

SALES RESULTS, FRANCE 2019

The Groupe Renault achieves its best sales year in 9 years and Clio confirms its position as the best-selling vehicle in France

- **The Groupe Renault's sales of passenger cars + light commercial vehicles (PC + LCV) rose 1.3% in 2019 to 698,690 units, the best volume in nine years.**
- **The Renault brand is the market leader in passenger cars (PCs), light commercial vehicles (LCVs), electric vehicles (EVs) and passenger cars sold to corporate fleets.**
- **It has achieved its best LCV volume since 2007 with 147,828 registrations.**
- **Dacia's sales stabilized in a declining passenger car market, down 0.7% to 140,548 PCs + LCVs. Sandero remains the best-selling passenger car to private customers.**
- **The Groupe Renault placed five vehicles in the top ten PCs, including Clio at the top of the list and three vehicles in the top three for LCVs.**
- **New Clio alone was the best-selling passenger car in France over the last four months.**

Boulogne-Billancourt, 02/01/2020 – The Groupe Renault's passenger car and light commercial vehicle sales rose to 698,690 units in a market that grew by 2.3%. This was the Groupe Renault's best year in terms of sales volumes since 2010. Its market share stood at 25.9%.

In 2019, in a growing passenger car market (+1.9%), Renault brand registered 549,283 vehicles (+0.3%).

Renault remains the No. 1 brand in passenger cars, in PCs sold to company fleets and in LCVs. Clio confirms the success of its new generation, making the All-new Clio the best-selling passenger car in the last four months of the year. The Clio family (4th and 5th generations) remains the best-selling passenger car in France for the 10th year running, with more than 131,500 units registered (up 6.3%). Captur, whose second generation is currently being launched, and Twingo, renewed at the beginning of 2019, respectively rank fifth and ninth. The latter saw its sales increase by 9.4%, and alone accounts for a quarter of a fast-growing segment.

ZOE remains the market leader in the electric vehicle market. With 18,817 registrations at the end of December (+10.4%), it accounts for 44% of the electric passenger car market, with a record number of orders in the last quarter.

In a still dynamic LCV market (+4.5%), Renault confirms its absolute leadership position with a market share of 30.8% (+0.1 point). The brand set a 12-year volume record with 147,828 registrations and placed three vehicles in the top three, with Kangoo, Master and Trafic.

Kangoo Z.E. is the undisputed leader in the electric light commercial vehicle market with a 48% market share. With Master Z.E. and ZOE company, Renault's 100% electric LCVs account for nearly two-thirds of the market.

Dacia, 5th place in the market

With 140,548 PC + LCV registrations in 2019 (down 0.7%), Dacia brand sales stabilized after several record years. In passenger cars, Dacia ranks fifth in the market, with a 6.3% share. Dacia has returned to fourth place in the declining market of PCs sold to private customers.

Sandero maintained its position as the best-selling passenger car to private customers in France, ranking 6th in the top 10 passenger cars. Duster is respectively 5th and 10th in the same rankings.

Alpine, a success that exceeds expectations

Alpine contributed to the Groupe Renault registrations with the record delivery of nearly 3,200 A110 customers in France. The vehicle leads the coupé segment with over 31% market share.

Ivan Segal, Senior Vice President, Market Area France, Groupe Renault said: *We ended the year on a positive note, boosted by the renewal of our best-sellers in segments A and B. In 2020, in a new legislative context, we see many opportunities to take advantage of, both through our products, our new engines, and the commitment and expertise of our network.*

	December 2019 alone			
	Volume	vs Y-1 (%)	Market share (%)	vs Y-1 (pt)
TIV PC + LCV	255 405	23,9%		
TIV PC	211 194	27,7%		
TIV LCV	44 211	8,5%		
Groupe Renault PC + LCV	69 165	26,9%	27,08%	0,6
Groupe Renault PC	53 348	29,9%	25,26%	0,4
Groupe Renault LCV	15 817	17,7%	35,78%	2,8
Renault brand PC + LCV	55 435	24,2%	21,70%	0,1
Renault brand PC	39 747	27,0%	18,82%	-0,1
Renault brand LCV	15 688	17,8%	35,48%	2,8
Dacia brand PC + LCV	13 344	37,3%	5,22%	0,5
Dacia brand PC	13 215	37,6%	6,26%	0,5
Dacia brand LCV	129	8,4%	0,29%	0,0
Alpine brand PC	386	150,6%	0,18%	0,1

For More Information:

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	Overall January-December 2019			
	Volume	vs Y-1 (%)	Market share (%)	vs Y-1 (pt)
TIV PC + LCV	2 693 977	2,3%		
TIV PC	2 214 279	1,9%		
TIV LCV	479 698	4,5%		
Groupe Renault PC + LCV	698 690	1,3%	25,94%	-0,3
Groupe Renault PC	549 283	0,3%	24,81%	-0,4
Groupe Renault LCV	149 407	5,2%	31,15%	0,2
Renault brand PC + LCV	554 962	1,4%	20,60%	-0,2
Renault brand PC	407 134	0,2%	18,39%	-0,3
Renault brand LCV	147 828	5,0%	30,82%	0,1
Dacia brand PC + LCV	140 548	-0,7%	5,22%	-0,2
Dacia brand PC	138 977	-1,0%	6,28%	-0,2
Dacia brand LCV	1 571	24,5%	0,33%	0,1
Alpine brand PC	3 172	174,4%	0,14%	0,1

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