



SOLLERS IFRS RESULTS 1H2013

- SOLLERS STRATEGIC DEVELOPMENTS AND FUTURE PLANS
- RUSSIAN AUTOMOTIVE MARKET AND SOLLERS OPERATING RESULTS 1H2013
- SOLLERS FINANCIAL PERFORMANCE IN 1H2013
- SALES STRUCTURE AND DEBT POSITION
- SOLLERS PARTNERSHIPS AND FUTURE PROSPECTS

RECENT STRATEGIC DEVELOPMENTS

February 2013

SOLLERS-BUSSAN JV started the production of Toyota Land Cruiser Prado in Vladivostok



April 2013

SOLLERS-ISUZU JV started the production of a new ISUZU NQR90 chassis with a payload of 6.6 tons in Uliyanovsk



April 2013

MAZDA SOLLERS JV started the production of a new Mazda 6 sedan in Vladivostok



April 2013

Ford Sollers JV launched assembly of the Ford Explorer SUV from complete-knocked-down kits at its plant in Elabuga. The bodies now are welded and painted



May 2013

Ford Sollers JV started construction of the first engine plant in Tatarstan, which will be launched in December 2015. The joint venture will also launch Ford EcoSport crossover in 2014



June 2013

Ford Sollers JV launched assembly of Ford Tourneo Custom MPV



RECENT STRATEGIC DEVELOPMENTS

August 2013

UAZ launched the production and sales of a new Patriot model with Dymos transfer gearbox (Korea) and new interior



August 2013

MAZDA SOLLERS JV launched the production of SsangYong Actyon 2014 with restyled exterior and interior



FUTURE PLANS

October 2013

SsangYong will launch 3 models:

- new seven-seater SUV SsangYong Stavic
- SsangYong Actyon Sports with petrol engine
- New version of SsangYong Rexton with rear drive



2H 2013

Ford Sollers JV will launch assembly of the Ford Kuga crossover from complete-knocked-down kits at its plant in Elabuga



DESPITE NEGATIVE MACROECONOMIC IMPACT ON CAR SALES IN RUSSIA SOLLERS RETAINS
STABLE FINANCIAL POSITION AND PROVIDES FOR EXECUTION OF ITS COMMITMENTS

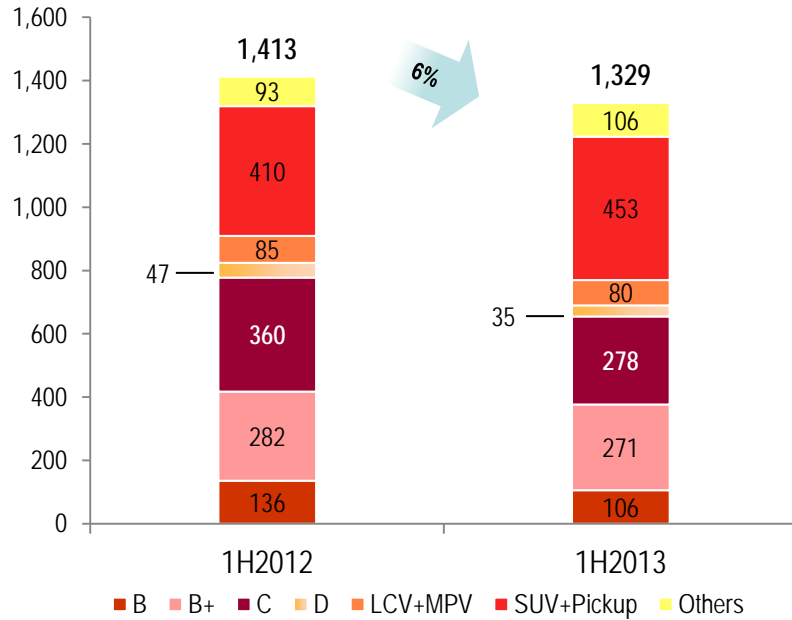


- Macroeconomic uncertainty
- Low credit sales due to high interest rates for car loans
- Declining market
- ForEx

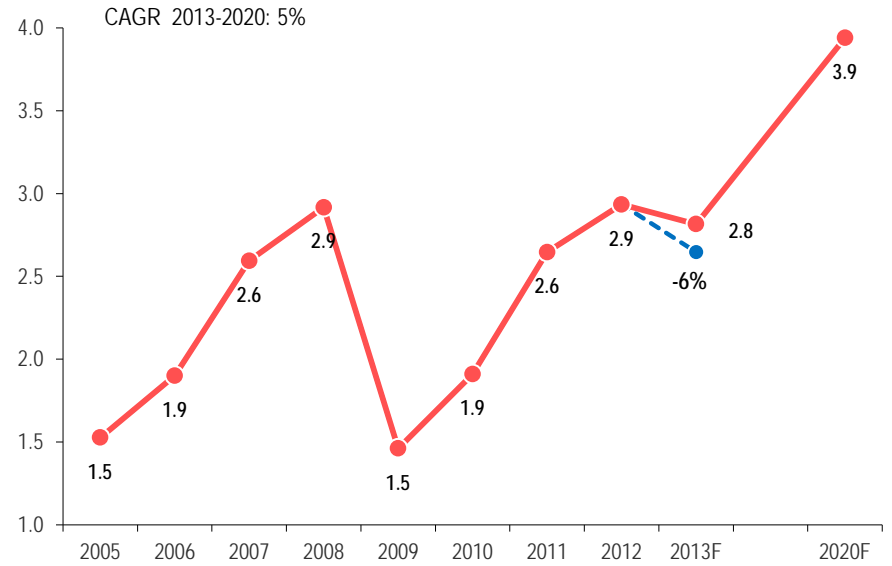


- Strong presence in the fast growing segments
- Product renewal and launch of new products in the JVs
- Subsidised interest rates for car loans will support the declining market, especially the most suffering C-segment (effective from July 1, 2013)
- Gradual execution of the localisation commitments ensures operating cost advantages and reduces ForEx risk exposure

