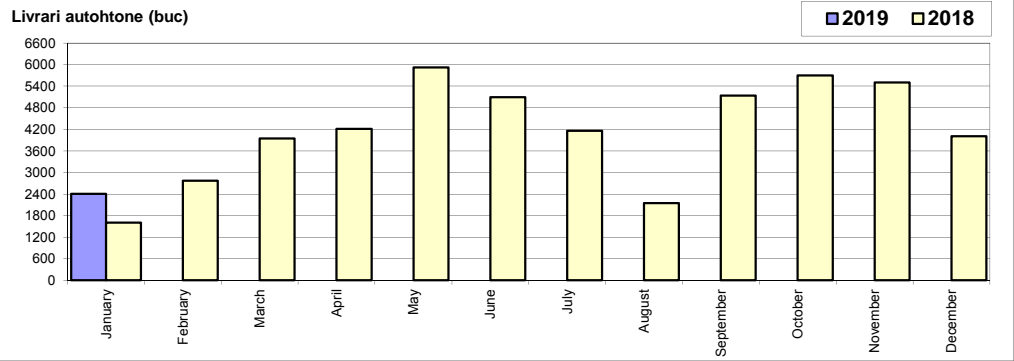


Livrari autoturisme autohtone / Domestic passenger car deliveries

Luna/An	2019	2018	Variatie
January	2 406	1 609	49.5%
February	-	2 774	-
March	-	3 942	-
April	-	4 214	-
May	-	5 918	-
June	-	5 095	-
July	-	4 162	-
August	-	2 149	-
September	-	5 141	-
October	-	5 696	-
November	-	5 498	-
December	-	4 006	-
Total	2 406	1 609	49.5%

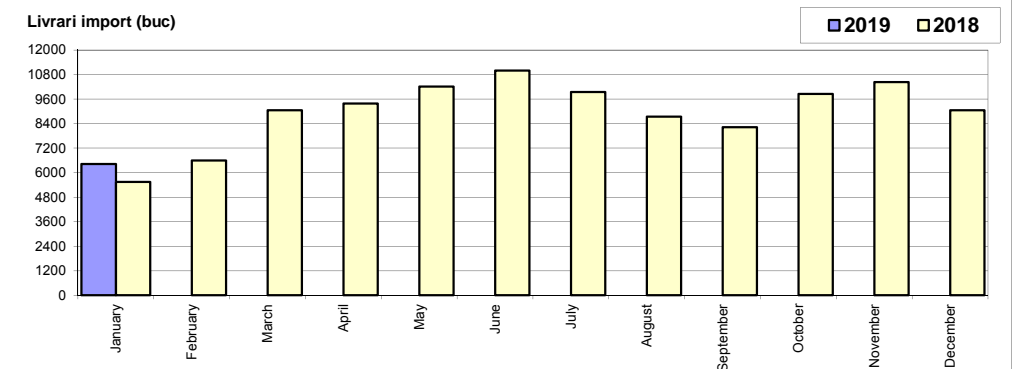


50 204

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

Livrari autoturisme import / Imported passenger car deliveries

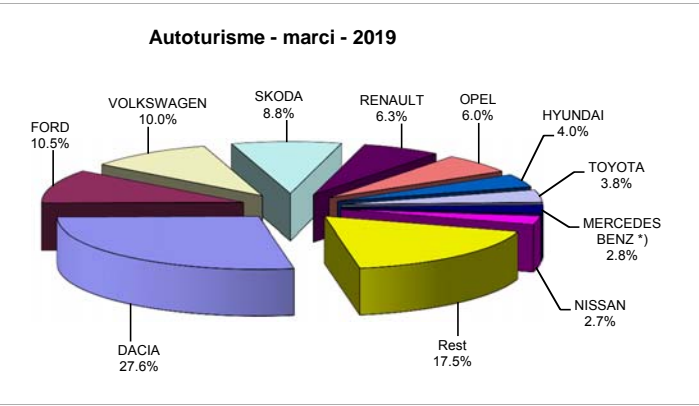
Luna/An	2019	2018	Variatie
January	6 426	5 555	15.7%
February	-	6 601	-
March	-	9 050	-
April	-	9 386	-
May	-	10 217	-
June	-	10 997	-
July	-	9 949	-
August	-	8 736	-
September	-	8 232	-
October	-	9 851	-
November	-	10 436	-
December	-	9 054	-
Total	6 426	5 555	15.7%



