

SALES RESULTS FRANCE – MAY 2013

- **On an aggregate basis through end-May, the Renault group increased its share of the passenger car (PC) market 0.7 points year on year for a 23.2% share.**
- **The Renault group took a 21.8% share (-2.3 points) of the PC and light commercial vehicle (LCV) market, which continued to fall (-10.5%).**
- **New Clio was the top-selling vehicle in France on an aggregate basis for the first five months of the year.**
- **New Sandero was the best-selling vehicle in consumer sales in May in France.**

PC market

In a market that contracted 10.3%, the Renault group registered 30,837 vehicles in May (-16.5%), taking a 20.8% share, down 1.5 points on 2012.

The Renault brand registered 24,005 vehicles in May, for a market share of 16.2% (-2 points). The decrease resulted from:

-temporary manufacturing constraints linked to the launch of Captur in Europe and the success of our new models, New Clio and New Sandero,

-Renault's decision to considerably reduce registrations with short-term leasing companies, which are low on profitability (-2,800 units).

With 7,317 registrations in May and 44,456 for the year to end-May, New Clio remained the top-seller in France at the end of May.

Captur confirmed its positive start in terms of orders. With launch underway in the rest of Europe, registrations are gradually increasing in France, totaling 2,660 in May.

For the year to end-May, Twingo, New Clio, Mégane and Scénic continue to head their respective segments.

With 2,830 registrations at end-May, ZOE, the best-selling electric vehicle in France, accounted for 73% of the electric PC market.

Dacia registered 6,832 vehicles in May, growing its market share 0.5 points and confirming its number-five ranking for the year to end-May. The brand is buoyed by the continued success of New Sandero, the top-selling vehicle in consumer sales in France, with 3,578 registrations.

LCV market

In a market down 11.2%, the Renault group registered 7,656 vehicles in May (-27.8%), for a 27.1% share of the market.

On an aggregate basis through end-May, Kangoo remained the best-selling LCV in France, with 12,824 registrations.

With 1,730 registrations at end-May, Kangoo Z.E. accounted for 83.6% of the electric LCV market.

Commenting, Bernard Cambier, Senior Vice President, Market Area France, said: *"Our performance in May was not satisfactory. But it does not reflect the reality of our sales activity, as orders remain strong and our order book is up on last year. The launch of Captur in Europe and the success of New Clio and New Sandero are generating temporary manufacturing constraints. The shortfall will soon be overcome, enabling us to bring registrations back into line with our commercial performance on orders."*

May 2013	Sales	YOY change	MS
RENAULT GROUP PC+LCV	38,493	-19.0%	21.8%
RENAULT GROUP PC	30,837	-16.5%	20.8%
RENAULT GROUP LCV	7,656	-27.8%	27.1%
RENAULT BRAND PC	24,005	-20.3%	16.2%
RENAULT BRAND LCV	7,374	-27.5%	26.1%
DACIA BRAND PC	6,832	+0.4%	4.6%
DACIA BRAND LCV	282	-34.1%	1.0%

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