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## PRESS RELEASE

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

- *Sales of new passenger cars and LCVs in Russia increased by 20% in January 2012*
- *Among the top ten bestselling models so far, ten are locally produced*

**The first month of 2012** saw sales of new cars and light commercial vehicles in Russia increase by **20%** compared with January 2011 or by 26,149 more sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

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

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

"The 20% growth in January is an encouraging start to 2012 and supports our forecast of a 2.8m market. However January is a very short trading month in which individual brand volumes are strongly affected by year end stock levels. Consequently it is March before we see a clear trading pattern evolve for the year".

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Attachments:

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

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

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

BRANDS	January 2012	January 2011	%
LADA	29034	36946	-21%
KIA	11009	8000	38%
RENAULT*	10909	7810	40%
NISSAN*	10780	6850	57%
HYUNDAI*	10208	5490	86%
CHEVROLET	9727	7303	33%
VW	9298	4258	118%
TOYOTA*	7956	6315	26%
FORD*	6541	3629	80%
DAEWOO	4807	4605	4%
SKODA	4752	3354	42%
OPEL	4405	3045	45%
GAZ LCV*	3954	3958	0%
MITSUBISHI	3001	3214	-7%
UAZ*	2910	3025	-4%
PEUGEOUT*	2780	2449	14%
CITROEN*	1865	1339	39%
SUZUKI	1643	1847	-11%
BMW	1548	1426	9%
MAZDA	1535	1508	2%
MERCEDES-BENZ	1502	1060	42%
SSANGYONG	1486	894	66%
AUDI	1440	1205	20%
ZAZ	1060	852	24%
LIFAN***	1050	814	29%
FIAT*	1008	788	28%
GREAT WALL	843	348	142%
VW VANS*	801	489	64%
CHERY	762	293	160%
SUBARU	730	570	28%
INFINITI	687	443	55%
LEXUS	621	670	-7%
LAND ROVER	593	563	5%
GEELY	590	127	365%
HONDA	506	514	-2%
VOLVO	463	380	22%
BOGDAN*****	374	399	-6%
IZH	226	296	-24%
PORSCHE	146	102	43%
HAIMA	137	87	57%
CADILLAC	130	114	14%
JEEP	123	51	141%
MINI	105	50	110%
MERCEDES-BENZ VANS	103	68	51%
TAGAZ*****	76	207	-63%
JAGUAR	65	42	55%
BYD*****	52	0	-
SEAT	45	45	0%
ISUZU	14	20	-30%
DODGE	4	5	-20%
VORTEX****	2	386	-99%
CHRYSLER	0	4	-
<b>TOTAL</b>	<b>154406</b>	<b>128257</b>	<b>20%</b>

\*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)

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\*\*\*\*\*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 IzAuto are included into LADA's data

