



PRESS-RELEASE

12 FEBRUARY 2024

AUTOMOBILE MARKET OF RUSSIA IN JANUARY 2024 TRUCKS AND BUSES

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles – 7 707 units in January 2024, up 11.5% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 187 units in January 2024, down 13.0% YOY. Among them – electric buses: 92 units in January 2024.

* 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 11.5% in January 2024. Our forecast of sales in this segment throughout 2024 is growth by 10-25% on the account of Chinese-branded trucks.

Bus market sales dropped by 13% in January 2024. We expect that the annual bus sales in Russia will grow in 2024 by 5-15% over the 2023 result.

A more precise forecast for 2024 will be given by us depending on the sales results of the first quarter.

MIMS
automobility
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our partners

OUR CONTACTS:

ASM Holding, OAO

21/5, Kuznetsky Most St., 107031, 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



TRUCKS

Sales of new trucks in Russia in January 2024 by brand, inclusive of special-purpose vehicles

Brand	January 2024	January 2023	1 month 2024	1 month 2023	Change January 2024 vs 2023, %	Change 1 month 2024 vs 2023, %
SITRAK	1 504	991	1 504	991	51,8	51,8
KAMAZ	1 428	1 771	1 428	1 771	-19,4	-19,4
SHAANXI	918	997	918	997	-7,9	-7,9
FAW	679	586	679	586	15,9	15,9
GAZ	447	410	447	410	9,0	9,0
DONGFENG	427	3	427	3	14 133,3	14 133,3
MAZ	405	410	405	410	-1,2	-1,2
HOWO	302	499	302	499	-39,5	-39,5
URAL	263	175	263	175	50,3	50,3
JAC	238	195	238	195	22,1	22,1
FOTON	235	85	235	85	176,5	176,5
MERCEDES	205	59	205	59	247,5	247,5
SANY	142	31	142	31	358,1	358,1
XU GONG	64	81	64	81	-21,0	-21,0
ISUZU	61	59	61	59	3,4	3,4
ZOOMLION	60	53	60	53	13,2	13,2
IVECO AMT	43	31	43	31	38,7	38,7
SCANIA	41	26	41	26	57,7	57,7
MAN	36	86	36	86	-58,1	-58,1
HONGYAN	34	74	34	74	-54,1	-54,1
VOLVO	31	21	31	21	47,6	47,6
DAEWOO	27	48	27	48	-43,8	-43,8
DAYUN	21	7	21	7	200,0	200,0
DAF	20	31	20	31	-35,5	-35,5
BEIBEN	16	0	16	0		
HYUNDAI	14	68	14	68	-79,4	-79,4
BEIFANG BENCHI	7	0	7	0		
VALDAI	7	0	7	0		
HINO	5	32	5	32	-84,4	-84,4
RENAULT	5	0	5	0		
SDAC	5	0	5	0		
FUSO	3	12	3	12	-75,0	-75,0
MZKT	3	0	3	0		
FORD	2	11	2	11	-81,8	-81,8
IVECO	2	49	2	49	-95,9	-95,9
TATRA	2	2	2	2	0,0	0,0
ZIL	2	0	2	0		
AVIA	1	0	1	0		
LIUGONG	1	0	1	0		
MAZ MAN	1	1	1	1	0,0	0,0
BURAN	0	2	0	2	-100,0	-100,0
KOLUMAN	0	1	0	1	-100,0	-100,0



TRUCKS

Brand	January 2024	January 2023	1 month 2024	1 month 2023	Change January 2024 vs 2023, %	Change 1 month 2024 vs 2023, %
NEFAZ	0	7	0	7	-100,0	-100,0
YUEJIN	0	1	0	1	-100,0	-100,0
TOTAL	7 707	6 915	7 707	6 915	11,5	11,5
TOTAL Russian brands	2 147	2 365	2 147	2 365	-9,2	-9,2
TOTAL foreign brands	5 560	4 550	5 560	4 550	22,2	22,2

