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Moscow

PRESS RELEASE

Russian Automotive Market is to consolidate close to its current level in 2013

- *Sales of new passenger cars and LCVs in Russia increased by 11% in 2012 and by only 1% in December 2012*
- *Among the top ten bestselling models so far, ten models are locally produced*
- *AEB AMC announces its forecast for 2013 at 2.95 million cars and LVCs*

Year 2012 saw sales of new cars and light commercial vehicles in Russia increase by 11% compared with 2011 or by 281.308 more sold units according to the AEB Automobile Manufacturers Committee (AEB AMC).

Growth for **December 2012** amounted only to 1 % or 1.467 units compared with the same period in 2011. This December 253.158 units were sold.

Among **the top ten bestselling models** of passenger cars, ten are produced in Russia.

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

“December 2012 closed with a small improvement over the same month last year, bringing full year sales to a level of 2.935 million units, up 11% from 2011. This result established a new sales record for Russia, exceeding the previous peak level of 2.918 million units established in 2008 - if only by a narrow margin.

The outlook for the market in 2013 holds little promise for a quick return to growth at the double-digit rates enjoyed in recent years. An AMC member poll of industry expectations for the current year resulted in a scope of +/- 5% around a median of 2.95 million sales of PC and LVC in Russia in 2013. This suggests the market will consolidate at or close to its current level – an assumption supported by the actual performance in the last couple of months.”

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Attachments:

1. New car/LCV sales in Russia by brands for January – December 2012/2011 and December 2012/2011
2. New car/LCV sales in Russia by groups for January – December 2012/2011 and December 2012/2011
3. 25 best sold models of cars in Russia for January – December 2012/2011 and December 2012/2011

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NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY- DECEMBER 2012/2011 AND DECEMBER 2012/2011

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

BRANDS	Jan-Dec 2012	Jan-Dec 2011	%	December 12	December 11	%
Lada	537625	578387	-7%	43354	43172	0%
Chevrolet	205042	173484	18%	15815	16420	-4%
Renault	189852	154734	23%	17242	14741	17%
KIA	187330	152873	23%	14752	10677	38%
Hyundai	174286	163447	7%	12845	16466	-22%
VW	164702	118003	40%	13310	13776	-3%
Nissan	153747	138827	11%	11677	16402	-29%
Toyota	153047	119505	28%	12755	13975	-9%
Ford	130809	118031	11%	14162	13200	7%
Skoda	99062	74074	34%	9990	8887	12%
GAZ LCV	90247	90034	0%	9238	8859	4%
Daewoo	88232	92778	-5%	8073	6869	18%
Opel	81242	67555	20%	7793	6674	17%
Mitsubishi	74294	74166	0%	8416	7321	15%
UAZ	60653	57148	6%	6236	7029	-11%
Mazda	44443	39718	12%	2963	4271	-31%
Peugeot	44420	44304	0%	3478	3904	-11%
BMW	37515	28165	33%	4398	2942	49%
Mercedes-Benz	37436	29058	29%	3770	2526	49%
Audi	33512	23250	44%	2194	1771	24%
Citroen	32859	27638	19%	2321	2882	-19%
Suzuki	32684	35469	-8%	2761	2881	-4%
SsangYong	31198	22692	37%	3160	2863	10%
Honda	21512	19101	13%	2087	1662	26%
Lifan	20544	17916	15%	1830	1877	-3%
Volvo	20364	19209	6%	1839	2561	-28%
Land Rover	19043	13183	44%	1786	1644	9%
Chery	19004	7278	161%	1429	900	59%
Geely	17566	6060	190%	2003	1337	50%
VW NFZ	16161	12345	31%	1474	1363	8%
Lexus	15653	13698	14%	1299	1242	5%
Great Wall	14373	6777	112%	1809	841	115%
Subaru	14296	12371	16%	1669	1192	40%
GAZ ²	9964	20049	-50%	412	1751	-76%
Infiniti	9209	7042	31%	770	889	-13%
FIAT	8623	28254	-69%	956	2303	-58%
Bogdan	7512	8683	-13%	306	784	-61%

