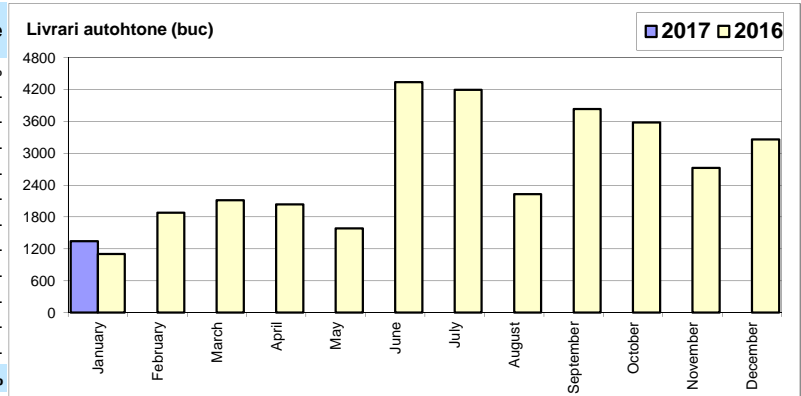


Livrarile autoturismelor autohtone / Domestic passenger car sales

Luna/An	2017	2016	Variatie
January	1 345	1 103	21.9%
February	-	1 878	-
March	-	2 116	-
April	-	2 035	-
May	-	1 586	-
June	-	4 336	-
July	-	4 197	-
August	-	2 231	-
September	-	3 831	-
October	-	3 577	-
November	-	2 722	-
December	-	3 262	-
Total	1 345	1 103	21.9%

32 874

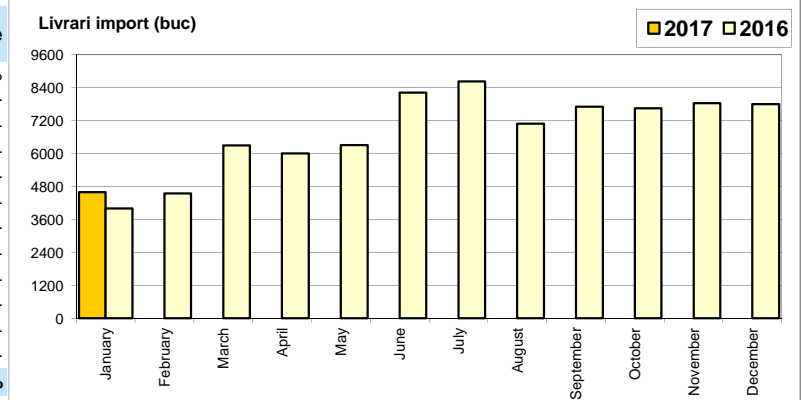
Datele cuprind atat volumele Ford cat si Dacia



Livrarile autoturismelor import / Imported passenger car sales

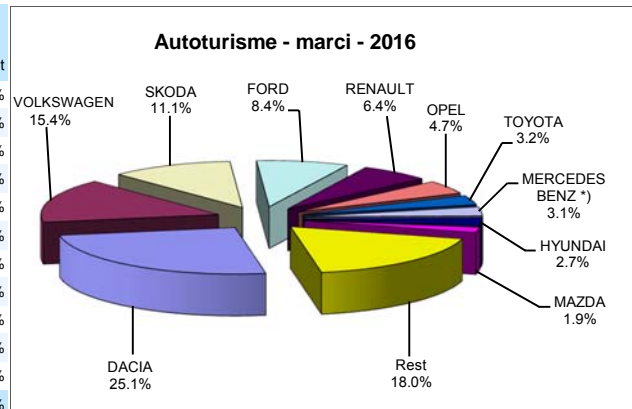
Luna/An	2017	2016	Variatie
January	4 598	4 008	14.7%
February	-	4 549	-
March	-	6 297	-
April	-	6 007	-
May	-	6 309	-
June	-	8 226	-
July	-	8 634	-
August	-	7 093	-
September	-	7 710	-
October	-	7 656	-
November	-	7 835	-
December	-	7 806	-
Total	4 598	4 008	14.7%