Sales of new trucks in Russia in January 2024 by type

Type	January 2024	January 2023	1 month 2024	1 month 2023	Market share January 2024, %	Market share January 2023, %	Market share 1 month 2024, %	Market share 1 month 2023, %
Other special equipment	2 596	2 978	2 596	2 978	33,7	43,1	33,7	43,1
Truck-tractor	2 280	977	2 280	977	29,6	14,1	29,6	14,1
Dump truck	694	1 641	694	1 641	9,0	23,7	9,0	23,7
Other truck types	940	535	940	535	12,2	7,7	12,2	7,7
Drop-side flat bed	544	391	544	391	7,1	5,7	7,1	5,7
Refrigerator	215	93	215	93	2,8	1,3	2,8	1,3
Autocrane	145	133	145	133	1,9	1,9	1,9	1,9
Van	212	91	212	91	2,8	1,3	2,8	1,3
Tanker	68	42	68	42	0,9	0,6	0,9	0,6
Mobile repair shop	8	21	8	21	0,1	0,3	0,1	0,3
Refueler	5	12	5	12	0,1	0,2	0,1	0,2
Autoloader	0	1	0	1	0,0	0,0	0,0	0,0
TOTAL	7 707	6 915	7 707	6 915	100,0	100,0	100,0	100,0



TRUCKS

Top 25 model ranking of new truck sales in Russia in January 2024

Rank	Model	Brand	January 2024	January 2023	1 month 2024	1 month 2023	Change January 2024 vs 2023, %	Change 1 month 2024 vs 2023, %
1	C7H 4X2	SITRAK	1 081	659	1 081	659	64,0	64,0
2	GAZON NEXT	GAZ	356	325	356	325	9,5	9,5
3	J6 6X4	FAW	339	564	339	564	-39,9	-39,9
4	C7H 6X4	SITRAK	312	145	312	145	115,2	115,2
5	43118 6X6	KAMAZ	307	481	307	481	-36,2	-36,2
6	SX 331 8X4	SHAANXI	277	388	277	388	-28,6	-28,6
7	5490 4X2	KAMAZ	268	112	268	112	139,3	139,3
8	DFH-SERIE	DONGFENG	262	3	262	3	8 633,3	8 633,3
9	SX 425 6X4	SHAANXI	229	164	229	164	39,6	39,6
10	SX 325 6X4	SHAANXI	228	415	228	415	-45,1	-45,1
11	ACTROS	MERCEDES	203	53	203	53	283,0	283,0
12	J7 4X2	FAW	198	0	198	0		
13	65115 6X4	KAMAZ	194	341	194	341	-43,1	-43,1
14	AUMAN	FOTON	164	77	164	77	113,0	113,0
15	4320 6X6	URAL	158	113	158	113	39,8	39,8
16	SX 418 4X2	SHAANXI	145	0	145	0		
17	T5G 8X4	HOWO	125	0	125	0		
18	DFA-SERIES	DONGFENG	122	0	122	0		
19	6312 6X4	MAZ	120	47	120	47	155,3	155,3
20	HFC-SERIES	JAC	118	69	118	69	71,0	71,0
21	C7H 8X4	SITRAK	108	187	108	187	-42,2	-42,2
22	KOMPAS 12 4X2	KAMAZ	102	23	102	23	343,5	343,5
23	KOMPAS 9 4X2	KAMAZ	97	28	97	28	246,4	246,4
24	T5G 6X4	HOWO	96	331	96	331	-71,0	-71,0
25	6520 6X4	KAMAZ	91	172	91	172	-47,1	-47,1

