



## PRESS-RELEASE

11 NOVEMBER 2024

### AUTOMOBILE MARKET OF RUSSIA IN OCTOBER AND JANUARY-OCTOBER 2024 TRUCKS AND BUSES

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

- Trucks (except light trucks, N1 category) including special-purpose vehicles –13 567 units in October 2024, up 4.4% YOY; 108 080 units in January-October 2024, down 9.3% YOY.
- Buses and coaches (except minibuses, M2 category) – 1 684 units in October 2024, up 53.1% YOY; 15 838 units in January-October 2024, up 16.8%. Among them – electric buses: 147 units in October 2024, up 119.4% YOY; 922 units in January-October 2024, up 237.7% YOY.

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

#### COMMENT:

Vasily Sein, Head of the Market Research Centre at ASM Holding, commented:

According to ASM Holding analytic company, sales of trucks on the Russian market in October 2024 grew by 29% on the previous month and reached 13 567 units, which is the utmost monthly result in 2024. However, truck sales decreased by 9.3% year-to-date, totaling 108 080 vehicles. By results of 10 months 2024, the top 3 best selling brands were KAMAZ, SITRAK and SHAANXI. Taking into account high sales results of 2023 (144 219 units sold), as well as raising the scrappage fees and credit rates, we forecast a decline of annual sales in this segment through 2024 by 10-12% from the level reached in 2023.

Bus sales on the Russian market grew significantly in October 2024: by 53% on October 2023 and by 72.5% on September 2024. While the sales growth was by 16.8% in the first ten months of the year. The top 3 best selling year-to-date brands were PAZ, LIAZ and YUTONG, and the very best selling bus model was PAZ VECTOR NEXT (2 984 units sold in 10 months 2024).

Sales of new electric buses in January-October 2024 grew by 3.4 times year-on-year (to 922 units), and top 3 best-sellers were domestic brands KAMAZ, LIAZ, NEFAZ.

We forecast growth of annual bus sales in Russia in 2024 by 10% over the result of 2023 (17 069 units).

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# TRUCKS

## Sales of new trucks in Russia in October and 10 months 2024 by brand, inclusive of special-purpose vehicles

Brand	October 2024	October 2023	10 months 2024	10 months 2023	Change October 2024 vs 2023, %	Change 10 months 2024 vs 2023, %
KAMAZ	2 541	2 463	18 742	26 365	3,2	-28,9
SITRAK	1 959	2 116	17 424	20 335	-7,4	-14,3
SHAANXI	1 839	1 773	13 857	17 657	3,7	-21,5
FAW	1 109	1 570	9 988	13 143	-29,4	-24,0
DONGFENG	1 345	741	8 788	3 340	81,5	163,1
GAZ	677	575	6 156	5 580	17,7	10,3
HOWO	582	585	5 296	5 752	-0,5	-7,9
MAZ	585	549	4 680	5 241	6,6	-10,7
FOTON	514	779	3 743	5 115	-34,0	-26,8
JAC	526	268	3 703	2 795	96,3	32,5
URAL	305	252	2 725	2 750	21,0	-0,9
SANY	229	181	2 271	990	26,5	129,4
MERCEDES	207	231	2 147	1 351	-10,4	58,9
ISUZU	264	53	1 696	478	398,1	254,8
ZOOMLION	63	102	952	845	-38,2	12,7
VOLVO	157	79	899	855	98,7	5,1
HONGYAN	105	113	740	1 186	-7,1	-37,6
XU GONG	74	55	609	787	34,5	-22,6
MAN	66	56	437	721	17,9	-39,4
VALDAI	69	0	427	0		
SCANIA	46	36	367	429	27,8	-14,5
DAF	26	63	350	695	-58,7	-49,6
DAEWOO	27	64	300	663	-57,8	-54,8
AMT	86	83	297	349	3,6	-14,9
DAYUN	11	29	200	208	-62,1	-3,8
HINO	10	11	186	114	-9,1	63,2
BEIBEN	21	62	151	96	-66,1	57,3
HYUNDAI	6	20	143	433	-70,0	-67,0
JMC	22	0	143	0		
BEIFANG BENCHI	6	23	94	148	-73,9	-36,5
LIUGONG	13	0	69	0		
ZIL	0	0	58	9		544,4
MAZ MAN	15	5	53	71	200,0	-25,4
FUSO	2	29	51	172	-93,1	-70,3
AVIA	0	0	50	0		
FORD	12	4	50	136	200,0	-63,2
CHENGLONG	21	0	44	1		4 300,0
RENAULT	0	8	29	145	-100,0	-80,0
SDAC	0	4	24	4	-100,0	500,0
MZKT	3	0	20	1		1 900,0
CHENGLIWEI	0	0	17	0		
IVECO	3	3	15	124	0,0	-87,9
CAMC	12	2	14	3	500,0	366,7
KERUI	0	0	13	0		
NEFAZ	0	3	11	49	-100,0	-77,6
QINGLING	0	0	11	0		



