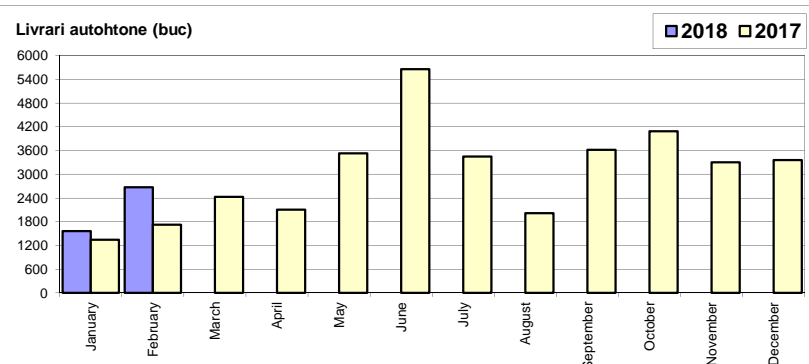


Livrari autoturisme autohtone / Domestic passenger car deliveries

Luna/An	2018	2017	Variatie
January	1 605	1 345	19.3%
February	2 771	1 722	60.9%
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	4 376	3 067	42.7%

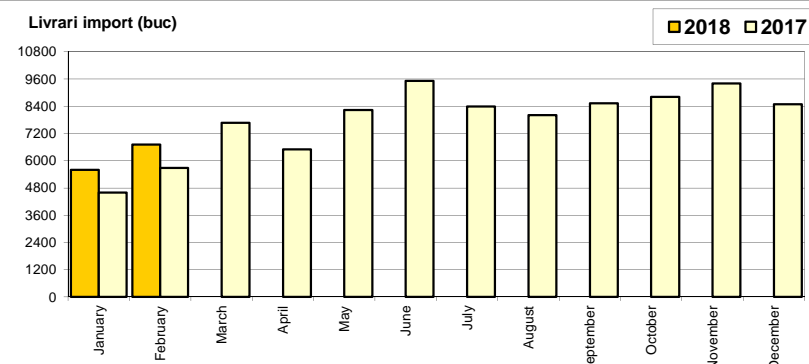


36 601

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

Livrari autoturisme import / Imported passenger car deliveries

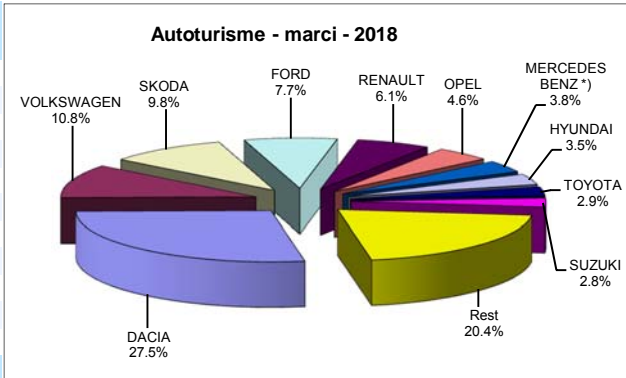
Luna/An	2018	2017	Variatie
January	5 559	4 598	20.9%
February	6 404	5 674	16.4%
March	-	7 662	-
April	-	6 499	-
May	-	8 238	-
June	-	9 516	-
July	-	8 392	-
August	-	8 011	-
September	-	8 527	-
October	-	8 802	-
November	-	9 407	-
December	-	8 487	-
Total	12 163	10 272	18.4%



93 813

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

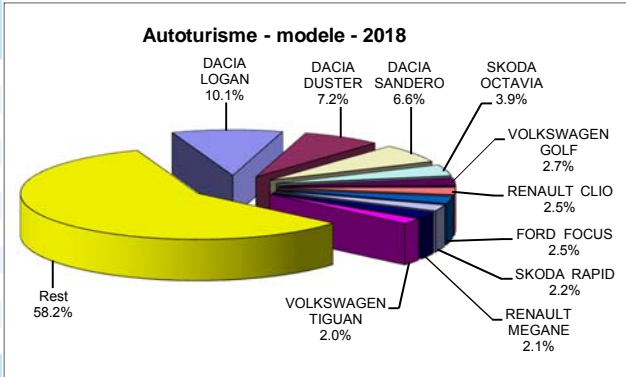
MARCA	Februarie		Variatie Ianuarie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	2839	1	65.5%	1	4554	1	31.9%
VOLKSWAGEN	2	964	2	17.6%	2	1784	2	0.5%
SKODA	3	867	3	13.8%	3	1629	3	19.1%
FORD	4	715	4	28.4%	4	1272	5	38.7%
RENAULT	5	597	5	42.1%	5	1017	4	9.5%
OPEL	6	409	7	14.9%	6	765	7	33.7%
MERCEDES BENZ *)	9	275	6	-23.2%	7	633	6	10.3%
HYUNDAI	7	319	8	25.6%	8	573	8	25.7%
TOYOTA	10	227	9	-8.1%	9	474	9	4.0%
SUZUKI	8	288	10	63.6%	10	464	15	99.1%
Rest		1875		25.1%		3374		-
TOTAL		9375		30.9%		16539		24.0%



