



**Intesco
Research
Group**

WORLD MARKET OF FREIGHT TRANSPORT AND RUSSIAN MARKET OF FREIGHT TRANSPORT



MOSCOW 2012

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RESEARCH METHODOLOGY

Subject of research:

MARKET OF FREIGHT TRANSPORT

Goal of research:

EVALUATION OF THE RUSSIAN MARKET AND FORECAST OF ITS DEVELOPMENT FOR 2012-2015

Regions of research:

RUSSIA

Main blocks of research:

VOLUME OF THE RUSSIAN FREIGHT TRANSPORT MARKET

FREIGHT TRANSPORT PRODUCTION IN RUSSIA

BUSES PRODUCTION

TRUCKS PRODUCTION

MOTOR VEHICLES IMPORT

MOTOR VEHICLES EXPORT

FREIGHT TRANSPORT IMPORT

FREIGHT TRANSPORT EXPORT

PRICES FOR MOTOR VEHICLES

TRENDS OF THE MARKET

STATE REGULATIONS

PROFILES OF THE LARGEST MOTOR VEHICLES PRODUCERS

PROFILES OF THE LARGEST FREIGHT TRANSPORT PRODUCERS

FORECAST OF MOTOR VEHICLES MARKET DEVELOPMENT FOR 2012-2015

The market is segmented by:

THE SEGMENTS OF MOTOR VEHICLES

THE SEGMENTS OF FREIGHT TRANSPORT

THE LARGEST PRODUCERS

THE LARGEST IMPORTERS

THE LARGEST EXPORTERS

PRICES IN SEGMENTS OF MOTOR VEHICLES

THE BRANDS OF THE PARK OF MOTOR VEHICLES

BY FEDERAL DISTRICTS OF RF

BY REGIONS OF RF

BY YEARS

The largest producers of freight transport, researched:

«GAZ» JSC

«KAMAZ» JSC

«UAZ» JSC

«AZ» URAL» JSC

«TAGAZ» JSC

Information sources used:

Federal State Statistics Service

Ministry of Economic development of RF

Ministry of Transport of RF

Federal Customs Service

Federal Tax Service

Field expert evaluations

Reports on retailing

Materials of the field's main players

Data of professional associations

Field print and electronic publications

The research contains 96 schedules, 96 diagrams and 102 tables.

EXTRACTS FROM RESEARCH

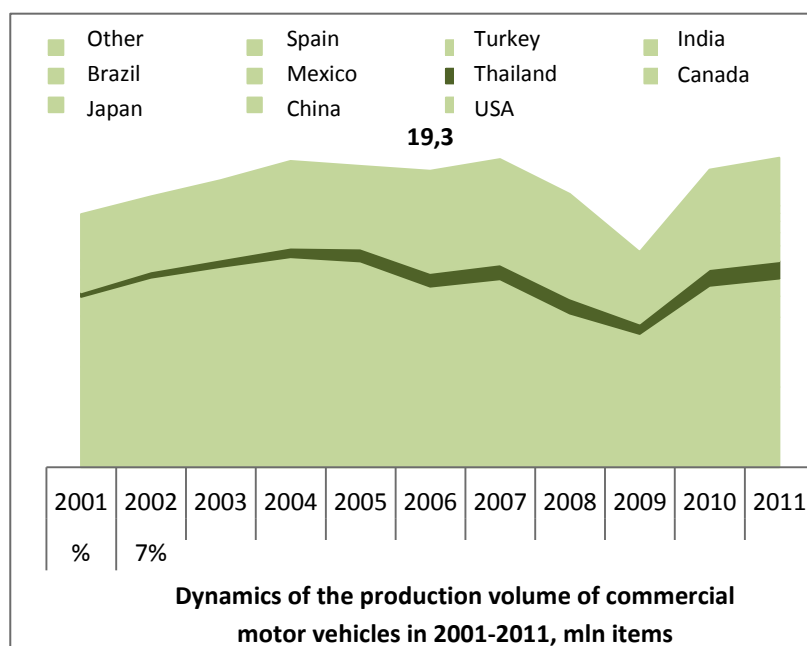
CHAPTER 3

WORLD MARKET

3.2. Market of commercial carriers

In the world practice commercial transport includes freight motor vehicles (large, with or without trailers), buses and cars used in commercial activity (including cargo vans). In fact, world practice divides motor vehicles into light and commercial and the last one are divided into freight motor vehicles, buses and other.

Prior to 2007 inclusive, production volume of commercial motor vehicles in the world slightly increased. Until 2004 this increase was constant, as a result production volume amounted to almost 20 mln items. In 2005-2006 growth of world economy slightly decreased, there was noticed a slight decrease in some parts of the industry, that affected the commercial motor vehicles production. In 2007 the world economy overheating began, which led to financial crisis and production volume of commercial motor vehicles exceeded 20 mln items.



