

## H1 2019 WORLDWIDE SALES RESULTS: GROUPE RENAULT MAINTAINS ITS MARKET SHARE IN THE FIRST HALF OF THE YEAR IN A SHARPLY DECLINING MARKET

- **Groupe Renault resists with volumes down 6.7% in a global market down 7.1% and maintained a market share of 4.4% with 1,938,579 vehicles sold.**
- **The Group confirmed its product offensive in the second half of the year with the launches of New Clio and New ZOE in Europe, Arkana in Russia, Triber in India, and Renault City K-ZE the new electric vehicle in China.**

Boulogne-Billancourt, 07/16/2019

*As expected and with no new products, Groupe Renault maintained its market share in the first half of the year in a market that was in sharp decline. This translates into a 6.7% decrease in volumes. In the second half of the year, we will focus on the successful launches of New Clio and New ZOE in Europe, Arkana in Russia, Triber in India and Renault City K-ZE in China, said **Olivier Murguet**, member of the Executive Committee, Sales and Regional Director of Groupe Renault.*

In the first half of the year, Groupe Renault recorded 1,938,579 vehicles sold, down 6.7% in a market that fell 7.1%.

Sales remained stable in Europe in a market that fell by 2.5%. In regions outside Europe, the Group's sales followed the sharply declining global trend.

In the **electric vehicle segment**, Renault brand sales volumes worldwide increased by 42.9% (more than 30,600 vehicles). In Europe, ZOE saw its volumes increase by 44.4% (25,041 vehicles) and Kangoo Z.E. by 30.7% (4,653 vehicles). In the second half of the year, in China, the Group will launch Renault City K-ZE and accelerate its offensive in electric vehicles by investing in JMEV, the 5th largest electric vehicle manufacturer in the country.

In **Europe**, registrations were stable in a market that fell by 2.5%. The Group's B segment confirms its success (Clio, Captur, Sandero), as well as New Duster. Clio remains the second best-selling vehicle in Europe and Captur the first crossover in its segment. LCV sales also contributed, with a 7.5% increase in volume in a European LCV market up 3.7%.

The **Dacia** brand posted a new sales record in Europe with 311,024 vehicles sold (+10.6%), as well as a record market share of 3.3% (+0.4 points). This increase is linked to the performance of New Duster and Sandero.

Outside Europe, the Group suffered in particular from the market decline in Turkey

(-44.8%) and Argentina (-50.2%), and the end of sales in Iran since August 2018 (Groupe Renault had sold 77,698 vehicles in the first half of 2018).

In **Russia**, the Group's second largest country in terms of sales volume, Groupe Renault is the leader with a market share of 28.8%, up 0.45 points. Sales fell by 0.9% in a market that fell by 2.4%.

**LADA** recorded a 2.5% increase to 174,186 vehicles sold, with a market share of 21.0% (+1.0 points) thanks to the successful renewal of its range. LADA Granta and LADA Vesta are the 2 most sold vehicles in Russia.

**Renault** brand volumes fell by 9.1% to 64,431 vehicles sold, pending the launch of Arkana in the second half of the year.

In **Brazil**, the Group outperformed the market recovery, which rose 10.5%. Sales increased by 20.2% to 112,821 vehicles and market share reached 9.1% (+0.7 points) thanks to the good results of Kwid, which was sold to more than 40,500 units, up 36.5% to become the 5th best-selling vehicle (9th in the 1st half of 2018).

In **Africa**, the Group is strengthening its leadership with a 19.3% market share with nearly 110,000 vehicles sold, thanks in particular to its performance in Morocco, South Africa and Egypt.

The market share in Morocco remains at a historical level of 43.3%. Dacia maintains its leadership with the success of Logan and Dokker. The Renault brand is in second place with Clio, the best-selling vehicle in Morocco.

In South Africa, Renault brand sales rose by 3.6% to nearly 11,900 units, representing a 4.9% market share.

In **India**, pending the launch of Triber in the second half of the year, the group's market share stabilized at 2.1% in the second quarter.

