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October 8, 2013
Moscow

PRESS RELEASE

Despite the lack of sufficient strength in September 2013, the market shows first signs of improvement

- Sales of new passenger cars and LCVs in Russia dropped by 5% in September 2013
- Among the top ten bestselling models so far, ten are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **September 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 5% in comparison to the same period in 2012. This September **246.895** units were sold; this is 13.067 units less than in September, 2012.

From January to September, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 7% in comparison to the same period in 2012.

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

“The average temperature in the hospital is improving, but the patient as a whole is still far from being well. Such could be the “diagnosis” for the total market situation in September – on a monthly basis, sales trend shows signs of improvement. Compared to last year however, total market momentum is still lacking sufficient strength necessary to achieve a stable level, as a pre-condition for moderate growth in the nearer future.

Updated AEB forecast for the sales of passenger cars and light commercial vehicles in 2013:

- 4th quarter sales of 740,000 units, close to 2012 result of 748,000
- Full year sales of 2.79 million units, or 5.1% below 2012 result of 2.94 million”

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Attachments:

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

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

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

BRANDS	January - September 2013	January - September 2012	%	September 2013	September 2012	%
Lada	343368	399142	-14%	40011	50168	-20%
Renault*	155081	138530	12%	17254	14013	23%
KIA	146986	140677	4%	18004	16544	9%
Hyundai*	135609	132089	3%	17171	15221	13%
Chevrolet*	127742	153994	-17%	16071	18497	-13%
VW	117222	122980	-5%	13615	14047	-3%
Toyota*	115146	117787	-2%	13715	12668	8%
Nissan*	101965	118930	-14%	15002	13666	10%
Ford*	77474	95877	-19%	8120	11400	-29%
Skoda	64498	71808	-10%	7743	8802	-12%
GAZ LCV*	60873	64279	-5%	7910	8340	-5%
Opel	60045	61005	-2%	6968	6427	8%
Mitsubishi	56240	52853	6%	6451	8027	-20%
Daewoo	43093	66485	-35%	6508	7033	-7%
UAZ*	36895	42743	-14%	3897	5325	-27%
Mercedes-Benz	32043	26625	20%	4264	3551	20%
Mazda	31462	35809	-12%	4320	4314	0%
BMW	29692	26097	14%	4434	3705	20%
Audi	26982	25442	6%	3080	3150	-2%
Peugeot*	25921	34160	-24%	2669	4074	-34%
SsangYong	25738	22937	12%	3288	2712	21%
Suzuki	21783	25533	-15%	2454	2302	7%
Citroen*	21731	25428	-15%	2400	2803	-14%
Geely	19561	11899	64%	2311	1832	26%
Lifan	19323	14961	29%	2594	1558	66%
Honda	18610	15666	19%	1787	1914	-7%
Great Wall	14954	9526	57%	1602	1220	31%
Chery	14868	14467	3%	1742	1988	-12%
Land Rover	14774	14329	3%	1765	1661	6%
Subaru	12404	10537	18%	1286	1285	0%
Lexus	11622	11411	2%	1418	1625	-13%
VW NFZ*	11572	12104	-4%	1280	1430	-10%
Volvo	10894	15520	-30%	1257	2187	-43%
Infiniti	6443	6950	-7%	768	626	23%
FIAT	5625	6263	-10%	713	1209	-41%
Jeep	3438	3455	0%	598	498	20%
Mercedes-Benz Vans*	3422	2750	24%	480	330	45%
FAW*	3226	185	1644%	330	102	224%

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SEAT	2939	1762	67%	276	310	-11%
Porsche	2726	2686	1%	294	294	0%
ZAZ	2366	8512	-72%	102	651	-84%
MINI	2053	1987	3%	240	280	-14%
Bogdan	1803	6379	-72%	125	131	-5%
BAW*	1266	1392	-9%	118	185	-36%
Jaguar	1247	1168	7%	157	147	7%
Cadillac	1124	1648	-32%	101	124	-19%
Vortex	928	4749	-80%	5	529	-99%
Izh	647	1942	-67%	37	399	-91%
TagAZ*	339	1115	-70%	28	39	-28%
Haima ³	237	552	-57%	50	3	1567%
Dodge	174	153	14%	13	22	-41%
smart	146	15	873%	28	8	250%
Chrysler	141	137	3%	8	17	-53%
Isuzu*	131	143	-8%	33	12	175%
BYD	102	2250	-95%	0	281	-
Foton*	6	113	-95%	0	26	-
VIS ²	-	2677	-	-	250	-
Total	2046700	2190613	-7%	246895	259962	-5%

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.

