PRESS-RELEASE

20 JANUARY 2021

AUTOMOBILE MARKET OF RUSSIA IN DECEMBER AND JANUARY-DECEMBER 2020

In December 2020, sales of new MOTOR VEHICLES in Russia, based on registration data, fell by 13.1% year-on-year to 176 067 vehicles. In the whole year 2020 the total sales were 1 631 163 vehicles*, down 8.3% year-on-year, of which:

- **Passenger cars – 151 743 units in December 2020, down 14.0% YOY; 1 433 956 units in January-December 2020, down 8.5% YOY. Among them electric vehicles – 175 units in December 2020, up 629.2% YOY; 633 units in January-December 2020, up 122,9% YOY.**
- **Light commercial vehicles including light trucks (N1 category, without pickups) and minibuses (M2 category) – 12 000 units in December 2020, down 2.9% YOY; 97 882 units in January-December 2020, down 6.1% YOY.**
- **Pickups – 1 439 units in December 2020, down 28.6% YOY; 13 303 units in January-December 2020, down 5.7% YOY.**
- **Trucks (except N1 category) including special-purpose vehicles – 9 139 units in December 2020, down 8.9% YOY; 72 683 units in January-December 2020, down 7.8% YOY.**
- **Buses (except M2 category) – 1 746 units in December 2020, down 1.5% YOY; 13 339 units in January-December 2020, down 4.5% 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 decline of 14% in December 2020. Car sales in 12 months of 2020 fell by 8.5%. In our press release of May 2020 we gave a forecast of down 10% to 15%, which is very close to the final annual result.

Sales in the segment of light commercial vehicles showed a decline of 2.9% in December and 6.1% for 12 months. Our forecast was on the level of down 7% to 8%, and we have almost hit the target. Sales of pickup trucks fell 28.6% in December and 5.7% in January-December.

The truck market also showed a drop of sales in December by 8.9%, with a total decline in 12 months by 7.8%. These results practically correspond to the forecast we gave in the springtime of 2020. The bus market showed a slight decline of sales in December by 1.5%, while it shrank 4.5% in January-December 2020.

By our forecast, the 1st quarter of 2021 will result with a drop of sales by 5% to 10% for passenger cars and by 7% for LCVs. The truck market will decrease by about 5%. A decline of the bus market, given the state support, will be limited by 3%. The 2021 annual results will show car sales decreased by 2% to 5%, and truck sales decreased by 5%. LCV sales will remain on the 2020 level, while bus sales will be down 3%.

We make a rather pessimistic forecast taking into consideration a decision on increase of metal prices by 20% in 2021 which may impact sales of motor vehicles. A low rate of manufacturing localization in Russia and growth of imported content in the vehicle will also negatively influence the market. Should these factors be excluded, the sales results might be better.

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 December and 12 months 2020 by brand

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
LADA	34 096	35 254	310 910	340 794	-3,3	-8,8
KIA	20 098	22 683	198 456	215 293	-11,4	-7,8
HYUNDAI	13 721	19 542	158 718	173 396	-29,8	-8,5
RENAULT	13 872	16 427	126 523	141 071	-15,6	-10,3
VOLKSWAGEN	10 301	12 182	99 208	102 170	-15,4	-2,9
SKODA	10 855	10 598	89 200	81 747	2,4	9,1
TOYOTA	9 059	11 639	84 666	96 934	-22,2	-12,7
NISSAN	5 582	8 149	56 380	66 349	-31,5	-15,0
BMW	4 861	4 560	42 151	39 928	6,6	5,6
MERCEDES	4 256	4 344	35 823	37 611	-2,0	-4,8
MITSUBISHI	2 476	4 121	29 570	38 613	-39,9	-23,4
MAZDA	3 185	3 511	26 636	30 229	-9,3	-11,9
LEXUS	2 449	2 611	19 692	21 502	-6,2	-8,4
HAVAL	2 237	1 883	16 358	10 769	18,8	51,9
AUDI	2 160	2 111	15 484	15 807	2,3	-2,0
GEELY	1 791	1 329	15 041	9 072	34,8	65,8
DATSUN	749	2 333	14 315	21 892	-67,9	-34,6
CHERY	2 436	696	12 082	5 074	250,0	138,1
CHEVROLET	396	2 574	11 248	22 630	-84,6	-50,3
UAZ	986	1 453	11 178	12 237	-32,1	-8,7
VOLVO	1 073	1 207	8 229	8 851	-11,1	-7,0
SUZUKI	678	1 252	8 046	7 611	-45,8	5,7
LAND ROVER	740	960	6 598	8 559	-22,9	-22,9
SUBARU	713	1 020	6 374	7 521	-30,1	-15,3
PORSCHE	557	637	5 521	5 743	-12,6	-3,9
CHANGAN	408	370	4 274	1 496	10,3	185,7
MINI	306	260	2 421	2 435	17,7	-0,6
INFINITI	275	285	2 355	3 335	-3,5	-29,4
FAW	172	128	1 989	968	34,4	105,5
HONDA	165	228	1 692	2 230	-27,6	-24,1
JEEP	75	212	1 536	1 845	-64,6	-16,7
CADILLAC	144	125	1 393	988	15,2	41,0
RAVON	42	82	1 186	184	-48,8	544,6
JAGUAR	110	136	1 119	1 772	-19,1	-36,9
GENESIS	84	324	1 021	1 969	-74,1	-48,1
CITROEN	92	164	993	1 210	-43,9	-17,9
PEUGEOT	56	186	928	1 599	-69,9	-42,0
LIFAN	75	79	839	2 370	-5,1	-64,6
JAC	60	96	459	664	-37,5	-30,9
FIAT	45	74	452	439	-39,2	3,0
FORD	19	287	452	18 916	-93,4	-97,6
DONGFENG	30	60	387	885	-50,0	-56,3
GAC	64	7	316	11	814,3	2772,7
BENTLEY	19	30	288	314	-36,7	-8,3
BRILLIANCE	39	18	219	230	116,7	-4,8

