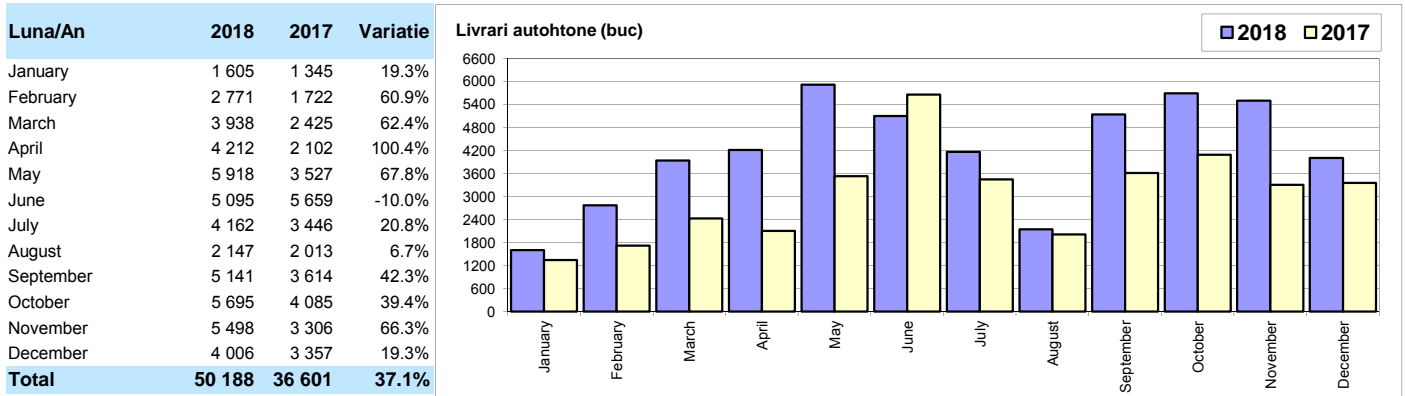
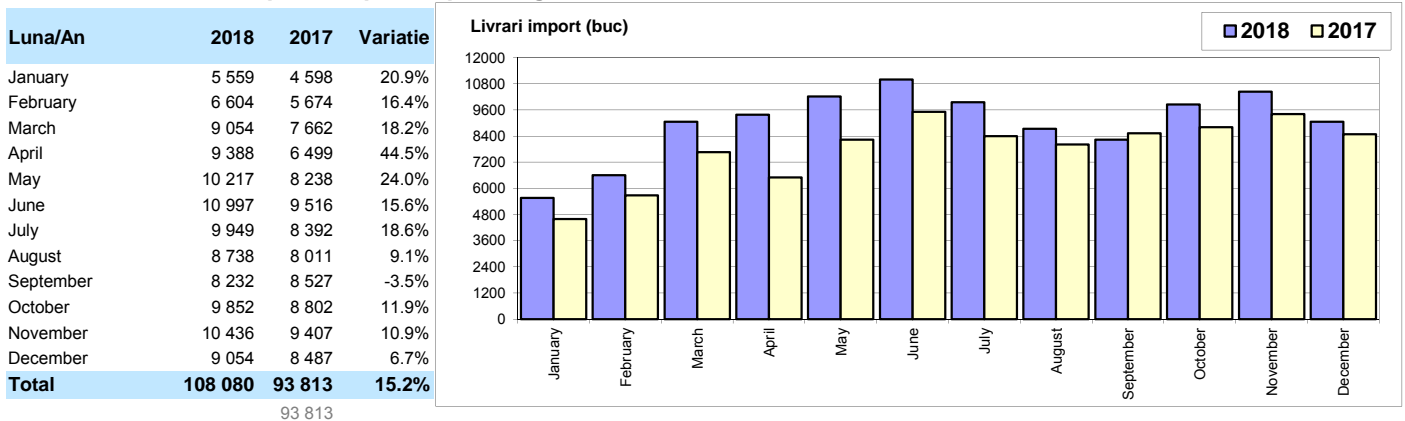


