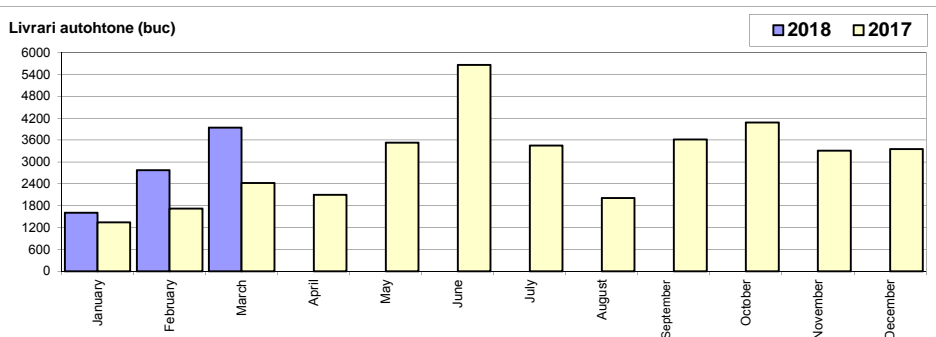


Livrari autoturisme autohtone / Domestic passenger car deliveries

Luna/An	2018	2017	Variatie
January	1 605	1 345	19.3%
February	2 771	1 722	60.9%
March	3 938	2 425	62.4%
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	8 314	5 492	51.4%

36 601

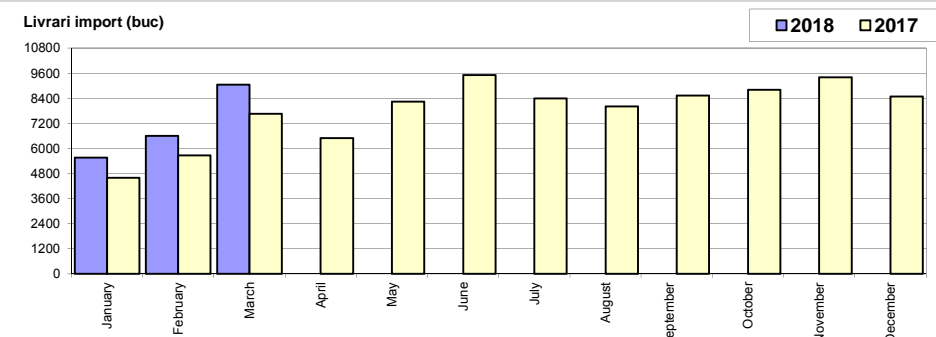


* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car deliveries

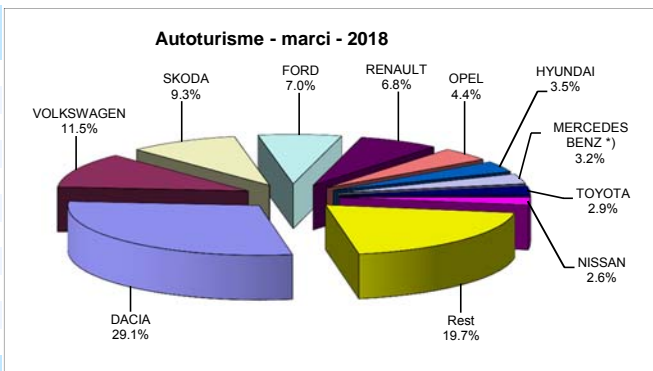
Luna/An	2018	2017	Variatie
January	5 559	4 598	20.9%
February	6 604	5 674	16.4%
March	9 054	7 662	18.2%
April	-	6 499	-
May	-	8 238	-
June	-	9 516	-
July	-	8 392	-
August	-	8 011	-
September	-	8 527	-
October	-	8 802	-
November	-	9 407	-
December	-	8 487	-
Total	21 217	17 934	18.3%

93 813



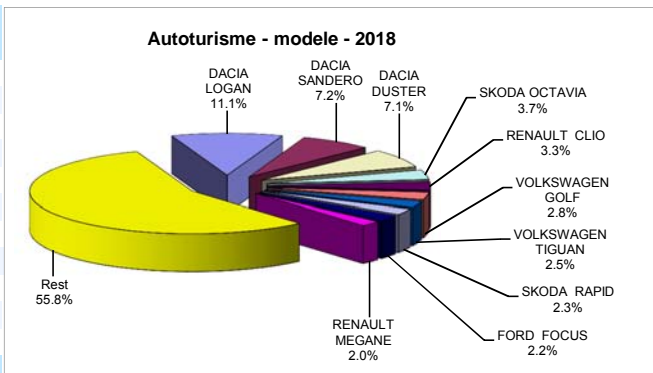
Top livrari autoturisme - marti / Passenger car top - by make

