

RENAULT STARTS THE PRODUCTION OF FLUENCE IN MALAYSIA

- **Renault and Tan Chong Motors are starting production of Fluence locally.**
- **To support growth, Renault is expanding its distribution network in the country.**
- **The agreement confirms the offensive of Renault in the fast expanding and promising South East Asian market.**

Gilles Normand, Chairman of the Asia-Pacific Region for the Renault group, and **Kuan**, CEO of Tan Chong Euro cars, today signed an agreement to build Fluence in Malaysia.

This agreement will enable Renault to build its presence and renown not only in Malaysia but also across the whole of South-East Asia, a region with real opportunities for growth. Malaysia is the third biggest regional economy after Thailand and Indonesia, with growth running at over 5% on average over the past thirty years and living standards that are among the highest in South-East Asia. In 2013, the automotive market expanded by more than 5%, for sales of 645,000 vehicles.

To support this growth, Renault is increasing the size of its network. The aim is to have 25 dealers by 2016. Renault started building its renown in Malaysia with sports models such as Mégane RS, sold here since 2010, and Clio RS, unveiled at the Malaysia Grand Prix. Koleos is also available. Renault has benefited from the expertise and good quality of service of Tan Chong Motors, its partner since 2003.

The launch of Fluence is the first stage in Renault's drive to step up the pace of growth in Malaysia. Recognized for its strength and reliability Fluence is the Renault group vehicle used to win international markets, particularly in countries where three-box sedans are popular. Other launches are planned in the future for vehicles meeting the core requirements of the local market.

"We are delighted to be strengthening our partnership with Tan Chong Motors, partner to Nissan, with which Renault has been working for over ten years. This agreement marks the start of a new stage in the development of Renault in Malaysia where our ambition is to establish Renault as the within the top 3 of generalist European car makers by 2018," said **Gilles Normand**.

"With the Malaysian automotive market now opening its doors more widely to foreign vehicle manufacturers, and after our work with Nissan, we are very pleased to have this agreement with a leading European brand such as Renault," said Mr **Kuan**.

About Renault

The Renault group, present in 118 countries, designs, develops, manufactures and sells passenger cars and light commercial vehicles under the Renault, Dacia and Renault Samsung Motors brands.

To meet the new challenges facing the automotive industry, both environmental and economic, Renault is improving existing technologies with new generations of carbon-efficient engines and implementing its breakthrough 'Zero Emissions' program. Renault has rolled out a complete zero-emission range with Fluence Z.E. and Kangoo Z.E., Twizy and ZOE. This range brings innovation within the reach of the greatest number. With its partner Nissan, Renault is

targeting global leadership in the mass marketing of zero-emission vehicles
More information on www.renault.com

About Tan Chong Group

Tan Chong Group is principally involved in the assembly and distribution of motor vehicles, provision of after sales services and related financial services such as hire-purchase, leasing, and insurance agency.

Tan Chong Group is the franchise holder and exclusive distributor for NISSAN and RENAULT vehicles in Malaysia.

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