

## NEW BUS<sup>1</sup> MARKET IN JULY 2013

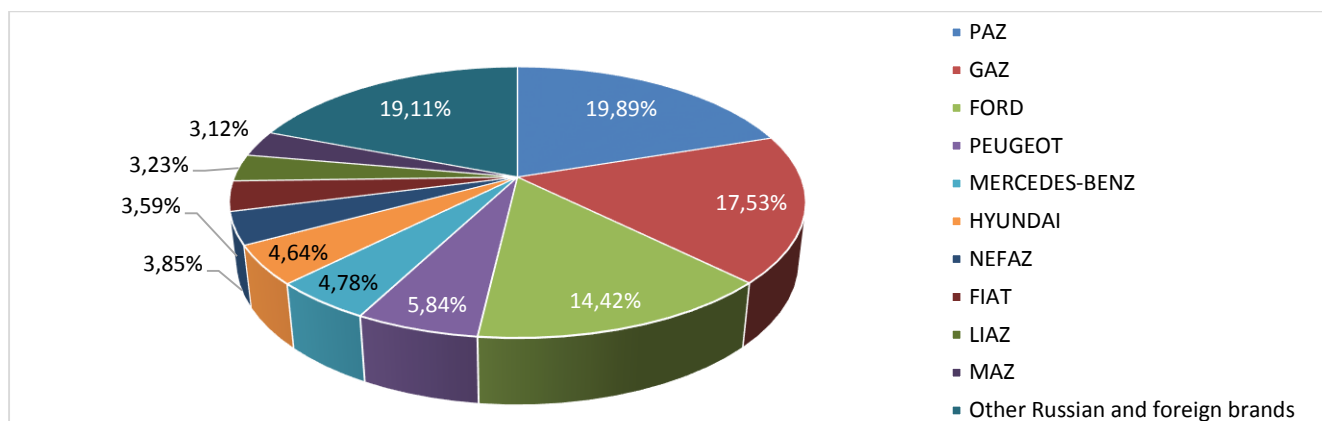
Over the first seven months of 2013 the new bus market slightly exceeded 19 thousand vehicles, the market in July resulted in 3.1 new buses. In July the new bus market showed the 3.29% growth on the same period last year, over the first seven months together, however, the new bus market showed a decline on the same period last year: -12.57%. Unlike the first two market leaders – the Russian brands PAZ and GAZ, Ford increased its share which strengthened its position in the TOP-3.

