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**PRESS RELEASE**

**SALES OF NEW FOREIGN\* BRAND COMMERCIAL VEHICLES IN RUSSIA  
IN 2008 AND 2009**

The manufacturers of the major foreign commercial vehicles brands in Russia got together in the Commercial Vehicle Committee (CVC) under the umbrella of the Association of European Businesses (AEB). The brands represented are Bus Mercedes-Benz (EvoBus), Bus Setra (EvoBus), Citroen, FIAT(Sollers), Ford, Hyundai, Isuzu(Sollers), Iveco, MAN, Mercedes-Benz, Nissan, Renault Trucks, Peugeot, Scania, Volkswagen Nutzfahrzeuge and Volvo.

After the first full year of its operation, the Commercial Vehicles Committee of the Association of European Businesses publishes and comments on the development in sales of its new commercial vehicles in the year 2009 in the Russian Federation, and compares to 2008. Reference data are sales of commercial vehicles to end users and body manufacturers. All these vehicles have been unregistered before, e.g. new vehicles. Vehicles are clustered in four different segments: Light commercial vehicles (LCV) from 2,8 to 6 tons gross vehicle weight (GVW), medium duty trucks (MDT) from 6 to 16 tons GVW, heavy duty trucks (HDT) above 16 tons GVW and busses. The figures reported below (with some exceptions in the LCV segment) relate only to the brands represented by the CVC.

Andrey Chursin, deputy chairman of the Commercial Vehicles Committee, says: "The year 2009 marked a drastic break of the growth of commercial vehicles sales seen in the years before. All segments have seen dramatic drops."

The demand for light commercial vehicles fell in 2009 by 44%. 104,216 units were sold in 2009 while 2008 sales totalled in 186,187 units. On the bright side, the amount of vehicles sold in the 4<sup>th</sup> quarter of 2009 was higher than the one of the first 3 quarters.

The medium duty segment plummeted from 9,188 units sales in 2008 to 3,356 units in 2009, or by 63 %. Also here the trend in the 4<sup>th</sup> quarter was positive, as 31 % of all MDT were sold in that last quarter of the year 2009.

The heavy duty truck segment (HDT) also shrunk in 2009. While 23,702 trucks have been sold in 2008, only 4,672 vehicles have been retailed last year. This marks a drop of 80%. 4<sup>th</sup> quarter sales were 2,003 units, or 43 % of yearly sales, a clear signal of the stabilization of the market.

The bus segment went down from 584 vehicles to 282 units retail in 2009, 52% less than in 2008. Also here the last quarter of the year marks a beacon of hope, as they made up for 49 % of yearly sales.

Boris Billich, chairman of the Commercial Vehicles Committee, says: "After one of the worst years in commercial vehicles sales in Russia, the CVC looks into the nearest future with some optimism. The market development in the 4<sup>th</sup> quarter of 2009 justifies raised expectations, even though the markets remain very unstable and fragile."

Hoping on further growth impulses from a stabilizing economic environment, the CVC is looking forward to publishing its next market report after the first quarter of 2010.

*\*LCV segment data includes sales of the Russian brands*

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**SALES OF NEW FOREIGN\* BRAND COMMERCIAL VEHICLES IN RUSSIA 2008 -2009**

| <b>LCV &lt;6t**</b> |              |              |              |              |               |
|---------------------|--------------|--------------|--------------|--------------|---------------|
| BRANDS              | Q1 2009      | Q2 2009      | Q3 2009      | Q4 2009      | 2009          |
| GAZ                 | 9748         | 13119        | 14539        | 14577        | 51983         |
| UAZ                 | 2970         | 3841         | 4502         | 6407         | 17720         |
| FIAT                | 1214         | 1506         | 2845         | 3576         | 9141          |
| FORD                | 2053         | 1897         | 1891         | 1925         | 7766          |
| Volkswagen NFZ      | 1406         | 1487         | 1196         | 1561         | 5650          |
| Peugeot             | 453          | 696          | 1199         | 761          | 3109          |
| Nissan              | 737          | 482          | 277          | 291          | 1787          |
| Hyundai             | 197          | 377          | 256          | 850          | 1680          |
| Mercedes-Benz Vans  | 435          | 298          | 290          | 362          | 1385          |
| Citroen             | 138          | 211          | 420          | 144          | 913           |
| Opel                | 290          | 231          | 169          | 216          | 906           |
| Renault             | 73           | 131          | 234          | 304          | 742           |
| Toyota              | 78           | 99           | 516          | 29           | 722           |
| Iveco               | 148          | 89           | 127          | 262          | 626           |
| Isuzu               | 22           | 16           | 17           | 31           | 86            |
| <b>Total</b>        | <b>19962</b> | <b>24480</b> | <b>28478</b> | <b>31296</b> | <b>104216</b> |

| <b>LCV &lt;6t**</b> |               |               |             |
|---------------------|---------------|---------------|-------------|
| BRANDS              | 2009          | 2008          | %           |
| GAZ                 | 51983         | 111195        | -53%        |
| UAZ                 | 17720         | 29167         | -39%        |
| FIAT                | 9141          | 3430          | 167%        |
| FORD                | 7766          | 12638         | -39%        |
| Volkswagen NFZ      | 5650          | 10501         | -46%        |
| Peugeot             | 3109          | 1798          | 73%         |
| Nissan              | 1787          | 3291          | -46%        |
| Hyundai             | 1680          | 6624          | -75%        |
| Mercedes-Benz Vans  | 1385          | 3063          | -55%        |
| Citroen             | 913           | 491           | 86%         |
| Opel                | 906           | 755           | 20%         |
| Renault             | 742           | 1248          | -41%        |
| Toyota              | 722           | 1100          | -34%        |
| Iveco               | 626           | 848           | -26%        |
| Isuzu               | 86            | 38            | 126%        |
| <b>Total</b>        | <b>104216</b> | <b>186187</b> | <b>-44%</b> |

