

PRESS RELEASE

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WORLD SALES RESULTS IN FIRST-HALF 2014

RENAULT GAINS MOMENTUM IN EUROPE AND HOLDS FIRM INTERNATIONALLY

In the first half of the year, the strong performance of the Renault and Dacia brands in Europe, driven by the success of Clio, Captur, Duster phase 2 and Sandero, enabled the Group to offset the sharp slowdown in its main emerging markets.

With nearly 1.4 million vehicles sold worldwide at end-June 2014, Renault group PC+LCV sales increased by 4.7% in the first half of 2014 compared to 2013.

In Europe, Renault group sales increased by 18%, far exceeding market growth, which was up 6.5%. The Renault brand recorded growth of 13%. Dacia is the fastest growing brand (gaining 0.5 points of market share) over the semester.

Group sales outside of Europe are down 9% due to the economic and financial crises in its main emerging markets. Within this context, the Group is holding firm and still recording market share growth in Eurasia and Latin America, with a record first-half in Brazil (7% market share).

"In the first half of 2014, Renault brand sales in Europe were up, thanks to Clio and Captur. Dacia is the fastest growing brand in the Region. As a result, Renault is able to diminish the impact of the decline in our main emerging markets and to maintain the Group's positive momentum", says Jérôme Stoll, Chief Performance Officer and Executive Vice-President, Sales and Marketing.

Highlights in first-half 2014

Renault group sales increased by 4.7% to 1,365,418 units in a global automotive market up 3.8% in the first half of 2014.

EUROPE

In a growing market (+6.5%), in contrast to 2013, the Group sold 776,236 vehicles (+18%) and took PC+LCV market

share of 10.2% (+1 point).

Group sales increased by 18% with 776,236 units sold. PC+LCV market share increased by 1 point to 10.2%. Group sales grew substantially across nearly all countries. The most substantial growth was recorded in **Portugal** (+68%), **United-Kingdom** (+65%), **Ireland** (+52%), **Spain** (+35%) and the **Nordic countries** (+37%).

Clio was still the best-selling vehicle on the French market at end-June, and the third best-selling vehicle in Europe[1].

The Group became a recognised expert in the urban crossover segment with Captur, first in the B segment in Europe, and Duster, third in the C segment[2] (and first in France).

The **Renault** brand confirmed its position as the third largest brand in the European PC+LCV market, with market penetration of 7.6% (+0.4 point). The brand is the B-segment leader with Clio and Captur[3]. The brand entered its 17th consecutive year as LCV market leader with a 14.3% share (+0.2 point), and volume which rose 11%.

Dacia brand sales recorded the strongest increase of any brand. Bolstered by the renewal of its range and the relevance of its offer in today's difficult economic environment in Europe, the brand grew its PC+LCV market share by 0.5 points to 2.6%.

In **France**, in a growing market (+2.7%), the Group registered 313,682 vehicles (+12.5%) for a PC+LCV market share of 27.3%, up 2.4 points. At end-June, New Clio was the best-selling vehicle in the French market. With 33,910 sales, Captur consolidated its success and was the country's best-selling SUV. Scénic, the leading compact MPV, is holding firm against newer competitive models. Overall, five of the Group's models were among the TOP 10 best-selling vehicles at end-June.

Dacia, with 5.3% of the PC+LCV market (+1.1 points), is firmly established in fifth position (fourth for sales to individuals). Sandero and Duster sales surged by more than 30% and 58% respectively compared to the same period in 2013.

Renault also leads the LCV market, where Kangoo Express is the top-selling model.

INTERNATIONAL

Due to the downturn in its main emerging markets, Group sales are down 9% to 589,182 units. They represent 43% of total sales (compared to 50% in the first half of 2013). The Group is affected by declining markets in Algeria (-31% TIV), Turkey (-26% TIV), Argentina (-24% TIV), Russia (-8% TIV), and Brazil (-7%), with a sharp downward trend in those countries, and India (-5% TIV).

Eurasia region

In the Eurasia region, Renault is performing better than the market with sales down 7% in a market down 9%.

In **Russia**, the Group's third largest market, Renault is still the second leading brand in the country after Lada, with a stable market share of 7.8%, pending the full effect of the renewal of its M0 range.

Following the collapse of the Ukrainian market, **Kazakhstan** (+11% TIV) became the second largest market in the region. Renault is continuing its market penetration in the region and doubled its sales thanks to Duster; market share surged by 2.6 points to 5.4%.

