













**ASM Holding, OAO** 

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

**Monthly Statistical Review** 

January 2012 - December 2012

Trucks
Buses
Construction vehicles and special-purpose machinery

Moscow http://www.asm-holding.ru e-mail: inf@asm-holding.ru



## **Table of contents**

	Pages:
SUBSCRIPTION 2013	3
PRODUCTION AND SHIPMENT. GENERAL DATA	7
Production of motor vehicles and trailers	7
Comparative production performance	7
Wholesales (factory shipments) of motor vehicles	7
Dynamics of motor vehicle production and shipment in Russia	8
PRODUCTION OF MOTOR VEHICLES by manufacturers in Russia	10
TRUCKS	10
CHASSIS	17
TRUCKS OF FOREIGN BRANDS	17
ROAD TRACTORS, new (included in total TRUCKS section)	18
Association of Russian Automakers Standard StOAR-001-2006. Classification of Trucks	20
BUSES AND COACHES	21
BUSES OF FOREIGN BRANDS	24
KNOCKED-DOWN AUTO ASSEMBLY KITS	25
Association of Russian Automakers Standard StOAR-001-2006. Classification of Buses	26
LIGHT COMMERCIAL VEHICLES	27
WHOLESALES (FACTORY SHIPMENTS) OF MOTOR VEHICLES BY RUSSIAN MANUFACTURERS	28
SHIPMENT OF TRUCKS (including chassis)	28
SHIPMENT BUSES / COACHES	35
Structure of wholesales (factory shipments including deliveries for export) of trucks and buses produced in Russia	39
NEW CAR AND LCV* SALES IN RUSSIA BY BRAND AND MANUFACTURER GROUPS	40
EXPORT AND IMPORT OF MOTOR VEHICLES	43
RUSSIA'S EXPORT AND IMPORT	43
DELIVERIES OF MOTOR VEHICLES FOR EXPORT (units and RUR thousands)	44
TRUCK IMPORT IN RUSSIA	45
BUSES AND COACHES IMPORT IN RUSSIA	48
RUSSIAN AUTO MARKET 2012	49
Structure of the Russian truck and buses market by vehicles' origin	50
PRODUCTION OF MOTOR VEHICLES by manufacturers in CIS countries	51
SHIPMENT OF MOTOR VEHICLES by manufacturers in CIS countries	54
SALES IN UKRAINE - new trucks, buses and coaches	55
PRODUCTION OF CONSTRUCTION VEHICLES AND SPECIAL-PURPOSE MACHINERY BY RUSSIAN MANUFACTURERS	56
CRANES ON MOTOR VEHICLE CHASSIS, VEHICLE CRANE CHASSISES, MOTOR GRADERS	
SELF-PROPELLED RAMMING MACHINES AND ROAD ROLLERS	
EQUIPMENT FOR PUBLIC WORKS, CONSTRUCTION OR SIMILAR WORKS NOT INCLUDED IN OTHER GROUPINGS	
FORK-LIFT TRUCKS, OTHER LOADERS; TRACTORD USED ON RAILWAY PLATFORMS, CONSTRUCTION LOADERS	
DUMP TRUCKS, MOBILE CONCRETE MIXERS	
MOBILE CONCRETE PUMPS , CRANES ON TRACTORS, TRAILED CRANES AND PIPE-LAYING CRANES	
BULLDOZERS AND OTHER SPECIAL EQUIPMENT, EXCAVATORS	
MACHINES FOR CRUSHING, GRINDING AND MILLING OF GROUND, STONES, ORES OR OTHER MINERALS	
SPECIAL-PURPOSE MOTOR VEHICLES NOT INCLUDED IN OTHER GROUPING, TRUCK TANKERS	
PRODUCTION OF MACHINERY FOR MUNICIPAL ENGINEERING	
SNOW-AND-MARSH CARGO BUGGIES, FIRE-FIGHTING VEHICLES	
BUS INTERIORS, ADAPTERS FOR MUNICIPAL ENGINEERING MACHINES, BODIES FOR MOTOR VEHICLES	
SHIPMENT OF CONSTRUCTION VEHICLES AND SPECIAL-PURPOSE MACHINERY by Russian manufacturers	70
CRANES ON MOTOR VEHICLE CHASSIS	
MOTOR GRADERS, SELF-PROPELLED FRONT BUCKET LOADERS, DUMP TRUCKS	
MOBILE CONCRETE MIXERS, MOBILE CONCRETE PUMPS, BULLDOZERS AND OTHER SPECIAL EQUIPMENT	
PRODUCTION OF CONSTRUCTION VEHICLES AND SPECIAL-PURPOSE MACHINERY by other CIS countries' manufacturers	78
Analytical and statistical reviews of automotive industry and agricultural engineering by asm holding consultants	80
About the Company	81

## SUBSCRIPTION 2013 (ENGLISH EDITION) WITH ASM HOLDING IN ELECTRONIC VERSION, pdf format

- "Production and sales of motor vehicles by Russian and other CIS manufacturers. Monthly Statistical Review". The edition contains data on production and wholesales (factory shipments) of passenger cars, trucks and buses. The annual subscription fee is EUR 1900.
- 2. "Production and sales of commercial and special-purpose vehicles by Russian and other CIS manufacturers". The edition contains data on production and wholesales (factory shipments) of trucks, buses, construction and road equipment, and special-purpose vehicles. The annual subscription fee is EUR 1900.
- "Production and sales of trailers and off-road vehicles by Russian and other CIS manufacturers.
   Monthly Statistical Review". The edition contains data on production and wholesales (factory shipments) of truck trailers including towbar trailers and semi-trailers, and off-road vehicles including tractors, construction and road equipment, and special-purpose vehicles.
   The annual subscription is EUR 1350.
- 4. "Production and sales of cars by Russian and other CIS manufacturers. Monthly Statistical Review". The edition contains data on production and wholesales (factory shipments) of passenger cars, as well as aggregate retail sales data for cars and LCVs.

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- "Analytical Survey. Production and sales of tractors, agricultural machines and components by Russian and other CIS manufacturers". The annual subscription fee, subject to lump-sum payment, is RUB 59.400 inclusive of VAT.
- 4. "Analytical Survey. Production of trailers, construction and road equipment, and other specialpurpose vehicles by Russian and other CIS manufacturers". The annual subscription fee, subject to lump-sum payment, is RUB 59,000 inclusive of VAT.

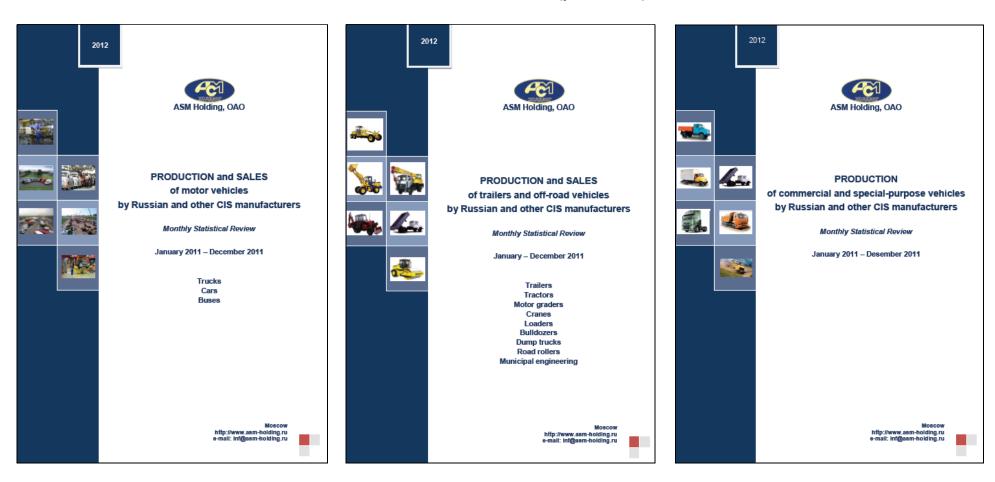
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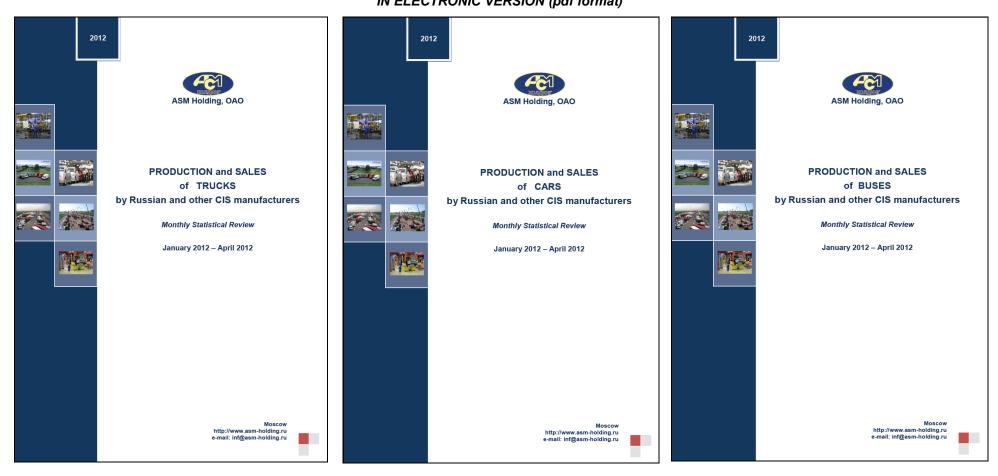
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# SUBSCRIPTION TO 2013 ENGLISH EDITIONS OF ASM HOLDING'S MONTHLY STATISTICAL REVIEWS IN ELECTRONIC VERSION (pdf format)



See demo versions of the Reviews on the ASM Holding website: www.asm-holding.ru

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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				
Buses	04			
- domestic models				
- foreign brands				
of them:				
Buses on domestic truck chassis	05			
Trolleybuses	06			

## **Comparative production performance (units)**

	Trucks	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, <b>total</b>			
Including foreign brands			

<sup>\*)</sup> The forecast is calculated on the basis of average daily output rate January-June (the number of working days in

## Wholesales (factory shipments) of motor vehicles (units)

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

Source: Manufacturers

<sup>2012</sup> 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)

## Dynamics of motor vehicle production in Russia, (%)

	January	February	March	April	Мау	June	July	August	September	October	November	December
Trucks												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
Buses												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												

Graphic

## Dynamics of motor vehicle shipments in Russia, (%)

	January	February	March	April	Мау	June	July	August	September	October	November	December
Trucks												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												
Buses												
2012/2011 year-on-year, %												
2012/2011 year-to-date, %												
2012 month-on-month, %												

Graphic

## PRODUCTION OF MOTOR VEHICLES by manufacturers in Russia

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
			TRU	JCKS (units)							
Total (including chassis and dump trucks):											
Including:											
"ZIL" GROUP											
"ZIL" AMO, Moscow, - total											
- of them: chassis											
Including:											
payload 2.5 ton to 8 ton											
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											
Platform Trucks											
URAL-4320											
URAL-43206											
URAL-5323											
URAL-63686											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Dump Trucks											
URAL-5557 (chassis)											
Road Tractors											
URAL-43204 (Timber Carriers)											
URAL-44202											
URAL-5423											
URAL E 33 URAL-6370											
* "Saransk Dump Truck Plant" OAO											
Including:											
Road Tractors											
Dump Trucks											
"KAMAZ" GROUP											
KAMAZ OAO, Naberezhnye Chelny											
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.											
"NEFAZ" OAO, Neftekamsk											
* Dump Trucks											
** Dump gear (not included in vehicles total)											
"KAMAZ-VOSTOK" OOO, Khabarovsk Territory KAMAZ-43113 chassis											

