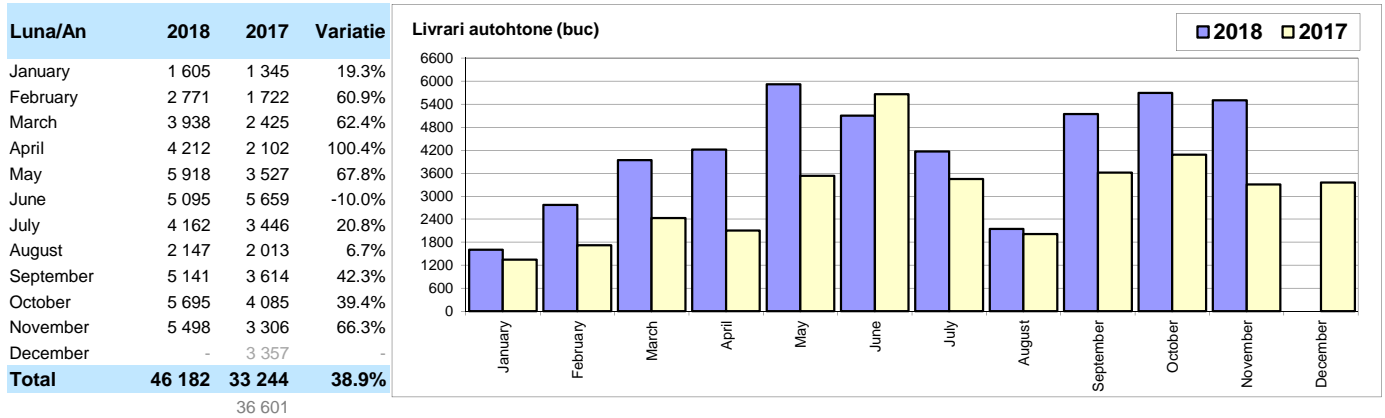
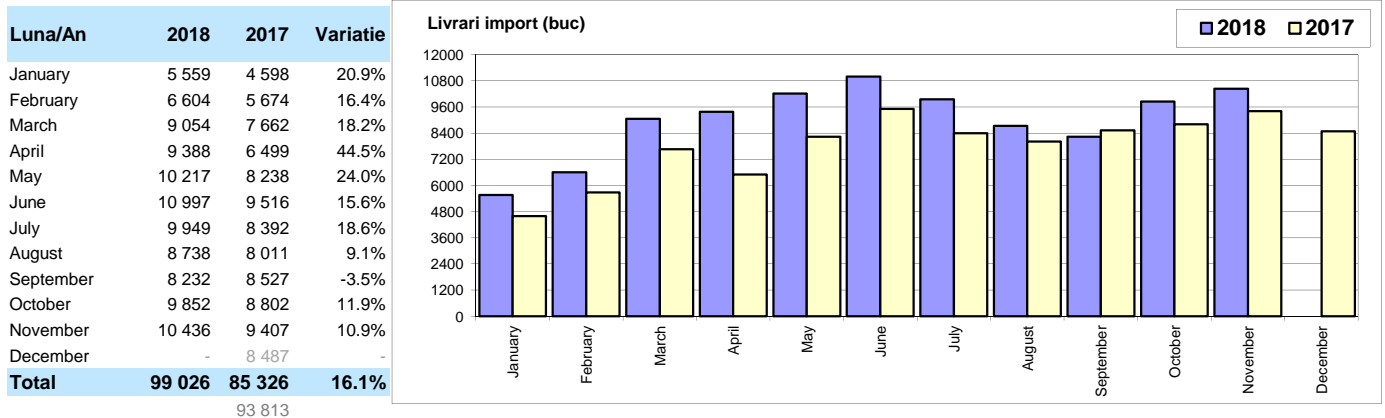


Livrarile autoturismelor autohtone / Domestic passenger car deliveries



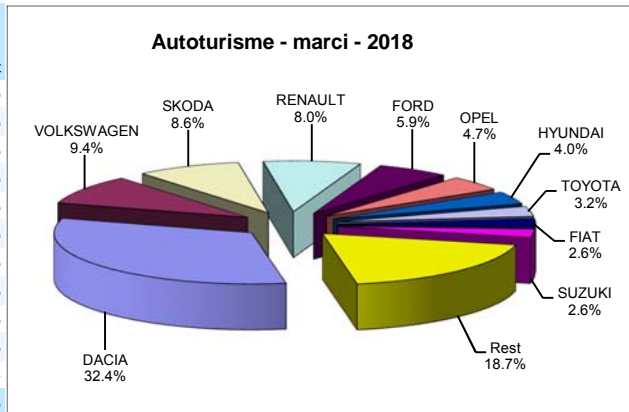
* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrarile autoturismelor import / Imported passenger car deliveries



