



January 14, 2009

## PRESS RELEASE

***Cumulative sales of foreign\* cars and light commercial brands in Russia showed growth with more than 2 million vehicles sold in 2008 although December demonstrated a negative result. This is an indication of toughening market conditions across all segments.***

- *Sales of global automotive brands\* in Russia increased by 26% in 2008 and decreased by 10% in December 2008*
- *Among the top 5 bestselling models in 2008, four are locally produced*

Year **2008** saw sales of foreign\* brands increase by **26%** compared with 2007, or by 435,688 units according to the Automobile Manufacturers Committee of the AEB.

Decrease for **December 2008** amounted to **10%** or 17,935 less sold units as compared with the same period of 2007.

Among the top **5 bestselling models** of foreign\* brands in 2007, **four** are produced in Russia.

### Attachments:

1. Sales of foreign\* brands in Russia in 2008/2007
2. Sales of foreign\* brands in Russia by groups in 2008/2007
3. 25 best sold foreign\* models in Russia in 2008/2007

\* including local production

Contact person: Olga Bukova, AEB AMC coordinator [olga.bukova@aebrus.ru](mailto:olga.bukova@aebrus.ru), tel. (+7 495) 234 27 64

### AEB SPONSORS 2008

- Alfa Capital • Allianz Insurance • Austrian Energy & Environment, Russia • Baker Botts LLP • Bank Credit Suisse
- Bank WestLB Vostok • BMW Russland Trading • BNP Paribas Group • BP • Commercial Bank Center-Invest • Crocus International • Deloitte
- DHL International (Russia) Ltd • E.ON Ruhrgas AG • EMAlliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group
- Ernst & Young (CIS) Limited • Ford Motor Company ZAO • Fortis Life Insurance • Gamma Holding • Gaz de France • ING Wholesale Banking
- Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • KMB Bank • Michael Page International • MIG Security Services
- MOL Plc • Novartis Pharma • OBI Russia • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia • Schlumberger
- Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Sogaz • StatoilHydro ASA
- Strategy Partners • Telenor • TNK-BP Management OAO • Total E&P Russie • Volkswagen Group Rus OOO

## SALES OF FOREIGN\* BRANDS IN RUSSIA IN 2008/2007

(data submitted by the AEB Automobile Manufacturers Committee; incl. local production and LCVs; incl. several Chinese brands\*)

Brands	2008	2007	%	Dec 2008	Dec 2007	%
Chevrolet	235466	190553	24%	19986	21319	-6%
Hyundai	192719	147843	30%	9706	17677	-45%
Toyota	189966	145478	31%	13734	12881	7%
Ford	186828	175793	6%	17820	21055	-15%
Nissan	146547	116498	26%	11870	12693	-6%
Mitsubishi	111567	100609	11%	7042	10185	-31%
Renault	108070	101166	7%	8286	10856	-24%
Opel	98800	66329	49%	7338	8530	-14%
Daewoo	95510	91302	5%	3350	7798	-57%
Honda	89152	38631	131%	11128	5216	113%
KIA	88152	78616	12%	4418	7523	-41%
Mazda	73271	50592	45%	3560	7389	-52%
Skoda	50733	27535	84%	4981	2711	84%
VW	50523	31991	58%	5281	3370	57%
Peugeot	48085	24951	93%	4167	2262	84%
Suzuki	38314	28597	34%	2759	3311	-17%
FIAT	33329	15310	118%	3628	1901	91%
Subaru	21780	15553	40%	1843	1730	7%
Volvo	21041	21077	0%	2507	3261	-23%
Land Rover	20433	12606	62%	2073	1451	43%
BMW	18383	14008	31%	1550	1169	33%
SsangYong	17837	11277	58%	1628	1529	6%
Audi	17076	15313	12%	1271	1327	-4%
Mercedes-Benz	16764	15330	9%	1235	1345	-8%
Chery	15728	37120	-58%	548	3168	-83%
Lexus	14796	13148	13%	1386	862	61%
Citroen	12245	11206	9%	1536	852	80%
Volkswagen commercial vehicles	10501	5905	78%	1200	472	154%
Great Wall	8324	6238	33%	373	810	-54%
Infiniti	7793	5540	41%	823	612	34%
BYD	5341	2566	108%	419	366	14%
Lifan	4755	-	-	482	-	-
Dodge	4473	2581	73%	248	192	29%
Geely	3780	-	-	-	-	-
Mercedes-Benz vans	3063	2675	15%	396	365	8%
Jeep	2901	1890	53%	228	112	104%
SEAT	2182	248	780%	129	86	50%
IKCO	2007	4771	-58%	46	-	-
Porsche	1940	2249	-14%	60	158	-62%
Jaguar	1689	1135	49%	192	158	22%
FAW commercial vehicles	1643	2989	-45%	50	391	-87%
Cadillac	1596	1485	7%	43	100	-57%
Chrysler	1425	1165	22%	72	52	38%
SAAB	1269	757	68%	118	103	15%
MINI	853	678	26%	51	67	-24%
Hummer	679	772	-12%	66	90	-27%
Brilliance	530	-	-	40	-	-
Hafei ( <i>sales stopped</i> )	512	2246	-	-	111	-
Alfa Romeo	321	808	-60%	22	30	-27%
Isuzu	126	-	-	22	-	-
<b>Total</b>	<b>2080818</b>	<b>1645130</b>	<b>26%</b>	<b>159711</b>	<b>177646</b>	<b>-10%</b>