				1							
Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
"MERCEDES-BENZ Trucks Vostok" OOO,											
Republic of Tatarstan (Mercedes-Benz Actros 1841 LS, Axor 1840, Atego, Unimog)											
"FUSO KAMAZ Trucks Rus" OOO,											
"FUSO KAMAZ Trucks Rus" OSP OOO, Republic of Tatarstan (Mitsubishi Fuso Canter)											
(Milisubisiii i uso Cariter)											
"UAZ" PJSC, Ulyanovsk											
Including:											
Commercial vehicles											
UAZ-3741											
UAZ-3303											
UAZ-33036											
UAZ-2360 Cargo											
UAZ-2363 Pickup											
Special Purpose Vehicles											
UAZ-3909 Farmer											
UAZ-39094											
"Sollers-Isuzu" ZAO, Ulyanovsk											
(Isuzu chassis: NLR85A, NMR85H, NPR75L)											
"Ford Sollers Yelabuga" OOO, Yelabuga											
(Ford Transit)											
( J. J. Harriotty											
"Sollers-Isuzu" ZAO OOO, Yelabuga (Isuzu)											
"Sollers-Yelabuga" OOO, Yelabuga											
(Fiat Ducato, Ford Transit)											
"PAW Motor Corporation" COO Illum and											
"BAW Motor Corporation" OOO, Ulyanovsk Region,											
Including:											
with diesel engine											
BAW 3346 with updated cab											
BAW 33462 with updated cab											
with petrol engine											
BAW 33463											
DI WY OUTOU											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
"Amur" ZAO, Novouralsk, Sverdlovsk region (AMUR 5313 40/41, AMUR 5313 42/43)											
Including:											
Chassis											
Tray platform trucks											
wth diesel engines											
wth petrol engines											
with petitor engines											
"United Automotive Group" OOO, Izhevsk											
(Izh 27175)											
"Bryansk Auto Plant" ZAO											
Including:											
BAZ-6909-015											
BAZ-6909-023											
BAZ-69096 chassis											
BAZ-69099 chassis											
BAZ-69099 012											
BAZ-6403.1 chassis											
BAZ-6402-012											
BAZ-6402-013 road tractors											
BAZ-6402-015 road tractors											
BAZ-6403-012 road tractors											
BAZ-69098 crane chassis											
BAZ-6306-012 airfield tractor											
BAZ-80311-01 crane chassis											
BAZ-80311-011 crane chassis											
BAZ-8033 crane chassis											
BAZ-8973 crane chassis											
BAZ-6910-021 chassis											
BAZ-6910-022											
BAZ 69092-12 chassis											
BAZ 69092-21 platform chassis											
BAZ 690902-011 chassis											
BAZ 690902-013											
BAZ 690902-014 chassis											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
BAZ 690902-016 chassis											
BAZ 6909.08											
BAZ 69098-12 chassis											
BAZ 7941 chassis											
BAZ 80311-011 chassis											
ShB4.01 base chassis											
AVTOTOR GROUP, Kaliningrad Region (Hyundai HD-78)											
"VOLVO VOSTOK" ZAO, Kaluga (road tractors Volvo: FH, FM, FMX; Renault: Kerax, Premium)											
"MZ Tonar" OOO, Moscow Region (Road Tractors Tonar-5422, Tonar-5428)											
"Iveco-AMT" OOO, Chelyabinsk region											
Including:											
Chassis with engine in stalled											
Dump trucks GVW 12-30 t											
Road tractors, load on the fifth wheel over 18 t											
Other motor vehicles											
* "PRIORITET" OOO, Miass (KAMAZ-43114 chassis)											
"PSA VIS-Auto" OOO, Samara region (VIS-2345, VIS-2347, VIS-2346, VIS-2348)											
Manufacturers in Rostov region: total											
Including:											
LC-100 Master, Hyundai Porter											
Hyundai HD 500 Road Tractors											
TAGAZ affiliate OOO, Rostov region											
LC-100 Master, Hyundai Porter											
Hyundai HD 500 Road Tractors											
"HT Auto" OOO											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
«Scania-Peter» OOO, St.Petersburg, (Scania P-380 SV and other)											
Including:											
wth diesel engines											
chassis											
CHASSIS											
Mtsensk Kommash Plant OAO, Oryol Region (Dump trucks)											
"Komatsu Manufacturing Rus OOO, Yaroslavl region HD785-7 mine dump trucks payload 91 t											
* Other manufacturers in St.Petersburg											
of which: "ERMZ "Spetstrans" OAO											
"Kuzbass-Avto" OOO, Kemerovo Region (Hyundai HD-78)											
* Shebekino Special Automotive Equipment Plant ZAO, Belgorod Region (GAZ, KAMAZ, Zil chassis)											
* "Becema" ZAO, Moscow region, Including:											
Dump Trucks (payload 8.0 – 17.0 ton)											
BCM-51 MAN, Skania, KAMAZ chassis											
BCM-52 Volvo, Skania chassis											
BCM-53 Skania chassis											
BCM-56 Skania chassis											
BCM-57 MAN chassis											
BCM-59 MAN chassis BCM-120 Mercedes-Benz Actros 3336 chassis											
BCM-198 MAN TGS 41 chassis											
BCM-194 Volvo chassis (high-sided truck for grain carriage)											
Dump trailers and semi-trailers											
BCM -58 (payload 21 t)											
BCM -123											
BCM -124											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
BCM -126											
BCM -127											
BCM -128											
BCM -195 2-axle semi-trailer (grain)											
BCM -241											
* "Metrowagonmash" ZAO, Mytishchi, Moscow region, Including: ZIL MMZ 450210											
* Velikiye Luki Forestry Machinery Plant OAO, Pskov Pegion (KAMAZ and AZ "Ural" chassis)											
* "Mashzavod affiliate", Tver region Trucks with petrol engine											
* "ZTO CAMEA" OAO, Nizhny Novgorod region											
* "Spektor Avto" OOO, Nizhny Novgorod region, Including:											
Trucks with diesel engine											
Trucks with petrol engine											
On chassis made by other domestic manufacturers											
* "Chayka-NN" OOO, Nizhny Novgorod region											
Including:											
Trucks with diesel engine											
Trucks with petrol engine											
On chassis made by other domestic manufacturers											
* "RIAT" OAO, Naberezhnye Chelny, Republic of Tatarstan (KAMAZ chassis), Including:											
Trucks with diesel engine KAMAZ-65117 chassis											
Road Tractors KAMAZ-65116 and KAMAZ-44108 chassis											
Dump trucks KAMAZ-65115 chassis											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	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)											
			CH	ASSIS (units)							
TOTAL, including:											
"ZIL" AMO, Moscow											
"GAZ Auto Plant" OOO, Nizhny Novgorod											
"KAMAZ" OAO, Naberezhnye Chelny											
"AZ "Ural" OAO, Miass, Chelyabinsk region											
"Iveco-AMT" OOO, Miass, Chelyabinsk region											
"Scania-Peter" OOO, St.Petersburg											
"Amur" ZAO, Novouralsk, Sverdlovsk region											
<u>"Sollers-Isuzu" ZAO, Ulyanovsk</u> (Isuzu chassis: NLR85A, NMR85H, NPR75L)											
Velikiye Luki Forestry Machinery Plant OAO, Pskov Pegion											
	TRUC	KS OF FORE	IGN BRAND	S (extract fro	m TRUCKS	section) (ι	ınits)				
Total, including:											
"MERCEDES-BENZ Trucks Vostok" OOO, Republic of Tatarstan (Mercedes-Benz Actros, Axor, Atego)											
"FUSO KAMAZ Trucks Rus" OOO, "FUSO KAMAZ Trucks Rus" OSP OOO, Republic of Tatarstan (Mitsubishi Fuso Canter)											
"Ford Sollers Yelabuga" OOO, Yelabuga (Ford Transit)											
"Sollers-Isuzu", ZAO, "Sollers-Yelabuga" OOO, Yelabuga (Isuzu, Fiat Ducato, Ford Transit)											

Manufacturer, Model	Axle configuration	Base model type *	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
"Sollers-Isuzu" ZAO, Ulyanovsk (Isuzu chassis: NLR85A, NMR85H, NPR75L)											
"BAW Motor Corporation" OOO, Ulyanovsk Region (BAW 3346, BAW 33462)											
AVTOTOR GROUP, Kaliningrad Region (Hyundai HD-78)											
"VOLVO VOSTOK" ZAO, Kaluga (Volvo: FH, FM, FMX; Renault: Kerax, Premium)											
"Iveco-AMT" OOO, Chelyabinsk region (Iveco-Ural-6339, -6539 etc.)											
"TAGAZ" OOO, TAGAZ affiliate OOO, Rostov region (LC-100 Master, Hyundai Porter, road tractors)											
"Scania-Peter" OOO, St.Petersburg, (Scania P-380 SV)											
"Komatsu Manufacturing Rus OOO, Yaroslavl region (HD785-7 mine dump trucks payload 91 t)											
"Kuzbass-Avto" OOO, Kemerovo Region (Hyundai HD-78)											
FOR INFO (RF Federal Statistics Service data)											
Goods vehicles with diesel or semi-diesel eng	ines, new (un	its) (OKPD C	ode 34.10.41	)							
<u>Total</u>											
Goods vehicles with spark-ignition internal co	mbustion pis	ton engines;	other goods	vehicles, new	(units) (OK	(PD Code 3	4.10.42)				
<u>Total</u>											
	RC	AD TRACTO	RS, new (incl	uded in total	TRUCKS se	ection) (uni	its)				
TOTAL, Including:											
<u>"VOLVO VOSTOK" ZAO, Kaluga</u>											
"MZ Tonar" OOO, Moscow Reg. (Road Tractors)											
TAGAZ affiliate OOO, Rostov region											

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

Note: ^) estimation by ASM Holding,

<sup>♦</sup> 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	<b>C-09:</b> 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 <b>E-09:</b> 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:

- 1. Gross vehicle weight (GVW) of models representing vehicle categories may vary within 3% of the range limits, given nomination of the category by manufacturers.
- 2. GVW categories are represented for single vehicles.
- 3. 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").
- 4. 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.
- 5. Category designations are indicated in Latin characters.

