

# RENAULT GROUP – 2014 SALES RESULTS

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All figures are dated 01/14/2015



## 2014: GROWING IN-LINE WITH RENAULT DRIVE THE CHANGE PLAN

	2012	2013	2014
More Sales than in 2013	2,5M	2,6M	>2,7M
Higher market share in Europe	9,1%	9,5%	>10%



- Sales Momentum in Europe, Steady positions overseas
- Success of the new models



- Downturns in our main emerging markets
- French market lagging behind most of the other European countries

# 01



## GLOBAL SALES RESULTS



# A GLOBAL TIV GROWTH CARRIED BY CHINA, NORTH-AMERICA AND EUROPE

## GLOBAL\*

TIV + 3.5%

## EUROPE

TIV + 5.9%

## EURASIA

TIV - 11.5%

## AFRICA-MO-INDIA

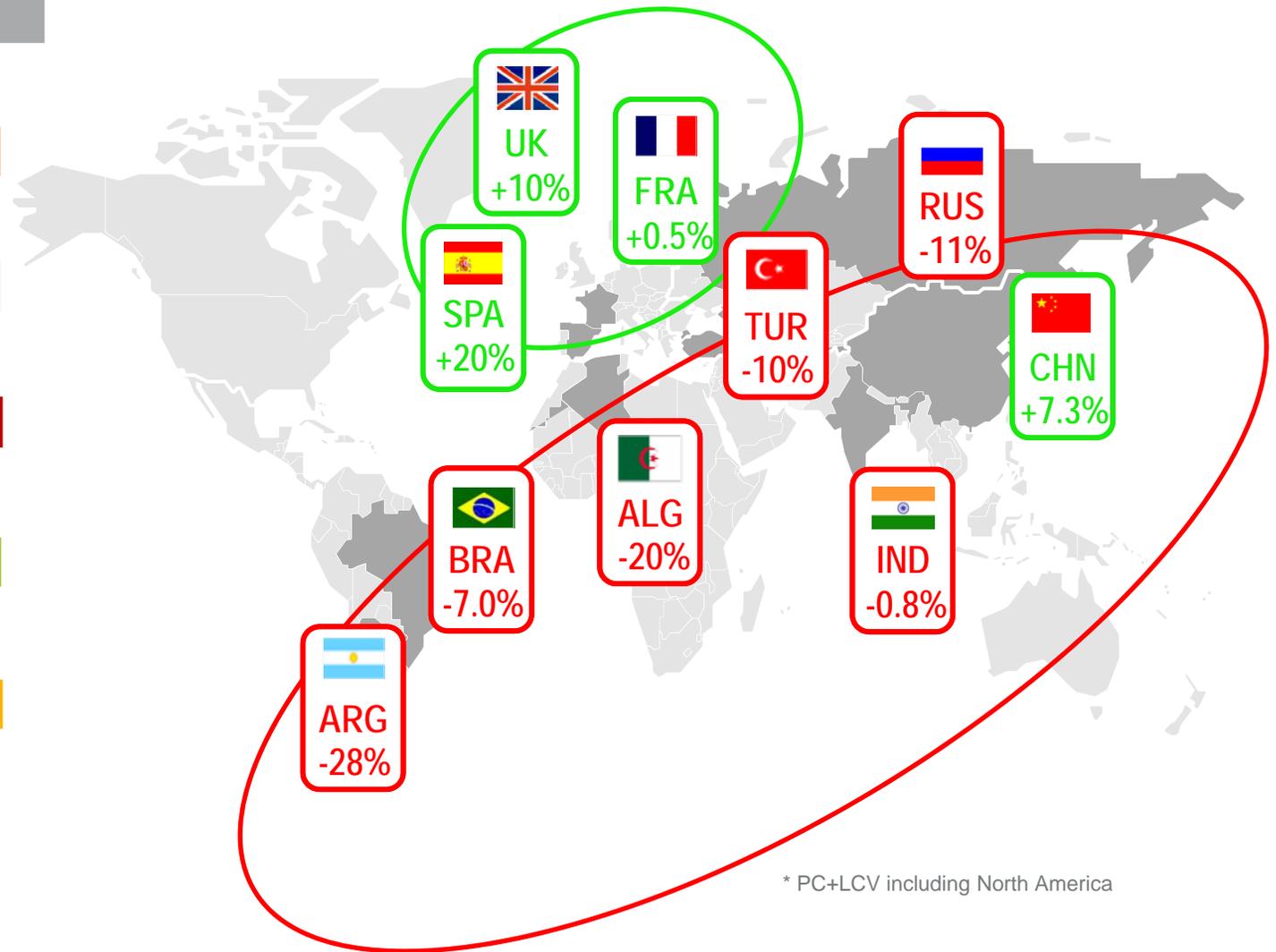
TIV + 7.8%

## AMERICAS

TIV - 7.5%

## ASIA-PACIFIC

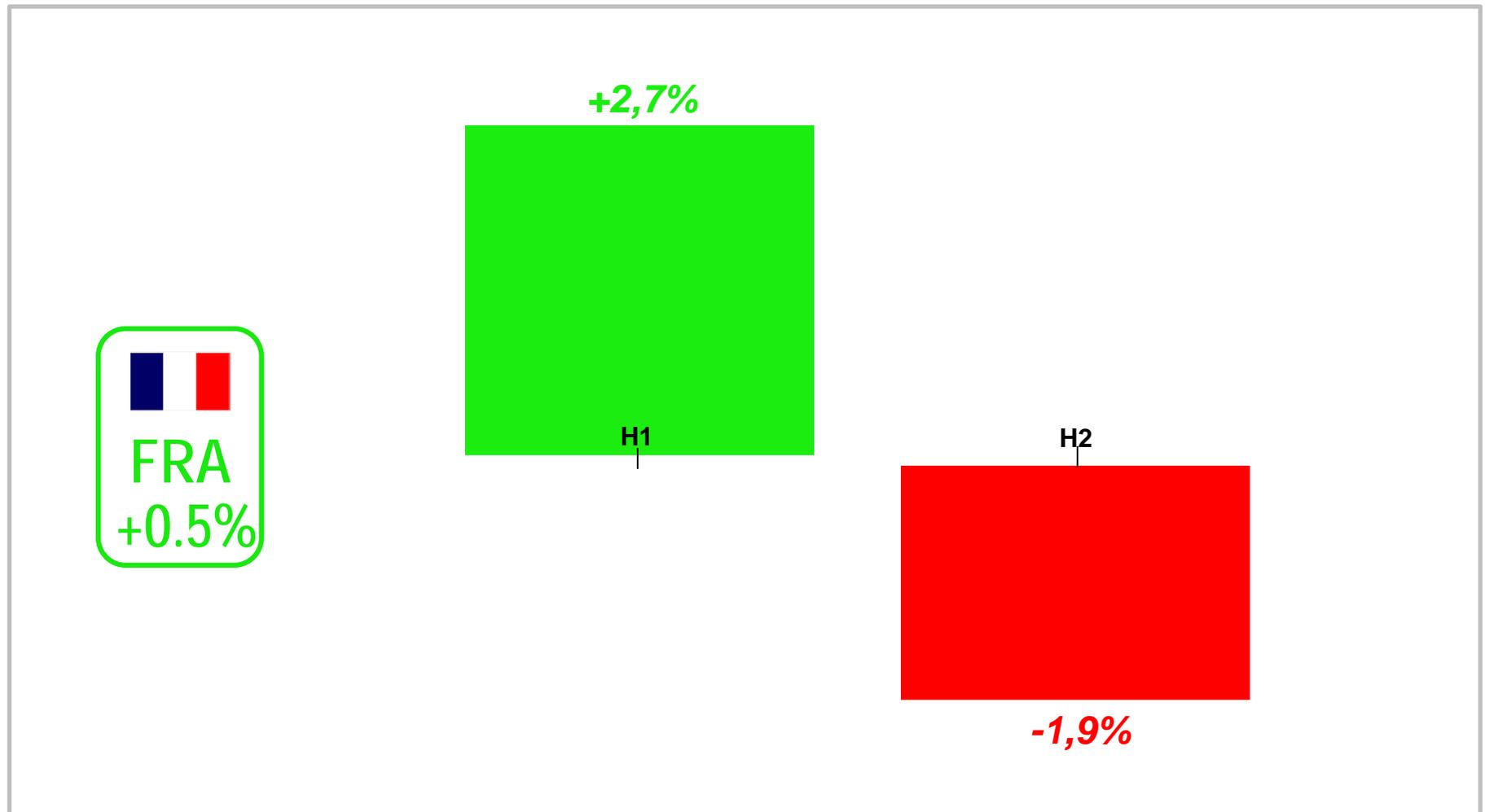
