



Press-release

17 March 2017

Sales of new construction equipment decreased by 7 % in 2016

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:**

"The final road construction equipment sales figures show that the market fell by 7% from last year. So the market beat its own "record" in terms of how long it has fallen - four years already.

From our point of view, the drop in sales was largely determined by the introduction of the recycling fee in February 2016. This is on top of the more expensive machines (partly due to the devaluation of the rouble) being burdened by an additional fee from 450 thousand to more than 6 million roubles. This led to the complete suspension of the delivery of some types of machines.

Also, other constraining growth factors included the extremely expensive loans resulting from the high key rate (much higher than the inflation rate).

However, for some machine types the last few months of the year were positive. This indicates that the bottom has passed and now we can expect growth".

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Attachments:

1. Sales of new construction equipment for 2016/2015 in Russia

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SALES OF NEW CONSTRUCTION EQUIPMENT FOR 2016/2015 IN RUSSIA

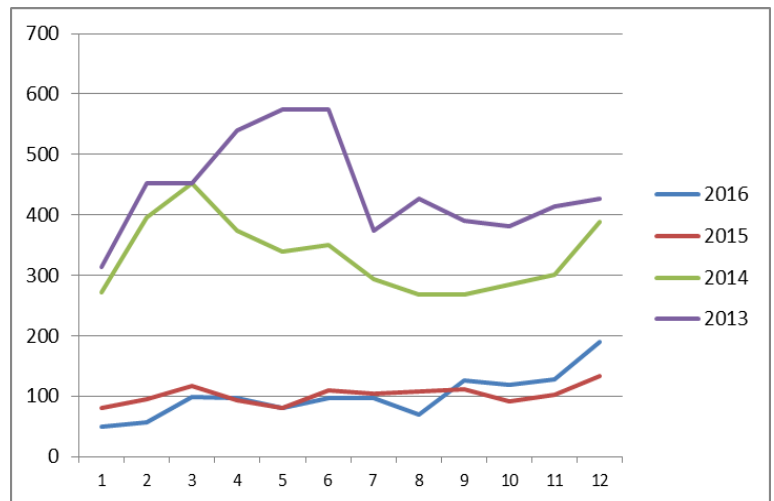
Cumulative retail sales data of the AEB Construction Equipment Committee comprises machines of the following manufacturers and importers: Кранекс, РМ-Терекс, Четра, Bell Equipment, Bobcat, Caterpillar, CNH, John Deere, Doosan*, Hidromek*, Hitachi, Hyundai*, JCB, Komatsu, Liebherr, Volvo.

* Doosan - data from 2014

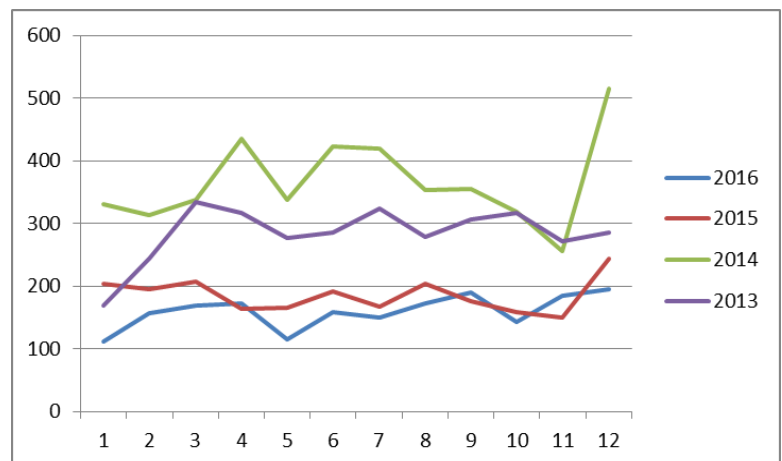
* Hidromek - data for 2013-2015

* Hyundai - data from April 2014

	Backhoe - Loaders				
	2016	2015	2014	2013	YoY 2016/2015
January	50	80	271	313	-38%
February	56	95	396	452	-41%
March	98	117	452	452	-16%
April	96	94	374	539	2%
May	80	80	340	575	0%
June	96	109	351	575	-12%
July	97	104	294	373	-7%
August	69	108	269	426	-36%
September	126	112	268	391	13%
October	119	92	284	382	29%
November	128	103	301	414	24%
December	190	133	389	427	43%
Total	1205	1227	3989	5319	-2%



