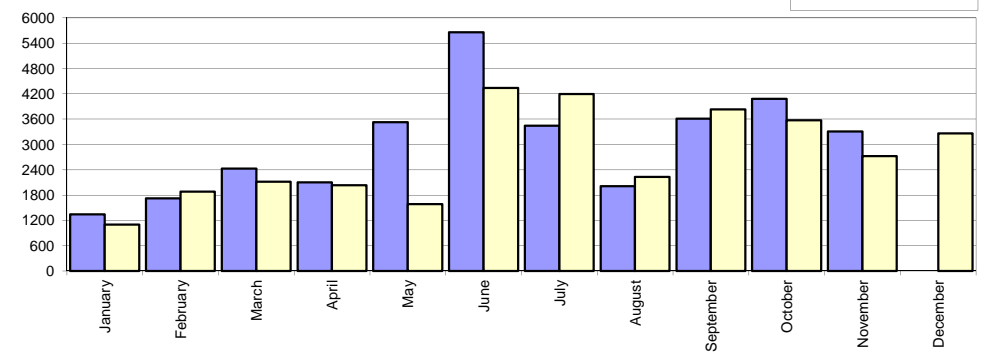


Livrari autoturisme autohtone / Domestic passenger car sales

Luna/An	2017	2016	Variatie
January	1 345	1 103	21.9%
February	1 722	1 878	-8.3%
March	2 425	2 116	14.6%
April	2 102	2 035	3.3%
May	3 527	1 586	122.4%
June	5 659	4 336	30.5%
July	3 446	4 197	-17.9%
August	2 013	2 231	-9.8%
September	3 614	3 831	-5.7%
October	4 085	3 577	14.2%
November	3 306	2 722	21.5%
December	-	3 262	-
Total	33 244	29 612	12.3%

32 874

Livrari autohtone (buc)



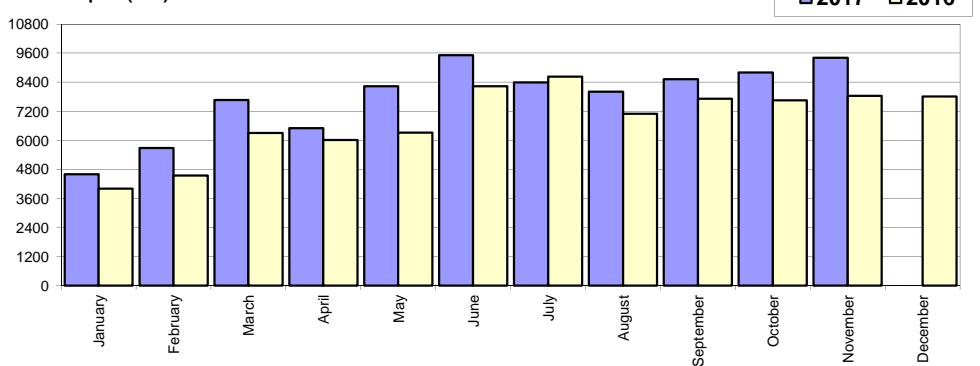
* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car sales

Luna/An	2017	2016	Variatie
January	4 598	4 008	14.7%
February	5 674	4 549	24.7%
March	7 662	6 297	21.7%
April	6 499	6 007	8.2%
May	8 238	6 309	30.6%
June	9 516	8 226	15.7%
July	8 392	8 634	-2.8%
August	8 011	7 093	12.9%
September	8 527	7 710	10.6%
October	8 802	7 656	15.0%
November	9 407	7 835	20.1%
December	-	7 806	-
Total	85 326	74 324	14.8%

82 130

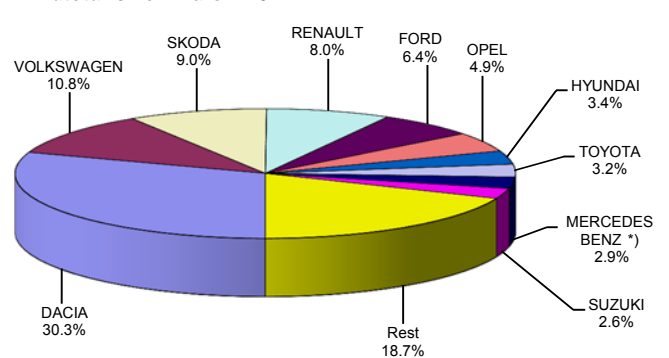
Livrari import (buc)



