



Press-release

14 May 2018

SALES OF NEW CONSTRUCTION EQUIPMENT FOR Q1 2018 IN RUSSIA INCREASED BY 41%

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:**

"Following the results of the first quarter, we see a relatively moderate growth of the market in comparison with previous periods, which is facilitated by a higher reference point. The sales grew largely due to the stable situation in the financial markets, the tendency to reduce the cost of loans, as well as a relatively stable national currency. As before, it should be noted, that even with the current high growth rate maintained throughout the year, the pre-crisis level will not yet be reached. Therefore, any impact on the market (including regulatory one) can significantly slow down the pace of its recovery. "

Contacts:

For companies:

Asker Nakhushhev, AEB Construction Equipment Committee Coordinator, asker.nakhushhev@aebrus.ru, tel. +7 (495) 234 27 64 ex.116
Yuliya Sheglova, Project Manager for market researches and statistics, yuliya.sheglova@aebrus.ru, tel. +7 (495) 234 27 64 ex.144

For Media:

Ekaterina Mukhina, Communications Manager\Press Secretary, ekaterina.mukhina@aebrus.ru , tel. +7 (495) 234 27 64 ex. 136

Attachments:

1. Sales of new construction equipment for IQ 2018/2017 in Russia

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SALES OF NEW CONSTRUCTION EQUIPMENT FOR I Q 2018/2017 IN RUSSIA

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

* Эксмаш, Dressta - data starting from 2017

**Hidromek - data starting from 2018

| Backhoe-Loaders | | |
|-----------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 514 | 323 | 59% |

| | Backhoe-Loaders | | | |
|--------------|-----------------|-------------|-------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 106 | 62 | 50 | 24% |
| February | 174 | 105 | 56 | 88% |
| March | 234 | 156 | 98 | 59% |
| April | | 168 | 96 | 75% |
| May | | 147 | 80 | 84% |
| June | | 192 | 96 | 100% |
| July | | 168 | 97 | 73% |
| August | | 153 | 69 | 122% |
| September | | 185 | 126 | 47% |
| October | | 161 | 119 | 35% |
| November | | 224 | 128 | 75% |
| December | | 290 | 190 | 53% |
| Total | 514 | 2011 | 1205 | 67% |

| Crawler Excavators | | |
|--------------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 760 | 530 | 43% |

| | Crawler Excavators | | | |
|--------------|-----------------------|-------------|-------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 159 | 102 | 112 | -9% |
| February | 267 | 178 | 157 | 13% |
| March | 334 | 250 | 169 | 48% |
| April | | 227 | 173 | 31% |
| May | | 214 | 116 | 84% |
| June | | 277 | 159 | 74% |
| July | | 271 | 149 | 82% |
| August | | 269 | 173 | 55% |
| September | | 258 | 190 | 36% |
| October | | 263 | 143 | 84% |
| November | | 260 | 185 | 41% |
| December | | 337 | 195 | 73% |
| Total | 760 | 2906 | 1921 | 51% |

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| Skid Steer Loaders | | |
|--------------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 210 | 145 | 45% |

| | Skid Steer Loaders | | | |
|--------------|--------------------|------------|------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 41 | 34 | 31 | 10% |
| February | 60 | 52 | 31 | 68% |
| March | 109 | 59 | 68 | -13% |
| April | | 52 | 44 | 18% |
| May | | 82 | 69 | 19% |
| June | | 70 | 63 | 11% |
| July | | 62 | 57 | 9% |
| August | | 58 | 47 | 23% |
| September | | 81 | 40 | 103% |
| October | | 106 | 66 | 61% |
| November | | 89 | 97 | -8% |
| December | | 136 | 144 | -6% |
| Total | 210 | 881 | 757 | 16% |

| Wheel Loaders | | |
|---------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 219 | 173 | 27% |

| | Wheel Loaders | | | |
|--------------|---------------|------------|------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 54 | 51 | 37 | 38% |
| February | 81 | 31 | 39 | -21% |
| March | 84 | 91 | 50 | 82% |
| April | | 75 | 64 | 17% |
| May | | 81 | 60 | 35% |
| June | | 86 | 62 | 39% |
| July | | 91 | 64 | 42% |
| August | | 65 | 58 | 12% |
| September | | 83 | 58 | 43% |
| October | | 79 | 50 | 58% |
| November | | 78 | 44 | 77% |
| December | | 106 | 62 | 71% |
| Total | 219 | 917 | 648 | 42% |

