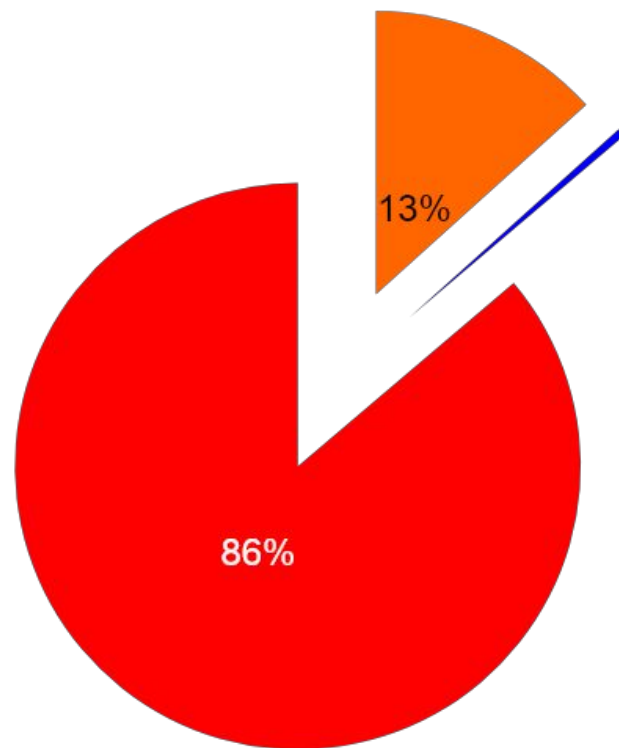


# Foreign cars market trends



Engine Type	Diesel	Hybrid	Petrol	Total
Cabrio	7		89	96
Coupe	1		127	128
Hatchback	28	6	686	720
MPV	2		37	39
Pickup	26		3	29
Sedan	47		542	589
SUV	163	5	279	447
Wagon	36		240	276
<b>Total</b>	<b>310</b>	<b>11</b>	<b>2003</b>	<b>2324</b>

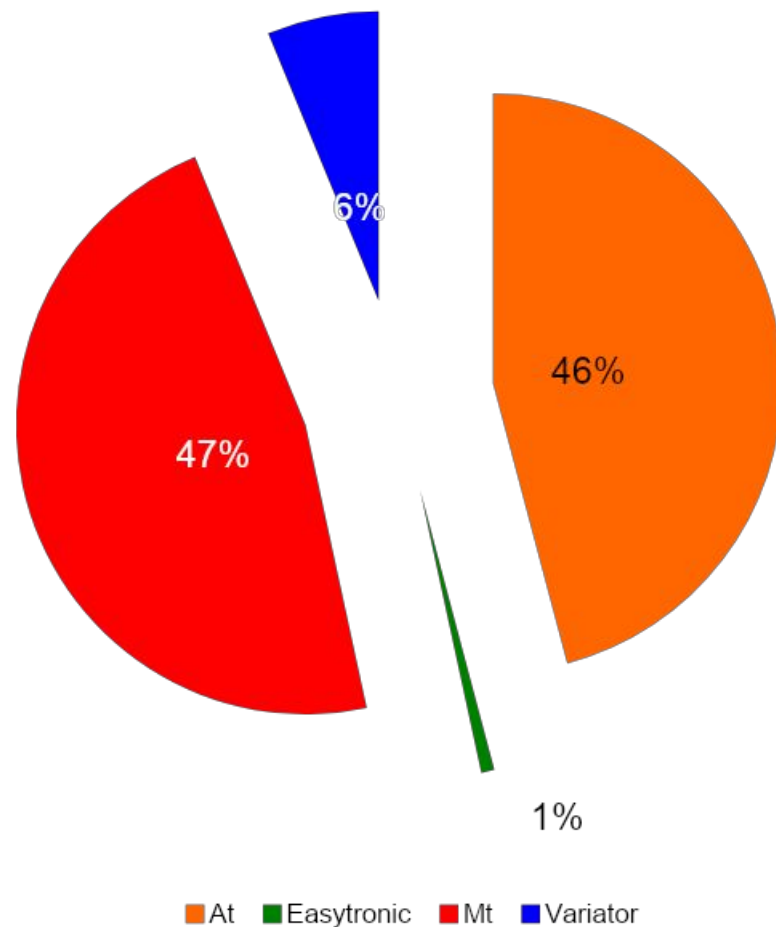


Source: Russian Automotive Market Research.

