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Moscow

**PRESS RELEASE**

*Negative market trend continues in August 2013*

- Sales of new passenger cars and LCVs in Russia dropped by 10% in August 2013
- Among the top ten bestselling models so far, ten are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **August 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by **10%** in comparison to the same period in 2012. This August **231.915** units were sold; this is 27.136 units less than in August, 2012.

From January to August, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 7% in comparison to the same period in 2012.

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

“Expectations for August were moderate to begin with, and in this sense the actual result does not disappoint. Total sales of 232K units fell marginally (1%) short of July result, which is rather typical for the season. Compared to last year’s record sales of 259K units, the shortfall is more pronounced of course, but needs to be seen in the context of one-time effects such as the implementation of the utilization fee one year ago.

Looking ahead, we maintain our expectation that the market has good chances to stabilize towards the end of the year”.

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Attachments:

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

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# NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY BRANDS FOR JANUARY-AUGUST 2013/2012 AND AUGUST 2013/2012

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

BRANDS	Jan-August 2013	Jan-August 2012	%	August 2013	August 2012	%
Lada	303357	348974	-13%	39079	51149	-24%
Renault*	137827	124517	11%	15181	12315	23%
KIA	128982	124133	4%	17013	16027	6%
Hyundai*	118438	116868	1%	14219	13323	7%
Chevrolet*	111671	135497	-18%	15984	19742	-19%
VW	103607	108933	-5%	13024	13360	-3%
Toyota*	101431	105119	-4%	13778	14220	-3%
Nissan*	86963	105264	-17%	11611	13133	-12%
Ford*	69354	84477	-18%	8938	10722	-17%
Skoda	56755	63006	-10%	7103	8322	-15%
Opel	53077	54578	-3%	6933	7412	-6%
GAZ LCV*	52963	55939	-5%	7538	8578	-12%
Mitsubishi	49789	44826	11%	6127	6603	-7%
Daewoo	36585	59452	-38%	5403	8903	-39%
UAZ*	32998	37418	-12%	3857	4855	-21%
Mercedes-Benz	27779	23074	20%	3914	3221	22%
Mazda	27142	31495	-14%	3700	3665	1%
BMW	25258	22392	13%	2469	3003	-18%
Audi	23902	22292	7%	2767	2972	-7%
Peugeot*	23252	30086	-23%	2788	4043	-31%
SsangYong	22450	20225	11%	2934	2679	10%
Citroen*	19331	22625	-15%	2559	2909	-12%
Suzuki	19329	23231	-17%	2957	2970	0%
Geely	17250	10067	71%	2776	2083	33%
Honda	16823	13752	22%	2303	2089	10%
Lifan	16729	13403	25%	2646	2006	32%
Great Wall	13352	8306	61%	1230	1262	-3%
Chery	13126	12479	5%	1601	2219	-28%
Land Rover	13009	12668	3%	1702	1590	7%
Subaru	11118	9252	20%	1189	1124	6%
VW NFZ*	10292	10674	-4%	1282	1393	-8%
Lexus	10204	9786	4%	1430	1557	-8%
Volvo	9637	13333	-28%	1230	1502	-18%
Infiniti	5675	6324	-10%	624	771	-19%
FIAT	4912	5054	-3%	731	646	13%
Mercedes-Benz Vans*	2942	2420	22%	526	357	47%
FAW*	2896	83	3389%	567	83	583%
Jeep	2840	2957	-4%	427	451	-5%
SEAT	2663	1452	83%	371	307	21%