NEW PASSENGER CAR AND LCV MARKET, K UNITS



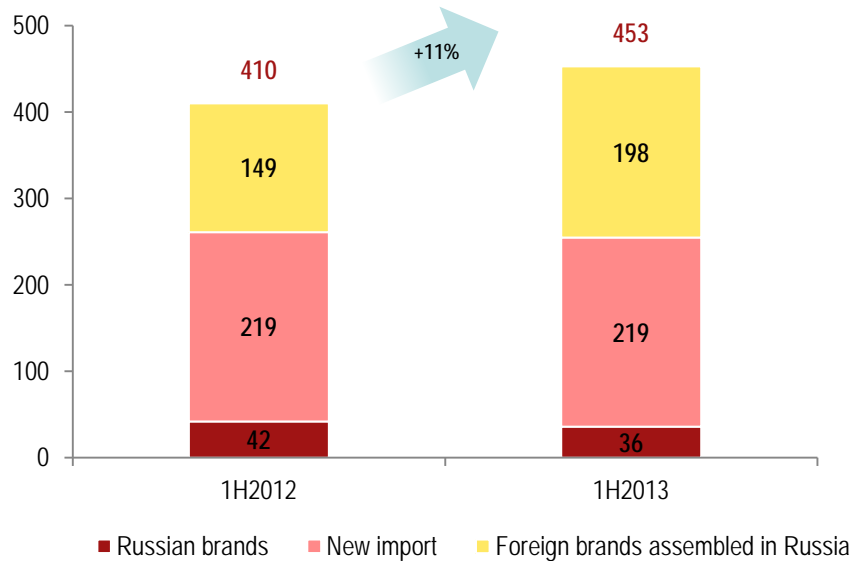
MARKET OUTLOOK 2013, K UNITS



2013 market growth forecast:

- Basic scenario 2.8 K units
- Pessimistic scenario -6%

NEW SUV+PICKUP MARKET 1H2012 – 1H2013, K UNITS*



*Source– AEB (Association of European Business), Company

** Includes UAZ and SsangYong brands

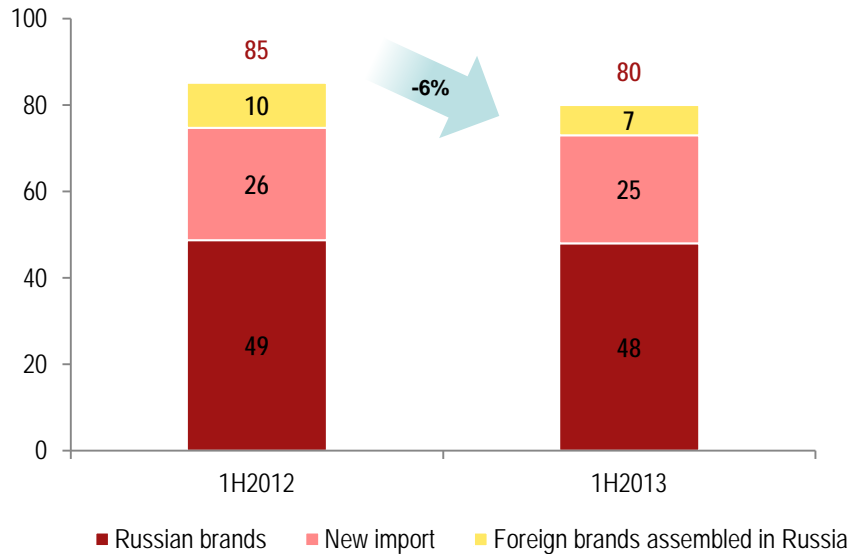
KEY PLAYERS (RETAIL SALES)

| | | 1H2012 | | 1H2013 | |
|----|--------------|------------|-------------|------------|-------------|
| | | K units | % | K units | % |
| 1 | Nissan | 57 | 15% | 46 | 10% |
| 2 | Renault | 13 | 3% | 42 | 9% |
| 3 | Toyota | 38 | 10% | 41 | 9% |
| 4 | Mitsubishi | 27 | 7% | 33 | 7% |
| 5 | Sollers** | 31 | 8% | 30 | 7% |
| 21 | Ford Sollers | 3 | 1% | 8 | 2% |
| | Other | 241 | 62% | 253 | 56% |
| | Total | 410 | 100% | 453 | 100% |

MARKET TRENDS IN 1H2013

- SsangYong SUV and Pickup sales grew by 7%, the growth is mainly driven by Actyon crossover sales (up 39% Y-o-Y)
- Retail sales of UAZ Patriot and UAZ Pickup were nearly flat, however UAZ old model range dropped 33% year-on-year

NEW LCV+MPV MARKET 1H2012 – 1H2013, K UNITS*



*Source– AEB (Association of European Business), Company

** Includes UAZ brand

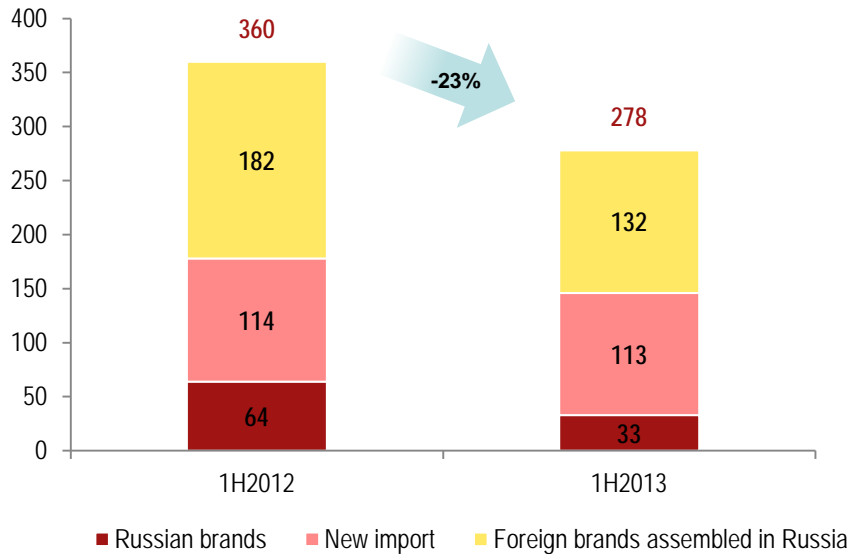
KEY PLAYERS (RETAIL SALES)

| | | 1H2012 | | 1H2013 | |
|---|--------------|-----------|-------------|-----------|-------------|
| | | K units | % | K units | % |
| 1 | GAZ | 34 | 40% | 33 | 41% |
| 2 | Sollers** | 12 | 14% | 11 | 14% |
| 3 | Volkswagen | 7 | 8% | 6 | 7% |
| 4 | Ford Sollers | 5 | 6% | 6 | 7% |
| | Other | 27 | 32% | 24 | 31% |
| | Total | 85 | 100% | 80 | 100% |