■ Diesel ■ Hybrid ■ Petrol

## Type of gearbox, number of modifications

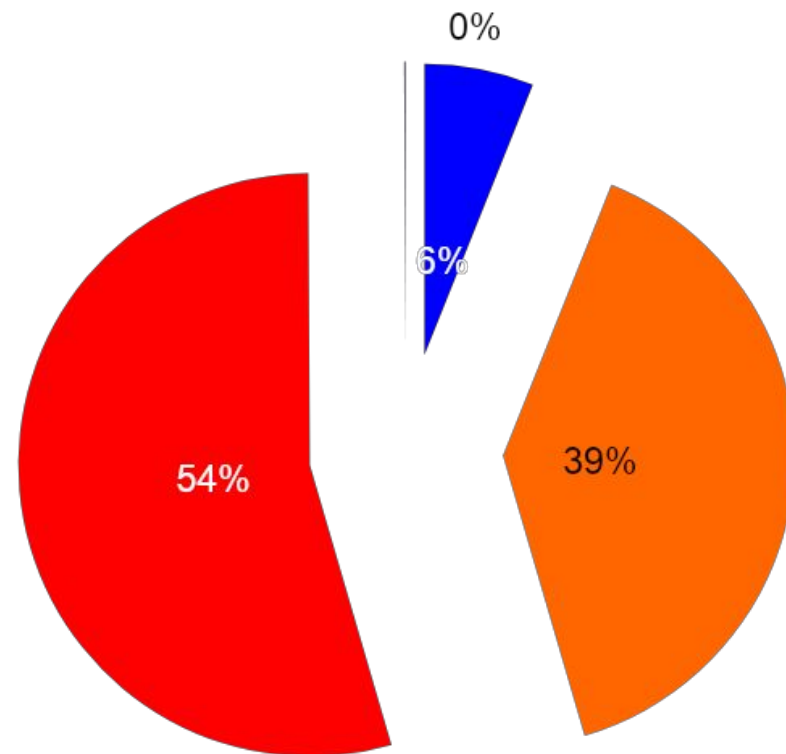
Type of gearbox	At	Easytronic	Mt	Variator	Total
Cabrio	53		38	5	96
Coupe	58		64	6	128
Hatchback	251	11	423	35	720
MPV	13	2	24		39
Pickup	9		20		29
Sedan	289	2	261	37	589
SUV	298		114	35	447
Wagon	95	2	152	27	276
<b>Total</b>	<b>1066</b>	<b>17</b>	<b>1096</b>	<b>145</b>	<b>2324</b>



Source: Russian Automotive Market Research.

# Emission standards, number of modifications

Emission standards	Euro 3	Euro 4	Euro 5	Euro 6	Total
Cabrio		21	75		96
Coupe	1	27	100		128
Hatchback	27	315	378		720
MPV	3	19	17		39
Pickup	4	24	1		29
Sedan	53	239	297		589
SUV	32	182	231	2	447
Wagon	21	89	166		276
<b>Total</b>	<b>141</b>	<b>916</b>	<b>1265</b>	<b>2</b>	<b>2324</b>



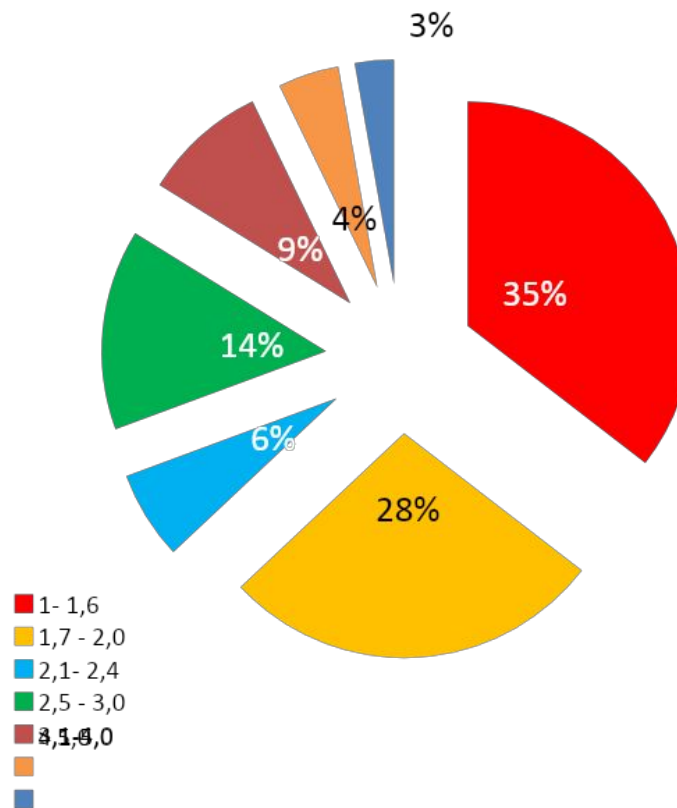
Source: Russian Automotive Market Research.

