



June 10, 2013
Moscow

PRESS RELEASE

Negative market trend continues in May 2013

- Sales of new passenger cars and LCVs in Russia dropped by 12% in May 2013
- Among the top ten bestselling models so far, ten are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **May 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 12% in comparison to the same period in 2012. This May **229.670** units were sold; this is 31.791 units less than in April, 2012.

From January to May, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 4% in comparison to the same period in 2012.

Joerg Schreiber, Chairman of the **AEB Automobile Manufacturers Committee** commented:

“Unfortunately, the negative year-on-year trend in Russian car sales is continuing for the 3rd month now, at an increasing pace. Market participants are concerned about this situation, and expect continued slow demand before a potential improvement in the 2nd half of the year. Further developments will depend also on what the government is prepared to do to stimulate general economic growth and private consumption, in particular.

In the light of recent trend, the AMC is adjusting its full-year forecast for the sales of passenger cars and LCV in 2013 to 2.80 mils units, 150 thousand units or 5% less compared to market sales reached in 2012.”

Contacts:

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

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

Attachments:

1. New car/LCV sales in Russia by brands for January-May 2013/2012 and May 2013/2012
2. New car/LCV sales in Russia by groups for January-May 2013/2012 and May 2013/2012
3. 25 best sold models of cars in Russia for May 2013 and May 2012

AEB SPONSORS 2013

- Allianz IC OJSC • Alstom • Aon Hewitt • Atos • Bank Credit Suisse (Moscow) • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGK 5 • Eni S.p.A • Ernst & Young • GDF SUEZ • Gestamp Russia • HeidelbergCement • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • LEROY MERLIN Russia • MAN Truck & Bus AG • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group • OBI Russia • Oranta • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Strana Detey • Telenor Russia AS • TMF Russia • Total E&P Russie • Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY-MAY 2013/2012 AND MAY 2013/2012

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

BRANDS	Jan-May 2013	Jan-May 2012	%	May 2013	May 2012	%
Lada	189552	205700	-8%	38025	46210	-18%
Renault*	85784	75720	13%	18576	18503	0%
KIA	77329	73690	5%	17302	17075	1%
Hyundai*	72587	73146	-1%	16005	16238	-1%
Chevrolet	65345	74788	-13%	12856	19360	-34%
VW	62582	65303	-4%	13105	14774	-11%
Toyota*	58318	62681	-7%	13708	13891	-1%
Nissan*	54691	65836	-17%	10503	11913	-12%
Ford*	41442	50651	-18%	9153	11000	-17%
Skoda	33738	36430	-7%	7631	8452	-10%
Opel	33107	32064	3%	6376	7511	-15%
Mitsubishi	32342	26175	24%	6020	6849	-12%
GAZ LCV*	30734	31405	-2%	6568	7214	-9%
Daewoo	23680	32190	-26%	3541	9123	-61%
UAZ*	20474	22504	-9%	4543	5089	-11%
Mazda	16013	20090	-20%	3182	4003	-21%
Mercedes-Benz	15870	13398	18%	3705	3257	14%
BMW	15703	13271	18%	3640	3007	21%
Audi	15080	13511	12%	3151	3050	3%
Peugeot*	14362	18255	-21%	2755	3802	-28%
SsangYong	12118	11967	1%	2709	2763	-2%
Suzuki	11093	14327	-23%	2139	3610	-41%
Citroen*	11049	13845	-20%	2430	3102	-22%
Honda	9854	7564	30%	2157	2237	-4%
Geely	8987	5099	76%	2414	1100	119%
Lifan	8790	7710	14%	2353	1420	66%
Great Wall	8757	4785	83%	1829	1050	74%
Chery	7947	6828	16%	1678	1612	4%
Land Rover	7744	7453	4%	1603	1628	-2%
Subaru	7381	5694	30%	1484	1393	7%
VW NFZ*	6329	6609	-4%	1412	1502	-6%
Lexus	6204	5133	21%	1266	1208	5%
Volvo	5425	7756	-30%	1451	2114	-31%
Infiniti	3814	4322	-12%	568	667	-15%
FIAT*	2567	3577	-28%	677	269	152%
ZAZ	1641	4904	-67%	310	906	-66%
Jeep	1613	1700	-5%	415	534	-22%
SEAT	1567	597	162%	350	202	73%
Mercedes-Benz Vans*	1556	1270	23%	355	315	13%

