

# RENAULT GROUP – 2013 SALES RESULTS

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# RENAULT FASTEST GROWING GROUP IN EUROPE, KEEPS IMPROVING OVERSEAS SALES

## The 2013 commitments are achieved



### Sales above 2012

A 3,1% growth at 2 628Ku

**+80ku**



### Market share recovery in Europe

Group #1 in market share increase

**+0,4pt**

## Thanks to

- Robust overseas positions
- New products success
- Relevance of the M0 range

## Despite headwinds

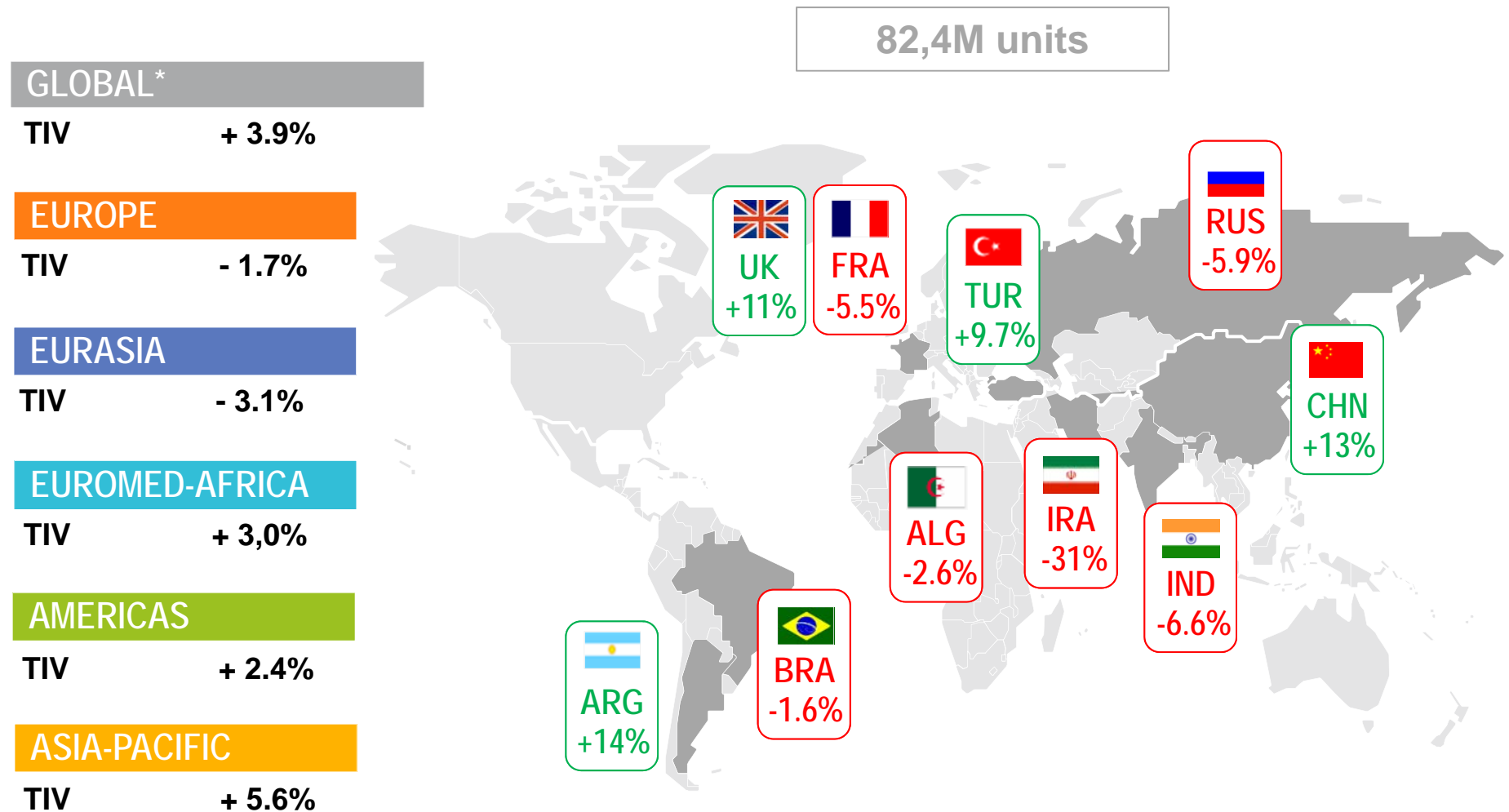
- European market 2% decrease
- Emerging markets temporary slow down
- Shut down of the business in Iran

