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# PRESS RELEASE

## *March showed considerable revival on the market of new cars and light commercial vehicles in Russia; overall, the first quarter of 2010 demonstrated signs of positive development*

- *Sales of new passenger cars and LCVs in Russia decreased by 25% in the first quarter and by 7% in March 2010*
- *Among the top 10 bestselling models so far, nine are locally produced*

**The first quarter of 2010** saw sales of new cars and light commercial vehicles in Russia decrease by **25%** compared with the same period in 2009, or by 96,756 less sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Decrease for **March 2010** amounted to **7%** or by 10,190 less sold units as compared with the same period in 2009.

Among the **top ten bestselling models** of passenger cars so far, **nine** are produced in Russia.

"It is good to see that March showed the smallest year to year decline of the last twelve months, a clear sign that the industry in Russia is moving in a positive direction. While the full quarter was a decline of 25%, Quarter 1 2009 was an unusual quarter with many brands clearing 2008 stock and the month to month trend is improving significantly. March was the first month of the scrappage scheme which has had a positive impact but many brands not affected directly by the programme have also seen a strong upward trend", commented David THOMAS, AEB Automobile Manufacturers Committee's Chairman.

Martin JAHN, Vice Chairman of the AEB Automobile Manufacturers Committee continues, "In March we saw considerable revival on the market. Improvement of the general climate and growth of consumer optimism are caused not only by the traditional seasonal factor, but also by the start of scrappage incentive program, returning of credit rates to pre-crisis values, stabilisation of rouble, and also the prolongation of credit subsidising program. As a consequence of the general climate improvement we, in the AMC, have decided to reconsider the forecast of sales for 2010 which now makes 1,45 million for passenger cars and 1,6 million for cars and LCVs together."

Attachments:
1. New car/LCV sales in Russia by brands in March / q1 2010/2009
2. New car/LCV sales in Russia by groups in March / q1 2010/2009
3. 25 best sold models of cars in Russia in March / q1 2010/2009

