



Moscow, 8 December, 2011

## **PRESS RELEASE**

### ***Russian Automotive Market is to Reach 2.6m Cars and LCVs Sold in 2011.***

- *Sales of new passenger cars and LCVs in Russia increased by 41% in the first eleven months of 2011 and by 26% in November 2011*
- *Among the top ten bestselling models so far, nine are locally produced*

**The first eleven months of 2011** saw sales of new cars and light commercial vehicles in Russia increase by **41%** compared with the same period in 2010 or by 694,457 more sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Growth for **November 2011** amounted to **26%** or 49,406 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 26% increase for the month of November and prospects for December now indicate a full year market of 2.6m cars and light commercial vehicles, higher than our previous forecast of 2.55m. This will mean that for the full year the total industry volume will increase by nearly 37% compared to 2010. However, we do not at this stage see any cause to revise upwards our initial forecast for 2012 of 2.8m cars and light commercial vehicles though this will lead to a much lower year to year growth of less than 8% for the coming year."

The results for the Russian automotive market in 2011 and forecasts for 2012 will be presented at the **AEB AMC press conference, 12<sup>th</sup> January, 2012 at 11.30am** (registration starts at 11.00am). The event will take place at the Ararat Park Hayatt Hotel.

Attachments:

1. New car/LCV sales in Russia by brands in November/11 months 2011
2. New car/LCV sales in Russia by groups in November/11 months 2011
3. 25 best sold models of cars in Russia in November/11 months 2011

Contact persons:

Victoria Zavyalova, AEB Director of Communications [vz@aebrus.ru](mailto:vz@aebrus.ru) tel. (+7 495) 234 27 64

Olga Bukova, AEB Automobile Manufacturers Committee Coordinator [olga.bukova@aebrus.ru](mailto:olga.bukova@aebrus.ru), tel. (+7 495) 234 27 64

*Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.*

**AEB SPONSORS 2011**

- IC:BIT • Allianz IJSC • Alstom • Bank Credit Suisse (Moscow) • Bank WestLB Vostok ZAO • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc. • Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG • Enel OGK 5 • Energy Consulting • Eni S.p.a • Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • In2Matrix, LLC • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • MasterCard • Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O • METRO Group • Michelin • MOL Plc • Novartis Pharma • OBI Russia • Oranta • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank ZAO • ROCA • Sanofi • SERVIER • Shell Exploration & Production Services (RF) B.V. • Statoil ASA • Telenor Russia AS • TNK-BP Management, OAO • Total E&P Russie • Universita' Degli Studi Guglielmo Marconi • Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

