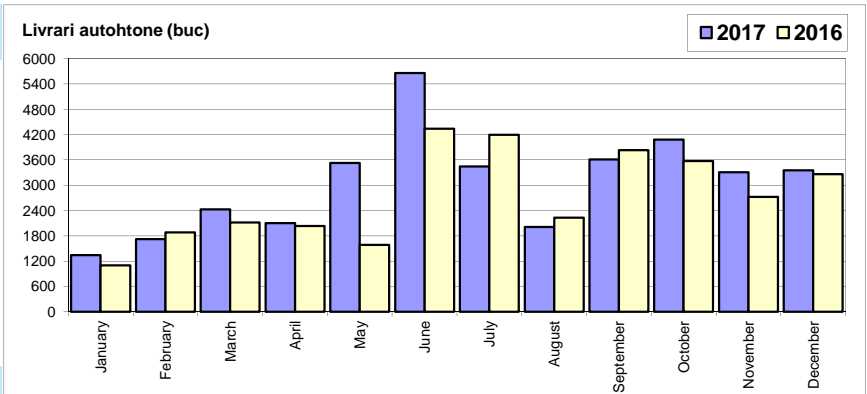


Livrarile autoturismelor autohtone / Domestic passenger car deliveries

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	3 357	3 262	2.9%
Total	36 601	32 874	11.3%

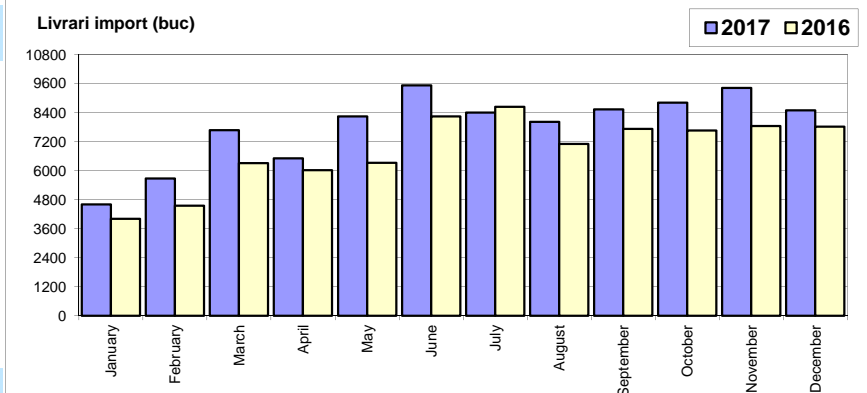


32 874

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

Livrarile autoturismelor import / Imported passenger car deliveries

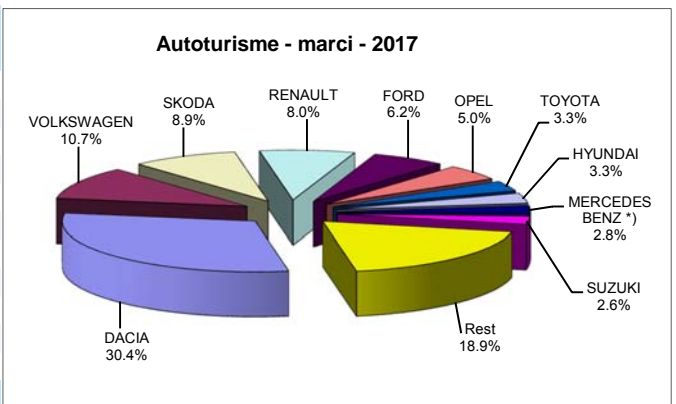
Luna/An	2017	2016	Variatie
January	4 598	4 008	14.7%
February	5 674	4 549	24.7%
March	7 662	6 297	21.7%
April	6 499	6 007	8.2%
May	8 238	6 309	30.6%
June	9 516	8 226	15.7%
July	8 392	8 634	-2.8%
August	8 011	7 093	12.9%
September	8 527	7 710	10.6%
October	8 802	7 656	15.0%
November	9 407	7 835	20.1%
December	8 487	7 806	8.7%
Total	93 813	82 130	14.2%