# TRUCKS

Brand	October 2024	October 2023	10 months 2024	10 months 2023	Change October 2024 vs 2023, %	Change 10 months 2024 vs 2023, %
SHANQI	8	0	8	0		
BAW	0	0	7	3		133,3
C&C	0	0	7	7		0,0
TATRA	0	2	4	8	-100,0	-50,0
AMUR	0	0	2	7		-71,4
FARIZON	0	0	2	0		
HUBEU	0	0	2	0		
JINBEI	0	0	2	0		
WANSHAN	0	0	2	0		
CHUSHENG	0	0	1	0		
FTAF	1	0	1	0		
KOLUMAN	0	0	1	2		-50,0
LANDWIND JIANGLING - JMC	0	1	1	2	-100,0	-50,0
ASTRA	0	1	0	1	-100,0	-100,0
BURAN	0	0	0	2		-100,0
FENGCHUEN	0	1	0	2	-100,0	-100,0
KIA	0	0	0	1		-100,0
LIEBHERR	0	1	0	15	-100,0	-100,0
YUEJIN	0	0	0	2		-100,0
<b>TOTAL</b>	<b>13 567</b>	<b>12 996</b>	<b>108 080</b>	<b>119 188</b>	<b>4,4</b>	<b>-9,3</b>
<b>TOTAL Russian brands</b>	<b>3 679</b>	<b>3 377</b>	<b>28 419</b>	<b>35 112</b>	<b>8,9</b>	<b>-19,1</b>
<b>TOTAL foreign brands</b>	<b>9 888</b>	<b>9 619</b>	<b>79 661</b>	<b>84 076</b>	<b>2,8</b>	<b>-5,3</b>

## Sales of new trucks in Russia in October and 10 months 2024 by type

Type	October 2024	October 2023	10 months 2024	10 months 2023	Market share October 2024, %	Market share October 2023, %	Market share 10 months 2024, %	Market share 10 months 2023, %
Other special equipment	4 891	3 836	39 044	42 406	36,1	29,5	36,1	35,6
Truck-tractor	3 645	4 422	28 560	31 085	26,9	34,0	26,4	26,1
Other truck types	2 018	1 741	14 227	13 958	14,9	13,4	13,2	11,7
Dump truck	981	1 408	9 012	18 677	7,2	10,8	8,3	15,7
Drop-side flat bed	931	622	7 718	5 606	6,9	4,8	7,1	4,7
Refrigerator	503	436	3 837	2 724	3,7	3,4	3,6	2,3
Van	343	219	2 993	1 681	2,5	1,7	2,8	1,4
Autocrane	151	193	1 523	1 845	1,1	1,5	1,4	1,6
Tanker	79	73	853	846	0,6	0,6	0,8	0,7
Mobile repair shop	12	21	157	185	0,1	0,2	0,2	0,2
Refueler	12	12	144	118	0,1	0,1	0,1	0,1
Autoloader	0	0	5	9	0,0	0,0	0,0	0,0
Other	1	12	7	46	0,0	0,1	0,0	0,0
Ambulances	0	1	0	2	0,0	0,0	0,0	0,0
<b>TOTAL</b>	<b>13 567</b>	<b>12 996</b>	<b>108 080</b>	<b>119 188</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>	<b>100,0</b>