\*\*\*\*\*The data for a number of brands was adjusted during 2011

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

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

GROUPS	January 2012	January 2011	%
<b>AVTOVAZ - RENAULT - NISSAN</b>	<b>51410</b>	<b>52049</b>	<b>-1%</b>
AVTOVAZ	29034	36946	-21%
RENAULT	10909	7810	40%
NISSAN	10780	6850	57%
INFINITI	687	443	55%
<b>VW Group</b>	<b>16336</b>	<b>9351</b>	<b>75%</b>
VOLKSWAGEN cars	9298	4258	118%
VOLKSWAGEN vans	801	489	64%
AUDI	1440	1205	20%
SEAT**	45	45	0%
SKODA	4752	3354	42%
<b>GM Group</b>	<b>14262</b>	<b>10462</b>	<b>36%</b>
OPEL	4405	3045	45%
CHEVROLET	9727	7303	33%
CADILLAC	130	114	14%
<b>KIA</b>	<b>11009</b>	<b>8000</b>	<b>38%</b>
<b>HYUNDAI</b>	<b>10208</b>	<b>5490</b>	<b>86%</b>
<b>TOYOTA Group</b>	<b>8577</b>	<b>6985</b>	<b>23%</b>
TOYOTA	7956	6315	26%
LEXUS	621	670	-7%
<b>FORD</b>	<b>6541</b>	<b>3629</b>	<b>80%</b>
<b>DAEWOO</b>	<b>4807</b>	<b>4605</b>	<b>4%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>4645</b>	<b>3788</b>	<b>23%</b>
PEUGEOT	2780	2449	14%
CITROEN	1865	1339	39%
<b>GAZ LCV</b>	<b>3954</b>	<b>3958</b>	<b>0%</b>
<b>MITSUBISHI</b>	<b>3001</b>	<b>3214</b>	<b>-7%</b>
<b>UAZ</b>	<b>2910</b>	<b>3025</b>	<b>-4%</b>
<b>BMW Group</b>	<b>1653</b>	<b>1476</b>	<b>12%</b>
BMW	1548	1426	9%
MINI	105	50	110%
<b>SUZUKI</b>	<b>1643</b>	<b>1847</b>	<b>-11%</b>
<b>MERCEDES-BENZ</b>	<b>1605</b>	<b>1128</b>	<b>42%</b>
MERCEDES-BENZ cars	1502	1060	42%
MERCEDES-BENZ vans	103	68	51%
<b>MAZDA</b>	<b>1535</b>	<b>1508</b>	<b>2%</b>
<b>SSANGYONG</b>	<b>1486</b>	<b>894</b>	<b>66%</b>
<b>ZAZ***</b>	<b>1060</b>	<b>852</b>	<b>24%</b>
<b>LIFAN****</b>	<b>1050</b>	<b>814</b>	<b>29%</b>
<b>GREAT WALL</b>	<b>843</b>	<b>348</b>	<b>142%</b>
<b>CHERY</b>	<b>762</b>	<b>293</b>	<b>160%</b>
<b>SUBARU</b>	<b>730</b>	<b>570</b>	<b>28%</b>
<b>JAGUAR LAND ROVER</b>	<b>658</b>	<b>605</b>	<b>9%</b>
LAND ROVER	593	563	5%
JAGUAR	65	42	55%
<b>GEELY</b>	<b>590</b>	<b>127</b>	<b>365%</b>
<b>HONDA</b>	<b>506</b>	<b>514</b>	<b>-2%</b>
<b>VOLVO</b>	<b>463</b>	<b>380</b>	<b>22%</b>
<b>BOGDAN***</b>	<b>374</b>	<b>399</b>	<b>-6%</b>
<b>IZH</b>	<b>226</b>	<b>296</b>	<b>-24%</b>
<b>PORSCHE</b>	<b>146</b>	<b>102</b>	<b>43%</b>
<b>HAIMA</b>	<b>137</b>	<b>87</b>	<b>57%</b>

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<b>CHRYSLER Group*****</b>	<b>127</b>	<b>60</b>	<b>112%</b>
FIAT	0	0	-
CHRYSLER	0	4	-
JEEP	123	51	141%
DODGE	4	5	-20%
<b>TAGAZ</b>	<b>76</b>	<b>207</b>	<b>-63%</b>
<b>BYD</b>	<b>52</b>	<b>0</b>	<b>-</b>
<b>ISUZU</b>	<b>14</b>	<b>20</b>	<b>-30%</b>
<b>VORTEX***</b>	<b>2</b>	<b>386</b>	<b>-99%</b>

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

<b>SOLLERS Group</b>	<b>5418</b>	<b>4727</b>	<b>15%</b>
FIAT	1008	788	28%
ISUZU	14	20	-30%
SSANGYONG	1486	894	66%
UAZ	2910	3025	-4%

\*LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV $\leq$ 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 IchAuto 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 2012/JANUARY 2011

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

#	MODEL	BRAND	January 2012	January 2011	%
1	Kalina	LADA	8532	8414	1%
2	Priora	LADA	7570	7695	-2%
3	Solaris	HYUNDAI	7172	13	55069%
4	New Rio	KIA	5117	2484	106%
5	Focus	FORD	5033	2549	97%
6	Logan	RENAULT	5007	4900	2%
7	Sandero	RENAULT	4039	1970	105%
8	4x4	LADA	4026	3466	16%
9	Polo	VW	3850	2554	51%
10	Niva	CHEVROLET	3704	2492	49%
11	Samara	LADA	3668	6416	-43%
12	2104/2105/2107	LADA	3271	10955	-70%
13	Astra (incl. Astra Cabrio)	OPEL	3214	2167	48%
14	Nexia	DAEWOO	2959	2809	5%
15	Octavia A5	SKODA	2775	2183	27%
16	Qashqai	NISSAN	2384	2365	1%
17	New Sportage	KIA	2356	1183	99%
18	Cruze	CHEVROLET	2341	1214	93%
19	Juke	NISSAN	2283	0	-
20	Tiguan	VW	2223	521	327%
21	Granta	LADA	1967	0	-
22	Lacetti	CHEVROLET	1957	1860	5%
23	New X-Trail	NISSAN	1873	984	90%
24	Matiz	DAEWOO	1848	1796	3%
25	RAV 4	TOYOTA	1833	1479	24%

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