



Moscow, January 13, 2011

## PRESS RELEASE

### *In 2010 sales of new cars and light commercial vehicles in Russia showed growth on the market for nine months out of twelve*

- Sales of new cars and LCVs in Russia increased by 30% in 2010 and by 60% in December 2010
- Among the top 10 bestselling models so far, nine are locally produced
- AEB AMC announces its forecast for 2011 as 2,24 million cars and LCVs

Year 2010 saw sales of new cars and light commercial vehicles in Russia increase by **30%** compared with 2009, or by 444,831 more sold units, according to the AEB Automobile Manufacturers Committee (AEB AMC).

Growth for **December 2010** amounted to **60%** or 76,449 units, as compared with the same period in 2009.

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 comments: "A strong December showing growth of 60% brings the full year market volume to 1.91m units up 30% compared to 2009. The recovery of the Russian market has continued to exceed our original forecast and has developed a clear positive trend from April of 2010.

*The AMC forecast for 2011 is 2.24m passenger cars and LCVs sending a clear signal that Russia's progress to be number one market in Europe is back on track".*

**Mark Ovenden**, Vice-Chairman of the AEB AMC adds: "2010 was very encouraging and as the economy improved, on the back of stronger oil prices, consumer confidence has started to come back. The outlook for 2011 is positive provided that the economy and the rouble continue to strengthen. The extension of the utilization program and the Presidential loan scheme is also welcome, although it is worth noting that over 80% of sales on the utilization program has gone to the cheaper domestic brands."

#### Attachments:

1. New car/LCV sales in Russia by brands in 2010 / 2009
2. New car/LCV sales in Russia by groups in 2010 / 2009
3. 25 best sold models of cars in Russia in 2010 / 2009

#### Contact persons:

Svetlana Guzeeva, AEB Director of Communications [svetlana.guzeeva@aebrus.ru](mailto:svetlana.guzeeva@aebrus.ru) tel. (+7 495) 234 27 64

Olga Bukova, AEB AMC 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.*

1

#### AEB SPONSORS 2010

- Allianz Insurance JSC • Alstom • Bank Credit Suisse • Bank WestLB Vostok • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.
- Clifford Chance • CMS • Deloitte • DHL • DuPont Science & Technologies • E.ON Russia OOO • EMAlliance • Enel Russia • Eni S.p.a • Ernst & Young (CIS) BV
- GDF SUEZ • In2Matrix LLC • ING Commercial banking • Investment Company IC Russ-Invest • John Deere Agricultural Holdings, Inc. • KPMG
- Mazars • Mercedes-Benz Russia • METRO Group • MOL Plc • Moskapstroy-nedvizhimost LLC • Novartis Pharma • OBI Russia • Peugeot Citroen Rus
- PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank ZAO • ROCA • OOO Sanofi Aventis Russia • Servier Pharmaceuticals
- Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA • Telenor Russia AS
- TNK-BP Management, OAO • Total E&P Russie • Volkswagen Group Rus OOO • Volvo Cars LLC • Zurich Insurance Company

