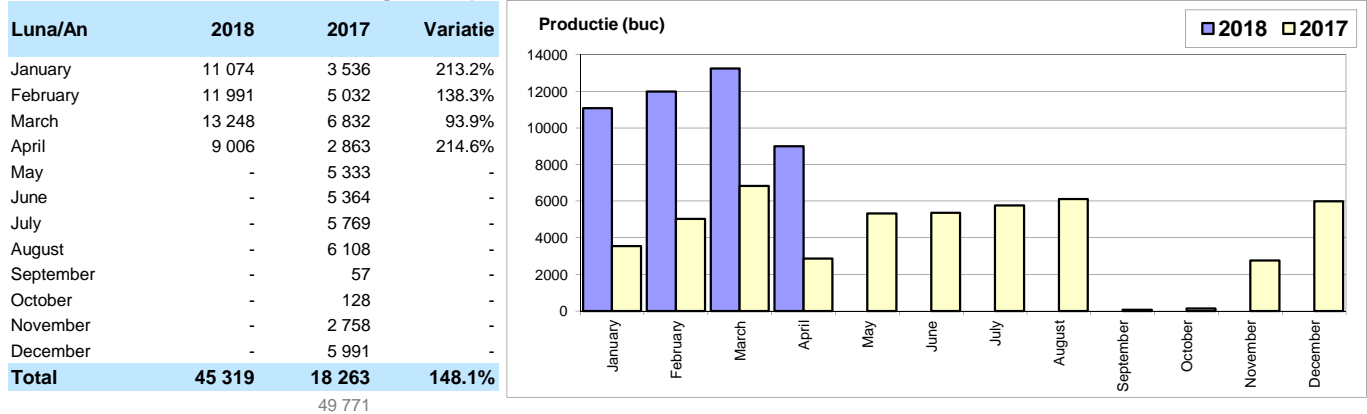
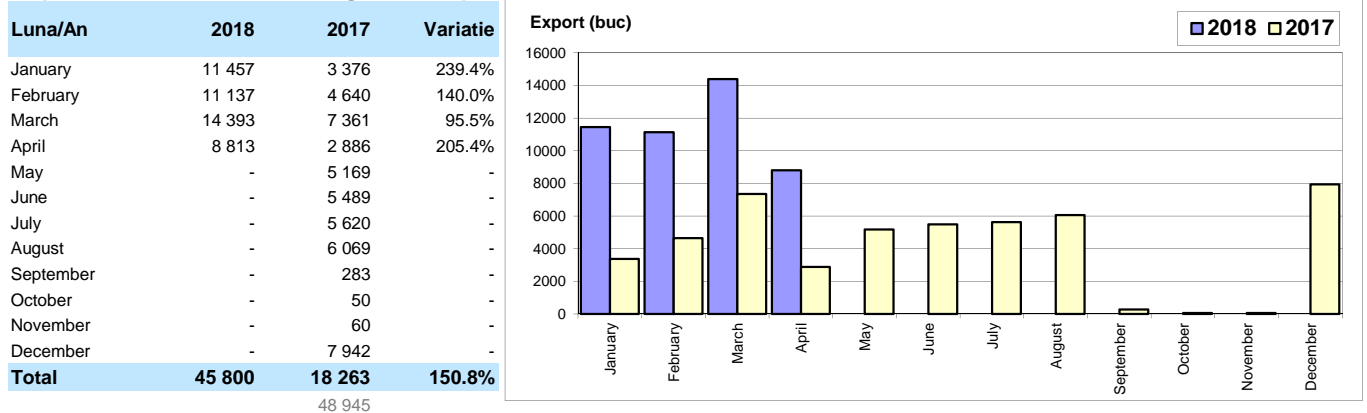


Productie autoturisme / Passenger car production



* Datele cuprind doar productia Ford, cele pentru Dacia nu sunt disponibile / Data includes Ford production figures only; Dacia production figures are not available.