\* including local production

\*\* Reproduction of the data must be done with reference to the source.

### AEB SPONSORS 2008

- Alfa Capital • Allianz Insurance • Austrian Energy & Environment, Russia • Baker Botts LLP • Bank Credit Suisse
- Bank WestLB Vostok • BMW Russland Trading • BNP Paribas Group • BP • Commercial Bank Center-Invest • Crocus International • Deloitte
- DHL International (Russia) Ltd • E.ON Ruhrgas AG • EMAlliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group
- Ernst & Young (CIS) Limited • Ford Motor Company ZAO • Fortis Life Insurance • Gamma Holding • Gaz de France • ING Wholesale Banking
- Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • KMB Bank • Michael Page International • MIG Security Services
- MOL Plc • Novartis Pharma • OBI Russia • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia • Schlumberger
- Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Sogaz • StatoilHydro ASA
- Strategy Partners • Telenor • TNK-BP Management OAO • Total E&P Russie • Volkswagen Group Rus OOO

## SALES OF FOREIGN\* BRANDS IN RUSSIA BY GROUPS IN 2008/2007

(data submitted by the AEB Automobile Manufacturers Committee; incl. local production and LCVs; incl. several Chinese brands\*)

Groups	2008	2007	%	Dec 2008	Dec 2007	%
<b>GM Group</b>	<b>337810</b>	<b>259896</b>	<b>30%</b>	<b>27551</b>	<b>30142</b>	<b>-9%</b>
OPEL	98800	66329	49%	7338	8530	-14%
CHEVROLET	235466	190553	24%	19986	21319	-6%
CADILLAC	1596	1485	7%	43	100	-57%
HUMMER	679	772	-12%	66	90	-27%
SAAB	1269	757	68%	118	103	15%
<b>FORD Group</b>	<b>207869</b>	<b>196870</b>	<b>6%</b>	<b>20327</b>	<b>24316</b>	<b>-16%</b>
FORD	186828	175793	6%	17820	21055	-15%
VOLVO	21041	21077	0%	2507	3261	-23%
<b>TOYOTA Group</b>	<b>204762</b>	<b>158626</b>	<b>29%</b>	<b>15120</b>	<b>13743</b>	<b>10%</b>
TOYOTA	189966	145478	31%	13734	12881	7%
LEXUS	14796	13148	13%	1386	862	61%
<b>HYUNDAI</b>	<b>192719</b>	<b>147843</b>	<b>30%</b>	<b>9706</b>	<b>17677</b>	<b>-45%</b>
<b>NISSAN Group</b>	<b>154340</b>	<b>122038</b>	<b>26%</b>	<b>12693</b>	<b>13305</b>	<b>-5%</b>
INFINITI	7793	5540	41%	823	612	34%
NISSAN	146547	116498	26%	11870	12693	-6%
<b>VW Group</b>	<b>131015</b>	<b>80992</b>	<b>62%</b>	<b>12862</b>	<b>7966</b>	<b>61%</b>
VOLKSWAGEN PASSENGERS CARS	50523	31991	58%	5281	3370	57%
VOLKSWAGEN LCV	10501	5905	78%	1200	472	154%
AUDI	17076	15313	12%	1271	1327	-4%
SEAT	2182	248	780%	129	86	50%
SKODA	50733	27535	84%	4981	2711	84%
<b>MITSUBISHI</b>	<b>111567</b>	<b>100609</b>	<b>11%</b>	<b>7042</b>	<b>10185</b>	<b>-31%</b>
<b>RENAULT</b>	<b>108070</b>	<b>101166</b>	<b>7%</b>	<b>8286</b>	<b>10856</b>	<b>-24%</b>
<b>DAEWOO</b>	<b>95510</b>	<b>91302</b>	<b>5%</b>	<b>3350</b>	<b>7798</b>	<b>-57%</b>
<b>KIA</b>	<b>88152</b>	<b>78616</b>	<b>12%</b>	<b>4418</b>	<b>7523</b>	<b>-41%</b>
<b>HONDA</b>	<b>89152</b>	<b>38631</b>	<b>131%</b>	<b>11128</b>	<b>5216</b>	<b>113%</b>
