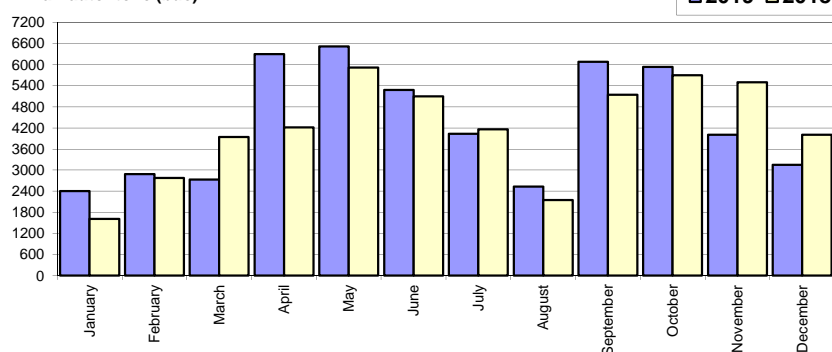


Livrari autoturisme autohtone / Domestic passenger car deliveries

Luna/An	2019	2018	Variatie
January	2 406	1 609	49.5%
February	2 888	2 774	4.1%
March	2 734	3 942	-30.6%
April	6 302	4 214	49.5%
May	6 516	5 918	10.1%
June	5 284	5 095	3.7%
July	4 034	4 162	-3.1%
August	2 527	2 149	17.6%
September	6 078	5 141	18.2%
October	5 939	5 696	4.3%
November	4 003	5 498	-27.2%
December	3 151	4 006	-21.3%
Total	51 862	50 204	3.3%

Livrari autohtone (buc)

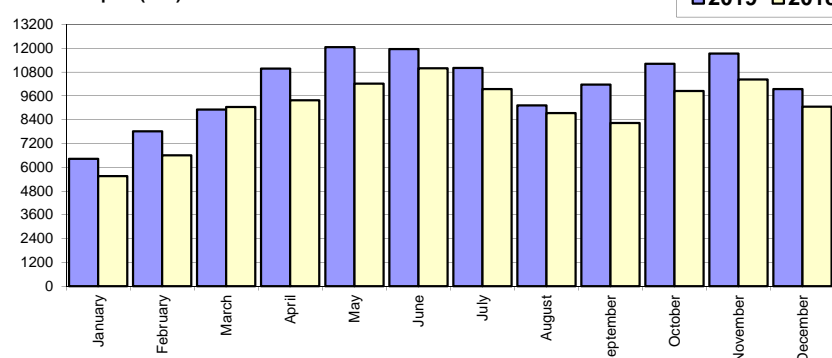


* Datele cuprind atat volumele Ford cat si Dacia / Data includes both Dacia and Ford deliveries.

Livrari autoturisme import / Imported passenger car deliveries

Luna/An	2019	2018	Variatie
January	6 426	5 555	15.7%
February	7 811	6 601	18.3%
March	8 909	9 050	-1.6%
April	10 988	9 386	17.1%
May	12 062	10 217	18.1%
June	11 974	10 997	8.9%
July	11 016	9 949	10.7%
August	9 121	8 736	4.4%
September	10 175	8 232	23.6%
October	11 216	9 851	13.9%
November	11 733	10 436	12.4%
December	9 946	9 054	9.9%
Total	121 377	108 064	12.3%

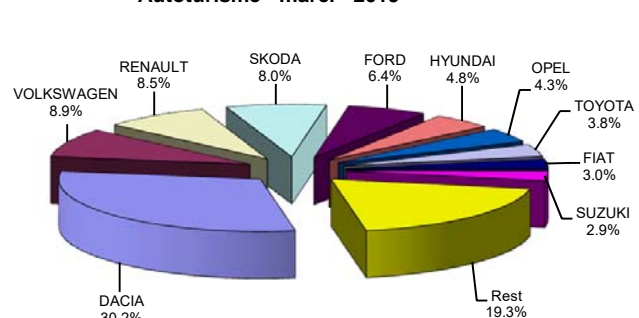
Livrari import (buc)