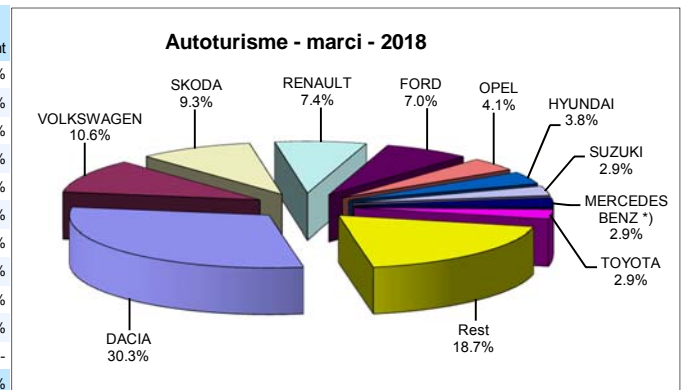
Export autoturisme / Passenger car export



* Datele cuprind doar exportul Ford, cele pentru Dacia nu sunt disponibile / Data includes Ford export figures only; Dacia export figures are not available.

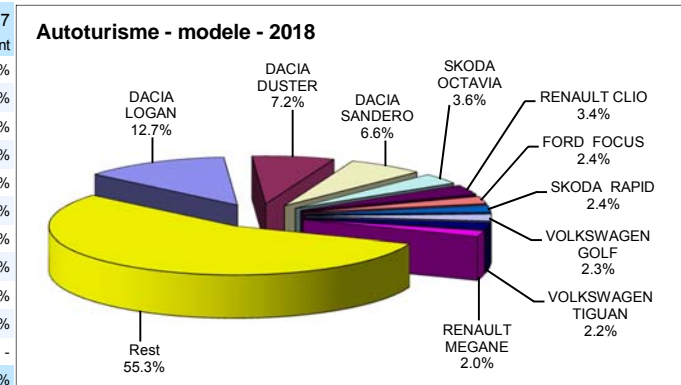
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Aprilie		Variatie Martie		2018	Variatie 2017		
	pozitie	unitati	pozitie	procent		pozitie	procent	
DACIA	1	4466	1	10.8%	1	13052	1	56.5%
VOLKSWAGEN	3	1184	2	-26.2%	2	4572	2	20.5%
SKODA	2	1269	3	14.2%	3	4009	3	31.2%
RENAULT	4	1177	4	18.2%	4	3190	4	31.3%
FORD	5	947	5	17.8%	5	3023	5	28.0%
OPEL	8	482	6	-8.7%	6	1775	6	20.8%
HYUNDAI	6	609	7	28.2%	7	1657	7	41.0%
SUZUKI	7	506	12	70.4%	8	1267	15	140.9%
MERCEDES BENZ *)	12	305	11	-5.3%	9	1260	8	9.9%
TOYOTA	9	403	9	6.3%	10	1256	9	18.2%
Rest		2252		-7.9%		8070		-
TOTAL		13600		4.7%		43131		34.7%



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

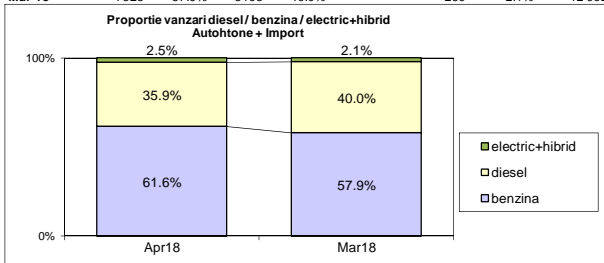
MODEL	Aprilie		Variatie Martie		2018	Variatie 2017		
	pozitie	unitati	pozitie	procent		pozitie	procent	
DACIA LOGAN	1	2213	1	38.3%	1	5483	1	120.3%
DACIA DUSTER	2	984	3	7.7%	2	3087	3	70.0%
DACIA SANDERO	3	751	2	-26.6%	3	2863	2	18.9%
SKODA OCTAVIA	5	460	5	5.5%	4	1546	4	9.0%
RENAULT CLIO	4	482	4	-11.9%	5	1445	7	49.6%
FORD FOCUS	6	387	12	56.1%	6	1050	5	5.5%
SKODA RAPID	7	335	8	1.8%	7	1020	9	17.8%
VOLKSWAGEN GOLF	20	152	7	-60.7%	8	978	14	63.0%
VOLKSWAGEN TIGUAN	15	230	6	-40.9%	9	957	6	-2.8%
RENAULT MEGANE	12	239	11	-5.5%	10	843	11	15.2%
Rest		7367		7.3%		23859		-
TOTAL		13600		4.7%		43131		34.7%



