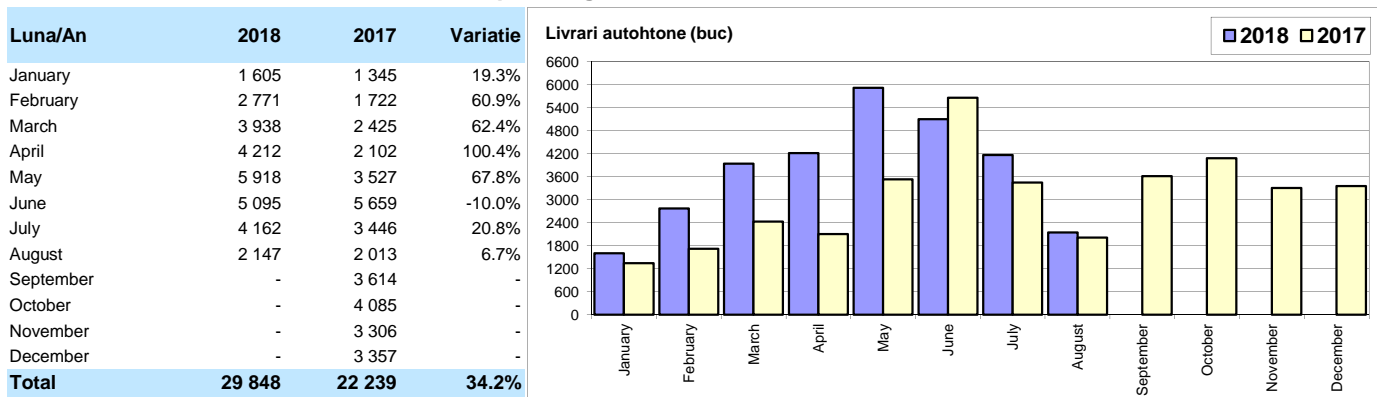
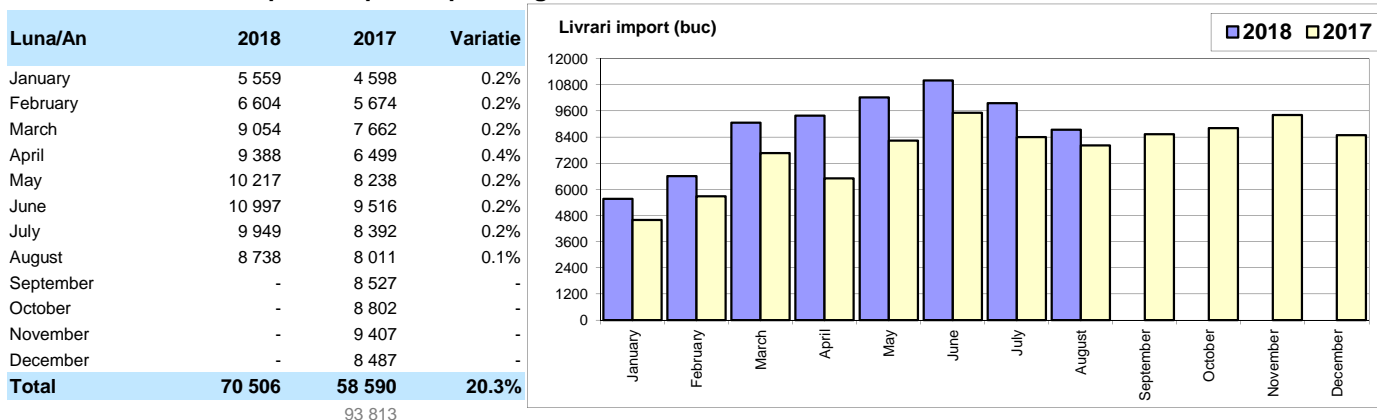


Livrari autoturisme autohtone / Domestic passenger car deliveries



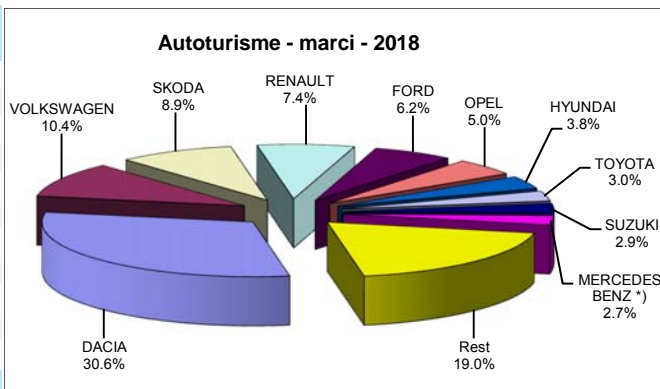
* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car deliveries



