



Moscow, 12 January 2012

PRESS RELEASE

Russian Automotive Market is to Maintain a Consistent Growth in 2012

- *Sales of new passenger cars and LCVs in Russia increased by 39% in 2011 and by 23% in December 2011*
- *Among the top ten bestselling models so far, nine are locally produced*
- *AEB AMC announces its forecast for 2012 as 2.8 million cars and LCVs*

Year 2011 saw sales of new cars and light commercial vehicles in Russia increase by **39%** compared with 2010 or by 740,614 more sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Growth for **December 2011** amounted to **23%** or 46,206 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 23% year on year growth in the December market brings us to a final full year figure of 2.6m Passenger Cars and Light Commercial Vehicles up 39% on 2010. This is in line with last month's forecast and the previously identified trend of stabilising yet consistent growth.

This also supports our view of continued though slower growth in 2012 with a current consensus forecast of 2.8m. Clearly 2012 can be impacted by the global financial environment but the ingredients for growth this year remain; low level of car ownership, age of vehicles in use and significant potential as well as investment activities in the regions. In order for this to be realised we will need to see stability in the availability of finance for vehicle purchase and a stable investment climate for producers and retailers. With all these elements in place the Passenger Car and Light Commercial Vehicle market in Russia can grow close to its pre-crisis levels."

Attachments:

1. New car/LCV sales in Russia by brands in 2010/2011
2. New car/LCV sales in Russia by groups in 2010/2011
3. 25 best sold models of cars in Russia in 2010/2011

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NEW CAR AND LCV* SALES IN RUSSIA BY BRANDS IN 2010/2011

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

BRANDS	2011	2010	%	Dec 2011	Dec 2010	%
LADA	578387	522924	11%	43172	50782	-15%
CHEVROLET	173484	116233	49%	16420	12552	31%
HYUNDAI*	163447	87081	88%	16466	9402	75%
RENAULT*	154734	96466	60%	14741	11408	29%
KIA	152873	104235	47%	10677	7690	39%
NISSAN*	138827	79614	74%	16402	10323	59%
TOYOTA*	119505	79315	51%	13975	8525	64%
FORD*	118031	90166	31%	13200	11471	15%
VW	118003	58989	100%	13776	6770	103%
DAEWOO	92778	74419	25%	6869	6911	-1%
GAZ*	89773	76647	17%	8591	9190	-7%
MITSUBISHI	74166	45538	63%	7321	5314	38%
SKODA	74074	45631	62%	8887	4111	116%
OPEL	67555	40875	65%	6674	5534	21%
UAZ*	57148	49043	17%	7029	7013	0%
PEUGEOT*	44311	35734	24%	3902	3718	5%
MAZDA	39718	24926	59%	4271	3178	34%
SUZUKI	35469	28690	24%	2881	3083	-7%
MERCEDES-BENZ	29058	19724	47%	2526	2211	14%
FIAT*	28254	21943	29%	2303	2995	-23%
BMW	28165	20584	37%	2942	2010	46%
CITROEN*	27633	17419	59%	2882	2008	44%
AUDI	23250	18510	26%	1771	1503	18%
SSANGYONG	22692	12526	81%	2863	1216	135%
CHANCE**	20049	17541	14%	1751	1640	7%
VOLVO	19209	10650	80%	2561	1512	69%
HONDA	19101	18159	5%	1662	1826	-9%
LIFAN***	17910	7700	133%	1871	935	100%
LEXUS	13698	10981	25%	1242	1169	6%
LAND ROVER	13183	9970	32%	1644	1503	9%
SUBARU	12371	8552	45%	1192	747	60%
VW VANS*	12345	7227	71%	1363	1114	22%
VORTEX****	12103	10100	20%	383	1751	-78%
BOGDAN*****	8683	7612	14%	784	440	78%
CHERY	7278	8909	-18%	900	432	108%
INFINITI	7042	4674	51%	889	575	55%
GREAT WALL	6777	3637	86%	841	448	88%
GEELY	6060	1944	212%	1337	250	435%
IZH	5163	489	956%	431	203	112%
HAIMA	3114	0	-	211	0	-
MERCEDES-BENZ VANS	2703	2123	27%	463	406	14%
CADILLAC	2226	1459	53%	0	209	-
PORSCHE	2202	1572	40%	100	145	-31%
JEEP	2093	809	159%	326	145	125%
BYD*****	2007	574	250%	160	413	-61%
MINI	2002	1001	100%	207	105	97%
TAGAZ*****	1840	7284	-75%	311	56	455%
JAGUAR	1182	858	38%	168	96	75%
SEAT	1127	955	18%	60	69	-13%
ISUZU	371	330	12%	2	44	-95%
DODGE	158	273	-42%	13	47	-72%
CHRYSLER	76	179	-58%	1	10	-90%
TOTAL	2653408	1912794	39%	251414	205208	23%

*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_{≤3,5t} (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)

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*****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)
*****BYD F3 = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ
*****Sales of the following brands stopped in 2010: Alfa Romeo, 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 LhAuto are included into LADA's data
*****The data for a number of brands was adjusted during 2011