Triber is a compact vehicle with unparalleled flexibility that can carry up to 7 people. It is entering a segment that will occupy nearly 50% of the Indian market by 2022. Groupe Renault thus completes the local offer already comprising Kwid and Duster.

In **China**, Group volumes decreased by 23.7% in a market that fell by 12.7% pending the launch in the second half of Renault City K-ZE, the new electric city car.

## MARKET OUTLOOK IN 2019 FOR GROUPE RENAULT

In 2019, the Global Automotive market is expected to decline compared to 2018.

The European market is expected to be stable (excluding "hard Brexit"), the Russian market to be down by 2 to 3% and

the Brazilian market to grow around 8%.

### Group sales by region PC+LCV

	June Ytd*		
	2019	2018	% var.
France	379 454	389 216	-2.5%
Europe** (Excl France)	691 187	681 843	1,4%
<b>France + Europe Total</b>	<b>1 070 641</b>	<b>1 071 059</b>	<b>-0.0%</b>
Africa Middle-East India & Pacific	219 829	303 996	-27.7
Eurasia	352 616	371 764	-5,2%
Americas	205 741	214 145	-3.9%
China	89 752	117 711	-23.8%
<b>Total Excl France + Europe</b>	<b>867 938</b>	<b>1 007 616</b>	<b>-13.9%</b>
<b>World</b>	<b>1 938 579</b>	<b>2 078 675</b>	<b>-6.7%</b>

\* Sales

\*\* Europe = European Union, Island, Norway & Switzerland

### Sales by brand

	June Ytd		
	2019	2018	% var.
<b>RENAULT</b>			
PC	1 013 991	1 174 905	-13.7%
LCV	215 667	214 653	0.5%
<b>PC+LCV</b>	<b>1 229 658</b>	<b>1 389 558</b>	<b>-11.5%</b>
<b>DACIA</b>			
PC	369 783	354 947	4.2%
LCV	25 294	23 203	9.0%
<b>PC+LCV</b>	<b>395 077</b>	<b>378 150</b>	<b>4.5%</b>
<b>LADA</b>			
PC	193 415	179 750	7.6%
LCV	5 747	6 734	-14.7%
<b>PC+LCV</b>	<b>199 162</b>	<b>186 484</b>	<b>6.8%</b>
<b>ALPINE</b>			
PC	2 848	636	347.8%
<b>RENAULT SAMSUNG MOTORS</b>			
PC	33 463	38 580	-13.3%
<b>JINBEI&amp;HUASONG</b>			
PC	4 415	8 657	-49.0%
LCV	73 956	76 610	-3.5%
<b>PC+LCV</b>	<b>78 371</b>	<b>85 267</b>	<b>-8.1%</b>
<b>RENAULT GROUP</b>			
PC	1 617 915	1 757 475	-7.9%
LCV	320 664	321 200	-0.2%
<b>PC+LCV</b>	<b>1 938 579</b>	<b>2 078 675</b>	<b>-6.7%</b>

<b>Groupe Renault: 15 markets - June Ytd</b>			
		<b>Volumes</b>	
		<b>2019*</b>	
		<b>(units)</b>	
		<b>MS PC+LCV 2019</b>	
		<b>(%)</b>	
1	FRANCE	379 454	26.7
2	RUSSIA	238 617	28.8
3	GERMANY	128 834	6.4
4	ITALY	126 541	10.8
5	BRAZIL	112 821	9.1
6	SPAIN+CANARY ISLANDS	104 544	12.9
7	CHINA	89 714	0.8
8	UNITED KINGDOM	62 321	4.2
9	BELGIUM+LUXEMBOURG	50 703	13.0
10	ALGERIA	39 585	52.5
11	POLAND	37 155	11.9
12	ARGENTINA	36 897	15.4
13	INDIA	36 798	2.0
14	ROMANIA	36 726	38.8
15	TURKEY	36 709	18.8
*2019 June Ytd (sales), excl Twizy			

**Pour Plus D'informations:**

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