PRESS-RELEASE

18 DECEMBER 2020

AUTOMOBILE MARKET OF RUSSIA IN NOVEMBER AND JANUARY-NOVEMBER 2020

In November 2020, sales of new MOTOR VEHICLES in Russia, based on registration data, fell by 4.1% year-on-year to 146 926 vehicles. In the first eleven months of 2020 the total sales were 1 455 096 vehicles*, down 7.7% year-on-year, of which:

- **Passenger cars – 129 052 units in November 2020, down 4.3% YOY; 1 282 213 units in January-November 2020, down 7.8% YOY.**
  Including electric cars - 55 units in November 2020, up 139,1% YOY; 458 units in January-November 2020, up 76.2% YOY.
- **Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 8 909 units in November 2020, up 0.5% YOY; 85 882 units in January-November 2020, down 6.5% YOY.**
- **Pickups – 1 052 units in November 2020, down 17.4% YOY; 11 864 units in January-November 2020, down 1.9% YOY.**
- **Trucks (except N1 category) including special-purpose vehicles – 6 690 units in November 2020, down 5.7% YOY; 63 544 units in January-November 2020, down 7.6% YOY.**
- **Buses (except M2 category) – 1 223 units in November 2020, up 3.5% YOY; 11 593 units in January-November 2020, down 4.9% YOY.**

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

COMMENT:

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

Sales of passenger cars showed a slight decline (down 4.3%) in November. This was caused, first of all, by price rise and a low localization rate of production. Car sales in 11 months of 2020 fell by 7.8%. Our previous forecast of the car market development till the end of 2020 remains unchanged.

Sales in the segment of light commercial vehicles in November remained practically flat as compared to November 2019 (down 0.5%), while decline of sales in January-November 2020 reached 8.2%. We expect the same level of decline for the full year 2020. Sales of pickup trucks fell 17.4% in November and 1.9% in January-November. This may indicate financial difficulties suffered by some small businesses being main consumers of these products.

The truck market also showed a drop of sales in November by 5.7%, with a total decline in 11 months by 7.6%. These results give evidence of stabilization of the market on that level, and our previous forecast remains in fact valid.

The bus market showed a growth of sales in November by 3.5%, while it shrank 4.9% in January-November, just corresponding to the forecast we made in the springtime.

By our forecast, the year 2021 may start with a slight decline of sales in all segments of the auto market, due to growth of sales in H2 2020, low localization level and significant price rise.

OUR CONTACTS:

ASM Holding, OAO
21/5, Kuznetsky Most St., 107996, Moscow, Russia
Tel: +7 (495) 625-51-79, +7 (495) 626-04-71
e-mail: inf@asm-holding.ru
Association of Russian Automakers (OAR)
8, Novovladykinsky Proezd, bldg 5, POB 81, 127106, Moscow, Russia
Tel: +7 (495) 739 70 95
e-mail: info_oar@mail.ru

Developed by specialists of AVTOSTAT-INFO

PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2020 by brand

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
LADA	30 655	27 331	276 814	305 540	12,2	-9,4
KIA	16 962	18 618	178 358	192 610	-8,9	-7,4
HYUNDAI	13 701	14 941	144 997	153 854	-8,3	-5,8
RENAULT	12 339	12 335	112 651	124 644	0,0	-9,6
VOLKSWAGEN	8 348	9 131	88 907	89 988	-8,6	-1,2
SKODA	8 432	8 169	78 345	71 149	3,2	10,1
TOYOTA	6 925	7 721	75 607	85 295	-10,3	-11,4
NISSAN	4 382	5 935	50 798	58 200	-26,2	-12,7
BMW	4 006	3 766	37 290	35 368	6,4	5,4
MERCEDES	3 027	3 682	31 567	33 267	-17,8	-5,1
MITSUBISHI	2 296	3 315	27 094	34 492	-30,7	-21,4
MAZDA	2 675	2 525	23 451	26 718	5,9	-12,2
LEXUS	1 859	1 774	17 243	18 891	4,8	-8,7
HAVAL	1 362	1 272	14 121	8 886	7,1	58,9
DATSUN	698	1 866	13 566	19 559	-62,6	-30,6
AUDI	1 440	1 667	13 324	13 696	-13,6	-2,7
GEELY	1 833	903	13 250	7 743	103,0	71,1
CHEVROLET	283	1 750	10 852	20 056	-83,8	-45,9
UAZ	793	1 044	10 192	10 784	-24,0	-5,5
CHERY	1 784	525	9 646	4 378	239,8	120,3
SUZUKI	766	881	7 368	6 359	-13,1	15,9
VOLVO	955	937	7 156	7 644	1,9	-6,4
LAND ROVER	609	760	5 858	7 599	-19,9	-22,9
SUBARU	617	738	5 661	6 501	-16,4	-12,9
PORSCHE	290	634	4 964	5 106	-54,3	-2,8
CHANGAN	432	231	3 866	1 126	87,0	243,3
MINI	243	235	2 115	2 175	3,4	-2,8
INFINITI	169	211	2 080	3 050	-19,9	-31,8
FAW	165	105	1 817	840	57,1	116,3
HONDA	72	186	1 527	2 002	-61,3	-23,7
JEEP	89	134	1 461	1 633	-33,6	-10,5
CADILLAC	86	85	1 249	863	1,2	44,7
RAVON	40	35	1 144	102	14,3	1021,6
JAGUAR	89	120	1 009	1 636	-25,8	-38,3
GENESIS	62	180	937	1 645	-65,6	-43,0
CITROEN	62	84	901	1 046	-26,2	-13,9
PEUGEOT	73	126	872	1 413	-42,1	-38,3
LIFAN	92	102	764	2 291	-9,8	-66,7
FORD	5	376	433	18 629	-98,7	-97,7
FIAT	44	53	407	365	-17,0	11,5
JAC	49	68	399	568	-27,9	-29,8
DONGFENG	27	41	357	825	-34,1	-56,7
BENTLEY	20	26	269	284	-23,1	-5,3
GAC	60	2	252	4	2900,0	6200,0
BRILLIANCE	32	25	180	212	28,0	-15,1

