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

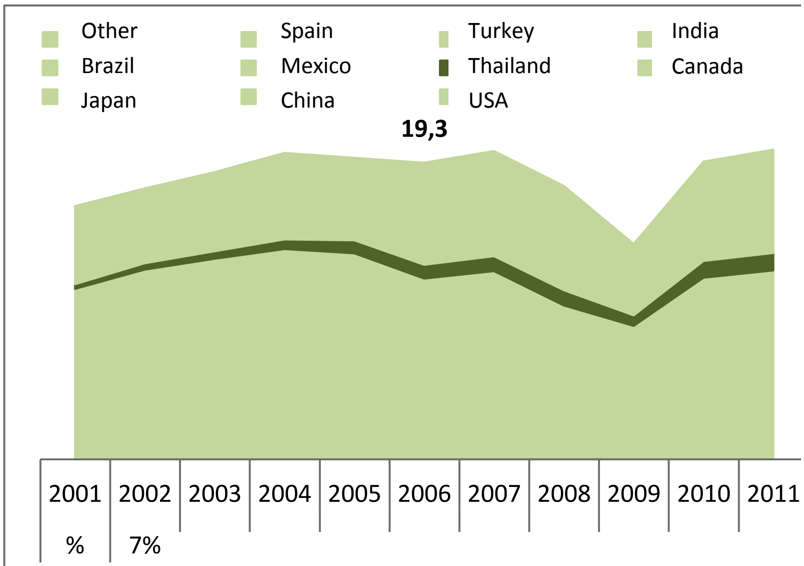
CHAPTER 3

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.



Dynamics of the production volume of commercial motor vehicles in 2001-2011, 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 above19 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.

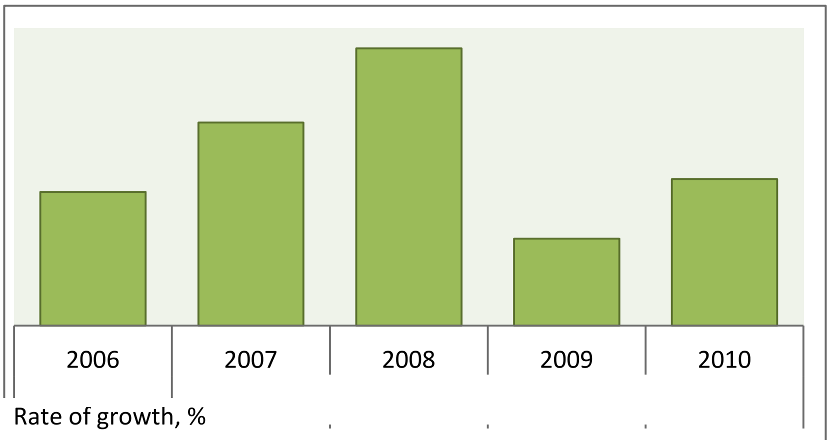
Table 3. *Production volume of commercial motor vehicles in physical terms by the main countries of the world, in 2006-2011, items*

	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						

CHAPTER4

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.



Volume of the Russian motor vehicles market in 2006-2010, mln rub

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.

Import share on the Russian market of motor vehicles in 2006-2010, %

Market volume of freight transport

Market structure

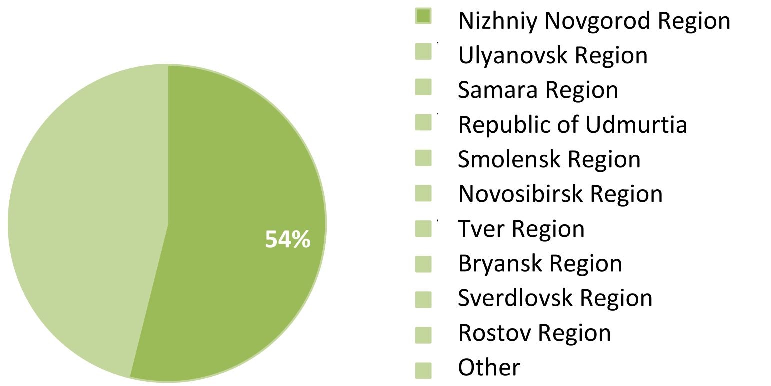
During all the surveyed period the share of domestic production was decisive in the market structure, import and export had extremely small market shares. In the crisis 2009 production decrease amounted to ***%of the total decrease of the market volume.

