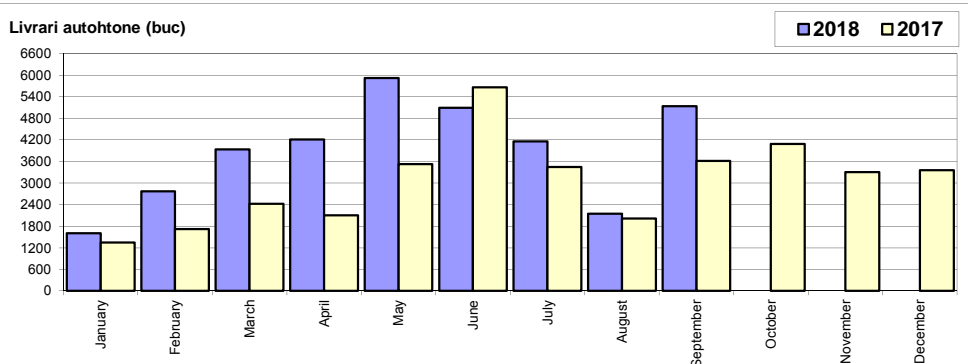


Livrari autoturisme autohtone / Domestic passenger car deliveries

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	4 212	2 102	100.4%
May	5 918	3 527	67.8%
June	5 095	5 659	-10.0%
July	4 162	3 446	20.8%
August	2 147	2 013	6.7%
September	5 141	3 614	42.3%
October	-	4 085	-
November	-	3 306	-
December	-	3 357	-
Total	34 989	25 853	35.3%

36 601

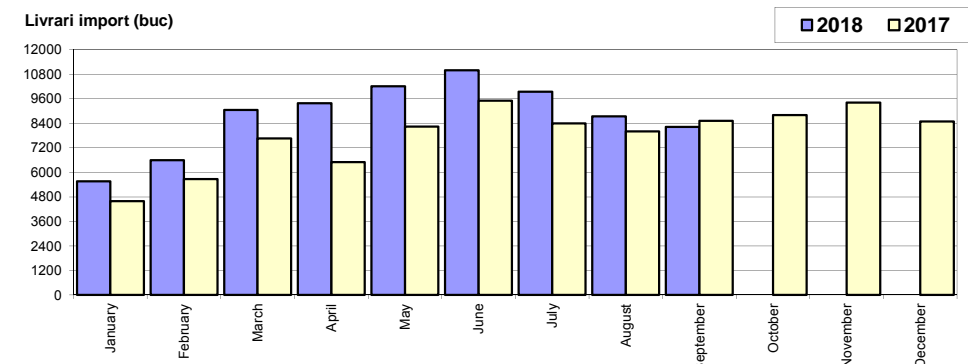


* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car deliveries

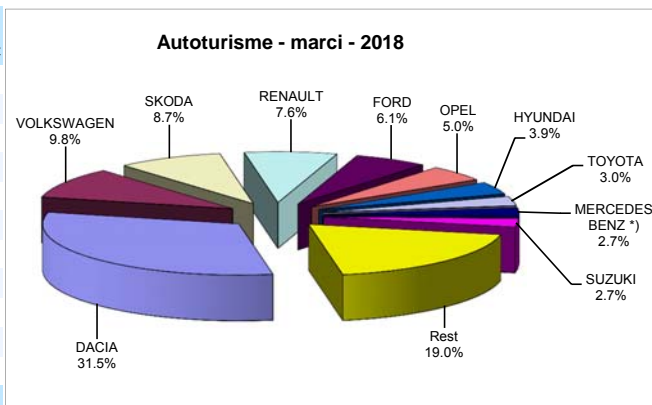
Luna/An	2018	2017	Variatie
January	5 559	4 598	20.9%
February	6 604	5 674	16.4%
March	9 054	7 662	18.2%
April	9 388	6 499	44.5%
May	10 217	8 238	24.0%
June	10 997	9 516	15.6%
July	9 949	8 392	18.6%
August	8 738	8 011	9.1%
September	8 232	8 527	-3.5%
October	-	8 802	-
November	-	9 407	-
December	-	8 487	-
Total	78 738	67 117	17.3%

