



11 April 2018

## Post-release

### AEB/ROAD Memorandum of Understanding

On 11 April 2018, the Association of European Businesses (AEB) and the Russian Automobile Dealers Association (ROAD) signed a Memorandum of Understanding aimed at creating fair, open and bona fide rules of competition on the Russian new car sales market.

To achieve this target, AEB and ROAD developed Good Practices of automobile manufacturers/distributors and Good Practices of official dealerships and combined them in a single document.

The Good Practices of automobile manufacturers/distributors combine provisions of the Code of Conduct and Recommendations for possible implementation of its conditions earlier approved by the FAS and joined by 21 members of the AEB Automobile Manufacturers Committee.

The Good Practices of official dealerships is a newly developed document which, like the Good Practices of automobile manufacturers/distributors, sets the minimum standards that respective participants of the Russian new car sales market should observe.

The Memorandum is made for an indefinite period and enters into force on the day after 14 members of the Automobile Manufacturers Committee and 88 Members of the ROAD joined the respective Good Practices. The Memorandum of Understanding does not exclude or replace Russian legislative regulation, but only supplements it in those parts that are not regulated in detail. The Parties also recognize that they do not see the need for additional (special) legislative regulation of the relations between car manufacturers/distributors and official dealerships.

The full texts of the Good Practices of automobile manufacturers/distributors and the Good Practices of official dealerships are published on the AEB and ROAD websites respectively.

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

*«The signing of the Memorandum stands for a new quality in the relationship between our two associations. Together, we represent the highest professional standards in the automotive industry, committed to delivering the best quality and safety to our customers. We invite all relevant parties to join our efforts aiming to promote a fair, transparent and responsible behavior between all market participants».*

**Oleg Moseev**, President, **ROAD** commented:

*«This is the first time in the Russian auto business history, when dealers and manufacturers agreed on global interaction, which will certainly influence positively the development of the industry as a whole and will contribute to strengthening of the official car retail industry in the consumer eye».*

**For more information, please contact press secretary Ekaterina Mukhina by email: [em@aebrus.ru](mailto:em@aebrus.ru) or by phone: +7 (495) 234 27 64 ext. 136.**

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