

2012



ASM Holding, OAO

**PRODUCTION and SALES
of motor vehicles
by Russian and other CIS manufacturers**

Monthly Statistical Review

January 2012 – December 2012

**Trucks
Cars and LCVs
Buses**



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2012



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**PRODUCTION and SALES
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Monthly Statistical Review

January 2011 – December 2011


Trucks
Cars
Buses

Moscow
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**PRODUCTION and SALES
of trailers and off-road vehicles
by Russian and other CIS manufacturers**


Monthly Statistical Review

January – December 2011


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Bulldozers
Dump trucks
Road rollers
Municipal engineering

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**PRODUCTION
of commercial and special-purpose vehicles
by Russian and other CIS manufacturers**

Monthly Statistical Review


January 2011 – December 2011

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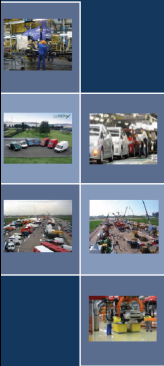
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**PRODUCTION and SALES
of TRUCKS**
by Russian and other CIS manufacturers

Monthly Statistical Review


January 2012 – April 2012

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**PRODUCTION and SALES
of CARS**
by Russian and other CIS manufacturers

Monthly Statistical Review


January 2012 – April 2012

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**PRODUCTION and SALES
of BUSES**
by Russian and other CIS manufacturers

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PRODUCTION AND SHIPMENT. GENERAL DATA

December 2012

Russian Federation

Production of motor vehicles (units)

	Line №	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Motor vehicles, total (02+03+04-05)	01			
Including:				
Trucks (including chassis)	02			
- domestic models				
- foreign brands				
Passenger cars	03			
- domestic models				
- foreign brands				
of them: industrial assembly				
Buses	04			
- domestic models				
- foreign brands				
of them:				
Buses on domestic truck chassis	05			
Trolleybuses	06			

Comparative production performance (units)

	Trucks	Passenger cars	Buses	Light commercial vehicles, LCV **)
2012, average monthly output				
2011, average monthly output				
2012 / 2011 average monthly output, %				
Best annual output for the last 5 years (2007-2011):				
*) Forecast of the full year 2012 output based on the manufacturers' results in January-June, total				
Including foreign brands				

*) The forecast is calculated on the basis of average daily output rate January-June (the number of working days in 2012 with a 5-day working week being 249)

***) LCV (Light commercial vehicles) = Light trucks with GVW up to 3.5 t (included in "trucks" category) and minibuses (included in "buses" category)

Wholesales (factory shipments) of motor vehicles (units)

	01-12.2012	01-12.2011	01-12.2012/ 01-12.2011, (%)	Shipment to output ratio (%)
Trucks				
Passenger cars				
Buses				
Trolleybuses				

Source: Manufacturers

Dynamics of motor vehicle production in Russia, (%)

Graphic



Dynamics of motor vehicle shipments in Russia, (%)

Graphic



PRODUCTION OF MOTOR VEHICLES by manufacturers in Russia

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category)◆	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
TRUCKS (units)											
Total (including chassis and dump trucks):											
Including:											
“ZIL” GROUP											
“ZIL” AMO, Moscow, – total											
– of them: chassis											
Including:											
<i>payload 2.5 ton to 8 ton</i>											
ZIL–43336 (payload 6 ton)											
ZIL–4334 (payload 3,8 ton)											
ZIL-5301 "Bychok" (payload 3 ton)											
ZIL-4329											
* “Smolensk Autocomponent Works – AMO ZIL” ZAO (Dump Trucks)											
Including:											
* with diesel engine											
* with petrol engine											
“Petrovsky Auto Parts Plant” ZAO (AMO ZIL affiliate), Saratov Region (ZIL-5301 “Bychok”)											
“GAZ” GROUP											
“GAZ Auto Plant” OOO, Nizhny Novgorod											
of them: chassis											
“AZ “Ural” OAO, Miass											
– of them: chassis											
<i>Platform Trucks</i>											
URAL–4320											
URAL–43206											
URAL–5323											
URAL–63686											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category)◆	GVW, kg	12.2012	12.2011	12.2012/12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/01-12.2011, (%)
<u>Dump Trucks</u>											
URAL-5557 (chassis)											
<u>Road Tractors</u>											
URAL-43204 (Timber Carriers)											
URAL-44202											
URAL-5423											
URAL E 33 URAL-6370											
* "Saransk Dump Truck Plant" OAO											
Including:											
<u>Road Tractors</u>											
<u>Dump Trucks</u>											
"KAMAZ" GROUP											
<u>KAMAZ OAO, Naberezhnye Chelny</u>											
of them:											
Chassis KamAZ: 53228 (6x6), 53229 (6x4), 65224 (6x6), 53213 (6x4) etc.											
Road tractors KamAZ: 65225 (6x6), 65116 (6x4), 6460 (6x4), 5460 (4x2), 44108 (6x6), 65221 (6x6), 65226 (6x6), 5411 (6x4), 5460-066 (6x6) etc.											
Drop-side trucks KamAZ: 65117 (6x4), 43253 (4x2), 43118 (6x6), 43114 (6x6), 4308 (4x2), 5308 (4x2), 53215 (6x4) etc.											
Dump trucks KamAZ: 65115 (6x4), 6522 (6x6), 65111 (6x6), 43255 (4x2), 65201 (8x4), 6540 (8x4) etc.											
<u>"NEFAZ" OAO, Neftekamsk</u>											
* Dump Trucks											
** Dump gear (not included in vehicles total)											
<u>"KAMAZ-VOSTOK" OOO, Khabarovsk Territory</u> KAMAZ-43113 chassis											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category)◆	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
* "Kamsky TRANSMASH Plant" OOO, Republic of Tatarstan											
* Trucks on chassis made by domestic manufacturers (not included in total)											
CHASSIS (units)											
TOTAL , including:											
<u>"ZIL" AMO, Moscow</u>											
<u>"GAZ Auto Plant" OOO, Nizhny Novgorod</u>											
<u>"KAMAZ" OAO, Naberezhnye Chelny</u>											
<u>"AZ "Ural" OAO, Miass, Chelyabinsk region</u>											
<u>"Iveco-AMT" OOO, Miass, Chelyabinsk region</u>											
<u>"Scania-Peter" OOO, St.Petersburg</u>											
<u>"Amur" ZAO, Novouralsk, Sverdlovsk region</u>											
<u>"Sollers-Isuzu" ZAO, Ulyanovsk (Isuzu chassis: NLR85A, NMR85H, NPR75L)</u>											
<u>Velikiye Luki Forestry Machinery Plant OAO, Pskov Pegin</u>											
TRUCKS OF FOREIGN BRANDS (extract from TRUCKS section) (units)											
Total , including:											
<u>"MERCEDES-BENZ Trucks Vostok" OOO, Republic of Tatarstan (Mercedes-Benz Actros, Axor, Atego)</u>											
<u>"FUSO KAMAZ Trucks Rus" OOO, "FUSO KAMAZ Trucks Rus" OSP OOO, Republic of Tatarstan (Mitsubishi Fuso Canter)</u>											
<u>"Ford Sollers Yelabuga" OOO, Yelabuga (Ford Transit)</u>											
<u>"Sollers-Isuzu", ZAO, "Sollers-Yelabuga" OOO, Yelabuga (Isuzu, Fiat Ducato, Ford Transit)</u>											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category)◆	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
<u>"Saransk Dump Truck Plant" OAO</u>											
<u>"KAMAZ" OAO, Naberezhnye Chelny</u>											
<u>"RIAT" OAO, Naberezhnye Chelny</u>											
<u>"AZ "Ural" OAO, Miass, Chelyabinsk region</u>											
<u>"Iveco-AMT" OOO, Miass, Chelyabinsk region</u>											

Note: ^) estimation by ASM Holding,

◆ As per Association of Russian Automakers' Standard StOAR-001-2005, Source: Manufacturers (Reporting Form No. P-1, monthly); Russia Federal Statistics Service

Association of Russian Automakers Standard StOAR-001-2006

Classification of Trucks

Categories by GVW, t	Category designation	Typical examples of trucks
Up to 2.70 t	LCV-L.C – on-road LCV-L.E – on-road all-wheel drive	LCV-L.C: VAZ-1706; Lada-Tool; VAZinterService; IzhAvto; Peugeot Partner; Renault Kangoo; VW Caddy; Citroen Berlingo; Ford Transit Connect LCV-L.E: UAZ-3303
2.71 – 3.50 t	LCV-M.C – on-road LCV-M.E – on-road all-wheel drive	LCV-M.C: GAZ-2310, 2752, 3302, 2705; Chevrolet Avalanche; Ford FT-280, 300, 330; Hyundai H 200; Iveco Daily 35; MB Vito, Sprinter; Nissan Interstar; Ford Transit; Peugeot Boxer; Renault Master; Toyota HiAce; VW Transporter, VW LT28, 35 LCV-M.E: UAZ-2360, 33036, 3741, 3909; GAZ 27057
3.51 – 6.50 t	C-06 – on-road E-06 – on-road all-wheel drive	C-06: Ford F 350; GMC Savana; Iveco Daily 50, 65; MB Vario 614D; Nissan Atleon 110; Renault Mascott; VWLT46, Hyundai HD-65; Ford Transit Jumbo E-06: GAZ 3308, GAZ-2330
6.51 – 9.0 t	C-09 – on-road E-09 – on-road all-wheel drive	C-09: GAZ-3310, 3307, 3309; ZIL-5301, 4362; KamAZ-4307; DAF 45; Ford E450, F550; Hyundai HD-72; MAN 8.180; MB Vario 815D, Atego 818; Nissan Atleon 140 E-09: ZIL 4327; MB Vario 814DA
9.1 – 12.0 t	C-12 – on-road E-12 – on-road all-wheel drive T-12 – road tractors	C-12: ZIL-43311, 4333; KamAZ-4308; MAZ-4370; DAF 45; MAN TGA 330; MB Atego 1222; Nissan Atleon 165 E-12: ZIL-131, 4334; KamAZ-4326; Unimog U 300; Renault Midlum T-12: ZIL-4421
12.1 – 18.0 t	C-18 – on-road E-18 – on-road all-wheel drive T-18 – road tractors	C-18: MAZ-5336, 5551; KamAZ-4325, 53205, 5360; ZIL-43318, 5343; Chevrolet 7500; Hyundai HD 120; Ford F-750; GMC TopKick 7500; Mack MS 300; MAN 15.220; MB Atego 1322, 1522; Nissan Atleon 210; Renault Midlum; Iveco EuroCargo E-18: Ural-43206 T-18: MAZ-5432, 5433, 5440; ZIL-5417; KamAZ-5460; Kenworth T 300
18.1 – 26.0 t	C-26 – on-road E-26 – on-road all-wheel drive T-26 – road tractors	C-26: KamAZ-53215, 53229, 55111, 6360, 65115; MAZ-6303; KrAZ-250, 65101; Hyundai HD 170; Chevrolet C 8500; International 5500; DAF 75; International 5900; Iveco EuroTech; Mack Rd 600; MB 2528; Renault Premium, Kerax; Scania R 94; Volvo FM 12.340 E-26: Ural-4320, 4320-0911-40; KamAZ-43118, 53228; MAZ-6317; KrAZ-6322 T-26: KamAZ-6460, 65116; MAZ-6422, 6430; Kenworth T 604, T 800
26.1– 33.0 t	C-33 – on-road E-33 – on-road all-wheel drive Z-33 – off-road	C-33: KamAZ-6540; KrAZ-7133; MB Actros 3235; Scania PD 8x4; MB 4144 E-33: KamAZ-6350; Ural-5323 Z-33: KamAZ-6520; UralAZ-Iveco-6339; MAZ-5516; KrAZ-65053; Kenworth W900; MB Actros 3331
33.1 – 45.0 t	C-45 – on-road E-45 – on-road all-wheel drive T-45 – road tractors Z-45 – off-road	C-45: Volvo FH 12 E-45: KrAZ-6503; KamAZ-6522; MAZ-631705-2141; UralAZ-Iveco-6529; MAN 41.464; MB 4140 T-45: MAN TGA 33.430 Z-45: Mack CL 703; MAN 33.414.MAN 41.423; Daewoo Cargo 3637; Volvo FM 12.340.
45.1 t and more	C-75 – on-road E-75 – on-road all-wheel drive Z-75 – off-road	C-75: Yarovit A 7801D E-75: BZKT-69099 Z-75: Yarovit A 5301D; BelAZ; Daewoo K4D6F; MAN FE 460 (50.464); Terberg 1850; Western Star 6900; International; Komatsu; Unit Rig

Note:

- Gross vehicle weight (GVW) of models representing vehicle categories may vary within 3% of the range limits, given nomination of the category by manufacturers.
- GVW categories are represented for single vehicles.
- GVW of road tractors (motive units for articulated vehicles) is considered to be the sum of the road tractor's curb weight and the weight loaded on the tractor by a semi-trailer through the saddle ("fifth wheel").
- Off-road trucks are the vehicles with overall dimensions and loads on axles (bogies) not allowed for use on common roads or requiring a special permit for a short-term use.
- Category designations are indicated in Latin characters.