# TRUCKS

## Top 25 model ranking of new truck sales in Russia in October and 10 months 2024

Rank	Model	Brand	October 2024	October 2023	10 months 2024	10 months 2023	Change October 2024 vs 2023, %	Change 10 months 2024 vs 2023, %
1	C7H 4X2	SITRAK	1 092	1 507	11 467	15 734	-27,5	-27,1
2	DFH-SERIES	DONGFENG	1 012	544	6 223	2 897	86,0	114,8
3	GAZON NEXT	GAZ	547	480	4 904	4 522	14,0	8,4
4	SX 331 8X4	SHAANXI	665	583	4 732	6 240	14,1	-24,2
5	C7H 6X4	SITRAK	633	471	4 306	1 872	34,4	130,0
6	J6 6X4	FAW	472	606	4 225	7 783	-22,1	-45,7
7	J7 4X2	FAW	458	0	3 804	673		465,2
8	43118 6X6	KAMAZ	392	442	3 638	5 884	-11,3	-38,2
9	5490 4X2	KAMAZ	761	634	3 591	3 480	20,0	3,2
10	SX 325 6X4	SHAANXI	408	458	3 405	5 517	-10,9	-38,3
11	65115 6X4	KAMAZ	364	325	2 814	4 536	12,0	-38,0
12	SX 418 4X2	SHAANXI	377	330	2 402	2 208	14,2	8,8
13	SX 425 6X4	SHAANXI	272	318	2 334	2 992	-14,5	-22,0
14	AUMAN	FOTON	264	675	2 176	4 554	-60,9	-52,2
15	ACTROS	MERCEDES	202	204	2 112	1 224	-1,0	72,5
16	4308 4X2	KAMAZ	309	53	1 998	715	483,0	179,4
17	4320 6X6	URAL	243	145	1 884	1 574	67,6	19,7
18	C7H 8X4	SITRAK	228	136	1 630	2 727	67,6	-40,2
19	T5G 6X4	HOWO	155	118	1 559	3 524	31,4	-55,8
20	ELF	ISUZU	210	17	1 318	43	1 135,3	2 965,1
21	T5G 4X2	HOWO	326	6	1 201	6	5 333,3	19 916,7
22	6312 6X4	MAZ	177	98	1 201	1 031	80,6	16,5
23	T5G 8X4	HOWO	77	125	1 100	129	-38,4	752,7
24	N90	JAC	121	6	1 061	9	1 916,7	11 688,9
25	OLLIN	FOTON	107	95	1 050	452	12,6	132,3

