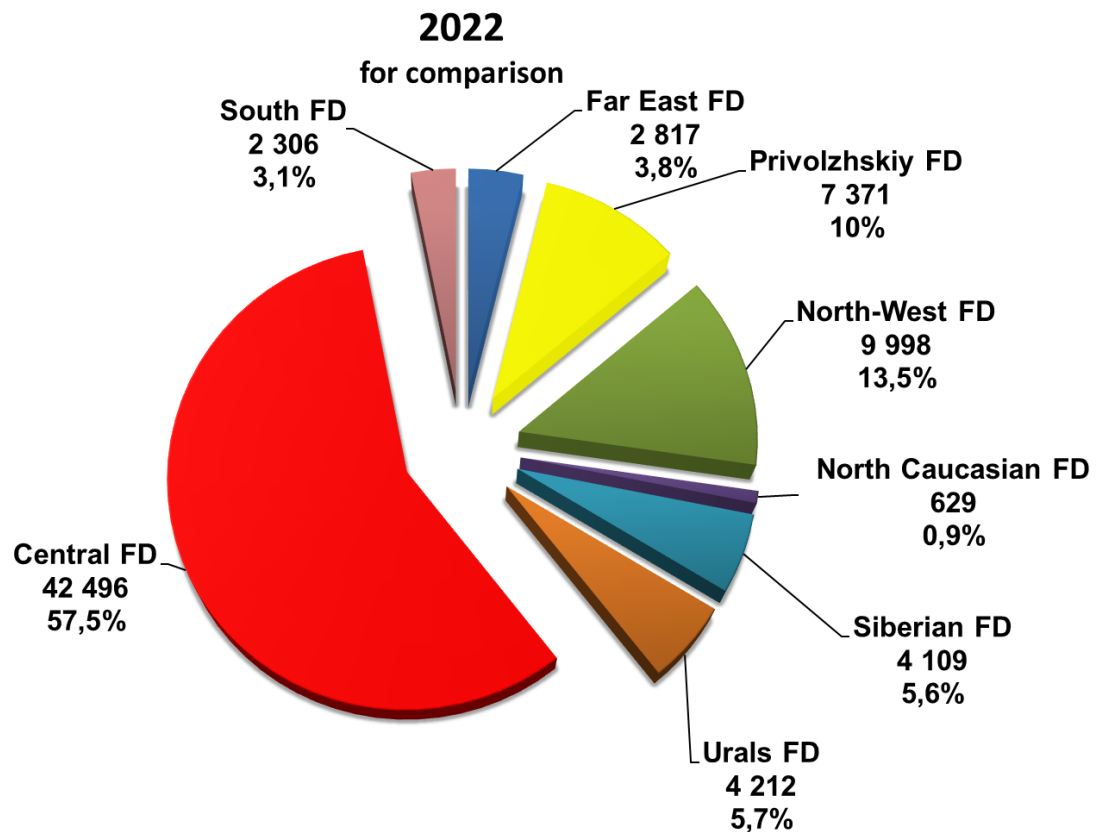
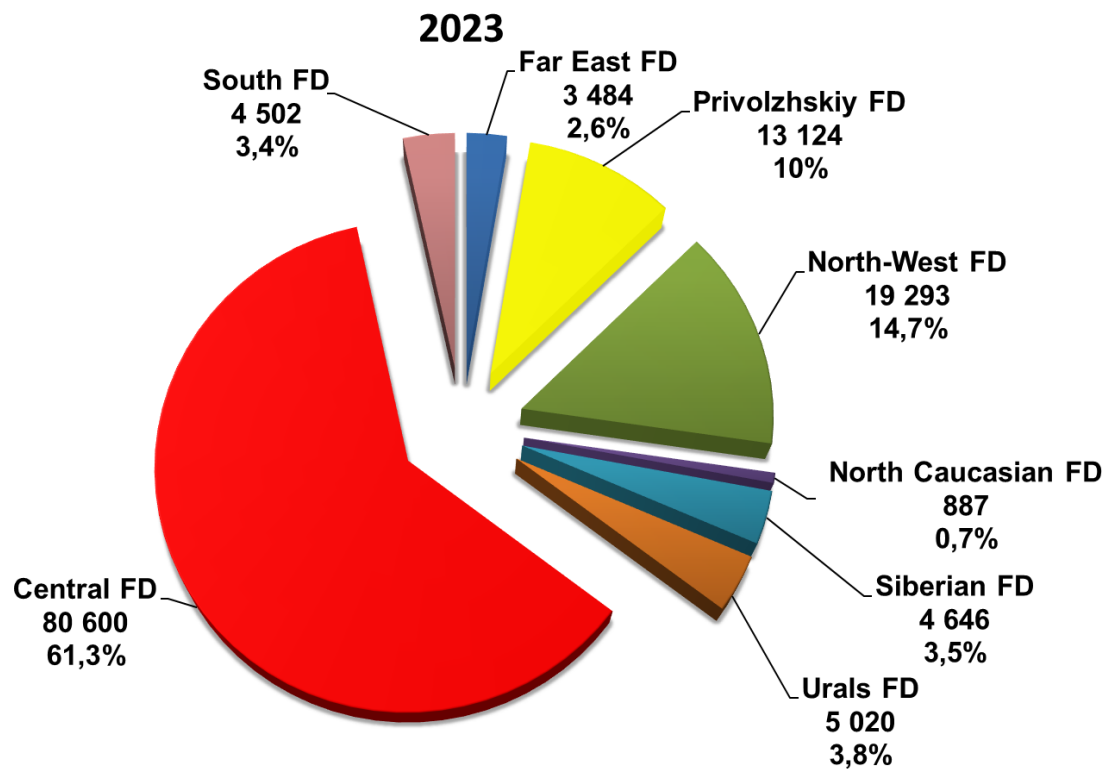
6 665 units **70,4%**