AEB SPONSORS 2013

- Allianz IC OJSC • Alstom • Aon Hewitt • Atos • Bank Credit Suisse (Moscow) • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGK 5 • Eni S.p.A • Ernst & Young • GDF SUEZ • Gestamp Russia • HeidelbergCement • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • LEROY MERLIN Russia • MAN Truck & Bus AG • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group • OBI Russia • Oranta • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Strana Detey • Telenor Russia AS • TMF Russia • Total E&P Russia • Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

Porsche	1486	1320	13%	337	382	-12%
FAW*	1305	-	-	277	-	-
Bogdan	1186	3377	-65%	162	809	-80%
MINI	1054	961	10%	251	237	6%
Vortex	749	2218	-66%	164	423	-61%
BAW*	741	717	3%	107	158	-32%
Cadillac	676	985	-31%	125	180	-31%
Jaguar	587	611	-4%	145	150	-3%
Izh	457	858	-47%	83	148	-44%
BYD	100	1269	-92%	0	396	-100%
TagAZ*	99	551	-82%	5	170	-97%
Dodge	96	86	12%	22	20	10%
Haima	88	512	-83%	2	56	-96%
Chrysler	66	71	-7%	12	20	-40%
smart	62	-	-	24	-	-
Isuzu*	41	121	-66%	9	17	-47%
Foton*	6	60	-90%	0	13	-100%
VIS ²	-	1410	-	-	329	-
Total	1091968	1143075	-4%	229670	261461	-12%

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

2. Since January 2013 the sales of LADA include comprise the cars produced at VIS-AVTO.

NEW CAR AND LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY-MAY 2013/2012 AND MAY 2013/2012

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

	January-May					May				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
ALL BRANDS			1091968	1143075	-4%			229670	261461	-12%
AVTOVAZ - RENAULT - NISSAN	30,6	30,8	333841	351578	-5%	29,5	29,6	67672	77293	-18%
AVTOVAZ	17,4	18,0	189552	205700	-8%	16,6	17,7	38025	46210	-18%
RENAULT	7,9	6,6	85784	75720	13%	8,1	7,1	18576	18503	0%
NISSAN	5,0	5,8	54691	65836	-17%	4,6	4,6	10503	11913	-12%
INFINITI	0,3	0,4	3814	4322	-12%	0,2	0,3	568	667	-15%
VW Group	10,9	10,7	119296	122450	-3%	11,2	10,7	25649	27980	-8%
VOLKSWAGEN cars	5,7	5,7	62582	65303	-4%	5,7	5,7	13105	14774	-11%
VOLKSWAGEN vans	0,6	0,6	6329	6609	-4%	0,6	0,6	1412	1502	-6%
AUDI	1,4	1,2	15080	13511	12%	1,4	1,2	3151	3050	3%
SEAT	0,1	0,1	1567	597	162%	0,2	0,1	350	202	73%
SKODA	3,1	3,2	33738	36430	-7%	3,3	3,2	7631	8452	-10%
GM Group	9,1	9,4	99128	107837	-8%	8,4	10,3	19357	27051	-28%
OPEL	3,0	2,8	33107	32064	3%	2,8	2,9	6376	7511	-15%
CHEVROLET	6,0	6,5	65345	74788	-13%	5,6	7,4	12856	19360	-34%
CADILLAC	0,1	0,1	676	985	-31%	0,1	0,1	125	180	-31%
KIA	7,1	6,4	77329	73690	5%	7,5	6,5	17302	17075	1%
HYUNDAI	6,6	6,4	72587	73146	-1%	7,0	6,2	16005	16238	-1%

AEB SPONSORS 2013

- Allianz IC OJSC • Alstom • Aon Hewitt • Atos • Bank Credit Suisse (Moscow) • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGK 5 • Eni S.p.A • Ernst & Young • GDF SUEZ • Gestamp Russia • HeidelbergCement • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • LEROY MERLIN Russia • MAN Truck & Bus AG • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group • OBI Russia • Oranta • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Strana Detey • Telenor Russia AS • TMF Russia • Total E&P Russia • Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