1 month 2024

SITRAK C7H 4X2

1 081 units **64%**

GAZ GAZON NEXT

356 units **9,5%**



FAW J6 6X4

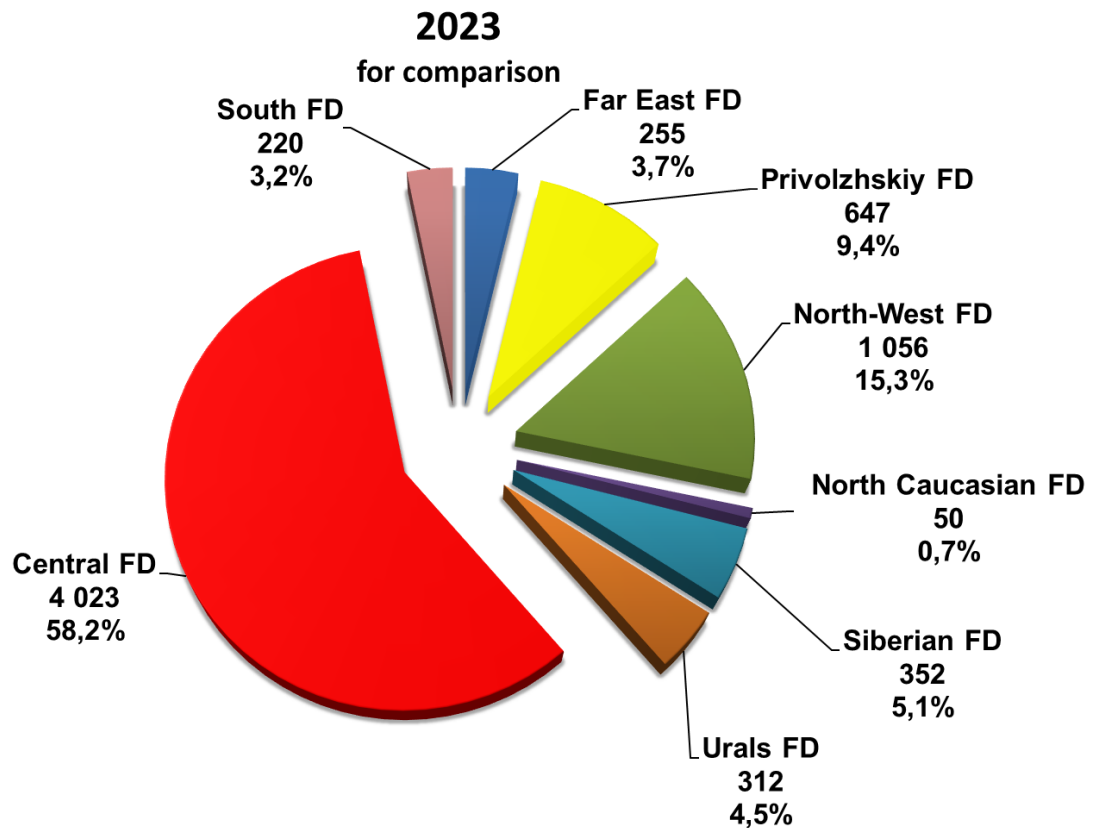
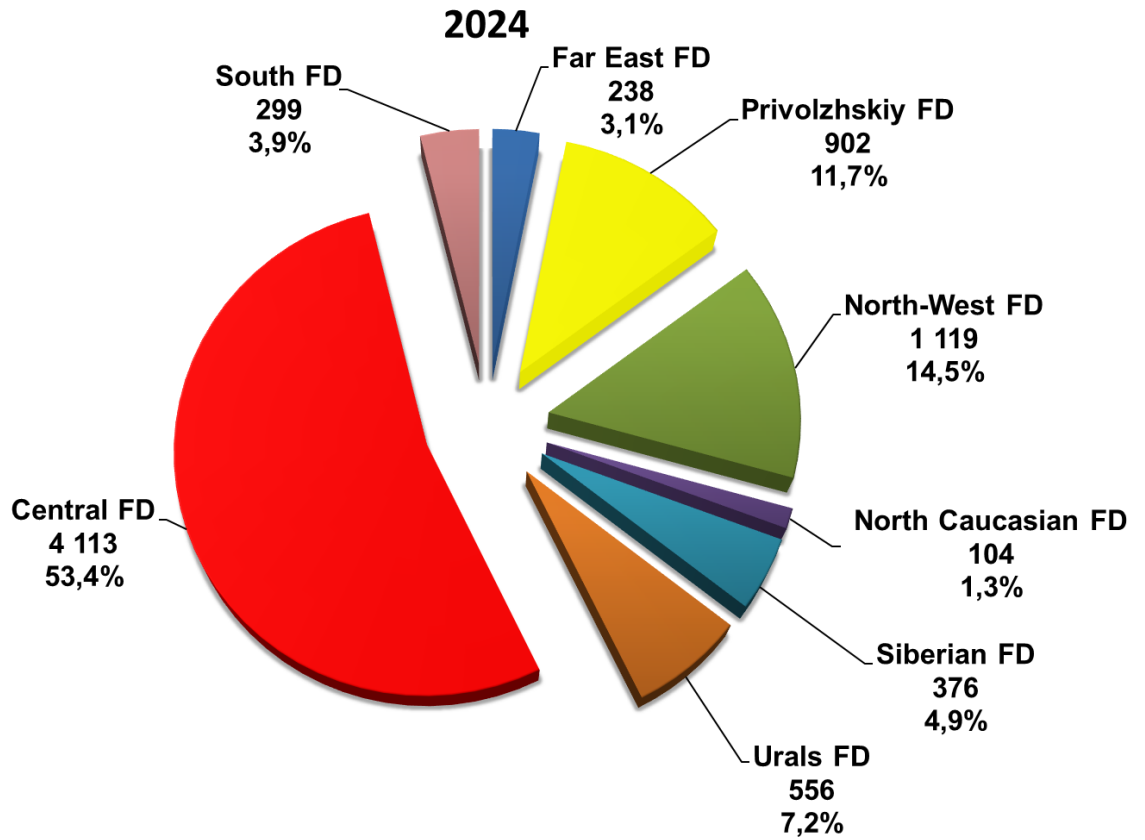
339 units **-39,9%**





