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Moscow

PRESS RELEASE

The Year Remains Stable for New Cars and Light Commercial Vehicles in Russia

- *In November, 2012 sales of new passenger cars and LCVs in Russia hold the sales volume achieved*
- *Among the top ten bestselling models so far, ten models are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **November 2012** holds the sales volume achieved in comparison to the same period in 2011. This November 240.322 units were sold; this is only 930 units more than in November, 2011.

From January to November, 2012 the percentage sales of new cars and light commercial vehicles in Russia increased by **12%** in comparison to the same period in 2011 or by 279.873 more sold units.

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

“For the first time in well over two years, the Russian car market is not growing but just holding the sales volume achieved in the same period one year ago. The present situation in dealer showrooms across the country is such that we do not expect a quick return to growth in the coming months. Customer activity and purchase appetite in recent months have been weaker than last year, and rather sooner than later this will show in market sales performance.

That said, the cumulative momentum of year-to-date sales is strong enough to expect a closing result for 2012 of no less than 2.9 Mills passenger cars and light commercials.”

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Attachments:

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

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NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY-NOVEMBER 2012/2011 AND NOVEMBER 2012/2011

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

BRANDS	Jan-Nov 2012	Jan-Nov 2011	%	Nov 12	Nov 11	%
Lada	494271	535215	-8%	45107	42028	7%
Chevrolet	189227	157064	20%	16509	15031	10%
Renault	172610	139993	23%	17177	14666	17%
KIA	172578	142196	21%	15059	15115	0%
Hyundai	161441	146981	10%	14702	17283	-15%
VW	151392	104227	45%	14149	13217	7%
Nissan	142070	122425	16%	10739	14702	-27%
Toyota	140291	105530	33%	10718	10682	0%
Ford	116648	104831	11%	11131	11155	0%
Skoda	89072	65187	37%	9012	8014	12%
GAZ LCV	81009	81175	0%	8433	7999	5%
Daewoo	80159	85909	-7%	6570	6430	2%
Opel	73449	60881	21%	5887	6133	-4%
Mitsubishi	65879	66845	-1%	6007	8004	-25%
UAZ	54417	50119	9%	6266	5667	11%
Mazda	41480	35447	17%	2649	3517	-25%
Peugeot	40942	40400	1%	3119	3806	-18%
Mercedes-Benz	33666	26532	27%	3420	2602	31%
BMW	33117	25223	31%	3127	2800	12%
Audi	31318	21479	46%	2930	1801	63%
Citroen	30538	24756	23%	2486	2484	0%
Suzuki	29924	32588	-8%	1973	2938	-33%
SsangYong	28038	19829	41%	2447	2586	-5%
Honda	19425	17439	11%	1712	1704	0%
Lifan	18714	16039	17%	1827	1559	17%
Volvo	18525	16648	11%	1904	2406	-21%
Chery	17575	6378	176%	1384	922	50%
Land Rover	17257	11539	50%	1522	1380	10%
Geely	15563	4723	230%	1806	731	147%
VW NFZ	14687	10982	34%	1313	1278	3%
Lexus	14350	12456	15%	1338	1075	24%
Subaru	12627	11179	13%	941	1016	-7%
Great Wall	12564	5936	112%	1715	764	124%
ZAZ ¹	9552	18298	-48%	425	1561	-73%
Infiniti	8439	6153	37%	784	857	-9%
FIAT	7667	25951	-70%	683	2008	-66%
Bogdan	7206	7899	-9%	518	830	-38%
Vortex ²	5596	11720	-52%	279	335	-17%
Jeep	4314	1767	144%	390	279	40%

