



PRESS-RELEASE

15 JANUARY 2024

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

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 12 663 units in December 2023, up 18.2% YOY; 144 219 units in January-December 2023, up 70.3% YOY.
- Buses and coaches (except minibuses, M2 category) – 2 160 units in December 2023, down 4.1% YOY; 17 069 units in January-December 2023, up 25.7%. Among them – electric buses: 123 units in December 2023, up 310.0% YOY; 475 units in January-December 2023, up 198.7% 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 18.2% in December 2023. The annual growth of truck sales was 70.3%, mainly due to Chinese-branded trucks whose market share accounted for 59.6%. The share of Russian-branded trucks on the market was 29.5%, while the top position with regard to sales volume in 2023 was taken by a domestic manufacturer KAMAZ (31 462 vehicles sold).

Bus market sales dropped by 4.1% in December 2023. The annual bus sales grew in 2023 by 25.7% as compared with the result of 2022. Buses of Russian brands take a significant share (72.9%) of the market in this segment. Buses and light commercial vehicles constitute the segments of the Russian automobile market not impacted so far by expansion of Chinese brands.

The results of 2023 have virtually coincided with our company's forecasts. By estimates of the company's experts, 2024 will see further growth of motor vehicle production and sales; we expect launching additional manufacturing facilities standing idle in 2023.

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TRUCKS

Sales of new trucks in Russia in December and 12 months 2023 by brand, inclusive of special-purpose vehicles

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
KAMAZ	2 473	3 445	31 462	31 994	-28,2	-1,7
SITRAK	2 158	1 242	23 990	3 619	73,8	562,9
SHAANXI	1 579	1 473	20 892	9 641	7,2	116,7
FAW	1 186	836	15 843	4 493	41,9	252,6
GAZ	846	626	7 049	5 537	35,1	27,3
HOWO	531	528	6 768	3 520	0,6	92,3
MAZ	561	576	6 406	4 391	-2,6	45,9
FOTON	532	71	6 296	175	649,3	3 497,7
DONGFENG	632	0	4 661	1		466 000,0
JAC	317	363	3 467	2 557	-12,7	35,6
URAL	347	329	3 414	4 685	5,5	-27,1
MERCEDES	338	50	1 966	1 136	576,0	73,1
HONGYAN	122	96	1 423	661	27,1	115,3
SANY	210	9	1 411	52	2 233,3	2 613,5
VOLVO	104	42	1 037	1 619	147,6	-35,9
ZOOMLION	76	82	1 011	441	-7,3	129,3
XU GONG	83	121	949	607	-31,4	56,3
MAN	86	134	877	1 138	-35,8	-22,9
DAF	53	82	787	599	-35,4	31,4
DAEWOO	38	85	758	607	-55,3	24,9
ISUZU	74	79	619	1 731	-6,3	-64,2
SCANIA	43	59	507	1 249	-27,1	-59,4
HYUNDAI	21	76	478	1 042	-72,4	-54,1
IVECO AMT	46	49	458	272	-6,1	68,4
DAYUN	74	17	328	73	335,3	349,3
FUSO	12	64	190	578	-81,2	-67,1
BEIFANG BENCHI	20	0	177	0		
RENAULT	9	7	175	266	28,6	-34,2
BEIBEN	37	0	155	0		
FORD	4	34	144	241	-88,2	-40,2
HINO	10	27	129	1 136	-63,0	-88,6
IVECO	3	26	127	387	-88,5	-67,2
MAZ MAN	4	4	78	36	0,0	116,7
NEFAZ	0	2	54	8	-100,0	575,0
LIEBHERR	0	1	15	15	-100,0	0,0
ASTRA	0	0	14	0		
ZIL	2	72	13	98	-97,2	-86,7
SDAC	1	0	12	0		
VALDAI	12	0	12	0		
BAW	2	0	8	0		
TATRA	0	1	8	30	-100,0	-73,3
AMUR	0	0	7	12		-41,7