Manufacturer, Model	Body type, number of doors	Axle configuration	Fuel P (petrol) D (diesel)	Class (category)◆	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
<u>Derways Automobile Company OOO</u> <u>Karachai-Circassian Republic</u>											
<u>"IMS" OOO, Moscow reg. (Great Wall, Hover H5)</u>											
<u>"Avtoframos" OAO, Moscow</u>											
<u>"Ford Motor Company" ZAO, Leningrad region</u>											
<u>"United Automotive Group" OOO, Izhevsk</u> <u>(Kia Sorento)</u>											
<u>Sollers-Naberezhnye Chelny OAO (ZMA),</u> <u>Sollers-Yelabuga OOO,</u> <u>Ford Sollers Holding OOO,</u> <u>Republic of Tatarstan</u>											
<u>Ford Sollers Yelabuga OOO, Republic of</u> <u>Tatarstan</u>											
<u>Manufacturers in Primorsky Territory, total:</u> <u>Sollers-Far East OOO,</u> <u>MAZDA SOLLERS Manufacturing Rus</u>											
<u>Manufacturers in St.Petersburg, total:</u> <u>"General Motors Avto" OOO,</u> <u>"Toyota Motor Manufacturing" OOO,</u> <u>"Hyundai Motors Manufacturing Rus" OOO,</u> <u>Nissan Manufacturing Rus OOO</u>											
<u>Manufacturers in Kaluga Region, total:</u> <u>Volkswagen Group Rus OOO,</u> <u>Peugeot Citroen Mitsubishi Automobiles (PCMA)</u> <u>Rus OOO</u>											
FOR INFO (RF Federal Statistics Service data)											
Motor cars with spark-ignition internal combustion piston engines of a cylinder capacity up to 1,500 CC, new, units (OKPD Code 34.10.21)											
Total											
Motor cars with spark-ignition internal combustion piston engines of a cylinder capacity over 1,500 CC, new, units (OKPD Code 34.10.22)											
Total											

Source: Manufacturers (Reporting Form No. P-1, monthly);
Russia Federal Statistics Service

Association of Russian Automakers Standard StOAR-001-2006

Classification of Passenger Cars

Class (length, mm)	Class designation	Wheel base, mm	Typical examples of passenger cars
Extra small (up to 3600 mm)	«A»	Up to 2450 mm	VAZ-1111 «Oka»; Daewoo Matiz; Ford Ka; Suzuki Wagon; Renault Twingo.
Small (3601- 4000 mm)	«B»	2400-2550 mm	VAZ-1117, 1118, 1119 «Kalina»; ZAZ-1102, 1103 «Tavria»; Opel Corsa, Meriva; Peugeot 206; Renault Logan, Clio.
First medium (4001 - 4500 mm)	«C»	2500-2650 mm	VAZ-2105, 2109, 2110, 2115, 2170; Ford Focus; Hyundai Accent, Elantra; Renault Megane; Peugeot 307; Volkswagen Golf
Second medium (4501 - 4800 mm)	«D»	2650-2750 mm	AZLK-2141 «Moskvich»; MB C-class; Mitsubishi Carisma; Opel Vectra.
Large (4801 mm and more)	«E»	2700-2900 mm	GAZ-3102, 31105; BMW 5 series; MB E-class; Opel Omega.
Superior (4900 mm and more)	«F»	2850 mm and more	ZIL-41047, ZIL-41052; Audi A8; BMW 7 series; Jaguar XJ6; MB S-Class; Bentley; Maybach; Rolls-Royce.
Sports	«S»		Alfa Romeo GTV; Audi TT; BMW Z4; Mazda MX-5; MB CLK Cabrio; SLR McLaren; Bugatti; Ferrari; Honda HSC; Ginetta; Lotus; Lamborghini; Maserati; Porsche.
Multi-purpose vehicles	«MPV»		VAZ-2120 «Nadezhda»; Citroën Picasso; Hyundai Matrix; Nissan Almera Tino; Ford Focus C-Max, Galaxy; Volkswagen Sharan; Kia Carnival; Lexus LX470; Nissan Maxima QX, Patrol GR; Chrysler Voyager.
Sport utility vehicles	«SUV»		VAZ-2121 «4x4»; UAZ-3151, 3160, 3161; GAZ-3120 «Combat»; Chevrolet Niva; LuAZ-1102; BMW X3, X5; Buick Rainier; Land Rover; Toyota Land Cruiser, RAV4.

Note:

1. The length of particular models in car classes may vary within 3% of the range limits, given nomination of the class by manufacturers.
2. Class designations are indicated in Latin characters.

Manufacturer, Model	Axle configuration	Fuel P (petrol) D (diesel)	Class (category)◆	GVW, kg	Length, mm	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
* Buses on truck chassis of domestic manufacturers, total											
Buses, extra small class, total											
BUSES OF FOREIGN BRANDS (extract from BUSES section) (units)											
TOTAL,											
Including:											
"Ford Sollers Yelabuga" OOO, Republic of Tatarstan (Ford Transit)											
"Sollers-Yelabuga" OOO, Republic of Tatarstan (Fiat Ducato, Ford Transit)											
"BAW Motor Corporation" OOO, Ulyanovsk Region (BAW Street 2245, city buses, assembly)											
"Nizhegorodets" OOO, Nizhegorod Region (Ford Transit)											
PKF "Luidor" OOO, Nizhny Novgorod Region											
Manufacturers in Rostov Region, total: "TAGAZ" OOO, TAGAZ affiliate OOO, "HT Auto" OOO (Minibus: Hyundai County, Aero Town)											
"Kuzbass-Avto" OOO, Kemerovo Region (Hyundai County Kuzbass)											
BUSES PRODUCED AT OTHER ENTERPRISES OF RUSSIA (not included in the total) (units)											
IRITO Group of Companies, Moscow Region											
Including Irito Boxer:											
L1H1, L2H2 (minibus)											
L3H2 (city, tourist)											
L4H2 taxi											

Manufacturer, Model	Axle configuration	Fuel P (petrol) D (diesel)	Class (category)◆	GW, kg	Length, mm	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
<u>“PROMTEKH”, OOO, Nizhny Novgorod region</u>											
Including:											
GAZ-Gazelle, GAZ-Sobol											
UAZ-3962 etc.											
Ford Transit and modifications											
Volkswagen Crafter and modifications											
Peugeot Boxer and modifications											
Other modifications											
KNOCKED-DOWN AUTO ASSEMBLY KITS (units)											
<u>“Likinsky Autobus” OOO, Moscow Region (OOO “LiAZ”)</u>											
<u>«UAZ» PJSC, Ulyanovsk</u>											

Note: ◆ As per Association of Russian Automakers' Standard StOAR-001-2005

^) estimation by ASM Holding

Source: Manufacturers (Reporting Form No. P-1, monthly); Russia Federal Statistics Service

Association of Russian Automakers Standard StOAR-001-2006

Classification of Buses

Class (length, m)	Class designation	Typical examples of buses
Extra small (up to 6.0 m)	OM (Cyrillic OM) OM1 city and suburban buses	OM1: GAZ-2217 Sobol, 3221 GAZelle; UAZ-2206, 3962; Kia Pregio; Ford FT-260, 300, 330; Fiat Scudo; VW Transporter; IVECO Daily 29; MB Sprinter 208, 308,316; Nissan Interstar; Opel Movano; Peugeot Boxer; Renault Master; Toyota HiAce.
Small (6.1-8.0 m)	M (Cyrillic M) M1 – city and suburban buses M2 – inter-city and tourist coaches	M1: ZIL-3250; GAZ Valdai; PAZ-32053, 3206, 3203, 3204, 3237; KAVZ-3976; SemAR-3234; MS Sprinter 616 M2: Volzhanin-3290; MAZ-256; Erust Auwarter Teamstar Migi.
Medium (8.1 – 10.0 m)	S (Cyrillic C) S1 – city and suburban buses S2 – inter-city and tourist coaches	S1: PAZ-4234; KAVZ-39765, 3977; MARZ-4219; LAZ A-1414; MB Vario; TAM Marbus B4-080. S2: PAZ-4230 Aurora; EA KFB Travel Skote; Erust Auwarter Clubstar; Trisbus Midys.
Large (10.1 – 12.0 m)	B (Cyrillic B) B1 – city and suburban buses B2 – inter-city and tourist coaches	B1: LiAZ-5256, 5292; GoIAZ-5291; PAZ-5272; NefAZ-5299; MARZ-5277; LAZ A-183; MAZ-103; Ikarus-415; Scania OmniLink; MB Citaro; MAN NL 263; Volvo 7700. B2: GoIAZ-5290; NefAZ-52991; MAZ-251; LAZ-52081; Ikarus E98; Irizar PB12; MAN Lion's Star; MB Turismo; Neoplan Evroliner; Volvo 9700.
Extra large (12.1 – 18.0 m)	OB (Cyrillic OB) OB1 – city and suburban buses OB2 – inter-city and tourist coaches	OB1: LiAZ-6212, 6213; Volzhanin-6212; Ikarus-435; MAZ-105, 107; Volvo 7700, 9900; OB2: Setra Multiclass; Berkhov Axial-100; Bova Futura; Irizar PB1337; MAN Lion's Top Coach; MB Traego M; Neoplan Skyliner; Volvo 9900.
Special and work-team buses*	SV (Cyrillic CB)	KAVZ-42244; Ural-3255; NefAZ-4248, 4211

*Buses on chassis of KAMAZ and Ural off-road trucks for use at petroleum/gas fields, geologic parties, etc. (no likes beyond Russia).

Note:

The length of particular models in bus classes may vary within 3% of the range limits, given nomination of the category by manufacturers.

Manufacturer, Model	Body type, number of doors	Fuel P (petrol) D (diesel)	Class (category)	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
LIGHT COMMERCIAL VEHICLES (extract from TRUCKS and BUSES sections), GVW ≤ 3,5 t (units)										
TOTAL , Including:										
"GAZ Auto Plant" OOO, Nizhny Novgorod (Gazelle, Sobol)										
"UAZ" PJSC, Ulyanovsk										
"BAW Motor Corporation" OOO, Ulyanovsk Region										
"Ford Sollers Yelabuga" OOO, Republic of Tatarstan (Ford Transit)										
"Sollers-Yelabuga" OOO, Republic of Tatarstan (Fiat Ducato)										
"United Automotive Group" OOO, Izhevsk										
"PSA VIS-Auto" OOO, Samara region (VIS-2345, VIS-2347, VIS-2346, VIS-2348)										
PKF "Luidor" OOO, Nizhny Novgorod Region										
"TAGAZ" OOO, Rostov region (LC-100 Master, Hyundai Porter)										
"Nizhegorodets" OOO, Nizhegorod Region (Ford Transit)										

Note: ^) estimation by ASM Holding

Source: Manufacturers (Reporting Form No. P-1, monthly); Russia Federal Statistics Service

Manufacturer, Model	Axle configuration	Length, mm	Class (category)	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
TROLLEYBUSES (units)										
<u>TOTAL</u>										
<u>“Likino Bus Plant” OOO (LiAZ), Moscow region (LiAZ 5280)</u>										
<u>“TrolZA” ZAO, OOO, Engels, Saratov region</u>										
Including:										
ZIU 682 G–016.07 (016.02)										
ZIU 682 G–016.07 (016.018)										
ZIU 682 G-016.07 (016.03)										
TrolZA-5265 “Megapolis”										
TrolZA-52643 “Megapolis-2”										
TrolZA-5275.05 (06) (07) “Optima”										
TrolZA-5275.03 “Optima-2”										
<u>“Trans Alfa Electro” OAO, Vologda region</u>										
<u>“Bashkirsky Trolleybus Plant” OAO</u>										
<u>“Sibirsky Trolleybuses” OOO, Novosibirsk</u>										

Note: ^) estimation by ASM Holding

Source: Manufacturers (Reporting Form No. P-1, monthly); Russia Federal Statistics Service

	SHIPMENT						Share in total shipments (%)	PRODUCTION		Ratio of shipment to production volume from beginning of the year (%)	Non-shipped stock by end of the month	
	12.2012	12.2011	12.2012/12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/01-12.2011, (%)		12.2012	01-12.2012		12.2012	11.2012
<u>"Sollers-Isuzu" ZAO, "Sollers-Yelabuga" OOO, Yelabuga</u> (Isuzu, Fiat Ducato, Ford Transit)												
<u>"BAW Motor Corporation" OOO, Ulyanovsk</u> (BAW 3346, BAW 33462, BAW 33463)												
<u>Avtotor Group, Kaliningrad Region</u> (Hyundai HD-78)												
<u>"VOLVO VOSTOK" ZAO, Kaluga</u>												
<u>"Iveco-AMT" OOO, Chelyabinsk region</u>												
<u>"TAGAZ" OOO, TAGAZ affiliate OOO, Rostov region</u>												
<u>"Scania-Peter" OOO, St.Petersburg,</u> (Scania P-380 SV)												
<u>"Komatsu Manufacturing Rus OOO, Yaroslavl region</u> (HD785-7 mine dump trucks payload 91 t)												
<u>"Kuzbass-Avto" OOO, Kemerovo Region</u> (Hyundai HD-78)												
TOTAL												

Note: ^) estimation by ASM Holding,

*) Trucks on chassis made by domestic manufacturers,

***) including vehicles on chassis made by domestic manufacturers (double counting)

Source: Manufacturers (Reporting Form No. P-1, monthly); Russia Federal Statistics Service

