

**ASSOCIATION  
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**АССОЦИАЦИЯ  
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**PRESS RELEASE**

*Continuation of a market decrease in April 2013*

- Sales of new passenger cars and LCVs in Russia dropped by 8% in April 2013
- Among the top ten bestselling models so far, ten are locally produced

According to the AEB Automobile Manufacturers Committee (AEB AMC), **April 2013** saw the decrease in sales of new cars and light commercial vehicles in Russia by 8% in comparison to the same period in 2012. This April **245.334** units were sold; this is 21.263 units less than in April, 2012.

From January to April, 2013 the sales of new cars and light commercial vehicles in Russia decreased by 2% in comparison to the same period in 2012.

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

“Typically for the Russian market, April sales exceed March level, like in recent two years by 6%. This year we see basically no uplift, showing the relative weakness of retail contracting in the first quarter. April did not surprise with a fundamental recovery in demand, and it is becoming evident that it will be very difficult for the market to catch up to the record level of sales achieved in the first half of 2012.

The AEB will monitor further developments closely, planning to release an update full year forecast in June.”

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Attachments:

1. New car/LCV sales in Russia by brands for January-April 2013/2012 and April 2013/2012
2. New car/LCV sales in Russia by groups for January-April 2013/2012 and April 2013/2012
3. 25 best sold models of cars in Russia for April 2013 and April 2012

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# NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY BRANDS FOR JANUARY-APRIL 2013/2012 AND APRIL 2013/2012

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

BRANDS	Jan-April 2013	Jan-April 2012	%	April 13	April 12	%
Lada	151527	159490	-5%	44100	50102	-12%
Renault*	67208	57217	17%	19178	17914	7%
KIA	60027	56615	6%	18303	17305	6%
Hyundai*	56582	56908	-1%	15868	15734	1%
Chevrolet	52489	55428	-5%	16083	17180	-6%
VW	49477	50529	-2%	14203	14768	-4%
Toyota*	44610	48790	-9%	15279	15564	-2%
Nissan*	44188	53923	-18%	8272	11806	-30%
Ford*	32289	39651	-19%	8635	12420	-30%
Opel	26731	24553	9%	6899	7169	-4%
Mitsubishi	26322	19326	36%	7182	6261	15%
Škoda	26107	27978	-7%	7488	8802	-15%
GAZ LCV*	24166	24191	0%	7183	7588	-5%
Daewoo	20139	23067	-13%	4241	8975	-53%
UAZ*	15931	17415	-9%	4580	5554	-18%
Mazda	12831	16087	-20%	2206	3182	-31%
Mercedes-Benz	12165	10141	20%	3570	3022	18%
BMW	12063	10264	18%	3245	3020	7%
Audi	11929	10461	14%	3651	3287	11%
Peugeot*	11607	14453	-20%	3300	3918	-16%
SsangYong	9409	9204	2%	2306	2876	-20%
Suzuki	8954	10717	-16%	2921	3955	-26%
Citroen*	8619	10743	-20%	2672	3056	-13%
Honda	7697	5327	44%	2749	2405	14%
Great Wall	6928	3735	85%	2243	1002	124%
Geely	6573	3999	64%	2312	1233	88%
Lifan	6437	6290	2%	2116	1745	21%
Chery	6269	5216	20%	2112	1814	16%
Land Rover	6141	5825	5%	1641	1503	9%
Subaru	5897	4301	37%	1888	1372	38%
Lexus	4938	3925	26%	1726	1511	14%
VW NFZ*	4917	5107	-4%	1451	1501	-3%
Volvo	3974	5642	-30%	1066	2021	-47%
Infiniti	3246	3655	-11%	427	808	-47%
FIAT*	1890	3308	-43%	646	144	349%
ZAZ	1331	3998	-67%	401	883	-55%
SEAT	1217	395	208%	357	147	143%
Mercedes-Benz Vans*	1201	955	26%	366	281	30%
Jeep	1198	1166	3%	353	312	13%

