



PRESS-RELEASE

15 MARCH 2024

AUTOMOBILE MARKET OF RUSSIA IN FEBRUARY AND JANUARY-FEBRUARY 2024 TRUCKS AND BUSES

In February and in January-February 2024, sales of new trucks and buses in Russia showed the following results*:

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 10 432 units in February 2024, up 20.7% YOY; 18 139 units in January-February 2024, up 16.6% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 987 units in February 2024, up 35.4% YOY; 3 174 units in January-February 2024, up 12.1%. Among them – electric buses: 114 units in February 2024, up 5 600% YOY; 206 units in January-February 2024, up 10 200% 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 20.7% in February 2024 and by 16.6% year-to-date. We forecast growth of sales in this segment through 2024 by 10-25% for account of the Chinese-branded trucks.

We have noted growth of bus sales by 35.4% in February 2024 and by 12.1% in the first two months of the year. We expect that the annual bus sales in Russia will grow in 2024 by 5-15% as compared with the result of 2023.

Our more precise forecast for the current year will be released following the performance of the market in the first quarter 2024.

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AVTOSTAT-INFO



TRUCKS

Sales of new trucks in Russia in February and 2 months 2024 by brand, inclusive of special-purpose vehicles

Brand	February 2024	February 2023	2 months 2024	2 months 2023	Change February 2024 vs 2023, %	Change 2 months 2024 vs 2023, %
SITRAK	2 294	1 477	3 798	2 468	55,3	53,9
KAMAZ	1 661	2 057	3 089	3 828	-19,3	-19,3
SHAANXI	1 255	1 188	2 173	2 185	5,6	-0,5
FAW	882	795	1 561	1 381	10,9	13,0
DONGFENG	696	64	1 123	67	987,5	1 576,1
GAZ	592	524	1 039	934	13,0	11,2
MAZ	445	440	850	850	1,1	0,0
HOWO	443	565	745	1 064	-21,6	-30,0
MERCEDES	379	76	584	135	398,7	332,6
URAL	318	272	581	447	16,9	30,0
JAC	335	196	573	391	70,9	46,5
FOTON	310	205	545	290	51,2	87,9
SANY	180	53	322	84	239,6	283,3
ISUZU	86	59	147	118	45,8	24,6
XU GONG	61	72	125	153	-15,3	-18,3
ZOOMLION	56	57	116	110	-1,8	5,5
HONGYAN	66	62	100	136	6,5	-26,5
MAN	64	53	100	139	20,8	-28,1
VOLVO	62	43	93	64	44,2	45,3
AMT	44	42	87	73	4,8	19,2
SCANIA	19	42	60	68	-54,8	-11,8
DAF	35	63	55	94	-44,4	-41,5
DAEWOO	20	60	47	108	-66,7	-56,5
DAYUN	26	21	47	28	23,8	67,9
BEIBEN	17	0	33	0		
HINO	27	8	32	40	237,5	-20,0
HYUNDAI	13	81	27	149	-84,0	-81,9
VALDAI	12	0	19	0		
BEIFANG BENCHI	10	0	17	0		
RENAULT	8	8	13	8	0,0	62,5
SDAC	1	0	6	0		
FUSO	2	11	5	23	-81,8	-78,3
IVECO	3	30	5	79	-90,0	-93,7
MZKT	2	0	5	0		
BAW	3	0	3	0		
NEFAZ	3	2	3	9	50,0	-66,7
FORD	0	6	2	17	-100,0	-88,2
LIUGONG	1	0	2	0		
TATRA	0	0	2	2		0,0
ZIL	0	0	2	0		
AVIA	0	0	1	0		
LANDWIND JIANGLING - JMC	1	0	1	0		



TRUCKS

Brand	February 2024	February 2023	2 months 2024	2 months 2023	Change February 2024 vs 2023, %	Change 2 months 2024 vs 2023, %
MAZ MAN	0	3	1	4	-100,0	-75,0
BURAN	0	0	0	2		-100,0
FENGCHUEN	0	1	0	1	-100,0	-100,0
KIA	0	1	0	1	-100,0	-100,0
KOLUMAN	0	0	0	1		-100,0
LIEBHERR	0	3	0	3	-100,0	-100,0
YUEJIN	0	0	0	1		-100,0
TOTAL	10 432	8 640	18 139	15 555	20,7	16,6
TOTAL Russian brands	2 630	2 897	4 820	5 293	-9,2	-8,9
TOTAL foreign brands	7 802	5 743	13 319	10 262	35,9	29,8

