



Press-release

08 February 2018

YEAR 2017 ENDED WITH 49% NEW CONSTRUCTION EQUIPMENT INCREASE

SALES OF NEW CONSTRUCTION EQUIPMENT FOR Q4 2017 IN RUSSIA INCREASED BY 45%

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:**

"Last June, the AEB Construction equipment committee forecasted a market growth up to 50% by the end of 2017 in the absence of external and internal shocks. Looking at the results of 2017, we can state that the accuracy of our forecast was very high. However, an impressive 49% increase in sales could be misleading if this result is analyzed in isolation. Therefore, when assessing the volume of the market, it would be more correct to begin with its pre-crisis level.

Thus, it turns out that the market in 2017 is 42% smaller than the market in 2013. To fully recover, the market needs to grow by another 50%. And the period the market returns to pre-crisis level directly depends on the regulatory impact on it. If the initiatives to increase pressure on construction equipment manufacturers are introduced, the further recovery of the market will inevitably slow down."

Contacts:

For companies:

Asker Nakhushhev, AEB Construction Equipment Committee Coordinator, 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, tel. +7 (495) 234 27 64 ex.144

For Media:

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

Attachments:

1. Sales of new construction equipment for IV Q 2017/2016 in Russia
2. Dynamics of the construction equipment market decline in 2013 - 2017

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SALES OF NEW CONSTRUCTION EQUIPMENT FOR IV Q 2017/2016 AND 2017/2016 IN RUSSIA

Cumulative retail sales data (in units) 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

Backhoe-Loaders		
4 Q 2017	4 Q 2016	%
669	437	53%

	Backhoe-Loaders		
	2017	2016	% 2017/2016
January	62	50	24%
February	105	56	88%
March	156	98	59%
April	168	96	75%
May	147	80	84%
June	192	96	100%
July	168	97	73%
August	153	69	122%
September	185	126	47%
October	161	119	35%
November	223	128	74%
December	285	190	50%
Total	2005	1205	66%

Crawler Excavators		
4 Q 2017	4 Q 2016	%
860	523	64%

	Crawler Excavators		
	2017	2016	% 2017/2016
January	102	112	-9%
February	178	157	13%
March	250	169	48%
April	227	173	31%
May	214	116	84%
June	277	159	74%
July	271	149	82%
August	269	173	55%
September	258	190	36%
October	263	143	84%
November	260	185	41%
December	337	195	73%
Total	2906	1921	51%

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Skid Steer Loaders		
4 Q 2017	4 Q 2016	%
331	307	8%

	Skid Steer Loaders		
	2017	2016	% 2017/2016
January	34	31	10%
February	52	31	68%
March	59	68	-13%
April	52	44	18%
May	82	69	19%
June	70	63	11%
July	62	57	9%
August	58	47	23%
September	81	40	103%
October	106	66	61%
November	89	97	-8%
December	136	144	-6%
Total	881	757	16%

Wheel Loaders		
4 Q 2017	4 Q 2016	%
263	156	69%

	Wheel Loaders		
	2017	2016	% 2017/2016
January	51	37	38%
February	31	39	-21%
March	91	50	82%
April	75	64	17%
May	81	60	35%
June	86	62	39%
July	91	64	42%
August	65	58	12%
September	83	58	43%
October	79	50	58%
November	78	44	77%
December	106	62	71%
Total	917	648	42%

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Crawler Tractors		
4 Q 2017	4 Q 2016	%
210	142	48%

	Crawler Tractors		
	2017	2016	% 2017/2016
January	35	23	52%
February	31	52	-40%
March	60	26	131%
April	52	33	58%
May	51	39	31%
June	71	39	82%
July	100	44	127%
August	87	55	58%
September	79	37	114%
October	52	40	30%
November	81	44	84%
December	77	58	33%
Total	776	490	58%

Wheel Excavators		
4 Q 2017	4 Q 2016	%
104	60	73%

	Wheel Excavators		
	2017	2016	% 2017/2016
January	7	10	-30%
February	23	16	44%
March	40	21	90%
April	39	16	144%
May	46	25	84%
June	33	24	38%
July	29	22	32%
August	43	16	169%
September	46	27	70%
October	32	24	33%
November	36	15	140%
December	36	21	71%
Total	410	237	73%

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Motor Graders		
4 Q 2017	4 Q 2016	%
209	204	2%