TRUCKS

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
C&C	0	0	7	2		250,0
AVIA	4	0	4	0		
CHENGLIWEI	2	0	4	0		
LANDWIND JIANGLING - JMC	2	0	4	0		
CAMC	0	0	3	0		
LIUGONG	3	0	3	0		
MZKT	2	1	3	2	100,0	50,0
YUEJIN	1	0	3	0		
BURAN	0	0	2	4		-50,0
CHUSHENG	2	0	2	0		
FENGCHUEN	0	0	2	0		
KOLUMAN	0	0	2	1		100,0
LTC	0	0	2	0		
CHANGAN	1	0	1	0		
CHENGLONG	0	0	1	0		
KIA	0	2	1	3	-100,0	-66,7
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	12 663	10 711	144 219	84 672	18,2	70,3
TOTAL Russian brands	3 668	4 474	42 001	42 338	-18,0	-0,8
TOTAL foreign brands	8 995	6 237	102 218	42 334	44,2	141,5

Sales of new trucks in Russia in December and 12 months 2023 by type

Type	December 2023	December 2022	12 months 2023	12 months 2022	Market share December 2023, %	Market share December 2022, %	Market share 12 months 2023, %	Market share 12 months 2022, %
Other special equipment	3 967	5 012	50 007	40 392	31,3	46,8	34,7	47,7
Truck-tractor	4 026	1 598	39 315	11 741	31,8	14,9	27,3	13,9
Dump truck	1 132	1 976	21 012	14 283	8,9	18,5	14,6	16,9
Other truck types	1 637	820	17 217	5 896	12,9	7,7	11,9	7,0
Drop-side flat bed	887	551	7 199	5 177	7,0	5,1	5,0	6,1
Refrigerator	412	227	3 536	1 943	3,3	2,1	2,5	2,3
Autocrane	177	182	2 236	1 606	1,4	1,7	1,6	1,9
Van	280	202	2 226	2 008	2,2	1,9	1,5	2,4
Tanker	96	92	1 019	1 083	0,8	0,9	0,7	1,3
Mobile repair shop	29	11	246	184	0,2	0,1	0,2	0,2
Refueler	19	25	147	199	0,2	0,2	0,1	0,2
Miscellaneous	0	15	47	130	0,0	0,1	0,0	0,2
Autoloader	0	0	9	7	0,0	0,0	0,0	0,0
Sanitary	1	0	3	0	0,0	0,0	0,0	0,0
TOTAL	12 663	10 711	144 219	84 649	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in December and 12 months 2023

Rank	Model	Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
1	C7H 4X2	SITRAK	1 576	828	18 360	2 167	90,3	747,3
2	J6 6X4	FAW	534	812	9 007	3 901	-34,2	130,9
3	SX 331 8X4	SHAANXI	448	540	7 113	4 451	-17,0	59,8
4	43118 6X6	KAMAZ	569	926	6 858	8 835	-38,6	-22,4
5	SX 325 6X4	SHAANXI	474	578	6 413	3 460	-18,0	85,3
6	GAZON NEXT	GAZ	694	507	5 726	4 339	36,9	32,0
7	AUMAN	FOTON	403	58	5 495	126	594,8	4 261,1
8	65115 6X4	KAMAZ	315	686	5 091	7 568	-54,1	-32,7
9	5490 4X2	KAMAZ	532	252	4 783	3 902	111,1	22,6
10	DFH-SERIES	DONGFENG	424	0	3 814	0		
11	T5G 6X4	HOWO	130	341	3 794	859	-61,9	341,7
12	SX 425 6X4	SHAANXI	356	312	3 746	1 571	14,1	138,4
13	6520 6X4	KAMAZ	192	382	3 165	3 746	-49,7	-15,5
14	C7H 8X4	SITRAK	166	337	2 978	575	-50,7	417,9
15	SX 418 4X2	SHAANXI	260	0	2 818	0		
16	C7H 6X4	SITRAK	415	77	2 647	877	439,0	201,8
17	4320 6X6	URAL	199	175	1 942	2 727	13,7	-28,8
18	ACTROS	MERCEDES	336	38	1 832	929	784,2	97,2
19	HFC-SERIES	JAC	153	91	1 771	812	68,1	118,1
20	KOMPAS 9 4X2	KAMAZ	158	0	1 586	0		
21	J7 4X2	FAW	373	0	1 568	0		
22	J7	FAW	0	0	1 432	0		
23	6501 6X4	MAZ	102	127	1 363	1 141	-19,7	19,5
24	6312 6X4	MAZ	145	95	1 293	868	52,6	49,0
25	J6	FAW	0	0	1 201	429		180,0