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Porsche	2432	2392	2%	269	345	-22%
ZAZ	2264	7861	-71%	153	656	-77%
MINI	1813	1707	6%	229	227	1%
Bogdan	1678	6248	-73%	147	1582	-91%
BAW*	1148	1207	-5%	131	190	-31%
Jaguar	1090	1021	7%	152	110	38%
Cadillac	1023	1524	-33%	114	141	-19%
Vortex	923	4220	-78%	34	1182	-97%
Izh	610	1543	-60%	25	372	-93%
TagAZ*	311	1076	-71%	29	154	-81%
Haima <sup>3</sup>	187	549	-66%	51	0	-
Dodge	161	131	23%	14	12	17%
Chrysler	133	120	11%	19	10	90%
Smart	118	7	1586%	10	5	100%
BYD	102	1969	-95%	2	187	-99%
Isuzu*	98	131	-25%	25	4	525%
Foton*	6	87	-93%	0	9	-
VIS <sup>2</sup>	-	2427	-	-	299	-
<b>Total</b>	<b>1799805</b>	<b>1930651</b>	<b>-7%</b>	<b>231915</b>	<b>259051</b>	<b>-10%</b>

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.

3. Since July 2013, LLC "Khaima Automobile Rus LLC" operates sales and after-sales service of Haima brand vehicles in Russia.

## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY GROUPS FOR JANUARY-AUGUST 2013/2012 AND AUGUST 2013/2012

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

	January-August					August				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
<b>ALL BRANDS</b>			<b>1799805</b>	<b>1930651</b>	<b>-7%</b>			<b>231915</b>	<b>259051</b>	<b>-10%</b>
<b>AVTOVAZ - RENAULT - NISSAN</b>	<b>29,7</b>	<b>30,3</b>	<b>533822</b>	<b>585079</b>	<b>-9%</b>	<b>28,7</b>	<b>29,9</b>	<b>66495</b>	<b>77368</b>	<b>-24%</b>
AVTOVAZ	16,9	18,1	303357	348974	-13%	16,9	19,7	39079	51149	-24%
RENAULT	7,7	6,4	137827	124517	11%	6,5	4,8	15181	12315	23%
NISSAN	4,8	5,5	86963	105264	-17%	5,0	5,1	11611	13133	-12%
INFINITI	0,3	0,3	5675	6324	-10%	0,3	0,3	624	771	-19%
<b>VW Group</b>	<b>11,0</b>	<b>10,7</b>	<b>197219</b>	<b>206357</b>	<b>-4%</b>	<b>10,6</b>	<b>10,2</b>	<b>24547</b>	<b>26354</b>	<b>-7%</b>
VOLKSWAGEN cars	5,8	5,6	103607	108933	-5%	5,6	5,2	13024	13360	-3%
VOLKSWAGEN vans	0,6	0,6	10292	10674	-4%	0,6	0,5	1282	1393	-8%
AUDI	1,3	1,2	23902	22292	7%	1,2	1,1	2767	2972	-7%
SEAT	0,1	0,1	2663	1452	83%	0,2	0,1	371	307	21%
SKODA	3,2	3,3	56755	63006	-10%	3,1	3,2	7103	8322	-15%
<b>GM Group</b>	<b>9,2</b>	<b>9,9</b>	<b>165771</b>	<b>191599</b>	<b>-13%</b>	<b>9,9</b>	<b>10,5</b>	<b>23031</b>	<b>27295</b>	<b>-16%</b>
OPEL	2,9	2,8	53077	54578	-3%	3,0	2,9	6933	7412	-6%
CHEVROLET	6,2	7,0	111671	135497	-18%	6,9	7,6	15984	19742	-19%
CADILLAC	0,1	0,1	1023	1524	-33%	0,0	0,1	114	141	-19%
<b>KIA</b>	<b>7,2</b>	<b>6,4</b>	<b>128982</b>	<b>124133</b>	<b>4%</b>	<b>7,3</b>	<b>6,2</b>	<b>17013</b>	<b>16027</b>	<b>6%</b>