### 10 months 2024

#### SITRAK C7H 4X2

11 467 units **-27,1%**

#### DONGFENG DFH-SERIES

6 223 units **114,8%**

#### GAZ GAZON NEXT

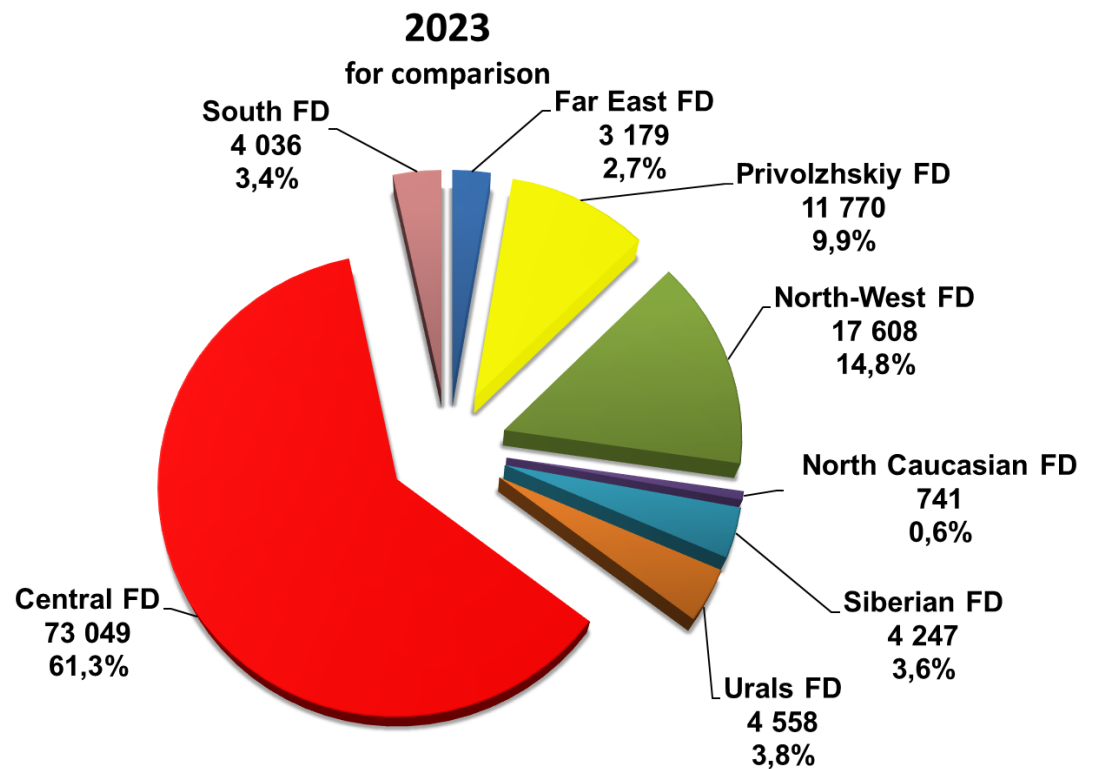
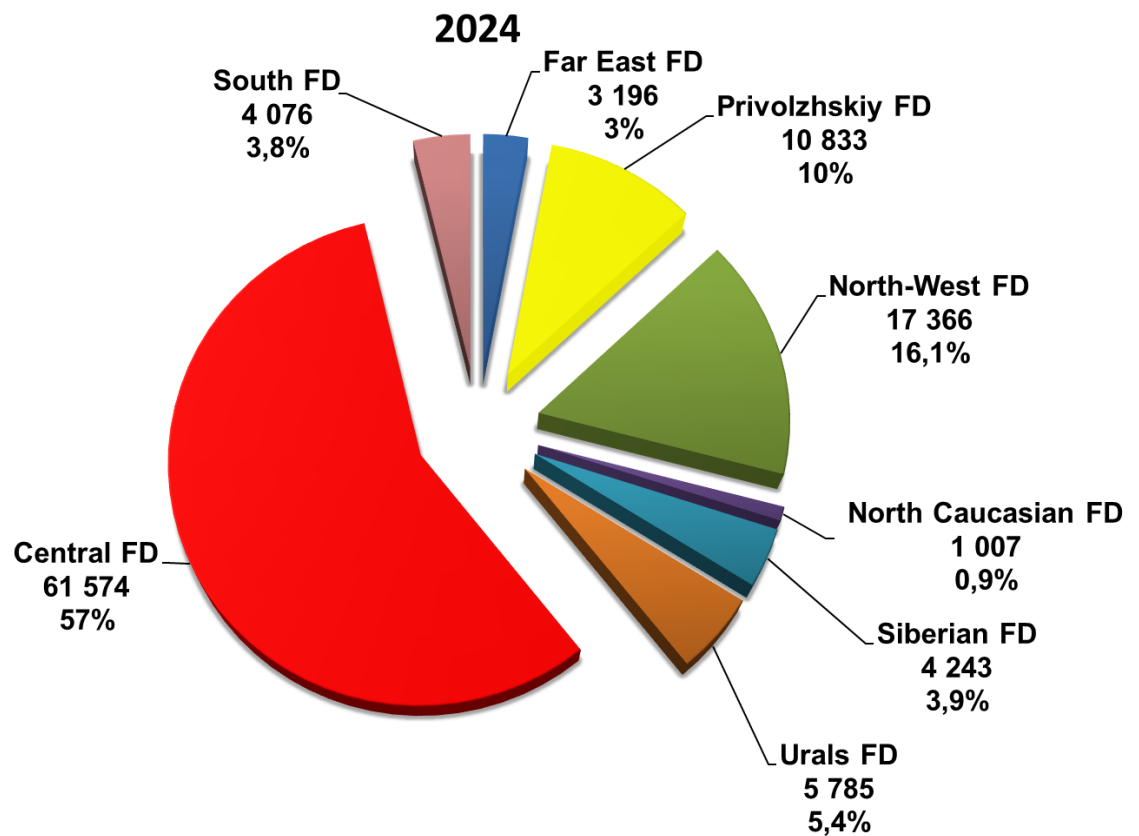
4 904 units **8,4%**





