



9th April, 2012
Moscow

PRESS RELEASE

The Year Continues Strong for New Cars and Light Commercial Vehicles in Russia

- *Sales of new passenger cars and LCVs in Russia increased by 13% in March, 2012*
- *Among the top ten bestselling models so far, ten are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **March, 2012** saw the sales of new cars and light commercial vehicles in Russia increase by **13%** in comparison to the same period in 2011. This March, 252,816 units were sold; this is 28,974 units more than in March, 2011.

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

The first quarter of 2012 saw the percentage sales of new cars and light commercial vehicles in Russia increase by **19%** in comparison to the same period in 2011 or by 96,007 more sold units.

David Thomas, Chairman of the **AEB Automobile Manufacturers Committee** commented:

“The passenger car and light commercial vehicles market in Russia continued to show sustained growth in March though at a lower level than in the first two months of 2012. We are seeing signs of a more normalised market as stocks of 2011 production year cars fall and supply of 2012 cars comes on stream. There is still a significant range of year on year growth across different brands. Q1 in 2011 was also a very strong period of growth so 19% growth in Q1 2012 is still a very encouraging performance. The Automotive Manufacturer's committee does not yet see any change to our previous view of 2.8m full year, but will review our forecast during April and announce any change in next month's press release.”

Attachments:

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

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NEW CAR AND LCV* SALES IN RUSSIA BY BRANDS IN JANUARY-MARCH 2012/2011 AND MARCH 2012/2011

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

| BRANDS | Jan -Mar 2012 | Jan -Mar 2011 | % | Mar 2012 | Mar 2011 | % |
|----------------------|---------------|---------------|-------|----------|----------|------|
| LADA | 109388 | 128548 | -15% | 43593 | 52626 | -17% |
| NISSAN ¹ | 42117 | 27629 | 52% | 17105 | 10278 | 66% |
| HYUNDAI ¹ | 41174 | 27491 | 50% | 16263 | 12517 | 30% |
| KIA | 39310 | 30250 | 30% | 15070 | 12050 | 25% |
| RENAULT ¹ | 39303 | 31031 | 27% | 15524 | 13236 | 17% |
| CHEVROLET | 38248 | 31003 | 23% | 15425 | 13941 | 11% |
| VW | 35761 | 16783 | 113% | 15098 | 7060 | 114% |
| TOYOTA ¹ | 33226 | 27103 | 23% | 13973 | 12567 | 11% |
| FORD ¹ | 27231 | 20919 | 30% | 11479 | 10644 | 8% |
| SKODA | 19176 | 13415 | 43% | 8112 | 5520 | 47% |
| OPEL | 17384 | 12117 | 43% | 6923 | 4974 | 39% |
| GAZ LCV ¹ | 16603 | 16133 | 3% | 6942 | 6985 | -1% |
| DAEWOO | 14092 | 18152 | -22% | 5187 | 8354 | -38% |
| MITSUBISHI | 13065 | 14516 | -10% | 5502 | 6051 | -9% |
| MAZDA | 12905 | 9062 | 42% | 7182 | 4753 | 51% |
| UAZ ¹ | 11861 | 11171 | 6% | 4893 | 4775 | 2% |
| PEUGEOT ¹ | 10535 | 9122 | 15% | 4293 | 3671 | 17% |
| CITROEN ¹ | 7687 | 5444 | 41% | 3261 | 2287 | 43% |
| BMW | 7244 | 4959 | 46% | 3290 | 2003 | 64% |
| AUDI | 7174 | 4413 | 63% | 3404 | 1703 | 100% |
| MERCEDES-BENZ | 7119 | 5363 | 33% | 3012 | 2301 | 31% |
| SUZUKI | 6762 | 8298 | -19% | 2914 | 3725 | -22% |
| SSANGYONG | 6328 | 3574 | 77% | 2573 | 1578 | 63% |
| LIFAN ³ | 4545 | 2697 | 69% | 1868 | 1028 | 82% |
| LAND ROVER | 4322 | 2674 | 62% | 1957 | 1295 | 51% |
| VOLVO | 3621 | 2545 | 42% | 1891 | 1260 | 50% |
| VW NFZ ¹ | 3606 | 2350 | 53% | 1404 | 1063 | 32% |
| CHERY | 3402 | 970 | 251% | 1543 | 385 | 301% |
| FIAT ¹ | 3164 | 5870 | -46% | 1154 | 3430 | -66% |
| ZAZ | 3115 | 3228 | -4% | 1145 | 1235 | -7% |
| SUBARU | 2929 | 2501 | 17% | 1064 | 1058 | 1% |
| HONDA | 2922 | 3925 | -26% | 1579 | 2323 | -32% |
| INFINITI | 2847 | 1966 | 45% | 1150 | 891 | 29% |
| GEELY | 2766 | 595 | 365% | 1173 | 273 | 330% |
| GREAT WALL | 2733 | 1185 | 131% | 984 | 426 | 131% |
| LEXUS | 2415 | 3051 | -21% | 1046 | 1437 | -27% |
| BOGDAN ⁵ | 1666 | 1825 | -9% | 720 | 952 | -24% |
| JEEP | 854 | 224 | 281% | 499 | 86 | 480% |
| VORTEX ⁴ | 824 | 1829 | -55% | 584 | 1235 | -53% |
| MERCEDES-BENZ VANS | 674 | 263 | 156% | 381 | 133 | 186% |
| PORSCHE | 637 | 362 | 76% | 303 | 141 | 115% |
| IZH | 592 | 1200 | -51% | 164 | 639 | -74% |
| CADILLAC | 563 | 421 | 34% | 245 | 167 | 47% |
| MINI | 499 | 239 | 109% | 252 | 137 | 84% |
| HAIMA | 390 | 651 | -40% | 98 | 304 | -68% |
| BAW ¹¹ | 348 | n/a | - | 184 | n/a | - |
| JAGUAR | 329 | 200 | 65% | 153 | 100 | 53% |
| BYD ⁷ | 256 | 10 | 2460% | 5 | 0 | - |
| SEAT | 248 | 242 | 2% | 120 | 127 | -6% |
| TAGAZ ⁶ | 115 | 602 | -81% | 24 | 52 | -54% |
| ISUZU ¹ | 81 | 68 | 19% | 48 | 29 | 66% |
| DODGE | 49 | 41 | 20% | 25 | 26 | -4% |