Manufacturer, Model	Axle configuration	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	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 AND	COACHES	(units)						
TOTAL											
Including:  «ZIL» AMO, Moscow (ZIL-3250 80, city bus)											
"KAMAZ" GROUP											
KAMAZ Inc, Naberezhnye Chelny											
«NEFAZ» OAO, Neftekamsk Including:  * Working Shift Team Buses Suburban Buses, upper class City Buses, upper class Coaches, upper class Tourist coaches  "GAZ" GROUP  "GAZ Auto Plant" OOO, Nizhny Novgorod  "AZ "Ural" OAO, Miass Including:  * Working Shift Team Buses URAL-3255 URAL-32551 URAL-32552											
"GAZ Group Russian Buses" LLC (PAZ, LiAZ, GolAZ, KAVZ), total											
"PAZ" OOO, Pavlovo, Nizhegorod Region Including: City Buses lower class PAZ-3237-03 PAZ-3204											
Suburban Buses											

			<del>     </del>								
Manufacturer, Model	Axle configuration	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	Length, mm	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
lower class		2 (0.000.)						, ,			, ,
PAZ-32053, PAZ-3206											
medium class											
PAZ-4234, PAZ-4230											
1 AZ-4204, 1 AZ-4200											
"Likino Bus Plant" OOO (LiAZ), Moscow											
region											
GolAZ OAO, Moscow region											
Including:											
City Buses											
GolAZ 6228 (15 m)											
Coaches											
GolAZ -52911 "Cruise"											
LIAZ 5256-34											
LIAZ 5256-58											
GolAZ-5251											
"KAVZ" OOO, Kurgan											
Including:											
<u>City Buses</u>											
KAVZ-4238											
KAVZ-4235 with Euro-3 engine											
KAVZ-4239											
HAZ BIOG Illumanassala Includia su											
«UAZ» PJSC, Ulyanovsk, Including: UAZ-3962											
UAZ-2962 UAZ-2206											
"Ford Sollers Yelabuga" OOO, Republic of Tatarstan (Ford Transit)											
"Sollers-Yelabuga" OOO, Republic of Tatarstan (Fiat Ducato, Ford Transit)											
Tatarstan (Flat Ducato, Fold Hallst)											
"BAW Motor Corporation" OOO, Ulyanovsk											
Region (BAW Street 2245, city buses, assembly)											
«Volzhanin» OOO, Volzhsky, Volgograd region											

Manufacturer, Model	Axle configuration	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	GVW, kg	Length, mm	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
«Michrinsky Autobus» ZAO, OOO, Tambov										44	
Region. Including: MARZ-42191 City Buses						-	3	-	-	11	-
MARZ-42191 City Buses MARZ-4251 City Buses											
MARZ-4251 City Buses  MARZ-4251-01 Suburban Buses											
MARZ-4251-01 Suburban Buses MARZ-5277 City Buses											
WARZ-3211 City buses											
"Nizhegorodets" OOO, Nizhegorod Region (Ford, Iveco, Peugeot, Citroen)											
PKF "Luidor" OOO, Nizhny Novgorod Region											
Including:											
Mercedes Sprinter 311, 315, 511, 515, 411, 413											
Volkswagen Crafter-35, 50, T5											
GAZ 3221											
Other models											
Manufacturers in Rostov Region, total											
Including:											
"TAGAZ" OOO, TAGAZ affiliate OOO, Rostov region (Minibus: Hyundai County, Aero Town)											
"HT Auto" OOO											
"Rostov Bus Plant" (RoAZ) OOO (RoAZ-5236)											
"Vologda Machine-building Plant" (VMZ) OAO (BMZ 4252 "Olymp", city bus)											
"TrolZA" ZAO, Engels, Saratov Region											
Including:											
ECObus TrolZA-5250											
Electrobus TrolZA-52501											
"Kuzbass-Avto" OOO, Kemerovo Region (Hyundai County Kuzbass)											

Manufacturer, Model	Axle configuration	Fuel P (petrol) D (diesel)	Class (category) <b>♦</b>	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											
	BUS	ES OF FORE	IGN BRAND	S (extract fro	om BUSES	section) (u	nits)				
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)											
BU	SES PRODUC	ED AT OTHE	R ENTERPR	ISES OF RU	SSIA (not i	ncluded 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) <b>♦</b>	GVW, kg	Length, mm	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
"PROMTEKH", OOO, Nizhny Novgorod region Including:											
GAZ-Gazelle, GAZ-Sobol											
UAZ-3962 etc.											
Ford Transit and modifications											
Volkswagen Crafter and modifications											
Peugeot Boxer and modifications											
Other modifications											
		KNOCKI	ED-DOWN AU	JTO ASSEM	BLY KITS	(units)					
"Likinsky Autobus" OOO, Moscow Region (OOO "LiAZ")											
«UAZ» PJSC, Ulyanovsk											

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.
<b>Small</b> (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.
<b>Medium</b> (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.
<b>Large</b> (10.1 – 12.0 m)	B (Cyrillic 5) B1 – city and suburban buses B2 – inter-city and tourist coaches	<b>B1:</b> LiAZ-5256, 5292; GolAZ-5291; PAZ-5272; NefAZ-5299; MARZ-5277; LAZ A-183; MAZ-103; Ikarus-415; Scania OmniLink; MB Citaro; MAN NL 263; Volvo 7700. <b>B2:</b> GolAZ-5290; NefAZ-52991; MAZ-251; LAZ-52081; Ikarus E98; Irizar PB12; MAN Lion's Star; MB Tourismo; Neoplan Evroliner; Volvo 9700.
Extra large (12.1 – 18.0 m)	OB (Cyrillic O5) 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 Nulticlass; 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

<sup>\*</sup>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, (%)					
	(extract	LIGH from TRUCKS	T COMMERC S and BUSES			t (units)									
TOTAL, Including:	PTAL, 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)															
<u>"Sollers-Yelabuga" OOO, Republic of Tatarstan</u> (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

## WHOLESALES (FACTORY SHIPMENTS) OF MOTOR VEHICLES BY RUSSIAN MANUFACTURERS

The ratio of vehicle shipment volume to production volume has posted the following year-on-year marks:

Trucks
Buses and coaches

SHIPMENT OF TRUCKS (including chassis), units

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
"ZIL" GROUP												
"ZIL" AMO, Moscow												
- of which: chassis												
* "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 which: chassis												
"AZ "Ural" OAO, Miass												
- of which: chassis												
* "SAZ" OAO, Saransk, including												
Road Tractors												
Dump Trucks												
"KAMAZ" GROUP												
KAMAZ OAO. Naberezhnye Chelny, incl.												

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to		ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
Russian market												
for export, including to CIS countries												
* "NEFAZ" OAO, Neftekamsk, Republic of Bashkortostan												
"KAMAZ-VOSTOK" OOO, Khabarovsk Territory												
"MERCEDES-BENZ Trucks Vostok" OOO, Naberezhnye Chelny, Republic of Tatarstan (Mercedes-Benz Actros 1841 LS, Axor 1840, Atego, Unimog)												
"FUSO KAMAZ Trucks Rus" OOO, "FUSO KAMAZ Trucks Rus" OSP OOO, Naberezhnye Chelny. Republic of Tatarstan (Mitsubishi Fuso Canter)												
"UAZ" PJSC, Ulyanovsk												
"Sollers-Isuzu" ZAO, Ulyanovsk (Isuzu chassis: NLR85A, NMR85H, NPR75L)												
"Ford Sollers-Yelabuga" OOO, Republic of Tatarstan (Ford Transit)												
"Sollers-Isuzu" ZAO, "Sollers-Yelabuga"  OOO, Republic of Tatarstan  (Isuzu, Fiat Ducato, Ford Transit)												
"BAW Motor Corporation" OOO, Ulyanovsk (BAW 3346, BAW 33462, BAW 33463)												
* with diesel engine  * with petrol engine												

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
"Amur" ZAO, Novouralsk, Sverdlovsk												
region - of which: chassis												
High-sided truck												
with diesel engine												
with petrol engine												
Dump Trucks												
"United Automotive Group" OOO, Izhevsk (Izh 27175)												
"Bryansk Auto Plant" OOO												
Avtotor Group, Kaliningrad Rerion (Hyundai HD-78)												
"Volvo Vostok" ZAO, Kaluga (Road Tractors)												
(1000 11000)												ļ
"MZ Tonar" OOO, Moscow Region												
(Road Tractors)												
"Iveco-AMT" JV OOO, Chelyabinsk region												
including												
Chassis with engine in stalled												
Dump trucks												
Road tractors, load on the fifth wheel > 18 t												
Other motor vehicles												
* "PRIORITET" OOO, Miass (KAMAZ-43114 chassis)												
"PSA VIS-Auto" OOO, Samara region (VIS-2345, VIS-2347, VIS-2346, VIS-2348)												
Manufacturers in Rostov region: total "TAGAZ" affiliate OOO, "HT Auto" OOO												

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to		ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
including												
LC-100 Master, Hyundai Porter												
Hyundai HD 500 Road Tractors												
"Scania-Peter" OOO, St.Petersburg (Scania P-380 SV)												
Mtsensk Kommash Plant OAO, Oryol Region (Dump Trucks)												
"Komatsu Manufacturing Rus OOO,												
Yaroslavl region												
(HD785-7 mine dump trucks payload 91 t)												
* Other manufacturers in St.Petersburg												
* "15th Central Auto Repair Works" OAO, Novosibirsk Region												
"Kuzbass-Avto" OOO, Kemerovo Region (Hyundai HD-78)												
* Shebekino Special Automotive Equipment Plant, ZAO, Belgorod Region (GAZ, KAMAZ, ZIL chassis)												
* "Becema" ZAO, Moscow region												
including												
Dump Trucks												
BCM-51 MAN, Skania, KAMAZ chassis												
BCM-52 Volvo, Skania chassis												
BCM-53 Skania chassis												
BCM-56												
BCM-57 MAN chassis												
BCM-59 MAN chassis												
BCM-120 Mercedes-Benz Actros 3336												
chassis												

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
BCM-198 MAN chassis TGS 41												
BCM-194 High-sided truck for grain, Volvo												
chassis												
Road Tractors												
BCM-199												
Dump trailers and semi-trailers												
BCM-58 (payload 21 t)												
BCM-123												
BCM-124												
BCM-126												
BCM-127												
BCM-128												
BCM-195 2-axle semi-trailer (grain)												
BCM-241												
* "Metrowagonmash" ZAO, Mytishchi, Moscow region												
* Velikiye Luki Forestry Machinery Plant OAO, Pskov Pegion (chassis)												
* "Mashzavod affiliate", Tver region												
* "ZTO CAMEA" OAO, Nizhny Novgorod region												
* "Spektor Avto" OOO, Nizhny Novgorod region, including:												
Trucks with diesel engine												
Trucks with petrol engine												
On chassis made by other domestic						+						
manufacturers												
* "Chayka-NN" OOO, Nizhny Novgorod region, including												
Trucks with diesel engine												
Trucks with petrol engine					]							

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
On chassis made by other domestic manufacturers												
* "RIAT" OAO, Naberezhnye Chelny, Republic of Tatarstan (KAMAZ chassis)												
including												
Trucks with diesel engine												
Road Tractors												
Dump trucks												
** TOTAL												
Trucks on chassis made by domestic manufacturers (with double counting), total												
T O T A L (without double counting)												
"MERCEDES-BENZ Trucks Vostok" OOO, Republic of Tatarstan (Mercedes-Benz		TRUCKS C	OF FOREIGI	N BRANDS	(extract	from TRUCKS	section) (u	ınits)				
Actros 1841 LS, Axor 1840, Atego, Unimog)												
"FUSO KAMAZ Trucks Rus" OOO, "FUSO KAMAZ Trucks Rus" OSP OOO, Republic of Tatarstan (Mitsubishi Fuso Canter)												
"Sollers-Isuzu" ZAO, Ulyanovsk (Isuzu chassis: NLR85A, NMR85H, NPR75L)												
<u>"Ford Sollers Yelabuga" OOO, Yelabuga</u> (Ford Transit)												

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
"Sollers-Isuzu" ZAO, "Sollers-Yelabuga" OOO, Yelabuga (Isuzu, Fiat Ducato, Ford Transit)												
"BAW Motor Corporation" OOO, Ulyanovsk (BAW 3346, BAW 33462, BAW 33463)												
Avtotor Group, Kaliningrad Rerion (Hyundai HD-78)												
"VOLVO VOSTOK" ZAO, Kaluga												
"Iveco-AMT" OOO, Chelyabinsk region												
"TAGAZ" OOO, TAGAZ affiliate OOO, Rostov region												
"Scania-Peter" OOO, St.Petersburg, (Scania P-380 SV)												
"Komatsu Manufacturing Rus OOO, Yaroslavl region (HD785-7 mine dump trucks payload 91 t)												
<u>"Kuzbass-Avto" OOO, Kemerovo Region</u> (Hyundai HD-78)												
TOTAL												

Note: ^) estimation by ASM Holding,

<sup>\*)</sup> 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 OF BUSES / COACHES