MARKET TRENDS IN 1H2013

- UAZ remained the market share of 14%
- Ford market share increased by 1% due to the growth of Ford Transit sales by 21%

NEW C-CLASS MARKET 1H2012 – 1H2013, K UNITS*



*Source– AEB (Association of European Business), Company

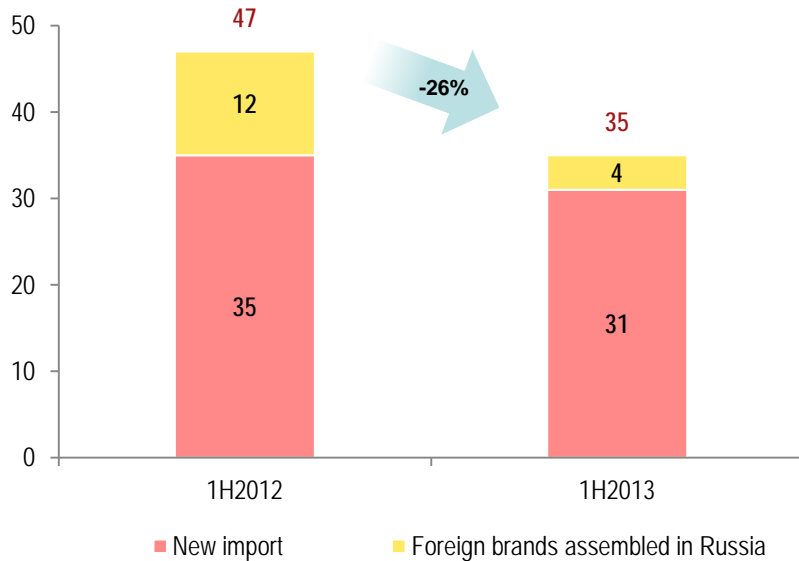
KEY PLAYERS (RETAIL SALES)

| | | 1H2012 | | 1H2013 | |
|---|--------------|------------|-------------|------------|-------------|
| | | K units | % | K units | % |
| 1 | Ford Sollers | 45 | 13% | 34 | 12% |
| 2 | Lada | 60 | 17% | 32 | 11% |
| 3 | Chevrolet | 46 | 13% | 30 | 11% |
| 4 | Skoda | 24 | 7% | 24 | 9% |
| | Other | 185 | 50% | 158 | 57% |
| | Total | 360 | 100% | 278 | 100% |

MARKET TRENDS IN 1H2013

- The segment of C-class cars is declining in favour of crossovers and other light SUVs
- Ford became brand #1 in C-class market, outperforming traditional Russian models
- Ford sales are in line with the market trend

NEW D-CLASS MARKET 1H2012 – 1H2013, K UNITS*



*Source– AEB (Association of European Business), Company

KEY PLAYERS (RETAIL SALES)

| | | 1H2012 | | 1H2013 | |
|---|---------------------|-----------|-------------|-----------|-------------|
| | | K units | % | K units | % |
| 1 | Mazda | 5 | 10% | 5 | 15% |
| 2 | BMW | 2 | 5% | 4 | 12% |
| 3 | Volkswagen | 6 | 13% | 4 | 11% |
| 4 | Volvo | 4 | 9% | 3 | 9% |
| 5 | Ford Sollers | 7 | 16% | 3 | 9% |
| | Other | 22 | 48% | 15 | 44% |
| | Total | 47 | 100% | 35 | 100% |

MARKET TRENDS IN 1H2013

- The segment of D-class cars is shrinking in favour of crossovers and other light SUVs
- New Mazda6 gained the market share of 15% in 1H2013
- Ford Mondeo sales were down due to production constrain in Europe

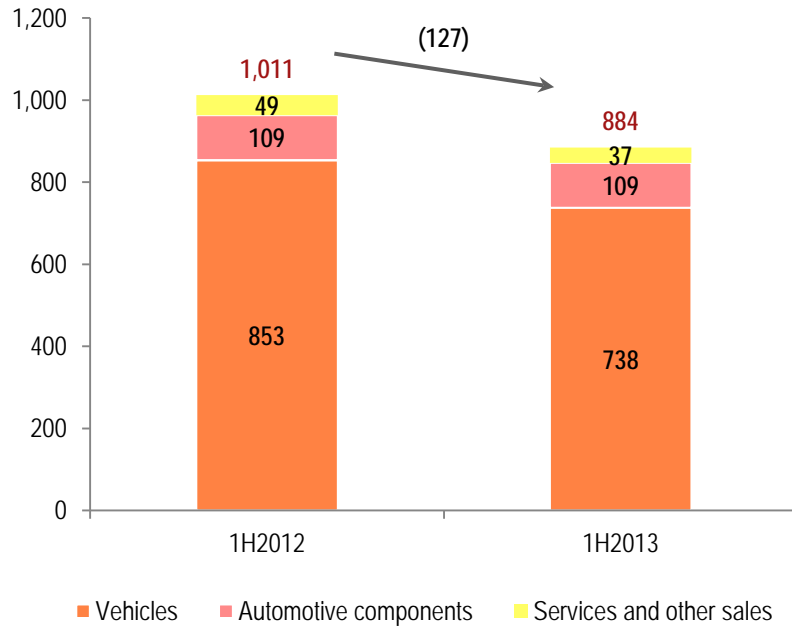
SOLLERS CONSOLIDATED WHOLESALLES, K UNITS

| | 1H2012 | 1H2013 | CHANGE | % |
|------------------|-------------|-------------|-------------|-------------|
| UAZ | 32.7 | 28.5 | -4.2 | -13% |
| UAZ Patriot | 10.0 | 8.7 | -1.3 | -13% |
| Other SUVs | 5.6 | 3.8 | -1.8 | -32% |
| LCVs, MPVs | 17.1 | 16.0 | -1.1 | -6% |
| SsangYong | 14.6 | 15.3 | 0.7 | 5% |
| Rexton | 0.8 | 0.3 | -0.5 | -63% |
| Kyron | 5.7 | 5.0 | -0.7 | -12% |
| Actyon | 8.1 | 10.0 | 1.9 | 23% |
| TOTAL | 47.3 | 43.8 | -3.5 | -7% |

