## ASSOCIATION OF EUROPEAN BUSINESSES

RUSSIAN FEDERATION
Ulitsa Krasnoproletarskaya 16, bld. 3, Moscow, 127473
Tel +7 495 234 2764 Fax +7 495 234 2807
info@aebrus.ru http://www.aebrus.ru



## АССОЦИАЦИЯ ЕВРОПЕЙСКОГО БИЗНЕСА

РОССИЙСКАЯ ФЕДЕРАЦИЯ, 127473 Москва ул. Краснопролетарская, д. 16 стр. 3 Тел. +7 495 234 2764 Факс +7 495 234 2807 info@aebrus.ru http://www.aebrus.ru

Moscow, 13 October 2010

#### PRESS RELEASE

# SALES OF NEW FOREIGN\* BRAND COMMERCIAL VEHICLES IN RUSSIA IN Q3 2010

Reference data are sales of commercial vehicles to end users and body manufacturers. All these vehicles have been unregistered before, e.g. new vehicles. Vehicles are clustered in four different segments: light commercial vehicles (LCV) from 2,8 to 6 tons gross vehicle weight (GVW), medium duty trucks (MDT) from 6 to 16 tons GVW, heavy duty trucks (HDT) above 16 tons GVW and busses. The figures reported below (with some exceptions in the LCV segment) relate only to the brands represented by the CVC. The CVC is very pleased to announce two new members of the Committee: Hino Motors Sales LLC  $\mu$  FUSO KAMAZ Trucks Ltd.

Boris Billich, chairman of the Commercial Vehicles Committee, says: "The third quarter showed impressive growth figures compared to last year. This did not come unexpected, as Q3 2009 was very low. As vans were more stable then, the increase now is not as steep as for trucks. The outlook for the year-end is also positive; the markets are definitely recovering strongly.

Still, we are not back to pre-crisis levels, but with an ongoing overall recovery of the economy and undisturbed development, the recovery should continue in 2011."

Comparing the third quarter of 2010 to the third quarter of 2009, the sales of light commercial vehicles grew by 29%. 37.290 units were sold in Q3 2010 while in the same period of 2009 only 28.816 LCVs were retailed.

The medium duty segment jumped up from 763 units of sales in Q3 2009 to 2.357 units in Q3 2010 that is a growth of 209%. The heavy duty truck segment (HDT) grew by 183% from 814 units to 2.302 units, comparing the third quarter of 2009 to the third quarter of 2010.

The bus segment has also demonstrated growth – from 62 vehicles in Q3 2009 to 78 units retail in Q3 2010, 26% up.

Andrey Chursin, vice chairman of the Commercial Vehicles Committee, comments: "The suppliers' 2008 stock is now finished. The situation at the market is coming back to normal".

The CVC will publish its next market report with yearly results in January 2011.

### **AEB SPONSORS 2010**

- Alstom Bank Credit Suisse Bank WestLB Vostok BP Russia BSH Group Cargill Enterprises Inc.• Clifford Chance CMS Deloitte
   DHL International (Russia) Ltd E.ON Russia OOO EMAlliance Enel Russia Eni S.p.a ERGO Insurance Group• Ernst & Young (CIS) BV
   GDF SUEZ In2Matrix LLC• ING Commercial banking Investment Company IC Russ-Invest John Deere Agricultural Holdings, Inc.• KPMG
   Mazars• Mercedes-Benz Russia• METRO Group• MOL Plc• Moskapstroy-nedvizhimost LLC Novartis Pharma OBI Russia Peugeot Citroen Rus
- PricewaterhouseCoopers• Procter & Gamble Raiffeisenbank ZAO ROCA OOO Sanofi Aventis Russia Servier Pharmaceuticals
  - Shell Exploration & Production Services (RF) B.V.• Sheremetyevo International Airport Statoil ASA Telenor Russia AS TMF Russia
    - TNK-BP Management, OAO Total E&P Russie Volkswagen Group Rus OOO Volvo Cars LLC Zurich Insurance Company

<sup>\*</sup> LCV segment data includes sales of the Russian brands

## SALES OF NEW FOREIGN\* BRAND COMMERCIAL VEHICLES IN RUSSIA **IN JULY-SEPTEMBER 2010**

LCV <6t**			
BRANDS	Q3	Q3	2010 vs
	2010	2009	2009
GAZ	18912	14539	30%
UAZ	6094	4502	35%
FIAT***	4563	3102	47%
Peugeot	2025	1199	69%
Volkswagen NFZ	1996	1196	67%
Ford	1445	1891	-24%
Nissan	644	277	132%
Mercedes-Benz Vans	534	290	84%
Citroen	485	420	15%
Iveco	205	127	61%
Toyota	173	516	-66%
Isuzu	138	17	712%
Tagaz	43	81	-47%
Renault	31	234	-87%
Hyundai	2	256	-99%
Opel****	0	169	-
Total	37290	28816	29%

