

WORLD SALES RESULTS 2013

The Renault group makes the strongest market share increase in Europe and continues its international growth

In a world automotive market up 3.9% last year, the Renault Group's sales of passenger cars and LCVs reached 2,628,208 vehicles – a rise of 3.1% compared to 2012.

While continuing its international growth, the Renault Group recorded its highest progress in the European market, increasing its market share by 0.4 percentage points to 9.5%. With 1,301,864 vehicles sold in Europe, the Group saw a 2.4% rise in sales, even though the European market fell by 1.7%.

Market share outside Europe remained stable at 50.5%, with 1,326,344 units sold. Excluding Iran, where the market was closed in July 2013, the Group gained market share in all the regions, helped by the popularity of its latest models.

2013: a year of progress

- **In Europe: in a market that dipped 1.7%, Group sales rose 2.4% and market share went up by 0.4 points to 9.5% as the virtuous sales policy continued. The Renault brand was ranked third on the European market and kept its lead in LCV sales, with a 14.5 market share.**
- **New Clio was the best-selling vehicle in France (119,367 units of passenger cars and LCVs) and the third best-selling in Europe (272,741 units of passenger cars and LCVs). Captur has been the leader in its segment in France (39,783 units) and in Europe (86,804 units) since July.**
- **In the international market: the Renault Group continued to grow despite a slowdown in some emerging countries and stricter international sanctions in Iran. While new registrations were up 3.8% overall, growth was 9.7% outside Iran, where the halt in business meant about 64,500 sales were lost during the year. Brazil and Russia remained the Group's second-biggest and third-biggest markets respectively.**
A total of 50.5% of Group sales took place outside Europe (a rise of 0.4 points), with 1,326,344 vehicles sold.
- **The new models in the Renault and Dacia ranges were as popular as expected everywhere. New Clio and Captur confirmed their success in renewing the Renault range with more striking designs, greater connectivity and more efficient engines. Duster, sold under both the Renault and Dacia brands, was the Group's best-selling vehicle worldwide, with 376,672 new registrations. In Europe, thanks to New**

Sandero (117,868 units sold, a rise of 68.3%), Dacia is the fastest-growing brand, with a rise of 0.5 points in market share.

"In 2013 the Renault Group recorded its best increase in market share in Europe and continued to grow on international markets, thanks to the success of its new products and the relevance of the MO range", says Jérôme Stoll, Chief Performing Officer and Executive Vice-President, Sales and Marketing.

The brands: Renault holds firm, Dacia moves ahead

- **Sales of the Renault brand rose by 0.4% compared to 2012. With 2,131,494 units sold, Renault accounted for 81.1% of Group sales.**
- **Dacia sales went up by 19.3% to 429,540 units, due in large part to the popularity of Duster and the updated Logan / Sandero range. Dacia offers the youngest range in Europe (less than two years old since Lodgy was launched) and accounted for 16.3% of Group sales.**
- **In 2013 Renault Samsung Motors increased its sales by 2.3%, including those in South Korea and in South America. The recovery plan of the dealer network and the product range, launched in South Korea in 2012, is starting to show results. After five difficult months at the start of the year, RSM recorded seven consecutive months with better results than those for 2012.**

Europe Region: Winning back sales thanks to the success of new models and Dacia

The Renault Group sales rose 2.4% in a market that fell 1.7% and achieved its biggest increase in market share in the region (up 0.4 points to 9.5%).

- **The Renault brand was ranked third in the market for passenger cars + LCVs, with 7.4% market share. It retained its leadership of the LCV market for the 16th consecutive year, with a market share of 14.5%. As the first brand to put four electric models on sale, Renault is the European leader with 37% market share (excluding Twizy) and 15,048 units sold (excluding Twizy).**
- **New Clio and Captur enabled Renault to take the top slot in the European B segment**
- **In France the Renault brand strengthened its leadership. New Clio is the best-selling vehicle in the country, with 119,367 new registrations, and Captur is the most popular crossover. The Group has six vehicles among France's top ten passenger cars.**
The brand continued to dominate the LCV market with a share of 31.7% (down by 0.5 points), despite a 5.8% drop in new registrations.
- **The Dacia brand recorded the strongest growth of any brands in Europe in 2013, with a rise of 0.5 points to 2.1%. Dacia was the fifth-largest brand in France, earning another 0.6 points to reach a market share of 4.3% due to the success of New Sandero, which became the third best-selling passenger car.**
The brand's expansion continued in 2013 as it was launched in six more countries: the United Kingdom, Ireland, Denmark, Cyprus, Malta and Norway.
- **In the UK, where the Dacia brand was launched in January, 17,146 new registrations have already been recorded and market share has reached 0.7%. Dacia made progress in many markets that were slightly down, including France (up 11%), Spain (up 80.9%), Belgium (up 32.8%), Portugal (up 74%), Italy (up 4.7%) and the Netherlands (up 49%).**

Eurasia Region: a record year with sales up 11.6% and Renault the second brand in Russia

The Renault Group set a new record, with more than 232,000 vehicles sold, and won over 7% market share for

the first time.

- In Russia, the Group's third-biggest market, the Renault brand set records for both sales, with 210,099 vehicles (up 10.7%), and market share (up 1.1 points to 7.6%), whereas the market as a whole fell 5.9%. It was the leading foreign brand and the second-ranked brand on the Russian market, behind Lada. One reason was the success of Duster, the most popular SUV in the country in 2013.
- Renault continued to expand in the CIS (Commonwealth of Independent States) countries of the former Soviet Union, almost doubling sales, which rose 140%, and increasing market share by 1.4 points to 4.1%.