## NEW CAR AND LCV\* SALES IN RUSSIA BY BRANDS IN 2010 / 2009

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

BRANDS	2010	2009	%	Dec 2010	Dec 2009	%
LADA	517147	349490	48%	49597	27813	78%
CHEVROLET	116233	104398	11%	12552	9298	35%
KIA*	104235	70088	49%	7690	8001	-4%
RENAULT*	96466	72284	33%	11408	6266	82%
FORD*	90166	82083	10%	11471	7005	64%
HYUNDAI*	87081	74607	17%	9402	7886	19%
NISSAN	79614	64221	24%	10323	4961	108%
TOYOTA*	79315	68728	15%	8525	5840	46%
GAZ *	76646	58205	32%	9189	5920	55%
DAEWOO	74419	51414	45%	6911	4451	55%
VOLKSWAGEN	58989	39488	49%	6770	3017	124%
UAZ*	49043	34660	41%	7013	5571	26%
SKODA*	45631	33002	38%	4111	2913	41%
MITSUBISHI*	45538	41354	10%	5314	2316	129%
OPEL*	40875	34277	19%	5534	1761	214%
PEUGEOT*	35734	29748	20%	3718	1998	86%
SUZUKI	28690	25335	13%	3083	2648	16%
MAZDA*	24926	30643	-19%	3178	1716	85%
FIAT*	21943	18100	21%	2995	2418	24%
BMW	20584	16350	26%	2010	1744	15%
MERCEDES-BENZ	19724	12050	64%	2211	1095	102%
AUDI	18510	15009	23%	1503	1091	38%
HONDA	18159	23222	-22%	1826	1439	27%
CHANCE	17541	7344	139%	1640	1572	4%
CITROEN*	17419	12388	41%	2008	1080	86%
SSANGYONG	12526	9020	39%	1216	1291	-6%
LEXUS	10981	6400	72%	1169	514	127%
VOLVO	10650	6894	54%	1512	545	177%
VORTEX	10100	5922	71%	1751	134	1207%
LAND ROVER	9970	9275	7%	1503	968	55%
CHERY	8909	4922	81%	432	575	-25%
SUBARU	8552	9598	-11%	747	1079	-31%
LIFAN	7700	2673	188%	935	45	1978%
BOGDAN*****	7612	0	-	440	0	-
TAGAZ	7284	5187	40%	56	913	-94%
VOLKSWAGEN vans*	7227	5650	28%	1114	763	46%
INFINITI	4674	4630	1%	575	239	141%
GREAT WALL	3637	2490	46%	448	129	247%
IZH (incl. VAZ 2104)	2755	5735	-52%	954	50	1808%
MERCEDES-BENZ vans*	2124	1385	53%	406	112	263%
GEELY	1944	7681	-75%	250	304	-18%
PORSCHE	1572	1264	24%	145	115	26%
CADILLAC	1459	1529	-5%	209	113	85%
IVECO*	1173	626	87%	226	83	172%
SEAT	955	869	10%	69	20	245%
JAGUAR	858	933	-8%	96	67	43%
JEEP	809	416	94%	145	26	458%
MINI	751	686	9%	105	68	54%
HUMMER (sales stopped in Dec.'10)	612	1123	-46%	0	55	-
ISUZU*	330	86	284%	44	3	1367%
DODGE	272	441	-38%	46	27	70%
SAAB***** (sales stopped in Sept'10)	197	368	-	0	33	-
CHRYSLER	179	346	-48%	10	24	-58%
BYD (sales stopped in June'10)	77	1001	-	0	19	-
ALFA ROMEO	56	104	-46%	1	3	-67%
<b>TOTAL</b>	<b>1910573</b>	<b>1465742</b>	<b>30%</b>	<b>204586</b>	<b>128137</b>	<b>60%</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 2010

Allianz Insurance JSC • Alstom • Bank Credit Suisse • Bank WestLB Vostok • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.  
 • Clifford Chance • CMS • Deloitte • DHL • DuPont Science & Technologies • E.ON Russia OOO • EMAlliance • Enel Russia • Eni S.p.a • Ernst & Young (CIS) BV  
 • GDF SUEZ • In2Matrix LLC • ING Commercial banking • Investment Company IC Russ-Invest • John Deere Agricultural Holdings, Inc. • KPMG  
 • Mazars • Mercedes-Benz Russia • METRO Group • MOL Plc • Moskapstroy-nedvizhimost LLC • Novartis Pharma • OBI Russia • Peugeot Citroen Rus  
 • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank ZAO • ROCA • OOO Sanofi Aventis Russia • Servier Pharmaceuticals  
 • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA • Telenor Russia AS  
 • TNK-BP Management, OAO • Total E&P Russia • Volkswagen Group Rus OOO • Volvo Cars LLC • Zurich Insurance Company

\*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.

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

\*\*\*\*VORTEX = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia).

\*\*\*\*\*IKCO sales stopped in 2009.

\*\*\*\*\* LIFAN distributor in Russia changed in 2010.

\*\*\*\*\* Starting September 2010 General Motors does not conduct sales and marketing of SAAB brand in 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.