82 130



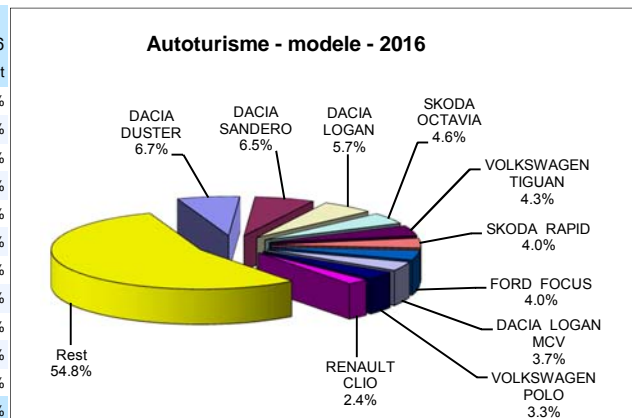
Top livrarile autoturismelor - marci / Passenger car top - by make

MARCA	Ianuarie		Variatie		Decembrie		2017		Variatie	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent		
DACIA	1	1491	1	-58.6%	1	1491	1	18.5%		
VOLKSWAGEN	2	916	2	0.0%	2	916	2	47.5%		
SKODA	3	662	4	-15.7%	3	662	3	17.6%		
FORD	4	498	5	-30.5%	4	498	4	9.0%		
RENAULT	5	381	3	-55.7%	5	381	5	40.1%		
OPEL	6	278	6	-52.6%	6	278	8	82.9%		
TOYOTA	7	193	8	-51.1%	7	193	9	32.2%		
MERCEDES BENZ *)	8	184	11	-43.9%	8	184	7	-1.6%		
HYUNDAI	9	158	12	-45.0%	9	158	11	27.4%		
MAZDA	10	112	18	4.7%	10	112	15	0.0%		
Rest		1070		-56.9%		1070		-12.2%		
TOTAL		5943		-46.3%		5943		16.3%		



Top livrarile autoturismelor - modele / Passenger car top - by model

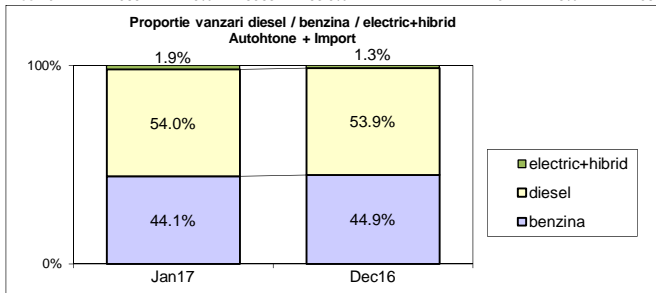
MODEL	Ianuarie		Variatie		Decembrie		2017		Variatie	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent		
DACIA DUSTER	1	401	2	-53.3%	1	401	5	155.4%		
DACIA SANDERO	2	384	3	-53.6%	2	384	3	103.2%		
DACIA LOGAN	3	340	1	-73.9%	3	340	1	-43.4%		
SKODA OCTAVIA	4	275	4	-14.3%	4	275	2	-5.5%		
VOLKSWAGEN TIGUAN	5	255	31	218.8%	5	255	27	442.6%		
SKODA RAPID	6	237	7	-16.6%	6	237	10	85.2%		
FORD FOCUS	7	237	5	-23.8%	7	237	6	52.9%		
DACIA LOGAN MCV	8	218	8	-20.7%	8	218	7	45.3%		
VOLKSWAGEN POLO	9	198	13	-7.9%	9	198	11	66.4%		
RENAULT CLIO	10	141	6	-52.2%	10	141	8	6.8%		
Rest		3257		-48.3%		3257		3.7%		
TOTAL		5943		-46.3%		5943		16.3%		



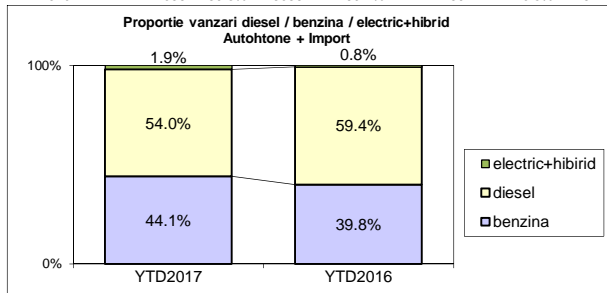
Segmentare dupa tipul de combustibil / Segmentation by type of fuel

Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Jan-17	2618	44.1%	3212	54.0%	113	1.9%	5 943
Dec-16	4965	44.9%	5963	53.9%	140	1.3%	11 068



	benzina		diesel		electric+hibrid		total
YTD2017	2618	44.1%	3212	54.0%	113	1.9%	5 943
YTD2016	2036	39.8%	3036	59.4%	39	0.8%	5 111



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

Luna/An	2017		Pondere		2016		Variatie 17/16	
	diesel	benzina	diesel	benzina	diesel	benzina	diesel	benzina
January	3 212	2 618	54.0%	44.1%	3 036	2 036	5.8%	28.6%
February	-	-	-	-	3 429	2 963	-	-
March	-	-	-	-	4 668	3 693	-	-
April	-	-	-	-	4 446	3 527	-	-
May	-	-	-	-	4 543	3 296	-	-
June	-	-	-	-	5 052	7 450	-	-
July	-	-	-	-	4 867	7 865	-	-
August	-	-	-	-	4 034	5 120	-	-
September	-	-	-	-	5 474	5 942	-	-
October	-	-	-	-	5 494	5 609	-	-
November	-	-	-	-	5 740	4 609	-	-
December	-	-	-	-	5 963	4 965	-	-
Total	3 212	2 618	54.0%	44.1%	3 036	2 036	5.8%	28.6%

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

MARCA	BEV+EREV+PHEV			HEV		
	2017	2016	Var. %	2017	2016	Var. %
TOYOTA	0	0	-	88	24	266.7%
LEXUS	0	0	-	10	9	11.1%
BMW	4	3	33.3%	0	0	-
MERCEDES BENZ *)	3	0	-	0	0	-
VOLKSWAGEN	3	0	-	0	0	-
FORD	0	0	-	1	0	-
KIA	0	0	-	1	0	-
LAND ROVER	0	0	-	1	1	0.0%
RENAULT	0	1	-100.0%	0	0	-
VOLVO	0	1	-100.0%	0	0	-
Altele	2	0	-	0	0	-
TOTAL	12	5	140.0%	101	34	197.1%

*) Estimari APIA / APIA Estimates

Top 10 Autoturisme in functie de tipul de alimentare - marci / Top 10 passengerTop 10 benzina - marci

Top 10 diesel - marci

MARCA	ianuarie	1 luna	Pondere	Variatie an precedent %	Pondere diesel/total
	2017	2017			
DACIA	716	716	22.3%	32.6%	48.0%
VOLKSWAGEN	539	539	16.8%	50.1%	58.8%
SKODA	452	452	14.1%	22.2%	68.3%
FORD	365	365	11.4%	4.9%	73.3%
RENAULT	220	220	6.8%	15.2%	57.7%
MERCEDES BENZ *)	152	152	4.7%	-6.7%	82.6%
AUDI	94	94	2.9%	-15.3%	89.5%
LAND ROVER	75	75	2.3%	-25.0%	90.4%
PEUGEOT	75	75	2.3%	-11.8%	67.6%
HYUNDAI	71	71	2.2%	-2.7%	44.9%
Rest	453	453	14.1%	-34.9%	33.5%
TOTAL	3212	3212	100%	5.8%	54.0%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	ianuarie	1 luna	Pondere	Variatie an precedent %	Pondere benzina/total
	2017	2017			
DACIA	775	775	29.6%	7.9%	52.0%
VOLKSWAGEN	374	374	14.3%	42.7%	40.8%
OPEL	212	212	8.1%	138.2%	76.3%
SKODA	210	210	8.0%	8.8%	31.7%
RENAULT	161	161	6.1%	101.3%	42.3%
FORD	132	132	5.0%	21.1%	26.5%
HYUNDAI	87	87	3.3%	70.6%	55.1%
TOYOTA	86	86	3.3%	6.2%	44.6%
MAZDA	85	85	3.2%	18.1%	75.9%
SUZUKI	79	79	3.0%	-4.8%	94.0%
Rest	417	417	15.9%	39.9%	35.6%
TOTAL	2618	2618	100%	28.6%	44.1%