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Vortex ²	5953	12103	-51%	357	383	-7%
Jeep	4704	2093	125%	390	326	20%
Mercedes-Benz Vans	3974	2702	47%	417	462	-10%
Porsche	3613	2202	64%	239	100	139%
BYD ⁴	2630	2004	31%	50	160	-69%
MINI	2629	2002	31%	175	207	-15%
SEAT	2500	1127	122%	366	60	510%
Izh	2465	5163	-52%	132	431	-69%
Cadillac	2024	2226	-9%	148	0	-
BAW ⁵	1845	n/a	-	120	n/a	-
Jaguar	1506	1182	27%	140	168	-17%
TagAZ ³	1331	1840	-28%	28	311	-91%
Haima	591	3114	-81%	32	211	-85%
FAW ⁹	560	-	-	109	-	-
Dodge	206	158	30%	21	13	62%
Chrysler	194	76	155%	23	1	2200%
Isuzu	156	371	-58%	9	2	350%
Foton ⁶	141	134	5%	25	2	1150%
smart ⁸	28	-	-	5	-	-
Total	2935111	2653803	11%	253158	251691	1%

¹ LCV sales are included into total brand's sales if exist in the product line of the brand; reported separately for some brands. LCV_{3,5t} (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur

² VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

³ TAGAZ = cars and LCVs of TAGAZ brand produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

⁴ BYD F3 = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ

⁵ BAW = the industrial assembly of cars and buses at the factory OOO "BAU-RUS Motor Corporation" has been taking place in the city of Ulyanovsk since 2008 (from 2006 to 2008 the company was the exclusive distributor of the BAW commercial vehicles in Russia)

⁶ Cars are produced in China by BEIQI FOTON MOTOR Co., LTD, and have been represented in Russia, since the 2009, by the distributor LLC "FOTON MOTOR"

⁷ ZAZ distributor in Russia changed in April 2011

⁸ smart sales in Russia are done via ZAO Mercedes-Benz RUS starting from July 2012.

⁹ FAW brand sales in Russia are being done via OOO «QUEENGROUP», official distributor in Russian since August 2012

NEW CAR AND LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY- DECEMBER 2012/2011 AND DECEMBER 2012/2011

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

GROUPS	Jan-Dec 2012	Jan-Dec 2011	%	December 12	December 11	%
AVTOVAZ - RENAULT - NISSAN	890433	878990	1%	73043	75204	-3%
AVTOVAZ	537625	578387	-7%	43354	43172	0%
RENAULT	189852	154734	23%	17242	14741	17%
NISSAN	153747	138827	11%	11677	16402	-29%
INFINITI	9209	7042	31%	770	889	-13%
VW Group	315937	228799	38%	27334	25857	6%
VOLKSWAGEN cars	164702	118003	40%	13310	13776	-3%
VOLKSWAGEN vans	16161	12345	31%	1474	1363	8%
AUDI	33512	23250	44%	2194	1771	24%
SEAT ²	2500	1127	122%	366	60	510%
SKODA	99062	74074	34%	9990	8887	12%
GM Group	288308	243265	19%	23756	23094	3%
OPEL	81242	67555	20%	7793	6674	17%
CHEVROLET	205042	173484	18%	15815	16420	-4%
CADILLAC	2024	2226	-9%	148	0	-
KIA	187330	152873	23%	14752	10677	38%
HYUNDAI	174286	163447	7%	12845	16466	-22%
TOYOTA Group	168700	133203	27%	14054	15217	-8%
TOYOTA	153047	119505	28%	12755	13975	-9%
LEXUS	15653	13698	14%	1299	1242	5%
FORD	130809	118031	11%	14162	13200	7%