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|---------------------|---------------|---------------|------------|---------------|---------------|------------|
| CHRYSLER | 35 | 24 | 46% | 16 | 11 | 45% |
| FOTON ¹² | 33 | 12 | 175% | 19 | 0 | - |
| TOTAL | 614273 | 518266 | 19% | 252816 | 223842 | 13% |

1 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_{≤3,5t} (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur

2 CHANCE = cars produced at "ZAZ" CJCS (Zaporizhzhia Automobile Building Plant, Ukraine), from July 2009 distributed in Russia by QUEENGROUP.

3 LIFAN distributor in Russia changed in 2010

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

5 BOGDAN = cars and LCVs of BOGDAN brand produced in Cherkassy, Ukraine by Bogdan corporation (BOGDAN 2110, 2111, 2310; exported to Russia from April 2010

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

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

8 Sales of the following brands stopped in 2010: Alfa Romeo, Hummer, SAAB

9 From January 2011 data on IVECO is not submitted

10 From January 2010 the sales of LADA 2014 of IzhAuto are included into LADA's data

11 BAW = the industrial assembly of cars and buses at the factory OOO "BAU-ENG 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)

12 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"

NEW CAR AND LCV* SALES IN RUSSIA BY GROUPS IN JANUARY-MARCH 2012/2011 AND MARCH 2012/2011

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

| GROUPS | Jan -Mar 2012 | Jan -Mar 2011 | % | Mar 2012 | Mar 2011 | % |
|---|---------------|---------------|------|----------|----------|------|
| AVTOVAZ - RENAULT – NISSAN ⁵ | 193655 | 189174 | 2% | 77372 | 77031 | 0% |
| AVTOVAZ | 109388 | 128548 | -15% | 43593 | 52626 | -17% |
| RENAULT | 39303 | 31031 | 27% | 15524 | 13236 | 17% |
| NISSAN | 42117 | 27629 | 52% | 17105 | 10278 | 66% |
| INFINITI | 2847 | 1966 | 45% | 1150 | 891 | 29% |
| VW Group | 65965 | 37203 | 77% | 28138 | 15473 | 82% |
| VOLKSWAGEN cars | 35761 | 16783 | 113% | 15098 | 7060 | 114% |
| VOLKSWAGEN vans | 3606 | 2350 | 53% | 1404 | 1063 | 32% |
| AUDI | 7174 | 4413 | 63% | 3404 | 1703 | 100% |
| SEAT ² | 248 | 242 | 2% | 120 | 127 | -6% |
| SKODA | 19176 | 13415 | 43% | 8112 | 5520 | 47% |
| GM Group | 56195 | 43541 | 29% | 22593 | 19082 | 18% |
| OPEL | 17384 | 12117 | 43% | 6923 | 4974 | 39% |
| CHEVROLET | 38248 | 31003 | 23% | 15425 | 13941 | 11% |
| CADILLAC | 563 | 421 | 34% | 245 | 167 | 47% |
| HYUNDAI | 41174 | 27491 | 50% | 16263 | 12517 | 30% |
