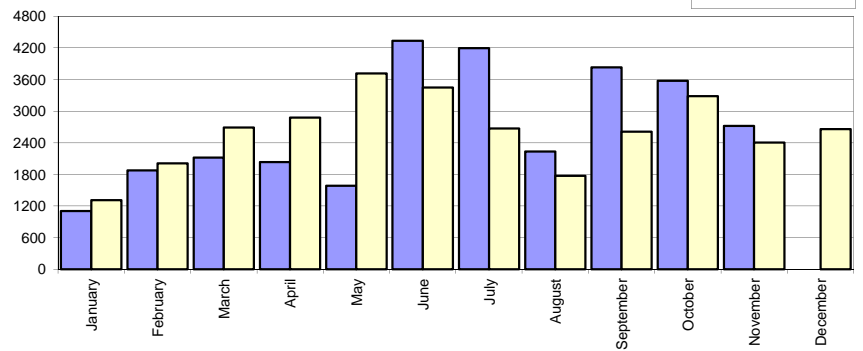


Livrari autoturisme autohtone / Domestic passenger car sales

Luna/An	2016	2015	Variatie
January	1 103	1 310	-15.8%
February	1 878	2 012	-6.7%
March	2 116	2 689	-21.3%
April	2 035	2 878	-29.3%
May	1 586	3 716	-57.3%
June	4 336	3 448	25.8%
July	4 197	2 673	57.0%
August	2 231	1 772	25.9%
September	3 831	2 612	46.7%
October	3 577	3 283	9.0%
November	2 722	2 404	13.2%
December	-	2 660	-
Total	29 612	28 797	2.8%

31 457

Livrari autohtone (buc)

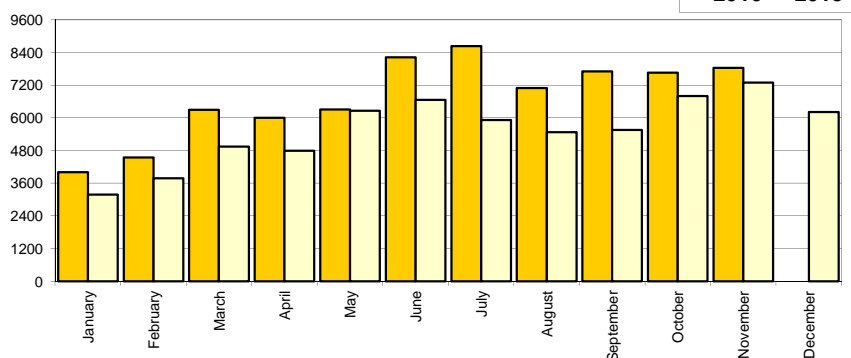


Livrari autoturisme import / Imported passenger car sales

Luna/An	2016	2015	Variatie
January	4 008	3 185	25.8%
February	4 549	3 775	20.5%
March	6 297	4 942	27.4%
April	6 007	4 791	25.4%
May	6 309	6 257	0.8%
June	8 226	6 664	23.4%
July	8 634	5 918	45.9%
August	7 093	5 478	29.5%
September	7 710	5 551	38.9%
October	7 656	6 803	12.5%
November	7 837	7 296	7.4%
December	-	6 208	-
Total	74 326	60 660	22.5%

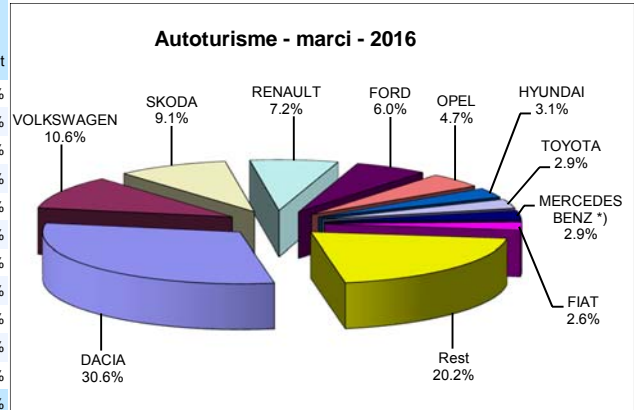
66 868

Livrari import (buc)



