

WORLDWIDE SALES RESULTS 2019

Groupe Renault consolidates its positions in its core markets and maintains its global market share

- **Groupe Renault maintains a market share of 4.25% in a market down 4.8%. Sales volumes totaled 3.8 million vehicles, down 3.4%.**
- **Over the last quarter, the group recorded an increase in sales thanks to the success of New Clio in Europe, Arkana in Russia and Triber in India.**
- **The group is consolidating its positions in its core markets: Europe grew by 1.3%, in Russia it confirmed its solid leadership with 29% market share, in Brazil Renault became the fourth brand, gaining two positions, and in India, Renault is the only brand to have gained in passenger car volume.**
- **For the group, 2020 will mark a new stage in its electric offensive with the launch of Twingo Z.E. and the deployment of its new E-Tech hybrid and plug-in hybrid offers.**
- **The attractiveness of new products to customers will enable the group to continue to improve its price positioning initiated in 2019.**

Boulogne-Billancourt, 01/17/2020

*"Group sales rose in the last quarter thanks to the success of new launches in the group's core markets such as Europe, Russia, and in India, where Renault is growing strongly. In 2020, we will benefit from full-year sales of our best-selling New Clio and New Captur, as well as the acceleration of our electric and hybrid offensive, notably with New ZOE, Twingo Z.E. and E-Tech technology. We will continue to improve our price positioning initiated in 2019, supported by the quality and attractiveness of our new products" said **Olivier Murguet**, Sales and Regions Executive Vice President, of Groupe Renault.*

In 2019, Groupe Renault sold 3,753,723 vehicles worldwide, down 3.4% (-130,550 vehicles of which -183,000 in the Iranian, Argentinean and Turkish markets) in a market that declined by 4.8%.

Worldwide sales of the group's **electric vehicles** rose 23.5% to 62,447 vehicles. New ZOE, launched at the end of 2019, will be the flagship of the electric range in 2020. In the light commercial electric vehicle segment, Kangoo Z.E. remains the undisputed leader, with a growth of 19.2% to 10,349 vehicles. In China, the group launched Renault City K-ZE in November and recorded 2,658 sales in two months.

In the **light commercial vehicle** segment, the group volumes rose 0.7% to reach a new sales record. This record was achieved thanks to the performance of the Renault brand in Europe, which rose 3.6% in a market that grew by 2.8%.

Renault Pro+ maintained its two European leaderships for another year in terms of sales volumes for vans and light commercial vehicles, as well as sales of electric light commercial vehicles.

In **Europe**, sales rose 1.3% in a market up 1.2%.

Clio is the leader in the B-segment, with 45% of New Clio sales in the top-of-the-range version. Clio 4 is maintained in the range to provide a broader customer offering. Captur remains the leading SUV in its category. ZOE saw its volumes grow by 19.1% (47,027 vehicles).

The **Dacia** brand set a new sales record for the seventh consecutive year in Europe, with 564,854 vehicles sold (+10.4%). This increase was driven by the performance of Duster and Sandero.

In **Russia**, Groupe Renault led the way with a market share of 29%, up 1.4 points. Sales rose 2.3% in a market that contracted by 2.6%.

LADA sales rose 0.6% to 362,356 vehicles, confirming its leading position with a 20.7% market share. LADA Granta and LADA Vesta confirmed their position as the best-selling vehicles in Russia. In December 2019, the iconic Niva model joined the group.

The **Renault** brand also grew by 5.8% to 144,989 vehicles sold, thanks to the successful launch of Arkana in the second half.

In **Brazil**, sales volumes rose 11.3% to 239,174 vehicles and market share reached a record 9% (+0.3 point) thanks to the good results of Kwid. The market remained dynamic and grew by 7.4%.

In **India**, the group's strategy is beginning to bear fruit. Renault is the only brand to make progress in 2019 in the passenger cars segment. Sales rose 7.9% in a market that contracted by 11.3%. The increase was mainly due to the successful launch of Triber and the success of New Kwid. Market share reached 2.5%, up 0.45 points compared to 2018.