93 813



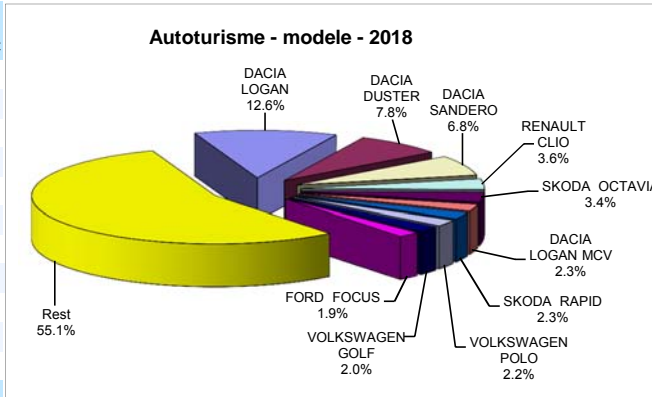
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Septembrie		Variatie August		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	unitati	pozitie	procent	
DACIA	1	5027	1	122.4%	1	35781	1	28.7%
VOLKSWAGEN	5	723	2	-35.4%	2	11191	2	10.2%
SKODA	3	973	3	14.2%	3	9923	3	18.3%
RENAULT	2	1208	5	59.6%	4	8681	4	15.7%
FORD	4	747	6	2.6%	5	6948	5	10.3%
OPEL	6	713	4	-6.1%	6	5714	6	25.3%
HYUNDAI	7	630	9	59.5%	7	4446	7	40.1%
TOYOTA	9	392	10	2.4%	8	3358	8	12.1%
MERCEDES BENZ *)	10	351	8	-18.0%	9	3063	9	13.4%
SUZUKI	17	112	18	-32.9%	10	3047	10	29.7%
Rest		2497		-17.8%		21575		-
TOTAL		13373		22.9%		113727		22.3%



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

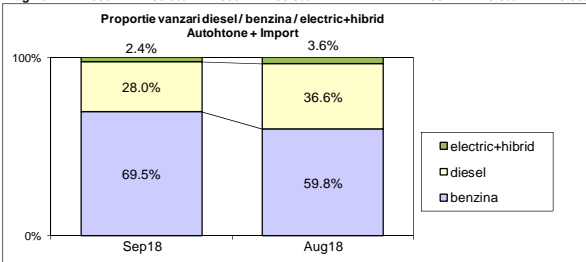
MODEL	Septembrie		Variatie August		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	unitati	pozitie	procent	
DACIA LOGAN	1	2326	1	243.6%	1	14361	1	27.4%
DACIA DUSTER	3	823	3	33.8%	2	8868	3	51.6%
DACIA SANDERO	2	1375	4	153.7%	3	7781	2	23.9%
RENAULT CLIO	4	511	6	62.7%	4	4050	5	45.4%
SKODA OCTAVIA	6	451	5	36.7%	5	3906	4	11.6%
DACIA LOGAN MCV	7	393	16	128.5%	6	2595	6	7.0%
SKODA RAPID	13	228	10	-3.4%	7	2582	8	12.6%
VOLKSWAGEN POLO	10	253	11	25.3%	8	2461	12	30.6%
VOLKSWAGEN GOLF	25	108	13	-43.8%	9	2220	10	1.1%
FORD FOCUS	15	217	18	28.4%	10	2204	7	-6.1%
Rest		6688		-10.1%		62699		-
TOTAL		13373		22.9%		113727		22.3%



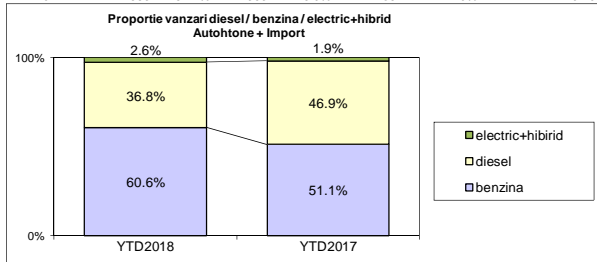
Segmentare dupa tipul de combustibil / Segmentation by type of fuel

