

# TRUCK COMPONENT AND SPARE PART MARKET IN RUSSIA



JULY 2016

*Addressed to marketing experts,  
analysts, directors and managers involved  
in automotive business*

***From corporate author***

AUTOSTAT analytic agency presents the report “Truck component and spare part market in Russia”, covering results of 2015.

The report contains three parts. The first part deals with general characteristics of the truck market in Russia and contains data on truck production, import and sales as well as truck parc in Russia, its brand, age and regional structure. Structure of the parc by truck types is also included here.

The second part, which is also the main, contains information on capacity of the spare part aftermarket, where each group of components is presented with relevant characteristics and calculations.

Information on large distributors of a wide range of truck spare parts in Russia is included in the third part.

Please take note that calculation was held for the truck component and spare part market. At the same time, besides domestic and foreign brands, we subdivided the spare part market according to truck types (truck-tractors, dump trucks, drop-side trucks, special vehicles). We calculated service life for the following brands: GAZ, ZIL, KAMAZ, MAZ, DAF, MAN, Mercedes-Benz, Scania, Volvo, etc.

We should mention that the methods of component and spare part aftermarket capacity

calculation are based on the truck parc size and structure.

Having forecasted parc in Russia at the end of the current year, we evaluated the market capacity in 2016. The capacity was calculated for all basic aftermarket segments after spare part service life evaluation. Altogether tens of component items, subdivided into 15 product groups were calculated.

The results are included in the report in terms of numbers (units and complete sets) and in terms of money (USD) for each item, for spare part groups and for the whole market for several years including forecast for 2016.

Report “Truck component and spare part market in Russia” is prepared with an office research method. The major information sources are our own databases and information obtained from the market players directly. The structure of the information presentation and the calculation principles are developed by AUTOSTAT specialists. Nevertheless, they are all based on fundamental principles of market capacity calculations, common in the world practice.

All data presented in the report is clearly organized, compiled in tables and illustrated with graphs and diagrams if necessary.

*Best regards to all colleagues  
Sergey Tselikov  
Director of AUTOSTAT company*

**Contacts:**

Tel. +7 (499) 685-01-51  
Fax +7 (8482) 60-55-53, lol@autostat. ru



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# GENERAL CHARACTERISTIC OF THE MARKET, TRENDS AND PROSPECTS

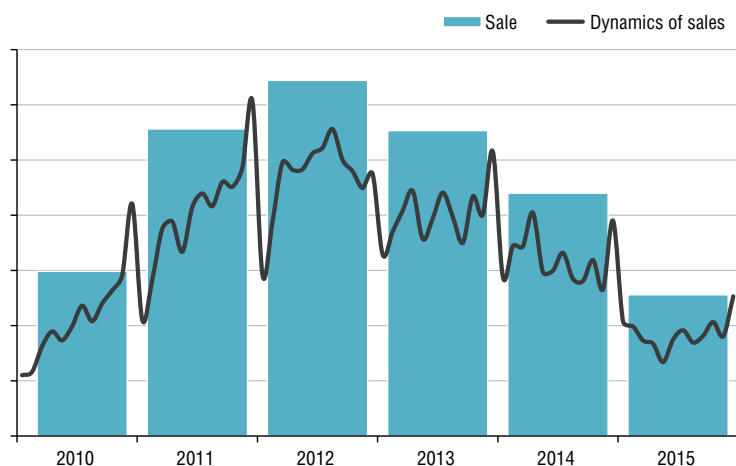
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## TRUCK MARKET IN RUSSIA

Trucks are subdivided into medium-duty (X.X – XX tons) and heavy-duty (over XX tons) vehicles. This page includes information about the total truck market, and detailed description of each segment is offered in the following sections.

In 2015 the new truck market in Russia came up to a little more than XX,XXX vehicles, which is XX.X% less than a year ago. So the demand for trucks in our country has been decreasing for three years. And last year this rate increased.

Truck sales in Russia in 2010 – 2015 (un.)