<b>MAZDA</b>	<b>73271</b>	<b>50592</b>	<b>45%</b>	<b>3560</b>	<b>7389</b>	<b>-52%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>60330</b>	<b>36157</b>	<b>67%</b>	<b>5703</b>	<b>3114</b>	<b>83%</b>
PEUGEOT	48085	24951	93%	4167	2262	84%
CITROEN	12245	11206	9%	1536	852	80%
<b>SUZUKI</b>	<b>38314</b>	<b>28597</b>	<b>34%</b>	<b>2759</b>	<b>3311</b>	<b>-17%</b>
<b>FIAT Group</b>	<b>33650</b>	<b>16118</b>	<b>109%</b>	<b>3650</b>	<b>1931</b>	<b>89%</b>
FIAT* (also see SOLLERS Group)	33329	15310	118%	3628	1901	91%
ALFA ROMEO	321	808	-60%	22	30	-27%
<b>JAGUAR LAND ROVER</b>	<b>22122</b>	<b>13741</b>	<b>61%</b>	<b>2265</b>	<b>1609</b>	<b>41%</b>
LAND ROVER	20433	12606	62%	2073	1451	43%
JAGUAR	1689	1135	49%	192	158	22%
<b>SUBARU</b>	<b>21780</b>	<b>15553</b>	<b>40%</b>	<b>1843</b>	<b>1730</b>	<b>7%</b>
<b>MERCEDES-BENZ</b>	<b>19827</b>	<b>18005</b>	<b>10%</b>	<b>1631</b>	<b>1710</b>	<b>-5%</b>
MERCEDES-BENZ PASSENGERS CARS	16764	15330	9%	1235	1345	-8%
MERCEDES-BENZ VANS	3063	2675	15%	396	365	8%
<b>BMW Group</b>	<b>19236</b>	<b>14686</b>	<b>31%</b>	<b>1601</b>	<b>1236</b>	<b>30%</b>
BMW	18383	14008	31%	1550	1169	33%
MINI	853	678	26%	51	67	-24%
<b>CHERY</b>	<b>15728</b>	<b>37120</b>	<b>-58%</b>	<b>548</b>	<b>3168</b>	<b>-83%</b>
<b>SSANGYOUNG*</b> (also see SOLLERS Group)	<b>17837</b>	<b>11277</b>	<b>58%</b>	<b>1628</b>	<b>1529</b>	<b>6%</b>
<b>CHRYSLER Group</b>	<b>8799</b>	<b>5636</b>	<b>56%</b>	<b>548</b>	<b>356</b>	<b>54%</b>
CHRYSLER	1425	1165	22%	72	52	38%
JEEP	2901	1890	53%	228	112	104%
DODGE	4473	2581	73%	248	192	29%
<b>GREAT WALL</b>	<b>8324</b>	<b>6238</b>	<b>33%</b>	<b>373</b>	<b>810</b>	<b>-54%</b>
<b>BYD</b>	<b>5341</b>	<b>2566</b>	<b>108%</b>	<b>419</b>	<b>366</b>	<b>14%</b>
<b>LIFAN</b>	<b>4755</b>	<b>-</b>	<b>-</b>	<b>482</b>	<b>-</b>	<b>-</b>
<b>PORSCHE</b>	<b>1940</b>	<b>2249</b>	<b>-14%</b>	<b>60</b>	<b>158</b>	<b>-62%</b>

### AEB SPONSORS 2008

- Alfa Capital • Allianz Insurance • Austrian Energy & Environment, Russia • Baker Botts LLP • Bank Credit Suisse
- Bank WestLB Vostok • BMW Russland Trading • BNP Paribas Group • BP • Commercial Bank Center-Invest • Crocus International • Deloitte
- DHL International (Russia) Ltd • E.ON Ruhrgas AG • EMAlliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group
- Ernst & Young (CIS) Limited • Ford Motor Company ZAO • Fortis Life Insurance • Gamma Holding • Gaz de France • ING Wholesale Banking
- Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • KMB Bank • Michael Page International • MIG Security Services
- MOL Plc • Novartis Pharma • OBI Russia • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia • Schlumberger
- Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Sogaz • StatoilHydro ASA
- Strategy Partners • Telenor • TNK-BP Management OAO • Total E&P Russie • Volkswagen Group Rus OOO

