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Moscow

PRESS RELEASE

Negative market trend continues in June 2013

- Sales of new passenger cars and LCVs in Russia dropped by 11% in June 2013
- Among the top ten bestselling models so far, ten are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **June 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 11% in comparison to the same period in 2012. This June **241.346** units were sold; this is 31.254 units less than in June, 2012.

From January to June, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 6% in comparison to the same period in 2012.

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

“I think it is obvious that, as a whole, the Russian car market is not in the best of shape at this point. 2nd quarter sales finished 10% below last year, and that is clearly not what market participants had hoped for after a balanced result in the 1st quarter. The question now is whether the market can do better in the 2nd half of the year. Personally I believe it can, and the chances for that have increased with the announcement of government plans to subsidize credit-backed vehicle purchases. We hope these plans will be implemented quickly, for the expected positive effect to be felt in the coming months”.

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Attachments:

1. New car/LCV sales in Russia by brands for January-June 2013/2012 and June 2013/2012
2. New car/LCV sales in Russia by groups for January-June 2013/2012 and June 2013/2012
3. 25 best sold models of cars in Russia for June 2013 and June 2012

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NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY-JUNE 2013/2012 AND JUNE 2013/2012

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

| BRANDS | Jan-June 2013 | Jan-June 2012 | % | June 2013 | June 2012 | % |
|---------------------|---------------|---------------|------|-----------|-----------|------|
| Lada | 226729 | 250732 | -10% | 37177 | 45032 | -17% |
| Renault* | 104633 | 95579 | 9% | 18849 | 19859 | -5% |
| KIA | 94870 | 90997 | 4% | 17541 | 17307 | 1% |
| Hyundai* | 89466 | 89243 | 0% | 16879 | 16097 | 5% |
| Chevrolet | 80200 | 95534 | -16% | 14855 | 20746 | -28% |
| VW | 77280 | 81050 | -5% | 14698 | 15747 | -7% |
| Toyota* | 73054 | 76826 | -5% | 14736 | 14145 | 4% |
| Nissan* | 63747 | 79494 | -20% | 9056 | 13658 | -34% |
| Ford* | 51123 | 63350 | -19% | 9681 | 12699 | -24% |
| Skoda | 42847 | 45982 | -7% | 9109 | 9552 | -5% |
| Opel | 39593 | 39652 | 0% | 6486 | 7588 | -15% |
| GAZ LCV* | 38180 | 39738 | -4% | 7446 | 8333 | -11% |
| Mitsubishi | 37575 | 32216 | 17% | 5233 | 6041 | -13% |
| Daewoo | 27274 | 41446 | -34% | 3594 | 9256 | -61% |
| UAZ* | 24983 | 27922 | -11% | 4509 | 5418 | -17% |
| Mazda | 20142 | 24605 | -18% | 4129 | 4515 | -9% |
| Mercedes-Benz | 20030 | 16702 | 20% | 4160 | 3304 | 26% |
| BMW | 19274 | 16657 | 16% | 3571 | 3386 | 5% |
| Audi | 18181 | 16563 | 10% | 3101 | 3052 | 2% |
| Peugeot* | 17557 | 22443 | -22% | 3195 | 4188 | -24% |
| SsangYong | 15865 | 14877 | 7% | 3747 | 2910 | 29% |
| Citroen* | 13847 | 16908 | -18% | 2798 | 3063 | -9% |
| Suzuki | 13821 | 17546 | -21% | 2728 | 3219 | -15% |
| Honda | 12274 | 9634 | 27% | 2420 | 2070 | 17% |
| Geely | 11701 | 6263 | 87% | 2714 | 1164 | 133% |
| Lifan | 11480 | 9495 | 21% | 2690 | 1785 | 51% |
| Great Wall | 10414 | 5893 | 77% | 1657 | 1108 | 50% |
| Chery | 9672 | 8538 | 13% | 1725 | 1710 | 1% |
| Land Rover | 9592 | 9492 | 1% | 1848 | 2039 | -9% |
| Subaru | 8625 | 7059 | 22% | 1244 | 1365 | -9% |
| VW NFZ* | 7698 | 8029 | -4% | 1369 | 1420 | -4% |
| Lexus | 7476 | 6738 | 11% | 1272 | 1605 | -21% |
| Volvo | 7386 | 10182 | -27% | 1961 | 2426 | -19% |
| Infiniti | 4426 | 4888 | -9% | 612 | 566 | 8% |
| FIAT* | 3503 | 4053 | -14% | 936 | 476 | 97% |
| Jeep | 2049 | 2196 | -7% | 436 | 496 | -12% |
| Mercedes-Benz Vans* | 2005 | 1734 | 16% | 449 | 464 | -3% |
| SEAT | 1922 | 842 | 128% | 355 | 245 | 45% |
| ZAZ | 1892 | 6043 | -69% | 251 | 1139 | -78% |

