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Moscow

PRESS RELEASE

Negative market trend continues in July 2013

- *Sales of new passenger cars and LCVs in Russia dropped by 8% in July 2013*
- *Among the top ten bestselling models so far, ten are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **July 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 8% in comparison to the same period in 2012. This July **234.569** units were sold; this is 21.357 units less than in July, 2012.

From January to July, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 6% in comparison to the same period in 2012.

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

“Total market momentum was not good in recent months, and July has not brought about a fundamental change to that. There are indications however for that the rate of decline has reached its peak in the 2nd quarter, and that we can expect a gradual improvement to the point of stabilization in the coming months. The recently announced government program in support of retail-financed car purchases will be helpful in reaching this point sooner rather than later, and is therefore very welcome”.

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Attachments:

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

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

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

BRANDS	January-July 2013	January-July 2012	%	July 2013	July 2012	%
Lada	264278	297825	-11%	37549	47093	-20%
Renault*	122646	112202	9%	18013	16623	8%
KIA	111969	108106	4%	17099	17109	0%
Hyundai*	104221	103545	1%	14755	14302	3%
Chevrolet*	95687	115755	-17%	15487	20221	-23%
VW	90583	95573	-5%	13303	14523	-8%
Toyota*	87653	90899	-4%	14599	14073	4%
Nissan*	75352	92131	-18%	11605	12637	-8%
Ford*	60416	73755	-18%	9293	10405	-11%
Skoda	49652	54684	-9%	6805	8702	-22%
Opel	46144	47166	-2%	6551	7514	-13%
GAZ LCV*	45425	47361	-4%	7245	7623	-5%
Mitsubishi	43662	38223	14%	6087	6007	1%
Daewoo	31182	50549	-38%	3908	9103	-57%
UAZ*	29141	32563	-11%	4158	4642	-10%
Mercedes-Benz	23865	19853	20%	3835	3151	22%
Mazda	23442	27830	-16%	3300	3225	2%
BMW	22789	19389	18%	3515	2732	29%
Audi	21135	19320	9%	2954	2757	7%
Peugeot*	20464	26043	-21%	2907	3600	-19%
SsangYong	19516	17546	11%	3651	2669	37%
Citroen*	16772	19716	-15%	2925	2808	4%
Suzuki	16372	20261	-19%	2551	2715	-6%
Honda	14520	11663	24%	2246	2029	11%
Geely	14474	7984	81%	2773	1721	61%
Lifan	14083	11397	24%	2603	1902	37%
Great Wall	12122	7044	72%	1708	1151	48%
Chery	11525	10260	12%	1853	1722	8%
Land Rover	11307	11078	2%	1715	1586	8%
Subaru	9929	8128	22%	1304	1069	22%
VW NFZ*	9010	9281	-3%	1312	1252	5%
Lexus	8774	8229	7%	1298	1491	-13%
Volvo	8407	11831	-29%	1021	1649	-38%
Infiniti	5051	5553	-9%	625	665	-6%
FIAT	4181	4408	-5%	678	355	91%
Mercedes-Benz Vans*	2416	2063	17%	411	329	25%
Jeep	2413	2506	-4%	364	310	17%
FAW*	2329	-	-	461	-	-
SEAT	2292	1145	100%	370	303	22%

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Porsche	2163	2047	6%	299	354	-16%
ZAZ	2111	7205	-71%	219	1162	-81%
MINI	1584	1480	7%	234	257	-9%
Bogdan	1531	4666	-67%	182	573	-68%
BAW*	1017	1017	0%	134	164	-18%
Jaguar	938	911	3%	175	122	43%
Cadillac	909	1383	-34%	114	200	-43%
Vortex	889	3038	-71%	20	448	-96%
Izh	585	1171	-50%	55	134	-59%
TagAZ*	282	922	-69%	170	129	32%
Dodge	147	119	24%	26	8	225%
Haima ³	136	549	-75%	37	12	208%
Chrysler	114	110	4%	21	10	110%
smart	108	2	5300%	26	2	1200%
BYD	100	1782	-94%	0	204	-
Isuzu*	73	127	-43%	20	4	400%
Foton*	6	78	-92%	0	5	-
VIS ²	-	2128	-	-	370	-
Total	1567892	1671600	-6%	234569	255926	-8%

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 LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY-JULY 2013/2012 AND JULY 2013/2012

