



Moscow, December 8, 2009

## **PRESS RELEASE**

### ***Sales of new cars and light commercial vehicles in Russia continue to decrease***

- *Sales of new passenger cars and LCVs in Russia decreased by 50% in the first eleven months of 2009 and by 46% in November 2009*
- *Among the top 10 bestselling models so far this year, eight are locally produced*

**The first eleven months of 2009** saw sales of new cars and light commercial vehicles in Russia decrease by **50%** compared with the same period in 2008, or by 1,351,449 less sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Decrease for **November 2009** amounted to **46%** or 91,145 less sold units as compared with the same period of 2008.

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

“Whilst it is encouraging to see a slightly better November (year-to-year) the level of retail demand remains weak coming into December which is traditionally Russia's strongest month of vehicle sales. It is now vital that we have clarity on all the details of government support for the industry and that this support is applied to all brands sold in Russia. The higher level of import duties on imported cars introduced at the beginning of the year continues to impact many of our members and I'd urge the government to reconsider their decision to extend the increased duties and include a reduction to 2008 levels in its industry support package. This will also prepare the route to harmonise import duties with Belarus and Kazakhstan when the Customs Union becomes operational”, commented David THOMAS, AEB Automobile Manufacturers Committee's Chairman.

Martin JAHN, Vice Chairman of the AEB Automobile Manufacturers Committee continues, “Even though November sales result is lower as compared with the previous months. In the AEB Automobile Manufacturers Committee we hope that at the end of the year the sales will go up as it usually happens in December. At the same time we are afraid that sharp increase in used vehicles imported from Belorussia may cause serious damage for the automakers in Russia as a result of creation the Customs Union in 2010.”

#### Attachments:

1. New car/LCV sales in Russia by brands in November / 11 months 2009
2. New car/LCV sales in Russia by groups in November / 11 months 2009
3. 25 best sold models of cars in Russia in November / 11 months 2009

---

Contact person: Olga Bukova, AEB AMC coordinator [olga.bukova@aebrus.ru](mailto:olga.bukova@aebrus.ru), tel. (+7 495) 234 27 64

*Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.*

#### **AEB SPONSORS 2009**

- Austrian Energy & Environment, Russia • Bank Credit Suisse • Bank WestLB Vostok • BMW Russland Trading • BP • Cargill Enterprises, INC.  
• CMS International • Deloitte • DHL International (Russia) Ltd • E.ON Russia OOO • EMAlliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group  
• Ernst & Young (CIS) BV • Ford Motor Company ZAO • Fortis Life Insurance • GDF SUEZ • In2 Matrix • ING Wholesale Banking  
• Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • Mercedes-Benz Russia • MOL Plc • Novartis Pharma  
• OBI Russia • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia  
• Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA  
• SWIFT Scrl • Telenor • TMF Russia • Total E&P Russia • Volkswagen Group Rus OOO