## NEW CAR AND LCV\* SALES IN RUSSIA BY BRANDS IN NOVEMBER 2011

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

BRANDS	Jan-Nov 2011	Jan-Nov 2010	%	Nov 2011	Nov 2010	%
LADA	535215	472142	13%	42028	50858	-17%
CHEVROLET	157064	103681	51%	15031	12298	22%
HYUNDAI*	146981	77679	89%	17283	8527	103%
KIA	142196	96545	47%	15115	9200	64%
RENAULT*	139993	85058	65%	14666	9900	48%
NISSAN*	122425	69291	77%	14702	9149	61%
TOYOTA*	105548	70790	49%	10699	8083	32%
FORD*	104831	78695	33%	11155	8810	27%
VW	104227	52219	100%	13217	6703	97%
DAEWOO	85909	67508	27%	6430	6271	3%
GAZ*	81182	67457	20%	7999	8181	-2%
MITSUBISHI	66845	40224	66%	8004	5311	51%
SKODA	65187	41520	57%	8014	3498	129%
OPEL	60881	35341	72%	6133	5442	13%
UAZ*	50116	42030	19%	5667	4996	13%
PEUGEOT*	40409	32016	26%	3806	3465	10%
MAZDA	35447	21748	63%	3517	3189	10%
SUZUKI	32588	25607	27%	2938	2874	2%
MERCEDES-BENZ	26532	17513	51%	2602	2202	18%
FIAT*	25948	18948	37%	2008	2016	0%
BMW	25223	18574	36%	2800	1906	47%
CITROEN*	24751	15411	61%	2484	1844	35%
AUDI	21479	17007	26%	1801	1411	28%
SSANGYONG	19829	11310	75%	2586	1346	92%
CHANCE**	18298	15901	15%	1561	1334	17%
HONDA	17439	16333	7%	1704	1134	50%
VOLVO	16648	9138	82%	2406	1277	88%
LIFAN***	16039	6765	137%	1559	864	80%
LEXUS	12456	9812	27%	1075	1166	-8%
VORTEX****	11720	8349	40%	335	1164	-71%
LAND ROVER	11539	8467	36%	1380	756	83%
SUBARU	11179	7805	43%	1016	572	78%
VW VANS*	10982	6113	80%	1278	1005	27%
BOGDAN*****	7899	7172	10%	830	406	104%
CHERY	6248	8477	-26%	889	422	111%
INFINITI	6153	4099	50%	857	584	47%
GREAT WALL	5936	3189	86%	764	442	73%
IZH	4732	286	1555%	382	200	91%
GEELY	4723	1694	179%	731	235	211%
HAIMA	2903	0	-	239	0	-
CADILLAC	2401	1250	92%	219	172	27%
MERCEDES-BENZ VANS	2240	1717	30%	261	139	88%
PORSCHE	2102	1427	47%	208	144	44%
BYD*****	1847	161	1047%	362	84	331%
MINI	1795	896	100%	160	110	45%
JEEP	1754	664	164%	266	187	42%
TAGAZ*****	1529	7228	-79%	206	68	203%
SEAT	1067	886	20%	30	70	-57%
JAGUAR	1014	762	33%	127	66	92%
ISUZU	369	286	29%	1	15	-93%
DODGE	148	226	-35%	3	23	-87%
CHRYSLER	77	169	-54%	5	14	-64%
<b>TOTAL</b>	<b>2402043</b>	<b>1707586</b>	<b>41%</b>	<b>239539</b>	<b>190133</b>	<b>26%</b>

\*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<sub>≤3,5t</sub> (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).

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

*Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.*

### AEB SPONSORS 2011

- IC:BIT • Allianz IJSC • Alstom • Bank Credit Suisse (Moscow) • Bank WestLB Vostok ZAO • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.
- Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG
- Enel OGK 5 • Energy Consulting • Eni S.p.a • Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • In2Matrix, LLC • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • MasterCard • Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O
- METRO Group • Michelin • MOL Plc • Novartis Pharma • OBI Russia • Oranta • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble
- Raiffeisenbank ZAO • ROCA • Sanofi • SERVIER • Shell Exploration & Production Services (RF) B.V.
- Statoil ASA • Telenor Russia AS • TNK-BP Management, OAO • Total E&P Russie • Universita' Degli Studi Guglielmo Marconi
- Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

\*\*\*\*\*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 IzAuto are included into LADA's data.

