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## PRESS RELEASE

### *July shows strong but slowing growth: the AEB forecast increased to 2.45 mln units in 2011*

- *Sales of new passenger cars and LCVs in Russia increased by 50% in the first 7 months of 2011 and by 27% in July 2011*
- *Among the top 10 bestselling models so far, nine are locally produced*

**The first seven months of 2011** saw sales of new cars and light commercial vehicles in Russia increase by **50%** compared with the same period in 2010 or by 489,246 more sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Growth for **July 2011** amounted to **27%** or 47,287 units compared with the same period in 2010.

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

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

“The expected pattern of strong but slowing growth continues into the second half of 2011. The AEB consensus forecast is increased to 2.45 million units sold in 2011”.

**Mark Ovenden**, Vice-Chairman of the **AEB AMC** said:

“The Russian industry continues to recover quickly on the back of rising commodity prices, and manufacturers producing locally are deriving the greatest benefit. Looking forward (provided that global growth can overcome the present uncertainty) we can expect the Russian industry to approach the 4 million unit mark later in the decade making it Europe’s biggest market”.

Attachments:

1. New car/LCV sales in Russia by brands in July/7 months 2011
2. New car/LCV sales in Russia by groups in July/7 months 2011
3. 25 best sold models of cars in Russia in July/7 months 2011

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## NEW CAR AND LCV\* SALES IN RUSSIA BY BRANDS IN JULY 2011

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

BRANDS	Jan-July 2011	Jan-July 2010	%	July 2011	July 2010	%
LADA	342058	274231	25%	50518	52130	-3%
CHEVROLET	97351	61996	57%	15824	8986	76%
RENAULT*	87792	50801	73%	13455	8574	57%
KIA*	87594	56231	56%	14693	10502	40%
HYUNDAI*	86640	45750	89%	12827	7201	78%
NISSAN*	70618	34365	105%	11244	7263	55%
TOYOTA*	64953	39147	66%	7338	8251	-11%
FORD*	62756	45578	38%	9200	6209	48%
VW	56471	27636	104%	10954	5102	115%
DAEWOO	54081	39720	36%	8954	7404	21%
GAZ*	48410	36623	32%	8418	6614	27%
MITSUBISHI	39883	18699	113%	4877	3795	29%
SKODA	38658	25862	49%	6130	4997	23%
OPEL	36603	16617	120%	6246	3403	84%
UAZ*	28697	22283	29%	4490	3551	26%
PEUGEOT*	25361	17652	44%	3701	4010	-8%
SUZUKI	20576	14428	43%	2510	2235	12%
MAZDA	20106	11140	80%	2982	2067	44%
FIAT*	16807	10560	59%	2325	1990	17%
MERCEDES-BENZ	15620	9523	64%	2530	1848	37%
BMW	14883	11301	32%	2340	1583	48%
CITROEN*	14457	7851	84%	2323	1512	54%
AUDI	13790	11100	24%	2033	1630	25%
HONDA	11181	11582	-3%	1652	1596	4%
CHANCE**	10936	9218	19%	2004	2015	-1%
SSANGYONG	10730	6260	71%	1623	1321	23%
LIFAN***	9491	3155	201%	1947	894	118%
VOLVO	8608	4993	72%	1807	848	113%
LEXUS	8034	5193	55%	803	981	-18%
VORTEX****	7259	3198	127%	1066	1618	-34%
SUBARU	7020	5094	38%	1224	857	43%
LAND ROVER	7000	4851	44%	1019	905	13%
VW VANS*	6360	2825	125%	909	590	54%
BOGDAN*****	4494	4115	9%	584	1256	-54%
INFINITI	3526	2139	65%	336	308	9%
GREAT WALL	3156	1472	114%	474	331	43%
IZH	2856	4	-	460	0	-
CHERY	2705	5600	-52%	598	1074	-44%
GEELY	2316	1128	105%	470	13	3515%
HAIMA	1725	0	-	401	0	-
CADILLAC	1439	513	181%	219	58	278%
PORSCHE	1237	821	51%	202	187	8%
MERCEDES-BENZ VANS*	1189	989	20%	218	166	31%
SEAT	1037	575	80%	0	80	-
MINI	1027	505	103%	220	80	175%
TAGAZ*****	834	6375	-87%	120	1110	-89%
JEEP	777	249	212%	211	47	349%
JAGUAR	574	482	19%	91	92	-1%
ISUZU*	232	136	71%	41	27	52%
DODGE	114	131	-13%	8	10	-20%
CHRYSLER	40	119	-66%	1	12	-92%
<b>TOTAL</b>	<b>1460062</b>	<b>970816</b>	<b>50%</b>	<b>224620</b>	<b>177333</b>	<b>27%</b>

