



Press-release

13 November 2017

SALES OF NEW CONSTRUCTION EQUIPMENT FOR Q3 2017 IN RUSSIA INCREASED BY 60%

The Construction Equipment Committee (CEC) was created by the Association of European Businesses (AEB) in February 2008. At the moment CEC represents interests of 80% road-building and special machinery companies of the Russian market.

Comments **Andrey Komov, AEB Construction Equipment Committee Chairman, Managing Director, Volvo CE Russia:**

"Speed of market recovery in Q3 was quite predictable and in line with two previous quarters. The market was working in "business as usual" mode without any internal or external shocks. Even certain Ruble volatility during the period couldn't make any significant effect on demand recovery. It is very important to keep business conditions stable until full market recovery, without putting extra recycling and other fee charges on consumer's shoulders. Otherwise recovery will slow down and it will take another 3-5 years to get to the initial market levels."

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Attachments:

1. Sales of new construction equipment for III Q 2017/2016 in Russia

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SALES OF NEW CONSTRUCTION EQUIPMENT FOR III Q 2017/2016 IN RUSSIA

Cumulative retail sales data of the AEB Construction Equipment Committee comprises machines of the following manufacturers and importers: Кранекс, РМ-Терекс, Четра, Эксмаш**, Bell Equipment, Bobcat, Caterpillar, CNH, John Deere, Doosan, Dressta**, Hidromek*, Hitachi, Hyundai, JCB, Komatsu, Liebherr, Volvo.

* Hidromek - data only for 2015

* Эксмаш, Dressta - data starting from 2017

Backhoe-Loaders		
3 Q 2017	3 Q 2016	YoY
506	292	73%

1-3 Q 2017	1-3 Q 2016	%
1336	768	74%

	Backhoe-Loaders			
	2017	2016	2015	YoY 2016/2015
January	62	50	80	-38%
February	105	56	95	-41%
March	156	98	117	-16%
April	168	96	94	2%
May	147	80	80	0%
June	192	96	109	-12%
July	168	97	104	-7%
August	153	69	108	-36%
September	185	126	112	13%
October		119	92	29%
November		128	103	24%
December		190	133	43%
Total	1336	1205	1227	-2%

Crawler Excavators		
3 Q 2017	3 Q 2016	YoY
795	512	55%

1-3 Q 2017	1-3 Q 2016	%
2045	1398	46%

	Crawler Excavators			
	2017	2016	2015	YoY 2016/2015
January	102	112	203	-45%
February	180	157	195	-19%
March	250	169	207	-18%
April	227	173	164	5%
May	214	116	165	-30%
June	277	159	191	-17%
July	271	149	167	-11%
August	269	173	203	-15%
September	255	190	176	8%
October		143	159	-10%
November		185	149	24%
December		195	243	-20%
Total	2045	1921	2222	-14%

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Skid Steer Loaders		
3 Q 2017	3 Q 2016	YoY
201	144	40%

1-3 Q 2017	1-3 Q 2016	%
550	450	22%

	Skid Steer Loaders			
	2017	2016	2015	YoY 2016/2015
January	34	31	42	-26%
February	52	31	40	-23%
March	59	68	46	48%
April	52	44	53	-17%
May	82	69	52	33%
June	70	63	54	17%
July	62	57	67	-15%
August	58	47	83	-43%
September	81	40	83	-52%
October		66	51	29%
November		97	65	49%
December		144	125	15%
Total	550	757	761	-1%

Wheel Loaders		
3 Q 2017	3 Q 2016	YoY
240	180	33%

1-3 Q 2017	1-3 Q 2016	%
656	492	33%

	Wheel Loaders			
	2017	2016	2015	YoY 2016/2015
January	51	37	38	-3%
February	31	39	44	-11%
March	91	50	70	-29%
April	75	64	55	16%
May	81	60	57	5%
June	87	62	55	13%
July	92	64	62	3%
August	65	58	53	9%
September	83	58	72	-19%
October		50	66	-24%
November		44	49	-10%
December		62	76	-18%
Total	656	648	697	-7%

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Crawler Tractors		
3 Q 2017	3 Q 2016	YoY
263	136	93%

1-3 Q 2017	1-3 Q 2016	%
563	348	62%

	Crawler Tractors			
	2017	2016	2015	YoY 2016/2015
January	35	23	42	-45%
February	31	52	35	49%
March	60	26	49	-47%
April	52	33	42	-21%
May	51	39	25	56%
June	71	39	21	86%
July	100	44	41	7%
August	84	55	29	90%
September	79	37	42	-12%
October		40	47	-15%
November		44	51	-14%
December		58	66	-12%
Total	563	490	490	0%

Wheel Excavators		
3 Q 2017	3 Q 2016	YoY
118	65	82%

1-3 Q 2017	1-3 Q 2016	%
306	177	73%

	Wheel Excavators			
	2017	2016	2015	YoY 2016/2015
January	7	10	17	-41%
February	23	16	20	-20%
March	40	21	28	-25%
April	39	16	34	-53%
May	46	25	21	19%
June	33	24	31	-23%
July	29	22	36	-39%
August	43	16	29	-45%
September	46	27	20	35%
October		24	27	-11%
November		15	25	-40%
December		21	28	-25%
Total	306	237	316	-25%

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Motor Graders		
3 Q 2017	3 Q 2016	YoY
195	132	48%

1-3 Q 2017	1-3 Q 2016	%
504	348	45%

	Motor Graders			
	2017	2016	2015	YoY 2016/2015
January	44	22	37	-41%
February	39	27	31	-13%
March	40	48	52	-8%
April	62	41	26	58%
May	50	41	24	71%
June	74	37	30	23%
July	72	39	47	-17%
August	54	31	42	-26%
September	69	62	61	2%
October		58	72	-19%
November		71	53	34%
December		75	63	19%
Total	504	552	538	3%

Articulated Haulers		
3 Q 2017	3 Q 2016	YoY
41	27	52%

1-3 Q 2017	1-3 Q 2016	%
117	74	58%

	Articulated Haulers			
	2017	2016	2015	YoY 2016/2015
January	2	4	7	-43%
February	12	11	4	175%
March	8	19	11	73%
April	8	8	8	0%
May	20	2	4	-50%
June	26	3	9	-67%
July	11	5	16	-69%
August	21	5	4	25%
September	9	17	6	183%
October		19	11	73%
November		6	1	500%
December		10	11	-9%
Total	117	109	92	18%

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Rigid Frame Haulers		
3 Q 2017	3 Q 2016	YoY
66	24	175%

1-3 Q 2017	1-3 Q 2016	%
174	81	8115%

	Rigid Frame Haulers			
	2017	2016	2015	YoY 2016/2015
January	18	4	8	-50%
February	17	3	6	-50%
March	9	11	6	83%
April	11	16	6	167%
May	32	20	9	122%
June	21	3	3	0%
July	20	4	4	0%
August	19	10	7	43%
September	27	10	0	-
October		18	11	64%
November		4	7	-43%
December		17	8	113%
Total	174	120	75	60%

Total:

3 Q 2017	3 Q 2016	%
2425	1512	60%

1-3 Q 2017	1-3 Q 2016	%
6251	4136	51%

When using this data, please always refer to the Association of European Businesses.

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