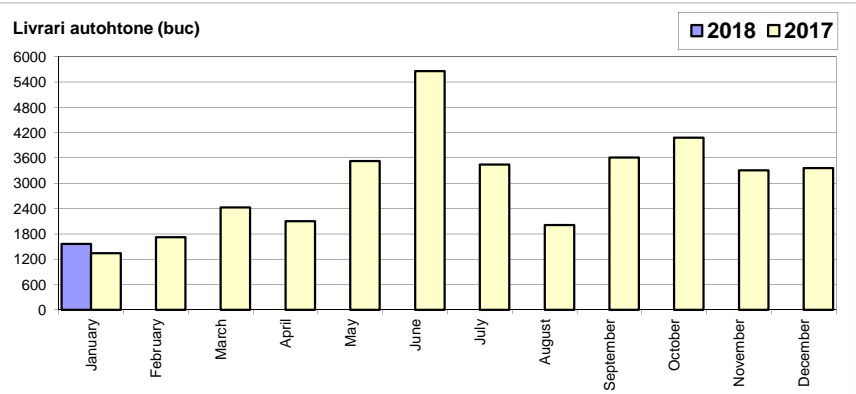


Livrari autoturisme autohtone / Domestic passenger car deliveries

Luna/An	2018	2017	Variatie
January	1 565	1 345	16.4%
February	-	1 722	-
March	-	2 425	-
April	-	2 102	-
May	-	3 527	-
June	-	5 659	-
July	-	3 446	-
August	-	2 013	-
September	-	3 614	-
October	-	4 085	-
November	-	3 306	-
December	-	3 357	-
Total	1 565	1 345	16.4%

36 601

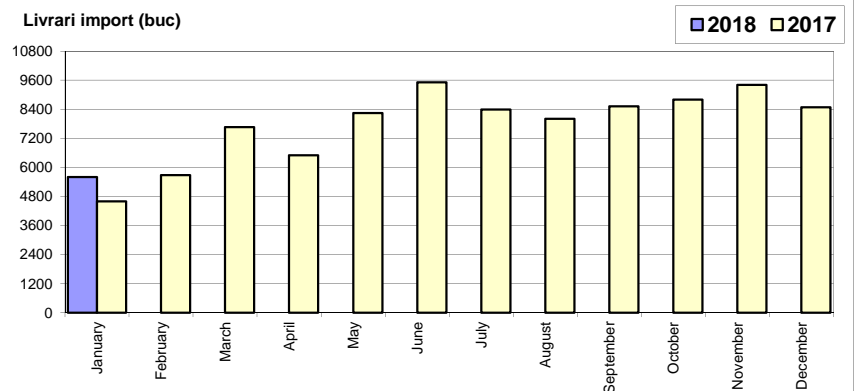


* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car deliveries

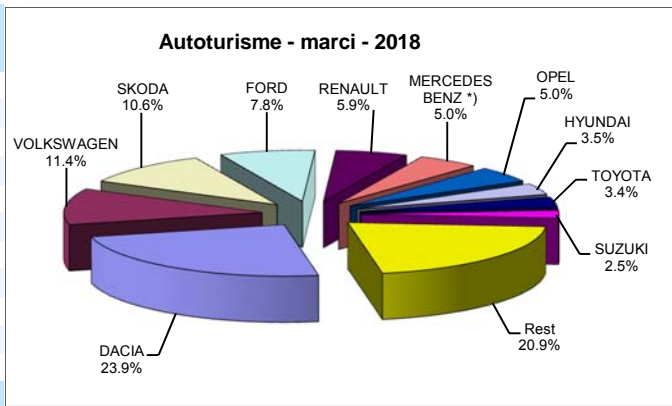
Luna/An	2018	2017	Variatie
January	5 599	4 598	21.8%
February	-	5 674	-
March	-	7 662	-
April	-	6 499	-
May	-	8 238	-
June	-	9 516	-
July	-	8 392	-
August	-	8 011	-
September	-	8 527	-
October	-	8 802	-
November	-	9 407	-
December	-	8 487	-
Total	5 599	4 598	21.8%

