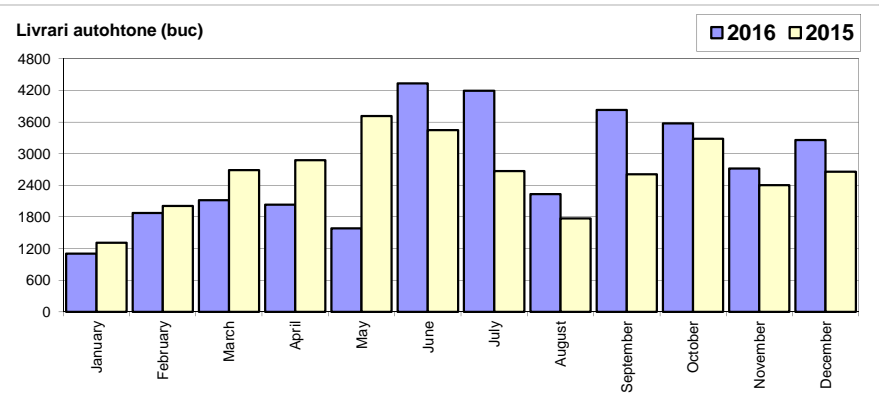


Livri autoturisme autohtone / Domestic passenger car sales

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	3 262	2 660	22.6%
Total	32 874	31 457	4.5%

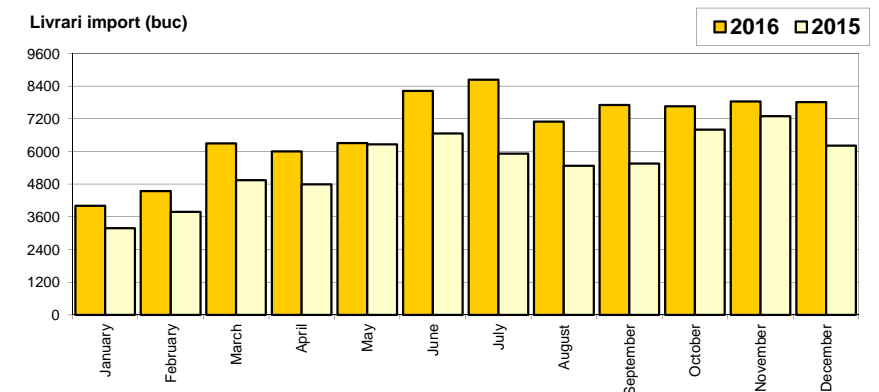
31 457



Livri 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	7 835	7 296	7.4%
December	7 806	6 208	25.7%
Total	82 130	66 868	22.8%

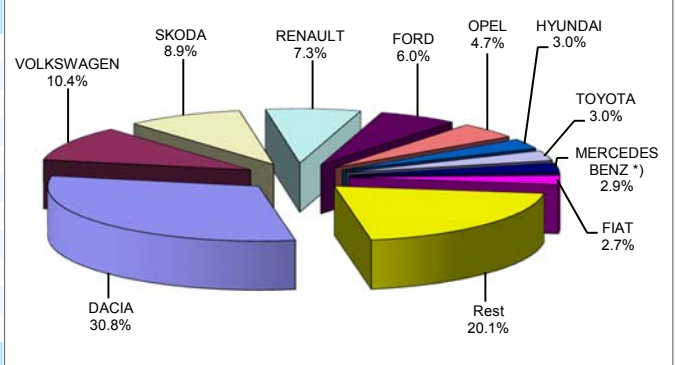
66 868



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

MARCA	Variatie				2016	Variatie2015		
	Decembrie		Noiembrie			pozitie	procent	
DACIA	1	3604	1	19.9%	1	35448	1	4.6%
VOLKSWAGEN	2	916	2	-22.6%	2	11983	2	22.4%
SKODA	4	785	3	-21.7%	3	10268	3	16.0%
RENAULT	3	860	4	11.5%	4	8351	5	38.7%
FORD	5	716	5	11.7%	5	6957	4	14.7%
OPEL	6	587	6	11.0%	6	5441	6	50.1%
HYUNDAI	12	287	10	-5.9%	7	3481	8	25.2%
TOYOTA	8	395	9	27.0%	8	3446	7	18.5%
MERCEDES BENZ *)	11	328	7	-8.6%	9	3367	10	36.6%
FIAT	7	443	8	33.0%	10	3120	9	20.7%
Rest		2147		1.5%		23142		19.6%
TOTAL		11068		4.8%		115004		17.0%