## NEW CAR AND LCV\* SALES IN RUSSIA BY GROUPS IN 2010 / 2009

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

GROUPS	2010	2009	%	Dec 2010	Dec 2009	%
<b>AVTOVAZ/RENAULT – NISSAN*****</b>	<b>697901</b>	<b>490625</b>	<b>42%</b>	<b>71903</b>	<b>39279</b>	<b>83%</b>
AVTOVAZ	517147	349490	48%	49597	27813	78%
RENAULT	96466	72284	33%	11408	6266	82%
NISSAN	79614	64221	24%	10323	4961	108%
INFINITI	4674	4630	1%	575	239	141%
<b>GM Group</b>	<b>159376</b>	<b>141695</b>	<b>12%</b>	<b>18295</b>	<b>11260</b>	<b>62%</b>
OPEL	40875	34277	19%	5534	1761	214%
CHEVROLET	116233	104398	11%	12552	9298	35%
CADILLAC	1459	1529	-5%	209	113	85%
HUMMER (sales stopped in Dec'10)	612	1123	-46%	0	55	-
SAAB***** (sales stopped in Sept'10)	197	368	-	0	33	-
<b>VW Group</b>	<b>131312</b>	<b>94018</b>	<b>40%</b>	<b>13567</b>	<b>7804</b>	<b>74%</b>
VOLKSWAGEN cars	58989	39488	49%	6770	3017	124%
VOLKSWAGEN vans	7227	5650	28%	1114	763	46%
AUDI	18510	15009	23%	1503	1091	38%
SEAT**	955	869	10%	69	20	245%
SKODA	45631	33002	38%	4111	2913	41%
<b>KIA</b>	<b>104235</b>	<b>70088</b>	<b>49%</b>	<b>7690</b>	<b>8001</b>	<b>-4%</b>
<b>TOYOTA Group</b>	<b>90296</b>	<b>75128</b>	<b>20%</b>	<b>9694</b>	<b>6354</b>	<b>53%</b>
TOYOTA	79315	68728	15%	8525	5840	46%
LEXUS	10981	6400	72%	1169	514	127%
<b>FORD</b>	<b>90166</b>	<b>82083</b>	<b>10%</b>	<b>11471</b>	<b>7005</b>	<b>64%</b>
<b>HYUNDAI</b>	<b>87081</b>	<b>74607</b>	<b>17%</b>	<b>9402</b>	<b>7886</b>	<b>19%</b>
<b>GAZ Group</b>	<b>76646</b>	<b>58205</b>	<b>32%</b>	<b>9189</b>	<b>5920</b>	<b>55%</b>
GAZ PC	5501	6222	-12%	685	354	94%
GAZ LCV	71145	51983	37%	8504	5566	53%
<b>DAEWOO</b>	<b>74419</b>	<b>51414</b>	<b>45%</b>	<b>6911</b>	<b>4451</b>	<b>55%</b>
<b>PSA PEUGEOT CITROEN</b>	<b>53153</b>	<b>42136</b>	<b>26%</b>	<b>5726</b>	<b>3078</b>	<b>86%</b>
PEUGEOT	35734	29748	20%	3718	1998	86%
CITROEN	17419	12388	41%	2008	1080	86%
<b>UAZ</b>	<b>49043</b>	<b>34660</b>	<b>41%</b>	<b>7013</b>	<b>5571</b>	<b>26%</b>
<b>MITSUBISHI</b>	<b>45538</b>	<b>41354</b>	<b>10%</b>	<b>5314</b>	<b>2316</b>	<b>129%</b>
<b>SUZUKI</b>	<b>28690</b>	<b>25335</b>	<b>13%</b>	<b>3083</b>	<b>2648</b>	<b>16%</b>
<b>MAZDA</b>	<b>24926</b>	<b>30643</b>	<b>-19%</b>	<b>3178</b>	<b>1716</b>	<b>85%</b>
<b>FIAT GROUP</b>	<b>23172</b>	<b>18830</b>	<b>23%</b>	<b>3222</b>	<b>2504</b>	<b>29%</b>
FIAT	21943	18100	21%	2995	2418	24%
ALFA ROMEO	56	104	-46%	1	3	-67%
IVECO	1173	626	87%	226	83	172%
<b>MERCEDES-BENZ</b>	<b>21848</b>	<b>13435</b>	<b>63%</b>	<b>2617</b>	<b>1207</b>	<b>117%</b>
MERCEDES-BENZ cars	19724	12050	64%	2211	1095	102%
MERCEDES-BENZ vans	2124	1385	53%	406	112	263%
<b>BMW Group</b>	<b>21335</b>	<b>17036</b>	<b>25%</b>	<b>2115</b>	<b>1812</b>	<b>17%</b>
BMW	20584	16350	26%	2010	1744	15%
MINI	751	686	9%	105	68	54%
<b>HONDA</b>	<b>18159</b>	<b>23222</b>	<b>-22%</b>	<b>1826</b>	<b>1439</b>	<b>27%</b>
<b>CHANCE</b>	<b>17541</b>	<b>7344</b>	<b>139%</b>	<b>1640</b>	<b>1572</b>	<b>4%</b>
<b>SSANGYONG</b>	<b>12526</b>	<b>9020</b>	<b>39%</b>	<b>1216</b>	<b>1291</b>	<b>-6%</b>
<b>JAGUAR LAND ROVER</b>	<b>10828</b>	<b>10208</b>	<b>6%</b>	<b>1599</b>	<b>1035</b>	<b>54%</b>
LAND ROVER	9970	9275	7%	1503	968	55%
JAGUAR	858	933	-8%	96	67	43%