### New bus market in July 2013, by brand

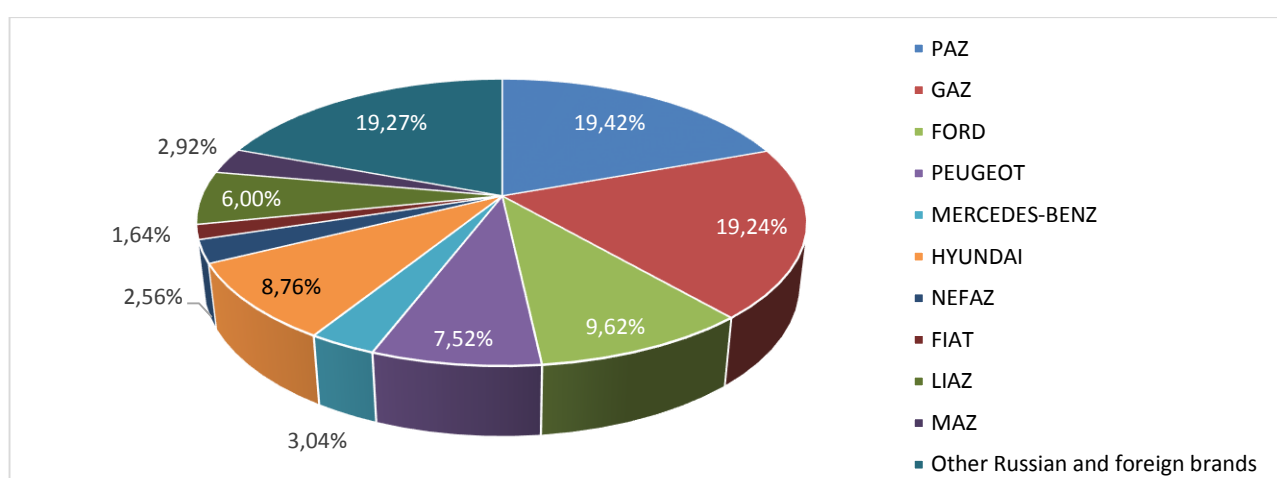
RUSSIAN AUTOMOTIVE MARKET RESEARCH +7 831 464 02 98	July 2012		July 2013		Growth/ loss	January-July 2012		January-July 2013		Growth/ loss	Estimates for 31.12.2013	Estimated growth/loss on 2012
	Quantity	Share, %	Quantity	Share, %		Quantity	Share, %	Quantity	Share, %			
PAZ	645	21,25%	575	18,34%	-10,85%	4227	19,42%	3785	19,89%	-10,46%	6489	-24,09%
GAZ	607	19,99%	491	15,66%	-19,11%	4188	19,24%	3337	17,53%	-20,32%	5721	-24,84%
FORD	301	9,91%	419	12,15%	39,20%	2095	9,62%	2782	14,42%	32,79%	4769	7,17%
PEUGEOT	242	7,97%	142	4,53%	-41,32%	1638	7,52%	1111	5,84%	-32,17%	1905	-25,28%
MERCEDES-BENZ	123	4,05%	149	4,75%	21,14%	662	3,04%	910	4,78%	37,46%	1560	19,72%
HYUNDAI	282	9,29%	156	4,97%	-44,68%	1908	8,76%	883	4,64%	-53,72%	1514	-46,53%
NEFAZ	80	2,64%	99	3,16%	23,75%	557	2,56%	732	3,85%	31,42%	1255	14,49%
FIAT	131	4,31%	107	3,41%	-18,32%	358	1,64%	684	3,59%	91,06%	1173	-5,59%
LIAZ	16	0,53%	254	8,10%	1487,50	1306	6,00%	615	3,23%	-52,91%	1054	-53,54%
MAZ	80	2,64%	92	2,93%	15,00%	636	2,92%	594	3,12%	-6,60%	1018	-9,65%
IVECO	68	2,24%	92	2,93%	35,29%	385	1,77%	480	2,52%	24,68%	823	-6,49%
VOLKSWAGEN	38	1,25%	60	1,91%	57,89%	408	1,87%	430	2,26%	5,39%	737	3,10%
CITROEN	76	2,50%	127	4,05%	67,11%	530	2,43%	414	2,18%	-21,89%	710	-10,73%
BOGDAN	49	1,61%	49	1,56%	0,00%	330	1,52%	341	1,79%	3,33%	585	-11,70%
UAZ	36	1,19%	32	1,02%	-11,11%	352	1,62%	286	1,50%	-18,75%	490	-19,23%
GOLAZ	2	0,07%	97	3,09%	4750,00	23	0,11%	259	1,36%	1026,09	444	1544,44
KAVZ	29	0,96%	38	1,21%	31,03%	209	0,96%	226	1,19%	8,13%	387	-0,66%
TOYOTA	41	1,35%	44	1,40%	7,32%	404	1,86%	209	1,10%	-48,27%	358	-47,54%
URAL	50	1,65%	9	0,29%	-82,00%	302	1,39%	203	1,07%	-32,78%	348	-18,31%
VOLGABUS	6	0,20%	13	0,41%	116,67	183	0,62%	165	0,72%	0,74%	283	17,86%
HIGER	41	1,35%	13	0,41%	-68,29%	181	0,83%	132	0,69%	-27,07%	226	-36,97%
KAMAZ	16	0,53%	11	0,35%	-31,25%	174	0,80%	98	0,51%	-43,68%	168	-43,62%
KING LONG	6	0,20%	20	0,64%	233,33	31	0,14%	73	0,38%	135,48	125	60,44%
DAEWOO	15	0,49%	14	0,45%	-6,67%	104	0,48%	70	0,37%	-32,69%	120	-31,03%
YUTONG	8	0,26%	5	0,16%	-37,50%	68	0,31%	40	0,21%	-41,18%	69	-49,95%
MAN	23	0,76%	4	0,13%	-82,61%	90	0,41%	29	0,15%	-67,78%	50	-68,93%
SCANIA	3	0,10%	8	0,26%	166,67	24	0,11%	25	0,13%	4,17%	43	9,89%
ZHONG TONG	3	0,10%	3	0,10%	0,00%	21	0,10%	24	0,13%	14,29%	41	52,38%
NEOPLAN	1	0,03%	1	0,03%	0,00%	1	0,00%	2	0,01%	100,00	3	-14,29%
Other Russian and foreign brands	18	0,59%	12	0,38%	-33,33%	374	1,93%	94	0,64%	-71,02%	161	-69,48%
<b>TOTAL</b>	<b>3036</b>	<b>100,00%</b>	<b>3136</b>	<b>100,00%</b>	<b>3,29%</b>	<b>21769</b>	<b>100,00%</b>	<b>19033</b>	<b>100,00%</b>	<b>-12,57%</b>	<b>32628</b>	<b>-18,95%</b>