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Porsche	1149	938	22%	372	301	24%
FAW*	1028	-	-	522	-	-
Bogdan	1024	2568	-60%	247	902	-73%
MINI	803	724	11%	244	225	8%
BAW*	634	559	13%	151	211	-28%
Vortex	585	1795	-67%	68	971	-93%
Cadillac	551	805	-32%	173	242	-29%
Jaguar	442	461	-4%	121	132	-8%
Izh	374	710	-47%	123	118	4%
BYD	100	873	-89%	0	617	-
TagAZ*	94	381	-75%	30	266	-89%
Haima	86	456	-81%	3	66	-95%
Dodge	74	66	12%	23	17	35%
Chrysler	54	51	6%	15	16	-6%
smart	38	-	-	14	-	-
Isuzu*	32	104	-69%	9	23	-61%
Foton*	6	47	-87%	0	14	-
VIS <sup>2</sup>	-	1081	-	-	336	-
<b>Total</b>	<b>862298</b>	<b>881614</b>	<b>-2%</b>	<b>245334</b>	<b>266597</b>	<b>-8%</b>

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

2. Since January 2013 the sales of LADA include comprise the cars produced at VIS-AVTO.

## NEW CAR AND LCV<sup>1</sup> SALES IN RUSSIA BY GROUPS FOR JANUARY-APRIL 2013/2012 AND APRIL 2013/2012

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

	January-April					April				
	% Share		Units	Units	% Chg	% Share		Units	Units	% Chg
	2013	2012	2013	2012	13/12	2013	2012	2013	2012	13/12
<b>ALL BRANDS</b>			<b>862298</b>	<b>881614</b>	<b>-2%</b>			<b>245334</b>	<b>266597</b>	<b>-8%</b>
<b>AVTOVAZ - RENAULT - NISSAN</b>	<b>30,9</b>	<b>31,1</b>	<b>266169</b>	<b>274285</b>	<b>-3%</b>	<b>29,3</b>	<b>30,2</b>	<b>71977</b>	<b>80630</b>	<b>-12%</b>
AVTOVAZ	17,6	18,1	151527	159490	-5%	18,0	18,8	44100	50102	-12%
RENAULT	7,8	6,5	67208	57217	17%	7,8	6,7	19178	17914	7%
NISSAN	5,1	6,1	44188	53923	-18%	3,4	4,4	8272	11806	-30%
INFINITI	0,4	0,4	3246	3655	-11%	0,2	0,3	427	808	-47%
<b>VW Group</b>	<b>10,9</b>	<b>10,7</b>	<b>93647</b>	<b>94470</b>	<b>-1%</b>	<b>11,1</b>	<b>10,7</b>	<b>27150</b>	<b>28505</b>	<b>-5%</b>
VOLKSWAGEN cars	5,7	5,7	49477	50529	-2%	5,8	5,5	14203	14768	-4%
VOLKSWAGEN vans	0,6	0,6	4917	5107	-4%	0,6	0,6	1451	1501	-3%
AUDI	1,4	1,2	11929	10461	14%	1,5	1,2	3651	3287	11%
SEAT	0,1	0,0	1217	395	208%	0,1	0,1	357	147	143%
SKODA	3,0	3,2	26107	27978	-7%	3,1	3,3	7488	8802	-15%
<b>GM Group</b>	<b>9,3</b>	<b>9,2</b>	<b>79771</b>	<b>80786</b>	<b>-1%</b>	<b>9,4</b>	<b>9,2</b>	<b>23155</b>	<b>24591</b>	<b>-6%</b>
OPEL	3,1	2,8	26731	24553	9%	2,8	2,7	6899	7169	-4%
CHEVROLET	6,1	6,3	52489	55428	-5%	6,6	6,4	16083	17180	-6%
CADILLAC	0,1	0,1	551	805	-32%	0,1	0,1	173	242	-29%
<b>KIA</b>	<b>7,0</b>	<b>6,4</b>	<b>60027</b>	<b>56615</b>	<b>6%</b>	<b>7,5</b>	<b>6,5</b>	<b>18303</b>	<b>17305</b>	<b>6%</b>
<b>HYUNDAI</b>	<b>6,6</b>	<b>6,5</b>	<b>56582</b>	<b>56908</b>	<b>-1%</b>	<b>6,5</b>	<b>5,9</b>	<b>15868</b>	<b>15734</b>	<b>1%</b>