Livrari autoturisme autohtone / Domestic passenger car deliveries



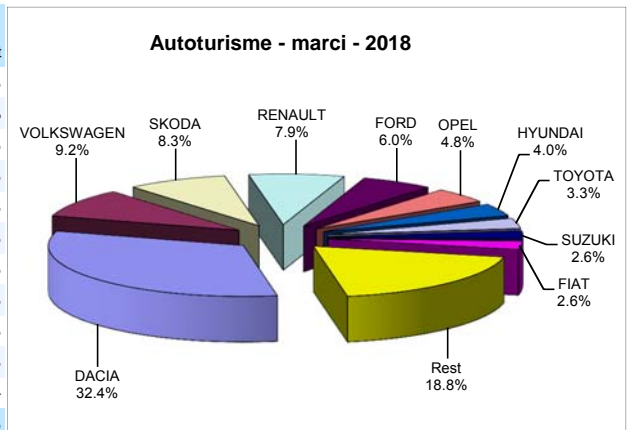
* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car deliveries



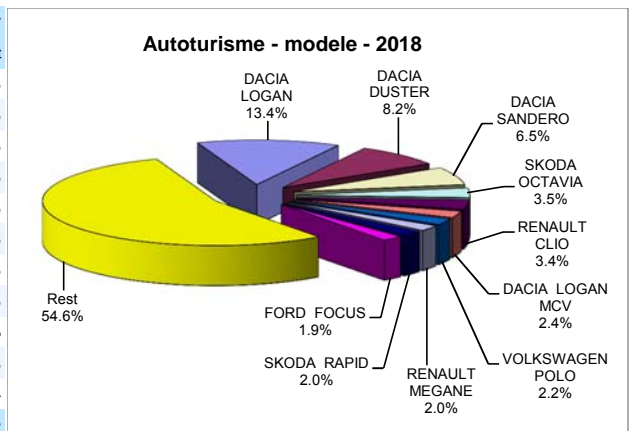
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Decembrie		Variatie Noiembrie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	4216	1	-25.4%	1	51242	1	29.4%
VOLKSWAGEN	3	965	4	-20.3%	2	14601	2	4.5%
SKODA	6	760	3	-39.7%	3	13185	3	13.4%
RENAULT	2	976	2	-23.8%	4	12523	4	20.5%
FORD	4	906	6	14.8%	5	9503	5	17.0%
OPEL	5	793	8	37.9%	6	7616	6	16.4%
HYUNDAI	9	463	7	-23.5%	7	6278	8	47.4%
TOYOTA	7	581	9	1.2%	8	5179	7	20.7%
SUZUKI	11	358	11	-13.7%	9	4180	10	22.8%
FIAT	12	314	5	-65.4%	10	4148	16	101.1%
Rest		2728		2.4%		29813		-
TOTAL		13060		-18.0%		158268		21.4%

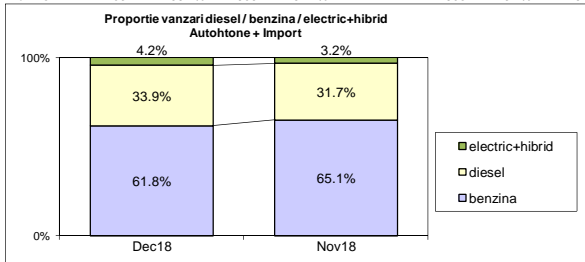


Top livrari autoturisme - modele / Passenger car top - by model

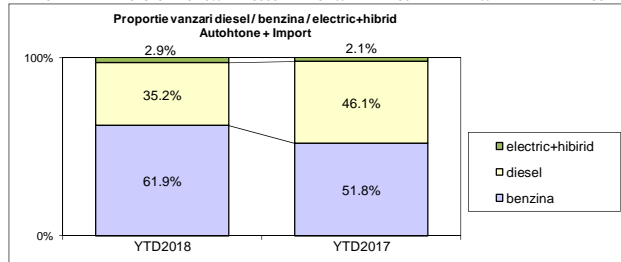
MODEL	Decembrie		Variatie Noiembrie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	1596	1	-31.5%	1	21154	1	30.6%
DACIA DUSTER	2	909	2	-43.7%	2	12938	2	49.4%
DACIA SANDERO	3	778	3	-16.2%	3	10218	3	20.7%
SKODA OCTAVIA	5	417	5	-25.5%	4	5466	4	13.4%
RENAULT CLIO	17	184	8	-47.7%	5	5394	5	40.7%
DACIA LOGAN MCV	4	461	7	16.4%	6	3779	6	16.1%
VOLKSWAGEN POLO	10	301	10	-11.2%	7	3512	13	50.2%
RENAULT MEGANE	13	230	6	-57.6%	8	3209	11	13.6%
SKODA RAPID	44	67	12	-76.3%	9	3201	9	3.0%
FORD FOCUS	9	328	18	51.2%	10	3051	10	-0.8%
Rest		7789		-7.0%		86346		-
TOTAL		13060		-18.0%		158268		21.4%



	benzina	diesel	electric+hibrid	total
Dec-18	8075 61.8%	4430 33.9%	555 4.2%	13 060
Nov-18	10372 65.1%	5054 31.7%	508 3.2%	15 934



	benzina	diesel	electric+hibrid	total
YTD2018	97964 61.9%	55732 35.2%	4572 2.9%	158 268
YTD2017	67575 51.8%	60081 46.1%	2758 2.1%	130 414