<sup>1</sup> Extra small, small, medium, large, extra large and special purpose buses.

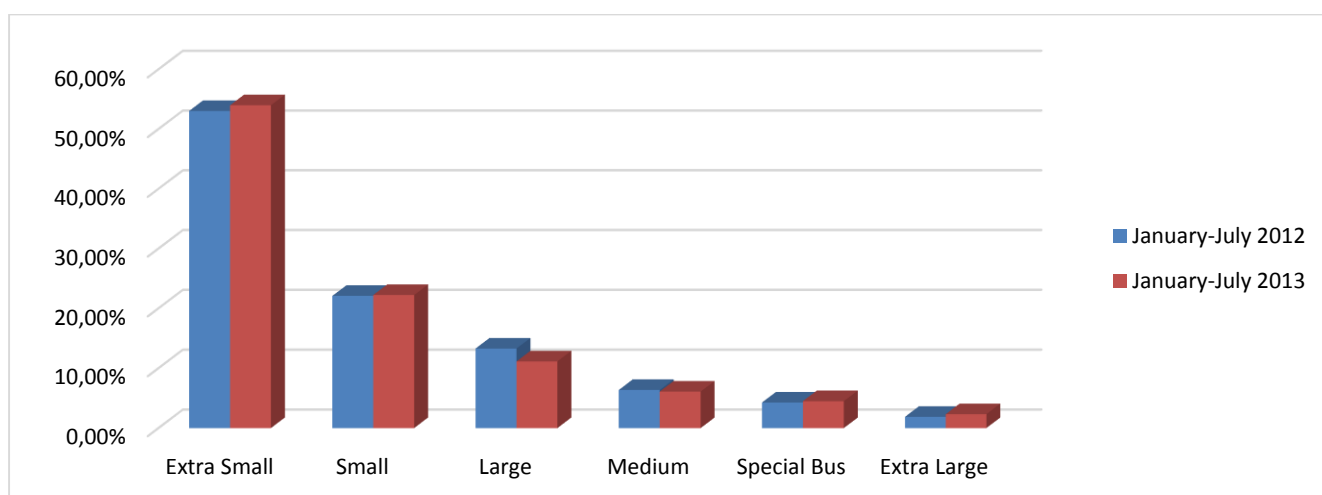
### Shares of TOP-10 brands on the new bus market, January-July 2013



### Shares of TOP-10 brands on the new bus market, January-July 2012



### New bus market in January-July 2012, 2013, by class



The analysis is performed in the special marketing software for the automotive market Data Vehicles, v.4.1