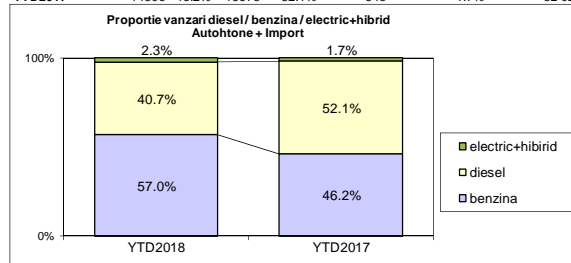
Segmentare dupa tipul de combustibil / Segmentation by type of fuel

Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Apr-18	8381	61.6%	4877	35.9%	342	2.5%	13 600
Mar-18	7525	57.9%	5198	40.0%	269	2.1%	12 992



	benzina		diesel		electric+hibrid		total
YTD2018	24581	57.0%	17547	40.7%	1003	2.3%	43 131
YTD2017	14806	46.2%	16673	52.1%	548	1.7%	32 027



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	5 198	7 525	40.0%	57.9%	5 008	4 896	3.8%	53.7%
April	4 877	8 381	35.9%	61.6%	4 360	4 100	11.9%	104.4%
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	17 547	24 581	40.7%	57.0%	16 673	14 806	5.2%	66.0%

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

MARCA	BEV+EREV+PHEV			HEV		
	2018	2017	Var. %	2018	2017	Var. %
VOLKSWAGEN	96	4	-	-	-	-
SMART *)	47	0	-	-	-	-
BMW	31	14	121.4%	-	-	-
MERCEDES BENZ *)	19	11	72.7%	0	1	-100.0%
RENAULT	14	0	-	-	-	-
VOLVO	10	3	233.3%	-	-	-
AUDI	5	7	-28.6%	16	0	-
MITSUBISHI	5	0	-	-	-	-
PORSCHE	4	2	100.0%	-	-	-
KIA	2	0	-	20	3	-
TOYOTA	-	-	-	663	451	47.0%
Altele	5	5	0.0%	66	47	40.4%
TOTAL	238	46	417.4%	765	502	52.4%

*) 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	Aprilie 2018	4 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1884	6183	35.2%	49.8%	47.4%
VOLKSWAGEN	404	1699	9.7%	-21.8%	37.2%
SKODA	483	1694	9.7%	-13.2%	42.3%
FORD	376	1393	7.9%	6.7%	46.1%
RENAULT	372	1373	7.8%	5.5%	43.0%
MERCEDES BENZ *)	224	938	5.3%	-1.3%	74.4%
BMW	170	615	3.5%	-11.4%	79.3%
NISSAN	165	515	2.9%	18.1%	47.4%
PEUGEOT	108	399	2.3%	-10.1%	47.3%
AUDI	100	397	2.3%	-21.7%	68.1%
Rest	591	2341	13.3%	-15.9%	21.8%
TOTAL	4877	17547	100%	5.2%	40.7%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Aprilie 2018	4 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	2582	6869	27.9%	63.0%	52.6%
VOLKSWAGEN	772	2777	11.3%	72.0%	60.7%
SKODA	786	2315	9.4%	109.9%	57.7%
RENAULT	799	1803	7.3%	60.0%	56.5%
FORD	564	1617	6.6%	53.3%	53.5%
OPEL	425	1404	5.7%	22.4%	79.1%
HYUNDAI	491	1381	5.6%	80.1%	83.3%
SUZUKI	485	1209	4.9%	151.4%	95.4%
KIA	239	709	2.9%	64.9%	69.2%
NISSAN	160	572	2.3%	163.6%	52.6%
Rest	1078	3925	16.0%	48.1%	46.3%
TOTAL	8381	24581	100%	66.0%	57.0%