TRUCKS

Structure of sales of new truck in Russia in January 2024 by Federal District





BUSES

Sales of new buses in Russia in January 2024 by brand

Brand	January 2024	January 2023	1 month 2024	1 month 2023	Change January 2024 vs 2023, %	Change 1 month 2024 vs 2023, %
PAZ	421	717	421	717	-41,3	-41,3
LIAZ	222	108	222	108	105,6	105,6
NEFAZ	92	82	92	82	12,2	12,2
YUTONG	92	145	92	145	-36,6	-36,6
MAZ	84	105	84	105	-20,0	-20,0
VOLZHANIN	77	20	77	20	285,0	285,0
HIGER	55	32	55	32	71,9	71,9
KAVZ	36	32	36	32	12,5	12,5
KAMAZ	35	0	35	0		
URAL	13	5	13	5	160,0	160,0
JAC	12	29	12	29	-58,6	-58,6
SIMAZ	12	18	12	18	-33,3	-33,3
BKM	11	0	11	0		
KING LONG (KLM)	10	5	10	5	100,0	100,0
NEMAN	5	0	5	0		
SAZ	4	0	4	0		
ZHONGTONG	4	13	4	13	-69,2	-69,2
GOLDEN DRAGON	2	0	2	0		
ANKAI	0	1	0	1	-100,0	-100,0
LOTOS	0	51	0	51	-100,0	-100,0
SETRA	0	1	0	1	-100,0	-100,0
TOYOTA	0	1	0	1	-100,0	-100,0
TOTAL	1 187	1 365	1 187	1 365	-13,0	-13,0
TOTAL Russian brands	908	1 033	908	1 033	-12,1	-12,1
TOTAL foreign brands	279	332	279	332	-16,0	-16,0



BUSES

Sales of new electric buses in Russia in January 2024 by brand and model

Brand / electric buses	January 2024	January 2023	1 month 2024	1 month 2023	Change January 2024 vs 2023, %	Change 1 month 2024 vs 2023, %
KAMAZ	35	0	35	0		
LIAZ	23	0	23	0		
NEFAZ	19	0	19	0		
BKM	11	0	11	0		
VOLZHANIN	4	0	4	0		
TOTAL	92	0	92	0		
TOTAL Russian brands	81	0	81	0		
TOTAL foreign brands	11	0	11	0		