	SHIPMENT						Share in total shipments (%)	PRODUCTION		Ratio of shipment to production volume from beginning of the year (%)	Non-shipped stock by end of the month	
	12.2012	12.2011	12.2012/12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/01-12.2011, (%)		12.2012	01-12.2013		12.2012	11.2012
<u>Sollers-Naberezhnye Chelny OAO (ZMA), Sollers-Yelabuga OOO, Ford Sollers Holding OOO, Republic of Tatarstan</u>												
<u>Ford Sollers Yelabuga OOO, Republic of Tatarstan</u>												
<u>Manufacturers in Primorsky Territory, total: Sollers-Far East OOO, MAZDA SOLLERS Manufacturing Rus</u>												
<u>Manufacturers in St.Petersburg, total: "General Motors Avto" OOO, "Toyota Motor Manufacturing Russia" OOO, "Hyundai Motors Manufacturing Rus" OOO, "Nissan Manufacturing Rus" OOO</u>												
<u>Manufacturers in Kaluga Region, total: Volkswagen Group Rus OOO, Peugeot Citroen Mitsubishi Automobiles (PCMA) Rus OOO</u>												
<u>TOTAL</u>												

Note: ^) estimation by ASM Holding

Source: Manufacturers (Reporting Form No P-1, monthly); Russia Federal Statistics Service

	SHIPMENT						Share in total shipments (%)	PRODUCTION		Ratio of shipment to production volume from beginning of the year (%)	Non-shipped stock by end of the month	
	12.2012	12.2011	12.2012/12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/01-12.2011, (%)		12.2012	01-12.2012		12.2012	11.2012
BUSES OF FOREIGN BRANDS (extract from BUSES section) (units)												
<u>"Ford Sollers Yelabuga" OOO, Republic of Tatarstan</u> (Ford Transit)												
<u>"Sollers-Yelabuga" OOO, Republic of Tatarstan</u> (Fiat Ducato, Ford Transit)												
<u>"BAW Motor Corporation" OOO, Ulyanovsk Region</u> (BAW Street 2245, city buses, assembly)												
<u>"Nizhegorodets" OOO, Nizhegorod Region</u> (Ford Transit)												
<u>PKF "Luidor" OOO, Nizhny Novgorod Region</u> minibuses based on vans: Mercedes Sprinter, Volkswagen Crafter and other models												
<u>Manufacturers in Rostov Region, total:</u> <u>"TAGAZ" OOO,</u> <u>TAGAZ affiliate OOO,</u> <u>"HT Auto" OOO</u> (Minibus: Hyundai County, Aero Town)												
<u>"Kuzbass-Avto" OOO, Kemerovo Region</u> (Hyundai County Kuzbass)												
TOTAL												

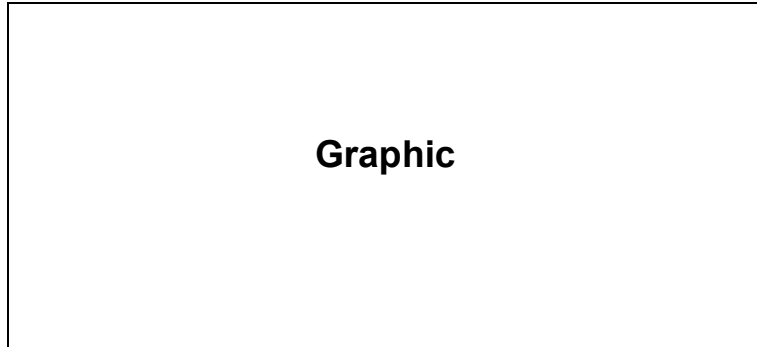
Note: ^) estimation by ASM Holding Source:
Manufacturers (Reporting Form No P-1, monthly); Russia Federal Statistics Service

SHIPMENT OF TROLLEYBUSES

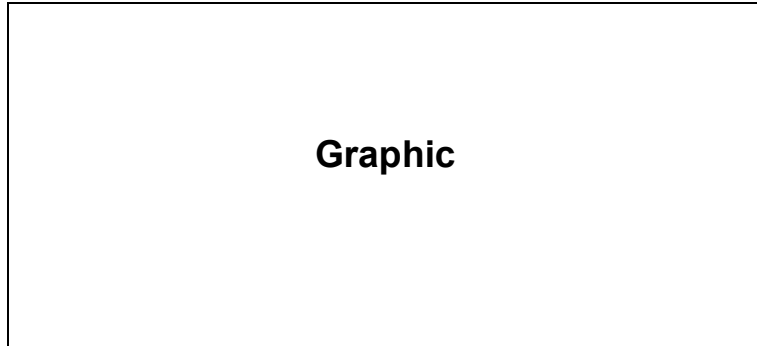
	SHIPMENT						Share in total shipments (%)	PRODUCTION		Ratio of shipment to production volume from beginning of the year (%)	Non-shipped stock by end of the month	
	12.2012	12.2011	12.2012/12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/01-12.2011, (%)		12.2012	01-12.2012		12.2012	11.2012
<u>"LiAZ" OOO, Likino, Moscow Region</u> (LiAZ 5280)												
<u>TrolZA ZAO, Engels, Saratov Region</u>												
ZIU 682 G-016.07 (016.02)												
ZIU 682 G-016.07 (016.03)												
ZIU 682 G-016.07 (016.018)												
TrolZA-5265 "Megapolis"												
TrolZA-52643 "Megapolis-2"												
TrolZA-5275.05 (06) (07) "Optima"												
TrolZA-5275.03 "Optima-2"												
TrolZA-6206.1 "Megapolis"												
TrolZA-5264.05 "Sloboda"												
<u>"Trans Alfa Electro" OAO, Vologda region</u>												
<u>"Bashkirsky Trolleybus Plant" OAO</u>												
<u>"Sibirsky Trolleybuses" OOO, Novosibirsk</u>												
TROLLEYBUSES, TOTAL												

Source: Manufacturers (Reporting Form No P-1, monthly); Russia Federal Statistics Service

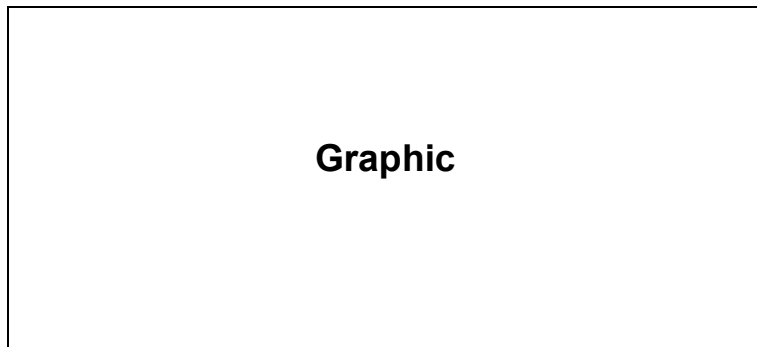
**Structure of wholesales (factory shipments including deliveries for export) of TRUCKS produced in Russia, share percentage by manufacturer
January – December 2012
Total sales: XX units (100%)**



**Structure of wholesales (factory shipments including deliveries for export) of CARS produced in Russia, share percentage by manufacturer
January – December 2012
Total sales: XX units (100%)**



**Structure of wholesales (factory shipments including deliveries for export) of BUSES produced in Russia, share percentage by manufacturer
January – December 2012
Total sales: XX units (100%)**



NEW CAR AND LCV* SALES IN RUSSIA BY BRAND in December / 12 Months 2012/2011

(retail sales of imported and locally produced vehicles)

Brands	January – December 2011	January- December 2010	%	December 2012	December 2011	%
Lada						
Chevrolet						
Renault						
KIA						
Hyundai						
VW						
Nissan						
Toyota						
Ford						
Skoda						
GAZ vans						
Daewoo						
Opel						
Mitsubishi						
UAZ						
Mazda						
Peugeot						
BMW						
Mercedes-Benz						
Audi						
Citroen						
Suzuki						
SsangYong						
Honda						
Lifan						
Volvo						
Land Rover						
Chery						
Geely						
VW vans						
Lexus						
Great Wall						
Subaru						
ZAZ ¹						
Infiniti						
FIAT						
Bogdan						
Vortex ²						
Jeep						
Mercedes-Benz vans						
Porsche						
BYD ⁴						
MINI						
SEAT						
Izh						
Cadillac						
BAW ⁵						
Jaguar						
TagAZ ³						
Haima						
FAW ⁹						
Dodge						
Chrysler						
Isuzu						
Foton ⁶						
smart ⁸						
TOTAL						

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<3,5t (with several exceptions reaching

highest range of 6t). Some updates concerning LCV data may occur

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

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

4 BYD F3 = cars produced at "TagAZ" LLC (Taganrog Automobile Plant, Russia) starting from October 2010, distributed by TAGAZ

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

6 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"

7 ZAZ distributor in Russia changed in April 2011

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

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

NEW CAR AND LCV* SALES IN RUSSIA BY MANUFACTURER GROUP in December / 12 Months 2012/2011

(retail sales of imported and locally produced vehicles)

Brands	January – December 2011	January- December 2010	%	December 2012	December 2011	%
AVTOVAZ - RENAULT - NISSAN						
AVTOVAZ						
RENAULT						
NISSAN						
INFINITI						
VW Group						
VOLKSWAGEN						
VOLKSWAGEN vans						
AUDI						
SEAT ²						
SKODA						
GM Group						
OPEL						
CHEVROLET						
CADILLAC						
KIA						
HYUNDAI						
TOYOTA Group						
TOYOTA						
LEXUS						
FORD						
GAZ vans						
DAEWOO						
PSA PEUGEOT CITROEN						
PEUGEOT						
CITROEN						
MITSUBISHI						
UAZ						
MAZDA						
MERCEDES-BENZ						
MERCEDES-BENZ						
MERCEDES-BENZ vans						
smart						
BMW Group						
BMW						
MINI						
SUZUKI						
SSANGYONG						
HONDA						
JAGUAR LAND ROVER						
LAND ROVER						
JAGUAR						
LIFAN						
VOLVO						
CHERY						
GEELY						
GREAT WALL						
SUBARU						
CHRYSLER Group³						
FIAT						
CHRYSLER						
JEEP						

Brands	January – December 2011	January- December 2010	%	December 2012	December 2011	%
DODGE						
ZAZ						
BOGDAN						
VORTEX						
PORSCHE						
BYD						
IZH						
BAW						
TAGAZ						
HAIMA						
FAW						
ISUZU						
FOTON						
Distinct from the international classification: brands represented on the Russian market by SOLLERS Group (see above)						
SOLLERS Group						
ISUZU						
SSANGYONG						
UAZ						

1 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

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.

Source: AEB Automobile Manufacturers Committee

25 BEST SELLING NEW CAR MODELS IN RUSSIA, January-December 2012 / 2011

(retail sales of imported and locally produced vehicles)

NN	Model	Brand	January- Decem- ber 2012	January- Decem- ber 2011	change +/-, %	Decem- ber 2012	Decem- ber 2011	change +/-, %
1	Priora	Lada						
2	Granta	Lada						
3	Kalina	Lada						
4	Solaris	Hyundai						
5	Focus	Ford						
6	New Rio	KIA						
7	Polo	VW						
8	Samara	Lada						
9	Cruze	Chevrolet						
10	Niva	Chevrolet						
11	Logan	Renault						
12	Nexia	Daewoo						
13	4x4	Lada						
14	Astra (вкл. Astra Cabrio)	Opel						
15	Octavia A5	Skoda						
16	Sandero	Renault						
17	Duster	Renault						
18	Qashqai	Nissan						
19	Lacetti	Chevrolet						
20	Camry	Toyota						
21	Corolla	Toyota						
22	Matiz	Daewoo						
23	New Sportage	KIA						
24	2104/2105/2107	Lada						
25	Tiguan	VW						

Source: AEB Automobile Manufacturers Committee

EXPORT AND IMPORT OF MOTOR VEHICLES**Russia's export**

Thousand units

Code	Denomination of the goods	11.2012	11.2011	11.2012/ 11.2011, (%)	01-11. 2012	01-11. 2011	01-11.2012/ 01-11.2011, (%)
8703*	Passenger cars Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						
8704**	Trucks Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						

Russia's import

Thousand units

Code	Denomination of the goods	11.2012	11.2011	11.2012/ 11.2011, (%)	01-11. 2012	01-11. 2011	01-11.2012/ 01-11.2011, (%)
8703*	Passenger cars Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						
8704**	Trucks Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						

Russia's export

USD million

Code	Denomination of the goods	11.2012	11.2011	11.2012/ 11.2011, (%)	01-11. 2012	01-11. 2011	01-11.2012/ 01-11.2011, (%)
8703*	Passenger cars Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						
8704**	Trucks Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						

Russia's import

USD million

Code	Denomination of the goods	11.2012	11.2011	11.2012/ 11.2011, (%)	01-11. 2012	01-11. 2011	01-11.2012/ 01-11.2011, (%)
8703*	Passenger cars Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						
8704**	Trucks Including: <i>to CIS countries</i> <i>to non-CIS countries</i>						

* passenger cars and other motor vehicles assigned mainly for transportation of people (except motor vehicles under heading 8702 "buses"), including goods / passenger vans and racing cars

** motor vehicles for transportation of goods

Note: In their motor vehicle export and import data, Federal Customs Service does not take into account data on trade with the Republic of Belarus.