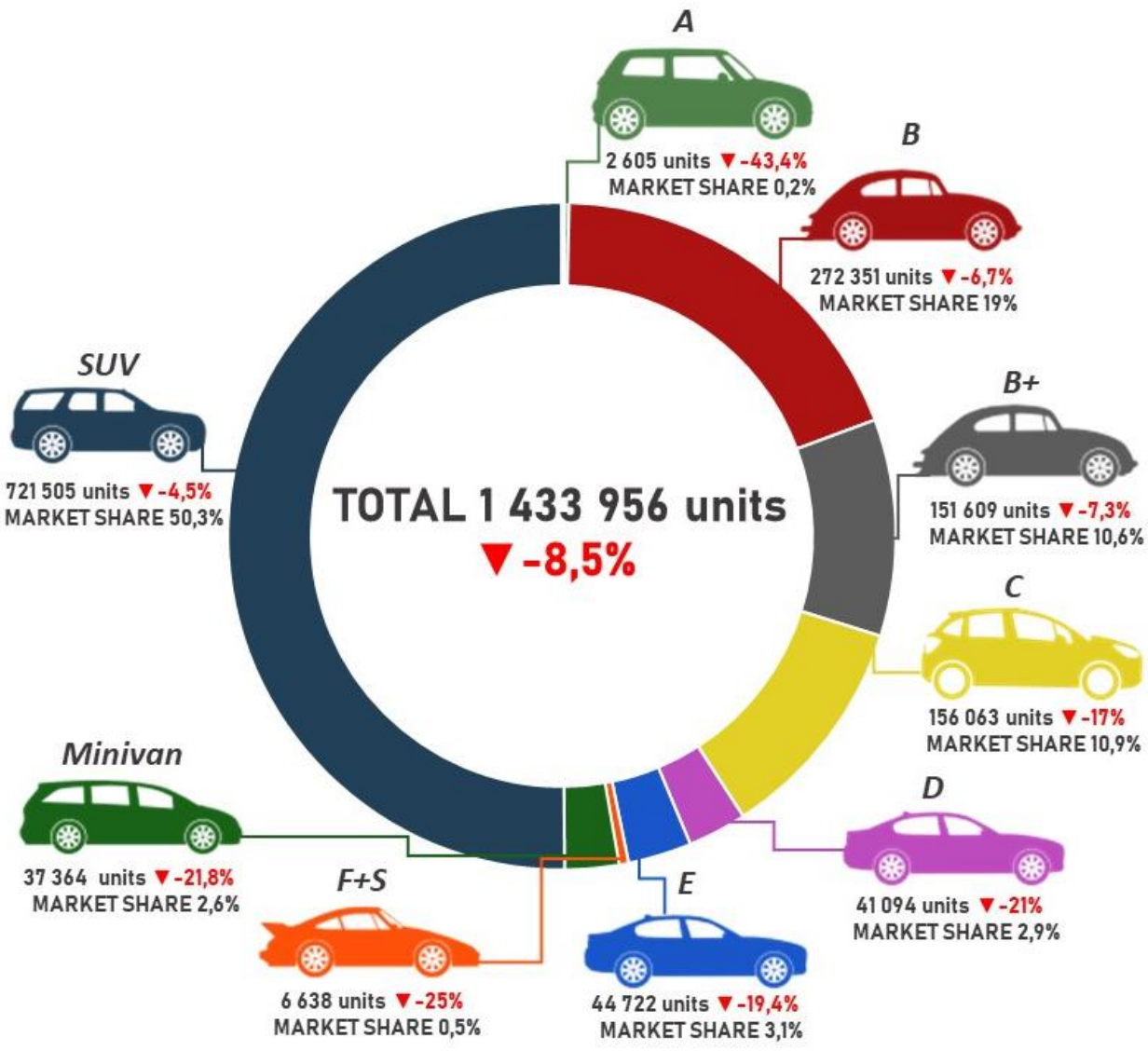
PASSENGER CARS

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
TESLA	32	12	208	80	166,7	160,0
ROLLS ROYCE	29	25	192	184	16,0	4,3
ZOTYE	6	15	137	633	-60,0	-78,4
LAMBORGHINI	3	17	128	137	-82,4	-6,6
FOTON	26	10	108	67	160,0	61,2
OPEL	13	0	107	3		3466,7
DFSK	0	19	79	73	-100,0	8,2
DODGE	10	6	48	31	66,7	54,8
MASERATI	0	13	47	136	-100,0	-65,4
SMART	0	46	41	862	-100,0	-95,2
CHRYSLER	8	1	38	45	700,0	-15,6
FERRARI	2	1	29	31	100,0	-6,5
LINCOLN	2	0	17	6		183,3
DAIHATSU	1	3	13	18	-66,7	-27,8
ASTON MARTIN	0	1	9	10	-100,0	-10,0
GAZ	0	1	6	10	-100,0	-40,0
AURUS	1	0	5	1		400,0
ACURA	1	0	3	4		-25,0
ALFA ROMEO	0	0	3	1		200,0
DW HOWER	0	2	3	59	-100,0	-94,9
GMC	1	0	3	1		200,0
BAJAJ	0	0	1	0		
DAEWOO	0	0	1	6		-83,3
MCLAREN	0	0	1	6		-83,3
SEAT	0	0	1	0		
WEY	0	0	1	0		
XIAOPENG	1	0	1	0		
BAW	0	0	0	1		-100,0
BUICK	0	1	0	1	-100,0	-100,0
BYD	0	0	0	1		-100,0
DACIA	0	1	0	1	-100,0	-100,0
HAWTAI	0	9	0	63	-100,0	-100,0
SMA	0	0	0	2		-100,0
SSANGYONG	0	0	0	5		-100,0
TAGAZ	0	0	0	1		-100,0
ZAZ	0	0	0	1		-100,0
TOTAL	**151 743**	**176 410**	**1 433 956**	**1 567 743**	**-14,0**	**-8,5**
TOTAL Russian brands	**35 083**	**36 708**	**322 099**	**353 044**	**-4,4**	**-8,8**
TOTAL foreign brands	**116 660**	**139 702**	**1 111 857**	**1 214 699**	**-16,5**	**-8,5**

PASSENGER CARS

Sales of new passenger cars in Russia in December and 12 months 2020 by class

Class	December 2020	December 2019	12 months 2020	12 months 2019	Market share December 2020, %	Market share 12 months 2020, %	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
A	66	316	2 605	4 601	0,0	0,2	-79,1	-43,4
B	28 638	30 878	272 351	291 998	18,9	19,0	-7,3	-6,7
B+	16 643	17 641	151 609	163 490	11,0	10,6	-5,7	-7,3
C	14 548	19 606	156 063	187 998	9,6	10,9	-25,8	-17,0
D	4 384	4 630	41 094	52 017	2,9	2,9	-5,3	-21,0
E	5 219	5 895	44 722	55 457	3,4	3,1	-11,5	-19,4
F+S	785	852	6 638	8 853	0,5	0,5	-7,9	-25,0
Minivan	3 718	5 192	37 364	47 750	2,5	2,6	-28,4	-21,8
SUV	77 742	91 400	721 505	755 568	51,2	50,3	-14,9	-4,5
НЕОПР.			5	11				-54,5
TOTAL	**151 743**	**176 410**	**1 433 956**	**1 567 743**	**100,0**	**100,0**	**-14,0**	**-8,5**



PASSENGER CARS

Top 25 model ranking of new passenger car sales in Russia in December and 12 months 2020

Rank	Model	Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
1	GRANTA*	LADA	12 556	13 715	118 985	128 622	-8,5%	-7,5%
2	VESTA	LADA	10 866	11 035	102 121	107 072	-1,5	-4,6
3	RIO	KIA	10 230	9 007	87 171	89 689	13,6	-2,8
4	CRETA	HYUNDAI	5 928	8 505	71 418	71 473	-30,3	-0,1
5	POLO	VOLKSWAGEN	5 794	6 088	57 526	54 009	-4,8	6,5
6	SOLARIS	HYUNDAI	4 672	5 749	48 159	57 549	-18,7	-16,3
7	LARGUS	LADA	3 564	4 957	35 488	45 756	-28,1	-22,4
8	RAV4	TOYOTA	3 556	4 638	35 451	29 961	-23,3	18,3
9	RAPID	SKODA	4 216	3 988	34 715	33 337	5,7	4,1
10	TIGUAN	VOLKSWAGEN	3 250	4 976	33 061	37 186	-34,7	-11,1
11	LOGAN	RENAULT	3 870	3 926	32 174	34 866	-1,4	-7,7
12	DUSTER	RENAULT	3 780	4 724	31 203	38 955	-20,0	-19,9
13	SPORTAGE	KIA	2 481	3 726	27 897	32 235	-33,4	-13,5
14	SANDERO	RENAULT	2 602	3 195	26 173	29 983	-18,6	-12,7
15	CAMRY	TOYOTA	2 740	3 096	25 033	31 524	-11,5	-20,6
16	QASHQAI	NISSAN	2 113	2 779	22 706	24 345	-24,0	-6,7
17	2121	LADA 4x4	2 218	2 297	21 725	24 158	-3,4	-10,1
18	KODIAQ	SKODA	3 107	3 406	21 696	24 520	-8,8	-11,5
19	TUCSON	HYUNDAI	2 194	2 599	21 676	21 945	-15,6	-1,2
20	CX-5	MAZDA	2 446	2 702	20 147	22 320	-9,5	-9,7
21	X-TRAIL	NISSAN	2 020	3 471	20 046	21 244	-41,8	-5,6
22	OUTLANDER	MITSUBISHI	1 887	2 533	19 649	23 746	-25,5	-17,3
23	KAPTUR	RENAULT	1 893	2 282	19 259	26 479	-17,0	-27,3
24	XRAY	LADA	1 907	2 551	19 193	28 286	-25,2	-32,1
25	OCTAVIA	SKODA	1 353	3 066	18 422	22 739	-55,9	-19,0

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

PASSENGER CARS

Sales of new electric cars in Russia in December and 12 months by brand

Brand / electric cars	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
AUDI	22	0	132	0		
E-TRON	22	0	132	0		
BMW	14	3	61	10	366,7	510
I3	14	3	61	10	366,7	510
HYUNDAI	0	0	4	2		100
IONIQ	0	0	4	2		100
JAC	0	0	7	0		
IEV7S	0	0	7	0		
JAGUAR	6	6	72	127	0	-43,3
I-PACE	6	6	72	127	0	-43,3
MERCEDES	1	0	3	0		
EQC	1	0	3	0		
NISSAN	13	3	46	58	333,3	-20,7
LEAF	13	3	46	58	333,3	-20,7
PEUGEOT	0	0	3	2		50
ION	0	0	3	2		50
PORSCHE	87	0	94	0		
TAYCAN	87	0	94	0		
RENAULT	0	0	3	5		-40
TWIZY	0	0	3	5		-40
TESLA	32	12	208	80	166,7	160
3	18	5	105	20	260	425
S	6	2	25	15	200	66,7
X	8	5	74	45	60	64,4
Y	0	0	4	0		
TOTAL	**175**	**24**	**633**	**284**	**629,2**	**122,9**
TOTAL Russian brands						
TOTAL foreign brands	**175**	**24**	**633**	**284**	**629,2**	**122,9**