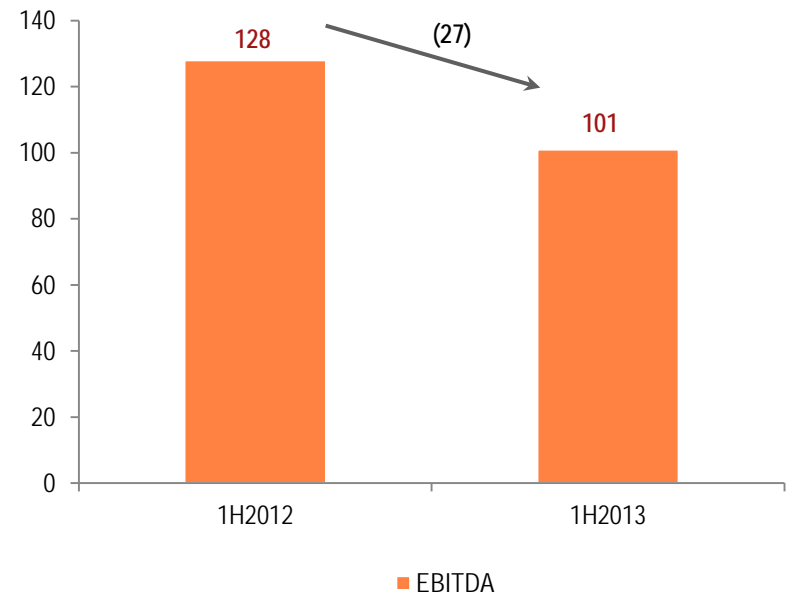
| | 1H2013 | 1H2012 | GROWTH | 1H2013 | 1H2012 | GROWTH |
|--------------------------------------|---------------|--------|---------|--------------|--------|--------|
| | RUB MLN. | | | USD MLN.* | | |
| Sales | 27,418 | 30,967 | (3,549) | 884 | 1,011 | (127) |
| EBITDA | 3,121 | 3,935 | (814) | 101 | 128 | (27) |
| <i>EBITDA margin</i> | 11.4% | 12.7% | (1.3%) | 11.4% | 12.7% | (1.3%) |
| Operating income | 2,615 | 3,439 | (824) | 84 | 112 | (28) |
| <i>Operating income margin</i> | 9.5% | 11.1% | (1.6%) | 9.5% | 11.1% | (1.6%) |
| Net profit for the period | 1,691 | 2,609 | (918) | 55 | 85 | (30) |
| Operating cash flow | 4 | 1,778 | (1,774) | 0 | 58 | (58) |
| Free cash flow | 653 | 1,834 | (1,181) | 21 | 60 | (39) |
| Net debt as of 30.06.2013/31.12.2012 | 7,198 | 7,880 | (682) | 220 | 259 | (39) |

\$ average exchange rate: 1H2012 – 30.64
 1H2013 – 31.02
 31/12/2012 – 32.82
 30/06/2013 – 32.71

