



Press-release

15 May 2017

SALES OF NEW CONSTRUCTION EQUIPMENT FOR Q1 2017/2016 IN RUSSIA INCREASED BY 29%

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:**

"The growth trend which is seen since last few months of last year has turned into long-awaited stable trend. We see significant growth in almost all types of construction equipment. Overall, the market showed an increase of 29% in the first quarter. Thus we can say that a four-year long downturn of the market has come to an end. To return to its former heights the market needs to grow by 300% - 400% to the level of 2016 (in annual terms).

Therefore, the path back to the top will take some time. It should be noted that this growth is occurring not as a result of any stimulating effect, and in spite of the ongoing negative trends in the construction sector, as well as the extremely high interest rates on loans (twice the level of inflation), and the recycling fee that was introduced a year ago, that lay a heavy burden on the shoulders of Russian consumers of construction equipment.

During the four years of the market downturn, the big part of equipment fleet has become obsolete. In the absence of the above-mentioned negative factors, the pace of market recovery would be much higher.

Market participants in general forecast further growth at a rate not lower than that seen in the first quarter."

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Attachments:

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

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SALES OF NEW CONSTRUCTION EQUIPMENT FOR I 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 for 2013-2015

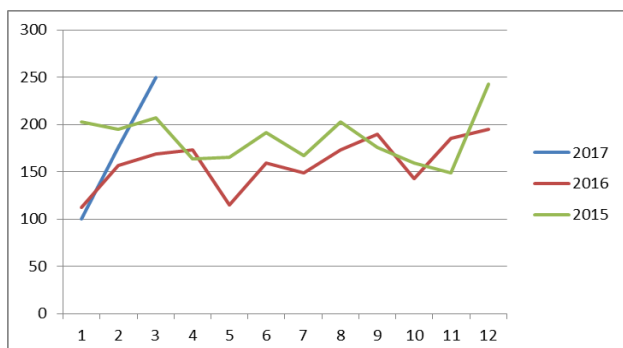
** Эксмаш, Dressta - data starting from 2017

Backhoe-Loaders		
1 Q 2017	1 Q 2016	YoY
321	204	57%



	Backhoe-Loaders			
	2017	2016	2015	YoY 2016/2015
January	62	50	80	-38%
February	105	56	95	-41%
March	154	98	117	-16%
April		96	94	2%
May		80	80	0%
June		96	109	-12%
July		97	104	-7%
August		69	108	-36%
September		126	112	13%
October		119	92	29%
November		128	103	24%
December		190	133	43%
Total	321	1205	1227	-2%

Crawler Excavators		
1 Q 2017	1 Q 2016	YoY
526	438	20%



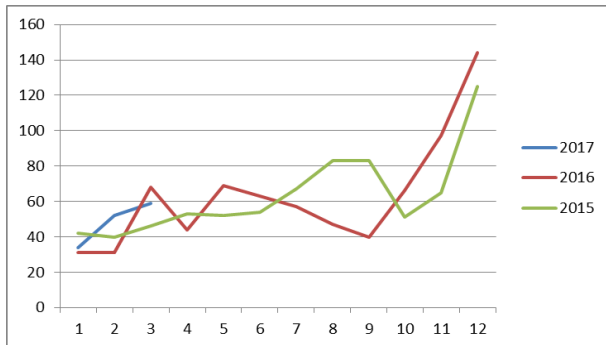
	Crawler Excavators			
	2017	2016	2015	YoY 2016/2015
January	100	112	203	-45%
February	176	157	195	-19%
March	250	169	207	-18%
April		173	164	5%
May		115	165	-30%
June		159	191	-17%
July		149	167	-11%
August		173	203	-15%
September		190	176	8%
October		143	159	-10%
November		185	149	24%
December		195	243	-20%
Total	526	1920	2222	-14%

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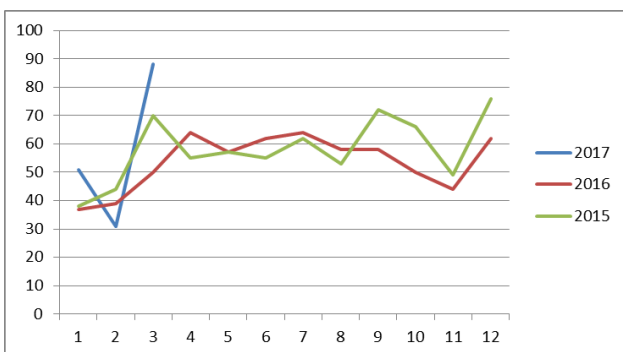


Skid Steer Loaders		
1 Q 2017	1 Q 2016	YoY
145	130	12%



	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		44	53	-17%
May		69	52	33%
June		63	54	17%
July		57	67	-15%
August		47	83	-43%
September		40	83	-52%
October		66	51	29%
November		97	65	49%
December		144	125	15%
Total	145	757	761	-1%