			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
"ZIL" AMO, Moscow												
"KAMAZ" GROUP												
"NEFAZ" OAO, Neftekamsk,												
including												
Working Shift Team Buses												
Suburban Buses, upper class												
City Buses, upper class Coaches, upper class												
Tourist coaches												
"GAZ" GROUP												
"GAZ Auto Plant" OOO, Nizhny Novgorod												
"AZ "Ural" OAO, Miass (Working Shift Team Buses)												
including												
Ural-3255												
Ural-32551 Ural-32552												
"GAZ GROUP Russian Buses"												
LLC (PAZ, LiAZ, GoIAZ, KAVZ),												
total												
"PAZ" OOO, Pavlovo, Nizhny Novgorod												
region, including												
with diesel engine with petrol engine												
with petrol eligine												
"LiAZ" OOO, Likino, Moscow region												
"GolAZ" OAO, Golitsyno, Moscow region												
including												

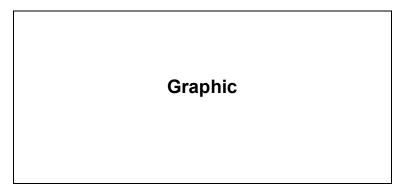
			SHIP	MENT			Share in	PRODU	JCTION	Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
GolAZ -6228 (15 m)												
GolAZ -52911 "Cruise"												
LiAZ 5256-34												
LiAZ 5256-58												
GolAZ-5251												
"KAVZ" OOO, Kurgan,												
including												
KAVZ-4238												
KAVZ-4239												
KAVZ-4235 with Euro-3 engine												
"UAZ" PJSC, Ulyanovsk												
"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)												
"Volzhanin" OOO, Volzhsky												
«Michrinsky Autobus» ZAO, OOO, Michurinsk, Tambov Region												
including												
MARZ-42191-01												
MARZ-4251												
MARZ-4251-01												
MARZ-5277												
MARZ-5277-01												
"Nizhegorodets" OOO, Nizhegorod Region (Ford, Iveco, Peugeot, Citroen)												

			SHIP	MENT			Share in			Ratio of shipment to	Non-ship by end of	ped stock the month
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
PKF "Luidor" OOO, Nizhny Novgorod												
Region, including												
Mercedes Sprinter 311,315,511,515,411,413												
Volkswagen Crafter-35, 50, T5												
GAZ 3221												
Other models												
Manufacturers in Rostov Region, total "TAGAZ" OOO,												
TAGAZ affiliate OOO,												
"HT Auto" OOO												
(Hyundai County, Aero Town)												
"Rostov Bus Plant" (RoAZ) OOO												
"Vologda Machine-building Plant" (VMZ)  OAO (BMZ 4252 "Olymp", city bus)												
TrolZA ZAO, Engels, Saratov Region												
including												
ECObus TroIZA-5250												
Electrobus TrolZA-52501												
"Kuzbass-Auto" OOO, Kemerovo Region (Hyundai County KUZBASS)												
BUSES, TOTAL												
EXTRA SMALL CLASS BUSES (MINIBUSES)												
(MINITED GES)												

	SHIPMENT				Share in	PRODU	JCTION	Ratio of shipment to		ped stock the month		
	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)	total shipments (%)	12.2012	01-12. 2012	production volume from beginning of the year (%)	12.2012	11.2012
		BUSES (	OF FOREIG	N BRANDS	(extract f	rom BUSES s	ection) (uni	ts)				
"Ford Sollers Yelabuga" OOO, Republic of <u>Tatarstan</u> (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 minibuses based on vans: Mercedes Sprinter, Volkswagen Crafter and other models												
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)												
TOTAL												

Note: ^) estimation by ASM Holding Source: Manufacturers (Reporting Form No P-1, monthly); Russia Federal Statistics Service Structure of wholesales (factory shipments including deliveries for export) of <u>TRUCKS</u> 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 <u>BUSES</u> produced in Russia, share percentage by manufacturer

January – December 2012 Total sales: XX units (100%)

Graphic

### 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						1				
BMW										
Mercedes-Benz										
Audi										
Citroen						1				
Suzuki										
SsangYong										
Honda										
Lifan										
Volvo										
Land Rover										
Chery										
Geely										
VW vans										
Lexus										
Great Wall										
Subaru										
ZAZ										
Infiniti										
FIAT										
Bogdan										
Vortex <sup>2</sup>										
Jeep						<del> </del>				
Mercedes-Benz vans						1				
Porsche						1				
BYD <sup>4</sup>						<del> </del>				
MINI						1				
SEAT						1				
Izh						1				
Cadillac						1				
BAW <sup>5</sup>						<del>                                     </del>				
Jaguar			+			+				
TagAZ <sup>3</sup>						1				
Haima						<del>                                     </del>				
Haima FAW <sup>9</sup>						1				
Dodge						<del>                                     </del>				
Chrysler										
						1				
Isuzu Foton <sup>6</sup>						1				
FUIUII						1				
smart <sup>8</sup>						1				
TOTAL										

<sup>1</sup> 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 201 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

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 <sup>2</sup>										
SKODA										
GM Group										
OPEL										
CHEVROLET										
CADILLAC			ļ							
KIA			ļ							
HYUNDAI										
TOYOTA Group										
ТОУОТА										
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 Group <sup>3</sup>										
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	n: brands repre	sented on the Ru	ssian mark	et by SOLLERS	Group (see a	bove)
SOLLERS Group						
ISUZU						
SSANGYONG				·		·
UAZ						

<sup>1</sup> 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).

Source: AEB Automobile Manufacturers Committee

Some updates concerning LCV data may occur
2 SEAT sales in Russia are done via Volkswagen Group Rus starting from November 2011

<sup>3</sup> 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.

### **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, (%)
8704**	Trucks Including: to CIS countries to non-CIS countries						

## Russia's import Thousand units

THOUGH							
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, (%)
8704**	Trucks Including: to CIS countries to non-CIS countries						

## 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, (%)
8704**	Trucks Including: to CIS countries to non-CIS countries						

## 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, (%)
8704**	Trucks Including: to CIS countries to non-CIS countries						

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**

BEENVERNES OF MISTORY VEHIC						
Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12.2012	01-12.2011	01-12.2012/ 01-12.2011, (%)
DELIVERII	ES OF MOTO	R VEHICLE		PORT (units)		
"GAZ Auto Plant" OOO, Nizhny						
Novgorod						
"IzhAvto" OOO, Izhevsk (to CIS countries)						
Trucks Izh-27175						
"United Automotive Group" OOO,						
Izhevsk						
Trucks Izh-27175						
"KAMAZ" OAO, Naberezhnye Chelny						
Trucks, total						
Trucks (to CIS countries)						
Trucks (to non-CIS countries)						
«NEFAZ» OAO, Neftekamsk						
Buses (to CIS countries)						
Salons of working shift team buses						
Dump trucks (to CIS countries)						
"AZ "Ural" OAO, Miass						
"UAZ" PJSC, Ulyanovsk						
DELIVERIES OF	MOTOR VE	HICLES FO	R EXPOR	Γ (RUR thous	ands)	
"KAMAZ" OAO, Naberezhnye Chelny				•	,	
Trucks, total						
Trucks (to CIS countries)						
Trucks (to non-CIS countries)						
"UAZ" PJSC, Ulyanovsk						

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

### **IMPORT OF MOTOR VEHICLES**

### TRUCK IMPORT IN RUSSIA, January - December 2012/2011

(units)

2 MA 3 Pe 4 Me 5 Vo 6 To 7 Kia 8 Miii 9 Sh 10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	ditsubishi chaanxi/Shaa DAF Citroen IAT ccania veco 'olvo cenault ord lissan oton	2012	2011	Change,%	2012	2011	Change,%	2012	2011	Change,%
2 MA 3 Pe 4 Me 5 Vo 6 To 7 Kia 8 Miii 9 Sh 10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	MAN Peugeot Peugeot Percedes Politswagen Poyota Pelitsubishi Phaanxi/Shaa PAF Petroen IAT Pecania Peco Polito Penault Pord Penault Pord Pesan									
3 Pe 4 Me 5 Vo 6 To 7 Kia 8 Mitt 9 Sh 10 DA 11 Citt 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	reugeot fercedes folkswagen foyota fila filtsubishi shaanxi/Shaa fAF filtroen IAT ficania feco folvo fenault ford filssan foton									
4 Me 5 Vo 6 To 7 Kia 8 Min 9 Sh 10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	Mercedes Yolkswagen Yoyota Yiia Mitsubishi Yhaanxi/Shaa YAF Sitroen IAT Yeco Yolvo Renault Ord Iissan Otton									
5 Vo 6 To 7 Kia 8 Miii 9 Sh 10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hirr 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	Tolkswagen Toyota Tia Tisubishi Thaanxi/Shaa DAF Citroen IAT Ticania Veco Tolvo Renault Tord Lissan Toton									
6 To 7 Kia 8 Mint 9 Sh 10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	oyota fia fitsubishi shaanxi/Shaa fAF citroen IAT ficania foco folvo enault ford lissan foton									
7 Kia 8 Mitt 9 Sh 10 DA 11 Cit 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	ditsubishi shaanxi/Shaa DAF Sitroen IAT scania seco dolvo senault sord sitssan soton									
8 Mith 9 Sh 10 DA 11 Cith 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hirr 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	ditsubishi chaanxi/Shaa DAF Citroen IAT ccania veco 'olvo cenault ord lissan oton									
9 Sh 10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hirr 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	chaanxi/Shaa DAF Citroen IAT Ccania Veco Yolvo Renault Ord									ļ
10 DA 11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	DAF Citroen IAT Cania Veco Volvo Renault Ord Lissan Otton									
11 Cit 12 FIA 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	citroen IAT cania veco Volvo cenault ord lissan oton									
12 FI/A 13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hirr 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	IAT ccania veco olvo cenault ord lissan oton									
13 Sc 14 Ive 15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	cania veco Yolvo tenault ord lissan oton									
14    Ive 15    Vo 16    Re 17    Fo 18    Nis 19    Fo 20    Hir 21    Ss 22    Da 23    Gr 24    FA 25    Ho 26    Kr 27    Do 28    Bo 29    Isu 30    Op 31    Do 32    Ma 33    Ca 34    CA 35    JM 36    Av 37    Ho 38    Ko 39    TA 40    Jol	veco Volvo Renault Ford Dissan Ooton									
15 Vo 16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	olvo Renault ord lissan oton			1						
16 Re 17 Fo 18 Nis 19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	tenault ord lissan oton									
17 Fo 18 Nis 19 Fo 20 Hirr 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	ord lissan oton									
18         Nis           19         Fo           20         Hir           21         Ss           22         Da           23         Gr           24         FA           25         Ho           26         Kr/           27         Do           28         Bo           29         Isu           30         Op           31         Do           32         Ma           33         Ca           34         CA           35         JM           36         Av           37         Ho           38         Ko           39         TA           40         Jol	lissan oton									
19 Fo 20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Joi	oton									
20 Hir 21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol										
21 Ss 22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	lino									
22 Da 23 Gr 24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	sangYong									
23 Gr 24 FA 25 Ho 26 Kr/ 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	aewoo									
24 FA 25 Ho 26 Kr 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	Great Wall									
25 Ho 26 Kr/ 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol										
26 Kr/ 27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	lowo									
27 Do 28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol										
28 Bo 29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	ong Feng									
29 Isu 30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	ogdan									
30 Op 31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	Suzu									
31 Do 32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	pel									
32 Ma 33 Ca 34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	odge									
34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	1azda									
34 CA 35 JM 36 Av 37 Ho 38 Ko 39 TA 40 Jol	aterpillar									
36 Av 37 Ho 38 Ko 39 TA 40 Jol	AMC									
37 Ho 38 Ko 39 TA 40 Jol	MC									
38 Ko 39 TA 40 Jol	via									
39 TA 40 Jol	londa									
40 Jol	Comatsu									
	ATA									
41 MA	ohn Deer									
	1ACK									
42 Ta	atra									
	ONSEE									
	nternational									
	erex									
	lorth-Benz									
	lorth-Benz eterbilt									
	lorth-Benz eterbilt reightliner									
	lorth-Benz reterbilt reightliner chevrolet	l								
	lorth-Benz leterbilt reightliner chevrolet EIJING									
	lorth-Benz leterbilt reightliner Chevrolet EIJING Lenworth									
53 AT 54 BE	lorth-Benz leterbilt reightliner chevrolet EIJING			<u>                                     </u>						

