

## H1 2016 WORLDWIDE SALES RESULTS

### Record registrations for groupe Renault in H1 2016

- **Groupe Renault registered a total of 1.57 million vehicles, an increase of 13.4% versus H1 2015, setting a new worldwide record for a half year for the Renault and Dacia brands.**
- **In Europe, Group's registrations grew by 14%, outperforming the market (+9.6%) thanks to the success of the renewed range. More than one in ten vehicles registered in Europe were sold by the Group.**
- **Outside Europe, the Group's registrations increased by 12.5%, with strong momentum in the Africa Middle-East India region. Sales in all regions grew faster than their market.**
- **The Group confirms its objectives for 2016. It will enjoy traction from the year's many launches to continue to grow its sales.**

Boulogne-Billancourt – Groupe Renault today announced record sales for the first half of 2016. In H1 2016, in a global automotive market up 2.5%, Groupe Renault's registrations grew strongly by 13.4% to 1.57 million vehicles. Market share was up 0.3 points at 3.5%.

*"Our market share grew across all regions, with particularly strong momentum in Europe and the Africa Middle-East India area. Buoyed by the success of a renewed range, the Renault brand grew by 16% worldwide, and Renault Samsung Motors by 25.9% in Asia. Dacia continued to grow setting a new worldwide sales record this half-year"* said **Thierry Koskas**, Groupe Renault Executive Committee member and Executive Vice President, Sales and Marketing.

In **Europe**, the Group's registrations continued to grow at a faster pace than the market. They rose by 14% in a market up 9.6%, i.e. 968 603 vehicles registered in H1. The Group's market share rose to 10.6% in Europe.

The Renault brand alone recorded growth of 15.6% thanks to the renewed range with Kadjar, Espace, Talisman and New

Mégane. Clio 4 is the second bestselling vehicle in Europe and Captur is the leading crossover in its class in Europe. In the Electric Vehicle market, Renault's market share reached 27%. ZOE's sales increased by 40%.

Dacia's registrations rose by 9%. The brand set a new sales record in the first half.

In France, the Group's market share reached 27.4%, a gain of 0.5 points. Registrations were up 11.2% in a market up 9%. Over the first six months of the year, the Group sold 361,670 vehicles, with four of its vehicles featuring among the top 10 passenger cars and the Clio 4 leading the market.

Internationally, turbulence in Russia, Brazil and Algeria continued to weigh on local automotive markets, but the Group proved its resilience, increasing its market share in all three countries. This strength, coupled with strong momentum of the Group within markets such as India, Turkey, Argentina and Iran, allowed the Group to grow its market share in each region.

In the **Africa Middle-East India** region, the Group's registrations grew by a 38.2%, with market share of 5.4%.

In India, the Kwid enjoyed further success, with 150,000 orders since its launch, lifting its market share by 2.3 points to 3.8%.

In Iran, the Group continued on its end -2015 trajectory, tripling its deliveries on the back of the gradual reopening of the market. Its market share increased by 4.2 points to 5.8%.

In North Africa, despite a 3.9 point increase in market share, registrations were down 14.7% in an Algerian market down 53.7%.

Against the backdrop of new regulations in Algeria, aimed at reducing imports, the Group demonstrated its leadership, with record market share of 41.7%, a gain of 10 points. The launch of production of the Dacia Sandero at the Oran plant, announced on June 23rd, is a new strength to expand volumes.

In the **Asia-Pacific** region, sales were up 12.8% in a market up 3.8%, mainly due to the good performance of **Renault Samsung Motors** in South Korea, which recorded growth of 25.9%. Sales of the SM6, launched in March 2016, already total 27,200.

In China, the first half marks the start of production of Kadjar.

In the **Eurasia** region, the Group improved its registrations by 4% and its market share by 1.6 points to 12.9%. The good performance in Turkey, where the Group outperformed a market up 1.4% with registrations growth of 16.8%, was driven above all by Fluence which registered a growth of 39%. This performance offset the fall of the Russian market (-14%), where the Group also demonstrated resilience, with market share up 0.4 points at 7.7%.

