



Moscow, 13 April 2012

**PRESS RELEASE**

**SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA\*  
IN Q1 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, says: *"The commercial transport market demonstrated moderate growth. This fully coincides with our forecast for this year as "moderately optimistic". In general, the situation is fairly stable and we do not expect any sudden changes"*.

Comparing the first quarter of 2012 to the first quarter of 2011, sales of light commercial vehicles grew by 12%. 35.432 units were sold in Q1 2012 while 31.670 LCVs were retailed in Q1 2011.

The medium duty segment sales increased from 2.179 units in Q1 2011 to 2.314 units in Q1 2012 – a 6% growth. In Q1 2012, the heavy duty truck segment (HDT) sales decreased by 2% (from 4.639 units to 4.547 units), compared to Q1 2011.

The bus segment showed growth by 101% – from 597 vehicles in Q1 2011 to 1.202 units in Q1 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 and on Renault Trucks – since February 2012.

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

LCV <6t*								
BRANDS	Jan 2012	Feb 2012	Mar 2012	I Q 2012	BRANDS	I Q 2012	I Q 2011	%
<b>GAZ</b>	3954	5707	6942	16603	<b>GAZ</b>	16603	16133	3%
<b>UAZ</b>	1307	1721	2142	5170	<b>UAZ</b>	5170	5103	1%
<b>Volkswagen NFZ</b>	801	1401	1404	3606	<b>Volkswagen NFZ</b>	3606	2350	53%
<b>Peugeot</b>	589	879	1040	2508	<b>Peugeot</b>	2508	1586	58%
<b>Ford</b>	475	863	878	2216	<b>Ford</b>	2216	1358	63%
<b>Citroen</b>	248	429	578	1255	<b>Citroen</b>	1255	511	146%
<b>FIAT</b>	390	388	444	1222	<b>FIAT</b>	1222	3202	-62%
<b>Mercedes-Benz Vans</b>	103	190	381	674	<b>Mercedes-Benz Vans</b>	674	263	156%
<b>Hyundai</b>	57	479	132	668	<b>Hyundai</b>	668	283	136%
<b>Nissan</b>	185	206	258	649	<b>Nissan</b>	649	564	15%
<b>Baw**</b>	37	127	184	348	<b>Baw</b>	348	n/a	-
<b>Renault</b>	52	80	108	240	<b>Renault</b>	240	58	314%
<b>Toyota</b>	41	60	58	159	<b>Toyota</b>	159	179	-11%
<b>Isuzu</b>	14	19	48	81	<b>Isuzu</b>	81	68	19%
<b>Foton***</b>	3	11	19	33	<b>Foton</b>	33	12	175%
<b>Total</b>	<b>8256</b>	<b>12560</b>	<b>14616</b>	<b>35432</b>	<b>Total</b>	<b>35432</b>	<b>31670</b>	<b>12%</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); LC 100 (TagAZ); Cargo, 3303, 3741, 3909, 3962, 2206 (UAZ); Amarok 1, Caddy 3, Caddy 3GP, Crafter 3, Crafter 3GP, T5 (Volkswagen Vans).

\*\* BAW - the industrial assembly of commercial vehicles and buses is taking place at the factory OOO "BAU-RUS Motor Corporation" in the city of Ulyanovsk since 2008 (from 2006 to 2008 the company was the exclusive distributor of BAW commercial vehicles in Russia).

\*\*\* Foton - commercial vehicles are produced in China at BEIQI FOTON MOTOR Co., LTD factories, and are represented in Russia since 2009 by the distributor LLC "FOTON MOTOR".

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### Trucks 6-16t

BRANDS	Jan 2012	Feb 2012	Mar 2012	I Q 2012
Hyundai	262	304	561	1127
Foton*	77	71	216	364
Hino	47	78	169	294
Mitsubishi-Fuso	80	87	119	286
Isuzu	16	13	66	95
URAL	2	29	44	75
Baw**	7	14	30	51
MAN	6	4	5	15
Mercedes-Benz	5	2	0	7
<b>Total</b>	<b>502</b>	<b>602</b>	<b>1210</b>	<b>2314</b>

BRANDS	I Q 2012	I Q 2011	%
Hyundai	1127	1045	8%
Foton	364	218	67%
Hino	294	170	73%
Mitsubishi-Fuso	286	132	117%
Isuzu	95	477	-80%
URAL	75	41	83%
Baw	51	n/a	-
MAN	15	78	-81%
Mercedes-Benz	7	18	-61%
<b>Total</b>	<b>2314</b>	<b>2179</b>	<b>6%</b>

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### Trucks>16t

BRANDS	Jan 2012	Feb 2012	Mar 2012	I Q 2012
MAN	340	591	736	1667
URAL	293	450	434	1177
Scania	264	278	375	917
Mercedes-Benz	98	138	357	593
Isuzu	59	4	17	80
Ford Trucks	18	17	14	49
Hino	7	15	16	38
Hyundai	4	4	18	26
<b>Total</b>	<b>1083</b>	<b>1497</b>	<b>1967</b>	<b>4547</b>

BRANDS	I Q 2012	I Q 2011	%
MAN	1667	923	81%
URAL	1177	1861	-37%
Scania	917	1206	-24%
Mercedes-Benz	593	399	49%
Isuzu	80	101	-21%
Ford Trucks	49	73	-33%
Hino	38	9	322%
Hyundai	26	67	-61%
<b>Total</b>	<b>4547</b>	<b>4639</b>	<b>-2%</b>

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**Buses (except "mini" segment)**

BRANDS	Jan 2012	Feb 2012	Mar 2012	I Q 2012
<b>LIAZ</b>	234	265	74	573
<b>PAZ*</b>	45	123	229	397
<b>Hyundai</b>	41	53	8	102
<b>KAVZ</b>	7	11	60	78
<b>MAN</b>	2	5	21	28
<b>Scania</b>	5	4	5	14
<b>GOLAZ</b>	2	2	3	7
<b>BAW</b>	0	1	0	1
<b>Mercedes-Benz</b>	0	0	1	1
<b>Setra</b>	1	0	0	1
<b>Total</b>	<b>337</b>	<b>464</b>	<b>401</b>	<b>1202</b>

BRANDS	I Q 2012	I Q 2011	%
<b>LIAZ</b>	573	147	290%
<b>PAZ</b>	397	253	57%
<b>Hyundai</b>	102	63	62%
<b>KAVZ</b>	78	65	20%
<b>MAN</b>	28	28	0%
<b>Scania</b>	14	2	600%
<b>GOLAZ</b>	7	38	-82%
<b>BAW</b>	1	n/a	-
<b>Mercedes-Benz</b>	1	1	0%
<b>Setra</b>	1	0	-
<b>Total</b>	<b>1202</b>	<b>597</b>	<b>101%</b>

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

For further information, please contact Elena Rothman, Commercial Vehicles Committee Coordinator: [Elena.Rothman@aebrus.ru](mailto:Elena.Rothman@aebrus.ru) or tel. +7 495 234 27 64, ext. 116.

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