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# NEW CAR AND LCV* SALES IN RUSSIA BY BRANDS IN MARCH / Q1 2010

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

| BRANDS | q1 2010 | q1 2009 | % | March 2010 | March 2009 | % |
|---|---|---|---|---|---|---|
| LADA | 71632 | 88720 | -19% | 34177 | 30266 | 13% |
| CHEVROLET | 20539 | 30268 | -32% | 9370 | 9387 | 0% |
| HYUNDAI* | 17889 | 21391 | -16% | 6068 | 6252 | -3% |
| KIA* | 17659 | 13710 | 29% | 7079 | 5399 | 31% |
| RENAULT* | 16110 | 15011 | 7% | 7605 | 6293 | 21% |
| FORD* | 14809 | 29956 | -51% | 7433 | 11507 | -35% |
| TOYOTA* | 12046 | 19356 | -38% | 4681 | 5507 | -15% |
| GAZ* | 11140 | 12087 | -8% | 4723 | 5172 | -9% |
| DAEWOO | 10886 | 11692 | -7% | 4818 | 5764 | -16% |
| NISSAN* | 10489 | 22927 | -54% | 4174 | 9312 | -55% |
| VOLKSWAGEN | 8641 | 10935 | -21% | 3535 | 4066 | -13% |
| SKODA* | 6967 | 9826 | -29% | 2933 | 3220 | -9% |
| UAZ* | 6703 | 5720 | 17% | 2747 | 2071 | 33% |
| OPEL* | 5887 | 11945 | -51% | 2342 | 3890 | -40% |
| PEUGEOT* | 5703 | 9899 | -42% | 2153 | 2864 | -25% |
| MAZDA* | 4980 | 13176 | -62% | 1951 | 4768 | -59% |
| SUZUKI | 4915 | 4408 | 12% | 1521 | 1301 | 17% |
| MITSUBISHI* | 4647 | 7218 | -36% | 2230 | 2527 | -12% |
| BMW | 4495 | 4011 | 12% | 1902 | 1607 | 18% |
| HONDA | 3982 | 9218 | -57% | 1736 | 1850 | -6% |
| AUDI | 3958 | 3302 | 20% | 1833 | 1501 | 22% |
| FIAT* | 2888 | 3915 | -26% | 1275 | 1310 | -3% |
| MERCEDES-BENZ | 2878 | 2360 | 22% | 1123 | 803 | 40% |
| TAGAZ* | 2468 | 544 | 354% | 835 | 388 | 115% |
| CITROEN* | 2189 | 3193 | -31% | 960 | 1026 | -6% |
| CHANCE | 2041 | - | - | 1003 | - | - |
| LAND ROVER | 1869 | 3031 | -38% | 856 | 1415 | -40% |
| SUBARU | 1807 | 2990 | -40% | 606 | 650 | -7% |
| SSANGYONG | 1805 | 2063 | -13% | 521 | 694 | -25% |
| CHERY | 1550 | 957 | 62% | 685 | 304 | 125% |
| VOLVO | 1461 | 2741 | -47% | 629 | 1089 | -42% |
| LEXUS | 1343 | 1460 | -8% | 526 | 287 | 83% |
| VORTEX | 1052 | 265 | 297% | 255 | 206 | 24% |
| INFINITI | 890 | 1877 | -53% | 263 | 614 | -57% |
| VOLKSWAGEN Vans* | 837 | 1406 | -40% | 401 | 626 | -36% |
| LIFAN | 804 | 618 | 30% | 337 | 178 | 89% |
| GEELY | 506 | 915 | -45% | 284 | 360 | -21% |
| GREAT WALL* | 418 | 833 | -50% | 191 | 268 | -29% |
| MERCEDES-BENZ Vans* | 380 | 435 | -13% | 122 | 136 | -10% |
| IVECO* | 273 | 148 | 84% | 127 | 36 | 253% |
| CADILLAC | 215 | 472 | -54% | 108 | 265 | -59% |
| PORSCHE | 214 | 299 | -28% | 90 | 105 | -14% |
| HUMMER | 200 | 309 | -35% | 94 | 153 | -39% |
| SEAT | 180 | 292 | -38% | 108 | 112 | -4% |
| MINI | 173 | 173 | 0% | 88 | 77 | 14% |
| JAGUAR | 144 | 366 | -61% | 59 | 161 | -63% |
| JEEP | 114 | 161 | -29% | 49 | 22 | 123% |
| CHRYSLER | 54 | 70 | -23% | 24 | 19 | 26% |
| DODGE | 53 | 186 | -72% | 20 | 47 | -57% |
| BYD | 47 | 606 | -92% | 15 | 191 | -92% |
| SAAB | 35 | 100 | -65% | 15 | 42 | -64% |
| ISUZU* | 31 | 22 | 41% | 14 | 3 | 367% |
| IZH (incl. VAZ 2104)* | 21 | 2166 | -99% | 2 | 770 | -100% |
| ALFA ROMEO | 13 | 37 | -65% | 5 | 10 | -50% |
| **TOTAL** | **293030** | **389786** | **-25%** | **126701** | **136891** | **-7%** |

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

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

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

****VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia).
*****IKCO sales stopped in 2009.
*****LIFAN distributor in Russia changed in 2010.