No.	Brand	TOTAL,	January- I	December	NEW, J	anuary- De	ecember	USED,	January- D	December
~		2012	2011	Change,%	2012	2011	Change,%	2012	2011	Change,%
55	BEI BEN									
56	LIEBHERR									
57	Daihatsu									
58	Astra									
59	MOXY									
60	PAUS									
61	Sandvik									
62	Valmet									
63	ROTTNE									
64	TIMBERJACK									
65	YUTONG									
66	GMC									
67	SISU									
68	Maxus									
	Other									
	TOTAL									
	TOTAL, \$ million									

### TRUCKS GVW ≤ 5 t

(units)

No.	Brand	TOTAL,	TOTAL, January- December			anuary- D	ecember	USED, January- December		
Ž	Brand	2012	2011	Change,%	2012	2011	Change,%	2012	2011	Change, %
1	PEUGEOT									
2	Volkswagen									
3	Toyota									
4	Kia									
5	Mitsubishi									
6	CITROEN									
7	FIAT									
8	Hyundai									
9	Mercedes									
10	Nissan									
	Other									
	TOTAL								•	

### TRUCKS GVW 5-20 t

(units)

		TOTAL	lanuary. F	ecember	NFW .I	anuary. De	cember	USED	lanuary. D	ecember
o O	Brand	TOTAL,	Januar y - L	CCCITIBCI	NEW, January- December			USED, January- December		
Z	Diana	2012	2011	Change, %	2012	2011	Change, %	2012	2011	Change,%
1	Hyundai									
2	Foton									
3	Hino									
4	IVECO									
5	MAN									
6	Mercedes									
7	Daewoo									
8	Volvo									
9	Isuzu									
10	AVIA									
	Other									
	TOTAL									

### 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)

o V	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)

									(units)	
o i	Brand	TOTAL,	January-	December	NEW, January- December			USED, January-December		
N O	Branu	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)

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

(units)

		1		(units)							
No.	Brand	TOTAL,	January-E	December	NEW, .	January-Do	ecember	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.

### 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%)
Graphic	Graphic
Structure of the Russian b January - December 2011 Total market – XX thou. units (100%)	January - December 2012 Total market – XX thou. units (100%) (+XX%)
Graphic	Graphic

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

Country, Manufacturer,	12.2012	12.2011	12.2012/ 12.2011,	01-12.	01-12.	01-12.2012/ 01-12.2011,
Manufacturer, Model	12.2012	12.2011	(%)	2012	2011	(%)
Belarus			. , /			, ,
٦	TRUCKS (inc	luding chass	is) (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:						
"MAZ" OAO, Minsk						
"Minsk Truck – Tractor Plant" UP, Minsk						
Including:						
Dump Trucks						
Road Tractors						
Chassis, bunch-carrier						
Special Trucks						
Special prime movers						
Prime mover drop-side trucks						
"BelAZ" RUP , Minsk region						
Dump Trucks						
Including:						
payload 30 to 36 ton						
payload 42 to 45 ton						
payload 55 to 60 ton						
payload 90 ton						
payload 110 to 130 ton						
payload 150 to 160 ton						
payload 220 to 240 ton						
payload 320 to 360 ton						
Irrigation /sprinkling machine (payload 30 t)						
"MOAZ" PO, Mogilyov						
Including:						
Dump Trucks						
Prime Movers						
Unison JV ZAO, Minsk region (Kia)						
TOTAL for the companies listed						
	BUSES AN	D COACHES	(units)	•		•
*) TOTAL			. ,			
List of manufacturers:						
1. "Gomel Auto Repair Plant" RUP						
2. "MAZ" OAO, Minsk						
3. "OZ Neman" UP, Lida						
4. "Belkommunmash" RUP, Minsk						
among them:						
"MAZ" OAO, Minsk		-				
including:						

Country,	10.00:-	40.00	12.2012/	01-12.	01-12.	01-12.2012/
Manufacturer,	12.2012	12.2011	12.2011,	2012	2011	01-12.2011,
Model			(%)			(%)
Extra large class						
MAZ-105 city buses						
MAZ-205 city buses						
MAZ-215 city buses						
MAZ-107 city buses						
Large class						
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						
Medium class						
MAZ-206 city buses			1			
MAZ-226 suburban buses						
MAZ-241 city buses						
MAZ-256 city buses, suburban buses and						
coaches medium class						
Ramp bus						
MAZ-171						
		)				
	ROAD TR	ACTORS **)	(units)			
"BeIAZ" RUP, Minsk region						
Airfield tractor						
Truck-tractor						
"Minsk Truck - Tractor Plant" UP, Minsk						
"MOAZ" PO, Mogilyov						
WOAZ PO, MOGNYOV						
Kazakhstan ***)						
7	RUCKS (inc	ludina chass	ie) (unite)			
	111) O/10 (1110	Tading chase	January (unitary			
TOTAL, including:						
"KAMAZ-Engineering" AO, Akmolinsk						
region "Hyundai Auto Trans" TOO,  Almaty						
region						
Manufacturer in North Kazakhstan						
region						
"SemAZ" TOO, Eastern Kazakhstan						
region						
	BIISES AN		(unito)			
TOTAL in alreading	DUSES AN	D COACHES	(uiiits)			
TOTAL, including:			1			
"KAMAZ-Engineering" AO, Akmolinsk						
region						
Manufacturer in Karaganda region						
"Daewoo Bus Kazakhstan" TOO,						
Eastern Kazakhstan region			1			
	SPECIA	AL CARS (u	ınits)			
		<b>\</b> -	*			

Country, Manufacturer, Model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
TOTAL, including:						
"KAMAZ-Engineering" AO, Akmolinsk						
region						
"UralskAgroRemMash" AO,						
Wastern Kazakhstan region						
"Petropavlovsk heavy mechanical engineering Plant" AO,						
North Kazakhstan region						
Ukraine						
	TRUCKS (inc	luding chass	sis) (units)			
TOTAL, including:						
"AvtoKrAZ" HC, Kremenchug						
_						
"KrASZ" OOO, Kremenchug						
"ZAZ" ZAO, Zaporozhye						
including:						
ZAZ Lanos van (TF-55)						
TATA (drop-side payload 3.68 ton)						
"Događan" Composition						
"Bogdan" Corporation (Bogdan 2310, Hyundai HD, Isuzu)						
"Cherkassky AutoBus" OAO						
Olicikussky Autobus OAO						
"Borispol Auto Plant" (BAZ) ZAO						
TATA LPT 713 chassis						
(TATA T713, GVW 7.5 t)						
	BUSES AN	D COACHES	(units)			
TOTAL			, ,			
including:						
Lvov Bus Plant OOO, Lvov						
"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						
"Dondon" Comparation						
"Bogdan" Corporation A-092 lower class, with Euro-3 engine						
A-092 lower class, with Euro-3 engine						
"Cherkassky Bus" OAO						
"ZAZ" ZAO, Zaporozhye, including:						
A-07 (update)						
A-10						
, , , ,		1			1	
Azerbaijan						
	TRI	JCKS (units	)			
Gyanja Automobile Plant		(	-			
Dump trucks MAZ						
<u> </u>	1	1	1		1	

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 (in	cluding cha	ssis) (units)			
"MAZ" OAO, Minsk						
including:						
General Purpose Trucks						
Dump Trucks						
Prime Movers Unison JV ZAO, Minsk region						
Kia						
	BUSES A	ND COACHE	ES (units)			1
"MAZ" OAO, Minsk						
including:						
Extra large class						
MAZ-105 city buses MAZ-205 city buses						
MAZ-205 city buses MAZ-107 city buses						
Large class						
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-2031 suburbari buses MAZ-251 tourist coaches						
MAZ-203M KD kits						
Medium class						
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						
Kazakhstan (home market)						1
Trucks						
Buses and coaches						
Special cars						
EVECTOR VEHICLES	o Duocie /	unita\				
EXPORT OF MOTOR VEHICLES t	o Kussia (I	นเแร)				
Belarus		un en : : : :				
	BUSES A	ND COACHE	ES (units)			
"MAZ" OAO, Minsk						
including:						
to Russian Federation						
to CIS countries to non-CIS countries						
Ukraine						
	BUSES A	ND COACHE	ES (units)		T	
"ZAZ" ZAO, Zaporozhye						
including:						
A-07 (export model), update						
A-08 (export model)						

### 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/ Nov2012 +/-, % 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	РУТА				
6	MAZ				
7	UAZ				
8	ATAMAN				
9	BOGDAN				
10	FORD				
	Other				
	Total				

## PRODUCTION OF CONSTRUCTION VEHICLES AND SPECIAL-PURPOSE MACHINERY by Russian manufacturers

(units)

	_		-	-	•	(units)
Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
CRANES ON MO	OTOR VEH	ICLE CHA	SSIS (units)			
<u>Total</u>						
Including						
Klintsovsky Auto Crane Plant OAO, Bryansk						
Region, Including						
"Klintsy" auto cranes						
KS-35719 and modifications payload 16 t						
KS-45719 and modifications payload 20 t						
KS-55713 and modifications payload 25 t						
KS-65719 and modifications payload 40 t  Crawler cranes	<u> </u>					
RDK-36 payload 36 t  Tower cranes	<u> </u>					
KB-108	<u> </u>					
"Autocran" OAO, Ivanovo						
Galich Auto Crane Plant OAO, Kostroma Region						
Balashikha mobile cranes and manipulators (BAKM) ZAO, Moscow Region						
"Gazprom-Kran" ZAO, Kamyshin						
Tuymazinsky Concrete Vehicle Plant, Republic of Bashkortostan (KS-55741-1)						
"Trety Spetsmash" ZAO, Perm Territory						
"Kirovsky Mashzavod named after 1 May", OAO						
Manufacturer in Nizhny Novgorod Region						
"Sokol" OAO, Samara Region						
"Uglichmash" OAO, Yaroslavl Region						
"Ulyanovsk Mechanical Works No.2" OAO						
"Chelyabinsk Mechanical Works" OAO						
"Yurginsky Mashzavod" OOO, Kemerovo Region						
VEHICLE (	CRANE CH	IASSISES	(units)			
"Bryansk Auto Plant" 000						
including:	<del> </del>					
BAZ-69098 crane chassis 8x8 BAZ-80311-011 crane chassis 6x4	<del>                                     </del>					
BAZ-8033 crane chassis 8x4	<del> </del>					
BAZ-8973 crane chassis 10x8						
мот	OR GRADI	ERS (units	)			
<u>Total,</u> Including						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)				
"Bryansky Arsenal" OAO, Bryansk			` ′			` '				
"Bryansky Arsenal" ZAO, Bryansk										
"Irmash" OAO, Bryansk Region										
"Irmash" OOO, Bryansk Region (since October 2012)										
"Dormash" ZAO, Oryol Region										
"Chelyabisk Road Construction Machinery" (ChSDM) ZAO, Chelyabinsk Region										
Other manufacturer in Chelyabinsk Region										
SELF-PROPELLED RAMMIN	SELF-PROPELLED RAMMING MACHINES AND ROAD ROLLERS (units)									
"Bryansky Arsenal" OAO, Bryansk										
Road construction machines										
"Irmash" OAO, Bryansk Region										
Road self-propelled rollers: vibrating										
Other self-propelled ramming machines										
"Irmash" OOO, Bryansk Region (since October 2012) Road self-propelled rollers: vibrating										
Other self-propelled ramming machines										
"Raskat" ZAO, Rybinsk										
EQUIPMENT FOR PUBLIC WORKS, CONST	RUCTION ROUPINGS		AR WORKS	NOT INC	UDED IN	OTHER				
"Irmash" OAO, Bryansk Region										
Asphalt paver										
FORK-LIFT TRUCKS, OTHER LOADERS	S; TRACTO	RD USED	ON RAILW	AY PLATFO	ORMS (un	its)				
<u>Total</u>										
Including  Manufacturer in Ivanovo Region										
Tver excavator ZAO (loader)										
Manufacturer in Republic of Mordovia										
Sarapulsky electrogenerating plant, Udmurt Republic (loader)										
Mashzavod named after M.I.Kalinin OAO,										
Yekaterinburg (electric loaders and diesel-powered loaders)										
Manufacturer in Chelyabinsk Region										
Manufacturer in Altai Territory										
Manufacturer in Kemerovo Region										
Manufacturer in Omsk Region										