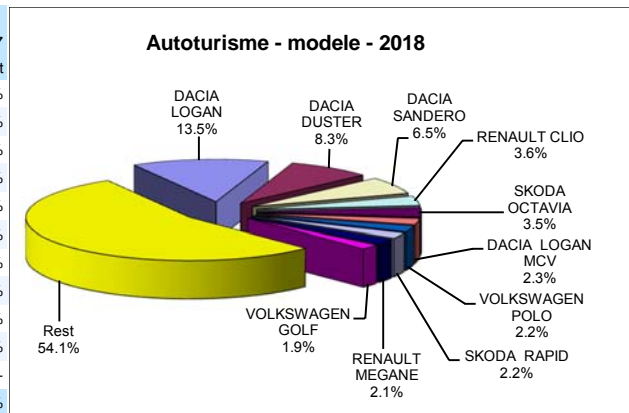
Top livrarile autoturismelor - marci / Passenger car top - by make

MARCA	Noiembrie		Variatie		2018	Variatie2017	
	pozitie	unitati	pozitie	procent		unitati	pozitie
DACIA	1	5652	1	1.1%	1	47026	31.0%
VOLKSWAGEN	4	1210	4	-2.0%	2	13636	6.5%
SKODA	3	1260	3	1.5%	3	12425	16.3%
RENAULT	2	1281	2	-19.2%	4	11547	21.1%
FORD	6	789	5	-8.3%	5	8597	13.9%
OPEL	8	575	8	7.7%	6	6823	17.9%
HYUNDAI	7	605	6	-20.8%	7	5815	46.0%
TOYOTA	9	574	7	-13.8%	8	4598	22.7%
FIAT	5	908	9	121.5%	9	3834	120.7%
SUZUKI	11	415	10	15.3%	10	3822	25.9%
Rest		2665		16.0%		27085	-
TOTAL		15934		2.5%		145208	22.5%

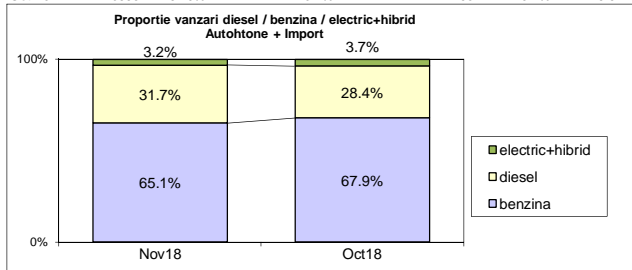


Top livrarile autoturismelor - modele / Passenger car top - by model

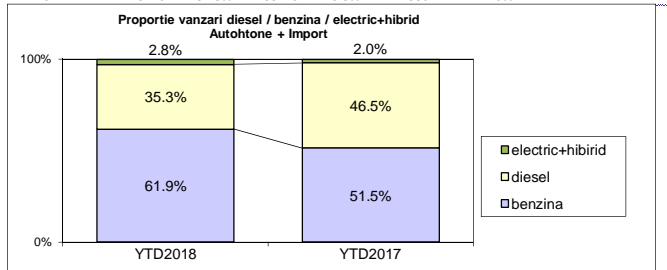
MODEL	Noiembrie		Variatie		2018	Variatie2017	
	pozitie	unitati	pozitie	procent		unitati	pozitie
DACIA LOGAN	1	2331	1	-18.7%	1	19558	32.2%
DACIA DUSTER	2	1613	2	4.2%	2	12029	56.0%
DACIA SANDERO	3	928	4	27.0%	3	9440	24.3%
RENAULT CLIO	8	352	3	-56.4%	4	5210	48.9%
SKODA OCTAVIA	5	560	5	-4.0%	5	5049	12.1%
DACIA LOGAN MCV	7	396	8	21.1%	6	3318	6.5%
VOLKSWAGEN POLO	10	339	7	-17.5%	7	3211	51.7%
SKODA RAPID	12	283	10	5.2%	8	3134	10.4%
RENAULT MEGANE	6	543	6	10.1%	9	2979	13.0%
VOLKSWAGEN GOLF	11	292	13	18.2%	10	2759	-8.2%
Rest		8297		14.2%		78521	-
TOTAL		15934		2.5%		145208	22.5%



