

Renault Group pursues growth in value-creating segments

- Renault Group's worldwide sales amounted to 2,696,401 vehicles, down 4.5%.
- Renault Group is pursuing the sales policy initiated in the third quarter of 2020, which is leading to an increase in the share of its sales in the most profitable channels. In the five main European countries (France, Germany, Spain, Italy and the United Kingdom), the share of sales to retail customers now represents 58%, up 6 points compared to 2019, the pre-crisis situation.
- The Renault brand is strengthening its position in Europe on the electrified market. The E-TECH range (electric vehicles and hybrid engines) account for 30% of Renault passenger car sales in Europe in 2021 (vs. 17% in 2020). For Renault Arkana, which has enabled the brand to return to the C segment, the E-TECH versions accounts for 56% of its sales.
- The renewal of the Dacia brand range has been a success, driven in particular by New Sandero, which remains the best-selling vehicle among retail customers in Europe. With a 6.2% share of the retail market, the brand has climbed to the third place.
- The LADA brand continues to lead the Russian market with a market share close to 21%. LADA Vesta and LADA Granta occupy the first and second place in the sales ranking, respectively.
- The Alpine brand has announced a very strong increase in sales of over 74% with 2,659 units sold in 2021 and aims to continue its international development.
- The group's order backlog in Europe has doubled compared with 2020 and amounts to more than three months of sales, supported by the attractiveness of the Renault E-TECH range, light commercial vehicles, Dacia Sandero and Dacia Spring 100% electric, while inventories have recorded an estimated decline of around 30% compared with 2020.
- Renault Group confirms that it will achieve its CAFE¹ targets (passenger cars and light commercial vehicles) in 2021.

Liens vers les CP marques

¹ CAFE : Corporate Average Fuel Economy (These results should be consolidated and formalized by the European Commission in the coming months)

Renault Group sales by brand

	YTD end of December		
	2021	2020*	% change
RENAULT			
PC	1,318,785	1,473,593	-10.5
LCV	374,824	314,952	+19.0
PC+LCV	1,693,609	1,788,545	-5.3
DACIA			
PC	502,964	484,020	+3.9
LCV	34,131	36,686	-7.0
PC+LCV	537,095	520,706	+3.1
RENAULT SAMSUNG MOTORS			
PC	57,480	90,300	-36.3
ALPINE			
PC	2,659	1,527	+74.1
LADA			
PC	371,317	369,461	+0.5
LCV	13,891	14,505	-4.2
PC+LCV	385,208	383,966	+0.3
AVTOVAZ			
PC	183	9,823	-98.1
EVEASY			
PC	4,168	0	+++
JINBEI&HUASONG			
PC	39	1,982	-98.0
LCV	15,960	25,477	-37.4
PC+LCV	15,999	27,459	-41.7
RENAULT GROUP			
PC	2,257,595	2,430,706	-7.1
LCV	438,806	391,620	+12.0
PC+LCV	2,696,401	2,822,326	-4.5

*2020 Volumes at proforma 2021 (excluding Shineray)

15 main market of Renault Group - YTD December 2021

	2021	Volumes* (units)	PC+LCV M/S (%)
1	FRANCE	521,710	24.9
2	RUSSIA	482,264	28.8
3	GERMANY	177,795	6.1
4	ITALY	154,093	9.4
5	BRAZIL	127,159	6.5
6	TURKEY	116,175	15.8
7	SPAIN+CANARY ISLANDS	115,543	11.4
8	INDIA	95,878	2.7
9	MOROCCO	69,791	39.8
10	UNITED KINGDOM	68,344	3.4
11	SOUTH KOREA	61,096	3.6
12	POLAND	51,595	10.0
13	BELGIUM+LUXEMBOURG	51,074	10.0
14	ROMANIA	48,303	34.8
15	COLOMBIA	47,606	20.7

*2021 YTD December (sales), excl Twizy

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About Renault Group

Renault Group is at the forefront of a mobility that is reinventing itself. Strengthened by its alliance with Nissan and Mitsubishi Motors, and its unique expertise in electrification, Renault Group comprises 5 complementary brands - Renault, Dacia, LADA, Alpine and Mobilize - offering sustainable and innovative mobility solutions to its customers. Established in more than 130 countries, the Group has sold 2.9 million vehicles in 2020. It employs more than 170,000 people who embody its Purpose every day, so that mobility brings people closer. Ready to pursue challenges both on the road and in competition, Renault Group is committed to an ambitious transformation that will generate value. This is centred on the development of new technologies and services, and a new range of even more competitive, balanced and electrified vehicles. In line with environmental challenges, the Group's ambition is to achieve carbon neutrality in Europe by 2040.

<https://www.renaultgroup.com/en/>