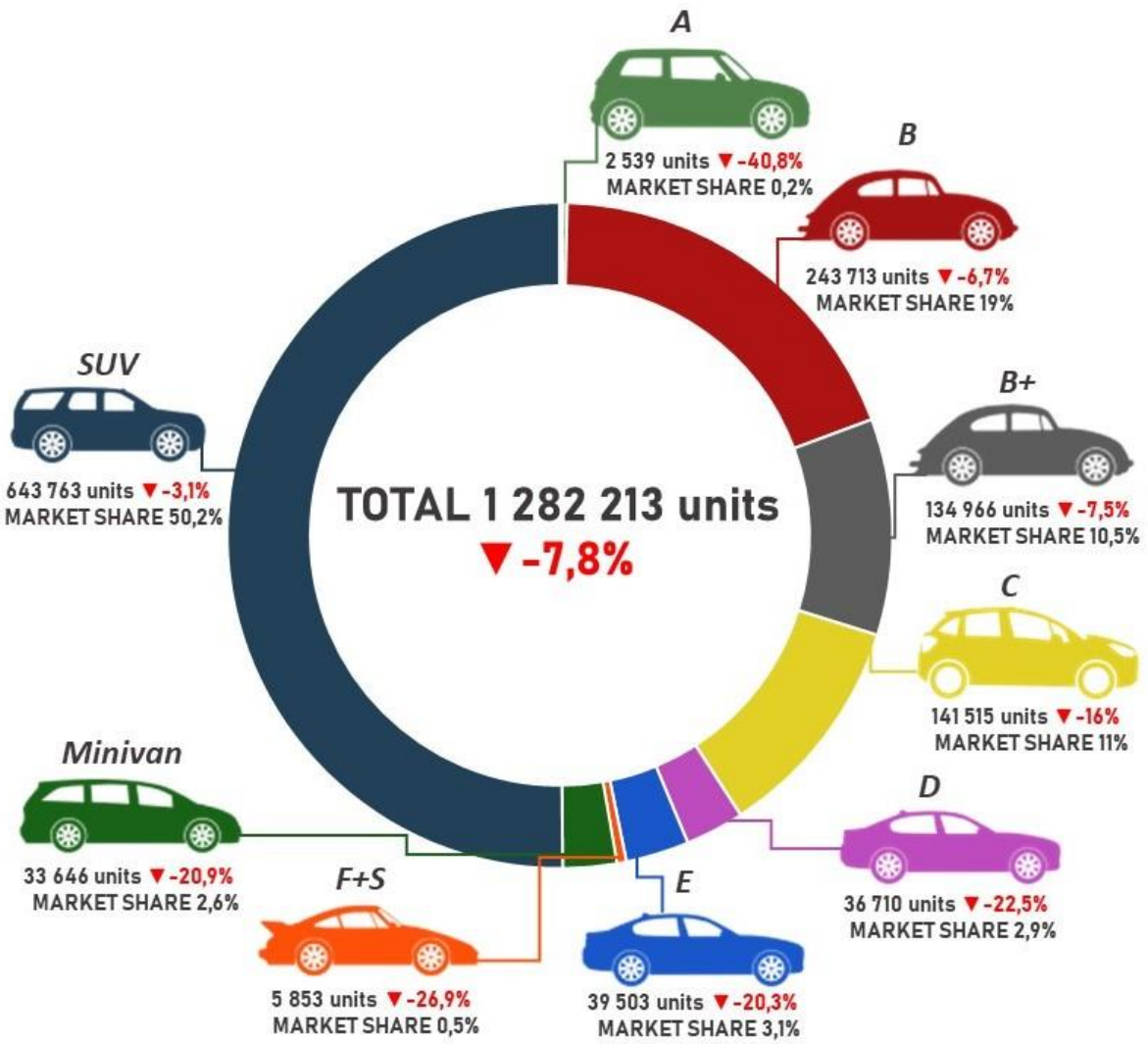
PASSENGER CARS

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
TESLA	19	10	176	68	90,0	158,8
ROLLS ROYCE	19	21	163	159	-9,5	2,5
ZOTYE	8	9	131	618	-11,1	-78,8
LAMBORGHINI	4	8	125	120	-50,0	4,2
OPEL	19	1	94	3	1800,0	3033,3
FOTON	18	4	82	57	350,0	43,9
DFSK	2	13	79	54	-84,6	46,3
MASERATI	0	12	47	123	-100,0	-61,8
SMART	2	38	41	816	-94,7	-95,0
DODGE	4	2	38	25	100,0	52,0
CHRYSLER	3	3	30	44	0,0	-31,8
FERRARI	1	1	27	30	0,0	-10,0
LINCOLN	1	1	15	6	0,0	150,0
DAIHATSU	2	5	12	15	-60,0	-20,0
ASTON MARTIN	0	0	9	9		0,0
GAZ	1	0	6	9		-33,3
AURUS	1	0	4	1		300,0
ALFA ROMEO	0	0	3	1		200,0
DW HOWER	0	1	3	57	-100,0	-94,7
ACURA	0	0	2	4		-50,0
GMC	0	1	2	1	-100,0	100,0
BAJAJ	0	0	1	0		
DAEWOO	0	2	1	6	-100,0	-83,3
MCLAREN	0	0	1	6		-83,3
SEAT	0	0	1	0		
WEY	0	0	1	0		
BAW	0	0	0	1		-100,0
BYD	0	0	0	1		-100,0
HAWTAI	0	3	0	54	-100,0	-100,0
SMA	0	0	0	2		-100,0
SSANGYONG	0	1	0	5	-100,0	-100,0
TAGAZ	0	0	0	1		-100,0
ZAZ	0	0	0	1		-100,0
TOTAL	**129 052**	**134 781**	**1 282 213**	**1 391 333**	**-4,3**	**-7,8**
TOTAL Russian brands	**31 450**	**28 375**	**287 016**	**316 336**	**10,8**	**-9,3**
TOTAL foreign brands	**97 602**	**106 406**	**995 197**	**1 074 997**	**-8,3**	**-7,4**

PASSENGER CARS

Sales of new passenger cars in Russia in November and 11 months 2020 by class

Class	November 2020	November 2019	11 months 2020	11 months 2019	Market share November 2020, %	Market share 11 months 2020, %	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
A	72	280	2 539	4 285	0,1	0,2	-74,3	-40,8
B	24 008	24 047	243 713	261 120	18,6	19,0	-0,2	-6,7
B+	14 895	13 786	134 966	145 849	11,5	10,5	8,0	-7,5
C	13 108	14 844	141 515	168 392	10,2	11,0	-11,7	-16,0
D	3 930	4 141	36 710	47 387	3,1	2,9	-5,1	-22,5
E	3 611	4 499	39 503	49 562	2,8	3,1	-19,7	-20,3
F+S	491	662	5 853	8 001	0,4	0,5	-25,8	-26,9
Minivan	3 219	3 744	33 646	42 558	2,5	2,6	-14,0	-20,9
SUV	65 718	68 778	643 763	664 168	50,9	50,2	-4,5	-3,1
НЕОПР.			5	11				-54,5
TOTAL	**129 052**	**134 781**	**1 282 213**	**1 391 333**	**100,0**	**100,0**	**-4,3**	**-7,8**



PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in November and 11 months 2020

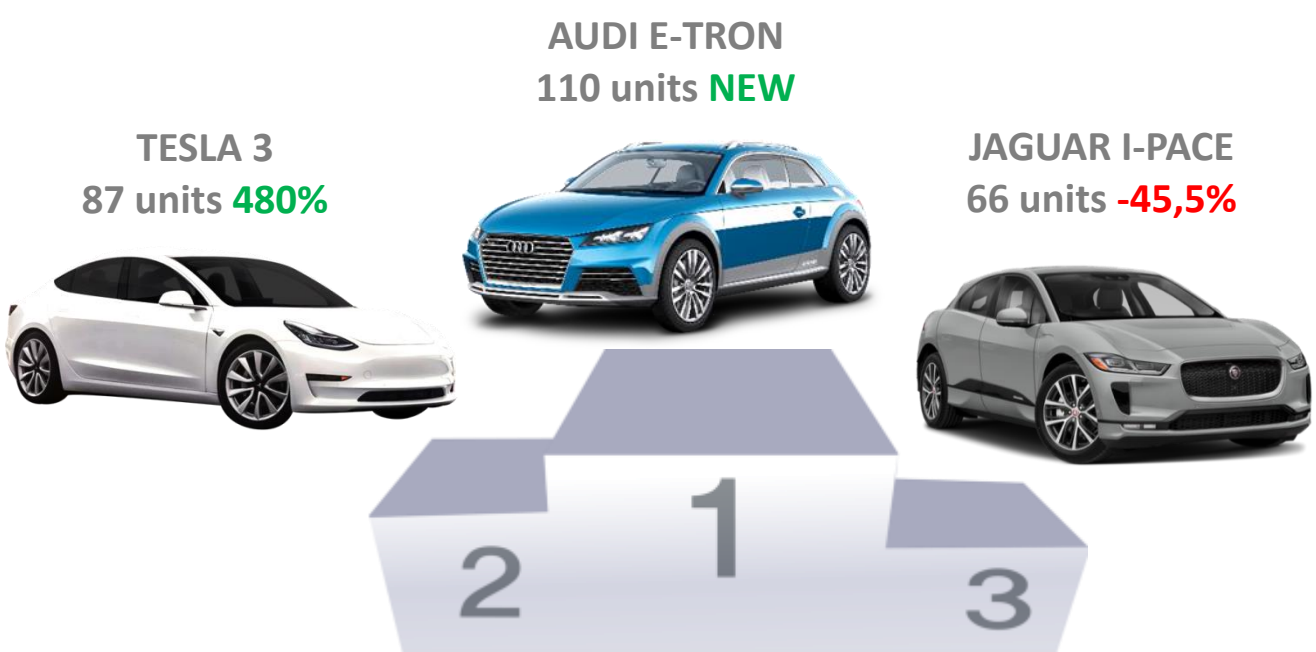
Rank	Model	Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
1	GRANTA*	LADA	11 372	10 679	106 429	114 907	6,5	-7,4
2	VESTA	LADA	10 134	8 167	91 255	96 037	24,1	-5,0
3	RIO	KIA	8 216	7 457	76 941	80 682	10,2	-4,6
4	CRETA	HYUNDAI	6 358	6 398	65 490	62 968	-0,6	4,0
5	POLO	VOLKSWAGEN	4 654	4 238	51 732	47 921	9,8	8,0
6	SOLARIS	HYUNDAI	4 277	4 314	43 487	51 800	-0,9	-16,0
7	LARGUS	LADA	3 090	3 509	31 924	40 799	-11,9	-21,8
8	RAV4	TOYOTA	3 100	2 451	31 895	25 323	26,5	26,0
9	RAPID	SKODA	3 646	3 203	30 499	29 349	13,8	3,9
10	TIGUAN	VOLKSWAGEN	2 856	4 095	29 811	32 210	-30,3	-7,4
11	LOGAN	RENAULT	3 358	3 107	28 304	30 940	8,1	-8,5
12	DUSTER	RENAULT	3 089	3 382	27 423	34 231	-8,7	-19,9
13	SPORTAGE	KIA	2 276	2 609	25 416	28 509	-12,8	-10,8
14	SANDERO	RENAULT	2 211	2 494	23 571	26 788	-11,3	-12,0
15	CAMRY	TOYOTA	1 943	2 254	22 293	28 428	-13,8	-21,6
16	QASHQAI	NISSAN	1 631	2 859	20 593	21 566	-43,0	-4,5
17	2121	LADA 4x4	2 333	2 093	19 507	21 861	11,5	-10,8
18	TUCSON	HYUNDAI	2 440	2 154	19 482	19 346	13,3	0,7
19	KODIAQ	SKODA	2 482	2 574	18 589	21 114	-3,6	-12,0
20	X-TRAIL	NISSAN	1 732	1 607	18 026	17 773	7,8	1,4
21	OUTLANDER	MITSUBISHI	1 907	1 961	17 762	21 213	-2,8	-16,3
22	CX-5	MAZDA	2 032	1 881	17 701	19 618	8,0	-9,8
23	KAPTUR	RENAULT	1 938	1 608	17 366	24 197	20,5	-28,2
24	XRAY	LADA	1 460	2 308	17 286	25 735	-36,7	-32,8
25	OCTAVIA	SKODA	581	2 319	17 069	19 673	-74,9	-13,2