\*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<sub>≤3,5t</sub> (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur.

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

\*\*\*LIFAN distributor in Russia changed in 2010.

\*\*\*\*VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia).

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

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

\*\*\*\*\*Sales of the following brands stopped in 2010: Alfa Romeo, BYD, Hummer, SAAB.

\*\*\*\*\*From January 2011 data on IVECO is not submitted

\*\*\*\*\*HAIMA = card produced at the plant of the automotive company Derways in Cherkessk (Karachay-Cherkess Republic from the very end of 2010 and distributed in Russia by Derways

\*\*\*\*\*From January 2010 the sales of LADA 2014 of IzhAuto are included into LADA's data.

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## NEW CAR AND LCV\* SALES IN RUSSIA BY GROUPS IN JULY 2011

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

GROUPS	Jan-July 2011	Jan-July 2010	%	July 2011	July 2010	%
<b>AVTOVAZ - RENAULT – NISSAN****</b>	<b>503994</b>	<b>361536</b>	<b>39%</b>	<b>75553</b>	<b>68275</b>	<b>11%</b>
AVTOVAZ	342058	274231	25%	50518	52130	-3%
RENAULT	87792	50801	73%	13455	8574	57%
NISSAN	70618	34365	105%	11244	7263	55%
INFINITI	3526	2139	65%	336	308	9%
<b>GM Group</b>	<b>135393</b>	<b>79126</b>	<b>71%</b>	<b>22289</b>	<b>12447</b>	<b>79%</b>
OPEL	36603	16617	120%	6246	3403	84%
CHEVROLET	97351	61996	57%	15824	8986	76%
CADILLAC	1439	513	181%	219	58	278%
<b>VW Group</b>	<b>116316</b>	<b>67998</b>	<b>71%</b>	<b>20026</b>	<b>12399</b>	<b>62%</b>
VOLKSWAGEN cars	56471	27636	104%	10954	5102	115%
VOLKSWAGEN vans	6360	2825	125%	909	590	54%
AUDI	13790	11100	24%	2033	1630	25%
SEAT**	1037	575	80%	0	80	-
SKODA	38658	25862	49%	6130	4997	23%
<b>KIA</b>	<b>87594</b>	<b>56231</b>	<b>56%</b>	<b>14693</b>	<b>10502</b>	<b>40%</b>
<b>HYUNDAI</b>	<b>86640</b>	<b>45750</b>	<b>89%</b>	<b>12827</b>	<b>7201</b>	<b>78%</b>
<b>TOYOTA Group</b>	<b>72987</b>	<b>44340</b>	<b>65%</b>	<b>8141</b>	<b>9232</b>	<b>-12%</b>
TOYOTA	64953	39147	66%	7338	8251	-11%
LEXUS	8034	5193	55%	803	981	-18%
<b>FORD</b>	<b>62756</b>	<b>45578</b>	<b>38%</b>	<b>9200</b>	<b>6209</b>	<b>48%</b>
<b>DAEWOO</b>	<b>54081</b>	<b>39720</b>	<b>36%</b>	<b>8954</b>	<b>7404</b>	<b>21%</b>
<b>GAZ Group</b>	<b>48410</b>	<b>36623</b>	<b>32%</b>	<b>8418</b>	<b>6614</b>	<b>27%</b>
GAZ PC	7	1749	-100%	0	416	-
GAZ LCV	48403	34874	39%	8418	6198	36%
