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Moscow

**PRESS RELEASE**

*The Year Continues Strong for New Cars and Light Commercial Vehicles in Russia*

- Sales of new passenger cars and LCVs in Russia increased by 5% in October, 2012
- Among the top ten bestselling models so far, ten models are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **October 2012** saw the increase in sales of new cars and light commercial vehicles in Russia by 5% in comparison to the same period in 2011. This October 253.732 units were sold; this is 12.804 units more than in October, 2011.

From January to October, 2012 the percentage sales of new cars and light commercial vehicles in Russia increased by **13%** in comparison to the same period in 2011 or by 278.943 more sold units.

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

“For a while now, the market has been feeling a cool down in consumer appetite. By contrast, retail registrations are still performing above prior year level, supported by robust order banks generated in the first half of the year and a visible increase in market incentives in recent weeks. Current new order intake however is generally slower compared to the same period one year ago, and will impact sales performance in the coming months.

Some consolidation had been foreseen for the second half of the year. With only a few weeks remaining until year end, our sales forecast of 2.85 mils PC and LCV for the full year 2012 therefore remains intact.”

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Attachments:

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

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# NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY BRANDS FOR JANUARY-OCTOBER 2012/2011 AND OCTOBER 2012/2011

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

BRANDS	Jan-October 2012	Jan-October 2011	%	October 12	October 11	%
Lada	449164	493187	-9%	50022	49270	2%
Chevrolet	172718	142033	22%	18724	15134	24%
KIA	157519	127081	24%	16842	14771	14%
Renault	155433	125327	24%	16903	13607	24%
Hyundai	146739	129698	13%	14650	15537	-6%
VW	137243	91010	51%	14263	12100	18%
Nissan	131331	107723	22%	12401	13671	-9%
Toyota	129573	94848	37%	11789	9149	29%
Ford	105517	93676	13%	9640	11390	-15%
Skoda	80060	57173	40%	8252	7052	17%
Daewoo	73589	79479	-7%	7104	7856	-10%
GAZ LCV	72576	73176	-1%	8297	8597	-3%
Opel	67562	54748	23%	6557	6205	6%
Mitsubishi	59872	58841	2%	7018	7310	-4%
UAZ	48151	44452	8%	5405	5591	-3%
Mazda	38831	31930	22%	3022	3786	-20%
Peugeot	37823	36594	3%	3663	3782	-3%
Mercedes-Benz	30246	23930	26%	3621	2705	34%
BMW	29990	22423	34%	3893	2750	42%
Audi	28388	19678	44%	2946	1875	57%
Citroen	28052	22272	26%	2623	2388	10%
Suzuki	27951	29650	-6%	2418	3264	-26%
SsangYong	25591	17243	48%	2654	2274	17%
Honda	17713	15735	13%	2047	1460	40%
Lifan	16887	14480	17%	1926	1587	21%
Volvo	16621	14242	17%	1101	1935	-43%
Chery	16191	5456	197%	1724	1043	65%
Land Rover	15735	10159	55%	1406	1087	29%
Geely	13757	3992	245%	1858	703	164%
VW NFZ	13374	9704	38%	1270	1140	11%
Lexus	13012	11381	14%	1605	1042	54%
Subaru	11686	10163	15%	1149	967	19%
Great Wall	10849	5172	110%	1323	801	65%
ZAZ <sup>1</sup>	9127	16737	-45%	615	1585	-61%
Infiniti	7655	5296	45%	705	781	-10%
FIAT	6984	23943	-71%	721	1937	-63%
Bogdan	6688	7069	-5%	309	1080	-71%
Vortex <sup>2</sup>	5317	11385	-53%	568	1164	-51%
Jeep	3924	1488	164%	469	266	76%