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GAZ LCV	90247	90034	0%	9238	8859	4%
DAEWOO	88232	92778	-5%	8073	6869	18%
PSA PEUGEOT CITROEN	77279	71942	7%	5799	6786	-15%
PEUGEOT	44420	44304	0%	3478	3904	-11%
CITROEN	32859	27638	19%	2321	2882	-19%
MITSUBISHI	74294	74166	0%	8416	7321	15%
UAZ	60653	57148	6%	6236	7029	-11%
MAZDA	44443	39718	12%	2963	4271	-31%
MERCEDES-BENZ	41438	31760	30%	4192	2988	40%
MERCEDES-BENZ cars	37436	29058	29%	3770	2526	49%
MERCEDES-BENZ vans	3974	2702	47%	417	462	-10%
smart	28	-	-	5	-	-
BMW Group	40144	30167	33%	4573	3149	45%
BMW	37515	28165	33%	4398	2942	49%
MINI	2629	2002	31%	175	207	-15%
SUZUKI	32684	35469	-8%	2761	2881	-4%
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JAGUAR LAND ROVER	20549	14365	43%	1926	1812	6%
LAND ROVER	19043	13183	44%	1786	1644	9%
JAGUAR	1506	1182	27%	140	168	-17%
LIFAN	20544	17916	15%	1830	1877	-3%
VOLVO	20364	19209	6%	1839	2561	-28%
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GEELY	17566	6060	190%	2003	1337	50%
GREAT WALL	14373	6777	112%	1809	841	115%
SUBARU	14296	12371	16%	1669	1192	40%
CHRYSLER Group³	10645	2327	357%	1390	340	309%
FIAT	5541	-	-	956	-	-
CHRYSLER	194	76	155%	23	1	2200%
JEEP	4704	2093	125%	390	326	20%
DODGE	206	158	30%	21	13	62%
ZAZ	9964	20049	-50%	412	1751	-76%
BOGDAN	7512	8683	-13%	306	784	-61%
VORTEX	5953	12103	-51%	357	383	-7%
PORSCHE	3613	2202	64%	239	100	139%
BYD	2630	2004	31%	50	160	-69%
IZH	2465	5163	-52%	132	431	-69%
BAW	1845	n/a	-	120	n/a	-
TAGAZ	1331	1840	-28%	28	311	-91%
HAIMA	591	3114	-81%	32	211	-85%
FAW	560	-	-	109	-	-
ISUZU	156	371	-58%	9	2	350%
FOTON	141	134	5%	25	2	1150%

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

SOLLERS Group	92007	80211	15%	9405	9894	-5%
ISUZU	156	371	-58%	9	2	350%
SSANGYONG	31198	22692	37%	3160	2863	10%
UAZ	60653	57148	6%	6236	7029	-11%

¹ LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV$\geq 5t$ (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur

² SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

³ Starting from 2012 Chrysler Rus is the only official FIAT distributor in Russia. The rest stock, which is at Sollers, will be sold in 2012.

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-DECEMBER 2012/2011 AND DECEMBER 2012/2011

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

#	MODEL	BRAND	Jan-Dec 2012	Jan-Dec 2011	%	December 12	December 11	%
1	Priora	Lada	125951	138697	-9%	10429	9480	10%
2	Granta	Lada	121151	1023	11743%	13153	1023	1186%
3	Kalina	Lada	119890	142930	-16%	6095	11214	-46%
4	Solaris	Hyundai	110776	97243	14%	7196	10608	-32%
5	Focus	Ford	92219	82457	12%	9831	9093	8%
6	New Rio	KIA	84730	49858	70%	5540	4028	38%
7	Polo	VW	69385	52100	33%	5144	6258	-18%
8	Samara	Lada	67971	122473	-45%	5239	11349	-54%
9	Cruze	Chevrolet	63181	37710	68%	5182	3698	40%
10	Niva	Chevrolet	59331	54425	9%	5381	6633	-19%
11	Logan	Renault	58734	81909	-28%	3810	6642	-43%
12	Nexia	Daewoo	55034	54567	1%	5238	4059	29%
13	4x4	Lada	54656	60738	-10%	4727	4595	3%
14	Astra (incl. Astra Cabrio)	Opel	52331	48030	9%	3930	4863	-19%
15	Octavia A5	Skoda	52036	41130	27%	5090	4715	8%
16	Sandero	Renault	48632	45694	6%	4104	5190	-21%
17	Duster	Renault	47344	40	118260%	6659	40	16548%
18	Qashqai	Nissan	36793	35231	4%	2556	4231	-40%
19	Lacetti	Chevrolet	34793	42100	-17%	2068	3968	-48%
20	Camry	Toyota	34619	21443	61%	3289	2688	22%
21	Corolla	Toyota	33262	27007	23%	2334	2585	-10%
22	Matiz	Daewoo	33198	38211	-13%	2835	2810	1%
23	New Sportage	KIA	32716	23880	37%	3523	2012	75%
24	2104/2105/2107	Lada	32444	112522	-71%	899	5510	-84%
25	Tiguan	VW	31272	18385	70%	2750	2709	2%

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