*) 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	Aprilie 2018	4 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	843	2616	14.9%	90.4%	84.7%
DACIA LOGAN	642	2255	12.9%	107.3%	41.1%
SKODA OCTAVIA	243	862	4.9%	-21.4%	55.8%
RENAULT MEGANE	123	512	2.9%	2.6%	60.7%
DACIA SANDERO	143	492	2.8%	-28.2%	17.2%
VOLKSWAGEN TIGUAN	112	489	2.8%	-43.9%	51.1%
FORD KUGA	106	469	2.7%	60.1%	74.6%
FORD FOCUS	159	468	2.7%	12.5%	44.6%
RENAULT CLIO	112	439	2.5%	11.1%	30.4%
NISSAN QASHQAI	138	403	2.3%	21.4%	49.8%
Rest	2256	8542	48.7%	-11.2%	35.0%
TOTAL	4877	17547	100%	5.2%	40.7%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Aprilie 2018	4 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	1571	3228	13.1%	130.4%	58.9%
DACIA SANDERO	608	2371	9.6%	37.7%	82.8%
RENAULT CLIO	370	1006	4.1%	76.2%	69.6%
SKODA RAPID	282	744	3.0%	73.8%	72.9%
SKODA FABIA	212	684	2.8%	201.3%	94.2%
SKODA OCTAVIA	217	684	2.8%	113.1%	44.2%
VOLKSWAGEN GOLF	85	673	2.7%	128.1%	68.8%
SUZUKI VITARA	278	673	2.7%	87.5%	95.6%
VOLKSWAGEN POLO	320	584	2.4%	-17.9%	97.2%
FORD FOCUS	228	582	2.4%	0.5%	55.4%
Rest	4210	13352	54.3%	63.0%	50.0%
TOTAL	8381	24581	100%	66.0%	57.0%

*) 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	pondere			
		din total 4x4	din total marca	unitati	%
DACIA	2202	23.2%	16.9%	1519	45.0%
MERCEDES BENZ *)	939	9.9%	74.5%	829	13.3%
VOLKSWAGEN	924	9.7%	20.2%	1067	-13.4%
SUZUKI	807	8.5%	63.7%	392	105.9%
BMW	619	6.5%	79.8%	671	-7.7%
SKODA	589	6.2%	14.7%	251	134.7%
FORD	537	5.7%	17.8%	357	50.4%
AUDI	375	3.9%	64.3%	433	-13.4%
HYUNDAI	364	3.8%	22.0%	279	30.5%
KIA	277	2.9%	27.1%	166	66.9%
MAZDA	249	2.6%	34.9%	147	69.4%
LAND ROVER	248	2.6%	100.0%	406	-38.9%
JEEP	189	2.0%	90.4%	164	15.2%
NISSAN	173	1.8%	15.9%	138	25.4%
HONDA	142	1.5%	32.8%	109	30.3%
Alte marci	870	9.2%	9.4%	866	0.5%
TOTAL	9504	100.0%	22.0%	7794	21.9%

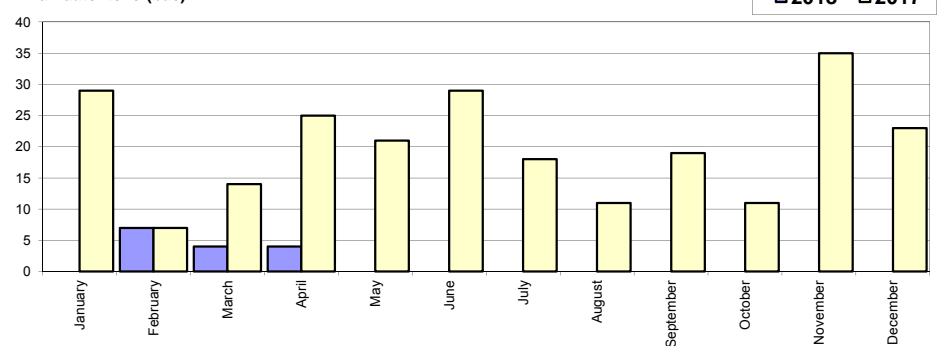
*) Estimari APIA / APIA Estimates

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

Luna/An	2018	2017	Variatie
January	0	29	-100.0%
February	7	7	0.0%
March	4	14	-71.4%
April	4	25	-84.0%
May	-	21	-
June	-	29	-
July	-	18	-
August	-	11	-
September	-	19	-
October	-	11	-
November	-	35	-
December	-	23	-
Total	15	75	-80.0%

