



## Press-release

31 January 2019

### YEAR 2018 ENDED WITH 31% NEW CONSTRUCTION EQUIPMENT INCREASE

#### SALES OF NEW CONSTRUCTION EQUIPMENT FOR Q4 2018 IN RUSSIA INCREASED BY 32%

The Construction Equipment Committee (CEC) was created by the Association of European Businesses (AEB) in February 2008. At the moment CEC represents interests of 80% road-building and special machinery companies of the Russian market.

Comments **Andrey Komov, AEB Construction Equipment Committee Chairman, Managing Director, Volvo CE Russia:**

"The market growth by 31% in 2018 even slightly exceeded our forecasts, which, of course, is good news.

If to compare the market volume with five years maximum – the picture is not that bright. The market volume of 2018 is on the level of 76% of 2013.

The average machine price in Russian Rubles more than doubled during the last 5 years. And this is not only due to national currency devaluation. Dozens of billions of Rubles was paid to the budget as disposal fee for construction equipment in 2018.

This is an extra burden for the customers, since manufacturers cannot get disposal fee subsidized due to the fact that it is impossible to meet localization requirements set by the Government.

As for 2019 – we very much hope that implementation of planned infrastructure development projects will drive market further up despite negative external factors. We are very concerned by initiatives of Ministry of Industry and Trade to review decrees, which are regulating our industry without consultations with the business. We hope, that wide range of industrial experts including international companies working in Russia will be involved into working out long term industrial strategy for construction equipment".

Contacts:

For companies:

Asker Nakhushhev, AEB Construction Equipment Committee Coordinator, [asker.nakhushhev@aebrus.ru](mailto:asker.nakhushhev@aebrus.ru), tel. +7 (495) 234 27 64 ex.116  
Yuliya Sheglova, Project Manager for market researches and statistics, [yuliya.sheglova@aebrus.ru](mailto:yuliya.sheglova@aebrus.ru), tel. +7 (495) 234 27 64 ex.144

For Media:

Ekaterina Mukhina, Communications Manager\Press Secretary, [ekaterina.mukhina@aebrus.ru](mailto:ekaterina.mukhina@aebrus.ru), tel. +7 (495) 234 27 64 ex. 136

-----  
Attachments:

1. Sales of new construction equipment for IV Q 2018/2017 and in 2018/2017 in Russia

AEB SPONSORS 2019 – СПОНСОРЫ АЕБ 2019

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • BSH Bytowwyje Pribory OOO • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Creon Capital S.a.r.l • Deloitte CIS • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • ManpowerGroup • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • Novartis Group Russia • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • ROCA • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC • VimpelCom PJSC (Beeline) • YIT



## SALES OF NEW CONSTRUCTION EQUIPMENT FOR IV Q 2018/2017 AND 2018/2017 IN RUSSIA

Cumulative retail sales data of the AEB Construction Equipment Committee comprises machines of the following manufacturers and importers: Кранекс, РМ-Терекс, Четра, Эксмаш\*, Bell Equipment, Bobcat, Caterpillar, CNH, John Deere, Doosan, Dressta\*, Hidromek\*\*, Hitachi, Hyundai, JCB, Komatsu, Liebherr, Volvo.

\* Эксмаш, Dressta - data starting from 2017

\*\* Hidromek - data starting from 2018

Backhoe-Loaders		
4 Q 2018	4 Q 2017	%
919	675	36%

	Backhoe-Loaders		
	2018	2017	% 2018/2017
January	106	62	71%
February	175	105	67%
March	235	156	51%
April	262	168	56%
May	212	147	44%
June	250	192	30%
July	208	168	24%
August	186	153	22%
September	225	185	22%
October	234	161	45%
November	239	224	7%
December	446	290	54%
<b>Total</b>	<b>2778</b>	<b>2011</b>	<b>38%</b>

Crawler Excavators		
4 Q 2018	4 Q 2017	%
1174	862	36%

	Crawler Excavators		
	2018	2017	% 2018/2017
January	161	102	58%
February	269	178	51%
March	338	250	35%
April	302	228	32%
May	315	216	46%
June	352	278	27%
July	344	272	26%
August	329	271	21%
September	342	258	33%
October	331	264	25%
November	349	261	34%
December	494	337	47%
<b>Total</b>	<b>3 926</b>	<b>2915</b>	<b>35%</b>

AEB SPONSORS 2019 – СПОНСОРЫ АЕБ 2019

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • BSH Bytowjye Pribory OOO • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Creon Capital S.a.r.l • Deloitte CIS • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • ManpowerGroup • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • Novartis Group Russia • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • ROCA • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipr PJSC • VimpelCom PJSC (Beeline) • YIT



Skid Steer Loaders		
4 Q 2018	4 Q 2017	%
264	331	-20%

	Skid Steer Loaders		
	2018	2017	% 2018/2017
January	41	34	21%
February	60	52	15%
March	109	59	85%
April	104	52	100%
May	88	82	7%
June	74	70	6%
July	104	62	68%
August	86	58	48%
September	83	81	2%
October	50	106	-53%
November	107	89	20%
December	107	136	-21%
<b>Total</b>	<b>1 013</b>	<b>881</b>	<b>15%</b>