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

	January-July					July				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
ALL BRANDS			1567892	1671600	-6%			234569	255926	-8%
AVTOVAZ - RENAULT - NISSAN	29,8	30,4	467327	507711	-8%	28,9	30,1	67792	77018	-20%
AVTOVAZ	16,9	17,8	264278	297825	-11%	16,0	18,4	37549	47093	-20%
RENAULT	7,8	6,7	122646	112202	9%	7,7	6,5	18013	16623	8%
NISSAN	4,8	5,5	75352	92131	-18%	4,9	4,9	11605	12637	-8%
INFINITI	0,3	0,3	5051	5553	-9%	0,3	0,3	625	665	-6%
VW Group	11,0	10,8	172672	180003	-4%	10,5	10,8	24744	27537	-10%
VOLKSWAGEN cars	5,8	5,7	90583	95573	-5%	5,7	5,7	13303	14523	-8%
VOLKSWAGEN vans	0,6	0,6	9010	9281	-3%	0,6	0,5	1312	1252	5%
AUDI	1,3	1,2	21135	19320	9%	1,3	1,1	2954	2757	7%
SEAT	0,1	0,1	2292	1145	100%	0,2	0,1	370	303	22%
SKODA	3,2	3,3	49652	54684	-9%	2,9	3,4	6805	8702	-22%
GM Group	9,1	9,8	142740	164304	-13%	9,4	10,9	22152	27935	-21%
OPEL	2,9	2,8	46144	47166	-2%	2,8	2,9	6551	7514	-13%
CHEVROLET	6,1	6,9	95687	115755	-17%	6,6	7,9	15487	20221	-23%
CADILLAC	0,1	0,1	909	1383	-34%	0,0	0,1	114	200	-43%
KIA	7,1	6,5	111969	108106	4%	7,3	6,7	17099	17109	0%

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HYUNDAI	6,6	6,2	104221	103545	1%	6,3	5,6	14755	14302	3%
TOYOTA Group	6,2	5,9	96427	99128	-3%	6,8	6,1	15897	15564	2%
TOYOTA	5,6	5,4	87653	90899	-4%	6,2	5,5	14599	14073	4%
LEXUS	0,6	0,5	8774	8229	7%	0,6	0,6	1298	1491	-13%
FORD	3,9	4,4	60416	73755	-18%	4,0	4,1	9293	10405	-11%
GAZ LCV	2,9	2,8	45425	47361	-4%	3,1	3,0	7245	7623	-5%
MITSUBISHI	2,8	2,3	43662	38223	14%	2,6	2,3	6087	6007	1%
PSA PEUGEOT CITROEN	2,4	2,7	37236	45759	-19%	2,5	2,5	5832	6408	-9%
PEUGEOT	1,3	1,6	20464	26043	-21%	1,2	1,4	2907	3600	-19%
CITROEN	1,1	1,2	16772	19716	-15%	1,2	1,1	2925	2808	4%
DAEWOO	2,0	3,0	31182	50549	-38%	1,7	3,6	3908	9103	-57%
UAZ	1,9	1,9	29141	32563	-11%	1,8	1,8	4158	4642	-10%
MERCEDES-BENZ	1,7	1,3	26389	21918	20%	1,8	1,4	4272	3482	23%
MERCEDES-BENZ cars	1,5	1,2	23865	19853	20%	1,6	1,2	3835	3151	22%
MERCEDES-BENZ vans	0,2	0,1	2416	2063	17%	0,2	0,1	411	329	25%
smart	0,0	-	108	2	5300%	0,0	-	26	2	1200%
BMW Group	1,6	1,2	24373	20869	17%	1,6	1,2	3749	2989	25%
BMW	1,5	1,2	22789	19389	18%	1,5	1,1	3515	2732	29%
MINI	0,1	0,1	1584	1480	7%	0,1	0,1	234	257	-9%
MAZDA	1,5	1,7	23442	27830	-16%	1,4	1,3	3300	3225	2%
SSANGYONG	1,2	1,0	19516	17546	11%	1,6	1,0	3651	2669	37%
SUZUKI	1,0	1,2	16372	20261	-19%	1,1	1,1	2551	2715	-6%
HONDA	0,9	0,7	14520	11663	24%	1,0	0,8	2246	2029	11%
GEELY	0,9	0,5	14474	7984	81%	1,2	0,7	2773	1721	61%
LIFAN	0,9	0,7	14083	11397	24%	1,1	0,7	2603	1902	37%
JAGUAR LAND ROVER	0,8	0,7	12245	11989	2%	0,8	0,7	1890	1708	11%
LAND ROVER	0,7	0,7	11307	11078	2%	0,7	0,6	1715	1586	8%
JAGUAR	0,1	0,1	938	911	3%	0,1	0,0	175	122	43%
GREAT WALL	0,8	0,4	12122	7044	72%	0,7	0,4	1708	1151	48%
CHERY	0,7	0,6	11525	10260	12%	0,8	0,7	1853	1722	8%
SUBARU	0,6	0,5	9929	8128	22%	0,6	0,4	1304	1069	22%
VOLVO	0,5	0,7	8407	11831	-29%	0,4	0,6	1021	1649	-38%
CHRYSLER Group	0,4	0,4	6855	7143	-4%	0,5	0,3	1089	683	59%
FIAT	0,3	0,3	4181	4408	-5%	0,3	0,1	678	355	91%
CHRYSLER	0,0	0,0	114	110	4%	0,0	0,0	21	10	110%
JEEP	0,2	0,1	2413	2506	-4%	0,2	0,1	364	310	17%
DODGE	0,0	0,0	147	119	24%	0,0	0,0	26	8	225%
FAW	0,1	-	2329	-	-	0,2	-	461	-	-
PORSCHE	0,1	0,1	2163	2047	6%	0,1	0,1	299	354	-16%
ZAZ	0,1	0,4	2111	7205	-71%	0,1	0,5	219	1162	-81%
BOGDAN	0,1	0,3	1531	4666	-67%	0,1	0,2	182	573	-68%
BAW	0,1	0,1	1017	1017	0%	0,1	0,1	134	164	-18%
VORTEX	0,1	0,2	889	3038	-71%	0,0	0,2	20	448	-96%
IZH	0,0	0,1	585	1171	-50%	0,0	0,1	55	134	-59%
TAGAZ	0,0	0,1	282	922	-69%	0,1	0,1	170	129	32%
HAIMA	0,0	0,0	136	549	-75%	0,0	0,0	37	12	208%
BYD	0,0	0,1	100	1782	-94%	0,0	0,1	0	204	-
ISUZU	0,0	0,0	73	127	-43%	0,0	0,0	20	4	400%
FOTON	0,0	0,0	6	78	-92%	0,0	0,0	0	5	-