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
SELF-PROPELLED SIN	GLE-BUC	KET FRON	T LOADERS	(units)		
Total Including						
Manufacturer in Voronezh Region						
Oryol-Pogruzchik ZAO, Oryol Region						
Manufacturer in Smolensk Region						
Spetsmashin Plant "Baltiets" ZAO,St.Petersburg						
Manufacturer in Rostov Region						
ELAZ OAO, Yelabuga						
PK-10 E loader						
Promtraktor OAO, Cheboksary						
wheeled loaders PK-12-01, PK-60-01 Ya						
ChTZ-Uraltrak OOO, Chelyabinsk						
construction loaders PK-46, -30						
Chelyabinsk Road Construction Machinery (ChSDM) ZAO, Chelyabinsk Region						
<u>Uralwagonzavod FGUP, Sverdlovsk Region</u> construction loaders PUM-500						
Krasnokamsky Repair & Mechanical Works						
OOO, Perm Territory construction loaders Fromlift-800						
Darasunsky Mine Equipment Plant OAO, Zabaikalsky Territory						
	MP TRUCK	(S (units)				
Total,						
Including						
Mtsensk Kommash Plant OAO, Oryol Region						
"Komatsu Manufacturing Rus" OOO, Yaroslavl Region						
"NefAZ" OAO, Neftekamsk						
Saransk Dump Truck Plant OAO, Republic of Mordovia						
"RIAT" OAO, Naberezhnye Chelny, Republic of						
<u>Tatarstan</u>						
Betsema ZAO, Krasnogorsk, Moscow Region						
Including BCM-51						
BCM-51						
BCM-53						
BCM-57 Scania						
BCM-57 MAN BCM-59 MAN						
BCM-120						
	I	<u> </u>	<u>I</u>	<u> </u>	I.	1

	I				I	1
Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
BCM-198						
Iveco-AMT OOO, Chelyabinsk Region						
GVW 12-30 ton for Dump trucks						
Metrowagonmash ZAO, Mytishchi, Moscow Reg.						
MOBILE C	ONCRETE	MIXERS (	units)			
<u>Total</u>						
Including						
Pushkinsky Mashzavod, St.Petersburg						
Mtsensk Kommash Plant OAO, Oryol Region						
KOMZ-Invest OOO, KOMZ-Export ZAO,						
Kamensk-Shakhtinsky, Rostov Region						
Tuymazinsky Concrete Vehicle Plant, Republic						
of Bashkortostan						
Including						
58140W drum capacity 10 cu.m, on KAMAZ chassis						
58140Z drum capacity 10 cu.m, on KAMAZ chassis						
58141A (drum capacity 5 cu.m, on URAL chassis)						
58146T (drum capacity 6 cu.m)						
58146P (drum capacity 6 cu.m, on KAMAZ chassis) 581412 (drum capacity 5 cu.m, on KAMAZ chassis)						
58146Z (drum capacity 6 cu.m, on KAMAZ chassis)						
58146W (drum capacity 6 cu.m, on KAMAZ chassis)						
58146V (drum capacity 6 cu.m, on KAMAZ chassis)						
58147A (drum capacity 7 cu.m, on KAMAZ chassis)						
58147C (drum capacity 7 cu.m)						
58147G (drum capacity 7 cu.m, on KAMAZ chassis)						
58147N (drum capacity 7 cu.m, on KAMAZ chassis)						
58147Z (drum capacity 7 cu.m, on KAMAZ chassis)						
58147W (drum capacity 7 cu.m, on KAMAZ chassis)						
58148Z (drum capacity 8 cu.m, on KAMAZ chassis)						
58149N (drum capacity 9 cu.m)						
58149W (drum capacity 9 cu.m, on KAMAZ, URAL chassis)						
58149Z (drum capacity 9 cu.m, on KAMAZ chassis)						
MOBILE (	CONCRETE	E PUMPS (	units)			
<u>Total</u>				-		
Including						
Tuymazinsky Concrete Vehicle Plant, Republic of Bashkortostan						
(58153A, 58153C, 58152A, 58154A, 58154V)  CRANES ON TRACTORS, TRAIL	ED CDANI	ES AND DI	DE-I AVING	CRANES	(unite)	
·	LD CKAN	LO AND PI	L-LATING	CIVAIVES	(diiita)	_
Total, Including						
Promtraktor OAO, Cheboksary						
Pipe-laying cranes TG-221 Ya, TG-121 Ya, TG-503 K, TG-301 Ya crawler						
Berezovsk Repair & Mechanical Plant OOO, Sverdlovsk region (pipe-laying)						
ChTZ-Uraltrak OOO, Chelyabinsk (T-12, T-20)						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
BULLDOZERS AND	OTHER SP	ECIAL EQ	UIPMENT (u	ınits)		
ChTZ-Uraltrak OOO, Chelyabinsk						
Industrial tractors:						
T-10M						
Bulldozers:						
Other engineering machines						
VgTZ OAO, Volgograd						
Including: Bulldozers						
Promtraktor OAO, Cheboksary						
Bulldozers: wheeled TK-25.02 B-1, Catarpillar T-6, T-11, T-9, T-35, T-25, T-20, T-40 etc.						
Onega Tractor Plant OAO, OOO						
Industrial tractors:						
TLT-100A, TLT-100A-06						
LKhT-100A-12 with fire equipment						
"Onezhets-310", "Onezhets-300"						
Forvarder						
Petersburg Tractor Plant ZAO						
Industrial tractors:						
K-702						
K-703						
K-708						
K-3060, K-3060 BKU, -3080 loaders						
Spetsmashin Plant "Baltiets" ZAO, St.Petersburg						
Wheeled bulldozers K707BK						
Universal road machine K702 MBA UDM2						
Offiversal road machine 17702 MB/1 OBM2						
"Spetsstroymash"OOO,Tikhvin, Leningrad						
Region, including:						
Industrial wheeled tractors:						
Tractor prime mover K-703-MA-12-04T						
Mobile welding unit AS-81T						
Wheeled bulldozer K702M-MBA-BKUT						
Road machine DM-15T						
Forestry loader K-702M-PLK-6-T						
Single-bucket frontal loader K-702M-PK-6-T						
Universal road machine K-702 MBA-UDMT						
Bulldozer K-701-BKT						
Skidding machine MP-56AT						
Snowplough						
Abakan Experimental Works OAO						
Including:						
Industrial tractors:						
T-147.00.00.000 and modifications (skidders)						
Timber loader LT72B.00.000						
Timber loader PCh1.00.00.000						
Krasnoyarsk Forestry Machinery Plant OAO						
Industrial tractors:						
Skidder LP-18 K, LP-18 K2						

			12.2012/			01-12.2012/
Manufacturing company, model	12.2012	12.2011	12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2011,
Choker skidder TT-4M-23K-02, -01						
Choker skidder TT-4M-23K-04						
Chokerless skidder LT-187						
Timber loader LT-188						
Chopper machine TT-23A						
Dormash ZAO, Oryol Region (bulldozers)						
Lestekhkom Comp. OOO, Republic of Mariy El Agricultural tractor LP-19						
Chelyabisk Road Construction Machinery ZAO,						
Chelyabinsk Region						
(Tractor TS-10, Building tractors)						
Uralsky Mashzavod OAO, Chelyabinsk Region						
South Urals Tractor Plant ZAO, Chelyabinsk Industrial crawler tractors TG-170						
Velikoluksky Forestry Machinery Plant OAO, Pskov Region, forestry fire fighting tractors:,						
including: TLP-55.5.00.000						
TC-2,5-40/4, (TLT-100A) VL, TC 3,0-40 VL						
Total: BULLDOZERS						
EX	CAVATOR	S (units)				
<u>Total</u>						
Including						
MK CRANEX OAO, Ivanovo, Including						
EK 220-06, 230						
EK 270-LG						
EK 400-FS						
EK 450-05 EK 240-LS						
EK 240-LS EK 300, 330						
Irmash OAO, Bryansk Region						
(self-propelled multi-bucket excavators)						
Dmitrov Excavator Plant, Moscow Region (self-propelled multi-bucket excavators)						
Manufacturers in Tver Region, total (single-bucket excavators)						
TVEX OAO						
Exmash ZAO Tver excavator ZAO						
<u>Cherepovets Foundry and Mechanical Plant</u> (ChLMZ) OAO, Vologda Region:						
Including						
Excavators-loaders ChLMZ DEM 1143						
Excavators universal ChLMZ ECU-150						
ChLMZ DEM 151 UNIO (crane manipulation)						
"Komatsu Manufacturing Rus" OOO, Yaroslavl						
Region						