Dynamics of production, import and export of freight transport in RF in 1998-2011*, mln rub

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 produces 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 spark-plug ignition by regions of RF for 9 months of 2011, %

CHAPTER 9

TRENDS OF THE MARKET

9.1. Trends of motor vehicles market

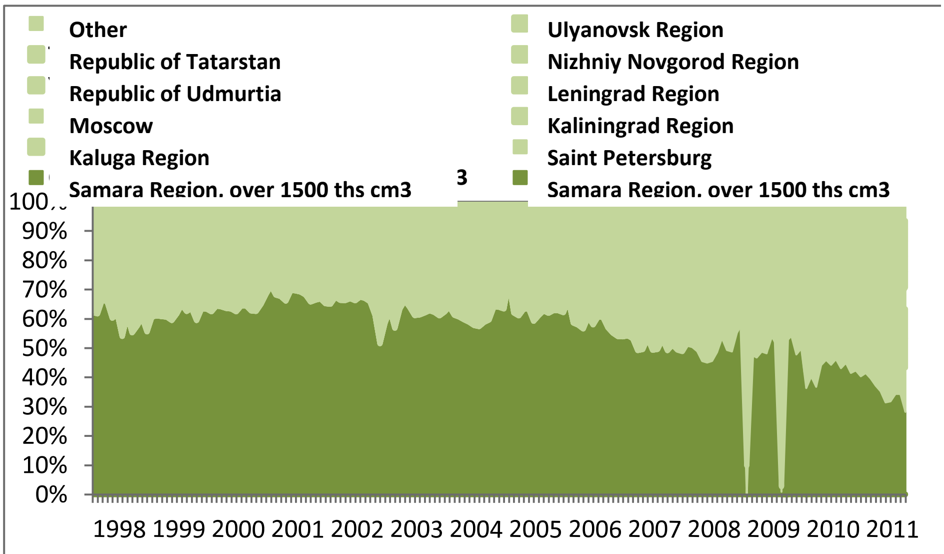
Change of structure of Russian producers

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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ABOUT
INTESCO RESEARCH GROUP COMPANY

INTESCO RESEARCH GROUP is the analytical agency, specializing in development of high-quality business plans, feasibility studies and marketing researches on federal and regional levels. We provide our clients with up-to-date and accurate information, professional recommendations for conducting business.

All works of **INTESCO RESEARCH GROUP** are based on the proven investigation methods. When conducting marketing researches and developing the business plans the agency applies the worldwide accepted methods of investments efficiency evaluation and they are based on the Russian and international quality standards.

Analysts of **INTESCO RESEARCH GROUP** are the graduates of the leading Moscow institutions of higher education (Moscow State University, Moscow Institute of Physics and Technology, Russian academy of economics named after Plekhanov, Higher School of Economics, State University of Economics and Finance) and have deep knowledge in marketing, methods of marketing research arrangement, investment projects efficiency evaluation, preparing the analytical reports and business-forecasting.

Professional approach and service, high-quality specialists, deep knowledge of various markets, broad design experience and constant improvement allow the **INTESCO RESEARCH GROUP** to provide the high-quality service to all the clients.

Information from our reports is published in the largest Russian newspapers and magazines: “Vedomosti”, “Kommersant-Dengi”, “Rossiyskaya gazeta”, “Forbes”, “Russian Food Market”, “FoodService”, “MAXIM”, “Partner: myasopererabotka”, “Moe delo. Magazin”, “Odnako”, “Khlebopekarnoe proizvodstvo”, “Producty i Pribyl”, “Konditerskaya sfera/khlebopechenie”, “Tsenovik”, “RBK daily”, “Unipack.Ru”, etc.

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