93 813



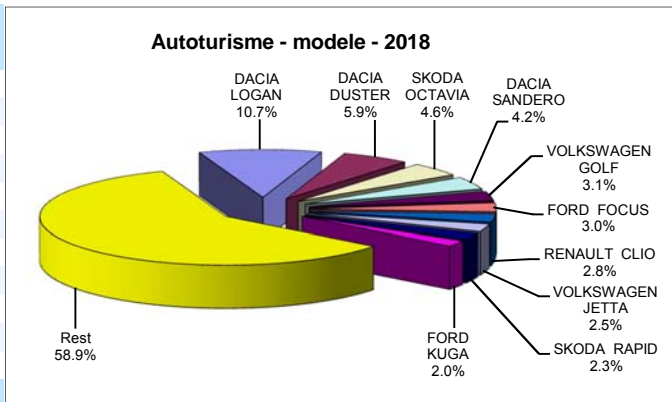
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Variatie				2018	Variatie2017		
	pozitie	unitati	pozitie	procent		pozitie	procent	
DACIA	1	1715	1	-53.7%	1	1715	1	15.0%
VOLKSWAGEN	2	820	2	-29.3%	2	820	2	-10.5%
SKODA	3	762	3	-19.6%	3	762	3	15.1%
FORD	4	557	6	-3.5%	4	557	4	11.9%
RENAULT	5	420	4	-50.9%	5	420	5	10.2%
MERCEDES BENZ *)	6	358	15	71.3%	6	358	8	94.6%
OPEL	7	356	5	-52.9%	7	356	6	28.1%
HYUNDAI	8	254	12	-8.3%	8	254	9	60.8%
TOYOTA	9	247	7	-54.5%	9	247	7	28.0%
SUZUKI	10	176	9	-52.3%	10	176	16	109.5%
Rest		1499		-38.7%		1499		36.5%
TOTAL		7164		-39.5%		7164		20.5%



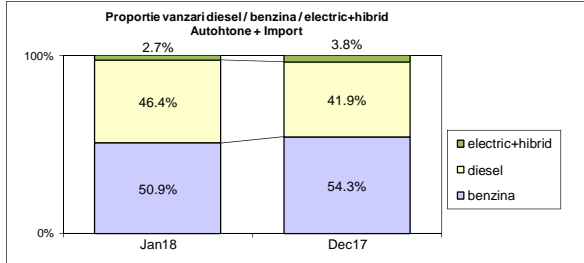
Top livrari autoturisme - modele / Passenger car top - by model

MODEL	Variatie				2018	Variatie2017		
	pozitie	unitati	pozitie	procent		pozitie	procent	
DACIA LOGAN	1	763	1	-45.6%	1	763	3	124.4%
DACIA DUSTER	2	424	2	-55.2%	2	424	1	5.7%
SKODA OCTAVIA	3	331	5	4.8%	3	331	4	20.4%
DACIA SANDERO	4	303	3	-65.1%	4	303	2	-21.1%
VOLKSWAGEN GOLF	5	222	13	16.2%	5	222	16	103.7%
FORD FOCUS	6	212	10	-10.9%	6	212	7	-10.6%
RENAULT CLIO	7	199	4	-40.4%	7	199	10	41.1%
VOLKSWAGEN JETTA	8	180	7	-36.6%	8	180	17	106.9%
SKODA RAPID	9	164	9	-38.6%	9	164	6	-30.8%
FORD KUGA	10	143	22	12.6%	10	143	29	169.8%
Rest		4223		-38.1%		4223		14.8%
TOTAL		7164		-39.5%		7164		20.5%

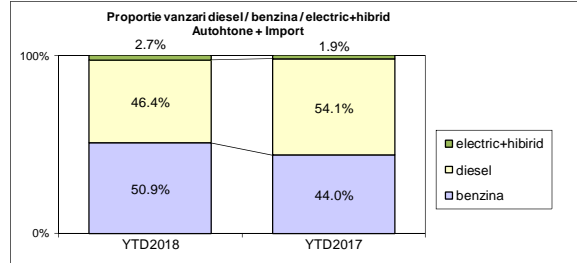


Segmentare dupa tipul de combustibil / Segmentation by type of fuel
Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Jan-18	3647	50.9%	3324	46.4%	193	2.7%	7 164
Dec-17	6428	54.3%	4968	41.9%	448	3.8%	11 844



	benzina		diesel		electric+hibrid		total
YTD2018	3647	50.9%	3324	46.4%	193	2.7%	7 164
YTD2017	2617	44.0%	3213	54.1%	113	1.9%	5 943