## NEW CAR AND LCV\* SALES IN RUSSIA BY BRANDS IN NOVEMBER / 11 MONTHS 2009

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

BRANDS	11 months 2009	11 months 2008	%	Nov 2009	Nov 2008	%
LADA	321677	585044	-45%	23952	51300	-53%
CHEVROLET	95100	215480	-56%	6371	16192	-61%
FORD*	75078	169008	-56%	4792	14039	-66%
HYUNDAI*	66721	183013	-64%	7985	11516	-31%
RENAULT*	66018	99784	-34%	6247	7137	-12%
TOYOTA*	62888	176232	-64%	4166	13271	-69%
KIA*	62087	83734	-26%	7218	5251	37%
NISSAN*	59260	134678	-56%	3295	7218	-54%
GAZ*	52285	123465	-58%	4456	6678	-33%
DAEWOO	46963	92160	-49%	3802	4381	-13%
MITSUBISHI*	39038	104525	-63%	2407	5514	-56%
VOLKSWAGEN	36471	45244	-19%	2610	4210	-38%
OPEL*	32516	91462	-64%	1307	5895	-78%
SKODA*	30089	45752	-34%	2451	4284	-43%
UAZ*	29089	49046	-41%	3209	3392	-5%
MAZDA*	28927	69711	-59%	1241	3917	-68%
PEUGEOT*	27750	43918	-37%	1587	4054	-61%
SUZUKI	22687	35555	-36%	3089	2231	38%
HONDA	21783	78024	-72%	1233	8075	-85%
FIAT*	15682	24080	-35%	1477	2127	-31%
BMW	14606	16833	-13%	1420	1170	21%
AUDI	13918	15805	-12%	1082	1382	-22%
CITROEN*	11315	10709	6%	686	1078	-36%
MERCEDES-BENZ	10955	15529	-29%	1250	1212	3%
SUBARU	8519	19937	-57%	829	1419	-42%
LAND ROVER	8307	18360	-55%	779	921	-15%
SSANGYONG	7729	13418	-42%	836	1419	-41%
GEELY	7377	3374	119%	323	764	-58%
VOLVO	6349	18534	-66%	479	1219	-61%
LEXUS	5886	13410	-56%	519	540	-4%
VORTEX	5788	N/A	-	355	N/A	-
CHANCE	5772	-	-	1016	-	-
IZH (incl. VAZ 2104)*	5685	21353	-73%	137	734	-81%
VOLKSWAGEN Vans*	4887	9301	-47%	417	630	-34%
INFINITI	4391	6970	-37%	274	719	-62%
CHERY	4347	15180	-71%	487	538	-9%
TAGAZ*	4274	N/A	-	373	N/A	-
LIFAN	2628	4273	-38%	126	400	-69%
GREAT WALL*	2361	7951	-70%	158	312	-49%
CADILLAC	1416	1553	-9%	85	47	81%
MERCEDES-BENZ Vans*	1273	2667	-52%	174	181	-4%
PORSCHE	1151	1881	-39%	88	70	26%
HUMMER	1068	613	74%	36	41	-12%
BYD	982	4922	-80%	24	245	-90%
JAGUAR	866	1497	-42%	54	74	-27%
SEAT	849	2053	-59%	48	102	-53%
MINI	618	802	-23%	86	41	110%
IVECO*	543	713	-24%	113	45	151%
DODGE	414	4225	-90%	33	125	-74%
JEEP	390	2673	-85%	34	91	-63%
SAAB	335	1151	-71%	25	56	-55%
CHRYSLER	322	1353	-76%	43	56	-23%
IKCO sales stopped	178	1961	-91%	-	95	-
ALFA ROMEO	101	299	-66%	7	21	-67%
ISUZU*	83	26	-	11	18	-39%
<b>TOTAL</b>	<b>1337792</b>	<b>2689241</b>	<b>-50%</b>	<b>105302</b>	<b>196447</b>	<b>-46%</b>

\*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<sub>≤3,5t</sub> (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur.

Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.

### AEB SPONSORS 2009

- Austrian Energy & Environment, Russia • Bank Credit Suisse • Bank WestLB Vostok • BMW Russland Trading • BP • Cargill Enterprises, INC.  
 • CMS International • Deloitte • DHL International (Russia) Ltd • E.ON Russia OOO • EMalliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group  
 • Ernst & Young (CIS) BV • Ford Motor Company ZAO • Fortis Life Insurance • GDF SUEZ • In2 Matrix • ING Wholesale Banking  
 • Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • Mercedes-Benz Russia • MOL Plc • Novartis Pharma  
 • OBI Russia • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia  
 • Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA  
 • SWIFT Srl • Telenor • TMF Russia • Total E&P Russia • Volkswagen Group Rus OOO