# TRUCKS

## Structure of sales of new truck in Russia in 10 months 2024 by Federal District





# BUSES

## Sales of new buses in Russia in October and 10 months 2024 by brand

Brand	October 2024	October 2023	10 months 2024	10 months 2023	Change October 2024 vs 2023, %	Change 10 months 2024 vs 2023, %
PAZ	568	426	6 354	5 063	33,3	25,5
LIAZ	304	65	2 275	1 475	367,7	54,2
YUTONG	264	144	1 957	1 732	83,3	13,0
NEFAZ	106	83	1 422	1 401	27,7	1,5
VOLZHANIN	74	136	607	966	-45,6	-37,2
HIGER	76	50	556	548	52,0	1,5
KAMAZ	75	66	530	265	13,6	100,0
KAVZ	81	30	513	246	170,0	108,5
MAZ	27	17	362	747	58,8	-51,5
ZHONGTONG	47	27	274	367	74,1	-25,3
LOTOS	0	14	231	128	-100,0	80,5
SIMAZ	15	0	199	132		50,8
GOLDEN DRAGON	23	4	176	29	475,0	506,9
KING LONG (KLM)	18	14	110	118	28,6	-6,8
URAL	3	16	105	122	-81,2	-13,9
FOTON	1	1	63	6	0,0	950,0
JAC	0	5	32	149	-100,0	-78,5
BKM	0	0	27	1		2 600,0
SAZ	0	0	25	37		-32,4
NEMAN	1	0	12	0		
ASIASTAR	0	0	2	0		
ASIA	1	0	1	0		
BMZ	0	0	1	0		
BZKT	0	0	1	0		
JIANLING	0	0	1	0		
SHENLONG	0	0	1	0		
TOYOTA	0	2	1	4	-100,0	-75,0
ANKAI	0	0	0	10		-100,0
GENERAL	0	0	0	1		-100,0
HYUNDAI	0	0	0	1		-100,0
MAN	0	0	0	8		-100,0
SETRA	0	0	0	1		-100,0
SIRIUS	0	0	0	1		-100,0
TRANS ALFA	0	0	0	1		-100,0
<b>TOTAL</b>	<b>1 684</b>	<b>1 100</b>	<b>15 838</b>	<b>13 559</b>	<b>53,1</b>	<b>16,8</b>
<b>TOTAL Russian brands</b>	<b>1 226</b>	<b>836</b>	<b>12 238</b>	<b>9 801</b>	<b>46,7</b>	<b>24,9</b>
<b>TOTAL foreign brands</b>	<b>458</b>	<b>264</b>	<b>3 600</b>	<b>3 758</b>	<b>73,5</b>	<b>-4,2</b>



# BUSES

## Sales of new electric buses in Russia in October and 10 months 2024 by brand

Brand / electric buses	October 2024	October 2023	10 months 2024	10 months 2023	Change October 2024 vs 2023, %	Change 10 months 2024 vs 2023, %
KAMAZ	71	66	526	265	7,6	98,5
LIAZ	75	0	272	0		
NEFAZ	1	0	74	0		
BKM	0	0	27	1		2600,0
VOLZHANIN	0	0	22	3		633,3
BMZ	0	0	1	0		
YUTONG	0	1	0	1	-100,0	-100,0
SIRIUS	0	0	0	1		-100,0
TRANS ALFA	0	0	0	1		-100,0
GENERAL	0	0	0	1		-100,0
<b>TOTAL</b>	<b>147</b>	<b>67</b>	<b>922</b>	<b>273</b>	<b>119,4</b>	<b>237,7</b>
<b>TOTAL Russian brands</b>	<b>147</b>	<b>66</b>	<b>895</b>	<b>270</b>	<b>122,7</b>	<b>231,5</b>
<b>TOTAL foreign brands</b>	<b>0</b>	<b>1</b>	<b>27</b>	<b>3</b>	<b>-100,0</b>	<b>800,0</b>