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| | | | | | | |
|------------------|----------------|----------------|------------|---------------|---------------|-------------|
| FAW* | 1868 | - | - | 563 | - | - |
| Porsche | 1864 | 1693 | 10% | 378 | 373 | 1% |
| MINI | 1350 | 1223 | 10% | 296 | 262 | 13% |
| Bogdan | 1349 | 4093 | -67% | 163 | 716 | -77% |
| BAW* | 883 | 853 | 4% | 142 | 136 | 4% |
| Vortex | 869 | 2590 | -66% | 120 | 372 | -68% |
| Cadillac | 795 | 1183 | -33% | 119 | 198 | -40% |
| Jaguar | 763 | 789 | -3% | 176 | 178 | -1% |
| Izh | 530 | 1037 | -49% | 73 | 179 | -59% |
| Dodge | 121 | 111 | 9% | 25 | 25 | 0% |
| TagAZ* | 112 | 793 | -86% | 13 | 242 | -95% |
| BYD | 100 | 1578 | -94% | 0 | 309 | -100% |
| Chrysler | 93 | 100 | -7% | 27 | 29 | -7% |
| Haima | 90 | 537 | -83% | 2 | 25 | -92% |
| smart | 82 | - | - | 20 | - | - |
| Isuzu* | 53 | 123 | -57% | 12 | 2 | 500% |
| Foton* | 6 | 73 | -92% | 0 | 13 | - |
| VIS ² | - | 1758 | - | - | 348 | - |
| Total | 1333314 | 1415675 | -6% | 241346 | 272600 | -11% |

1. LCV sales are included into total brand's sales if exist in the product line of the brand (marked with*); reported separately for some brands. LCV<3,5t (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur.

2. Since January 2013 the sales of LADA include comprise the cars produced at VIS-AVTO.

NEW CAR AND LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY-JUNE 2013/2012 AND JUNE 2013/2012

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

| | January-June | | | | | June | | | | |
|-----------------------------------|--------------|-------------|----------------|----------------|-------------|-------------|-------------|---------------|---------------|-------------|
| | % Share | | Units | Units | % Chg | % Share | | Units | Units | % Chg |
| | 2013 | 2012 | 2013 | 2012 | 13/12 | 2013 | 2012 | 2013 | 2012 | 13/12 |
| ALL BRANDS | | | 1333314 | 1415675 | -6% | | | 241346 | 272600 | -11% |
| AVTOVAZ - RENAULT - NISSAN | 30,0 | 30,4 | 399535 | 430693 | -7% | 27,2 | 29,0 | 65694 | 79115 | -17% |
| AVTOVAZ | 17,0 | 17,7 | 226729 | 250732 | -10% | 15,4 | 16,5 | 37177 | 45032 | -17% |
| RENAULT | 7,8 | 6,8 | 104633 | 95579 | 9% | 7,8 | 7,3 | 18849 | 19859 | -5% |
| NISSAN | 4,8 | 5,6 | 63747 | 79494 | -20% | 3,8 | 5,0 | 9056 | 13658 | -34% |
| INFINITI | 0,3 | 0,3 | 4426 | 4888 | -9% | 0,3 | 0,2 | 612 | 566 | 8% |
| VW Group | 11,1 | 10,8 | 147928 | 152466 | -3% | 11,9 | 11,0 | 28632 | 30016 | -5% |
| VOLKSWAGEN cars | 5,8 | 5,7 | 77280 | 81050 | -5% | 6,1 | 5,8 | 14698 | 15747 | -7% |
| VOLKSWAGEN vans | 0,6 | 0,6 | 7698 | 8029 | -4% | 0,6 | 0,5 | 1369 | 1420 | -4% |
| AUDI | 1,4 | 1,2 | 18181 | 16563 | 10% | 1,3 | 1,1 | 3101 | 3052 | 2% |
| SEAT | 0,1 | 0,1 | 1922 | 842 | 128% | 0,1 | 0,1 | 355 | 245 | 45% |
| SKODA | 3,2 | 3,2 | 42847 | 45982 | -7% | 3,8 | 3,5 | 9109 | 9552 | -5% |
| GM Group | 9,0 | 9,6 | 120588 | 136369 | -12% | 8,9 | 10,5 | 21460 | 28532 | -25% |
| OPEL | 3,0 | 2,8 | 39593 | 39652 | 0% | 2,7 | 2,8 | 6486 | 7588 | -15% |
| CHEVROLET | 6,0 | 6,7 | 80200 | 95534 | -16% | 6,2 | 7,6 | 14855 | 20746 | -28% |
| CADILLAC | 0,1 | 0,1 | 795 | 1183 | -33% | 0,0 | 0,1 | 119 | 198 | -40% |
| KIA | 7,1 | 6,4 | 94870 | 90997 | 4% | 7,3 | 6,3 | 17541 | 17307 | 1% |
| HYUNDAI | 6,7 | 6,3 | 89466 | 89243 | 0% | 7,0 | 5,9 | 16879 | 16097 | 5% |
| TOYOTA Group | 6,0 | 5,9 | 80530 | 83564 | -4% | 6,6 | 5,8 | 16008 | 15750 | 2% |