## **AEB SPONSORS 2010**

- Alstom Bank Credit Suisse Bank WestLB Vostok BP Russia BSH Group Cargill Enterprises Inc.• Clifford Chance CMS Deloitte • DHL International (Russia) Ltd • E.ON Russia OOO • EMAlliance • Enel Russia • Eni S.p.a • ERGO Insurance Group• Ernst & Young (CIS) BV • GDF SUEZ • In2Matrix LLC• ING Commercial banking • Investment Company IC Russ-Invest • John Deere Agricultural Holdings, Inc.• KPMG
- Mazars• Mercedes-Benz Russia• METRO Group• MOL Plc• Moskapstroy-nedvizhimost LLC Novartis Pharma OBI Russia Peugeot Citroen Rus
  - PricewaterhouseCoopers• Procter & Gamble Raiffeisenbank ZAO ROCA OOO Sanofi Aventis Russia Servier Pharmaceuticals
  - Shell Exploration & Production Services (RF) B.V.• Sheremetyevo International Airport Statoil ASA Telenor Russia AS TMF Russia
    - TNK-BP Management, OAO Total E&P Russie Volkswagen Group Rus OOO Volvo Cars LLC Zurich Insurance Company

<sup>\*</sup> LCV segment data includes sales of the Russian brands

<sup>\*\*</sup> Models included into the LVC segment report are: Berlingo VU, New Berlingo VU, Jumper (Citroen); Ducato, Doblo Cargo, Doblo Panorama (FIAT); Transit, Transit Connect, Ranger (Ford); Gazelle, Sobol, LDV (GAZ); Porter (Hyundai); NLR85 (Isuzu); Daily (Iveco); Sprinter, Vario, Vito/Viano (Mercedes-Benz Vans); Navara, Pick Up, Cabstar (Nissan); Combo (Opel); Boxer, Partner Origin VU, Partner New VU (Peugeot); Kangoo VU, Master VU, Trafic VU (Renault); LC100 Master (Tagaz); HiAce (Toyota); Cargo, 3303, 3741, 3909, 3962, 2206 (UAZ); Caddy, T5, Crafter (Volkswagen Vans)

<sup>\*\*\*</sup> From now on sales of Doblo Panorama are included in FIAT sales

<sup>\*\*\*\*</sup> Opel Combo sales finished due to run out of the model

Trucks 6-16t			
BRANDS	Q3 2010	Q3 2009	2010 vs 2009
Hyundai	1436	338	325%
Isuzu	737	354	108%
Hino	84	46	83%
MAN	42	10	320%
Iveco	28	5	460%
Mitsubishi-Fuso****	18	ı	•
Mercedes-Benz	7	4	75%
Volvo	4	2	100%
Renault Trucks	1	4	-75%
Total	2357	763	209%

Trucks >16t			
BRANDS	Q3	Q3	2010 vs
	2010	2009	2009
MAN	613	116	428%
Iveco	382	103	271%
Volvo	366	230	59%
Scania	328	156	110%
Mercedes-Benz	260	29	797%
Isuzu	210	53	296%
Ford Trucks	77	48	60%
Hyundai	30	14	114%
Renault Trucks	27	60	-55%
Hino	9	5	80%
Total	2302	814	183%

Buses (except "mini" segment)				
BRANDS	Q3 2010	Q3 2009	2010 vs 2009	
MAN	48	19	153%	
Hyundai	22	27	-19%	
Scania	4	1	300%	
Mercedes-Benz	2	14	-86%	
Setra	2	1	100%	
Total	78	62	26%	

<sup>\*\*\*\*</sup> Sales of Mitsubishi-Fuso began from July 2010

For further information, please contact Svetlana Guzeeva, Communications Director, at <a href="mailto:svetlana.guzeeva@aebrus.ru">svetlana.guzeeva@aebrus.ru</a> or tel. +7 495 234 27 64, ext. 136; and Nadezhda Churmeeva, Commercial Vehicles Committee Coordinator, at nadezhda.churmeeva@aebrus.ru or +7 495 234 27 64, ext. 116.

### **AEB SPONSORS 2010**

- Alstom Bank Credit Suisse Bank WestLB Vostok BP Russia BSH Group Cargill Enterprises Inc.• Clifford Chance CMS Deloitte • DHL International (Russia) Ltd • E.ON Russia OOO • EMAlliance • Enel Russia • Eni S.p.a • ERGO Insurance Group• Ernst & Young (CIS) BV • GDF SUEZ • In2Matrix LLC• ING Commercial banking • Investment Company IC Russ-Invest • John Deere Agricultural Holdings, Inc. • KPMG
- Mazars• Mercedes-Benz Russia• METRO Group• MOL Plc• Moskapstroy-nedvizhimost LLC Novartis Pharma OBI Russia Peugeot Citroen Rus
  - PricewaterhouseCoopers• Procter & Gamble Raiffeisenbank ZAO ROCA OOO Sanofi Aventis Russia Servier Pharmaceuticals
  - Shell Exploration & Production Services (RF) B.V.• Sheremetyevo International Airport Statoil ASA Telenor Russia AS TMF Russia
    - TNK-BP Management, OAO Total E&P Russie Volkswagen Group Rus OOO Volvo Cars LLC Zurich Insurance Company