## NEW CAR AND LCV\* SALES IN RUSSIA BY GROUPS NOVEMBER 2011

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

GROUPS	Jan-Nov 2011	Jan-Nov 2010	%	Nov 2011	Nov 2010	%
<b>AVTOVAZ - RENAULT - NISSAN****</b>	<b>803786</b>	<b>630590</b>	<b>27%</b>	<b>72253</b>	<b>70491</b>	<b>2%</b>
AVTOVAZ	535215	472142	13%	42028	50858	-17%
RENAULT	139993	85058	65%	14666	9900	48%
NISSAN	122425	69291	77%	14702	9149	61%
INFINITI	6153	4099	50%	857	584	47%
<b>GM Group</b>	<b>220346</b>	<b>140272</b>	<b>57%</b>	<b>21383</b>	<b>17912</b>	<b>19%</b>
OPEL	60881	35341	72%	6133	5442	13%
CHEVROLET	157064	103681	51%	15031	12298	22%
CADILLAC	2401	1250	92%	219	172	27%
<b>VW Group</b>	<b>202942</b>	<b>117745</b>	<b>72%</b>	<b>24340</b>	<b>12687</b>	<b>92%</b>
VOLKSWAGEN cars	104227	52219	100%	13217	6703	97%
VOLKSWAGEN vans	10982	6113	80%	1278	1005	27%
AUDI	21479	17007	26%	1801	1411	28%
SEAT**	1067	886	20%	30	70	-57%
SKODA	65187	41520	57%	8014	3498	129%
<b>HYUNDAI</b>	<b>146981</b>	<b>77679</b>	<b>89%</b>	<b>17283</b>	<b>8527</b>	<b>103%</b>
<b>KIA</b>	<b>142196</b>	<b>96545</b>	<b>47%</b>	<b>15115</b>	<b>9200</b>	<b>64%</b>
<b>TOYOTA Group</b>	<b>118004</b>	<b>80602</b>	<b>46%</b>	<b>11774</b>	<b>9249</b>	<b>27%</b>
TOYOTA	105548	70790	49%	10699	8083	32%
LEXUS	12456	9812	27%	1075	1166	-8%
<b>FORD</b>	<b>104831</b>	<b>78695</b>	<b>33%</b>	<b>11155</b>	<b>8810</b>	<b>27%</b>
<b>DAEWOO</b>	<b>85909</b>	<b>67508</b>	<b>27%</b>	<b>6430</b>	<b>6271</b>	<b>3%</b>
<b>GAZ Group</b>	<b>81182</b>	<b>67457</b>	<b>20%</b>	<b>7999</b>	<b>8181</b>	<b>-2%</b>
GAZ PC	7	4816	-100%	0	855	-
GAZ LCV	81175	62641	30%	7999	7326	9%
<b>MINISUBISHI</b>	<b>66845</b>	<b>40224</b>	<b>66%</b>	<b>8004</b>	<b>5311</b>	<b>51%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>65160</b>	<b>47427</b>	<b>37%</b>	<b>6290</b>	<b>5309</b>	<b>18%</b>
PEUGEOT	40409	32016	26%	3806	3465	10%
CITROEN	24751	15411	61%	2484	1844	35%
<b>UAZ</b>	<b>50116</b>	<b>42030</b>	<b>19%</b>	<b>5667</b>	<b>4996</b>	<b>13%</b>
<b>MAZDA</b>	<b>35447</b>	<b>21748</b>	<b>63%</b>	<b>3517</b>	<b>3189</b>	<b>10%</b>
<b>SUZUKI</b>	<b>32588</b>	<b>25607</b>	<b>27%</b>	<b>2938</b>	<b>2874</b>	<b>2%</b>
<b>MERCEDES-BENZ</b>	<b>28772</b>	<b>19230</b>	<b>50%</b>	<b>2863</b>	<b>2341</b>	<b>22%</b>
MERCEDES-BENZ cars	26532	17513	51%	2602	2202	18%
MERCEDES-BENZ vans	2240	1717	30%	261	139	88%
<b>BMW Group</b>	<b>27018</b>	<b>19470</b>	<b>39%</b>	<b>2960</b>	<b>2016</b>	<b>47%</b>
BMW	25223	18574	36%	2800	1906	47%
MINI	1795	896	100%	160	110	45%
<b>FIAT</b>	<b>25948</b>	<b>18948</b>	<b>37%</b>	<b>2008</b>	<b>2016</b>	<b>0%</b>
<b>SSANGYONG</b>	<b>19829</b>	<b>11310</b>	<b>75%</b>	<b>2586</b>	<b>1346</b>	<b>92%</b>
<b>CHANCE***</b>	<b>18298</b>	<b>15901</b>	<b>15%</b>	<b>1561</b>	<b>1334</b>	<b>17%</b>
<b>HONDA</b>	<b>17439</b>	<b>16333</b>	<b>7%</b>	<b>1704</b>	<b>1134</b>	<b>50%</b>
<b>VOLVO</b>	<b>16648</b>	<b>9138</b>	<b>82%</b>	<b>2406</b>	<b>1277</b>	<b>88%</b>
<b>LIFAN****</b>	<b>16039</b>	<b>6765</b>	<b>137%</b>	<b>1559</b>	<b>864</b>	<b>80%</b>
<b>JAGUAR LAND ROVER</b>	<b>12553</b>	<b>9229</b>	<b>36%</b>	<b>1507</b>	<b>822</b>	<b>83%</b>
LAND ROVER	11539	8467	36%	1380	756	83%
JAGUAR	1014	762	33%	127	66	92%
<b>VORTEX***</b>	<b>11720</b>	<b>8349</b>	<b>40%</b>	<b>335</b>	<b>1164</b>	<b>-71%</b>
<b>SUBARU</b>	<b>11179</b>	<b>7805</b>	<b>43%</b>	<b>1016</b>	<b>572</b>	<b>78%</b>
<b>BOGDAN***</b>	<b>7899</b>	<b>7172</b>	<b>10%</b>	<b>830</b>	<b>406</b>	<b>104%</b>
<b>CHERY</b>	<b>6248</b>	<b>8477</b>	<b>-26%</b>	<b>889</b>	<b>422</b>	<b>111%</b>
<b>GREAT WALL</b>	<b>5936</b>	<b>3189</b>	<b>86%</b>	<b>764</b>	<b>442</b>	<b>73%</b>
<b>IZH</b>	<b>4732</b>	<b>286</b>	<b>1555%</b>	<b>382</b>	<b>200</b>	<b>91%</b>

Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.

### AEB SPONSORS 2011

- IC:BIT • Allianz IJSC • Alstom • Bank Credit Suisse (Moscow) • Bank WestLB Vostok ZAO • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.
  - Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG
  - Enel OGC 5 • Energy Consulting • Eni S.p.a • Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • In2Matrix, LLC • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • MasterCard • Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O
  - METRO Group • Michelin • MOL Plc • Novartis Pharma • OBI Russia • Oranta • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble
  - Raiffeisenbank ZAO • ROCA • Sanofi • SERVIER • Shell Exploration & Production Services (RF) B.V.
  - Statoil ASA • Telenor Russia AS • TNK-BP Management, OAO • Total E&P Russie • Universita' Degli Studi Guglielmo Marconi
  - Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YOKOHAMA RUSSIA LLC • Zurich Insurance Company

<b>GEELY</b>	<b>4723</b>	<b>1694</b>	<b>179%</b>	<b>731</b>	<b>235</b>	<b>211%</b>
<b>HAIMA</b>	<b>2903</b>	<b>0</b>	<b>-</b>	<b>239</b>	<b>0</b>	<b>-</b>
<b>PORSCHE</b>	<b>2102</b>	<b>1427</b>	<b>47%</b>	<b>208</b>	<b>144</b>	<b>44%</b>
<b>CHRYSLER Group</b>	<b>1979</b>	<b>1059</b>	<b>87%</b>	<b>274</b>	<b>224</b>	<b>22%</b>
JEEP	1754	664	164%	266	187	42%
DODGE	148	226	-35%	3	23	-87%
CHRYSLER	77	169	-54%	5	14	-64%
<b>BYD</b>	<b>1847</b>	<b>161</b>	<b>1047%</b>	<b>362</b>	<b>84</b>	<b>331%</b>
<b>TAGAZ***</b>	<b>1529</b>	<b>7228</b>	<b>-79%</b>	<b>206</b>	<b>68</b>	<b>203%</b>
<b>ISUZU</b>	<b>369</b>	<b>286</b>	<b>29%</b>	<b>1</b>	<b>15</b>	<b>-93%</b>

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

<b>SOLLERS Group</b>	<b>96262</b>	<b>72574</b>	<b>33%</b>	<b>10262</b>	<b>8373</b>	<b>23%</b>
FIAT	25948	18948	37%	2008	2016	0%
ISUZU	369	286	29%	1	15	-93%
SSANGYONG	19829	11310	75%	2586	1346	92%
UAZ	50116	42030	19%	5667	4996	13%

\*LCV sales are included into total brands' sales if exist in the product line of the brand; reported separately for some brands. LCV<sub>≤3,5t</sub> (with several exceptions reaching highest range of 6t). Some updates concerning LCV data may occur.