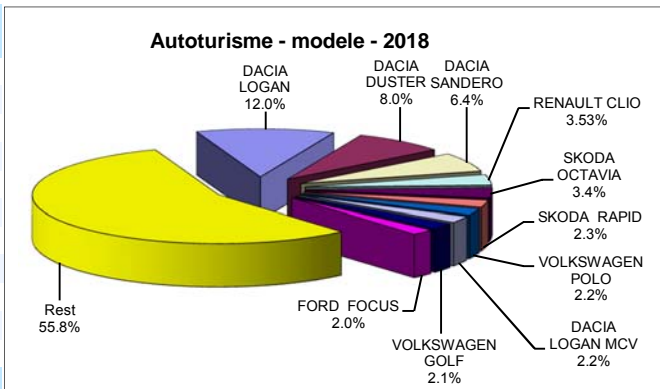
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	August		Variatie Iulie		2018	Variatie 2017		
	pozitie	unitati	pozitie	procent		pozitie	unitati	procent
DACIA	1	2260	1	-45.4%	1	30754	1	28.1%
VOLKSWAGEN	2	1119	2	-37.7%	2	10468	2	18.8%
SKODA	3	852	3	-36.2%	3	8950	3	23.0%
RENAULT	5	757	6	2.0%	4	7473	4	13.7%
FORD	6	728	4	-14.8%	5	6201	5	14.0%
OPEL	4	759	5	-0.1%	6	5001	6	24.1%
HYUNDAI	9	395	7	-25.3%	7	3816	7	33.7%
TOYOTA	10	383	11	9.7%	8	2966	8	12.5%
SUZUKI	18	167	8	-66.7%	9	2935	10	37.6%
MERCEDES BENZ *)	8	428	10	8.4%	10	2712	9	12.9%
Rest		3037		12.1%		19078		
TOTAL		10885		-22.9%		100354		24.2%



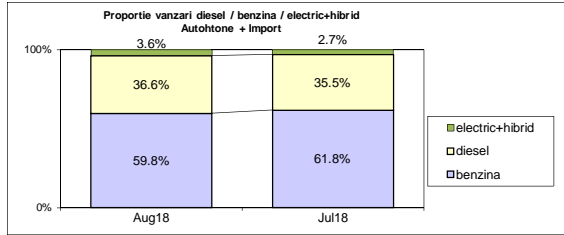
Top livrari autoturisme - modele / Passenger car top - by model

MODEL	August		Variatie Iulie		2018	Variatie 2017		
	pozitie	unitati	pozitie	procent		pozitie	unitati	procent
DACIA LOGAN	1	677	2	-53.6%	1	12035	1	22.1%
DACIA DUSTER	3	615	1	-61.6%	2	8045	3	61.9%
DACIA SANDERO	4	542	3	-17.8%	3	6406	2	19.4%
RENAULT CLIO	6	314	8	-21.3%	4	3539	5	39.9%
SKODA OCTAVIA	5	330	4	-33.7%	5	3455	4	13.2%
SKODA RAPID	10	236	7	-41.2%	6	2354	9	18.3%
VOLKSWAGEN POLO	11	202	5	-58.8%	7	2208	12	29.8%
DACIA LOGAN MCV	16	172	14	-24.6%	8	2202	7	8.8%
VOLKSWAGEN GOLF	13	192	6	-53.6%	9	2112	10	11.3%
FORD FOCUS	18	169	15	-24.2%	10	1987	8	-1.8%
Rest		7436		-3.9%		56011		
TOTAL		10885		-22.9%		100354		24.2%

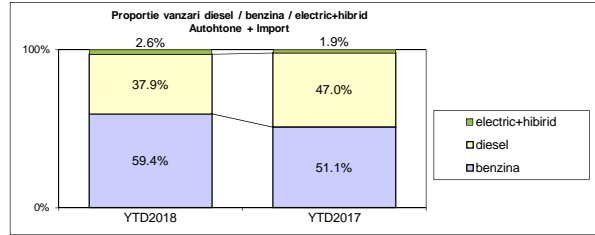


Segmentare dupa tipul de combustibil / Segmentation by type of fuel
Autohtone + Import / Domestic + Imported

	benzina	diesel	electric+hibrid	total
Aug-18	6507 59.8%	3982 36.6%	396 3.6%	10 885
Jul-18	8721 61.8%	5003 35.5%	387 2.7%	14 111



	benzina	diesel	electric+hibrid	total
YTD2018	59650 59.4%	38069 37.9%	2635 2.6%	100 354
YTD2017	41327 51.1%	37982 47.0%	1520 1.9%	80 829