Livrari autoturisme in functie de tipul de combustibil / Passenger car deliveries by fuel type

Luna/An	2018		Pondere		Variatie 18/17		Top Marci - Electrice			Top Marci - Plug-in			Top Marci - Hibride					
	diesel	benzina	diesel	benzina	diesel	benzina	MARCA	2018	2017	Var. %	MARCA	2018	2017	Var. %	MARCA	2018	2017	Var. %
January	3 327	3 644	46.4%	50.9%	3.5%	39.2%	VOLKSWAGEN	175	66	165.2%	VOLKSWAGEN	82	17	382.4%	TOYOTA	3198	2018	58.5%
February	4 151	5 028	44.3%	53.6%	1.4%	57.5%	BMW	148	118	25.4%	VOLVO	45	20	125.0%	LEXUS	147	154	-4.5%
March	5 200	7 522	40.0%	57.9%	3.8%	53.6%	RENAULT	119	98	21.4%	BMW	44	48	-8.3%	FORD	65	5	-
April	4 880	8 373	35.9%	61.6%	11.9%	103.7%	SMART *)	116	9	-	MITSUBISHI	41	21	95.2%	KIA	62	22	181.8%
May	5 487	10 301	34.0%	63.8%	0.7%	67.9%	KIA	59	7	-	PORSCHE	33	12	175.0%	HYUNDAI	58	19	205.3%
June	6 052	9 557	37.6%	59.4%	-1.7%	9.2%	NISSAN	54	0	-	MERCEDES BENZ *)	30	45	-33.3%	SUZUKI	34	20	70.0%
July	5 007	8 728	35.5%	61.9%	-4.9%	38.2%	MERCEDES BENZ *)	1	19	-94.7%	MINI	13	0	-	MERCEDES BENZ *)	20	3	-
August	3 987	6 507	36.6%	59.8%	-10.1%	21.5%	MITSUBISHI	0	11	-100.0%	AUDI	9	14	-35.7%	LAND ROVER	1	2	-50.0%
September	3 745	9 304	28.0%	69.6%	-33.7%	49.4%	ALTE MARCI *)	10	9	11.1%	LAND ROVER	8	0	-	DS	0	1	-100.0%
October	4 412	10 553	28.4%	67.9%	-22.8%	53.5%	TOTAL	682	337	102.4%	TOTAL	305	177	72.3%	TOTAL	3585	2244	59.8%
November	5 054	10 372	31.7%	65.1%	-12.3%	55.4%	*) Estimari APIA / APIA Estimates											
December	4 430	8 075	33.9%	61.8%	-10.9%	25.6%												
Total	55 732	97 964	35.2%	61.9%	-7.2%	45.0%												

