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NEWS

International

Fuchs Petrolub acquires Statoil Fuel & Retail Lubricants

Fuchs Petrolub SE of Germany, which operates globally in the lubricants sector, is acquiring Sweden-based company **Statoil Fuel & Retail Lubricants AB (SFR Lubricants)**, from **Couche-Tard Luxembourg S.A.R.L.**, a wholly owned indirect subsidiary of **Alimentation Couche-Tard Inc.** The agreed purchase price for the shares is SEK 690 million (about €73 million). Assumed net debt is expected to be around SEK 220 million (about €23 million). The purchase price is subject to possible amendments, which are expected to be in the single-digit percentage range at most. SFR Lubricants, a manufacturer of automotive and industrial lubricants and specialties, is one of the leading lubricant providers in Scandinavia and also operates in Poland, Russia and the Baltic States. In the financial year 2014/2015, SFR Lubricants generated sales revenues of approximately €140 million, around two thirds of which can be attributed to Scandinavia and one third to Eastern Europe. The company employs 470 people and maintains a production site in Nynäshamn near

Stockholm. The transaction is pending approval by antitrust authorities.

Lear plans acquisitions

Lear Corp. is looking for acquisitions of as much as \$1 billion for its electrical unit. "You'll see more and more non-traditional acquisitions of software firms that bring intellectual property into the firm from outside of automotive and that's an area where we've been very actively looking" the company's CEO **Matt Simoncini** said at the CAR Management Briefing Seminars in Traverse City, Michigan. New acquisitions are to add capability in software, data encryption and cloud computing.

EU clears acquisition of Magna Interiors by Grupo Antolin

The European Commission has approved, under the EU Merger Regulation, the acquisition of **Magna Interiors** by **Grupo Antolin-Irausa S.A.** The Commission concluded that the proposed acquisition would not raise competition concerns given the low increase of the companies' market shares brought about by the transaction and the presence of a number of strong players providing automotive interior components in the European Economic Area.

Bosnia and Herzegovina/Sudan

Engineers from Sudan's Giad Auto finish training at Bekto Precisa

Ten engineers of the Sudanese vehicle assembler **Giad Automotive Industry Co. Ltd. (Giad Auto)** have ended a three-month training at the company **Bekto Precisa d.o.o.** and were each presented certificates having successfully completed the three-month education program. Bekto Precisa had signed an agreement with Giad Auto on the training of engineers in Goražde, after the leaders of Giad Auto had visited the company and its plants. "Today (the training) was successfully completed and we are negotiating further cooperation. We are working on forming an educational centre where five-year training will be conducted, because the knowledge and technology that we possess are something that is required in the world, so what awaits us is a new business, the expansion in terms of staff training and mastering technology" said **Enisa Bekto**, General Director of Bekto Precisa.

Czech Republic

Škoda sold 1.5 million cars in China since 2007

Škoda Auto a.s has delivered 1.5 million vehicles to customers in China since the start of sales of locally manufactured models in 2007. The figure does not include **Škoda** cars which were exported to China before 2007. In the first half of 2015, Škoda sold 138,300 cars in China, up 5.8 percent from like-2014. China has been Škoda's largest market since 2010. Škoda Fabia, Rapid, Rapid Spaceback, Octavia, Yeti and Superb models are manufactured at the **Shanghai Volkswagen Automotive Co. Ltd.** plants in Anting, Yizheng and Ningbo. The new-generation Superb will be launched on the Chinese market this autumn.

Hungary

Bosch opens new Mobility Solutions development centre in Budapest

Robert Bosch GmbH has opened its new Mobility Solutions development centre in Budapest. The site boasts nearly 1,300 engineers – twice as many as four years ago – who develop electronics and components for driver assistance and engine control systems. After Germany, Bosch employs the greatest number of researchers and developers for the Mobility Solutions business sector within Europe in Hungary. Since 2011, some €100 million have gone towards expanding the 50,000 square metre Budapest site, where the company opened its new Hungarian headquarters two years ago. More than 300 associates work in sales and administration at the headquarters.