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<b>HYUNDAI</b>	6,6	6,1	118438	116868	1%	6,1	5,1	14219	13323	7%
<b>TOYOTA Group</b>	6,2	6,0	111635	114905	-3%	6,6	6,1	15208	15777	-4%
TOYOTA	5,6	5,4	101431	105119	-4%	5,9	5,5	13778	14220	-3%
LEXUS	0,6	0,5	10204	9786	4%	0,6	0,6	1430	1557	-8%
<b>FORD</b>	3,9	4,4	69354	84477	-18%	3,9	4,1	8938	10722	-17%
<b>GAZ LCV</b>	2,9	2,9	52963	55939	-5%	3,3	3,3	7538	8578	-12%
<b>MITSUBISHI</b>	2,8	2,3	49789	44826	11%	2,6	2,5	6127	6603	-7%
<b>PSA PEUGEOT CITROEN</b>	2,4	2,7	42583	52711	-19%	2,3	2,7	5347	6952	-23%
PEUGEOT	1,3	1,6	23252	30086	-23%	1,2	1,6	2788	4043	-31%
CITROEN	1,1	1,2	19331	22625	-15%	1,1	1,1	2559	2909	-12%
<b>DAEWOO</b>	2,0	3,1	36585	59452	-38%	2,3	3,4	5403	8903	-39%
<b>UAZ</b>	1,8	1,9	32998	37418	-12%	1,7	1,9	3857	4855	-21%
<b>MERCEDES-BENZ</b>	1,7	1,3	30839	25501	21%	1,9	1,4	4450	3583	24%
MERCEDES-BENZ cars	1,5	1,2	27779	23074	20%	1,7	1,2	3914	3221	22%
MERCEDES-BENZ vans	0,2	0,1	2942	2420	22%	0,2	0,1	526	357	47%
smart	0,0	-	118	7	1586%	0,0	-	10	5	100%
<b>MAZDA</b>	1,5	1,6	27142	31495	-14%	1,6	1,4	3700	3665	1%
<b>BMW Group</b>	1,5	1,2	27071	24099	12%	1,2	1,2	2698	3230	-16%
BMW	1,4	1,2	25258	22392	13%	1,1	1,2	2469	3003	-18%
MINI	0,1	0,1	1813	1707	6%	0,1	0,1	229	227	1%
<b>SSANGYONG</b>	1,2	1,0	22450	20225	11%	1,3	1,0	2934	2679	10%
<b>SUZUKI</b>	1,1	1,2	19329	23231	-17%	1,3	1,1	2957	2970	0%
<b>GEELY</b>	1,0	0,5	17250	10067	71%	1,2	0,8	2776	2083	33%
<b>HONDA</b>	0,9	0,7	16823	13752	22%	1,0	0,8	2303	2089	10%
<b>LIFAN</b>	0,9	0,7	16729	13403	25%	1,1	0,8	2646	2006	32%
<b>JAGUAR LAND ROVER</b>	0,8	0,7	14099	13689	3%	0,8	0,7	1854	1700	9%
LAND ROVER	0,7	0,7	13009	12668	3%	0,7	0,6	1702	1590	7%
JAGUAR	0,1	0,1	1090	1021	7%	0,1	0,0	152	110	38%
<b>GREAT WALL</b>	0,7	0,4	13352	8306	61%	0,5	0,5	1230	1262	-3%
<b>CHERY</b>	0,7	0,6	13126	12479	5%	0,7	0,9	1601	2219	-28%
<b>SUBARU</b>	0,6	0,5	11118	9252	20%	0,5	0,4	1189	1124	6%
<b>VOLVO</b>	0,5	0,7	9637	13333	-28%	0,5	0,6	1230	1502	-18%
<b>CHRYSLER Group</b>	0,4	0,4	8046	8262	-3%	0,5	0,4	1191	1119	6%
FIAT	0,3	0,3	4912	5054	-3%	0,3	0,2	731	646	13%
CHRYSLER	0,0	0,0	133	120	11%	0,0	0,0	19	10	90%
JEEP	0,2	0,2	2840	2957	-4%	0,2	0,2	427	451	-5%
DODGE	0,0	0,0	161	131	23%	0,0	0,0	14	12	17%
<b>FAW</b>	0,2	0,0	2896	83	3389%	0,2	0,0	567	83	583%
<b>PORSCHE</b>	0,1	0,1	2432	2392	2%	0,1	0,1	269	345	-22%
<b>ZAZ</b>	0,1	0,4	2264	7861	-71%	0,1	0,3	153	656	-77%
<b>BOGDAN</b>	0,1	0,3	1678	6248	-73%	0,1	0,6	147	1582	-91%
<b>BAW</b>	0,1	0,1	1148	1207	-5%	0,1	0,1	131	190	-31%
<b>VORTEX</b>	0,1	0,2	923	4220	-78%	0,0	0,5	34	1182	-97%
<b>IZH</b>	0,0	0,1	610	1543	-60%	0,0	0,1	25	372	-93%
<b>TAGAZ</b>	0,0	0,1	311	1076	-71%	0,0	0,1	29	154	-81%
<b>HAIMA</b>	0,0	0,0	187	549	-66%	0,0	-	51	0	-
<b>BYD</b>	0,0	0,1	102	1969	-95%	0,0	0,1	2	187	-99%
<b>ISUZU</b>	0,0	0,0	98	131	-25%	0,0	0,0	25	4	525%
<b>FOTON</b>	0,0	0,0	6	87	-93%	-	0,0	0	9	-