108 064

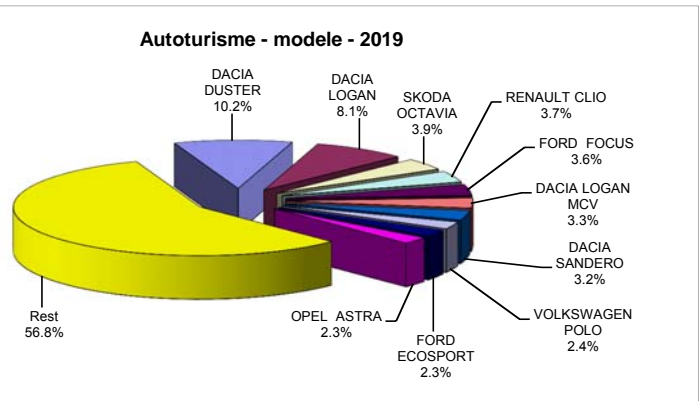
Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Ianuarie		Variatie Decembrie		2019		Variatie 2018	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	2440	1	-42.1%	1	2440	1	42.3%
FORD	2	926	4	2.2%	2	926	4	66.3%
VOLKSWAGEN	3	880	3	-8.8%	3	880	2	7.3%
SKODA	4	777	6	2.2%	4	777	3	2.0%
RENAULT	5	559	2	-42.7%	5	559	5	33.1%
OPEL	6	532	5	-32.9%	6	532	7	49.4%
HYUNDAI	7	357	9	-22.9%	7	357	8	40.6%
TOYOTA	8	339	7	-41.7%	8	339	9	37.3%
MERCEDES BENZ *)	9	243	14	0.8%	9	243	6	-32.1%
NISSAN	10	236	10	-47.6%	10	236	14	60.5%
Rest		1543		-43.0%		1543		-
TOTAL		8832		-32.4%		8832		23.3%



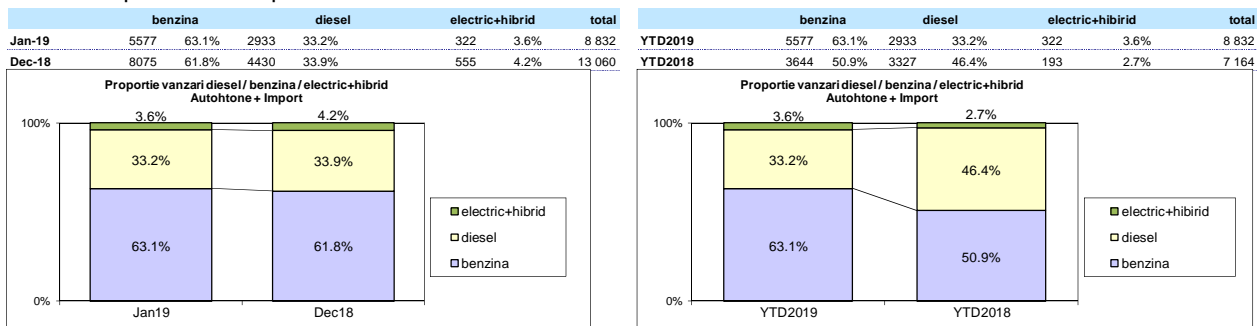
Top livrari autoturisme - modele / Passenger car top - by model

MODEL	Ianuarie		Variatie Decembrie		2019		Variatie 2018	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DUSTER	1	904	2	-0.6%	1	904	2	113.2%
DACIA LOGAN	2	715	1	-55.2%	2	715	1	-6.3%
SKODA OCTAVIA	3	342	5	-18.0%	3	342	3	3.3%
RENAULT CLIO	4	329	17	78.8%	4	329	7	65.3%
FORD FOCUS	5	319	9	-2.7%	5	319	6	50.5%
DACIA LOGAN MCV	6	294	4	-36.2%	6	294	26	292.0%
DACIA SANDERO	7	286	3	-63.2%	7	286	4	-5.6%
VOLKSWAGEN POLO	8	212	10	-29.6%	8	212	55	631.0%
FORD ECOSPORT	9	207	12	-21.0%	9	207	41	370.5%
OPEL ASTRA	10	205	11	-28.8%	10	205	15	81.4%
Rest		5019		-33.4%		5019		-
TOTAL		8832		-32.4%		8832		23.3%