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| | | | | | | | | | | |
|----------------------------|------------|------------|--------------|--------------|-------------|------------|------------|-------------|--------------|--------------|
| TOYOTA | 5,5 | 5,4 | 73054 | 76826 | -5% | 6,1 | 5,2 | 14736 | 14145 | 4% |
| LEXUS | 0,6 | 0,5 | 7476 | 6738 | 11% | 0,5 | 0,6 | 1272 | 1605 | -21% |
| FORD | 3,8 | 4,5 | 51123 | 63350 | -19% | 4,0 | 4,7 | 9681 | 12699 | -24% |
| GAZ LCV | 2,9 | 2,8 | 38180 | 39738 | -4% | 3,1 | 3,1 | 7446 | 8333 | -11% |
| mitsubishi | 2,8 | 2,3 | 37575 | 32216 | 17% | 2,2 | 2,2 | 5233 | 6041 | -13% |
| PSA PEUGEOT CITROEN | 2,4 | 2,8 | 31404 | 39351 | -20% | 2,5 | 2,7 | 5993 | 7251 | -17% |
| PEUGEOT | 1,3 | 1,6 | 17557 | 22443 | -22% | 1,3 | 1,5 | 3195 | 4188 | -24% |
| CITROEN | 1,0 | 1,2 | 13847 | 16908 | -18% | 1,2 | 1,1 | 2798 | 3063 | -9% |
| DAEWOO | 2,0 | 2,9 | 27274 | 41446 | -34% | 1,5 | 3,4 | 3594 | 9256 | -61% |
| UAZ | 1,9 | 2,0 | 24983 | 27922 | -11% | 1,9 | 2,0 | 4509 | 5418 | -17% |
| MERCEDES-BENZ | 1,7 | 1,3 | 22117 | 18436 | 20% | 1,9 | 1,4 | 4629 | 3768 | 23% |
| MERCEDES-BENZ cars | 1,5 | 1,2 | 20030 | 16702 | 20% | 1,7 | 1,2 | 4160 | 3304 | 26% |
| MERCEDES-BENZ vans | 0,2 | 0,1 | 2005 | 1734 | 16% | 0,2 | 0,2 | 449 | 464 | -3% |
| smart | 0,0 | - | 82 | - | - | 0,0 | - | 20 | - | - |
| BMW Group | 1,5 | 1,3 | 20624 | 17880 | 15% | 1,6 | 1,3 | 3867 | 3648 | 6% |
| BMW | 1,4 | 1,2 | 19274 | 16657 | 16% | 1,5 | 1,2 | 3571 | 3386 | 5% |
| MINI | 0,1 | 0,1 | 1350 | 1223 | 10% | 0,1 | 0,1 | 296 | 262 | 13% |
| MAZDA | 1,5 | 1,7 | 20142 | 24605 | -18% | 1,7 | 1,7 | 4129 | 4515 | -9% |
| SSANGYONG | 1,2 | 1,1 | 15865 | 14877 | 7% | 1,6 | 1,1 | 3747 | 2910 | 29% |
| SUZUKI | 1,0 | 1,2 | 13821 | 17546 | -21% | 1,1 | 1,2 | 2728 | 3219 | -15% |
| HONDA | 0,9 | 0,7 | 12274 | 9634 | 27% | 1,0 | 0,8 | 2420 | 2070 | 17% |
