

**ASSOCIATION
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RUSSIAN FEDERATION
Ulitsa Krasno proletarskaya 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

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PRESS RELEASE

The Year Continues Strong for New Cars and Light Commercial Vehicles in Russia

- *Sales of new passenger cars and LCVs in Russia increased by 15% in August, 2012*
- *Among the top ten bestselling models so far, ten models are locally produced*

According to the AEB Automobile Manufacturers Committee (AEB AMC), **August 2012** saw the increase in sales of new cars and light commercial vehicles in Russia by **15%** in comparison to the same period in 2011. This August 258.761 units were sold; this is 33.950 units more than in August, 2011.

From January to August, 2012 the percentage sales of new cars and light commercial vehicles in Russia increased by **14%** in comparison to the same period in 2011 or by 242.154 more sold units.

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

Again a good month result, and the best August ever recorded. Robust growth in the double-digit percentage range goes on - despite recent hikes in household utility costs, and a widespread expectation among consumers that prices of imported cars would drop following WTO entry. Now, with the introduction of the utilization fee, it becomes clear to the public that this won't happen. With that uncertainty removed from the customer's mind, and the traditionally strong autumn season just beginning, we have all reason to remain optimistic for continued sales momentum in the remaining months of the year.

Contacts:

Olga Zueva, AEB Automobile Manufacturers Committee Coordinator olga.zueva@aebrus.ru, tel. +7 (495) 234 27 64

Yuliya Sheglova, Project Manager for market researches and statistics yuliya.sheglova@aebrus.ru, tel. +7 (495) 234 27 64

Attachments:

1. New car/LCV sales in Russia by brands for January – August 2012/2011 and August 2012/2011
2. New car/LCV sales in Russia by groups for January – August 2012/2011 and August 2012/2011
3. 25 best sold models of cars in Russia for January – August 2012/2011 and August 2012/2011

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NEW CAR AND LCV¹ SALES IN RUSSIA BY BRANDS FOR JANUARY-AUGUST 2012/2011 AND AUGUST 2012/2011

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

BRANDS	Jan-August 2012	Jan-August 2011	%	August 2012	August 2011	%
LADA	348974	392999	-11%	51149	50941	0%
CHEVROLET	135497	111611	21%	19742	14225	39%
RENAULT ¹	124517	99642	25%	12315	11850	4%
KIA	124133	100355	24%	16027	12761	26%
HYUNDAI ¹	116868	98844	18%	13323	12204	9%
VW	108933	66923	63%	13360	10452	28%
NISSAN ¹	105264	81567	29%	13133	10949	20%
TOYOTA ¹	105114	75634	39%	14229	10680	33%
FORD ¹	84477	71157	19%	10722	8401	28%
SKODA	63006	43604	44%	8322	4946	68%
DAEWOO	59452	63131	-6%	8903	9050	-2%
GAZ LCV ¹	55939	56263	-1%	8578	7860	9%
OPEL	54578	42884	27%	7412	6281	18%
MITSUBISHI	44827	45890	-2%	6603	6007	10%
UAZ ¹	37422	33795	11%	4856	5095	-5%
MAZDA	31495	23813	32%	3665	3707	-1%
PEUGEOT ¹	30086	29326	3%	4043	3974	2%
SUZUKI	23231	23388	-1%	2970	2812	6%
MERCEDES-BENZ	23074	18224	27%	3221	2604	24%
CITROEN ¹	22625	17220	31%	2909	2761	5%
BMW	22392	17223	30%	3003	2340	28%
AUDI	22292	15800	41%	2972	2010	48%
SSANGYONG	20225	12836	58%	2679	2106	27%
HONDA	13752	12707	8%	2089	1526	37%
LIFAN	13403	11288	19%	2006	1797	12%
VOLVO	13333	10053	33%	1502	1445	4%
LAND ROVER	12668	8023	58%	1590	1023	55%
CHERY	12479	3505	256%	2219	639	247%
VW NFZ ¹	10674	7390	44%	1393	1030	35%
GEELY	10067	2796	260%	2083	480	334%
LEXUS	9784	9146	7%	1557	1112	40%
SUBARU	9252	8118	14%	1124	1098	2%
GREAT WALL	8306	3645	128%	1262	489	158%
ZAZ ⁸	7861	13481	-42%	656	2545	-74%
INFINITY	6324	3875	63%	771	349	121%
BOGDAN ³	6248	5021	24%	1582	527	200%
FIAT ¹	5054	19214	-74%	646	2404	-73%
VORTEX ²	4220	9187	-54%	1182	1928	-39%
JEEP	2957	1001	195%	451	224	101%