Segmentare dupa tipul de combustibil / Segmentation by type of fuel

Autohtone + Import / Domestic + Imported



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

Luna/An	2019		Pondere		Variatie 19/18	
	diesel	benzina	diesel	benzina	diesel	benzina
January	2 933	5 577	33.2%	63.1%	-11.8%	53.0%
February	-	-	-	-	-	-
March	-	-	-	-	-	-
April	-	-	-	-	-	-
May	-	-	-	-	-	-
June	-	-	-	-	-	-
July	-	-	-	-	-	-
August	-	-	-	-	-	-
September	-	-	-	-	-	-
October	-	-	-	-	-	-
November	-	-	-	-	-	-
December	-	-	-	-	-	-
Total	2 933	5 577	33.2%	63.1%	-11.8%	53.0%

Top Marci - Electrice

MARCA	2019			Var. %	2018			Var. %
	2019	2018	Var. %		2019	2018	Var. %	
SMART *)	14	12	16.7%					
VOLKSWAGEN	9	8	12.5%					
NISSAN	6	0	-					
BMW	3	7	-57.1%					
RENAULT	2	0	-					
MERCEDES BENZ *)	1	1	0.0%					
KIA	0	1	-100.0%					
ALTE MARCI *)	0	2	-100.0%					
TOTAL	35	31	12.9%					

Top Marci - Plug-in

MARCA	2019			Var. %	2018			Var. %
	2019	2018	Var. %		2019	2018	Var. %	
VOLVO	7	5	40.0%					
MINI	3	1	200.0%					
LAND ROVER	2	0	-					
AUDI	0	1	-100.0%					
BMW	0	2	-100.0%					
MERCEDES BENZ *)	0	8	-100.0%					
VOLKSWAGEN	0	32	-100.0%					
TOTAL	12	49	-75.5%					

Top Marci - Hibrice

MARCA	2019			Var. %	2018			Var. %
	2019	2018	Var. %		2019	2018	Var. %	
TOYOTA	244	101	141.6%					
LEXUS	15	5	200.0%					
FORD	9	1	-					
KIA	3	4	-25.0%					
HYUNDAI	2	0	-					
SUZUKI	2	0	-					
MERCEDES BENZ *)	0	2	-100.0%					
TOTAL	275	113	143.4%					

*) 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	ianuarie 2019	1 luni 2019	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1111	1111	37.9%	4.2%	45.5%
FORD	350	350	11.9%	10.1%	37.8%
SKODA	326	326	11.1%	-10.7%	42.0%
VOLKSWAGEN	276	276	9.4%	-11.8%	31.4%
MERCEDES BENZ *)	143	143	4.9%	-47.8%	58.8%
BMW	106	106	3.6%	6.0%	77.4%
HYUNDAI	95	95	3.2%	102.1%	26.6%
AUDI	85	85	2.9%	10.4%	91.4%
NISSAN	61	61	2.1%	-39.6%	25.8%
PEUGEOT	59	59	2.0%	-45.4%	26.7%
Rest	321	321	10.9%	-42.5%	-
TOTAL	2933	2933	100%	-11.8%	33.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	ianuarie 2019	1 luni 2019	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	1329	1329	23.8%	104.8%	54.5%
VOLKSWAGEN	595	595	10.7%	27.4%	67.6%
FORD	567	567	10.2%	138.2%	61.2%
RENAULT	499	499	8.9%	102.0%	89.3%
OPEL	476	476	8.5%	67.0%	89.5%
SKODA	451	451	8.1%	13.6%	58.0%
HYUNDAI	260	260	4.7%	25.6%	72.8%
SUZUKI	205	205	3.7%	21.3%	98.6%
NISSAN	169	169	3.0%	267.4%	71.6%
PEUGEOT	162	162	2.9%	852.9%	73.3%
Rest	864	864	15.5%	-6.3%	-
TOTAL	5577	5577	100%	53.0%	63.1%