# 01



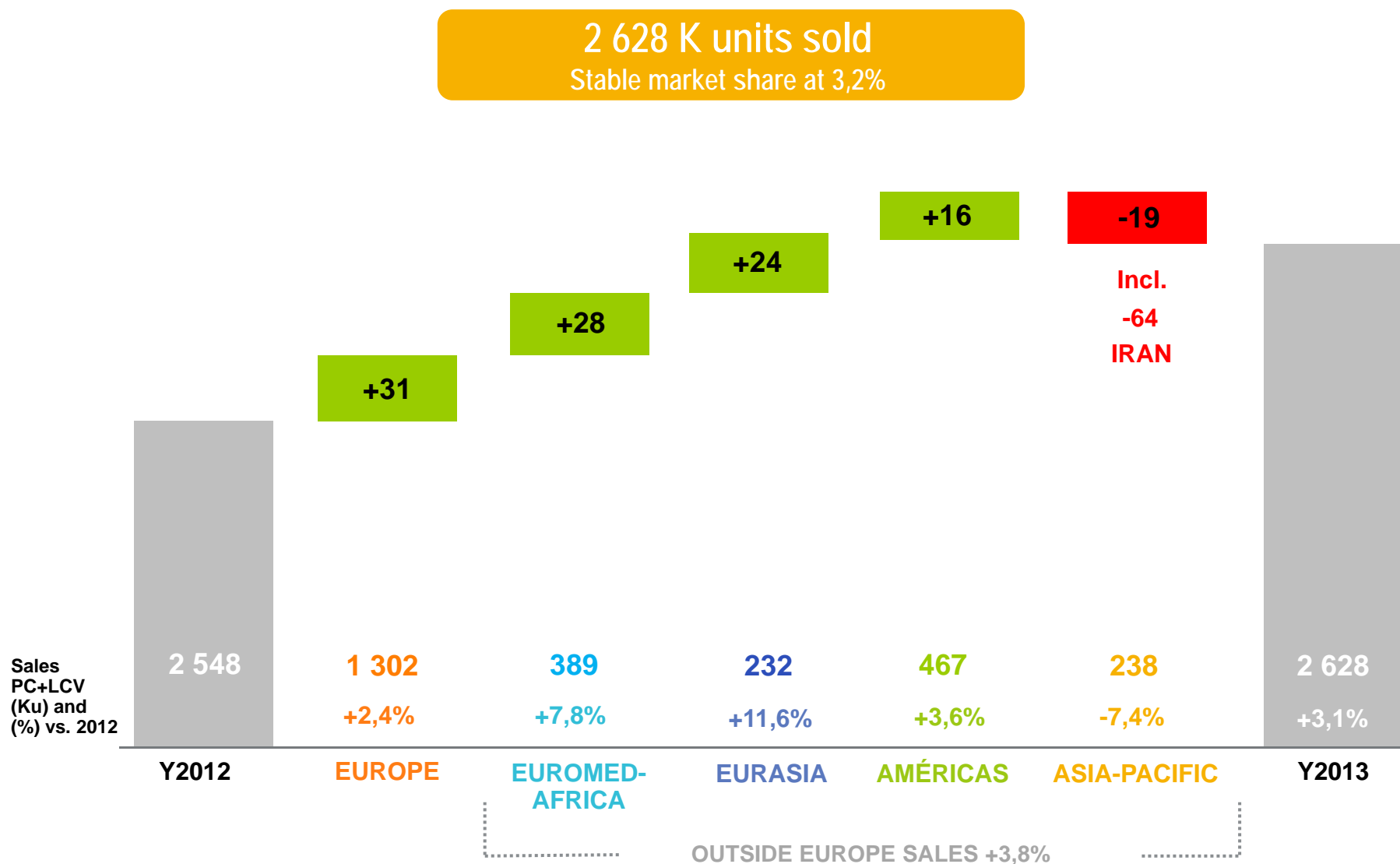
## GLOBAL SALES RESULTS

## A CONTRASTED GLOBAL TIV GROWTH IN 2013



\* TIV PC + LCV including North America

## A 3,1% RENAULT GROUP SALES GROWTH, GEOGRAPHICALLY BALANCED



## RENAULT IS ROBUST ON CORE COUNTRIES, KEEPS EXPANDING OUTSIDE EUROPE

**+0.7pt**

Market share increase of  
Top 10 vs. 2012

**> 50%**

Sales outside Europe  
(+0.4pt at 50,5%)