Sales of new trucks in Russia in February and 2 months 2024 by type

Type	February 2024	February 2023	2 months 2024	2 months 2023	Market share February 2024, %	Market share February 2023, %	Market share 2 months 2024, %	Market share 2 months 2023, %
Other special equipment	3 448	3 829	6 044	6 807	33,1	44,3	33,3	43,8
Truck-tractor	3 197	1 339	5 477	2 316	30,7	15,5	30,2	14,9
Other truck types	1 323	766	2 263	1 301	12,7	8,9	12,5	8,4
Dump truck	933	1 716	1 627	3 357	8,9	19,9	9,0	21,6
Drop-side flat bed	726	406	1 270	797	7,0	4,7	7,0	5,1
Refrigerator	242	183	457	276	2,3	2,1	2,5	1,8
Van	272	117	484	208	2,6	1,4	2,7	1,3
Autocrane	148	150	293	283	1,4	1,7	1,6	1,8
Tanker	101	83	169	125	1,0	1,0	0,9	0,8
Mobile repair shop	18	30	26	51	0,2	0,4	0,1	0,3
Refueler	22	4	27	16	0,2	0,1	0,2	0,1
Autoloader	0	0	0	1	0,0	0,0	0,0	0,0
Other	2	17	2	17	0,0	0,2	0,0	0,1
TOTAL	10 432	8 640	18 139	15 555	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in February and 2 months 2024

Rank	Model	Brand	February 2024	February 2023	2 months 2024	2 months 2023	Change February 2024 vs 2023, %	Change 2 months 2024 vs 2023, %
1	C7H 4X2	SITRAK	1 650	1 028	2 731	1 687	60,5	61,9
2	GAZON NEXT	GAZ	475	453	831	778	4,9	6,8
3	43118 6X6	KAMAZ	491	572	798	1 053	-14,2	-24,2
4	C7H 6X4	SITRAK	482	190	794	335	153,7	137,0
5	J6 6X4	FAW	405	696	744	1 260	-41,8	-41,0
6	DFH-SERIES	DONGFENG	432	62	694	65	596,8	967,7
7	SX 331 8X4	SHAANXI	415	529	692	917	-21,6	-24,5
8	SX 425 6X4	SHAANXI	358	145	587	309	146,9	90,0
9	ACTROS	MERCEDES	375	69	578	122	443,5	373,8
10	SX 325 6X4	SHAANXI	281	470	509	885	-40,2	-42,5
11	J7 4X2	FAW	297	0	495	0		
12	65115 6X4	KAMAZ	287	392	481	733	-26,8	-34,4
13	5490 4X2	KAMAZ	198	141	466	253	40,4	84,2
14	4320 6X6	URAL	218	169	376	282	29,0	33,3
15	AUMAN	FOTON	201	180	365	257	11,7	42,0
16	SX 418 4X2	SHAANXI	161	1	306	1	16 000,0	30 500,0
17	HFC-SERIES	JAC	175	72	293	141	143,1	107,8
18	DFA-SERIES	DONGFENG	149	0	271	0		
19	C7H 8X4	SITRAK	151	259	259	446	-41,7	-41,9
20	T5G 8X4	HOWO	118	0	243	0		
21	6312 6X4	MAZ	113	68	233	115	66,2	102,6
22	ZZ 1166 1167 4X2	HOWO	138	0	218	0		
23	KOMPAS 12 4X2	KAMAZ	107	0	209	23		808,7
24	5340 4X2	MAZ	107	64	193	117	67,2	65,0
25	KOMPAS 9 4X2	KAMAZ	95	0	192	28		585,7

