

## SALES RESULTS, FRANCE 2018: GROUPE RENAULT ANNOUNCES ITS BEST SALES RESULTS FOR 8 YEARS

- **Group passenger cars and light commercial vehicles (PC + LCV) sales rise 2.4% in 2018 to 689,788 units, the highest figure for 8 years.**
- **Dacia posts a new historic record for PC + LCV sales with 141,586 units (+18.6%) and moves to the 4th place in the PC market.**
- **Groupe Renault places 5 vehicles in the top 10 of PC sales, including Clio at the top and 4 vehicles in the top 4 of LCV sales.**

**Boulogne-Billancourt, 01/02/2019** – Groupe Renault sees its passenger car and light commercial vehicles sales increase by 15,920 units despite a contrasting year, in a growing market. It thus records its best commercial year in terms of volumes since 2010. Its market share reaches 26.2%.

### Renault, the number one brand in the French market

In 2018, in a growing passenger car market (+3.0%), Renault registers 406,228 vehicles (-2.5%).

Renault remains the number one brand in both passenger cars and LCVs. Clio remains the best-selling vehicle in France for the 9th consecutive year, with more than 123,600 units registered.

Captur and Twingo, rank 6th and 10th respectively. The latter sees its sales increase by 18.8%, and alone represents a quarter of a fast-growing segment.

ZOE remains the undisputed reference in the electric vehicle market. With 17,038 registrations at the end of December (+11.8%), it represents 54.9% of the electric passenger car market, with strong growth in the last quarter (+93.5%).

In a dynamic LCV market (+4.7%), Renault confirms its position as absolute leader with a 30.7% market share (-0.8 points). The brand places 4 vehicles in the top 4 places, with Kangoo, Master, Clio and Trafic.

Kangoo Z.E. is the undisputed leader in the utility electric market with a 51.5% market share. Master Z.E. and ZOE complete the widest range of 100% electric LCVs on the market.

## Dacia, record sales and 4th place in the market

With 141,586 PC + LCV registrations in 2018 (+18.6%), Dacia once again beats its historic sales record in France. In PC, the brand gained 0.9 points to 6.5% of the market and took 4th place for the first time. The brand still occupies 3rd place in the market for passenger cars sold to private customers.

Sandero maintains its position as the best-selling vehicle for private customers in France and moves from 8th to 5th place in the top 10 PCs. Duster, whose new generation is a huge success, has seen its sales increase by nearly 40%, and enters 9th place in the top 10 PCs.

## Alpine, an enthusiasm that is confirmed

Alpine contributed to Group Renault's registrations with the delivery of A110's first 1,100 customers in France. The brand continues to generate enthusiasm with more than 1,000 orders at the end of 2018.

**Philippe Buros**, Senior Vice President, Market Area France, Groupe Renault said: « *In a difficult legislative context, the Group had a good year in 2018, with an increase in sales. In 2019, Renault's product news and Dacia's continued success should enable us to hold our ground. And we will work to strengthen our leadership in new mobility, particularly electric mobility.* »

	December 2018 alone			
	Volume	vs Y-1 (%)	Market Share (%)	vs Y-1 (pt)
MTM VP + VU	206,123	- 11,5		
MTM VP	165,390	- 14,5		
MTM VU	40,733	+ 2,9		
Groupe Renault VP+VU	54,496	- 16,1	26,4	- 1,4
Groupe Renault VP	41,058	- 19,2	24,8	- 1,5
Groupe Renault VU	13,438	- 5,0	33,0	- 2,7
Marque Renault VP+VU	44,626	- 17,1	21,7	- 1,5
Marque Renault VP	31,307	- 21,4	18,9	- 1,7
Marque Renault VU	13,319	- 4,8	32,7	- 2,7
Marque Dacia VP+VU	9,721	- 12,5	4,7	- 0,1
Marque Dacia VP	9,602	- 12,4	5,8	+ 0,1
Marque Dacia VU	119	- 20,1	0,3	- 0,1

	<b>Overall January-December 2018</b>			
	<b>Volume</b>	<b>vs Y-1 (%)</b>	<b>Market Share (%)</b>	<b>vs Y-1 (pt)</b>
MTM VP + VU	2,632,611	+ 3,3		
MTM VP	2,173,481	+ 3,0		
MTM VU	459,130	+ 4,7		
Groupe Renault VP+VU	689,788	+ 2,4	26,2	- 0,2
Groupe Renault VP	547,704	+ 2,5	25,2	- 0,1
Groupe Renault VU	142,084	+ 1,9	30,9	- 0,8
Marque Renault VP+VU	547,051	- 1,3	20,8	- 1,0
Marque Renault VP	406,228	- 2,5	18,7	- 1,0
Marque Renault VU	140,823	+ 2,1	30,7	- 0,8
Marque Dacia VP+VU	141,586	+ 18,6	5,4	+ 0,7
Marque Dacia VP	140,325	+ 19,1	6,5	+ 0,9
Marque Dacia VU	1,261	- 15,5	0,3	- 0,1

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