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<b>TOYOTA Group</b>	<b>5,7</b>	<b>6,0</b>	<b>49548</b>	<b>52715</b>	<b>-6%</b>	<b>6,9</b>	<b>6,4</b>	<b>17005</b>	<b>17075</b>	<b>0%</b>
TOYOTA	5,2	5,5	44610	48790	-9%	6,2	5,8	15279	15564	-2%
LEXUS	0,6	0,4	4938	3925	26%	0,7	0,6	1726	1511	14%
<b>FORD</b>	<b>3,7</b>	<b>4,5</b>	<b>32289</b>	<b>39651</b>	<b>-19%</b>	<b>3,5</b>	<b>4,7</b>	<b>8635</b>	<b>12420</b>	<b>-30%</b>
<b>MITSUBISHI</b>	<b>3,1</b>	<b>2,2</b>	<b>26322</b>	<b>19326</b>	<b>36%</b>	<b>2,9</b>	<b>2,3</b>	<b>7182</b>	<b>6261</b>	<b>15%</b>
<b>GAZ LCV</b>	<b>2,8</b>	<b>2,7</b>	<b>24166</b>	<b>24191</b>	<b>0%</b>	<b>2,9</b>	<b>2,8</b>	<b>7183</b>	<b>7588</b>	<b>-5%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>2,3</b>	<b>2,9</b>	<b>20226</b>	<b>25196</b>	<b>-20%</b>	<b>2,4</b>	<b>2,6</b>	<b>5972</b>	<b>6974</b>	<b>-14%</b>
PEUGEOT	1,3	1,6	11607	14453	-20%	1,3	1,5	3300	3918	-16%
CITROEN	1,0	1,2	8619	10743	-20%	1,1	1,1	2672	3056	-13%
<b>DAEWOO</b>	<b>2,3</b>	<b>2,6</b>	<b>20139</b>	<b>23067</b>	<b>-13%</b>	<b>1,7</b>	<b>3,4</b>	<b>4241</b>	<b>8975</b>	<b>-53%</b>
<b>UAZ</b>	<b>1,8</b>	<b>2,0</b>	<b>15931</b>	<b>17415</b>	<b>-9%</b>	<b>1,9</b>	<b>2,1</b>	<b>4580</b>	<b>5554</b>	<b>-18%</b>
<b>MERCEDES-BENZ</b>	<b>1,6</b>	<b>1,3</b>	<b>13404</b>	<b>11096</b>	<b>21%</b>	<b>1,6</b>	<b>1,2</b>	<b>3950</b>	<b>3303</b>	<b>20%</b>
MERCEDES-BENZ cars	1,4	1,2	12165	10141	20%	1,5	1,1	3570	3022	18%
MERCEDES-BENZ vans	0,1	0,1	1201	955	26%	0,1	0,1	366	281	30%
smart	0,0	-	38	-	-	0,0	-	14	-	-
<b>BMW Group</b>	<b>1,5</b>	<b>1,2</b>	<b>12866</b>	<b>10988</b>	<b>17%</b>	<b>1,4</b>	<b>1,2</b>	<b>3489</b>	<b>3245</b>	<b>8%</b>
BMW	1,4	1,2	12063	10264	18%	1,3	1,1	3245	3020	7%
MINI	0,1	0,1	803	724	11%	0,1	0,1	244	225	8%
<b>MAZDA</b>	<b>1,5</b>	<b>1,8</b>	<b>12831</b>	<b>16087</b>	<b>-20%</b>	<b>0,9</b>	<b>1,2</b>	<b>2206</b>	<b>3182</b>	<b>-31%</b>
<b>SSANGYONG</b>	<b>1,1</b>	<b>1,0</b>	<b>9409</b>	<b>9204</b>	<b>2%</b>	<b>0,9</b>	<b>1,1</b>	<b>2306</b>	<b>2876</b>	<b>-20%</b>
<b>SUZUKI</b>	<b>1,0</b>	<b>1,2</b>	<b>8954</b>	<b>10717</b>	<b>-16%</b>	<b>1,2</b>	<b>1,5</b>	<b>2921</b>	<b>3955</b>	<b>-26%</b>
<b>HONDA</b>	<b>0,9</b>	<b>0,6</b>	<b>7697</b>	<b>5327</b>	<b>44%</b>	<b>1,1</b>	<b>0,9</b>	<b>2749</b>	<b>2405</b>	<b>14%</b>
<b>GREAT WALL</b>	<b>0,8</b>	<b>0,4</b>	<b>6928</b>	<b>3735</b>	<b>85%</b>	<b>0,9</b>	<b>0,4</b>	<b>2243</b>	<b>1002</b>	<b>124%</b>
<b>JAGUAR LAND ROVER</b>	<b>0,8</b>	<b>0,7</b>	<b>6583</b>	<b>6286</b>	<b>5%</b>	<b>0,7</b>	<b>0,6</b>	<b>1762</b>	<b>1635</b>	<b>8%</b>
LAND ROVER	0,7	0,7	6141	5825	5%	0,7	0,6	1641	1503	9%