Hungary/Czech Republic/Poland/Slovakia

Change at the top of Nissan Sales CEE

Antoine Barthes (39) has been appointed new Managing Director of **Nissan Sales Central & Eastern Europe (NSCEE)**, a company headquartered in Budapest and responsible for sales in Hungary, Czech Republic, Poland and Slovakia, effective from the 1st of October. Barthes, who joined Nissan in 2002, recently worked at the **Nissan Europe** office in Rolle, Switzerland as Director of Product Marketing. He was member of the team which created NSCEE in 2005. Barthes replaces **Andrey Akifiev**, who was named Managing Director for Russia (see separate news).

Poland

Faurecia to add jobs in Gorzów Wielkopolski

Faurecia Gorzów Sp. z o.o. plans to create some 400 jobs at its plant in Gorzów Wielkopolski by 2017. “We want to recruit first 70 people before the end of the year,” **Małgorzata Zięba**, Faurecia’s spokeswoman in Poland, told Gazeta Lubuska. Faurecia recently finished an expansion of the factory in Gorzów Wielkopolski. The existing 17,800 square metre hall was extended by another 12,800 square metres. “We will launch here production of parts destined for a new **Alfa Romeo** model next month,” Zięba is quoted as saying.

Johnson Controls to recruit more people in Swiebodzin

Johnson Controls Polska Sp. z o.o., which manufactures metal parts for seats as well as seat structures at its plant in Swiebodzin, intends to recruit about 300 new workers by early 2016, Gazeta Lubuska reports.

Romania

Personnel changes at Ford Romania

Jaime Ortiz-Cañavate has been appointed manager of the engines plant at **Ford Romania S.A.** in Craiova effective from August. Ortiz-Cañavate worked for **Robert Bosch GmbH** as project manager between 1994

and 1997. He joined **Ford Motor Co.** in 1999. He served as Production Manager Vehicle Assembly Plant in Valencia, Spain since December 2013. Prior to that he held several positions at Ford in Spain, UK and Germany. He is replacing **John Oldham**, who after two years of managing the engine plant in Craiova takes the position of assistant operations manager - vehicles operations in Craiova. Both Oldham and Ortiz-Cañavate will report to **Jan Gijzen**, President of Ford Romania and also head of the Craiova plant. In addition, **Cristian Prichea** was named sales manager of the National Sales Company with headquarters in Bucharest. Prichea joined Ford in 2010 as product manager and was appointed marketing manager two years later. He is replacing **Rafal Krajewski**, who led Ford's sales in Romania for the last two years. Krajewski, who was part of the team since the inception of the National Sales Company in 2010 and for more than three years worked as manager of Ford Romania's client services division, will join the Ford division in Africa and the Middle East in a role as manager of customer service retail division.

Stabilus to add jobs in Braşov

German supplier **Stabilus GmbH** plans to add up to 200 jobs at its Romanian plant for gas shock absorbers **Stabilus Romania S.R.L.** in Sânpetru near Braşov, Ziarul Financiar reports, quoting the company's general manager **Cristian Popescu**. Currently the company employs some 860 people.

Russia

AvtoVAZ cancels plan to buy AvtoVAZagregat

OAO AvtoVAZ has cancelled the plan to buy its supplier **OAO AvtoVAZagregat**, Kommersant writes, quoting AvtoVAZ's PR department. According to the report, a letter which contains the information on the cancellation of acquisition talks was sent to AvtoVAZagregat last month.

GAZ considers new assembly projects abroad

Gruppa GAZ is considering assembly of its vehicles in Lithuania, Venezuela and Cuba, Izvestia reports. "GAZ Group has not carried out the assembly of vehicles in Lithuania, Cuba and Venezuela (in the past) and does not perform it at the moment, but has considered it. At the same time the possibility of assembly in Venezuela is estimated to be unlikely in the short term" a GAZ representative is quoted as saying by Izvestia.

Russia may postpone introduction of Euro 5 standard for some vehicle categories

The Russian Ministry of Industry and Trade has prepared a document on the postponing of the introduction of the Euro 5 emission standard, Russian media say. According to the report, the introduction of Euro 5 for some vehicle categories such as commercial vehicles and SUVs may be postponed. According to current regulation, all vehicles manufactured in the Customs Union countries have to meet the Euro 5 standard starting from the 1st of January 2016. According to the ministry, the final decision is to be made by the Eurasian Economic Commission.