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

MARCA	Noiembrie		Var Octombrie		2017		Variatie2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	3738	1	-14.2%	1	35893	1	12.7%
VOLKSWAGEN	2	1421	2	15.5%	2	12809	2	15.7%
SKODA	3	1150	3	0.2%	3	10683	3	12.7%
RENAULT	4	936	4	-14.5%	4	9537	4	27.3%
FORD	6	597	5	-8.0%	5	7547	5	20.9%
OPEL	5	669	6	19.9%	6	5788	6	19.2%
HYUNDAI	7	406	7	0.7%	7	3983	7	24.7%
TOYOTA	8	384	9	3.8%	8	3749	8	22.9%
MERCEDES BENZ *)	12	311	8	-20.1%	9	3401	9	11.9%
SUZUKI	10	340	10	-1.7%	10	3036	15	50.5%
Rest		2761		17.8%		22144		-
TOTAL		12713		-1.4%		118570		14.1%

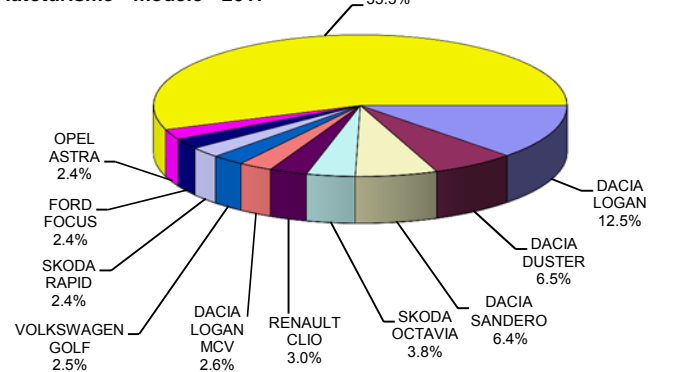
Autoturisme - marci - 2017



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

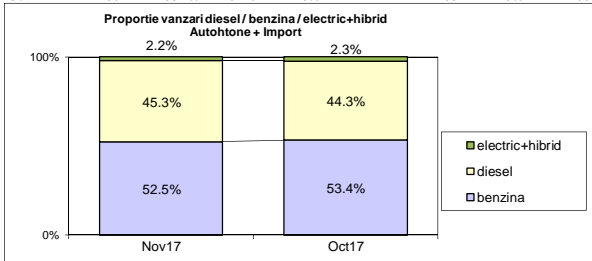
MODEL	Noiembrie		Var Octombrie		2017		Variatie2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	1561	1	-20.4%	1	14795	1	5.5%
DACIA DUSTER	2	966	2	7.6%	2	7713	3	26.1%
DACIA SANDERO	3	497	3	-39.2%	3	7597	2	21.1%
SKODA OCTAVIA	4	462	4	-15.1%	4	4505	4	10.3%
RENAULT CLIO	10	279	6	-35.9%	5	3500	6	17.6%
DACIA LOGAN MCV	8	282	7	-30.9%	6	3115	5	-0.1%
VOLKSWAGEN GOLF	5	356	5	-21.4%	7	3005	10	27.9%
SKODA RAPID	6	322	12	43.1%	8	2840	7	3.7%
FORD FOCUS	11	273	13	25.2%	9	2837	11	24.6%
OPEL ASTRA	9	279	9	-0.7%	10	2816	9	19.7%
Rest		7436		11.9%		65847		-
TOTAL		12713		-1.4%		118570		14.1%

Autoturisme - modele - 2017

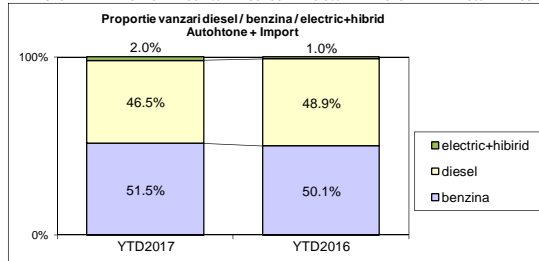


Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Nov-17	6675	52.5%	5762	45.3%	276	2.2%	12 713
Oct-17	6877	53.4%	5715	44.3%	295	2.3%	12 887



	benzina		diesel		electric+hibrid		total
YTD2017	61107	51.5%	55107	46.5%	2356	2.0%	118 570
YTD2016	52107	50.1%	50786	48.9%	1043	1.0%	103 936