*) 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	ianuarie 2019	1 luni 2019	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	548	548	18.7%	48.5%	60.6%
DACIA LOGAN	229	229	7.8%	-55.8%	32.0%
SKODA OCTAVIA	200	200	6.8%	-6.1%	58.5%
FORD FOCUS	125	125	4.3%	9.6%	39.2%
DACIA DOKKER	110	110	3.8%	93.0%	61.5%
FORD KUGA	102	102	3.5%	-12.8%	63.4%
DACIA SANDERO	95	95	3.2%	120.9%	33.2%
DACIA LOGAN MCV	84	84	2.9%	50.0%	28.6%
HYUNDAI TUCSON	81	81	2.8%	224.0%	59.1%
VOLKSWAGEN TIGUAN	80	80	2.7%	50.9%	42.6%
Rest	1279	1279	43.6%	-27.4%	-
TOTAL	2933	2933	100%	-11.8%	33.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	ianuarie 2019	1 luni 2019	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	486	486	8.7%	98.4%	68.0%
DACIA DUSTER	356	356	6.4%	547.3%	39.4%
RENAULT CLIO	318	318	5.7%	105.2%	96.7%
DACIA LOGAN MCV	210	210	3.8%	1005.3%	71.4%
VOLKSWAGEN POLO	210	210	3.8%	677.8%	99.1%
FORD FOCUS	194	194	3.5%	98.0%	60.8%
SKODA RAPID	192	192	3.4%	74.5%	100.0%
OPEL ASTRA	192	192	3.4%	140.0%	93.7%
DACIA SANDERO	191	191	3.4%	-26.5%	66.8%
FORD ECOSPORT	183	183	3.3%	346.3%	88.4%
Rest	3045	3045	54.6%	19.2%	-
TOTAL	5577	5577	100%	53.0%	63.1%

*) Estimari APIA / APIA Estimates

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

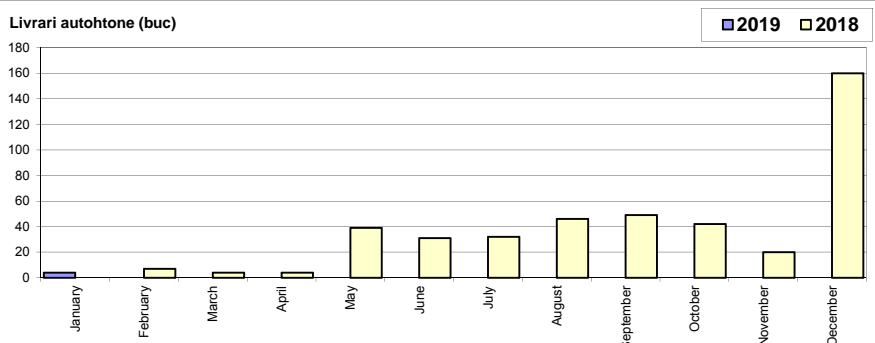
Marca	YTD 2019		YTD 2018	Variatie 2019/2018 %
	unitati	pondere din total 4x4		
DACIA	625	30.8%	334	87.1%
MERCEDES BENZ *)	190	9.4%	277	-31.4%
HYUNDAI	166	8.2%	49	238.8%
FORD	134	6.6%	118	13.6%
BMW	122	6.0%	109	11.9%
VOLKSWAGEN	112	5.5%	138	-18.8%
SUZUKI	95	4.7%	117	-18.8%
SKODA	80	3.9%	111	-27.9%
AUDI	70	3.4%	68	2.9%
MAZDA	67	3.3%	69	-2.9%
LAND ROVER	59	2.9%	60	-1.7%
KIA	46	2.3%	54	-14.8%
VOLVO	43	2.1%	24	79.2%
TOYOTA	34	1.7%	25	36.0%
OPEL	33	1.6%	42	-21.4%
Alte marci	155	7.6%	209	-25.8%
TOTAL	2031	100.0%	1804	12.6%

*) Estimari APIA / APIA Estimates

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

Luna/An	2019	2018	Variatie
January	4	-	-
February	-	7	-
March	-	4	-
April	-	4	-
May	-	39	-
June	-	31	-
July	-	32	-
August	-	46	-
September	-	49	-
October	-	42	-
November	-	20	-
December	-	160	-
Total	4	0	-