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	Decembrie 2018	12 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1847	20686	37.1%	8.7%	40.4%
SKODA	352	5715	10.3%	-6.2%	43.3%
VOLKSWAGEN	323	5309	9.5%	-23.2%	36.4%
RENAULT	141	4468	8.0%	-12.0%	35.7%
FORD	329	3752	6.7%	-20.8%	39.5%
MERCEDES BENZ *)	145	2754	4.9%	0.6%	72.1%
BMW	423	2107	3.8%	-5.3%	75.8%
AUDI	185	1448	2.6%	-21.2%	73.5%
NISSAN	81	1414	2.5%	-7.0%	35.8%
PEUGEOT	78	1175	2.1%	-18.1%	42.5%
Rest	526	6904	12.4%	-18.6%	-
TOTAL	4430	55732	100.0%	-7.2%	35.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Decembrie 2018	12 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	2369	30556	31.2%	48.6%	59.6%
VOLKSWAGEN	622	9035	9.2%	29.5%	61.9%
RENAULT	792	7936	8.1%	52.1%	63.4%
SKODA	408	7470	7.6%	34.9%	56.7%
OPEL	688	6550	6.7%	22.1%	86.0%
FORD	573	5686	5.8%	68.1%	59.8%
HYUNDAI	405	5332	5.4%	79.6%	84.9%
SUZUKI	354	4030	4.1%	26.9%	96.4%
FIAT	301	3908	4.0%	108.8%	94.2%
NISSAN	350	2477	2.5%	101.7%	62.8%
Rest	1213	14984	15.3%	32.7%	-
TOTAL	8075	97964	100.0%	45.0%	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	Decembrie 2018	12 luni 2018	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	854	10597	19.0%	49.4%	81.9%
DACIA LOGAN	405	5268	9.5%	-3.9%	24.9%
SKODA OCTAVIA	216	2989	5.4%	-9.2%	54.7%
RENAULT CLIO	50	1850	3.3%	33.5%	34.3%
DACIA LOGAN MCV	211	1476	2.6%	-15.9%	39.1%
DACIA SANDERO	67	1451	2.6%	-43.4%	14.2%
RENAULT MEGANE	35	1336	2.4%	-26.5%	41.6%
VOLKSWAGEN TIGUAN	87	1331	2.4%	-30.3%	54.2%
DACIA DOKKER	257	1273	2.3%	-13.6%	60.9%
FORD FOCUS	117	1207	2.2%	-12.6%	39.6%
Rest	2131	26954	48.4%	-15.6%	-
TOTAL	4430	55732	100.0%	-7.2%	35.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Decembrie 2018	12 luni 2018	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	1191	15866	16.2%	48.3%	75.1%
DACIA SANDERO	711	8767	8.9%	48.5%	85.8%
RENAULT CLIO	134	3544	3.6%	44.8%	65.7%
VOLKSWAGEN POLO	297	3351	3.4%	73.0%	95.4%
OPEL ASTRA	278	2614	2.7%	1.2%	91.0%
SKODA OCTAVIA	201	2477	2.5%	61.9%	45.3%
SKODA RAPID	65	2463	2.5%	24.6%	76.9%
DACIA DUSTER	55	2341	2.4%	49.7%	18.1%
DACIA LOGAN MCV	250	2303	2.4%	53.6%	60.9%
SUZUKI VITARA	190	2214	2.3%	13.5%	97.6%
Rest	4703	52004	53.1%	46.6%	-
TOTAL	8075	97964	100.0%	45.0%	61.9%

*) 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	pondere din total 4x4 marca		
DACIA	9605	29.7%	6703	43.3%
MERCEDES BENZ *)	2923	9.0%	2518	16.1%
VOLKSWAGEN	2623	8.1%	2756	-4.8%
SUZUKI	2445	7.5%	2357	3.7%
BMW	2254	7.0%	2205	2.2%
HYUNDAI	1492	4.6%	934	59.7%
SKODA	1433	4.4%	1184	21.0%
FORD	1327	4.1%	1367	-2.9%
AUDI	1232	3.8%	1418	-13.1%
KIA	1040	3.2%	537	93.7%
MAZDA	735	2.3%	608	20.9%
LAND ROVER	730	2.3%	1125	-35.1%
TOYOTA	632	2.0%	536	17.9%
JEEP	521	1.6%	455	14.5%
VOLVO	510	1.6%	339	50.4%
Alte marci	2886	8.9%	2813	2.6%
TOTAL	32388	100.0%	27855	16.3%

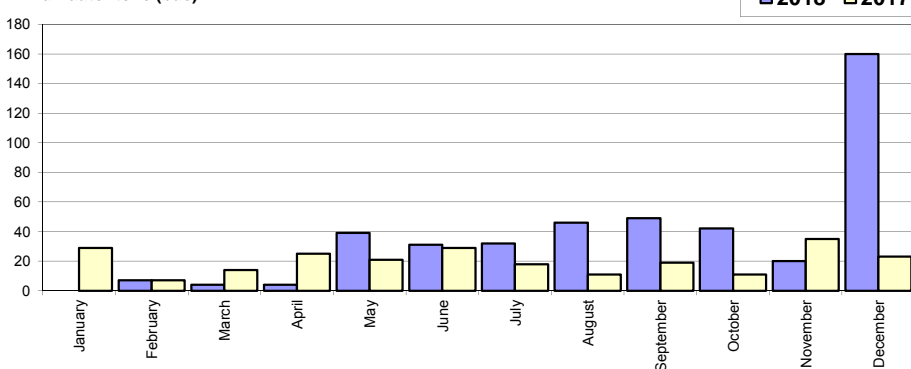
*) Estimari APIA / APIA Estimates

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	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	160	23	-
Total	434	242	79.3%

