



## Press-release

26 September 2016

### Sales of new construction equipment significantly declined in the 1<sup>ST</sup> half of 2016

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:**

"Perhaps we are facing the most protracted market decline over the past 10 years. After the huge market drop in 2015 (market fell by 65%), the decrease trend continued in the current year. Additional market setback was provoked by utilisation fee for the construction equipment introduced in February which has caused a significant increase in the all construction machinery prices. The market decreased by 10% more during the first half of 2016.

We hope that in the second half of the year the market finally reaches "the bottom line" and starts growing as the long-term decline usually creates pent-up demand. However, forecasts for trends and rate of future growth are premature. Positive developments in our market are directly related to the improvement of the economic situation in the country as a whole".

#### Contact:

**Asker Nakhushhev**, AEB Construction Equipment Committee Coordinator, [asker.nakhushhev@aebrus.ru](mailto:asker.nakhushhev@aebrus.ru), tel. +7 (495) 234 27 64 ex.116

**Yuliya Sheglova**, Project Manager for market researches and statistics, [yuliya.sheglova@aebrus.ru](mailto:yuliya.sheglova@aebrus.ru), tel. +7 (495) 234 27 64 ex.144

**Svetlana Kuskova**, Communications Manager\Press Secretary, [svetlana.kuskova@aebrus.ru](mailto:svetlana.kuskova@aebrus.ru), tel. +7 (495) 234 27 64 ex. 136

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Attachments:

1. Sales of new construction equipment for first half of 2016/2015 and January–December 2015/2014 in Russia

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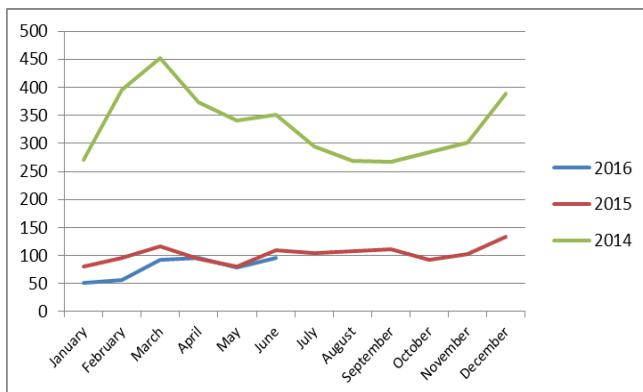
## SALES OF NEW CONSTRUCTION EQUIPMENT FOR 1<sup>ST</sup> HALF OF 2016/2015 AND JANUARY–DECEMBER 2015/2014 IN RUSSIA

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

\* Hidromek - data for 2014-2015

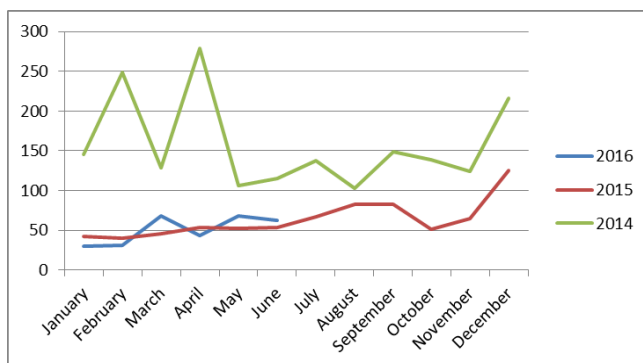
\*\* Hyundai - data from April 2014

Loader-Backhoes						
I Q 2016	II Q 2016	1 H 2016	1 H 2016	1 H 2015	YoY	
199	270	469	469	575	-18%	



	Loader-Backhoes			
	2016	2015	2014	YoY 2015/2014
January	51	80	271	-70%
February	56	95	396	-76%
March	92	117	452	-74%
April	96	94	374	-75%
May	79	80	340	-76%
June	95	109	351	-69%
July		104	294	-65%
August		108	269	-60%
September		112	268	-58%
October		92	284	-68%
November		103	301	-66%
December		133	389	-66%
<b>Total</b>	<b>469</b>	<b>1227</b>	<b>3989</b>	<b>-69%</b>

Crawler Excavators						
I Q 2016	II Q 2016	1 H 2016	1 H 2016	1 H 2015	YoY	
438	445	883	883	1125	-22%	



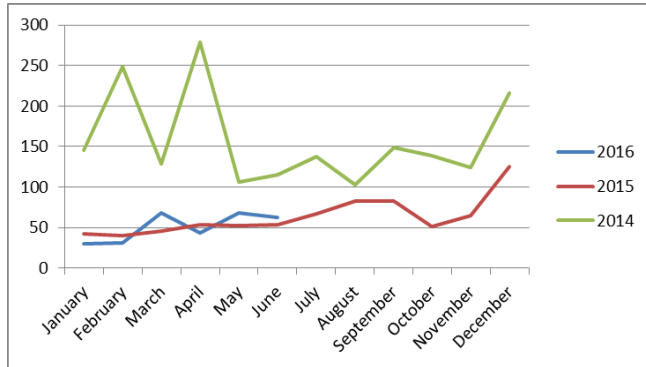
	Crawler Excavators			
	2016	2015	2014	YoY 2015/2014
January	112	203	331	-39%
February	157	195	313	-38%
March	169	207	337	-39%
April	173	164	435	-62%
May	114	165	337	-51%
June	158	191	423	-55%
July		167	419	-60%
August		203	353	-42%
September		176	355	-50%
October		159	318	-50%
November		149	256	-42%
December		243	515	-53%
<b>Total</b>	<b>883</b>	<b>2222</b>	<b>4392</b>	<b>-49%</b>