**\*\*CHANCE = cars produced by "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)**

## NEW CAR AND LCV\* SALES IN RUSSIA BY GROUPS IN NOVEMBER / 11 MONTHS 2009

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

GROUPS	11 months 2009	11 months 2008	%	Nov 2009	Nov 2008	%
<b>AVTOVAZ</b>	<b>321677</b>	<b>585044</b>	<b>-45%</b>	<b>23952</b>	<b>51300</b>	<b>-53%</b>
<b>GM Group</b>	<b>130435</b>	<b>310259</b>	<b>-58%</b>	<b>7824</b>	<b>22231</b>	<b>-65%</b>
OPEL	32516	91462	-64%	1307	5895	-78%
CHEVROLET	95100	215480	-56%	6371	16192	-61%
CADILLAC	1416	1553	-9%	85	47	81%
HUMMER	1068	613	74%	36	41	-12%
SAAB	335	1151	-71%	25	56	-55%
<b>VW Group</b>	<b>86214</b>	<b>118155</b>	<b>-27%</b>	<b>6608</b>	<b>10608</b>	<b>-38%</b>
VOLKSWAGEN cars	36471	45244	-19%	2610	4210	-38%
VOLKSWAGEN vans	4887	9301	-47%	417	630	-34%
AUDI	13918	15805	-12%	1082	1382	-22%
SEAT**	849	2053	-59%	48	102	-53%
SKODA	30089	45752	-34%	2451	4284	-43%
<b>FORD Group</b>	<b>81427</b>	<b>187542</b>	<b>-57%</b>	<b>5271</b>	<b>15258</b>	<b>-65%</b>
FORD	75078	169008	-56%	4792	14039	-66%
VOLVO	6349	18534	-66%	479	1219	-61%
<b>TOYOTA Group</b>	<b>68774</b>	<b>189642</b>	<b>-64%</b>	<b>4685</b>	<b>13811</b>	<b>-66%</b>
TOYOTA	62888	176232	-64%	4166	13271	-69%
LEXUS	5886	13410	-56%	519	540	-4%
<b>HYUNDAI</b>	<b>66721</b>	<b>183013</b>	<b>-64%</b>	<b>7985</b>	<b>11516</b>	<b>-31%</b>
<b>RENAULT</b>	<b>66018</b>	<b>99784</b>	<b>-34%</b>	<b>6247</b>	<b>7137</b>	<b>-12%</b>
<b>NISSAN Group</b>	<b>63651</b>	<b>141648</b>	<b>-55%</b>	<b>3569</b>	<b>7937</b>	<b>-55%</b>
NISSAN	59260	134678	-56%	3295	7218	-54%
INFINITI	4391	6970	-37%	274	719	-62%
<b>KIA</b>	<b>62087</b>	<b>83734</b>	<b>-26%</b>	<b>7218</b>	<b>5251</b>	<b>37%</b>
<b>GAZ Group</b>	<b>52285</b>	<b>123465</b>	<b>-58%</b>	<b>4456</b>	<b>6678</b>	<b>-33%</b>
GAZ cars	5868	18028	-67%	290	1008	-71%
GAZ vans	46417	105437	-56%	4166	5670	-27%
<b>DAEWOO</b>	<b>46963</b>	<b>92160</b>	<b>-49%</b>	<b>3802</b>	<b>4381</b>	<b>-13%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>39065</b>	<b>54627</b>	<b>-28%</b>	<b>2273</b>	<b>5132</b>	<b>-56%</b>
PEUGEOT	27750	43918	-37%	1587	4054	-61%
CITROEN	11315	10709	6%	686	1078	-36%
<b>MITSUBISHI</b>	<b>39038</b>	<b>104525</b>	<b>-63%</b>	<b>2407</b>	<b>5514</b>	<b>-56%</b>
<b>UAZ</b>	<b>29089</b>	<b>49046</b>	<b>-41%</b>	<b>3209</b>	<b>3392</b>	<b>-5%</b>
<b>MAZDA</b>	<b>28927</b>	<b>69711</b>	<b>-59%</b>	<b>1241</b>	<b>3917</b>	<b>-68%</b>
<b>SUZUKI</b>	<b>22687</b>	<b>35555</b>	<b>-36%</b>	<b>3089</b>	<b>2231</b>	<b>38%</b>
<b>HONDA</b>	<b>21783</b>	<b>78024</b>	<b>-72%</b>	<b>1233</b>	<b>8075</b>	<b>-85%</b>
<b>FIAT GROUP***</b>	<b>16326</b>	<b>25092</b>	<b>-35%</b>	<b>1597</b>	<b>2193</b>	<b>-27%</b>
FIAT	15682	24080	-35%	1477	2127	-31%
ALFA ROMEO	101	299	-66%	7	21	-67%
IVECO	543	713	-24%	113	45	151%
<b>BMW Group</b>	<b>15224</b>	<b>17635</b>	<b>-14%</b>	<b>1506</b>	<b>1211</b>	<b>24%</b>
BMW	14606	16833	-13%	1420	1170	21%
MINI	618	802	-23%	86	41	110%
<b>MERCEDES-BENZ</b>	<b>12228</b>	<b>18196</b>	<b>-33%</b>	<b>1424</b>	<b>1393</b>	<b>2%</b>
MERCEDES-BENZ cars	10955	15529	-29%	1250	1212	3%
MERCEDES-BENZ vans	1273	2667	-52%	174	181	-4%
<b>JAGUAR LAND ROVER</b>	<b>9173</b>	<b>19857</b>	<b>-54%</b>	<b>833</b>	<b>995</b>	<b>-16%</b>
LAND ROVER	8307	18360	-55%	779	921	-15%

Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.

### AEB SPONSORS 2009

- Austrian Energy & Environment, Russia • Bank Credit Suisse • Bank WestLB Vostok • BMW Russland Trading • BP • Cargill Enterprises, INC.  
 • CMS International • Deloitte • DHL International (Russia) Ltd • E.ON Russia OOO • EMalliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group  
 • Ernst & Young (CIS) BV • Ford Motor Company ZAO • Fortis Life Insurance • GDF SUEZ • In2 Matrix • ING Wholesale Banking  
 • Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • Mercedes-Benz Russia • MOL Plc • Novartis Pharma  
 • OBI Russia • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia  
 • Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA  
 • SWIFT Srl • Telenor • TMF Russia • Total E&P Russia • Volkswagen Group Rus OOO