model	12.2012	12.2011	12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Caterpillar Tosno OOO, Leningrad Region						
Velikiye Luki Forestry Machinery Plant OAO, Pskov Pegion (single-bucket excavators EO 262	1)					
IZ-Cartex OOO, St Petersburg (single-bucket excavators)						
Manufacturers in Rostov Region, total (single-bucket excavators), including:  Donetsk excavator OOO						
(single-bucket excavators)  Donetsk Mashzavod OAO (single-bucket excavators)						
SAREX OAO, Republic of Mordovia (excavators-loaders EO-2621 and etc.)						
"Trading House "MTZ-EIAZ", Yelabuga						
Including EO 2626 EO 2621 EO 2626/1						
ELAZ OAO, Yelabuga						
Including						
Excavators-bulldozers EO-2621 EM						
Excavators-loaders EP-2626 EM1, -EMS, EP-2630 E1						
Promtraktor OAO, Cheboksary						
Uralwagonzavod FGUP, Sverdlovsk Region Including: EO-33211 wheeled excavators						
Uralmachzavod OAO, Sverdlovsk Region						
UralSpetsMash ZAO, Magnitogorsk						
Transport Machinery Design Bureau OAO, Oms Region (excavator EO 2621-B2)	<u>k</u>					
Other manufacturer in Omsk Region						
MACHINES FOR CRUSHING, GRINDING AND	MILLING OF		, STONES, (	ORES OR	OTHER MI	NERALS IN
Total						
Including Manufacturer in Ivanovo Region						
"Stromneftemash" OOO, Kostroma Region						
Manufacturer in Moscow Region						
"Strommashina Ukholovsky Plant" OAO, Ryaza Region	<u>n</u>					
Manufacturer in Tula Region						
"PKB AUTOMATIKA" ZAO, St.Petersburg						
Manufacturer in Republic of Dagestan						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Manufacturer in Chuvash Republic						
"DROBMASH" OAO, Nizhny Novgorod Region						
"MK ORMETO-YuUMZ" OAO, Orsk						
"Volgotsemmash" OAO, Samara Region						
Manufacturer in Kurgan Region						
Uralmachzavod OAO, Sverdlovsk Region						
Manufacturer in Chelyabinsk Region						
Manufacturer in Kemerovo Region						
Manufacturer in Novosibirsk Region						
SPECIAL-PURPOSE MOTOR VEHIC	LES NOT	INCLUDED	IN OTHER	GROUPIN	G (units)	
<u>Total</u>						
Including "Shebekino Special Automotive Equipment						
Plant", ZAO, Belgorod Region						
"Smolensk Autocomponent Works-AMO ZIL" ZAO						
"Kozelsky Mechanical Works" OAO, (VAN)						
Manufacturers in Kursk Region						
"Auto-Propfi" OOO, Yaroslavl Region						
AMO ZIL, Moscow (breakdown truck)						
Experimental Plant N 90 OAO, Naropfominsk, Moscow region						
"Mytishchi Instrument-making Works" ZAO, OAO, Moscow Region (Specialized VAN)						
Other manufacturers in Moscow Region, total						
Aviatekhnologia ZAO TREKOL ZAO						
Centrtranstechmash OOO, Ryazan Region						
"Kirsanovsky Mechanical Works" OAO, Tambov						
Region Region						
"ERMZ" ZAO, Tver Region						
"Sevdormash" OAO, Archangelsk Region						
"Vologodsky Machinery Plant" OAO, Vologda Region						
Other manufacturer in Vologda Region						
"Avtospetcoborudovanie" OAO, Veliky Novgorod, Nizhny Novgorod region (Silant)						
Manufacturers in St.Petersburg						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
"Plant Stroyneftemash" ZAO, Rostov Region						
Manufacturers in Republic of Bashkortostan						
Manufacturer in Republic of Mordovia						
Manufacturers in Republic of Tatarstan, total  "Neftemash" Aznakaevsky plant, OAO  "ASTEYS" ZAO  "EIAZ" OAO						
"Remdizel" ZAO						
Manufacturers in Chuvash Republic						
"Pozhvinsky Machinery Plant", Perm Territory						
Plant "GRAZ" OAO, Penza Region						
"GT7" affiliate ZAO, Penza Region						
Manufacturers in Nizhny Novgorod Region of them: Spektr Auto, OOO						
Chayka-NN OOO (VAN)  Arzamas Municipal Engineering Plant (Kommash) OAO						
Manufacturer in Samara Region						
Manufacturer in Saratov Region						
"UAZ" PJSC, Ulyanovsk special-purpose vehicles (included in truck output total)						
"Avtodom" OOO, "Ulyanovsky Auto Repair Works", OAO, Ulyanovsk Region						
"Kurgan Road Construction Machines Works" OAO						
"Start" OAO, Kurgan Region						
Manufacturer in Tyumen Region						
Manufacturers in Chelyabinsk Region, of them: "AZ "Ural" OAO, Miass						
Uralpromtechnika OOO Uralpozhtechnika OAO						
Strommashina Plant OOO USPTK-RMZ OOO						
"Novosibirsk Auto Repair Works" OAO (van)						
Manufacturer in Kemerovo Region						
"Mechanical Works "Kalachinsky" OAO, Omsk Region						
Manufacturer in Khabarovsk Territory						
Manufacturer in Amur Region						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
TRU	ICK TANKE	RS (units)	)			
Total						
Including:						
AMO ZIL, Moscow						
"Shebekino Special Automotive Equipment Plant", ZAO, Belgorod Region						
<u>"Smolensk Autocomponent Works – AMO ZIL"</u> ZAO						
"ERMZ" ZAO, Rzhev, Tver Region						
"Vologodsky Machinery Plant" OAO, Vologda Region						
Other manufacturer in Vologda Region						
"Plant Stroyneftemash" ZAO, Rostov Region						
"NEFAZ" OAO, Neftekamsk						
"KamazinstrumentSpetsMash" OAO, Republic of Tatarstan	Ī.					
"Pozhvinsky Machinery Plant" OAO, Perm Territory						
Plant "GRAZ" OAO, Penza Region						
"GT7" ZAO, Penza Region						
Spektr Auto, OOO, Nizhny Novgorod region						
"Kurgan Road Construction Machines Works"  OAO						
"Start Plant" OAO, Kurgan Region						
Manufacturers in Chelyabinsk Region						
Manufacturer in Khabarovsk Territory						
PRODUCTION OF MACHIN	ERY FOR I	MUNICIPAL	ENGINEER	RING (units	s)	
Total						
of them:  AMO ZIL, Moscow, including:						
Garbage collector						
Sludge pumping vehicle						
Technical accident service vehicles						
"Kommash" ZAO, Moscow Region (Vehicles for sanitary cleaning of cities)						
Mtsensk Kommash Plant OAO, Oryol Region						
Including		-		-		
Vehicles for sanitary cleaning of cities						
Sand spreaders Street-washing vehicles						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
BERTS OAO, Ryazan Region						
Including: Technical accident service vehicles						
moduling. Teermical accident service verileies						
Ryazhsk Auto-Repair Plant OAO, Ryazan Region						
Including						
Vehicles for sanitary cleaning of cities						
Sand spreaders						
Street-washing vehicles						
Street-washing verilides						
Manufacturer in Tambov Region						
(Vehicles for sanitary cleaning of cities)						
Smolensk Autocomponent Works- AMO ZIL ZAO						
Including						
Sand spreaders						
Street-washing vehicles						
"KDM Plant named after Kalinin" OAO,						
Smolensk Region						
Including						
Sand spreaders						
Street-washing vehicles						
Manufacturers in Tver Region, total						
Including						
"Pozhtekhnika" OAO, Tver Region						
Technical accident service vehicles						
"Mashzavod Affiliate", Tver region						
(Vehicles for sanitary cleaning of cities)						
Other manufacturer in Tver Region						
Vehicles for sanitary cleaning of cities						
Sand spreaders						
Street-washing vehicles						
Officer washing vernoies						
ARZ Plavsky OAO, Tula Region						
(Sand spreaders)						
(						
"Novomoscowsky Machinery Plant" OAO, Tula Region (Technical accident service vehicles)						
Cherepovets Foundry and Mechanical Works						
(ChLMZ) OAO, Vologda Region						
CHLMZ FRS 200M Sand spreaders						
Tosna Mechanical Works (TOMEZ) OAO,						
Leningrad Region						
Including						
Vehicles for sanitary cleaning of cities						
Sand spreaders						
Street-washing vehicles						
Ottool washing voillors						
Manufacturers in St.Petersburg Region, of them:						
ERMZ Spetstrans OAO, S.Petersburg						
Vehicles for sanitary cleaning of cities						
Sand spreaders						
·						
Street-washing vehicles						
AutoHydroLift OAO, S.Petersburg						
(Technical accident service vehicles)						
"DMZ" OOO, Rostov Region						
(Vehicles for sanitary cleaning of cities)						
(Vernoies for samilary orealing of othes)	I					1

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
SAREX OAO, Republic of Mordovia						
PUM, KUM loading and cleaning machines						
Saransk Dump Trucks Works OAO (Vehicles for sanitary cleaning of cities)						
Kazan Electromechanical Works (KEMZ) OAO, Republic of Tatarstan (Vehicles for sanitary cleaning of cities)						
ELAZ OAO, Yelabuga, Including						
Municipal engineering machines						
PUM-300-1 loading and cleaning machines						
UDM-80M -E street-cleaning machines						
Multi-purpose vehicle MTS-E (on the basis of MTZ-1221 wheeled tractor)						
Trety Spetsmash ZAO, Perm Territory						
(Street-washing vehicles)						
Plamya OOO, Perm Territory (Vehicles for sanitary cleaning of cities)						
Arzamas Municipal Engineering Plant (Kommash) OAO, N.Novgorod Including						
Vehicles for sanitary cleaning of cities						
Sand spreaders						
Street-washing vehicles						
Automedtekhnika OOO, Penza Region (Sand spreaders)						
Municipal Power Engineering Plant OAO, Penza						
Region. (Technical accident service vehicles)						
"SUR" NPO), Engels, Saratov Region (Vehicles for sanitary cleaning of cities)						
Kurgan Road Construction Machines Works OAO, Including						
Sand spreaders Street-washing vehicles						
Succe-washing vehicles						
Kurganmashzavod OAO (MKSM-800 Street-washing vehicles)						
Automobiles and Motors of Ural (AMUR) ZAO, Novouralsk, Sverdlovsk Region, Including						
Snow loaders Street-washing vehicles						
Mashzavod named after M.I.Kalinin OAO, Yekaterinburg (street-cleaning machines)						
Manufacturer in Chelyabinsk Region Including						
Vehicles for sanitary cleaning of cities						
Sand spreaders						
AltBelTractor OOO, Altay territory (snowplough)						

		1	-	1	1	
Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
KORMZ OAO, Kemerovo Region:						
Including Sand arreaders						
Sand spreaders Street-washing vehicles						
SNOW-AND-MA		CO PUCC	IES (unita)			
	ARSH CAR	GO BUGG	ies (uiiits)			T
"Kurganmashzavod" OAO FIRE-FIG	HTING VE	HICLES (ι	ınits)			
Total						
Including						
"Muromteplovoz" OAO, Vladimir region						
"ZIL" AMO, Moscow						
"Bereg" ZAO, Moscow Region						
Pavlovo-Posad Fire Hose Factory ZAO, Moscow region						
Manufacturers in Tver Region, total including:						
"Tekhinkom" OOO  "Pozhtekhnika" OAO						
Velikiye Luki Forestry Machinery Plant OAO, Pskov Pegion						
Kazan Electromechanical Works (KEMZ) OAO, Republic of Tatarstan						
Tuymazinsky Concrete Vehicle Plant, Republic of Bashkortostan (Fire-fighting truck tankers AC-5,0-40, AC-7-40)						
Manufacturer in Ulyanovsk Region						
"Vargashinsky fire-prevention and special equipment Plant", Kurgan Region						
Manufacturers in Sverdlovsk Region, total						
of them: "Amur" ZAO, Novouralsk						
Manufacturers in Chelyabinsk Region, total						
including:						
"Uralpozhtekhnika" OAO, Miass "Prioritet" OOO						
"USPTK-RMZ" OOO, Miass						
"Posevninsky Special Equipment Works" OOO, Novosibirsk Region						
Abakansky experimental mechanical Plant OAO, Republic of Khakassia						
BUS	S INTERIO	RS (units)				
"NEFAZ" OAO, Neftekamsk						
ADAPTERS FOR MUNIC	CIPAL FNG	INFFRING	MACHINE	S (units)	<u>I.</u>	<u>I</u>
"KLEVER" Comp, Rostov Region	AL LING		AOIIIIIL	- (aiiita)		
NEVER COMP, ROSLOV REGION						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
BODIES FO	R MOTOR	VEHICLES	(units)			
TOTAL **)						
of them:						
"Mytishchi Instrument-making Works" OAO, Moscow Region						
"United Automotive Group" OOO, Izhevsk						
"Leninogorsk Special Automotive Equipment Plant" OAO, Republic of Tatarstan						
"Novosibirsk Auto Repair Works" OAO						

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

### SHIPMENT OF CONSTRUCTION VEHICLES AND SPECIAL-PURPOSE MACHINERY by Russian manufacturers

											(units)
			SHI	PMENT			PRODU	JCTION	Ratio of	Non-ship	ped stock
	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	shipment to production volume from beginning of the year (%)	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	the month 11.2012
		CI	RANES ON I	MOTOR VEI	HICLE CHA	SSIS					
TOTAL											
Including:											
"Klintsovsky Auto Crane Plant" OAO, Bryansk Region											
"Autocran" OAO, Ivanovo Region											
"Galich Auto Crane Plant" OAO, Kostroma Region											
"Balashikha mobile cranes and manipulators" (BAKM) ZAO, Moscow Region											
"Gazprom-Kran ZAO, Kamyshin											
"Tuymazinsky Concrete Vehicle Plant" OAO, Republic of Bashkortostan (KS-55741-1)											
"Trety Spetsmash" ZAO, Perm Territory											
"Kirovsky Mashzavod named after 1 May" OAO											
Manufacturer in Nizhny Novgorod Region											
"Sokol" OAO, Samara Region											
"Uglichmash" OAO, Yaroslavl Region											
"Ulyanovsk Mechanical Works No.2" OAO											
"Chelyabinsk Mechanical Works" OAO											
"Yurginsky Mashzavod" OOO, Kemerovo Region											