Source: Federal Customs Service

DELIVERIES OF MOTOR VEHICLES FOR EXPORT

Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/ 01-12.2011, (%)
DELIVERIES OF MOTOR VEHICLES FOR EXPORT (units)						
"AvtoVAZ" JSC, Togliatti						
<i>to CIS countries</i>						
<i>to non-CIS countries</i>						
"GAZ Auto Plant" OOO, Nizhny Novgorod						
"IzhAvto" OOO, Izhevsk <i>(to CIS countries)</i>						
<i>Trucks Izh-27175</i>						
<i>Passenger cars</i>						
"United Automotive Group" OOO, Izhevsk						
<i>Trucks Izh-27175</i>						
<i>Passenger cars LADA-21041</i>						
"KAMAZ" OAO, Naberezhnye Chelny						
<i>Trucks, total</i>						
<i>Trucks (to CIS countries)</i>						
<i>Trucks (to non-CIS countries)</i>						
«NEFAZ» OAO, Neftekamsk						
<i>Buses (to CIS countries)</i>						
<i>Salons of working shift team buses</i>						
<i>Dump trucks (to CIS countries)</i>						
"AZ "Ural" OAO, Miass						
"UAZ" PJSC, Ulyanovsk						
"GM-AvtoVAZ" ZAO, Togliatti <i>(to CIS countries)</i>						
DELIVERIES OF MOTOR VEHICLES FOR EXPORT (RUR thousands)						
"AvtoVAZ" JSC, Togliatti						
"United Automotive Group" OOO, Izhevsk (LADA-21041)						
"KAMAZ" OAO, Naberezhnye Chelny						
<i>Trucks, total</i>						
<i>Trucks (to CIS countries)</i>						
<i>Trucks (to non-CIS countries)</i>						
"UAZ" PJSC, Ulyanovsk						
KD KITS FOR EXPORT (RUR thousands)						
"AvtoVAZ" JSC, Togliatti						
EXPORT OF PASSENGER CARS, units, (provisional data)						
"Avtoframos" OAO, Moscow, inc.						
Sandero						
Logan						
Duster						
Fluence						
Latitude						
"Volkswagen Group Rus" OOO, Kaluga						
"Hyundai Motors Manufacturing Rus" OOO, St.Petersburg, including:						
Hyundai Accent						
Kia Rio						
Peugeot Citroen Mitsubishi Automobiles (PCMA) Rus OOO, Kaluga region						

Source: Manufacturers (Reporting Form No. P-1, monthly); Russia Federal Statistics Service

Dynamics of new car imports in Russia, (%)

Graphic

*) Nissan, Renault, Infiniti

**) Volkswagen, Audi, Seat, Skoda

***) Opel, Chevrolet, Cadillac

Dynamics of new car and LCV sales in Russia, (%)

	January	February	March	April	May	June	July	August	September	October	November	December
TOTAL in Russia												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
AVTOVAZ-RENAULT-NISSAN^{*)}												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
VW Group^{**)}												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
GM Group^{***)}												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
KIA												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
HYUNDAI												
2012/2011 год, %												
2012/2011 год нараст., %												
2012 month-on-month, %												

*) AUTOVAZ, Nissan, Renault, Infiniti

***) Volkswagen, Audi, Seat, Skoda

***) Opel, Chevrolet, Cadillac

Dynamics of new car and LCV sales in Russia, (%)

Graphic



Source: AEB Automobile Manufacturers Committee

TRUCKS GVW > 20 t

(units)

No.	Brand	TOTAL, January- December			NEW, January- December			USED, January- December		
		2012	2011	Change,%	2012	2011	Change,%	2012	2011	Change,%
1	Shaanxi/Shaanqi									
2	MAN									
3	FAW									
4	Mercedes									
5	HOWO									
6	Daewoo									
7	KrAZ									
8	Scania									
9	Dong Feng									
10	Hyundai									
	Other									
	TOTAL									

DUMP-TRUCKS FOR OFF-ROAD USE

(units)

No.	Brand	TOTAL, January-December			NEW, January- December			USED, January-December		
		2012	2011	Change,%	2012	2011	Change,%	2012	2011	Change,%
1	Volvo									
2	Caterpillar									
3	Komatsu									
4	TEREX									
5	ATLAS COPCO									
6	BELL									
7	LIEBHERR									
8	MOXY									
9	HOWO									
10	Sandvik									
	Other									
	TOTAL									

ROAD TRACTORS

(units)

No.	Brand	TOTAL, January- December			NEW, January- December			USED, January-December		
		2012	2011	Change,%	2012	2011	Change,%	2012	2011	Change, %
1	DAF									
2	MAN									
3	Scania									
4	Volvo									
5	Mercedes									
6	IVECO									
7	Renault									
8	Shaanxi/Shaanqi									
9	HOWO									
10	FAW									
	Other									
	TOTAL									

Source: Federal Customs Service (provisional data)

Passenger car import in Russia, January-December 2012/2011, (units)

No.	Brand	TOTAL, January-December			NEW, January-December			USED, January-December		
		2012	2011	Change, %	2012	2011	Change, %	2012	2011	Change, %
1	Toyota									
2	Nissan									
3	Daewoo									
4	Hyundai									
5	Mitsubishi									
6	Volkswagen									
7	Skoda									
8	Mercedes									
9	Mazda									
10	Audi									
11	Suzuki									
12	Renault									
13	Honda									
14	Volvo									
15	Land Rover									
16	Chery									
17	Peugeot									
18	Kia									
19	BMW									
20	Lexus									
21	Subaru									
22	Citroen									
23	Chevrolet									
24	Opel									
25	ZAZ									
26	Bogdan									
27	Infiniti									
28	Ford									
29	Jeep									
30	Seat									
31	Porsche									
32	Mini									
33	Jaquar									
34	FAW									
35	Fiat									
36	Dodge									
37	Chrysler									
38	Bentley									
39	smart									
40	Rolls-Royce									
41	Daihatsu									
42	Ferrari									
43	Cadillac									
44	Great Wall									
45	Maserati									
46	GMC									
47	Maybach									
48	Aston Martin									
49	Alfa Romeo									
50	Lincoln									
51	SsangYong									
52	Lamborghini									
53	BAW									
54	Acura									
55	Pontiac									
56	Hummer									
57	Saab									
	Other									
	TOTAL,units									
	TOTAL,\$ million									

(Provisional data)

BUSES AND COACHES IMPORT in Russia, January-December 2012/2011
 (without deliveries from member countries of the Customs Union)

(units)

No.	Brand	TOTAL, January-December			NEW, January-December			USED, January-December		
		2012	2011	Change, %	2012	2011	Change,%	2012	2011	Change ,%
1	Hyundai									
2	Toyota									
3	Bogdan									
4	Kia									
5	Daewoo									
6	Higer									
7	MAN									
8	Mercedes-Benz									
9	Yutong									
10	KingLong									
11	Nissan									
12	SsangYong									
13	Volkswagen									
14	Iveco									
15	Scania									
16	Neoplan									
17	Ford									
18	Golden Dragon									
19	JAC									
20	ZhongTong									
21	Volvo									
22	Setra									
23	SOR									
24	GMC									
25	BAZ									
26	Bova									
27	Cobus									
28	ZAZ									
29	Chrysler									
30	Temsa									
31	ISUZU									
32	SunLong									
33	Chevrolet									
34	Hummer									
35	Ikarbus									
	Other									
	TOTAL, units									
	TOTAL, \$ million									

Source: Federal Customs Service (provisional data)

RUSSIAN AUTO MARKET 2012

Russian automobile market surged XX% in 2012

The automobile market in Russia was showing sustainable development through all the year 2012 with slowing growth rate quite natural for the permanently lifted comparison base. Cumulative wholesales of motor vehicles of all categories (cars, trucks and buses) grew in 2012 by XX% year on year to XX thousand units, according to ASM Holding analysts. The lag behind total vehicle wholesales in January-December of the pre-crisis year 2008 reduced to XX thousand units, or to XX% of the 2008 level.

Car sales in Russia up XX% in 2012

Passenger car wholesales rose XX% year on year to XX thousand units in January-December 2012. Sales of domestic models fell by XX thousand units to XX thousand units, and their market share reduced to XX% from XX%. Sales of locally assembled foreign models grew from XX thousand units to XX thousand units, and their market share expanded by XX points to XX%. It was just this segment who called for total growth of the market. The cumulative share of locally produced cars (both domestic and foreign models) expanded by XX point to XX% vs. XX% in 2011. Sales of imported new foreign cars were up XX% to XX thousand units, while their market share reduced by XX points to XX%. Import of used cars by corporate bodies, already of minor importance for the market, was up XX% on the year to XX thousand units, and their share was XX% vs. XX% one year earlier.

Truck sales in Russia up XX% in 2012

Truck wholesales were XX thousand units in January-December 2012, up XX% on the year. Absolute sales growth was registered in all segments of the truck market, however the largest segment of domestic-branded trucks showed only a token growth by XX% to XX thousand units. The market share of this segment lost four points to XX%. Sales of foreign-branded trucks assembled in Russia grew from XX thousand units to XX thousand units, and their market share added XX points to reach XX%. The cumulative share of locally produced trucks (both domestic and foreign models) shrank from XX% to XX%. New imports rose by XX% to XX thousand trucks, and their share expanded by XX points to XX%. Used imports were up XX% to XX thousand trucks, and their share added XX point to reach XX%.

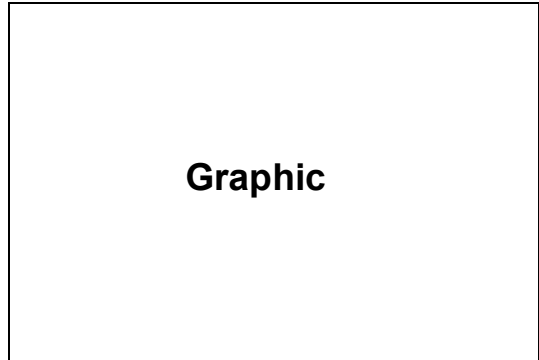
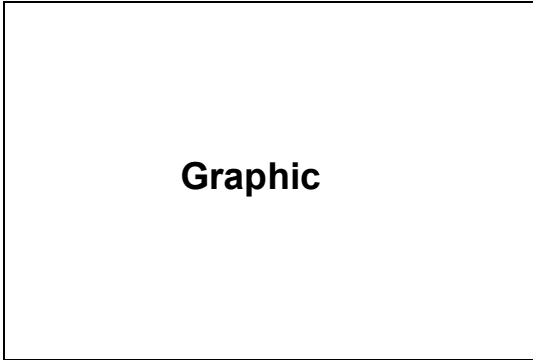
Bus sales in Russia up XX% in 2012

The results of the full year 2012 evidence that the bus market (including minibus sales) was recovering at a higher growth rate compared to the car and truck markets. The 2012 bus sales grew by XX% on the year to XX vehicles. In the market structure by bus classes, a move continued towards extra-small class buses (minibuses), with expansion of their market share to XX% from XX% in January-December 2011. The total bus market growth was due to domestic models whose sales were up XX% on the year to XX buses, and their market share expanded by XX points to XX%. The higher sales growth rate in the bus sector (mainly thanks to domestic products) determined reaching the bus sales level of 2008 and even exceeding it by XX%. The bus sector is the first and still only one sector of the Russian auto market that has managed to restore the pre-crisis sales level.

Structure of the Russian truck market by vehicles' origin

January - December 2011
Total market – XX thou. units (100%)

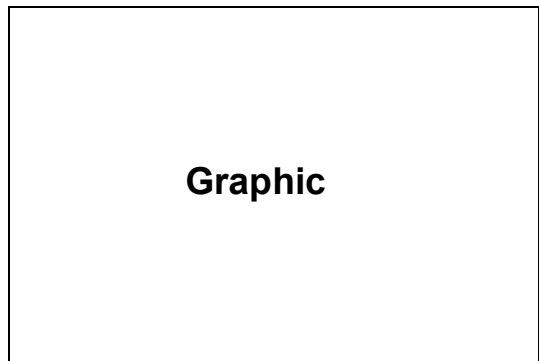
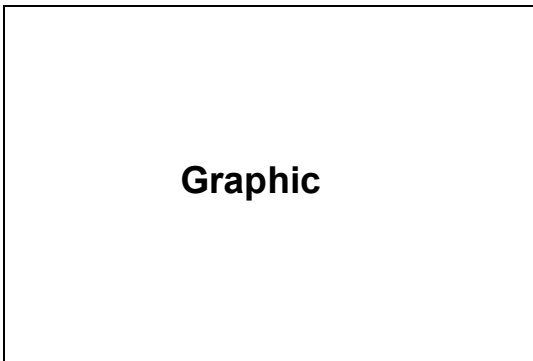
January - December 2012
Total market – XX thou. units (100%)
(+XX%)



Structure of the Russian car market by vehicles' origin

January - December 2011
Total market – XX thou. units (100%)

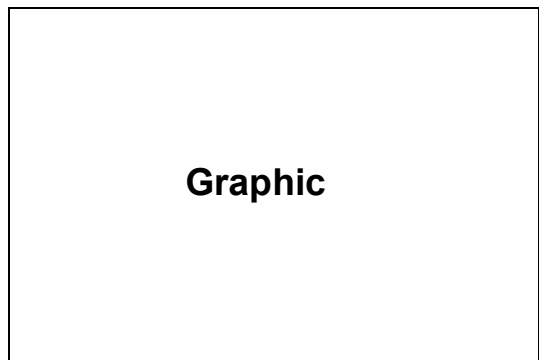
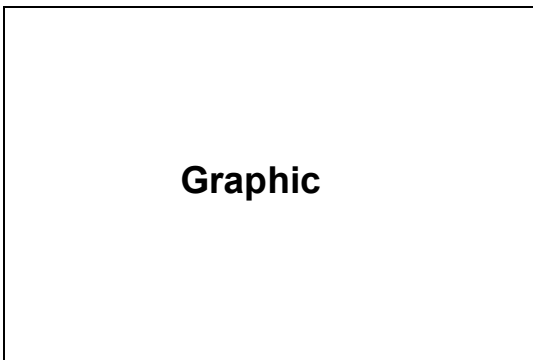
January - December 2012
Total market – XX thou. units (100%)
(+XX%)