# BUSES

## Top 25 model ranking of new bus sales in October and 10 months 2024

Rank	Model	Brand	October 2024	October 2023	10 months 2024	10 months 2023	Change October 2024 vs 2023, %	Change 10 months 2024 vs 2023, %
1	VECTOR NEXT	PAZ	349	141	2 984	1 784	147,5	67,3
2	3205	PAZ	129	91	1 957	1 791	41,8	9,3
3	CITYMAX 12	LIAZ	265	0	1 610	0		
4	5299, 5297 4X2	NEFAZ, KAMAZ	105	61	1 293	1 113	72,1	16,2
5	4234	PAZ	74	170	1 219	1 090	-56,5	11,8
6	6127	YUTONG	121	41	830	353	195,1	135,1
7	6122	YUTONG	63	60	543	186	5,0	191,9
8	6282	KAMAZ	71	66	526	265	7,6	98,5
9	5292	LIAZ	0	65	336	855	-100,0	-60,7
10	VOLGABUS 4298	VOLZHANIN	38	51	303	543	-25,5	-44,2
11	LCK-SERIES	ZHONGTONG	47	27	274	367	74,1	-25,3
12	4238	KAVZ	20	20	250	170	0,0	47,1
13	6899	YUTONG	42	5	235	73	740,0	221,9
14	105	LOTOS	0	14	231	128	-100,0	80,5
15	4292	LIAZ	25	0	225	604		-62,7
16	2258	SIMAZ	15	0	199	132		50,8
17	KLQ 6129	HIGER	14	21	177	179	-33,3	-1,1
18	4235	KAVZ	47	10	155	74	370,0	109,5
19	6938	YUTONG	9	16	153	335	-43,8	-54,3
20	XML	GOLDEN DRAGON	22	4	142	27	450,0	425,9
21	203	MAZ	13	15	139	289	-13,3	-51,9
22	KLQ 6128	HIGER	22	13	137	135	69,2	1,5
23	VOLGABUS CITYRITM	VOLZHANIN	25	0	121	0		
24	CITYMAX 9	PAZ	2	24	119	24	-91,7	395,8
25	4270	KAVZ	14	0	108	2		5 300,0