*** GRANTA 2190+2191+2192+2194**

PASSENGER CARS

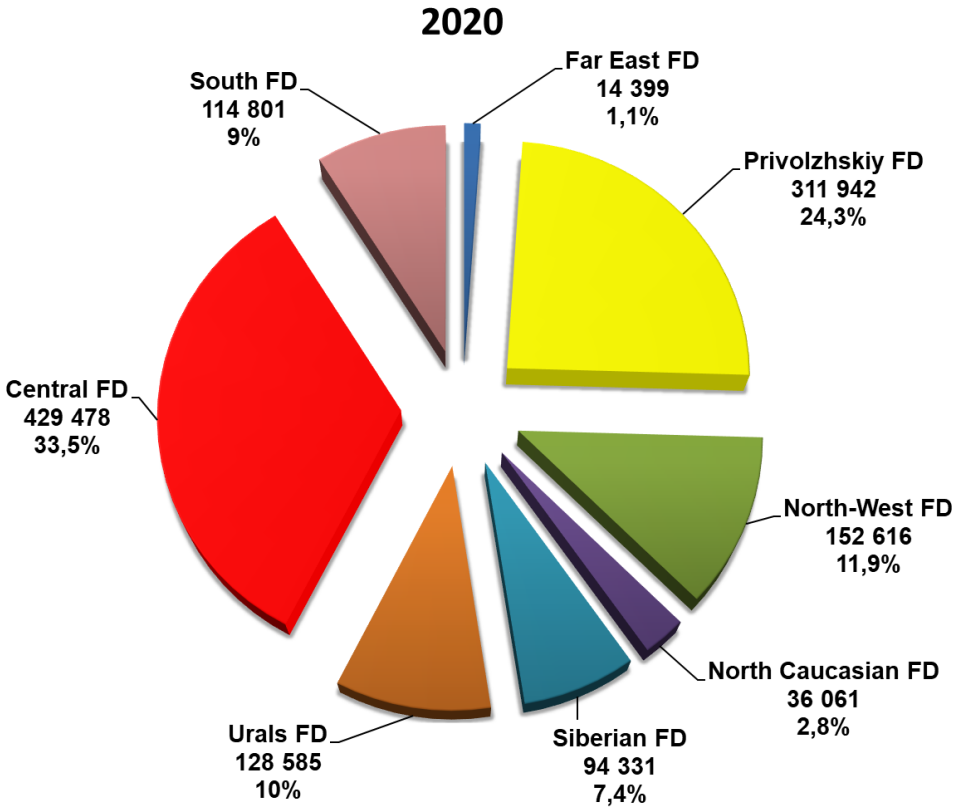
Sales of new electric cars in Russia in November and 11 months by brand

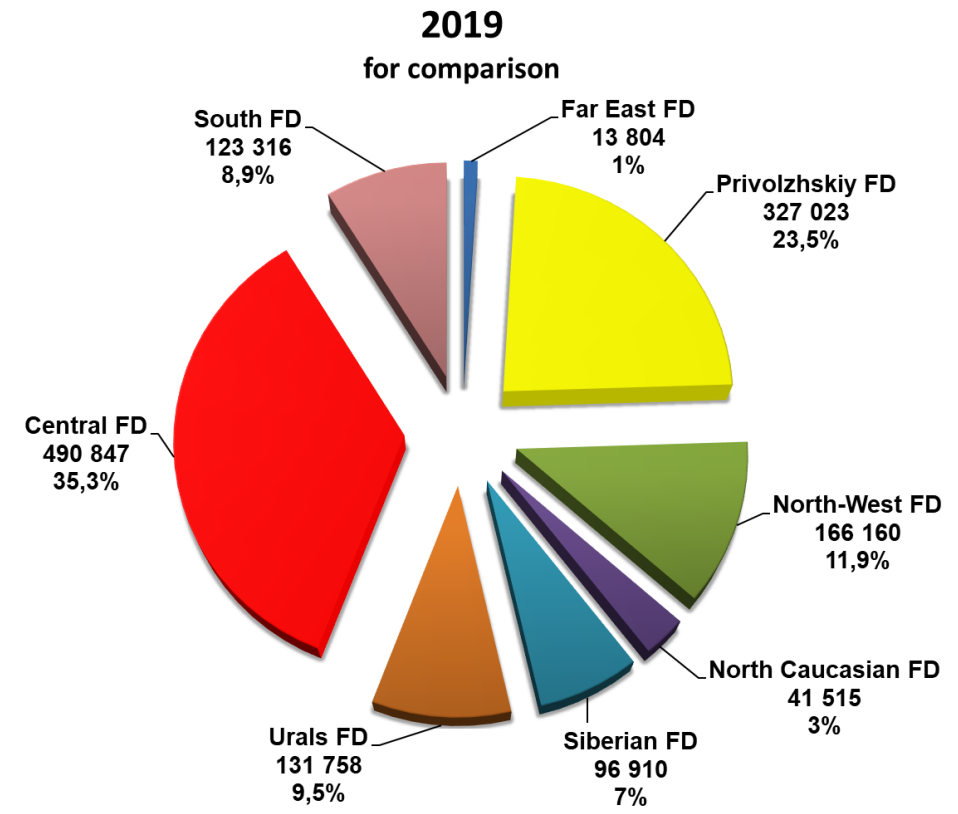
Brand / electric cars	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
AUDI	17	0	110	0		
E-TRON	17	0	110	0		
BMW	5	1	47	7	400,0	571,4
I3	5	1	47	7	400,0	571,4
HYUNDAI	0	2	4	2	-100,0	100,0
IONIQ	0	2	4	2	-100,0	100,0
JAC	5	0	7	0		
IEV7S	5	0	7	0		
JAGUAR	4	5	66	121	-20,0	-45,5
I-PACE	4	5	66	121	-20,0	-45,5
MERCEDES	0	0	2	0		
EQC	0	0	2	0		
NISSAN	5	3	33	55	66,7	-40,0
LEAF	5	3	33	55	66,7	-40,0
PEUGEOT	0	2	3	2	-100,0	50,0
ION	0	2	3	2	-100,0	50,0
PORSCHE	0	0	7	0		
TAYCAN	0	0	7	0		
RENAULT	0	0	3	5		-40,0
TWIZY	0	0	3	5		-40,0
TESLA	19	10	176	68	90,0	158,8
3	9	4	87	15	125,0	480,0
S	3	1	19	13	200,0	46,2
X	5	5	66	40	0,0	65,0
Y	2	0	4	0		
TOTAL	**55**	**23**	**458**	**260**	**139,1**	**76,2**
TOTAL Russian brands						
TOTAL foreign brands	**55**	**23**	**458**	**260**	**139,1**	**76,2**