Asia-Pacific region

With 110,903 vehicles sold, Group sales were down 12% (-2.8% excluding Iran), in particular due to the situation in **Iran** and the drop in the **Indian** market. Group market share in the region is slightly down at 0.5%.

In **South Korea**, Renault Samsung Motors recorded 40% volume growth in a market that grew by 7%. Market share rose 1.1 points to 4.7%. RSM has once again become the country's fourth leading brand. The success of the new QM3 is the main driver of this recovery.

Euromed-Africa region

Group sales in the Euromed-Africa region are down 15% in a market that fell 11%.

After several strong years, the **Algerian** market is experiencing a major downturn. The Renault group is still the market leader in the country, with a 25.4% market share.

The Group held firm in **Turkey**, where the market fell 26%, and achieved a 17.6% market share, up 0.5 points. Fluence is the best-selling vehicle in this market[4].

The **Group** is still well ahead in Morocco, with market share of 37% and six models among the TOP 10 at end-May.

Americas region

With 205,390 vehicles sold, Group sales are down 2% in a regional market which fell 9%.

In **Brazil**, the Group's second largest market, sales increased by 8% in a market that fell 7%. The Group's market share gained 1 point and reached a record high of 7% thanks to 110,146 sales.

In a vulnerable Argentinian market (-24%), Renault maintained its market share (14.4%) while prioritising the profitability of its operations.

2014 sales outlook

In the second half of the year, the Group's main markets will develop in keeping with the results of the first half. We expect annual growth of 3 to 4% in Europe, with a French market up 1%.

Within this context, Renault confirms its earlier projections of market share gain in Europe and of increased worldwide sales volumes.

To achieve this, the Group will rely on:

- the proven success of its new products: Clio, Captur, Sandero and Duster phase 2;
- the forthcoming launches of New Twingo and New Trafic;
- the international roll-out of New Logan and New Sandero.

*"The continued renewal of Logan and Sandero internationally should enable us to hold firm in falling emerging markets. In Europe, the imminent launches of New Twingo and New Trafic will confirm the trend of the first six months. Within this context, we confirm our projections of increased market share in Europe and of greater worldwide sales", says **Jérôme Stoll**, Chief Performance Officer and Executive Vice-President, Sales and Marketing.*

[See the slides by clicking here](#)

Group sales by region PC+LCV

	2014*	2013*	% var.
France	313,682	278,848	12.5%
Europe** (excl. France)	462,554	378,586	22.2%
France + Europe Total	776,236	657,434	18.1%
Euromed Africa	166,695	196,562	-15.2%
Eurasia	106,194	114,217	-7.0%
Asia Pacific	110,903	126,111	-12.1%
Americas	205,39	210,103	-2.2%
Total excl. France + Europe	589,182	646,993	-8.9%
World	1,365,418	1,304,427	4,70%

* Sales at end-June

** Europe = EU (28 countries - Bulgaria & Romania) + Balkans (5 countries) + Iceland, Norway and Switzerland

Sales by brand

	2014*	2013*	% var.
RENAULT			
PC	906,439	916,473	-1.1%
LCV	157,099	147,169	6.7%
PC+LCV	1,063,538	1,063,642	0.0%
DACIA			
PC	245,553	200,121	22.7%
LCV	17,557	11,486	52.9%
PC+LCV	263,11	211,607	24.3%
RENAULT SAMSUNG MOTORS			
PC	38,77	29,178	32.9%
RENAULT GROUP			
PC	1,190,762	1,145,772	3.9%
LCV	174,656	158,655	10.1%
PC+LCV	1,365,418	1,304,427	4,70%

* Sales at end-June

Top 15 Group markets at end-June 2014

Country		Sales	Market share
		PC + LCV	
1	FRANCE	313,682	27.3%
2	BRAZIL	110,146	7.0%
3	RUSSIA	96,421	7.8%
4	GERMANY	88,634	5.4%
5	ITALY	69,2	8.5%
6	SPAIN	62,561	12.2%
7	GREAT BRITAIN	54,67	3,80%
8	ARGENTINA	52,474	14.4%
9	TURKEY	50,15	17.6%
10	BELGIUM LUXEMBURG	46,606	13.3%
11	ALGERIA	44,136	25,40%
12	SOUTH KOREA	36,977	4,70%
13	INDIA	24,129	1.6%
14	MOROCCO	23,901	37.0%
15	NETHERLANDS	22,531	9.9%

[1] Figures at end-May 2014

[2] Figures at end-May 2014

[3] Figures at end-May 2014

[4] Figures at end-May 2014

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