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<b>VIS</b>	-	<b>0,1</b>	-	<b>2427</b>	-	-	<b>0,1</b>	-	<b>299</b>	-
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Different from the international classification: brands represented on the Russian market by SOLLERS Group; see also above

<b>SOLLERS Group</b>	<b>3,1</b>	<b>3,0</b>	<b>55546</b>	<b>57774</b>	<b>-4%</b>	<b>2,9</b>	<b>2,9</b>	<b>6816</b>	<b>7538</b>	<b>-10%</b>
ISUZU	<b>0,0</b>	<b>0,0</b>	98	131	-25%	<b>0,0</b>	<b>0,0</b>	25	4	525%
SSANGYONG	<b>1,2</b>	<b>1,0</b>	22450	20225	11%	<b>1,3</b>	<b>1,0</b>	2934	2679	10%
UAZ	<b>1,8</b>	<b>1,9</b>	32998	37418	-12%	<b>1,7</b>	<b>1,9</b>	3857	4855	-21%

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

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

#	MODEL	BRAND	Jan-August 2013	Jan-August 2012	%	August 2013	August 2012	%
1	Granta	Lada	113734	66915	70%	14951	12511	20%
2	Solaris	Hyundai	75081	75334	0%	8590	7953	8%
3	New Rio	KIA	59046	56425	5%	7159	6602	8%
4	Duster	Renault	53611	22208	141%	5553	4308	29%
5	Polo	VW	47208	46050	3%	5488	4366	26%
6	Focus	Ford	45750	60550	-24%	5837	7690	-24%
7	Kalina	Lada	43767	87198	-50%	2897	8529	-66%
8	Priora	Lada	41444	82910	-50%	4677	12647	-63%
9	Cruze	Chevrolet	37590	41357	-9%	6294	6038	4%
10	Largus	Lada	35083	4025	772%	5514	2769	99%
11	Logan	Renault	34192	44712	-24%	4012	2834	42%
12	Niva	Chevrolet	34062	38981	-13%	4246	4484	-5%
13	4x4	Lada	31205	35424	-12%	5885	4746	24%
14	Sandero	Renault	28946	33889	-15%	2902	2246	29%
15	Octavia A5	Skoda	28870	32826	-12%	3100	4476	-31%
16	Samara	Lada	27886	46667	-40%	4041	6846	-41%
17	RAV 4	Toyota	26931	18660	44%	3542	2434	46%
18	Astra (incl. Astra Cabrio)	Opel	26346	37122	-29%	3814	4675	-18%
19	Camry	Toyota	23231	22805	2%	2767	2854	-3%
20	Qashqai	Nissan	22937	26165	-12%	3549	3960	-10%
21	Sportage	KIA	21831	21143	3%	2801	2862	-2%
22	New Cee'd	KIA	21640	3526	514%	2905	1821	60%
23	ix35	Hyundai	20883	17535	19%	2820	2420	17%
24	Nexia	Daewoo	20478	36364	-44%	2856	5786	-51%
25	Tiguan	VW	18828	21055	-11%	2755	2214	24%

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