

PRESS RELEASE**FRANCE SALES RESULTS 1ST SEMESTER (H1) 2020**

Groupe Renault and its sales network in line with the recovery of the automotive market

- **At the end of June 2020, Renault was the market leader in passenger cars (PCs), electric vehicles (EVs), light commercial vehicles (LCVs), fleets and PCs sold to individual customers.**
- **In the space of a year, Renault has successfully renewed all its high-volume models and enhanced its range with an unprecedented E-TECH hybrid technology. Renault's share of the passenger car market rose to 20.4 % (+ 1.4 point).**
- **Renault ZOE doubles registrations to 17,650 units.**
- **Dacia takes advantage of the market recovery in June and takes 4th place in the passenger car market over the first half**
- **Dacia Sandero is No. 1 in PCs sold to individual customers.**

Boulogne-Billancourt, 07/01/2020 – Against the backdrop of a historically low PC and LCV market, down 37.3% in the first half, the Groupe Renault's brands performed well, taking full advantage of the market's recovery in June, up 2.4%.

Renault on the offensive

Thanks in particular to the success of its high-volume models, all recently renewed, Renault increased its share of the passenger car market by 1.4 points to 20.4%. In the first half, the brand registered 146,123 vehicles (down 34%).

Renault remains the No. 1 brand in PCs, PCs sold to individual customers, EVs, LCVs and fleets excluding short-term rentals. One year after its commercial launch, the **New Clio** is a success. It is the best-selling vehicle on the French passenger car market over the past 12 months and number one on the market in June, the first month of strong recovery after the Covid-19 crisis. In 4th place in the PC market, the **New Captur**, the leader in B-segment SUVs, is receiving the reinforcement of its brand-new E-TECH Plug-in Hybrid engine, which was very well received by customers at the June open doors. With 20,225 registrations in the first half of the year, **Twingo**, which ranks eighth in the PC market, accounts for nearly one-third of its segment. Finally, **ZOE**, ninth in the PC market, is the undisputed leader in the electric vehicle

market, with nearly 40% market share. Boosted by the revaluation of the ecological bonus, ZOE almost doubled its sales with 17,650 registrations (+98.8%) over the first half.

In an LCV market slightly less impacted than the PC market, Renault maintained its leadership with a market share of 31.3% (+0.3 points). The brand places the **New Master** and **Kangoo** at the top of the market, just ahead of the **New Traffic**, in fourth place.

Kangoo Z.E. is the undisputed leader in the electric LCV market with 43% market share. With the New ZOE commercial version, number two on the market, and Master Z.E., Renault's 100% electric LCVs account for nearly two-thirds of the market.

Dacia on the road to recovery in June The Groupe Renault resists

In 2020, the brand celebrates 15 years of success on the French market. In the first half of the year, Dacia suffered from its exposure to the individual customer market, which was heavily impacted by the Covid-19 crisis. However, in June, Dacia took full advantage of customers' return to the sales network, with orders doubling compared to June 2019. Dacia ranks fourth in the passenger car market, with 5.7% of the market (down 0.9 points).

Dacia's gasoline and LPG dual fuel offering is gaining momentum, with registrations doubling to 3,747 units compared with 2019 as a whole.

Sandero retains its position as the best-selling vehicle for individual customers in France and ranks sixth in the top 10 passenger cars.

The Groupe Renault resists

In the first half, Groupe Renault's PC + LCV registrations totaled 242,534 units, down 36.1%. Groupe Renault's PC + LCV market share was 27.2% in the first half (+0.5 points). It rose 0.5 points to 26.1% for passenger cars and 0.2 points to 31.7% for light commercial vehicles.

Ivan Segal, Senior Vice President, Market Area France, Groupe Renault said:

"Like the entire automotive sector, we went through a very difficult first half due to the health context. I salute our sales network for its exemplary commitment and the remarkable solidarity it has shown during this period. The strong upturn in activity in June is encouraging. Renault's new models as a whole, and our new E-TECH hybrid technology in particular, are proving successful. These will be strong assets in the second half to support our sales."

	June 2020 alone			
	Volume	vs. Y-1 (%)	Market share (%)	vs. Y-1 (pt)
TIV PC + LCV	285,847	+ 2.4		
TIV PC	233,818	+ 1.2		
TIV LCV	52,029	+ 7.7		
Groupe Renault PC + LCV	90,156	+ 9.1	31.5	+ 2.0
Groupe Renault PC	71,612	+ 6.5	30.6	+ 1.5
Groupe Renault LCV	18,544	+ 20.4	35.6	+ 3.8
Renault brand PC + LCV	73,341	+ 9.5	25.7	+ 1.7
Renault brand PC	54,964	+ 6.4	23.5	+ 1.1
Renault brand LCV	18,377	+ 20.1	35.3	+ 3.6
Dacia brand PC + LCV	16,740	+ 8.6	5.9	+ 0.3
Dacia brand PC	16,574	+ 8.1	7.1	+ 0.5
Dacia brand LCV	166	+ 82.4	0.3	+ 0.1
Alpine brand PC	74	- 70.4	0.0	+ 0.1

	Overall January-June 2020			
	Volume	vs. Y-1 (%)	Market share (%)	vs. Y-1 (pt)
TIV PC + LCV	890,972	- 37.3		
TIV PC	715,802	- 38.6		
TIV LCV	175,170	- 31.2		
Groupe Renault PC + LCV	242,534	- 36.1	27.2	+ 0.5
Groupe Renault PC	187,078	- 37.5	26.1	+ 0.5
Groupe Renault LCV	55,456	- 30.7	31.7	+ 0.2
Renault brand PC + LCV	200,994	- 33.1	22.6	+ 1.4
Renault brand PC	146,123	- 34.0	20.4	+ 1.4
Renault brand LCV	54,871	- 30.7	31.3	+ 0.3
Dacia brand PC + LCV	41,313	- 46.6	4.6	- 0.8
Dacia brand PC	40,731	- 46.7	5.7	- 0.9
Dacia brand LCV	582	- 34.0	0.3	0.0
Alpine brand PC	224	- 87.2	0.0	- 0.1

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