Wheel Loaders		
4 Q 2018	4 Q 2017	%
313	263	19%

	Wheel Loaders		
	2018	2017	% 2018/2017
January	55	51	8%
February	81	31	161%
March	84	91	-8%
April	95	75	27%
May	75	81	-7%
June	102	86	19%
July	109	91	20%
August	117	65	80%
September	108	83	30%
October	97	79	23%
November	76	78	-3%
December	140	106	32%
<b>Total</b>	<b>1 139</b>	<b>917</b>	<b>24%</b>

AEB SPONSORS 2019 – СПОНСОРЫ АЕБ 2019

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • BSH Bytowskye Pribrory OOO • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Creon Capital S.a.r.l • Deloitte CIS • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • ManpowerGroup • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • Novartis Group Russia • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • ROCA • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC • VimpelCom PJSC (Beeline) • YIT



Crawler Tractors		
4 Q 2018	4 Q 2017	%
282	214	32%

	Crawler Tractors		
	2018	2017	% 2018/2017
January	52	35	49%
February	52	31	68%
March	72	60	20%
April	72	53	36%
May	66	51	29%
June	118	71	66%
July	89	100	-11%
August	120	87	38%
September	95	79	20%
October	95	52	83%
November	72	81	-11%
December	115	81	42%
<b>Total</b>	<b>1 018</b>	<b>781</b>	<b>30%</b>

Wheel Excavators		
4 Q 2018	4 Q 2017	%
184	106	74%

	Wheel Excavators		
	2018	2017	% 2018/2017
January	22	7	214%
February	35	23	52%
March	41	40	2%
April	54	39	38%
May	42	46	-9%
June	50	33	52%
July	54	29	86%
August	41	43	-5%
September	42	46	-9%
October	52	32	63%
November	38	36	6%
December	94	38	147%
<b>Total</b>	<b>565</b>	<b>412</b>	<b>37%</b>

AEB SPONSORS 2019 – СПОНСОРЫ АЕБ 2019

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • BSH Bytowsyje Pribory OOO • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Creon Capital S.a.r.l • Deloitte CIS • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • ManpowerGroup • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • Novartis Group Russia • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • ROCA • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC • VimpelCom PJSC (Beeline) • YIT



Motor Graders		
4 Q 2018	4 Q 2017	%
298	208	43%

	Motor Graders		
	2018	2017	% 2018/2017
January	36	44	-18%
February	40	39	3%
March	59	40	48%
April	51	62	-18%
May	50	50	0%
June	58	74	-22%
July	67	72	-7%
August	69	54	28%
September	85	69	23%
October	80	70	14%
November	106	64	66%
December	112	74	51%
<b>Total</b>	<b>813</b>	<b>712</b>	<b>14%</b>

Articulated Haulers		
4 Q 2018	4 Q 2017	%
124	35	254%

	Articulated Haulers		
	2018	2017	% 2018/2017
January	7	2	250%
February	5	12	-58%
March	15	8	88%
April	22	8	175%
May	17	20	-15%
June	28	26	8%
July	15	11	36%
August	21	21	0%
September	19	9	111%
October	41	6	583%
November	38	4	850%
December	45	25	80%
<b>Total</b>	<b>273</b>	<b>152</b>	<b>80%</b>

AEB SPONSORS 2019 – СПОНСОРЫ АЕБ 2019

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • BSH Bytowyje Pribrory OOO • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Creon Capital S.a.r.l • Deloitte CIS • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • ManpowerGroup • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • Novartis Group Russia • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • ROCA • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC • VimpelCom PJSC (Beeline) • YIT



Rigid Frame Haulers		
4 Q 2018	4 Q 2017	%
84	73	15%

	Rigid Frame Haulers		
	2018	2017	% 2018/2017
January	20	18	11%
February	26	17	53%
March	17	9	89%
April	32	11	191%
May	24	32	-25%
June	35	21	67%
July	21	20	5%
August	24	19	26%
September	23	27	-15%
October	18	11	64%
November	33	25	32%
December	33	37	-11%
<b>Total</b>	<b>306</b>	<b>247</b>	<b>24%</b>

**Total:**

4 Q 2018	4 Q 2017	%
3642	2767	32%

2018	2017	%
11831	9028	31%

**When using this data, please always refer to the Association of European Businesses.**

AEB SPONSORS 2019 – СПОНСОРЫ АЕБ 2019

• Allianz IC OJSC • Atos • Bank Credit Suisse (Moscow) • BP • BSH Bytowyje Pribyrov OOO • Cargill Enterprises Inc. • CHEP Rus LLC • Clifford Chance • Continental Tires RUS LLC • Creon Capital S.a.r.l • Deloitte CIS • DuPont Science & Technologies • Enel Russia • ENGIE • Eni S.p.A • Equinor Russia AS • EY • FAURECIA Automotive Development LLC • GE (General Electric International (Benelux) B.V.) • HeidelbergCement • ING Wholesale Banking in Russia • John Deere Rus, LLC • KPMG • ManpowerGroup • Mercedes-Benz Russia • Merck LLC • Messe Frankfurt Rus Ltd • MetLife • METRO AG • Michelin • Novartis Group Russia • OBI Russia • Oriflame • Porsche Russland • Procter & Gamble • PwC • Raiffeisenbank AO • ROCA • Shell Exploration & Production Services (RF) B.V. • Signify • SOGAZ Insurance Group • Total E&P Russie • Unipro PJSC • VimpelCom PJSC (Beeline) • YIT