	Crawler Excavators				
	2016	2015	2014	2013	YoY 2016/2015
January	112	203	331	169	-45%
February	157	195	313	243	-19%
March	169	207	337	335	-18%
April	173	164	435	316	5%
May	115	165	337	276	-30%
June	159	191	423	286	-17%
July	149	167	419	323	-11%
August	173	203	353	278	-15%
September	190	176	355	306	8%
October	143	159	318	317	-10%
November	185	149	256	272	24%
December	195	243	515	285	-20%
Total	1920	2222	4392	3406	-14%

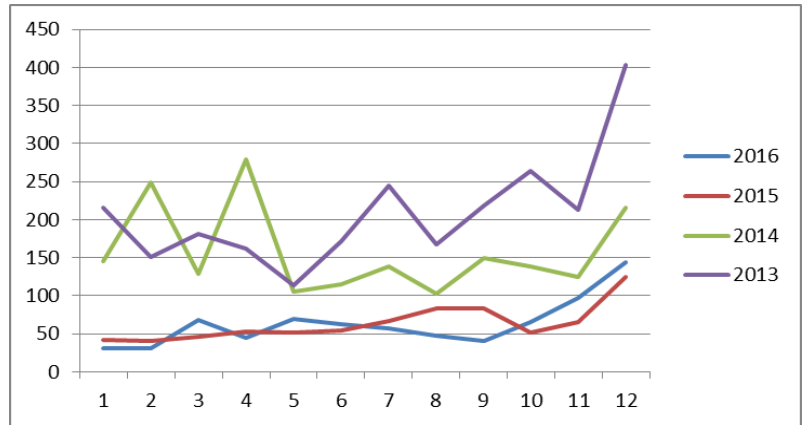


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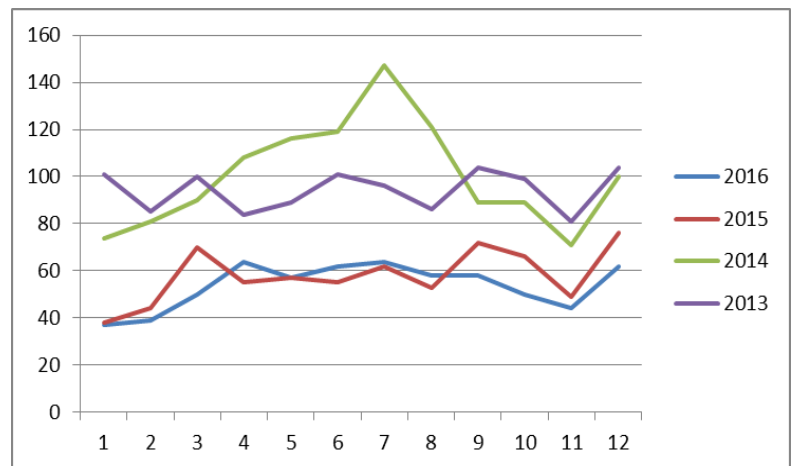
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	Skid Steer Loaders				
	2016	2015	2014	2013	YoY 2016/ 2015
January	31	42	145	216	-26%
February	31	40	249	151	-23%
March	68	46	129	181	48%
April	44	53	279	162	-17%
May	69	52	106	114	33%
June	63	54	115	171	17%
July	57	67	138	245	-15%
August	47	83	103	168	-43%
September	40	83	149	218	-52%
October	66	51	139	264	29%
November	97	65	124	213	49%
December	144	125	216	403	15%
Total	757	761	1892	2506	-1%



	Wheel Loaders				
	2016	2015	2014	2013	% 2016/ 2015
January	37	38	74	101	-3%
February	39	44	81	85	-11%
March	50	70	90	100	-29%
April	64	55	108	84	16%
May	57	57	116	89	0%
June	62	55	119	101	13%
July	64	62	147	96	3%
August	58	53	121	86	9%
September	58	72	89	104	-19%
October	50	66	89	99	-24%
November	44	49	71	81	-10%
December	62	76	100	104	-18%
Total	645	697	1205	1130	-7%