82 130

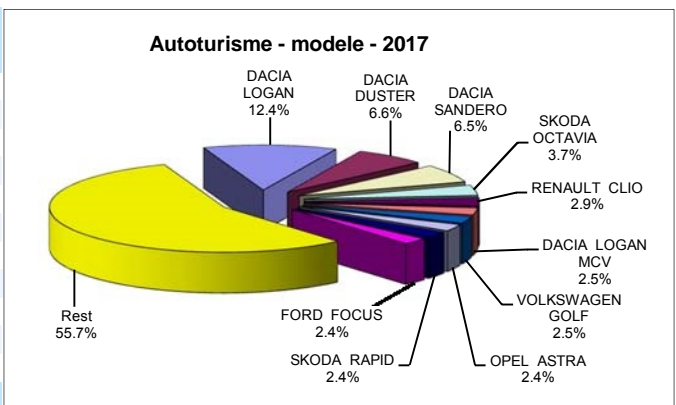
Top livrarile autoturismelor - marci / Passenger car top - by make

MARCA	Decembrie		Noiembrie		2017		Variatie2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	3703	1	-0.9%	1	39596	1	11.7%
VOLKSWAGEN	2	1160	2	-18.4%	2	13969	2	16.6%
SKODA	3	948	3	-17.6%	3	11631	3	13.3%
RENAULT	4	856	4	-8.6%	4	10393	4	24.5%
FORD	6	577	6	-3.4%	5	8124	5	16.8%
OPEL	5	755	5	12.9%	6	6543	6	20.3%
TOYOTA	7	543	8	41.4%	7	4292	8	24.6%
HYUNDAI	12	277	7	-31.8%	8	4260	7	22.4%
MERCEDES BENZ *)	15	209	12	-32.8%	9	3610	9	7.2%
SUZUKI	9	369	10	8.5%	10	3405	14	43.7%
Rest		2447		-11.4%		24591		
TOTAL		11844		-6.8%		130414		13.4%

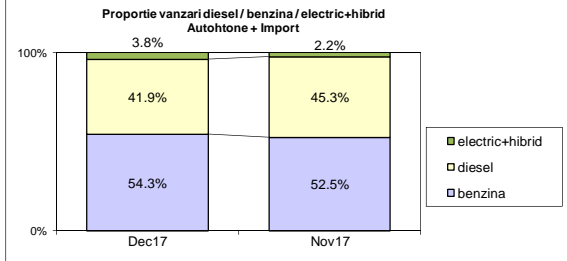


Top livrarile autoturismelor - modele / Passenger car top - by model

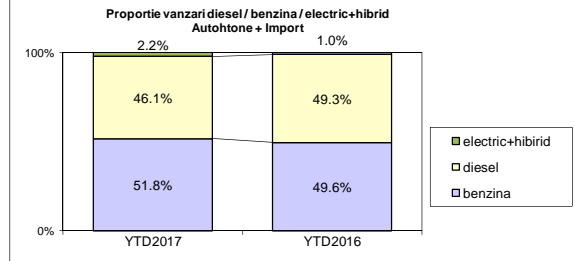
MODEL	Decembrie		Noiembrie		2017		Variatie2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	1403	1	-10.1%	1	16198	1	5.7%
DACIA DUSTER	2	946	2	-2.1%	2	8659	3	24.1%
DACIA SANDERO	3	868	3	74.7%	3	8465	2	19.3%
SKODA OCTAVIA	5	316	4	-31.6%	4	4821	4	9.4%
RENAULT CLIO	4	334	10	19.7%	5	3834	6	17.2%
DACIA LOGAN MCV	21	140	8	-50.4%	6	3255	5	-4.0%
VOLKSWAGEN GOLF	13	191	5	-46.4%	7	3196	11	27.0%
OPEL ASTRA	6	314	9	12.5%	8	3130	9	19.7%
SKODA RAPID	9	267	6	-17.1%	9	3107	7	2.8%
FORD FOCUS	10	238	11	-12.8%	10	3075	10	18.8%
Rest		6827		-8.2%		72674		
TOTAL		11844		-6.8%		130414		13.4%



	benzina	diesel	electric+hibrid	total
Dec-17	6428 54.3%	4968 41.9%	448 3.8%	11 844
Nov-17	6674 52.5%	5756 45.3%	283 2.2%	12 713



	benzina	diesel	electric+hibrid	total
YTD2017	67531 51.8%	60072 46.1%	2811 2.2%	130 414
YTD2016	57072 49.6%	56749 49.3%	1183 1.0%	115 004