Structure of the Russian buses market by vehicles' origin

January - December 2011
Total market – XX thou. units (100%)

January - December 2012
Total market – XX thou. units (100%)
(+XX%)



PRODUCTION OF MOTOR VEHICLES by manufacturer in CIS countries, (units)

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Belarus						
TRUCKS (including chassis) (units)						
TOTAL						
*) Truck (without mine dump trucks)						
*) Mine dump trucks						
List of manufacturers:						
1. "MAZ" OAO, Minsk						
2. "BelAZ" RUP, Minsk region						
3. "Unison" JV ZAO, Minsk region						
4. "MOAZ" PO, Mogilyov						
5. "Minsk Truck – Tractor Plant" UP, Minsk						
6. "Maz-Man" JV ZAO, Minsk						
7. "Technocentre" OOO, Slutsk						
among them:						
<u>"MAZ" OAO, Minsk</u>						
<u>"Minsk Truck – Tractor Plant" UP, Minsk</u>						
Including:						
<i>Dump Trucks</i>						
<i>Road Tractors</i>						
<i>Chassis, bunch-carrier</i>						
<i>Special Trucks</i>						
<i>Special prime movers</i>						
<i>Prime mover drop-side trucks</i>						
<u>"BelAZ" RUP, Minsk region</u>						
Dump Trucks						
Including:						
<i>payload 30 to 36 ton</i>						
<i>payload 42 to 45 ton</i>						
<i>payload 55 to 60 ton</i>						
<i>payload 90 ton</i>						
<i>payload 110 to 130 ton</i>						
<i>payload 150 to 160 ton</i>						
<i>payload 220 to 240 ton</i>						
<i>payload 320 to 360 ton</i>						
<i>Irrigation /sprinkling machine (payload 30 t)</i>						
<u>"MOAZ" PO, Mogilyov</u>						
Including:						
<i>Dump Trucks</i>						
<i>Prime Movers</i>						
<u>Unison JV ZAO, Minsk region</u> (Kia)						
TOTAL for the companies listed						
PASSENGER CARS (units)						
*) TOTAL, among them:						
<u>Unison JV ZAO, Minsk region</u> (Samand) – Iranian IKCO car assembly						
BUSES AND COACHES (units)						
*) TOTAL						
List of manufacturers:						
1. "Gomel Auto Repair Plant" RUP						
2. "MAZ" OAO, Minsk						

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
3. "OZ Neman" UP, Lida						
4. "Belkommunmash" RUP, Minsk						
among them:						
"MAZ" OAO, Minsk						
including:						
<i>Extra large class</i>						
MAZ-105 city buses						
MAZ-205 city buses						
MAZ-215 city buses						
MAZ-107 city buses						
<i>Large class</i>						
MAZ-103 city buses						
MAZ-1035 suburban buses						
MAZ-1036 city buses						
MAZ-152 inter-city coaches						
MAZ-203 city buses						
MAZ-231 inter-city coaches						
MAZ-2031 suburban buses						
MAZ-251 tourist coaches						
MAZ-203M KD kits						
<i>Medium class</i>						
MAZ-206 city buses						
MAZ-226 suburban buses						
MAZ-241 city buses						
MAZ-256 city buses, suburban buses and coaches medium class						
Ramp bus						
MAZ-171						
TROLLEYBUSES (units)						
*) TOTAL						
List of manufacturers:						
1. "MAZ" OAO, Minsk						
2. "Belkommunmash" RUP, Minsk						
3. "Eton" OOO, Smolevichi						
among them:						
"MAZ" OAO, Minsk , including:						
MAZ-103 T large class						
MAZ-215 T extra large class						
MAZ-203 T large class						
ROAD TRACTORS ***) (units)						
"BelAZ" RUP, Minsk region						
Airfield tractor						
Truck-tractor						
"Minsk Truck – Tractor Plant" UP, Minsk						
"MOAZ" PO, Mogilyov						
Kazakhstan ***)						
TRUCKS (including chassis) (units)						
TOTAL , including:						
"KAMAZ-Engineering" AO, Akmolinsk region						
"Hyundai Auto Trans" TOO, Almaty region						
Manufacturer in North Kazakhstan region						

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
"SemAZ" TOO, Eastern Kazakhstan region						
PASSENGER CARS (units)						
TOTAL, including:						
"Agromashholding Kazakhstan" AO, Kostanay region						
"ASIA AUTO" AO, Eastern Kazakhstan region						
BUSES AND COACHES (units)						
TOTAL, including:						
"KAMAZ-Engineering" AO, Akmolinsk region						
Manufacturer in Karaganda region						
"Daewoo Bus Kazakhstan" TOO, Eastern Kazakhstan region						
SPECIAL CARS (units)						
TOTAL, including:						
"KAMAZ-Engineering" AO, Akmolinsk region						
"UralskAgroRemMash" AO, Western Kazakhstan region						
"Petropavlovsk heavy mechanical engineering Plant" AO, North Kazakhstan region						
Uzbekistan						
PASSENGER CARS (units)						
<u>"GM Uzbekistan"</u>						
including:						
Nexia						
Matiz						
Damas						
Spark						
Lacetti						
Chevrolet Cobalt						
SKD (Epica, Captiva, Malibu)						
Ukraine						
TRUCKS (including chassis) (units)						
TOTAL, including:						
<u>"AvtoKrAZ" HC, Kremenchug</u>						
<u>"KrASZ" OOO, Kremenchug</u>						
<u>"ZAZ" ZAO, Zaporozhye</u>						
including:						
ZAZ Lanos van (TF-55)						
TATA (drop-side payload 3.68 ton)						
<u>"Bogdan" Corporation</u>						
(Bogdan 2310, Hyundai HD, Isuzu)						

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
<u>"Cherkassky AutoBus" OAO</u>						
<u>"Borispol Auto Plant" (BAZ) ZAO</u> TATA LPT 713 chassis (TATA T713, GVW 7.5 t)						
PASSENGER CARS (units)						
TOTAL , of which:						
<u>"ZAZ" ZAO, Zaporozhye,</u>						
including:						
Lanos+Sens , total						
including:						
ZAZ Sens (T-100/150) 1,300 cc						
Lanos (TF698) 1,400 cc						
ZAZ Sens / Chance (T-100/150) 1,300 cc						
ZAZ Sens / Chance (T-100/150) 1,400 cc						
ZAZ Sens / Chance (T-100/150) 1,500 cc						
ZAZ Lanos / Chance (T-150)						
Chevrolet Lanos (T-100/150) 1,400 cc						
Chevrolet Lanos (T-100/150) 1,500 cc						
Other (T-100/150) 1,300 cc						
Other (T-100/150) 1,400 cc						
Other (T-100/150) 1,500 cc						
Chery A-13 , total						
Chevrolet , total						
including						
Chevrolet Aveo						
Vida, T-25x (update 04.2012)						
VAZ , total (assembly)						
including:						
VAZ-21093 (assembly)						
VAZ-21099 (assembly)						
Forza						
Kia , total						
including:						
Kia Cerato						
Kia Soul						
Kia Rio						
Kia Sorento						
Kia New Sorento						
Kia Mohave						
Kia Cee'd						
Kia Carens						
Kia Sportage						
<u>"Bogdan" Corporation</u> (Bogdan, Hyundai, Lada)						
<u>"KrASZ" OOO, Kremenchug</u> (Geely, SsangYong assembly)						
<u>"Eurocar" ZAO, Solomonovo</u> (Skoda)						
BUSES AND COACHES (units)						
TOTAL						
including:						
<u>Lvov Bus Plant OOO, Lvov</u>						

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
“ANTO-RUS” OOO, Kherson Ruslan A-103, Anton-3250 and modifications						
Chernigov Auto Plant ZAO (BAZ-2215)						
Chasovoyarsky Repair Plant OAO						
“Borispol Auto Plant” (BAZ) PrAO BAZ-A079 “Etalon” lower class						
“Bogdan” Corporation A-092 lower class, with Euro-3 engine						
“Cherkassky Bus” OAO						
“ZAZ” ZAO, Zaporozhye, including: A-07 (update) A-10						
Azerbaijan						
TRUCKS (units)						
Gyanja Automobile Plant						
Dump trucks MAZ						

Source: Manufacturers

Note: *) Data of the Belarus Statistics and Analysis Ministry

**) The data are included in grand total for trucks

***) Data of the Kazakhstan Statistics Agency

SHIPMENT OF MOTOR VEHICLES
by manufacturers in CIS countries (units)

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Belarus						
TRUCKS (including chassis) (units)						
"MAZ" OAO, Minsk						
including:						
<i>General Purpose Trucks</i>						
<i>Dump Trucks</i>						
<i>Prime Movers</i>						
Unison JV ZAO, Minsk region						
Kia						
PASSENGER CARS (units)						
To Belarus						
Unison JV ZAO (Samand)						
BUSES AND COACHES (units)						
"MAZ" OAO, Minsk						
including:						
<i>Extra large class</i>						
MAZ-105 city buses						
MAZ-205 city buses						
MAZ-107 city buses						
<i>Large class</i>						
MAZ-103 city buses						
MAZ-1035 suburban buses						
MAZ-152 inter-city coaches						
MAZ-203 city buses						
MAZ-231 inter-city coaches						
MAZ-2031 suburban buses						
MAZ-251 tourist coaches						
MAZ-203M KD kits						
<i>Medium class</i>						
MAZ-206 city buses						
MAZ-226 suburban buses						
MAZ-241 city buses						
MAZ-256 city buses, suburban buses and coaches medium class						
<i>Ramp bus</i>						
MAZ-171						
TROLLEYBUSES (units)						
"MAZ" RUP, Minsk						
including:						
MAZ-103 T large class						
MAZ-203 T large class						
Uzbekistan						
PASSENGER CARS (units)						
"GM Uzbekistan" (home market)						
including:						
Nexia						
Matiz						
Damas						
Spark						
Lacetti						

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Chevrolet Cobalt						
SKD (Epica, Captiva, Malibu)						
Kazakhstan (home market)						
Trucks						
Passenger cars						
Buses and coaches						
Special cars						
EXPORT OF MOTOR VEHICLES to Russia (units)						
Belarus						
BUSES AND COACHES (units)						
"MAZ" OAO, Minsk						
including:						
to Russian Federation						
to CIS countries						
to non-CIS countries						
TROLLEYBUSES (units)						
"MAZ" OAO, Minsk						
to Russian Federation						
Uzbekistan						
PASSENGER CARS (units)						
"GM Uzbekistan"						
including:						
Nexia						
Matiz						
Damas						
Spark						
Lacetti						
Chevrolet Cobalt						
SKD (Epica, Captiva)						
Ukraine						
PASSENGER CARS (units)						
"ZAZ" ZAO, Zaporozhye (to Russian Federation)						
including:						
Lanos+Sens, total						
including:						
ZAZ Sens / Chance (T-100/150) 1,300 cc						
ZAZ Sens / Chance (T-100/150) 1,400 cc						
ZAZ Sens / Chance (T-100/150) 1,500 cc						
ZAZ Lanos / Chance (T-150)						
Other (T-100/150) 1,300 cc						
Other (T-100/150) 1,400 cc						
Other (T-100/150) 1,500 cc						
Chery A-13, total						
Chevrolet Vida, T-25x, export model, (update 04/2012)						
BUSES AND COACHES (units)						
"ZAZ" ZAO, Zaporozhye						
including:						
A-07 (export model), update						
A-08 (export model)						

NEW CAR SALES IN UKRAINE in December and January - December 2012/2011

No	Brand	December 2011, units	December 2012, units	Dec. 2012 / Dec. 2011 +/-, % change	Dec. 2012/ Nov..2012 +/-, % change	January-December 2011, units	January-December 2012, units	Jan – Dec. 12 / Jan – Dec. 11 +/-, % change
1	HYUNDAI							
2	VAZ							
3	ZAZ							
4	KIA							
5	VOLKSWAGEN							
6	TOYOTA							
7	SKODA							
8	RENAULT							
9	NISSAN							
10	GEELY							
11	FORD							
12	CHEVROLET							
13	MITSUBISHI							
14	DAEWOO							
15	HONDA							
16	PEUGEOT							
17	CHERY							
18	CITROEN							
19	SSANG YONG							
20	MERCEDES-BENZ							
21	AUDI							
22	BMW							
23	OPEL							
24	FIAT							
25	BOGDAN							
26	LEXUS							
27	MAZDA							
28	SUZUKI							
29	LAND ROVER							
30	SUBARU							
	Other							
	Total							

NEW TRUCK SALES IN UKRAINE in December and January-December 2012/2011

No	Brand	December 2011, units	December 2012, units	Dec. 2012 / Dec. 2011 +/-, % change	Dec. 2012/ Nov..2012 +/-, % change	January-December 2011, units	January-December 2012, units	Jan – Dec. 12 / Jan – Dec. 11 +/-, % change
1	GAZ							
2	FIAT							
3	VOLKSWAGEN							
4	RENAULT							
5	FORD							
6	PEUGEOT							
7	CITROEN							
8	KAMAZ							
9	MERCEDES-BENZ							
10	MAZ							
11	ZAZ							
12	HYUNDAI							
13	SCANIA							
14	UAZ							
15	VOLVO							
16	TATA							
17	BOGDAN							
18	OPEL							
19	BAZ							
20	MAN							
	Other							
	Total							

SALES OF BUSES AND COACHES IN UKRAINE in December and January-December 2012/2011

1	BAZ							
2	PAZ							
3	I-VAN							
4	GAZ							
5	PYTA							
6	MAZ							
7	UAZ							
8	ATAMAN							
9	BOGDAN							
10	FORD							
	Other							
	Total							

NEWS

Russia sales forecast to be flat in 2013

January 15, 2013 16:00 CET

MOSCOW (Reuters) -- Russian car sales have slowed and are expected to be flat in 2013 after record volumes last year, industry figures showed, as drivers curb spending with an eye to economic troubles in Europe and the United States.