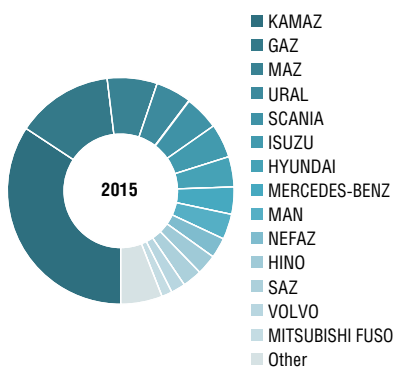


Truck market in Russia in 2010 – 2015 (un.)

| Brand         | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Chg., un. | Chg., % |
|---------------|------|------|------|------|------|------|-----------|---------|
| KAMAZ         |      |      |      |      |      |      |           |         |
| GAZ           |      |      |      |      |      |      |           |         |
| MAZ           |      |      |      |      |      |      |           |         |
| URAL          |      |      |      |      |      |      |           |         |
| SCANIA        |      |      |      |      |      |      |           |         |
| ISUZU         |      |      |      |      |      |      |           |         |
| HYUNDAI       |      |      |      |      |      |      |           |         |
| MERCEDES-BENZ |      |      |      |      |      |      |           |         |
| MAN           |      |      |      |      |      |      |           |         |
| NEFAZ         |      |      |      |      |      |      |           |         |
| HINO          |      |      |      |      |      |      |           |         |
| SAZ           |      |      |      |      |      |      |           |         |
| VOLVO         |      |      |      |      |      |      |           |         |
| DAF           |      |      |      |      |      |      |           |         |
| IVECO         |      |      |      |      |      |      |           |         |
| SHAANXI       |      |      |      |      |      |      |           |         |
| FAW           |      |      |      |      |      |      |           |         |
| FOTON         |      |      |      |      |      |      |           |         |
| RENAULT       |      |      |      |      |      |      |           |         |
| Other         |      |      |      |      |      |      |           |         |
| Total         |      |      |      |      |      |      |           |         |

Source: data of AUTOSTAT

Structure of the truck market in Russia



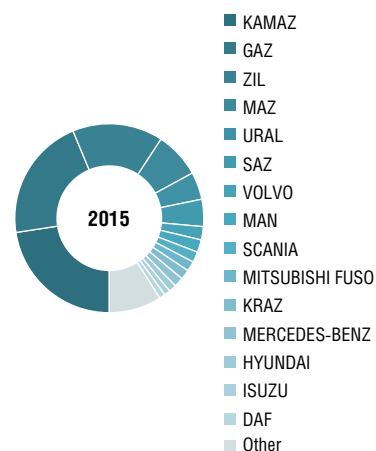
## BRAND STRUCTURE OF THE TRUCK PARC IN RUSSIA

Kama automobile plant became the leader in Russia with XX.X% of the total truck parc or XXX,XXX vehicles, having left behind another domestic manufacturer – Gorky automobile plant (XXX,XXX vehicles), for the first time.

Likhachov plant, which was one of the leading automotive manufacturers in the Soviet period, is on the third place with almost XX% share or XXX,XXX vehicles.

Then comes Belorussian MAZ with a considerable lag from the three leaders, which generate about XX% of the entire parc together...

