



Moscow, 12 October 2012

PRESS RELEASE

**SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA*
IN THE THREE QUARTERS OF 2012**

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 buses. The figures reported below (with some exceptions in the LCV segment) relate only to the brands represented by the CVC.

Andrey Chursin, Chairman of the AEB Commercial Vehicles Committee, commented: *“As forecasted by the members of the AEB Commercial Vehicles Committee, the market continues moderate growth in comparison with the previous year. Introduction of the disposal fee slightly slowed down sales increase in the end of the third quarter, especially in the heavy duty trucks segment. However, we are sure that the year-end will as usual be dynamic”.*

Comparing the three quarters of 2012 to the three quarters of 2011, sales of light commercial vehicles grew by 9%. – 135.229 units were sold in the three quarters of 2012 while 123.784 LCVs were retained in the three quarters of 2011.

The medium duty segment sales increased from 7.678 units in the three quarters of 2011 to 8.531 units in the three quarters of 2012 – an 11% growth. In the three quarters of 2012, the heavy duty truck segment (HDT) sales dropped by 5% (from 19.499 units to 18.507 units), compared to the three quarters of 2011.

The bus segment showed growth by 14% – from 3.169 vehicles in the three quarters of 2011 to 3.616 units in the three quarters of 2012.

Commercial Vehicles Committee members expect that sales will continue to increase in 2012.

* Data on Volvo is not submitted since September 2011.

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SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA IN JANUARY- SEPTEMBER 2012

LCV <6t									
BRANDS	Jul 2012	Aug 2012	Sep 2012	III Q 2012	Jan-Sep 2012	BRANDS	Jan-Sep 2012	Jan-Sep 2011	%
GAZ	7623	8578	8340	24541	64279	GAZ	64279	64579	0%
UAZ	2010	2508	2766	7284	19519	UAZ	19519	17609	11%
Volkswagen NFZ	1252	1393	1430	4075	12104	Volkswagen NFZ	12104	8564	41%
Ford	1057	1201	1378	3636	8649	Ford	8649	6290	38%
Peugeot	852	1075	843	2770	7845	Peugeot	7845	6289	25%
Toyota	1002	1169	843	3014	5421	Toyota	5421	1830	196%
FIAT	334	609	1067	2010	4027	FIAT	4027	10201	-61%
Citroen	362	402	411	1175	3751	Citroen	3751	2144	75%
Mercedes-Benz Vans	329	357	330	1016	2750	Mercedes-Benz Vans	2750	1730	59%
Hyundai	417	135	118	670	2000	Hyundai	2000	2409	-17%
Nissan	207	208	273	688	1860	Nissan	1860	1384	34%
Baw	164	190	185	539	1392	Baw	1392	n/a	-
Renault	134	149	175	458	1241	Renault	1241	296	319%
Isuzu	4	3	10	17	140	Isuzu	140	353	-60%
Tagaz	54	21	10	85	138	Tagaz	138	3	4500%
Foton	5	9	26	40	113	Foton	113	103	10%
Total	15806	18007	18205	52018	135229	Total	135229	123784	9%

* Models included into the LVC segment report are: Berlingo VU, New Berlingo VU, Jumper (Citroen); Ducato, Doblo Cargo, Doblo Panorama (FIAT); Transit, Transit Connect, Ranger (Ford); Gazelle, Sobol, LDV (GAZ); H1, Porter (Hyundai); NLR85, NMR85 (Isuzu); Sprinter, Vario, Vito/Viano (Mercedes-Benz Vans); Navara, Pick Up, Cabstar (Nissan); Boxer, Partner Origin VU, Partner New VU (Peugeot); Kangoo VU, Master VU, Trafic VP, Trafic VU (Renault); HiAce (Toyota); Hardy (TagAZ); Cargo, 3303, 3741, 3909, 3962, 2206 (UAZ); Amarok 1, Caddy 3, Caddy 3GP, Crafter 3, Crafter 3GP, T5 (Volkswagen Vans).

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Trucks 6-16t

BRANDS	Jul 2012	Aug 2012	Sep 2012	III Q 2012	Jan-Sep 2012
Hyundai	182	356	289	827	3273
Mitsubishi-Fuso	169	254	242	665	1469
Foton	120	214	157	491	1365
Hino	160	184	200	544	1274
URAL	29	70	46	145	334
Isuzu	24	46	108	178	284
MAN	76	49	11	136	228
Baw	7	49	12	68	209
Mercedes-Benz	9	18	2	29	95
Total	776	1240	1067	3083	8531

BRANDS	Jan-Sep 2012	Jan-Sep 2011	%
Hyundai	3273	4043	-19%
Mitsubishi-Fuso	1469	690	113%
Foton	1365	554	146%
Hino	1274	715	78%
URAL	334	325	3%
Isuzu	284	899	-68%
MAN	228	420	-46%
Baw	209	n/a	-
Mercedes-Benz	95	32	197%
Total	8531	7678	11%

Trucks>16t

BRANDS	Jul 2012	Aug 2012	Sep 2012	III Q 2012	Jan-Sep 2012
MAN	923	719	592	2234	6085
URAL	235	409	295	939	3740
Scania	529	477	351	1357	3673
Mercedes-Benz	394	608	441	1443	3104
Renault	147	282	83	512	1334
Ford Trucks	25	25	19	69	218
Hino	18	11	26	55	135
Hyundai	13	27	14	54	120
Isuzu	0	2	3	5	98
Total	2284	2560	1824	6668	18507

BRANDS	Jan-Sep 2012	Jan-Sep 2011	%
MAN	6085	4549	34%
URAL	3740	7004	-47%
Scania	3673	4493	-18%
Mercedes-Benz	3104	1745	78%
Renault	1334	907	47%
Ford Trucks	218	248	-12%
Hino	135	53	155%
Hyundai	120	154	-22%
Isuzu	98	346	-72%
Total	18507	19499	-5%

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Buses (except "mini"segment)

BRANDS	Jul 2012	Aug 2012	Sep 2012	III Q 2012	Jan-Sep 2012	BRANDS	Jan-Sep 2012	Jan-Sep 2011	%
LIAZ	275	148	160	583	1449	LIAZ	1449	963	50%
PAZ	194	197	133	524	1313	PAZ	1313	1206	9%
KAVZ	39	64	33	136	372	KAVZ	372	336	11%
Hyundai	35	37	24	96	256	Hyundai	256	331	-
MAN	25	19	10	54	142	MAN	142	159	11%
Scania	6	6	4	16	43	Scania	43	23	87%
GOLAZ	0	0	1	1	20	GOLAZ	20	142	-
Mercedes-Benz	2	2	4	8	11	Mercedes-Benz	11	8	38%
BAW	2	0	0	2	9	BAW	9	n/a	-
Setra	0	0	0	0	1	Setra	1	1	0%
Total	578	473	369	1420	3616	Total	3616	3169	14%

* Buses of models PAZ-3204 and PAZ-3205, corresponding to the "mini" segment in the AEB classification, are not included in the statistics.

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