SALES STRUCTURE



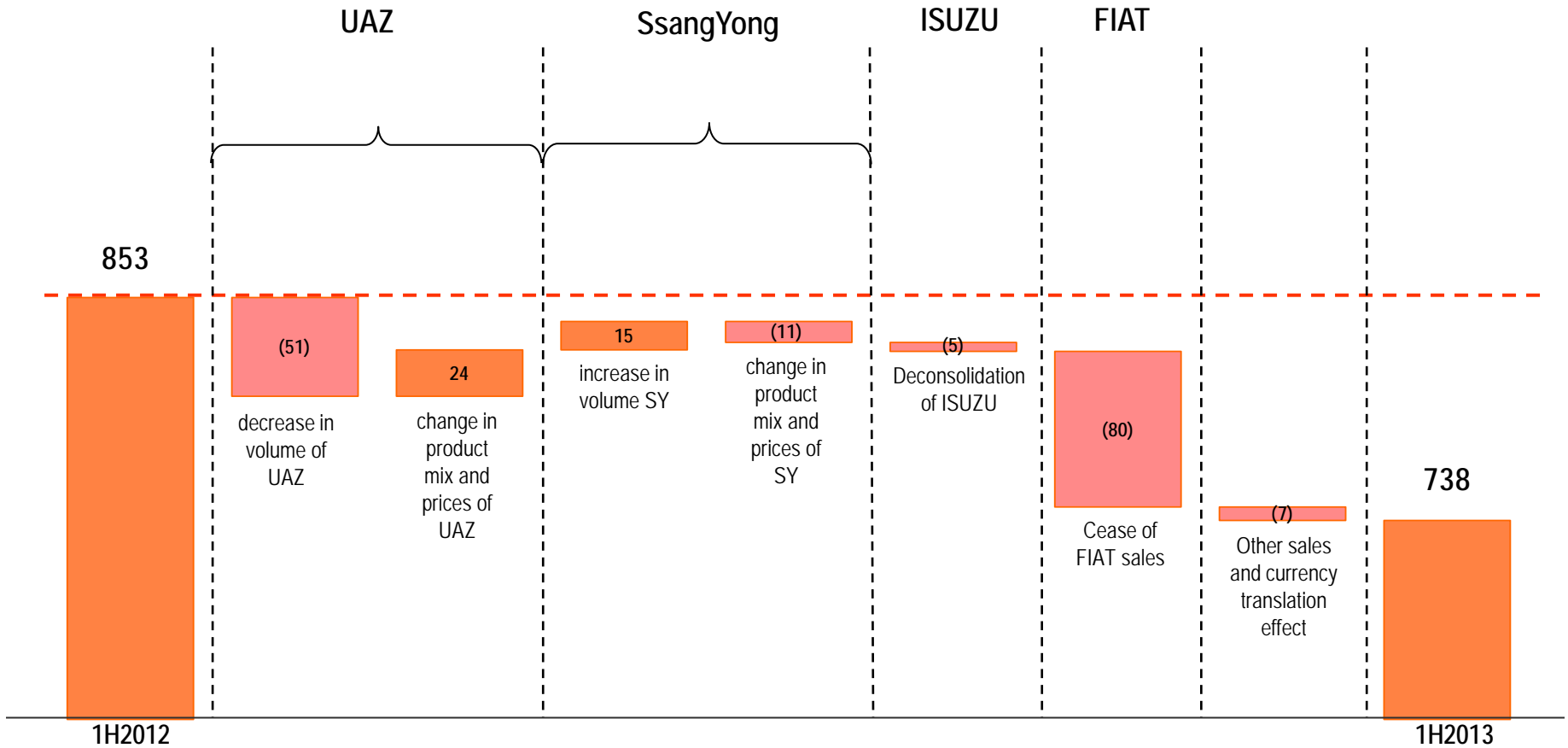
EBITDA CHANGE



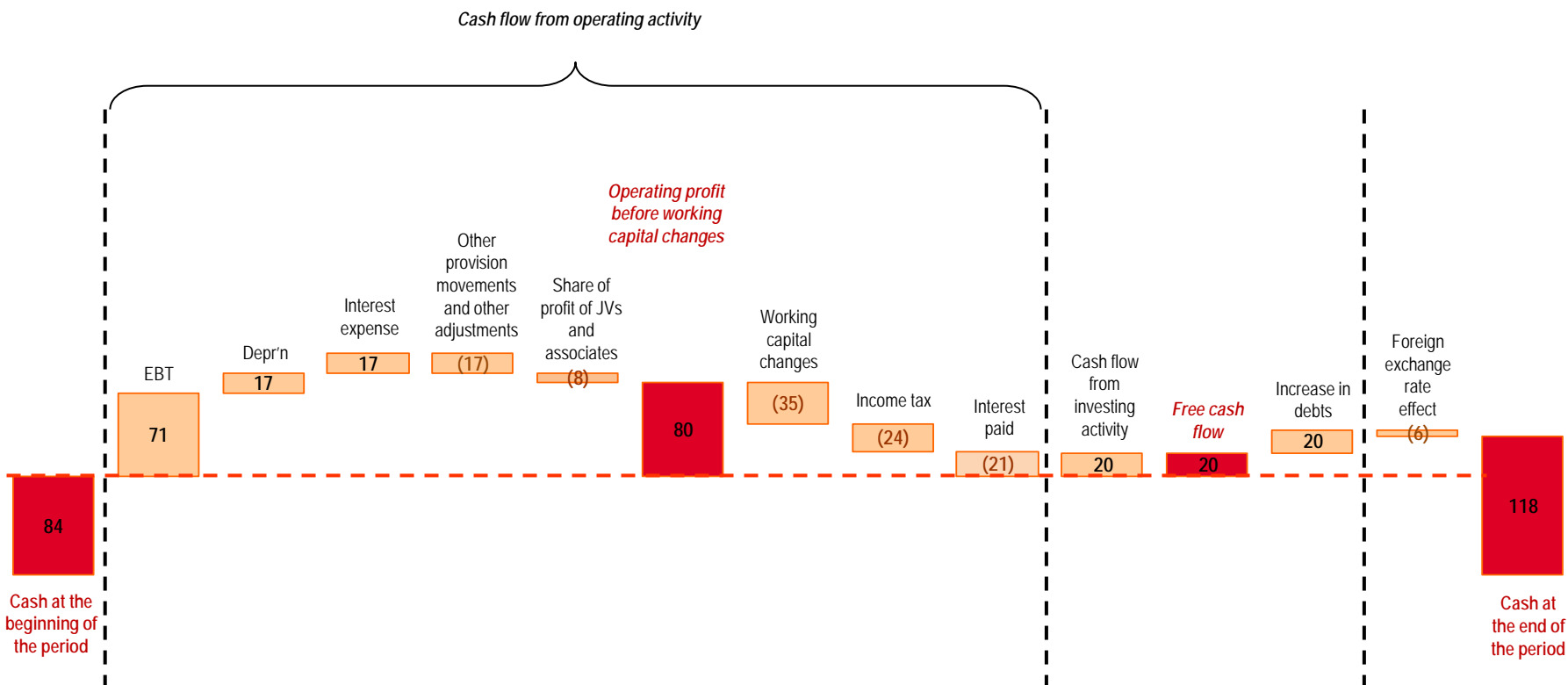
EBITDA MARGIN

| | RATE |
|--------|-------|
| 1H2012 | 12.7% |
| 1H2013 | 11.4% |

\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

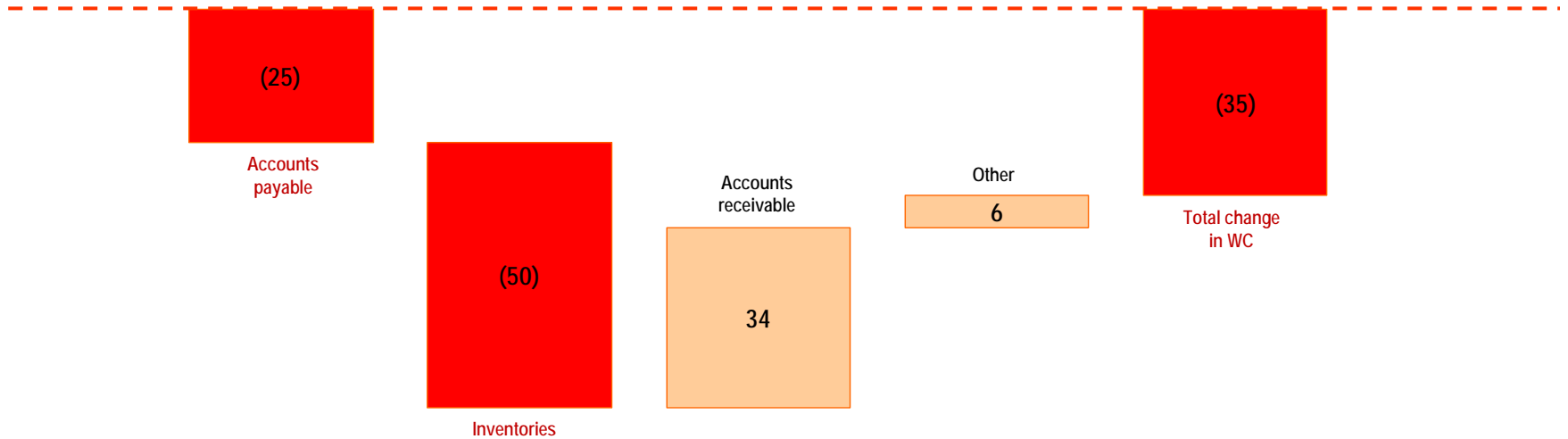


\$ average exchange rate: 1H2012 – 30.64
 1H2013 – 31.02



\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

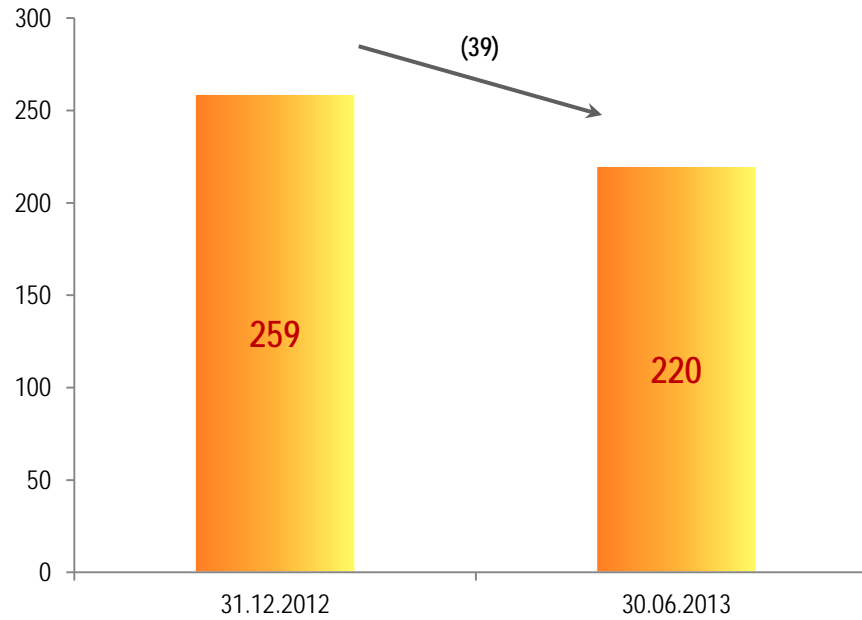
June 30, 2013 vs. 31 December 2012



- Increase of inventories is mainly driven by the stock of UAZ CBU (completely built units) due to technical shut-down

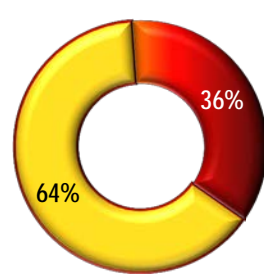
\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

NET DEBT POSITION

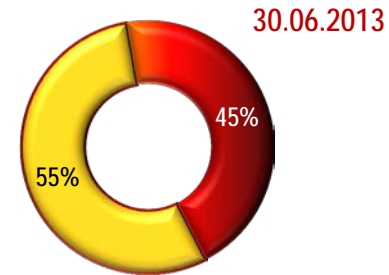


\$ exchange rate: 31/12/2012 – 32.82
30/06/2013 – 32.71

DEBT STRUCTURE: MATURITY PROFILE



