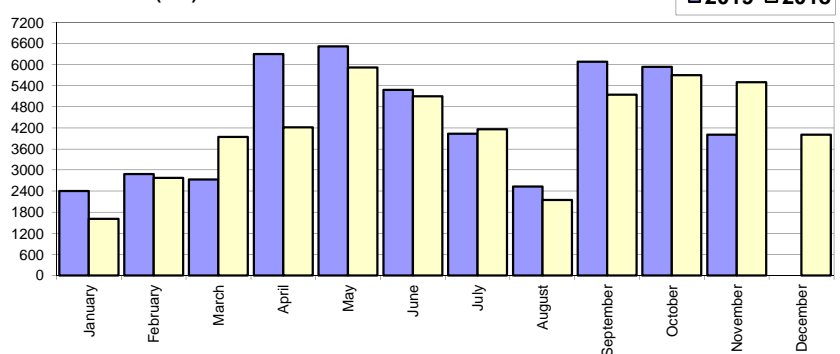


Livrari autoturisme autohtone / Domestic passenger car deliveries

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	-	4 006	-
Total	48 711	46 198	5.4%

Livrari autohtone (buc)



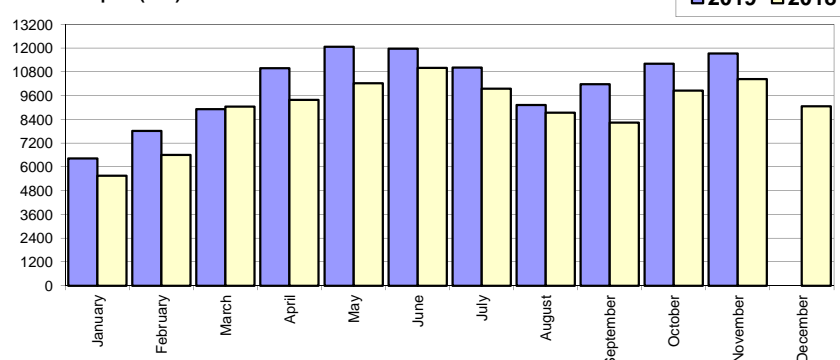
50 204

* 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	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	-	9 054	-
Total	111 431	99 010	12.5%

Livrari import (buc)

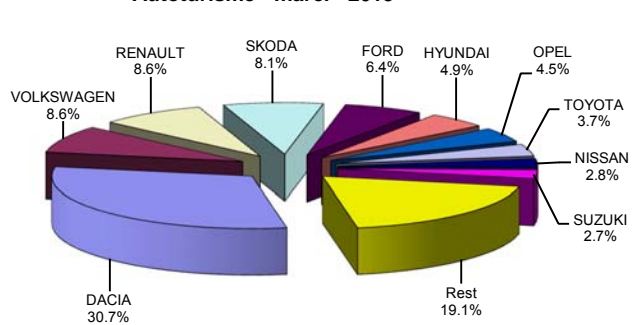


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Top livrari autoturisme - marci / Passenger car top - by make

MARCA	Variatie				2019	Variatie2018		
	Noiembrie		Octombrie			unitati	pozitie	procent
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA	1	4349	1	-27.2%	1	49122	1	4.5%
VOLKSWAGEN	5	1202	5	15.7%	2	13740	2	0.8%
RENAULT	3	1442	2	-20.2%	3	13720	4	18.8%
SKODA	4	1207	3	-8.9%	4	12902	3	3.8%
FORD	7	829	4	-26.0%	5	10279	5	19.6%
HYUNDAI	6	834	6	-2.9%	6	7810	7	34.3%
OPEL	12	318	9	-24.6%	7	7206	6	5.6%
TOYOTA	8	689	8	26.2%	8	5998	8	30.5%
NISSAN	9	386	10	-6.5%	9	4407	12	26.1%
SUZUKI	10	360	13	8.4%	10	4385	10	14.7%
Rest		4120		24.3%		30573		-
TOTAL		15736		-8.3%		160142		10.3%