■ Euro 3 ■ Euro 4 ■ Euro 5 ■ Euro 6

# V of engine, number of modifications

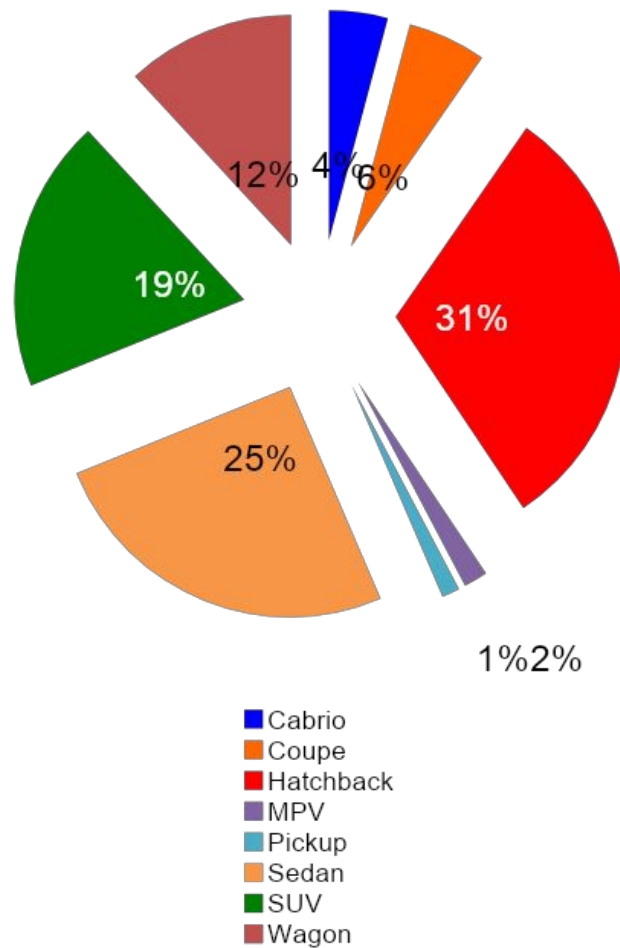
V of engine ,L	Cabrio	Coupe	Hatchback	MPV	Pickup	Sedan	SUV	Wagon
1- 1,6	5	6	496	23	2	192	17	83
1,7 - 2,0	20	41	171	8		156	124	120
2,1- 2,4	5	3	3	2	4	41	71	19
2,5 - 3,0	17	13	31	2	23	100	111	39
3,1-4,0	32	47	10	1		46	60	13
4,1-5,0	7	10	7	3		39	35	1
> 5,0	10	8	2			15	29	1
<b>Total</b>	<b>96</b>	<b>128</b>	<b>720</b>	<b>39</b>	<b>29</b>	<b>589</b>	<b>447</b>	<b>276</b>

Source: Russian Automotive Market Research.



# Body type, number of modifications

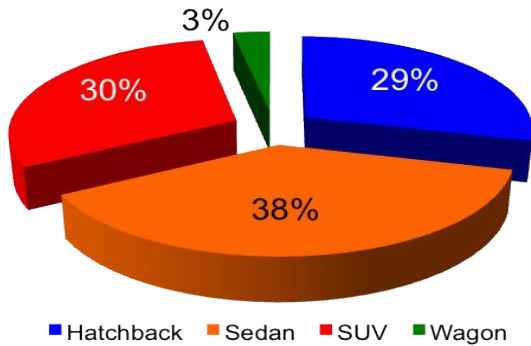
Body type	Number
Cabrio	96
Coupe	128
Hatchback	720
MPV	39
Pickup	29
Sedan	589
SUV	447
Wagon	276
<b>Total</b>	<b>2324</b>



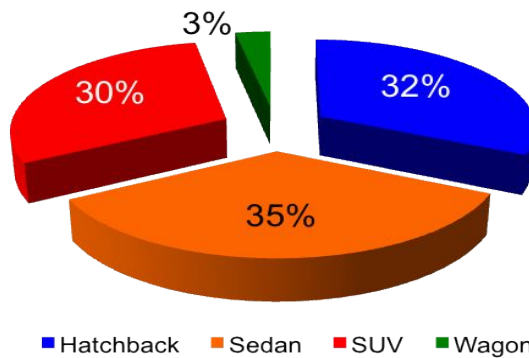
Source: Russian Automotive Market Research.