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.

3

### AEB SPONSORS 2010

Allianz Insurance JSC • Alstom • Bank Credit Suisse • Bank WestLB Vostok • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.  
 • Clifford Chance • CMS • Deloitte • DHL • DuPont Science & Technologies • E.ON Russia OOO • EMAlliance • Enel Russia • Eni S.p.a • Ernst & Young (CIS) BV  
 • GDF SUEZ • In2Matrix LLC • ING Commercial banking • Investment Company IC Russ-Invest • John Deere Agricultural Holdings, Inc. • KPMG  
 • Mazars • Mercedes-Benz Russia • METRO Group • MOL Plc • Moskapstroy-ndevizhimost LLC • Novartis Pharma • OBI Russia • Peugeot Citroen Rus  
 • PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank ZAO • ROCA • OOO Sanofi Aventis Russia • Servier Pharmaceuticals  
 • Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA • Telenor Russia AS  
 • TNK-BP Management, OAO • Total E&P Russia • Volkswagen Group Rus OOO • Volvo Cars LLC • Zurich Insurance Company

<b>VOLVO</b>	<b>10650</b>	<b>6894</b>	<b>54%</b>	<b>1512</b>	<b>545</b>	<b>177%</b>
<b>VORTEX</b>	<b>10100</b>	<b>5922</b>	<b>71%</b>	<b>1751</b>	<b>134</b>	<b>1207%</b>
<b>CHERY</b>	<b>8909</b>	<b>4922</b>	<b>81%</b>	<b>432</b>	<b>575</b>	<b>-25%</b>
<b>SUBARU</b>	<b>8552</b>	<b>9598</b>	<b>-11%</b>	<b>747</b>	<b>1079</b>	<b>-31%</b>
<b>LIFAN</b>	<b>7700</b>	<b>2673</b>	<b>188%</b>	<b>935</b>	<b>45</b>	<b>1978%</b>
<b>BOGDAN***</b>	<b>7612</b>	<b>0</b>	<b>-</b>	<b>440</b>	<b>0</b>	<b>-</b>
<b>TAGAZ</b>	<b>7284</b>	<b>5187</b>	<b>40%</b>	<b>56</b>	<b>913</b>	<b>-94%</b>
<b>GREAT WALL</b>	<b>3637</b>	<b>2490</b>	<b>46%</b>	<b>448</b>	<b>129</b>	<b>247%</b>
<b>IZH (incl. VAZ 2104)</b>	<b>2755</b>	<b>5735</b>	<b>-52%</b>	<b>954</b>	<b>50</b>	<b>1808%</b>
<b>GEELY</b>	<b>1944</b>	<b>7681</b>	<b>-75%</b>	<b>250</b>	<b>304</b>	<b>-18%</b>
<b>PORSCHE</b>	<b>1572</b>	<b>1264</b>	<b>24%</b>	<b>145</b>	<b>115</b>	<b>26%</b>
<b>CHRYSLER Group</b>	<b>1260</b>	<b>1203</b>	<b>5%</b>	<b>201</b>	<b>77</b>	<b>161%</b>
JEEP	809	416	94%	145	26	458%
DODGE	272	441	-38%	46	27	70%
CHRYSLER	179	346	-48%	10	24	-58%
<b>ISUZU</b>	<b>330</b>	<b>86</b>	<b>284%</b>	<b>44</b>	<b>3</b>	<b>1367%</b>
<b>BYD (sales stopped in June '10)</b>	<b>77</b>	<b>1001</b>	<b>-</b>	<b>0</b>	<b>19</b>	<b>-</b>

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

<b>SOLLERS Group</b>	<b>83842</b>	<b>61866</b>	<b>36%</b>	<b>11268</b>	<b>9283</b>	<b>21%</b>
FIAT	21943	18100	21%	2995	2418	24%
ISUZU	330	86	284%	44	3	1367%
SSANGYONG	12526	9020	39%	1216	1291	-6%
UAZ	49043	34660	41%	7013	5571	26%

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

\*\*SEAT sales in Russia are done through a separate importer, not via Volkswagen Group Rus.