Brand structure of the truck parc in Russia



| Truck parc in 2015 |     |          |     |     |     |     |      |     |      | (un.) |
|--------------------|-----|----------|-----|-----|-----|-----|------|-----|------|-------|
| Brand              | All | Share, % | CFD | VFD | NFD | UFD | NCFD | SFD | FEFD | SKFD  |
| KAMAZ              |     |          |     |     |     |     |      |     |      |       |
| GAZ                |     |          |     |     |     |     |      |     |      |       |
| ZIL                |     |          |     |     |     |     |      |     |      |       |
| MAZ                |     |          |     |     |     |     |      |     |      |       |
| URAL               |     |          |     |     |     |     |      |     |      |       |
| SAZ                |     |          |     |     |     |     |      |     |      |       |
| VOLVO              |     |          |     |     |     |     |      |     |      |       |
| MAN                |     |          |     |     |     |     |      |     |      |       |
| SCANIA             |     |          |     |     |     |     |      |     |      |       |
| MITSUBISHI FUSO    |     |          |     |     |     |     |      |     |      |       |
| KRAZ               |     |          |     |     |     |     |      |     |      |       |
| MERCEDES-BENZ      |     |          |     |     |     |     |      |     |      |       |
| HYUNDAI            |     |          |     |     |     |     |      |     |      |       |
| ISUZU              |     |          |     |     |     |     |      |     |      |       |
| DAF                |     |          |     |     |     |     |      |     |      |       |
| HINO               |     |          |     |     |     |     |      |     |      |       |
| NEFAZ              |     |          |     |     |     |     |      |     |      |       |
| RENAULT            |     |          |     |     |     |     |      |     |      |       |
| IVECO              |     |          |     |     |     |     |      |     |      |       |
| NISSAN             |     |          |     |     |     |     |      |     |      |       |
| FREIGHTLINER       |     |          |     |     |     |     |      |     |      |       |
| SHAANXI            |     |          |     |     |     |     |      |     |      |       |
| TATRA              |     |          |     |     |     |     |      |     |      |       |
| FOTON              |     |          |     |     |     |     |      |     |      |       |
| HOWO               |     |          |     |     |     |     |      |     |      |       |
| KAZ                |     |          |     |     |     |     |      |     |      |       |
| FAW                |     |          |     |     |     |     |      |     |      |       |
| DONGFENG           |     |          |     |     |     |     |      |     |      |       |
| INTERNATIONAL      |     |          |     |     |     |     |      |     |      |       |
| IFA                |     |          |     |     |     |     |      |     |      |       |
| Other              |     |          |     |     |     |     |      |     |      |       |
| Total              |     |          |     |     |     |     |      |     |      |       |

Source: processed data on vehicle parc as of 01.01.2016



## REGIONAL STRUCTURE OF THE TRUCK PARC

The largest number of trucks are registered in Moscow and Moscow region. High population in the capital region provides for big amount of cargo transportation, and a large number of logistics centers and warehouses require considerable truck fleet.

So, almost X% of the total truck parc is registered in the Russian capital (XXX,XXX vehicles). The share of Moscow region is about X% or XXX,XXX vehicles. At that, domestic vehicles generate over XX% of the parc in both regions.

For truth's sake prevalence of domestic vehicles is registered almost in all regions of Russia, as they have four-fold predominance in the country in toto.

