

SALES RESULTS, FRANCE 2017: GROUPE RENAULT ANNOUNCES ITS BEST SALES RESULTS FOR SIX YEARS

- **Group passenger cars + light commercial vehicles (PC+LCV) sales rose 3.4% in 2017 to 673,869 units, the highest figure for six years.**
- **Building on a fully renewed range, Renault is reporting its highest PC+LCV sales for six years, with 554,505 units (+ 2.7%)**
- **Dacia posted a new historic record for PC+LCV sales with 119,357 units (+ 6.5%).**
- **Renault and Dacia rank first and third respectively on the PC market for consumer sales. Groupe Renault is reporting its second best performance for the XXIth century so far, in this market.**

Boulogne-Billancourt, 02/01/2018 – In 2017, in a market that was more buoyant than expected, Renault and Dacia posted a significant increase in PC and LCV sales. As a result, Groupe Renault is reporting its highest annual sales figures since 2011, with market share of 26.4%.

Renault, highest sales volumes for six years

In 2017, in an upward trending PC market (+ 4.7%), Renault registered 416,578 vehicles (+ 2.1%), its best performance in terms of sales volumes since 2011. Renault has four vehicles in France's top ten. Clio – the brand's flagship model – remains France's best-seller for the eighth consecutive year with over 117,500 registrations. Captur, Mégane and Scénic rank 5th, 9th and 10th respectively. Completing the line-up, Twingo continues to dominate its segment, accounting for over one-quarter of sales of ultra-compact city cars.

In segments further up the market, Talisman and Espace are the best-sellers in their respective categories.

ZOE continues to set the undisputed standard in the electric vehicle market. With 15,245 registrations at end-December (+ 33%), it accounts for 61% of sales of electric passenger cars.

With the recent launch of new Koleos and Alaskan, both of which are on target for their market debut, 2017 marks the end of the complete range renewal.

In an LCV market that remains dynamic (+ 7%), Renault confirmed its position as No. 1 with market share of 31.4% (- 0.7 points). The brand had four vehicles in the top 5 with Kangoo and Clio in the first two spots. Master (4th) and Trafic (5th)

are front runners in the van segment.

Kangoo Z.E. is the clear leader in the electric LCV segment with market share of 42%. Master Z.E. will expand Renault's offering in this market in early 2018.

Dacia, a historic sales record and third place in the consumer sales rankings

With 119,357 PC+LCV registrations in 2017 (+ 6.5%), Dacia once again beat its own historic sales record in France. In the PC segment, the brand increased its market share by 0.1 points to 5.6%, consolidating its position in 5th place. Dacia even ranks third in the PC consumer sales rankings.

Sandero is the brand's best-seller for consumer sales in France, taking eighth place in the top 10 PC rankings. Duster continues to enjoy strong success with increasing sales volumes despite the announcement of its forthcoming replacement.

Alpine, the rebirth

The year 2017 also saw the return of the Alpine brand with the A110 Première Edition sports coupé built in Dieppe. All 1,955 numbered examples of this vehicle were reserved in five days. Alpine will make a significant contribution to Groupe Renault registrations from early 2018.

Philippe Buros, Senior Vice President, Market Area France, Groupe Renault said:
"2017 was an excellent year for the Group in France, with the best sales results in six years for Renault and a new record for Dacia. With our fully renewed ranges, we will be able to concentrate on new challenges in 2018. Starting with digital – now a key part of the customer experience and present in all our actions – and without forgetting electric vehicle and connected car issues."

	December 2017 alone			
	Volume	vs A-1 (%)	Market share	vs A-1 (pt)
TIV, PC+LCV	232,939	- 1.1		
TIV PC	193,375	- 0.5		
TIV LCV	39,564	- 3.9		
Groupe Renault PC+LCV	64,963	- 4.6	27.9	- 1.0
Groupe Renault PC	50,823	- 4.0	26.3	- 1.0
Groupe Renault LCV	14,140	- 6.5	35.7	- 1.0
Renault brand PC+LCV	53,848	- 7.4	23.1	- 1.6
Renault brand PC	39,857	- 7.7	20.6	- 1.6
Renault brand LCV	13,991	- 6.6	35.4	- 1.0
Dacia brand PC+LCV	11,109	+ 12.2	4.8	+ 0.6
Dacia brand PC	10,960	+ 12.2	5.7	+ 0.6
Dacia brand LCV	149	+ 10.4	0.4	+ 0.0

	Overall January-December 2017			
	Volume	vs A-1 (%)	Market share	vs A-1 (pt)
TIV, PC+LCV	2,549,390	+ 5.1		
TIV PC	2,110,751	+ 4.7		
TIV LCV	438,639	+ 7.0		
Groupe Renault PC+LCV	673,869	+ 3.4	26.4	- 0.4
Groupe Renault PC	534,450	+ 3.1	25.3	- 0.4
Groupe Renault LCV	139,419	+ 4.6	31.8	- 0.7
Renault brand PC+LCV	554,505	+ 2.7	21.8	- 0.5
Renault brand PC	416,578	+ 2.1	19.7	- 0.5
Renault brand LCV	137,927	+ 4.7	31.4	- 0.7
Dacia brand PC+LCV	119,357	+ 6.5	4.7	+ 0.1
Dacia brand PC	117,865	+ 6.6	5.6	+ 0.1
Dacia brand LCV	1,492	- 5.7	0.3	- 0.0

FOR MORE INFORMATION, CONTACT:

Amélie Le Gall
amelie.le-gall@renault.com
 Press Officer
 +33 1 76 84 94 06

Rie Yamane
rie.yamane@renault.com
 Press Officer
 + 33 (0)1 76 84 00 99

For More Information:

Rié YAMANE
 Corporate Press Officer (Sales & Regions)
 +33 (0)1 76 84 00 99

rie.yamane@renault.com

GROUPE RENAULT

PRESS OFFICE

Tel.: +33 (0)1 76 84 63 36

renault.media@renault.com

Websites: www.media.renault.com - www.group.renault.com

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