3. Since July 2013, Haima Automobile Rus LLC operates sales and after-sales service of Haima brand vehicles in Russia.

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

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

	January-September					September				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
ALL BRANDS			2046700	2190613	-7%			246895	259962	-5%
AVTOVAZ - RENAULT - NISSAN	29,7	30,3	606857	663552	-9%	29,6	30,2	73035	78473	-20%
AVTOVAZ	16,8	18,2	343368	399142	-14%	16,2	19,3	40011	50168	-20%
RENAULT	7,6	6,3	155081	138530	12%	7,0	5,4	17254	14013	23%
NISSAN	5,0	5,4	101965	118930	-14%	6,1	5,3	15002	13666	10%
INFINITI	0,3	0,3	6443	6950	-7%	0,3	0,2	768	626	23%
VW Group	10,9	10,7	223213	234096	-5%	10,5	10,7	25994	27739	-6%
VOLKSWAGEN cars	5,7	5,6	117222	122980	-5%	5,5	5,4	13615	14047	-3%
VOLKSWAGEN vans	0,6	0,6	11572	12104	-4%	0,5	0,6	1280	1430	-10%
AUDI	1,3	1,2	26982	25442	6%	1,2	1,2	3080	3150	-2%
SEAT	0,1	0,1	2939	1762	67%	0,1	0,1	276	310	-11%
ŠKODA	3,2	3,3	64498	71808	-10%	3,1	3,4	7743	8802	-12%
GM Group	9,2	9,9	188911	216647	-13%	9,4	9,6	23140	25048	-8%
OPEL	2,9	2,8	60045	61005	-2%	2,8	2,5	6968	6427	8%
CHEVROLET	6,2	7,0	127742	153994	-17%	6,5	7,1	16071	18497	-13%
CADILLAC	0,1	0,1	1124	1648	-32%	0,0	0,0	101	124	-19%

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KIA	7,2	6,4	146986	140677	4%	7,3	6,4	18004	16544	9%
HYUNDAI	6,6	6,0	135609	132089	3%	7,0	5,9	17171	15221	13%
TOYOTA Group	6,2	5,9	126768	129198	-2%	6,1	5,5	15133	14293	6%
TOYOTA	5,6	5,4	115146	117787	-2%	5,6	4,9	13715	12668	8%
LEXUS	0,6	0,5	11622	11411	2%	0,6	0,6	1418	1625	-13%
FORD	3,8	4,4	77474	95877	-19%	3,3	4,4	8120	11400	-29%
GAZ LCV	3,0	2,9	60873	64279	-5%	3,2	3,2	7910	8340	-5%
MITSUBISHI	2,7	2,4	56240	52853	6%	2,6	3,1	6451	8027	-20%
PSA PEUGEOT CITROEN	2,3	2,7	47652	59588	-20%	2,1	2,6	5069	6877	-26%
PEUGEOT	1,3	1,6	25921	34160	-24%	1,1	1,6	2669	4074	-34%
CITROEN	1,1	1,2	21731	25428	-15%	1,0	1,1	2400	2803	-14%
DAEWOO	2,1	3,0	43093	66485	-35%	2,6	2,7	6508	7033	-7%
UAZ	1,8	2,0	36895	42743	-14%	1,6	2,0	3897	5325	-27%
MERCEDES-BENZ	1,7	1,3	35611	29390	21%	1,9	1,5	4772	3889	23%
MERCEDES-BENZ cars	1,6	1,2	32043	26625	20%	1,7	1,4	4264	3551	20%
MERCEDES-BENZ vans	0,2	0,1	3422	2750	24%	0,2	0,1	480	330	45%
smart	0,0	0,0	146	15	873%	0,0	0,0	28	8	250%
BMW Group	1,6	1,3	31745	28084	13%	1,9	1,5	4674	3985	17%
BMW	1,5	1,2	29692	26097	14%	1,8	1,4	4434	3705	20%
MINI	0,1	0,1	2053	1987	3%	0,1	0,1	240	280	-14%
MAZDA	1,5	1,6	31462	35809	-12%	1,7	1,7	4320	4314	0%
SSANGYONG	1,3	1,0	25738	22937	12%	1,3	1,0	3288	2712	21%
SUZUKI	1,1	1,2	21783	25533	-15%	1,0	0,9	2454	2302	7%
GEELY	1,0	0,5	19561	11899	64%	0,9	0,7	2311	1832	26%
LIFAN	0,9	0,7	19323	14961	29%	1,1	0,6	2594	1558	66%
HONDA	0,9	0,7	18610	15666	19%	0,7	0,7	1787	1914	-7%
JAGUAR LAND ROVER	0,8	0,7	16021	15497	3%	0,8	0,7	1922	1808	6%
LAND ROVER	0,7	0,7	14774	14329	3%	0,7	0,6	1765	1661	6%
JAGUAR	0,1	0,1	1247	1168	7%	0,1	0,1	157	147	7%
GREAT WALL	0,7	0,4	14954	9526	57%	0,6	0,5	1602	1220	31%
CHERY	0,7	0,7	14868	14467	3%	0,7	0,8	1742	1988	-12%
SUBARU	0,6	0,5	12404	10537	18%	0,5	0,5	1286	1285	0%
VOLVO	0,5	0,7	10894	15520	-30%	0,5	0,8	1257	2187	-43%
CHRYSLER Group	0,5	0,5	9378	10008	-6%	0,5	0,7	1332	1746	-24%
FIAT	0,3	0,3	5625	6263	-10%	0,3	0,5	713	1209	-41%
CHRYSLER	0,0	0,0	141	137	3%	0,0	0,0	8	17	-53%
JEEP	0,2	0,2	3438	3455	0%	0,2	0,2	598	498	20%
DODGE	0,0	0,0	174	153	14%	0,0	0,0	13	22	-41%
FAW	0,2	0,0	3226	185	1644%	0,1	0,0	330	102	224%
PORSCHE	0,1	0,1	2726	2686	1%	0,1	0,1	294	294	0%
ZAZ	0,1	0,4	2366	8512	-72%	0,0	0,3	102	651	-84%
BOGDAN	0,1	0,3	1803	6379	-72%	0,1	0,1	125	131	-5%
BAW	0,1	0,1	1266	1392	-9%	0,0	0,1	118	185	-36%
VORTEX	0,0	0,2	928	4749	-80%	0,0	0,2	5	529	-99%
IZH	0,0	0,1	647	1942	-67%	0,0	0,2	37	399	-91%
TAGAZ	0,0	0,1	339	1115	-70%	0,0	0,0	28	39	-28%
HAIMA	0,0	0,0	237	552	-57%	0,0	0,0	50	3	1567%
ISUZU	0,0	0,0	131	143	-8%	0,0	0,0	33	12	175%
BYD	0,0	0,1	102	2250	-95%	-	0,1	0	281	-