<b>MITSUBISHI</b>	<b>39883</b>	<b>18699</b>	<b>113%</b>	<b>4877</b>	<b>3795</b>	<b>29%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>39818</b>	<b>25503</b>	<b>56%</b>	<b>6024</b>	<b>5522</b>	<b>9%</b>
PEUGEOT	25361	17652	44%	3701	4010	-8%
CITROEN	14457	7851	84%	2323	1512	54%
<b>UAZ</b>	<b>28697</b>	<b>22283</b>	<b>29%</b>	<b>4490</b>	<b>3551</b>	<b>26%</b>
<b>SUZUKI</b>	<b>20576</b>	<b>14428</b>	<b>43%</b>	<b>2510</b>	<b>2235</b>	<b>12%</b>
<b>MAZDA</b>	<b>20106</b>	<b>11140</b>	<b>80%</b>	<b>2982</b>	<b>2067</b>	<b>44%</b>
<b>MERCEDES-BENZ</b>	<b>16809</b>	<b>10512</b>	<b>60%</b>	<b>2748</b>	<b>2014</b>	<b>36%</b>
MERCEDES-BENZ cars	15620	9523	64%	2530	1848	37%
MERCEDES-BENZ vans	1189	989	20%	218	166	31%
<b>FIAT</b>	<b>16807</b>	<b>10560</b>	<b>59%</b>	<b>2325</b>	<b>1990</b>	<b>17%</b>
<b>BMW Group</b>	<b>15910</b>	<b>11806</b>	<b>35%</b>	<b>2560</b>	<b>1663</b>	<b>54%</b>
BMW	14883	11301	32%	2340	1583	48%
MINI	1027	505	103%	220	80	175%
<b>HONDA</b>	<b>11181</b>	<b>11582</b>	<b>-3%</b>	<b>1652</b>	<b>1596</b>	<b>4%</b>
<b>CHANCE***</b>	<b>10936</b>	<b>9218</b>	<b>19%</b>	<b>2004</b>	<b>2015</b>	<b>-1%</b>
<b>SSANGYONG</b>	<b>10730</b>	<b>6260</b>	<b>71%</b>	<b>1623</b>	<b>1321</b>	<b>23%</b>
<b>LIFAN ****</b>	<b>9491</b>	<b>3155</b>	<b>201%</b>	<b>1947</b>	<b>894</b>	<b>118%</b>
<b>VOLVO</b>	<b>8608</b>	<b>4993</b>	<b>72%</b>	<b>1807</b>	<b>848</b>	<b>113%</b>
<b>JAGUAR LAND ROVER</b>	<b>7574</b>	<b>5333</b>	<b>42%</b>	<b>1110</b>	<b>997</b>	<b>11%</b>
LAND ROVER	7000	4851	44%	1019	905	13%
JAGUAR	574	482	19%	91	92	-1%
<b>VORTEX***</b>	<b>7259</b>	<b>3198</b>	<b>127%</b>	<b>1066</b>	<b>1618</b>	<b>-34%</b>
<b>SUBARU</b>	<b>7020</b>	<b>5094</b>	<b>38%</b>	<b>1224</b>	<b>857</b>	<b>43%</b>
<b>BOGDAN***</b>	<b>4494</b>	<b>4115</b>	<b>9%</b>	<b>584</b>	<b>1256</b>	<b>-54%</b>
<b>GREAT WALL</b>	<b>3156</b>	<b>1472</b>	<b>114%</b>	<b>474</b>	<b>331</b>	<b>43%</b>
<b>IZH</b>	<b>2856</b>	<b>4</b>	<b>-</b>	<b>460</b>	<b>0</b>	<b>-</b>
<b>CHERY</b>	<b>2705</b>	<b>5600</b>	<b>-52%</b>	<b>598</b>	<b>1074</b>	<b>-44%</b>
<b>GEELY</b>	<b>2316</b>	<b>1128</b>	<b>105%</b>	<b>470</b>	<b>13</b>	<b>3515%</b>
<b>HAIMA ***</b>	<b>1725</b>	<b>0</b>	<b>-</b>	<b>401</b>	<b>0</b>	<b>-</b>
<b>PORSCHE</b>	<b>1237</b>	<b>821</b>	<b>51%</b>	<b>202</b>	<b>187</b>	<b>8%</b>
<b>CHRYSLER Group</b>	<b>931</b>	<b>499</b>	<b>87%</b>	<b>220</b>	<b>69</b>	<b>219%</b>
JEEP	777	249	212%	211	47	349%
DODGE	114	131	-13%	8	10	-20%
CHRYSLER	40	119	-66%	1	12	-92%