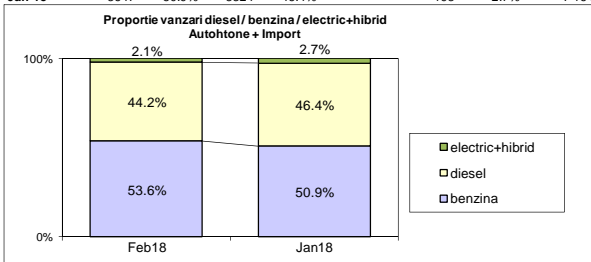
*) Estimari APIA / APIA Estimates

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

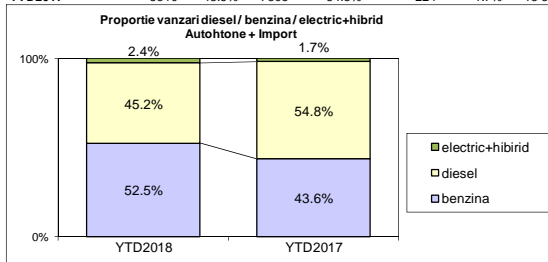
MODEL	Februarie		Variatie Ianuarie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	907	1	18.9%	1	1670	2	69.9%
DACIA DUSTER	3	765	2	80.4%	2	1189	4	80.4%
DACIA SANDERO	2	786	4	159.4%	3	1089	1	6.5%
SKODA OCTAVIA	4	319	3	-3.6%	4	650	3	-5.7%
VOLKSWAGEN GOLF	6	217	5	-2.3%	5	439	15	79.2%
RENAULT CLIO	7	217	7	9.1%	6	416	7	1.5%
FORD FOCUS	10	203	6	-4.3%	7	415	10	14.6%
SKODA RAPID	11	192	9	17.1%	8	356	6	-13.4%
RENAULT MEGANE	9	213	12	54.4%	9	351	12	22.3%
VOLKSWAGEN TIGUAN	5	222	13	91.4%	10	338	5	-35.1%
Rest		5334		24.3%		9626		-
TOTAL		9375		30.9%		16539		24.0%



	benzina	diesel	electric+hibrid	total
Feb-18	5028 53.6%	4148 44.2%	199 2.1%	9 375
Jan-18	3647 50.9%	3324 46.4%	193 2.7%	7 164



	benzina	diesel	electric+hibrid	total
YTD2018	8675 52.5%	7472 45.2%	392 2.4%	16 539
YTD2017	5810 43.6%	7305 54.8%	224 1.7%	13 339



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

Luna/An	2018		Pondere		2017		Variatie 18/17	
	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	4 148	5 028	44.2%	53.6%	4 092	3 193	1.4%	57.5%
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	7 472	8 675	45.2%	52.5%	7 305	5 810	2.3%	49.3%

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

MARCA	BEV+EREV+PHEV			HEV		
	2018	2017	Var. %	2018	2017	Var. %
VOLKSWAGEN	78	3	-	-	-	-
SMART *)	33	0	-	-	-	-
BMW	18	5	260.0%	-	-	-
MERCEDES BENZ *)	9	6	50.0%	-	-	-
VOLVO	8	2	300.0%	-	-	-
RENAULT	4	0	-	-	-	-
PORSCHE	3	0	-	-	-	-
AUDI	1	1	0.0%	8	0	-
KIA	1	0	-	8	2	300.0%
TOYOTA	1	0	-	196	182	7.7%
LEXUS	-	-	-	16	19	-15.8%
Altele	3	2	50.0%	6	2	200.0%
TOTAL	158	19	731.6%	234	205	14.1%