Autohtone + Import / Domestic + Imported

	benzina		diesel		electric+hibrid		total
Sep-18	9302	69.5%	3746	28.0%	325	2.4%	13 373
Aug-18	6507	59.8%	3987	36.6%	391	3.6%	10 885



	benzina		diesel		electric+hibrid		total
YTD2018	68966	60.6%	41839	36.8%	2922	2.6%	113 727
YTD2017	47553	51.1%	43632	46.9%	1785	1.9%	92 970



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	3 327	3 645	46.4%	50.9%	3 213	2 617	3.5%	39.3%
February	4 151	5 028	44.3%	53.6%	4 092	3 193	1.4%	57.5%
March	5 200	7 524	40.0%	57.9%	5 008	4 896	3.8%	53.7%
April	4 880	8 374	35.9%	61.6%	4 360	4 100	11.9%	104.2%
May	5 488	10 300	34.0%	63.8%	5 451	6 136	0.7%	67.9%
June	6 052	9 560	37.6%	59.4%	6 159	8 750	-1.7%	9.3%
July	5 008	8 726	35.5%	61.8%	5 265	6 281	-4.9%	38.9%
August	3 987	6 507	36.6%	59.8%	4 434	5 354	-10.1%	21.5%
September	3 746	9 302	28.0%	69.5%	5 650	6 226	-33.7%	49.3%
October	-	-	-	-	5 716	6 876	-	-
November	-	-	-	-	5 762	6 673	-	-
December	-	-	-	-	4 971	6 428	-	-
Total	41 839	68 966	36.8%	60.6%	43 632	47 553	-4.1%	45.0%

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

MARCA	BEV+EREV+PHEV			HEV			MARCA
	2018	2017	Var. %	2018	2017	Var. %	
VOLKSWAGEN	182	27	-	2023	1383	46.3%	TOYOTA
BMW	121	78	55.1%	86	110	-21.8%	LEXUS
SMART *)	95	1	-	44	3	-	FORD
RENAULT	61	28	117.9%	40	14	185.7%	KIA
KIA	39	3	-	35	12	191.7%	HYUNDAI
MERCEDES BENZ *)	31	50	-38.0%	23	2	-	MERCEDES BENZ *)
PORSCHE	30	7	328.6%	22	15	46.7%	SUZUKI
NISSAN	27	0	-	1	2	-50.0%	LAND ROVER
VOLVO	26	8	225.0%	-	-	-	-
MITSUBISHI	18	20	-10.0%	-	-	-	-
AUDI	9	13	-30.8%	-	-	-	-
ALTE MARCI *)	9	9	0.0%	-	-	-	-
TOTAL	648	244	165.6%	2274	1541	47.6%	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	Septembrie 2018	9 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	986	14940	35.7%	15.3%	41.8%
SKODA	464	4284	10.2%	-6.1%	43.2%
VOLKSWAGEN	329	4074	9.7%	-22.1%	36.4%
RENAULT	444	3614	8.6%	-3.9%	41.6%
FORD	237	2847	6.8%	-22.7%	41.0%
MERCEDES BENZ *)	292	2245	5.4%	8.2%	73.3%
BMW	108	1339	3.2%	-15.3%	75.4%
NISSAN	156	1135	2.7%	7.2%	40.7%
AUDI	63	1092	2.6%	-14.4%	71.8%
PEUGEOT	107	942	2.3%	-3.8%	43.9%
Rest	560	5327	12.7%	-17.7%	17.8%
TOTAL	3746	41839	100%	-4.1%	36.8%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Septembrie 2018	9 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	4041	20841	30.2%	40.4%	58.2%
VOLKSWAGEN	391	6935	10.1%	41.4%	62.0%
SKODA	509	5639	8.2%	47.5%	56.8%
RENAULT	755	5006	7.3%	34.7%	57.7%
OPEL	620	4845	7.0%	30.7%	84.8%
FORD	503	4057	5.9%	55.1%	58.4%
HYUNDAI	519	3741	5.4%	73.3%	84.1%
SUZUKI	106	2927	4.2%	34.8%	96.1%
FIAT	595	2298	3.3%	121.0%	91.3%
KIA	186	1822	2.6%	58.3%	69.6%
Rest	1070	10848	15.7%	46.2%	47.5%
TOTAL	9302	68966	100%	45.0%	60.6%

