

SALES RESULTS FRANCE_JUNE 2014

In a vehicle market (passenger cars + LCV) up 2.7% over the first half of 2014:

- **Renault Group sales increased by 12.5% to 34,839 units compared with the same figure for end-June 2013, making it the market's biggest climber over the period. This performance was driven by a 21.4% rise in sales to private motorists.**
- **The Renault group's market share jumped 2.4 points to 27.3%, including 22% for the Renault brand (up 1.3 percentage points).**
- **In the passenger car market (up 2.9%), Renault enjoyed a market share of 20.4% (up 1.6 percentage points), with unit sales up by 11.4% (20,000 vehicles).**
- **Dacia secured fifth place in the passenger car market (and fourth place for private motorists) with a share of 6.1% (up 1.3 percentage points).**
- **The group has five vehicles in the top 10 best-selling cars, including the number-one seller Clio, as well as Captur (3rd).**

In a vehicle market up 3.7% in June:

- **The Renault group was France's best-selling automotive group with a market share of 31.4% (passenger cars + LCV) which is an increase of 4.9 percentage points. Vehicle registrations were up 23%.**
- **In the passenger car market, Renault topped the market with a share of 24.8% (up 3.5 percentage points). With a 5.8% market share, (up 1.7 percentage points), Dacia is the market's fifth brand.**
- **Clio and Captur were the French market's two best sellers.**

First half of 2014

- **In a vehicle market (passenger cars + LCV) that increased by 2.7%, Renault group sales jumped by 12.5% to achieve a market share for the Group of 27.3%, an improvement of 2.4 percentage points over the first six months of 2013.**
- **In the passenger car market, the Renault group's share has increased by 2.8 percentage points to 26.5%. The Renault brand's share has also gone up by 1.6 percentage points to reach 20.4%. It's been a buoyant first six months for Dacia whose volumes have increased by 30.4%. The group has five models in the top 10.**
- **With sales totalling 56,895 units, Clio has been France's best-selling vehicle since the beginning of the year, all segments combined. Captur, the French market's third-**

bestselling vehicle (33,730 units) heads the crossover segment. The success enjoyed by Duster and Sandero continues with sales for the models up 60.2% and 36.5% respectively.

- In the LCV market, which has increased slightly (up 1.3%), the Renault group's share has stabilised at 31.3% (up 0.2 percentage points). Kangoo Express remains the best-selling van in France.

Monthly sales for June

- The combined passenger car and LCV market picked up by a further 3.7%, with the Renault group enjoying a share of 31.4% (up 4.9 percentage points).
- The Renault brand's share of the LCV market rose by 3.5 percentage points to 24.8%, which corresponds to a volume growth of 20.4% over June 2013. Dacia volumes were up 46.9%.
- Clio and Captur were the French passenger car market's two best-selling models. Clio, Captur, Twingo, Scénic and Kangoo all topped their respective segments.
- The LCV market expanded by 6.6%, with Renault securing a gain of 3.4 percentage points to reach a market share of 34.7% (12,862 units registered).

Quote from Bernard Cambier, Vice President of Sales & Marketing France

"We can be pleased with our results for June and for the first six months of the year. Our performance is due to the appeal of our range, especially our new models, as well as to the competence of our sales network, notably in the realm of service quality."

	Month of June 2014			
	Volume	vs Y-1 (%)	market share (%)	vs Y-1 (pt)
TIV PC+LCV	233 287	+3.7		
TIV PC	196 257	+3.2		
TIV LCV	37 030	+6.6		
Renault group PC+LCV	73 250	+23.0	31.4	+4.9
Renault group PC	60 036	+24.7	30.6	+5.3
Renault group LCV	13 214	+16.1	35.7	+2.9
Renault PC+LCV	61 517	+19.9	26.4	+3.6
Renault PC	48 655	+20.4	24.8	+3.5
Renault LCV	12 862	+18.0	34.7	+3.4
Dacia PC+LCV	11 733	+42.6	5.0	+1.4
Dacia PC	11 381	+46.9	5.8	+1.7
Dacia LCV	352	-26.7	1.0	-0.4

	Cumulated January - June 2014			
	Volume	vs Y-1 (%)	market share (%)	vs Y-1 (pt)
TIV PC+LCV	1 149 604	+2.7		
TIV PC	958 776	+2.9		
TIV LCV	190 828	+1.3		
Renault group PC+LCV	313 687	+12.5	27.3	+2.4
Renault group PC	253 887	+15.3	26.5	+2.8
Renault group LCV	59 800	+2.0	31.3	+0.2
Renault PC+LCV	253 244	+9.2	22.0	+1.3
Renault PC	195 305	+11.4	20.4	+1.6
Renault LCV	57 939	+2.3	30.4	+0.3
Dacia PC+LCV	60 443	+28.8	5.3	+1.1
Dacia PC	58 582	+30.4	6.1	+1.3
Dacia LCV	1 861	-6.1	1.0	-0.1

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