| <b>Trucks 6-16t</b> |            |            |            |             |             |
|---------------------|------------|------------|------------|-------------|-------------|
| BRANDS              | Q1 2009    | Q2 2009    | Q3 2009    | Q4 2009     | 2009        |
| Hyundai             | 503        | 318        | 338        | 528         | 1687        |
| Isuzu               | 413        | 233        | 354        | 470         | 1470        |
| Iveco               | 41         | 7          | 5          | 13          | 66          |
| MAN                 | 7          | 21         | 10         | 7           | 45          |
| Mercedes-Benz       | 3          | 33         | 4          | 4           | 44          |
| Renault Trucks      | 4          | 10         | 4          | 14          | 32          |
| Volvo               | 5          | 5          | 2          | 0           | 12          |
| <b>Total</b>        | <b>976</b> | <b>627</b> | <b>717</b> | <b>1036</b> | <b>3356</b> |

| <b>Trucks 6-16t</b> |             |             |             |
|---------------------|-------------|-------------|-------------|
| BRANDS              | 2009        | 2008        | %           |
| Hyundai             | 1687        | 4556        | -63%        |
| Isuzu               | 1470        | 3803        | -61%        |
| Iveco               | 66          | 121         | -45%        |
| MAN                 | 45          | 459         | -90%        |
| Mercedes-Benz       | 44          | 109         | -60%        |
| Renault Trucks      | 32          | 22          | 45%         |
| Volvo               | 12          | 118         | -90%        |
| <b>Total</b>        | <b>3356</b> | <b>9188</b> | <b>-63%</b> |

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| Trucks >16t    |             |            |            |             |             |
|----------------|-------------|------------|------------|-------------|-------------|
| BRANDS         | Q1 2009     | Q2 2009    | Q3 2009    | Q4 2009     | 2009        |
| Volvo          | 195         | 249        | 230        | 496         | 1170        |
| Scania         | 301         | 113        | 156        | 381         | 951         |
| MAN            | 191         | 190        | 116        | 453         | 950         |
| Iveco          | 51          | 80         | 103        | 346         | 580         |
| Isuzu          | 104         | 36         | 53         | 84          | 277         |
| Renault Trucks | 53          | 47         | 60         | 103         | 263         |
| Ford Trucks    | 68          | 38         | 48         | 80          | 234         |
| Mercedes-Benz  | 93          | 13         | 29         | 42          | 177         |
| Hyundai        | 12          | 27         | 14         | 17          | 70          |
| <b>Total</b>   | <b>1068</b> | <b>793</b> | <b>809</b> | <b>2002</b> | <b>4672</b> |

| Trucks >16t    |             |              |             |
|----------------|-------------|--------------|-------------|
| BRANDS         | 2009        | 2008         | %           |
| Volvo          | 1170        | 5674         | -79%        |
| Scania         | 951         | 4704         | -80%        |
| MAN            | 950         | 6562         | -86%        |
| Iveco          | 580         | 1716         | -66%        |
| Isuzu          | 277         | 367          | -25%        |
| Renault Trucks | 263         | 1491         | -82%        |
| Ford Trucks    | 234         | 1173         | -80%        |
| Mercedes-Benz  | 177         | 1697         | -90%        |
| Hyundai        | 70          | 318          | -78%        |
| <b>Total</b>   | <b>4672</b> | <b>23702</b> | <b>-80%</b> |

| Buses (except "mini" segment) |           |           |           |            |            |
|-------------------------------|-----------|-----------|-----------|------------|------------|
| BRANDS                        | Q1 2009   | Q2 2009   | Q3 2009   | Q4 2009    | 2009       |
| Hyundai                       | 21        | 35        | 27        | 82         | 165        |
| MAN                           | 2         | 17        | 19        | 22         | 60         |
| Scania                        | 1         | 7         | 1         | 27         | 36         |
| Mercedes-Benz                 | 0         | 0         | 14        | 6          | 20         |
| Setra                         | 0         | 0         | 1         | 0          | 1          |
| <b>Total</b>                  | <b>24</b> | <b>59</b> | <b>62</b> | <b>137</b> | <b>282</b> |

| Buses (except "mini" segment) |            |            |             |
|-------------------------------|------------|------------|-------------|
| BRANDS                        | 2009       | 2008       | %           |
| Hyundai                       | 165        | 308        | -46%        |
| MAN                           | 60         | 154        | -61%        |
| Scania                        | 36         | 81         | -56%        |
| Mercedes-Benz                 | 20         | 40         | -50%        |
| Setra                         | 1          | 1          | 0%          |
| <b>Total</b>                  | <b>282</b> | <b>584</b> | <b>-52%</b> |

\*LCV segment data includes sales of the Russian brands

\*\* Models included into the LVC segment report are: Gazelle, Sobol, LDV (GAZ); Cargo, 3303, 3741, 3909, 3962, 2206 (UAZ); Ducato, Doblo Cargo (FIAT); Transit, Transit Connect, Ranger (Ford); Caddy, T5, Crafter (Volkswagen Vans); Boxer, Partner Origin VU, Partner New VU (Peugeot); Navara, Pick Up, Cabstar (Nissan); Porter (Hyundai); Sprinter, Vario, Vito/Viano (Mercedes-Benz Vans); Berlingo VU, New Berlingo VU, Jumper (Citroen); Combo (Opel); Kangoo VU, Master VU, Trafic VU (Renault); HiAce (Toyota); Daily (Iveco); NLR85 (Isuzu).

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