*) Estimari APIA / APIA Estimates

Top 10 Autoturisme in functie de tipul de alimentare - modele / Top 10 passengTop 10 benzina - model

Top 10 diesel - model

MODEL	ianuarie	1 luna	Pondere	Variatie an precedent %	Pondere diesel/total
	2017	2017			
DACIA DUSTER	316	316	9.8%	192.6%	78.8%
SKODA OCTAVIA	232	232	7.2%	-2.1%	84.4%
VOLKSWAGEN TIGUAN	221	221	6.9%	497.3%	86.7%
DACIA LOGAN	176	176	5.5%	4.8%	51.8%
FORD FOCUS	176	176	5.5%	41.9%	74.3%
SKODA RAPID	150	150	4.7%	145.9%	63.3%
VOLKSWAGEN PASSAT	116	116	3.6%	22.1%	95.9%
DACIA LOGAN MCV	88	88	2.7%	-2.2%	40.4%
RENAULT MEGANE	81	81	2.5%	138.2%	65.9%
FORD FIESTA	77	77	2.4%	-7.2%	65.8%
Rest	1579	1579	49.2%	-21.0%	43.6%
TOTAL	3212	3212	100%	5.8%	54.0%

*) Estimari APIA / APIA Estimates

MODEL	ianuarie	1 luna	Pondere	Variatie an precedent %	Pondere benzina/total
	2017	2017			
DACIA SANDERO	336	336	12.8%	136.6%	87.5%
VOLKSWAGEN POLO	184	184	7.0%	62.8%	92.9%
DACIA LOGAN	164	164	6.3%	-62.1%	48.2%
DACIA LOGAN MCV	130	130	5.0%	116.7%	59.6%
OPEL ASTRA	93	93	3.6%	675.0%	66.4%
SKODA RAPID	87	87	3.3%	29.9%	36.7%
DACIA DUSTER	85	85	3.2%	73.5%	21.2%
RENAULT CLIO	67	67	2.6%	17.5%	47.5%
OPEL CORSA	64	64	2.4%	6.7%	97.0%
SUZUKI VITARA	61	61	2.3%	17.3%	92.4%
Rest	1347	1347	51.5%	35.9%	35.9%
TOTAL	2618	2618	100%	28.6%	44.1%

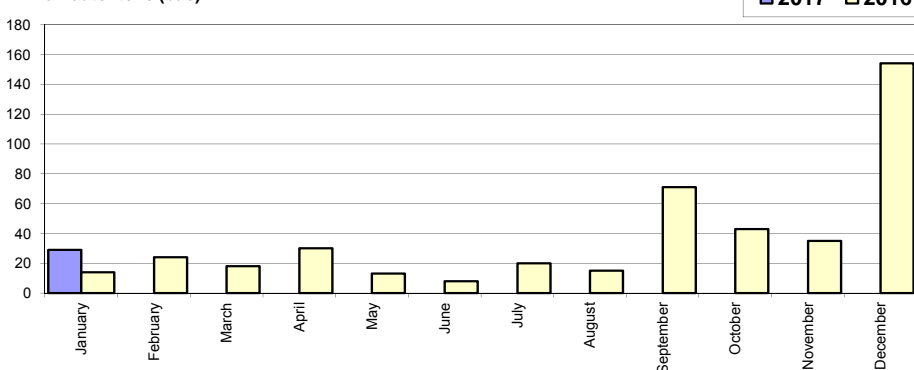
*) Estimari APIA / APIA Estimates

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

Luna/An	2017	2016	Variatie
January	29	14	107.1%
February	-	24	-
March	-	18	-
April	-	30	-
May	-	13	-
June	-	8	-
July	-	20	-
August	-	15	-
September	-	71	-
October	-	43	-
November	-	35	-
December	-	154	-
Total	29	14	107.1%

445

Livrari autohtone (buc)