Ford Sollers: No change of shift system in Vsevolozhsk

The **OOO Ford Sollers Holding** plant in Vsevolozhsk continues to work at the same shift system following the restart of production after the summer break as it did before, TASS reports quoting the company's PR department. That means that the plant, which manufactures Ford Focus and Mondeo models, will work in one shift four days a week.

Sberbank opens credit line for UAZ

OOO Sberbank Rossiya has opened a RUB 1.7 billion credit line for OAO UAZ. The credit agreement is valid until May 2019. The money is destined for the modernisation of production facilities as well as research and development.

Zotye cars to be assembled in Tatarstan

Chinese **Zotye** cars will be assembled from SKD kits at **OOO Alabuga Motors** in the Special Economic Zone Alabuga in Elabuga, Russky Avtomobil reports. Originally, Alabuga Motors was expected to launch assembly of **DFM** cars at the beginning of 2015, but this project is on hold. Plans call for the Russian assembly of Zotye Z300 sedans and T600 crossovers. **Aleksandr Gnyezdzyuk**, one of managers of the new distribution company OOO Zotye Motors Rus, told Russky Avtomobil that assembly kits are already underway from China. In the past, Gnyezdzyuk served as the Head of the company **Queengroup**, which used to import **FAW** cars from China and prior to that **ZAZ** cars from Ukraine. Presentation of Zotye cars for potential dealers is expected by the end of August. According to current information, Zotye Z300 will start at RUB 750,000 and T600 at RUB 850,000. It is not the first attempt of Zotye to start sales in Russia. The Chinese company presented two models at the Interavto motor show in Moscow in 2007. However, negotiations with potential importers were unsuccessful. The Zotye Z300 is assembled in very small volumes in Belarus at the **ZAO Unison** plant in Obchak near Minsk.

Nissan names new General Manager for Russia

Andrey Akifiev (48), who served as Managing Director of **Nissan Sales Central & Eastern Europe (NSCEE)** in Budapest, was appointed Managing Director in Russia. In his new position he will be responsible for sales, marketing, development of the dealer network and after sales. Akifiev took over as Head of the Budapest office in March 2013. Prior to that he worked at **Nissan Europe SAS** as General Manager with responsibility for all independent markets in Europe from April 2011 to March 2013, as Sales Director at **Nissan Motor Rus** from January 2004 to March 2011. Akifiev is connected to Nissan since 1993 when he joined the **Marubeni Auto Company**, which acted as Nissan's importer in Russia in that time.

Hyundai sells 500.000th Solaris

The distribution company **OOO Hyundai Motor SNG** has sold the 500,000th **Hyundai Solaris** in Russia. Sales of the model, which is manufactured at Hyundai's plant in St. Petersburg in hatchback and sedan body versions, was launched in February 2011. The company introduced a facelifted version in 2014.

AvtoVAZ to produce 50 units of Lada Kalina NFR

OOO AvtoVAZ plans to produce a limited series of 50 units of the sporty **Lada Kalina** version called Kalina NFR. The car is powered by a 1.6 litre engine with 140 hp. Start of sales is scheduled for November and the price is expected to be RUB 646,000.

Nokian exports more than 60 percent of Russian made tyres

Nokian Tyres plc continues to have competitive advantages from having manufacturing inside Russia. The plant located in Vsevolozhsk in Russia inside the customs borders combined with strong brands and an expanding distribution provide a significant competitive edge on the market. In the first half of 2015, 63 percent of the sales volume from the Nokian Tyres' Russian factory was exported. This supports the company's margins, as the production costs are mainly in rubles and the sales mainly in euros. In the case of demand upturn, Nokian Tyres' car tyre production capacity in Russia offers an inbuilt capability to increase output rapidly without capex, to meet market growth.