MARCA	Martie		Variatie Februarie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	4032	1	42.0%	1	8586	1	41.9%
VOLKSWAGEN	2	1604	2	66.4%	2	3388	2	19.0%
SKODA	3	1111	3	28.1%	3	2740	3	25.8%
FORD	5	804	4	12.5%	4	2076	4	19.0%
RENAULT	4	996	5	66.8%	5	2013	5	20.3%
OPEL	6	528	6	29.1%	6	1293	6	20.5%
HYUNDAI	7	475	7	48.9%	7	1048	8	23.0%
MERCEDES BENZ *)	11	322	9	17.1%	8	955	7	6.9%
TOYOTA	9	379	10	67.0%	9	853	9	2.0%
NISSAN	8	404	11	91.5%	10	762	11	48.8%
Rest		2337		19.7%		5817		-
TOTAL		12992		38.6%		29531		26.1%



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

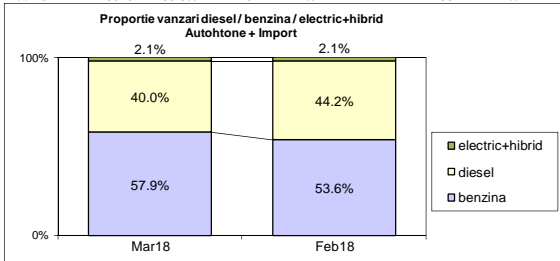
MODEL	Martie		Variatie Februarie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	1600	1	76.4%	1	3270	1	70.6%
DACIA SANDERO	2	1023	2	30.2%	2	2112	2	16.7%
DACIA DUSTER	3	914	3	19.5%	3	2103	3	84.5%
SKODA OCTAVIA	5	436	4	36.7%	4	1086	4	4.9%
RENAULT CLIO	4	547	6	152.1%	5	963	7	30.5%
VOLKSWAGEN GOLF	7	387	7	78.3%	6	826	13	86.9%
VOLKSWAGEN TIGUA	6	389	5	75.2%	7	727	6	-6.3%
SKODA RAPID	8	329	11	71.4%	8	685	8	8.6%
FORD FOCUS	12	248	10	22.2%	9	663	5	-18.8%
RENAULT MEGANE	11	253	9	18.8%	10	604	12	28.2%
Rest		6866		28.7%		16492		-
TOTAL		12992		38.6%		29531		26.1%



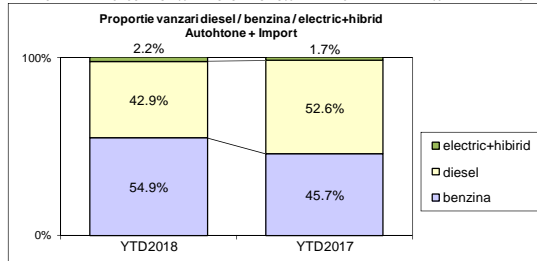
Segmentare dupa tipul de combustibil / Segmentation by type of fuel

Autohtone + Import / Domestic + Imported

	benzina	diesel	electric+hibrid	total
Mar-18	7525 57.9%	5198 40.0%	269 2.1%	12 992
Feb-18	5028 53.6%	4148 44.2%	199 2.1%	9 375



	benzina	diesel	electric+hibrid	total
YTD2018	16200 54.9%	12670 42.9%	661 2.2%	29 531
YTD2017	10706 45.7%	12313 52.6%	407 1.7%	23 426



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	4 148	5 028	44.2%	53.6%	4 092	3 193	1.4%	57.5%
March	5 198	7 525	40.0%	57.9%	5 008	4 896	3.8%	53.7%
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	12 670	16 200	42.9%	54.9%	12 313	10 706	2.9%	51.3%

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

MARCA	BEV+EREV+PHEV			HEV		
	2018	2017	Var. %	2018	2017	Var. %
VOLKSWAGEN	88	4	-	-	-	-
SMART *)	43	0	-	-	-	-
BMW	27	14	92.9%	-	-	-
MERCEDES BENZ *)	14	8	75.0%	0	1	-100.0%
VOLVO	9	3	200.0%	-	-	-
RENAULT	8	0	-	-	-	-
PORSCHE	4	2	100.0%	-	-	-
AUDI	3	6	-50.0%	13	0	-
KIA	2	0	-	15	3	400.0%
TOYOTA	-	-	-	395	328	20.4%
LEXUS	-	-	-	25	32	-21.9%
Altele	3	4	-	12	2	-
TOTAL	201	41	390.2%	460	366	25.7%