■ Short-term debt ■ Long-term debt

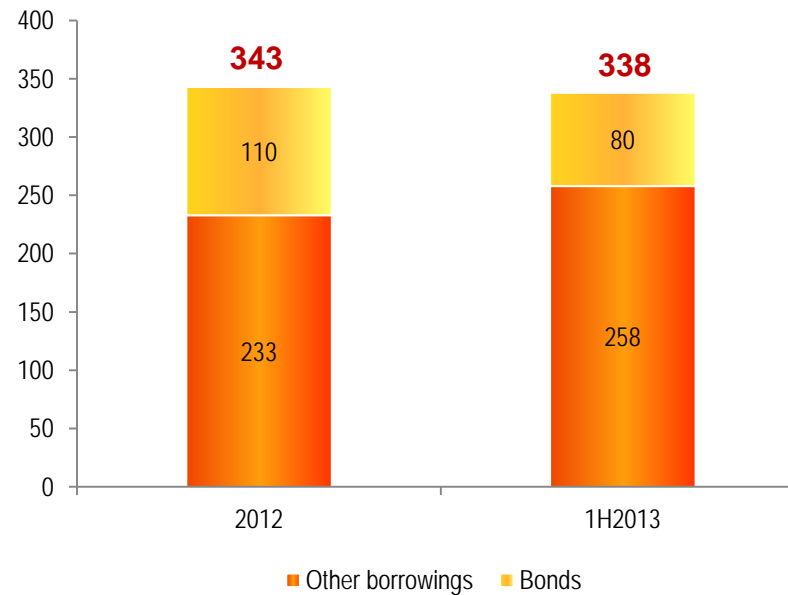


■ Short-term debt ■ Long-term debt

| | 31/12/2012 | 30/06/2013 | CHANGE | % |
|---------------------------|------------|------------|-------------|--------------|
| Long-term debt | 123 | 153 | 30 | 24% |
| Short-term debt | 220 | 185 | (35) | (16%) |
| Total debt | 343 | 338 | (5) | (2%) |
| Cash at the end of period | 84 | 118 | 34 | (41%) |
| Net debt | 259 | 220 | (39) | (15%) |

\$ exchange rate: 31/12/2012 – 32.82
30/06/2013 – 32.71

DEBT STRUCTURE: TYPE



- As of 30.06.2013 all Group debt is rouble-denominated
- In July 2013 the Group entered into the long-term loan agreement with SB RF for RR 1bln
- In July 2013 the Group utilised the credit line for RR 3 bln agreed earlier with VTB for refinancing of the bonds, that were repaid in July 2013