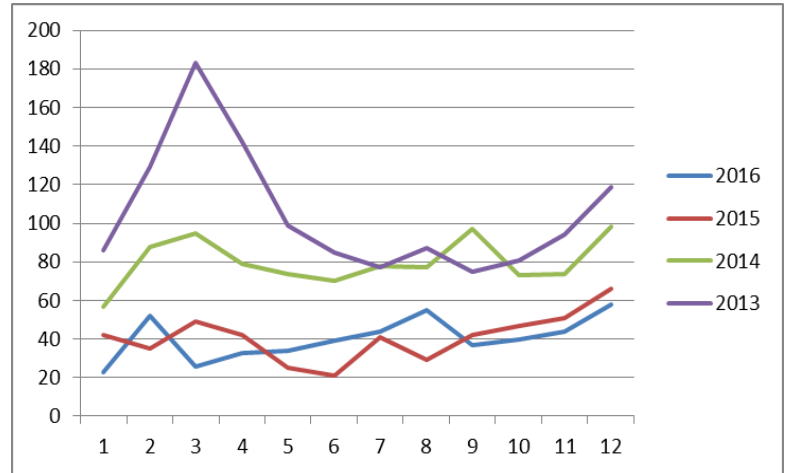


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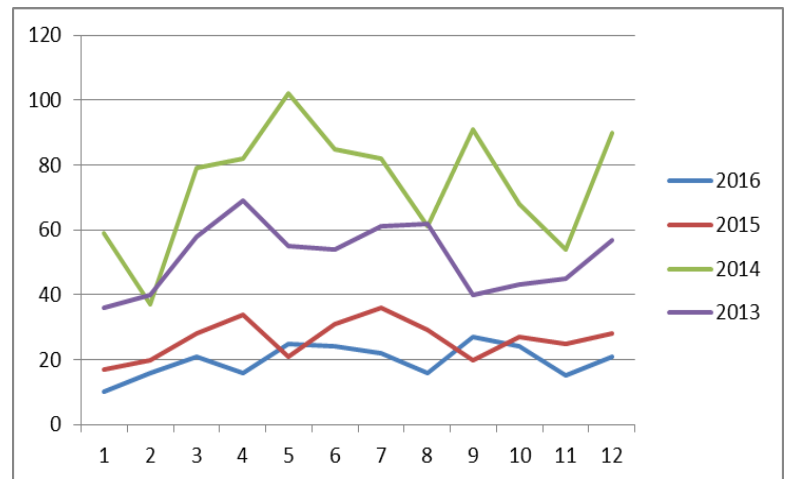
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	Crawler Tractors				
	2016	2015	2014	2013	% 2016/ 2015
January	23	42	57	86	-45%
February	52	35	88	129	49%
March	26	49	95	183	-47%
April	33	42	79	142	-21%
May	34	25	74	99	36%
June	39	21	70	85	86%
July	44	41	78	77	7%
August	55	29	77	87	90%
September	37	42	97	75	-12%
October	40	47	73	81	-15%
November	44	51	74	94	-14%
December	58	66	98	119	-12%
Total	485	490	960	1257	-1%



	Wheel Excavators				
	2016	2015	2014	2013	% 2016/ 2015
January	10	17	59	36	-41%
February	16	20	37	40	-20%
March	21	28	79	58	-25%
April	16	34	82	69	-53%
May	25	21	102	55	19%
June	24	31	85	54	-23%
July	22	36	82	61	-39%
August	16	29	61	62	-45%
September	27	20	91	40	35%
October	24	27	68	43	-11%
November	15	25	54	45	-40%
December	21	28	90	57	-25%
Total	237	316	890	620	-25%