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

MARCA	Decembrie		Noiembrie		2019	Variatie2018		
	pozitie	unitati	pozitie	procent		pozitie	unitati	procent
DACIA	1	3161	1	-27.3%	1	52283	1	2.0%
VOLKSWAGEN	2	1637	5	36.2%	2	15377	2	5.3%
RENAULT	5	926	3	-35.8%	3	14646	4	17.0%
SKODA	3	996	4	-17.5%	4	13898	3	5.4%
FORD	6	808	7	-2.5%	5	11087	5	16.7%
HYUNDAI	9	542	6	-35.0%	6	8352	7	33.0%
OPEL	13	284	12	-10.7%	7	7490	6	-1.7%
TOYOTA	8	549	8	-20.3%	8	6547	8	26.4%
FIAT	4	972	2	-37.6%	9	5200	10	25.4%
SUZUKI	7	558	10	55.0%	10	4943	9	18.3%
Rest		2664		-9.7%		33416		-
TOTAL		13097		-16.8%		173239		9.5%

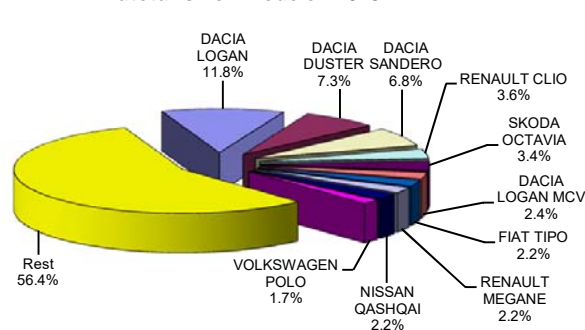
Autoturisme - marci - 2019



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

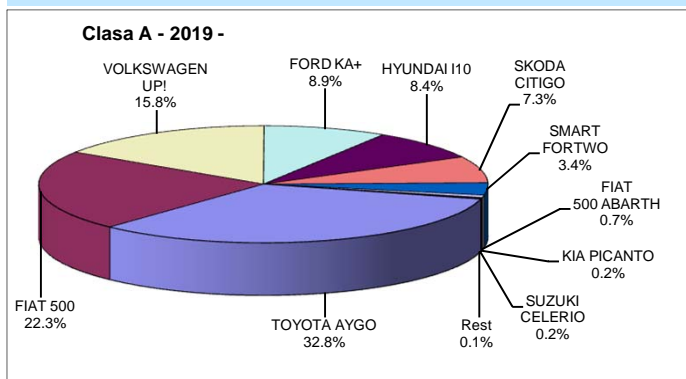
MODEL	Decembrie		Noiembrie		2019	Variatie2018		
	pozitie	unitati	pozitie	procent		pozitie	unitati	procent
DACIA LOGAN	1	1110	1	-27.5%	1	20433	1	-3.4%
DACIA DUSTER	2	892	4	5.3%	2	12566	2	-2.9%
DACIA SANDERO	3	671	3	-36.2%	3	11799	3	15.5%
RENAULT CLIO	7	372	5	-52.1%	4	6292	5	16.7%
SKODA OCTAVIA	4	615	6	-17.2%	5	5934	4	8.6%
DACIA LOGAN MCV	8	347	8	0.0%	6	4096	6	8.4%
FIAT TIPO	5	542	2	-56.9%	7	3869	17	79.4%
RENAULT MEGANE	14	230	11	-16.7%	8	3800	8	18.4%
NISSAN QASHQAI	21	164	10	-43.1%	9	3737	12	26.3%
VOLKSWAGEN POLO	6	381	9	24.9%	10	3010	7	-14.3%
Rest		7773		-6.5%		97703		-
TOTAL		13097		-16.8%		173239		9.5%

