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Moscow

PRESS RELEASE

The Year Continues Strong for New Cars and Light Commercial Vehicles in Russia

- *Sales of new passenger cars and LCVs in Russia increased by 14% in April, 2012*
- *Among the top ten bestselling models so far, ten are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **April, 2012** saw the sales of new cars and light commercial vehicles in Russia increase by **14%** in comparison to the same period in 2011. This April, 266,267 units were sold; this is 33,189 units more than in April, 2011.

From January to April, 2012 the percentage sales of new cars and light commercial vehicles in Russia increased by **18%** in comparison to the same period in 2011 or by 135,066 more sold units.

David Thomas, Chairman of the **AEB Automobile Manufacturers Committee** commented:

"The solid growth of the Russian automotive market continues into the second quarter. Although the pace of the year on year growth is stabilising to less than 15% in recent months, we still feel that the AEB full year forecast for passenger cars and light commercial vehicles should be increased by 50,000 units to 2.85 mln."

Attachments:

1. New car/LCV sales in Russia by brands for January – April 2012/2011 and April 2012/2011
2. New car/LCV sales in Russia by groups for January – April 2012/2011 and April 2012/2011
3. 25 best sold models of cars in Russia for January – April 2012/2011 and April 2012/2011

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NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY-APRIL 2012/2011 AND APRIL 2012/2011

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

BRANDS	Jan - Apr 2012	Jan - Apr 2011	%	Apr 2012	Apr 2011	%
LADA	159490	184651	-14%	50102	56103	-11%
RENAULT ¹	57217	45503	26%	17914	14472	24%
HYUNDAI ¹	56908	42336	34%	15734	14845	6%
KIA	56615	44309	28%	17305	14059	23%
CHEVROLET	55428	46629	19%	17180	15626	10%
NISSAN ¹	53923	37396	44%	11806	9767	21%
VW	50529	24895	103%	14768	8112	82%
TOYOTA ¹	48795	39174	25%	15569	12071	29%
FORD ¹	39652	30786	29%	12421	9867	26%
SKODA	27978	19362	44%	8802	5947	48%
OPEL	24553	17927	37%	7169	5810	23%
GAZ LCV ¹	24191	24142	0%	7588	8009	-5%
DAEWOO	23067	26903	-14%	8975	8751	3%
MITSUBISHI	19326	21878	-12%	6261	7362	-15%
UAZ ¹	17415	15542	12%	5554	4371	27%
MAZDA	16087	11718	37%	3182	2656	20%
PEUGEOT ¹	14453	12998	11%	3918	3876	1%
CITROEN ¹	10743	7570	42%	3056	2126	44%
SUZUKI	10717	11816	-9%	3955	3518	12%
AUDI	10461	7234	45%	3287	2821	17%
BMW	10264	7090	45%	3020	2131	42%
MERCEDES-BENZ	10141	7764	31%	3022	2401	26%
SSANGYONG	9204	5339	72%	2876	1765	63%
LIFAN ³	6290	4128	52%	1745	1431	22%
LAND ROVER	5825	3870	51%	1503	1196	26%
VOLVO	5642	3884	45%	2021	1339	51%
HONDA	5327	5621	-5%	2405	1696	42%
CHERY	5216	1362	283%	1814	392	363%
VW vans ¹	5107	3361	52%	1501	1011	48%
SUBARU	4301	3488	23%	1372	987	39%
GEELY	3999	1013	295%	1233	418	195%
ZAZ	3998	4906	-19%	883	1678	-47%
LEXUS	3926	4720	-17%	1511	1669	-9%
GREAT WALL	3735	1674	123%	1002	489	105%
INFINITI	3655	2355	55%	808	389	108%
FIAT ¹	3308	-	-	144	-	-
BOGDAN ⁵	2568	2710	-5%	902	885	2%
VORTEX ⁴	1795	2668	-33%	971	839	16%
JEEP	1166	316	269%	312	92	239%
MERCEDES-BENZ vans	955	467	104%	281	204	38%
PORSCHE	938	607	55%	301	245	23%
BYD ⁷	873	166	426%	617	156	296%
CADILLAC	805	681	18%	242	260	-7%
MINI	724	404	79%	225	165	36%
IZH	710	1626	-56%	118	426	-72%
BAW ¹¹	559	n/a	-	211	n/a	-
JAGUAR	461	299	54%	132	99	33%
HAIMA	456	878	-48%	66	227	-71%
SEAT	395	422	-6%	147	180	-18%
TAGAZ ⁶	381	666	-43%	266	64	316%
ISUZU ¹	104	103	1%	23	35	-34%
DODGE	66	72	-8%	17	31	-45%
CHRYSLER	51	33	55%	16	9	78%
FOTON ¹²	47	12	292%	14	0	-
TOTAL	880540	745474	18%	266267	233078	14%