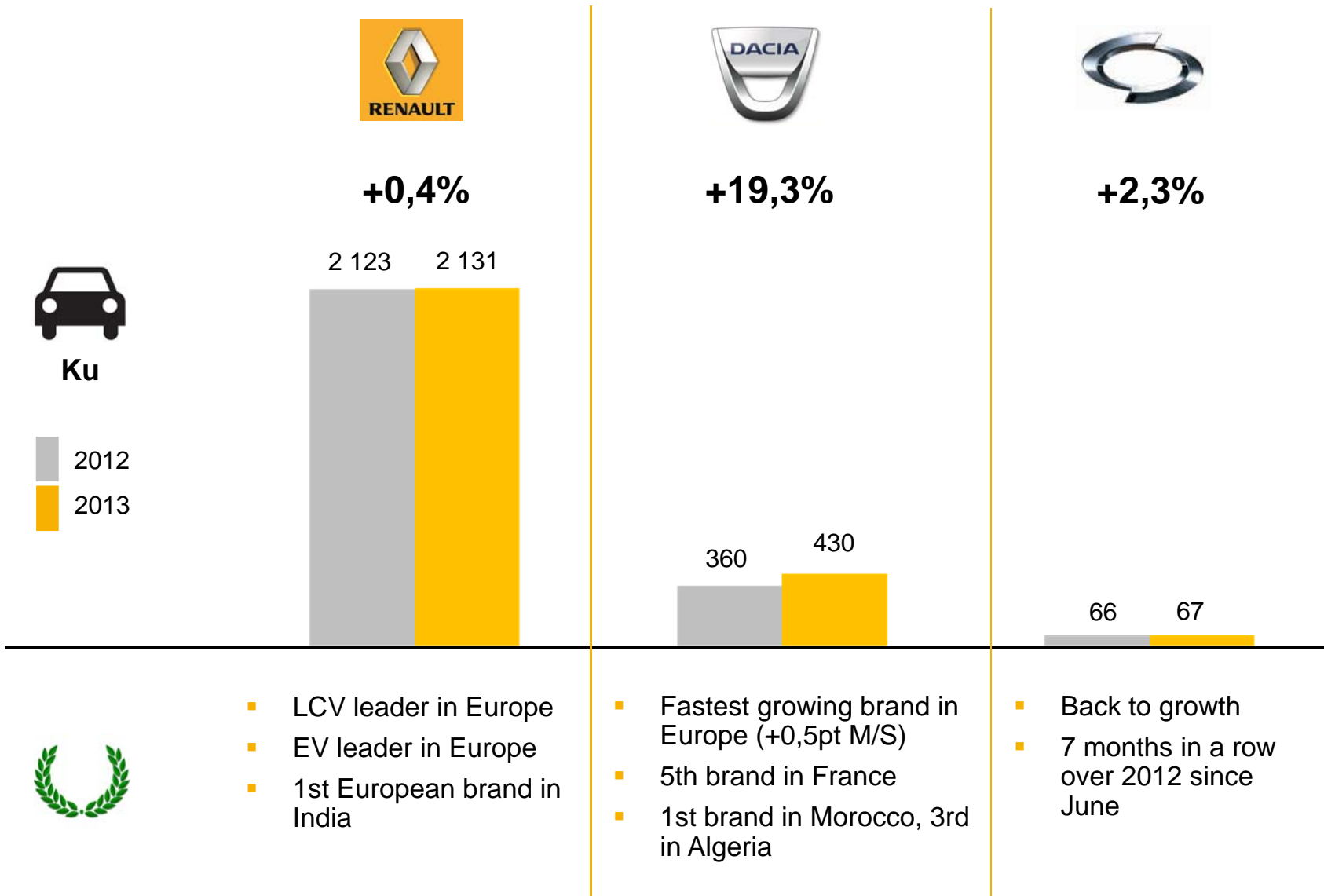


New opportunities:  
China, Indonesia

### RENAULT GROUP TOP 10 MARKETS

		M/S	Vs. 2012
01	 FRANCE	25,4%	+1,2pt
02	 BRAZIL	6,6%	=
03	 RUSSIA	7,6%	+1,1pt
04	 GERMANY	5,1%	=
05	 TURKEY	17,0%	+1,8pt
06	 ARGENTINA	15,4%	+0,6pt
07	 ALGERIA	26,2%	+0,2pt
08	 ITALY	7,2%	+0,9pt
09	 SPAIN	12,1%	+1,4pt
10	 BELGIUM+LUX	13,0%	+0,5pt
TOTAL TOP 10		11,0%	+0,7pt