Autoturisme - modele - 2019

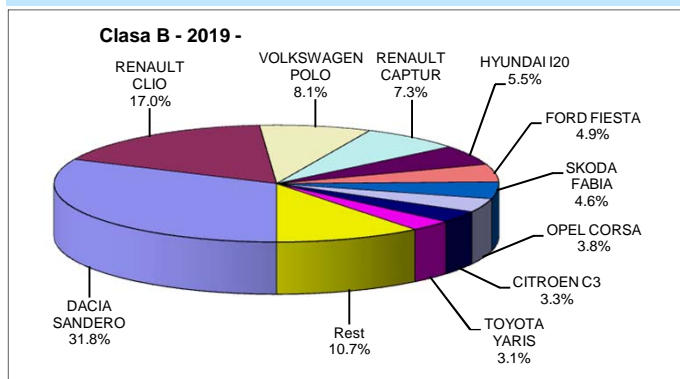


TOP 10 livrari pe clase / TOP 10 passenger cars deliveries by segment

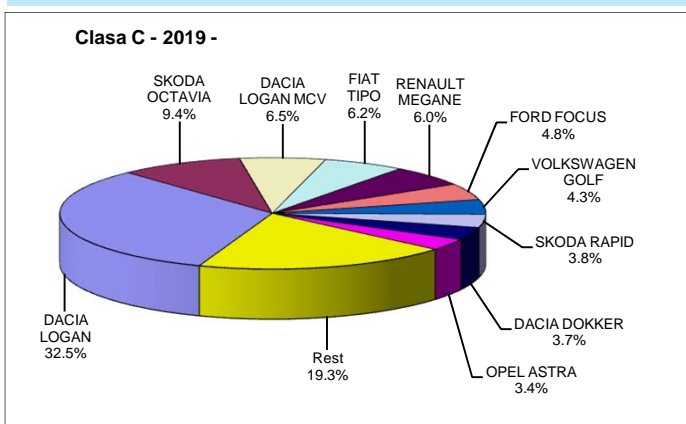
CLASA A Segment A	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
TOYOTA AYGO	72	2	30.6%	1042	1	32.8%	43.7%
FIAT 500	115	1	48.9%	709	2	22.3%	-60.3%
VOLKSWAGEN UPI	2	6	0.9%	503	3	15.8%	24.2%
FORD KA+	29	3	12.3%	283	4	8.9%	-0.4%
HYUNDAI I10	2	7	0.9%	266	5	8.4%	-39.0%
SKODA CITIGO	0	15	0.0%	233	6	7.3%	-17.7%
SMART *) FORTWO	7	5	3.0%	107	7	3.4%	-2.7%
FIAT 500 ABARTH	8	4	3.4%	23	8	0.7%	76.9%
KIA PICANTO	0	20	0.0%	6	9	0.2%	500.0%
SUZUKI CELERIO	0	19	0.0%	5	10	0.2%	-89.8%
Rest	0	0	0.0%	3		0.1%	-
TOTAL	235		100%	3180		100%	-24.2%



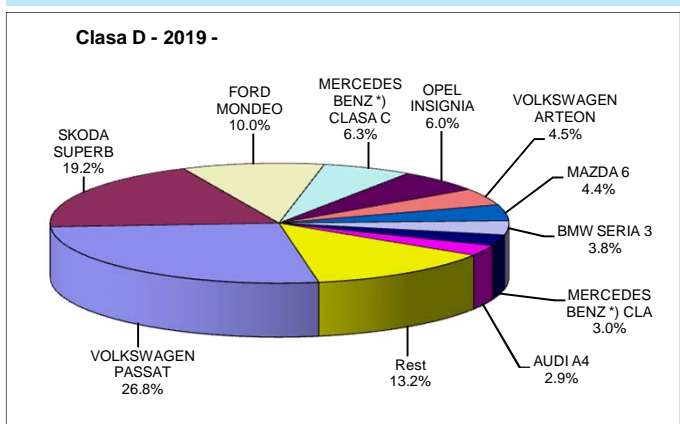
CLASA B Segment B	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
DACIA SANDERO	671	1	29.5%	11799	1	31.8%	15.5%
RENAULT CLIO	372	3	16.4%	6292	2	17.0%	16.7%
VOLKSWAGEN POLO	381	2	16.7%	3010	3	8.1%	-14.3%
RENAULT CAPTUR	189	4	8.3%	2697	4	7.3%	9.8%
HYUNDAI I20	109	6	4.8%	2037	5	5.5%	11.4%
FORD FIESTA	72	7	3.2%	1811	6	4.9%	16.5%
SKODA FABIA	60	9	2.6%	1721	7	4.6%	-11.0%
OPEL CORSA	22	14	1.0%	1408	8	3.8%	26.7%
CITROEN C3	52	10	2.3%	1224	9	3.3%	23.3%
TOYOTA YARIS	130	5	5.7%	1138	10	3.1%	9.1%
Rest	217		9.5%	3953		10.7%	-
TOTAL	2275		100%	37090		100%	10.8%