The growing middle class, Russia's relatively low level of car ownership and a large numbers of comparatively old vehicles to be replaced have spurred sales, making Europe's second-largest car market a bright spot in a gloomy landscape.

But sales growth slowed at the end of 2012 as economic uncertainty caused people to think twice before upgrading.

"The next year isn't going to be very easy ... based on the current conditions and the customer demand," said Joerg Schreiber, chairman of the Association of European Businesses, which produces the most timely and comprehensive monthly car market statistics in Russia.

"Everything depends on the domestic market environment, and Russia is surrounded by regions where economic development is quite difficult," Schreiber said on Tuesday. "So currently, we are forecasting a market on the level of the market in 2012."

Foreign carmakers have invested heavily in Russia, which AEB last January predicted could overtake Germany as Europe's biggest market in 2015-2016.

Schreiber declined to give a new forecast on when Russia would overtake Germany.

Last year car sales grew 11 percent to more than 2.935 million, the AEB said, in line with its previous forecast and setting a new record, above pre-crisis levels of 2.918 million in 2008. In 2013, sales are expected to be between 2.8 million units and 3.1 million units, the AEB said. A median forecast of 2.95 million units would be flat on the previous year.

Russia's economy has withstood the global slowdown this year because of a spike in government expenditures before President Vladimir Putin's election in March, while prices for its key export, oil, have stayed over \$100 per barrel.

But GDP growth is far short of pre-crisis expansion rates of about 7 percent and a recent survey predicted growth of 3.2 percent in 2013, down from an expected 3.6 percent in 2012.

'Psychological' deterrent

Several industry experts said that one of the main barriers to high growth in 2013 was psychological, as Russians look to economic turmoil abroad, despite not having been badly affected.

"They know what's going on in Germany; they know what's going on in the States, so they are very sensitive to the potential onset of difficult conditions," Schreiber said.

Alexander Migal, managing director of Chevrolet in Russia, talked of "psychological issues" alongside "rational factors."

He said the recent surge in sales might not be sustainable and that growth would likely slow to single figures "for some period of years."

"I think the real saturation point for the Russian market is between 6-7 million vehicles per year, so we have a huge opportunity still in this market," he added.

Overtaking Germany

Marcus Osegowitsch, CEO of Volkswagen's Russian unit, predicted the first half of 2013 would be depressed, but the Sochi Olympics next winter could "pick up confidence in the market."

"We think that the second half of this year and 2014 will be very strong," he said, predicting that Russia could overtake Germany's sales of around 3.2 million annually in around 2016.

Foreign manufacturers are investing heavily in Russia. Renault-Nissan in December finalized a long-anticipated deal, investing \$742 million in a joint venture that will take control of Russian automaker AvtoVAZ.

The partnership will lift production of cars and car kits in Russia to 800,000 in 2013 -- an increase of up to 14.3 percent, according to a report in Russian newspaper Vedomosti.

Carmakers have been reporting double-digit sales rises in Russia for 2012.

Germany's Volkswagen brand increase year-on-year sales 40 percent to 164,700 while the Ford-Sollers partnership said its volume rose 11 percent to 130,815 units in 2012.

Source: *Automotive News Europe*

RUSSIA: Light vehicle market up 11% to new record in 2012

16 January 2013 | By: *Dave Leggett*

The AEB has announced that the Russian light vehicle market grew by 11% last year to reach 2.94m units.

It also said that it expects the 2013 market to consolidate at a similar level.

Joerg Schreiber, Chairman of the AEB Automobile Manufacturers Committee commented: "December 2012 closed with a small improvement over the same month last year, bringing full year sales to a level of 2.935 million units, up 11% from 2011. This result established a new sales record for Russia, exceeding the previous peak level of 2.918 million units established in 2008 - if only by a narrow margin.

"The outlook for the market in 2013 holds little promise for a quick return to growth at the double-digit rates enjoyed in recent years. An AMC member poll of industry expectations for the current year resulted in a scope of +/- 5% around a median of 2.95 million sales of PC and LCV in Russia in 2013. This suggests the market will consolidate at or close to its current level – an assumption supported by the actual performance in the last couple of months."

The AEB data also shows that market leader Lada (AvtoVAZ) continued to lose share in 2012 as consumers were attracted to locally assembled foreign brands.

Source: *just-auto.com*

JAPAN: Partsmakers develop Russian business

17 January 2013 | By: *Graeme Roberts*

Japanese autoparts manufacturers are entering Russia one after another, hoping to tap a new car market seen growing to roughly 3m vehicles a year.

The *Nikkei* business daily said the companies expect an increase in business now the Nissan-Renault alliance has decided to acquire Russia's leading automaker, AvtoVAZ.

Clutch producer Exedy has partnered with Russian partsmaker VazInterService, or VIS. Under the agreement, VIS will split off its clutch business and Exedy will invest RUB90m (US\$3m, JPY260m), in the new company, gaining a 33% stake as a result. The joint venture will make clutches for new AvtoVAZ vehicles.

Hi-Lex will build a cable plant in the southern city of Tolyatti expected to start output in May 2015.

Sanoh Industrial has acquired the piping business of a local firm that has dealings with AvtoVAZ. It plans to construct a Tolyatti piping plant in 2014 with the aim of supplying parts for 1.5m vehicles a year, the *Nikkei* said.

Calsonic Kansei will begin assembling instrument panels and air conditioning units at an AvtoVAZ plant in 2013 or 2014. By leasing the facilities, it aims to keep investment costs down, the *Nikkei* noted.

Source: *just-auto.com*

RUSSIA: GM-AvtoVAZ tripling Chevrolet Niva output

17 January 2013 | By: *Graeme Roberts*

The GM-AvtoVAZ joint venture will more than triple its monthly output of Chevrolet Niva Limited Edition vehicles to 200 per month in 2013 to satisfy demand, business daily *Vedomosti* reported.

However, overall sales would decrease 0.7% to 62,500 cars in 2013, the daily said.

The company will produce 2,400 units in 2013, the daily said, citing the company's data. The price has increased RUB5,700 to RUB505,000 (US\$16,700).

GM-AvtoVAZ produced a pilot batch of 300 units in 2011. In 2012, it assembled another 300.

Source: *just-auto.com*

AN CONGRESS: Confident contract assembler GAZ eyes 10% EBIT hike

17 January 2013 | By: Simon Warburton

Renewed confidence at GAZ Group sees the Russian automaker predicting a 10% hike in EBIT (earnings before interest and taxes) this year.

Another sign of that confidence is Skoda's [decision to launch contract CKD assembly of the Yeti last year](#) at GAZ's Nizhny Novgorod plant - with the new Octavia to follow - while GAZ [will also assemble](#) Chevrolet Aveo vehicles in the same factory under a contract with General Motors for 30,000 units a year.

Nizhny Novgorod is the second factory to build the VW Czech unit's vehicles in Russia and is a JV between Volkswagen Group Russia and GAZ. The Yeti was the first model off the line in a plant with body, paint and final assembly shops.

As is common with new plants in Russia, production actually started from SKD kits in late 2011, with workers completing cars by installing powertrains in bodies already welded, painted and trimmed in the Czech Republic.

Last December, VW [opened an engine factory at its other Russian site in Kaluga](#). That will supply its vehicle assembly plant there and the contract Skoda production at GAZ with locally produced engines from 2015.

Speaking at the *Automotive News World Congress* dinner in Detroit, GAZ CEO Bo Andersson highlighted the manufacturer's brutal rationalising four years ago and the pivotal role of the Russian military.

"We are the number one supplier of trucks to the military and we service them," he said. "We took off 50,000 people in 2009, we fired 10,000 managers, now we are US\$300m net income. For 80 years the Nizhny Novgorod plant had no leader - now we have a leader. [Vladimir] Putin likes me - he says I am smart guy."

Despite no longer operating against the backdrop of the Soviet Union, GAZ still retains a large amount of influence in the city, owning the community hospitals and sports centres, for example.

Andersson emphasised the importance of employee relations noting that the vast factory site has 42 canteens where staff are given 20 minutes each morning to eat a free breakfast.

The automaker also provides the union with US\$40m per year and employees earn the equivalent of around US\$500 per month.

Andersson said Russia market was an unusual market with vehicle ownership of just 271 per 1,000 people but, in a sign of where the real economic power of the country lies, export oil revenue is US\$1bn a day.

Source: *just-auto.com*

VW sees rapid Russia sales rise in 2012

January 18, 2013 06:01 CET

MOSCOW (Reuters) -- Sales of Volkswagen brand cars in Russia rose 40 percent year-on-year in 2012 to 164,702 vehicles, the company said.

The Volkswagen Group, which also includes Skoda, Audi and Seat, reported this week that its total sales in Russia increased 39 percent to 317,700 vehicles. In December, the automaker said it was aiming for a 38 percent rise in Russian sales for 2012 to reach 315,000 units.

The German carmaker plans to invest a total of 1 billion euros (\$1.3 billion) in Russia by 2018, initially expanding by building an engine plant in Kaluga, which is about 150km southwest of Moscow. VW already has a car production factory in Kaluga.

Russia is expected to overtake Germany to become Europe's largest car market as early as 2016. VW Group reported earlier this week that strong growth in Asia and North America helped push its worldwide sales to 5.74 million units, an increase of 13 percent from 2011.

Source: *Automotive News Europe*

RUSSIA: Toyota St Petersburg factory boosts output to 28,400 cars in 2012

17 January 2013 | By: Graeme Roberts

Output at Toyota's Russian assembly plant in St Petersburg rose to 28,441 cars in 2012 from about 14,000 units in 2011, the company said.

"In 2012, the plant started manufacturing new Toyota Camrys modified with a two-litre petrol engine. The local facility also started to export Camrys to Kazakhstan," an official told Prime News.

Toyota expects to sell about 172,000 cars under its own brand, up 12.4%, and 18,000 Lexus cars, up 14.7%, in Russia in 2013.

Source: *just-auto.com*

RUSSIA: Lada still leads

18 January 2013 | By: Graeme Roberts

Ladas accounted for 18.3% of all new car sales in Russia in 2012, according to manufacturer AvtoVAZ. The carmaker sold 608,205 Ladas in 2012, including 537,600 in Russia, and exported 70,580. The company said it plans to increase car production 14% in 2013 to 800,000 units.

Source: *just-auto.com*

Russian car sales will rise 5% in 2013, PwC says

January 22, 2013 10:07 CET

MOSCOW (Reuters) -- Russian car sales are likely to increase by 5 percent in 2013 to around 2.9 million, PricewaterhouseCoopers forecast on Tuesday.

The figure is a slowdown from the previous year, when sales rose 10 percent to 2.76 million, but a stark contrast to recession-bound Europe where car sales slid to a 17-year low.

"We expect next year we will see modest, measured growth," said Stanley Root, PwC's automotive industry leader for Russia, adding that the market was showing signs of steadying after a period of significant expansion.

The accountancy firm sees growth slowing after next year to 3 percent annually from 2014 to 2017, eventually reaching zero growth by 2025 by which time it estimates the market will have reached its maximum level of annual sales of 3.7 million.

PwC predicts that growth in 2013 will be largely driven by foreign car brands produced in Russia, which are slated to see a 9 percent rise to 1.33 million sales. Imports of foreign brands are expected to rise 3 percent to 990,000, while Russian car brand sales will be flat at 580,000 units.

Root said that a new "recycling fee" imposed only on imported vehicles is expected to slow growth in the sector.

He added that the development of the car scrappage industry was "key" to future growth in Russia, where owners keep their cars on the road for some 16 years, much longer than the European average.

European new-car registrations fell 7.8 percent to 12.5 million vehicles in 2012, the lowest level since 1995, recent figures by the European automotive industry association ACEA showed.

Source: *Automotive News Europe*

RUSSIA: Schaeffler to start plant construction in March

22 January 2013 | By: Simon Warburton

Schaeffler is to start work on the construction of a plant in Russia this March, with a beginning of production date estimated to be in the middle of next year.

Speaking to *just-auto* at last weeks' North American International Auto Show (NAIAS), Schaeffler CEO, Juergen Geissinger, confirmed Russia would form part of the supplier's plans as well as other areas of Eastern Europe.

"We have a strong factory base in Eastern Europe, like Hungary Romania, which need highly qualified and skilled people," he said. "The next step is Russia for us and that is the next factory we will start [building] in March.

"Schaeffler Group has grown above average and out-performed the market. We expect sales growth of around 4% this year. We are in the fortunate position to hire new staff and create 2,500 jobs last year - [of which] around 600 in North America.

The supplier recently said it had also performed well during the first nine months of last year despite difficult economic conditions, especially the third quarter.