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

Luna/An	2017		Pondere		2016		Variatie 17/16	
	diesel	benzina	diesel	benzina	diesel	benzina	diesel	benzina
January	3 213	2 617	54.1%	44.0%	3 036	2 036	5.8%	28.5%
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	6 159	8 750	40.6%	57.7%	5 054	7 448	21.9%	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	5 716	6 876	44.4%	53.4%	5 494	5 609	4.0%	22.6%
November	5 756	6 674	45.3%	52.5%	5 740	4 609	0.3%	44.8%
December	4 968	6 428	41.9%	54.3%	5 963	4 965	-16.7%	29.5%
Total	60 072	67 531	46.1%	51.8%	56 749	57 072	5.9%	18.3%

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

MARCA	BEV+EREV+PHEV			HEV		
	2017	2016	Var. %	2017	2016	Var. %
BMW	166	65	155.4%	-	-	-
RENAULT	98	7	-	-	-	-
VOLKSWAGEN	83	25	232.0%	-	-	-
MERCEDES BENZ *)	64	37	73.0%	2	3	-33.3%
MITSUBISHI	32	8	300.0%	-	-	-
VOLVO	20	11	81.8%	-	-	-
AUDI	14	1	-	9	0	-
PORSCHE	12	3	300.0%	-	-	-
KIA	7	0	-	22	8	175.0%
TOYOTA	-	-	-	2063	820	151.6%
LEXUS	-	-	-	154	159	-3.1%
Altele	18	10	80.0%	47	26	80.8%
TOTAL	514	167	207.8%	2297	1016	126.1%

*) 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 2017	12 luni 2017	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1872	19029	31.7%	23.1%	48.1%
VOLKSWAGEN	425	6909	11.5%	11.0%	49.5%
SKODA	431	6095	10.1%	-0.3%	52.4%
RENAULT	327	5079	8.5%	2.2%	48.9%
FORD	366	4737	7.9%	11.1%	58.3%
MERCEDES BENZ *)	158	2737	4.6%	0.6%	75.8%
BMW	275	2224	3.7%	-6.9%	85.0%
AUDI	257	1829	3.0%	-3.1%	73.2%
NISSAN	144	1521	2.5%	-6.9%	55.3%
PEUGEOT	79	1435	2.4%	14.8%	60.5%
Rest	634	8477	14.1%	-13.8%	
TOTAL	4968	60072	100%	5.9%	46.1%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Decembrie 2017	12 luni 2017	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	1831	20567	30.5%	2.9%	51.9%
VOLKSWAGEN	704	6977	10.3%	21.7%	49.9%
SKODA	517	5536	8.2%	33.3%	47.6%
OPEL	618	5364	7.9%	32.1%	82.0%
RENAULT	482	5216	7.7%	54.6%	50.2%
FORD	210	3382	5.0%	25.7%	41.6%
SUZUKI	341	3175	4.7%	51.5%	93.2%
HYUNDAI	193	2969	4.4%	28.9%	69.7%
FIAT	312	1872	2.8%	-20.5%	90.7%
TOYOTA	230	1855	2.7%	-3.8%	43.2%
Rest	990	10618	15.7%	26.6%	
TOTAL	6428	67531	100%	18.3%	51.8%