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

Luna/An	2018		Pondere		2017		Variatie 17/16	
	diesel	benzina	diesel	benzina	diesel	benzina	diesel	benzina
January	3 324	3 647	46.4%	50.9%	3 213	2 617	3.5%	39.4%
February	-	-	-	-	4 092	3 193	-	-
March	-	-	-	-	5 008	4 896	-	-
April	-	-	-	-	4 360	4 100	-	-
May	-	-	-	-	5 451	6 136	-	-
June	-	-	-	-	6 159	8 750	-	-
July	-	-	-	-	5 265	6 281	-	-
August	-	-	-	-	4 434	5 354	-	-
September	-	-	-	-	5 650	6 226	-	-
October	-	-	-	-	5 716	6 876	-	-
November	-	-	-	-	5 756	6 674	-	-
December	-	-	-	-	4 968	6 428	-	-
Total	3 324	3 647	46.4%	50.9%	3 213	2 617	3.5%	39.4%

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

MARCA	BEV+EREV+PHEV			HEV		
	2018	2017	Var. %	2018	2017	Var. %
VOLKSWAGEN	40	3	-	-	-	-
SMART *)	12	0	-	-	-	-
BMW	9	4	125.0%	-	-	-
MERCEDES BENZ *)	9	3	200.0%	-	-	-
VOLVO	5	0	-	-	-	-
AUDI	1	0	-	3	0	-
KIA	1	0	-	4	1	300.0%
TOYOTA	-	-	-	101	88	14.8%
LEXUS	-	-	-	5	10	-50.0%
FORD	-	-	-	1	1	0.0%
LAND ROVER	-	-	-	0	1	-100.0%
Altele	2	2	0.0%	0	0	-
TOTAL	79	12	558.3%	114	101	12.9%

*) 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	Ianuarie 2018	1 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1066	1066	32.1%	48.9%	62.2%
SKODA	365	365	11.0%	-19.2%	47.9%
FORD	318	318	9.6%	-12.9%	57.1%
VOLKSWAGEN	313	313	9.4%	-41.9%	38.2%
MERCEDES BENZ *)	274	274	8.2%	80.3%	76.5%
RENAULT	173	173	5.2%	-21.4%	41.2%
PEUGEOT	108	108	3.2%	44.0%	86.4%
NISSAN	101	101	3.0%	65.6%	68.7%
BMW	100	100	3.0%	47.1%	79.4%
AUDI	74	74	2.2%	-21.3%	61.7%
Rest	432	432	13.0%	-8.3%	21.4%
TOTAL	3324	3324	100%	3.5%	46.4%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Ianuarie 2018	1 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	649	649	17.8%	-16.3%	37.8%
VOLKSWAGEN	467	467	12.8%	24.9%	57.0%
SKODA	397	397	10.9%	89.0%	52.1%
OPEL	285	285	7.8%	34.4%	80.1%
RENAULT	247	247	6.8%	53.4%	58.8%
FORD	238	238	6.5%	80.3%	42.7%
HYUNDAI	207	207	5.7%	137.9%	81.5%
SUZUKI	169	169	4.6%	113.9%	96.0%
FIAT	156	156	4.3%	178.6%	95.7%
TOYOTA	134	134	3.7%	55.8%	54.3%
Rest	698	698	19.1%	56.9%	41.2%
TOTAL	3647	3647	100%	39.4%	50.9%