| GEELY | 0,9 | 0,4 | 11701 | 6263 | 87% | 1,1 | 0,4 | 2714 | 1164 | 133% |
| LIFAN | 0,9 | 0,7 | 11480 | 9495 | 21% | 1,1 | 0,7 | 2690 | 1785 | 51% |
| GREAT WALL | 0,8 | 0,4 | 10414 | 5893 | 77% | 0,7 | 0,4 | 1657 | 1108 | 50% |
| JAGUAR LAND ROVER | 0,8 | 0,7 | 10355 | 10281 | 1% | 0,8 | 0,8 | 2024 | 2217 | -9% |
| LAND ROVER | 0,7 | 0,7 | 9592 | 9492 | 1% | 0,8 | 0,7 | 1848 | 2039 | -9% |
| JAGUAR | 0,1 | 0,1 | 763 | 789 | -3% | 0,1 | 0,1 | 176 | 178 | -1% |
| CHERY | 0,7 | 0,6 | 9672 | 8538 | 13% | 0,7 | 0,6 | 1725 | 1710 | 1% |
| SUBARU | 0,6 | 0,5 | 8625 | 7059 | 22% | 0,5 | 0,5 | 1244 | 1365 | -9% |
| VOLVO | 0,6 | 0,7 | 7386 | 10182 | -27% | 0,8 | 0,9 | 1961 | 2426 | -19% |
| CHRYSLER Group | 0,4 | 0,5 | 5766 | 6460 | -11% | 0,6 | 0,4 | 1424 | 1026 | 39% |
| FIAT | 0,3 | 0,3 | 3503 | 4053 | -14% | 0,4 | 0,2 | 936 | 476 | 97% |
| CHRYSLER | 0,0 | 0,0 | 93 | 100 | -7% | 0,0 | 0,0 | 27 | 29 | -7% |
| JEEP | 0,2 | 0,2 | 2049 | 2196 | -7% | 0,2 | 0,2 | 436 | 496 | -12% |
| DODGE | 0,0 | 0,0 | 121 | 111 | 9% | 0,0 | 0,0 | 25 | 25 | 0% |
| ZAZ | 0,1 | 0,4 | 1892 | 6043 | -69% | 0,1 | 0,4 | 251 | 1139 | -78% |
| FAW | 0,1 | - | 1868 | - | - | 0,2 | - | 563 | - | - |
| PORSCHE | 0,1 | 0,1 | 1864 | 1693 | 10% | 0,2 | 0,1 | 378 | 373 | 1% |
| BOGDAN | 0,1 | 0,3 | 1349 | 4093 | -67% | 0,1 | 0,3 | 163 | 716 | -77% |
| BAW | 0,1 | 0,1 | 883 | 853 | 4% | 0,1 | 0,0 | 142 | 136 | 4% |
| VORTEX | 0,1 | 0,2 | 869 | 2590 | -66% | 0,0 | 0,1 | 120 | 372 | -68% |
| IZH | 0,0 | 0,1 | 530 | 1037 | -49% | 0,0 | 0,1 | 73 | 179 | -59% |
| TAGAZ | 0,0 | 0,1 | 112 | 793 | -86% | 0,0 | 0,1 | 13 | 242 | -95% |
| BYD | 0,0 | 0,1 | 100 | 1578 | -94% | 0,0 | 0,1 | 0 | 309 | -100% |
| HAIMA | 0,0 | 0,0 | 90 | 537 | -83% | 0,0 | 0,0 | 2 | 25 | -92% |
| ISUZU | 0,0 | 0,0 | 53 | 123 | -57% | 0,0 | 0,0 | 12 | 2 | 500% |
| FOTON | 0,0 | 0,0 | 6 | 73 | -92% | 0,0 | 0,0 | 0 | 13 | - |
| VIS | - | 0,1 | - | 1758 | - | - | 0,1 | - | 348 | - |