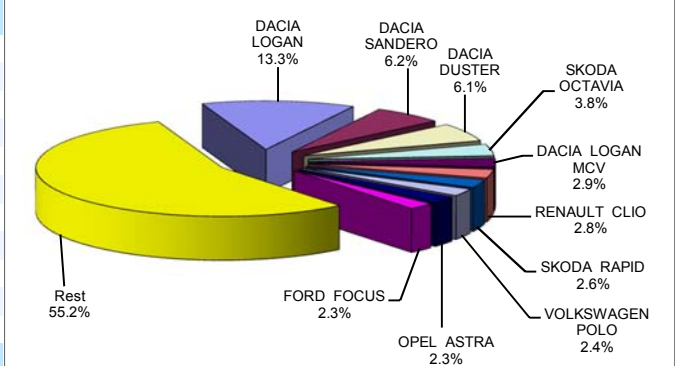
Autoturisme - marci - 2016



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

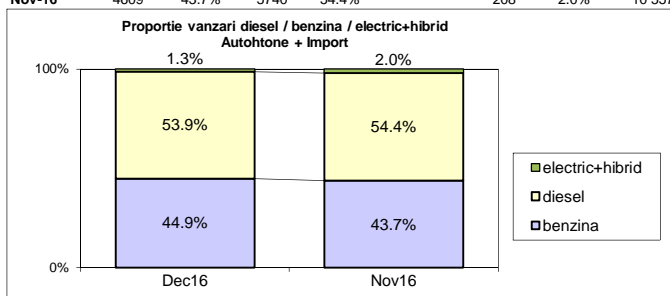
MODEL	Variatie				2016	Variatie2015		
	Decembrie		Noiembrie			pozitie	procent	
DACIA LOGAN	1	1300	1	19.9%	1	15329	1	-4.3%
DACIA SANDERO	3	827	3	29.0%	2	7098	3	27.6%
DACIA DUSTER	2	859	2	22.2%	3	6975	2	5.0%
SKODA OCTAVIA	4	321	4	-29.8%	4	4406	4	12.4%
DACIA LOGAN MCV	8	275	9	-3.5%	5	3392	5	9.0%
RENAULT CLIO	6	295	6	-8.1%	6	3272	8	30.1%
SKODA RAPID	7	284	10	15.0%	7	3022	6	11.1%
VOLKSWAGEN POLO	13	215	14	15.6%	8	2770	10	29.5%
OPEL ASTRA	11	264	7	-9.3%	9	2616	21	145.2%
FORD FOCUS	5	311	8	8.7%	10	2588	9	15.6%
Rest		6117		1.0%		63536		21.3%
TOTAL		11068		4.8%		115004		17.0%

Autoturisme - modele - 2016

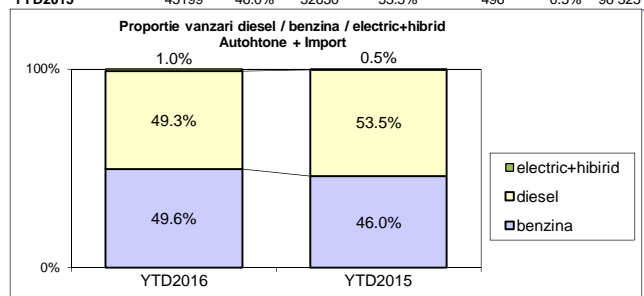


Segmentare dupa tipul de combustibil / Segmentation by type of fuel
Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Dec-16	4965	44.9%	5963	53.9%	140	1.3%	11 068
Nov-16	4609	43.7%	5740	54.4%	208	2.0%	10 557



	benzina		diesel		electric+hibrid		total
YTD2016	57075	49.6%	56746	49.3%	1183	1.0%	115 004
YTD2015	45199	46.0%	52630	53.5%	496	0.5%	98 325


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	4 609	54.4%	43.7%	5 072	4 576	13.2%	0.7%
December	5 963	4 965	53.9%	44.9%	5 179	3 657	15.1%	35.8%
Total	56 746	57 075	49.3%	49.6%	52 630	45 199	7.8%	26.3%

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

MARCA	BEV+EREV+PHEV			HEV		
	2016	2015	Var. %	2016	2015	Var. %
BMW	65	0	-	-	-	-
MERCEDES BENZ *)	37	4	-	3	11	-72.7%
VOLKSWAGEN	25	5	400.0%	-	-	-
VOLVO	11	0	-	-	-	-
MITSUBISHI	8	10	-20.0%	-	-	-
RENAULT	7	11	-36.4%	-	-	-
PORSCHE	3	2	50.0%	-	-	-
TOYOTA	-	-	-	820	335	144.8%
LEXUS	-	-	-	159	68	133.8%
LAND ROVER	-	-	-	19	25	-24.0%
KIA	-	-	-	8	0	-
Altele	11	14	-21.4%	7	11	-36.4%
TOTAL	167	46	263.0%	1016	450	125.8%