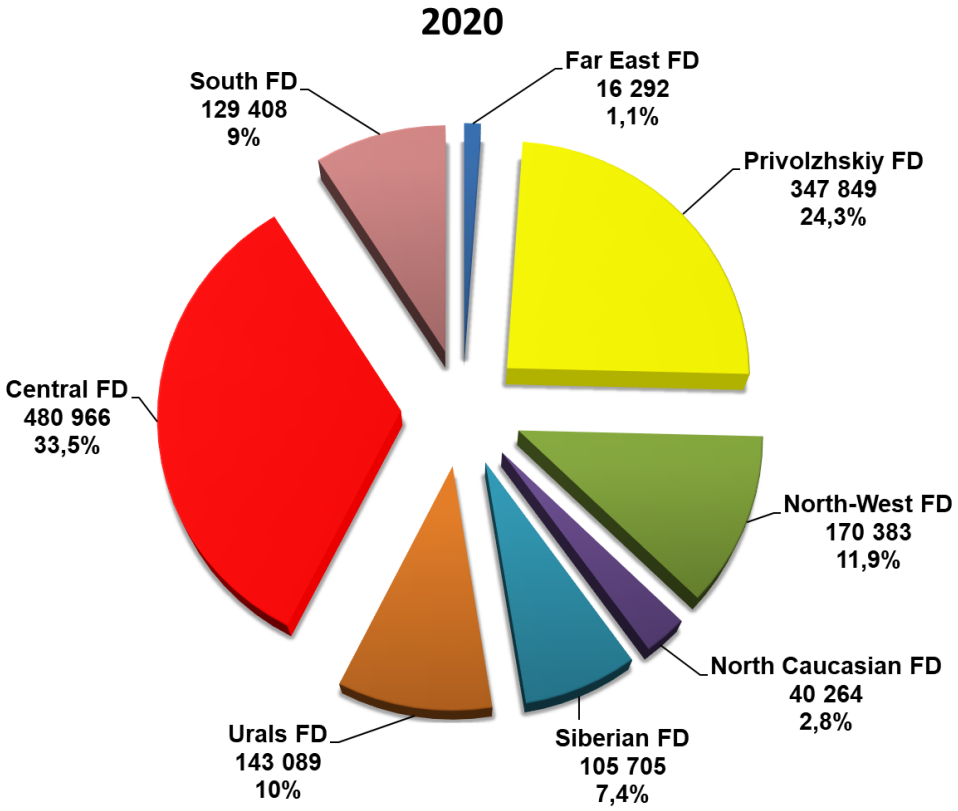
AUDI E-TRON
132 units NEW

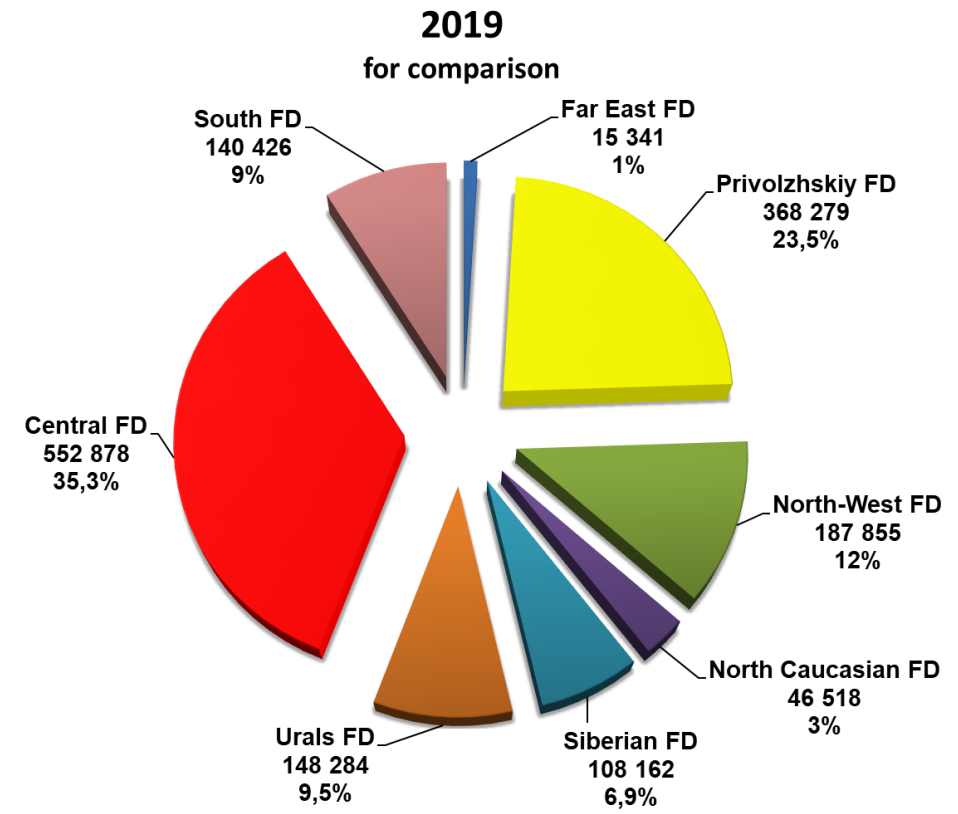
TESLA 3
105 units 425%

PORSCHE TAYCAN
94 units NEW

PASSENGER CARS

Structure of new car sales in Russia in 12 months 2020 by Federal District





LIGHT COMMERCIAL VEHICLES

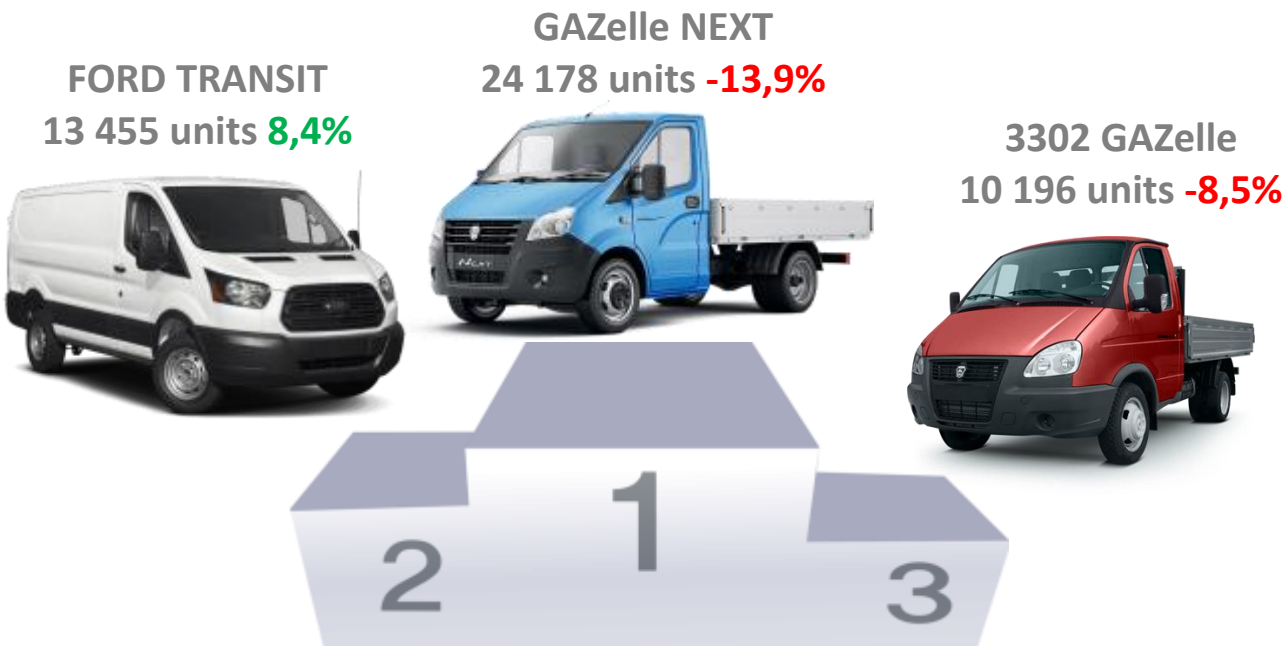
Sales of new light commercial vehicles in Russia
Including light trucks (N1 category) and minibuses (M2 category)
in December and 12 months 2020 by brand (without pickups)