In the **Americas** region, the Group's market share increased by 0.3 points to 6.2%. In a regional market down 8.2%, its registrations fell by only 3.1%.

The Renault brand benefited fully from the reopening of the market in Argentina, with its registrations up a strong 22.2% in a market up 5.7%.

In Brazil, in an automotive market down sharply (-25.1%), the Group held up well, increasing its market share by 0.3 points to 7.3%.

The upcoming launch of the new Renault Alaskan pick-up, unveiled on June 30th in Colombia, is a new asset to position the Group in the region on this sector.

## 2016 MARKET OUTLOOK

In the second half, the Group expects to continue enjoying traction from the renewal of its range, both in Europe – with the recent launches of the Talisman, New Mégane and the imminent renewal of the Scénic – and internationally – with the success of Kwid in India, the recently launched Kaptur in Russia, Kadjar in China and the SM6 in Korea.

In this context, the Group confirms its full-year objectives:

- Continued growth in global volumes;
- Strengthening of the Renault brand in Europe;
- Improvement in its positions in each of its five regions.

## TOTAL PC-LCV REGISTRATIONS BY REGION

	YTD end of June*		
	2016	2015	% variation
France	361 670	325 360	11,2%
Europe** (outside France)	606 933	524 076	15,8%
<b>Total France + Europe</b>	<b>968 603</b>	<b>849 436</b>	<b>14,0%</b>
Africa Middle East India	208 690	151 041	38,2%
Eurasia	165 511	159 189	4,0%
Americas	158 191	163 288	-3,1%
Asia Pacific	66 725	59 168	12,8%
<b>Total outside France + Europe</b>	<b>599 117</b>	<b>532 686</b>	<b>12,5%</b>
<b>Worldwide</b>	<b>1 567 720</b>	<b>1 382 122</b>	<b>13,4%</b>

\*Total registrations at end of June \*\* EU (28 countries - Bulgaria & Romania) + Balkans (5 countries) + Iceland, Norway & Switzerland

## TOTAL REGISTRATIONS BY BRAND

	YTD end of June*		
	2016	2015	% variation
<b>RENAULT</b>			
PC	1 030 464	891 477	15,6%
LCV	193 250	163 601	18,1%
PC + LCV	1 223 714	1 055 078	16,0%
<b>DACIA</b>			
PC	275 732	269 529	2,3%
LCV	21 357	20 246	5,5%
PC + LCV	297 089	289 775	2,5%
<b>RENAULT SAMSUNG MOTORS</b>			
PC	46 917	37 269	25,9%
<b>GROUPE RENAULT</b>			
PC	1 353 113	1 198 275	12,9%
LCV	214 607	183 847	16,7%
PC + LCV	1 567 720	1 382 122	13,4%

\*Registrations YTD end of June

## THE GROUP'S TOP 15 MARKETS AT THE END OF JUNE 2016

		<b>Volumes 2016*</b>	<b>M/S PC+LCV 2016</b>	<b>Var vs Y-1</b>
			<b>(in % )</b>	<b>(in pt)</b>
1	FRANCE	361 670	27,4	0,5
2	ITALY	110 681	9,7	0,5
3	GERMANY	97 671	5,2	0,3
4	SPAIN	87 136	12,3	-0,7
5	TURKEY	79 269	18,1	2,4
6	UNITED KINGDOM	71 967	4,4	0,4
7	BRAZIL	69 874	7,3	0,3
8	INDIA	61 895	3,8	2,3
9	RUSSIA	52 041	7,7	0,4
10	BELGIUM+LUXEMBOURG	51 466	13,5	-0,1
11	SOUTH KOREA	46 917	5,1	0,7
12	ARGENTINA	39 491	12,2	1,6
13	IRAN	34 124	5,8	4,2
14	MOROCCO	31 034	37,0	-1,3
15	ALGERIA	29 132	41,7	10,0

*\*At end of June (sales), except Twizy*

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