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	4 092	3 193	55.3%	43.2%	3 429	2 963	19.3%	7.8%
March	5 008	4 896	49.6%	48.5%	4 668	3 693	7.3%	32.6%
April	4 360	4 100	50.7%	47.7%	4 447	3 526	-2.0%	16.3%
May	5 451	6 136	46.3%	52.2%	4 543	3 296	20.0%	86.2%
June	6 158	8 751	40.6%	57.7%	5 054	7 448	21.8%	17.5%
July	5 265	6 281	44.5%	53.1%	4 867	7 865	8.2%	-20.1%
August	4 434	5 354	44.2%	53.4%	4 034	5 120	9.9%	4.6%
September	5 650	6 226	46.5%	51.3%	5 474	5 942	3.2%	4.8%
October	5 715	6 877	44.3%	53.4%	5 494	5 609	4.0%	22.6%
November	5 762	6 675	45.3%	52.5%	5 740	4 609	0.4%	44.8%
December	-	-	-	-	5 963	4 965	-	-
Total	55 107	61 107	46.5%	51.5%	50 786	52 107	8.5%	17.3%

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

MARCA	BEV+EREV+PHEV			HEV		
	2017	2016	Var. %	2017	2016	Var. %
BMW	131	62	111.3%	-	-	-
MERCEDES BENZ *)	60	27	122.2%	2	3	-33.3%
VOLKSWAGEN	52	22	136.4%	-	-	-
RENAULT	51	5	-	-	-	-
MITSUBISHI	26	7	271.4%	-	-	-
AUDI	14	1	-	-	-	-
PORSCHE	11	3	266.7%	-	-	-
VOLVO	9	11	-18.2%	-	-	-
KIA	7	0	-	22	5	340.0%
TOYOTA	-	-	-	1771	724	144.6%
LEXUS	-	-	-	140	140	0.0%
Altele	16	7	128.6%	44	26	69.2%
TOTAL	377	145	160.0%	1979	898	120.4%

*) 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		Pondere %	Variatie an precedent %	Pondere diesel/total
	2017	2017			
DACIA	2170	17157	31.1%	27.2%	47.8%
VOLKSWAGEN	628	6484	11.8%	14.2%	50.6%
SKODA	539	5664	10.3%	-0.1%	53.0%
RENAULT	445	4752	8.6%	6.6%	49.8%
FORD	332	4371	7.9%	16.4%	57.9%
MERCEDES BENZ *)	213	2579	4.7%	4.5%	75.8%
BMW	186	1949	3.5%	-5.8%	85.6%
AUDI	176	1578	2.9%	-5.4%	74.2%
NISSAN	119	1377	2.5%	-6.5%	55.1%
PEUGEOT	218	1356	2.5%	16.8%	61.2%
Rest	736	7840	14.2%	-12.0%	-
TOTAL	5762	55107	100%	8.5%	46.5%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Noiembrie		Pondere %	Variatie an precedent %	Pondere benzina/total
	2017	2017			
DACIA	1568	18736	30.7%	2.0%	52.2%
VOLKSWAGEN	781	6273	10.3%	16.9%	49.0%
SKODA	611	5019	8.2%	31.5%	47.0%
OPEL	557	4746	7.8%	30.6%	82.0%
RENAULT	476	4734	7.7%	56.3%	49.6%
FORD	264	3172	5.2%	27.8%	42.0%
SUZUKI	325	2834	4.6%	57.1%	93.3%
HYUNDAI	325	2776	4.5%	31.4%	69.7%
TOYOTA	151	1625	2.7%	-6.3%	43.3%
FIAT	329	1560	2.6%	-22.0%	89.8%
Rest	1288	9632	15.8%	24.0%	-
TOTAL	6675	61107	100%	17.3%	51.5%