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Mercedes-Benz Vans	3148	1979	59%	398	249	60%
Porsche	3028	1894	60%	342	320	7%
BYD <sup>4</sup>	2282	1482	54%	32	306	-90%
MINI	2257	1635	38%	270	175	54%
Izh	2223	4350	-49%	281	528	-47%
SEAT	1920	1037	85%	158	0	-
Cadillac	1765	2182	-19%	117	227	-48%
BAW <sup>5</sup>	1577	n/a	-	185	n/a	-
TagAZ <sup>3</sup>	1268	1323	-4%	153	114	34%
Jaguar	1248	887	41%	80	126	-37%
Haima	557	2664	-79%	5	193	-97%
FAW <sup>9</sup>	345	-	-	160	-	-
Dodge	174	145	20%	21	3	600%
Chrysler	157	72	118%	20	5	300%
Isuzu	143	368	-61%	3	15	-80%
Foton <sup>6</sup>	114	128	-11%	1	25	-96%
Smart <sup>8</sup>	18	-	-	3	-	-
<b>Total</b>	<b>2441663</b>	<b>2162720</b>	<b>13%</b>	<b>253732</b>	<b>240928</b>	<b>5%</b>

<sup>1</sup> LCV sales are included into total brand's sales if exist in the product line of the brand; reported separately for some brands. LCV<sub>≥3,5t</sub> (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur

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

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

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

<sup>5</sup> 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)

<sup>6</sup> 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"

<sup>7</sup> ZAZ distributor in Russia changed in April 2011

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

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

## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY GROUPS FOR JANUARY-OCTOBER 2012/2011 AND OCTOBER 2012/2011

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

GROUPS	Jan-October 2012	Jan-October 2011	%	October 12	October 11	%
<b>AVTOVAZ - RENAULT - NISSAN</b>	<b>743583</b>	<b>731533</b>	<b>2%</b>	<b>80031</b>	<b>77329</b>	<b>3%</b>
AVTOVAZ	449164	493187	-9%	50022	49270	2%
RENAULT	155433	125327	24%	16903	13607	24%
NISSAN	131331	107723	22%	12401	13671	-9%
INFINITI	7655	5296	45%	705	781	-10%
<b>VW Group</b>	<b>260985</b>	<b>178602</b>	<b>46%</b>	<b>26889</b>	<b>22167</b>	<b>21%</b>
VOLKSWAGEN cars	137243	91010	51%	14263	12100	18%
VOLKSWAGEN vans	13374	9704	38%	1270	1140	11%
AUDI	28388	19678	44%	2946	1875	57%
SEAT <sup>2</sup>	1920	1037	85%	158	0	-
SKODA	80060	57173	40%	8252	7052	17%
<b>GM Group</b>	<b>242045</b>	<b>198963</b>	<b>22%</b>	<b>25398</b>	<b>21566</b>	<b>18%</b>
OPEL	67562	54748	23%	6557	6205	6%
CHEVROLET	172718	142033	22%	18724	15134	24%
CADILLAC	1765	2182	-19%	117	227	-48%
<b>KIA</b>	<b>157519</b>	<b>127081</b>	<b>24%</b>	<b>16842</b>	<b>14771</b>	<b>14%</b>
<b>HYUNDAI</b>	<b>146739</b>	<b>129698</b>	<b>13%</b>	<b>14650</b>	<b>15537</b>	<b>-6%</b>
<b>TOYOTA Group</b>	<b>142585</b>	<b>106229</b>	<b>34%</b>	<b>13394</b>	<b>10191</b>	<b>31%</b>
TOYOTA	129573	94848	37%	11789	9149	29%
LEXUS	13012	11381	14%	1605	1042	54%
<b>FORD</b>	<b>105517</b>	<b>93676</b>	<b>13%</b>	<b>9640</b>	<b>11390</b>	<b>-15%</b>
<b>DAEWOO</b>	<b>73589</b>	<b>79479</b>	<b>-7%</b>	<b>7104</b>	<b>7856</b>	<b>-10%</b>

