

SALES RESULTS FRANCE 2016**RENAULT REPORTS BEST SALES RESULTS IN FIVE YEARS**

- **Renault widened its lead in 2016, with a 20.2% share of the French passenger car market (up 0.3 points) and a 22.3% share in passenger cars plus light commercial vehicles (up 0.2 points).**
- **Dacia sales hit an all-time high, at 112,000 units (cars plus LCVs), up 12.1% on 2015.**
- **Groupe Renault achieved its highest sales in five years, with a total of 651,800 registrations (cars plus LCVs).**

BEST SALES YEAR SINCE 2011 FOR RENAULT

Renault registered 407,933 passenger cars in France in 2016, its highest score in the last five years. Volumes were up by 6.6% on 2015, against 5.1% for the passenger car market as a whole. Renault's share of the French passenger car market rose by 0.3 points to reach 20.2%.

Clio ranked top of the French sales charts for the seventh year running, with registrations topping 112,000. Captur kept its place as France's biggest-selling urban crossover, and finished fourth on the passenger car market. New Mégane came in eighth, with volumes up by 17% on the previous-generation model. Twingo was in the top-ten too, claiming a massive 27% of the city cars segment. Talisman, released in 2016, has led the D segment since June. And sales of Espace, historic leader of the E segment, rose by 13%.

Renault kept its lead on a buoyant LCV market (up 8.1% on 2015), with a share of 32.1%. Kangoo and Clio held the first two places, with van-segment leaders Master following in fifth place and Trafic in sixth.

ZOE stepped even farther ahead of the competition on the zero-emission vehicles¹ segment, holding more than half of France's electric passenger car market. Renault registered more than 11,400 ZOE's in 2016, and started to reap the benefits of this model's newly extended travel range (400 km NEDC²). Then Kangoo Z.E. held close to half of the electric LCV market.

ALL-TIME SALES RECORD FOR DACIA

Dacia sales reached a record high in 2016, at 112,111 registrations (passenger cars plus LCVs), up 12.1% on 2015. Dacia strengthened its number-five position on the French passenger car market, with a share of 5.5%, up 0.4 points on 2015. And it held fourth place on the market for non-fleet passenger cars, with Sandero ranking number-two for sales to private motorists in France.

"In 2016, Groupe Renault achieved its best sales performance in five years, and Dacia set itself a new sales record. Successful product range renewal enabled us to make the most of the market upswing. Judging from our products' virtues and our dealer network's proven verve, we might reasonably expect 2017 to be even better."

| DECEMBER 2016 | | | | |
|----------------------------|---------|------------|------------------|-------------|
| | Volume | vs Y-1 (%) | Market share (%) | vs Y-1 (pt) |
| TVI cars & LCVs | 235,531 | +5.3 | | |
| TIV cars | 194,381 | +5.8 | | |
| TIV LCVs | 41,150 | +3.2 | | |
| Groupe Renault cars & LCVs | 68,088 | -2.0 | 28.9 | -2.2 |
| Groupe Renault cars | 52,971 | +0.6 | 27.3 | -1.4 |
| Groupe Renault LCVs | 15,117 | -10.1 | 36.7 | -5.5 |
| Renault cars & LCVs | 58,183 | -1.2 | 24.7 | -1.6 |
| Renault cars | 43,201 | +2.4 | 22.2 | -0.7 |
| Renault LCVs | 14,982 | -10.4 | 36.4 | -5.5 |
| Dacia cars & LCVs | 9,905 | -6.1 | 4.2 | -0.5 |
| Dacia cars | 9,770 | -6.5 | 5.0 | -0.7 |
| Dacia LCVs | 135 | +37.8 | 0.3 | +0.1 |

| JANUARY TO DECEMBER 2016 | | | | |
|---------------------------------|-----------|------------|------------------|-------------|
| | Volume | vs Y-1 (%) | Market share (%) | vs Y-1 (pt) |
| TVI cars & LCVs | 2,425,283 | +5.6 | | |
| TIV cars | 2,015,186 | +5.1 | | |
| TIV LCVs | 410,097 | +8.1 | | |
| Groupe Renault cars & LCVs | 651,786 | +7.3 | 26.9 | +0.4 |
| Groupe Renault cars | 518,462 | +8.0 | 25.7 | +0.7 |
| Groupe Renault LCVs | 133,324 | +4.8 | 32.5 | -1.0 |
| Renault cars & LCVs | 539,675 | +6.4 | 22.3 | +0.2 |
| Renault cars | 407,933 | +6.6 | 20.2 | +0.3 |
| Renault LCVs | 131,742 | +5.7 | 32.1 | -0.7 |
| Dacia cars & LCVs | 112,111 | +12.1 | 4.6 | +0.3 |
| Dacia cars | 110,529 | +13.4 | 5.5 | +0.4 |
| Dacia LCVs | 1,582 | -39.0 | 0.4 | -0.3 |

¹ Zero tailpipe emissions

² New European Driving Cycle

Pour Plus D'informations:

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