# Market Share

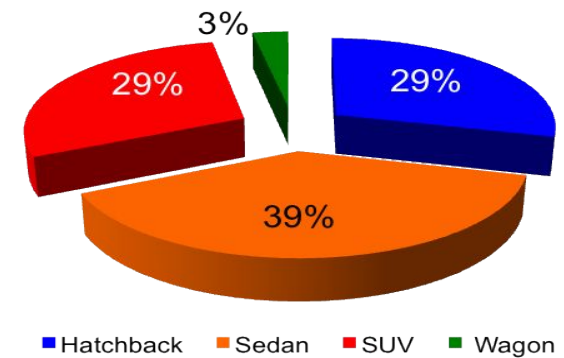
Market Share, 1H, 2010, unit



Market Share, 2H, 2010, unit

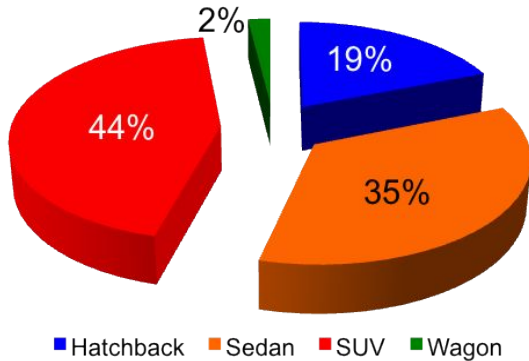


Market Share, 1H, 2011, unit

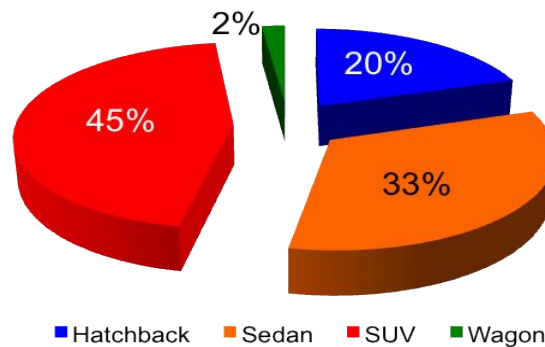


Source: AEB, Russian Automotive Market Research

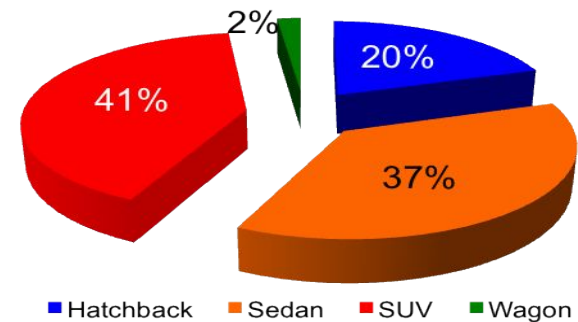
Market Share, 1H, 2010, rub



Market Share, 2H, 2010, rub



Market Share, 1H, 2011, rub



Source: Russian Automotive Market Research.



## New registrations, in 2010, by brands

New Fleet Registrations, in 2010, by brand

Number, unit	Share,%	2010
20075	14,81%	FORD
12337	9,10%	RENAULT
11907	8,78%	TOYOTA
10988	8,10%	CHEVROLET
8945	6,60%	VOLKSWAGEN
7183	5,30%	NISSAN
5665	4,18%	HYUNDAI
5324	3,93%	SKODA
5083	3,75%	FIAT
4274	3,15%	MERCEDES-BENZ
43814	32,31%	Other brands
<b>135595</b>	<b>100,00%</b>	<b>Total</b>

New Individuals Registrations, in 2010, by brand

2010	Number, unit	Share,%
KIA	108792	10,21%
CHEVROLET	107143	10,06%
RENAULT	79945	7,50%
HYUNDAI	70660	6,63%
NISSAN	68492	6,43%
TOYOTA	68294	6,41%
DAEWOO	66905	6,28%
FORD	62729	5,89%
VOLKSWAGEN	52820	4,96%
SKODA	39173	3,68%
Other brands	340450	31,96%
<b>Total</b>	<b>1065403</b>	<b>100,00%</b>

Source: GIBDD, analysis of Russian Automotive Market Research.



# New registrations, in 2010, by models

New Fleet Registrations, in 2010, by models		
Number, unit	Share,%	2010
14495	10,69%	FORD FOCUS
9407	6,94%	RENAULT LOGAN
5550	4,09%	CHEVROLET NIVA
4767	3,52%	TOYOTA CAMRY
4081	3,01%	TOYOTA LAND CRUISER
2910	2,15%	FORD MONDEO
2675	1,97%	SKODA OCTAVIA
2311	1,70%	CHEVROLET LACETTI
2096	1,55%	DAEWOO NEXIA
1997	1,47%	NISSAN TEANA
85306	62,91%	Other models
<b>135595</b>	<b>100,00%</b>	<b>Total</b>

New Individuals Registrations, in 2010, by models		
2010	Number, unit	Share,%
RENAULT LOGAN	53604	5,03%
FORD FOCUS	48276	4,53%
DAEWOO NEXIA	39007	3,66%
KIA RIO	30058	2,82%
CHEVO LET NIVA	28938	2,72%
CHEVROLET LACETTI	28376	2,66%
KIA CEED	28014	2,63%
DAEWOO MATIZ	27845	2,61%
OPEL ASTR A	27812	2,61%
SKODA OCTAVIA	22379	2,10%
Other models	731094	68,62%
<b>Total</b>	<b>1065403</b>	<b>100,00%</b>

Source: GIBDD, analysis of Russian Automotive Market Research.