PASSENGER CARS

Structure of new car sales in Russia in 11 months 2020 by Federal District





LIGHT COMMERCIAL VEHICLES

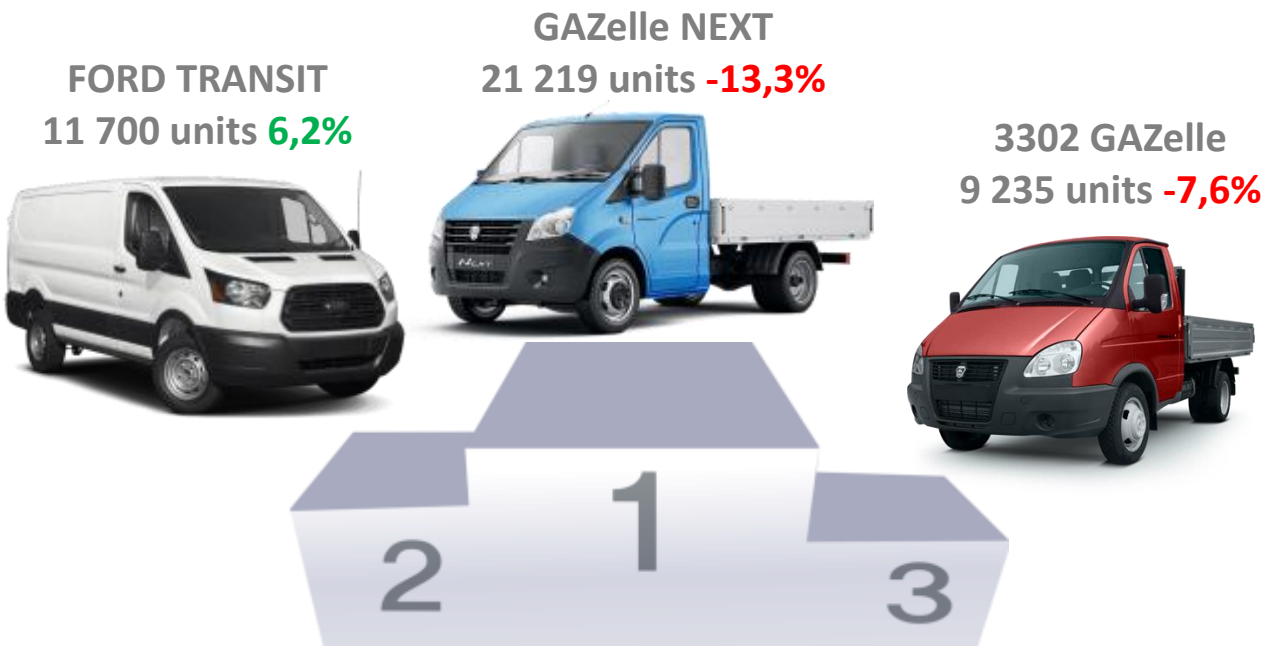
Sales of new light commercial vehicles in Russia
Including light trucks (N1 category) and minibuses (M2 category)
in November and 11 months 2020 by brand (without pickups)

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
GAZ	3 864	4 302	38 304	43 614	-10,2	-12,2
FORD	1 283	1 051	11 790	11 189	22,1	5,4
UAZ	978	1 281	10 232	13 501	-23,7	-24,2
LADA	1 171	376	8 988	4 536	211,4	98,1
VOLKSWAGEN	442	602	4 092	5 841	-26,6	-29,9
MERCEDES	325	259	2 728	2 958	25,5	-7,8
PEUGEOT	277	252	2 640	2 791	9,9	-5,4
CITROEN	245	142	2 588	1 704	72,5	51,9
HYUNDAI	95	189	1 835	1 911	-49,7	-4,0
RENAULT	34	221	728	2 156	-84,6	-66,2
FIAT	70	64	723	726	9,4	-0,4
IVECO	47	83	500	754	-43,4	-33,7
OPEL	48	0	331	1		33000,0
TOYOTA	24	27	259	57	-11,1	354,4
KIA	5	9	117	74	-44,4	58,1
MITSUBISHI	0	0	10	8		25,0
NISSAN	0	1	8	4	-100,0	100,0
DAIHATSU	0	0	5	10		-50,0
HONDA	0	0	1	1		0,0
ISUZU	1	0	1	0		
SUZUKI	0	1	1	5	-100,0	-80,0
YUEJIN	0	2	1	5	-100,0	-80,0
BAW	0	1	0	2	-100,0	-100,0
DONGFENG	0	0	0	2		-100,0
GMC	0	0	0	1		-100,0
JAC	0	2	0	12	-100,0	-100,0
MAZDA	0	0	0	2		-100,0
TAGAZ	0	0	0	3		-100,0
TOTAL	**8 909**	**8 865**	**85 882**	**91 868**	**0,5**	**-6,5**
TOTAL Russian brands	**6 013**	**5 959**	**57 524**	**61 654**	**0,9**	**-6,7**
TOTAL foreign brands	**2 896**	**2 906**	**28 358**	**30 214**	**-0,3**	**-6,1**

LIGHT COMMERCIAL VEHICLES

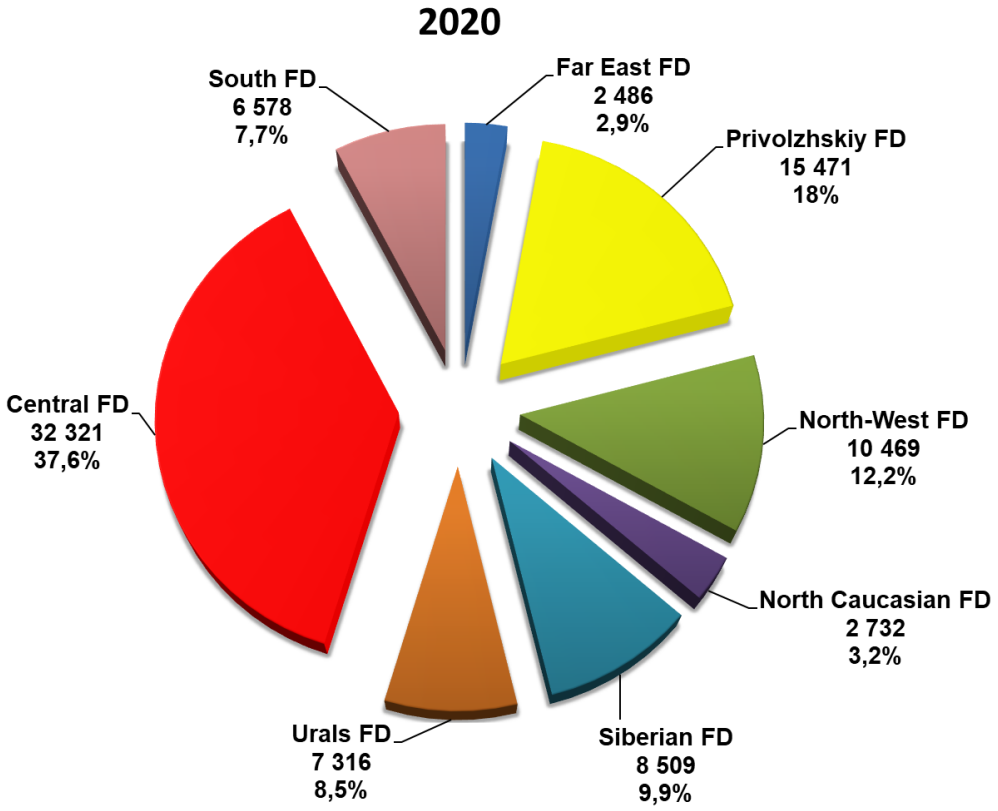
Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in November and 11 months 2020 (without pickups)

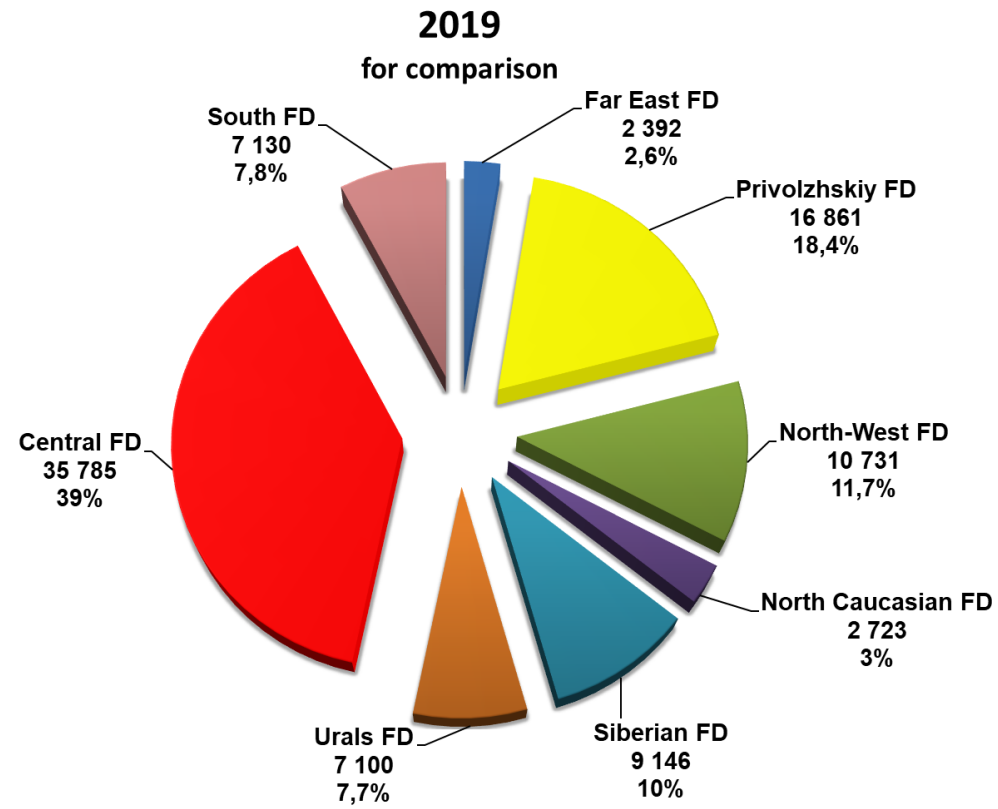
Rank	Model	Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
1	GAZelle NEXT	GAZ	2 114	2 585	21 219	24 471	-18,2	-13,3
2	TRANSIT	FORD	1 282	1 035	11 700	11 015	23,9	6,2
3	3302 GAZelle	GAZ	971	860	9 235	10 000	12,9	-7,6
4	LARGUS FURGON	LADA	1 171	376	8 988	4 536	211,4	98,1
5	3909	UAZ	556	763	6 001	6 841	-27,1	-12,3
6	2752 SOBOL	GAZ	392	336	3 191	2 951	16,7	8,1
7	2206	UAZ	119	162	1 569	1 846	-26,5	-15,0
8	CARAVELLE	VOLKSWAGEN	145	221	1 529	2 170	-34,4	-29,5
9	3221 GAZelle	GAZ	82	146	1 521	2 817	-43,8	-46,0
10	V-CLASS	MERCEDES	172	123	1 414	1 304	39,8	8,4
11	TRAVELLER	VOLKSWAGEN	132	97	1 374	1 256	36,1	9,4
12	H 1 H 100 STAREX	HYUNDAI	42	168	1 373	1 545	-75,0	-11,1
13	CADDY	VOLKSWAGEN	120	117	1 279	1 235	2,6	3,6
14	2705 GAZelle	GAZ	90	209	1 241	1 543	-56,9	-19,6
15	3741	UAZ	88	104	1 047	1 458	-15,4	-28,2
16	SPRINTER	MERCEDES	112	109	979	1 128	2,8	-13,2
17	2310 SOBOL	GAZ	104	92	955	682	13,0	40,0
18	2217 SOBOL	GAZ	111	74	942	1 150	50,0	-18,1
19	JUMPER	CITROEN	50	80	877	942	-37,5	-6,9
20	JUMPY	CITROEN	91	0	863	0		
21	SPACE TOURER	CITROEN	104	62	845	679	67,7	24,4
22	BOXER	PEUGEOT	94	74	740	810	27,0	-8,6
23	DUCATO	FIAT	70	64	722	726	9,4	-0,6
24	3303	UAZ	65	60	643	697	8,3	-7,7
25	CRAFTER	VOLKSWAGEN	61	78	595	595	-21,8	0,0



LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 11 months 2020 by Federal District





PICKUPS

Sales of new pickups in Russia in November and 11 months 2020 by brand

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
UAZ	390	481	4 447	4 612	-18,9	-3,6
TOYOTA	259	269	2 319	2 661	-3,7	-12,9
MITSUBISHI	52	190	1 589	1 663	-72,6	-4,4
LADA	143	129	1 478	1 612	10,9	-8,3
VOLKSWAGEN	72	60	805	578	20,0	39,3
ISUZU	49	25	435	239	96,0	82,0
MERCEDES	1	75	225	322	-98,7	-30,1
JAC	23	13	192	26	76,9	638,5
RAM	23	6	166	126	283,3	31,7
FIAT	0	22	80	165	-100,0	-51,5
FORD	7	3	78	50	133,3	56,0
GREAT WALL	30	0	34	0		
GONOW	0	1	7	21	-100,0	-66,7
GMC	2	0	4	1		300,0
CHEVROLET	1	0	3	0		
NISSAN	0	0	1	0		
SUBARU	0	0	1	1		0,0
FOTON	0	0	0	13		-100,0
TOTAL	**1 052**	**1 274**	**11 864**	**12 090**	**-17,4**	**-1,9**
TOTAL Russian brands	**533**	**610**	**5 925**	**6 224**	**-12,6**	**-4,8**
TOTAL foreign brands	**519**	**664**	**5 939**	**5 866**	**-21,8**	**1,2**

PICKUPS

Top 15 model ranking of new pickup sales in Russia in November and 11 months 2020

Rank	Model	Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
1	2363 PICKUP	UAZ	226	481	2 524	4 612	-53,0	-45,3
2	HILUX	TOYOTA	256	262	2 270	2 612	-2,3	-13,1
3	L 200	MITSUBISHI	52	190	1 589	1 663	-72,6	-4,4
4	PROFI	UAZ	164	0	1 510	0		
5	2349 WIS	LADA	137	104	1 386	1 289	31,7	7,5
6	AMAROK	VOLKSWAGEN	72	60	805	578	20,0	39,3
7	D-MAX	ISUZU	49	25	435	239	96,0	82,0
8	2363 PROFI	UAZ	0	0	282	0		
9	X-CLASS	MERCEDES	1	75	225	322	-98,7	-30,1
10	T6	JAC	23	12	192	23	91,7	734,8
11	PICKUP	RAM	23	6	166	126	283,3	31,7
12	2360 PROFI	UAZ	0	0	131	0		
13	FULLBACK	FIAT	0	22	80	165	-100,0	-51,5
14	F-SERIES	FORD	6	3	77	50	100,0	54,0
15	2346 WIS	LADA	4	24	70	301	-83,3	-76,7