"Our industrial business in particular felt the impact of the difficult economic conditions in Europe and the slowdown in the economic development of the emerging countries over the course of the [2012] third quarter," said Geissinger.

"However, we were able to again grow profitably within this challenging environment during the third quarter."

Source: just-auto.com

Russian car market sales value up 21.9% in 2012, Ernst & Young says

January 25, 2013 13:47 CET

MOSCOW (Reuters) -- Russia's car market increased in value by 21.9 percent to 2.33 trillion rubles (\$77 billion) in 2012, according to data from auditing firm Ernst & Young.

Auto sales rose 10 percent to 2.935 million, reaching the pre-crisis level of 2008 and in stark contrast with Europe, where sales fell to a 17-year low.

Russia's car market flourished as the economy weathered a global slowdown due to a rise in government spending before President Vladimir Putin's election in March, while prices for its key export, oil, have stayed above \$100 per barrel.

Growth in the value of the Russian car market has slowed from 2011, when it grew 50 percent to 1.9 trillion rubles, Ernst & Young said.

Ernst & Young's sales figures for 2012 are slightly above the 2.76 million reported earlier this week by PricewaterhouseCoopers, which estimated the market will grow 5 percent in 2013 to some 2.9 million cars.

In December the auto market increased by just 7 percent year-on-year to 207.2 million rubles, Ernst & Young said.

However, the December results were better in respect of average sale price, which reached a maximum of some 818,600 rubles in December, the company said.

It compares with an average sale price of 793,600 rubles over the entire year, the data from the accountancy firm showed.

Average car sales in Russia totaled some 194 billion rubles per month, it said.

In comparison with the previous year, the average price of a car increased by 10 percent, or 73,000 rubles.

Source: Automotive News Europe

Chevrolet looks to GAZ to help it keep Russia lead

[Douglas A. Bolduc](#)

February 5, 2013 15:00 CET

General Motors Co. is hoping its production alliance with Russia's GAZ Group will help Chevrolet remain the country's top-selling foreign brand.

GAZ started making the Aveo sedan today and will begin assembling the hatchback variant in late March with a goal of 30,000 producing units of the subcompacts this year.

"In 2012, Chevrolet was the most popular foreign car brand in Russia for the sixth year in a row. Our strategic goal is to strengthen Chevrolet's position in this market," GM Russia President Jim Bovenzi said in a statement.

\$29 million invested

The Aveo is being assembled from complete knocked down (CKD) kits on two shifts at GAZ's plant in Nizhny Novgorod, which is about 400km east of Moscow. The companies spent \$29 million to prepare GAZ's passenger car plant for the Aveo.

GAZ welds, paints and assembles the Aveo with the help of employees who received training at GM plants in Korea and St. Petersburg, Russia.

Chevrolet outsold Renault in Russia last year 205,042 vehicles to 189,852 to earn the title of top foreign brand, according to data from the Moscow-based Association of European Businesses. The overall market leader was domestic champion Lada with 537,625 sales. Lada is part of AvtoVAZ, which is now controlled by Renault-Nissan.

Turnaround

The GM deal is part of GAZ Group CEO Bo Andersson's turnaround of the company, which nearly collapsed before he arrived in 2009.

The former GM purchasing chief ended unprofitable car production at GAZ and then won contract manufacturing deals with the GM, Volkswagen Group and Daimler. GAZ assembles the Yeti small SUV for VW Group Czech subsidiary Skoda. This year, GAZ will begin producing the redesigned Skoda Octavia hatchback and VW Jetta sedan. Total production for VW is expected to reach 110,000 units a year.

GAZ also will produce 20,000 Mercedes Sprinter commercial vans annually starting this year.



About 30,000 Chevrolet Aveos are set to roll off the assembly line at GAZ's factory this year.

Source: Automotive News Europe

RUSSIA: First Chevrolet Aveo off GAZ line

5 February 2013 | By: Dave Leggett

General Motors and GAZ Group have commenced the production of the Chevrolet Aveo at GAZ's manufacturing facility in Nizhny Novgorod, Russia.

GM and GAZ Group signed an agreement in February 2011 to produce the Aveo at GAZ for sale in the Russian market. The companies invested US\$29m to prepare the existing GAZ passenger car production facility for the Aveo project.

The Aveo is being assembled on two shifts. A hatchback version will be added to the GAZ production line at the end of March 2013. Planned annual output of both versions is 30,000 cars.

Aveo production in Nizhny Novgorod is final assembly from CKD (completely knocked down) kits. GAZ is carrying out welding, painting and assembly. It is using 43 welding robots and 33 welding jigs developed at GM Korea. The paint shop was modernised and an assembly line was developed and installed in the assembly shop specifically for the Aveo project. The line includes a main conveyor; a line for the subassembly of the engine, doors, dashboard and suspension parts; and quality control stations.

The technology and quality controls on the new Aveo production line conform to GM's global manufacturing standards. GAZ employees and specialists were trained at GM plants in Korea and St. Petersburg, Russia.

Jim Bovenzi, President and Managing Director of GM Russia and the CIS, said: "The start of production of the Aveo at the GAZ plant will enable us to meet the strong domestic demand for compact city cars from the Chevrolet brand. In 2012, Chevrolet was the most popular foreign car brand in Russia for the sixth year in a row. Our strategic goal is to strengthen Chevrolet's position in this market."

Bo Andersson, President and CEO of GAZ Group, said: "Our industrial partnership with General Motors is enabling GAZ to use effectively the investment made in the car production facility, improve the technologies of the GAZ plant and provide additional training for our employees. Under this joint project GAZ has become the first plant in Russia to carry out full-cycle production of the Aveo. I would like to thank our partners for their trust and assure them that GAZ will manufacture Chevrolet Aveo in full conformance with the standards of General Motors."

Source: just-auto.com

RUSSIA: GAZ eyes tripling Chevrolet Aveo production

6 February 2013 | By: Simon Warburton

GAZ Group is to significantly increase production of the Chevrolet Aveo at its Nizhny Novgorod plant from April to meet expected demand.

Speaking at this week's official start of production at the Russian factory, GAZ Group president and CEO, Bo Andersson, outlined the manufacturer's plans.

"Today is a very important day for us at GAZ Group," he said. "We are building 48 vehicles per day and we are the only plant in Europe producing this vehicle."

"In April, we must produce 150 vehicles per day. In less than 20 months, we have been able to fulfil the toughest quality standards and get access to the latest production technology. We have updated our paint shop [for example], to GM standards and have been trained in using the latest logistics concepts."

GM is also mooting the possibility of expanding operations to CIS States, with a further potential "sooner or later" to Europe, although the company stresses it has no fixed plans yet.

"Today, real life begins," said Andersson. "GM can look at our quality and look at our productivity versus others and our target is clear. We will be the best."

Source: just-auto.com

RUSSIA: General Motors aims to capitalise on domestic success

6 February 2013 | By: Simon Warburton

General Motors says it is looking to build on the wave of growth in Russia as the country's automotive sector bucks the otherwise gloomy economic environment of neighbouring Europe.

Speaking to media at yesterday's (5 February) GAZ Group production launch of GM's Chevrolet Aveo model at the Nizhny Novgorod plant, GM Russia managing director and president, Jim Bovenzi, emphasised the US automaker was "comfortable" with the brand's success from being manufactured in Russia.

"This is the only place in Europe that we build this car and we are very comfortable this will be a very successful vehicle for GAZ Group and GM," said Bovenzi.

"In 1992, GM started with a representative office in Russia and now Russia is Chevrolet's fourth largest market globally. The country has undergone tremendous growth and GM is committed with Russia and [to] invest more heavily."

GM has other Russian plants apart from Nizhny Novgorod, including sites at Togliatti and St Petersburg, with the latter due to undergo major expansion from 98,000 to 230,000 models per year.

"This country is a milestone," added Bovenzi. "We sold our millionth Chevrolet last year and it was to a customer right here."

"So this country is very important to us. Today is the beginning, but really, 20 months ago a lot of work started."

Source: just-auto.com

RUSSIA: GAZ accelerates pace as Chevrolet production starts

6 February 2013 | By: Simon Warburton

GAZ Group says it has "moved the needle twenty years" with the launch of Chevrolet's Aveo model for the Russian market.

Speaking at the production start yesterday (5 February) at the Nizhny Novgorod plant 255 miles east of Moscow, GAZ president and CEO, Bo Andersson, highlighted the importance of the model to the company's Russian fortunes.

"Why is this important for GAZ?" said Andersson. "It is very [clear] for me we were far behind in passenger cars. As a consumer in Russia, you can pick 550 models. During the co-operation with GM and Volkswagen, we moved the needle 20 years by building the Chevrolet Aveo and three vehicles for VW.

"The challenge is GM has other plants building the same vehicle and that means it is very easy for them to measure us in the quality of assembly. We measure it every day."

GAZ's foray into passenger vehicles means it will employ 700 new staff for the Aveo, while thousands more will work on VW products and for Daimler.

"This is a relatively small operation," said Andersson. "We had this building and it required relatively little innovation. This is low technology with the benefits of flexibility."

Yesterday's launch will see GAZ aim for annual production of 30,000 vehicles to be sold on the Russian market, although the automaker is not excluding future expansion to CIS markets and potentially, Europe.

General Motors and GAZ Group signed an agreement in February 2011 to produce the Aveo at GAZ for sale in the Russian market, with both companies investing US\$29m to prepare the existing GAZ passenger car production facility for the project.

The Aveo is being assembled on two shifts, with a hatchback version being added to the GAZ production line at the end of next year. Planned annual output of both versions is 30,000 cars.

Aveo production in Nizhny Novgorod is final assembly from CKD (completely knocked down) kits. GAZ is carrying out welding, painting and assembly. It is using 43 welding robots and 33 welding jigs developed at GM Korea.

Source: *just-auto.com*

Renault's European fix in danger as Russian growth slows

February 7, 2013 06:19 CET

PARIS/MOSCOW (Bloomberg) -- Russia's car market is forecast to slow and possibly decline this year, ending a three-year streak of gains of more than 10 percent and damping market leader Renault's efforts to offset slumping demand in Europe.

Renault, which controls Russian brand Lada, was banking on growth in the country after suffering the worst sales decline in Europe last year. With inflation reaching 6.6 percent in Russia in 2012 and interest rates rising, those plans may be dashed.

The Russian car market, which is projected to surpass Germany in volume by 2014, has risen to prominence as a developing middle class and vast expanses promise growth. The prospects prompted Renault, Volkswagen Group, Ford Motor Co. and other carmakers to expand capacity.

General Motors Co. and Russian partner GAZ Group started ramping up production this week of 30,000 Chevrolet Aveos a year, adding more cars jostling for share.

"It's a very competitive market," said GAZ CEO Bo Andersson. "There are more than 500 models you can buy. Swedish people like station wagons; in the U.S., people like pickups, SUVs or sedans. Here, people like everything."

The country was once a backwater for the auto industry. Lada's parent AvtoVAZ was kept afloat by government handouts in the early 1990s after communism's collapse. Production was maintained by trading finished cars for parts from suppliers or food and clothing for workers.

By 2008, AvtoVAZ was a prized asset, with Renault beating out GM and Fiat for a 25 percent stake. The French carmaker and alliance partner Nissan Motor Co. have since agreed to a deal that will give them control of 74.5 percent of the Lada maker.

Volatile market

VW and Ford each run factories capable of producing more than 100,000 vehicles and signed agreements in 2011 to expand. Still, the market is volatile, suffering a 49 percent plunge in 2009 before rebounding over the past three years. Russian car sales this year are forecast to edge up 2.3 percent after an 11 percent increase to 2.98 million cars and light commercial vehicles in 2012, according to IHS Automotive.

A survey by Russia's Association of European Businesses resulted in a range of expectations between a decline of 5 percent and a gain of 5 percent. "The outlook for the market in 2013 holds little promise for a quick return to growth at the double-digit rates enjoyed in recent years," said Joerg Schreiber, chairman of AEB's auto manufacturers committee.

Russia push

The Renault-Nissan-Lada group increased 2012 sales 1 percent to 890,433 vehicles as the Renault brand's 23 percent surge helped offset a 7 percent decline for Lada. The French carmaker's sales of 189,852 cars in Russia last year amounted to 7.3 percent of its global deliveries. The performance in Russia contrasted with Renault's 19 percent plunge to 1.05 million cars in Europe, where industrywide sales fell 7.8 percent. Renault CEO Carlos Ghosn has said the European market may fall 3 percent in 2013 in its sixth straight annual decline.

"Russia is among Renault's top markets in terms of profitability," with margins in the 5 percent to 7 percent range, said Florent Couvreur, an analyst at CM-CIC Securities. "A slowdown of the market would have an impact on its activity there."

Nissan slows production

The demand drop led Nissan to announce plans to suspend production at its factory in St. Petersburg tomorrow. The Japanese carmaker said last month it may shift to a four-day work week until mid-March. That could take the Renault-Nissan alliance further away from its goal of raising combined market share in Russia to 40 percent by 2015 after falling to 30 percent last year from 33 percent.

The economy's growth dipped to 3.4 percent last year from 4.3 percent in 2011, its slowest pace since 2009 and missing government targets. Weighing on growth, loan rates have surged to about 10 percent, squeezing average consumers. "If I cannot give my people competitive interest rates, they cannot buy houses, they cannot buy my products," said Siegfried Wolf, chairman of OAO Russian Machines, which controls GM partner GAZ.