\*\*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 NOVEMBER 2011

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

#	MODEL	BRAND	Jan-Nov 2011	Jan-Nov 2010	%	Nov 2011	Nov 2010	%
1	Kalina	LADA	131716	97406	35%	10316	12148	-15%
2	Priora	LADA	129217	113334	14%	9695	11755	-18%
3	Samara	LADA	111124	95721	16%	11520	9246	25%
4	2104/2105/2107	LADA	107012	125715	-15%	5464	12666	-57%
5	Solaris	HYUNDAI	86635	0	-	9986	0	-
6	Logan	RENAULT	75267	56119	34%	6908	5893	17%
7	Focus	FORD	73364	58682	25%	8118	6348	28%
8	4x4	LADA	56143	39646	42%	5033	5043	0%
9	Nexia	DAEWOO	50508	39659	27%	3938	3751	5%
10	Niva	CHEVROLET	47792	31428	52%	5720	4256	34%
11	Polo	VW	45842	7333	525%	5651	2753	105%
12	Rio	KIA	45830	26965	70%	7477	2133	251%
13	Astra	OPEL	43167	26191	65%	4239	4344	-2%
14	Sandero	RENAULT	40504	16302	148%	5345	2664	101%
15	Lacetti	CHEVROLET	38132	28574	33%	3497	3166	10%
16	Octavia A5	SKODA	36415	15904	129%	4415	1968	124%
17	Matiz	DAEWOO	35401	27849	27%	2492	2520	-1%
18	Cruze	CHEVROLET	34012	16664	104%	3329	2118	57%
19	Qashqai	NISSAN	31000	18773	65%	3915	2774	41%
20	Cee'd	KIA	26854	24851	8%	2476	2819	-12%
21	Aveo	CHEVROLET	25417	20496	24%	898	2141	-58%
22	Corolla	TOYOTA	24422	14294	71%	2531	1743	45%
23	RAV 4	TOYOTA	24052	14668	64%	3136	1525	106%
24	Sportage	KIA	21868	18859	16%	1913	2012	-5%
25	New Cerato	KIA	19433	10406	87%	1290	1013	27%

Reproduction of the data must be done with reference to the source and is only allowed for use after the official information release by the AEB.

### AEB SPONSORS 2011

- IC:BIT • Allianz IJSC • Alstom • Bank Credit Suisse (Moscow) • Bank WestLB Vostok ZAO • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.
  - Clifford Chance • CMS, Russia • Continental Tires RUS LLC • Deloitte • DHL • DuPont Science & Technologies • E.ON Ruhrgas AG
  - Enel OGK 5 • Energy Consulting • Eni S.p.a • Ernst & Young • GDF SUEZ • Gestamp-Severstal-Kaluga • In2Matrix, LLC • ING Commercial Banking
- INVESTMENT COMPANY IC RUSS-INVEST • John Deere Agricultural Holdings, Inc. • KPMG • MasterCard • Mazars • Mercedes-Benz Russia • Messe Frankfurt Rus, O.O.O
  - METRO Group • Michelin • MOL Plc • Novartis Pharma • OBI Russia • Oranta • Peugeot Citroen Rus • PricewaterhouseCoopers • Procter & Gamble
  - Raiffeisenbank ZAO • ROCA • Sanofi • SERVIER • Shell Exploration & Production Services (RF) B.V.
  - Statoil ASA • Telenor Russia AS • TNK-BP Management, OAO • Total E&P Russie • Universita' Degli Studi Guglielmo Marconi
  - Volkswagen Group Rus OOO • Volvo Cars LLC • VSK • YOKOHAMA RUSSIA LLC • Zurich Insurance Company