242

Livrari autohtone (buc)

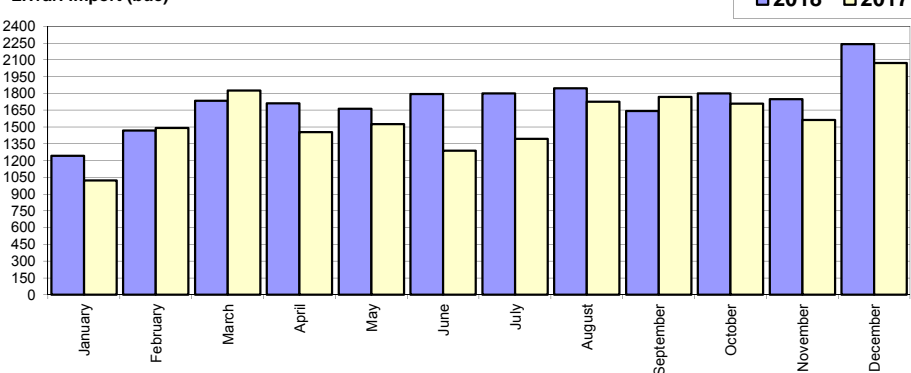


Livrari comerciale usoare + minibus import / Imported LCV + minibus deliveries

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	1 801	1 710	5.3%
November	1 750	1 562	12.0%
December	2 242	2 073	8.2%
Total	20 695	18 841	9.8%

18 841

Livrari import (buc)

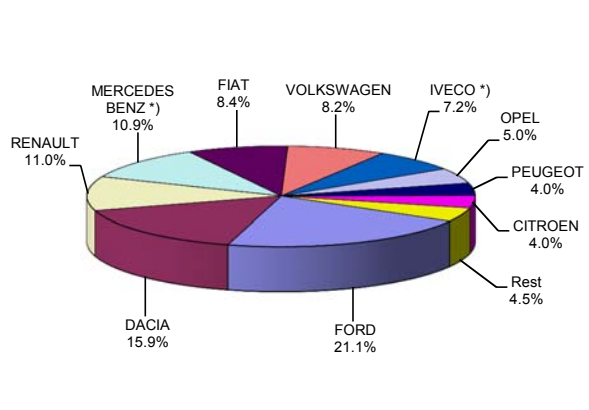


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Decembrie		Variatie Noiembrie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	2	435	1	42.2%	1	4454	1	13.3%
DACIA	3	391	3	73.8%	2	3351	2	-8.6%
RENAULT	1	438	4	143.3%	3	2330	4	22.7%
MERCEDES BENZ *)	6	195	2	-14.9%	4	2297	3	4.5%
FIAT	5	200	5	24.2%	5	1767	6	17.6%
VOLKSWAGEN	4	269	8	116.9%	6	1733	5	10.0%
IVECO *)	8	108	7	-21.7%	7	1511	7	20.2%
OPEL	7	116	6	-24.7%	8	1047	9	40.9%
PEUGEOT	9	95	9	23.4%	9	853	8	11.9%
CITROEN	11	49	11	6.5%	10	839	10	17.2%
Rest		106		-18.5%		947		-
TOTAL		2402		35.7%		21129		10.7%

*) 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	Decembrie		Variatie Noiembrie		2018		Variatie2017	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	2	231	1	12.7%	1	2917	1	-14.8%
FORD TRANSIT	3	196	2	34.3%	2	2251	2	4.8%
IVECO *) DAILY	6	108	4	-20.6%	3	1489	3	20.4%
RENAULT MASTER	1	364	5	246.7%	4	1463	5	56.6%
FIAT DUCATO	7	106	3	-24.3%	5	1284	4	8.2%
MERCEDES BENZ *) SPRINTER	16	57	7	-19.7%	6	885	6	-1.3%
MERCEDES BENZ *) SPRINTER BUS	10	81	6	-19.0%	7	825	7	24.1%
CITROEN JUMPER	18	39	18	18.2%	8	755	8	21.2%
PEUGEOT BOXER	9	82	8	17.1%	9	624	9	9.7%
OPEL MOVANO	12	72	10	22.0%	10	560	16	69.2%
Rest		1066		51.2%		8076		-
TOTAL		2402		35.7%		21129		10.7%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2018