# NEW CAR AND LCV* SALES IN RUSSIA BY GROUPS IN MARCH / Q1 2010

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

| GROUPS | q1 2010 | q1 2009 | % | March 2010 | March 2009 | % |
|---|---|---|---|---|---|---|
| **AVTOVAZ** | **71632** | **88720** | **-19%** | **34177** | **30266** | **13%** |
| **GM Group** | **26876** | **43094** | **-38%** | **11929** | **13737** | **-13%** |
| OPEL | 5887 | 11945 | -51% | 2342 | 3890 | -40% |
| CHEVROLET | 20539 | 30268 | -32% | 9370 | 9387 | 0% |
| CADILLAC | 215 | 472 | -54% | 108 | 265 | -59% |
| HUMMER | 200 | 309 | -35% | 94 | 153 | -39% |
| SAAB | 35 | 100 | -65% | 15 | 42 | -64% |
| **VW Group** | **20583** | **25761** | **-20%** | **8810** | **9525** | **-8%** |
| VOLKSWAGEN cars | 8641 | 10935 | -21% | 3535 | 4066 | -13% |
| VOLKSWAGEN vans | 837 | 1406 | -40% | 401 | 626 | -36% |
| AUDI | 3958 | 3302 | 20% | 1833 | 1501 | 22% |
| SEAT** | 180 | 292 | -38% | 108 | 112 | -4% |
| SKODA | 6967 | 9826 | -29% | 2933 | 3220 | -9% |
| **HYUNDAI** | **17889** | **21391** | **-16%** | **6068** | **6252** | **-3%** |
| **KIA** | **17659** | **13710** | **29%** | **7079** | **5399** | **31%** |
| **FORD Group** | **16270** | **32697** | **-50%** | **8062** | **12596** | **-36%** |
| FORD | 14809 | 29956 | -51% | 7433 | 11507 | -35% |
| VOLVO | 1461 | 2741 | -47% | 629 | 1089 | -42% |
| **RENAULT** | **16110** | **15011** | **7%** | **7605** | **6293** | **21%** |
| **TOYOTA Group** | **13389** | **20816** | **-36%** | **5207** | **5794** | **-10%** |
| TOYOTA | 12046 | 19356 | -38% | 4681 | 5507 | -15% |
| LEXUS | 1343 | 1460 | -8% | 526 | 287 | 83% |
| **NISSAN Group** | **11379** | **24804** | **-54%** | **4437** | **9926** | **-55%** |
| NISSAN | 10489 | 22927 | -54% | 4174 | 9312 | -55% |
| INFINITI | 890 | 1877 | -53% | 263 | 614 | -57% |
| **GAZ Group** | **11140** | **12087** | **-8%** | **4723** | **5172** | **-9%** |
| GAZ cars | 340 | 2339 | -85% | 132 | 952 | -86% |
| GAZ vans | 10800 | 9748 | 11% | 4591 | 4220 | 9% |
| **DAEWOO** | **10886** | **11692** | **-7%** | **4818** | **5764** | **-16%** |
| **PSA PEUGEOT CITROEN** | **7892** | **13092** | **-40%** | **3113** | **3890** | **-20%** |
| PEUGEOT | 5703 | 9899 | -42% | 2153 | 2864 | -25% |
| CITROEN | 2189 | 3193 | -31% | 960 | 1026 | -6% |
| **UAZ** | **6703** | **5720** | **17%** | **2747** | **2071** | **33%** |
| **MAZDA** | **4980** | **13176** | **-62%** | **1951** | **4768** | **-59%** |
| **SUZUKI** | **4915** | **4408** | **12%** | **1521** | **1301** | **17%** |
| **BMW Group** | **4668** | **4184** | **12%** | **1990** | **1684** | **18%** |
| BMW | 4495 | 4011 | 12% | 1902 | 1607 | 18% |
| MINI | 173 | 173 | 0% | 88 | 77 | 14% |
| **MITSUBISHI** | **4647** | **7218** | **-36%** | **2230** | **2527** | **-12%** |
| **HONDA** | **3982** | **9218** | **-57%** | **1736** | **1850** | **-6%** |
| **MERCEDES-BENZ** | **3258** | **2795** | **17%** | **1245** | **939** | **33%** |
| MERCEDES-BENZ cars | 2878 | 2360 | 22% | 1123 | 803 | 40% |
| MERCEDES-BENZ vans | 380 | 435 | -13% | 122 | 136 | -10% |
| **FIAT GROUP** | **3174** | **4100** | **-23%** | **1407** | **1356** | **4%** |
| FIAT | 2888 | 3915 | -26% | 1275 | 1310 | -3% |
| ALFA ROMEO | 13 | 37 | -65% | 5 | 10 | -50% |
| IVECO | 273 | 148 | 84% | 127 | 36 | 253% |
| **TAGAZ** | **2468** | **544** | **354%** | **835** | **388** | **115%** |
| **CHANCE** | **2041** | **-** | **-** | **1003** | **-** | **-** |
| **JAGUAR LAND ROVER** | **2013** | **3397** | **-41%** | **915** | **1576** | **-42%** |
| LAND ROVER | 1869 | 3031 | -38% | 856 | 1415 | -40% |
| JAGUAR | 144 | 366 | -61% | 59 | 161 | -63% |
| **SUBARU** | **1807** | **2990** | **-40%** | **606** | **650** | **-7%** |

| | | | | | | |
|---|---|---|---|---|---|---|
| **SSANGYONG** | **1805** | **2063** | **-13%** | **521** | **694** | **-25%** |
| **CHERY** | **1550** | **957** | **62%** | **685** | **304** | **125%** |
| **VORTEX** | **1052** | **265** | **297%** | **255** | **206** | **24%** |
| **LIFAN** | **804** | **618** | **30%** | **337** | **178** | **89%** |
| **GEELY** | **506** | **915** | **-45%** | **284** | **360** | **-21%** |
| **GREAT WALL** | **418** | **833** | **-50%** | **191** | **268** | **-29%** |
| **CHRYSLER Group** | **221** | **417** | **-47%** | **93** | **88** | **6%** |
| CHRYSLER | 54 | 70 | -23% | 24 | 19 | 26% |
| JEEP | 114 | 161 | -29% | 49 | 22 | 123% |
| DODGE | 53 | 186 | -72% | 20 | 47 | -57% |
| **PORSCHE** | **214** | **299** | **-28%** | **90** | **105** | **-14%** |
| **BYD** | **47** | **606** | **-92%** | **15** | **191** | **-92%** |
| **ISUZU** | **31** | **22** | **41%** | **14** | **3** | **367%** |
| **IZH (incl. VAZ 2104)** | **21** | **2166** | **-99%** | **2** | **770** | **-100%** |