*) 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	Martie 2018	3 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1821	4299	33.9%	45.9%	50.1%
VOLKSWAGEN	598	1295	10.2%	-18.8%	38.2%
SKODA	444	1211	9.6%	-18.8%	44.2%
FORD	319	1017	8.0%	0.4%	49.0%
RENAULT	527	1001	7.9%	16.9%	49.7%
MERCEDES BENZ *)	240	714	5.6%	-4.4%	74.8%
BMW	204	445	3.5%	-23.1%	76.9%
NISSAN	131	350	2.8%	0.3%	45.9%
OPEL	109	314	2.5%	26.6%	24.3%
AUDI	122	297	2.3%	-14.9%	65.6%
Rest	683	1727	13.6%	-19.3%	-
TOTAL	5198	12670	100%	2.9%	42.9%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Martie 2018	3 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	2211	4287	26.5%	38.1%	49.9%
VOLKSWAGEN	996	2005	12.4%	60.7%	59.2%
SKODA	667	1529	9.4%	122.6%	55.8%
FORD	485	1053	6.5%	44.2%	50.7%
RENAULT	465	1004	6.2%	22.9%	49.9%
OPEL	419	979	6.0%	18.7%	75.7%
HYUNDAI	406	890	5.5%	59.8%	84.9%
SUZUKI	278	724	4.5%	106.9%	95.1%
KIA	236	470	2.9%	72.8%	68.6%
TOYOTA	162	417	2.6%	-3.7%	48.9%
Rest	1200	2842	17.5%	68.9%	-
TOTAL	7525	16200	100%	51.3%	54.9%

*) 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	Martie 2018	3 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	783	1773	14.0%	97.0%	84.3%
DACIA LOGAN	610	1613	12.7%	91.3%	49.3%
SKODA OCTAVIA	215	619	4.9%	-28.6%	57.0%
RENAULT MEGANE	173	389	3.1%	29.2%	64.4%
VOLKSWAGEN TIGUAN	205	377	3.0%	-44.8%	51.9%
FORD KLUGA	102	363	2.9%	100.6%	73.9%
DACIA SANDERO	185	349	2.8%	-30.6%	16.5%
RENAULT CLIO	206	327	2.6%	15.5%	34.0%
FORD FOCUS	116	309	2.4%	-12.5%	46.6%
DACIA LOGAN MCV	132	285	2.2%	-14.2%	49.1%
Rest	2471	6266	49.5%	-11.3%	-
TOTAL	5198	12670	100%	2.9%	42.9%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Martie 2018	3 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA SANDERO	838	1763	10.9%	34.9%	83.5%
DACIA LOGAN	990	1657	10.2%	54.3%	50.7%
RENAULT CLIO	341	636	3.9%	39.8%	66.0%
VOLKSWAGEN GOLF	260	588	3.6%	184.1%	71.2%
SKODA FABIA	152	472	2.9%	230.1%	96.7%
SKODA OCTAVIA	221	467	2.9%	178.0%	43.0%
SKODA RAPID	246	462	2.9%	65.6%	67.4%
SUZUKI VITARA	150	395	2.4%	48.5%	95.2%
FORD FOCUS	132	354	2.2%	-23.5%	53.4%
VOLKSWAGEN TIGUAN	184	350	2.2%	276.3%	48.1%
Rest	4011	9056	55.9%	44.9%	-
TOTAL	7525	16200	100%	51.3%	54.9%

*) Estimari APIA / APIA Estimates

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

Marca	YTD2018			YTD 2017	Variatie 2018/2017 %
	unitati	din total 4x4	din total marca		
DACIA	1565	22.7%	18.2%	954	64.0%
VOLKSWAGEN	715	10.4%	21.1%	794	-9.9%
MERCEDES BENZ *)	713	10.4%	74.7%	657	8.5%
SUZUKI	506	7.4%	66.5%	288	75.7%
BMW	460	6.7%	79.4%	553	-16.8%
FORD	426	6.2%	20.5%	244	74.6%
SKODA	415	6.0%	15.1%	168	147.0%
AUDI	281	4.1%	62.0%	290	-3.1%
HYUNDAI	238	3.5%	22.7%	188	26.6%
MAZDA	203	2.9%	37.7%	107	89.7%
KIA	195	2.8%	28.5%	123	58.5%
LAND ROVER	190	2.8%	-	299	-36.5%
HONDA	127	1.8%	36.5%	68	86.8%
NISSAN	127	1.8%	16.7%	87	46.0%
JEEP	124	1.8%	90.5%	104	19.2%
Alte Marci	599	8.7%	9.5%	644	-7.0%
TOTAL	6884	100.0%	23.3%	5568	23.6%