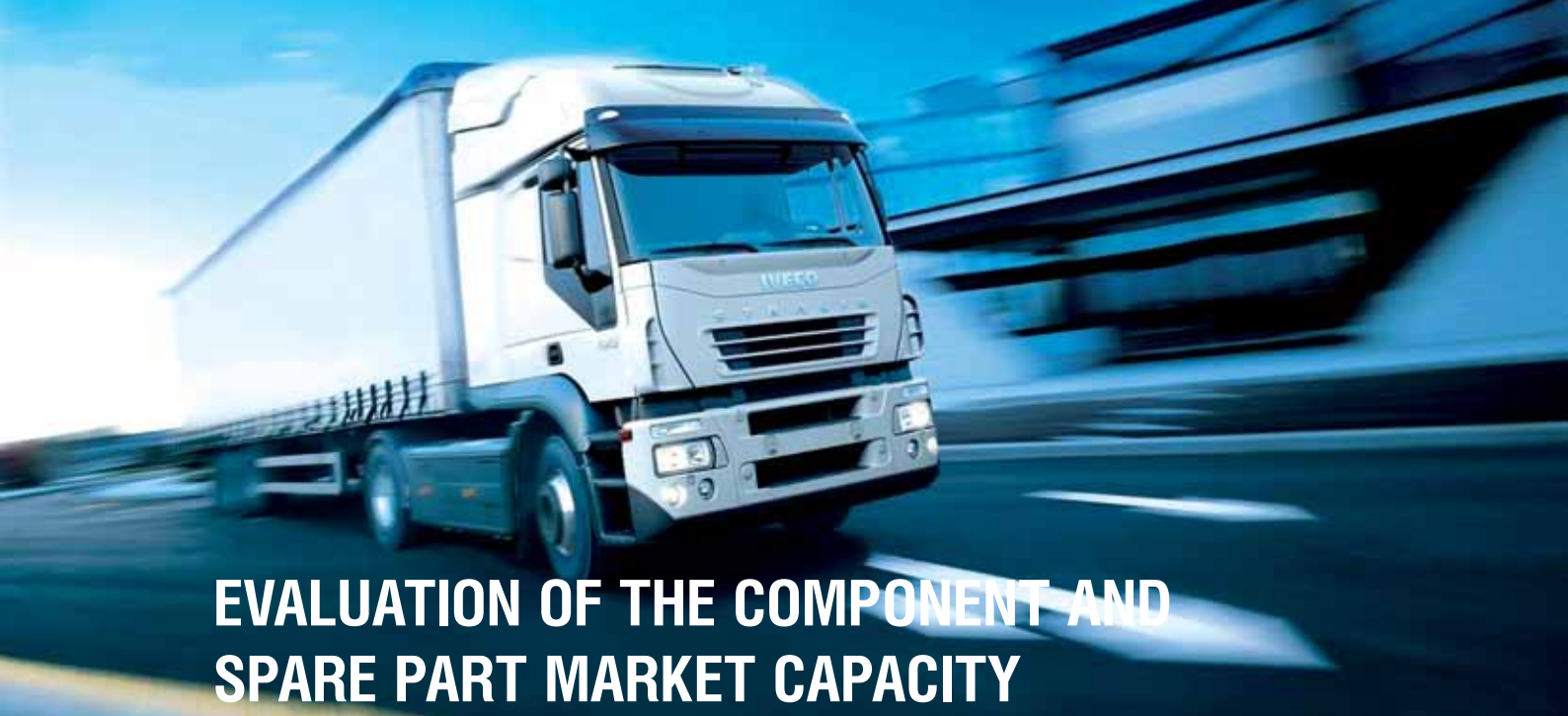
The only exception is Kaliningrad region, where foreign vehicles generate about XX% of the truck parc...