# TRUCKS

## Structure of sales of new truck in Russia in 11 months 2023 by Federal District





# BUSES

## Sales of new buses in Russia in November and 11 months 2023 by brand

Brand	November 2023	November 2022	11 months 2023	11 months 2022	Change November 2023 vs 2022, %	Change 11 months 2023 vs 2022, %
PAZ	526	559	5 589	4 492	-5,9	24,4
YUTONG	153	215	1 885	790	-28,8	138,6
LIAZ	91	93	1 566	981	-2,2	59,6
NEFAZ	144	128	1 545	1 374	12,5	12,4
VOLZHANIN	159	141	1 125	985	12,8	14,2
MAZ	52	10	799	952	420	-16,1
HIGER	40	34	588	253	17,6	132,4
ZHONGTONG	19	4	386	77	375	401,3
KAMAZ	75	3	340	82	2 400,00	314,6
KAVZ	31	18	277	374	72,2	-25,9
JAC	12	39	161	53	-69,2	203,8
URAL	14	16	136	491	-12,5	-72,3
SIMAZ	0	2	132	138	-100	-4,3
LOTOS	3	3	131	151	0	-13,2
KING LONG (KLM)	10	9	128	97	11,1	32
GOLDEN DRAGON	18	0	47	0		
SAZ	0	0	37	1		3 600,00
ANKAI	0	0	10	2		400
FOTON	2	0	8	3		166,7
MAN	0	2	8	19	-100	-57,9
TOYOTA	0	0	4	1		300
BKM	0	0	1	0		
GENERAL	0	0	1	0		
HYUNDAI	0	0	1	3		-66,7
SETRA	0	0	1	2		-50
SIRIUS	0	0	1	0		
TRANS ALFA	0	0	1	0		
YTTZ	1	0	1	0		
IRISBUS	0	0	0	2		-100
NEMAN	0	0	0	4		-100
SCANIA	0	0	0	4		-100
SRAZIS	0	1	0	1	-100	-100
<b>TOTAL</b>	<b>1 350</b>	<b>1 277</b>	<b>14 909</b>	<b>11 332</b>	<b>5,7</b>	<b>31,6</b>
<b>TOTAL Russian brands</b>	<b>1 044</b>	<b>963</b>	<b>10 845</b>	<b>9 068</b>	<b>8,3</b>	<b>19,6</b>
<b>TOTAL foreign brands</b>	<b>306</b>	<b>314</b>	<b>4 064</b>	<b>2 264</b>	<b>-2,2</b>	<b>79,5</b>