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	3 645	46.4%	50.9%	3 213	2 617	3.5%	39.3%
February	4 148	5 026	44.2%	53.6%	4 092	3 193	1.4%	57.4%
March	5 198	7 521	40.0%	57.9%	5 008	4 896	3.8%	53.6%
April	4 877	8 374	35.9%	61.6%	4 360	4 100	11.9%	104.2%
May	5 485	10 296	34.0%	63.8%	5 451	6 136	0.6%	67.8%
June	6 052	9 560	37.6%	59.4%	6 159	8 750	-1.7%	9.3%
July	5 003	8 721	35.5%	61.8%	5 265	6 281	-5.0%	38.8%
August	3 982	6 507	36.6%	59.8%	4 434	5 354	-10.2%	21.5%
September	-	-	-	-	5 650	6 226	-	-
October	-	-	-	-	5 716	6 876	-	-
November	-	-	-	-	5 756	6 673	-	-
December	-	-	-	-	4 968	6 428	-	-
Total	38 069	59 650	37.9%	59.4%	37 982	41 327	0.2%	44.3%

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

MARCA	BEV+EREV+PHEV			HEV			MARCA
	2018	2017	Var. %	2018	2017	Var. %	
VOLKSWAGEN	179	16	-	1793	1195	50.0%	TOYOTA
BMW	103	55	87.3%	75	98	-23.5%	LEXUS
SMART *)	93	1	-	38	0	-	AUDI
RENAULT	52	20	160.0%	37	3	-	FORD
MERCEDES BENZ *)	31	46	-32.6%	37	11	236.4%	KIA
KIA	30	2	-	27	8	237.5%	HYUNDAI
PORSCHE	27	6	350.0%	21	2	-	MERCEDES BENZ *)
VOLVO	22	6	266.7%	19	14	35.7%	SUZUKI
NISSAN	19	0	-	1	2	-50.0%	LAND ROVER
MITSUBISHI	13	16	-18.8%	-	-	-	-
AUDI	9	11	-18.2%	-	-	-	-
Alte marci	9	8	12.5%	-	-	-	-
TOTAL	587	187	213.9%	2048	1333	53.6%	TOTAL

*) 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	August 2018	8 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1101	13954	36.7%	24.4%	45.4%
SKODA	427	3820	10.0%	-4.0%	42.7%
VOLKSWAGEN	410	3745	9.8%	-19.7%	35.8%
RENAULT	305	3170	8.3%	-2.1%	42.4%
FORD	342	2610	6.9%	-15.8%	42.1%
MERCEDES BENZ *)	282	1953	5.1%	6.0%	72.0%
BMW	101	1231	3.2%	-10.1%	76.7%
AUDI	184	1005	2.6%	-11.7%	69.6%
NISSAN	106	979	2.6%	14.0%	39.6%
PEUGEOT	145	835	2.2%	-2.2%	44.6%
Rest	579	4767	12.5%	-16.7%	-
TOTAL	3982	38069	100%	0.2%	37.9%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	August 2018	8 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	1159	16800	28.2%	31.4%	54.6%
VOLKSWAGEN	686	6544	11.0%	58.4%	62.5%
SKODA	425	5130	8.6%	55.5%	57.3%
RENAULT	451	4251	7.1%	28.2%	56.9%
OPEL	667	4225	7.1%	30.0%	84.5%
FORD	382	3554	6.0%	52.1%	57.3%
HYUNDAI	313	3222	5.4%	66.9%	84.4%
SUZUKI	160	2821	4.7%	43.3%	96.1%
FIAT	664	1703	2.9%	110.0%	89.0%
KIA	188	1636	2.7%	63.9%	69.6%
Rest	1412	9764	16.4%	50.2%	-
TOTAL	6507	59650	100%	44.3%	59.4%