242

Livrari autohtone (buc)

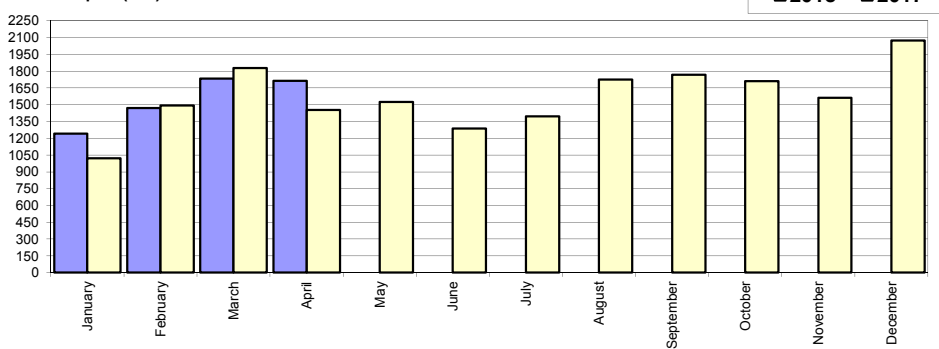


Livrari comerciale usoare + minibus import / Imported LCV + minibus deliveries

Luna/An	2018	2017	Variatie
January	1 243	1 021	21.7%
February	1 469	1 492	-1.5%
March	1 734	1 827	-5.1%
April	1 712	1 454	17.7%
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	6 158	5 794	6.3%

18 841

Livrari import (buc)

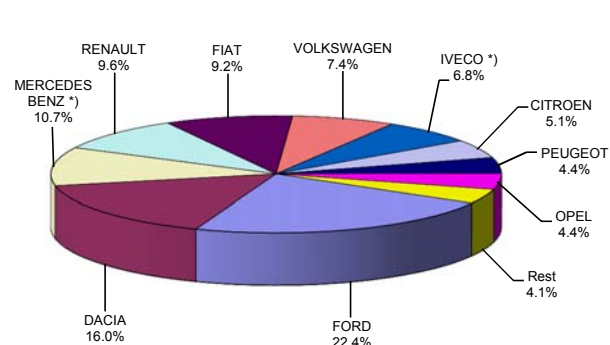


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Aprilie		Variatie Martie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	406	1	19.1%	1	1385	2	34.7%
DACIA	2	263	2	-21.3%	2	986	1	-22.4%
MERCEDES BENZ *)	3	172	4	2.4%	3	660	3	-0.9%
RENAULT	5	164	3	-7.9%	4	590	4	-7.1%
FIAT	6	146	5	0.7%	5	567	5	4.6%
VOLKSWAGEN	4	168	6	18.3%	6	459	6	-12.2%
IVECO *)	7	107	7	-15.8%	7	417	7	32.8%
CITROEN	8	100	9	28.2%	8	314	10	70.7%
PEUGEOT	10	57	8	-26.9%	9	272	8	21.4%
OPEL	9	66	10	-1.5%	10	272	9	23.6%
Rest		67		-16.3%		251		-
TOTAL		1716		-1.3%		6173		5.2%

*) 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	Aprilie		Variatie Martie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	259	1	-21.5%	1	971	1	-18.7%
FORD TRANSIT	2	188	2	8.1%	2	713	2	20.2%
FIAT DUCATO	6	90	4	-21.1%	3	419	3	12.0%
IVECO *) DAILY	3	107	3	-15.8%	4	414	4	34.9%
RENAULT MASTER	4	96	5	-10.3%	5	336	6	19.6%
CITROEN JUMPER	5	92	6	24.3%	6	287	9	73.9%
MERCEDES BENZ *) SPRINTER	11	52	8	-23.5%	7	249	5	-11.7%
PEUGEOT BOXER	13	43	7	-40.3%	8	199	8	4.7%
FORD RANGER	9	55	14	37.5%	9	182	13	36.8%
MERCEDES BENZ *) SPRINTER BUS	14	41	9	-21.2%	10	181	7	-10.0%
Rest		693		19.5%		2222		-
TOTAL		1716		-1.3%		6173		5.2%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