CLASA C Segment C	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
DACIA LOGAN	1110	1	24.9%	20433	1	32.5%	-3.4%
SKODA OCTAVIA	615	2	13.8%	5934	2	9.4%	8.6%
DACIA LOGAN MCV	347	4	7.8%	4096	3	6.5%	8.4%
FIAT TIPO	542	3	12.2%	3869	4	6.2%	79.4%
RENAULT MEGANE	230	7	5.2%	3800	5	6.0%	18.4%
FORD FOCUS	210	8	4.7%	2992	6	4.8%	-1.9%
VOLKSWAGEN GOLF	269	6	6.0%	2685	7	4.3%	-9.3%
SKODA RAPID	0	45	0.0%	2393	8	3.8%	-25.2%
DACIA DOKKER	56	14	1.3%	2333	9	3.7%	11.5%
OPEL ASTRA	30	18	0.7%	2128	10	3.4%	-25.9%
Rest	1046		23.5%	12153		19.3%	-
TOTAL	4455		100%	62816		100%	4.3%

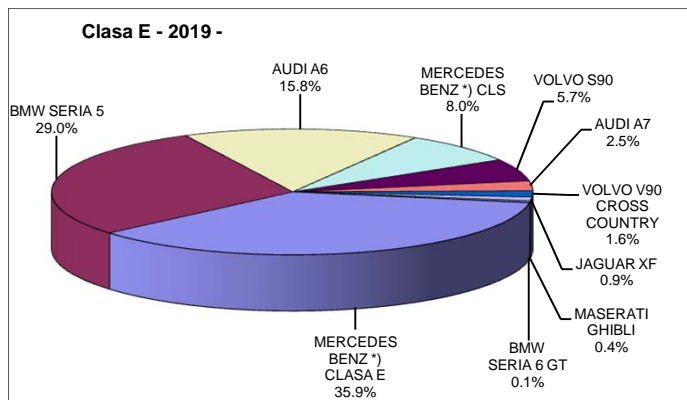


CLASA D Segment D	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
VOLKSWAGEN PASSAT	119	1	28.2%	1427	1	26.8%	-10.0%
SKODA SUPERB	67	2	15.9%	1021	2	19.2%	-8.6%
FORD MONDEO	34	4	8.1%	535	3	10.0%	-13.2%
MERCEDES BENZ *) CLASA C	47	3	11.1%	336	4	6.3%	-28.1%
OPEL INSIGNIA	16	6	3.8%	321	5	6.0%	-36.4%
VOLKSWAGEN ARTEON	13	7	3.1%	242	6	4.5%	-0.8%
MAZDA 6	11	11	2.6%	232	7	4.4%	28.9%
BMW SERIA 3	32	5	7.6%	200	8	3.8%	-17.7%
MERCEDES BENZ *) CLA	11	9	2.6%	158	9	3.0%	13.7%
AUDI A4	11	10	2.6%	153	10	2.9%	-44.2%
Rest	61		14.5%	706		13.2%	-
TOTAL	422		100%	5331		100%	-14.3%