	benzina	diesel	electric+hibrid	total
Nov-18	10372 65.1%	5054 31.7%	508 3.2%	15 934
Oct-18	10553 67.9%	4412 28.4%	582 3.7%	15 547



	benzina	diesel	electric+hibrid	total
YTD2018	89890 61.9%	51302 35.3%	4016 2.8%	145 208
YTD2017	61102 51.5%	55110 46.5%	2358 2.0%	118 570



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	3 644	46.4%	50.9%	3 213	2 617	3.5%	39.2%
February	4 151	5 028	44.3%	53.6%	4 092	3 193	1.4%	57.5%
March	5 200	7 522	40.0%	57.9%	5 008	4 896	3.8%	53.6%
April	4 880	8 373	35.9%	61.6%	4 360	4 100	11.9%	104.2%
May	5 487	10 301	34.0%	63.8%	5 451	6 136	0.7%	67.9%
June	6 052	9 557	37.6%	59.4%	6 159	8 750	-1.7%	9.2%
July	5 007	8 728	35.5%	61.9%	5 265	6 281	-4.9%	39.0%
August	3 987	6 507	36.6%	59.8%	4 434	5 354	-10.1%	21.5%
September	3 745	9 305	28.0%	69.6%	5 650	6 226	-33.7%	49.5%
October	4 412	10 553	28.4%	67.9%	5 716	6 876	-22.8%	53.5%
November	5 054	10 372	31.7%	65.1%	5 762	6 673	-12.3%	55.4%
December	-	-	-	-	4 971	6 428	-	-
Total	51 302	89 890	35.3%	61.9%	55 110	61 102	-6.9%	47.1%

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

MARCA	BEV+EREV+PHEV			HEV			MARCA
	2018	2017	Var. %	2018	2017	Var. %	
VOLKSWAGEN	237	52	355.8%	2825	1771	59.5%	TOYOTA
BMW	158	131	20.6%	124	140	-11.4%	LEXUS
SMART *)	111	8	-	61	4	-	FORD
RENAULT	76	51	49.0%	56	18	211.1%	HYUNDAI
KIA	51	7	-	52	22	136.4%	KIA
MITSUBISHI	41	26	57.7%	30	19	57.9%	SUZUKI
VOLVO	38	9	322.2%	20	3	-	MERCEDES BENZ *)
NISSAN	35	0	-	1	2	-50.0%	LAND ROVER
PORSCHE	33	11	200.0%	0	1	-100.0%	DS
MERCEDES BENZ *)	31	60	-48.3%	-	-	-	-
MINI	13	0	-	-	-	-	-
ALTE MARCI	23	23	0.0%	-	-	-	-
TOTAL	847	378	124.1%	3169	1980	60.1%	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	Noiembrie 2018	11 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	2193	18839	36.7%	9.8%	40.1%
SKODA	627	5363	10.5%	-5.3%	43.2%
VOLKSWAGEN	476	4986	9.7%	-23.1%	36.6%
RENAULT	354	4327	8.4%	-8.9%	37.5%
FORD	325	3423	6.7%	-21.7%	39.8%
MERCEDES BENZ *)	121	2609	5.1%	1.2%	72.9%
BMW	206	1684	3.3%	-13.6%	75.3%
NISSAN	87	1333	2.6%	-3.2%	38.1%
AUDI	84	1263	2.5%	-20.0%	73.7%
PEUGEOT	82	1097	2.1%	-19.1%	43.0%
Rest	499	6378	12.4%	-18.7%	-
TOTAL	5054	51302	100%	-6.9%	35.3%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Noiembrie 2018	11 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	3459	28187	31.4%	50.4%	59.9%
VOLKSWAGEN	703	8413	9.4%	34.1%	61.7%
RENAULT	922	7144	7.9%	50.9%	61.9%
SKODA	633	7062	7.9%	40.7%	56.8%
OPEL	533	5862	6.5%	23.5%	85.9%
FORD	454	5113	5.7%	61.2%	59.5%
HYUNDAI	545	4927	5.5%	77.5%	84.7%
SUZUKI	404	3676	4.1%	29.7%	96.2%
FIAT	905	3607	4.0%	131.2%	94.1%
KIA	155	2158	2.4%	46.1%	69.0%
Rest	1659	13741	15.3%	40.6%	-
TOTAL	10372	89890	100%	47.1%	61.9%