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<b>GAZ LCV</b>	<b>72576</b>	<b>73176</b>	<b>-1%</b>	<b>8297</b>	<b>8597</b>	<b>-3%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>65875</b>	<b>58866</b>	<b>12%</b>	<b>6286</b>	<b>6170</b>	<b>2%</b>
PEUGEOT	37823	36594	3%	3663	3782	-3%
CITROEN	28052	22272	26%	2623	2388	10%
<b>MITSUBISHI</b>	<b>59872</b>	<b>58841</b>	<b>2%</b>	<b>7018</b>	<b>7310</b>	<b>-4%</b>
<b>UAZ</b>	<b>48151</b>	<b>44452</b>	<b>8%</b>	<b>5405</b>	<b>5591</b>	<b>-3%</b>
<b>MAZDA</b>	<b>38831</b>	<b>31930</b>	<b>22%</b>	<b>3022</b>	<b>3786</b>	<b>-20%</b>
<b>MERCEDES-BENZ</b>	<b>33412</b>	<b>25909</b>	<b>29%</b>	<b>4022</b>	<b>2954</b>	<b>36%</b>
MERCEDES-BENZ cars	30246	23930	26%	3621	2705	34%
MERCEDES-BENZ vans	3148	1979	59%	398	249	60%
smart	18	-	-	3	-	-
<b>BMW Group</b>	<b>32247</b>	<b>24058</b>	<b>34%</b>	<b>4163</b>	<b>2925</b>	<b>42%</b>
BMW	29990	22423	34%	3893	2750	42%
MINI	2257	1635	38%	270	175	54%
<b>SUZUKI</b>	<b>27951</b>	<b>29650</b>	<b>-6%</b>	<b>2418</b>	<b>3264</b>	<b>-26%</b>
<b>SSANGYONG</b>	<b>25591</b>	<b>17243</b>	<b>48%</b>	<b>2654</b>	<b>2274</b>	<b>17%</b>
<b>HONDA</b>	<b>17713</b>	<b>15735</b>	<b>13%</b>	<b>2047</b>	<b>1460</b>	<b>40%</b>
<b>JAGUAR LAND ROVER</b>	<b>16983</b>	<b>11046</b>	<b>54%</b>	<b>1486</b>	<b>1213</b>	<b>23%</b>
LAND ROVER	15735	10159	55%	1406	1087	29%
JAGUAR	1248	887	41%	80	126	-37%
<b>LIFAN</b>	<b>16887</b>	<b>14480</b>	<b>17%</b>	<b>1926</b>	<b>1587</b>	<b>21%</b>
<b>VOLVO</b>	<b>16621</b>	<b>14242</b>	<b>17%</b>	<b>1101</b>	<b>1935</b>	<b>-43%</b>
<b>CHERY</b>	<b>16191</b>	<b>5456</b>	<b>197%</b>	<b>1724</b>	<b>1043</b>	<b>65%</b>
<b>GEELY</b>	<b>13757</b>	<b>3992</b>	<b>245%</b>	<b>1858</b>	<b>703</b>	<b>164%</b>
<b>SUBARU</b>	<b>11686</b>	<b>10163</b>	<b>15%</b>	<b>1149</b>	<b>967</b>	<b>19%</b>
<b>GREAT WALL</b>	<b>10849</b>	<b>5172</b>	<b>110%</b>	<b>1323</b>	<b>801</b>	<b>65%</b>
<b>ZAZ</b>	<b>9127</b>	<b>16737</b>	<b>-45%</b>	<b>615</b>	<b>1585</b>	<b>-61%</b>
<b>CHRYSLER Group<sup>3</sup></b>	<b>8157</b>	<b>1705</b>	<b>378%</b>	<b>1231</b>	<b>274</b>	<b>349%</b>
FIAT	3902	-	-	721	-	-
CHRYSLER	157	72	118%	20	5	300%
JEEP	3924	1488	164%	469	266	76%
DODGE	174	145	20%	21	3	600%
<b>BOGDAN</b>	<b>6688</b>	<b>7069</b>	<b>-5%</b>	<b>309</b>	<b>1080</b>	<b>-71%</b>
<b>VORTEX</b>	<b>5317</b>	<b>11385</b>	<b>-53%</b>	<b>568</b>	<b>1164</b>	<b>-51%</b>
<b>PORSCHE</b>	<b>3028</b>	<b>1894</b>	<b>60%</b>	<b>342</b>	<b>320</b>	<b>7%</b>
<b>BYD</b>	<b>2282</b>	<b>1482</b>	<b>54%</b>	<b>32</b>	<b>306</b>	<b>-90%</b>
<b>IZH</b>	<b>2223</b>	<b>4350</b>	<b>-49%</b>	<b>281</b>	<b>528</b>	<b>-47%</b>
<b>BAW</b>	<b>1577</b>	<b>n/a</b>	<b>-</b>	<b>185</b>	<b>n/a</b>	<b>-</b>
<b>TAGAZ</b>	<b>1268</b>	<b>1323</b>	<b>-4%</b>	<b>153</b>	<b>114</b>	<b>34%</b>
<b>HAIMA</b>	<b>557</b>	<b>2664</b>	<b>-79%</b>	<b>5</b>	<b>193</b>	<b>-97%</b>
<b>FAW</b>	<b>345</b>	<b>-</b>	<b>-</b>	<b>160</b>	<b>-</b>	<b>-</b>
<b>ISUZU</b>	<b>143</b>	<b>368</b>	<b>-61%</b>	<b>3</b>	<b>15</b>	<b>-80%</b>
<b>FOTON</b>	<b>114</b>	<b>128</b>	<b>-11%</b>	<b>1</b>	<b>25</b>	<b>-96%</b>