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
GAZ	4 925	6 135	43 229	49 749	-19,7	-13,1
FORD	1 756	1 441	13 546	12 630	21,9	7,3
UAZ	1 631	1 730	11 863	15 231	-5,7	-22,1
LADA	1 072	417	10 060	4 953	157,1	103,1
VOLKSWAGEN	873	729	4 965	6 570	19,8	-24,4
MERCEDES	429	360	3 157	3 318	19,2	-4,9
PEUGEOT	452	102	3 092	2 893	343,1	6,9
CITROEN	398	680	2 986	2 384	-41,5	25,3
HYUNDAI	118	242	1 953	2 153	-51,2	-9,3
RENAULT	69	294	797	2 450	-76,5	-67,5
FIAT	66	94	789	820	-29,8	-3,8
IVECO	76	76	576	830	0,0	-30,6
OPEL	89	0	420	1		41900,0
TOYOTA	30	25	289	82	20,0	252,4
KIA	12	21	129	95	-42,9	35,8
MITSUBISHI	0	1	10	9	-100,0	11,1
NISSAN	1	1	9	5	0,0	80,0
DAIHATSU	0	1	5	11	-100,0	-54,5
MAN	2	0	2	0		
GMC	1	0	1	1		0,0
HONDA	0	0	1	1		0,0
ISUZU	0	5	1	5	-100,0	-80,0
SUZUKI	0	0	1	5		-80,0
YUEJIN	0	0	1	5		-80,0
BAW	0	0	0	2		-100,0
DONGFENG	0	0	0	2		-100,0
GOUPIL	0	1	0	1	-100,0	-100,0
JAC	0	1	0	13	-100,0	-100,0
MAZDA	0	0	0	2		-100,0
TAGAZ	0	0	0	3		-100,0
TOTAL	**12 000**	**12 356**	**97 882**	**104 224**	**-2,9**	**-6,1**
TOTAL Russian brands	**7 628**	**8 282**	**65 152**	**69 936**	**-7,9**	**-6,8**
TOTAL foreign brands	**4 372**	**4 074**	**32 730**	**34 288**	**7,3**	**-4,5**

LIGHT COMMERCIAL VEHICLES

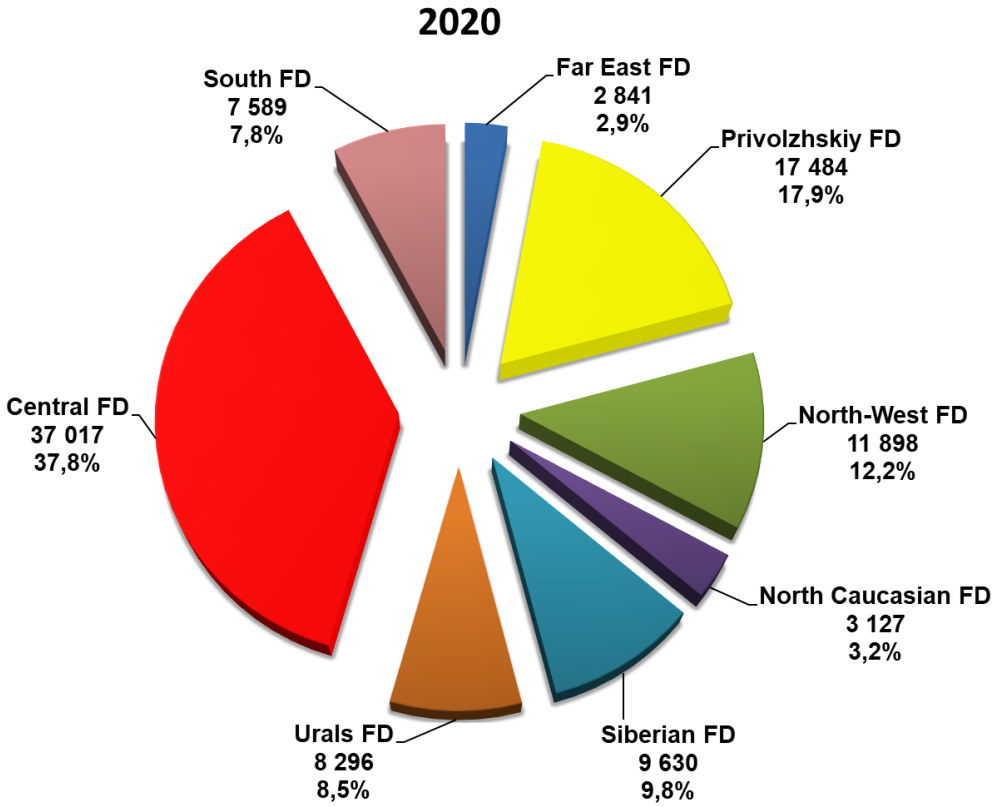
Top 25 model ranking of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia, in December and 12 months 2020 (without pickups)

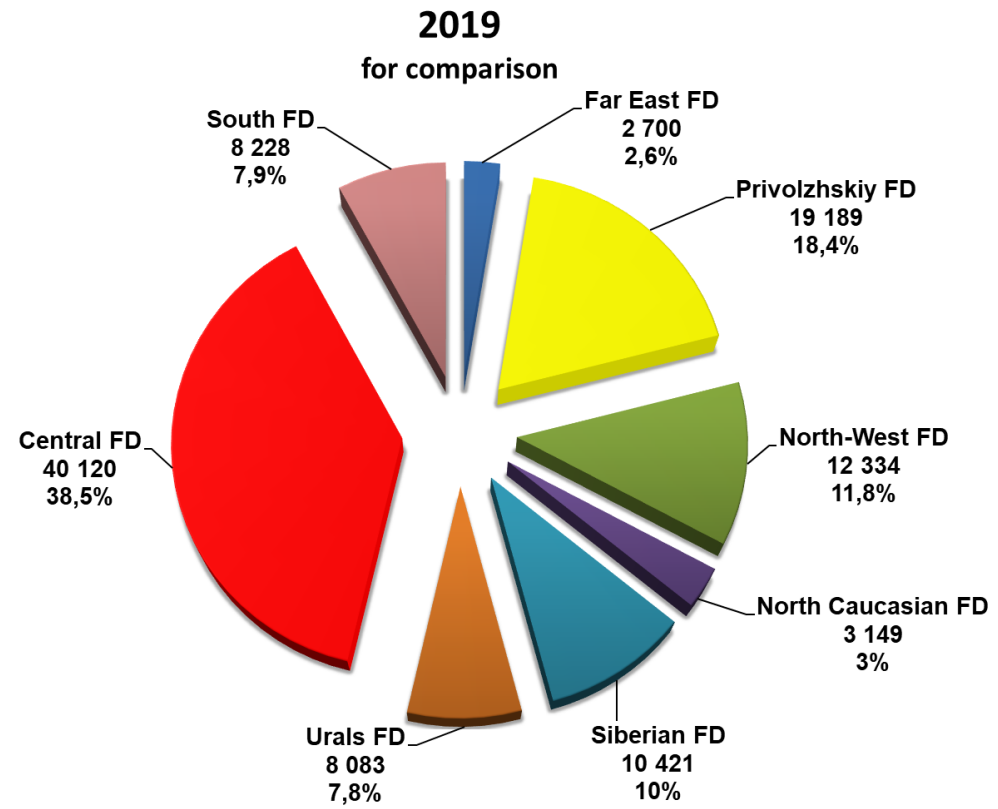
Rank	Model	Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
1	GAZelle NEXT	GAZ	2 959	3 621	24 178	28 092	-18,3	-13,9
2	TRANSIT	FORD	1 755	1 394	13 455	12 409	25,9	8,4
3	3302 GAZelle	GAZ	961	1 141	10 196	11 141	-15,8	-8,5
4	LARGUS FURGON	LADA	1 072	417	10 060	4 953	157,1	103,1
5	3909	UAZ	1 164	1 011	7 165	7 852	15,1	-8,7
6	2752 SOBOL	GAZ	402	394	3 593	3 345	2,0	7,4
7	CARAVELLE	VOLKSWAGEN	424	327	1 953	2 497	29,7	-21,8
8	2206	UAZ	174	172	1 743	2 018	1,2	-13,6
9	3221 GAZelle	GAZ	201	341	1 722	3 158	-41,1	-45,5
10	V-CLASS	MERCEDES	241	213	1 655	1 517	13,1	9,1
11	TRAVELLER	VOLKSWAGEN	218	0	1 592	1 256		26,8
12	H 1 H 100 STAREX	HYUNDAI	74	216	1 447	1 761	-65,7	-17,8
13	CADDY	VOLKSWAGEN	107	129	1 386	1 364	-17,1	1,6
14	2705 GAZelle	GAZ	108	233	1 349	1 776	-53,6	-24,0
15	3741	UAZ	101	143	1 148	1 601	-29,4	-28,3
16	SPRINTER	MERCEDES	138	106	1 117	1 234	30,2	-9,5
17	2310 SOBOL	GAZ	146	117	1 101	799	24,8	37,8
18	2217 SOBOL	GAZ	148	288	1 090	1 438	-48,6	-24,2
19	JUMPY	CITROEN	181	189	1 044	189	-4,2	452,4
20	SPACE TOURER	CITROEN	151	294	996	973	-48,6	2,4
21	JUMPER	CITROEN	66	194	943	1 136	-66,0	-17,0
22	BOXER	PEUGEOT	127	100	867	910	27,0	-4,7
23	DUCATO	FIAT	66	94	788	820	-29,8	-3,9
24	3303	UAZ	61	71	704	768	-14,1	-8,3
25	CRAFTER	VOLKSWAGEN	82	70	677	665	17,1	1,8