\$ exchange rate: 31/12/2012 – 32.82
30/06/2013 – 32.71

Breakdown of JVs' contribution to the share of profit of JVs and associates

| | 1H2013 | 1H2012 | CHANGE |
|------------------------------------------------------------------------------------------------------|------------|-------------|--------------|
| | USD MLN.* | | |
| Ford Sollers JV | 0.5 | 14.4 | (13.9) |
| SOLLERS-ISUZU JV | 1.1 | - | 1.1 |
| MAZDA SOLLERS JV | 3.4 | - | 3.4 |
| SOLLERS-BUSSAN JV | 2.0 | (0.1) | 2.1 |
| SOLLERS-FINANCE JV | 1.0 | 0.7 | 0.3 |
| Total share of profit of JVs and associates in consolidated Statement of Comprehensive Income | 8.0 | 15.0 | (7.0) |

\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

FORD SOLLERS RETAIL SALES 1H2012-1H2013, K UNITS

| MODEL | 1H2012 | 1H2013 | CHANGE | % |
|--------------|-------------|-------------|---------------|-------------|
| Explorer | 0.5 | 2.0 | 1.5 | 300% |
| Kuga | 1.8 | 5.2 | 3.4 | 189% |
| Transit | 4.5 | 5.4 | 0.9 | 20% |
| Mondeo | 7.4 | 3.1 | (4.3) | -58% |
| Focus | 45.2 | 34.2 | (11) | -24% |
| Others | 4.0 | 1.2 | (2.8) | -70% |
| Total | 63.4 | 51.1 | (12.3) | -19% |

FINANCIAL OVERVIEW 1H2013

| | USD MLN.* |
|-----------------------------|-----------|
| Sales | 1,275 |
| Net profit | 1 |
| Assets | 1,944 |
| Liabilities, including debt | 1,176 |

\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

31/12/2012 – 32.82
30/06/2013 – 32.71

FORD SOLLERS LOCALISED MODEL RANGE

FORD MONDEO



FORD KUGA



FORD FOCUS



FORD TRANSIT



FORD EXPLORER



FORD S-MAX



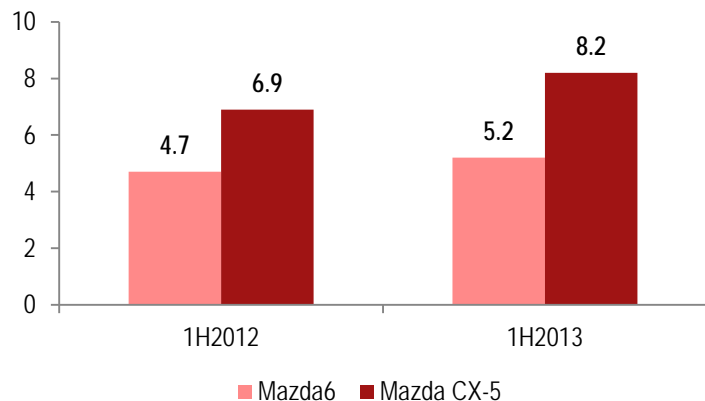
FORD TOURNEO CUSTOM
LAUNCHED IN JUNE 2013



FORD ECOSPORT
TO BE LAUNCHED IN 2014



MAZDA RETAIL SALES 1H2012-1H2013, K UNITS



FINANCIAL OVERVIEW 1H2013

| | USD MLN.* |
|-------------------------|-----------|
| Sales | 508 |
| Operating profit margin | 4% |
| Net profit | 7 |
| Assets | 364 |
| Liabilities | 309 |

PROJECT HIGHLIGHTS AND TARGETS

- 50:50 joint venture with Mazda located in Vladivostok
- Activity: production of Mazda and SsangYong vehicles in Russia (**distribution is not covered by the joint venture agreement**)
- SOLLERS remains the exclusive distributor of SsangYong vehicles in Russia
- Model range: Mazda CX-5, Mazda 6, SsangYong SUVs
- Total investments from the launch till 2020 – RUB 10 bln.
- Funding – project financing provided on a non-recourse basis at a subsidised interest rate in total amount of RUB 6 bln.
- Investment sharing will improve the efficiency of Mazda and SsangYong SKD and CKD assembly operations at the Far East production site
- SOP of Mazda CX5 on September 06, 2012
- SOP of Mazda6 on April 12, 2013

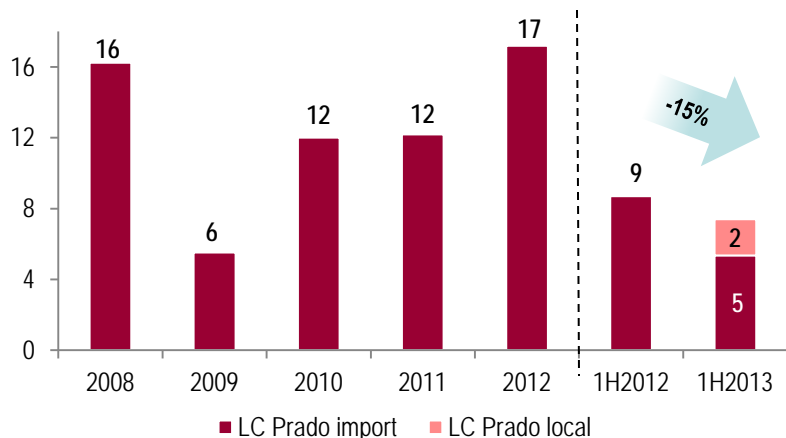
MAZDA 6



\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

31/12/2012 – 32.82
30/06/2013 – 32.71

TOYOTA RETAIL SALES 2008 – 2013, K UNITS

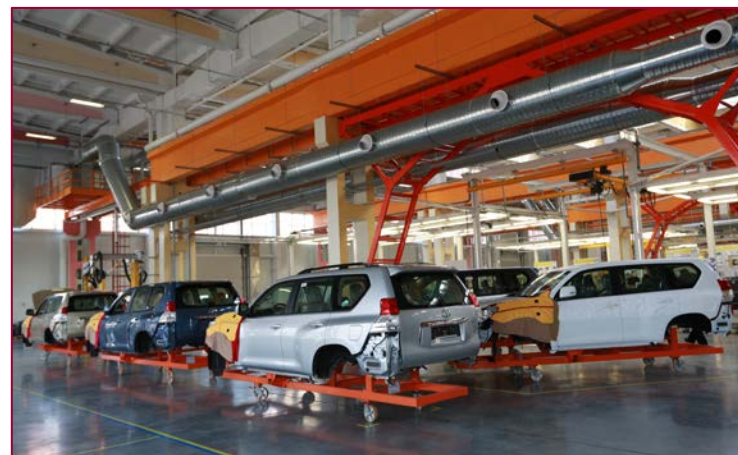


FINANCIAL OVERVIEW 1H2013

| | USD MLN.* |
|-----------------------------|-----------|
| Sales | 93 |
| Operating profit margin | 5.5% |
| Net profit | 4 |
| Assets | 139 |
| Liabilities, including debt | 132 |