Squeezing consumers

Eugene Moiseev can attest to that. "I'm considering using public transport instead of my car" to save money and avoid overcrowded streets, said Moiseev, a 32-year-old newspaper editor from the Moscow region, who owns a 2011 Audi Q5. "Gasoline prices rose too far. In addition, new cars became groundlessly too expensive. A new car purchase is not on the agenda."

Renault said it is taking the downturn in stride. "We're still very confident that the Russian market is structurally on an upward trend," Bruno Ancelin, head of Renault's Russian operations, said in an interview. "The purchasing power of Russian households is still improving." Renault plans to proceed with the start of production of one of its models at AvtoVAZ's factory in Togliatti in the second half of 2013, the automaker said.

Growth potential

There's still plenty of potential for growth in Russia. Ownership rates were 233 vehicles per 1,000 inhabitants in 2009, compared with 500 in Germany and 600 in the U.S., according to the World Bank. The car fleet is also aging, with vehicles averaging more than 10 years on the road, said Tatyana Lukhovetskaya, chief managing director of Rolf, one of Russia's largest auto dealers. Still, the allure of cars isn't quite what it was.

"Cars in Russia were long regarded as an investment opportunity," said Vladimir Beshpalov, an analyst at Moscow-based VTB Capital. "Now, given the stabilized bank system, people tend to switch their savings to banks rather than spending it on a new car."

Renault is forecast to have posted an operating profit margin of 1.7 percent for 2012, according to analyst estimates compiled by Bloomberg. The company is scheduled to report 2012 earnings on Feb. 14.

Renault shares are up 8 percent this year, valuing the company at 13 billion euros (\$17.6 billion).

Source: Automotive News Europe

RUSSIA: Nizhny Novgorod Governor hails GAZ Aveo production start as job creator

7 February 2013 | By: Simon Warburton

Nizhny Novgorod regional governor, Valezy Shantsev, has welcomed the start of Chevrolet's Aveo production this week at GAZ Group's plant in the same city.

GM and GAZ Group inked the deal in 2011 to produce the Aveo in Russia, with the companies investing US\$29m to ramp up the existing Nizhny Novgorod passenger car production facility.

"We have been preparing a long time for this and what is important [is] that at GAZ, we are creating new jobs," said Shantsev, at the ribbon cutting ceremony, which *just-auto* attended, in Nizhny Novgorod this week. "We are taking on the latest and highest productivity [as well as] top quality equipment.

"Today, in this very, very tough competition and global brands, the latest in automotive industry, we need to find our place and I am very happy the first plant in Europe doing full-cycle production of Chevrolet Aveo is starting in Nizhny Novgorod."

The Aveo is being assembled on two shifts, with a hatchback version to be added to the GAZ production line at the end of next month. Planned annual output of both versions is 30,000 cars.

Aveo production in Nizhny Novgorod is final assembly from CKD (completely knocked down) kit, with GAZ carrying out welding, painting and assembly.

It is using 43 welding robots and 33 welding jigs developed at GM Korea, while the paint shop was modernised and an assembly line developed and installed in the assembly shop specifically for the Aveo project.

The line includes a main conveyor; a line for the sub-assembly of the engine, doors, dashboard and suspension parts; and quality control stations.

"For our region, the undertakings by GAZ are extremely important, simply because many people talk about investment and modernisation," said Shantsev.

"Every month productivity creates new jobs and new remuneration - they are calculating their destiny - that is the objective for any government - any State."

Some 700 new posts will be created with the start of Aveo production.

Source: *just-auto.com*

RUSSIA: GAZ Group right to exit own passenger car build: Bo Andersson

7 February 2013 | By: Simon Warburton

GAZ Group - part of Russian Machines and Basic Element - says it made the right decision to axe its own passenger car production and concentrate on commercial vehicle manufacture and contract building of models for General Motors, Volkswagen, Skoda and Mercedes Benz.

"Most people felt it was the wrong decision to step out of passenger cars," GAZ Group president and CEO, Bo Andersson, told reporters including *just-auto* near to his home this week in the Russian company's Nizhny Novgorod base. "I showed [Oleg] Derispaska [Russian Machines owner, Basic Element chairman] 20 years of decline.

"It was not an easy decision, but it was necessary. My short-term thinking was if you don't do something, you will just die."

Despite moving away from its own production of passenger models, GAZ is Russia's largest manufacturer of commercial vehicles, with 13 plants, producing around 50% of LCVs, 58% of medium-duty trucks and 65% of buses.

It also produces cars for Skoda - Yeti and Octavia - Volkswagen - Jetta - Chevrolet - Aveo and Mercedes Benz - Sprinter.

"We closed 2012 with 2.9m vehicles which was up 11%," said Andersson. "This year it will be around 3m, maybe a little bit more. It has got potential to grow to a 4m unit market - it is not a bad market but it is extremely competitive - 4m vehicles by 2020 - it is not unlikely."

Andersson has friends in high places and regularly cites Russian President, Vladimir Putin, as a backer of what he is doing at GAZ. "We have had the benefit of having Putin here four or five times - I feel he is very supportive of what we have been doing," he said.

"His people are somewhat irritated with me because I look at productivity per employee and sales per employee - every time Putin is saying 'that is great' and people are saying 'don't show him these charts.'

"Putin looked at me with his blue eyes and said 'fix that' [productivity] - I fixed it. I am impressed with his [Putin's] work ethic - he works a lot. His interest is very high and his expectations are very high."

Part of Andersson's key to turning GAZ into a more formidable player has been his wooing of powerful unions - who appear to be supportive of his methods that saw revenue of US\$4.4bn in 2011 - up 37% from the previous year and turn in a US\$283m profit.

"I had a meeting with the union officials two years ago," he said. "People said toilets, health care, food, is terrible.

"I said I am relieved because this morning I was thinking about the impact of WTO and not being able to pay the interest to the banks and running out of cash, but if these are the only issues, I know exactly how to fix [them]."

To that end, Andersson gives the union - OAO GAZ - US\$30m for social benefits, health care and salary increases - which is for the labour body to decide how to apportion. "I put all the burden on them," he said.

Source: just-auto.com

RUSSIA: GAZ Group could export parts to GM: Andersson

11 February 2013 | By: Simon Warburton

GAZ Group says it could export some parts back to General Motors as overseas automakers increasingly put their trust in the Nizhny Novgorod manufacturer.

Speaking at the launch of Chevrolet's Aveo production at GAZ Group's Nizhny Novgorod plant in Russia, CEO, Bo Andersson, raised the export possibility and the potential to add further capacity if needed.

The Aveo is being assembled on two shifts, with a hatchback version to be added to the GAZ production line at the end of next month. Planned annual output of both versions is 30,000 cars.

"With General Motors, we have an eight-year contract - we must earn that trust," said Andersson. "If we do that, I am sure GM will give us another vehicle - today we could add 15,000 units if we go to a third shift.

"We will [also] fulfil 30% of localisation as a first step and if everything goes right, we will get to 50%. But it is always a trade off between cost and benefits.

"With high volume and high investment parts, we will not be competitive, but on a lot of other parts, we will save a lot on logistics. In some areas, we could also export back to GM."

GAZ Group - part of Russian Machines and Basic Element - ended its its own passenger car production to concentrate on commercial vehicle manufacture, as well as contract building of models for General Motors, Volkswagen, Skoda and Mercedes Benz.

"Most people felt it was the wrong decision to step out of passenger cars," said Andersson. "I showed [Oleg] Deripaska [Russian Machines owner, Basic Element chairman] 20 years of decline.

"It was not an easy decision, but it was necessary. My short-term thinking was if you don't do something, you will just die."

GAZ is Russia's largest manufacturer of commercial vehicles, with 13 plants, producing around 50% of LCVs, 58% of medium-duty trucks and 65% of buses.

It also produces cars for Skoda - Yeti and Octavia - Volkswagen - Jetta - Chevrolet - Aveo and Mercedes Benz - Sprinter.

Source: just-auto.com

RUSSIA: GAZ 'not going near' to buying in European automotive: Deripaska

11 February 2013 | By: Simon Warburton

GAZ Group investor and Basic Element chairman, Oleg Deripaska, says he does not believe the Russian manufacturer will go near to taking a stake in a European auto business.

Deripaska's comments follow last November's agreement between Russian Railways (RZD) and PSA Peugeot Citroen subsidiary, Gefco, to acquire 75% of the logistics division in an EUR800m (US\$1.07bn) deal.

"I would not advise GAZ to buy at the moment in European automotive," Deripaska told *just-auto* from Moscow. "There is of course, critical components Russia needs, but with the high Euro, we need to be practical.

"High Euro and issues with the labour market in Europe - I would not believe we go near to buy something in Europe at this moment."

RZD president, Vladimir Yakunin, said the rail operator's move into Gefco would drive the development of freight activity between Asia and Europe, with Russia, Belarussia and Kazakhstan expecting to form a common rail logistics business.

Deripaska insists his focus lies closer to home despite the domestic challenges of high interest and capital costs and will look at existing capacity.

"We have high cost of capital and high interest rate, which creates advantages for importers," he continued to *just-auto*. "Our main focus is to utilise our capacity.

"I could not say for our products and our customers we can add anything significant by buying operations in Europe. We would rather add Asia with available capital and finding cheap inner cost."

GAZ - part of Russian Machines and Basic Element - started Chevrolet's Aveo production last week at its Nizhny Novgorod facility 250mi east of Moscow and also produces vehicles for Volkswagen and Skoda.

General Motors and GAZ Group inked the deal in 2011 to produce the Aveo in Russia, with the companies investing US\$29m to ramp up the existing Nizhny Novgorod passenger car production facility.

Source: just-auto.com

KAZAKHSTAN: Toyota to assembly Fortuner locally

12 February 2013 | By: Chris Wright

Toyota has signed a memorandum of understanding (MoU) with the Kazakhstan government to begin local knockdown production of the Fortuner from the spring of 2014 at a facility belonging to Saryarka AvtoProm in Kostanay.

The plan is to produce approximately 3,000 models a year, a project described by Kazakh Deputy Prime Minister as "a strategically important step towards the development of the automotive industry" in the country.

Toyota Europe chief Didier Leroy added: "We strongly believe that the potential for economic growth and a strong automobile market here is excellent. By starting production locally, we can actively contribute to the acceleration of motorisation and industrialisation of the country."

Toyota established its operations in Kazakhstan as a sales and marketing company in May 2008 to import and sell Toyota- and Lexus-brand vehicles. Kazakhstan was chosen as a location for knockdown production in consideration of its market potential, Toyota said.

Source: just-auto.com

ANALYTICAL AND STATISTICAL REVIEWS
of automotive industry and agricultural engineering
BY ASM HOLDING CONSULTANTS

Production and sales of motor vehicles in Russia and other countries in 2011/2010

The report contains statistical data on production of motor vehicles in Russia and other CIS countries, including data on output and sales of trucks, cars, buses and trolley buses, as well as analytic materials on the current situation in automobile manufacturing. Information on the world automobile market in 2011 is included.

Production and sales of tractors and agricultural machinery by Russia and other CIS manufacturers in 2011/2010

The report contains statistical data on production of tractors and other agricultural machinery in Russia and other CIS countries in 2010-2011, including data on output and wholesales (factory shipments) of tractors, harvesters and other farm equipment, as well as analytic materials on the current situation in agricultural engineering.

Off-road machinery production in 2011/2010

The statistical review comprises data on production of off-road vehicles by Russia and other CIS manufacturers in 2010-2011. Information on output of tractors for different purposes, road construction machinery and municipal engineering equipment is shown in breakdown by manufacturers and models. Data on tractors also show factory shipments, home and foreign market sales, and export/ import volumes.

Statistical review of the bus market, 2001-2011

The report contains statistical data on production, sales and import of buses. It comprises 20 tables reflecting Russia's bus output, sales and imports dynamics for the recent 11 years; bus parc (buses in use) distributed by Russia's federal districts and by vehicle class; technical specifications of Russia- and Belarus-manufactured buses. Diagrams are provided to illustrate structure of the bus market by vehicle origin, by class and by function, as well as market sharing among the major bus manufacturers.

Statistical review of the truck market, 2001-2011

The report contains statistical data reflecting Russia's truck production, sales and imports dynamics for the last 11 years. It is supplied with spreadsheets and diagrams illustrating the market structure by truck origin, by class and by function, as well as the market sharing among the major OEMs.

Passenger car Russia sales data for 2009-2011, by model and class

The report contains statistical data on new car sales in Russia by brand, model and class segment (comprising over 400 models) in 2009-2011.

Production and sales of commercial vehicles, special-purpose machinery and components by Russia and other CIS manufacturers in 2010/2011

The report contains statistical data reflecting truck, bus, road construction machinery, special purpose vehicle and municipal engineering equipment production, sales and import dynamics.

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ABOUT THE COMPANY

Avtoselkhoz mash Holding, Open Joint-Stock Company (ASM Holding, OAO) was established in November 1991 on the basis of the former USSR Ministry of Automotive and Agricultural Machinery Industry as the first ever, in the latest history of Russia, coordinating structure of engineering industries in the economic area of the Commonwealth of Independent States. Following the market economy development, the company's functions transformed into a business line of providing wide-scale info-analytic and consultancy services to existing industrial enterprises and to new automotive market players, both domestic and foreign ones.

Nowadays, ASM Holding is a world-known analyst and consulting company cited in Russian and foreign media, which monitors automotive industry by processing of statistical information obtained directly from manufacturers, federal statistics and customs services, and other state bodies.

ASM Holding is also involved in organization of trade shows, conferences and other public events focused on various issues of automotive market and manufacture.