

## WORLD SALES RESULTS IN FIRST-HALF 2018

### A new record for Groupe Renault with 2.1 million vehicles sold, up 9.8%

- Groupe Renault sales volumes were up 9.8% on the first-half while integrating the two brands Jinbei and Huasong, which are consolidated in the group global volume since January 1st, 2018. On the 2017 scope, the Groupe Renault sales increased 5.3% in a market up 4.2%.
- The Renault and Dacia brands set a half-year sales record. Renault remains the second best-selling brand in Europe.
- The group achieved record sales internationally. Sales were up 18.1% in the Americas region and 15.1% in the Eurasia region.
- Renault is confirming its growth ambitions<sup>1</sup> in 2018, driven by the development of its international business activities.

**Boulogne-Billancourt, 16/07/2018** – Groupe Renault passenger car (PC) and light commercial vehicle (LCV) registrations worldwide (including LADA, Jinbei and Huasong) increased 9.8%. Group market share now stands at 4.3% (+0.2 points).

The group and the Renault and Dacia brands set a half-year sales record. The Groupe sold 2,067,695 vehicles, the Renault brand 1,378,583 vehicles and the Dacia brand 378,095 vehicles.

LADA sales increased 24.0%. Renault Samsung Motors sales decreased 26.9%.

Effective from January 1, 2018, Groupe Renault has also integrated the sales volumes of Jinbei and Huasong, which totaled over 85,000 units.

*“For the third consecutive year, we have set a new sales record, with nearly 2.1 million vehicles sold in the first half. In Europe, the group continues to gain market share, while internationally we are posting excellent performances, notably in Latin America, the Eurasia region and Africa,”* said **Thierry Koskas, Member of the Executive Committee, Executive Vice President, Sales and Marketing.**

**In Europe**, Group registrations rose 4.4 % in a market that grew 2.8%, with 1,070,718 vehicles registered in the first half. The group took an 11.0% share of the European market, up 0.2 points.

The **Renault** brand alone grew its sales 1.1% for market share of 8.1%. Clio 4 is the second best-selling vehicle in Europe, Captur the number-one crossover in its segment and Scénic the top-selling model in its category.

In the electric vehicle segment, Renault confirmed its leadership with a market share of 21.9%. Sales volumes increased 11.6%. ZOE sales rose 1.1% and Kangoo Z.E. Sales grew 125%, this last now holding a 38.9% share of the electric LCV market, which it continues to lead.

The **Dacia** brand posted a half-year sales record in Europe with 281,225 vehicle registrations (up 14.6%) and a record 2.9% share of the market (up 0.3 points). The increase was driven by the performance of Sandero phase 2 and New Duster, which posted 63,900 registrations in six months.

The **Alpine** brand recorded its first registrations in 22 years. More than 4,800 vehicles have been reserved since launch.

**Outside Europe**, group registrations rose 16.4%. The group achieved sales growth in the Americas (+18.1%), Asia-Pacific (+69.5%) and Eurasia (+15.1%). Sales were down in Africa, Middle East, India (-4.5%).

In the **Americas** region, sales rose 18.1% in a market that expanded by 6.3%. The group achieved a record 7.3% market share for a half-year period, up 0.7 points. The performance notably resulted from an unprecedented product offensive comprising the complete SUV range.

Groupe Renault continued to take full advantage of the dynamic market in **Argentina**, increasing its registrations 22.2%, twice as much as the market, up 11.2%. Market share increased 1.3 points to 14.6%. The market in **Brazil** gained 13.7% in the first half of the year. The group took advantage of the trend, increasing sales by 27.8% reporting a record market share of 8.3% (up 0.9 points). Kwid, launched in second-half 2017, ranks number-two in its segment in both countries.

The **Asia-Pacific** region integrated the sales volumes of the Jinbei and Huasong brands on January 1, 2018 following the creation of a joint venture with Brilliance China Automotive Holdings Limited. Sales rose 69.5% in the region. The group sales on the 2017 scope is down 14.8% in a market that increased 4.3%.

In **China**, the group sold 117,646 vehicles, nearly 33,000 of which under the Renault brand.

**Renault Samsung Motors** posted a decrease of 26.9% in South Korea in the absence of a new model in a highly competitive market.

In **Eurasia**, registrations rose 15.1% in a market that grew 9.4%. The group increased its market share 1.3 points to 25.8%, driven primarily by strong momentum in Russia.