LIGHT COMMERCIAL VEHICLES

Structure of new LCV sales including light trucks (N1 category) and minibuses (M2 category) in Russia in 12 months 2020 by Federal District





PICKUPS

Sales of new pickups in Russia in December and 12 months 2020 by brand

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
UAZ	671	737	5 118	5 349	-9,0	-4,3
TOYOTA	263	448	2 582	3 109	-41,3	-17,0
LADA	206	217	1 684	1 829	-5,1	-7,9
MITSUBISHI	92	275	1 681	1 938	-66,5	-13,3
VOLKSWAGEN	40	83	845	661	-51,8	27,8
ISUZU	34	34	469	273	0,0	71,8
MERCEDES	1	137	226	459	-99,3	-50,8
JAC	31	15	223	41	106,7	443,9
RAM	27	18	193	144	50,0	34,0
FORD	16	7	94	57	128,6	64,9
GREAT WALL	54	0	88	0		
FIAT	1	41	81	206	-97,6	-60,7
GONOW	1	0	8	21		-61,9
GMC	2	0	6	1		500,0
CHEVROLET	0	1	3	1	-100,0	200,0
NISSAN	0	0	1	0		
SUBARU	0	0	1	1		0,0
FOTON	0	1	0	14	-100,0	-100,0
TOTAL	**1 439**	**2 014**	**13 303**	**14 104**	**-28,6**	**-5,7**
TOTAL Russian brands	**877**	**954**	**6 802**	**7 178**	**-8,1**	**-5,2**
TOTAL foreign brands	**562**	**1 060**	**6 501**	**6 926**	**-47,0**	**-6,1**

PICKUPS

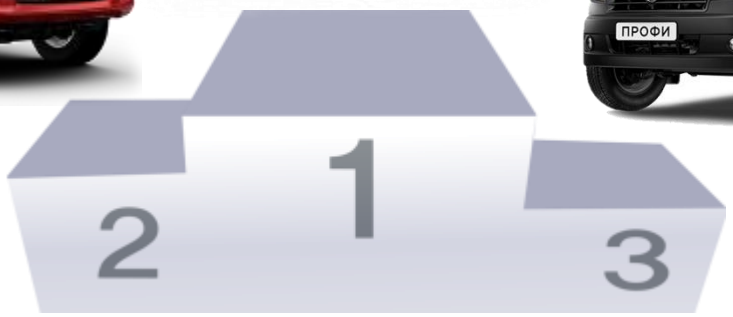
Top 15 model ranking of new pickup sales in Russia in December and 12 months 2020

Rank	Model	Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
1	2363 PICKUP	UAZ	406	737	2 930	5 349	-44,9	-45,2
2	HILUX	TOYOTA	255	441	2 525	3 053	-42,2	-17,3
3	PROFI	UAZ	265	0	1 775	0		
4	L 200	MITSUBISHI	92	275	1 681	1 938	-66,5	-13,3
5	2349 WIS	LADA	184	183	1 570	1 472	0,5	6,7
6	AMAROK	VOLKSWAGEN	40	83	845	661	-51,8	27,8
7	D-MAX	ISUZU	34	34	469	273	0,0	71,8
8	2363 PROFI	UAZ	0	0	282	0		
9	X-CLASS	MERCEDES	1	137	226	459	-99,3	-50,8
10	T6	JAC	31	15	223	38	106,7	486,8
11	PICKUP	RAM	27	18	193	144	50,0	34,0
12	2360 PROFI	UAZ	0	0	131	0		
13	F-SERIES	FORD	16	7	93	57	128,6	63,2
14	2346 WIS	LADA	18	30	88	331	-40,0	-73,4
15	WINGLE	GREAT WALL	54	0	87	0		