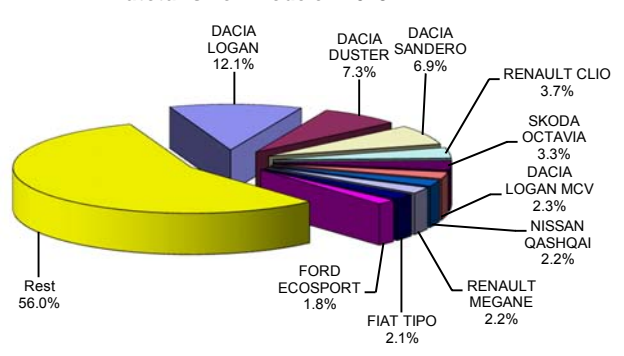
Autoturisme - marci - 2019



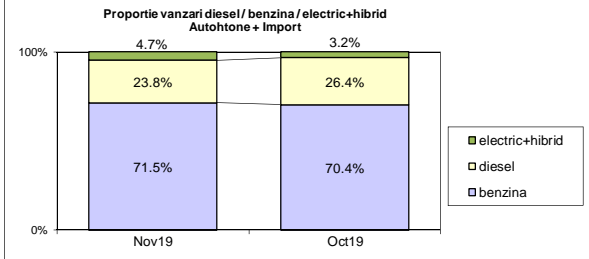
Top livrari autoturisme - modele / Passenger car top - by model

MODEL	Variatie				2019	Variatie2018		
	Noiembrie		Octombrie			unitati	pozitie	procent
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA LOGAN	1	1530	1	-24.0%	1	19323	1	-1.2%
DACIA DUSTER	4	847	2	-49.5%	2	11674	2	-3.0%
DACIA SANDERO	3	1051	3	-30.7%	3	11128	3	17.9%
RENAULT CLIO	5	777	4	12.3%	4	5920	4	13.6%
SKODA OCTAVIA	6	743	5	11.4%	5	5319	5	5.4%
DACIA LOGAN MCV	8	347	9	-12.2%	6	3749	6	13.0%
NISSAN QASHQAI	10	288	11	-13.3%	7	3573	13	38.4%
RENAULT MEGANE	11	276	8	-35.7%	8	3570	9	19.8%
FIAT TIPO	2	1256	6	144.4%	9	3327	17	64.4%
FORD ECOSPORT	13	228	10	-32.5%	10	2837	19	53.3%
Rest		8393		-2.2%		89722		-
TOTAL		15736		-8.3%		160142		10.3%

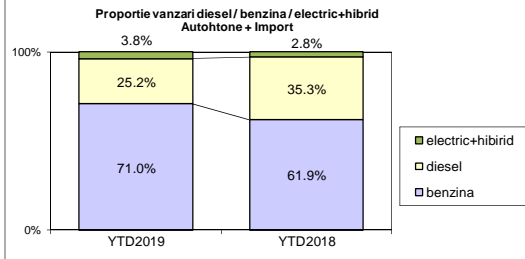
Autoturisme - modele - 2019



	benzina	diesel	electric+hibrid	total
Nov-19	11257 71.5%	3747 23.8%	732 4.7%	15 736
Oct-19	12083 70.4%	4523 26.4%	549 3.2%	17 155



	benzina	diesel	electric+hibrid	total
YTD2019	113719 71.0%	40408 25.2%	6015 3.8%	160 142
YTD2018	89889 61.9%	51302 35.3%	4017 2.8%	145 208



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

Luna/An	2019		Pondere		2018		Variatie 19/18	
	diesel	benzina	diesel	benzina	diesel	benzina	diesel	benzina
January	2 933	5 579	33.2%	63.2%	3 327	3 644	-11.8%	53.1%
February	3 336	7 038	31.2%	65.8%	4 151	5 028	-19.6%	40.0%
March	3 436	7 897	29.5%	67.8%	5 200	7 522	-33.9%	5.0%
April	3 348	13 484	19.4%	78.0%	4 880	8 373	-31.4%	61.0%
May	3 949	13 776	21.3%	74.2%	5 487	10 301	-28.0%	33.7%
June	3 932	12 649	22.8%	73.3%	6 052	9 557	-35.0%	32.4%
July	3 993	10 525	26.5%	69.9%	5 007	8 728	-20.3%	20.6%
August	2 943	8 097	25.3%	69.5%	3 987	6 507	-26.2%	24.4%
September	4 268	11 333	26.3%	69.7%	3 745	9 304	14.0%	21.8%
October	4 523	12 083	26.4%	70.4%	4 412	10 553	2.5%	14.5%
November	3 747	11 257	23.8%	71.5%	5 054	10 372	-25.9%	8.5%
December	-	-	-	-	4 430	8 075	-	-
Total	40 408	113 719	25.2%	71.0%	51 302	89 889	-21.2%	26.5%