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

² CHANCE = cars produced at "ZAZ" CJCS (Zaporizhchia Automobile Building Plant, Ukraine), from July 2009 distributed in Russia by QUEENGROUP.

³ LIFAN distributor in Russia changed in 2010

⁴ VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

⁵ BOGDAN = cars and LCVs of BOGDAN brand produced in Cherkassy, Ukraine by Bogdan corporation (BOGDAN 2110, 2111, 2310; exported to Russia from April 2010)

⁶ TAGAZ = cars and LCVs of TAGAZ brand produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

⁷ BYD F3 = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ

⁸ Sales of the following brands stopped in 2010: Alfa Romeo, Hummer, SAAB

⁹ From January 2011 data on IVECO is not submitted

¹⁰ From January 2010 the sales of LADA 2014 of IZhAuto are included into LADA's data

¹¹ BAW = the industrial assembly of cars and buses at the factory OOO "BAU-RUS Motor Corporation" has been taking place in the city of Ulyanovsk since 2008 (from 2006 to 2008 the company was the exclusive distributor of the BAW commercial vehicles in Russia)

¹² Cars are produced in China by BEIQI FOTON MOTOR Co., LTD, and have been represented in Russia, since the 2009, by the distributor LLC "FOTON MOTOR"

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NEW CAR AND LCV* SALES IN RUSSIA BY GROUPS FOR JANUARY-APRIL 2012/2011 AND APRIL 2012/2011

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

GROUPS	Jan-Apr 2012	Jan-Apr 2011	%	Apr. 12	Apr. 11	%
AVTOVAZ - RENAULT – NISSAN⁵	274285	269905	2%	80630	80731	0%
AVTOVAZ	159490	184651	-14%	50102	56103	-11%
RENAULT	57217	45503	26%	17914	14472	24%
NISSAN	53923	37396	44%	11806	9767	21%
INFINITI	3655	2355	55%	808	389	108%
VW Group	94470	55274	71%	28505	18071	58%
VOLKSWAGEN cars	50529	24895	103%	14768	8112	82%
VOLKSWAGEN vans	5107	3361	52%	1501	1011	48%
AUDI	10461	7234	45%	3287	2821	17%
SEAT ²	395	422	-6%	147	180	-18%
SKODA	27978	19362	44%	8802	5947	48%
GM Group	80786	65237	24%	24591	21696	13%
OPEL	24553	17927	37%	7169	5810	23%
CHEVROLET	55428	46629	19%	17180	15626	10%
CADILLAC	805	681	18%	242	260	-7%
HYUNDAI	56908	42336	34%	15734	14845	6%
KIA	56615	44309	28%	17305	14059	23%
TOYOTA Group	52721	43894	20%	17080	13740	24%
TOYOTA	48795	39174	25%	15569	12071	29%
LEXUS	3926	4720	-17%	1511	1669	-9%
FORD	39652	30786	29%	12421	9867	26%
PSA PEUGEOT CITROEN	25196	20568	23%	6974	6002	16%
PEUGEOT	14453	12998	11%	3918	3876	1%
CITROEN	10743	7570	42%	3056	2126	44%
GAZ LCV	24191	24142	0%	7588	8009	-5%
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BMW Group	10988	7494	47%	3245	2296	41%
BMW	10264	7090	45%	3020	2131	42%
MINI	724	404	79%	225	165	36%
SUZUKI	10717	11816	-9%	3955	3518	12%
SSANGYONG	9204	5339	72%	2876	1765	63%
LIFAN⁴	6290	4128	52%	1745	1431	22%
JAGUAR LAND ROVER	6286	4169	51%	1635	1295	26%
LAND ROVER	5825	3870	51%	1503	1196	26%
JAGUAR	461	299	54%	132	99	33%
VOLVO	5642	3884	45%	2021	1339	51%
HONDA	5327	5621	-5%	2405	1696	42%
CHERY	5216	1362	283%	1814	392	363%
SUBARU	4301	3488	23%	1372	987	39%
GEELY	3999	1013	295%	1233	418	195%
ZAZ³	3998	4906	-19%	883	1678	-47%
GREAT WALL	3735	1674	123%	1002	489	105%