12 months 2023

SITRAK C7H 4X2

18 360 units **747,3%**

FAW J6 6X4

9 007 units **130,9%**

SHAANXI SX 331 8X4

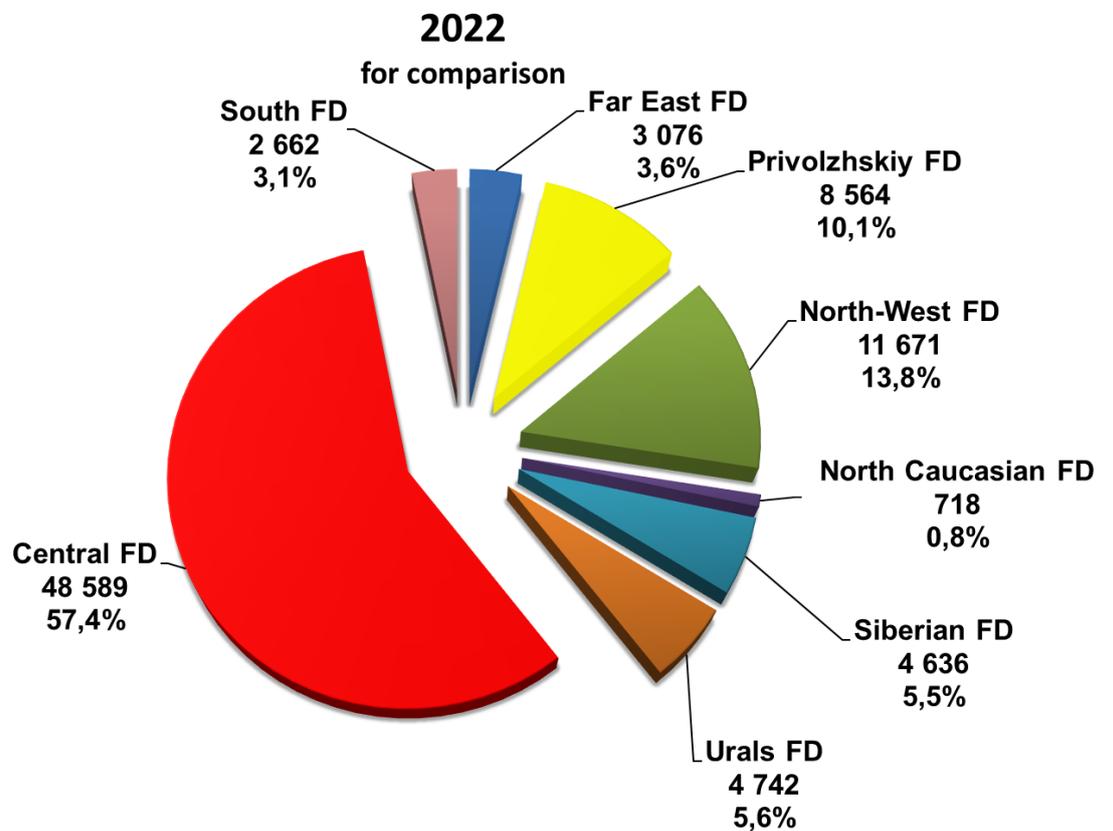
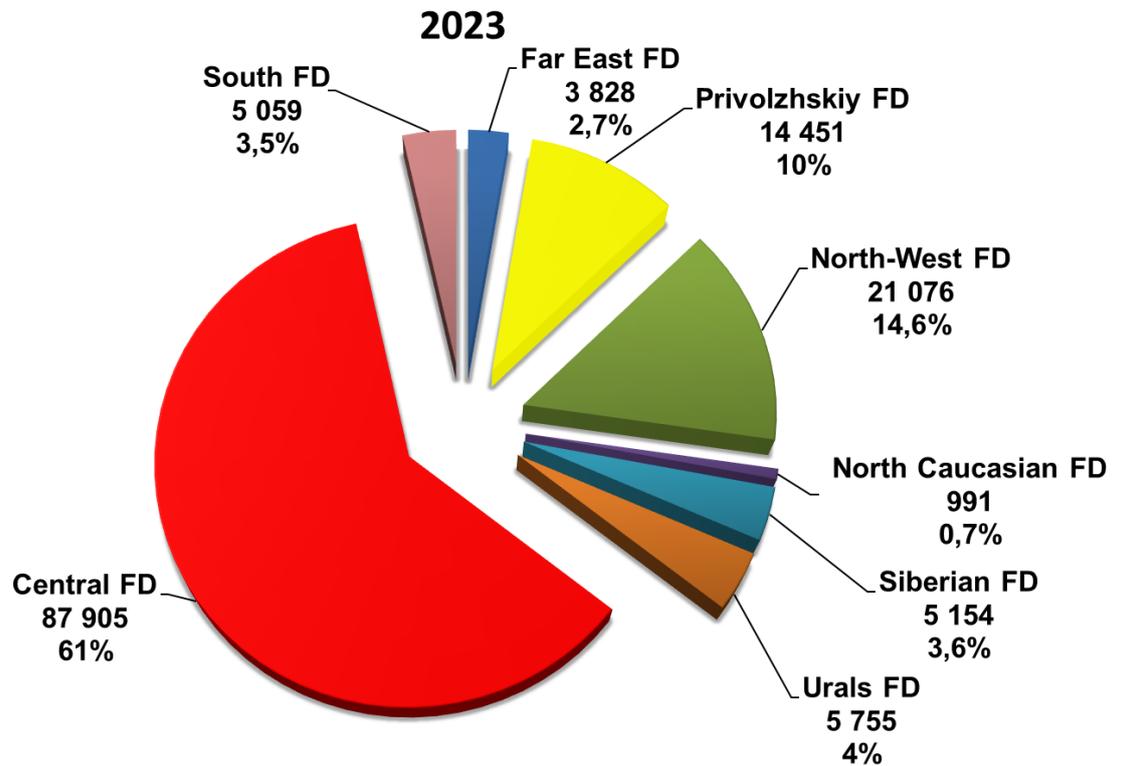
7 113 units **59,8%**