Wheel Loaders		
1 Q 2017	1 Q 2016	YoY
170	126	35%



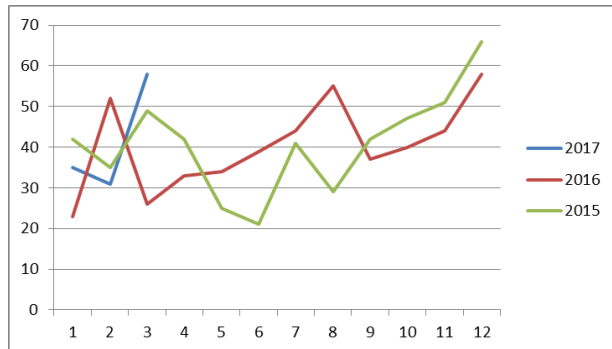
	Wheel Loaders			
	2017	2016	2015	YoY 2016/2015
January	51	37	38	-3%
February	31	44	39	-11%
March	88	70	50	-29%
April		55	64	16%
May		57	57	0%
June		55	62	13%
July		62	64	3%
August		53	58	9%
September		72	58	-19%
October		66	50	-24%
November		49	44	-10%
December		76	62	-18%
Total	170	697	645	-7%

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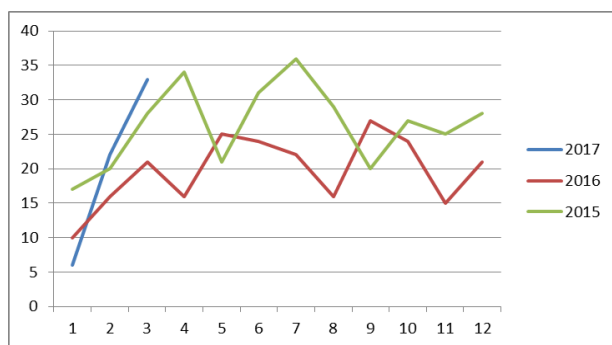


Crawler Tractors		
1 Q 2017	1 Q 2016	YoY
124	101	23%



	Crawler Tractors			
	2017	2016	2015	YoY 2016/2015
January	35	23	42	-45%
February	31	52	35	49%
March	58	26	49	-47%
April		33	42	-21%
May		34	25	36%
June		39	21	86%
July		44	41	7%
August		55	29	90%
September		37	42	-12%
October		40	47	-15%
November		44	51	-14%
December		58	66	-12%
Total	124	485	490	-1%

Wheel Excavators		
1 Q 2017	1 Q 2016	YoY
61	47	30%



	Wheel Excavators			
	2017	2016	2015	YoY 2016/2015
January	6	10	17	-41%
February	22	16	20	-20%
March	33	21	28	-25%
April		16	34	-53%
May		25	21	19%
June		24	31	-23%
July		22	36	-39%
August		16	29	-45%
September		27	20	35%
October		24	27	-11%
November		15	25	-40%
December		21	28	-25%
Total	61	237	316	-25%

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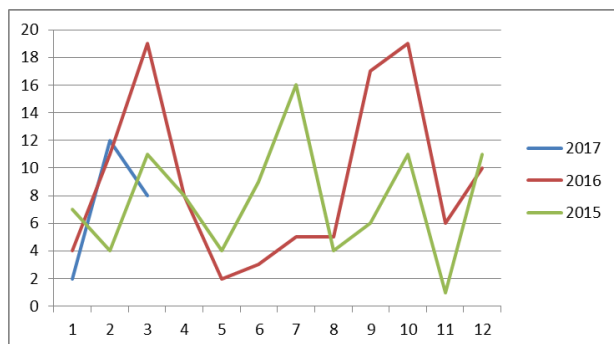


Motor Graders		
1 Q 2017	1 Q 2016	YoY
123	97	27%



	Motor Graders			
	2017	2016	2015	YoY 2016/2015
January	44	22	37	-41%
February	39	27	31	-13%
March	40	48	52	-8%
April		41	26	58%
May		41	24	71%
June		37	30	23%
July		39	47	-17%
August		31	42	-26%
September		62	61	2%
October		58	72	-19%
November		71	53	34%
December		75	63	19%
Total	123	552	538	3%

Articulated Haulers		
1 Q 2017	1 Q 2016	YoY
22	34	-35%



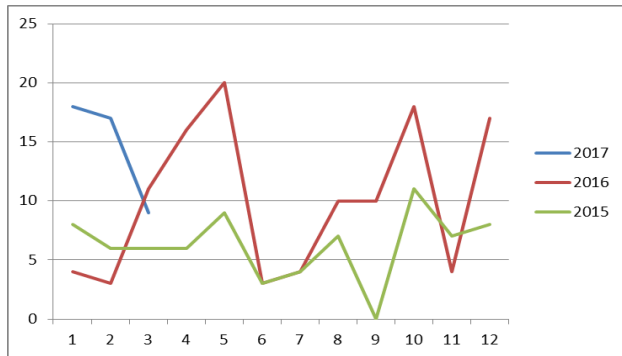
	Articulated Haulers			
	2017	2016	2015	YoY 2016/2015
January	2	4	7	-43%
February	12	11	4	175%
March	8	19	11	73%
April		8	8	0%
May		2	4	-50%
June		3	9	-67%
July		5	16	-69%
August		5	4	25%
September		17	6	183%
October		19	11	73%
November		6	1	500%
December		10	11	-9%
Total	22	109	92	18%

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Rigid Frame Haulers		
1 Q 2017	1 Q 2016	YoY
44	18	144%



	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		16	6	167%
May		20	9	122%
June		3	3	0%
July		4	4	0%
August		10	7	43%
September		10	0	-
October		18	11	64%
November		4	7	-43%
December		17	8	113%
Total	44	120	75	60%

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

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