### 10 months 2024

PAZ VECTOR NEXT  
2 984 units **67,3%**

PAZ 3205  
1 957 units **9,3%**

LIAZ CITYMAX 12  
1 610 units **NEW**

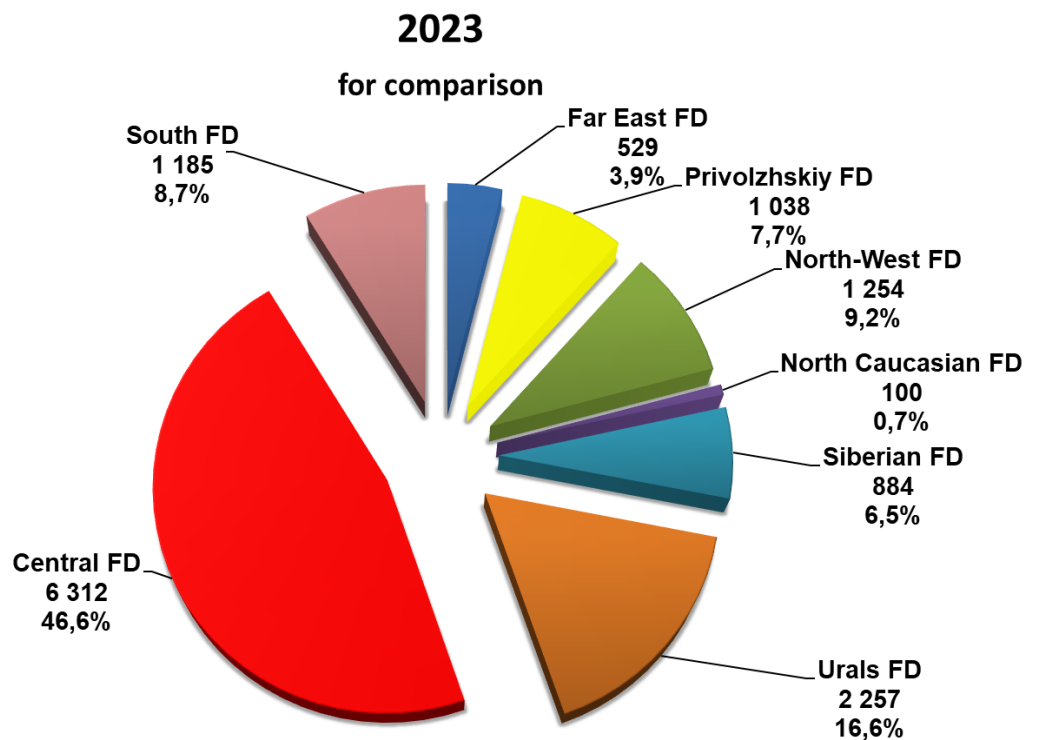
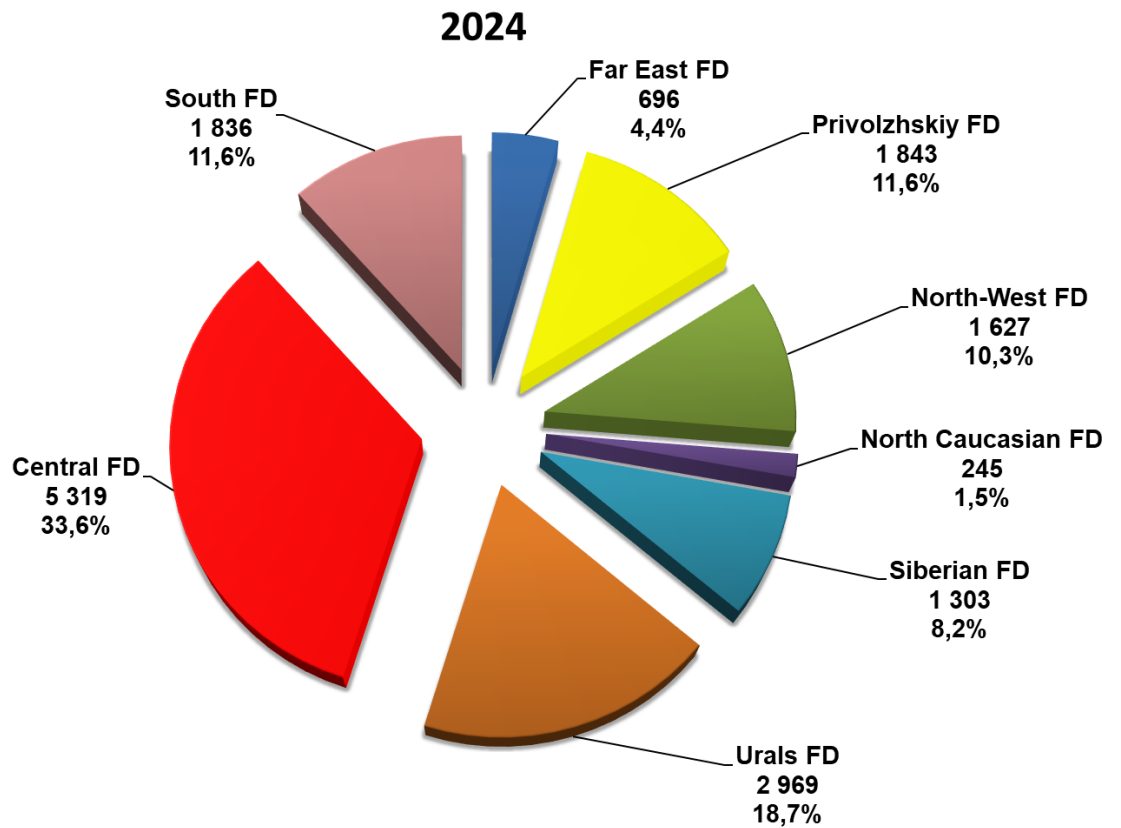






# BUSES

## Structure of new bus sales in Russia in 10 months 2024 by Federal District



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