| KIA | 39310 | 30250 | 30% | 15070 | 12050 | 25% |
| TOYOTA Group | 35641 | 30154 | 18% | 15019 | 14004 | 7% |
| TOYOTA | 33226 | 27103 | 23% | 13973 | 12567 | 11% |
| LEXUS | 2415 | 3051 | -21% | 1046 | 1437 | -27% |
| FORD | 27231 | 20919 | 30% | 11479 | 10644 | 8% |
| PSA PEUGEOT CITROEN | 18222 | 14566 | 25% | 7554 | 5958 | 27% |
| PEUGEOT | 10535 | 9122 | 15% | 4293 | 3671 | 17% |
| CITROEN | 7687 | 5444 | 41% | 3261 | 2287 | 43% |
| GAZ LCV | 16603 | 16133 | 3% | 6942 | 6985 | -1% |
| DAEWOO | 14092 | 18152 | -22% | 5187 | 8354 | -38% |
| MITSUBISHI | 13065 | 14516 | -10% | 5502 | 6051 | -9% |
| MAZDA | 12905 | 9062 | 42% | 7182 | 4753 | 51% |
| UAZ | 11861 | 11171 | 6% | 4893 | 4775 | 2% |
| MERCEDES-BENZ | 7793 | 5626 | 39% | 3393 | 2434 | 39% |
| MERCEDES-BENZ cars | 7119 | 5363 | 33% | 3012 | 2301 | 31% |
| MERCEDES-BENZ vans | 674 | 263 | 156% | 381 | 133 | 186% |
| BMW Group | 7743 | 5198 | 49% | 3542 | 2140 | 66% |
| BMW | 7244 | 4959 | 46% | 3290 | 2003 | 64% |
| MINI | 499 | 239 | 109% | 252 | 137 | 84% |

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|-----------------------------|------|------|-------|------|------|------|
| SUZUKI | 6762 | 8298 | -19% | 2914 | 3725 | -22% |
| SSANGYONG | 6328 | 3574 | 77% | 2573 | 1578 | 63% |
| JAGUAR LAND ROVER | 4651 | 2874 | 62% | 2110 | 1395 | 51% |
| LAND ROVER | 4322 | 2674 | 62% | 1957 | 1295 | 51% |
| JAGUAR | 329 | 200 | 65% | 153 | 100 | 53% |
| LIFAN ⁴ | 4545 | 2697 | 69% | 1868 | 1028 | 82% |
| VOLVO | 3621 | 2545 | 42% | 1891 | 1260 | 50% |
| CHERY | 3402 | 970 | 251% | 1543 | 385 | 301% |
| ZAZ ³ | 3115 | 3228 | -4% | 1145 | 1235 | -7% |
| SUBARU | 2929 | 2501 | 17% | 1064 | 1058 | 1% |
| HONDA | 2922 | 3925 | -26% | 1579 | 2323 | -32% |
| GEELY | 2766 | 595 | 365% | 1173 | 273 | 330% |
| GREAT WALL | 2733 | 1185 | 131% | 984 | 426 | 131% |
| BOGDAN ³ | 1666 | 1825 | -9% | 720 | 952 | -24% |
| CHRYSLER Group ⁸ | 1020 | 289 | 253% | 620 | 123 | 404% |
| FIAT | 82 | - | - | 80 | - | - |
| CHRYSLER | 35 | 24 | 46% | 16 | 11 | 45% |
| JEEP | 854 | 224 | 281% | 499 | 86 | 480% |
| DODGE | 49 | 41 | 20% | 25 | 26 | -4% |
| VORTEX ³ | 824 | 1829 | -55% | 584 | 1235 | -53% |
| PORSCHE | 637 | 362 | 76% | 303 | 141 | 115% |
| IZH | 592 | 1200 | -51% | 164 | 639 | -74% |
| HAIMA | 390 | 651 | -40% | 98 | 304 | -68% |
| BAW | 348 | n/a | - | 184 | n/a | - |
| BYD | 256 | 10 | 2460% | 5 | 0 | - |
| TAGAZ | 115 | 602 | -81% | 24 | 52 | -54% |
| ISUZU | 81 | 68 | 19% | 48 | 29 | 66% |
| FOTON | 33 | 12 | 175% | 19 | 0 | - |

