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## PRESS RELEASE

### *The Year Continues Strong for New Cars and Light Commercial Vehicles in Russia*

- *Sales of new passenger cars and LCVs in Russia increased by 25% in February, 2012*
- *Among the top ten bestselling models so far, ten are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **February, 2012** saw the sales of new cars and light commercial vehicles in Russia increase by **25%** in comparison to the same period in 2011. This February, 206,873 units were sold; this is 40,718 units more than in February, 2011.

Among the **top ten bestselling models** of passenger cars so far, **ten** are produced in Russia.

January and February 2012 saw the percentage sales of new cars and light commercial vehicles in Russia increase by **23%** in comparison to the same period in 2011 or by 66,867 more sold units.

**David Thomas**, Chairman of the **AEB Automobile Manufacturers Committee** commented:

“The encouraging start to 2012 continues with 25% growth for the month following January's 20% increase. A 23% Year to date increase is better than anticipated in the last AMC forecast, but as the first two months in the Russian market are subject to vacations and the impact of closing stocks, it is too early to revise our full year view of 2.8m Passenger Cars and Light commercial Vehicles. Once we have the March results, we will have a clearer picture of the overall market trend.”

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Attachments:

1. New car/LCV sales in Russia by brands in January – February 2012/2011 and February 2012/2011
2. New car/LCV sales in Russia by groups in January – February 2012/2011 and February 2012/2011
3. 25 best sold models of cars in Russia in January – February 2012/2011 and February 2012/2011

Contacts:

Olga Zueva, AEB Automobile Manufacturers Committee Coordinator [olga.zueva@aebrus.ru](mailto:olga.zueva@aebrus.ru), tel. +7 (495) 234 27 64

Yuliya Sheglova, Project manager for market researches and statistics [yuliya.sheglova@aebrus.ru](mailto:yuliya.sheglova@aebrus.ru), tel. +7 (495) 234 27 64

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## NEW CAR AND LCV\* SALES IN RUSSIA BY BRANDS IN JANUARY-FEBRUARY 2012/2011 AND FEBRUARY 2012/2011

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

BRANDS	Jan - Feb 2012	Jan - Feb 2011	%	Feb 2012	Feb 2011	%
LADA	65795	75922	-13%	36761	38976	-6%
NISSAN*	25012	17351	44%	14232	10501	36%
HYUNDAI*	24911	14974	66%	14703	9484	55%
KIA	24240	18200	33%	13231	10200	30%
RENAULT*	23779	17795	34%	12870	9985	29%
CHEVROLET	22823	17062	34%	13096	9759	34%
VW	20663	9723	113%	11365	5465	108%
TOYOTA*	19253	14536	32%	11297	8221	37%
FORD*	15752	10275	53%	9211	6646	39%
SKODA	11064	7895	40%	6312	4541	39%
OPEL	10461	7143	46%	6056	4098	48%
GAZ LCV*	9661	9148	6%	5707	5190	10%
DAEWOO	8905	9798	-9%	4098	5193	-21%
MITSUBISHI	7563	8465	-11%	4562	5251	-13%
UAZ*	6968	6396	9%	4058	3371	20%
PEUGEOT*	6242	5451	15%	3462	3002	15%
MAZDA	5723	4309	33%	4188	2801	50%
CITROEN*	4426	3157	40%	2561	1818	41%
MERCEDES-BENZ	4107	3062	34%	2605	2002	30%
BMW	3954	2956	34%	2406	1530	57%
SUZUKI	3848	4573	-16%	2205	2726	-19%
AUDI	3770	2710	39%	2330	1505	55%
SSANGYONG	3755	1996	88%	2269	1102	106%
LIFAN***	2677	1669	60%	1627	855	90%
LAND ROVER	2365	1379	72%	1772	816	117%
VW NFZ*	2202	1287	71%	1401	798	76%
FIAT*	2010	2440	-18%	1002	1652	-39%
ZAZ	1970	1993	-1%	910	1141	-20%
SUBARU	1865	1443	29%	1135	873	30%
CHERY	1859	585	218%	1097	292	276%
GREAT WALL	1749	759	130%	906	411	120%
VOLVO	1730	1285	35%	1267	905	40%
INFINITI	1697	1075	58%	1010	632	60%
GEELY	1593	322	395%	1003	195	414%
LEXUS	1369	1614	-15%	748	944	-21%
HONDA	1343	1602	-16%	837	1088	-23%
BOGDAN*****	946	873	8%	572	474	21%
IZH	428	561	-24%	202	265	-24%
JEEP	355	138	157%	232	87	167%
PORSCHE	334	221	51%	188	119	58%
CADILLAC	318	254	25%	188	140	34%
MERCEDES-BENZ VANS	293	130	125%	190	62	206%
HAIMA	292	347	-16%	155	260	-40%
BYD*****	251	10	2410%	199	10	1890%
MINI	247	102	142%	142	52	173%
VORTEX****	240	594	-60%	238	208	14%
JAGUAR	176	100	76%	111	58	91%
SEAT	128	115	11%	83	70	19%
TAGAZ*****	91	550	-83%	15	343	-96%
ISUZU*	33	39	-15%	19	19	0%
DODGE	24	15	60%	20	10	100%
CHRYSLER	19	13	46%	19	9	111%
<b>TOTAL</b>	<b>361279</b>	<b>294412</b>	<b>23%</b>	<b>206873</b>	<b>166155</b>	<b>25%</b>