\*\*\*All brands of FIAT Group are sold via different importers in Russia.

\*\*\*\*BOGDAN / CHANCE / TAGAZ / VORTEX: see explanation to the previous table.

\*\*\*\*\*LIFAN distributor in Russia changed in 2010.

\*\*\*\*\* Starting September 2010 General Motors does not conduct sales and marketing of SAAB brand in Russia.

\*\*\*\*\* From September 2010 the sales of AVTOVAZ and RENAULT-NISSAN in Russia are shown as one group.

## 25 BEST SOLD MODELS OF CARS IN RUSSIA IN 2010 / 2009

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

#	MODEL	BRAND	2010	2009	%	Dec 2010	Dec 2009	%
1	2105/2107	LADA	136006	67216	102%	11806	4843	144%
2	Priora	LADA	125235	99473	26%	11910	8230	45%
3	Kalina	LADA	108989	60746	79%	11583	4590	152%
4	Samara	LADA	101958	90428	13%	9305	6849	36%
5	Focus	FORD	67041	52108	29%	8359	4617	81%
6	Logan	RENAULT	62862	53869	17%	6743	5143	31%
7	4x4	LADA	44635	26726	67%	4989	3161	58%
8	Nexia	DAEWOO	43943	28233	56%	4284	2715	58%
9	Niva	CHEVROLET	35380	24520	44%	3952	2593	52%
10	Lacetti	CHEVROLET	31885	29362	9%	3311	2834	17%
11	Matiz	DAEWOO	30476	23181	31%	2627	1736	51%
12	Astra (incl. Astra Cabrio)	OPEL	30432	18952	61%	4241	1066	298%
13	Rio	KIA	29165	10164	187%	2200	1913	15%
14	Cee'd	KIA	26647	18943	41%	1796	1945	-8%
15	Getz	HYUNDAI	24243	18560	31%	2763	1092	153%
16	Aveo	CHEVROLET	22784	15996	42%	2288	1299	76%
17	Qashqai	NISSAN	21489	16058	34%	2716	1522	78%
18	Sportage	KIA	20274	13717	48%	1415	1893	-25%
19	Sandero	RENAULT	19232	0	-	2930	0	-
20	Cruze	CHEVROLET	18857	1958	863%	2193	977	124%
21	Octavia A5	SKODA	18256	9713	88%	2352	1239	90%
22	308	PEUGEOT	17427	11271	55%	1656	989	67%
23	RAV 4	TOYOTA	16479	9167	80%	1811	1260	44%
24	Grand Vitara	SUZUKI	16457	12679	30%	1523	1672	-9%
25	Corolla	TOYOTA	16417	16067	2%	2123	636	234%

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.

4

### AEB SPONSORS 2010

- Allianz Insurance JSC • Alstom • Bank Credit Suisse • Bank WestLB Vostok • Basware OYJ • BP Russia • BSH Group • Cargill Enterprises Inc.
- Clifford Chance • CMS • Deloitte • DHL • DuPont Science & Technologies • E.ON Russia OOO • EMAlliance • Enel Russia • Eni S.p.a • Ernst & Young (CIS) BV
- GDF SUEZ • In2Matrix LLC • ING Commercial banking • Investment Company IC Russ-Invest • John Deere Agricultural Holdings, Inc. • KPMG
- Mazars • Mercedes-Benz Russia • METRO Group • MOL Plc • Moskapstroy-nedvizhimost LLC • Novartis Pharma • OBI Russia • Peugeot Citroen Rus
- PricewaterhouseCoopers • Procter & Gamble • Raiffeisenbank ZAO • ROCA • OOO Sanofi Aventis Russia • Servier Pharmaceuticals
- Shell Exploration & Production Services (RF) B.V. • Sheremetyevo International Airport • Statoil ASA • Telenor Russia AS
- TNK-BP Management, OAO • Total E&P Russia • Volkswagen Group Rus OOO • Volvo Cars LLC • Zurich Insurance Company