TRUCKS

Structure of sales of new truck in Russia in 12 months 2023 by Federal District





BUSES

Sales of new buses in Russia in December and 12 months 2023 by brand

Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
PAZ	836	1 053	6 425	5 545	-20,6	15,9
YUTONG	201	380	2 086	1 170	-47,1	78,3
LIAZ	204	108	1 770	1 089	88,9	62,5
NEFAZ	157	203	1 702	1 577	-22,7	7,9
VOLZHANIN	130	162	1 255	1 147	-19,8	9,4
MAZ	126	88	925	1 040	43,2	-11,1
HIGER	118	68	706	321	73,5	119,9
KAMAZ	107	30	447	112	256,7	299,1
ZHONGTONG	42	38	428	115	10,5	272,2
KAVZ	59	43	336	417	37,2	-19,4
LOTOS	64	4	195	155	1 500,0	25,8
JAC	28	37	189	90	-24,3	110,0
SIMAZ	28	11	160	149	154,5	7,4
URAL	18	7	154	498	157,1	-69,1
KING LONG (KLM)	15	20	143	117	-25,0	22,2
GOLDEN DRAGON	17	0	64	0		
SAZ	5	0	42	1		4 100,0
ANKAI	1	0	11	2		450,0
MAN	2	0	10	19		-47,4
FOTON	0	0	8	3		166,7
TOYOTA	1	0	5	1		400,0
BKM	0	0	1	0		
ELEKTROTRANS	1	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		
YTTZ	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
SRAZIS	0	0	0	1		-100,0
TOTAL	2 160	2 252	17 069	13 584	-4,1	25,7
TOTAL Russian brands	1 604	1 621	12 449	10 689	-1,1	16,5
TOTAL foreign brands	556	631	4 620	2 895	-11,7	59,6



BUSES

Sales of new electric buses in Russia in December and 12 months 2023 by brand and model