TIV + 4.6%



TIV 2014 vs 2013

\* PC+LCV including North America

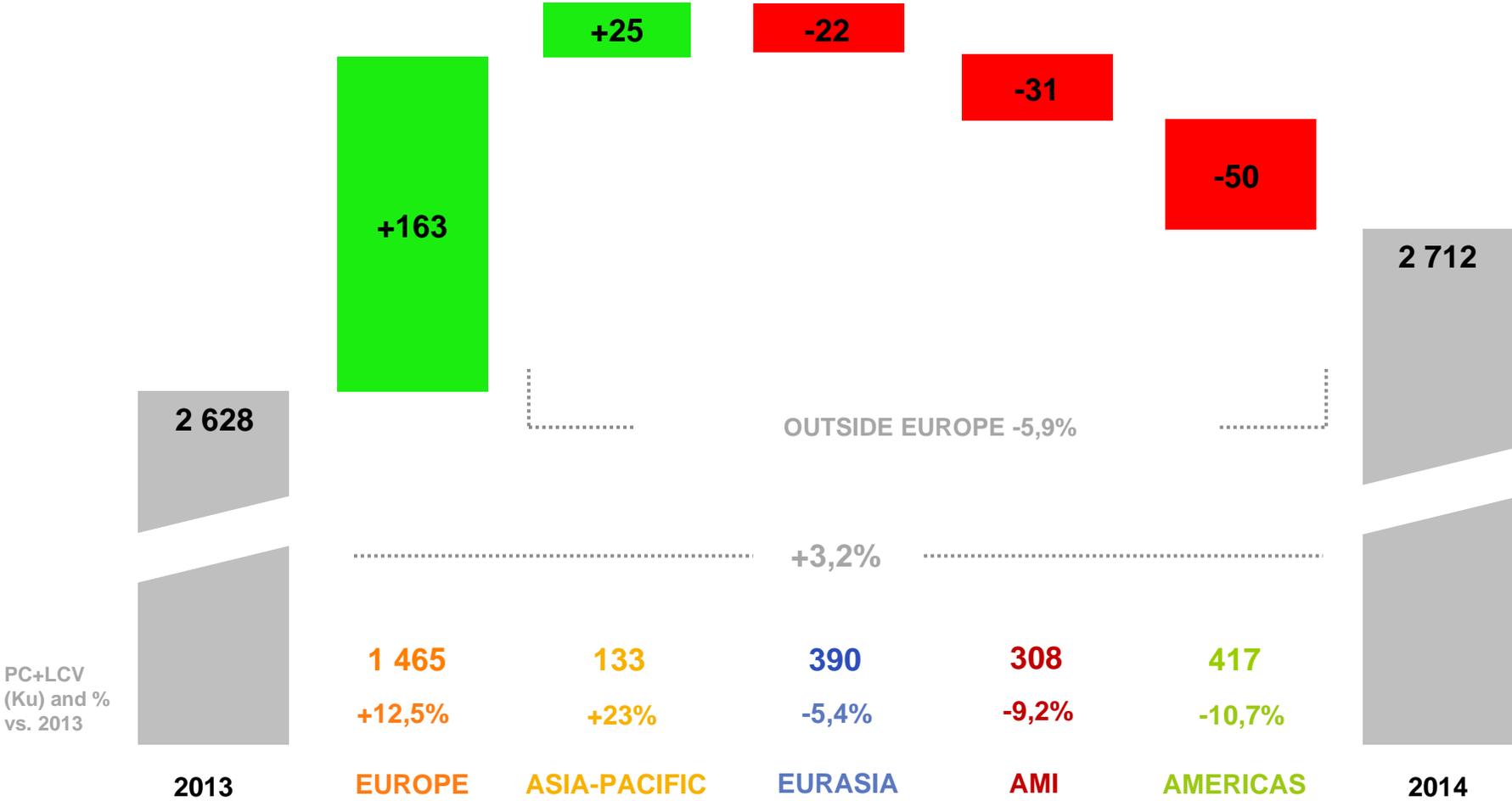
# FRANCE SLIGHTLY POSITIVE , SLOWING THROUGH OUT THE SECOND HALF



TIV 2014 vs 2013 by semester

# RENAULT GROUP SALES GROW 3.2%, THANKS TO EUROPE AND ASIA

**2 712 432 registrations**  
Global market share stable at 3,2%



Figures rounded to the nearest thousand

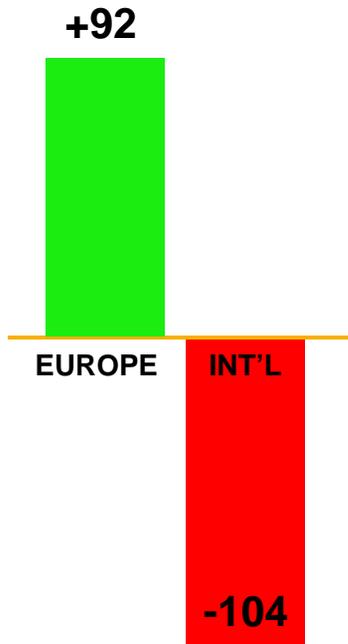


# RENAULT LEADING FRENCH BRAND GLOBALLY, STRONG GROWTH FOR DACIA, RSM



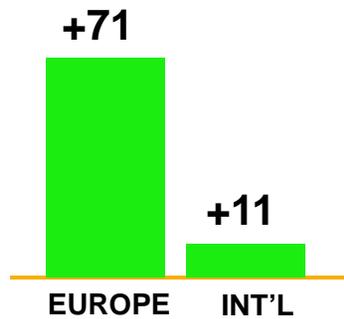
2 119 Ku

-0,6%



511 Ku

+19,0%



82 Ku

+22,4%



# THE NEW MODELS SERVE BOTH CONQUEST AND LOYALTY



## CLIO

378 500 sales

#1 in France

#3 in Europe



## CAPTUR

196 600 sales

Segment leader in France

Segment leader in Europe



## TWINGO

29 600 Sales (Sept-Dec)