*) 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	August 2018	8 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	503	6657	17.5%	68.6%	82.7%
DACIA LOGAN	222	3978	10.4%	26.7%	33.1%
SKODA OCTAVIA	185	1848	4.9%	-16.0%	53.5%
RENAULT CLIO	174	1437	3.8%	59.1%	40.6%
DACIA SANDERO	103	1094	2.9%	-35.0%	17.1%
DACIA LOGAN MCV	101	1062	2.8%	-11.3%	48.2%
VOLKSWAGEN TIGUAN	111	996	2.6%	-26.0%	50.2%
RENAULT MEGANE	61	876	2.3%	-25.5%	51.2%
FORD KUGA	130	866	2.3%	4.8%	72.6%
VOLKSWAGEN PASSAT	97	837	2.2%	-14.8%	67.7%
Rest	2295	18418	48.4%	-10.5%	-
TOTAL	3982	38069	100%	0.2%	37.9%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	August 2018	8 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	455	8057	13.5%	19.9%	66.9%
DACIA SANDERO	439	5312	8.9%	44.2%	82.9%
VOLKSWAGEN POLO	150	2117	3.5%	59.1%	95.9%
RENAULT CLIO	140	2102	3.5%	29.3%	59.4%
OPEL ASTRA	263	1650	2.8%	0.2%	89.8%
SKODA RAPID	144	1648	2.8%	32.9%	70.0%
SUZUKI VITARA	71	1635	2.7%	33.0%	97.0%
SKODA OCTAVIA	145	1607	2.7%	88.8%	46.5%
VOLKSWAGEN GOLF	140	1403	2.4%	29.5%	66.4%
DACIA DUSTER	112	1388	2.3%	35.8%	17.3%
Rest	4448	32731	54.9%	56.6%	-
TOTAL	6507	59650	100%	44.3%	59.4%

*) Estimari APIA / APIA Estimates

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

Marca	unitati	YTD 2018		YTD 2017	Variatie 2018/2017 %
		din total 4x4	din total marca		
DACIA	5457	26.1%	17.7%	3777	44.5%
MERCEDES BENZ *)	2026	9.7%	74.7%	1704	18.9%
VOLKSWAGEN	1923	9.2%	18.4%	1762	9.1%
SUZUKI	1824	8.7%	62.1%	1487	22.7%
BMW	1314	6.3%	81.9%	1345	-2.3%
SKODA	1095	5.2%	12.2%	685	59.9%
FORD	1010	4.8%	16.3%	889	13.6%
AUDI	892	4.3%	61.7%	878	1.6%
HYUNDAI	824	3.9%	21.6%	620	32.9%
KIA	657	3.1%	27.9%	426	54.2%
LAND ROVER	482	2.3%	100.0%	771	-37.5%
MAZDA	468	2.2%	31.0%	350	33.7%
TOYOTA	357	1.7%	12.0%	326	9.5%
NISSAN	344	1.6%	13.9%	298	15.4%
JEEP	341	1.6%	79.7%	251	35.9%
Alte marci	1876	9.0%	8.8%	1690	11.0%
TOTAL	20890	100.0%	20.8%	17259	21.0%

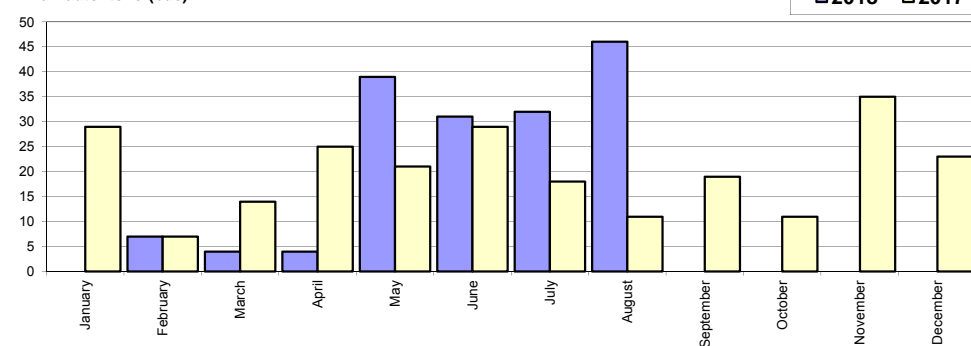
*) Estimari APIA / APIA Estimates

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

Luna/An	2018	2017	Variatie
January	-	29	-
February	7	7	0.0%
March	4	14	-71.4%
April	4	25	-84.0%
May	39	21	85.7%
June	31	29	6.9%
July	32	18	77.8%
August	46	11	318.2%
September	-	19	-
October	-	11	-
November	-	35	-
December	-	23	-
Total	163	125	30.4%