JAGUAR	0,1	0,1	442	461	-4%	0,0	0,0	121	132	-8%
<b>GEELY</b>	<b>0,8</b>	<b>0,5</b>	<b>6573</b>	<b>3999</b>	<b>64%</b>	<b>0,9</b>	<b>0,5</b>	<b>2312</b>	<b>1233</b>	<b>88%</b>
<b>LIFAN</b>	<b>0,7</b>	<b>0,7</b>	<b>6437</b>	<b>6290</b>	<b>2%</b>	<b>0,9</b>	<b>0,7</b>	<b>2116</b>	<b>1745</b>	<b>21%</b>
<b>CHERY</b>	<b>0,7</b>	<b>0,6</b>	<b>6269</b>	<b>5216</b>	<b>20%</b>	<b>0,9</b>	<b>0,7</b>	<b>2112</b>	<b>1814</b>	<b>16%</b>
<b>SUBARU</b>	<b>0,7</b>	<b>0,5</b>	<b>5897</b>	<b>4301</b>	<b>37%</b>	<b>0,8</b>	<b>0,5</b>	<b>1888</b>	<b>1372</b>	<b>38%</b>
<b>VOLVO</b>	<b>0,5</b>	<b>0,6</b>	<b>3974</b>	<b>5642</b>	<b>-30%</b>	<b>0,4</b>	<b>0,8</b>	<b>1066</b>	<b>2021</b>	<b>-47%</b>
<b>CHRYSLER Group</b>	<b>0,4</b>	<b>0,5</b>	<b>3216</b>	<b>4591</b>	<b>-30%</b>	<b>0,4</b>	<b>0,2</b>	<b>1037</b>	<b>489</b>	<b>112%</b>
FIAT	0,2	0,4	1890	3308	-43%	0,3	0,1	646	144	349%
CHRYSLER	0,0	0,0	54	51	6%	0,0	0,0	15	16	-6%
JEEP	0,1	0,1	1198	1166	3%	0,1	0,1	353	312	13%
DODGE	0,0	0,0	74	66	12%	0,0	0,0	23	17	35%
<b>ZAZ</b>	<b>0,2</b>	<b>0,5</b>	<b>1331</b>	<b>3998</b>	<b>-67%</b>	<b>0,2</b>	<b>0,3</b>	<b>401</b>	<b>883</b>	<b>-55%</b>
<b>PORSCHE</b>	<b>0,1</b>	<b>0,1</b>	<b>1149</b>	<b>938</b>	<b>22%</b>	<b>0,2</b>	<b>0,1</b>	<b>372</b>	<b>301</b>	<b>24%</b>
<b>FAW</b>	<b>0,1</b>	<b>-</b>	<b>1028</b>	<b>-</b>	<b>-</b>	<b>0,2</b>	<b>-</b>	<b>522</b>	<b>-</b>	<b>-</b>
<b>BOGDAN</b>	<b>0,1</b>	<b>0,3</b>	<b>1024</b>	<b>2568</b>	<b>-60%</b>	<b>0,1</b>	<b>0,3</b>	<b>247</b>	<b>902</b>	<b>-73%</b>
<b>BAW</b>	<b>0,1</b>	<b>0,1</b>	<b>634</b>	<b>559</b>	<b>13%</b>	<b>0,1</b>	<b>0,1</b>	<b>151</b>	<b>211</b>	<b>-28%</b>
<b>VORTEX</b>	<b>0,1</b>	<b>0,2</b>	<b>585</b>	<b>1795</b>	<b>-67%</b>	<b>0,0</b>	<b>0,4</b>	<b>68</b>	<b>971</b>	<b>-93%</b>
<b>IZH</b>	<b>0,0</b>	<b>0,1</b>	<b>374</b>	<b>710</b>	<b>-47%</b>	<b>0,1</b>	<b>0,0</b>	<b>123</b>	<b>118</b>	<b>4%</b>
<b>BYD</b>	<b>0,0</b>	<b>0,1</b>	<b>100</b>	<b>873</b>	<b>-89%</b>	<b>0,0</b>	<b>0,2</b>	<b>0</b>	<b>617</b>	<b>-</b>
<b>TAGAZ</b>	<b>0,0</b>	<b>0,0</b>	<b>94</b>	<b>381</b>	<b>-75%</b>	<b>0,0</b>	<b>0,1</b>	<b>30</b>	<b>266</b>	<b>-89%</b>
<b>HAIMA</b>	<b>0,0</b>	<b>0,1</b>	<b>86</b>	<b>456</b>	<b>-81%</b>	<b>0,0</b>	<b>0,0</b>	<b>3</b>	<b>66</b>	<b>-95%</b>
<b>ISUZU</b>	<b>0,0</b>	<b>0,0</b>	<b>32</b>	<b>104</b>	<b>-69%</b>	<b>0,0</b>	<b>0,0</b>	<b>9</b>	<b>23</b>	<b>-61%</b>
<b>FOTON</b>	<b>0,0</b>	<b>0,0</b>	<b>6</b>	<b>47</b>	<b>-87%</b>	<b>0,0</b>	<b>0,0</b>	<b>0</b>	<b>14</b>	<b>-</b>
<b>VIS</b>	<b>-</b>	<b>0,1</b>	<b>-</b>	<b>1081</b>	<b>-</b>	<b>-</b>	<b>0,1</b>	<b>-</b>	<b>336</b>	<b>-</b>