*) 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		Pondere %	Variatie an precedent %	Pondere diesel/total
	2017	2017			
DACIA DUSTER	837	6225	11.3%	35.2%	80.7%
DACIA LOGAN	719	5155	9.4%	35.1%	34.8%
SKODA OCTAVIA	287	3101	5.6%	-1.0%	68.8%
DACIA SANDERO	217	2195	4.0%	26.4%	28.9%
VOLKSWAGEN TIGUAN	173	1843	3.3%	44.1%	81.9%
DACIA LOGAN MCV	121	1706	3.1%	2.6%	54.8%
RENAULT MEGANE	184	1698	3.1%	93.4%	64.4%
VOLKSWAGEN PASSAT	112	1304	2.4%	1.2%	88.2%
RENAULT CLIO	97	1297	2.4%	-13.6%	37.1%
DACIA DOKKER	192	1285	2.3%	17.1%	72.3%
Rest	2823	29298	53.2%	-1.7%	-
TOTAL	5762	55107	100%	8.5%	46.5%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Noiembrie		Pondere %	Variatie an precedent %	Pondere benzina/total
	2017	2017			
DACIA LOGAN	842	9640	15.8%	-5.6%	65.2%
DACIA SANDERO	280	5402	8.8%	19.1%	71.1%
OPEL ASTRA	224	2324	3.8%	27.0%	82.5%
RENAULT CLIO	182	2203	3.6%	49.3%	62.9%
SKODA RAPID	235	1801	2.9%	21.3%	63.4%
SUZUKI VITARA	194	1749	2.9%	28.5%	93.8%
VOLKSWAGEN GOLF	197	1745	2.9%	58.2%	58.1%
VOLKSWAGEN POLO	181	1716	2.8%	-28.1%	81.1%
FORD FOCUS	155	1589	2.6%	45.9%	56.0%
DACIA DUSTER	129	1488	2.4%	-1.6%	19.3%
Rest	4056	31450	51.5%	25.2%	-
TOTAL	6675	61107	100%	17.3%	51.5%

*) Estimari APIA / APIA Estimates

Distributia livrarilor dupa tipul de tractiune 4x4 / Deliveries breakdown on four wheel drive

Marca	unitati	YTD 2017 pondere		YTD 2016 unitati	Variatie 2017/2016 %
		din total 4x4	din total marca		
DACIA	5881	23.4%	16.4%	5031	16.9%
VOLKSWAGEN	2612	10.4%	20.4%	1935	35.0%
MERCEDES BENZ *)	2378	9.4%	69.9%	2046	16.2%
SUZUKI	2105	8.4%	69.3%	1357	55.1%
BMW	1932	7.7%	84.8%	1994	-3.1%
FORD	1262	5.0%	16.7%	810	55.8%
AUDI	1237	4.9%	58.2%	1401	-11.7%
SKODA	1057	4.2%	9.9%	771	37.1%
LAND ROVER	1046	4.2%	100.0%	1072	-2.4%
HYUNDAI	856	3.4%	21.5%	722	18.6%
MAZDA	560	2.2%	30.8%	531	5.5%
KIA	521	2.1%	20.1%	459	13.5%
TOYOTA	457	1.8%	12.2%	342	33.6%
NISSAN	454	1.8%	18.2%	395	14.9%
JEEP	426	1.7%	96.6%	336	26.8%
Altele	2392	9.5%	9.7%	2273	5.2%
TOTAL	25176	100.0%	21.2%	21475	17.2%

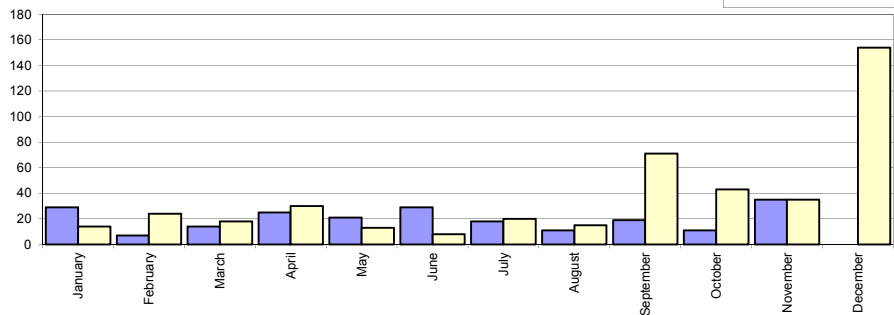
*) Estimari APIA / APIA Estimates

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

Luna/An	2017	2016	Variatie
January	29	14	107.1%
February	7	24	-70.8%
March	14	18	-22.2%
April	25	30	-16.7%
May	21	13	61.5%
June	29	8	262.5%
July	18	20	-10.0%
August	11	15	-26.7%
September	19	71	-73.2%
October	11	43	-74.4%
November	35	35	0.0%
December	-	154	-
Total	219	291	-24.7%

445

Livrari autohtone (buc)