JAGUAR	866	1497	-42%	54	74	-27%
SUBARU	8519	19937	-57%	829	1419	-42%
SSANGYONG	7729	13418	-42%	836	1419	-41%
GEELY	7377	3374	119%	323	764	-58%
VORTEX	5788	N/A	-	355	N/A	-
CHANCE	5772	-	-	1016	-	-
IZH (incl. VAZ 2104)	5685	21353	-73%	137	734	-81%
CHERY	4347	15180	-71%	487	538	-9%
TAGAZ	4274	N/A	-	373	N/A	-
LIFAN	2628	4273	-38%	126	400	-69%
GREAT WALL	2361	7951	-70%	158	312	-49%
PORSCHE	1151	1881	-39%	88	70	26%
CHRYSLER Group	1126	8251	-86%	110	272	-60%
CHRYSLER	322	1353	-76%	43	56	-23%
JEEP	390	2673	-85%	34	91	-63%
DODGE	414	4225	-90%	33	125	-74%
BYD	982	4922	-80%	24	245	-90%
IRAN KHODRO (IKCO) sales stopped	178	1961	-91%	-	95	-
ISUZU	83	26	-	11	18	-39%

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

<b>SOLLER Group</b>	<b>52583</b>	<b>86570</b>	<b>-39%</b>	<b>5533</b>	<b>6956</b>	<b>-20%</b>
FIAT	15682	24080	-35%	1477	2127	-31%
ISUZU	83	26	-	11	18	-39%
SSANGYONG	7729	13418	-42%	836	1419	-41%
UAZ	29089	49046	-41%	3209	3392	-5%

\* LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV<sub>≤3,5t</sub> (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

## 25 BEST SOLD MODELS OF CARS IN RUSSIA IN NOVEMBER / 11 MONTHS 2009

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

#	MODEL	BRAND	11 months 2009	11 months 2008	%	Nov 2009	Nov 2008	%
1	Priora	LADA	91243	119523	-24%	6464	9292	-30%
2	Samara	LADA	83579	158473	-47%	5900	8670	-32%
3	2105/2107	LADA	62373	159310	-61%	4860	23517	-79%
4	Kalina	LADA	56156	86634	-35%	3657	7275	-50%
5	Logan	RENAULT	48726	69042	-29%	5131	4769	8%
6	Focus	FORD	47491	83347	-43%	3348	8278	-60%
7	Lacetti	CHEVROLET	26528	74836	-65%	1639	5644	-71%
8	Nexia	DAEWOO	25518	48981	-48%	2243	2565	-13%
9	4x4	LADA	23565	22276	6%	2904	2033	43%
10	Lanos	CHEVROLET	22015	44496	-51%	871	4020	-78%
11	Niva	CHEVROLET	21927	44308	-51%	2379	3011	-21%
12	Matiz	DAEWOO	21445	43179	-50%	1559	1816	-14%
13	Astra (with Astra Cabrio)	OPEL	17886	38916	-54%	540	2748	-80%
14	Getz	HYUNDAI	17468	35923	-51%	1408	2510	-44%
15	Cee'd	KIA	16998	23239	-27%	1691	1009	68%
16	Corolla	TOYOTA	15431	59148	-74%	524	5377	-90%
17	Camry	TOYOTA	14927	25927	-42%	1093	1764	-38%
18	Aveo	CHEVROLET	14697	30909	-52%	943	2379	-60%
19	Lancer X	MITSUBISHI	13449	53701	-75%	370	2240	-83%
20	Mazda3	MAZDA	12531	37247	-66%	475	1901	-75%
21	Qashqai	NISSAN	12351	29017	-57%	969	1860	-48%
22	Tucson	HYUNDAI	12191	19929	-39%	1674	1661	1%
23	Sportage	KIA	11824	6234	90%	1727	326	430%
24	New X-Trail	NISSAN	11163	22352	-50%	445	1250	-64%
25	Grand Vitara	SUZUKI	11007	18644	-41%	2304	1006	129%

Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.

### AEB SPONSORS 2009

- Austrian Energy & Environment, Russia • Bank Credit Suisse • Bank WestLB Vostok • BMW Russland Trading • BP • Cargill Enterprises, INC.
- CMS International • Deloitte • DHL International (Russia) Ltd • E.ON Russia OOO • EMalliance • Eni S.p.a. • Enel Russia • ERGO Insurance Group
- Ernst & Young (CIS) BV • Ford Motor Company ZAO • Fortis Life Insurance • GDF SUEZ • In2 Matrix • ING Wholesale Banking
- Investment Company IC Russ-Invest • ITE LLC Moscow • John Deere • KPMG • Mercedes-Benz Russia • MOL Plc • Novartis Pharma
- OBI Russia • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank Austria ZAO • Sanofi Aventis Russia
- Servier Pharmaceuticals • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA
- SWIFT Srl • Telenor • TMF Russia • Total E&P Russie • Volkswagen Group Rus OOO