2 months 2024

SITRAK C7H 4X2
2 731 units **61,9%**

GAZ GAZON NEXT
831 units **6,8%**

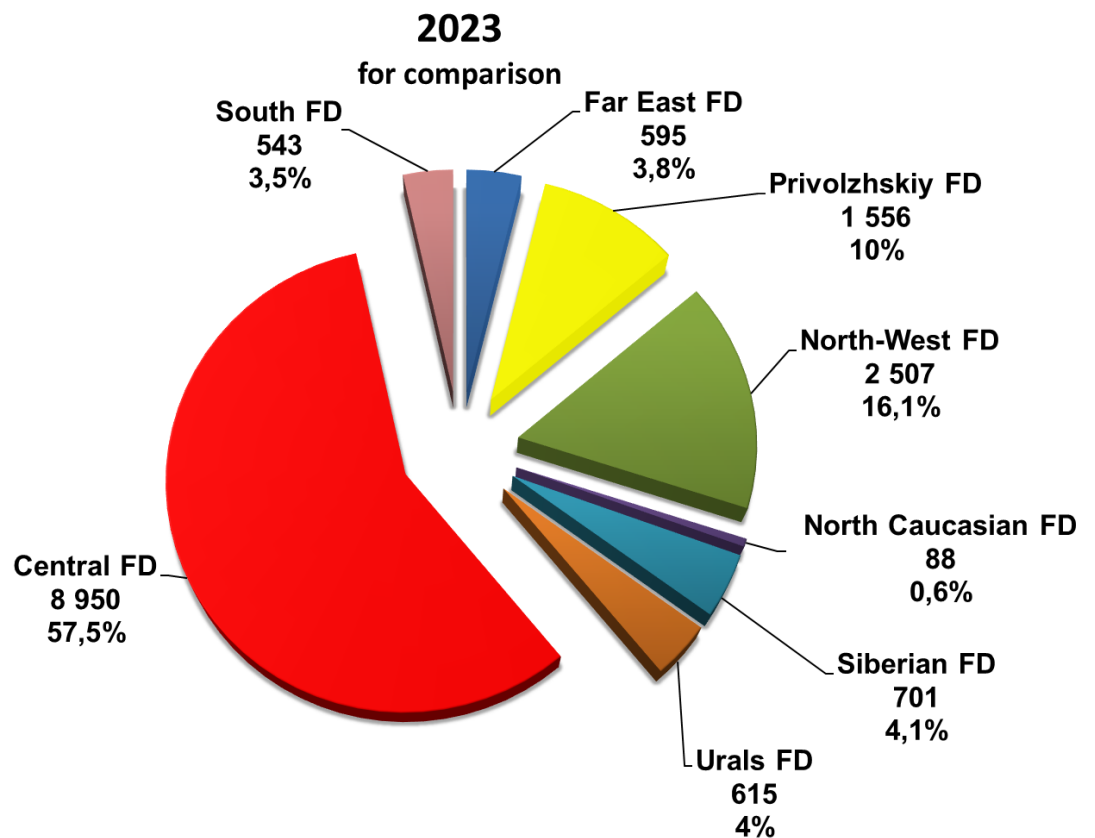
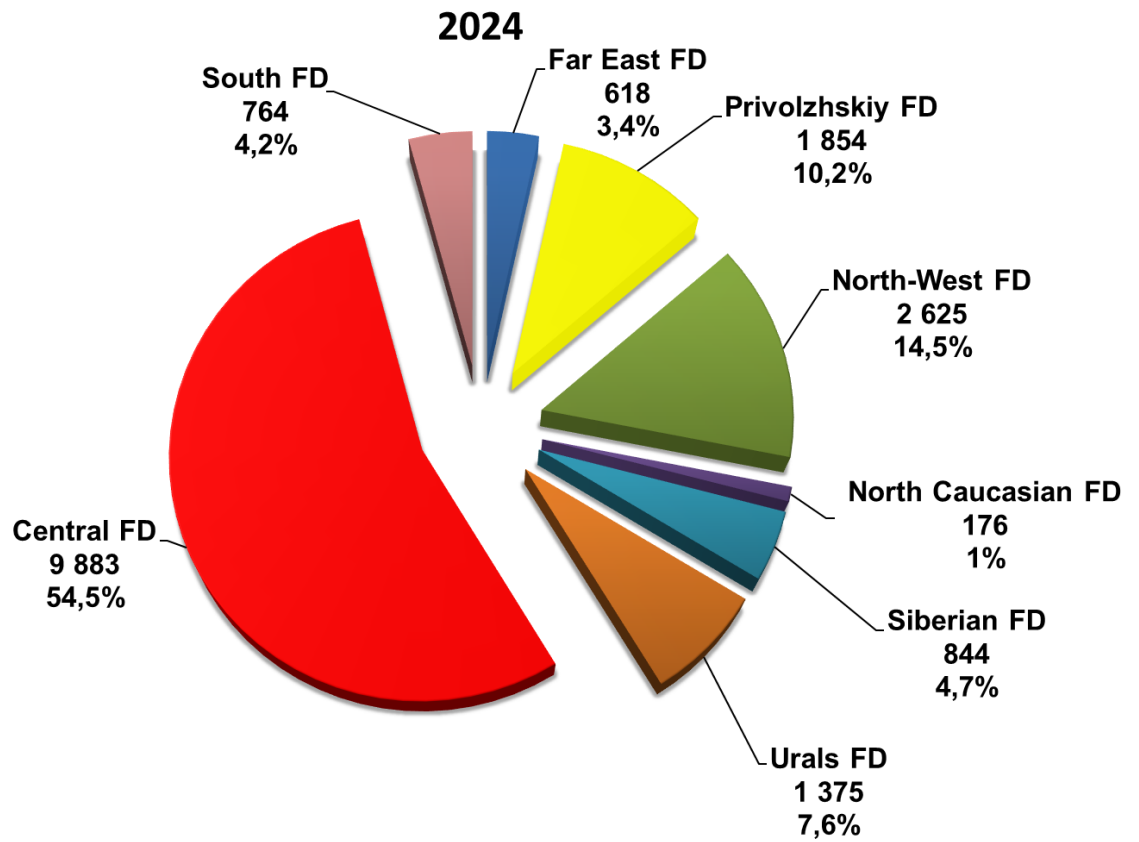
KAMAZ 43118 6X6
798 units **-24,2%**