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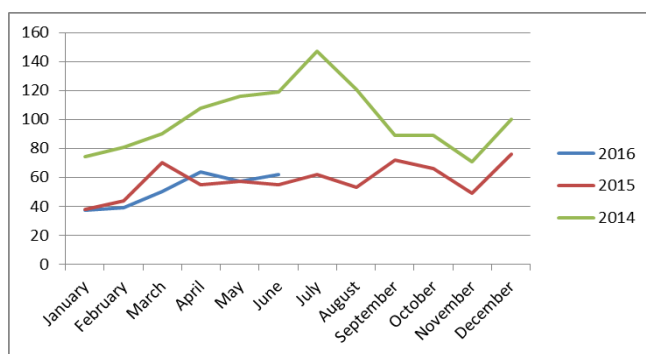


Skid Steer Loaders					
I Q 2016	II Q 2016	1 H 2016	1 H 2016	1 H 2015	YoY
129	174	303	303	287	6%



	Skid Steer Loaders			
	2016	2015	2014	YoY 2015/2014
January	30	42	145	-71%
February	31	40	249	-84%
March	68	46	129	-64%
April	43	53	279	-81%
May	68	52	106	-51%
June	63	54	115	-53%
July		67	138	-51%
August		83	103	-19%
September		83	149	-44%
October		51	139	-63%
November		65	124	-48%
December		125	216	-42%
<b>Total</b>	<b>303</b>	<b>761</b>	<b>1892</b>	<b>-60%</b>

Wheel Loaders					
I Q 2016	II Q 2016	1 H 2016	1 H 2016	1 H 2015	YoY
126	183	309	309	319	-3%



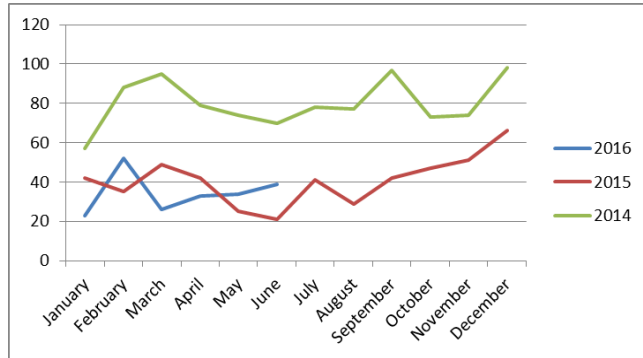
	Wheel Loaders			
	2016	2015	2014	YoY 2015/2014
January	37	38	74	-49%
February	39	44	81	-46%
March	50	70	90	-22%
April	64	55	108	-49%
May	57	57	116	-51%
June	62	55	119	-54%
July		62	147	-58%
August		53	121	-56%
September		72	89	-19%
October		66	89	-26%
November		49	71	-31%
December		76	100	-24%
<b>Total</b>	<b>309</b>	<b>Total 1205</b>	<b>1205</b>	<b>-42%</b>

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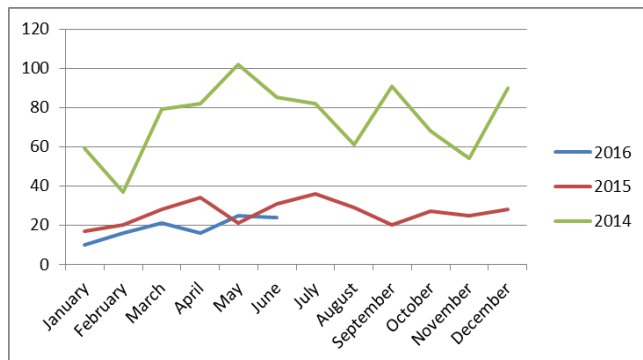


Crawler Tractors						
I Q 2016	II Q 2016	1 H 2016		1 H 2016	1 H 2015	YoY
101	106	207		207	214	-3%



	Crawler Tractors			
	2016	2015	2014	YoY 2015/2014
January	23	42	57	-26%
February	52	35	88	-60%
March	26	49	95	-48%
April	33	42	79	-47%
May	34	25	74	-66%
June	39	21	70	-70%
July		41	78	-47%
August		29	77	-62%
September		42	97	-57%
October		47	73	-36%
November		51	74	-31%
December		66	98	-33%
<b>Total</b>	<b>207</b>	<b>490</b>	<b>960</b>	<b>-49%</b>

Wheel Excavators						
I Q 2016	II Q 2016	1 H 2016		1 H 2016	1 H 2015	YoY
47	65	112		112	151	-26%