*) 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	Septembrie 2018	9 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	382	7039	16.8%	50.6%	79.4%
DACIA LOGAN	299	4277	10.2%	15.5%	29.8%
SKODA OCTAVIA	275	2123	5.1%	-14.7%	54.4%
RENAULT CLIO	121	1558	3.7%	52.4%	38.5%
DACIA SANDERO	167	1261	3.0%	-29.7%	16.2%
DACIA LOGAN MCV	87	1149	2.7%	-15.5%	44.3%
VOLKSWAGEN TIGUAN	64	1060	2.5%	-29.5%	51.4%
RENAULT MEGANE	112	988	2.4%	-26.4%	50.8%
FORD KUGA	61	927	2.2%	-4.4%	71.9%
FORD FOCUS	74	878	2.1%	-16.3%	39.8%
Rest	2104	20579	49.2%	-13.3%	31.8%
TOTAL	3746	41839	100%	-4.1%	36.8%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Septembrie 2018	9 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	2027	10084	14.6%	33.2%	70.2%
DACIA SANDERO	1208	6520	9.5%	45.3%	83.8%
RENAULT CLIO	390	2492	3.6%	41.3%	61.5%
VOLKSWAGEN POLO	236	2353	3.4%	56.9%	95.6%
OPEL ASTRA	238	1888	2.7%	2.3%	89.3%
SKODA RAPID	213	1861	2.7%	32.1%	72.1%
DACIA DUSTER	441	1829	2.7%	55.5%	20.6%
SKODA OCTAVIA	176	1783	2.6%	76.5%	45.6%
SUZUKI VITARA	28	1663	2.4%	22.2%	97.1%
SKODA FABIA	79	1466	2.1%	47.6%	93.6%
Rest	4259	37020	53.7%	51.5%	57.6%
TOTAL	9302	68966	100%	45.0%	60.6%

*) Estimari APIA / APIA Estimates

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

Marca	YTD 2018			YTD 2017	Variatie 2018/2017 %
	unitati	din total 4x4	din total marca		
DACIA	5953	25.9%	16.6%	4421	34.7%
MERCEDES BENZ *)	2309	10.0%	75.4%	1915	20.6%
VOLKSWAGEN	2089	9.1%	18.7%	2032	2.8%
SUZUKI	1864	8.1%	61.2%	1637	13.9%
BMW	1449	6.3%	81.5%	1570	-7.7%
SKODA	1131	4.9%	11.4%	788	43.5%
FORD	1091	4.7%	15.7%	1033	5.6%
HYUNDAI	999	4.3%	22.5%	696	43.5%
AUDI	955	4.2%	62.8%	997	-4.2%
KIA	755	3.3%	28.8%	462	63.4%
LAND ROVER	544	2.4%	100.0%	855	-36.4%
MAZDA	504	2.2%	30.4%	428	17.8%
TOYOTA	412	1.8%	12.3%	373	10.5%
JEEP	394	1.7%	77.0%	369	6.8%
NISSAN	383	1.7%	13.7%	351	9.1%
Alte marci	2148	9.3%	8.7%	1930	11.3%
TOTAL	22980	100.0%	20.2%	19857	15.7%

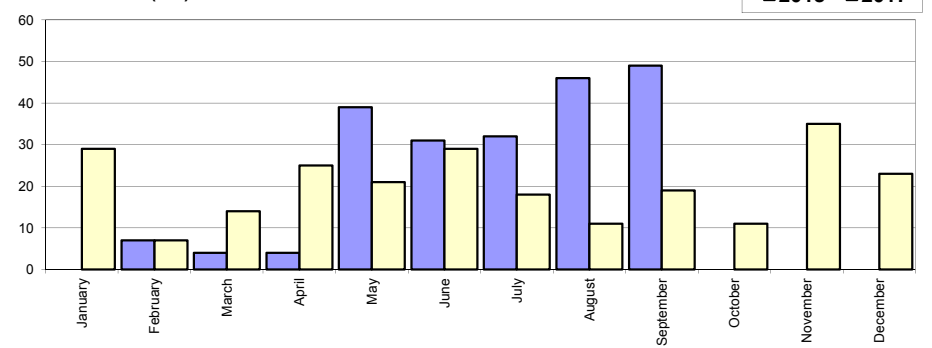
*) Estimari APIA / APIA Estimates

Livrari 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	49	19	157.9%
October	-	11	-
November	-	35	-
December	-	23	-
Total	212	144	47.2%