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FOTON	0,0	0,0	6	113	-95%	-	0,0	0	26	-
VIS	-	0,1	-	2677	-	-	0,1	-	250	-

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

SOLLERS Group	3,1	3,0	62764	65823	-5%	2,9	3,1	7218	8049	-10%
ISUZU	0,0	0,0	131	143	-8%	0,0	0,0	33	12	175%
SSANGYONG	1,3	1,0	25738	22937	12%	1,3	1,0	3288	2712	21%
UAZ	1,8	2,0	36895	42743	-14%	1,6	2,0	3897	5325	-27%

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

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

#	MODEL	BRAND	January-September 2013	January-September 2012	%	September 2013	September 2012	%
1	Granta	Lada	128477	80965	59%	14743	14050	5%
2	Solaris	Hyundai	85757	84430	2%	10676	9096	17%
3	New Rio	KIA	67678	64353	5%	8632	7928	9%
4	Duster	Renault	60426	27250	122%	6815	5042	35%
5	Polo	VW	53368	52158	2%	6160	6108	1%
6	Focus	Ford	50406	68332	-26%	4656	7782	-40%
7	Kalina	Lada	49072	96513	-49%	5305	9315	-43%
8	Priora	Lada	44606	94519	-53%	3162	11609	-73%
9	Cruze	Chevrolet	42660	46448	-8%	5070	5091	0%
10	Largus	Lada	40402	7017	476%	5319	2992	78%
11	Niva	Chevrolet	38574	44031	-12%	4512	5050	-11%
12	Logan	Renault	38341	47820	-20%	4149	3108	33%
13	4x4	Lada	38100	40496	-6%	6895	5072	36%
14	Sandero	Renault	32490	36647	-11%	3544	2758	28%
15	Samara	Lada	31482	51009	-38%	3596	4342	-17%
16	Octavia A5	Skoda	30910	37659	-18%	2040	4833	-58%
17	Astra	Opel	30157	41094	-27%	3811	3972	-4%
18	RAV 4	Toyota	29981	20632	45%	3050	1972	55%
19	Qashqai	Nissan	26744	29093	-8%	3807	2928	30%
20	Camry	Toyota	26091	25752	1%	2860	2947	-3%
21	New Cee'd	KIA	24485	5212	370%	2845	1686	69%
22	Sportage	KIA	24464	23834	3%	2633	2691	-2%
23	ix35	Hyundai	24254	20050	21%	3371	2515	34%
24	Nexia	Daewoo	23010	40724	-43%	2532	4360	-42%
25	Tiguan	VW	21303	23492	-9%	2475	2437	2%

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