## New registrations, in 2011, by brands

New Fleet Registrations, in 2011, 1H, by brand		
Number, unit	Share,%	2011, 1H
12137	14,64%	FORD
7466	9,00%	TOYOTA
6887	8,31%	RENAULT
6464	7,80%	CHEVROLET
6246	7,53%	VOLKSWAGEN
4561	5,50%	NISSAN
3484	4,20%	HYUNDAI
3440	4,15%	SKODA
3371	4,07%	MERCEDES-BENZ
3019	3,64%	FIAT
25840	31,16%	Other brands
<b>82915</b>	<b>100,00%</b>	<b>Total</b>

New Individuals Registrations, in 2011, 1H, by brand		
2011, 1H	Number, unit	Share,%
CHEVROLET	74741	9,73%
KIA	66408	8,65%
HYUNDAI	65347	8,51%
RENAULT	64773	8,43%
NISSAN	53592	6,98%
TOYOTA	51781	6,74%
VOLKSWAGEN	45054	5,87%
FORD	40838	5,32%
DAEWOO	37627	4,90%
MITSUBISHI	31726	4,13%
Other brands	236090	30,74%
<b>Total</b>	<b>767977</b>	<b>100,00%</b>

Source: GIBDD, analysis of Russian Automotive Market Research.

## New registrations, in 2011, by models

New Fleet Registrations, in 2011, 1H, by models		
Number, unit	Share,%	2011, 1H
8800	10,61%	FORD FOCUS
5179	6,25%	RENAULT LOGAN
2912	3,51%	CHEVROLET NIVA
2767	3,34%	TOYOTA CAMRY
2407	2,90%	TOYOTA LAND CRUISER
1817	2,19%	SKODA OCTAVIA
1626	1,96%	FORD MONDEO
1447	1,75%	CHEVROLET LACETTI
1328	1,60%	NISSAN TEANA
1271	1,53%	VW POLO
53361	64,36%	Other models
<b>82915</b>	<b>100,00%</b>	<b>Total</b>

New Individuals Registrations, in 2011, 1H, by models		
2011, 1H	Number, unit	Share,%
RENAULT LOGAN	53067	6,91%
HYUNDAI SOLARIS	32697	4,26%
FORD FOCUS	30643	3,99%
KIA RIO	21723	2,83%
DAEWOO NEXIA	21680	2,82%
OPEL ASTRA	20839	2,71%
CHEVROLET NIVA	20256	2,64%
VW POLO	18500	2,41%
CHEVROLET LACETTI	18274	2,38%
CHEVROLET AVEO	16884	2,20%
Other models	513414	66,85%
<b>Total</b>	<b>767977</b>	<b>100,00%</b>

Source: GIBDD, analysis of Russian Automotive Market Research.

# New car registrations, Hatchback, by brand and body type

New car registrations, Hatchback, 2010, by brand and body type	
Share in segment, %	
13,89%	KIA
12,14%	CHEVROLET
11,44%	HYUNDAI
9,41%	DAEWOO
7,62%	RENAULT
7,31%	PEUGEOT
5,75%	VOLKSWAGEN
5,67%	FORD
4,51%	NISSAN
4,19%	SKODA
18,06%	Other brands
100,00%	Total

New car registrations, Hatchback, 2011, 1H, by brand and body type	
	Share in segment, %
VOLKSWAGEN	13,89%
KIA	13,10%
CHEVROLET	11,02%
DAEWOO	8,18%
NISSAN	7,34%
FORD	7,18%
PEUGEOT	6,05%
OPEL	5,34%
HYUNDAI	5,31%
SKODA	4,79%
Other brands	17,79%
Total	100,00%

# New car registrations, SUV, by brand and body type

New car registrations, SUV, 2010, by brand and body type

Share in segment, %	
13,27%	TOYOTA
13,12%	CHEVROLET
9,64%	KIA
7,25%	NISSAN
7,25%	MITSUBISHI
6,33%	VOLKSWAGEN
5,31%	SSANG YONG
4,85%	HYUNDAI
4,21%	SUZUKI
3,37%	LAND ROVER
25,40%	Other brands
100,00%	Total

New car registrations, SUV, 2011, 1H, by brand and body type

	Share in segment, %
TOYOTA	14,36%
MITSUBISHI	12,29%
CHEVROLET	11,93%
NISSAN	6,79%
KIA	6,58%
HYUNDAI	5,58%
VOLKSWAGEN	5,54%
SUZUKI	4,00%
LEXUS	3,03%
SSANG YONG	2,77%
Other brands	27,13%
Total	100,00%

Source: GIBDD, analysis of Russian Automotive Market Research.