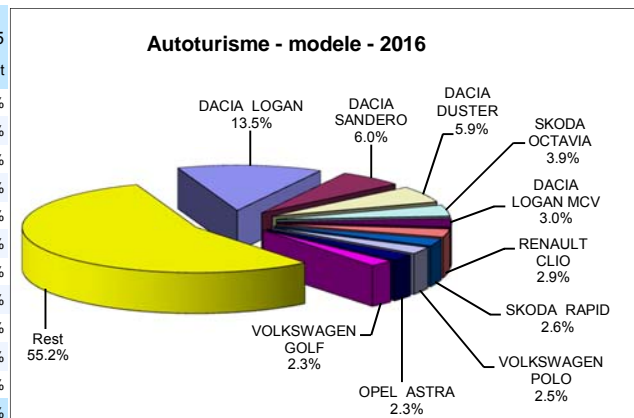
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Noiembrie		Variatie		2016		Variatie 2015	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	3007	1	-19.8%	1	31844	1	3.3%
VOLKSWAGEN	2	1183	2	-12.4%	2	11067	2	21.9%
SKODA	3	1002	3	12.5%	3	9483	3	16.4%
RENAULT	4	771	4	-4.7%	4	7491	5	35.9%
FORD	5	641	5	10.0%	5	6241	4	12.5%
OPEL	6	529	6	6.9%	6	4854	6	47.9%
HYUNDAI	10	305	8	-2.2%	7	3194	8	22.1%
TOYOTA	9	311	7	-4.3%	8	3051	7	12.2%
MERCEDES BENZ *)	7	359	9	20.1%	9	3039	10	39.0%
FIAT	8	333	10	25.7%	10	2677	9	18.0%
Rest		2118		-1.8%		20997		21.7%
TOTAL		10559		-6.0%		103938		16.2%



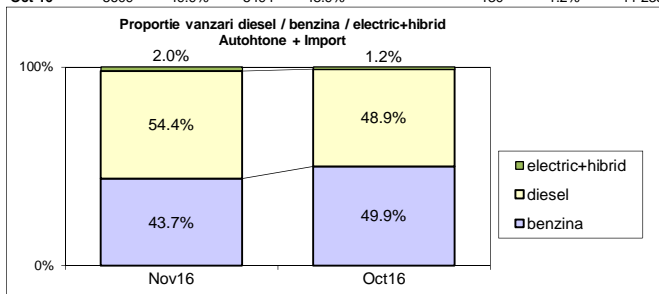
Top livrari autoturisme - modele / Passenger car top - by model

MODEL	Noiembrie		Variatie		2016		Variatie 2015	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	1084	1	-34.2%	1	14029	1	-3.6%
DACIA SANDERO	3	641	3	12.3%	2	6271	3	19.9%
DACIA DUSTER	2	703	2	-18.9%	3	6116	2	2.5%
SKODA OCTAVIA	4	457	5	12.8%	4	4085	4	13.4%
DACIA LOGAN MCV	9	285	4	-42.0%	5	3117	5	6.5%
RENAULT CLIO	6	321	7	5.9%	6	2977	8	28.3%
SKODA RAPID	10	247	9	-14.5%	7	2738	6	12.2%
VOLKSWAGEN POLO	14	186	6	-51.4%	8	2555	10	23.3%
OPEL ASTRA	7	291	8	0.3%	9	2352	21	146.3%
VOLKSWAGEN GOLF	5	355	10	52.4%	10	2350	7	0.1%
Rest		5989		4.1%		57348		21.9%
TOTAL		10559		-6.0%		103938		16.2%

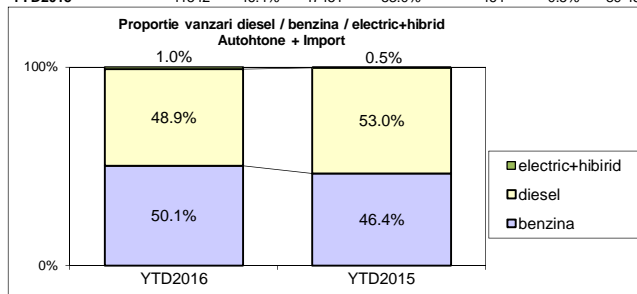


Segmentare dupa tipul de combustibil / Segmentation by type of fuel
Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Nov-16	4610	43.7%	5740	54.4%	209	2.0%	10 559
Oct-16	5609	49.9%	5494	48.9%	130	1.2%	11 233



	benzina		diesel		electric+hibrid		total
YTD2016	52111	50.1%	50783	48.9%	1044	1.0%	103 938
YTD2015	41542	46.4%	47451	53.0%	464	0.5%	89 457