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\*LCV sales are included into total brand's sales if exist in the product line of the brand (brands marked \*); reported separately for some brands. LCV $\leq$ 3,5t (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur

\*\*CHANCE = cars produced at "ZAZ" CJCS (Zaporizhzhia Automobile Building Plant, Ukraine), from July 2009 distributed in Russia by QUEENGROUP.

\*\*\*LIFAN distributor in Russia changed in 2010

\*\*\*\*VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

\*\*\*\*\*BOGDAN = cars and LCVs of BOGDAN brand produced in Cherkassy, Ukraine by Bogdan corporation (BOGDAN 2110,2111,2310;exported to Russia from April 2010

\*\*\*\*\*TAGAZ = cars and LCVs of TAGAZ brand produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

\*\*\*\*\*BYD F3 = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ

\*\*\*\*\*Sales of the following brands stopped in 2010: Alfa Romeo, Hummer, SAAB

\*\*\*\*\*From January 2011 data on IVECO is not submitted

\*\*\*\*\*HAIMA = card produced at the plant of the automotive company Derways in Cherkessk (Karachay-Cherkess Republic from the very end of 2010 and distributed in Russia by Derways

\*\*\*\*\*From January 2010 the sales of LADA 2014 of IzhAuto are included into LADA's data

## NEW CAR AND LCV\* SALES IN RUSSIA BY GROUPS IN JANUARY-FEBRUARY 2012/2011 AND FEBRUARY 2012/2011

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

GROUPS	Jan-Feb 2012	Jan-Feb 2011	%	Feb 2012	Feb 2011	%
<b>AVTOVAZ - RENAULT – NISSAN*****</b>	<b>116283</b>	<b>112143</b>	<b>4%</b>	<b>64873</b>	<b>60094</b>	<b>8%</b>
AVTOVAZ	65795	75922	-13%	36761	38976	-6%
RENAULT	23779	17795	34%	12870	9985	29%
NISSAN	25012	17351	44%	14232	10501	36%
INFINITI	1697	1075	58%	1010	632	60%
<b>VW Group</b>	<b>37827</b>	<b>21730</b>	<b>74%</b>	<b>21491</b>	<b>12379</b>	<b>74%</b>
VOLKSWAGEN cars	20663	9723	113%	11365	5465	108%
VOLKSWAGEN vans	2202	1287	71%	1401	798	76%
AUDI	3770	2710	39%	2330	1505	55%
SEAT**	128	115	11%	83	70	19%
SKODA	11064	7895	40%	6312	4541	39%
<b>GM Group</b>	<b>33602</b>	<b>24459</b>	<b>37%</b>	<b>19340</b>	<b>13997</b>	<b>38%</b>
OPEL	10461	7143	46%	6056	4098	48%
CHEVROLET	22823	17062	34%	13096	9759	34%
CADILLAC	318	254	25%	188	140	34%
<b>HYUNDAI</b>	<b>24911</b>	<b>14974</b>	<b>66%</b>	<b>14703</b>	<b>9484</b>	<b>55%</b>
<b>KIA</b>	<b>24240</b>	<b>18200</b>	<b>33%</b>	<b>13231</b>	<b>10200</b>	<b>30%</b>
<b>TOYOTA Group</b>	<b>20622</b>	<b>16150</b>	<b>28%</b>	<b>12045</b>	<b>9165</b>	<b>31%</b>
TOYOTA	19253	14536	32%	11297	8221	37%
LEXUS	1369	1614	-15%	748	944	-21%
<b>FORD</b>	<b>15752</b>	<b>10275</b>	<b>53%</b>	<b>9211</b>	<b>6646</b>	<b>39%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>10668</b>	<b>8608</b>	<b>24%</b>	<b>6023</b>	<b>4820</b>	<b>25%</b>