BUSES

Top 25 model ranking of new bus sales in January 2024

Rank	Model	Brand	January 2024	January 2023	1 month 2024	1 month 2023	Change January 2024 vs 2023, %	Change 1 month 2024 vs 2023, %
1	3205	PAZ	214	282	214	282	-24,1	-24,1
2	5292	LIAZ	124	23	124	23	439,1	439,1
3	4234	PAZ	113	198	113	198	-42,9	-42,9
4	VECTOR NEXT	PAZ	91	199	91	199	-54,3	-54,3
5	5299, 5297 4X2	NEFAZ, KAMAZ	77	68	77	68	13,2	13,2
6	4292	LIAZ	70	84	70	84	-16,7	-16,7
7	216	MAZ	50	0	50	0		
8	VOLGABUS 4298	VOLZHANIN	45	0	45	0		
9	6122	YUTONG	38	39	38	39	-2,6	-2,6
10	6282	KAMAZ	35	0	35	0		
11	203	MAZ	31	12	31	12	158,3	158,3
12	5270	VOLZHANIN	28	0	28	0		
13	4238	KAVZ	27	19	27	19	42,1	42,1
14	6127	YUTONG	26	3	26	3	766,7	766,7
15	6274	LIAZ	21	0	21	0		
16	KLQ 6119	HIGER	18	16	18	16	12,5	12,5
17	KLQ 6129	HIGER	18	11	18	11	63,6	63,6
18	6938	YUTONG	18	17	18	17	5,9	5,9
19	3255 4320 6X6	URAL	13	5	13	5	160,0	160,0
20	SUNRAY	JAC	12	29	12	29	-58,6	-58,6
21	2258	SIMAZ	12	18	12	18	-33,3	-33,3
22	AKCM 321	BKM	11	0	11	0		
23	KLQ-SERIES	HIGER	10	0	10	0		
24	4208, 4310 6X6	NEFAZ, KAMAZ	10	10	10	10	0,0	0,0
25	XMQ 6129	KING LONG (KLM)	9	5	9	5	80,0	80,0