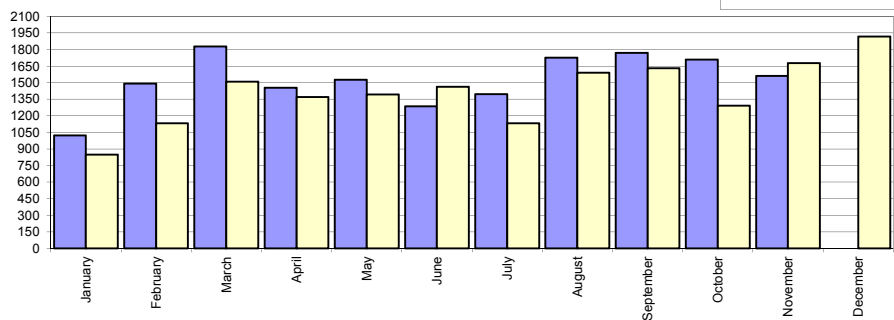


Livrari comerciale usoare + minibus import / Imported LCV + minibus sales

Luna/An	2017	2016	Variatie
January	1 021	848	20.4%
February	1 492	1 131	31.9%
March	1 827	1 508	21.2%
April	1 454	1 370	6.1%
May	1 526	1 393	9.5%
June	1 287	1 464	-12.1%
July	1 395	1 133	23.1%
August	1 725	1 590	8.5%
September	1 769	1 630	8.5%
October	1 710	1 293	32.3%
November	1 562	1 676	-6.8%
December	-	1 916	-
Total	16 768	15 036	11.5%

16 952

Livrari import (buc)

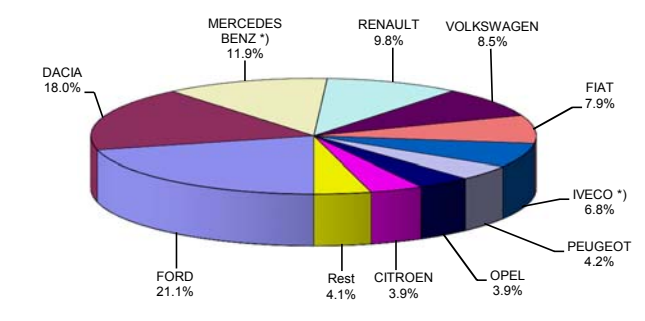


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Noiembrie		Var Octombrie		2017		Variatie2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	358	1	-19.7%	1	3578	2	32.2%
DACIA	2	312	2	36.8%	2	3057	1	9.6%
MERCEDES BENZ *)	3	194	3	-6.7%	3	2022	3	13.8%
RENAULT	4	127	4	-28.3%	4	1663	4	7.3%
VOLKSWAGEN	5	120	5	-14.3%	5	1442	7	41.4%
FIAT	7	101	7	-5.6%	6	1335	5	-10.2%
IVECO *)	6	104	6	-18.1%	7	1151	6	-1.1%
PEUGEOT	10	62	9	-10.1%	8	718	9	12.0%
OPEL	9	72	10	26.3%	9	662	10	25.4%
CITROEN	8	85	8	-19.1%	10	656	8	-11.5%
Rest		62		8.8%		703		
TOTAL		1597		-7.2%		16987		10.8%

*) Estimari APIA / APIA Estimates

Livrari com<3.5t si minibus - marci - 2017



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

MODEL	Noiembrie		Var Octombrie		2017		Variatie2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	277	2	27.7%	1	2838	1	13.6%
FORD TRANSIT	2	202	1	-22.0%	2	1963	2	34.4%
IVECO *) DAILY	3	104	3	-16.8%	3	1134	4	-1.0%
FIAT DUCATO	5	79	4	-19.4%	4	1050	3	-12.6%
RENAULT MASTER	6	70	7	-23.9%	5	852	5	2.0%
MERCEDES BENZ *) SPRINTER	4	81	5	-17.4%	6	839	6	11.9%
MERCEDES BENZ *) SPRINTER BUS	8	56	8	-6.7%	7	592	8	-5.9%
CITROEN JUMPER	7	59	6	-39.2%	8	573	7	-13.7%
PEUGEOT BOXER	11	40	10	-28.6%	9	533	9	-3.4%
FORD RANGER	9	52	9	-11.9%	10	460	14	43.3%
Rest		577		3.0%		6153		
TOTAL		1597		-7.2%		16987		10.8%

*) Estimari APIA / APIA Estimates

Livrari com<3.5t si minibus - modele - 2017