TOYOTA Group	5,9	5,9	64522	67814	-5%	6,5	5,8	14974	15099	-1%
TOYOTA	5,3	5,5	58318	62681	-7%	6,0	5,3	13708	13891	-1%
LEXUS	0,6	0,4	6204	5133	21%	0,6	0,5	1266	1208	5%
FORD	3,8	4,4	41442	50651	-18%	4,0	4,2	9153	11000	-17%
MITSUBISHI	3,0	2,3	32342	26175	24%	2,6	2,6	6020	6849	-12%
GAZ LCV	2,8	2,7	30734	31405	-2%	2,9	2,8	6568	7214	-9%
PSA PEUGEOT CITROEN	2,3	2,8	25411	32100	-21%	2,3	2,6	5185	6904	-25%
PEUGEOT	1,3	1,6	14362	18255	-21%	1,2	1,5	2755	3802	-28%
CITROEN	1,0	1,2	11049	13845	-20%	1,1	1,2	2430	3102	-22%
DAEWOO	2,2	2,8	23680	32190	-26%	1,5	3,5	3541	9123	-61%
UAZ	1,9	2,0	20474	22504	-9%	2,0	1,9	4543	5089	-11%
MERCEDES-BENZ	1,6	1,3	17488	14668	19%	1,8	1,4	4084	3572	14%
MERCEDES-BENZ cars	1,5	1,2	15870	13398	18%	1,6	1,2	3705	3257	14%
MERCEDES-BENZ vans	0,1	0,1	1556	1270	23%	0,2	0,1	355	315	13%
smart	0,0	-	62	-	-	0,0	-	24	-	-
BMW Group	1,5	1,2	16757	14232	18%	1,7	1,2	3891	3244	20%
BMW	1,4	1,2	15703	13271	18%	1,6	1,2	3640	3007	21%
MINI	0,1	0,1	1054	961	10%	0,1	0,1	251	237	6%
MAZDA	1,5	1,8	16013	20090	-20%	1,4	1,5	3182	4003	-21%
SSANGYONG	1,1	1,0	12118	11967	1%	1,2	1,1	2709	2763	-2%
SUZUKI	1,0	1,3	11093	14327	-23%	0,9	1,4	2139	3610	-41%
HONDA	0,9	0,7	9854	7564	30%	0,9	0,9	2157	2237	-4%
GEELY	0,8	0,4	8987	5099	76%	1,1	0,4	2414	1100	119%
LIFAN	0,8	0,7	8790	7710	14%	1,0	0,5	2353	1420	66%
GREAT WALL	0,8	0,4	8757	4785	83%	0,8	0,4	1829	1050	74%
JAGUAR LAND ROVER	0,8	0,7	8331	8064	3%	0,8	0,7	1748	1778	-2%
LAND ROVER	0,7	0,7	7744	7453	4%	0,7	0,6	1603	1628	-2%
JAGUAR	0,1	0,1	587	611	-4%	0,1	0,1	145	150	-3%
CHERY	0,7	0,6	7947	6828	16%	0,7	0,6	1678	1612	4%
SUBARU	0,7	0,5	7381	5694	30%	0,6	0,5	1484	1393	7%
VOLVO	0,5	0,7	5425	7756	-30%	0,6	0,8	1451	2114	-31%
CHRYSLER Group	0,4	0,5	4342	5434	-20%	0,5	0,3	1126	843	34%
FIAT	0,2	0,3	2567	3577	-28%	0,3	0,1	677	269	152%
CHRYSLER	0,0	0,0	66	71	-7%	0,0	0,0	12	20	-40%
JEEP	0,1	0,1	1613	1700	-5%	0,2	0,2	415	534	-22%
DODGE	0,0	0,0	96	86	12%	0,0	0,0	22	20	10%
ZAZ	0,2	0,4	1641	4904	-67%	0,1	0,3	310	906	-66%
PORSCHE	0,1	0,1	1486	1320	13%	0,1	0,1	337	382	-12%
FAW	0,1	-	1305	-	-	0,1	-	277	-	-
BOGDAN	0,1	0,3	1186	3377	-65%	0,1	0,3	162	809	-80%
VORTEX	0,1	0,2	749	2218	-66%	0,1	0,2	164	423	-61%
BAW	0,1	0,1	741	717	3%	0,0	0,1	107	158	-32%
IZH	0,0	0,1	457	858	-47%	0,0	0,1	83	148	-44%
BYD	0,0	0,1	100	1269	-92%	0,0	0,2	0	396	-100%
TAGAZ	0,0	0,0	99	551	-82%	0,0	0,1	5	170	-97%
HAIMA	0,0	0,0	88	512	-83%	0,0	0,0	2	56	-96%
ISUZU	0,0	0,0	41	121	-66%	0,0	0,0	9	17	-47%
FOTON	0,0	0,0	6	60	-90%	0,0	0,0	0	13	-100%
VIS	-	0,1	-	1410	-	-	0,1	-	329	-