*) 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	Ianuarie 2018	1 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA LOGAN	518	518	15.6%	194.3%	67.9%
DACIA DUSTER	369	369	11.1%	16.8%	87.0%
SKODA OCTAVIA	213	213	6.4%	-8.2%	64.4%
FORD KUGA	117	117	3.5%	148.9%	81.8%
FORD FOCUS	114	114	3.4%	-35.2%	53.8%
MERCEDES BENZ *) GLC	78	78	2.3%	73.3%	80.4%
RENAULT MEGANE	75	75	2.3%	-7.4%	54.3%
NISSAN QASHQAI	71	71	2.1%	47.9%	76.3%
MERCEDES BENZ *) GLE	71	71	2.1%	144.8%	91.0%
VOLKSWAGEN JETTA	67	67	2.0%	21.8%	37.2%
Rest	1631	1631	49.1%	-18.8%	34.7%
TOTAL	3324	3324	100%	3.5%	46.4%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Ianuarie 2018	1 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA SANDERO	260	260	7.1%	-22.6%	85.8%
DACIA LOGAN	245	245	6.7%	49.4%	32.1%
VOLKSWAGEN GOLF	158	158	4.3%	222.4%	71.2%
RENAULT CLIO	155	155	4.3%	131.3%	77.9%
SKODA FABIA	131	131	3.6%	184.8%	92.3%
SKODA OCTAVIA	118	118	3.2%	174.4%	35.6%
VOLKSWAGEN JETTA	113	113	3.1%	253.1%	62.8%
SKODA RAPID	110	110	3.0%	26.4%	67.1%
TOYOTA AYGO	106	106	2.9%	135.6%	100.0%
FORD FOCUS	98	98	2.7%	60.7%	46.2%
Rest	2153	2153	59.0%	27.6%	47.4%
TOTAL	3647	3647	100%	39.4%	50.9%

*) Estimari APIA / APIA Estimates

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

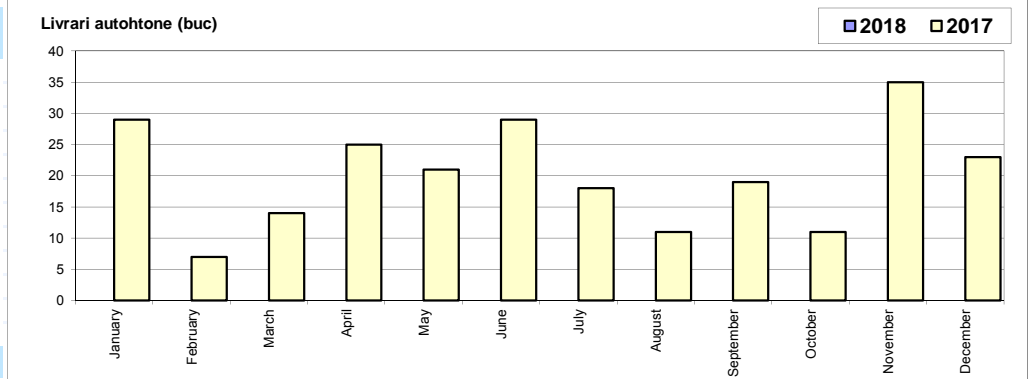
Marca	unitati	YTD2018 pondere		YTD 2017 unitati	Variatie 2018/2017 %
		din total 4x4	din total marca		
DACIA	334	18.5%	19.5%	340	-1.8%
MERCEDES BENZ *)	277	15.3%	77.4%	117	136.8%
VOLKSWAGEN	138	7.6%	16.8%	248	-44.4%
FORD	118	6.5%	21.2%	66	78.8%
SUZUKI	117	6.5%	66.5%	54	116.7%
SKODA	111	6.1%	14.6%	57	94.7%
BMW	109	6.0%	86.5%	65	67.7%
MAZDA	69	3.8%	43.7%	31	122.6%
AUDI	68	3.8%	56.7%	73	-6.8%
LAND ROVER	60	3.3%	100.0%	83	-27.7%
KIA	54	3.0%	36.2%	27	100.0%
HYUNDAI	49	2.7%	19.3%	57	-14.0%
NISSAN	45	2.5%	30.6%	16	181.3%
OPEL	42	2.3%	11.8%	20	110.0%
HONDA	33	1.8%	38.4%	17	94.1%
Altele	182	10.1%	13.8%	157	15.9%
TOTAL	1806	100.0%	25.2%	1428	26.5%

*) Estimari APIA / APIA Estimates

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

Luna/An	2018	2017	Variatie
January	-	29	-
February	-	7	-
March	-	14	-
April	-	25	-
May	-	21	-
June	-	29	-
July	-	18	-
August	-	11	-
September	-	19	-
October	-	11	-
November	-	35	-
December	-	23	-
Total	0	0	-