PEUGEOT	6242	5451	15%	3462	3002	15%
CITROEN	4426	3157	40%	2561	1818	41%
<b>GAZ LCV</b>	<b>9661</b>	<b>9148</b>	<b>6%</b>	<b>5707</b>	<b>5190</b>	<b>10%</b>
<b>DAEWOO</b>	<b>8905</b>	<b>9798</b>	<b>-9%</b>	<b>4098</b>	<b>5193</b>	<b>-21%</b>
<b>MITSUBISHI</b>	<b>7563</b>	<b>8465</b>	<b>-11%</b>	<b>4562</b>	<b>5251</b>	<b>-13%</b>
<b>UAZ</b>	<b>6968</b>	<b>6396</b>	<b>9%</b>	<b>4058</b>	<b>3371</b>	<b>20%</b>
<b>MAZDA</b>	<b>5723</b>	<b>4309</b>	<b>33%</b>	<b>4188</b>	<b>2801</b>	<b>50%</b>
<b>MERCEDES-BENZ</b>	<b>4400</b>	<b>3192</b>	<b>38%</b>	<b>2795</b>	<b>2064</b>	<b>35%</b>
MERCEDES-BENZ cars	4107	3062	34%	2605	2002	30%
MERCEDES-BENZ vans	293	130	125%	190	62	206%
<b>BMW Group</b>	<b>4201</b>	<b>3058</b>	<b>37%</b>	<b>2548</b>	<b>1582</b>	<b>61%</b>
BMW	3954	2956	34%	2406	1530	57%
MINI	247	102	142%	142	52	173%
<b>SUZUKI</b>	<b>3848</b>	<b>4573</b>	<b>-16%</b>	<b>2205</b>	<b>2726</b>	<b>-19%</b>
<b>SSANGYONG</b>	<b>3755</b>	<b>1996</b>	<b>88%</b>	<b>2269</b>	<b>1102</b>	<b>106%</b>
<b>LIFAN****</b>	<b>2677</b>	<b>1669</b>	<b>60%</b>	<b>1627</b>	<b>855</b>	<b>90%</b>
<b>JAGUAR LAND ROVER</b>	<b>2541</b>	<b>1479</b>	<b>72%</b>	<b>1883</b>	<b>874</b>	<b>115%</b>

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LAND ROVER	2365	1379	72%	1772	816	117%
JAGUAR	176	100	76%	111	58	91%
<b>ZAZ***</b>	<b>1970</b>	<b>1993</b>	<b>-1%</b>	<b>910</b>	<b>1141</b>	<b>-20%</b>
<b>SUBARU</b>	<b>1865</b>	<b>1443</b>	<b>29%</b>	<b>1135</b>	<b>873</b>	<b>30%</b>
<b>CHERY</b>	<b>1859</b>	<b>585</b>	<b>218%</b>	<b>1097</b>	<b>292</b>	<b>276%</b>
<b>GREAT WALL</b>	<b>1749</b>	<b>759</b>	<b>130%</b>	<b>906</b>	<b>411</b>	<b>120%</b>
<b>VOLVO</b>	<b>1730</b>	<b>1285</b>	<b>35%</b>	<b>1267</b>	<b>905</b>	<b>40%</b>
<b>GEELY</b>	<b>1593</b>	<b>322</b>	<b>395%</b>	<b>1003</b>	<b>195</b>	<b>414%</b>
<b>HONDA</b>	<b>1343</b>	<b>1602</b>	<b>-16%</b>	<b>837</b>	<b>1088</b>	<b>-23%</b>
<b>BOGDAN***</b>	<b>946</b>	<b>873</b>	<b>8%</b>	<b>572</b>	<b>474</b>	<b>21%</b>
<b>IZH</b>	<b>428</b>	<b>561</b>	<b>-24%</b>	<b>202</b>	<b>265</b>	<b>-24%</b>
<b>CHRYSLER Group*****</b>	<b>400</b>	<b>166</b>	<b>141%</b>	<b>273</b>	<b>106</b>	<b>158%</b>
FIAT	2	0	-	2	0	-
CHRYSLER	19	13	46%	19	9	111%
JEEP	355	138	157%	232	87	167%
DODGE	24	15	60%	20	10	100%
<b>PORSCHE</b>	<b>334</b>	<b>221</b>	<b>51%</b>	<b>188</b>	<b>119</b>	<b>58%</b>
<b>HAIMA</b>	<b>292</b>	<b>347</b>	<b>-16%</b>	<b>155</b>	<b>260</b>	<b>-40%</b>
<b>BYD</b>	<b>251</b>	<b>10</b>	<b>2410%</b>	<b>199</b>	<b>10</b>	<b>1890%</b>
<b>VORTEX***</b>	<b>240</b>	<b>594</b>	<b>-60%</b>	<b>238</b>	<b>208</b>	<b>14%</b>
<b>TAGAZ</b>	<b>91</b>	<b>550</b>	<b>-83%</b>	<b>15</b>	<b>343</b>	<b>-96%</b>
<b>ISUZU</b>	<b>33</b>	<b>39</b>	<b>-15%</b>	<b>19</b>	<b>19</b>	<b>0%</b>