Livrari autoturisme in functie de tipul de combustibil / Passenger car sales by fuel type

Luna/An	2016		Pondere		2015		Variatie 16/15	
	diesel	benzina	diesel	benzina	diesel	benzina	diesel	benzina
January	3 036	2 036	59.4%	39.8%	3 022	1 456	0.5%	39.8%
February	3 429	2 963	53.4%	46.1%	3 430	2 335	0.0%	26.9%
March	4 668	3 693	55.5%	43.9%	4 504	3 107	3.6%	18.9%
April	4 446	3 527	55.3%	43.9%	4 432	3 204	0.3%	10.1%
May	4 543	3 296	57.5%	41.7%	4 671	5 243	-2.7%	-37.1%
June	5 052	7 450	40.2%	59.3%	5 010	5 048	0.8%	47.6%
July	4 867	7 865	37.9%	61.3%	4 212	4 338	15.6%	81.3%
August	4 034	5 120	43.3%	54.9%	3 925	3 298	2.8%	55.2%
September	5 474	5 942	47.4%	51.5%	4 278	3 825	28.0%	55.3%
October	5 494	5 609	48.9%	49.9%	4 895	5 112	12.2%	9.7%
November	5 740	4 610	54.4%	43.7%	5 072	4 576	13.2%	0.7%
December	-	-	-	-	5 179	3 657	-	-
Total	50 783	52 111	48.9%	50.1%	47 451	41 542	7.0%	25.4%

Top Marci - Electrice (BEV,EREV,PHEV) si Hibrade (HEV)

MARCA	BEV+EREV+PHEV			HEV		
	2016	2015	Var. %	2016	2015	Var. %
BMW	62	0	-	-	-	-
MERCEDES BENZ *)	27	4	-	3	9	-66.7%
VOLKSWAGEN	22	5	340.0%	-	-	-
VOLVO	11	0	-	-	-	-
MITSUBISHI	7	8	-12.5%	-	-	-
RENAULT	5	10	-50.0%	-	-	-
PORSCHE	3	2	50.0%	-	-	-
AUDI	1	0	-	-	-	-
TOYOTA	-	-	-	724	321	125.5%
LEXUS	-	-	-	141	59	139.0%
LAND ROVER	-	-	-	19	21	-9.5%
Altele	7	14	-50.0%	12	11	9.1%
TOTAL	145	43	237.2%	899	421	113.5%

*) Estimari APIA / APIA Estimates

Top 10 Autoturisme in functie de tipul de alimentare - marci / Top 10 passenger car sales by fuel type and make
Top 10 diesel - marci

MARCA	Noiembrie 2016	11 luni 2016	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1683	13484	26.6%	-1.4%	42.3%
VOLKSWAGEN	761	5677	11.2%	8.7%	51.3%
SKODA	567	5664	11.2%	14.2%	59.7%
RENAULT	504	4458	8.8%	27.5%	59.5%
FORD	394	3755	7.4%	9.5%	60.2%
MERCEDES BENZ *)	304	2467	4.9%	32.4%	81.2%
BMW	220	2068	4.1%	35.0%	88.9%
AUDI	228	1668	3.3%	21.1%	72.4%
NISSAN	149	1473	2.9%	9.9%	65.2%
OPEL	160	1221	2.4%	-18.1%	25.2%
Rest	770	8848	17.4%	-2.4%	38.4%
TOTAL	5740	50783	100%	7.0%	48.9%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Noiembrie 2016	11 luni 2016	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	1324	18360	35.2%	7.0%	57.7%
VOLKSWAGEN	413	5368	10.3%	39.5%	48.5%
SKODA	435	3819	7.3%	19.8%	40.3%
OPEL	369	3633	7.0%	102.8%	74.8%
RENAULT	265	3028	5.8%	51.0%	40.4%
FORD	247	2482	4.8%	17.0%	39.8%
HYUNDAI	231	2113	4.1%	25.4%	66.2%
FIAT	300	2000	3.8%	55.6%	74.7%
SUZUKI	169	1804	3.5%	76.5%	89.4%
TOYOTA	125	1734	3.3%	-0.7%	56.8%
Rest	732	7770	14.9%	36.6%	35.3%
TOTAL	4610	52111	100%	25.4%	50.1%