## THE 3 BRANDS ARE STRENGTHENING



## THE NEW PRODUCTS OUTLINE THE COME BACK OF THE RENAULT BRAND



### **NEW CLIO: 338Ku sold in one year**

- #1 in France, #3 in Europe
- #2 in Algeria, #4 in Turkey



### **CAPTUR: 94Ku sold since launch**

- #1 Crossover in France
- #1 of its segment in Europe since July



### **ZOE: Leading Electric véhicule**

- 22% of EV market share in Europe
- Highest satisfaction rate of the whole Renault range



## THE M0 RANGE SERVES BOTH EXPANSION AND RECONQUEST



### DUSTER: 377Ku

- #1 vehicle of the Group
- 1<sup>st</sup> SUV in Russia,
- 2<sup>nd</sup> SUV in Brazil, Argentina, India



### NEW SANDERO: 146Ku

- +68% in Europe
- 3rd vehicle sold to private customers in France

**M0 Range: 1 085K units sold, +14%**

# 02



## 2013 SALES RESULTS BY REGION

# EUROPE: THE RENAULT GROUP RECORDS THE STRONGEST MARKET SHARE INCREASE



## GROUP MARKET SHARE PC+LCV

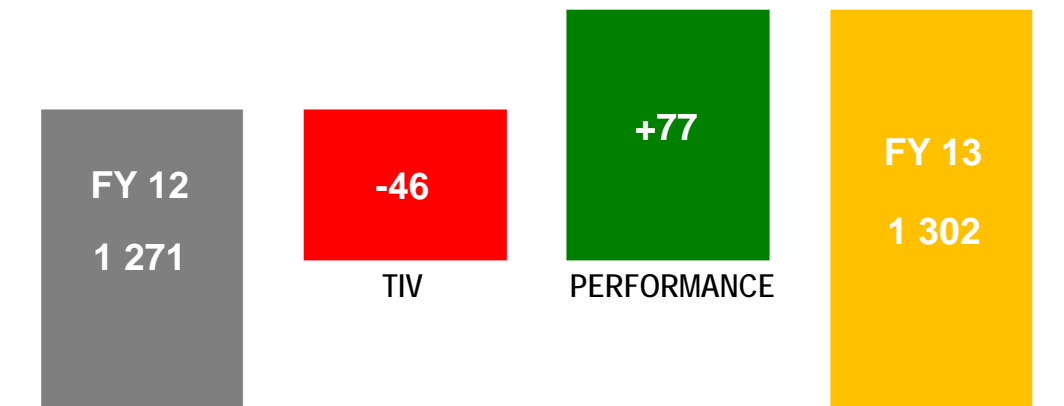
Europe + France 9,5%