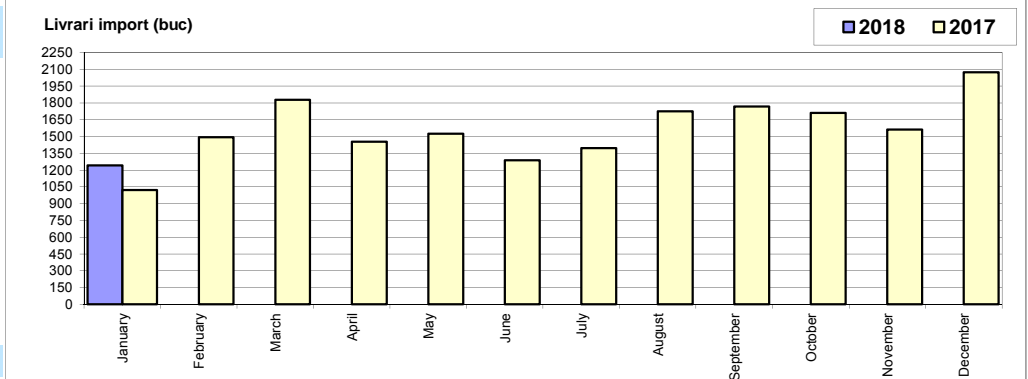
242



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

Luna/An	2018	2017	Variatie
January	1 243	1 021	21.7%
February	-	1 492	-
March	-	1 827	-
April	-	1 454	-
May	-	1 526	-
June	-	1 287	-
July	-	1 395	-
August	-	1 725	-
September	-	1 769	-
October	-	1 710	-
November	-	1 562	-
December	-	2 073	-
Total	1 243	1 021	21.7%

18 841

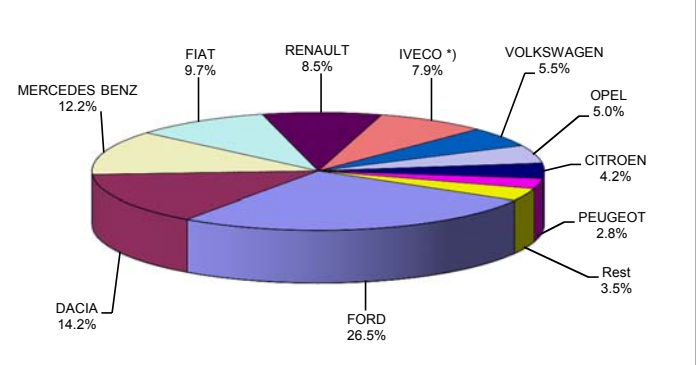


Livrări comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Ianuarie		Variatie Decembrie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	329	2	-7.1%	1	329	1	41.2%
DACIA	2	177	1	-70.9%	2	177	3	30.2%
MERCEDES BENZ *)	3	152	4	-13.6%	3	152	6	83.1%
FIAT	4	121	5	-28.0%	4	121	4	26.0%
RENAULT	5	106	3	-55.1%	5	106	2	-47.5%
IVECO *)	6	98	7	-7.6%	6	98	7	69.0%
VOLKSWAGEN	7	68	6	-49.3%	7	68	5	-26.1%
OPEL	8	62	8	-23.5%	8	62	10	129.6%
CITROEN	9	52	10	-13.3%	9	52	11	100.0%
PEUGEOT	10	35	11	-20.5%	10	35	8	-28.6%
Rest		43		-66.4%		43		-10.4%
TOTAL		1243		-40.7%		1243		18.4%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2018



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

MODEL	Ianuarie		Variatie Decembrie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD TRANSIT	1	194	2	5.4%	1	194	1	26.0%
DACIA DOKKER VAN	2	177	1	-69.8%	2	177	2	65.4%
FIAT DUCATO	3	107	3	-21.9%	3	107	4	37.2%
IVECO *) DAILY	4	95	5	-7.8%	4	95	6	75.9%
MERCEDES BENZ *) S	5	68	9	17.2%	5	68	7	41.7%
RENAULT MASTER	6	53	6	-35.4%	6	53	5	-8.6%
CITROEN JUMPER	7	44	10	-12.0%	7	44	14	83.3%
OPEL MOVANO	8	41	15	17.1%	8	41	21	241.7%
FORD RANGER	9	36	11	-18.2%	9	36	9	2.9%
FORD TRANSIT CUST	10	32	17	0.0%	10	32	23	220.0%
Rest		396		-49.6%		396		-15.7%
TOTAL		1243		-40.7%		1243		18.4%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

