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Moscow

PRESS RELEASE

Flat market performance in the first quarter of 2013

- Sales of new passenger cars and LCVs in Russia dropped by 4% in March 2013
- Among the top ten bestselling models so far, ten are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **March 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 4% in comparison to the same period in 2012. This March **244.030** units were sold; this is 9.070 units less than in March, 2012.

From January to March, 2013 the sales of new cars and light commercial vehicles in Russia remained on the same level in comparison to the same period in 2012.

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

“March sales decrease of 4% year-on-year equalized the small gains made in the January-February period. As a result, we are looking at a flat market performance in the first quarter of 2013 - in line with the AEB full-year forecast published at the beginning of the year.

That forecast still stands, but we will have to watch further developments closely. Intake of new customer orders in the first 3 months of the year has not caught up with the strong momentum seen in the same period last year. One reason for that may be the unusually long winter season. We hope that with the final onset of spring weather, customer activity will increase and contribute to a robust sales result in the second quarter...”

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Attachments:

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

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

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

BRANDS	January - March 2013	January - March 2012	%	March 2013	March 2012	%
Lada	107427	109388	-2%	40480	43593	-7%
Renault*	48030	39303	22%	17990	15524	16%
KIA	41724	39310	6%	16571	15070	10%
Hyundai*	40714	41174	-1%	15919	16263	-2%
Chevrolet	36406	38248	-5%	13841	15425	-10%
Nissan*	35916	42117	-15%	13865	17105	-19%
VW	35274	35761	-1%	12806	15098	-15%
Toyota*	29333	33226	-12%	14136	13973	1%
Ford*	23654	27231	-13%	10239	11479	-11%
Opel	19832	17384	14%	7447	6923	8%
Mitsubishi	19140	13065	46%	9119	5502	66%
Skoda	18619	19176	-3%	7673	8112	-5%
GAZ LCV*	16983	16603	2%	6829	6942	-2%
Daewoo	15898	14092	13%	3408	5187	-34%
UAZ*	11155	11861	-6%	4080	4893	-17%
Mazda	10625	12905	-18%	5112	7182	-29%
BMW	8818	7244	22%	3562	3290	8%
Mercedes-Benz	8595	7119	21%	3638	3012	21%
Peugeot*	8307	10535	-21%	3066	4293	-29%
Audi	8278	7174	15%	3753	3404	10%
SsangYong	7103	6328	12%	2666	2573	4%
Suzuki	6033	6762	-11%	2334	2914	-20%
Citroen*	5947	7687	-23%	2152	3261	-34%
Honda	4948	2922	69%	2124	1579	35%
Great Wall	4685	2733	71%	1840	984	87%
Land Rover	4500	4322	4%	2174	1957	11%
Lifan	4321	4545	-5%	2024	1868	8%
Geely	4261	2766	54%	1938	1173	65%
Chery	4157	3402	22%	1605	1543	4%
Subaru	4009	2929	37%	1788	1064	68%
VW vans*	3466	3606	-4%	1466	1404	4%
Lexus	3212	2414	33%	1568	1045	50%
Volvo	2908	3621	-20%	1512	1891	-20%
Infiniti	2819	2847	-1%	1268	1150	10%
FIAT*	1244	3164	-61%	564	1154	-51%
ZAZ	930	3115	-70%	374	1145	-67%
SEAT	860	248	247%	358	120	198%
Jeep	845	854	-1%	449	499	-10%
Mercedes-Benz Vans*	835	674	24%	362	381	-5%

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Porsche	777	637	22%	338	303	12%
Bogdan	777	1666	-53%	215	720	-70%
MINI	559	499	12%	243	252	-4%
Vortex	517	824	-37%	235	584	-60%
FAW*	506	0	-	231	0	-
BAW*	483	348	39%	195	184	6%
Cadillac	378	563	-33%	154	245	-37%
Jaguar	321	329	-2%	129	153	-16%
Izh	251	592	-58%	93	164	-43%
BYD	100	256	-61%	6	5	20%
Haima	83	390	-79%	7	98	-93%
TagAZ*	64	115	-44%	21	24	-13%
Dodge	51	49	4%	23	25	-8%
Chrysler	39	35	11%	16	16	0%
smart	24	0	-	12	0	-
Isuzu*	23	81	-72%	12	48	-75%
Foton*	6	33	-82%	0	19	-
VIS ²	0	745	-	0	285	-
Total	616770	615017	0%	244030	253100	-4%

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 the cars produced at VIS-AVTO.