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

<b>SOLLERS Group</b>	<b>2,9</b>	<b>3,0</b>	<b>25372</b>	<b>26723</b>	<b>-5%</b>	<b>2,8</b>	<b>3,2</b>	<b>6895</b>	<b>8453</b>	<b>-18%</b>
ISUZU	0,0	0,0	32	104	-69%	0,0	0,0	9	23	-61%
SSANGYONG	1,1	1,0	9409	9204	2%	0,9	1,1	2306	2876	-20%
UAZ	1,8	2,0	15931	17415	-9%	1,9	2,1	4580	5554	-18%

## 25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-APRIL 2013/2012 AND APRIL 2013/2012

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

#	MODEL	BRAND	Jan-April 2013	Jan-April 2012	%	April 13	April 12	%
1	Granta	Lada	52765	26674	98%	15596	9798	59%
2	Solaris	Hyundai	35941	38051	-6%	10553	10979	-4%
3	Kalina	Lada	28395	41710	-32%	8857	13890	-36%
4	New Rio	KIA	28211	26415	7%	8430	8100	4%
5	Duster	Renault	25945	4186	520%	7600	2303	230%
6	Focus	Ford	22278	28660	-22%	5546	9063	-39%
7	Polo	VW	21798	21979	-1%	6637	6684	-1%
8	Piora	Lada	21495	38807	-45%	4962	11374	-56%
9	Niva	Chevrolet	17748	19270	-8%	5724	5221	10%
10	Logan	Renault	16674	24437	-32%	4890	7297	-33%
11	Octavia A5	Skoda	14617	14902	-2%	4094	4467	-8%
12	4x4	Lada	14599	17484	-17%	3808	4873	-22%
13	Cruze	Chevrolet	14565	15823	-8%	4284	5522	-22%
14	Sandero	Renault	14464	18741	-23%	4084	5253	-22%
15	Largus	Lada	14379	-	-	4209	-	-
16	Samara	Lada	14341	20345	-30%	5257	5779	-9%
17	Astra (incl. Opel Astra)	Opel	12080	17443	-31%	3221	4916	-34%
18	Nexia	Daewoo	11663	13644	-15%	2318	5203	-55%
19	Qashqai	Nissan	11424	11918	-4%	1825	3081	-41%
20	RAV 4	Toyota	11410	9589	19%	4974	2340	113%
21	Sportage	KIA	10358	-	-	2857	-	-
22	Camry	Toyota	10073	10473	-4%	2822	3412	-17%
23	New Cee'd	KIA	9789	-	-	3330	-	-
24	ix35	Hyundai	9658	7574	28%	2030	2000	1%
25	Tiguan	VW	9051	10997	-18%	2424	2994	-19%

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