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different from the international classification: brands represented on the Russian market by SOLLERS Group; see also above

| SOLLERS Group | 3,1 | 3,0 | 40901 | 42922 | -5% | 3,4 | 3,1 | 8268 | 8330 | -1% |
|----------------------|------------|------------|--------------|--------------|------------|------------|------------|-------------|-------------|------------|
| ISUZU | 0,0 | 0,0 | 53 | 123 | -57% | 0,0 | 0,0 | 12 | 2 | 500% |
| SSANGYONG | 1,2 | 1,1 | 15865 | 14877 | 7% | 1,6 | 1,1 | 3747 | 2910 | 29% |
| UAZ | 1,9 | 2,0 | 24983 | 27922 | -11% | 1,9 | 2,0 | 4509 | 5418 | -17% |

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-JUNE 2013/2012 AND JUNE 2013/2012

(Data submitted by the AEB Automobile Manufacturers Committee; retail sales of imported and locally produced vehicles)

| # | MODEL | BRAND | Jan-June 2013 | Jan-June 2012 | % | June 2013 | June 2012 | % |
|----|----------------------------|-----------|---------------|---------------|--------|-----------|-----------|-------|
| 1 | Granta | Lada | 84241 | 45131 | 87% | 17005 | 8597 | 98% |
| 2 | Solaris | Hyundai | 57009 | 58020 | -2% | 10575 | 9515 | 11% |
| 3 | New Rio | KIA | 44236 | 42019 | 5% | 8047 | 7803 | 3% |
| 4 | Duster | Renault | 40710 | 12445 | 227% | 7534 | 4913 | 53% |
| 5 | Kalina | Lada | 37081 | 67526 | -45% | 2908 | 12616 | -77% |
| 6 | Polo | VW | 34720 | 35547 | -2% | 6767 | 6830 | -1% |
| 7 | Focus | Ford | 34164 | 45231 | -24% | 5944 | 8862 | -33% |
| 8 | Priora | Lada | 31885 | 59541 | -46% | 5013 | 10552 | -52% |
| 9 | Logan | Renault | 25891 | 37272 | -31% | 4426 | 5991 | -26% |
| 10 | Niva | Chevrolet | 25855 | 29805 | -13% | 4132 | 5286 | -22% |
| 11 | Largus | Lada | 24702 | - | - | 5034 | - | - |
| 12 | Cruze | Chevrolet | 24652 | 28867 | -15% | 5885 | 6868 | -14% |
| 13 | Octavia A5 | Skoda | 22749 | 23952 | -5% | 3958 | 4542 | -13% |
| 14 | Sandero | Renault | 22238 | 27978 | -21% | 3758 | 4368 | -14% |
| 15 | 4x4 | Lada | 21889 | 26506 | -17% | 3750 | 4481 | -16% |
| 16 | RAV 4 | Toyota | 19915 | 13893 | 43% | 4002 | 2209 | 81% |
| 17 | Samara | Lada | 18891 | 32050 | -41% | 2326 | 6017 | -61% |
| 18 | Astra (incl. Astra Cabrio) | Opel | 18749 | 27658 | -32% | 3553 | 5000 | -29% |
| 19 | Sportage | KIA | 16355 | - | - | 3107 | - | - |
| 20 | Camry | Toyota | 16257 | 16811 | -3% | 3447 | 3335 | 3% |
| 21 | Qashqai | Nissan | 16146 | 19085 | -15% | 2425 | 3839 | -37% |
| 22 | New Cee'd | KIA | 15780 | 100 | 15680% | 2925 | 100 | 2825% |
| 23 | Nexia | Daewoo | 15516 | 24671 | -37% | 1953 | 5553 | -65% |
| 24 | ix35 | Hyundai | 15204 | 12944 | 17% | 3209 | 2730 | 18% |
| 25 | Tiguan | VW | 14222 | 16234 | -12% | 2815 | 2630 | 7% |

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