TRUCKS

Structure of sales of new truck in Russia in 2 months 2024 by Federal District





BUSES

Sales of new buses in Russia in February and 2 months 2024 by brand

Brand	February 2024	February 2023	2 months 2024	2 months 2023	Change February 2024 vs 2023, %	Change 2 months 2024 vs 2023, %
PAZ	884	524	1 305	1 241	68,7	5,2
LIAZ	155	290	377	398	-46,6	-5,3
NEFAZ	228	141	320	223	61,7	43,5
YUTONG	138	81	230	226	70,4	1,8
VOLZHANIN	128	126	205	146	1,6	40,4
MAZ	63	110	147	215	-42,7	-31,6
KAVZ	105	35	141	67	200,0	110,4
HIGER	52	68	107	100	-23,5	7,0
KAMAZ	65	1	100	1	6 400,0	9 900,0
LOTOS	65	11	65	62	490,9	4,8
SIMAZ	34	29	46	47	17,2	-2,1
URAL	24	7	37	12	242,9	208,3
ZHONGTONG	20	23	24	36	-13,0	-33,3
JAC	6	8	18	37	-25,0	-51,4
KING LONG (KLM)	8	3	18	8	166,7	125,0
GOLDEN DRAGON	10	7	12	7	42,9	71,4
BKM	0	0	11	0		
NEMAN	0	0	5	0		
SAZ	1	0	5	0		
ASIASTAR	1	0	1	0		
ANKAI	0	1	0	2	-100,0	-100,0
FOTON	0	1	0	1	-100,0	-100,0
SETRA	0	0	0	1		-100,0
SIRIUS	0	1	0	1	-100,0	-100,0
TOYOTA	0	0	0	1		-100,0
TOTAL	1 987	1 467	3 174	2 832	35,4	12,1
TOTAL Russian brands	1 688	1 165	2 596	2 198	44,9	18,1
TOTAL foreign brands	299	302	578	634	-1,0	-8,8