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VIS	-	0,1	-	2128	-	-	0,1	-	370	-
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Different from the international classification: brands represented on the Russian market by SOLLERS Group; see also above

SOLLERS Group	3,1	3,0	48730	50236	-3%	3,3	2,9	7829	7315	7%
ISUZU	0,0	0,0	73	127	-43%	0,0	0,0	20	4	400%
SSANGYONG	1,2	1,0	19516	17546	11%	1,6	1,0	3651	2669	37%
UAZ	1,9	1,9	29141	32563	-11%	1,8	1,8	4158	4642	-10%

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

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

#	MODEL	BRAND	Jan-July 2013	Jan-July 2012	%	July 2013	July 2012	%
1	Granta	Lada	98783	54404	82%	14542	9273	57%
2	Solaris	Hyundai	66493	67381	-1%	9484	9361	1%
3	New Rio	KIA	51887	49823	4%	7651	7804	-2%
4	Duster	Renault	48058	17900	168%	7348	5455	35%
5	Polo	VW	41720	41684	0%	7000	6137	14%
6	Kalina	Lada	40870	78669	-48%	3789	11143	-66%
7	Focus	Ford	39913	52860	-24%	5749	7629	-25%
8	Priora	Lada	36767	70263	-48%	4882	10722	-54%
9	Cruze	Chevrolet	31296	35319	-11%	6644	6452	3%
10	Logan	Renault	30180	41878	-28%	4289	4606	-7%
11	Niva	Chevrolet	29816	34497	-14%	3961	4692	-16%
12	Largus	Lada	29569	1256	2254%	4867	1256	288%
13	Sandero	Renault	26044	31643	-18%	3806	3665	4%
14	Octavia A5	Skoda	25770	28350	-9%	3021	4398	-31%
15	4x4	Lada	25320	30678	-17%	3431	4172	-18%
16	Samara	Lada	23845	39821	-40%	4954	7771	-36%
17	RAV 4	Toyota	23389	16226	44%	3474	2333	49%
18	Astra (incl. Astra Cabrio)	Opel	22532	32447	-31%	3783	4789	-21%
19	Camry	Toyota	20464	19951	3%	4207	3140	34%
20	Qashqai	Nissan	19388	22205	-13%	3242	3120	4%
21	Sportage	KIA	19030	-	-	2675	-	-
22	New Cee'd	KIA	18735	1705	999%	2955	1605	84%
23	ix35	Hyundai	18063	15115	20%	2859	2171	32%
24	Nexia	Daewoo	17622	30578	-42%	2106	5907	-64%
25	Tiguan	VW	16073	18841	-15%	1851	2607	-29%

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