The drop in production in 2008-2009 was significant – the decrease amounted to 6 mln items (30% of the parameter of 2007). But in 2010 the demand recovery led to production recovery to the level above 19 mln items, and in 2011 – it was at the same level.

Different countries have responded differently to the market changes in 2006-2011. The largest growth was shown by China, production volume of which increased by 2,6 mln of motor vehicles and led to a significant displacement of the USA (-1,7 mln items). production growth was also significant in Brazil, Thailand, India and Iran. However, production volume of traditional countries producing motor vehicles decreased significantly: Japan, Spain, France, Germany and Italy. These changes were caused primarily by production facilities transfer from Europe to the territory of developing countries.

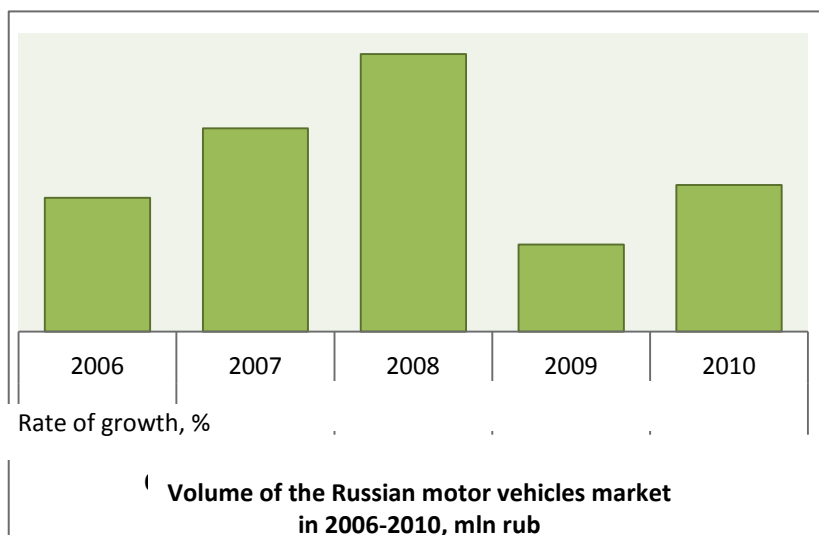
Table 3. Production volume of commercial motor vehicles in physical terms by the main countries of the world, in 2006-2011, items

	2006	2007	2008	2009	2010	2011E
Total	19 304 397					
USA			4 916 900			
China	1 955 576					
Japan			1 647 501			
Canada		1 236 657				
Thailand						
Mexico						
Brazil	519 005					
India						
Turkey				358 674		
Spain						
South Korea						
Germany					353 576	
France						317 460
Italy				182 139		
Iran				223 572		
Other						

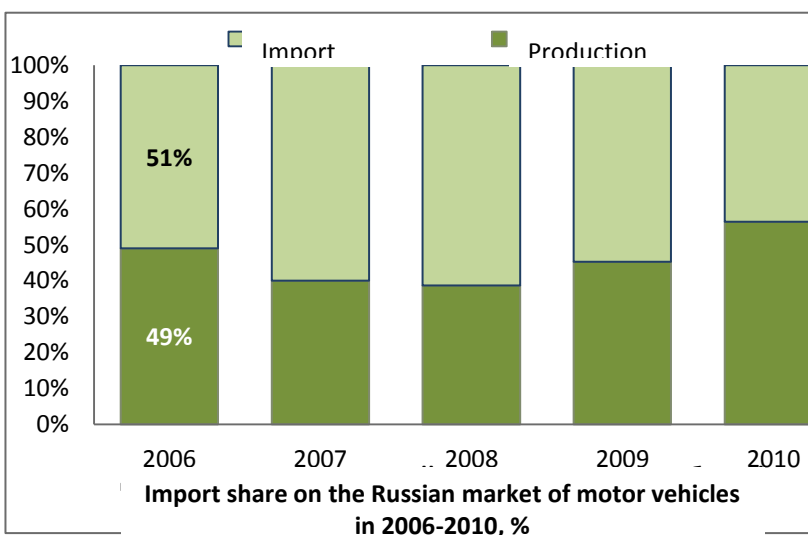
CHAPTER 4

VOLUME OF RUSSIAN MARKET
OF MOTOR VEHICLES

In 2008 the volume of Russian motor vehicles market reached its peak in *** billion rubles. The economic crisis of 2008-2009 led to the decrease of the volume by more than one billion rubles – *** mln rubles. Growth in 2010 was also significant – the market increased ***, and amounted to *** million rubles.