1 month 2024

PAZ 3205

214 units **-24,1%**

LIAZ 5292

124 units **439,1%**



PAZ 4234

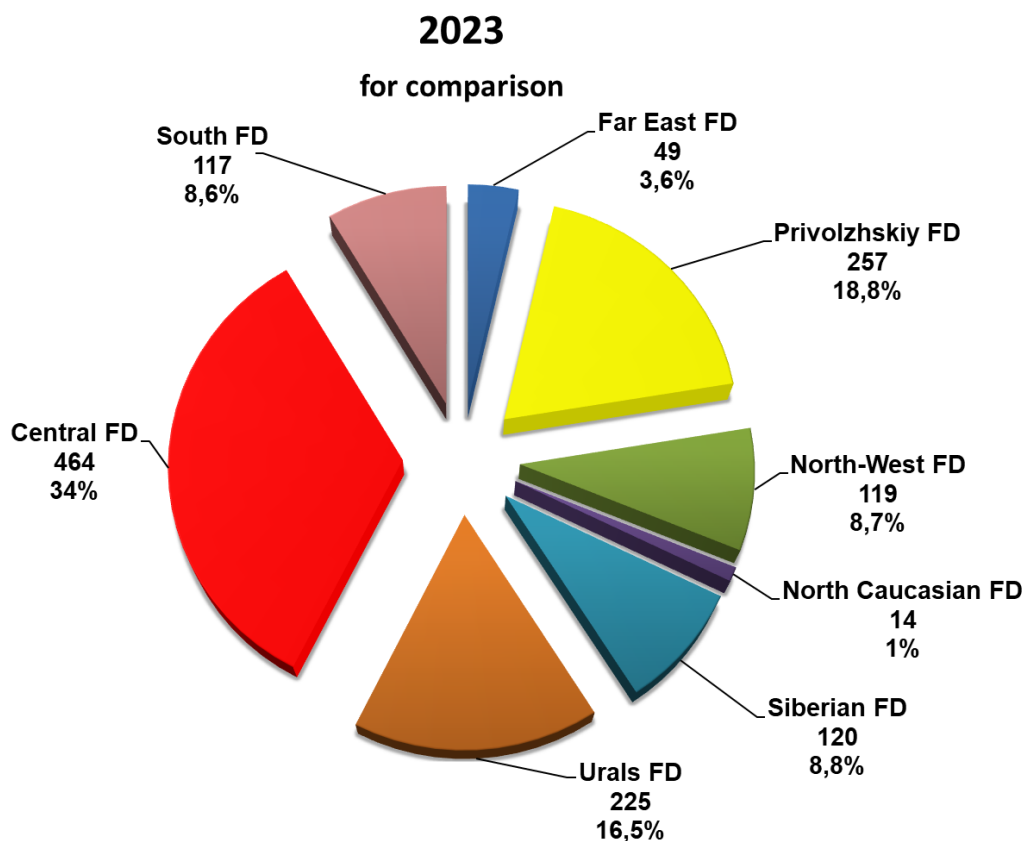
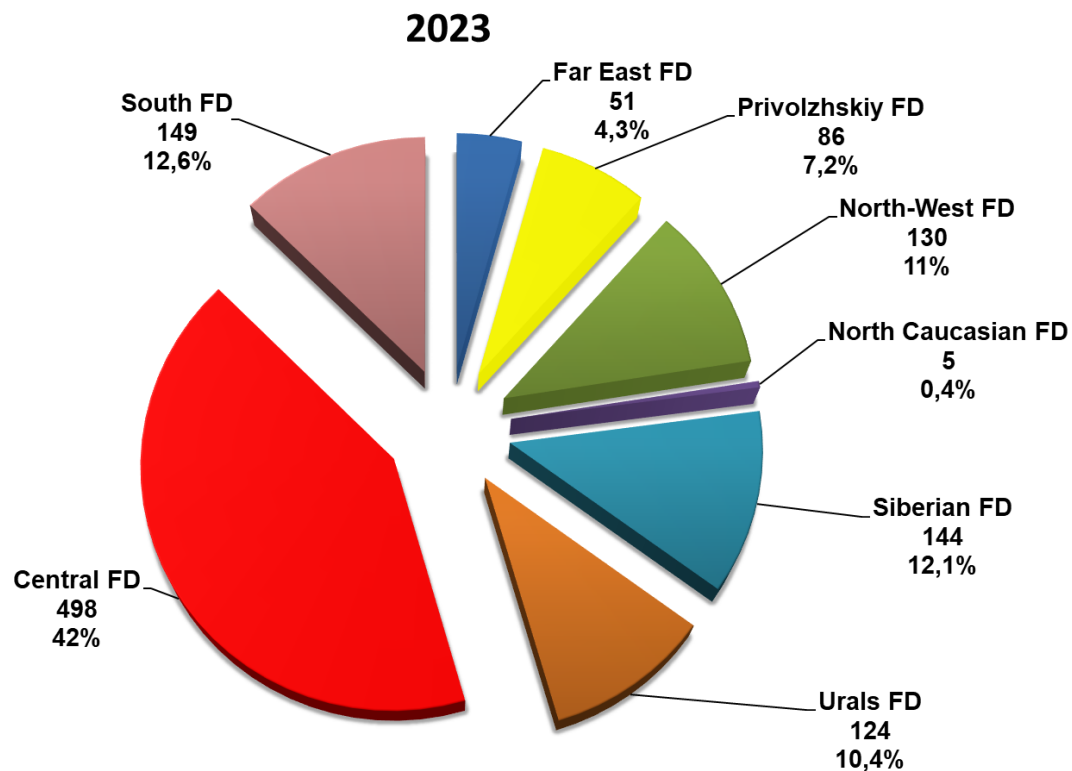
113 units **-42,9%**





BUSES

Structure of new bus sales in Russia in January 2024 by Federal District



OUR CONTACTS



ASM Holding, OAO

21/5, Entrance 6, Kuznetsky Most Street, Moscow 107031

Contract Department, tel.: +7 495 626 0944

e-mail: inf@asm-holding.ru

Head of Market Research Centre – **VASILY SEIN**

e-mail: vasein@asm-holding.ru

Telegram: [@marketASM](https://www.instagram.com/@marketASM)

Project Manager – **ALEXANDER STERLIKOV**

Mobile: +7 905 747 2431

e-mail: sterlikov@asm-holding.ru



Website: www.asm-holding.ru

Telegram: [@ASMHOLDING](https://www.instagram.com/@ASMHOLDING)

VKontakte: [oaoasmholding](https://vk.com/oaoasmholding)



Association of Russian Automakers (OAR)

8, Novovladykinsky Proezd, bldg. 5, POB 81, Moscow 127106

Tel.: +7 495 739 7095

e-mail: info_oar@mail.ru

Adviser for International Cooperation – **YURI KRAVTSOV**

e-mail: kravtsov_oar@mail.ru

Website: www.oar-info.ru