Dongfeng expands dealer network

OOO Dongfeng Motor Rus, the Russian importer of **Dongfeng** cars which are badged **DFM** in Russia, is continuing the expansion of its dealer network. New dealer partners were introduced in Oryol and Voronezh during the last few weeks. It is interesting that in both cities the DFM brand was added as the second brand to existing **Peugeot** showrooms which were originally constructed as according to the "blue box" concept. So the showrooms were originally not expected to include another brand. According to **Wang Peng**, CEO of Dongfeng Motor Rus, there are currently 40 DFM dealers in Russia and another 10 to 15 dealers will be added in the near future. Peng plans to sell about 1,500 DFM cars this year and at least 2,000 in 2016.

Russia/CIS

Nokian reports lower sales

Nokian Tyres plc' sales in Russia decreased year-over-year by 39.1 percent to €140.7 million in the first half of 2015 (1-6/2014: €230.9 million). Sales in CIS countries (excluding Russia) were €7.8 million (€6.9 million), still low due to the Ukrainian crisis situation. Consolidated sales in Russia and CIS decreased by 37.5 percent to €148.6 million (€237.8 million). Nokian Tyres lost sales volume and market share in Russia, due to the weak economy and consumers shifting towards cheaper segments and brands. The sales value decreased also due to the ruble devaluation against the euro. Double-digit price increases in rubles were made in early 2015, but this does not fully compensate for the currency devaluation effects. However, Nokian Tyres' product mix and ASP in the local currency clearly improved due to restructuring of the winter tyre range and launch of new SUV models in the B segment. Nokian Tyres maintained its market leader position in the premium segment. The distribution network was extended. There were a total of 667 **Vianor** stores in 383 cities in Russia and CIS countries at the end of the review period. The **Hakka Guarantee** network and other retail partners working closely with Nokian Tyres in Russia comprised of 3,611 tyre stores, Vianor

shops, car dealers, and web shops. The **N-Tyre** network - a more flexible partner concept - included 74 stores in Russia and Kazakhstan at the end of the first half of 2015. "Russia has been able to avoid the worst case economic scenarios and the confidence in the market is gradually returning. However, the situation is very volatile and in most retail segments the volumes and ASPs have been very low, especially in the second quarter. In new car and tyre sales, Russian market has been lower than we expected, and the tyre purchasing has moved more towards lower B and C segments," said **Ari Lehtoranta**, President and CEO of Nokian tyres.

Russia/Turkey

Lada to make comeback in Turkey

Lada cars will be available in Turkey again later this year. The company **Mersa Otomotiv Motorlu Araçlar İnş. San. Tic. Ltd. Şti.**, which was appointed as new Lada importer, plans to launch sales in November. Plans call for a network of 40 dealers and 50 service partners in 2016. Mersa Otomotiv is an assembler and distributor of Russian-made **GAZ** Gazel light commercial vehicles. It launched assembly of GAZ vehicles in the time when **Bo Andersson**, current President and CEO of **OAO AvtoVAZ**, served as Head of **Gruppa GAZ**. The company is also a **Citroën** dealer.

Serbia

Dräxlmaier considers expansion in Zrenjanin

German company **Fritz Dräxlmaier GmbH & Co. KG** may construct new production facilities at its **DAD Dräxlmaier Automotive d.o.o.** site in Zrenjanin. "There is a possibility of opening new production halls, but it is too early to talk about it," said **Andreas Weber**, General Manager of the factory, during a visit of Zrenjanin's Mayor **Čedomir Janjić** to the plant. Janjić visited the factory including the new cable cutting department. Weber underlined that with the set up of the cable cutting production process and the pre-assembly the plant in Zrenjanin has a fully integrated production system. Dräxlmaier has been operating in Zrenjanin since 2008. The plant currently employs some 3,300 people. More than 300 new jobs were added during the last three months.