*) 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	Noiembrie 2018	11 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	1444	9743	19.0%	56.5%	81.0%
DACIA LOGAN	332	4863	9.5%	-5.7%	24.9%
SKODA OCTAVIA	366	2773	5.4%	-10.6%	54.9%
RENAULT CLIO	81	1800	3.5%	38.8%	34.5%
DACIA SANDERO	47	1384	2.7%	-36.9%	14.7%
RENAULT MEGANE	176	1301	2.5%	-23.4%	43.7%
DACIA LOGAN MCV	67	1265	2.5%	-25.8%	38.1%
VOLKSWAGEN TIGUAN	106	1244	2.4%	-32.5%	54.2%
FORD FOCUS	113	1090	2.1%	-12.7%	40.0%
VOLKSWAGEN PASSAT	89	1080	2.1%	-17.2%	71.8%
Rest	2233	24759	48.3%	-15.6%	-
TOTAL	5054	51302	100%	-6.9%	35.3%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Noiembrie 2018	11 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	1999	14695	16.3%	52.4%	75.1%
DACIA SANDERO	881	8056	9.0%	49.1%	85.3%
RENAULT CLIO	271	3410	3.8%	54.8%	65.5%
VOLKSWAGEN POLO	324	3054	3.4%	78.0%	95.1%
SKODA RAPID	276	2398	2.7%	33.1%	76.5%
OPEL ASTRA	192	2336	2.6%	0.5%	90.4%
DACIA DUSTER	169	2286	2.5%	53.6%	19.0%
SKODA OCTAVIA	194	2276	2.5%	62.1%	45.1%
DACIA LOGAN MCV	329	2053	2.3%	45.7%	61.9%
SUZUKI VITARA	212	2024	2.3%	15.7%	97.4%
Rest	5525	47302	52.6%	48.0%	-
TOTAL	10372	89890	100%	47.1%	61.9%

*) 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 %
		pondere			
		din total 4x4	din total marca		
DACIA	8756	29.7%	18.6%	5881	48.9%
MERCEDES BENZ *)	2725	9.3%	76.1%	2378	14.6%
VOLKSWAGEN	2478	8.4%	18.2%	2612	-5.1%
SUZUKI	2232	7.6%	58.4%	2105	6.0%
BMW	1813	6.2%	81.1%	1932	-6.2%
HYUNDAI	1370	4.7%	23.6%	856	60.0%
SKODA	1335	4.5%	10.7%	1057	26.3%
FORD	1252	4.3%	14.6%	1262	-0.8%
AUDI	1088	3.7%	63.5%	1237	-12.0%
KIA	936	3.2%	29.9%	521	79.7%
LAND ROVER	671	2.3%	100.0%	1046	-35.9%
MAZDA	643	2.2%	31.2%	560	14.8%
TOYOTA	526	1.8%	11.4%	486	8.2%
JEEP	491	1.7%	54.0%	426	15.3%
VOLVO	470	1.6%	74.5%	291	61.5%
Alte marci	2651	9.0%	7.7%	2544	4.2%
TOTAL	29437	100.0%	20.3%	25194	16.8%

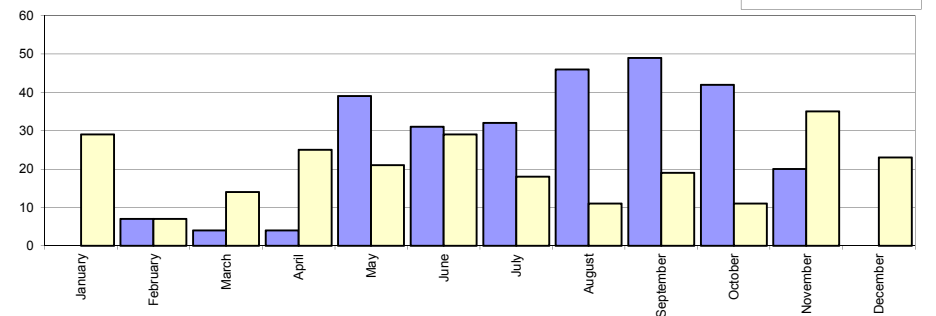
*) Estimari APIA / APIA Estimates

Livrari comerciale usoare + minibusse 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	42	11	281.8%
November	20	35	-42.9%
December	-	23	-
Total	274	190	44.2%

