



Moscow, 13 July 2012

**PRESS RELEASE**

**SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA\*  
IN THE FIRST HALF OF 2012**

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 buses. The figures reported below (with some exceptions in the LCV segment) relate only to the brands represented by the CVC.

Andrey Chursin, Chairman of the Commercial Vehicles Committee, commented: *" In the 2nd quarter of 2012, the commercial vehicles sector developed in line with our forecast for modest growth. The situation on the market in the second half of the year will almost entirely depend on the new law on the disposal of vehicles. At the moment, the details regarding the upcoming law and its implementation are still unclear – with less than a month left before this law comes into effect, information regarding the exact terms and conditions is yet to be made available. We would like to know the 'rules of the game' in advance, so that each market participant has time to prepare accordingly "*.

Comparing the 1<sup>st</sup> half of 2012 to the 1<sup>st</sup> half of 2011, sales of light commercial vehicles grew by 9%. - 83.193 units were sold in the 1<sup>st</sup> half of 2012 while 76.674 LCVs were retailed in the 1st half of 2011.

The medium duty segment sales increased from 5.220 units in the 1st half of 2011 to 5.448 units in the 1st half of 2012 – a 4% growth. In the 1st half of 2012, the heavy duty truck segment (HDT) sales increased by 2% (from 11.582 units to 11.839 units), compared to the 1st half of 2011.

The bus segment showed growth by 43% – from 1.538 vehicles in the 1st half of 2011 to 2.196 units in the 1st half of 2012.

Commercial Vehicles Committee members expect that sales would continue to increase in 2012.

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\* Data on Volvo is not submitted since September 2011.

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## SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA IN JANUARY- JUNE 2012

LCV <6t*									
BRANDS	Apr 2012	May 2012	June 2012	II Q 2012	1st Half 2012	BRANDS	1st Half 2012	1st Half 2011	%
GAZ	7588	7214	8333	23135	39738	GAZ	39738	39985	-1%
UAZ	2428	2244	2393	7065	12235	UAZ	12235	10736	14%
Volkswagen						Volkswagen			
NFZ	1501	1502	1420	4423	8029	NFZ	8029	5451	47%
Peugeot	760	689	1118	2567	5075	Peugeot	5075	3699	37%
Ford	705	1047	1045	2797	5013	Ford	5013	3666	37%
Citroen	456	418	447	1321	2576	Citroen	2576	1243	107%
Toyota	548	612	653	1813	2407	Toyota	2407	1188	103%
FIAT	120	236	439	795	2017	FIAT	2017	6902	-71%
Mercedes-Benz Vans	281	315	464	1060	1734	Mercedes-Benz Vans	1734	971	79%
Hyundai	97	404	161	662	1330	Hyundai	1330	1270	5%
Nissan	160	179	184	523	1172	Nissan	1172	1147	2%
Baw	211	158	136	505	853	Baw	853	n/a	-
Renault	186	176	181	543	783	Renault	783	147	433%
Isuzu	23	17	2	42	123	Isuzu	123	191	-36%
Foton	14	13	0	27	60	Foton	60	78	-23%
Tagaz	-	-	48	48	48	Tagaz	48	-	-
<b>Total</b>	<b>15078</b>	<b>15224</b>	<b>17024</b>	<b>47326</b>	<b>83193</b>	<b>Total</b>	<b>83193</b>	<b>76674</b>	<b>9%</b>

\* Models included into the LVC segment report are: Berlingo VU, New Berlingo VU, Jumper (Citroen); Ducato, Doblo Cargo, Doblo Panorama (FIAT); Transit, Transit Connect, Ranger (Ford); Gazelle, Sobol, LDV (GAZ); H1, Porter (Hyundai); NLR85, NMR85 (Isuzu); Sprinter, Vario, Vito/Viano (Mercedes-Benz Vans); Navara, Pick Up, Cabstar (Nissan); Boxer, Partner Origin VU, Partner New VU (Peugeot); Kangoo VU, Master VU, Trafic VP, Trafic VU (Renault); HiAce (Toyota); Hardy (TagAZ); Cargo, 3303, 3741, 3909, 3962, 2206 (UAZ); Amarok 1, Caddy 3, Caddy 3GP, Crafter 3, Crafter 3GP, T5 (Volkswagen Vans).