AEB SPONSORS 2013

- Allianz IC OJSC • Alstom • Aon Hewitt • Atos • Bank Credit Suisse (Moscow) • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGK 5 • Eni S.p.A • Ernst & Young • GDF SUEZ • Gestamp Russia • HeidelbergCement • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • LEROY MERLIN Russia • MAN Truck & Bus AG • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group • OBI Russia • Oranta • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Strana Detey • Telenor Russia AS • TMF Russia • Total E&P Russie • Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

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

SOLLERS Group	3,0	3,0	32633	34592	-6%	3,2	3,0	7261	7869	-8%
ISUZU	0,0	0,0	41	121	-66%	0,0	0,0	9	17	-47%
SSANGYONG	1,1	1,0	12118	11967	1%	1,2	1,1	2709	2763	-2%
UAZ	1,9	2,0	20474	22504	-9%	2,0	1,9	4543	5089	-11%

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-MAY 2013/2012 AND MAY 2013/2012

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

#	MODEL	BRAND	Jan-May 2013	Jan-May 2012	%	May 2013	May 2012	%
1	Granta	Lada	67236	36534	84%	14471	9860	47%
2	Solaris	Hyundai	46434	48505	-4%	10493	10454	0%
3	New Rio	KIA	36189	34216	6%	7978	7801	2%
4	Kalina	Lada	34173	54910	-38%	5778	13200	-56%
5	Duster	Renault	33176	7532	340%	7231	3346	116%
6	Focus	Ford	28220	36369	-22%	5942	7709	-23%
7	Polo	VW	27953	28717	-3%	6155	6738	-9%
8	Priora	Lada	26872	48989	-45%	5377	10182	-47%
9	Niva	Chevrolet	21723	24519	-11%	3975	5249	-24%
10	Logan	Renault	21465	31281	-31%	4791	6844	-30%
11	Largus	Lada	19668	-	-	5289	-	-
12	Octavia A5	Skoda	18791	19410	-3%	4174	4508	-7%
13	Cruze	Chevrolet	18767	21999	-15%	4202	6176	-32%
14	Sandero	Renault	18480	23610	-22%	4016	4869	-18%
15	4x4	Lada	18139	22025	-18%	3540	4541	-22%
16	Samara	Lada	16565	26033	-36%	2224	5688	-61%
17	RAV 4	Toyota	15913	11684	36%	4503	2095	115%
18	Astra (incl. Astra Cabrio)	Opel	15196	22658	-33%	3116	5215	-40%
19	Qashqai	Nissan	13721	15246	-10%	2297	3328	-31%
20	Nexia	Daewoo	13563	19118	-29%	1900	5474	-65%
21	Sportage	KIA	13248	-	-	2890	-	-
22	New Cee'd	KIA	12855	-	-	3066	-	-
23	Camry	Toyota	12810	13476	-5%	2737	3003	-9%
24	ix35	Hyundai	11995	10214	17%	2337	2640	-11%
25	Tiguan	VW	11407	13604	-16%	2356	2607	-10%

AEB SPONSORS 2013

- Allianz IC OJSC • Alstom • Aon Hewitt • Atos • Bank Credit Suisse (Moscow) • BP • BSH Group • Cargill Enterprises Inc. • Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGK 5 • Eni S.p.A • Ernst & Young • GDF SUEZ • Gestamp Russia • HeidelbergCement • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • LEROY MERLIN Russia • MAN Truck & Bus AG • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group • OBI Russia • Oranta • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Strana Detey • Telenor Russia AS • TMF Russia • Total E&P Russie • Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company