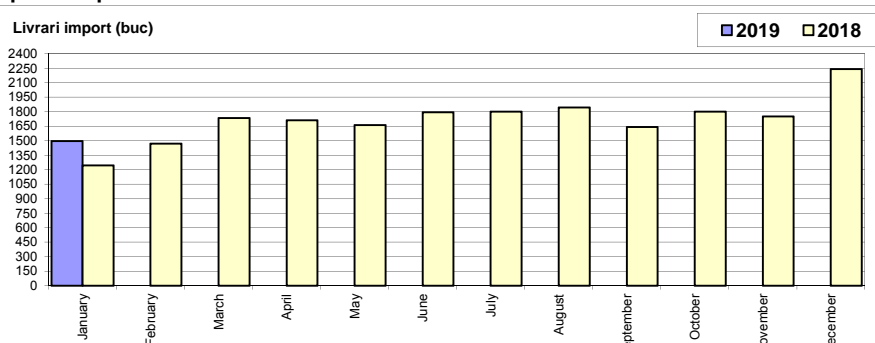
434



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

Luna/An	2019	2018	Variatie
January	1 497	1 243	20.4%
February	-	1 469	-
March	-	1 734	-
April	-	1 712	-
May	-	1 662	-
June	-	1 794	-
July	-	1 801	-
August	-	1 845	-
September	-	1 642	-
October	-	1 801	-
November	-	1 750	-
December	-	2 242	-
Total	1 497	1 243	20.4%

20 695

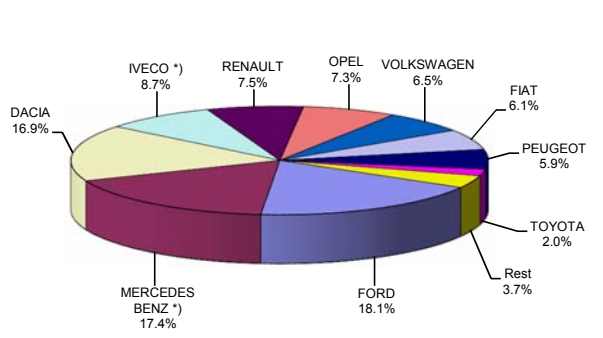


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Ianuarie		Variatie Decembrie		2019		Variatie2018	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	1	272	2	-37.5%	1	272	1	-17.3%
MERCEDES BENZ *)	2	261	6	33.9%	2	261	3	71.7%
DACIA	3	253	3	-35.3%	3	253	2	42.9%
IVECO *)	4	130	8	20.4%	4	130	6	32.7%
RENAULT	5	112	1	-74.4%	5	112	5	5.7%
OPEL	6	110	7	-5.2%	6	110	8	77.4%
VOLKSWAGEN	7	98	4	-63.6%	7	98	7	44.1%
FIAT	8	91	5	-54.5%	8	91	4	-24.8%
PEUGEOT	9	88	9	-7.4%	9	88	10	151.4%
TOYOTA	10	30	10	-53.9%	10	30	11	-3.2%
Rest		56		-37.8%		56		-
TOTAL		1501		-37.5%		1501		20.8%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - marci - 2019



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

MODEL	Ianuarie		Variatie Decembrie		2019		Variatie2018	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	249	2	7.8%	1	249	2	40.7%
IVECO *) DAILY	2	130	6	20.4%	2	130	4	36.8%
MERCEDES BENZ *) SPRINTER	3	127	16	122.8%	3	127	5	86.8%
FORD TRANSIT	4	116	3	-40.8%	4	116	1	-40.2%
MERCEDES BENZ *) SPRINTER BUS	5	77	10	-4.9%	5	77	12	156.7%
FIAT DUCATO	6	72	7	-32.1%	6	72	3	-32.7%
OPEL MOVANO	7	70	12	-2.8%	7	70	8	70.7%
RENAULT MASTER	8	62	1	-83.0%	8	62	6	17.0%
FORD TRANSIT CONNECT	9	47	15	-19.0%	9	47	11	56.7%
VOLKSWAGEN CRAFTER	10	45	14	-28.6%	10	45	13	55.2%
Rest		506		-52.5%		506		-
TOTAL		1501		-37.5%		1501		20.8%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2019