Top Marci - Electrice

MARCA	2019	2018	Var. %
RENAULT	378	76	397.4%
NISSAN	375	35	-
BMW	214	122	75.4%
VOLKSWAGEN	203	155	31.0%
SMART *)	161	111	45.0%
JAGUAR	34	0	-
AUDI	18	0	-
ALTE MARCI *)	16	9	77.8%
MERCEDES BENZ *)	3	1	200.0%
KIA	0	51	-100.0%
TOTAL	1402	560	150.4%

Top Marci - Plug-in

MARCA	2019	2018	Var. %
NISSAN	74	39	89.7%
BMW	50	36	38.9%
LAND ROVER	38	5	-
PORSCHE *)	35	33	6.1%
MERCEDES BENZ *)	10	30	-66.7%
TOYOTA	9	0	-
MINI	4	13	-69.2%
AUDI	0	9	-100.0%
VOLKSWAGEN	0	82	-100.0%
TOTAL	353	288	22.6%

Top Marci - Hibride

MARCA	2019	2018	Var. %
TOYOTA	3624	2825	28.3%
LEXUS	226	124	82.3%
SUZUKI	109	30	263.3%
FORD	88	61	44.3%
HONDA	79	0	-
KIA	67	52	28.8%
HYUNDAI	64	56	14.3%
LAND ROVER	3	1	200.0%
MERCEDES BENZ *)	0	20	-100.0%
TOTAL	4260	3169	34.4%

*) 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	Noiembrie 2019	11 luni 2019	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA	1179	14286	35.4%	-24.2%	29.1%
VOLKSWAGEN	373	4669	11.6%	-6.4%	34.0%
SKODA	502	4374	10.8%	-18.4%	33.9%
FORD	273	3127	7.7%	-8.6%	30.4%
RENAULT	218	1962	4.9%	-54.7%	14.3%
PEUGEOT	264	1634	4.0%	49.0%	43.8%
BMW	127	1532	3.8%	-9.0%	61.5%
HYUNDAI	157	1500	3.7%	80.3%	19.2%
MERCEDES BENZ *)	93	1495	3.7%	-42.7%	46.7%
AUDI	67	1064	2.6%	-15.8%	63.5%
Rest	494	4765	11.8%	-30.7%	-
TOTAL	3747	40408	100%	-21.2%	25.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - marci

MARCA	Noiembrie 2019	11 luni 2019	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA	3170	34836	30.6%	23.6%	70.9%
RENAULT	1162	11380	10.0%	59.3%	82.9%
VOLKSWAGEN	829	8868	7.8%	5.4%	64.5%
SKODA	705	8528	7.5%	20.8%	66.1%
FORD	551	7064	6.2%	38.2%	68.7%
OPEL	263	6593	5.8%	12.5%	91.5%
HYUNDAI	657	6246	5.5%	26.8%	80.0%
SUZUKI	321	4272	3.8%	16.2%	97.4%
FIAT	1502	4124	3.6%	14.3%	97.5%
NISSAN	285	3455	3.0%	62.4%	78.4%
Rest	1812	18353	16.1%	33.3%	-
TOTAL	11257	113719	100%	26.5%	71.0%

*) 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 2019	11 luni 2019	Pondere %	Variatie an precedent %	Pondere diesel/total
DACIA DUSTER	647	7862	19.5%	-19.3%	67.3%
DACIA LOGAN	276	3273	8.1%	-32.7%	16.9%
SKODA OCTAVIA	336	2565	6.3%	-7.5%	48.2%
HYUNDAI TUCSON	144	1301	3.2%	154.1%	62.9%
VOLKSWAGEN PASSAT	104	1064	2.6%	-1.5%	81.3%
RENAULT CLIO	121	1020	2.5%	-43.3%	17.2%
DACIA DOKKER	101	1009	2.5%	-0.7%	44.3%
FORD KUGA	104	959	2.4%	-8.8%	51.0%
DACIA LOGAN MCV	61	950	2.4%	-24.9%	25.3%
VOLKSWAGEN TIGUAN	59	935	2.3%	-24.8%	42.8%
Rest	1794	19470	48.2%	-25.0%	-
TOTAL	3747	40408	100%	-21.2%	25.2%