Slovakia

Jaguar Land Rover selects Slovakia for new plant

Jaguar Land Rover Automotive plc has signed a Letter of Intent with the Government of the Slovak Republic for the potential development of a new manufacturing plant in the city of Nitra in western Slovakia. The feasibility study underway with the Slovakian Government will explore plans for a factory with an installed capacity of up to 300,000 vehicles over the next decade. As part of Jaguar Land Rover's commitment to deliver more lightweight vehicles, the plant would manufacture a range of aluminium Jaguar Land Rover vehicles. It is anticipated that the first cars will come off the production line in 2018. There is no official information about the investment volume, but it is estimated that the total investment could be up to €1.5 billion and the investment incentives for JLR could reach up to €375 million. According to an information

published by the **Slovak Investment and Trade Development Agency (SARIO)** the investment is expected to create up to 4,000 direct jobs at the car plant. Following robust analyses of a number of locations including Europe, the United States and Mexico, Jaguar Land Rover has selected Slovakia as its preferred location. The company mentioned the fact that Nitra is close to a strong supply chain and good logistics infrastructure among the reasons for the decision. Subject to the outcome of the feasibility study, a final decision is expected later this year. "With its established premium automotive industry, Slovakia is an attractive potential development opportunity for us" said **Ralf Speth**, CEO of Jaguar Land Rover. "We are committed to developing Slovakia's premium automotive industry and, should we be successful, this investment would represent a significant step forward in achieving this" explained Robert Fico, Prime Minister of Slovakia. "We look forward to working closely with Jaguar Land Rover over the coming months to progress the negotiations".

Jaguar Land Rover may face some problems with qualified workforce

The large concentration of four car plants, including the future **Jaguar Land Rover Automotive plc** factory in Nitra, on a relatively small territory is the reason for some criticism in conjunction with JLR's decision as there are some fears that it could be problematic to find enough qualified workers. "We have to look for an appropriate system of conditions for labour mobility," **Juraj Sinay**, President of the Slovak Association of Automotive Industry, says in an interview with the Pravda daily. "The fact is that in the territory of Western Slovakia the availability of workforce is on the edge, but Slovakia does not end in Nitra or in Žilina." Personnel agencies also see a potential problem. "The competition in the labour market is growing rapidly and Slovak car-makers face a desperate shortage of people, not only at skilled but also at blue-collar positions," **Jiří Halbrštát**, Manpower's marketing manager, is quoted as saying by the Hospodárske noviny business daily. "I personally see a problem with a qualified workforce," **Darina Mokránová**, Executive Director of the employment agency **Index Nosluš**, tells Hospodárske noviny. "Despite the fact that due to existing car-makers we have a relatively large number (of skilled workforce), even current employer are missing (the workforce) and this issue will deepen with the arrival of Jaguar." Both the automotive industry and HR experts have underlined the importance of training measures for new employees which need to be started in time so that the people are ready when needed. Accommodation possibilities near JLR's new plant will also be an issue.

Slovakia/Poland

Jaguar Land Rover: Polish government says incentives were the reason to prefer Slovakia

Janusz Piechociński, Poland's Deputy Prime Minister and Minister of Economy, said Slovakia had offered high state subsidies for **Jaguar Land Rover Automotive plc** which Poland would not match. "Slovakia was ready to pay much more than we could secure in our budget," he said in a press conference. "At the finish of negotiations the Slovak side has submitted such terms of public support, of such a height, that in our Polish bill to continue the discussion would be unnecessary," Piechociński said. "The distribution of the benefits and costs would be irrational from the point of view of not only the jobs that would be created, but also burden for budget in the future," he explained. "We do not fight for the investor at any price."

Turkey

Ford Otosan increases production and export volumes expectation

Ford Otomotiv Sanayi A.Ş. (Ford Otosan) has increased its expectation regarding the total production and export figure for this year in conjunction with the presentation of the results for the first half year of 2015. The company now expects the total production of about 344,000 vehicles for this year, compared to the 325,000 forecast published three months ago. The export forecast was increased from 245,000 to 262,000 vehicles.

NEWS FROM MIDDLE EAST AND AFRICA

Iran

Iran Khodro establishes new company to promote international cooperation

Iran Khodro Industrial Group has established a new company for expanding cooperation between Iranian suppliers and their international counterparts, said **IKCO's** President and CEO **Hashem Yekehzare**. Visiting the newly-established **Avrand Plastic Company**, he also noted that such cooperation would develop Iranian suppliers' capabilities and enhance their products' quality. Avrand Plastic is an engineering company dealing with designing and supplying parts. "Given the recent nuclear deal reached between Iran and P5+1 group of countries and the subsequent positive atmosphere, Avrand Plastic can play a leading role in supplying necessary parts and exporting new Iranian products to the international markets" he said.