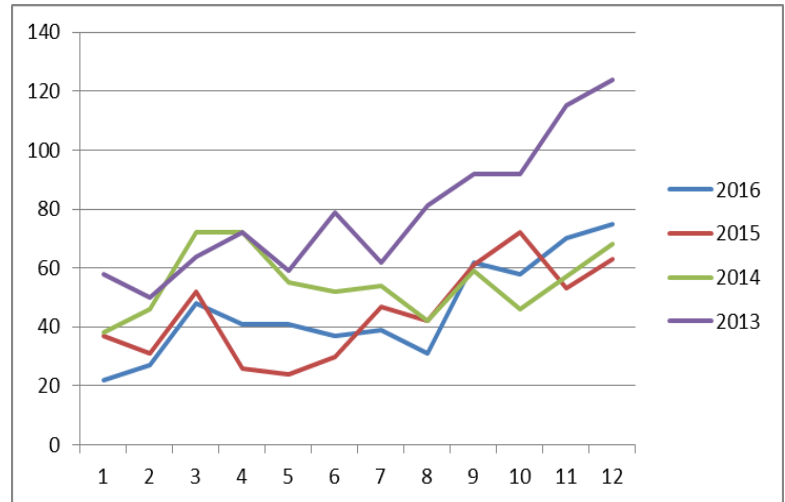


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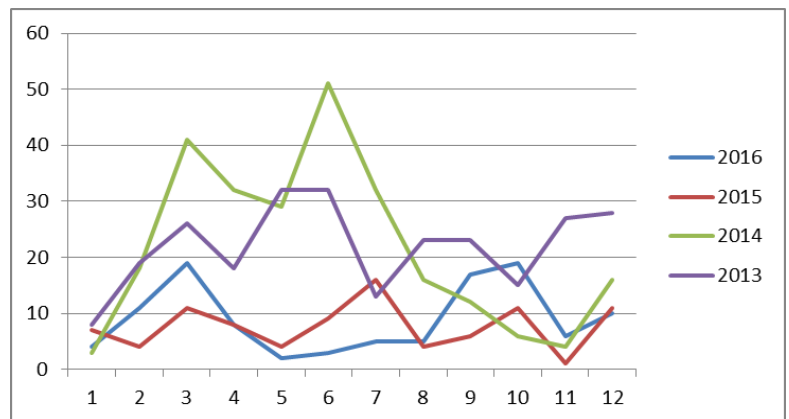
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	Motor Graders				YoY 2016/ 2015
	2016	2015	2014	2013	
January	22	37	38	58	-41%
February	27	31	46	50	-13%
March	48	52	72	64	-8%
April	41	26	72	72	58%
May	41	24	55	59	71%
June	37	30	52	79	23%
July	39	47	54	62	-17%
August	31	42	42	81	-26%
September	62	61	59	92	2%
October	58	72	46	92	-19%
November	71	53	57	115	34%
December	75	63	68	124	19%
Total	552	538	661	948	3%



	Articulated Haulers				% 2016/ 2015
	2016	2015	2014	2013	
January	4	7	3	8	-43%
February	11	4	18	19	175%
March	19	11	41	26	73%
April	8	8	32	18	0%
May	2	4	29	32	-50%
June	3	9	51	32	-67%
July	5	16	32	13	-69%
August	5	4	16	23	25%
September	17	6	12	23	183%
October	19	11	6	15	73%
November	6	1	4	27	500%
December	10	11	16	28	-9%
Total	109	92	260	264	18%

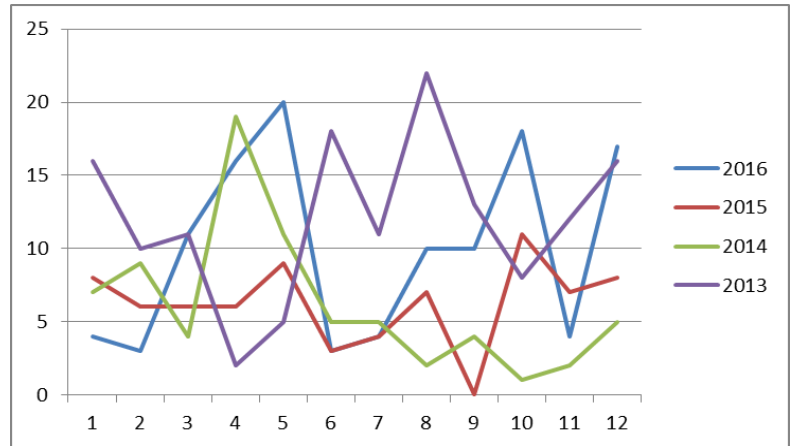


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	Rigid Frame Haulers				
	2016	2015	2014	2013	% 2016/ 2015
January	4	8	7	16	-50%
February	3	6	9	10	-50%
March	11	6	4	11	83%
April	16	6	19	2	167%
May	20	9	11	5	122%
June	3	3	5	18	0%
July	4	4	5	11	0%
August	10	7	2	22	43%
September	10	0	4	13	-
October	18	11	1	8	64%
November	4	7	2	12	-43%
December	17	8	5	16	113%
Total	120	75	74	144	60%



When using this data, please always refer to the Association of European Businesses.

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