Brand / electric buses	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
KAMAZ	107	30	447	112	256,7	299,1
LIAZ	15	0	15	21		-28,6
YUTONG	0	0	4	0		
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		
YTTZ	0	0	1	0		
ELEKTROTRANS	1	0	1	0		
MAN	0	0	0	1		-100,0
NEFAZ	0	0	0	22		-100,0
TOTAL	123	30	475	159	310,0	198,7
TOTAL Russian brands	123	30	470	158	310,0	197,5
TOTAL foreign brands	0	0	5	1		400,0



BUSES

Top 25 model ranking of new bus sales in December and 12 months 2023

Rank	Model	Brand	December 2023	December 2022	12 months 2023	12 months 2022	Change December 2023 vs 2022, %	Change 12 months 2023 vs 2022, %
1	3205	PAZ	342	484	2 282	2 495	-29,3	-8,5
2	VECTOR NEXT	PAZ	192	0	2 125	369		475,9
3	4234	PAZ	294	253	1 607	1 000	16,2	60,7
4	5299, 5297 4X2	NEFAZ, KAMAZ	144	159	1 387	1 462	-9,4	-5,1
5	5292	LIAZ	156	106	1 101	712	47,2	54,6
6	VOLGABUS 4298	VOLZHANIN	44	6	645	357	633,3	80,7
7	4292	LIAZ	33	0	638	148		331,1
8	6129	YUTONG	0	143	464	570	-100,0	-18,6
9	6282	KAMAZ	107	30	447	112	256,7	299,1
10	6127	YUTONG	62	13	447	29	376,9	1 441,4
11	203	MAZ	93	79	431	519	17,7	-17,0
12	LCK-SERIES	ZHONGTONG	42	38	428	114	10,5	275,4
13	206 - 226	MAZ	13	8	427	450	62,5	-5,1
14	6938	YUTONG	47	59	421	59	-20,3	613,6
15	5270	VOLZHANIN	61	144	412	711	-57,6	-42,1
16	6122	YUTONG	78	47	315	119	66,0	164,7
17	4208, 4310 6X6	NEFAZ, KAMAZ	12	34	252	55	-64,7	358,2
18	4238	KAVZ	52	39	243	246	33,3	-1,2
19	3206	PAZ	2	22	230	112	-90,9	105,4
20	KLQ 6129	HIGER	37	7	221	39	428,6	466,7
21	105	LOTOS	64	4	195	144	1 500,0	35,4
22	SUNRAY	JAC	28	37	188	90	-24,3	108,9
23	KLQ 6128	HIGER	30	33	178	75	-9,1	137,3
24	6852	YUTONG	10	79	168	102	-87,3	64,7
25	2258	SIMAZ	28	11	160	149	154,5	7,4