+0,4 pt

France 25,4%

+1.2 pt

## BREAKDOWN OF UNITS SALES INCREASE



## HIGHLIGHTS

### B SEGMENT



Renault 1<sup>st</sup> with  
ZOE, CLIO, CAPTUR

### LCV

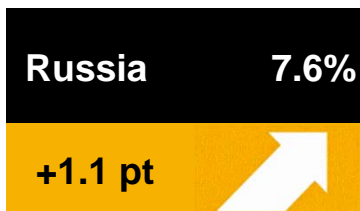


16<sup>th</sup> year of leadership  
M/S of 14,5%

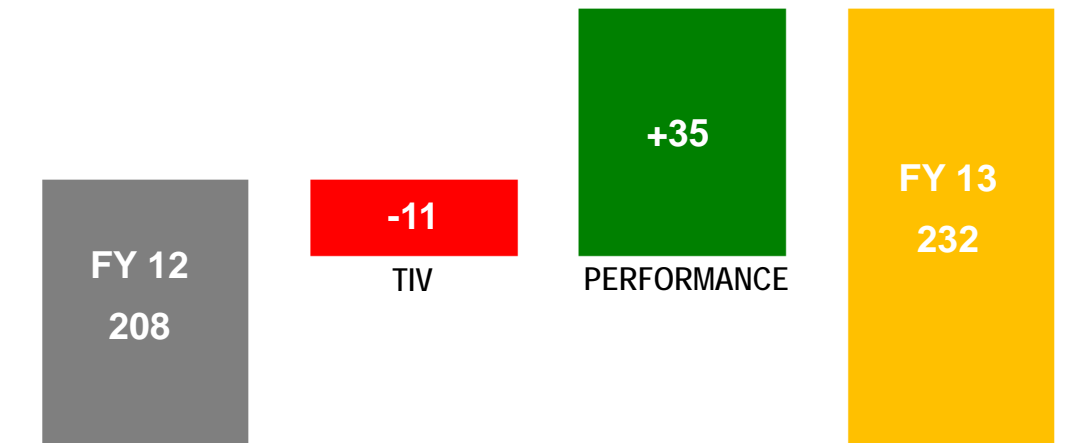
# EURASIA: RENAULT KEEPS ON GROWING DESPITE TIV DROP IN RUSSIA



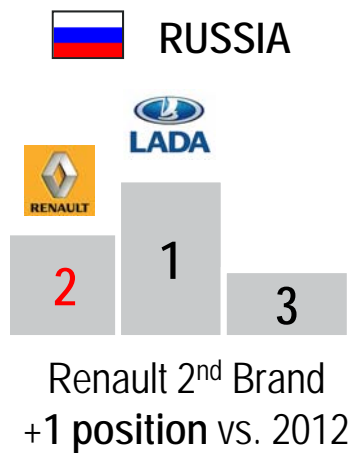
## GROUP MARKET SHARE PC+LCV



## BREAKDOWN OF UNITS SALES INCREASE



## HIGHLIGHTS

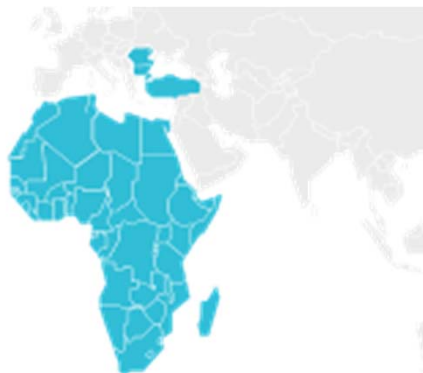


## DUSTER 1<sup>st</sup> SUV IN RUSSIA



83 700 units

# EUROMED-AFRICA: RENAULT IS OVER-PERFORMING THE MARKET



## GROUP MARKET SHARE PC+LCV

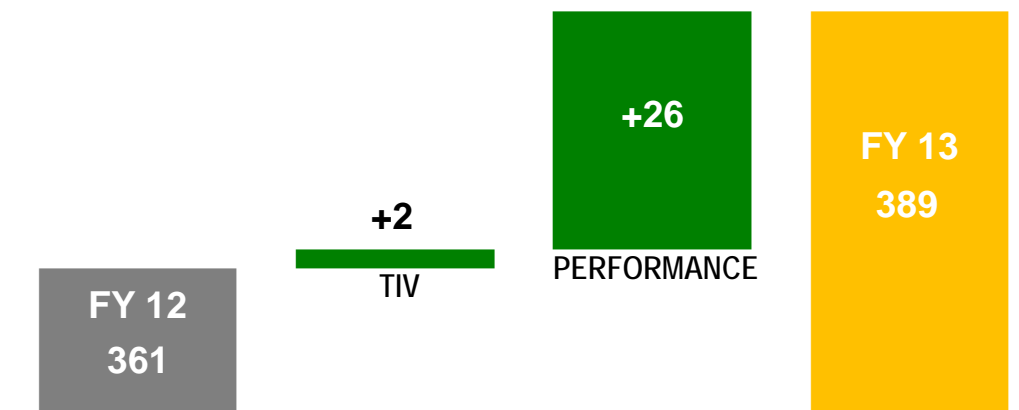
**Euromed-Africa 15.2%**

**+0.7 pt**

**Turkey 17.0%**

**+1.7 pt**

## BREAKDOWN OF UNITS SALES INCREASE



## HIGHLIGHTS



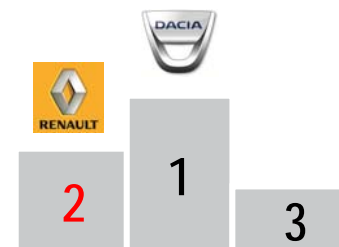
**ALGERIA**



1<sup>st</sup> Group



**MOROCCO**



1<sup>st</sup> Group