| Regional structure of the truck parc |     |                  |   |                  | (un.)                                      |
|--------------------------------------|-----|------------------|---|------------------|--|
| Region                               | All | Russian vehicles | Share of domestic vehicles in the region, % | Foreign vehicles | Share of foreign vehicles in the region, % |
| Moscow                               |     |                  |   |                  |  |
| Moscow region                        |     |                  |   |                  |  |
| Krasnodar krai                       |     |                  |   |                  |  |
| Irkutsk region                       |     |                  |   |                  |  |
| Rostov region                        |     |                  |   |                  |  |
| Republic of Tatarstan                |     |                  |   |                  |  |
| Novosibirsk region                   |     |                  |   |                  |  |
| Khanty-Mansi Auto. Area – Yugra      |     |                  |   |                  |  |
| Orenburg region                      |     |                  |   |                  |  |
| Primorskiy krai                      |     |                  |   |                  |  |
| Krasnoyarsk krai                     |     |                  |   |                  |  |
| St. Petersburg                       |     |                  |   |                  |  |
| Sverdlovsk region                    |     |                  |   |                  |  |
| Republic of Dagestan                 |     |                  |   |                  |  |
| Stavropol krai                       |     |                  |   |                  |  |
| Nizhny Novgorod region               |     |                  |   |                  |  |
| Altay krai                           |     |                  |   |                  |  |
| Samara region                        |     |                  |   |                  |  |
| Voronezh region                      |     |                  |   |                  |  |
| Chelyabinsk region                   |     |                  |   |                  |  |
| Omsk region                          |     |                  |   |                  |  |
| Republic of Bashkortostan            |     |                  |   |                  |  |
| Volgograd region                     |     |                  |   |                  |  |
| Saratov region                       |     |                  |   |                  |  |
| Perm region                          |     |                  |   |                  |  |
| Tyumen region                        |     |                  |   |                  |  |
| Tula region                          |     |                  |   |                  |  |
| Kemerovo region                      |     |                  |   |                  |  |
| Belgorod region                      |     |                  |   |                  |  |
| Kaluga region                        |     |                  |   |                  |  |
| Leningrad region                     |     |                  |   |                  |  |
| Yamalo-Nenets Auto. Area             |     |                  |   |                  |  |
| Pskov region                         |     |                  |   |                  |  |
| Tver region                          |     |                  |   |                  |  |
| Smolensk region                      |     |                  |   |                  |  |
| Zabaykalskiy krai                    |     |                  |   |                  |  |
| Oryol region                         |     |                  |   |                  |  |
| Ryazan region                        |     |                  |   |                  |  |
| Komi Republic                        |     |                  |   |                  |  |
| Vologda region                       |     |                  |   |                  |  |
| Penza region                         |     |                  |   |                  |  |
| Sakha Republic (Yakutiya)            |     |                  |   |                  |  |
| Udmurt Republic                      |     |                  |   |                  |  |
| Amur region                          |     |                  |   |                  |  |
| KKhabarovskiy krai                   |     |                  |   |                  |  |
| Tambov region                        |     |                  |   |                  |  |
| Tomsk region                         |     |                  |   |                  |  |
| Kirov region                         |     |                  |   |                  |  |
| Kaliningrad region                   |     |                  |   |                  |  |
| Kursk region                         |     |                  |   |                  |  |
| Bryansk region                       |     |                  |   |                  |  |
| Lipetsk region                       |     |                  |   |                  |  |
| Yaroslavl region                     |     |                  |   |                  |  |
| Chechen Republic                     |     |                  |   |                  |  |
| Ivanovo region                       |     |                  |   |                  |  |
| Vladimir region                      |     |                  |   |                  |  |
| Ulyanovsk region                     |     |                  |   |                  |  |
| Republic of Buryatia                 |     |                  |   |                  |  |
| Chuvash Republic                     |     |                  |   |                  |  |
| Arkhangelsk region                   |     |                  |   |                  |  |
| Astrakhan region                     |     |                  |   |                  |  |
| Novgorod region                      |     |                  |   |                  |  |
| Kurgan region                        |     |                  |   |                  |  |
| Republic of Mordovia                 |     |                  |   |                  |  |
| Sakhalin region                      |     |                  |   |                  |  |
| Other                                |     |                  |   |                  |  |
| <b>Total</b>                         |     |                  |   |                  |  |

Source: processed data on vehicle parc as of 01.01.2016

Regional structure of the truck parc





# EVALUATION OF THE COMPONENT AND SPARE PART MARKET CAPACITY

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## CHARACTERISTICS AND EVALUATION OF THE AFTERMARKET

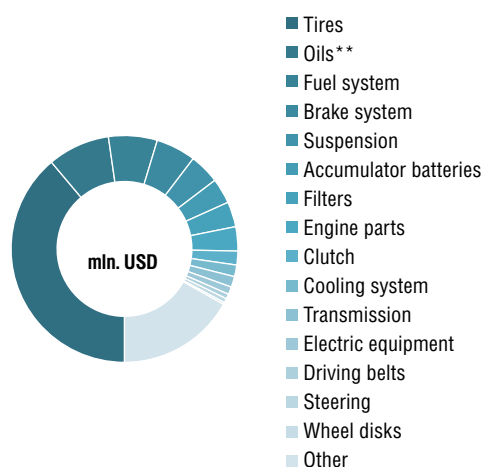
According to the evaluation of AUTOSTAT analytic agency, the total volume of the Russian truck component and spare part aftermarket exceeded XXX million units in 2015. That is \$X.XX billion in terms of money. We should mention that the calculation was first made in rouble terms and only than in dollar terms.

This report includes some tens of the most popular parts, subdivided into XX groups. Each group contains major parts, required regular replacement, whose failure is quite often and not a result of rejects or misuse.

Moreover sufficient statistics concerning the average operation life of the parts from this list was collected.

Some components are compiled in "Others" group, including bearings, hardware, general mechanical rubber goods, etc. This group is one of the largest and includes different parts and units, so we do not find it reasonable to evaluate it in terms of numbers...