BUSES

Sales of new electric buses in Russia in February and 2 months 2024 by brand

Brand / electric buses	February 2024	February 2023	2 months 2024	2 months 2023	Change February 2024 vs 2023, %	Change 2 months 2024 vs 2023, %
KAMAZ	65	1	100	1	6400,0	9900,0
LIAZ	37	0	60	0		
NEFAZ	0	0	19	0		
VOLZHANIN	12	0	16	0		
BKM	0	0	11	0		
SIRIUS	0	1	0	1	-100,0	-100,0
TOTAL	114	2	206	2	5600,0	10200,0
TOTAL Russian brands	114	2	195	2	5600,0	9650,0
TOTAL foreign brands	0	0	11	0		



BUSES

Top 25 model ranking of new bus sales in February and 2 months 2024

Rank	Model	Brand	February 2024	February 2023	2 months 2024	2 months 2023	Change February 2024 vs 2023, %	Change 2 months 2024 vs 2023, %
1	3205	PAZ	371	215	585	497	72,6	17,7
2	VECTOR NEXT	PAZ	273	0	364	199		82,9
3	4234	PAZ	200	157	313	355	27,4	-11,8
4	5299, 5297 4X2	NEFAZ, KAMAZ	206	125	283	193	64,8	46,6
5	5292	LIAZ	92	191	216	214	-51,8	0,9
6	6282	KAMAZ	65	1	100	1	6 400,0	9 900,0
7	4292	LIAZ	26	96	96	180	-72,9	-46,7
8	6127	YUTONG	69	7	95	10	885,7	850,0
9	VOLGABUS 4298	VOLZHANIN	46	58	91	58	-20,7	56,9
10	6122	YUTONG	37	3	75	42	1 133,3	78,6
11	105	LOTOS	65	11	65	62	490,9	4,8
12	5285 SCANIA 4X2	VOLZHANIN	64	0	64	0		
13	203	MAZ	32	26	63	38	23,1	65,8
14	216	MAZ	0	0	50	0		
15	4238	KAVZ	22	30	49	49	-26,7	0,0
16	4235	KAVZ	41	5	46	18	720,0	155,6
17	4270	KAVZ	42	0	46	0		
18	2258	SIMAZ	34	29	46	47	17,2	-2,1
19	6274	LIAZ	24	0	45	0		
20	KLQ 6129	HIGER	26	7	44	18	271,4	144,4
21	6938	YUTONG	23	26	41	43	-11,5	-4,7
22	3255 4320 6X6	URAL	24	7	37	12	242,9	208,3
23	CITYMAX 9	PAZ	34	0	34	0		
24	5270	VOLZHANIN	6	56	34	56	-89,3	-39,3
25	4208, 4310 6X6	NEFAZ, KAMAZ	17	12	27	22	41,7	22,7