			SHI	PMENT			PRODU	JCTION	Ratio of	ped stock
	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	shipment to production volume from beginning of the year (%)	 11.2012
			МС	TOR GRAD	DERS					
TOTAL										
Including:										
"Bryansky Arsenal" OAO, Bryansk										
"Bryansky Arsenal" ZAO, Bryansk										
"Irmash" OAO, Bryansk Region										
"Irmash" OOO, Bryansk Region (since October 2012)										
"Dormash" ZAO, Oryol Region										
"Chelyabisk Road Construction Machinery (ChSDM)" ZAO, Chelyabinsk Region										
Other manufacturer in Chelyabinsk Region										
		SELF	-PROPELLE	D FRONT	BUCKET LO	DADERS				
TOTAL										
Including:										
Manufacturer in Voronezh Region										
Oryol-Pogruzchik ZAO, Oryol Region										
Manufacturer in Smolensk Region										
Spetsmashin Plant "Baltiets" ZAO, St Petersburg										
Manufacturer in Rostov Region										
ELAZ OAO, Yelabuga										
PK-10 E loader										
										<u> </u>

			SHI	PMENT			PRODU	JCTION	Ratio of		ped stock
	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	shipment to production volume from beginning of the year (%)	,	11.2012
Promtraktor OAO, Cheboksary (wheeled loaders PK-12-01, PK-60-01 Ya)											
ChTZ-Uraltrak OOO, Chelyabinsk											
construction loaders PK-46, -30											
Chelyabinsk Road Construction Machinery (ChSDM) ZAO, Chelyabinsk Region											
Uralwagonzavod FGUP, Sverdlovsk Region construction loaders (PUM-500)											
Krasnokamsky Repair & Mechanical Works OOO, Perm Territory construction loaders Frontlift-800											
Darasunsky Mine Equipment Plant OAO, Zabaikalsky Territory											
			D	UMP TRUC	KS						
TOTAL											
Including:  Mtsensk Kommash Plant OAO, Oryol Region (Dump trucks)											
"Komatsu Manufacturing Rus" OOO, Yaroslavl Region											
"NefAZ" OAO, Neftekamsk, Republic of Bashkortostan											
Saransk Dump Truck Plant OAO, Republic of Mordovia											
Automobiles and Motors of Ural (AMUR) ZAO, Novouralsk, Sverdlovsk Region											

			SHI	PMENT			PRODU	JCTION	Ratio of		ped stock
	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	shipment to production volume from beginning of the year (%)	12.2012	11.2012
"RIAT" OAO, Naberezhnye Chelny, Republic of Tatarstan (chassis KAMAZ)											
Betsema ZAO, Krasnogorsk, Moscow Region											
Including BCM-51 chassis MAN, Scania, KAMAZ BCM-52 chassis Volvo, Scania											
BCM-53 chassis Scania BCM-56 BCM-57 chassis MAN											
BCM-59 chassis MAN BCM-120 chassis Mercedes-Benz Actros 3336 BCM-198 chassis MAN TGS 41											
Iveco-AMT OOO, Chelyabinsk Region GVW 12-30 ton for (Dump trucks)											
"Mashzavod affiliate", Tver region											
Metrowagonmash ZAO, Mytishchi, Moscow Region											
			MOBILE	CONCRET	E MIXERS						
TOTAL, Including:											
Pushkinsky Mashzavod, St.Petersburg											
KOMZ-Invest OOO, KOMZ-Export ZAO, Kamensk-Shakhtinsky, Roston Region											
Tuymazinsky Concrete Vehicle Plant OAO, Republic of Bashkortostan											
			MOBILE	CONCRET	E PUMPS						
TOTAL, Including:											
Tuymazinsky Concrete Vehicle Plant, Republic of Bashkortostan (58153A, 58153C, 58152A, 58154A, 58154V)											

			SHI	PMENT			PRODU	JCTION	Ratio of	Non-ship	ped stock
			40.0040/			04.40.0040/			shipment to production	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	volume from beginning of the year (%)	12.2012	11.2012
		BULLD	OZERS ANI	OTHER S	PECIAL EC	UIPMENT					
ChTZ-Uraltrak OOO, Chelyabinsk											
Including:											
Industrial tractors:											
T-10M											
Bulldozers:											
Other engineering machines and loaders wheeled											
VgTZ OAO, Volgograd, including											
Industrial tractors:											
DT-75 DERS2 with DZ-42											
Bulldozers series Agromash 90 TG,											
Agromash 150 TG											
Promtraktor OAO, Cheboksary, including											
Bulldozers											
TK-25.02 B-1, Catarpillar T-6, T-11, T-9, T-35, T-25, T-20, T-40 and etc.											
Onega Tractor Plant OAO, OOO, including											
Industrial tractors:											
TLT-100A, TLT-100A-06											
LKhT-100A-12 with fire equipment											
"Onezhets-310", -300, -320, -380											
Forvarder											
Harvester											
Petersburg Tractor Plant ZAO, including											
Industrial tractors:											
K-702											
K-703											
K-708											
K-3060, -3080 loaders											
Spetsmashin Plant "Baltiets" ZAO, St.Petersburg											

			SHI	PMENT	_	_	PRODU	JCTION	Ratio of	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	shipment to production volume from beginning of the year (%)	,	11.2012
Wheeled bulldozers K707BK											
Universal road machine K702 MBA UDM2											
"Spetsstroymash"OOO,Tikhvin, Leningrad Region, including:											
Industrial wheeled tractors:											
Tractor prime mover K-703-MA-12-04T											
Mobile welding unit AS-81T											
Wheeled bulldozer K702M-MBA-BKUT											
Road machine DM-15T											
Forestry loader K-702M-PLK-6-T											
Single-bucket frontal loader K-702M-PK-6-T											
Universal road machine K-702 MVA-UDMT											
Bulldozer K-701-BKT											
Skidding machine MP-56AT											
Snowplough											
Abakan Experimental Works OAO, including											
Industrial tractors:											
T-147.00.00.000 and modifications (skidders)											
Timber loader LT72B.00.000											
Timber loader PCh1.00.00.000											
Krasnoyarsk Forestry Machinery Plant OAO											
including:											
Industrial tractors:											
Skidder LP-18 K, LP-18 K2											
Choker skidder TT-4M-23K-02, -01											
Choker skidder TT-4M-23K-04											
Chokerless skidder LT-187											
Timber loader LT-188											
Harvester KX-451											
Forvarder WFW 421											
Chopper machine TT-23A											
Dormash ZAO, Oryol Region (bulldozers)											

		Ī	SHI	PMENT			PRODU	Non-ship	ped stock 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	shipment to production volume from beginning of the year (%)	•	11.2012
<u>Lestekhkom Comp. OOO, Republic of Mariy El</u> Agricultural tractor LP-19											
Chelyabisk Road Construction Machinery ZAO, Chelyabinsk Region (Tractor TS-10, <i>Building tractors</i> )											
Uralsky Mashzavod OAO, Chelyabinsk Region Industrial tractors URB-10M.01											
South Uralsk Tractor Plant ZAO, Chelyabinsk Industrial crawler tractors TG-170											
Velikoluksky Forestry Machinery Plant OAO, Pskov Region, forestry fire fighting tractors:											
Including TLP-55.5.00.000											
TC-2,5-40/4, (TLT-100A) VL, TC 3,0-40 VL											
TOTAL BULLDOZERS											
			FIRE-FIGH	TING VEHI	CLES (unit	ts)					
Total,											
Including											
"Muromteplovoz" OAO, Vladimir region											
"ZIL" AMO, Moscow											
"Bereg" ZAO, Moscow Region											
Pavlovo-Posad Fire Hose Factory ZAO, Moscow region											
Manufacturers in Tver Region, total											
of them: "Tekhinkom" OOO											
"Pozhtekhnika" OAO											

			SHI	PMENT			PRODU	JCTION	Ratio of		ped stock
	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	shipment to production volume from beginning of the year (%)	12.2012	11.2012
Velikiye Luki Forestry Machinery Plant OAO, Pskov region											
Tuymazinsky Concrete Vehicle Plant, Republic of Bashkortostan (Fire-fighting truck tankers AC-5,0-40)											
Manufacturer in Ulyanovsk Region											
"Vargashinsky fire-prevention and special equipment Plant", Kurgan Region											
Manufacturers in Sverdlovsk Region, total											
of them: "Amur" ZAO, Novouralsk											
Manufacturers in Chelyabinsk Region, total											
of them:											
"Uralpozhtekhnika" OAO, Miass											
"USPTK-RMZ" OOO, Miass											
"Posevninsky Special Equipment Works" OOO, Novosibirsk Region											

## PRODUCTION OF CONSTRUCTION VEHICLES AND SPECIAL-PURPOSE MACHINERY by other CIS countries' manufacturers

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
Belarus						
MINE	DUMP TRI	JCKS (unit	s)			
Total *)						
	OTOD VEU		0010 (:4)			
CRANES ON M	OTOR VEH	ICLE CHA	SSIS (units)	)	T	
"Minsk Auto Plant" OAO						
Production Shipment						
	LIDDOOF M	A OLUMED				
SPECIAL-P	URPOSE M	IACHINER	Y (units)	1	T	
"Minsk Auto Plant" OAO						
M0bile Hydraulic Lift Timber-carriers, short loggers						
Slag carriages						
Fueller chassis						
Heavy trucks						
Other special-purpose machinery						
BULLDO	ZERS, EXC	AVATORS	(units)			
Delemen						
Belarus Total *)						
List of manufacturers:						
Belarus Auto Plant (BelAZ)						
2. Mogilev Auto Plant named after S.M.Kirov (MoAZ	)					
3. "Amkodor" OAO 4. "Amkodor-Pinsk" ZAO						
of which:						
"BelAZ", Minsk region (bulldozers)						
"Amkodor-Pinsk" ZAO (excavators)						
Ukraine						
"BOREKS" OAO (excavators)						
Azerbaijan						
Gyanja Automobile Plant (excavators)						
OTHER MACHINES FOR SO EQUIPMENT FOR PUBLIC WORKS, CON	IL EXCAVA	TION, TAN NOR SIMI	IPING OR C	OMPACTIONS, SNOWI	ON, PLOUGHS,	(units)
Belarus						
Total *), of them						
"Amkodor-Pinsk" ZAO (road rollers)						
CRANES ON M	OTOR VEH	ICLE CHA	SSIS (units)	)		
Ukraine						
<u>"Krayan" OAO, Odessa</u>						
SELF-PROPELLED SII	NGLE-BUCI	KET FRON	T LOADERS	S (units)		
Belarus						
Total *), of them:						
"BelAZ", Minsk region						
CONSTR	RUCTION LO	DADERS (ı	units)		•	
Belarus						
Udarnik-Amkodor Plant, Minsk						

Manufacturing company, model	12.2012	12.2011	12.2012/ 12.2011, (%)	01-12. 2012	01-12. 2011	01-12.2012/ 01-12.2011, (%)
ASPHALT MIXER (units)						
Belarus						
"Kredmash" OAO, Kremenchug						

Note: \*) Belarus National Statistics Committee

# 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.

### Production and sales of trailers, road construction machinery and other specialpurpose vehicles by Russia and other CIS manufacturers in 2010/2011

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### **ABOUT THE COMPANY**

Avtoselkhozmash 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 infoanalytic 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.

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