

# GROUPE RENAULT

## WORLDWIDE SALES RESULTS 1ST HALF 2020

Groupe Renault sold 1,256,658 vehicles in the first half with a strong electric momentum and a sales recovery in June

- With the Covid-19 pandemic context, Groupe Renault sold 1,256,658 vehicles in the first half, with a strong commercial recovery in June. The Renault brand was thus the number one brand in Europe in June.
- On the electric market, ZOE is the best-selling car in Europe, with growth of nearly 50% to 37,540 units in the first half and a record level of orders at 11,000 units in June.
- In the second half, the Group steps up its product offensive with the launch of the E-TECH Hybrid range and Twingo Z.E. in Europe, the arrival of a new Duster in the Americas and a new SUV in India.
- The Group is on track to meet its CAFE targets for 2020.

Boulogne-Billancourt, 07/20/2020

With the Covid-19 pandemic context, Groupe Renault suspended sales and industrial activities in most countries from mid-March and saw its sales fall 34.9% to 1,256,658 units in the first half, in a market down 28.3%. The Group's sales volume decline was mainly due to its high exposure to countries that have undergone a strict lockdown.

« The world is going through an unprecedented crisis with a major impact on our business. As soon as the recovery began, our plants and sales network quickly mobilized to meet our customers' needs, with demand sustained in June by government aid measures in Europe. We are starting the second half of the year with a very high level of orders, a satisfactory level of inventory, a rising price positioning across the entire range, and a new E-TECH Hybrid offer that is unique in its segment and already very well received » said Denis le Vot, member of the Executive Committee, Senior Vice President Sales and Regions of Groupe Renault.

Electric vehicle: ZOE leader in a growing market

The sales volumes of the Renault brand worldwide rose by 38%, with more than 42,000 vehicles sold in the first half.

In Europe, ZOE is the best-selling car with a sales growth close to 50% to 37,540 units and reached a record level of orders in June with nearly 11,000 orders.

The electric offensive with the arrival of Twingo Z.E. and the launch of E-TECH Hybrid engines (New Clio Hybrid, New Captur Plug-In Hybrid and New Megane Estate Plug-In Hybrid), have strengthened the Group's trajectory towards achieving its CAFE objectives for 2020.

In Europe

The sales of the Group amounted to 623,854 vehicles, down 41.8% in a market that was down 38.9%. The Group successfully renewed all its B-segment models under the Renault brand (Clio, Captur and ZOE). New Clio was the best-selling vehicle within the B-segment in Europe in the first half, with 102,949 units sold.

In the first half of the year, the Dacia brand recorded a 48.1% decline in sales to 161,334 vehicles sold, impacted by its exposure to the retail market strongly affected by the Covid-19 crisis.

In June, Group sales in Europe picked up with Renault and Dacia achieving respectively 10.5% (leading brand) and 3.5% market share. The Dacia brand is benefiting fully from customers' return to the sales network taking advantage of its full range of engines: LPG, gasoline and diesel.

Outside Europe, the Group was particularly affected by the market downturn in Russia (-23.3%), in India (-49.4%), in Brazil (-39.0%), and China (-20.8%).

#### In Russia

In the Group's second-largest country in terms of sales volume, Groupe Renault is the leader with a market share of 30.2%, up 1.4 points. Sales fell 19.5% in a market that contracted 23.3%.

The Renault brand's market share rose 0.3 points to 8.1%. Arkana confirmed its success with more than 7,000 vehicles registered in the first half and established Renault in a brand-new coupe-SUV segment in Russia.

LADA confirms its position as the leading brand on the Russian market with a 20.8% market share, to which must be added 1.3% for the NIVA model (AVTOVAZ) which has just been rebadged LADA in July. LADA Granta and LADA Vesta remain the two best-selling vehicles in Russia.

#### In India

Group sales fell 28.7% in a market that was down 49.4%. Renault reached a market share of 2.8% (+0.8 points). Nearly 13,000 Tribers were sold in the first six months. In the second half, the Renault range (Kwid, Duster, Triber) will be expanded with the arrival of a brand-new SUV.