# BUSES

## Sales of new electric buses in Russia in November and 11 months 2023 by brand and model

Brand / electric buses	November 2023	November 2022	11 months 2023	11 months 2022	Change November 2023 vs 2022, %	Change 11 months 2023 vs 2022, %
KAMAZ	75	3	340	82	2400,0	314,6
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	3	0	4	0		
LIAZ	0	0	0	21		-100,0
MAN	0	0	0	1		-100,0
NEFAZ	0	0	0	22		-100,0
YTTZ	1	0	1	0		
<b>TOTAL</b>	<b>79</b>	<b>3</b>	<b>352</b>	<b>129</b>	<b>2533,3</b>	<b>172,9</b>
<b>TOTAL Russian brands</b>	<b>76</b>	<b>3</b>	<b>347</b>	<b>128</b>	<b>2433,3</b>	<b>171,1</b>
<b>TOTAL foreign brands</b>	<b>3</b>	<b>0</b>	<b>5</b>	<b>1</b>		<b>400,0</b>



# BUSES

## Top 25 model ranking of new bus sales in November and 11 months 2023

Rank	Model	Brand	November 2023	November 2022	11 months 2023	11 months 2022	Change November 2023 vs 2022, %	Change 11 months 2023 vs 2022, %
1	3205	PAZ	149	152	1 940	2 011	-2,0	-3,5
2	VECTOR NEXT	PAZ	149	0	1 933	369		423,8
3	4234	PAZ	223	66	1 313	747	237,9	75,8
4	5299, 5297 4X2	NEFAZ, KAMAZ	130	121	1 243	1 303	7,4	-4,6
5	5292	LIAZ	90	91	945	606	-1,1	55,9
6	4292	LIAZ	1	0	605	148		308,8
7	VOLGABUS 4298	VOLZHANIN	58	51	601	351	13,7	71,2
8	6129	YUTONG	0	101	464	427	-100,0	8,7
9	206 - 226	MAZ	1	6	414	442	-83,3	-6,3
10	LCK-SERIES	ZHONGTONG	19	4	386	76	375,0	407,9
11	6127	YUTONG	32	8	385	16	300,0	2 306,2
12	6938	YUTONG	39	0	374	0		
13	5270	VOLZHANIN	101	78	351	567	29,5	-38,1
14	6282	KAMAZ	75	3	340	82	2 400,0	314,6
15	203	MAZ	49	4	338	440	1 125,0	-23,2
16	4208, 4310 6X6	NEFAZ, KAMAZ	9	0	240	21		1 042,9
17	6122	YUTONG	51	13	237	72	292,3	229,2
18	3206	PAZ	3	26	228	90	-88,5	153,3
19	4238	KAVZ	21	11	191	207	90,9	-7,7
20	KLQ 6129	HIGER	5	2	184	32	150,0	475,0
21	SUNRAY	JAC	11	39	160	53	-71,8	201,9
22	6852	YUTONG	16	19	158	23	-15,8	587,0
23	KLQ 6128	HIGER	13	2	148	42	550,0	252,4
24	3204	PAZ	2	315	148	1 261	-99,4	-88,3
25	3255 4320 6X6	URAL	14	16	136	491	-12,5	-72,3