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<b>TAGAZ ***</b>	<b>834</b>	<b>6375</b>	<b>-87%</b>	<b>120</b>	<b>1110</b>	<b>-89%</b>
<b>ISUZU</b>	<b>232</b>	<b>136</b>	<b>71%</b>	<b>41</b>	<b>27</b>	<b>52%</b>

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

<b>SOLLERS Group</b>	<b>56466</b>	<b>39239</b>	<b>44%</b>	<b>8479</b>	<b>6889</b>	<b>23%</b>
FIAT	16807	10560	59%	2325	1990	17%
ISUZU	232	136	71%	41	27	52%
SSANGYONG	10730	6260	71%	1623	1321	23%
UAZ	28697	22283	29%	4490	3551	26%

\*LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV<sub>≤3.5t</sub> (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur.

\*\*SEAT sales in Russia are done through a separate importer, not via Volkswagen Group Rus.

\*\*\*BOGDAN/CHANCE/HAIMA/TAGAZ/VORTEX: see explanation to the previous table.

\*\*\*\*LIFAN distributor in Russia changed in 2010.

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

\*\*\*\*\*Sales of the following brands stopped in 2010: Alfa Romeo, BYD, Hummer, SAAB.

\*\*\*\*\*From January 2010 the sales of LADA 2104 of IzhAuto are included into LADA's data.

## 25 BEST SOLD MODELS OF CARS IN RUSSIA IN JULY 2011

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

#	MODEL	BRAND	Jan-July 2011	Jan-July 2010	%	July 2011	July 2010	%
1	Kalina	LADA	85416	51343	66%	12840	11167	15%
2	Priora	LADA	80420	70532	14%	12122	10565	15%
3	2104/2105/2107	LADA	79780	68782	16%	10280	17392	-41%
4	Samara	LADA	63638	59513	7%	10047	9170	10%
5	Logan	RENAULT	49684	35311	41%	7750	5685	36%
6	Solaris	HYUNDAI	49310	0	-	8959	0	-
7	Focus	FORD	44359	34506	29%	5921	4418	34%
8	4x4	LADA	32802	23749	38%	5229	3804	37%
9	Nexia	DAEWOO	31470	22866	38%	5373	4286	25%
10	Rio	KIA	29051	16150	80%	4596	3205	43%
11	Niva	CHEVROLET	27105	19093	42%	4232	2443	73%
12	Astra (incl. Astra Cabrio)	OPEL	26318	11523	128%	4450	2537	75%
13	Polo	VW	25518	1144	2131%	5460	214	2451%
14	Lacetti	CHEVROLET	24057	17078	41%	3758	2526	49%
15	Sandero	RENAULT	23562	7756	204%	3640	1628	124%
16	Matiz	DAEWOO	22611	16854	34%	3581	3118	15%
17	Octavia A5	SKODA	21369	9856	117%	3425	1517	126%
18	Aveo	CHEVROLET	20249	11765	72%	2155	1784	21%
19	Cruze	CHEVROLET	19922	9748	104%	4339	1695	156%
20	Qashqai	NISSAN	18621	8990	107%	2735	1881	45%
21	Cee'd	KIA	16795	13754	22%	2269	3253	-30%
22	Corolla	TOYOTA	15562	7827	99%	2149	2298	-6%
23	New Cerato	KIA	14575	5184	181%	2166	754	187%
24	RAV 4	TOYOTA	13699	7844	75%	990	2334	-58%
25	Camry	TOYOTA	12943	9560	35%	2066	1508	37%

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