Structure of the automotive component aftermarket in 2015



Automotive component aftermarket capacity

| Segment               | 2015             |          |                  |          |            |          | 2016*            |          |                  |          |            |          |
|-----------------------|------------------|----------|------------------|----------|------------|----------|------------------|----------|------------------|----------|------------|----------|
|                       | Foreign vehicles |          | Russian vehicles |          | Total      |          | Foreign vehicles |          | Russian vehicles |          | Total      |          |
|                       | thous. un.       | mln. USD | thous. un.       | mln. USD | thous. un. | mln. USD | thous. un.       | mln. USD | thous. un.       | mln. USD | thous. un. | mln. USD |
| Tires                 |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Oils***               |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Fuel system           |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Brake system          |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Suspension            |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Accumulator batteries |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Filters               |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Engine parts          |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Clutch                |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Cooling system        |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Transmission          |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Electric equipment    |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Driving belts         |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Steering              |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Wheel disks           |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| Other                 |                  |          |                  |          |            |          |                  |          |                  |          |            |          |
| <b>Total</b>          |                  |          |                  |          |            |          |                  |          |                  |          |            |          |

\* Forecast of AUTOSTAT analytic agency.

\*\* Thousand liters

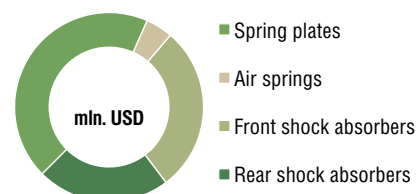
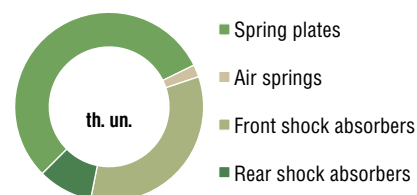
## SUSPENSION UNITS AND PARTS

In 2015 the suspension part market volume in Russia came up to X.XX million units for \$XXX million.

The share of components for foreign trucks is only a quarter (X.X million units), though they generate over XX% of the market in terms of money (\$XXX.X million). That is due to the fact that suspension elements for foreign trucks are much more expensive than components for domestic vehicles. On the other hand the replacement age of parts for foreign trucks is much higher.

Taking into account poor quality of Russian roads and statistics on vehicle operation, such suspension parts as spring plates and shock absorbers are replaced the most frequent...

Market structure in 2015



Suspension units and parts market capacity

| Title            | Age group | 2013       |          | 2014       |          | 2015       |          | 2016*      |          |
|------------------|-----------|------------|----------|------------|----------|------------|----------|------------|----------|
|                  |           | thous. un. | mln. USD | thous. un. | mln. USD | thous. un. | mln. USD | thous. un. | mln. USD |
| Foreign vehicles | Under 7   |            |          |            |          |            |          |            |          |
|                  | 7 – 15    |            |          |            |          |            |          |            |          |
|                  | Over 15   |            |          |            |          |            |          |            |          |
|                  | Total     |            |          |            |          |            |          |            |          |
| Russian vehicles | Under 7   |            |          |            |          |            |          |            |          |
|                  | 7 – 15    |            |          |            |          |            |          |            |          |
|                  | Over 15   |            |          |            |          |            |          |            |          |
|                  | Total     |            |          |            |          |            |          |            |          |
| All              |           |            |          |            |          |            |          |            |          |

\*AUTOSTAT forecast

Calculation of suspension unit and part market capacity

| Title                 | Age group                             | Coefficient | Resource, thous. km |     |             | Serviced<br>parc | Volume     | Price | Market capacity |          |
|-----------------------|---------------------------------------|-------------|---------------------|-----|-------------|------------------|------------|-------|-----------------|----------|
|                       |                                       |             | min                 | max | calculation | thous. un.       | thous. un. | USD   | thous. un.      | mln. USD |
| Foreign vehicles      |                                       |             |                     |     |             |                  |            |       |                 |          |
| Truck-tractors        |                                       |             |                     |     |             |                  |            |       |                 |          |
| Spring plates         | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Air springs           | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |

## Calculation of suspension unit and part market capacity

| Title                 | Age group                             | Coefficient                           | Resource, thous. km |     |             | Serviced<br>parc | Volume     | Price | Market capacity |          |
|-----------------------|---------------------------------------|---------------------------------------|---------------------|-----|-------------|------------------|------------|-------|-----------------|----------|
|                       |                                       |                                       | min                 | max | calculation | thous. un.       | thous. un. | USD   | thous. un.      | mln. USD |
| Foreign vehicles      |                                       |                                       |                     |     |             |                  |            |       |                 |          |
| Drop-side truck       | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Spring plates         |                                       |                                       |                     |     |             |                  |            |       |                 |          |
| Air springs           |                                       | Under 7<br>7 – 15<br>Over 15<br>Total |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers |                                       | Under 7<br>7 – 15<br>Over 15<br>Total |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Dump trucks           |                                       |                                       |                     |     |             |                  |            |       |                 |          |
| Spring plates         | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Special vehicles      |                                       |                                       |                     |     |             |                  |            |       |                 |          |
| Spring plates         | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Total                 | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Russian vehicles      |                                       |                                       |                     |     |             |                  |            |       |                 |          |
| Truck-tractors        | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |
| Spring plates         |                                       |                                       |                     |     |             |                  |            |       |                 |          |
| Air springs           |                                       | Under 7<br>7 – 15<br>Over 15<br>Total |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers |                                       | Under 7<br>7 – 15<br>Over 15<br>Total |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |                                       |                     |     |             |                  |            |       |                 |          |

## Calculation of suspension unit and part market capacity

| Title                 | Age group                             | Coefficient | Resource, thous. km |     |             | Serviced<br>parc | Volume     | Price | Market capacity |          |
|-----------------------|---------------------------------------|-------------|---------------------|-----|-------------|------------------|------------|-------|-----------------|----------|
|                       |                                       |             | min                 | max | calculation | thous. un.       | thous. un. | USD   | thous. un.      | mln. USD |
| Russian vehicles      |                                       |             |                     |     |             |                  |            |       |                 |          |
| Drop-side truck       |                                       |             |                     |     |             |                  |            |       |                 |          |
| Spring plates         | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Dump trucks           |                                       |             |                     |     |             |                  |            |       |                 |          |
| Spring plates         | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Special vehicles      |                                       |             |                     |     |             |                  |            |       |                 |          |
| Spring plates         | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Front shock absorbers | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Rear shock absorbers  | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| Total                 | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |
| All                   | Under 7<br>7 – 15<br>Over 15<br>Total |             |                     |     |             |                  |            |       |                 |          |

# Profiles of spare part dealer companies

Spare parts for trucks are distributed in the Russian market by a large number of specialized companies. Today quite a number of large companies specialize in spares distribution. There are a lot of spare part dealers in Russia (shops, engineering and service centers, etc.). This report includes profiles of dozens of large companies, distributing a wide range of components for Russian and foreign trucks. We did not try to represent this market segment as a whole, the companies represented are the largest market players of different Russian regions.

The company profiles do not include the companies' contacts, only www-addresses, where the full information is available. The web sites also include the full lists of distributed brands, moreover these lists could be changed from time to time.

Almost all market players keep information of their sales volumes in secret, and it is quite difficult to assess dealer companies impartially.

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## AD SMARTEC, Moscow

[www.smartec.ru](http://www.smartec.ru)

AD SMARTEC was founded in 1996 as a distributor of spare parts for passenger cars. In 1999 the company extended its range of spare parts for trucks, trailers and building vehicles. The regular customers and partners are retail spare part shops, service stations and car service centers as well as companies and enterprises.

In 2005 the company launched logistics center in the West of Moscow. The company is a part of ADI international trade group. Over XX,XXX items of spare parts are constantly available. All products

purchased by the company are stored in the distribution stock where they are redistributed and sent to the regional and local stores...

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## AVTOALL, Moscow

[www.avtoall.ru](http://www.avtoall.ru)

AvtoALL spare part shops have been operating since 1992. The company is a dealer and a part of commodity distribution network of all large automotive component and spare part manufacturers – YaMZ, ZMZ, ZIL, MAZ, KAMAZ, UAZ, MTZ, etc.