Segment leader in France in Q4

High Trim-mix

# THE NEW MODELS SERVE BOTH CONQUEST AND LOYALTY



## DUSTER

395 500 sales

Top-Selling model

#1 SUV in Russia



## NEW SANDERO

227 000 sales

#1 retail in Spain

#3 retail in France



## NEW LOGAN

234 800 sales

#1 in Algeria

#1 in Morocco

# 02

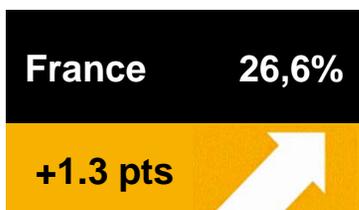


## 2014 SALES RESULTS BY REGION

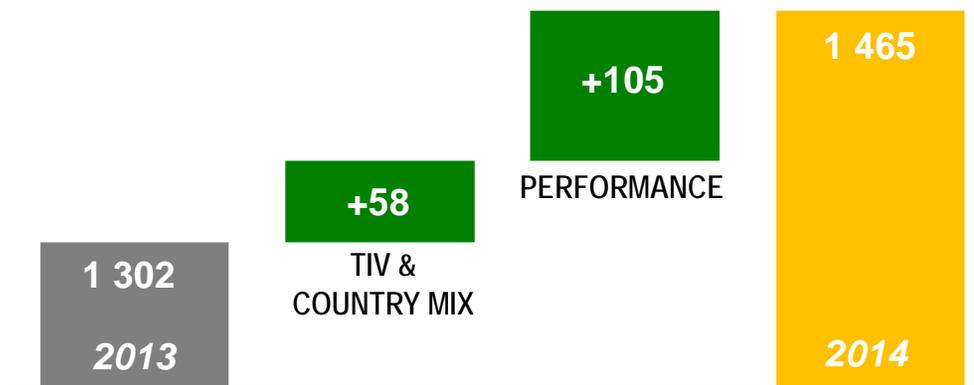
# EUROPE: STRONG GROWTH FOR BOTH RENAULT AND DACIA BRANDS



## GROUP MARKET SHARE PC+LCV



## GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



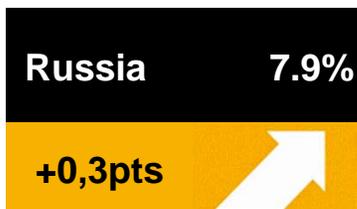
## RENAULT LEADER OF LCVs FOR THE 17th YEAR IN A ROW



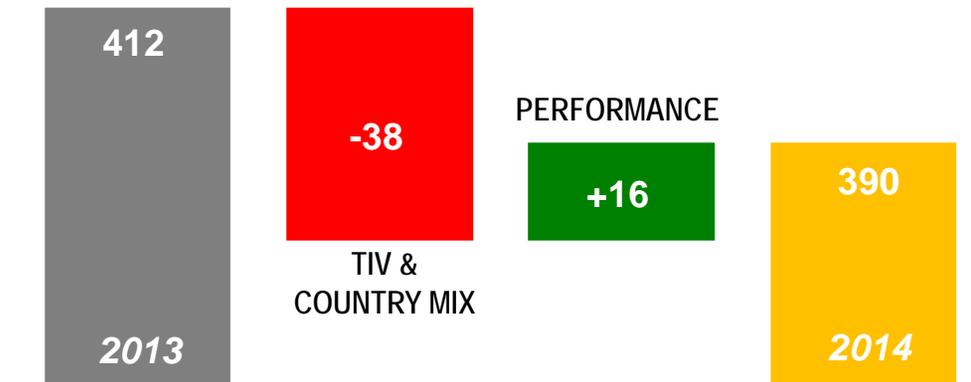
# EURASIA: STRONG SHARE GAINS IN MARKET DOWNTURN



## GROUP MARKET SHARE PC+LCV



## GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



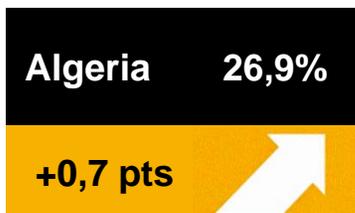
## BEST EVER MARKET SHARE IN RUSSIA



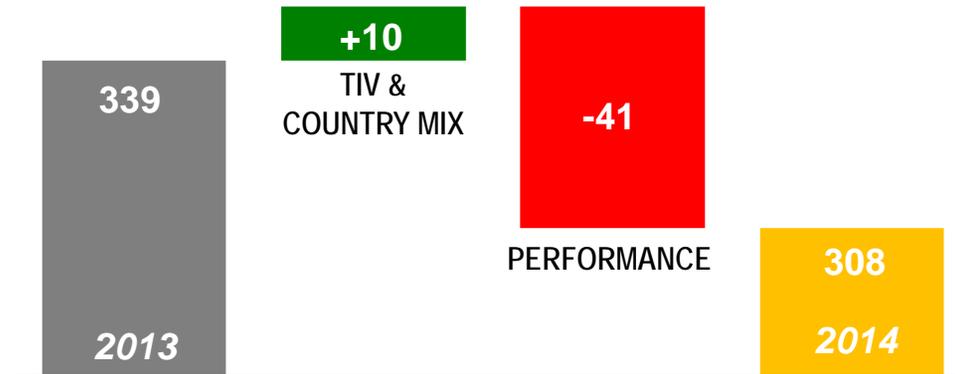
# AFRICA-MIDDLE EAST-INDIA: RENAULT LEADER IN MAGHREB



## GROUP MARKET SHARE PC+LCV



## GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



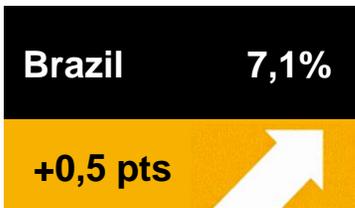
## #1 LOGAN HELPS RENAULT SECURE TOP SPOT IN MAGHREB