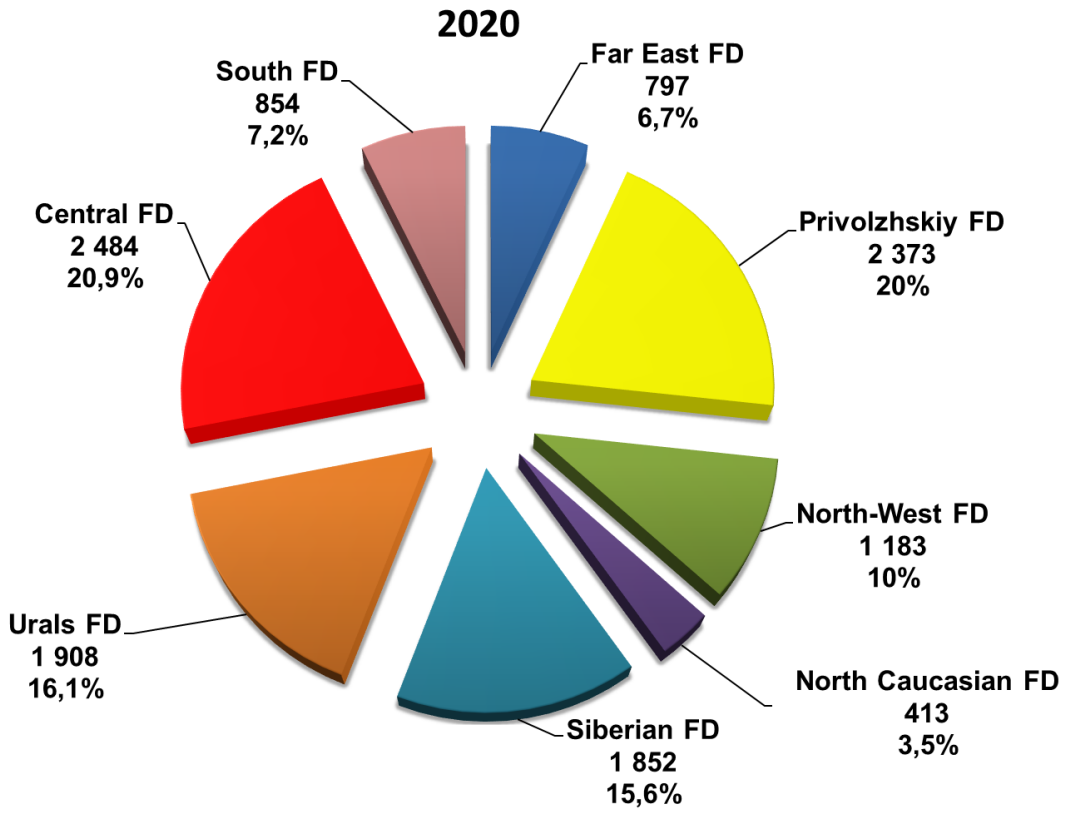
UAZ 2363 PICKUP
2 524 units -45,3%

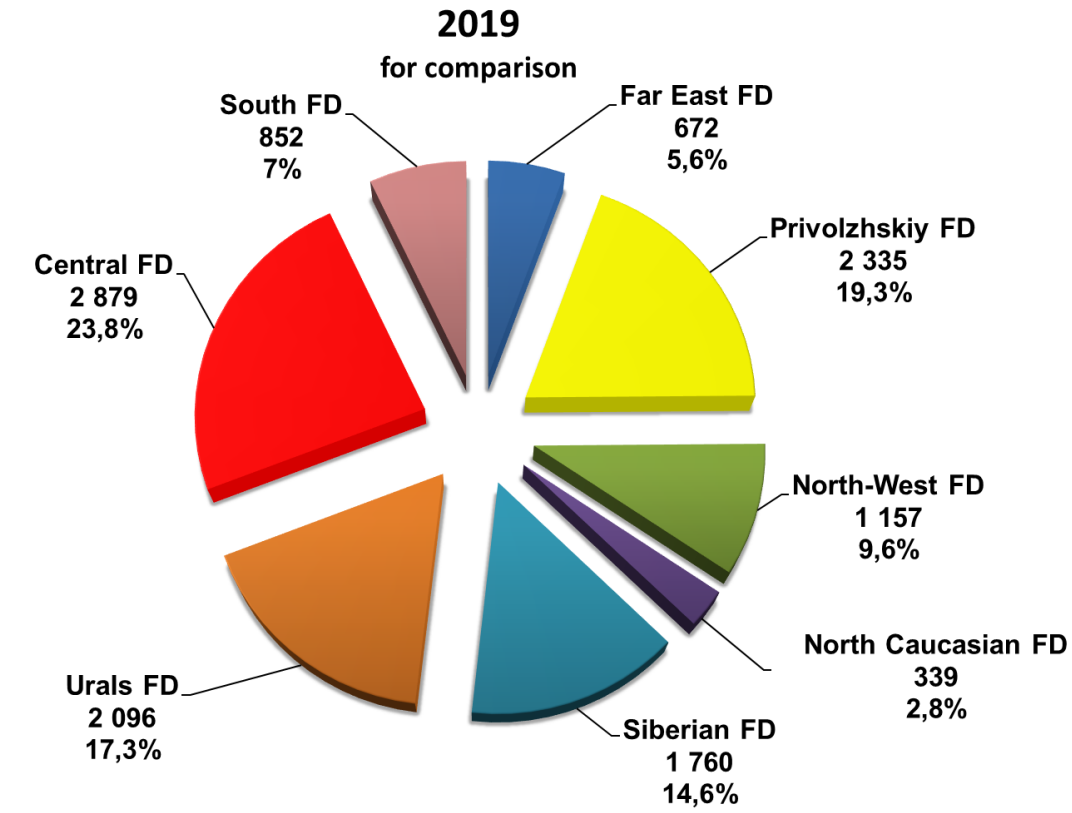
TOYOTA HILUX
2 270 units -13,1%

MITSUBISHI L 200
1 589 units -4,4%

PICKUPS

Structure of sales of new pickups in Russia in 11 months 2020 by Federal District





TRUCKS

Sales of new trucks in Russia in November and 11 months 2020 by brand, inclusive of special-purpose vehicles

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
KAMAZ	2 533	2 412	24 964	24 610	5,0	1,4
GAZ	606	844	7 107	8 536	-28,2	-16,7
SCANIA	676	554	4 239	4 339	22,0	-2,3
VOLVO	329	487	3 231	4 921	-32,4	-34,3
MAN	363	375	3 026	3 941	-3,2	-23,2
URAL	394	273	2 998	2 290	44,3	30,9
MERCEDES	287	392	2 908	3 531	-26,8	-17,6
MAZ	268	250	2 376	2 580	7,2	-7,9
ISUZU	130	293	2 339	2 762	-55,6	-15,3
DAF	109	270	1 462	2 149	-59,6	-32,0
SHAANXI	130	154	1 429	1 187	-15,6	20,4
HYUNDAI	146	149	1 348	1 370	-2,0	-1,6
HINO	68	101	889	1 046	-32,7	-15,0
MAZ MAN	82	68	728	805	20,6	-9,6
RENAULT	114	109	688	999	4,6	-31,1
JAC	94	36	630	450	161,1	40,0
FAW	47	38	610	333	23,7	83,2
FUSO	109	55	573	546	98,2	4,9
HOWO	26	20	392	412	30,0	-4,9
IVECO AMT	72	64	362	326	12,5	11,0
IVECO	40	64	334	784	-37,5	-57,4
FORD	15	19	278	181	-21,1	53,6
FOTON	11	17	188	211	-35,3	-10,9
XU GONG	9	6	109	76	50,0	43,4
DAEWOO	6	9	74	59	-33,3	25,4
NEFAZ	2	8	58	82	-75,0	-29,3
SANY	3	0	56	18		211,1
TATRA	9	5	43	38	80,0	13,2
ZOOMLION	2	8	37	32	-75,0	15,6
LIEBHERR	4	2	22	18	100,0	22,2
ZIL	3	11	20	75	-72,7	-73,3
DAYUN	1	0	6	5		20,0
TEREX-DEMAG	1	1	4	6	0,0	-33,3
C&C	0	0	3	8		-62,5
GROVE	0	0	2	4		-50,0
NISSAN	0	0	2	3		-33,3
TADANO	0	0	2	3		-33,3
YUEJIN	0	0	2	0		
AMUR	0	0	1	1		0,0
DONGFENG	1	1	1	15	0,0	-93,3

TRUCKS

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
KRAZ	0	1	1	3	-100,0	-66,7
MZKT	0	0	1	2		-50,0
TONAR	0	0	1	19		-94,7
SILANT	0	1	0	1	-100,0	-100,0
TATA	0	0	0	2		-100,0
TOTAL	**6 690**	**7 097**	**63 544**	**68 779**	**-5,7**	**-7,6**
TOTAL Russian brands	**3 538**	**3 548**	**35 148**	**35 594**	**-0,3**	**-1,3**
TOTAL foreign brands	**3 152**	**3 549**	**28 396**	**33 185**	**-11,2**	**-14,4**

Sales of new trucks in Russia in November and 11 months 2020 by type

Type	November 2020	November 2019	11 months 2020	11 months 2019	Market share November 2020, %	Market share November 2019, %	Market share 11 months 2020, %	Market share 11 months 2019, %
Truck-tractor	2 180	2 455	17 712	24 007	32,6	34,6	27,9	34,9
Other special equipment	2 143	872	16 830	7 848	32,0	12,3	26,5	11,4
Dump truck	738	1 157	10 452	12 393	11,0	16,3	16,5	18,0
Other truck types	528	799	5 308	6 592	7,9	11,3	8,4	9,6
Drop-side flat bed	466	617	4 851	5 937	7,0	8,7	7,6	8,6
Van	297	443	3 202	4 518	4,4	6,2	5,0	6,6
Tanker	74	260	1 445	2 469	1,1	3,7	2,3	3,6
Refrigerator	126	218	1 636	2 282	1,9	3,1	2,6	3,3
Autocrane	103	187	1 534	1 737	1,5	2,6	2,4	2,5
Mobile repair shop	18	49	244	448	0,3	0,7	0,4	0,7
Refueler	16	34	267	492	0,2	0,5	0,4	0,7
Ambulance	0	5	25	18	0,0	0,1	0,0	0,0
Autoloader	0	0	23	31	0,0	0,0	0,0	0,1
Miscellaneous	1	1	15	7	0,0	0,0	0,0	0,0
TOTAL	**6 690**	**7 097**	**63 544**	**68 779**	**100,0**	**100,0**	**100,0**	**100,0**

TRUCKS

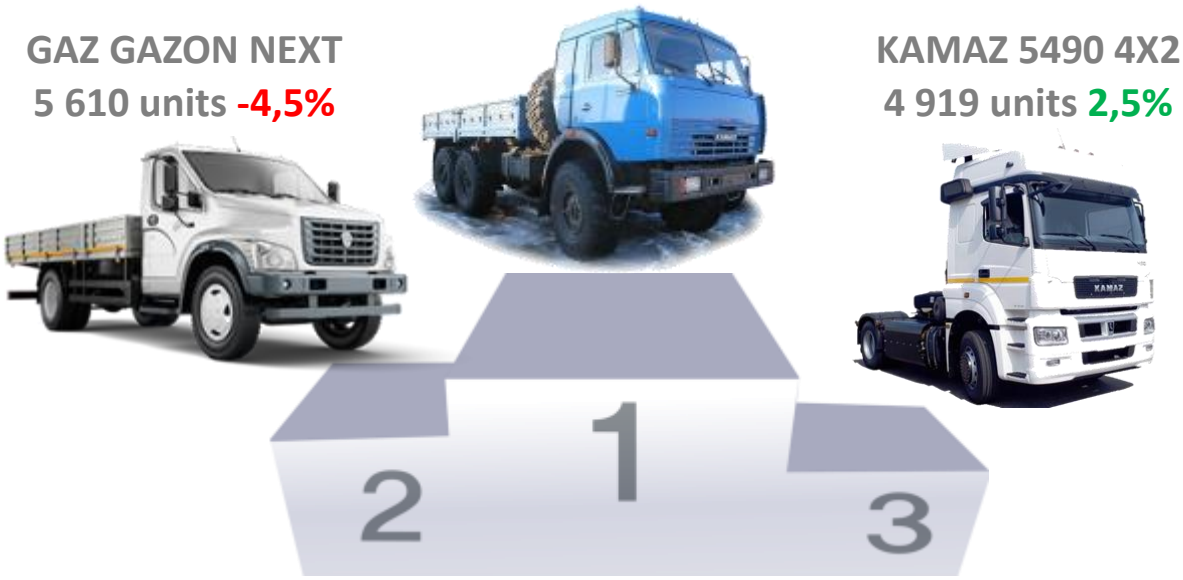
Top 25 model ranking of new truck sales in Russia in November and 11 months 2020