The company sells products of domestic manufacturers and famous foreign companies. In 1998 AvtoALL started operation in Internet.

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## EXIST.RU, Moscow

[www.exist.ru](http://www.exist.ru)

Online store EXIST.ru was established in 1999. Today it is one of the leading companies in this market. EXIST.ru project is based on information technologies, own software, analytic and statistic market information, collected for the years of activity, franchising system. The company offers system of automotive spare part on-line-search and order. It has an extensive on-line catalogue of spare parts for European, Japanese and Korean vehicles...

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## G-TRUCK, Moscow

[www.g-truck.ru](http://www.g-truck.ru)

G-TRUCK is a network of shops of spare parts for European trucks and trailers. The network sells spare parts from European OEM plants, supplying enterprises of automotive concerns.

G-TRUCK is one of the projects of GROUPAUTO International, union of independent distributors of spare parts for passenger cars and trucks and after-sales service, in Russia. Due to integration with international distribution network, G-TRUCK applies successful European experience in Russia...

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## GRIDON.RU, Moscow

[www.gridon.ru](http://www.gridon.ru)

Internet portal Gridon.ru has been specializing in commercial vehicle spare part import and sales for more than X years. Supplies of spare parts for Chinese trucks and special vehicles have been one of its priority activities since 2011. The company has a representative office in China.

Gridon.ru offers spare parts for Chinese trucks, buses and special purpose vehicles of the following brands: ...

**Address:** 8, Noviy Proezd St., office 302  
 Togliatti, Samara reg., Russia  
**Post address:** 445043, Togliatti, post box 4816  
**Phone:** +7 (8482) 60-55-53  
 +7 (499) 685-01-51  
**URL:** [www.autostat.ru](http://www.autostat.ru)  
**E-mail:** [avb@autostat.ru](mailto:avb@autostat.ru)

## OUR PRODUCTS

**Reference book** «Automotive market in Russia» is published once a year. It contains results of the Russian market development for the previous year, different estimations including financial ones, and forecast of further development of the market.

The reference book includes three parts: production, sales and parc of vehicles in Russia.

**Marketing reports** contain analysis of separate segments of the automotive market. The reports are prepared with an office research method. The sources of information are data of the State Customs Committee, State Traffic Safety Inspectorate, as well as our own databases and information, obtained from the market players directly.

## ABOUT THE COMPANY

AUTOSTAT analytic agency has been operating in the Russian information market since 2006. The demand for its reports and their appreciation by the market players enabled the marketing research of the automotive market to become the main activity of AUTOSTAT agency. The experience of the agency's specialists in automotive and financial spheres as well as specialization in automotive sector enables to prepare marketing reports on actual subjects.

## OUR CLIENTS

For the years of the agency's operation, our reports have been bought by over 2,000 companies including automotive and component manufacturers, leading Russian and foreign consulting agencies, big banks and insurance companies such as PricewaterhouseCoopers, Ernst & Young (CIS) B. V., Boston Consulting Group, Booz Allen Hamilton Inc, Deloitte & Touche CIS, Roland Berger Strategy Consultants, Frost & Sullivan, McKinsey & Company, Mitsui & Co. Ltd, Toyota Motor, Nissan Motor Rus, Volkswagen Group Rus, BMW Rusland Trading, Amtel Vredestein, Continental Tires Rus, Dupont Russia, Varta Battery GmbH, ZF Trading GmbH, Robert Bosch, BASF, AVTOVAZ, Sollers, ZAZ SeAZ, Rossgosstrah, Ingosstrah, ROSNO, Ugoria, Europlan, Alfabank», Russian standard bank, MDM and many others.

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**PASSENGER CAR MARKET IN RUSSIA**

**AUTOMOTIVE COMPONENT AND SPARE PART MARKET IN RUSSIA**

**AUTOMOTIVE INDUSTRY IN RUSSIA**

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**Evgenya Karpova**  
**Svetlana Krylova**  
 Translation **Vedy Co**  
 Marketing division **Violetta Toptun**  
 Production editor **Elena Almakaeva**  
 Distribution **Address delivery in Russia**  
**and abroad**  
 Date of issue **July 2016**

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