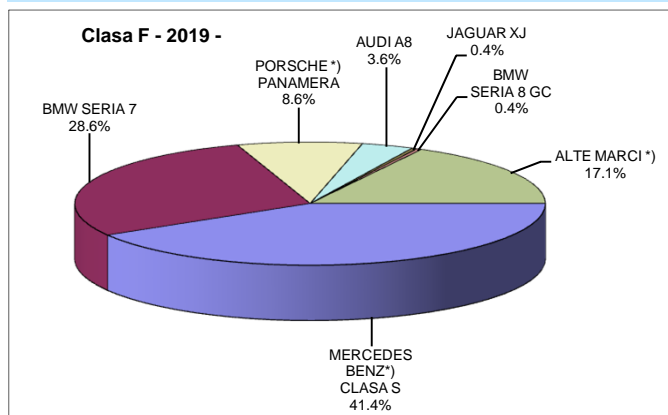


*) Estimari APIA / APIA Estimates

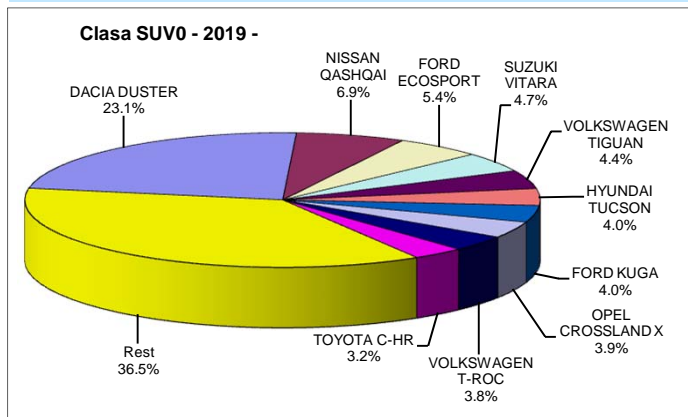
CLASA E	Decembrie			2019			
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	var. an ant. %
Segment E							
MERCEDES BENZ *) CLASA E	22	2	28.6%	270	1	35.9%	-31.0%
BMW SERIA 5	33	1	42.9%	218	2	29.0%	-28.8%
AUDI A6	5	4	6.5%	119	3	15.8%	-4.0%
MERCEDES BENZ *) CLS	4	6	5.2%	60	4	8.0%	20.0%
VOLVO S90	8	3	10.4%	43	5	5.7%	230.8%
AUDI A7	1	7	1.3%	19	6	2.5%	26.7%
VOLVO V90 CROSS COUNTRY	4	5	5.2%	12	7	1.6%	100.0%
JAGUAR XF	0	12	0.0%	7	8	0.9%	-22.2%
MASERATI GHIBLI	0	21	0.0%	3	9	0.4%	50.0%
BMW SERIA 6 GT	0	18	0.0%	1	10	0.1%	-50.0%
TOTAL	77		100%	752		100%	-18.4%



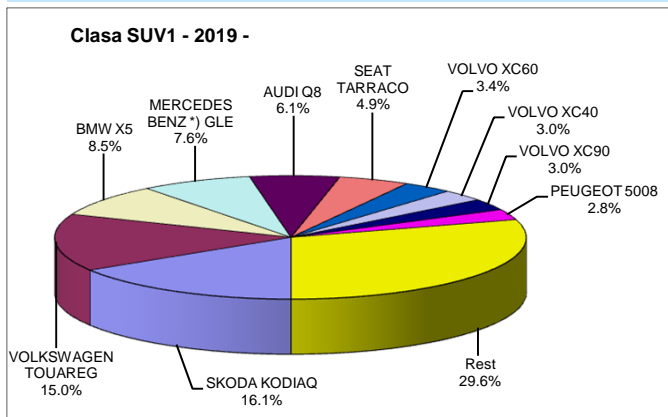
CLASA F	Decembrie			2019			
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	var. an ant. %
Segment F							
MERCEDES BENZ *) CLASA S	9	2	23.7%	116	1	41.4%	-45.3%
BMW SERIA 7	22	1	57.9%	80	2	28.6%	12.7%
PORSCHE *) PANAMERA	0	9	0.0%	24	4	8.6%	-31.4%
AUDI A8	0	12	0.0%	10	6	3.6%	-79.6%
JAGUAR XJ	0	14	0.0%	1	8	0.4%	0.0%
BMW SERIA 8 GC	1	6	2.6%	1	9	0.4%	-
ALTE MARCI *)	6		15.8%	48		17.1%	-
TOTAL	38		100%	280		100%	-32.9%



CLASA SUV0	Decembrie			2019			
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	var. an ant. %
Segment SUV0							
DACIA DUSTER	892	1	20.4%	12566	1	23.1%	-2.9%
NISSAN QASHQAI	164	7	3.8%	3737	2	6.9%	26.3%
FORD ECOSPORT	131	10	3.0%	2968	3	5.4%	40.5%
SUZUKI VITARA	171	5	3.9%	2564	4	4.7%	13.0%
VOLKSWAGEN TIGUAN	224	3	5.1%	2410	5	4.4%	-1.8%
HYUNDAI TUCSON	131	11	3.0%	2201	6	4.0%	37.5%
FORD KUGA	312	2	7.2%	2194	7	4.0%	39.2%
OPEL CROSSLAND X	100	15	2.3%	2151	8	3.9%	38.6%
VOLKSWAGEN T-ROC	198	4	4.5%	2047	9	3.8%	45.2%
TOYOTA C-HR	145	9	3.3%	1768	10	3.2%	38.2%
Rest	1894		43.4%	19854		36.5%	-
TOTAL	4362		100%	54460		100%	19.6%