UAZ 2363 PICKUP
2 930 units -45,2%

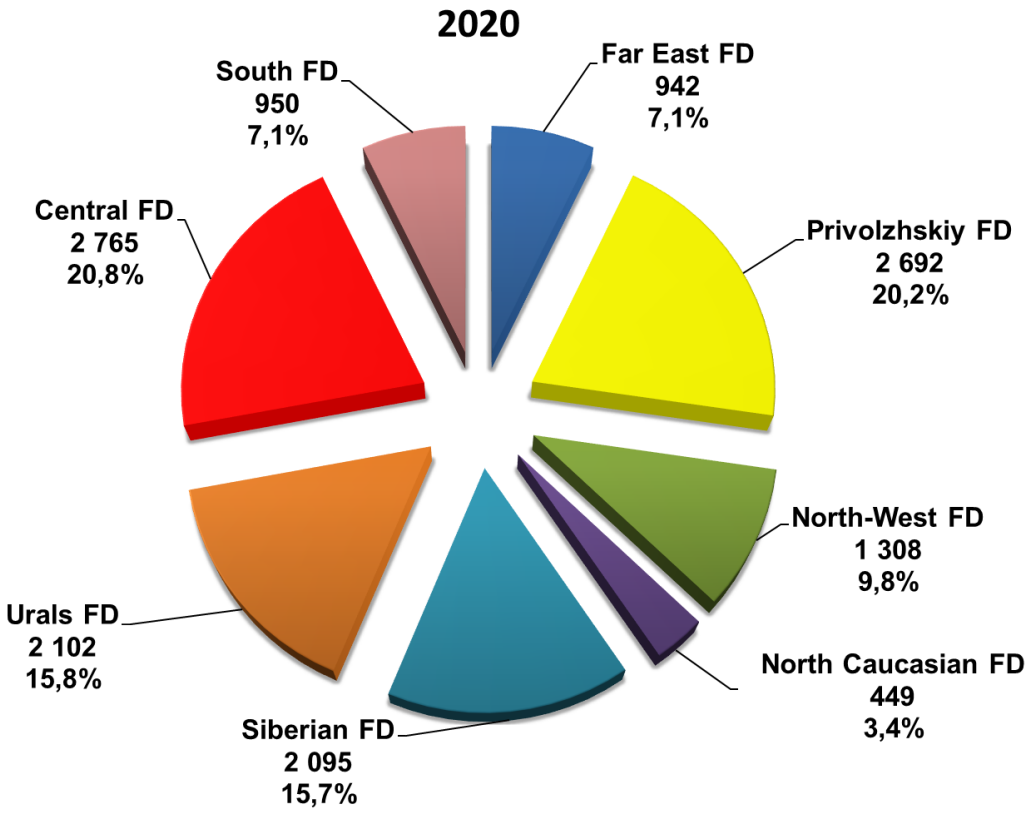
TOYOTA HILUX
2 525 units -17,3%

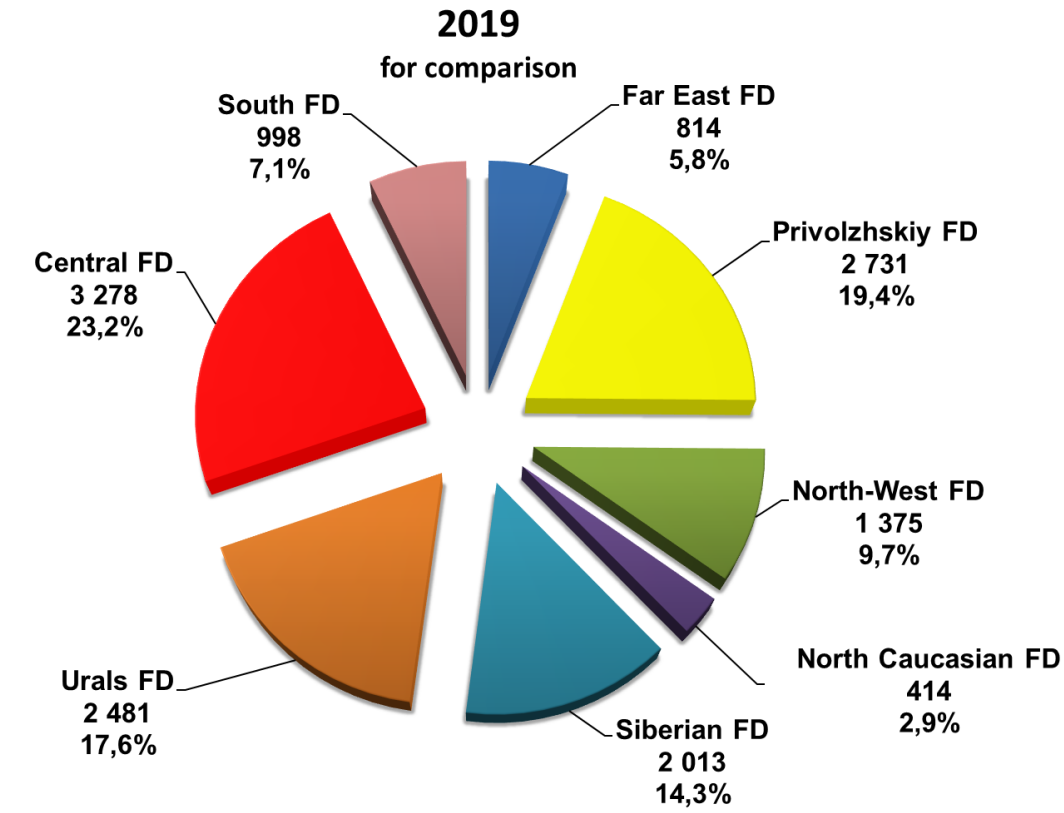
UAZ PROFI
1 775 units NEW



PICKUPS

Structure of sales of new pickups in Russia in 12 months 2020 by Federal District





TRUCKS

Sales of new trucks in Russia in December and 12 months 2020 by brand, inclusive of special-purpose vehicles

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
KAMAZ	3 243	3 277	28 207	27 887	-1,0	1,1
GAZ	888	1 191	7 995	9 727	-25,4	-17,8
SCANIA	592	1 133	4 831	5 472	-47,7	-11,7
VOLVO	491	644	3 722	5 565	-23,8	-33,1
MAN	579	556	3 605	4 497	4,1	-19,8
URAL	583	476	3 581	2 766	22,5	29,5
MERCEDES	461	499	3 369	4 030	-7,6	-16,4
MAZ	437	308	2 813	2 888	41,9	-2,6
ISUZU	220	375	2 559	3 137	-41,3	-18,4
SHAANXI	266	191	1 695	1 378	39,3	23,0
DAF	201	405	1 663	2 554	-50,4	-34,9
HYUNDAI	159	132	1 507	1 502	20,5	0,3
HINO	115	119	1 004	1 165	-3,4	-13,8
MAZ MAN	142	74	870	879	91,9	-1,0
RENAULT	108	183	796	1 182	-41,0	-32,7
JAC	114	41	744	491	178,0	51,5
FUSO	109	58	682	604	87,9	12,9
FAW	71	47	681	380	51,1	79,2
HOWO	73	51	465	463	43,1	0,4
IVECO AMT	80	64	442	390	25,0	13,3
IVECO	59	90	393	874	-34,4	-55,0
FORD	85	26	363	207	226,9	75,4
FOTON	15	11	203	222	36,4	-8,6
XU GONG	14	7	123	83	100,0	48,2
DAEWOO	10	6	84	65	66,7	29,2
SANY	7	3	63	21	133,3	200,0
NEFAZ	4	9	62	91	-55,6	-31,9
TATRA	1	10	44	48	-90,0	-8,3
ZOOMLION	2	3	39	35	-33,3	11,4
LIEBHERR	3	1	25	19	200,0	31,6
ZIL	3	1	23	76	200,0	-69,7
DAYUN	3	0	9	5		80,0
TEREX-DEMAG	0	2	4	8	-100,0	-50,0
C&C	0	0	3	8		-62,5
TADANO	1	0	3	3		0,0
GROVE	0	0	2	4		-50,0
NISSAN	0	0	2	3		-33,3
YUEJIN	0	0	2	0		
AMUR	0	0	1	1		0,0
DONGFENG	0	5	1	20	-100,0	-95,0

TRUCKS

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
KRAZ	0	0	1	3		-66,7
MZKT	0	0	1	2		-50,0
TONAR	0	0	1	19		-94,7
KOLUMAN	0	30	0	30	-100,0	-100,0
SILANT	0	0	0	1		-100,0
TATA	0	0	0	2		-100,0
TOTAL	**9 139**	**10 028**	**72 683**	**78 807**	**-8,9**	**-7,8**
TOTAL Russian brands	**4 717**	**4 945**	**39 807**	**40 457**	**-4,6**	**-1,6**
TOTAL foreign brands	**4 422**	**5 083**	**32 876**	**38 350**	**-13,0**	**-14,3**

Sales of new trucks in Russia in December and 12 months 2020 by type

Type	December 2020	December 2019	12 months 2020	12 months 2019	Market share December 2020, %	Market share December 2019, %	Market share 12 months 2020, %	Market share 12 months 2019, %
Other special equipment	3 524	1 604	20 354	9 452	38,6	16,0	28,0	12,0
Truck-tractor	2 314	3 523	20 026	27 530	25,3	35,1	27,6	34,9
Dump truck	1 001	1 519	11 453	13 912	11,0	15,2	15,8	17,7
Other truck types	920	1 069	6 228	7 661	10,1	10,7	8,6	9,7
Drop-side flat bed	692	730	5 543	6 667	7,6	7,3	7,6	8,5
Van	301	467	3 503	4 985	3,3	4,7	4,8	6,3
Refrigerator	126	335	1 762	2 617	1,4	3,3	2,4	3,3
Autocrane	108	297	1 642	2 034	1,2	3,0	2,3	2,6
Tanker	33	101	544	1 041	0,4	1,0	0,8	1,3
Refueler	18	46	285	538	0,2	0,5	0,4	0,7
Mobile repair shop	15	55	259	503	0,2	0,6	0,4	0,6
Autoloader	3	3	26	34	0,0	0,0	0,0	0,0
Ambulance	0	3	25	21	0,0	0,0	0,0	0,0
Miscellaneous	0	0	15	7	0,0	0,0	0,0	0,0
TOTAL	**9 139**	**10 028**	**72 683**	**78 807**	**100,0**	**100,0**	**100,0**	**100,0**