NEW CAR AND LCV* SALES IN RUSSIA BY GROUPS IN 2010/2011

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

GROUPS	2011	2010	%	Dec 2011	Dec 2010	%
AVTOVAZ - RENAULT - NISSAN	878990	703678	25%	75204	73088	3%
AVTOVAZ	578387	522924	11%	43172	50782	-15%
RENAULT	154734	96466	60%	14741	11408	29%
NISSAN	138827	79614	74%	16402	10323	59%
INFINITI	7042	4674	51%	889	575	55%
GM Group	243265	158567	53%	23094	18295	26%
OPEL	67555	40875	65%	6674	5534	21%
CHEVROLET	173484	116233	49%	16420	12552	31%
CADILLAC	2226	1459	53%	0	209	-
VW Group	228799	131312	74%	25857	13567	91%
VOLKSWAGEN cars	118003	58989	100%	13776	6770	103%
VOLKSWAGEN vans	12345	7227	71%	1363	1114	22%
AUDI	23250	18510	26%	1771	1503	18%
SEAT**	1127	955	18%	60	69	-13%
SKODA	74074	45631	62%	8887	4111	116%
HYUNDAI	163447	87081	88%	16466	9402	75%
KIA	152873	104235	47%	10677	7690	39%
TOYOTA Group	133203	90296	48%	15217	9694	57%
TOYOTA	119505	79315	51%	13975	8525	64%
LEXUS	13698	10981	25%	1242	1169	6%
FORD	118031	90166	31%	13200	11471	15%
DAEWOO	92778	74419	25%	6869	6911	-1%
GAZ Group	89773	76647	17%	8591	9190	-7%
GAZ PC	7	5502	-100%	0	686	-
GAZ LCV	89766	71145	26%	8591	8504	1%
MITSUBISHI	74166	45538	63%	7321	5314	38%
PSA PEUGEOT CITROEN	71944	53153	35%	6784	5726	18%
PEUGEOT	44311	35734	24%	3902	3718	5%
CITROEN	27633	17419	59%	2882	2008	44%
UAZ	57148	49043	17%	7029	7013	0%
MAZDA	39718	24926	59%	4271	3178	34%
SUZUKI	35469	28690	24%	2881	3083	-7%
MERCEDES-BENZ	31761	21847	45%	2989	2617	14%
MERCEDES-BENZ cars	29058	19724	47%	2526	2211	14%
MERCEDES-BENZ vans	2703	2123	27%	463	406	14%
BMW Group	30167	21585	40%	3149	2115	49%
BMW	28165	20584	37%	2942	2010	46%
MINI	2002	1001	100%	207	105	97%
FIAT	28254	21943	29%	2303	2995	-23%
SSANGYONG	22692	12526	81%	2863	1216	135%
CHANCE***	20049	17541	14%	1751	1640	7%
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CHRYSLER	76	179	-58%	1	10	-90%
PORSCHE	2202	1572	40%	100	145	-31%
BYD	2007	574	250%	160	413	-61%
TAGAZ	1840	7284	-75%	311	56	455%
ISUZU	371	330	12%	2	44	-95%

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

SOLLERS Group	108465	83842	29%	12197	11268	8%
FIAT	28254	21943	29%	2303	2995	-23%
ISUZU	371	330	12%	2	44	-95%
SSANGYONG	22692	12526	81%	2863	1216	135%
UAZ	57148	49043	17%	7029	7013	0%

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**SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

***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, Hummer, SAAB

*****From January 2010 the sales of LADA 2104 of IchAuto are included into LADA's data

25 BEST SOLD MODELS OF CARS IN RUSSIA IN 2010/2011

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

#	MODEL	BRAND	2011	2010	%	Dec 2011	Dec 2010	%
1	Kalina	LADA	142930	108989	31%	11214	11583	-3%
2	Priora	LADA	138697	125247	11%	9480	11913	-20%
3	Samara	LADA	122473	105457	16%	11349	9736	17%
4	2104/2105/2107	LADA	112522	138272	-19%	5510	12557	-56%
5	Solaris	HYUNDAI	97243	0	-	10608	0	-
6	Focus	FORD	82457	67041	23%	9093	8359	9%
7	Logan	RENAULT	81909	62862	30%	6642	6743	-1%
8	4x4	LADA	60738	44635	36%	4595	4989	-8%
9	Nexia	DAEWOO	54567	43943	24%	4059	4284	-5%
10	Niva	CHEVROLET	54425	35380	54%	6633	3952	68%
11	Polo	VW	52100	10410	400%	6258	3077	103%
12	Rio	KIA	49858	29165	71%	4028	2200	83%
13	Astra (incl. Astra Cabrio)	OPEL	48030	30432	58%	4863	4241	15%
14	Sandero	RENAULT	45694	19232	138%	5190	2930	77%
15	Lacetti	CHEVROLET	42100	31885	32%	3968	3311	20%
16	Octavia A5	SKODA	41130	18256	125%	4715	2352	100%
17	Matiz	DAEWOO	38211	30476	25%	2810	2627	7%
18	Cruze	CHEVROLET	37710	18857	100%	3698	2193	69%
19	Qashqai	NISSAN	35231	21489	64%	4231	2716	56%
20	Cee'd	KIA	28868	26647	8%	2014	1796	12%
21	RAV 4	TOYOTA	27206	16479	65%	3154	1811	74%
22	Corolla	TOYOTA	27007	16417	65%	2585	2123	22%
23	Aveo	CHEVROLET	25778	22784	13%	361	2288	-84%
24	Sportage	KIA	23880	20274	18%	2012	1415	42%
25	New X-Trail	NISSAN	22689	16158	40%	3571	2043	75%

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