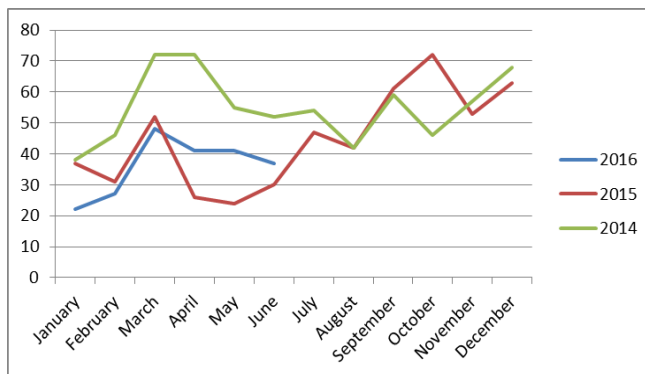
	Wheel Excavators			
	2016	2015	2014	YoY 2015/2014
January	10	17	59	-71%
February	16	20	37	-46%
March	21	28	79	-65%
April	16	34	82	-59%
May	25	21	102	-79%
June	24	31	85	-64%
July		36	82	-56%
August		29	61	-52%
September		20	91	-78%
October		27	68	-60%
November		25	54	-54%
December		28	90	-69%
<b>Total</b>	<b>112</b>	<b>316</b>	<b>890</b>	<b>-64%</b>

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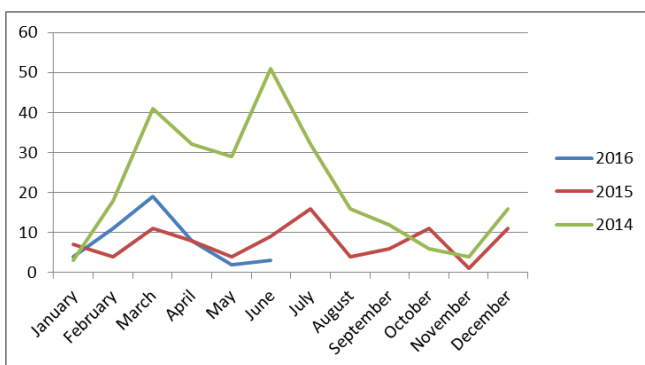


Motor Graders					
I Q 2016	II Q 2016	1 H 2016	1 H 2016	1 H 2015	YoY
97	119	216	216	200	8%



	Motor Graders			
	2016	2015	2014	YoY 2015/2014
January	22	37	38	-3%
February	27	31	46	-33%
March	48	52	72	-28%
April	41	26	72	-64%
May	41	24	55	-56%
June	37	30	52	-42%
July		47	54	-13%
August		42	42	0%
September		61	59	3%
October		72	46	57%
November		53	57	-7%
December		63	68	-7%
<b>Total</b>	<b>216</b>	<b>538</b>	<b>661</b>	<b>-19%</b>

Articulated Haulers					
I Q 2016	II Q 2016	1 H 2016	1 H 2016	1 H 2015	YoY
34	13	47	47	43	9%



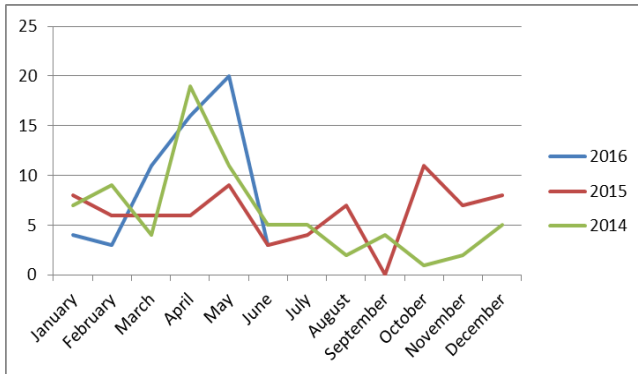
	Articulated Haulers			
	2016	2015	2014	YoY 2015/2014
January	4	7	3	133%
February	11	4	18	-78%
March	19	11	41	-73%
April	8	8	32	-75%
May	2	4	29	-86%
June	3	9	51	-82%
July		16	32	-50%
August		4	16	-75%
September		6	12	-50%
October		11	6	83%
November		1	4	-75%
December		11	16	-31%
<b>Total</b>	<b>47</b>	<b>92</b>	<b>260</b>	<b>-65%</b>

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Rigid Frame Haulers						
I Q 2016	II Q 2016	1 H 2016		1 H 2016	1 H 2015	YoY
18	39	57		57	38	50%



	Rigid Frame Haulers			
	2016	2015	2014	YoY 2015/2014
January	4	8	7	14%
February	3	6	9	-33%
March	11	6	4	50%
April	16	6	19	-68%
May	20	9	11	-18%
June	3	3	5	-40%
July		4	5	-20%
August		7	2	250%
September		-	4	-
October		11	1	1000%
November		7	2	250%
December		8	5	60%
<b>Total</b>	<b>57</b>	<b>75</b>	<b>74</b>	<b>1%</b>

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

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