TRUCKS

Top 25 model ranking of new truck sales in Russia in December and 12 months 2020

Rank	Model	Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
1	43118 6X6	KAMAZ	781	926	6 472	6 804	-15,7	-4,9
2	GAZON NEXT	GAZ	774	690	6 384	6 565	12,2	-2,8
3	5490 4X2	KAMAZ	613	369	5 532	5 170	66,1	7,0
4	65115 6X4	KAMAZ	607	709	5 490	5 904	-14,4	-7,0
5	6520 6X4	KAMAZ	390	336	3 556	2 948	16,1	20,6
6	ACTROS	MERCEDES	390	481	3 018	3 888	-18,9	-22,4
7	SERIES FH 4X2	VOLVO	209	273	1 928	2 855	-23,4	-32,5
8	4320 6X6	URAL	265	278	1 914	1 556	-4,7	23,0
9	SERIES R 4X2	SCANIA	204	433	1 886	1 807	-52,9	4,4
10	TGX 18.XXX 4X2	MAN	302	222	1 399	2 139	36,0	-34,6
11	XF 105 FT 4X2	DAF	26	376	1 282	2 304	-93,1	-44,4
12	43253 4X2	KAMAZ	123	151	1 162	1 248	-18,5	-6,9
13	MIGHTY	HYUNDAI	145	74	1 154	1 093	95,9	5,6
14	5557 6X6	URAL	241	110	1 069	723	119,1	47,9
15	NQR	ISUZU	73	130	926	1 100	-43,8	-15,8
16	SX 325 6X4	SHAANXI	141	88	905	785	60,2	15,3
17	53605 4X2	KAMAZ	91	182	847	1 143	-50,0	-25,9
18	NPR	ISUZU	63	120	823	1 007	-47,5	-18,3
19	6312 6X4	MAZ-MAN	118	73	797	821	61,6	-2,9
20	6580 6X4	KAMAZ	85	28	751	332	203,6	126,2
21	SX 331 8X4	SHAANXI	121	95	750	548	27,4	36,9
22	SERIES G 4X2	SCANIA	109	229	727	1 038	-52,4	-30,0
23	3308 SADKO	GAZ	60	161	683	804	-62,7	-15,0
24	CANTER	FUSO	109	58	682	604	87,9	12,9
25	6501 6X4	MAZ	140	32	677	388	337,5	74,5

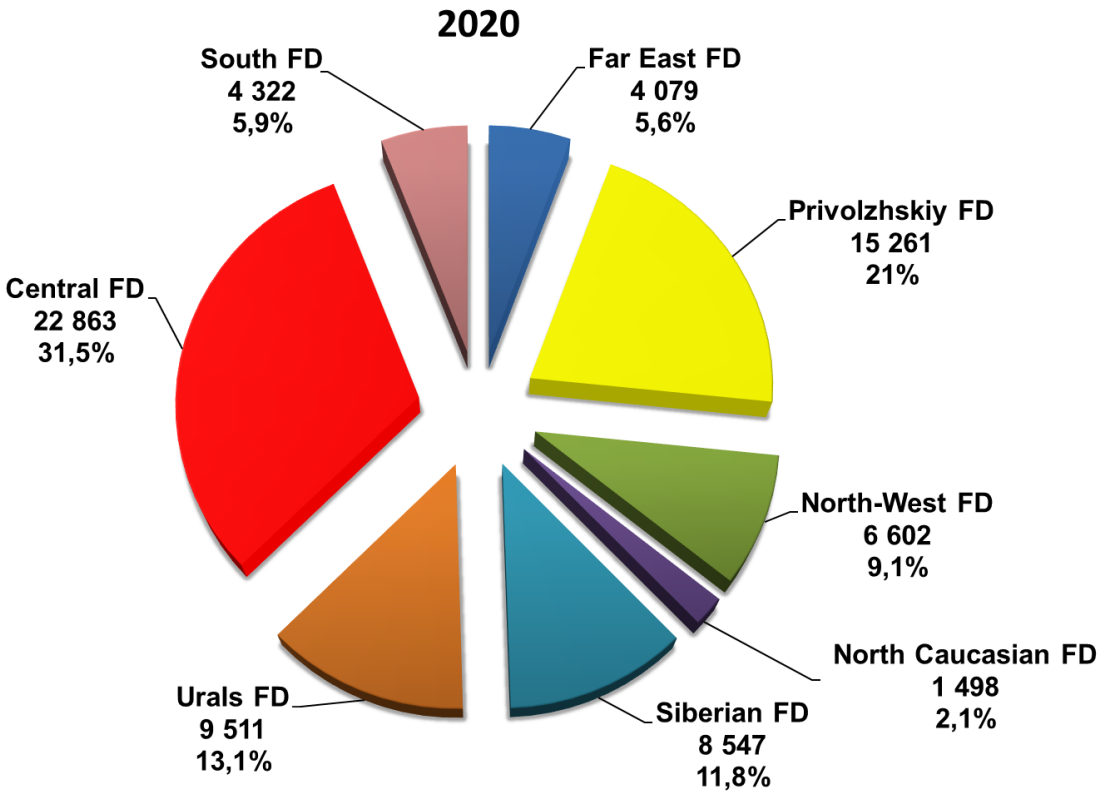
KAMAZ 43118 6X6
6 472 units -4,9%

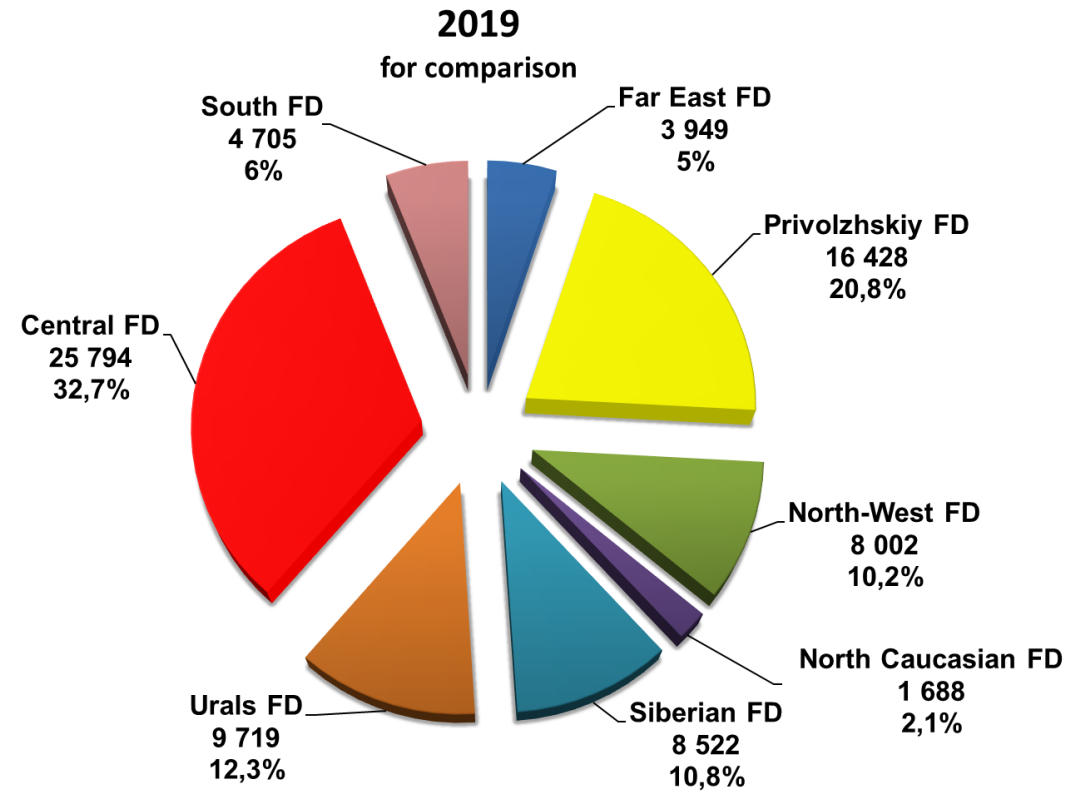
GAZ GAZON NEXT
6 384 units -2,8%

KAMAZ 5490 4X2
5 532 units 7%

TRUCKS

Structure of sales of new truck in Russia in 12 months 2020 by Federal District





BUSES

Sales of new buses in Russia in December and 12 months 2020 by brand

Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
PAZ	863	991	6 109	7 864	-12,9	-22,3
LIAZ	246	238	2 455	1 593	3,4	54,1
NEFAZ	260	92	1 898	1 404	182,6	35,2
MAZ	48	86	667	377	-44,2	76,9
KAVZ	62	79	421	419	-21,5	0,5
URAL	51	32	341	225	59,4	51,6
VOLZHANIN	85	14	311	395	507,1	-21,3
YUTONG	16	55	270	578	-70,9	-53,3
HIGER	53	37	164	255	43,2	-35,7
SIMAZ	9	16	151	146	-43,8	3,4
MAN	8	56	133	82	-85,7	62,2
LOTOS	0	4	116	82	-100,0	41,5
GOLDEN DRAGON	4	5	69	61	-20,0	13,1
ZHONGTONG	20	7	64	140	185,7	-54,3
NEMAN	5	16	62	89	-68,8	-30,3
KING LONG (KLM)	11	15	43	140	-26,7	-69,3
IRISBUS	0	21	25	43	-100,0	-41,9
MERCEDES	2	5	11	19	-60,0	-42,1
SCANIA	2	1	9	19	100,0	-52,6
ANKAI	0	0	8	0		
HYUNDAI	0	2	5	27	-100,0	-81,5
FLEETWOOD	0	0	2	0		
DAEWOO	0	0	1	0		
NEOPLAN	1	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	0	0	1		-100,0
TOTAL	**1 746**	**1 772**	**13 339**	**13 963**	**-1,5**	**-4,5**
TOTAL Russian brands	**1 576**	**1 466**	**11 802**	**12 130**	**7,5**	**-2,7**
TOTAL foreign brands	**170**	**306**	**1 537**	**1 833**	**-44,4**	**-16,2**