*) Estimari APIA / APIA Estimates

Top 10 Autoturisme in functie de tipul de alimentare - modele / Top 10 passenger car sales by fuel type and model
Top 10 diesel - model

MODEL	Noiembrie 2016	11 luni 2016	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	469	4604	9.1%	-7.5%	75.3%
DACIA LOGAN	563	3817	7.5%	12.2%	27.2%
SKODA OCTAVIA	352	3128	6.2%	12.7%	76.6%
DACIA SANDERO	265	1737	3.4%	-5.1%	27.7%
DACIA LOGAN MCV	170	1663	3.3%	-0.2%	53.4%
RENAULT CLIO	192	1501	3.0%	22.7%	50.4%
VOLKSWAGEN PASSAT	131	1288	2.5%	-5.7%	94.1%
VOLKSWAGEN TIGUAN	180	1279	2.5%	110.4%	87.7%
SKODA RAPID	106	1253	2.5%	0.0%	45.8%
NISSAN QASHQAI	127	1239	2.4%	14.7%	79.1%
Rest	3185	29274	57.6%	7.3%	48.6%
TOTAL	5740	50783	100%	7.0%	48.9%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

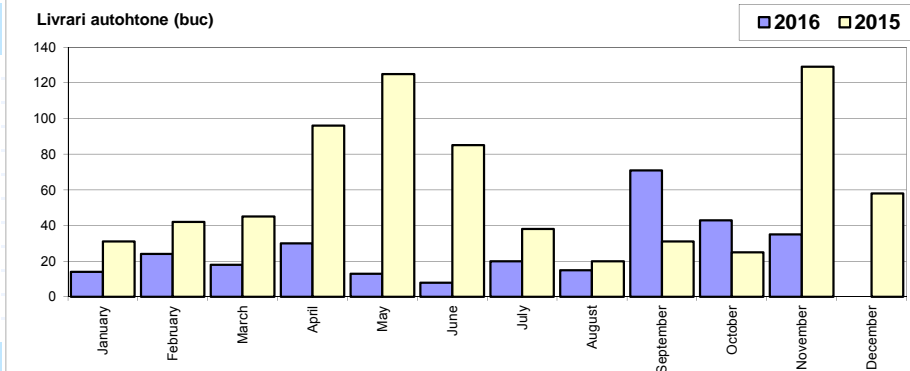
MODEL	Noiembrie 2016	11 luni 2016	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	521	10212	19.6%	-8.5%	72.8%
DACIA SANDERO	376	4534	8.7%	33.4%	72.3%
VOLKSWAGEN POLO	165	2388	4.6%	37.6%	93.5%
OPEL ASTRA	188	1830	3.5%	187.3%	77.8%
DACIA DUSTER	234	1512	2.9%	53.0%	24.7%
SKODA RAPID	141	1485	2.8%	25.1%	54.2%
RENAULT CLIO	129	1476	2.8%	34.5%	49.6%
DACIA LOGAN MCV	115	1454	2.8%	15.2%	46.6%
SUZUKI VITARA	119	1361	2.6%	155.3%	88.1%
VOLKSWAGEN GOLF	101	1103	2.1%	39.4%	46.9%
Rest	2521	24756	47.5%	32.0%	41.3%
TOTAL	4610	52111	100%	25.4%	50.1%

*) Estimari APIA / APIA Estimates

Livrari comerciale usoare + minibus autohtone / Domestic LCV + minibus sales

Luna/An	2016	2015	Variatie
January	14	31	-54.8%
February	24	42	-42.9%
March	18	45	-60.0%
April	30	96	-68.8%
May	13	125	-89.6%
June	8	85	-90.6%
July	20	38	-47.4%
August	15	20	-25.0%
September	71	31	129.0%
October	43	25	72.0%
November	35	129	-72.9%
December	-	58	-
Total	291	667	-56.4%