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

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

	January-March					March				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
ALL BRANDS			616770	615017	0%			244030	253100	-4%
AVTOVAZ - RENAULT - NISSAN	31.5	31.5	194192	193655	0%	30.2	30.6	73603	77372	-5%
AVTOVAZ	17.4	17.8	107427	109388	-2%	16.6	17.2	40480	43593	-7%
RENAULT	7.8	6.4	48030	39303	22%	7.4	6.1	17990	15524	16%
NISSAN	5.8	6.8	35916	42117	-15%	5.7	6.8	13865	17105	-19%
INFINITI	0.5	0.5	2819	2847	-1%	0.5	0.5	1268	1150	10%
VW Group	10.8	10.7	66497	65965	1%	10.7	11.1	26056	28138	-7%
VOLKSWAGEN cars	5.7	5.8	35274	35761	-1%	5.2	6.0	12806	15098	-15%
VOLKSWAGEN vans	0.6	0.6	3466	3606	-4%	0.6	0.6	1466	1404	4%
AUDI	1.3	1.2	8278	7174	15%	1.5	1.3	3753	3404	10%
SEAT	0.1	0.0	860	248	247%	0.1	0.0	358	120	198%
SKODA	3.0	3.1	18619	19176	-3%	3.1	3.2	7673	8112	-5%
GM Group	9.2	9.1	56616	56195	1%	8.8	8.9	21442	22593	-5%
OPEL	3.2	2.8	19832	17384	14%	3.1	2.7	7447	6923	8%
CHEVROLET	5.9	6.2	36406	38248	-5%	5.7	6.1	13841	15425	-10%
CADILLAC	0.1	0.1	378	563	-33%	0.1	0.1	154	245	-37%
KIA	6.8	6.4	41724	39310	6%	6.8	6.0	16571	15070	10%
HYUNDAI	6.6	6.7	40714	41174	-1%	6.5	6.4	15919	16263	-2%
TOYOTA Group	5.3	5.8	32545	35640	-9%	6.4	5.9	15704	15018	5%
TOYOTA	4.8	5.4	29333	33226	-12%	5.8	5.5	14136	13973	1%

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LEXUS	0.5	0.4	3212	2414	33%	0.6	0.4	1568	1045	50%
FORD	3.8	4.4	23654	27231	-13%	4.2	4.5	10239	11479	-11%
MITSUBISHI	3.1	2.1	19140	13065	46%	3.7	2.2	9119	5502	66%
GAZ LCV	2.8	2.7	16983	16603	2%	2.8	2.7	6829	6942	-2%
DAEWOO	2.6	2.3	15898	14092	13%	1.4	2.0	3408	5187	-34%
PSA PEUGEOT CITROEN	2.3	3.0	14254	18222	-22%	2.1	3.0	5218	7554	-31%
PEUGEOT	1.3	1.7	8307	10535	-21%	1.3	1.7	3066	4293	-29%
CITROEN	1.0	1.2	5947	7687	-23%	0.9	1.3	2152	3261	-34%
UAZ	1.8	1.9	11155	11861	-6%	1.7	1.9	4080	4893	-17%
MAZDA	1.7	2.1	10625	12905	-18%	2.1	2.8	5112	7182	-29%
MERCEDES-BENZ	1.5	1.3	9454	7793	21%	1.6	1.3	4012	3393	18%
MERCEDES-BENZ cars	1.4	1.2	8595	7119	21%	1.5	1.2	3638	3012	21%
MERCEDES-BENZ vans	0.1	0.1	835	674	24%	0.1	0.2	362	381	-5%
smart	0.0	-	24	0	-	0.0	-	12	0	-
BMW Group	1.5	1.3	9377	7743	21%	1.6	1.4	3805	3542	7%
BMW	1.4	1.2	8818	7244	22%	1.5	1.3	3562	3290	8%
MINI	0.1	0.1	559	499	12%	0.1	0.1	243	252	-4%
SSANGYONG	1.2	1.0	7103	6328	12%	1.1	1.0	2666	2573	4%
SUZUKI	1.0	1.1	6033	6762	-11%	1.0	1.2	2334	2914	-20%
HONDA	0.8	0.5	4948	2922	69%	0.9	0.6	2124	1579	35%
JAGUAR LAND ROVER	0.8	0.8	4821	4651	4%	0.9	0.8	2303	2110	9%
LAND ROVER	0.7	0.7	4500	4322	4%	0.9	0.8	2174	1957	11%
JAGUAR	0.1	0.1	321	329	-2%	0.1	0.1	129	153	-16%
GREAT WALL	0.8	0.4	4685	2733	71%	0.8	0.4	1840	984	87%
LIFAN	0.7	0.7	4321	4545	-5%	0.8	0.7	2024	1868	8%
GEELY	0.7	0.4	4261	2766	54%	0.8	0.5	1938	1173	65%
CHERY	0.7	0.6	4157	3402	22%	0.7	0.6	1605	1543	4%
SUBARU	0.6	0.5	4009	2929	37%	0.7	0.4	1788	1064	68%
VOLVO	0.5	0.6	2908	3621	-20%	0.6	0.7	1512	1891	-20%
CHRYSLER Group	0.4	0.7	2179	4102	-47%	0.4	0.7	1052	1694	-38%
FIAT	0.2	0.5	1244	3164	-61%	0.2	0.5	564	1154	-51%
CHRYSLER	0.0	0.0	39	35	11%	0.0	0.0	16	16	0%
JEEP	0.1	0.1	845	854	-1%	0.2	0.2	449	499	-10%
DODGE	0.0	0.0	51	49	4%	0.0	0.0	23	25	-8%
ZAZ	0.2	0.5	930	3115	-70%	0.2	0.5	374	1145	-67%
BOGDAN	0.1	0.3	777	1666	-53%	0.1	0.3	215	720	-70%
PORSCHE	0.1	0.1	777	637	22%	0.1	0.1	338	303	12%
VORTEX	0.1	0.1	517	824	-37%	0.1	0.2	235	584	-60%
FAW	0.1	-	506	0	-	0.1	-	231	0	-
BAW	0.1	0.1	483	348	39%	0.1	0.1	195	184	6%
IZH	0.0	0.1	251	592	-58%	0.0	0.1	93	164	-43%
BYD	0.0	0.0	100	256	-61%	0.0	0.0	6	5	20%
HAIMA	0.0	0.1	83	390	-79%	0.0	0.0	7	98	-93%
TAGAZ	0.0	0.0	64	115	-44%	0.0	0.0	21	24	-13%
ISUZU	0.0	0.0	23	81	-72%	0.0	0.0	12	48	-75%
FOTON	0.0	0.0	6	33	-82%	-	0.0	0	19	-
VIS	-	0.1	0	745	-	-	0.1	0	285	-