*) Estimari APIA / APIA Estimates

Top 10 benzina - model

MODEL	Noiembrie 2019	11 luni 2019	Pondere %	Variatie an precedent %	Pondere benzina/total
DACIA LOGAN	1254	16050	14.1%	9.2%	83.1%
DACIA SANDERO	1002	10491	9.2%	30.2%	94.3%
RENAULT CLIO	656	4900	4.3%	43.7%	82.8%
DACIA DUSTER	200	3812	3.4%	66.8%	32.7%
FIAT TIPO	1201	3234	2.8%	75.9%	97.2%
NISSAN QASHQAI	259	3119	2.7%	97.2%	87.3%
RENAULT MEGANE	228	3044	2.7%	81.4%	85.3%
DACIA LOGAN MCV	286	2799	2.5%	36.3%	74.7%
SKODA OCTAVIA	407	2754	2.4%	21.0%	51.8%
VOLKSWAGEN POLO	304	2606	2.3%	-14.7%	99.1%
Rest	5460	60910	53.6%	24.4%	-
TOTAL	11257	113719	100%	26.5%	71.0%

*) 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	7201	24.7%	14.7%	-17.8%
HYUNDAI	2918	10.0%	37.4%	113.0%
MERCEDES BENZ *)	2361	8.1%	73.7%	-13.4%
SUZUKI	2181	7.5%	49.7%	-2.3%
VOLKSWAGEN	2035	7.0%	14.8%	-17.9%
BMW	1875	6.4%	75.2%	3.4%
SKODA	1656	5.7%	12.8%	24.0%
FORD	1352	4.6%	13.2%	8.0%
AUDI	1112	3.8%	66.3%	2.2%
MAZDA	883	3.0%	34.4%	37.3%
TOYOTA	772	2.6%	12.9%	46.8%
LAND ROVER	699	2.4%	100.0%	4.2%
KIA	638	2.2%	24.6%	-31.8%
VOLVO	600	2.1%	79.5%	27.4%
MITSUBISHI	409	1.4%	69.4%	19.6%
Alte marci	2514	8.6%	6.1%	-10.2%
TOTAL	29206	100.0%	18.2%	-0.8%

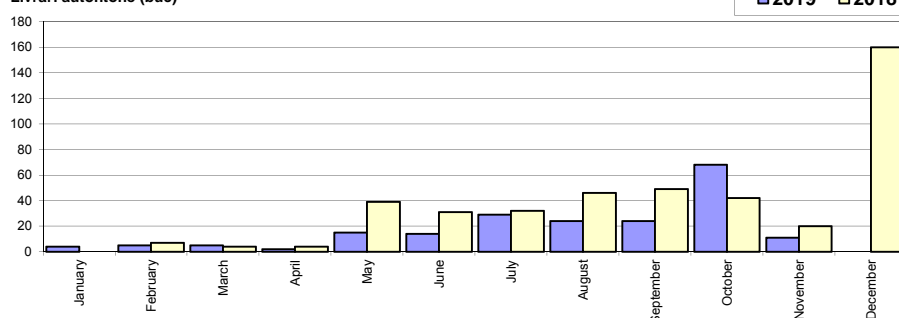
*) Estimari APIA / APIA Estimates

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

Luna/An	2019	2018	Variatie
January	4	0	-
February	5	7	-28.6%
March	5	4	25.0%
April	2	4	-50.0%
May	15	39	-61.5%
June	14	31	-54.8%
July	29	32	-9.4%
August	24	46	-47.8%
September	24	49	-51.0%
October	68	42	61.9%
November	11	20	-45.0%
December	-	160	-
Total	201	274	-26.6%

434

Livrari autohtone (buc)