2 months 2024

PAZ 3205

585 units **17,7%**

PAZ VECTOR NEXT

364 units **82,9%**



PAZ 4234

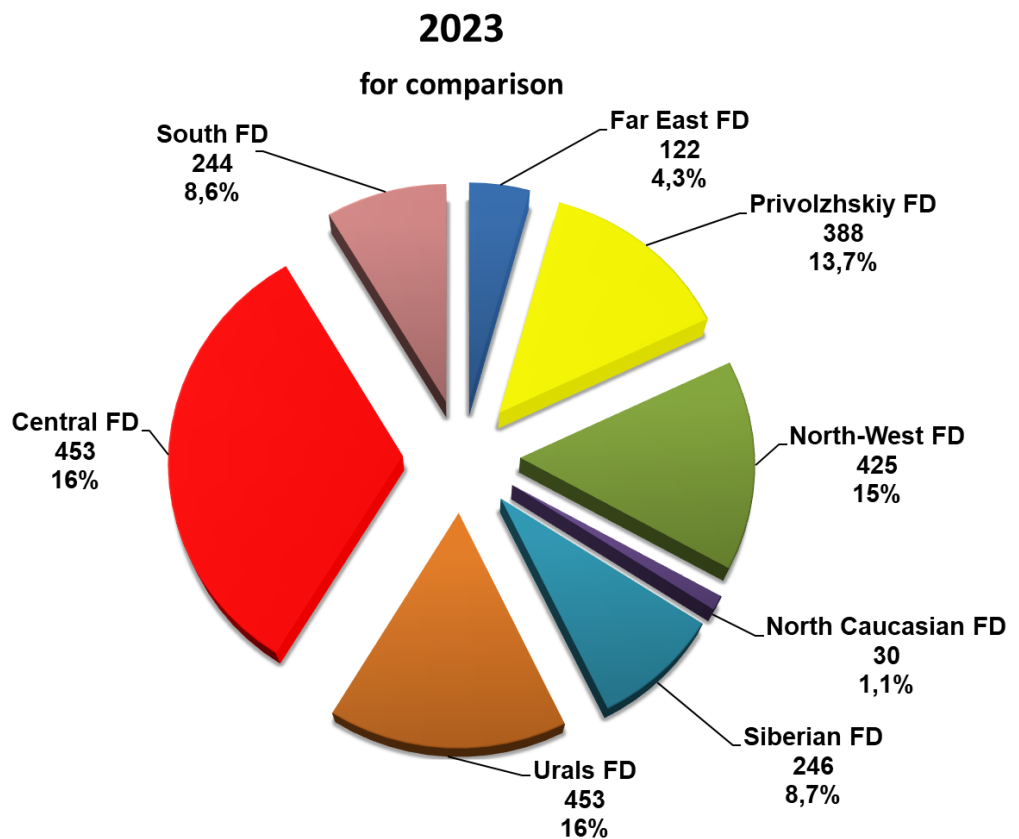
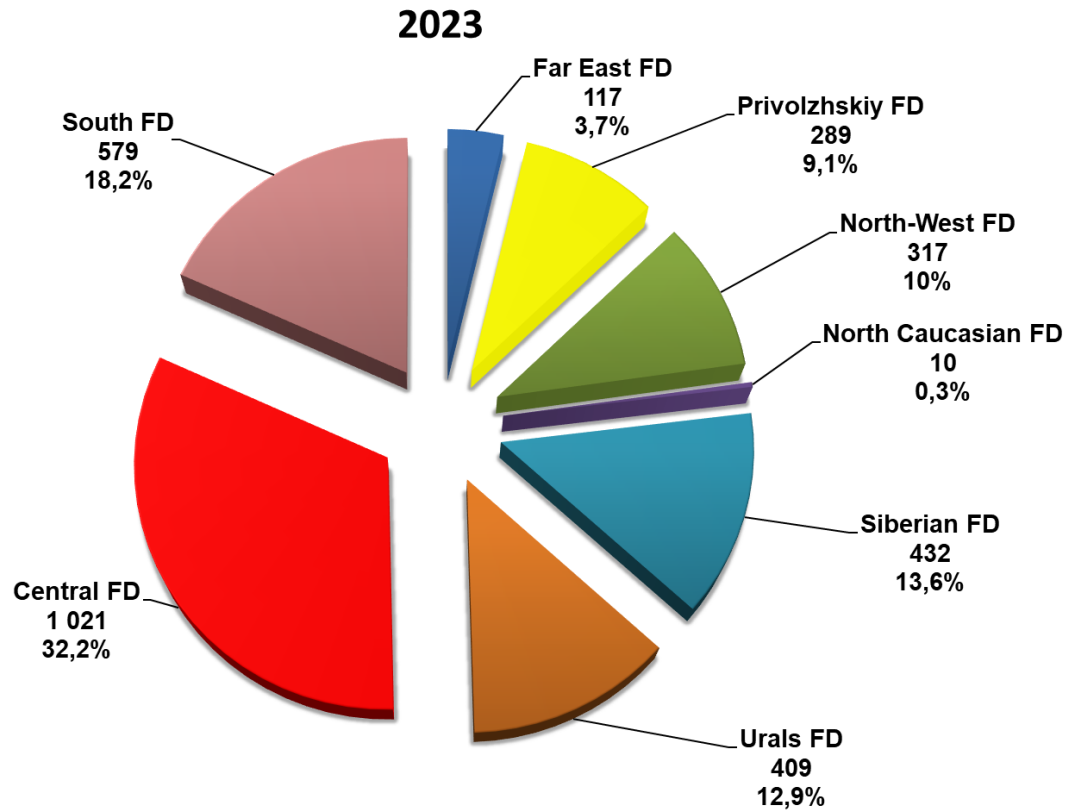
313 units **-11,8%**





BUSES

Structure of new bus sales in Russia in 2 months 2024 by Federal District



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