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

| | | | | | | |
|---|---|---|---|---|---|---|
| **SOLLER Group** | **11427** | **11720** | **-3%** | **4557** | **4078** | **12%** |
| FIAT | 2888 | 3915 | -26% | 1275 | 1310 | -3% |
| ISUZU | 31 | 22 | 41% | 14 | 3 | 367% |
| SSANGYONG | 1805 | 2063 | -13% | 521 | 694 | -25% |
| UAZ | 6703 | 5720 | 17% | 2747 | 2071 | 33% |

***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.***
*****SEAT sales in Russia are done through a separate importer, not via Volkswagen Group Rus.***
******All brands of FIAT Group are sold via different importers in Russia.***
*******CHANCE / TAGAZ / VORTEX: see explanation to the previous table.***
*********LIFAN distributor in Russia changed in 2010.***

## 25 BEST SOLD MODELS OF CARS IN RUSSIA IN MARCH / Q1 2010

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

| # | MODEL | BRAND | q1 2010 | q1 2009 | % | March 2010 | March 2009 | % |
|---|---|---|---|---|---|---|---|---|
| 1 | Priora | Lada | 20829 | 23977 | -13% | 8941 | 8369 | 7% |
| 2 | Samara | Lada | 17847 | 23449 | -24% | 7942 | 8002 | -1% |
| 3 | Logan | Renault | 12570 | 9668 | 30% | 5393 | 4177 | 29% |
| 4 | Kalina | Lada | 12189 | 15208 | -20% | 6351 | 4742 | 34% |
| 5 | 2105/2107 | Lada | 12021 | 19162 | -37% | 6912 | 6454 | 7% |
| 6 | Focus | Ford | 11418 | 17742 | -36% | 5844 | 7096 | -18% |
| 7 | 4x4 | Lada | 8602 | 5060 | 70% | 3975 | 2043 | 95% |
| 8 | Niva | Chevrolet | 7072 | 5586 | 27% | 3107 | 1203 | 158% |
| 9 | Nexia | Daewoo | 6122 | 6012 | 2% | 2678 | 2971 | -10% |
| 10 | Lacetti | Chevrolet | 5933 | 8792 | -33% | 2751 | 2547 | 8% |
| 11 | Tucson | Hyundai | 4887 | 4901 | 0% | 1724 | 1286 | 34% |
| 12 | Matiz | Daewoo | 4764 | 5680 | -16% | 2140 | 2793 | -23% |
| 13 | Rio | KIA | 4363 | 147 | 2868% | 1299 | 23 | 5548% |
| 14 | Astra (with Astra Cabrio) | Opel | 4123 | 5947 | -31% | 1666 | 2243 | -26% |
| 15 | Sportage | KIA | 3966 | 1967 | 102% | 1726 | 700 | 147% |
| 16 | Camry | Toyota | 3406 | 6468 | -47% | 1488 | 1151 | 29% |
| 17 | Cee'd | KIA | 3261 | 3754 | -13% | 1111 | 1912 | -42% |
| 18 | Octavia A5 | Skoda | 3145 | 2555 | 23% | 1306 | 927 | 41% |
| 19 | Grand Vitara | Suzuki | 3121 | 2089 | 49% | 1021 | 589 | 73% |
| 20 | Aveo | Chevrolet | 3094 | 4078 | -24% | 1341 | 1295 | 4% |
| 21 | 308 | Peugeot | 2882 | 4219 | -32% | 900 | 996 | -10% |
| 22 | Getz | Hyundai | 2846 | 5830 | -51% | 1211 | 1936 | -37% |
| 23 | Cruze | Chevrolet | 2661 | - | - | 1289 | - | - |
| 24 | New X-Trail | Nissan | 2304 | 3917 | -41% | 1123 | 1781 | -37% |
| 25 | Tiguan | VW | 2227 | 1093 | 104% | 940 | 416 | 126% |