## New car registrations, Sedan, by brand and body type

New car registrations, Sedan, 2010, by brand and body type	
Share in segment, %	
13,97%	RENAULT
12,51%	FORD
8,87%	CHEVROLET
8,58%	DAEWOO
8,37%	KIA
7,50%	TOYOTA
5,67%	SKODA
4,46%	HYUNDAI
4,41%	OPEL
3,93%	VOLKSWAGEN
21,74%	Other brands
100,00%	Total

New car registrations, Sedan, 2011, 1H, by brand and body type	
	Share in segment, %
RENAULT	18,05%
HYUNDAI	12,33%
FORD	9,55%
CHEVROLET	9,38%
KIA	7,52%
TOYOTA	7,18%
DAEWOO	6,30%
SKODA	5,23%
OPEL	4,05%
NISSAN	3,49%
Other brands	16,93%
Total	100,00%

## New car registrations, Wagon, by brand and body type

New car registrations, Wagon, 2010, by brand and body type	
Share in segment, %	
38,92%	NISSAN
15,31%	PEUGEOT
9,04%	CITROEN
6,61%	OPEL
5,84%	VOLKSWAGEN
5,66%	SUBARU
4,52%	HYUNDAI
2,65%	FIAT
2,15%	KIA
1,86%	FORD
7,43%	Other brands
100,00%	Total

New car registrations, Wagon, 2011, 1H, by brand and body type	
	Share in segment, %
NISSAN	39,74%
PEUGEOT	13,09%
CITROEN	9,15%
SUBARU	7,60%
VOLKSWAGEN	6,89%
OPEL	6,50%
FIAT	2,79%
FORD	2,30%
RENAULT	2,19%
KIA	1,81%
Other brands	7,94%
Total	100,00%