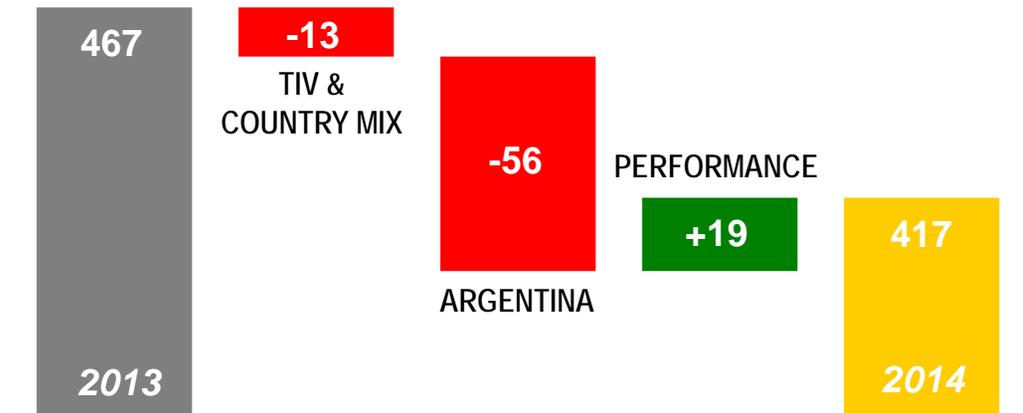
# AMERICAS: BEST-EVER PERFORMANCE FOR RENAULT IN BRAZIL



## GROUP MARKET SHARE PC+LCV



## GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



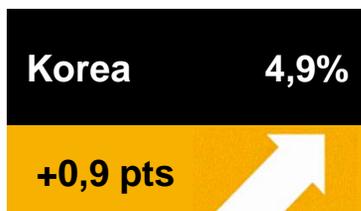
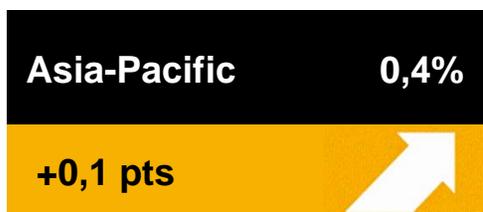
## LOGAN, DUSTER CARRY THE SALES UP IN BRAZIL



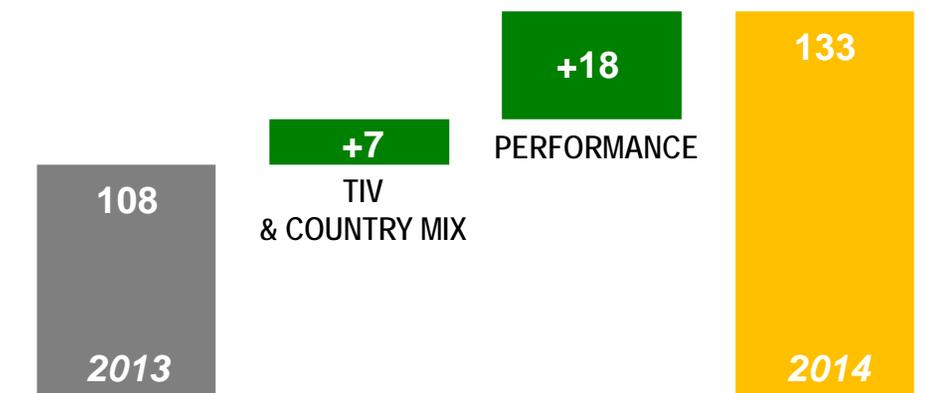
# ASIA-PACIFIC: RSM REVIVAL IS GAINING MOMENTUM



## GROUP MARKET SHARE PC+LCV



## GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



## 2 CONSECUTIVE YEARS OF GROWTH FOR RSM



# 03

## 2015 OUTLOOK

# 2015 FORECAST

## Markets Forecast:

- Global TIV growth: 2%
- European TIV growth: 1 to 2%, with France flat

## Sales Forecast:

- Increase our global sales volumes
- Strengthen the Renault Brand in Europe
- Improve our positions in our main emerging countries

**Supported by the acceleration of our product plan, with 5 new models**

# Q&A