### 11 months 2023

PAZ 3205

1 940 units **-3,5%**

PAZ VECTOR NEXT

1 933 units **423,8%**



PAZ 4234

1 313 units **75,8%**

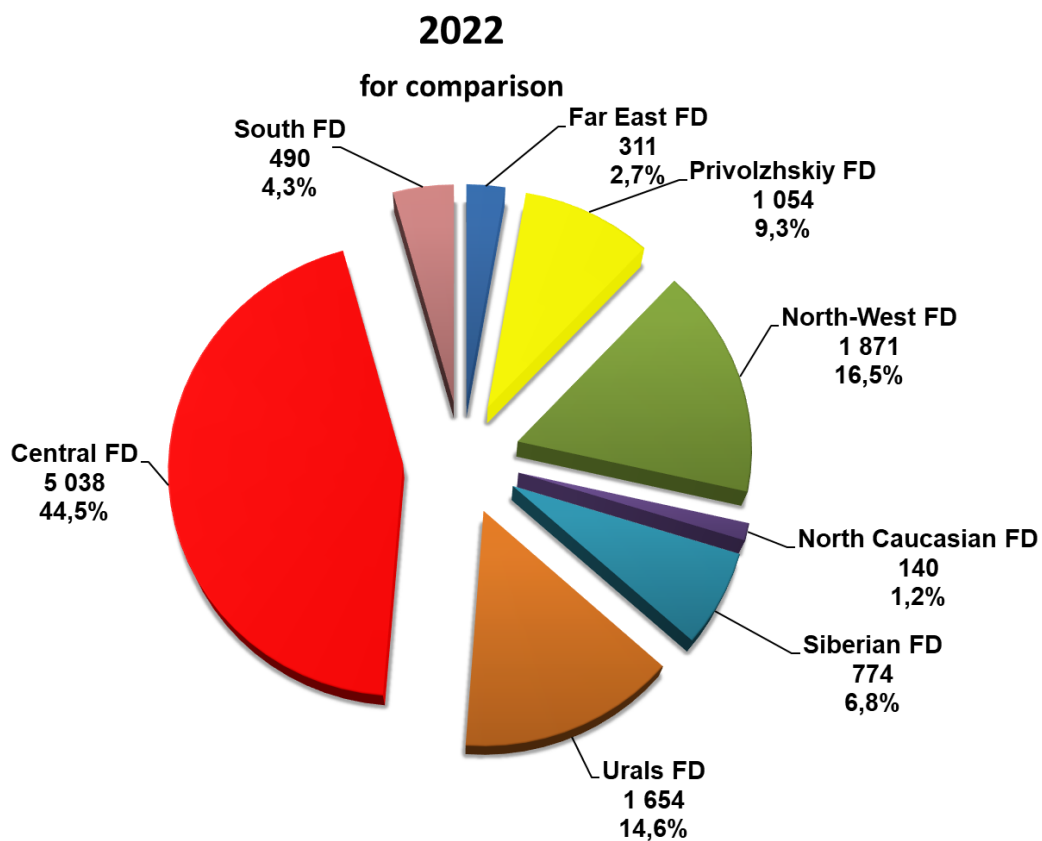
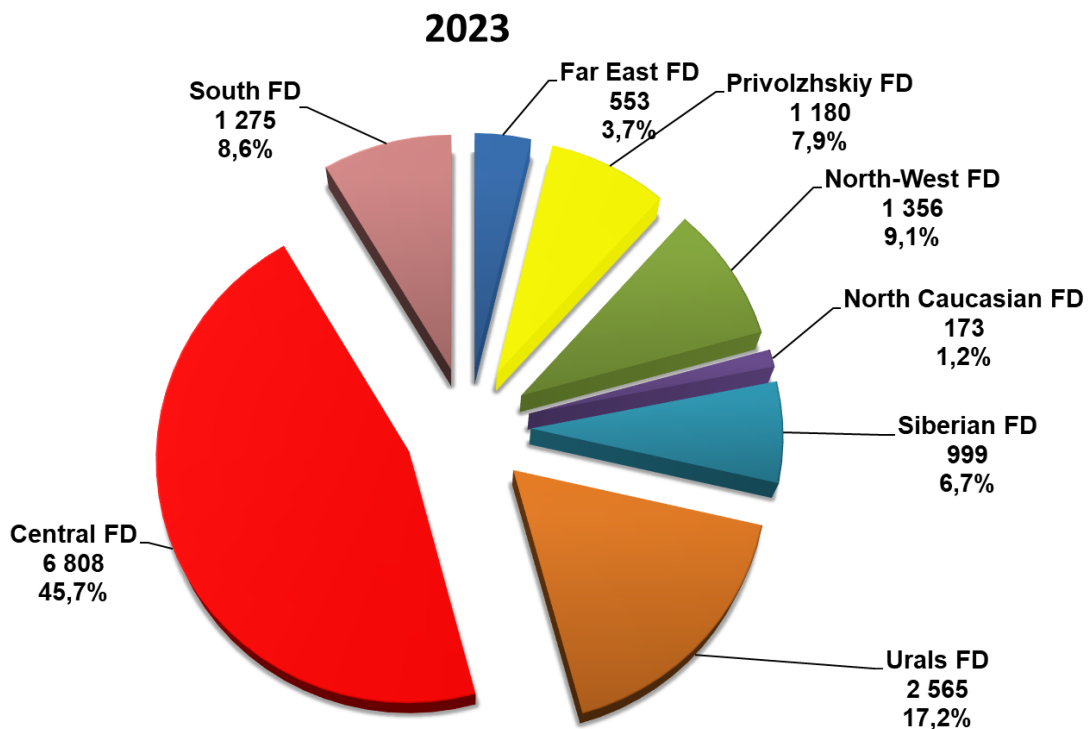






# BUSES

## Structure of new bus sales in Russia in 11 months 2023 by Federal District



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