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Mercedes-Benz Vans	3557	2240	59%	409	261	57%
Porsche	3374	2102	61%	346	208	66%
BYD ⁴	2580	1844	40%	298	362	-18%
MINI	2454	1795	37%	197	160	23%
Izh	2333	4732	-51%	110	382	-71%
SEAT	2134	1067	100%	214	30	613%
Cadillac	1876	2226	-16%	111	44	152%
BAW ⁵	1725	n/a	-	148	n/a	-
Jaguar	1366	1014	35%	118	127	-7%
TagAZ ³	1303	1529	-15%	35	206	-83%
Haima	559	2903	-81%	2	239	-99%
FAW ⁹	451	-	-	106	-	-
Dodge	185	145	28%	11	0	-
Isuzu	181	369	-51%	38	1	3700%
Chrysler	171	75	128%	14	3	367%
Foton ⁶	116	132	-12%	2	4	-50%
smart ⁸	23	-	-	5	-	-
Total	2681985	2402112	12%	240322	239392	0%

¹ LCV sales are included into total brand's 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

² VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

³ TAGAZ = cars and LCVs of TAGAZ brand produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

⁴ BYD F3 = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ

⁵ BAW = the industrial assembly of cars and buses at the factory OOO "BAU-RUS Motor Corporation" has been taking place in the city of Ulyanovsk since 2008 (from 2006 to 2008 the company was the exclusive distributor of the BAW commercial vehicles in Russia)

⁶ Cars are produced in China by BEIQI FOTON MOTOR Co., LTD, and have been represented in Russia, since the 2009, by the distributor LLC "FOTON MOTOR"

⁷ ZAZ distributor in Russia changed in April 2011

⁸ smart sales in Russia are done via ZAO Mercedes-Benz RUS starting from July 2012.

⁹ FAW brand sales in Russia are being done via OOO «QUEENGROUP», official distributor in Russian since August 2012

NEW CAR AND LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY-NOVEMBER 2012/2011 AND NOVEMBER 2012/2011

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

GROUPS	Jan-Nov 2012	Jan-Nov 2011	%	Nov 12	Nov 11	%
AVTOVAZ - RENAULT - NISSAN	817390	803786	2%	73807	72253	2%
AVTOVAZ	494271	535215	-8%	45107	42028	7%
RENAULT	172610	139993	23%	17177	14666	17%
NISSAN	142070	122425	16%	10739	14702	-27%
INFINITI	8439	6153	37%	784	857	-9%
VW Group	288603	202942	42%	27618	24340	13%
VOLKSWAGEN cars	151392	104227	45%	14149	13217	7%
VOLKSWAGEN vans	14687	10982	34%	1313	1278	3%
AUDI	31318	21479	46%	2930	1801	63%
SEAT ²	2134	1067	100%	214	30	613%
SKODA	89072	65187	37%	9012	8014	12%
GM Group	264552	220171	20%	22507	21208	6%
OPEL	73449	60881	21%	5887	6133	-4%
CHEVROLET	189227	157064	20%	16509	15031	10%
CADILLAC	1876	2226	-16%	111	44	152%
KIA	172578	142196	21%	15059	15115	0%
HYUNDAI	161441	146981	10%	14702	17283	-15%
TOYOTA Group	154641	117986	31%	12056	11757	3%
TOYOTA	140291	105530	33%	10718	10682	0%
LEXUS	14350	12456	15%	1338	1075	24%
FORD	116648	104831	11%	11131	11155	0%
GAZ LCV	81009	81175	0%	8433	7999	5%
DAEWOO	80159	85909	-7%	6570	6430	2%