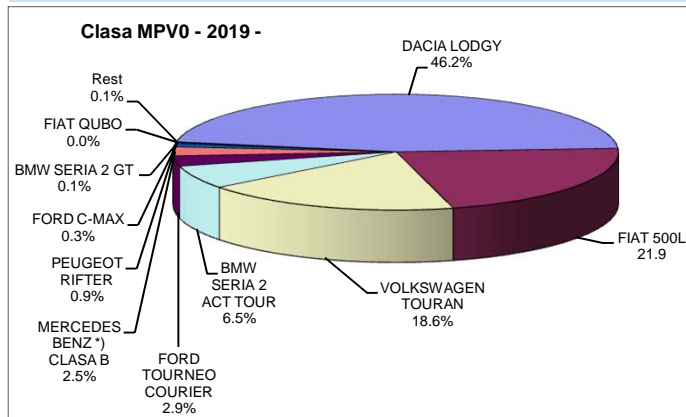


CLASA SUV1	Decembrie			2019			
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	var. an ant. %
Segment SUV1							
SKODA KODIAQ	96	2	12.9%	1079	1	16.1%	81.3%
VOLKSWAGEN TOUAREG	269	1	36.1%	1003	2	15.0%	47.3%
BMW X5	45	4	6.0%	566	3	8.5%	46.6%
MERCEDES BENZ *) GLE	45	3	6.0%	512	4	7.6%	-31.4%
AUDI Q8	17	9	2.3%	411	5	6.1%	356.7%
SEAT TARRACO	13	14	1.7%	325	6	4.9%	-
VOLVO XC60	18	7	2.4%	229	7	3.4%	-0.9%
VOLVO XC40	8	22	1.1%	202	8	3.0%	57.8%
VOLVO XC90	13	15	1.7%	200	9	3.0%	25.8%
PEUGEOT 5008	4	26	0.5%	186	10	2.8%	37.8%
Rest	218		29.2%	1984		29.6%	-
TOTAL	746		100%	6697		100%	29.1%

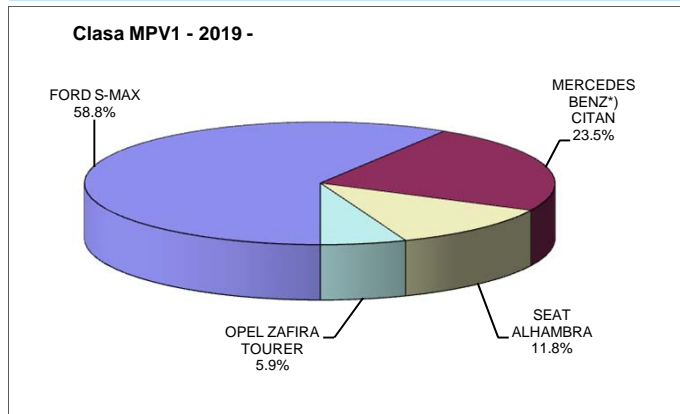


*) Estimari APIA / APIA Estimates

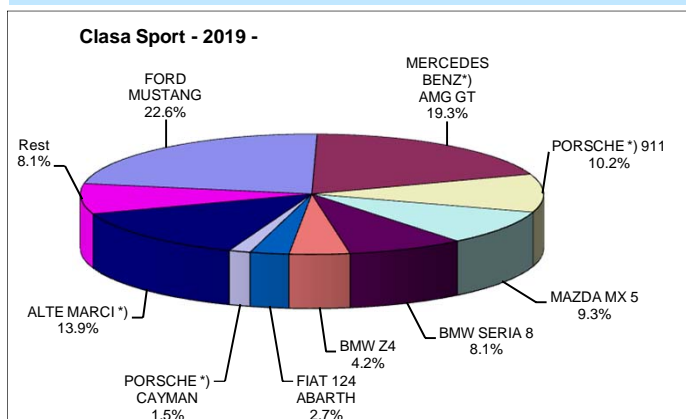
CLASA Monovolum0	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
DACIA LODGY	85	2	18.3%	1056	1	46.2%	-0.5%
FIAT 500L	300	1	64.7%	500	2	21.9%	-
VOLKSWAGEN TOURAN	56	3	12.1%	425	3	18.6%	-10.2%
BMW SERIA 2 ACT TOUR	13	4	2.8%	148	4	6.5%	311.1%
FORD TOURNEO COURIER	5	5	1.1%	66	5	2.9%	-13.2%
MERCEDES BENZ *) CLASA B	2	7	0.4%	57	6	2.5%	171.4%
PEUGEOT RIFTER	3	6	0.6%	21	7	0.9%	-
FORD C-MAX	0	15	0.0%	6	8	0.3%	-40.0%
BMW SERIA 2 GT	0	16	0.0%	2	9	0.1%	-33.3%
FIAT QUBO	0	21	0.0%	1	10	0.0%	-96.2%
Rest	0		0.0%	2		0.1%	-
TOTAL	464		100%	2284		100%	31.0%