*) 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	Decembrie 2016	12 luni 2016	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1972	15456	27.2%	0.2%	43.6%
VOLKSWAGEN	548	6225	11.0%	8.9%	51.9%
SKODA	448	6112	10.8%	14.5%	59.5%
RENAULT	513	4971	8.8%	29.4%	59.5%
FORD	507	4262	7.5%	14.4%	61.3%
MERCEDES BENZ *)	255	2722	4.8%	30.1%	80.8%
BMW	322	2390	4.2%	34.4%	89.3%
AUDI	220	1888	3.3%	19.9%	74.0%
NISSAN	161	1634	2.9%	6.9%	65.1%
OPEL	159	1380	2.4%	-16.0%	25.4%
Rest	858	9706	17.1%	-2.6%	38.1%
TOTAL	5963	56746	100%	7.8%	49.3%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Decembrie 2016	12 luni 2016	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	1632	19992	35.0%	8.3%	56.4%
VOLKSWAGEN	365	5733	10.0%	40.9%	47.8%
SKODA	337	4156	7.3%	18.4%	40.5%
OPEL	428	4061	7.1%	104.8%	74.6%
RENAULT	345	3373	5.9%	55.7%	40.4%
FORD	209	2691	4.7%	15.0%	38.7%
FIAT	355	2355	4.1%	52.9%	75.5%
HYUNDAI	190	2303	4.0%	29.5%	66.2%
SUZUKI	292	2096	3.7%	78.7%	88.4%
TOYOTA	194	1928	3.4%	2.5%	55.9%
Rest	618	8387	14.7%	33.3%	34.7%
TOTAL	4965	57075	100%	26.3%	49.6%

*) 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	Decembrie 2016	12 luni 2016	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	703	5307	9.4%	-3.9%	76.1%
DACIA LOGAN	617	4434	7.8%	9.0%	28.9%
SKODA OCTAVIA	231	3359	5.9%	11.0%	76.2%
DACIA SANDERO	212	1949	3.4%	-1.2%	27.5%
DACIA LOGAN MCV	194	1857	3.3%	3.7%	54.7%
RENAULT CLIO	157	1658	2.9%	22.7%	50.7%
VOLKSWAGEN PASSAT	183	1471	2.6%	-3.1%	94.5%
FORD FOCUS	205	1393	2.5%	23.3%	53.8%
SKODA RAPID	133	1386	2.4%	3.9%	45.9%
NISSAN QASHQAI	122	1361	2.4%	11.4%	78.8%
Rest	3206	32571	57.4%	9.7%	49.6%
TOTAL	5963	56746	100%	7.8%	49.3%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Decembrie 2016	12 luni 2016	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	683	10895	19.1%	-8.9%	71.1%
DACIA SANDERO	615	5149	9.0%	43.5%	72.5%
VOLKSWAGEN POLO	160	2548	4.5%	42.8%	92.0%
OPEL ASTRA	195	2025	3.5%	192.6%	77.4%
DACIA DUSTER	156	1668	2.9%	48.5%	23.9%
SKODA RAPID	151	1636	2.9%	18.1%	54.1%
RENAULT CLIO	138	1614	2.8%	38.7%	49.3%
SUZUKI VITARA	226	1587	2.8%	162.7%	87.5%
DACIA LOGAN MCV	81	1535	2.7%	16.3%	45.3%
OPEL CORSA	136	1217	2.1%	72.1%	92.3%
Rest	2424	27201	47.7%	30.3%	40.4%
TOTAL	4965	57075	100%	26.3%	49.6%

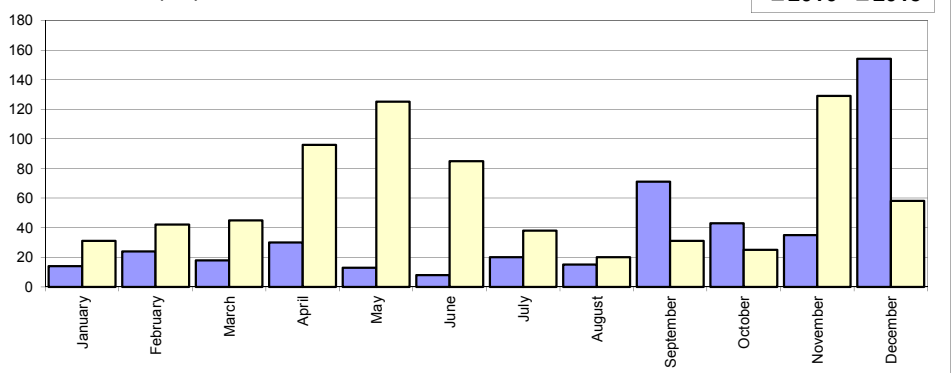
*) Estimari APIA / APIA Estimates

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	154	58	165.5%
Total	445	725	-38.6%

