



Moscow, 15 February 2012

**PRESS RELEASE**

**SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA\* SHOWS  
STABLE GROWTH IN 2011**

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, Acting Chairman of the Commercial Vehicles Committee, says: *"In many respects, 2011 became a record year for practically all manufacturers – members of the AEB Commercial Vehicles Committee. All segments enjoyed a steady growth throughout 2011, and for the heavy duty trucks sector the growth was outstanding and exceeded our most optimistic expectations."*

Comparing 2011 to 2010, sales of light commercial vehicles grew by 28%. 174.487 units were sold in 2011 while 136.435 LCVs were retailed in 2010.

The medium duty segment sales increased from 7.652 units in 2010 to 9.318 units in 2011 – a 22% growth. In 2011, the heavy duty truck segment (HDT) sales grew by 64% (from 17.973 units to 29.410 units) compared to 2010.

The bus segment showed growth by 26% – from 9.869 vehicles in 2010 to 12.400 units in 2011.

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

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*\* Data on Iveco is not submitted since January 2011 and on Volvo – since September 2011.  
From January 2011 AEB press releases include GAZ Group's data on sales.*

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## SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA IN 2011

### LCV <6t\*

BRANDS**	I Q 2011	II Q 2011	III Q 2011	IV Q 2011	2011	BRANDS	2011	2010	%
<b>GAZ</b>	16133	23852	24594	25455	90034	<b>GAZ</b>	90034	71145	27%
<b>UAZ</b>	5103	5633	6873	8813	26422	<b>UAZ</b>	26422	24322	9%
<b>FIAT</b>	3202	3700	3299	2741	12942	<b>FIAT</b>	12942	13310	-3%
<b>Volkswagen NFZ</b>	2350	3101	3113	3781	12345	<b>Volkswagen NFZ</b>	12345	7227	71%
<b>Peugeot</b>	1586	2113	2590	3199	9488	<b>Peugeot</b>	9488	6743	41%
<b>Ford</b>	1358	2308	2624	2574	8864	<b>Ford</b>	8864	5113	73%
<b>Hyundai</b>	283	987	1139	2164	4573	<b>Hyundai</b>	4573	1677	173%
<b>Citroen</b>	511	732	901	1054	3198	<b>Citroen</b>	3198	1844	73%
<b>Mercedes-Benz Vans</b>	263	708	759	973	2703	<b>Mercedes-Benz Vans</b>	2703	2123	27%
<b>Nissan</b>	564	583	237	544	1928	<b>Nissan</b>	1928	1836	5%
<b>Toyota</b>	179	220	213	265	877	<b>Toyota</b>	877	409	114%
<b>Renault</b>	58	89	149	446	742	<b>Renault</b>	742	356	108%
<b>Isuzu</b>	68	123	162	18	371	<b>Isuzu</b>	371	330	12%
<b>Total</b>	<b>31658</b>	<b>44149</b>	<b>46653</b>	<b>52027</b>	<b>174487</b>	<b>Total</b>	<b>174487</b>	<b>136435</b>	<b>28%</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).

\*\* Sales of Combo (Opel), TagAz LC100 in Russia are temporarily stopped.

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### Trucks 6-16t

BRANDS*	I Q 2011	II Q 2011	III Q 2011	IV Q 2011	2011
Hyundai	1045	1813	1185	1196	5239
Hino	170	258	287	390	1105
Mitsubishi-Fuso	132	296	262	398	1088
Isuzu	477	307	115	2	901
MAN	78	143	199	40	460
URAL	41	159	125	87	412
Mercedes-Benz	18	10	4	80	112
Renault Trucks	0	0	0	1	1
<b>Total</b>	<b>1961</b>	<b>2986</b>	<b>2177</b>	<b>2194</b>	<b>9318</b>

BRANDS	2011	2010	%
Hyundai	5239	4104	28%
Hino	1105	350	216%
Mitsubishi-Fuso**	1088	-	-
Isuzu	901	2272	-60%
MAN	460	234	97%
URAL	412	573	-28%
Mercedes-Benz	112	117	-4%
Renault Trucks	1	2	-50%
<b>Total</b>	<b>9318</b>	<b>7652</b>	<b>22%</b>

\* Data has not been submitted on Volvo Trucks Russia from September 2011

\*\* Sales of Mitsubishi-Fuso began from July 2010

### Trucks>16t

BRANDS***	I Q 2011	II Q 2011	III Q 2011	IV Q 2011	2011
URAL	1861	2213	2930	3262	10266
MAN	923	1649	1977	2620	7169
Scania	1206	1737	1550	2299	6792
Mercedes-Benz	399	534	812	958	2703
Renault Trucks	248	287	372	440	1347
Isuzu	101	113	132	166	512
Ford Trucks	73	91	84	95	343
Hyundai	67	57	30	38	192
Hino	9	14	30	33	86
<b>Total</b>	<b>4887</b>	<b>6695</b>	<b>7917</b>	<b>9911</b>	<b>29410</b>

BRANDS	2011	2010	%
URAL	10266	9911	4%
MAN	7169	3242	121%
Scania	6792	2144	217%
Mercedes-Benz	2703	1099	146%
Renault Trucks	1347	633	113%
Isuzu	512	462	11%
Ford Trucks	343	305	12%
Hyundai	192	144	33%
Hino	86	33	161%
<b>Total</b>	<b>29410</b>	<b>17973</b>	<b>64%</b>

\*\*\* Data has not been submitted on Volvo Trucks Russia from September 2011

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

BRANDS	I Q 2011	II Q 2011	III Q 2011	IV Q 2011	2011
PAZ	1761	1743	2491	2728	8723
LIAZ	147	180	637	1192	2156
KAVZ	65	107	164	183	519
Hyundai	63	145	123	178	509
MAN	28	87	44	65	224
GOLAZ	38	57	47	68	210
Scania	2	15	6	15	38
Mercedes-Benz	1	0	7	11	19
Setra	0	1	0	1	2
<b>Total</b>	<b>2105</b>	<b>2335</b>	<b>3519</b>	<b>4441</b>	<b>12400</b>

BRANDS	2011	2010	%
PAZ	8723	7461	17%
LIAZ	2156	1240	74%
KAVZ	519	642	-19%
Hyundai	509	130	292%
MAN	224	152	47%
GOLAZ	210	202	4%
Scania	38	22	73%
Mercedes-Benz	19	17	12%
Setra	2	3	-33%
<b>Total</b>	<b>12400</b>	<b>9869</b>	<b>26%</b>

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