CLASA Monovolum1	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
FORD S-MAX	0	7	-	10	1	58.8%	-23.1%
MERCEDES BENZ *) CITAN	0	8	-	4	2	23.5%	-66.7%
SEAT ALHAMBRA	0	2	-	2	3	11.8%	-50.0%
OPEL ZAFIRA TOURER	0	3	-	1	4	5.9%	-98.3%
TOTAL	0		0%	17		100%	-82.3%

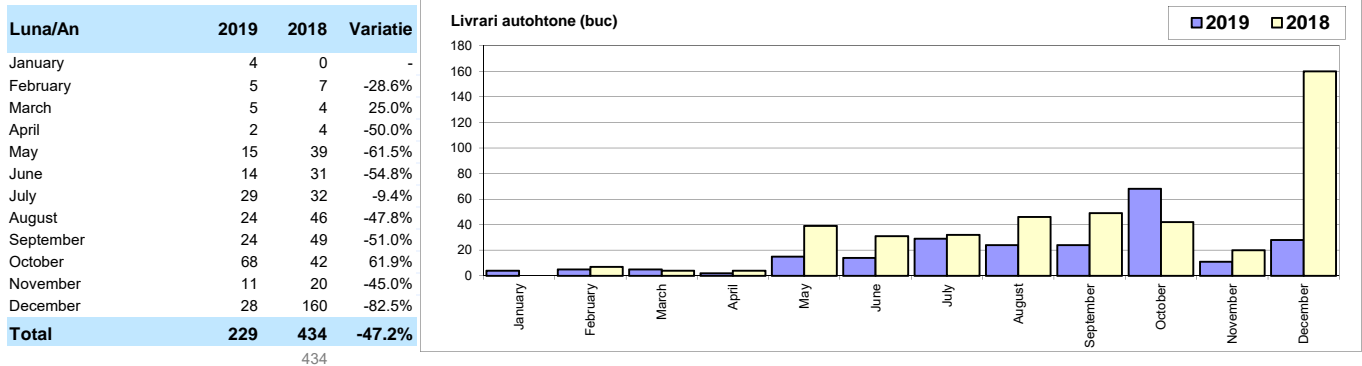


CLASA Sport	Decembrie			2019			var. an ant. %
	nr. buc.	poz.	pond. %	nr. buc.	poz.	pond. %	
FORD MUSTANG	6	1	26.1%	75	1	22.6%	44.2%
MERCEDES BENZ *) AMG GT	5	2	21.7%	64	2	19.3%	276.5%
PORSCHE *) 911	3	4	13.0%	34	3	10.2%	-19.1%
MAZDA MX 5	3	3	13.0%	31	4	9.3%	29.2%
BMW SERIA 8	2	6	8.7%	27	6	8.1%	125.0%
BMW Z4	0	11	0.0%	14	8	4.2%	-
FIAT 124 ABARTH	2	5	8.7%	9	9	2.7%	-
PORSCHE *) CAYMAN	0	35	0.0%	5	10	1.5%	-37.5%
ALTE MARCI *)	2		8.7%	46		13.9%	-
Rest	0		0.0%	27		8.1%	-
TOTAL	23		100%	332		100%	42.5%