PROJECT HIGHLIGHTS AND TARGETS

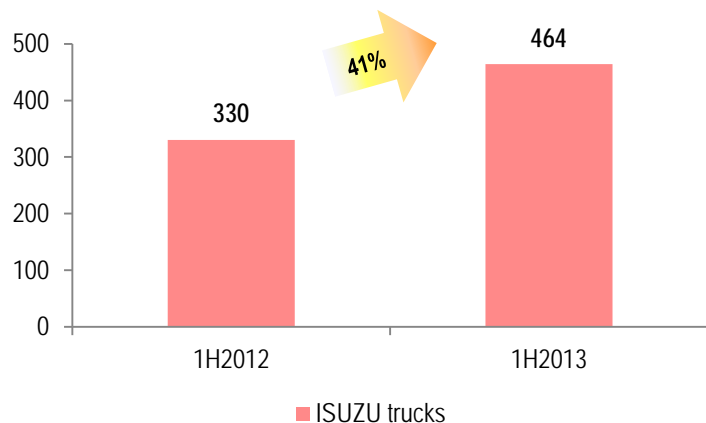
- 50:50 joint venture with Mitsui
- Activity: production of Toyota SUVs in Russia (distribution is not covered by the joint venture agreement)
- Location: Vladivostok
- Production capacity: up to 25 K units per annum
- Industrial cooperation with the global automotive leader; sharing Toyota's production experience
- Initial investments up to RUB 1bln
- Funding – project financing provided by VEB on a non-recourse basis at a subsidised interest rate
- SOP of Toyota Prado on February 18, 2013



\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

31/12/2012 – 32.82
30/06/2013 – 32.71

ISUZU RETAIL SALES 1H2012-1H2013, UNITS



PROJECT HIGHLIGHTS

SOLLERS-ISUZU – the first Russian-Japanese joint venture for production and distribution of ISUZU vehicles launched in July 2007

- 50:50 joint venture
- Location: Ulyanovsk (UAZ production site)
- Target segment: Light Duty Trucks (LDT)
- Product line: ISUZU N-series trucks
- Production capacity: 5 K units per annum

FINANCIAL OVERVIEW 1H2013

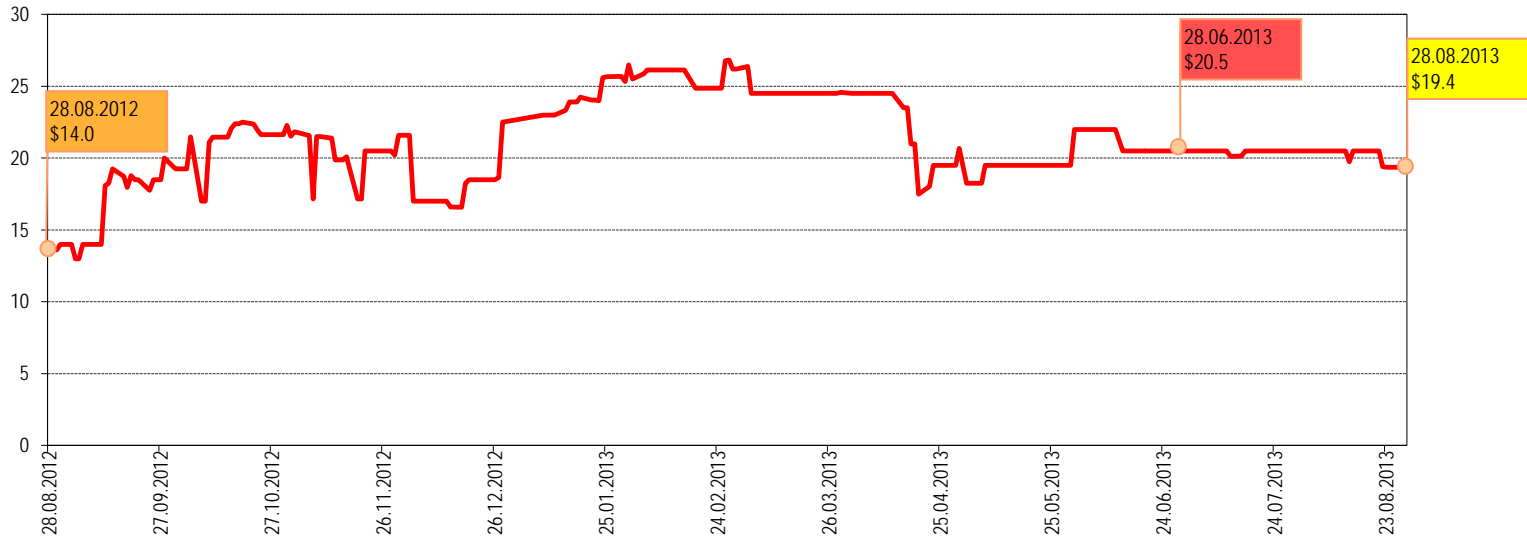
| | USD MLN.* |
|-----------------------------|-----------|
| Sales | 21 |
| Operating profit margin | 0.5% |
| Net profit | 2 |
| Assets | 80 |
| Liabilities, including debt | 35 |



\$ average exchange rate: 1H2012 – 30.64
1H2013 – 31.02

31/12/2012 – 32.82
30/06/2013 – 32.71

TICKER: SVAV



MARKET CAPITALISATION: UP 39% Y-o-Y

Stock exchange data at 28.08.2012

| | |
|---------------------------------|-------|
| Market capitalisation (\$ mln.) | 480 |
| Shares (mln.) | 34.27 |
| Price at 28.08.2012 (\$) | 14.0 |

Stock exchange data at 28.08.2013

| | |
|---------------------------------|-------|
| Market capitalisation (\$ mln.) | 665 |
| Shares (mln.) | 34.27 |
| Price at 28.08.2013 (\$) | 19.4 |