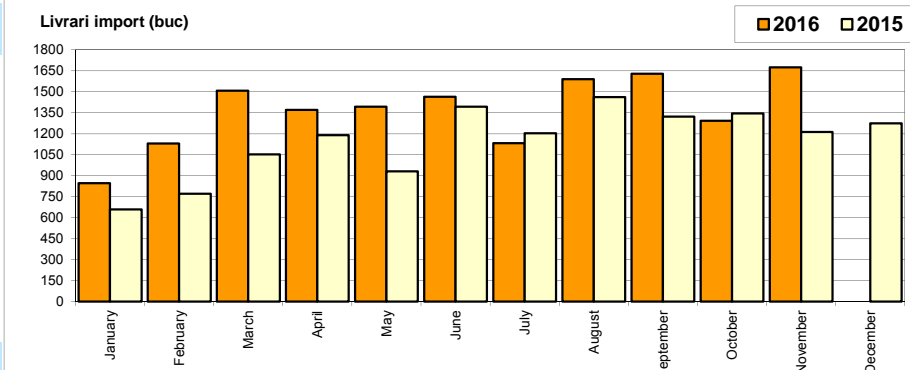
725



Livrari comerciale usoare + minibus import / Imported LCV + minibus sales

Luna/An	2016	2015	Variatie
January	848	660	28.5%
February	1 131	772	46.5%
March	1 508	1 053	43.2%
April	1 370	1 189	15.2%
May	1 393	931	49.6%
June	1 464	1 394	5.0%
July	1 133	1 204	-5.9%
August	1 590	1 463	8.7%
September	1 630	1 322	23.3%
October	1 293	1 346	-3.9%
November	1 676	1 214	38.1%
December	-	1 274	-
Total	15 036	12 548	19.8%

13 822

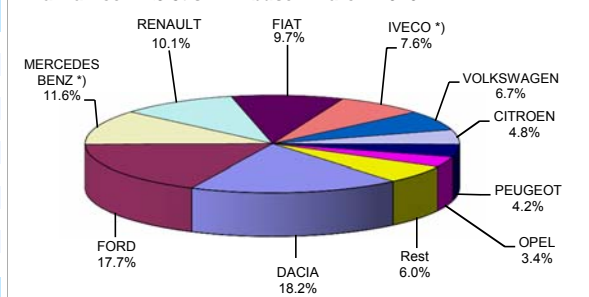


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Noiembrie		Variatie Octombrie		2016		Variatie 2015	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	2	310	2	41.6%	1	2789	1	2.5%
FORD	1	341	1	31.7%	2	2707	2	46.5%
MERCEDES BENZ *)	3	199	3	27.6%	3	1777	4	17.3%
RENAULT	4	198	5	52.3%	4	1550	6	40.0%
FIAT	5	164	4	14.7%	5	1486	5	17.1%
IVECO *)	7	129	7	65.4%	6	1164	8	82.5%
VOLKSWAGEN	6	130	6	27.5%	7	1020	7	36.2%
CITROEN	10	59	8	-22.4%	8	741	10	36.7%
PEUGEOT	9	61	9	10.9%	9	641	9	10.7%
OPEL	8	62	12	106.7%	10	528	3	-69.6%
Rest		58		-34.1%		924		81.5%
TOTAL		1711		28.1%		15327		16.0%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2016



Livrari comerciale <3.5t si minibus - modele / LCV + minibus sales by model

MODEL	Noiembrie		Variatie Octombrie		2016		Variatie 2015	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	275	1	56.3%	1	2498	1	21.6%
FORD TRANSIT	2	132	2	-12.6%	2	1461	4	47.0%
FIAT DUCATO	4	125	3	23.8%	3	1201	3	19.6%
IVECO *) DAILY	3	127	4	64.9%	4	1145	7	80.0%
RENAULT MASTER	6	72	6	7.5%	5	835	6	26.1%
MERCEDES BENZ *) SPRINTER	5	88	7	39.7%	6	750	5	-6.7%
CITROEN JUMPER	12	48	5	-33.3%	7	664	10	41.3%
MERCEDES BENZ *) SPRINTER BUS	8	61	8	0.0%	8	629	11	102.9%
PEUGEOT BOXER	11	52	9	8.3%	9	552	9	10.4%
FORD TRANSIT CUSTOM	10	57	22	216.7%	10	374	14	71.6%
Rest		674		34.3%		5218		-6.2%
TOTAL		1711		28.1%		15327		16.0%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2016