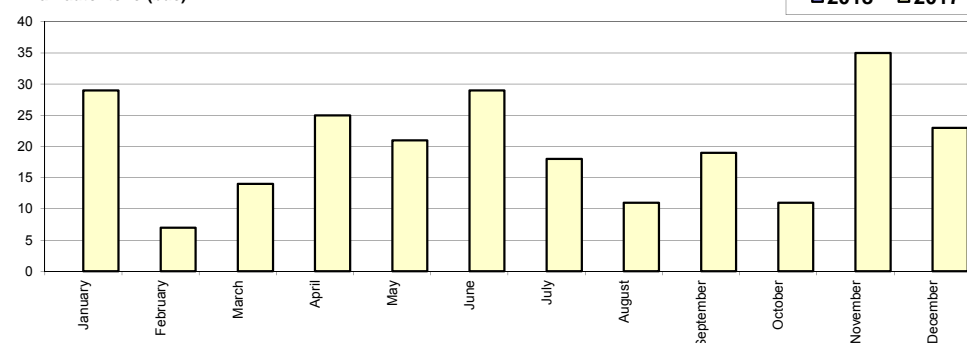
*) Estimari APIA / APIA Estimates

Livrari 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	21	-100.0%

242

Livrari autohtone (buc)

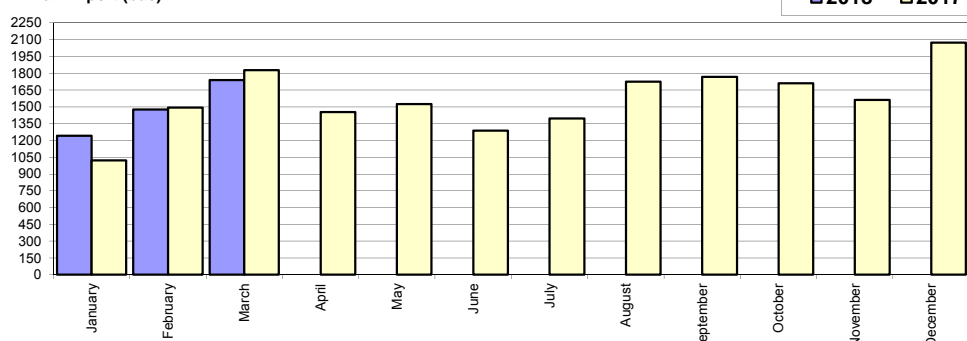


Livrari comerciale usoare + minibus import / Imported LCV + minibus deliveries

Luna/An	2018	2017	Variatie
January	1 243	1 021	21.7%
February	1 476	1 492	-1.1%
March	1 738	1 827	-4.9%
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	4 457	4 340	2.7%

18 841

Livrari import (buc)

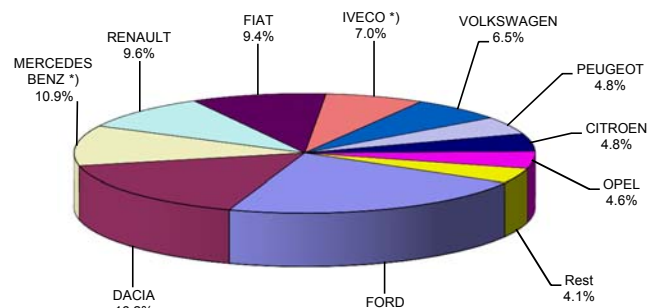


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Martie		Variatie Februarie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	341	1	10.4%	1	979	2	29.7%
DACIA	2	334	2	57.6%	2	723	1	-33.9%
MERCEDES BENZ *)	4	168	3	0.0%	3	488	4	5.0%
RENAULT	3	178	5	25.4%	4	426	3	-14.3%
FIAT	5	145	4	-6.5%	5	421	5	7.4%
IVECO *)	7	127	7	49.4%	6	310	7	40.3%
VOLKSWAGEN	6	142	9	75.3%	7	291	6	-22.0%
PEUGEOT	8	78	6	-23.5%	8	215	9	60.5%
CITROEN	9	78	8	-7.1%	9	214	10	60.9%
OPEL	10	67	10	-13.0%	10	206	8	35.5%
Rest		80		31.1%		184		-
TOTAL		1738		17.8%		4457		1.5%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2018



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

MODEL	Martie		Variatie Februarie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	330	1	61.0%	1	712	1	-31.8%
FORD TRANSIT	2	174	2	10.8%	2	525	2	19.1%
FIAT DUCATO	4	114	3	5.6%	3	329	3	21.9%
IVECO *) DAILY	3	127	4	49.4%	4	307	6	42.8%
RENAULT MASTER	5	107	5	33.8%	5	240	4	10.1%
MERCEDES BENZ *) SPRINTER	8	68	7	11.5%	6	197	5	-8.8%
CITROEN JUMPER	6	74	6	-3.9%	7	195	8	58.5%
PEUGEOT BOXER	7	72	8	22.0%	8	156	11	40.5%
MERCEDES BENZ *) SPRINTER BUS	9	52	9	-10.3%	9	140	7	1.5%
OPEL MOVANO	13	41	11	-16.3%	10	131	18	104.7%
Rest		579		7.8%		1525		-
TOTAL		1738		17.8%		4457		1.5%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