BUSES

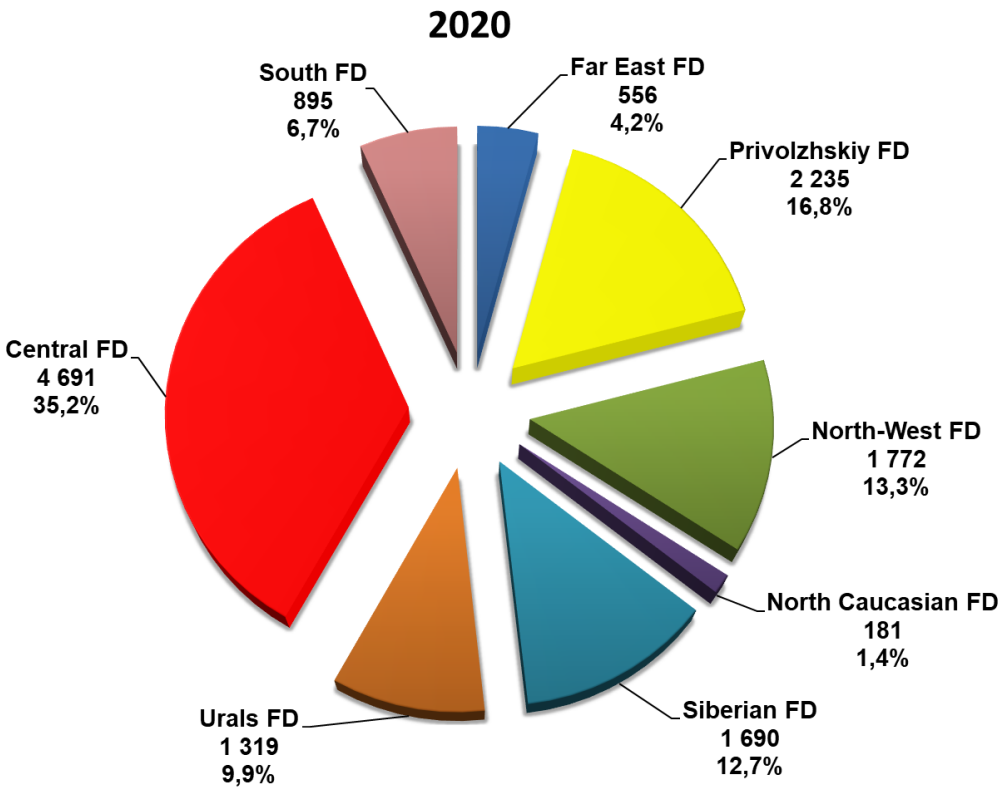
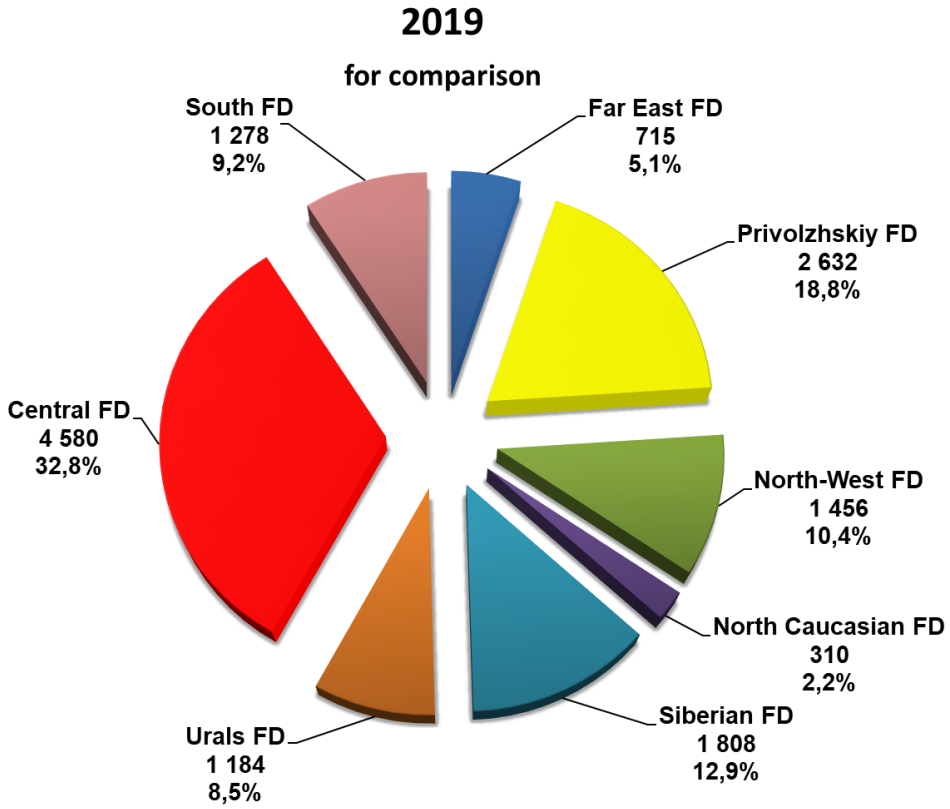
Top 25 model ranking of new bus sales in Russia in December and 12 months 2020

Rank	Model	Brand	December 2020	December 2019	12 months 2020	12 months 2019	Change December 2020 vs 2019, %	Change 12 months 2020 vs 2019, %
1	3205	PAZ	496	420	3 029	3 480	18,1	-13,0
2	3204	PAZ	201	339	1 907	2 669	-40,7	-28,6
3	5299, 5297 4X2	NEFAZ, KAMAZ	232	69	1 748	1 218	236,2	43,5
4	5292	LIAZ	186	134	1 744	715	38,8	143,9
5	4234	PAZ	140	160	936	1 176	-12,5	-20,4
6	4292	LIAZ	0	79	367	239	-100,0	53,6
7	3255 4320 6X6	URAL	51	32	341	225	59,4	51,6
8	203	MAZ	7	21	242	46	-66,7	426,1
9	4238	KAVZ	10	73	240	313	-86,3	-23,3
10	6213	LIAZ	42	0	236	459		-48,6
11	52701	VOLZHANIN	59	1	209	316	5800,0	-33,9
12	103	MAZ	18	13	166	126	38,5	31,7
13	2258	SIMAZ	9	16	151	146	-43,8	3,4
14	6119	YUTONG	12	26	147	397	-53,8	-63,0
15	4270	KAVZ	47	0	136	0		
16	206 - 226	MAZ	14	43	125	178	-67,4	-29,8
17	4208, 4310 6X6	NEFAZ, KAMAZ	27	22	124	145	22,7	-14,5
18	3206	PAZ	1	58	120	330	-98,3	-63,6
19	3203	PAZ	25	13	116	207	92,3	-44,0
20	LIONS COACH	MAN	3	55	112	70	-94,5	60,0
21	KLQ-SERIES	HIGER	30	20	111	171	50,0	-35,1
22	21512169	MAZ	0	0	104	0		
23	105	LOTOS	0	1	81	2	-100,0	3950,0
24	5285 4X2	VOLZHANIN, SCANIA	1	9	72	42	-88,9	71,4
25	4202	NEMAN	5	16	62	89	-68,8	-30,3

PAZ 3205
3 029 units -13%

PAZ 3204
1 907 units -28,6%

NEFAZ, KAMAZ
5299, 5297 4X2
1 748 units 43,5%

BUSES

Structure of new bus sales in Russia in 12 months 2020 by Federal District