	Motor Graders		
	2017	2016	% 2017/2016
January	44	22	
February	39	27	44%
March	40	48	-17%
April	62	41	51%
May	50	41	22%
June	74	37	100%
July	72	39	85%
August	54	31	74%
September	69	62	11%
October	70	58	21%
November	64	71	-10%
December	75	75	0%
Total	713	552	29%

Articulated Haulers		
4 Q 2017	4 Q 2016	%
35	35	0%

	Articulated Haulers		
	2017	2016	% 2017/2016
January	2	4	-50%
February	12	11	9%
March	8	19	-58%
April	8	8	0%
May	20	2	900%
June	26	3	767%
July	11	5	120%
August	21	5	320%
September	9	17	-47%
October	6	19	-68%
November	4	6	-33%
December	25	10	150%
Total	152	109	39%

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Rigid Frame Haulers		
4 Q 2017	4 Q 2016	%
71	39	82%

	Rigid Frame Haulers		
	2017	2016	% 2017/2016
January	18	4	350%
February	17	3	467%
March	9	11	-18%
April	11	16	-31%
May	32	20	60%
June	21	3	600%
July	20	4	400%
August	19	10	90%
September	27	10	170%
October	9	18	-50%
November	25	4	525%
December	37	17	118%
Total	245	120	104%

Total:

4 Q 2017	4 Q 2016	%
2752	1903	45%

2017	2016	%
9005	6039	49%

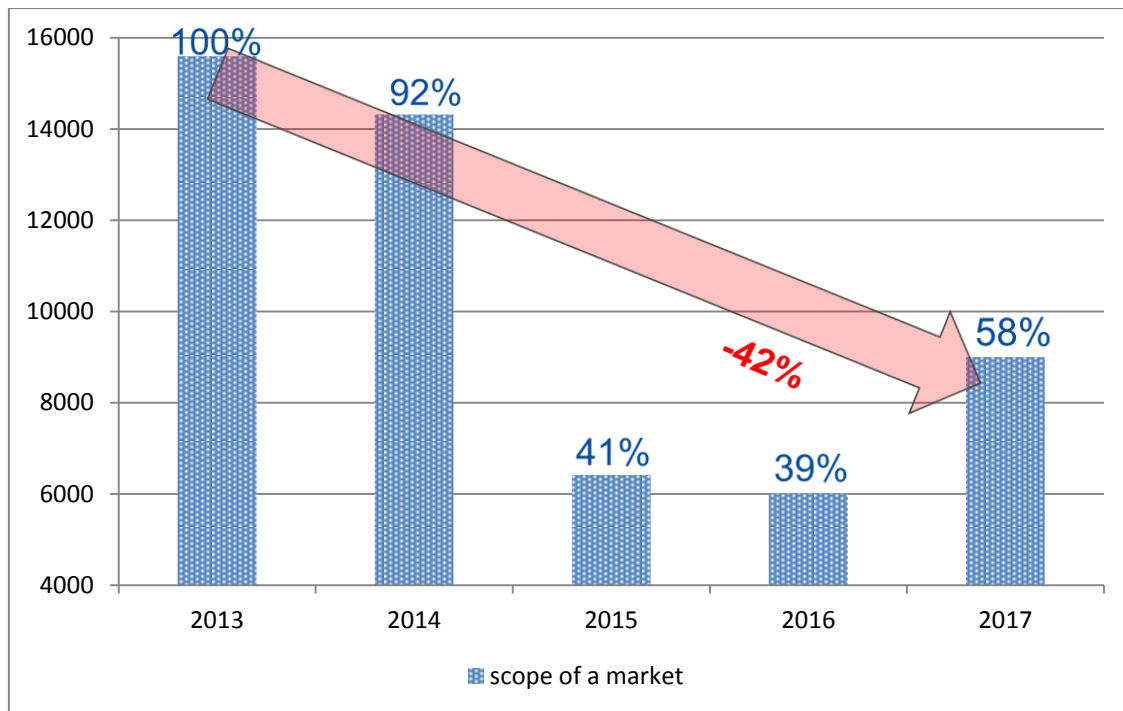
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DYNAMICS OF THE CONSTRUCTION EQUIPMENT MARKET DECLINE IN 2013 – 2017



Construction Equipment Market in 2017 was 58% of the market size in 2013

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