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PRESS RELEASE

SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA IN 2012

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 buses. The figures reported below (with some exceptions in the LCV segment) relate only to the brands represented by the CVC.

Andrey Chursin, Chairman of the Commercial Vehicles Committee, says: *"Results of the 4th quarter were lower than expected, especially in the truck segment above 16 tons GVW. Hard to say what caused this decrease – could be the crisis in the euro-zone or introduction of the disposal fee on the 1st of September 2012, which is particularly high in the segment of heavy duty trucks."*

Comparing 2012 to 2011, sales of light commercial vehicles grew by 7%. 188.095 units were sold in 2012 while in 2011 only 176.355 LCVs were retailed.

The medium duty segment sales increased from 10.119 units in 2011 to 11.522 units in 2012 – a 14% growth. The heavy duty truck segment (HDT) dropped by 12% from 29.410 units to 25.937 units, comparing 2011 to 2012. The bus segment demonstrated a 2% sales decrease – from 5.319 vehicles in 2011 to 5.202 units in 2012.

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SALES OF NEW COMMERCIAL VEHICLES IN RUSSIA IN 2012*

LCV <6t									
BRANDS	I Q 2012	II Q 2012	III Q 2012	IV Q 2012	2012	BRANDS	2012	2011	%
GAZ	16603	23135	24541	25968	90247	GAZ	90247	90034	0%
UAZ	5170	7065	7284	8366	27885	UAZ	27885	26422	6%
Volkswagen NFZ	3606	4423	4075	4057	16161	Volkswagen NFZ	16161	12345	31%
Ford	2216	2797	3636	4313	12962	Ford	12962	8864	46%
Peugeot	2508	2567	2770	2088	9933	Peugeot	9933	9488	5%
Toyota	594	1816	3012	1820	7242	Toyota	7242	2609	178%
FIAT	1222	795	2010	1932	5959	FIAT	5959	12942	-54%
Citroen	1255	1321	1175	1287	5038	Citroen	5038	3198	58%
Mercedes- Benz Vans	674	1060	1016	1224	3974	Mercedes- Benz Vans	3974	2702	47%
Nissan	649	523	688	562	2422	Nissan	2422	1928	26%
Hyundai	668	662	670	134	2134	Hyundai	2134	4573	-53%
Baw	348	505	539	453	1845	Baw	1845	n/a	-
Renault	240	543	458	522	1763	Renault	1763	742	138%
Tagaz	0	53	85	76	214	Tagaz	214	3	7033%
Isuzu	81	42	20	32	175	Isuzu	175	371	-53%
Foton	33	40	40	28	141	Foton	141	134	5%
Total	35867	47347	52019	52862	188095	Total	188095	176355	7%

* Models included into the LVC segment report are: 33462, 33463 (BAW); Berlingo VU, New Berlingo VU, Jumper VU (Citroen); Ducato, Doblo Cargo, (FIAT); Transit, Transit Connect, Ranger (Ford); Aumark BJ1039 (Foton); Gazelle, Sobol, LDV (TA3); HI, Porter (Hyundai); NLR85, NMR85 (Isuzu); Sprinter, Vario, Vito/Viano (Mercedes-Benz Vans); Navara, Pick Up, Cabstar (Nissan); Boxer, Partner Origin VU, Partner New VU (Peugeot); Kangoo VU, Master VU, Trafic VU, Trafic VP (Renault); HiAce, Hilux (Toyota); LC Master 100, Hardy (Tagaz); Cargo, 3303, 3741, 3909, 3962, 2206 (VA3); Amarok 1, Caddy 3, Caddy 3GP, Crafter 3, Crafter 3GP, T5 (Volkswagen Vans).

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Trucks 6-16t

BRANDS	I Q 2012	II Q 2012	III Q 2012	IV Q 2012	2012
Hyundai	1127	1319	827	935	4208
Mitsubishi-Fuso	284	518	654	570	2026
Hino	294	436	544	505	1779
Foton	364	510	491	329	1694
URAL	75	114	145	168	502
Isuzu	95	11	180	205	491
Baw	51	90	68	125	334
MAN	15	77	136	80	308
Mercedes-Benz	7	59	29	85	180
Total	2312	3134	3074	3002	11522

BRANDS	2012	2011	%
Hyundai	4208	5239	-20%
Mitsubishi-Fuso	2026	1088	86%
Hino	1779	1105	61%
Foton	1694	802	111%
URAL	502	412	22%
Isuzu	491	901	-46%
Baw	334	n/a	-
MAN	308	460	-33%
Mercedes-Benz	180	112	61%
Total	11522	10119	14%

Trucks>16t

BRANDS	I Q 2012	II Q 2012	III Q 2012	IV Q 2012	2012
MAN	1667	2184	2234	1535	7620
Scania	917	1399	1357	2150	5823
URAL	1177	1624	939	1555	5295
Mercedes-Benz	593	1068	1443	1750	4854
Renault	329	491	497	325	1642
Ford Trucks	49	100	69	52	270
Hyundai	26	40	54	47	167
Hino	38	42	55	30	165
Isuzu	80	13	8	0	101
Total	4876	6961	6656	7444	25937

BRANDS	2012	2011	%
MAN	7620	7169	6%
Scania	5823	6792	-14%
URAL	5295	10266	-48%
Mercedes-Benz	4854	2703	80%
Renault	1642	1347	22%
Ford Trucks	270	343	-21%
Hyundai	167	192	-13%
Hino	165	86	92%
Isuzu	101	512	-80%
Total	25937	29410	-12%

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Buses (except "mini"segment)*

BRANDS	I Q 2012	II Q 2012	III Q 2012	IV Q 2012	2012
PAZ	397	392	524	603	1916
LIAZ	573	293	583	390	1839
KAVZ	78	158	136	177	549
Hyundai	102	58	96	246	502
MAN	11	77	54	53	195
Mercedes-Benz	1	2	8	81	92
Scania	14	13	16	19	62
GOLAZ	7	12	1	15	35
BAW	1	6	2	1	10
Setra	1	0	0	1	2
Total	1185	1011	1420	1586	5202

BRANDS	2012	2011	%
PAZ	1916	1643	17%
LIAZ	1839	2155	-15%
KAVZ	549	519	6%
Hyundai	502	509	-1%
MAN	195	224	-13%
Mercedes-Benz	92	19	384%
Scania	62	38	63%
GOLAZ	35	210	-83%
BAW	10	n/a	-
Setra	2	2	0%
Total	5202	5319	-2%

* Buses of models PAZ-3204 and PAZ-3205, corresponding to the "mini" segment in the AEB classification, are not included in the statistics.

For further information, please contact Elena Rothman, Commercial Vehicles Committee Coordinator: Elena.Rothman@aebrus.ru or tel. +7 495 234 27 64, ext. 116.

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