12 months 2023

PAZ 3205

2 282 units **-8,5%**

PAZ VECTOR NEXT

2 125 units **475,9%**



PAZ 4234

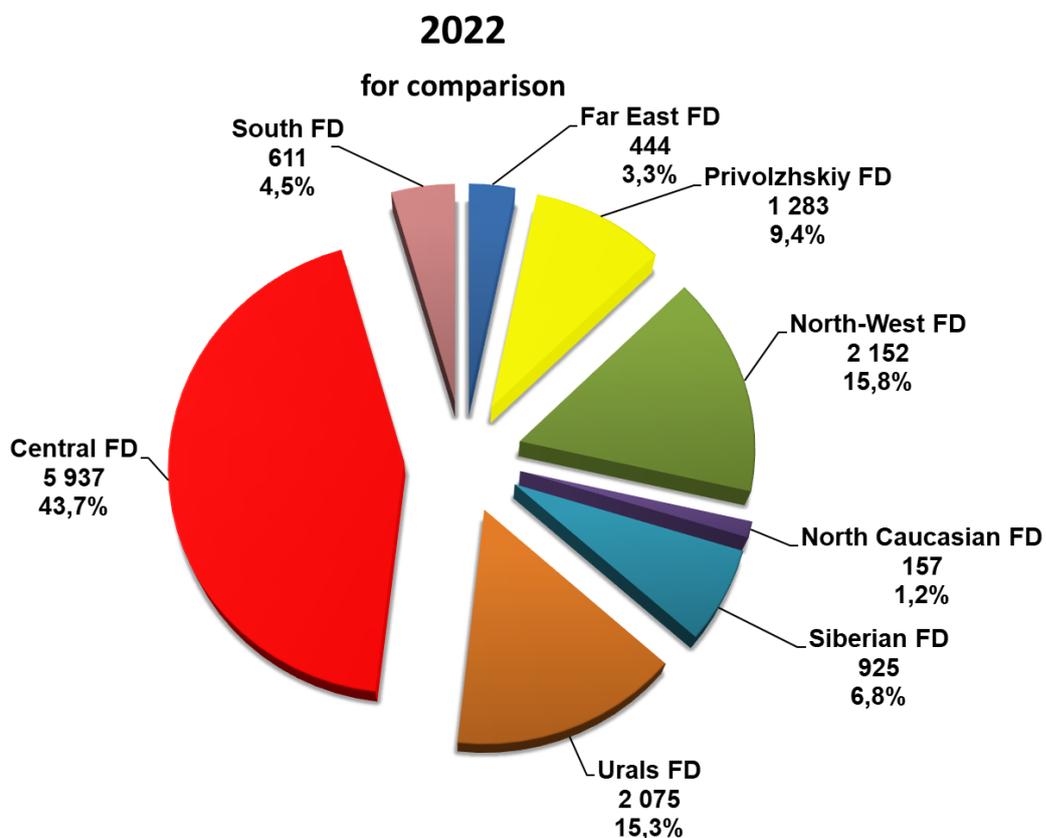
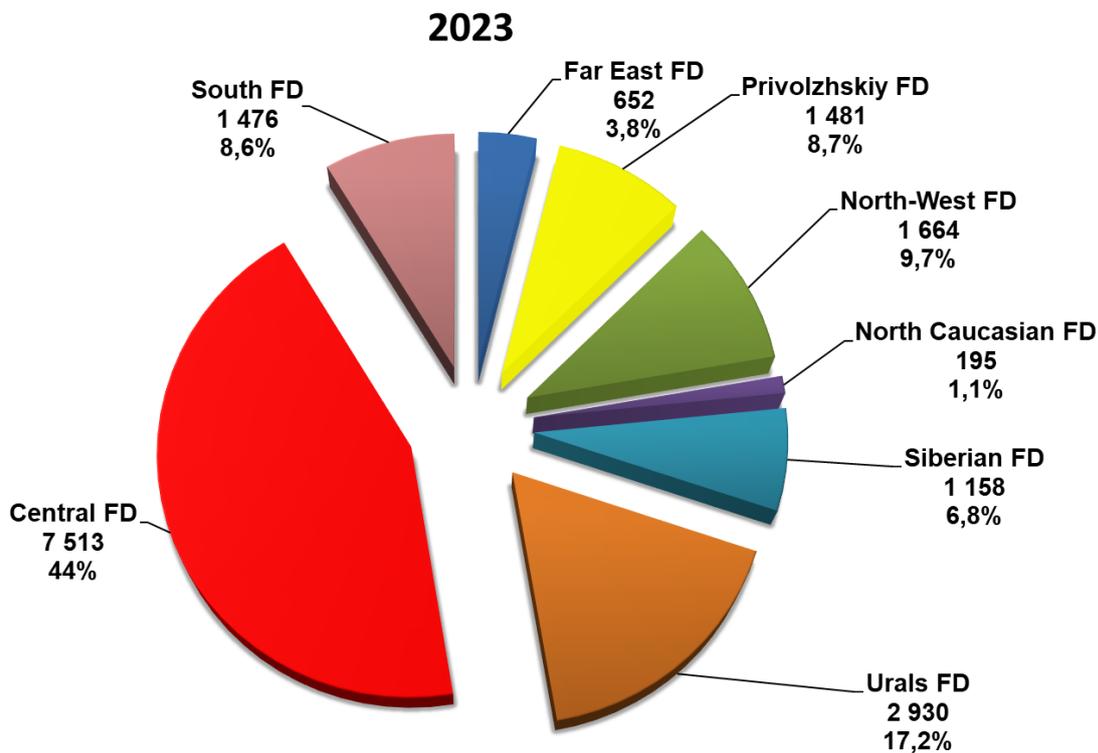
1 607 units **60,7%**





BUSES

Structure of new bus sales in Russia in 12 months 2023 by Federal District



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