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MERCEDES-BENZ Vans	2420	1438	68%	357	249	43%
PORCHE	2392	1420	68%	345	183	89%
BYD ⁵	1969	908	117%	187	176	6%
MINI	1707	1227	39%	227	200	14%
IZH	1543	3340	-54%	372	484	-23%
CADILLAC	1524	1696	-10%	141	257	-45%
SEAT	1452	1037	40%	307	0	-
BAW ⁶	1207	n/a	-	190	n/a	-
TAGAZ ⁴	1071	1105	-3%	154	87	77%
JAGUAR	1021	659	55%	110	85	29%
HAIMA	549	2108	-74%	0	383	-
DODGE	131	130	1%	12	16	-25%
ISUZU ¹	130	290	-55%	3	58	-95%
CHRYSLER	120	40	200%	10	0	-
FOTON ⁷	87	85	2%	9	1	800%
FAW	83	-	-	83	-	-
smart ⁹	7	-	-	5	-	-
Total	1928216	1686062	14%	258761	224811	15%

¹ LCV sales are included into total brand's sales if exist in the product line of the brand; reported separately for some brands. LCV's 3,5l (with several exceptions reaching highest range of 6l). Some updates concerning LCV data may occur

² VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

³ BOGDAN = cars and LCVs of BOGDAN brand produced in Cherkassy, Ukraine by Bogdan corporation (BOGDAN 2110, 2111, 2310; exported to Russia from April 2010)

⁴ TAGAZ = cars and LCVs of TAGAZ brand produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia)

⁵ BYD = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ

⁶ BAW = the industrial assembly of cars and buses at the factory OOO "BAU-RUS Motor Corporation" has been taking place in the city of Ulanovsk since 2008 (from 2006 to 2008 the company was the exclusive distributor of the BAW commercial vehicles in Russia)

⁷ Cars are produced in China by BEIQI FOTON MOTOR Co., LTD, and have been represented in Russia, since the 2009, by the distributor LLC "FOTON MOTOR"

⁸ ZAZ distributor in Russia changed in April 2011

⁹ smart sales in Russia are done via ZAO Mercedes-Benz RUS starting from July 2012.

¹⁰ FAW brand sales in Russia are being done via OOO «QUENGROUP», official distributor in Russian since August 2012

¹¹ BOGDAN brand sales in Russia are being done via OOO «TehnoProject», official distributor in Russia since 2012

NEW CAR AND LCV¹ SALES IN RUSSIA BY GROUPS FOR JANUARY-AUGUST 2012/2011 AND AUGUST 2012/2011

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

GROUPS	Jan-August 2012	Jan-August 2011	%	August 2012	August 2011	%
AVTOVAZ - RENAULT - NISSAN	585079	578083	1%	77368	74089	4%
AVTOVAZ	348974	392999	-11%	51149	50941	0%
RENAULT	124517	99642	25%	12315	11850	4%
NISSAN	105264	81567	29%	13133	10949	20%
INFINITI	6324	3875	63%	771	349	121%
VW Group	206357	134754	53%	26354	18438	43%
VOLKSWAGEN cars	108933	66923	63%	13360	10452	28%
VOLKSWAGEN vans	10674	7390	44%	1393	1030	35%
AUDI	22292	15800	41%	2972	2010	48%
SEAT	1452	1037	40%	307	0	-
SKODA	63006	43604	44%	8322	4946	68%
GM Group	191599	156191	23%	27295	20763	31%
OPEL	54578	42884	27%	7412	6281	18%
CHEVROLET	135497	111611	21%	19742	14225	39%
CADILLAC	1524	1696	-10%	141	257	-45%
KIA	124133	100355	24%	16027	12761	26%
HYUNDAI	116868	98844	18%	13323	12204	9%
TOYOTA Group	114890	84780	36%	15778	11792	34%
TOYOTA	105106	75634	39%	14221	10680	33%
LEXUS	9784	9146	7%	1557	1112	40%
FORD	84477	71157	19%	10722	8401	28%