Rank	Model	Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
1	43118 6X6	KAMAZ	413	619	5 691	5 878	-33,3	-3,2
2	GAZON NEXT	GAZ	543	608	5 610	5 875	-10,7	-4,5
3	5490 4X2	KAMAZ	817	353	4 919	4 801	131,4	2,5
4	65115 6X4	KAMAZ	426	441	4 883	5 195	-3,4	-6,0
5	6520 6X4	KAMAZ	256	270	3 166	2 612	-5,2	21,2
6	ACTROS	MERCEDES	249	363	2 628	3 407	-31,4	-22,9
7	SERIES FH 4X2	VOLVO	202	211	1 719	2 582	-4,3	-33,4
8	SERIES R 4X2	SCANIA	380	326	1 682	1 374	16,6	22,4
9	4320 6X6	URAL	188	134	1 649	1 278	40,3	29,0
10	XF 105 FT 4X2	DAF	101	254	1 256	1 928	-60,2	-34,9
11	TGX 18.XXX 4X2	MAN	154	125	1 097	1 917	23,2	-42,8
12	43253 4X2	KAMAZ	91	97	1 039	1 097	-6,2	-5,3
13	MIGHTY	HYUNDAI	131	102	1 009	1 019	28,4	-1,0
14	NQR	ISUZU	57	64	853	970	-10,9	-12,1
15	5557 6X6	URAL	122	103	828	613	18,4	35,1
16	SX 325 6X4	SHAANXI	70	99	764	697	-29,3	9,6
17	NPR	ISUZU	32	100	760	887	-68,0	-14,3
18	53605 4X2	KAMAZ	48	161	756	961	-70,2	-21,3
19	6312 6X4	MAZ-MAN	73	68	679	748	7,4	-9,2
20	6580 6X4	KAMAZ	109	83	666	304	31,3	119,1
21	SX 331 8X4	SHAANXI	58	54	629	453	7,4	38,9
22	3308 SADKO	GAZ	38	64	623	643	-40,6	-3,1
23	SERIES G 4X2	SCANIA	61	38	618	809	60,5	-23,6
24	3307	GAZ	18	119	600	1 353	-84,9	-55,7
25	CANTER	FUSO	109	55	573	546	98,2	4,9