Iran Khodro starts delivery of the Renault Captur

Iran Khodro Industrial Group started the delivery of the **Renault Captur**. The Captur is an import car, but plans call for the future production of the model in Iran.

Iranians want German cars

An Iranian TV station has asked its viewers an interesting question: If the Iranian automakers are looking for foreign partners, automakers from which following countries should be given priority according to your opinion: 1. Germany, 2. China, 3. Japan, 4. Korea, 5. France. About 64 percent of the survey's participants declared they would prefer Germany as a business partner for Iran's automotive industry. Germany was followed by Japan (16.85 percent), Korea (7.14 percent), France (6.31 percent) and China (5.69 percent).

Iran/Russia

GAZ sees business possibilities in Iran

Gruppa GAZ of Russia sees business opportunities in Iran. **Siegfried Wolf**, Chairman of **OAo Ruskiye**

Mashiny (Russian Machines), the company which controls GAZ, was among the speakers at the Iran EU Conference in Vienna last month. "Business with Iran is realistic in any case, we already were in Iran," said **Martin Rada**, Export Manager of Gruppa GAZ. GAZ had contacts to Iran as the **Iran Khodro Industrial Group** assembled **GAZ** Gazel light commercial vehicles in the past. "We will certainly strengthen our presence in Iran, with light commercial vehicles and buses," said Rada. There are some strong connections in the engine and parts area. "Iran is for us certainly one of the key markets," Rada added.

Nigeria

Ford Motor Company has announced it will assemble its **Ford** Ranger pickup truck in Nigeria starting in the fourth quarter of 2015. Nigeria will be the first African country outside of South Africa where Ford vehicles are assembled. Ranger assembly will begin in Ikeja, in the Lagos State about 750 km south-west of Nigeria's capital city Abuja. Ford is partnering with Ford dealer group **Coscharis Motors Limited** on the project. Ford will assemble the vehicles at a SKD level, using body parts and components imported from South Africa. The new assembly plant in Ikeja will create approximately 180 jobs directly and indirectly, and has the capacity to assemble up to 5,000 units annually. Vehicles assembled at Ikeja are destined for sale in Nigeria only. "Nigeria is a priority market for us in Sub-Saharan Africa and today's announcement will allow us to better serve our customers both from a retail point of view, and in terms of vehicle and parts availability," said **Jeff Nemeth**, president and CEO of Ford Motor Company of Sub-Saharan Africa region. "We are committed to supporting Nigeria's developing automotive industry and economy together with Coscharis, and are looking forward to being active in the community. New assembly operations, even on a smaller scale like this one, have very positive ripple effects in the local economy and work force."

UPCOMING EVENTS

- » **August, 24-27:** MOSCOW, RUSSIA: MIMS AUTOMECHANIKA
<http://www.mims.ru>
- » **August, 25:** MOSCOW, RUSSIA: VI INTERNATIONAL MOSCOW AUTOMOTIVE FORUM (IMAF)
<http://www.mims.ru/en-GB/events/VI-moskovskii-mezhdunarodny-forum-avtomobilestroen.aspx>
- » **October, 1-11:** BUCHAREST, ROMANIA: BUCHAREST AUTO SHOW
<http://www.sab.ro>
- » **October, 13-14:** PRAGUE, CZECH REPUBLIC: CENTRAL & EAST EUROPEAN AUTOMOTIVE FORUM
<http://www.ceeautomotive.com/>
- » **October, 28-30:** BUDAPEST, HUNGARY: AUTOMOTIVE HUNGARY
<http://automotiveexpo.hu>
- » **November 24-25:** ISTANBUL, TURKEY: 2ND WORLD AUTOMOTIVE CONFERENCE.
<http://worldwidepartnerships.co.uk/conference/world-automotive-conference-in-turkey/>

IMPRINT

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