242

Livrari autohtone (buc)

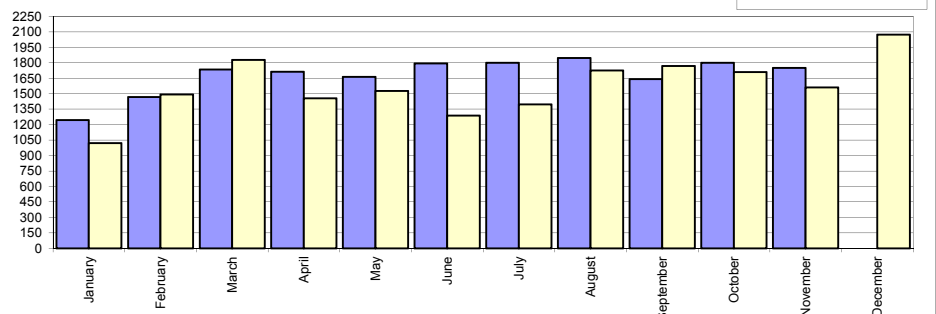


Livrari comerciale usoare + minibusse import / Imported LCV + minibus deliveries

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	1 801	1 710	5.3%
November	1 750	1 562	12.0%
December	-	2 073	-
Total	18 453	16 768	10.0%

18 841

Livrari import (buc)

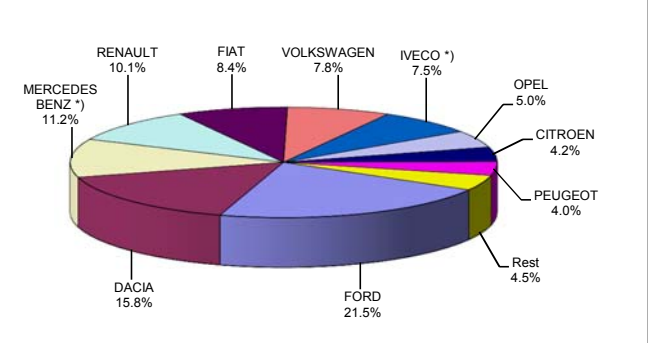


Livrari comerciale <3.5t si minibusse - marci / LCV + minibus sales by make

MARCA	Noiembrie		Variatie Octombrie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	306	1	-30.3%	1	4019	1	12.3%
DACIA	3	225	2	-26.2%	2	2960	2	-3.2%
MERCEDES BENZ *)	2	229	3	3.2%	3	2102	3	4.0%
RENAULT	4	180	4	-13.9%	4	1892	4	13.8%
FIAT	5	161	8	69.5%	5	1567	6	17.4%
VOLKSWAGEN	8	124	5	-21.5%	6	1464	5	1.5%
IVECO *)	7	138	6	3.8%	7	1403	7	21.9%
OPEL	6	154	7	35.1%	8	931	9	40.6%
CITROEN	11	46	10	-4.2%	9	790	10	20.4%
PEUGEOT	9	77	9	14.9%	10	758	8	5.6%
Rest		130		145.3%		841		-
TOTAL		1770		-4.0%		18727		10.2%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibusse - marci - 2018



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

MODEL	Noiembrie		Variatie Octombrie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	205	1	-22.1%	1	2686	1	-5.4%
FORD TRANSIT	2	146	2	-41.1%	2	2055	2	4.7%
IVECO *) DAILY	4	136	3	3.8%	3	1381	3	21.8%
FIAT DUCATO	3	140	6	62.8%	4	1178	4	12.2%
RENAULT MASTER	5	105	4	-7.9%	5	1099	5	29.0%
MERCEDES BENZ *) SPRINTER	7	71	5	-34.9%	6	828	6	-1.3%
MERCEDES BENZ *) SPRINTER BUS	6	100	8	37.0%	7	744	7	25.7%
CITROEN JUMPER	18	33	12	-25.0%	8	716	8	25.0%
PEUGEOT BOXER	8	70	21	150.0%	9	542	9	1.7%
OPEL MOVANO	10	59	7	-20.3%	10	488	15	64.9%
Rest		705		4.8%		7010		-
TOTAL		1770		-4.0%		18727		10.2%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibusse - modele - 2018