*) 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	Februarie 2018	2 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1412	2478	33.2%	44.8%	54.4%
SKODA	402	767	10.3%	-22.0%	47.1%
FORD	380	698	9.3%	4.5%	54.9%
VOLKSWAGEN	384	697	9.3%	-31.1%	39.1%
MERCEDES BENZ *)	200	474	6.3%	-4.4%	74.9%
RENAULT	301	474	6.3%	-5.0%	46.6%
BMW	141	241	3.2%	3.9%	76.0%
PEUGEOT	114	222	3.0%	22.0%	68.7%
NISSAN	118	219	2.9%	36.0%	61.2%
OPEL	134	205	2.7%	66.7%	26.8%
Rest	562	997	13.3%	-19.5%	-
TOTAL	4148	7472	100%	2.3%	45.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Februarie 2018	2 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	1427	2076	23.9%	19.1%	45.6%
VOLKSWAGEN	542	1009	11.6%	32.6%	56.6%
SKODA	465	862	9.9%	123.9%	52.9%
FORD	330	568	6.5%	129.0%	44.7%
OPEL	275	560	6.5%	24.7%	73.2%
RENAULT	292	539	6.2%	25.3%	53.0%
HYUNDAI	277	484	5.6%	79.9%	84.5%
SUZUKI	277	446	5.1%	110.4%	96.1%
TOYOTA	121	255	2.9%	14.3%	53.8%
FIAT	94	250	2.9%	88.0%	80.6%
Rest	928	1626	18.7%	69.9%	-
TOTAL	5028	8675	100%	49.3%	52.5%

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	Februarie 2018	2 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA LOGAN	485	1003	13.4%	113.0%	60.1%
DACIA DUSTER	621	990	13.2%	96.0%	83.3%
SKODA OCTAVIA	191	404	5.4%	-31.8%	62.2%
FORD KUGA	144	261	3.5%	190.0%	84.2%
RENAULT MEGANE	141	216	2.9%	10.8%	61.5%
FORD FOCUS	79	193	2.6%	-23.7%	46.5%
VOLKSWAGEN TIGUAN	119	172	2.3%	-62.4%	50.9%
DACIA SANDERO	121	164	2.2%	-40.1%	15.1%
NISSAN QASHQAI	89	160	2.1%	26.0%	61.8%
DACIA LOGAN MCV	97	153	2.0%	-27.8%	52.9%
Rest	2061	3756	50.3%	-9.0%	-
TOTAL	4148	7472	100%	2.3%	45.2%

Top 10 benzina - model

MODEL	Februarie 2018	2 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA SANDERO	665	925	10.7%	23.5%	84.9%
DACIA LOGAN	422	667	7.7%	30.3%	39.9%
VOLKSWAGEN GOLF	170	328	3.8%	171.1%	74.7%
SKODA FABIA	189	320	3.7%	305.1%	96.1%
RENAULT CLIO	140	295	3.4%	17.1%	70.9%
SKODA OCTAVIA	128	246	2.8%	153.6%	37.8%
SUZUKI VITARA	154	245	2.8%	54.1%	95.7%
FORD FOCUS	124	222	2.6%	103.7%	53.5%
SKODA RAPID	106	216	2.5%	31.7%	60.7%
DACIA DUSTER	144	199	2.3%	29.2%	16.7%
Rest	2786	5012	57.8%	46.8%	-
TOTAL	5028	8675	100%	49.3%	52.5%

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

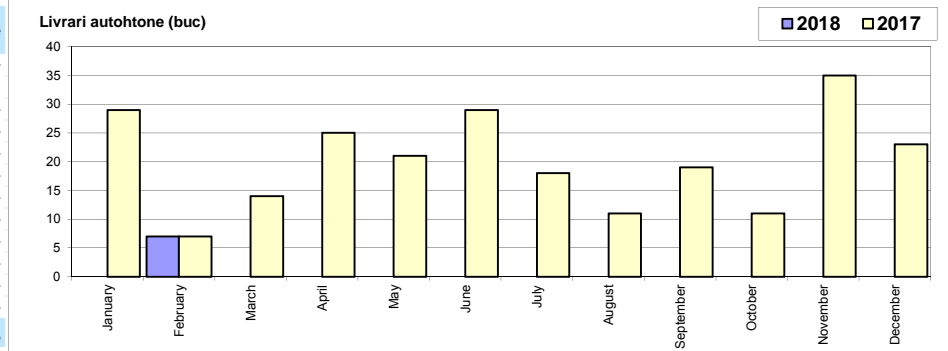
Marca	unitati	YTD2018		YTD 2017	Variatie 2018/2017 %
		din total 4x4	din total marca		
DACIA	899	21.9%	19.7%	552	62.9%
MERCEDES BENZ *)	493	12.0%	77.9%	439	12.3%
VOLKSWAGEN	386	9.4%	21.6%	525	-26.5%
SUZUKI	304	7.4%	65.5%	167	82.0%
FORD	274	6.7%	21.5%	124	121.0%
BMW	256	6.2%	80.8%	227	12.8%
SKODA	251	6.1%	15.4%	100	151.0%
AUDI	168	4.1%	59.8%	173	-2.9%
MAZDA	140	3.4%	42.4%	69	102.9%
LAND ROVER	121	3.0%	-	176	-31.3%
HYUNDAI	109	2.7%	19.0%	106	2.8%
KIA	100	2.4%	30.3%	79	26.6%
NISSAN	86	2.1%	24.0%	48	79.2%
JEEP	75	1.8%	91.5%	55	36.4%
HONDA	64	1.6%	35.2%	30	113.3%
Altele	373	9.1%	10.3%	376	-0.8%
TOTAL	4099	100.0%	24.8%	3246	26.3%