In 2009 Russian products had the minimum share on the Russian market – only ***%. But



as a result of the crisis and lowered demand for more expensive foreign cars its share increased and in 2010 it amounted to 56% of the market volume.

Market volume of freight transport

Market structure

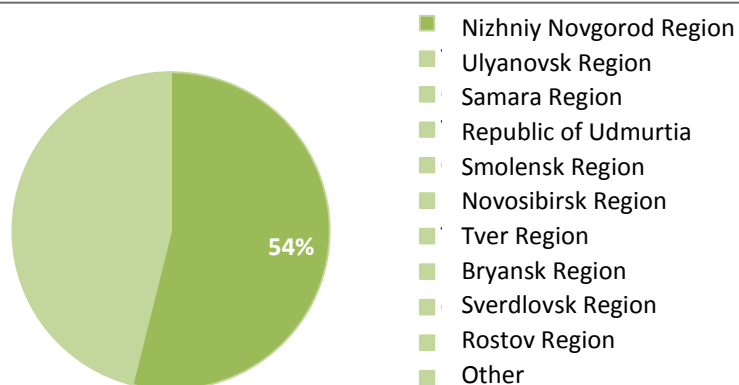
During all the surveyed period the share of domestic production was decisive in the market structure, import and export had extremely small market shares. In the crisis 2009 production decrease amounted to ***% of the total decrease of the market volume.



CHAPTER 5

**PRODUCTION OF FREIGHT
TRANSPORT IN RUSSIA**

Over 99,9% of Russian production in 2011 was concentrated in Volga FD. 54% of products were produced in Nizhniy Novgorod Region, ***% - in Ulyanovsk and ***% - in Samara Regions. ***% was produced in Republic of Udmurtia. The remaining regions had insignificant shares in the production volume.



**Production structure of freight transport with ICE with
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CHAPTER 9

TRENDS OF THE MARKET

9.1. Trends of motor vehicles market

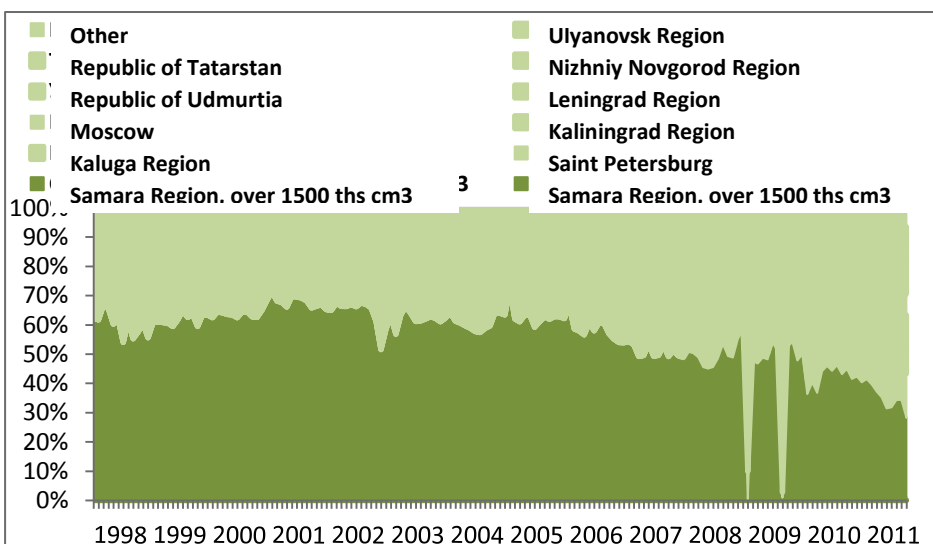
Change of structure of Russian producers

During the last decade the situation of AvtoVAZ on the market was gradually deteriorating. In 1998-2000 this plant had over two thirds of the Russian production. Subsequently this share gradually decreased giving way to production of other regions of Russia. The first brief recession occurred in November 2002, when AvtoVAZ had only ***% of motor vehicles produced in Russia. Then its share has leveled off quickly and its gradual decrease began. In March 2007 AvtoVAZ produced less than *** of all Russian products for the surveyed period. In first 9 months of 2011...

...

The similar dynamics, which was not so dramatic and given coverage in mass media, followed the share of *** – if in 1998 its share in Russian production was much more ***, by 2011 it decreased to ***%.

Their share was taken by “new automotive regions” – Kaliningrad, Leningrad, Kaluga, Moscow and Saint Petersburg, where assembly production of foreign cars actively developed.



Dynamics of the production structure of motor vehicles by regions of RF by months in 1998-2011, %

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