

PRESS RELEASE 2015-04-01

# **SALES RESULTS FRANCE 1ST QUARTER 2015**

### RENAULT RESULTS OUTPACE GROWTH IN AUTOMOTIVE PC MARKET

- Renault sales for the first quarter of 2015 rose by 8.1%, outpacing the 6.9% growth in the French automotive PC market. With a market share of 20.2% (up by 0.2 points), Renault widens its lead.
- Dacia is the fourth brand for sales to private motorists.
- The Renault group has five cars in the top ten, with Clio topping the list and Captur in third place.
- In March, Renault PC market share stood at 21.4% (+0.7 points).

#### Renault

Renault sales in the first quarter of 2015 exceeded growth in the French automotive PC market. Volumes were up by 8.1 %, and Renault's market share rose by 0.2 points to 20.2%.

Renault kept first place in sales to private motorists, with a market share of 18.8%, and in fleet sales (excepting contract rental) with a share of 24.1%.

With 28,644 units sold and 6% of the automotive PC market, Clio stayed top of the French sales ranking. Captur claimed third place, with sales up by 31.1% to 19,754 units in the first quarter of 2015. New Twingo, Scénic and Mégane were also in the top ten.

The French market for light commercial vehicles was steady (up by 0.4%). Renault's market share here reached 31.1%, up by 1 point on the first quarter of 2014. The company car version of Clio and Kangoo were the two biggest-selling LCVs in France.

On the electric automotive PC market, Renault's market share rose by 17.6 points to 54.4%. To coincide with the French government's incentive measures on electric vehicles, Renault is offering a three-year rental scheme for ZOE from €99 per month all-inclusive, with no down-payment (conditional on trade-in of a diesel vehicle registered before 1 January 2001).

#### Dacia

For the first quarter of 2015, Dacia registrations were down on same period in 2014 but remained at a very creditable 5.1% of the French automotive PC market. (The previous year's figures were exceptionally high owing to successful launch of Duster phase 2 and carry-over of deliveries from late 2013 to the first quarter of 2014.)

Dacia ranked fourth in France for sales to private motorists.

To celebrate the tenth anniversary of the brand's launch in France, Dacia is offering equipment-rich anniversary limited editions of Sandero, Duster, Lodgy, Dokker, Logan and Logan MCV from 1 April 2015. This programme is expected to drive a significant sales boost.

## Quote from Philippe Buros, senior VP, Market Area France

"Our results for the first quarter of 2015 are highly encouraging. I congratulate the dealer network as a whole for this

	Month of				
	Volume	vs Y-1 (%)	market share (%)	vs Y-1 (pt)	
TIV PC+LCV	233 481	+9.5			
TIV PC	196 572	+9.3			
TIV LCV	36 909	+10.5			
Renault group PC+LCV	63 390	+10.5	27.2	+0.2	
Renault group PC	51 362	+8.1	26.1	-0.3	
Renault group LCV	12 028	+21.9	32.6	+3.1	
Renault PC+LCV	53 746	+14.9	23.0	+1.1	
Renault PC	42 070	+13.0	21.4	+0.7	
Renault LCV	11 676	+22.3	31.6	+3.1	
Dacia PC+LCV	9 644	-9.2	4.1	-0.9	
Dacia PC	9 292	-9.8	4.7	-1.0	
Dacia LCV	352	+10.3	1.0	+0.0	

	Cumulated January- 2014			
	Volume	vs Y-1 (%)	market share (%)	vs Y-1 (pt)
TIV PC+LCV	568 667	+5.8		
TIV PC	477 326	+6.9		
TIV LCV	91 341	+0.4		
Renault group PC+LCV	150 182	+3.1	26.4	-0.7
Renault group PC	120 736	+2.9	25.3	-1.0
Renault group LCV	29 446	+4.2	32.2	+1.2
Renault PC+LCV	124 638	+7.1	21.9	+0.3
Renault PC	96 239	+8.1	20.2	+0.2
Renault LCV	28 399	+3.8	31.1	+1.0
Dacia PC+LCV	25 544	-12.6	4.5	-1.0
Dacia PC	24 497	-13.6	5.1	-1.2
Dacia LCV	1 047	+19.5	1.2	+0.2

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