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**Trucks 6-16t**

BRANDS	Apr 2012	May 2012	June 2012	II Q 2012	1st Half 2012
Hyundai	469	605	245	1319	2446
Foton	185	137	188	510	874
Mitsubishi-Fuso	178	147	193	518	804
Hino	134	143	159	436	730
URAL	45	25	44	114	189
Baw	28	35	27	90	141
Isuzu	3	3	5	11	106
MAN	1	25	51	77	92
Mercedes-Benz	3	50	6	59	66
<b>Total</b>	<b>1046</b>	<b>1170</b>	<b>918</b>	<b>3134</b>	<b>5448</b>

BRANDS	1st Half 2012	1st Half 2011	%
Hyundai	2446	2858	-14%
Foton	874	273	220%
Mitsubishi-Fuso	804	428	88%
Hino	730	428	71%
URAL	189	200	-6%
Baw	141	n/a	-
Isuzu	106	784	-86%
MAN	92	221	-58%
Mercedes-Benz	66	28	136%
<b>Total</b>	<b>5448</b>	<b>5220</b>	<b>4%</b>

**Trucks>16t**

BRANDS	Apr 2012	May 2012	June 2012	II Q 2012	1st Half 2012
MAN	618	742	824	2184	3851
URAL	644	507	473	1624	2801
Scania	443	504	452	1399	2316
Mercedes-Benz	300	351	417	1068	1661
Renault	120	186	187	493	822
Ford Trucks	46	19	35	100	149
Isuzu	6	7	0	13	93
Hino	9	16	17	42	80
Hyundai	5	12	23	40	66
<b>Total</b>	<b>2191</b>	<b>2344</b>	<b>2428</b>	<b>6963</b>	<b>11839</b>

BRANDS	1st Half 2012	1st Half 2011	%
MAN	3851	2572	50%
URAL	2801	4074	-31%
Scania	2316	2943	-21%
Mercedes-Benz	1661	933	78%
Renault	822	535	54%
Ford Trucks	149	164	-9%
Isuzu	93	214	-57%
Hino	80	23	248%
Hyundai	66	124	-47%
<b>Total</b>	<b>11839</b>	<b>11582</b>	<b>2%</b>

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Buses (except "mini"segment)									
BRANDS	Apr 2012	May 2012	June 2012	II Q 2012	1st Half 2012	BRANDS	1st Half 2012	1st Half 2011	%
LIAZ	61	59	173	293	866	LIAZ	866	326	166%
PAZ*	174	132	86	392	789	PAZ	789	603	31%
KAVZ	28	77	53	158	236	KAVZ	236	172	37%
Hyundai	7	18	33	58	160	Hyundai	160	208	-23%
MAN	52	15	10	77	88	MAN	88	115	-23%
Scania	5	4	4	13	27	Scania	27	17	59%
GOLAZ	8	1	3	12	19	GOLAZ	19	95	-80%
BAW	5	1	0	6	7	BAW	7	n/a	-
Mercedes-Benz	0	1	1	2	3	Mercedes-Benz	3	1	200%
Setra	0	0	0	0	1	Setra	1	1	0%
<b>Total</b>	<b>340</b>	<b>308</b>	<b>363</b>	<b>1011</b>	<b>2196</b>	<b>Total</b>	<b>2196</b>	<b>1538</b>	<b>43%</b>

\* Buses of models PAZ-3204 and PAZ-3205, corresponding to the "mini" segment in the AEB classification, are not included in the statistics.

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