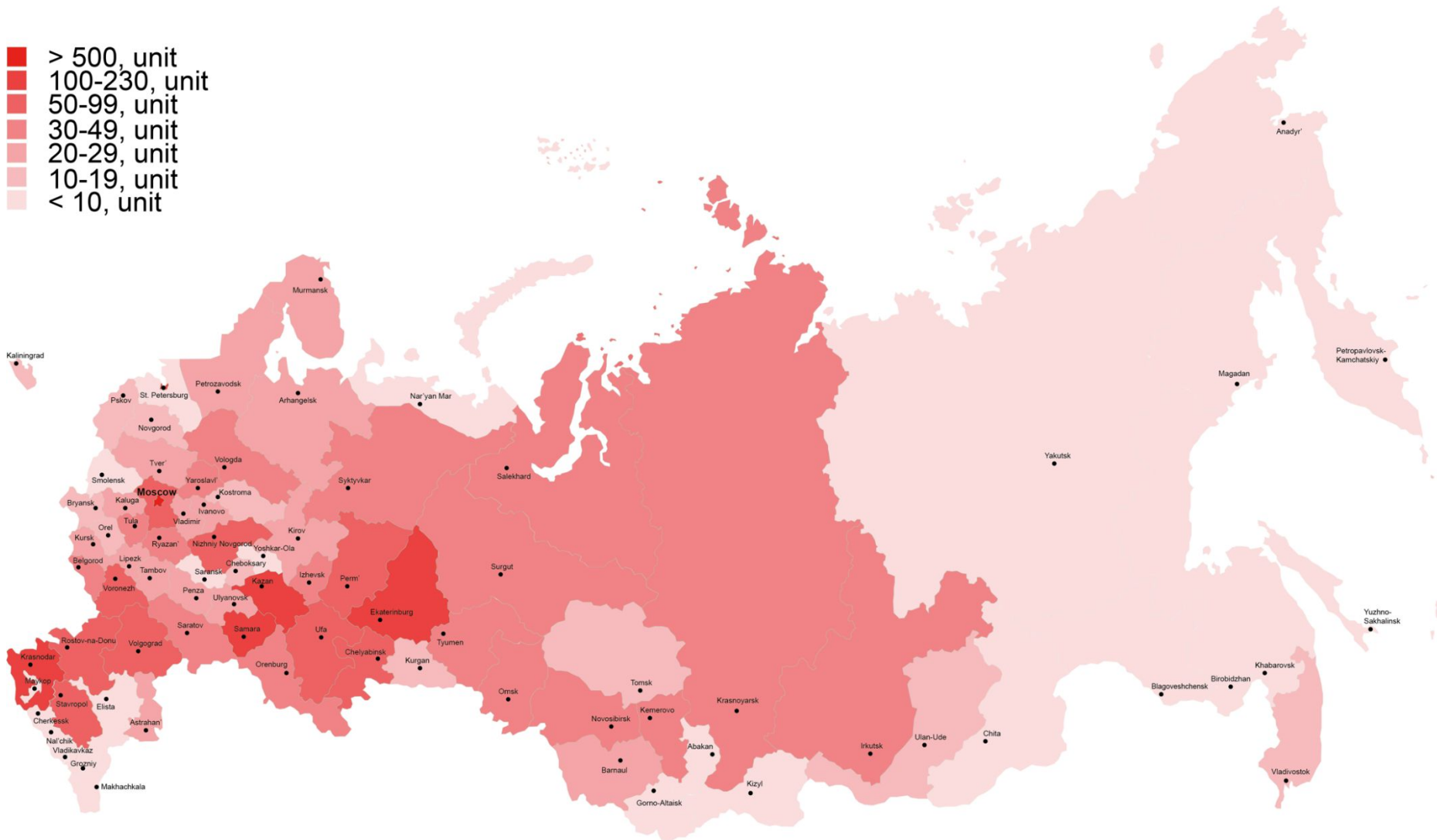


# New car registrations in 2010-2011, by brand and body type

2010	Body type	Share in segment, %
CHEVROLET	Hatchback	31,68%
	SUV	32,27%
	Sedan	36,05%
KIA	Hatchback	38,16%
	SUV	24,98%
	Sedan	35,82%
	Wagon	1,03%
RENAULT	Hatchback	25,58%
	SUV	0,95%
	Sedan	73,04%
	Wagon	0,44%
FORD	Hatchback	21,87%
	SUV	1,63%
	Sedan	75,24%
	Wagon	1,26%
TOYOTA	Hatchback	4,76%
	SUV	49,11%
	Sedan	45,86%
	Wagon	0,27%
Source: GIBDD, analysis of Russian Automotive Market Research.		

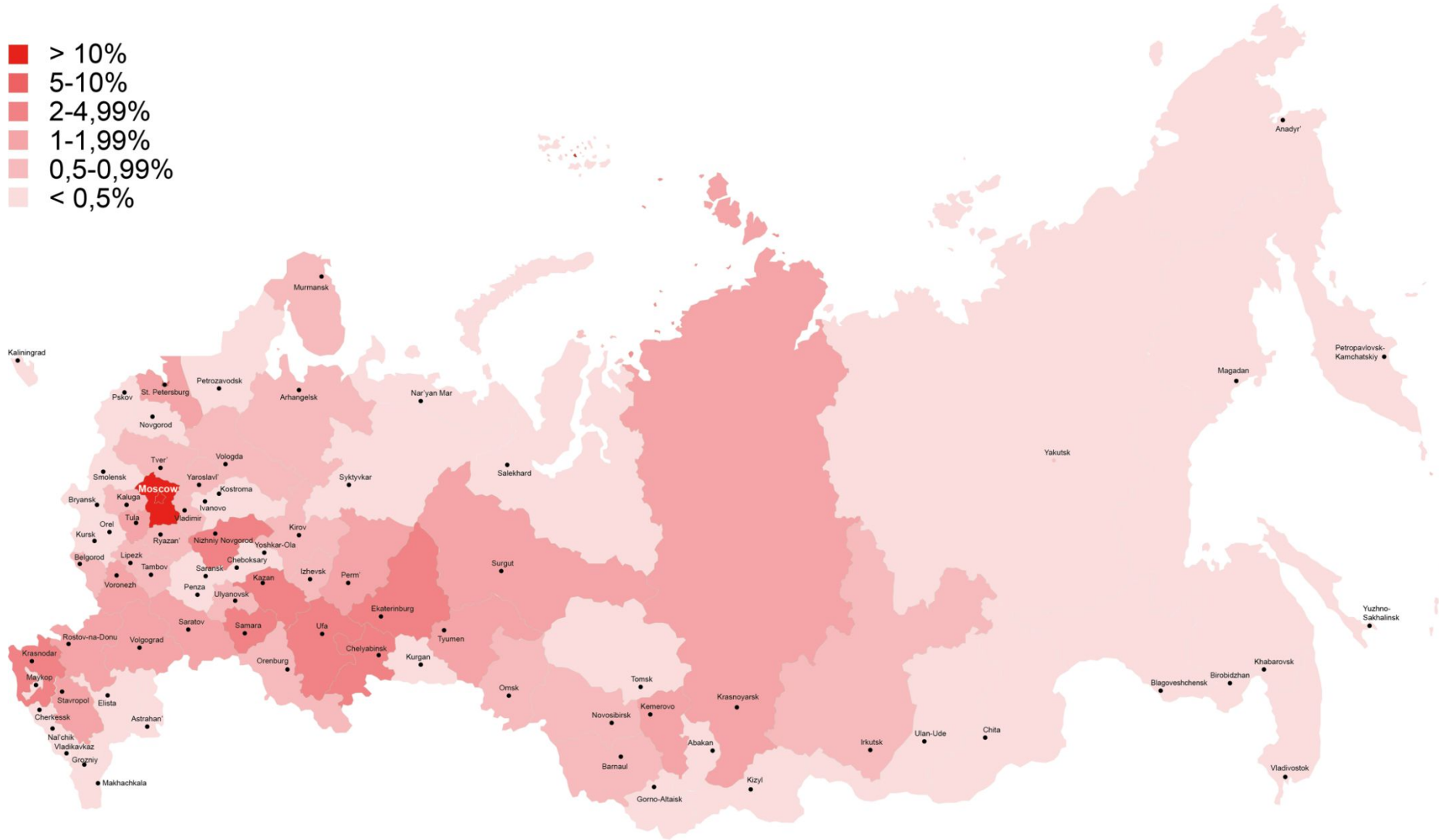
Share in segment, %	Body type	2011
27,34%	Hatchback	CHEVROLET
30,96%	SUV	
41,69%	Sedan	
38,76%	Hatchback	KIA
20,37%	SUV	
39,83%	Sedan	
1,04%	Wagon	
6,15%	Hatchback	RENAULT
1,34%	SUV	
91,31%	Sedan	
1,20%	Wagon	
28,37%	Hatchback	FORD
2,34%	SUV	
67,52%	Sedan	
1,76%	Wagon	
3,25%	Hatchback	TOYOTA
51,98%	SUV	
44,50%	Sedan	
0,26%	Wagon	
25,88%	Hatchback	16