#### In Brazil

In a market down 39.0%, Group sales fell 46.9%, mainly due to the new strategy of improving profitability and repositioning vehicle prices.

#### In China

The Group's volumes were down 21.2% in a market that declined by 20.8%. The Group is currently implementing a new strategy aimed at refocusing its activities on LCVs with Renault Brilliance Jinbei Automotive Co, Ltd and electric vehicles with eGT New Energy Automotive Co, Ltd (eGT) and Jiangxi Jiangling Group Electric Vehicle Co. Ltd (JMEV).

#### In South Korea

The Group recorded a 51.3% increase in sales in a market up 6.9% thanks to the success of its new XM3 model launched in March 2020, which sold more than 22,000 units over four months.

#### FOR MORE INFORMATION:

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## Group sales by region PC+LCV

	June Ytd*		
	2020	2019	% var.
France	242 534	379 454	-36.1%
Europe** (Excl France)	381 320	691 833	-44.9%
<b>France + Europe Total</b>	<b>623 854</b>	<b>1 071 287</b>	<b>-41.8%</b>
Africa Middle-East India & Pacific	150 734	217 977	-30.8%
Eurasia	297 455	346 272	-14.1%
Americas	113 826	205 767	-44.7%
China	70 789	89 749	-21.1%
<b>Total Excl France + Europe</b>	<b>632 804</b>	<b>859 765</b>	<b>-26.4%</b>
<b>World</b>	<b>1 256 658</b>	<b>1 931 052</b>	<b>-34.9%</b>

\* Sales

\*\* Europe = European Union (exclude France, Romania, Bulgaria) + Iceland, Norway, Switzerland, United Kingdom, Serbia and Balkan states

## Sales by brand

	June Ytd		
	2020	2019	% var.
<b>RENAULT</b>			
PC	623 895	1 008 613	-38.1%
LCV	136 404	216 436	-37.0%
<b>PC+LCV</b>	<b>760 299</b>	<b>1 225 049</b>	<b>-37.9%</b>
<b>RENAULT SAMSUNG MOTORS</b>			
PC	53 142	33 463	58.8%
<b>DACIA</b>			
PC	195 767	366 861	-46.6%
LCV	15 391	25 381	-39.4%
<b>PC+LCV</b>	<b>211 158</b>	<b>392 242</b>	<b>-46.2%</b>
<b>LADA</b>			
PC	147 844	193 325	-23.5%
LCV	4 870	5 757	-15.4%
<b>PC+LCV</b>	<b>152 714</b>	<b>199 082</b>	<b>-23.3%</b>
<b>ALPINE</b>			
PC	700	2 847	-75.4%
<b>AVTOVAZ</b>			
PC	8 520	0	
<b>JINBEI&amp;HUASONG</b>			
PC	1 213	4 415	-72.5%
LCV	68 912	73 954	-6.8%
<b>PC+LCV</b>	<b>70 125</b>	<b>78 369</b>	<b>-10.5%</b>
<b>RENAULT GROUP</b>			
PC	1 031 081	1 609 524	-35.9%
LCV	225 577	321 528	-29.8%
<b>PC+LCV</b>	<b>1 256 658</b>	<b>1 931 052</b>	<b>-34.9%</b>

## Group Renault: 15 markets - June Ytd

	<u>Volumes</u> <u>2020*</u> <u>(units)</u>	MS PC+LCV 2020 <u>(%)</u>
1 FRANCE	242 534	27.2
2 RUSSIA	192 158	30.2
3 GERMANY	80 421	6.1
4 CHINA**	70 732	0.8
5 ITALY	63 530	9.9
6 BRAZIL	59 941	7.9
7 SOUTH KOREA	55 242	6.1
8 TURKEY	49 131	19.3
9 SPAIN	48 275	12.0
10 BELGIUM+LUXEMBOURG	31 106	11.3
11 UNITED KINGDOM	27 057	3.5
12 INDIA	26 245	2.8
13 POLAND	21 687	10.6
14 ROMANIA	21 299	37.0
15 ARGENTINA	19 875	13.6

\*2020 June Ytd (sales), excl Twizy

\*\* Including Jinbei&Huasong.