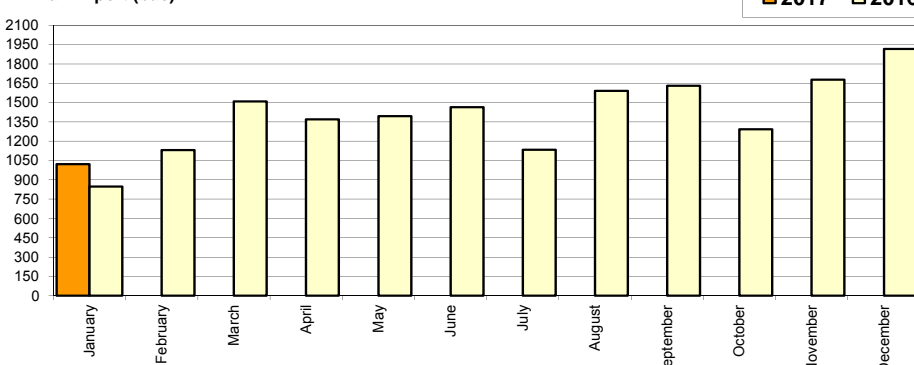


Livrari comerciale usoare + minibus import / Imported LCV + minibus sales

Luna/An	2017	2016	Variatie
January	1 021	848	20.4%
February	-	1 131	-
March	-	1 508	-
April	-	1 370	-
May	-	1 393	-
June	-	1 464	-
July	-	1 133	-
August	-	1 590	-
September	-	1 630	-
October	-	1 293	-
November	-	1 676	-
December	-	1 916	-
Total	1 021	848	20.4%

16 952

Livrari import (buc)

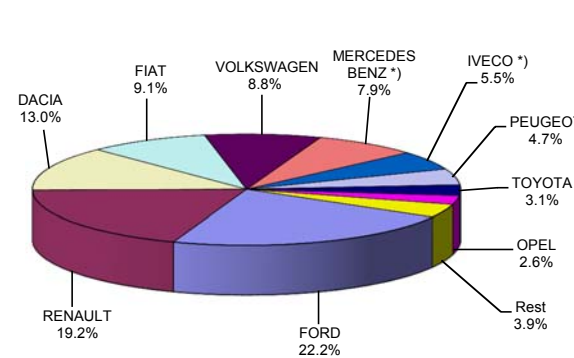


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Ianuarie		Variatie Decembrie		2017		Variatie 2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	233	2	-30.0%	1	233	1	20.1%
RENAULT	2	202	6	42.3%	2	202	5	162.3%
DACIA	3	136	1	-78.2%	3	136	2	-4.9%
FIAT	4	96	3	-47.8%	4	96	3	3.2%
VOLKSWAGEN	5	92	5	-38.3%	5	92	6	55.9%
MERCEDES BENZ *)	6	83	4	-50.3%	6	83	4	5.1%
IVECO *)	7	58	8	-43.7%	7	58	8	11.5%
PEUGEOT	8	49	10	4.3%	8	49	10	48.5%
TOYOTA	9	33	12	43.5%	9	33	11	73.7%
OPEL	10	27	9	-72.2%	10	27	9	-20.6%
Rest		41		-79.6%		41		-48.1%
TOTAL		1050		-49.3%		1050		21.8%

*) 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	Ianuarie		Variatie Decembrie		2017		Variatie 2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD TRANSIT	1	154	2	-22.2%	1	154	2	32.8%
DACIA DOKKER VAN	2	107	1	-77.2%	2	107	1	-17.1%
RENAULT MASTER BUS	3	101	30	818.2%	3	101	37	-
FIAT DUCATO	4	78	3	-49.7%	4	78	3	-4.9%
RENAULT MASTER	5	58	9	1.8%	5	58	10	141.7%
IVECO *) DAILY	6	54	6	-46.5%	6	54	5	5.9%
MERCEDES BENZ *) SPRINTER	7	48	7	-36.8%	7	48	8	71.4%
PEUGEOT BOXER	8	40	15	11.1%	8	40	7	33.3%
FORD RANGER	9	35	13	-16.7%	9	35	11	52.2%
TOYOTA HILUX	10	33	22	65.0%	10	33	14	83.3%
Rest		342		-62.2%		342		-4.7%
TOTAL		1050		-49.3%		1050		21.8%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2016