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| Crawler Tractors | | |
|------------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 174 | 126 | 38% |

| | Crawler Tractors | | | |
|--------------|------------------|------------|------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 52 | 35 | 23 | 52% |
| February | 52 | 31 | 52 | -40% |
| March | 70 | 60 | 26 | 131% |
| April | | 52 | 33 | 58% |
| May | | 51 | 39 | 31% |
| June | | 71 | 39 | 82% |
| July | | 100 | 44 | 127% |
| August | | 87 | 55 | 58% |
| September | | 79 | 37 | 114% |
| October | | 52 | 40 | 30% |
| November | | 81 | 44 | 84% |
| December | | 81 | 58 | 40% |
| Total | 174 | 780 | 490 | 59% |

| Wheel Excavators | | |
|------------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 98 | 70 | 40% |

| | Wheel Excavators | | | |
|--------------|------------------|------------|------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 22 | 7 | 10 | -30% |
| February | 35 | 23 | 16 | 44% |
| March | 41 | 40 | 21 | 90% |
| April | | 39 | 16 | 144% |
| May | | 46 | 25 | 84% |
| June | | 33 | 24 | 38% |
| July | | 29 | 22 | 32% |
| August | | 43 | 16 | 169% |
| September | | 46 | 27 | 70% |
| October | | 32 | 24 | 33% |
| November | | 36 | 15 | 140% |
| December | | 38 | 21 | 81% |
| Total | 98 | 412 | 237 | 74% |

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| Motor Graders | | |
|---------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 135 | 123 | 10% |

| | Motor Graders | | | |
|--------------|---------------|------------|------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 36 | 44 | 22 | 100% |
| February | 40 | 39 | 27 | 44% |
| March | 59 | 40 | 48 | -17% |
| April | | 62 | 41 | 51% |
| May | | 50 | 41 | 22% |
| June | | 74 | 37 | 100% |
| July | | 72 | 39 | 85% |
| August | | 54 | 31 | 74% |
| September | | 69 | 62 | 11% |
| October | | 70 | 58 | 21% |
| November | | 64 | 71 | -10% |
| December | | 74 | 75 | -1% |
| Total | 135 | 712 | 552 | 29% |

| Articulated Haulers | | |
|---------------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 27 | 22 | 23% |

| | Articulated Haulers | | | |
|--------------|---------------------|------------|------------|------------------|
| | 2018 | 2017 | 2016 | YoY 2017/2016 |
| January | 7 | 2 | 4 | -50% |
| February | 5 | 12 | 11 | 9% |
| March | 15 | 8 | 19 | -58% |
| April | | 8 | 8 | 0% |
| May | | 20 | 2 | 900% |
| June | | 26 | 3 | 767% |
| July | | 11 | 5 | 120% |
| August | | 21 | 5 | 320% |
| September | | 9 | 17 | -47% |
| October | | 6 | 19 | -68% |
| November | | 4 | 6 | -33% |
| December | | 25 | 10 | 150% |
| Total | 27 | 152 | 109 | 39% |

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| Rigid Frame Haulers | | |
|---------------------|-------------|-----|
| 1 Q 2018 | 1 Q 2017 | % |
| 59 | 44 | 34% |

| | Rigid Frame Haulers | | | |
|--------------|---------------------|------------|------------|----------------|
| | 2018 | 2017 | 2016 | % 2017/2016 |
| January | 20 | 18 | 4 | 350% |
| February | 21 | 17 | 3 | 467% |
| March | 18 | 9 | 11 | -18% |
| April | | 11 | 16 | -31% |
| May | | 32 | 20 | 60% |
| June | | 21 | 3 | 600% |
| July | | 20 | 4 | 400% |
| August | | 19 | 10 | 90% |
| September | | 27 | 10 | 170% |
| October | | 9 | 18 | -50% |
| November | | 25 | 4 | 525% |
| December | | 37 | 17 | 118% |
| Total | 59 | 245 | 120 | 104% |

Total:

| 1 Q 2018 | 1 Q 2017 | % |
|-------------|-------------|-----|
| 2196 | 1556 | 41% |

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

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