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

| | | | | | | |
|----------------------|--------------|--------------|-----------|-------------|-------------|-------------|
| SOLLERS Group | 21352 | 20683 | 3% | 8588 | 9812 | -12% |
| FIAT | 3082 | 5870 | -47% | 1074 | 3430 | -69% |
| ISUZU | 81 | 68 | 19% | 48 | 29 | 66% |
| SSANGYONG | 6328 | 3574 | 77% | 2573 | 1578 | 63% |
| UAZ | 11861 | 11171 | 6% | 4893 | 4775 | 2% |

¹ LCV sales are included into total brands' 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 SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

³ BOGDAN/CHANCE/HAIMA/TAGAZ/VORTEX: see explanation to the previous table

⁴ LIFAN distributor in Russia changed in 2010

⁵ From September 2010 the sales of AVTOVAZ and RENAULT-NISSAN in Russia are shown as one group

⁶ Sales of the following brands stopped in 2010: Alfa Romeo, Hummer, SAAB

⁷ From January 2010 the sales of LADA 2104 of IzAuto are included into LADA's data

⁸ 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.

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

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

| № | MODEL | BRAND | Jan -Mar 2012 | Jan -Mar 2011 | % | Mar 2012 | Mar 2011 | % |
|---|---------|---------|---------------|---------------|------|----------|----------|------|
| 1 | Kalina | LADA | 27820 | 31171 | -11% | 11071 | 13084 | -15% |
| 2 | Priora | LADA | 27433 | 28192 | -3% | 9836 | 11541 | -15% |
| 3 | Solaris | HYUNDAI | 27072 | 10168 | 166% | 10592 | 6762 | 57% |
| 4 | Focus | FORD | 19597 | 15343 | 28% | 7987 | 7934 | 1% |
| 5 | New Rio | KIA | 18315 | 9057 | 102% | 7100 | 3644 | 95% |

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|----|----------------------------|-----------|-------|-------|------|------|-------|------|
| 6 | Logan | RENAULT | 17140 | 17954 | -5% | 6303 | 7115 | -11% |
| 7 | Granta | LADA | 16876 | 0 | - | 9291 | 0 | - |
| 8 | Polo | VW | 15295 | 8027 | 91% | 6574 | 2606 | 152% |
| 9 | Samara | LADA | 14566 | 21931 | -34% | 5636 | 8747 | -36% |
| 10 | Niva | CHEVROLET | 14049 | 10159 | 38% | 5560 | 4101 | 36% |
| 11 | Sandero | RENAULT | 13488 | 7992 | 69% | 4848 | 3489 | 39% |
| 12 | 4x4 | LADA | 12611 | 12390 | 2% | 4633 | 5020 | -8% |
| 13 | Astra (incl. Astra Cabrio) | OPEL | 12527 | 8650 | 45% | 4898 | 3510 | 40% |
| 14 | Octavia A5 | SKODA | 10435 | 7719 | 35% | 4126 | 2963 | 39% |
| 15 | Cruze | CHEVROLET | 10301 | 5013 | 105% | 4444 | 2321 | 91% |
| 16 | 2104/2105/2107 | LADA | 10082 | 34864 | -71% | 3126 | 14234 | -78% |
| 17 | Juke | NISSAN | 9152 | 2 | - | 3762 | 2 | - |
| 18 | Qashqai | NISSAN | 8837 | 8022 | 10% | 3624 | 2336 | 55% |
| 19 | Nexia | DAEWOO | 8441 | 10802 | -22% | 3146 | 4929 | -36% |
| 20 | Tiguan | VW | 8003 | 3207 | 150% | 3285 | 1670 | 97% |
| 21 | Corolla | TOYOTA | 7402 | 6366 | 16% | 3151 | 2627 | 20% |
| 22 | RAV 4 | TOYOTA | 7248 | 7019 | 3% | 2930 | 3360 | -13% |
| 23 | Camry | TOYOTA | 7061 | 4263 | 66% | 2937 | 2214 | 33% |
| 24 | New Sportage | KIA | 6928 | 3968 | 75% | 2407 | 1600 | 50% |
| 25 | Lacetti | CHEVROLET | 6836 | 7913 | -14% | 2521 | 3499 | -28% |

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