242

Livrari autohtone (buc)

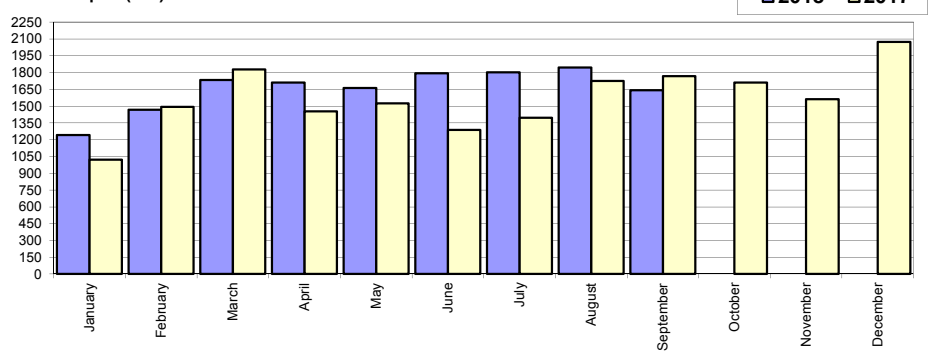


Livrari comerciale usoare + minibus import / Imported LCV + minibus deliveries

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	1 662	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	1 642	1 769	-7.2%
October	-	1 710	-
November	-	1 562	-
December	-	2 073	-
Total	14 902	13 496	10.4%

18 841

Livrari import (buc)

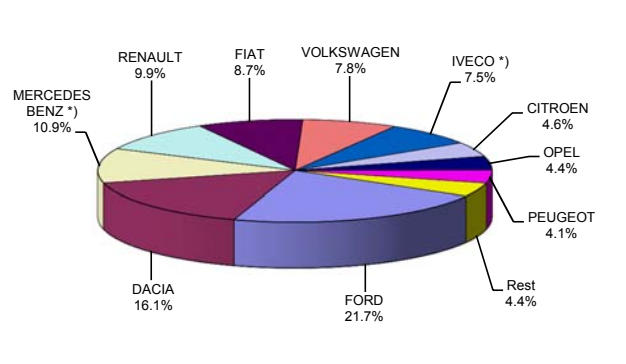


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Septembrie		Variatie August		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	378	1	-4.8%	1	3274	1	18.0%
DACIA	2	295	2	-2.3%	2	2430	2	-3.5%
MERCEDES BENZ *)	6	133	3	-48.1%	3	1651	3	1.9%
RENAULT	3	181	4	5.2%	4	1503	4	10.6%
FIAT	4	153	8	39.1%	5	1311	6	16.3%
VOLKSWAGEN	7	108	7	-13.6%	6	1182	5	0.0%
IVECO *)	5	141	6	-7.2%	7	1132	7	23.0%
CITROEN	10	59	5	-64.5%	8	696	10	49.4%
OPEL	9	63	9	-22.2%	9	663	9	24.4%
PEUGEOT	8	86	10	21.1%	10	614	8	4.6%
Rest		94		59.3%		658		12.7%
TOTAL		1691		-10.6%		15114		10.6%

*) 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	Septembrie		Variatie August		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	246	1	-3.9%	1	2218	1	-5.4%
FORD TRANSIT	2	180	2	-11.3%	2	1661	2	10.6%
IVECO *) DAILY	3	138	4	-5.5%	3	1114	3	23.1%
FIAT DUCATO	5	87	8	31.8%	4	952	4	9.1%
RENAULT MASTER	4	92	6	-9.8%	5	880	5	27.5%
MERCEDES BENZ *) SPRINTER	6	57	5	-56.5%	6	648	6	-1.8%
CITROEN JUMPER	10	53	3	-67.1%	7	639	9	53.2%
MERCEDES BENZ *) SPRINTER BUS	7	57	7	-36.0%	8	571	7	20.0%
PEUGEOT BOXER	8	56	10	9.8%	9	444	8	1.6%
FORD RANGER	9	56	11	9.8%	10	395	11	13.2%
Rest		669		5.4%		5592		11.5%
TOTAL		1691		-10.6%		15114		10.6%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