Americas Region: a record year with sales up 3.6% and Brazil still the Group's second market

The Renault Group achieved records in sales, with 466,976 vehicles sold, and market share, which reached 6.7%, thanks to the popularity of Duster and Sandero.

- In Brazil, in line with the overall market that fell by 1.6%, the Group saw its sales slump by 2.2%. This was partly due to the closure of the Curitiba plant for two months at the start of the year for extension work to increase its capacity. Sandero and Duster continued to sell well.
- In Argentina, the Renault brand was ranked second on the automotive market and sales rose by 18.9% to 141,217 units, thanks to the popularity of Clio, Duster and Sandero. Market share stood at 15.4%, an increase of 0.6 percentage points.

Euromed-Africa Region: 7.7% increases in sales, a strong reinforcement of its positioning in all the markets

With 388,922 vehicles sold, the Renault Group set a sales record and increased its market share in most of its markets of the region: +4.7 points in Romania, +3.9 points in Bulgaria, +2.3 points in Morocco.

- In Turkey, Renault is the brand which increased the most in market share (+1.2 percentage points) reaching 17%. It remained the leading brand in the passenger car market, with a share of 14.6% (up 1.5 points), thanks to the success of New Symbol, New Clio, and Fluence, which were all the top sellers in their respective segments. The Dacia brand reached a 4.3% market share (+0,5 points) thanks to the success of Lodgy (leader of its segment) and Dokker.
- In Algeria, in a market down 2.2% overall, the Group sold more than 100,000 vehicles for the second consecutive year (111,378 units) and reached market share of 26.2%, a rise of 0.2 points. Renault is the second-ranked brand due to the popularity of New Symbol and New Clio, which was the best-selling vehicle in the B segment. Dacia moved up to become the country's third-ranked brand, thanks to the success of Logan and Duster.
- In Morocco, the Renault Group once again put its Dacia and Renault brands in the lead with a total of 47,030 vehicles sold, and recorded market share of 38.9%, historical record in this country.
- In Romania: Group sales went up 4.7% in a market that fell 6.9%. The Group retained its leadership and reached a record market share of 38.1%. Total sales stood at 29,986 units, 83% of which were for Dacia.

Asia-Pacific Region: operations take off in India

Having managed to break into the Indian market, the Asia-Pacific Region recorded total progress of 28.9% compared to 2012 – except for Iran, where the market was closed in July.

- In India, in a passenger car market that slumped 7.5%, Renault recorded an 83.1%

rise in sales due to the success of Duster (over 51,400 units), which became the best-selling SUV in the C segment. The Renault brand recorded market share of 2.6% – almost double that of 2012. Renault became the top European automaker on the Indian market. The brand continued to deploy the expansion of its dealer network, and had 125 dealerships at the end of 2013.

- In South Korea, Renault Samsung Motors ended the year by recording seven consecutive months with results better than those for 2012. Overall sales stabilised, with 60,027 new registrations, an increase of 0.2%.
- In Iran, where the market has been closed since July, Renault sold about 64,500 fewer vehicles than in 2012.

Sales outlook for the Renault Group in 2014

In 2014 the world automotive market should experience moderate growth of 2% compared to 2013, as sales take off in China. The European and French markets, boosted by an improvement during second-half 2013, are expected to grow by 1%.

"In 2014, in a more favourable market context, we are confirming our profitable growth strategy by continuing our recovery in Europe and increasing our international sales", says **Jérôme Stoll**, Chief Performing Officer and Executive Vice-President, Sales and Marketing.

Sales by Regions and by Brands

Sales by brand	December Ytd		
	2013	2012	% var
RENAULT			
PC	1 826 292	1 800 999	1,4%
LCV	305 202	321 893	-5,2%
PC+LCV	2 131 494	2 122 892	0,4%
RENAULT SAMSUNG MOTORS			
PC	67 174	65 691	2,3%
DACIA			
PC	399 583	345 104	15,8%
LCV	29 957	14 935	100,6%
PC+LCV	429 540	360 039	19,3%
RENAULT GROUP			
PC	2 293 049	2 211 794	3,7%
LCV	335 159	336 828	-0,5%
PC+LCV	2 628 208	2 548 622	3,1%

Group sales by region PC+LCV	December Ytd*		
	2013	2012	% var
France	547 693	551 314	-0,7%
Europe** (Excl France)	754 171	720 079	4,7%
France + Europe Total	1 301 864	1 271 393	2,4%
Euromed Africa	388 922	360 923	7,8%
Eurasia	232 001	207 808	11,6%
Asia Pacific	238 445	257 564	-7,4%
Americas	466 976	450 934	3,6%
Total Excl France + Europe	1 326 344	1 277 229	3,8%
World	2 628 208	2 548 622	3,1%

* Sales

** Europe = European Union, Island, Norway & Switzerland

Renault group : 15 markets - December Ytd	Sales	Market share
FRANCE	547 693	25,4%
BRAZIL	236 360	6,6%
RUSSIA	210 099	7,6%
GERMANY	162 509	5,1%
TURKEY	144 706	17,0%
ARGENTINA	141 217	15,4%
ALGERIA	111 378	26,2%
ITALY	101 387	7,2%
SPAIN	98 024	12,1%
BELGIUM+LUXEMBOURG	77 353	13,0%
UNITED KINGDOM	77 163	3,0%
INDIA	64 368	2,1%
SOUTH KOREA	60 027	4,0%
MOROCCO	47 030	38,9%
NETHERLANDS	46 040	9,8%

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