# Dealers density , 01.07.2011

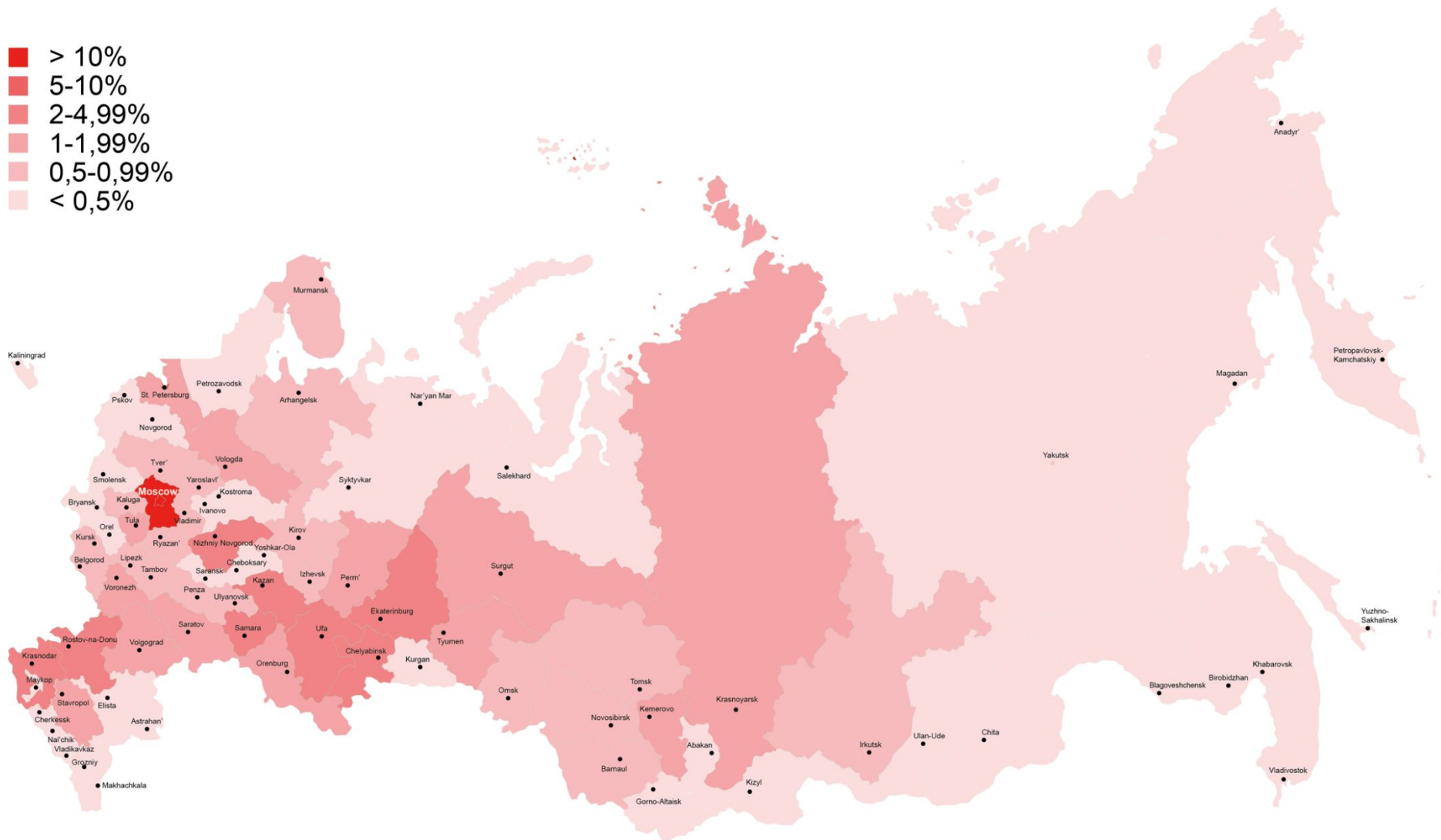


Source: Russian Automotive Market Research.

# New foreign car registrations in 2010



# New foreign car registrations in 2011, 1H



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