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PRESS RELEASE

SALES OF NEW FOREIGN* BRAND COMMERCIAL VEHICLES IN RUSSIA IN Q1 2010

Having published sales results of the years 2008 and 2009, the Commercial Vehicles Committee of the Association of European Businesses publishes and comments on the development in sales of its new commercial vehicles in the first quarter of the year 2010 in the Russian Federation. Reference data are sales of commercial vehicles to end users and body manufacturers. All these vehicles have been unregistered before, e.g. new vehicles. Vehicles are clustered in four different segments: light commercial vehicles (LCV) from 2,8 to 6 tons gross vehicle weight (GVW), medium duty trucks (MDT) from 6 to 16 tons GVW, heavy duty trucks (HDT) above 16 tons GVW and busses. The figures reported below (with some exceptions in the LCV segment) relate only to the brands represented by the CVC.

Boris Billich, chairman of the Commercial Vehicles Committee, says: “We see a remarkably positive trend in the first quarter. We expected some stabilization, but we are very pleased with the dynamic. This holds true especially for the heavy truck segment.”

Comparing the first quarter of 2010 to the first quarter of 2009, the sales of light commercial vehicles grew by 6%. 21.062 units were sold in Q1 2010 while in the same period of 2009 only 19.962 LCVs were retailed.

The medium duty segment contracted slightly from 976 units of sales in Q1 2009 to 893 units in Q1 2010, that is 9%. Since this market segment is very small, the statistical effect looks worse than the market dynamic in the total truck market, which can be seen in the development of the heavy duty truck segment (HDT). This grew from 1.068 units in the first quarter of 2009 by an impressive 87% to 1.995 units, comparing the first quarter of 2009 to the first quarter of 2010.

The bus segment also jumped up, from 24 vehicles in Q1 2009 to 38 units retail in Q1 2010.

Andrey Chursin, vice chairman of the Commercial Vehicles Committee, gives a positive outlook on the further development: “Although many factors are still hard to predict, we feel that the economy has improved, and this helps the development of the commercial vehicle market.”

The CVC will publish its next market report after the second quarter of 2010.

**LCV segment data includes sales of the Russian brands*

SALES OF NEW FOREIGN* BRAND COMMERCIAL VEHICLES IN RUSSIA IN JANUARY-MARCH 2010

LCV <6t**

BRANDS	Q1 2010	Q1 2009	2010 vs 2009
GAZ	10800	9748	11%
UAZ	3594	2970	21%
FIAT	1891	1214	56%
Hyundai	922	197	368%
Volkswagen NFZ	837	1406	-40%
Peugeot	755	453	67%
FORD	730	2053	-64%
Nissan	440	737	-40%
Mercedes-Benz Vans	380	435	-13%
Iveco	273	148	84%
Citroen	186	138	35%
Renault	171	73	134%
Opel	44	290	-85%
Isuzu	31	22	41%
Toyota	8	78	-90%
Total	**21062**	**19962**	**6%**

**LCV segment data includes sales of the Russian brands*

*** Models included into the LVC segment report are: Gazelle, Sobol, LDV (GAZ); Cargo, 3303, 3741, 3909, 3962, 2206 (UAZ); Ducato, Doblo Cargo (FIAT); Transit, Transit Connect, Ranger (Ford); Caddy, T5, Crafter (Volkswagen Vans); Boxer, Partner Origin VU, Partner New VU (Peugeot); Navara, Pick Up, Cabstar (Nissan); Porter (Hyundai); Sprinter, Vario, Vito/Viano (Mercedes-Benz Vans); Berlingo VU, New Berlingo VU, Jumper (Citroen); Combo (Opel); Kangoo VU, Master VU, Trafic VU (Renault); HiAce (Toyota); Daily (Iveco); NLR85 (Isuzu).*

Trucks 6-16t			
BRANDS	**Q1 2010**	**Q1 2009**	**2010 vs 2009**
Isuzu	437	413	6%
Hyundai	372	503	-26%
MAN	40	7	471%
Mercedes-Benz	36	3	1100%
Iveco	7	41	-83%
Volvo	1	5	-80%
Renault Trucks	0	4	-100%
Total	**893**	**976**	**-9%**

Trucks >16t			
BRANDS	**Q1 2010**	**Q1 2009**	**2010 vs 2009**
MAN	484	191	153%
Iveco	393	51	671%
Scania	382	301	27%
Volvo	277	195	42%
Renault Trucks	207	53	291%
Mercedes-Benz	107	93	15%
Ford Trucks	69	68	1%
Isuzu	55	104	-47%
Hyundai	21	12	75%
Total	**1995**	**1068**	**87%**

Buses (except "mini"segment)			
BRANDS	**Q1 2010**	**Q1 2009**	**2010 vs 2009**
Hyundai	26	21	24%
MAN	9	2	350%
Scania	3	1	200%
Mercedes-Benz	0	0	-
Setra	0	0	-
Total	**38**	**24**	**58%**

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