KAMAZ 43118 6X6
5 691 units -3,2%

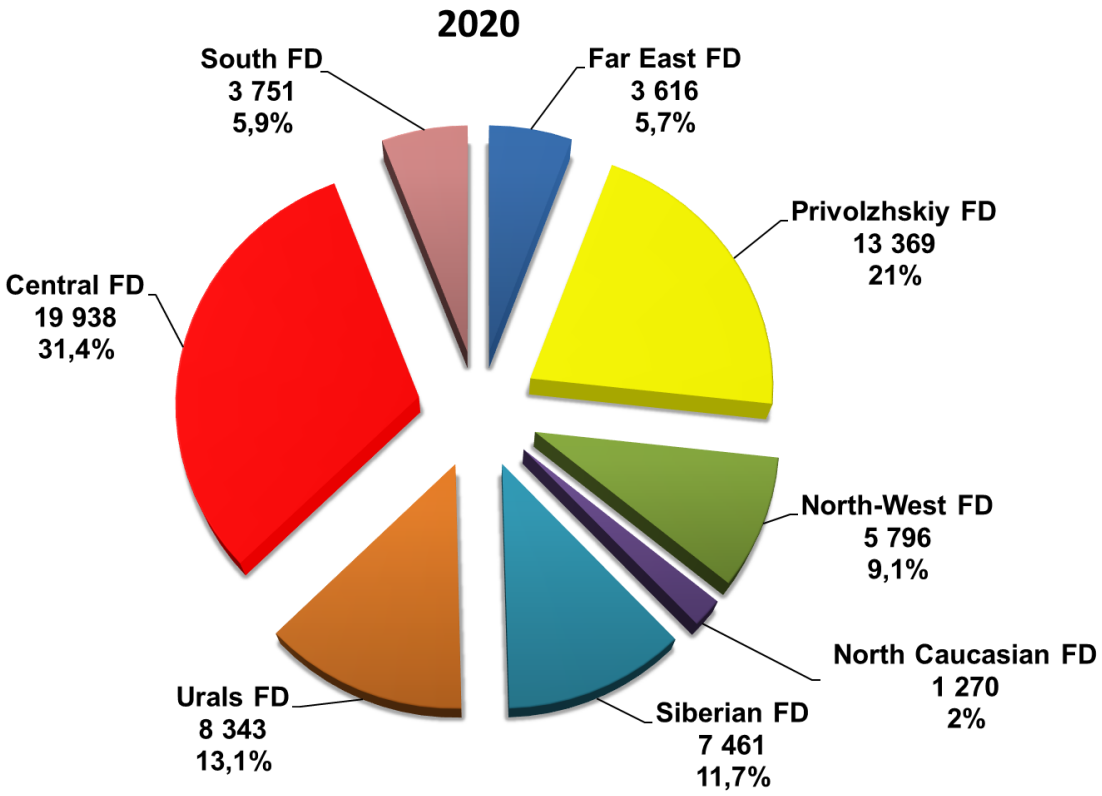
GAZ GAZON NEXT
5 610 units -4,5%

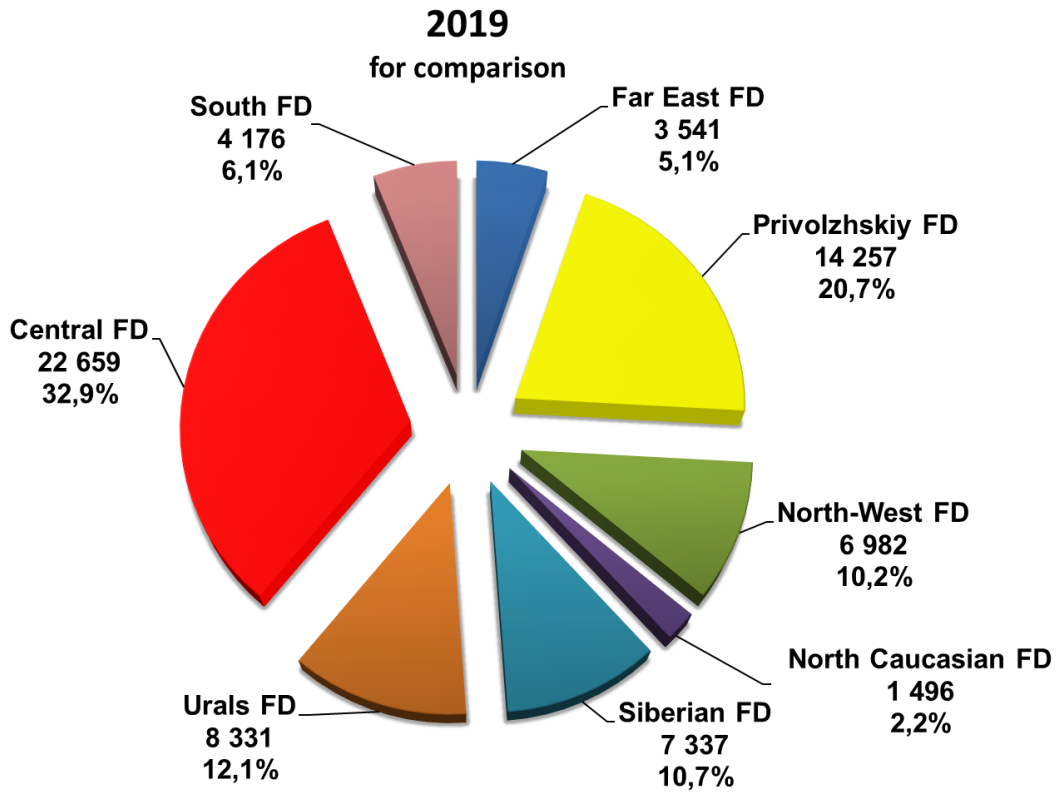
KAMAZ 5490 4X2
4 919 units 2,5%



TRUCKS

Structure of sales of new truck in Russia in 11 months 2020 by Federal District





BUSES

Sales of new buses in Russia in November and 11 months 2020 by brand

Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
PAZ	357	551	5 246	6 873	-35,2	-23,7
LIAZ	257	122	2 209	1 355	110,7	63,0
NEFAZ	215	210	1 638	1 312	2,4	24,8
MAZ	101	70	619	291	44,3	112,7
KAVZ	80	21	359	340	281,0	5,6
URAL	19	15	290	193	26,7	50,3
YUTONG	27	42	254	523	-35,7	-51,4
VOLZHANIN	74	21	226	381	252,4	-40,7
SIMAZ	9	5	142	130	80,0	9,2
MAN	0	6	125	26	-100,0	380,8
LOTOS	42	23	116	78	82,6	48,7
HIGER	31	36	111	218	-13,9	-49,1
GOLDEN DRAGON	1	8	65	56	-87,5	16,1
NEMAN	4	21	57	73	-81,0	-21,9
ZHONGTONG	1	13	44	133	-92,3	-66,9
KING LONG (KLM)	3	8	32	125	-62,5	-74,4
IRISBUS	0	2	25	22	-100,0	13,6
MERCEDES	0	7	9	14	-100,0	-35,7
ANKAI	1	0	8	0		
SCANIA	0	0	7	18		-61,1
HYUNDAI	0	0	5	25		-80,0
FLEETWOOD	1	0	2	0		
DAEWOO	0	0	1	0		
TOYOTA	0	0	1	0		
VANHOOL	0	0	1	0		
VITOVT	0	0	1	0		
ASIA	0	0	0	1		-100,0
HUAXIA	0	0	0	2		-100,0
KAMAZ	0	0	0	1		-100,0
SIRIUS	0	1	0	1	-100,0	-100,0
TOTAL	**1 223**	**1 182**	**11 593**	**12 191**	**3,5**	**-4,9**
TOTAL Russian brands	**1 053**	**968**	**10 226**	**10 663**	**8,8**	**-4,1**
TOTAL foreign brands	**170**	**214**	**1 367**	**1 528**	**-20,6**	**-10,5**

BUSES

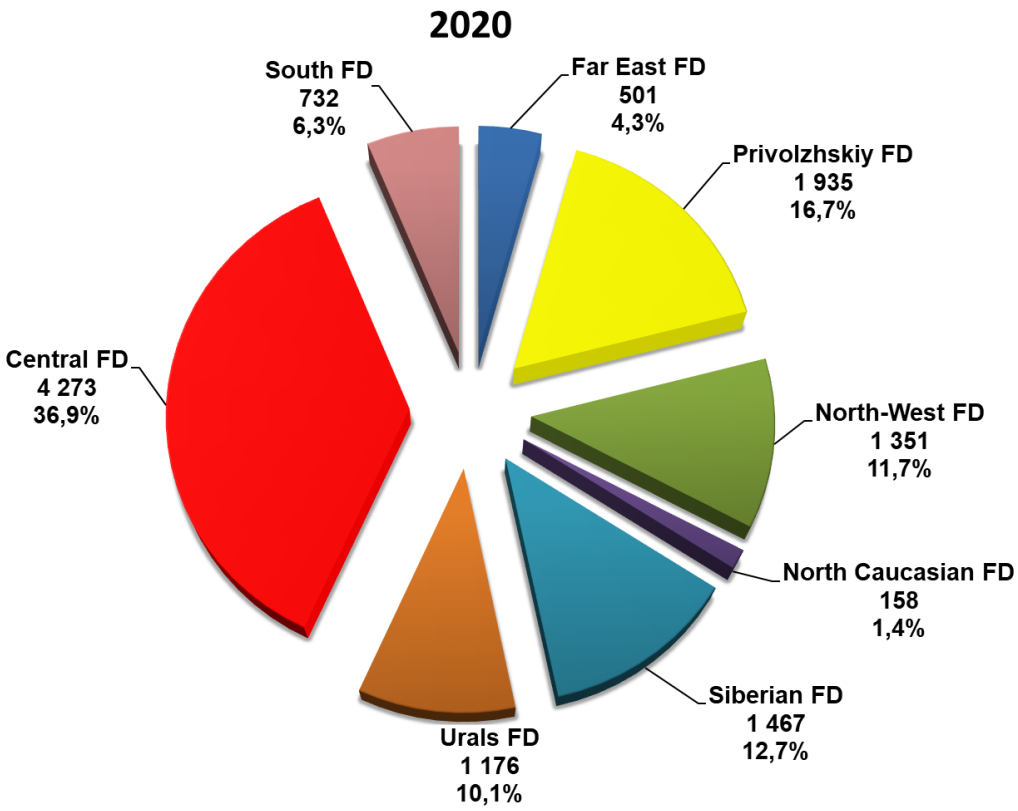
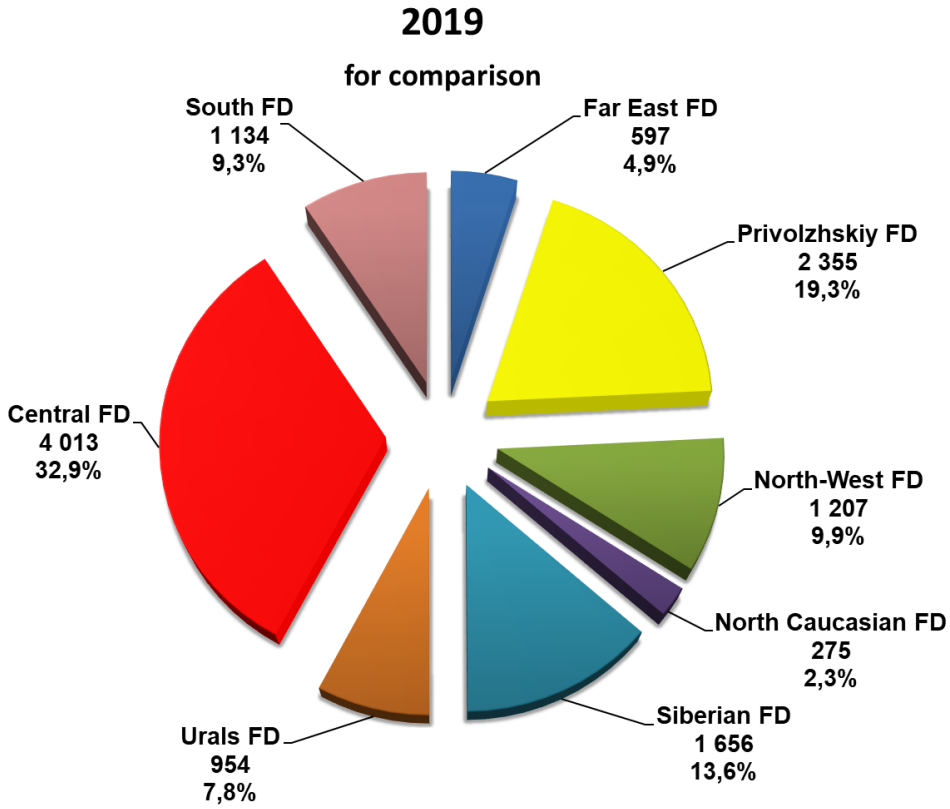
Top 25 model ranking of new bus sales in Russia in November and 11 months 2020

Rank	Model	Brand	November 2020	November 2019	11 months 2020	11 months 2019	Change November 2020 vs 2019, %	Change 11 months 2020 vs 2019, %
1	3205	PAZ	151	192	2 533	3 060	-21,4	-17,2
2	3204	PAZ	162	234	1 706	2 330	-30,8	-26,8
3	5292	LIAZ	177	18	1 558	581	883,3	168,2
4	5299, 5297 4X2	NEFAZ, KAMAZ	194	195	1 516	1 149	-0,5	31,9
5	4234	PAZ	39	98	796	1 016	-60,2	-21,7
6	4292	LIAZ	0	39	367	160	-100,0	129,4
7	3255 4320 6X6	URAL	19	15	290	193	26,7	50,3
8	203	MAZ	53	18	235	25	194,4	840,0
9	4238	KAVZ	24	19	230	240	26,3	-4,2
10	6213	LIAZ	70	1	194	459	6900,0	-57,7
11	52701	VOLZHANIN	73	8	150	315	812,5	-52,4
12	103	MAZ	45	14	148	113	221,4	31,0
13	2258	SIMAZ	9	5	142	130	80,0	9,2
14	6119	YUTONG	9	19	135	371	-52,6	-63,6
15	3206	PAZ	3	11	119	272	-72,7	-56,2
16	206 - 226	MAZ	2	35	111	135	-94,3	-17,8
17	LIONS COACH	MAN	0	0	109	15		626,7
18	21512169	MAZ	0	0	104	0		
19	4208, 4310 6X6	NEFAZ, KAMAZ	20	10	97	123	100,0	-21,1
20	3203	PAZ	2	16	91	194	-87,5	-53,1
21	4270	KAVZ	56	0	89	0		
22	KLQ-SERIES	HIGER	22	30	81	151	-26,7	-46,4
23	105	LOTOS	40	0	81	1		8000,0
24	5285 4X2	VOLZHANIN, SCANIA	0	0	71	33		115,2
25	4202	NEMAN	4	21	57	73	-81,0	-21,9

PAZ 3205
2 533 units -17,2%

PAZ 3204
1 706 units -26,8%

LIAZ 5292
1 558 units 168,2%

BUSES

Structure of new bus sales in Russia in 11 months 2020 by Federal District