Different from the international classification: brands represented on the Russian market by SOLLERS Group; see also above

<b>SOLLERS Group</b>	<b>12764</b>	<b>10871</b>	<b>17%</b>	<b>7346</b>	<b>6144</b>	<b>20%</b>
FIAT	2008	2440	-18%	1000	1652	-39%
ISUZU	33	39	-15%	19	19	0%
SSANGYONG	3755	1996	88%	2269	1102	106%
UAZ	6968	6396	9%	4058	3371	20%

\*LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV<3,5t (with several exceptions reaching highest range of 6t).

Some updates concerning LCV data may occur

\*\*SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

\*\*\*BOGDAN/CHANCE/HAIMA/TAGAZ/VORTEX: see explanation to the previous table

\*\*\*\*LIFAN distributor in Russia changed in 2010

\*\*\*\*\*From September 2010 the sales of AVTOVAZ and RENAULT-NISSAN in Russia are shown as one group

\*\*\*\*\*Sales of the following brands stopped in 2010: Alfa Romeo, Hummer, SAAB

\*\*\*\*\*From January 2010 the sales of LADA 2104 of IzhAuto are included into LADA's data

\*\*\*\*\*Starting from 2012 Chrysler Rus is the only official FIAT distributor in Russia. The rest stock, which is at Sollers, will be sold in 2012.

## 25 BEST SOLD MODELS OF CARS IN RUSSIA IN JANUARY-FEBRUARY 2012/2011 AND FEBRUARY 2012/2011

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

№	MODEL	BRAND	Jan-Feb 2012	Jan-Feb 2011	%	Feb 2012	Feb 2011	%
1	Priora	LADA	17597	16651	6%	10027	8956	12%
2	Kalina	LADA	16749	18087	-7%	8217	9673	-15%
3	Solaris	HYUNDAI	16480	3406	384%	9308	3393	174%
4	Focus	FORD	11610	7409	57%	6577	4860	35%
5	New Rio	KIA	11215	5413	107%	6098	2929	108%
6	Logan	RENAULT	10837	10839	0%	5830	5939	-2%
7	Samara	LADA	8930	13184	-32%	5262	6768	-22%
8	Polo	VW	8721	5421	61%	4871	2867	70%
9	Sandero	RENAULT	8640	4503	92%	4601	2533	82%
10	Niva	CHEVROLET	8489	6058	40%	4785	3566	34%
11	4x4	LADA	7978	7370	8%	3952	3904	1%

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12	Astra (incl. Astra Cabrio)	OPEL	7629	5140	48%	4415	2973	49%
13	Granta	LADA	7585	0	-	5618	0	-
14	2104/2105/2107	LADA	6956	20630	-66%	3685	9675	-62%
15	Octavia A5	SKODA	6309	4756	33%	3534	2573	37%
16	Cruze	CHEVROLET	5857	2692	118%	3516	1478	138%
17	Juke	NISSAN	5390	0	-	3107	0	-
18	Nexia	DAEWOO	5295	5873	-10%	2336	3064	-24%
19	Qashqai	NISSAN	5213	5686	-8%	2829	3321	-15%
20	Tiguan	VW	4718	1537	207%	2495	1016	146%
21	New Sportage	KIA	4521	2368	91%	2165	1185	83%
22	RAV 4	TOYOTA	4318	3659	18%	2485	2180	14%
23	Lacetti	CHEVROLET	4315	4414	-2%	2358	2554	-8%
24	Corolla	TOYOTA	4251	3739	14%	2471	2003	23%
25	Camry	TOYOTA	4124	2049	101%	2418	1243	95%

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