*) 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 2017	12 luni 2017	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	870	7095	11.8%	33.7%	81.9%
DACIA LOGAN	329	5484	9.1%	23.7%	33.9%
SKODA OCTAVIA	190	3291	5.5%	-2.1%	68.3%
DACIA SANDERO	368	2563	4.3%	31.5%	30.3%
VOLKSWAGEN TIGUAN	67	1910	3.2%	42.8%	79.4%
RENAULT MEGANE	120	1818	3.0%	72.2%	64.3%
DACIA LOGAN MCV	50	1756	2.9%	-5.4%	53.9%
DACIA DOKKER	188	1473	2.5%	15.7%	71.9%
VOLKSWAGEN PASSAT	89	1393	2.3%	-5.3%	88.2%
RENAULT CLIO	89	1386	2.3%	-16.4%	36.2%
Rest	2608	31903	53.1%	-3.5%	
TOTAL	4968	60072	100%	5.9%	46.1%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Decembrie 2017	12 luni 2017	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	1074	10714	15.9%	-1.7%	66.1%
DACIA SANDERO	500	5902	8.7%	14.6%	69.7%
OPEL ASTRA	260	2584	3.8%	27.6%	82.6%
RENAULT CLIO	245	2448	3.6%	51.7%	63.8%
SKODA RAPID	175	1976	2.9%	20.8%	63.6%
SUZUKI VITARA	202	1951	2.9%	22.9%	93.8%
VOLKSWAGEN POLO	221	1937	2.9%	-24.0%	82.8%
VOLKSWAGEN GOLF	90	1835	2.7%	53.0%	57.4%
FORD FOCUS	105	1694	2.5%	41.8%	55.1%
DACIA DUSTER	76	1564	2.3%	-6.2%	18.1%
Rest	3480	34926	51.7%	26.7%	
TOTAL	6428	67531	100%	18.3%	51.8%

*) Estimari APIA / APIA Estimates

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

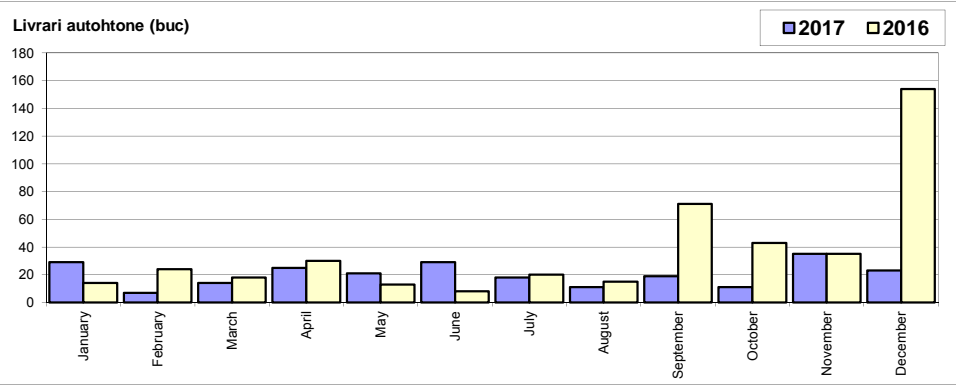
Marca	YTD 2017 pondere			YTD 2016 unitati	Variatie 2017/2016 %
	unitati	din total 4x4	din total marca		
DACIA	6703	24.1%	16.9%	5809	15.4%
VOLKSWAGEN	2756	9.9%	19.7%	2092	31.7%
MERCEDES BENZ *)	2518	9.0%	69.8%	2282	10.3%
SUZUKI	2357	8.5%	69.2%	1606	46.8%
BMW	2205	7.9%	84.3%	2314	-4.7%
AUDI	1418	5.1%	56.7%	1554	-8.8%
FORD	1367	4.9%	16.8%	915	49.4%
SKODA	1184	4.3%	10.2%	835	41.8%
LAND ROVER	1125	4.0%	100.0%	1157	-2.8%
HYUNDAI	934	3.4%	21.9%	812	15.0%
MAZDA	608	2.2%	31.2%	580	4.8%
KIA	537	1.9%	19.0%	480	11.9%
NISSAN	510	1.8%	18.6%	449	13.6%
TOYOTA	503	1.8%	11.7%	375	34.1%
JEEP	455	1.6%	95.2%	363	25.3%
Altele	2653	9.5%	9.7%	2524	5.1%
TOTAL	27833	100.0%	21.3%	24147	15.3%

*) Estimari APIA / APIA Estimates

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

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	23	154	-85.1%
Total	242	445	-45.6%