<b>FAW COMMERCIAL VEHICLES</b>	<b>1643</b>	<b>2989</b>	<b>-45%</b>	<b>50</b>	<b>391</b>	<b>-87%</b>
<b>HARBIN HAFEI</b> (sales stopped)	<b>512</b>	<b>2246</b>	-	-	<b>111</b>	-
<b>BRILLIANCE</b>	<b>530</b>	-	-	<b>40</b>	-	-
<b>ISUZU*</b> (also see SOLLERS Group)	<b>126</b>	-	-	<b>22</b>	-	-

\* different from the set classification (SOLLERS Group: international brands represented by the Group in Russia without local brands)

<b>SOLLERS*</b> (int. brands without UAZ)	<b>51292</b>	<b>26587</b>	<b>93%</b>	<b>5278</b>	<b>3430</b>	<b>54%</b>
FIAT	33329	15310	118%	3628	1901	91%
ISUZU	126	-	-	22	-	-
SSANGYONG	17837	11277	58%	1628	1529	6%

## 25 BEST SOLD FOREIGN\* MODELS IN RUSSIA IN 2008/2007

(data submitted by the AEB Automobile Manufacturers Committee; incl. local production and LCVs; incl. several Chinese brands\*)

#	Model	2008	2007	%	Dec 2008	Dec 2007	%
1	Ford Focus (without C-Max for 2008)	93496	97060	-4%	10149	9446	7%
2	Chevrolet Lacetti	81656	40627	101%	6820	4070	68%
3	Renault Logan	74300	67844	10%	5258	6841	-23%
4	Hyundai Accent	66378	53616	24%	3506	6402	-45%
5	Toyota Corolla	63986	38942	64%	4838	3292	47%
6	Mitsubishi Lancer X	56900	20558	177%	3199	1969	62%
7	Daewoo Nexia	50814	49044	4%	1833	4775	-62%
8	Chevrolet Lanos	49284	57902	-15%	4788	5339	-10%
9	Chevrolet Niva	47486	47748	-1%	3178	5299	-40%
10	Ford Fusion	45752	43362	6%	2732	8199	-67%
11	Daewoo Matiz	44696	42258	6%	1517	3023	-50%
12	Opel Astra (with Opel Astra Cabrio)	42259	29178	45%	3343	4014	-17%
13	Mazda3	39144	29547	32%	1897	4204	-55%
14	Hyundai Getz	37886	26980	40%	1963	3435	-43%
15	Kia Spectra	36997	32880	13%	1789	3589	-50%
16	Honda Civic	35728	14880	140%	3952	2609	51%
17	Chevrolet Aveo	34362	26265	31%	3453	4421	-22%
18	Nissan Qashqai	31945	17414	83%	2928	2038	44%
19	Honda CR-V	30736	8606	257%	4696	1023	359%
20	Opel Corsa	29358	17025	72%	1719	1937	-11%
21	Toyota Camry	28029	26358	6%	2102	1911	10%
22	Skoda Octavia	27492	15580	76%	1956	1409	39%
23	Kia Cee'd	25040	12239	105%	1801	1710	5%
24	Nissan New X-Trail	24520	9850	149%	2169	1917	13%
25	Nissan Almera	23708	28192	-16%	1652	1736	-5%

\* including local production

\*\* Reproduction of the data must be done with reference to the source.

\*\*\* December / ytd 2008 not including Ford C-Max; December / ytd 2007 including Ford Focus C-Max.

### AEB SPONSORS 2008

- Alfa Capital • Allianz Insurance • Austrian Energy & Environment, Russia • Baker Botts LLP • Bank Credit Suisse
- Bank WestLB Vostok • BMW Russland Trading • BNP Paribas Group • BP • Commercial Bank Center-Invest • Crocus International • Deloitte
- DHL International (Russia) Ltd • E.ON Ruhrgas AG • EMAlliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group
- Ernst & Young (CIS) Limited • Ford Motor Company ZAO • Fortis Life Insurance • Gamma Holding • Gaz de France • ING Wholesale Banking
- Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • KMB Bank • Michael Page International • MIG Security Services
- MOL Plc • Novartis Pharma • OBI Russia • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia • Schlumberger
- Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Sogaz • StatoilHydro ASA
- Strategy Partners • Telenor • TNK-BP Management OAO • Total E&P Russie • Volkswagen Group Rus OOO