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PSA PEUGEOT CITROEN	71480	65156	10%	5605	6290	-11%
PEUGEOT	40942	40400	1%	3119	3806	-18%
CITROEN	30538	24756	23%	2486	2484	0%
MITSUBISHI	65879	66845	-1%	6007	8004	-25%
UAZ	54417	50119	9%	6266	5667	11%
MAZDA	41480	35447	17%	2649	3517	-25%
MERCEDES-BENZ	37246	28772	29%	3834	2863	34%
MERCEDES-BENZ cars	33666	26532	27%	3420	2602	31%
MERCEDES-BENZ vans	3557	2240	59%	409	261	57%
smart	23	-	-	5	-	-
BMW Group	35571	27018	32%	3324	2960	12%
BMW	33117	25223	31%	3127	2800	12%
MINI	2454	1795	37%	197	160	23%
SUZUKI	29924	32588	-8%	1973	2938	-33%
SSANGYONG	28038	19829	41%	2447	2586	-5%
HONDA	19425	17439	11%	1712	1704	0%
LIFAN	18714	16039	17%	1827	1559	17%
JAGUAR LAND ROVER	18623	12553	48%	1640	1507	9%
LAND ROVER	17257	11539	50%	1522	1380	10%
JAGUAR	1366	1014	35%	118	127	-7%
VOLVO	18525	16648	11%	1904	2406	-21%
CHERY	17575	6378	176%	1384	922	50%
GEELY	15563	4723	230%	1806	731	147%
SUBARU	12627	11179	13%	941	1016	-7%
GREAT WALL	12564	5936	112%	1715	764	124%
ZAZ	9552	18298	-48%	425	1561	-73%
CHRYSLER Group³	9255	1987	366%	1098	282	289%
FIAT	4585	-	-	683	-	-
CHRYSLER	171	75	128%	14	3	367%
JEEP	4314	1767	144%	390	279	40%
DODGE	185	145	28%	11	0	-
BOGDAN	7206	7899	-9%	518	830	-38%
VORTEX	5596	11720	-52%	279	335	-17%
PORSCHE	3374	2102	61%	346	208	66%
BYD	2580	1844	40%	298	362	-18%
IZH	2333	4732	-51%	110	382	-71%
BAW	1725	n/a	-	148	n/a	-
TAGAZ	1303	1529	-15%	35	206	-83%
HAIMA	559	2903	-81%	2	239	-99%
FAW	451	-	-	106	-	-
ISUZU	181	369	-51%	38	1	3700%
FOTON	116	132	-12%	2	4	-50%

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

SOLLERS Group	82636	70317	18%	8751	8254	6%
ISUZU	181	369	-51%	38	1	3700%
SSANGYONG	28038	19829	41%	2447	2586	-5%
UAZ	54417	50119	9%	6266	5667	11%

¹ 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

² SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

³ 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.

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-NOVEMBER 2012/2011 AND NOVEMBER 2012/2011

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

#	MODEL	BRAND	Jan-Nov 2012	Jan-Nov 2011	%	Nov 12	Nov 11	%
1	Priora	Lada	115522	129217	-11%	10160	9695	5%
2	Kalina	Lada	113795	131716	-14%	6726	10316	-35%
3	Granta	Lada	107998	-	-	12836	-	-
4	Solaris	Hyundai	103580	86635	20%	9272	9986	-7%
5	Focus	Ford	82388	73364	12%	7325	8118	-10%
6	New Rio	KIA	79190	45830	73%	6817	7477	-9%
7	Polo	VW	64241	45842	40%	5927	5651	5%
8	Samara	Lada	62732	111124	-44%	7399	11520	-36%
9	Cruze	Chevrolet	57999	34012	71%	5687	3329	71%
10	Logan	Renault	54924	75267	-27%	3547	6908	-49%
11	Niva	Chevrolet	53950	47792	13%	4736	5720	-17%
12	4x4	Lada	49929	56143	-11%	4059	5033	-19%
13	Nexia	Daewoo	49796	50508	-1%	4365	3938	11%
14	Astra (incl. Astra Cabrio)	Opel	48401	43167	12%	3407	4239	-20%
15	Octavia A5	Skoda	46946	36415	29%	4760	4415	8%
16	Sandero	Renault	44528	40504	10%	4236	5345	-21%
17	Duster	Renault	40685	-	-	6755	-	-
18	Qashqai	Nissan	34237	31000	10%	2781	3915	-29%
19	Lacetti	Chevrolet	32725	38132	-14%	2335	3497	-33%
20	2104/2105/2107	Lada	31545	107012	-71%	1137	5464	-79%
21	Camry	Toyota	31329	18755	67%	2622	1434	83%
22	Corolla	Toyota	30928	24422	27%	1874	2531	-26%
23	Matiz	Daewoo	30363	35401	-14%	2205	2492	-12%
24	New Sportage	KIA	29193	21868	33%	2530	1913	32%
25	Tiguan	VW	28522	15676	82%	2676	2605	3%

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