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DAEWOO	59452	63131	-6%	8903	9050	-2%
GAZ LCV	55939	56263	-1%	8578	7860	9%
PSA PEUGEOT CITROEN	52711	46546	13%	6952	6735	3%
PEUGEOT	30086	29326	3%	4043	3974	2%
CITROEN	22625	17220	31%	2909	2761	5%
MITSUBISHI	44827	45890	-2%	6603	6007	10%
UAZ	37422	33795	11%	4856	5095	-5%
MAZDA	31495	23813	32%	3665	3707	-1%
MERCEDES-BENZ	25501	19662	30%	3583	2853	26%
MERCEDES-BENZ cars	23074	18224	27%	3221	2604	24%
MERCEDES-BENZ vans	2420	1438	68%	357	249	43%
smart	7	-	-	5	-	-
BMW Group	24099	18450	31%	3230	2540	27%
BMW	22392	17223	30%	3003	2340	28%
MINI	1707	1227	39%	227	200	14%
SUZUKI	23231	23388	-1%	2970	2812	6%
SSANGYONG	20225	12836	58%	2679	2106	27%
HONDA	13752	12707	8%	2089	1526	37%
JAGUAR LAND ROVER	13689	8682	58%	1700	1108	53%
LAND ROVER	12668	8023	58%	1590	1023	55%
JAGUAR	1021	659	55%	110	85	29%
LIFAN	13403	11288	19%	2006	1797	12%
VOLVO	13333	10053	33%	1502	1445	4%
CHERY	12479	3505	256%	2219	639	247%
GEELY	10067	2796	260%	2083	480	334%
SUBARU	9252	8118	14%	1124	1098	2%
GREAT WALL	8306	3645	128%	1262	489	158%
ZAZ	7861	13481	-42%	656	2545	-74%
BOGDAN	6248	5021	24%	1582	527	200%
CHRYSLER Group	5180	1171	342%	1119	240	366%
FIAT	1972	-	-	646	-	-
CHRYSLER	120	40	200%	10	0	-
JEEP	2957	1001	195%	451	224	101%
DODGE	131	130	1%	12	16	-25%
VORTEX	4220	9187	-54%	1182	1928	-39%
PORSCHE	2392	1420	68%	345	183	89%
BYD	1969	908	117%	187	176	6%
IZH	1543	3340	-54%	372	484	-23%
BAW	1207	n/a	-	190	n/a	-
TAGAZ	1071	1105	-3%	154	87	77%
HAIMA	549	2108	-74%	0	383	-100%
ISUZU	130	290	-55%	3	58	-95%
FOTON	87	85	2%	9	1	800%
FAW	83	-	-	83	-	-

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

SOLLERS Group	57777	46921	23%	7538	7259	4%
ISUZU	130	290	-55%	3	58	-95%
SSANGYONG	20225	12836	58%	2679	2106	27%
UAZ	37422	33795	11%	4856	5095	-5%

¹ LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV=2,5t (with several exceptions reaching highest range of 6t)

Some updates concerning LCV data may occur

² SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

³ Starting from 2012 Chrysler Rus is the only official FIAT distributor in Russia. The rest stock, which is at Sollers, will be sold in 2012.

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25 BEST SOLD MODELS OF CARS IN RUSSIA FOR JANUARY-AUGUST 2012/2011 AND AUGUST 2012/2011

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

#	MODEL	BRAND	Jan-August 2012	Jan-August 2011	%	August 2012	August 2011	%
1	Kalina	Lada	87198	97656	-11%	8529	12240	-30%
2	Priora	Lada	82910	94290	-12%	12647	13870	-9%
3	Solaris	Hyundai	75334	56899	32%	7953	7589	5%
4	Granta	Lada	66915	-	-	12511	-	-
5	Focus	Ford	60550	49380	23%	7690	5021	53%
6	New Rio	KIA	56425	31666	78%	6602	2615	152%
7	Samara	Lada	46667	74755	-38%	6846	11117	-38%
8	Polo	VW	46050	29890	54%	4366	4372	0%
9	Logan	Renault	44712	55985	-20%	2834	6301	-55%
10	Cruze	Chevrolet	41357	23610	75%	6038	3688	64%
11	Niva	Chevrolet	38981	31290	25%	4484	4150	8%
12	Astra (incl. Astra Cabrio)	Opel	37122	30655	21%	4675	4337	8%
13	Nexia	Daewoo	36364	36905	-1%	5786	5435	6%
14	4x4	Lada	35424	38535	-8%	4746	5733	-17%
15	Sandero	Renault	33889	26944	26%	2246	3382	-34%
16	Octavia A5	Skoda	32826	24068	36%	4476	2699	66%
17	Qashqai	Nissan	26165	20804	26%	3960	2183	81%
18	2104/2105/2107	Lada	25787	87760	-71%	3057	7980	-62%
19	Lacetti	Chevrolet	24342	27831	-13%	3639	3774	-4%
20	Corolla	Toyota	23914	17935	33%	3325	2373	40%
21	Matiz	Daewoo	23088	26226	-12%	3117	3615	-14%
22	Camry	Toyota	22804	14813	54%	2854	1869	53%
23	Duster	Renault	22208	-	-	4308	-	-
24	Juke	Nissan	21355	5911	261%	2304	1449	59%
25	New Sportage	KIA	21143	14559	45%	2862	2256	27%

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