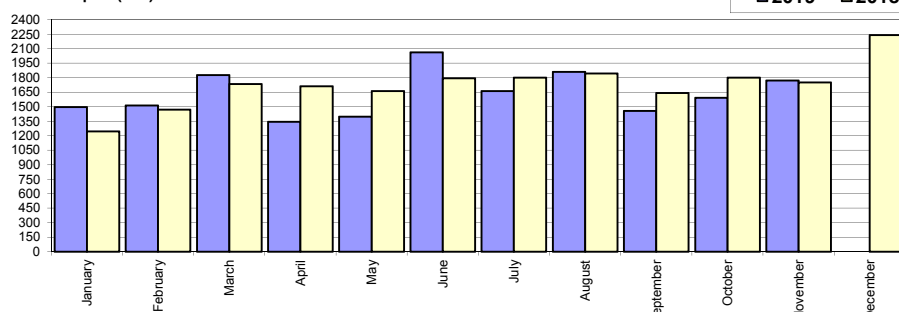


Livrari comerciale usoare + minibus import / Imported LCV + minibus deliveries

Luna/An	2019	2018	Variatie
January	1 497	1 243	20.4%
February	1 514	1 469	3.1%
March	1 826	1 734	5.3%
April	1 343	1 712	-21.6%
May	1 397	1 662	-15.9%
June	2 063	1 794	15.0%
July	1 660	1 801	-7.8%
August	1 861	1 845	0.9%
September	1 457	1 642	-11.3%
October	1 593	1 801	-11.5%
November	1 770	1 750	1.1%
December	-	2 242	-
Total	17 981	18 453	-2.6%

20 695

Livrari import (buc)

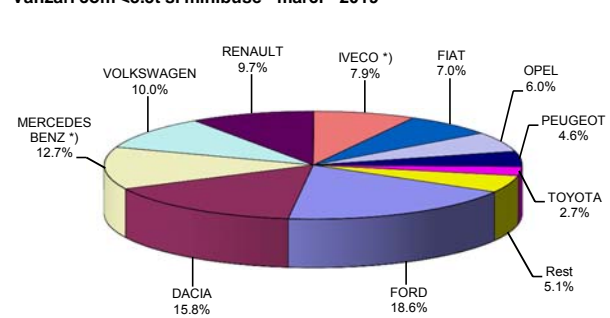


Livrari comerciale <3.5t si minibus - marci / LCV + minibus sales by make

MARCA	Noiembrie		Variatie Octombrie		2019		Variatie2018	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
FORD	2	296	1	-10.6%	1	3378	1	-16.0%
DACIA	1	446	2	35.2%	2	2872	2	-3.0%
MERCEDES BENZ *)	4	159	4	-9.7%	3	2302	3	9.5%
VOLKSWAGEN	3	171	3	-15.4%	4	1820	6	24.3%
RENAULT	5	140	6	28.4%	5	1757	4	-7.1%
IVECO *)	6	140	7	41.4%	6	1443	7	2.9%
FIAT	7	132	5	17.9%	7	1264	5	-19.3%
OPEL	8	111	8	35.4%	8	1083	8	16.3%
PEUGEOT	9	52	11	13.0%	9	836	10	10.3%
TOYOTA	10	51	10	8.5%	10	495	11	40.8%
Rest		83		-34.6%		932		-
TOTAL		1781		7.2%		18182		-2.9%

*) 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	Noiembrie		Variatie Octombrie		2019		Variatie2018	
	pozitie	unitati	pozitie	procent	pozitie	unitati	pozitie	procent
DACIA DOKKER VAN	1	435	1	66.0%	1	2671	1	-0.6%
FORD TRANSIT	3	121	2	-10.4%	2	1478	2	-28.1%
IVECO *) DAILY	2	133	4	34.3%	3	1432	3	3.7%
MERCEDES BENZ *) SPRINTER	5	96	5	4.4%	4	1179	6	42.4%
RENAULT MASTER	7	82	9	22.4%	5	1057	5	-3.8%
FIAT DUCATO	6	87	7	22.5%	6	878	4	-25.5%
VOLKSWAGEN TRANSPORTER	4	99	3	-18.2%	7	744	16	139.2%
PEUGEOT BOXER	12	34	16	-10.5%	8	547	9	0.9%
MERCEDES BENZ *) SPRINTER BUS	22	20	17	-44.4%	9	523	7	-29.7%
OPEL MOVANO	8	49	19	58.1%	10	519	10	6.4%
Rest		625		-11.8%		7154		-
TOTAL		1781		7.2%		18182		-2.9%

*) Estimari APIA / APIA Estimates

Vanzari com <3.5t si minibus - modele - 2019

