



Press-release

March 19, 2024

Sales of new construction equipment in Q4 2023 and in January-December 2023 in Russia

Sales figures for construction and special equipment from the AEB Construction Equipment Committee, as well as import statistics, show the deep transformation of the entire market, primarily due to changes in the geography of supplies. Overall, the market is growing. Growth factors include growth in construction, increased implementation of infrastructure projects, and the growth of Russian industry in metallurgy and extracting industries. The positive dynamics are also due to the growth in the production of Russian road construction equipment, the restart of a number of production facilities after the restructuring of logistics chains and the establishment of the supply of components.

In order to estimate the real volume of the construction and special equipment market, figures for imports in 2022 and 2023 were added to the AEB statistics. To facilitate correct interpretation, a line highlighted in green has been added to the tables (named: "Total full market" i.e. total including manufacturers from China, Russia and Belarus).

Considering the positive dynamics of the market as a whole, we believe it is critically important for the AEB and the industry to maintain an open, constructive, and transparent dialogue with regulatory bodies, and it is important to participate in the work on all legislative initiatives aimed at developing the market.

We continue to analyze the market and maintain market statistics for new construction and special equipment on the Russian market. We will be glad to expand the statistics through new market players and invite all interested parties to join the statistical exchange of data on sales of construction and special equipment within the AEB Construction equipment data system.

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Attachments:

Sales of new construction equipment for Q4 2023/2022 and YTD 2023/2022 in Russia

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SALES OF NEW CONSTRUCTION EQUIPMENT FOR Q4 2023/2022 AND YTD 2023/2022 IN RUSSIA

Cumulative retail sales data of the AEB Construction Equipment Committee comprises machines of the following manufacturers and importers: Кранекс, ПТЗ, Четра, Bobcat, Caterpillar, CNH*, John Deere*, Develon/Doosan, Dressta, Hidromek, Hitachi, Hyundai, JCB*, Komatsu, Liebherr, UMG СДМ, Volvo*

*data is only for 2022

Backhoe-Loaders		
4Q 2023	4Q 2022	%
299	202	48,0%

	Backhoe-Loaders		
	2023	2022	2023 / 2022
January	79	274	-71%
February	86	498	-83%
March	76	260	March
April	91	175	-48%
May	76	130	-42%
June	47	132	-64%
July	59	76	-22%
August	87	67	30%
September	77	93	-17%
October	68	55	24%
November	146	85	72%
December	85	62	37%
Total AEB	977	1907	-49%
Total full market	9879	4459	122%

Crawler Excavators		
4Q 2023	4Q 2022	%
569	1368	-58,4%

	Crawler Excavators		
	2023	2022	2023/ 2022
January	351	397	-12%
February	403	579	-30%
March	526	520	1%
April	362	404	-10%
May	335	384	-13%
June	370	471	-21%
July	166	451	-63%
August	241	390	-38%
September	213	354	-40%
October	171	436	-61%
November	149	438	-66%
December	249	494	-50%
Total AEB	3 536	5 318	-34%
Total full market	13765	11415	21%

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Skid Steer Loaders		
4Q 2023	4Q 2022	%
65	181	-64,1%

	Skid Steer Loaders		
	2023	2022	2023/ 2022
January	13	143	-91%
February	31	81	-62%
March	27	91	-70%
April	35	44	-20%
May	26	19	37%
June	26	21	24%
July	21	50	-58%
August	26	42	-38%
September	37	64	-42%
October	27	50	-46%
November	22	56	-61%
December	16	75	-79%
Total AEB	307	736	-58%
Total full market	6418	2970	116%

Wheel Loaders		
4Q 2023	4Q 2022	%
117	316	-63,0%

	Wheel Loaders		
	2023	2022	2023/ 2022
January	70	66	6%
February	65	103	-37%
March	90	130	-31%
April	43	104	-59%
May	57	91	-37%
June	64	100	-36%
July	54	95	-43%
August	58	114	-49%
September	41	103	-60%
October	34	80	-58%
November	42	99	-58%
December	41	137	-70%
Total AEB	659	1 222	-46%
Total full market	13081	12940	1%



Crawler Tractors		
4Q 2023	4Q 2022	%
117	217	-46,1%

	Crawler Tractors		
	2023	2022	2023/ 2022
January	68	98	-31%
February	80	132	-39%
March	133	117	14%
April	39	128	-70%
May	65	126	-48%
June	50	121	-59%
July	50	116	-57%
August	35	139	-75%
September	50	108	-54%
October	39	76	-49%
November	36	69	-48%
December	42	72	-42%
Total AEB	687	1 302	-47%
Total full market	3200	3572	-10%

Wheel Excavators		
4Q 2023	4Q 2022	%
195	330	-40,9%

	Wheel Excavators		
	2023	2022	2023/ 2022
January	78	56	39%
February	86	89	-3%
March	81	57	42%
April	99	44	125%
May	105	78	35%
June	95	94	1%
July	61	102	-40%
August	55	91	-40%
September	62	98	-37%
October	50	59	-15%
November	72	126	-43%
December	73	145	-50%
Total AEB	917	1 039	-12%
Total full market	2452	1416	73%



Motor Graders		
4Q 2023	4Q 2022	%
328	349	-6,0%

	Motor Graders		
	2023	2022	2023/ 2022
January	29	49	-41%
February	47	69	-32%
March	55	58	-5%
April	17	78	-78%
May	47	59	-20%
June	49	78	-37%
July	43	52	-17%
August	45	50	-10%
September	65	112	-42%
October	31	99	-69%
November	134	90	49%
December	163	160	2%
Total AEB	725	954	-24%
Total full market	1718	1702	1%

Rigid Frame Haulers		
4Q 2023	4Q 2022	%
0	18	-

	Rigid Frame Haulers		
	2023	2022	2023/ 2022
January	5	38	-87%
February	0	28	-
March	2	38	-95%
April	2	25	-92%
May	1	26	-96%
June	1	23	-96%
July	0	28	-
August	0	14	-
September	0	8	-
October	0	11	-
November	0	7	-
December	0	0	-
Total AEB	11	246	-96%
Total full market	989	1091	-9%



Total:

4Q 2023	4Q 2022	%
1764	3064	-42,4%

	Jan-Dec 2023	Jan-Dec 2022	%
Total AEB	8 144	13 164	-38,1%
Total full market	51 502	39 565	30,2%

When using this data, please always refer to the Association of European Businesses.