725

Livrari autohtone (buc)

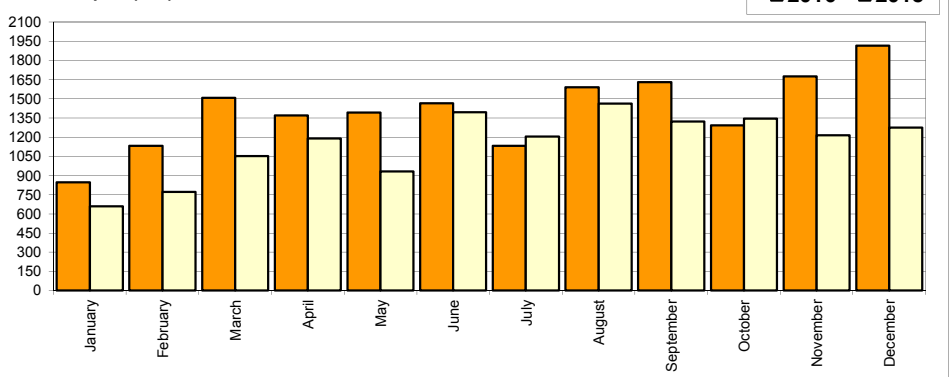


Livrari comerciale usoare + minibus import / Imported LCV + minibus sales

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	1 916	1 274	50.4%
Total	16 952	13 822	22.6%

13 822

Livrari import (buc)

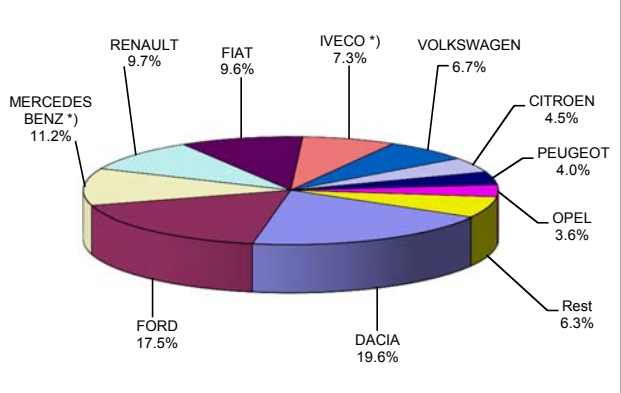


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Decembrie		Variatie Noiembrie		2016		Variatie2015	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	624	2	101.3%	1	3413	1	11.7%
FORD	2	333	1	-2.4%	2	3040	2	47.9%
MERCEDES BENZ *)	4	167	3	-16.1%	3	1944	4	17.3%
RENAULT	6	142	4	-28.3%	4	1692	6	36.1%
FIAT	3	184	5	12.2%	5	1670	5	19.3%
IVECO *)	8	103	7	-20.2%	6	1267	8	78.2%
VOLKSWAGEN	5	149	6	14.6%	7	1169	7	32.8%
CITROEN	11	44	10	-25.4%	8	785	10	38.9%
PEUGEOT	10	47	9	-23.0%	9	688	9	11.2%
OPEL	9	97	8	56.5%	10	625	3	-65.0%
Rest		180		210.3%		1104		93.0%
TOTAL		2070		21.0%		17397		19.6%

*) 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	Decembrie		Variatie Noiembrie		2016		Variatie2015	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	470	1	70.9%	1	2968	1	27.3%
FORD TRANSIT	2	198	2	50.0%	2	1659	3	44.5%
FIAT DUCATO	3	155	4	24.0%	3	1356	4	20.9%
IVECO *) DAILY	6	101	3	-20.5%	4	1246	7	75.7%
RENAULT MASTER	9	57	7	-20.8%	5	892	6	25.5%
MERCEDES BENZ *) SPRINTER	7	76	5	-13.6%	6	826	5	-4.0%
CITROEN JUMPER	14	39	12	-18.8%	7	703	10	43.2%
MERCEDES BENZ *) SPRINTER BUS	12	47	8	-23.0%	8	676	11	92.1%
PEUGEOT BOXER	15	36	11	-30.8%	9	588	9	9.9%
VOLKSWAGEN TRANSPORTER BUS	8	65	13	41.3%	10	409	16	81.8%
Rest		826		20.6%		6074		0.2%
TOTAL		2070		21.0%		17397		19.6%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2016