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

<b>SOLLERS Group</b>	<b>73885</b>	<b>62063</b>	<b>19%</b>	<b>8062</b>	<b>7880</b>	<b>2%</b>
ISUZU	143	368	-61%	3	15	-80%
SSANGYONG	25591	17243	48%	2654	2274	17%
UAZ	48151	44452	8%	5405	5591	-3%

<sup>1</sup> 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

<sup>2</sup> SEAT sales in Russia are done via Volkswagen Group starting from November 2011

<sup>3</sup> 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-OCTOBER 2012/2011 AND OCTOBER 2012/2011

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

#	MODEL	BRAND	Jan-October 2012	Jan-October 2011	%	October 12	October 11	%
1	Kalina	Lada	107069	121400	-12%	10556	11615	-9%
2	Priora	Lada	105362	119522	-12%	10843	11563	-6%
3	Granta	Lada	95162	-	-	14197	-	-
4	Solaris	Hyundai	94308	76649	23%	9878	10271	-4%
5	Focus	Ford	75063	65246	15%	6731	8541	-21%
6	New Rio	KIA	72373	38353	89%	8020	5735	40%
7	Polo	VW	58314	40191	45%	6156	5180	19%
8	Samara	Lada	55333	99604	-44%	4324	13948	-69%
9	Cruze	Chevrolet	52312	30683	70%	5864	3431	71%
10	Logan	Renault	51377	68359	-25%	3557	6525	-45%
11	Niva	Chevrolet	49214	42072	17%	5183	5642	-8%
12	4x4	Lada	45870	51110	-10%	5374	6405	-16%
13	Nexia	Daewoo	45431	46570	-2%	4707	4666	1%
14	Astra (incl. Astra Cabrio)	Opel	44994	38928	16%	3900	4343	-10%
15	Octavia A5	Skoda	42186	32000	32%	4527	4202	8%
16	Sandero	Renault	40292	35159	15%	3645	4493	-19%
17	Duster	Renault	33930	-	-	6680	-	-
18	Qashqai	Nissan	31456	27085	16%	2363	3795	-38%
19	2104/2105/2107	Lada	30408	101548	-70%	1959	5739	-66%
20	Lacetti	Chevrolet	30390	34635	-12%	2991	3332	-10%
21	Corolla	Toyota	29054	21891	33%	2434	2078	17%
22	Camry	Toyota	28707	17321	66%	2956	999	196%
23	Matiz	Daewoo	28158	32909	-14%	2397	3190	-25%
24	Juke	Nissan	26903	10307	161%	2784	2638	6%
25	New Sportage	KIA	26663	19955	34%	2829	2660	6%

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 • Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • HeidelbergCement • In2Matrix, LLC • ING Commercial Banking  
 • INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • Leroy Merlin Vostok • MAN Truck & Bus AG • MasterCard  
 • Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Group  
 • OBI Russia • Oranta • Peugeot Citroen Rus • Pirelli Tyre Russia • PwC • Procter & Gamble • Raiffeisenbank ZAO • ROCA • SERVIER  
 • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Telenor Russia AS • TMF Russia • Total E&P Russie •  
 Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YIT Rakennus Representative Office • YOKOHAMA RUSSIA LLC • Zurich Insurance Company