The **Russian** market expanded 18.2% in the first half of the year. Russia remains Groupe Renault's number-two market. The group grew its sales 19.7% and placed eight models in the top 15 passenger car rankings. More than one vehicle in every four sold in Russia in 2017 is a Renault or LADA.

**LADA** posted a 21.1% rise in sales with a market share of 20.0% (+0.5 points) thanks to the success of the new LADA Vesta and LADA XRAY models.

**Renault** brand sales volumes increased 16.5%, notably owing to the success of Duster and Kaptur, ahead of the arrival of a new C-segment crossover in 2019.

In the **Africa, Middle East, India** region, Group registrations contracted 4.5% in a market up 10.1%.

Sales fell 10.3% in **Iran** for a market share of 8.1% (down 2.3 points).

In **India**, while remaining the number-one European car brand, Renault recorded a 25.4% downturn in sales in a highly competitive market.

In **North Africa**, group sales rose 12.4% in a market up 7.0%. Group market share stood at 44.8%, up 2.1 points.

## Market outlook in 2018 for Groupe Renault

Groupe Renault has revised its perspectives for the year 2018.

The global market is expected to grow 3% on 2017 (previously +2.5%). The European market is expected to expand 1.5% (vs +1%) with an increase of 2% (vs +1%) for France. Internationally, the Brazilian market is expected to grow 10% (vs +5%) and the Russian market more than 10% (vs close to +10%). China is expected to grow 5%, and India 8% (vs 6%).

In this context, the group is expected to reap the benefits of range renewal across all regions in 2018 and to pursue sales growth<sup>1</sup>, driven by international markets in connection with the new Drive the Future plan.

<sup>1</sup> At constant scope

## Group sales by region PC+LCV

	June Ytd*		
	2018	2017	% var.
France	389,216	368,002	5.8%
Europe** (Excl France)	681,502	657,558	3.6%
<b>France + Europe Total</b>	<b>1,070,718</b>	<b>1,025,560</b>	<b>4.4%</b>
Africa Middle East India	240,494	251,723	-4.5%
Eurasia	371,789	323,051	15.1%
Americas	214,370	181,592	18.1%
Asia Pacific	170,324	100,465	69.5%
<b>Total Excl France + Europe</b>	<b>996,977</b>	<b>856,831</b>	<b>16.4%</b>
<b>World</b>	<b>2,067,695</b>	<b>1,882,391</b>	<b>9.8%</b>

\* Sales

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

## Sales by brand

	June Ytd*		
	2018	2017	% var
<b>RENAULT</b>			
PC	1,164,141	1,144,343	1.7%
LCV	214,442	201,537	6.4%
<b>PC+LCV</b>	<b>1,378,583</b>	<b>1,345,880</b>	<b>2.4%</b>
<b>RENAULT SAMSUNG MOTORS</b>			
PC	38,580	52,776	-26.9%
<b>DACIA</b>			
PC	355,068	310,653	14.3%
LCV	23,027	22,712	1.4%
<b>PC+LCV</b>	<b>378,095</b>	<b>333,365</b>	<b>13.4%</b>
<b>LADA</b>			
PC	179,843	144,832	24.2%
LCV	6,683	5,538	20.7%
<b>PC+LCV</b>	<b>186,526</b>	<b>150,370</b>	<b>24.0%</b>
<b>ALPINE</b>			
PC	644		
<b>JINBEI&amp;HUASONG</b>			
PC	8,657		
LCV	76,610		
<b>PC+LCV</b>	<b>85,267</b>		
<b>GROUPE RENAULT</b>			
PC	1,746,933	1,652,604	5.7%
LCV	320,762	229,787	39.6%
<b>PC+LCV</b>	<b>2,067,695</b>	<b>1,882,391</b>	<b>9.8%</b>

## Groupe Renault : 15 markets - June Ytd

		Volumes 2018*	MS PC+LCV 2018
		(units)	(%)
1	FRANCE	389,216	27.23
2	RUSSIA	240,728	28.35
3	GERMANY	124,251	6.28
4	ITALY	118,376	9.79
5	CHINA	117,646	0.88
6	SPAIN	100,841	11.89
7	BRAZIL	93,850	8.33
8	ARGENTINA	70,536	14.63
9	TURKEY	68,414	19.36
10	IRAN	61,354	8.10
11	UNITED KINGDOM	57,290	3.82
12	BELGIUM+LUXEMBOURG	52,962	12.92
13	INDIA	42,697	2.11
14	SOUTH KOREA	40,920	4.62
15	MOROCCO	39,747	43.67

\*2018 ytd June (sales), excl Twizy

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