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BOGDAN³	2568	2710	-5%	902	885	2%
VORTEX³	1795	2668	-33%	971	839	16%
CHRYSLER Group⁸	1509	421	258%	489	132	270%
FIAT	226	-	-	144	-	-
CHRYSLER	51	33	55%	16	9	78%
JEEP	1166	316	269%	312	92	239%
DODGE	66	72	-8%	17	31	-45%
PORSCHE	938	607	55%	301	245	23%
BYD	873	166	426%	617	156	296%
IZH	710	1626	-56%	118	426	-72%
BAW	559	n/a	-	211	n/a	-
HAIMA	456	878	-48%	66	227	-71%
TAGAZ	381	666	-43%	266	64	316%
ISUZU	104	103	1%	23	35	-34%
FOTON	47	12	292%	14	0	-

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

SOLLERS Group	26723	20984	27%	8453	6171	37%
ISUZU	104	103	1%	23	35	-34%
SSANGYONG	9204	5339	72%	2876	1765	63%
UAZ	17415	15542	12%	5554	4371	27%

¹ LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV_{≤3,5t} (with several exceptions reaching highest range of 6t).
Some updates concerning LCV data may occur
² SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011
³ BOGDAN/CHANCE/HAIMA/TAGAZ/VORTEX: see explanation to the previous table
⁴ LIFAN distributor in Russia changed in 2010
⁵ From September 2010 the sales of AVTOVAZ and RENAULT-NISSAN in Russia are shown as one group
⁶ Sales of the following brands stopped in 2010: Alfa Romeo, Hummer, SAAB
⁷ From January 2010 the sales of LADA 2104 of EhAuto are included into LADA's data
⁸ Starting from 2012 Chrysler Rus is the only official FIAT distributor in Russia. The rest stock, which is at Sollers, will be sold in 2012.

25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-APRIL 2012/2011 AND APRIL 2012/2011

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

№	MODEL	BRAND	Jan -Apr. 2012	Jan - Apr. 2011	%	Apr. 2012	Apr. 2011	%
1	Kalina	LADA	41710	46329	-10%	13890	15158	-8%
2	Priora	LADA	38807	41565	-7%	11374	13373	-15%
3	Solaris	HYUNDAI	38051	19464	95%	10979	9296	18%
4	Focus	FORD	28660	22179	29%	9063	6836	33%
5	Granta	LADA	26674	0	-	9798	0	-
6	New Rio	KIA	26415	14117	87%	8100	5060	60%
7	Logan	RENAULT	24437	25804	-5%	7297	7850	-7%
8	Polo	VW	21979	11507	91%	6684	3480	92%
9	Samara	LADA	20345	31720	-36%	5779	9789	-41%
10	Niva	CHEVROLET	19270	14615	32%	5221	4456	17%
11	Sandero	RENAULT	18741	11940	57%	5253	3948	33%
12	4x4	LADA	17484	17785	-2%	4873	5395	-10%
13	Astra (incl. Astra Cabrio)	OPEL	17443	12797	36%	4916	4147	19%
14	Cruze	CHEVROLET	15823	8294	91%	5522	3281	68%
15	Octavia A5	SKODA	14902	11102	34%	4467	3383	32%
16	2104/2105/2107	LADA	14470	47252	-69%	4388	12388	-65%
17	Nexia	DAEWOO	13644	15703	-13%	5203	4901	6%
18	Qashqai	NISSAN	11918	10346	15%	3081	2324	33%
19	Juke	NISSAN	11205	62	17973%	2053	60	3322%
20	Tiguan	VW	10997	4641	137%	2994	1434	109%
21	Corolla	TOYOTA	10656	8815	21%	3254	2449	33%

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22	Camry	TOYOTA	10480	6814	54%	3419	2551	34%
23	New Sportage	KIA	9937	5917	68%	3009	1949	54%
24	Lacetti	CHEVROLET	9772	11650	-16%	2936	3737	-21%
25	RAV 4	TOYOTA	9596	9472	1%	2348	2453	-4%

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