242

Livri autohtone (buc)

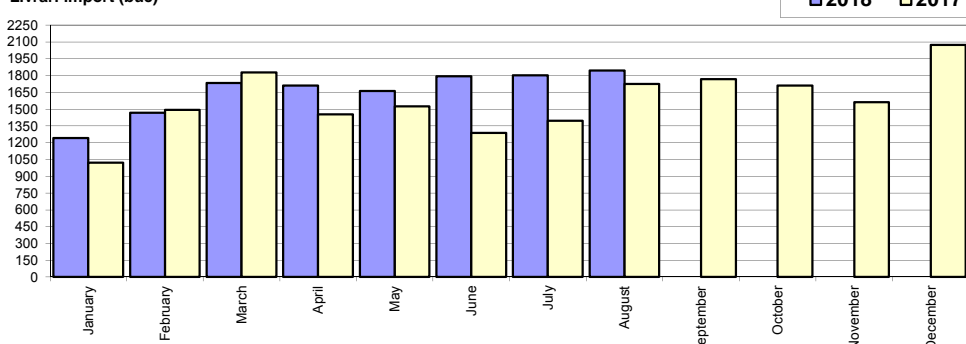


Livri comerciale usoare + minibus import / Imported LCV + minibus deliveries

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	1 662	1 526	8.9%
June	1 794	1 287	39.4%
July	1 801	1 395	29.1%
August	1 845	1 725	7.0%
September	-	1 769	-
October	-	1 710	-
November	-	1 562	-
December	-	2 073	-
Total	13 260	11 727	13.1%

18 841

Livri import (buc)

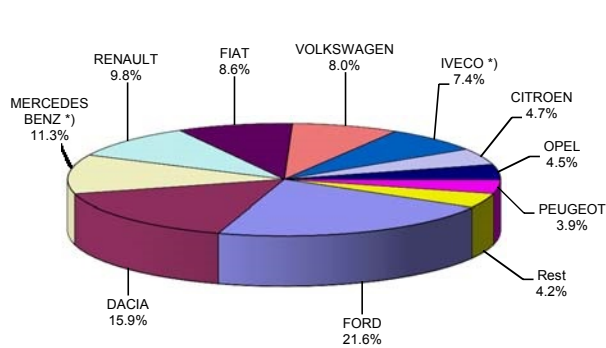


Livri comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	August		Variatie Iulie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	397	1	0.0%	1	2896	1	22.3%
DACIA	2	302	2	-1.0%	2	2135	2	-5.8%
MERCEDES BENZ *)	3	256	4	14.8%	3	1518	3	5.6%
RENAULT	4	172	3	-32.8%	4	1322	4	9.7%
FIAT	8	110	6	-15.4%	5	1158	6	18.4%
VOLKSWAGEN	7	125	5	-3.9%	6	1074	5	5.6%
IVECO *)	6	152	7	25.6%	7	991	7	29.4%
CITROEN	5	166	10	232.0%	8	637	10	57.3%
OPEL	9	81	8	8.0%	9	600	9	38.6%
PEUGEOT	10	71	9	2.9%	10	528	8	12.3%
Rest		59		-23.4%		564		-
TOTAL		1891		3.2%		13423		13.0%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2018



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

MODEL	August		Variatie Iulie		2018		Variatie 2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	256	1	-6.2%	1	1972	1	-6.7%
FORD TRANSIT	2	203	2	3.6%	2	1481	2	12.0%
IVECO *) DAILY	4	146	4	20.7%	3	976	3	30.0%
FIAT DUCATO	8	66	5	-43.1%	4	865	4	15.3%
RENAULT MASTER	6	102	3	-34.6%	5	788	5	30.0%
MERCEDES BENZ *) SPRINTER	5	131	6	22.4%	6	591	6	1.7%
CITROEN JUMPER	3	161	10	242.6%	7	586	8	60.1%
MERCEDES BENZ *) SPRINTER BUS	7	89	7	15.6%	8	514	7	20.4%
PEUGEOT BOXER	10	51	11	15.9%	9	388	9	6.9%
FORD TRANSIT CONNECT	9	54	8	0.0%	10	344	14	48.9%
Rest		632		-1.6%		4918		-
TOTAL		1891		3.2%		13423		13.0%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