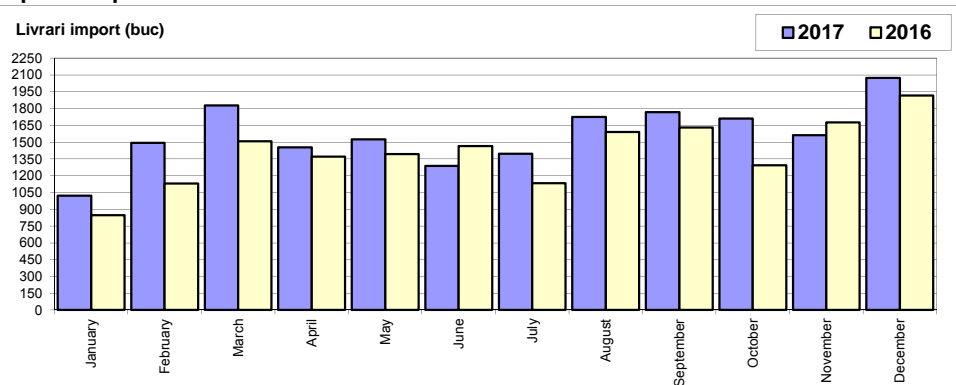
445



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

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	2 073	1 916	8.2%
Total	18 841	16 952	11.1%

16 952

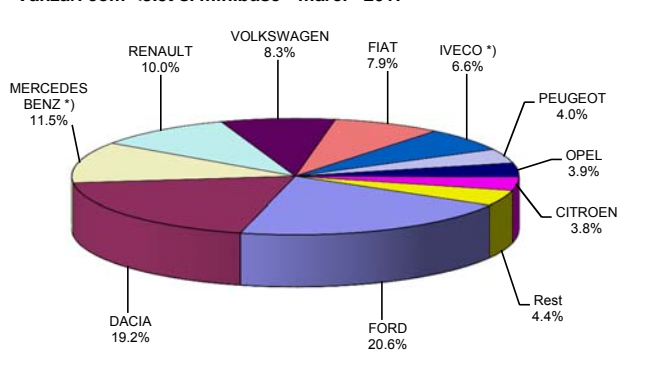


Livrari comerciale <3.5t si minibus - marci / LCV + minibus deliveries by make

MARCA	Decembrie		Variatie Noiembrie		2017		Variatie 2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	2	354	1	-1.1%	1	3932	2	29.3%
DACIA	1	609	2	95.2%	2	3666	1	7.4%
MERCEDES BENZ *)	4	176	3	-9.3%	3	2198	3	13.1%
RENAULT	3	236	4	85.8%	4	1899	4	12.2%
VOLKSWAGEN	6	134	5	11.7%	5	1576	7	34.8%
FIAT	5	168	7	66.3%	6	1503	5	-10.0%
IVECO *)	7	106	6	1.9%	7	1257	6	-0.8%
PEUGEOT	11	44	10	-29.0%	8	762	9	10.8%
OPEL	8	81	9	12.5%	9	743	10	18.9%
CITROEN	10	60	8	-29.4%	10	716	8	-8.8%
Rest		128		106.5%		831		
TOTAL		2096		31.2%		19083		9.7%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2017



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

MODEL	Decembrie		Variatie Noiembrie		2017		Variatie 2016	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	586	1	111.6%	1	3424	1	15.4%
FORD TRANSIT	2	184	2	-8.9%	2	2147	2	29.4%
IVECO *) DAILY	5	103	3	-1.0%	3	1237	4	-0.7%
FIAT DUCATO	3	137	5	73.4%	4	1187	3	-12.5%
RENAULT MASTER	6	82	6	17.1%	5	934	5	4.7%
MERCEDES BENZ *) SPRINTER	9	58	4	-28.4%	6	897	6	8.6%
MERCEDES BENZ *) SPRINTER BUS	7	73	8	30.4%	7	665	8	-1.6%
CITROEN JUMPER	10	50	7	-15.3%	8	623	7	-11.4%
PEUGEOT BOXER	14	36	11	-10.0%	9	569	9	-3.2%
FORD RANGER	11	44	9	-15.4%	10	504	14	38.8%
Rest		743		28.8%		6896		
TOTAL		2096		31.2%		19083		9.7%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2017