*) Estimari APIA / APIA Estimates

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

Luna/An	2018	2017	Variatie
January	-	29	-
February	7	7	0.0%
March	-	14	-
April	-	25	-
May	-	21	-
June	-	29	-
July	-	18	-
August	-	11	-
September	-	19	-
October	-	11	-
November	-	35	-
December	-	23	-
Total	7	7	0.0%

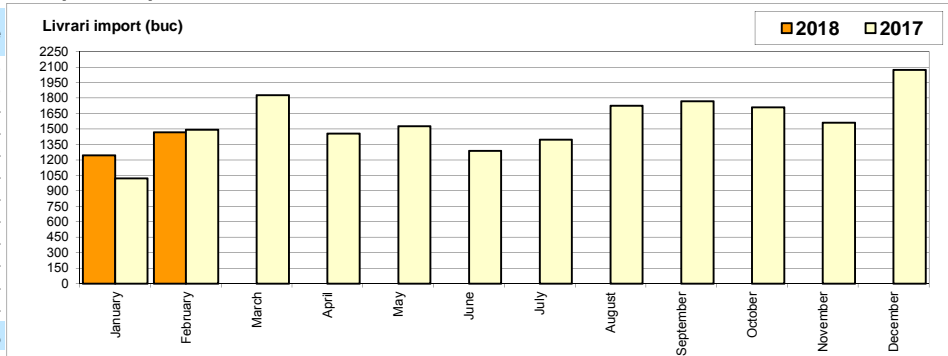
242



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

Luna/An	2018	2017	Variatie
January	1 243	1 021	21.7%
February	1 469	1 492	-1.5%
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	2 712	2 513	7.9%

18 841

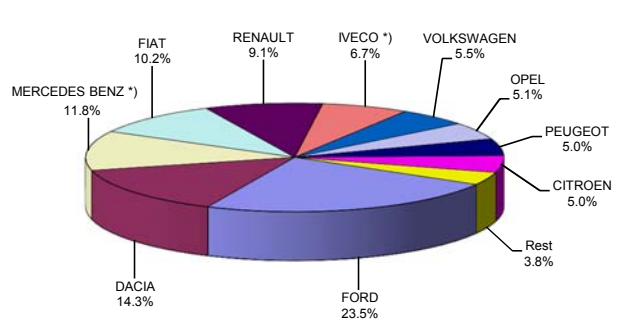


Livrarile comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Februarie		Variatie Ianuarie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	309	1	-6.1%	1	638	2	34.6%
DACIA	2	212	2	19.8%	2	389	1	-30.3%
MERCEDES BENZ *)	3	168	3	10.5%	3	320	4	10.7%
FIAT	4	155	4	28.1%	4	276	6	34.0%
RENAULT	5	142	5	34.0%	5	248	3	-26.6%
IVECO *)	7	85	6	-13.3%	6	183	7	29.8%
VOLKSWAGEN	9	81	7	19.1%	7	149	5	-33.2%
OPEL	10	77	8	24.2%	8	139	9	85.3%
PEUGEOT	6	102	10	191.4%	9	137	8	65.1%
CITROEN	8	84	9	61.5%	10	136	10	94.3%
Rest		61		41.9%		104		13.0%
TOTAL		1476		18.7%		2719		6.7%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2018



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

MODEL	Februarie		Variatie Ianuarie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	205	2	15.8%	1	382	1	-26.8%
FORD TRANSIT	2	157	1	-19.1%	2	351	2	24.9%
FIAT DUCATO	3	108	3	0.9%	3	215	3	28.7%
IVECO *) DAILY	4	85	4	-10.5%	4	180	4	32.4%
RENAULT MASTER	5	80	6	50.9%	5	133	5	2.3%
MERCEDES BENZ *) SPRINTER	7	61	5	-10.3%	6	129	6	0.8%
CITROEN JUMPER	6	77	7	75.0%	7	121	13	89.1%
OPEL MOVANO	11	49	8	19.5%	8	90	24	190.3%
MERCEDES BENZ *) SPRINTER BUS	9	58	12	93.3%	9	88	8	-1.1%
FORD RANGER	10	51	9	41.7%	10	87	12	33.9%
Rest		545		36.9%		943		0.7%
TOTAL		1476		18.7%		2719		6.7%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