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

SOLLERS Group	3.0	3.0	18281	18270	0%	2.8	3.0	6758	7514	-10%
ISUZU	0.0	0.0	23	81	-72%	0.0	0.0	12	48	-75%
SSANGYONG	1.2	1.0	7103	6328	12%	1.1	1.0	2666	2573	4%
UAZ	1.8	1.9	11155	11861	-6%	1.7	1.9	4080	4893	-17%

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

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

#	MODEL	BRAND	Jan-Mar 2013	Jan-Mar 2012	%	March 2013	March 2012	%
1	Granta	Lada	37169	16876	120%	14373	9291	55%
2	Solaris	Hyundai	25388	27072	-6%	9610	10592	-9%
3	New Rio	KIA	19781	18315	8%	8269	7100	16%
4	Kalina	Lada	19538	27820	-30%	6371	11071	-42%
5	Duster	Renault	18345	1883	874%	7007	1860	277%
6	Focus	Ford	16732	19597	-15%	7437	7987	-7%
7	Priora	Lada	16533	27433	-40%	6350	9836	-35%
8	Polo	VW	15161	15295	-1%	5474	6574	-17%
9	Niva	Chevrolet	12024	14049	-14%	4413	5560	-21%
10	Logan	Renault	11784	17140	-31%	4383	6303	-30%
11	4x4	Lada	10791	12611	-14%	3796	4633	-18%
12	Octavia A5	Skoda	10523	10435	1%	4381	4126	6%
13	Sandero	Renault	10380	13488	-23%	3671	4848	-24%
14	Cruze	Chevrolet	10281	10301	0%	4079	4444	-8%
15	Largus	Lada	10170	0	-	3700	0	-
16	Qashqai	Nissan	9599	8837	9%	3510	3624	-3%
17	Nexia	Daewoo	9345	8441	11%	1924	3146	-39%
18	Samara	Lada	9084	14566	-38%	4291	5636	-24%
19	Astra	Opel	8859	12527	-29%	3187	4898	-35%
20	ix35	Hyundai	7628	5574	37%	3019	2153	40%
21	Sportage	KIA	7501	0	-	2838	0	-
22	Camry	Toyota	7253	7061	3%	2775	2937	-6%
23	New X-Trail	Nissan	7153	6668	7%	2946	2602	13%
24	Tiguan	VW	6627	8003	-17%	2219	3285	-32%
25	Matiz	Daewoo	6553	5651	16%	1484	2041	-27%

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