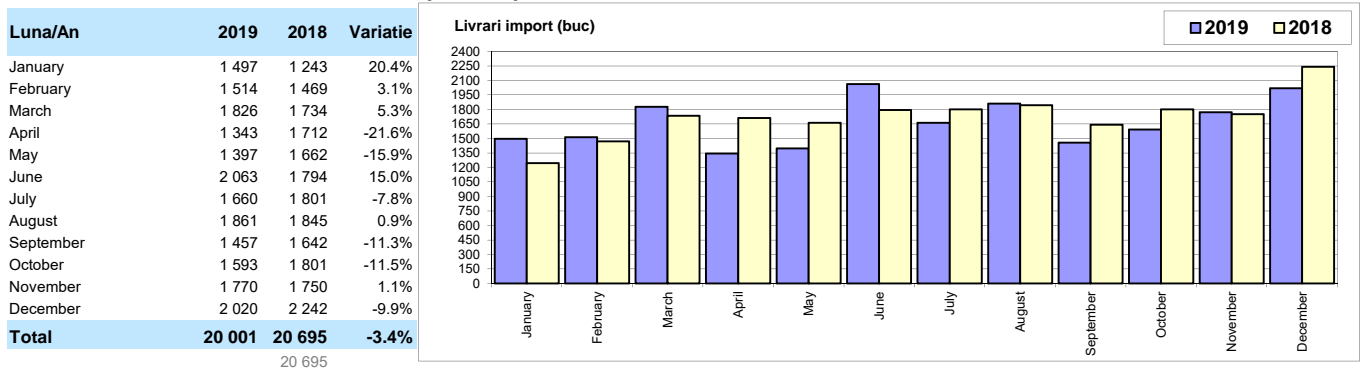


*) Estimari APIA / APIA Estimates

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



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

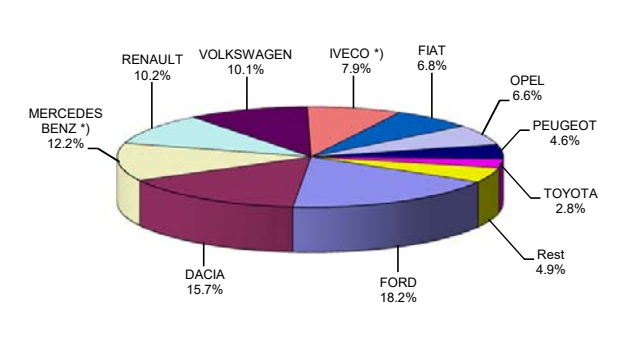


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Decembrie		Variatie Noiembrie		2019		Variatie2018	
	pozitie	unitati	pozitie	procent	unitati	pozitie	procent	
FORD	3	295	2	-0.3%	1	3673	1	-17.5%
DACIA	1	308	1	-30.9%	2	3180	2	-5.1%
MERCEDES BENZ *)	6	168	4	5.7%	3	2470	4	7.5%
RENAULT	2	299	5	113.6%	4	2056	3	-11.8%
VOLKSWAGEN	5	225	3	31.6%	5	2045	6	18.0%
IVECO *)	7	156	6	11.4%	6	1599	7	5.8%
FIAT	8	121	7	-8.3%	7	1385	5	-21.6%
OPEL	4	248	8	123.4%	8	1331	8	27.1%
PEUGEOT	9	99	9	90.4%	9	935	9	9.6%
TOYOTA	10	78	10	52.9%	10	573	11	37.4%
Rest		51		-38.6%		983		-
TOTAL		2048		15.0%		20230		-4.3%

*) 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	Decembrie		Variatie Noiembrie		2019		Variatie2018	
	pozitie	unitati	pozitie	procent	unitati	pozitie	procent	
DACIA DOKKER VAN	1	280	1	-35.6%	1	2951	1	1.2%
IVECO *) DAILY	3	151	2	13.5%	2	1583	3	6.3%
FORD TRANSIT	9	91	3	-24.8%	3	1569	2	-30.3%
MERCEDES BENZ *) SPRINTER	7	95	5	-1.0%	4	1274	6	44.0%
RENAULT MASTER	2	214	7	161.0%	5	1271	4	-13.1%
FIAT DUCATO	5	100	6	14.9%	6	978	5	-23.8%
VOLKSWAGEN TRANSPORTER	4	106	4	7.1%	7	850	15	84.4%
PEUGEOT BOXER	19	33	12	-2.9%	8	580	9	-7.1%
VOLKSWAGEN CRAFTER	13	55	14	83.3%	9	572	13	19.7%
OPEL MOVANO	15	43	8	-12.2%	10	562	10	0.4%
Rest		880		43.1%		8040		-
TOTAL		2048		15.0%		20230		-4.3%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2019