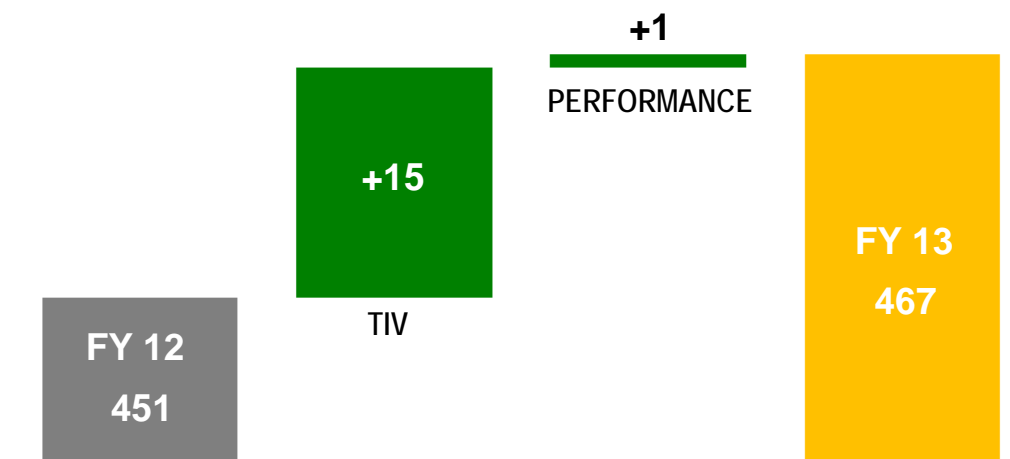
## AMERICAS: THE PERFORMANCE IN ARGENTINA OFFSETS THE TIV DECREASE IN BRAZIL



### GROUP MARKET SHARE PC+LCV

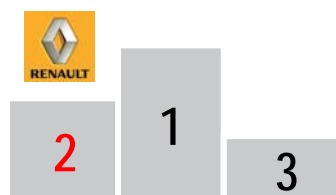


### BREAKDOWN OF UNITS SALES INCREASE



### HIGHLIGHTS

 **ARGENTINA**



Renault 2<sup>nd</sup> brand  
+1 position vs. 2012

**DUSTER 2<sup>nd</sup> SUV**  
BRAZIL / ARGENTINA



108 900 units

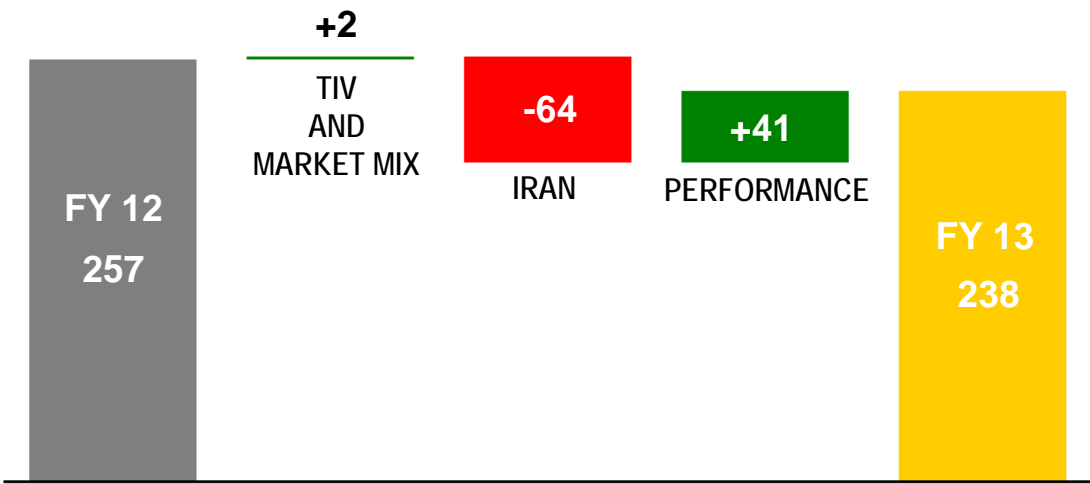
# ASIA-PACIFIC: SALES ARE UP 29%, EXCLUDING IRAN



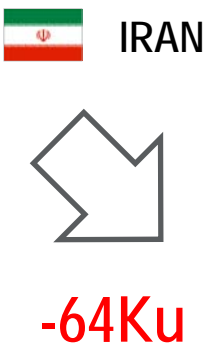
## GROUP MARKET SHARE PC+LCV



## BREAKDOWN OF UNITS SALES DECREASE



## HIGHLIGHTS



# 03

## 2014 OUTLOOK



## 2014 OUTLOOK

### **Markets**

- Global: Moderate growth, +2%, carried by China
- France and Europe: slightly positive at +1%

### **We confirm our strategy of profitable growth**

- Increase our global sales volumes
- Continue our recovery in Europe

**With an ambitious and appropriate Product Plan**

# Q&A