Triber, the compact vehicle with unparalleled flexibility for transporting up to seven people, launched in August, has already recorded 24,142 sales, with more than half of these in the premium version. Triber is positioned in a segment that is expected to account for nearly 50% of the Indian market by 2022.

Outside of the core countries, the group is the leader in Africa, Turkey, Colombia and Romania.

For the group, **2020** will mark a new stage in its electric offensive with the launch of Twingo Z.E. and the deployment of its new E-Tech hybrid and plug-in hybrid offers.

Group sales by region PC+LCV

	Ytd end of December*		
	2019	2018	% var.
France	698,723	689,788	1.3%
Europe** (excluding France)	1,247,098	1,230,963	1.3%
Total France + Europe	1,945,821	1,920,751	1.3%
Africa Middle-East India - Pacific	453,223	561,860	-19.3%
Africa Middle-East India - Pacific (excluding Iran)	453,223	460,513	-1.6%
Eurasia	750,571	747,729	0.4%
Americas	424,537	437,081	-2.9%
China	179,571	216,852	-17.2%
Total excluding France + Europe	1,807,902	1,963,522	-7.9%
World	3,753,723	3,884,273	-3.4%
World (excluding Iran)	3,753,723	3,782,926	-0.8%

* Sales

** Europe = European Union (exclude France & Romania) + Iceland, Norway, Switzerland, Serbia and Balkan states

Sales by brand

	December			Ytd end of December*		
	2019	2018	% var	2019	2018	% var
RENAULT						
PC	192,031	163,954	17.1%	1,944,934	2,123,615	-8.4%
LCV	40,345	37,194	8.5%	412,159	408,987	0.8%
PC+LCV	232,376	201,148	15.5%	2,357,093	2,532,602	-6.9%
DACIA						
PC	62,803	53,369	17.7%	690,525	654,996	5.4%
LCV	3,633	4,726	-23.1%	46,045	45,625	0.9%
PC+LCV	66,436	58,095	14.4%	736,570	700,621	5.1%
RENAULT SAMSUNG MOTORS						
PC	9,790	10,402	-5.9%	79,081	84,954	-6.9%
ALPINE						
PC	446	293	52.2%	4,835	2,094	130.9%
LADA						
PC	38,910	37,818	2.9%	400,256	385,181	3.9%
LCV	1,122	1,136	-1.2%	12,633	13,211	-4.4%
PC+LCV	40,032	38,954	2.8%	412,889	398,392	3.6%
JINBEI&HUASONG						
PC	301	521	-42.2%	8,449	13,416	-37.0%
LCV	15,152	12,123	25.0%	153,452	152,194	0.8%
PC+LCV	15,453	12,644	22.2%	161,901	165,610	-2.2%
AVTOVAZ						
PC	1,354	0	0.0%	1,354	0	0.0%
RENAULT GROUP						
PC	305,635	266,357	14.7%	3,129,434	3,264,256	-4.1%
LCV	60,252	55,179	9.2%	624,289	620,017	0.7%
PC+LCV	365,887	321,536	13.8%	3,753,723	3,884,273	-3.4%

Group Renault : 15 markets - FY 2019

FY 2019		Volumes* (units)	PC+LCV M/S (%)
1	FRANCE	698,723	25.9
2	RUSSIA**	508,647	29.0
3	GERMANY	247,155	6.3
4	BRAZIL	239,174	9.0
5	ITALY	220,403	10.5
6	SPAIN+CANARY ISLANDS	183,264	12.4
7	CHINA***	179,494	0.7
8	UNITED KINGDOM	109,952	4.1
9	BELGIUM+LUXEMBOURG	90,989	13.1
10	INDIA	88,869	2.5
11	SOUTH KOREA	86,859	5.0
12	TURKEY	85,055	17.8
13	ROMANIA	72,165	37.6
14	MOROCCO	70,281	42.4
15	POLAND	69,090	11.1

*2019, exclude Twizy sales

** Include Avtovaz sales

*** Include Jinbei&Huasong sales

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