



JULY 11, 2023

RENAULT COMES BACK ON THE PODIUM, FIRST BRAND IN FRANCE AND SECOND IN EUROPE



- The Renault brand worldwide sales for H1 reached 770,807 units*, +11% vs first half 2022. The brand increases its share of sales in the most profitable channels and value-creating segments.
- In Europe, the Renault brand increased its sales by 21% to 501,985 units and becomes the second best-selling brand on the European market. UK (+61%), Netherlands (+58%) Spain (+47%) and Italy (+35%) accounted for a large share of this growth.
- Renault is number 1 in France both on the PC market with 144,715 sales and on the LCV market with 54,239 sales.
- Renault continues to expand in the C-segment with a 42% increase in sales driven by the success of New Austral, Arkana and Megane E-Tech electric.
- On the electrified market**, Renault's sales rose by 17%, thanks to its double offer on EV and full hybrid models.
- Renault keeps a healthy channel mix with more than 1 in 2 sales to retail customers in Europe.
- Renault continues to outperform on the LCV market with double-digit sales growth worldwide (+21,5 %) and especially in Europe (+25.4%).

* All figures without Russia sales.

** Includes EV, Hybrid (HEV) and Plug-In Hybrid (PHEV), excludes Mild-Hybrid (MHEV).

The Renault brand sold a total of 770,807 cars (PC & LCV) to customers worldwide in the first half 2023 (+11%).



In Europe, unit sales in the first half of 2023 increased by 21% to 501,985 units (PC & LCV). As in 2022, the brand shows significant progress in the high-value segments – the growing electrified market, the C-segment, the retail market and the LCV business.**

GROWTH IN THE ELECTRIFIED MARKET

The strong growth in HEV sales (+40%) with 83,000 units drives the Renault brand's progress on the electrified ramp – up – overall sales up 17% to 132,500 cars. Austral with 65% sales on HEV versions and Arkana with 55% sales HEV have made a significant contribution to this success.

Megane E-Tech electric, which is going on sale in a full year in 2023, reached more than 23,000 sales in the first semester. It is the best-selling electric vehicle in its segment in France. Megane accounts for nearly 50% of our EV sales, which totalled 48,000 units. From the second half of 2023, Megane will go international, with sales starting in Turkey and Brazil.

GROWTH IN THE HIGH-VALUE BUSINESS

The C-segment model range accounts for ever-larger share of Renault brand sales: with unit sales of some 136,195 vehicles, the volume rose by 42%.

Renault Austral accounted for a large share of this success with 39,495 sales in H1 2023, Renault Arkana is progressing, with 41,821 sales in H1 2023.

Despite the persistent supply constraints, Renault achieves its retail target and maintains it at an optimised level, with more than one out of two vehicles sold to private customers. The retail mix reaches 51% in H1 2023, which is +8 points vs market average (43%).

GROWTH IN THE LCV MARKET

Renault, continues to outperform on the LCV market with a double-digit sales growth. Worldwide sales reached 186000 units (+21,5%) and in Europe the sales increased by 25,4 % to 144,250 units, in a market up 11.7%.

This dynamic performance was driven by the success of our flagship products, Kangoo (+11.7%), Express (+48.9%), Master (+13.8%) and Trafic (+36%), all leaders in their segments.

The Brand is also above the trend in LATAM (+19%), with 27,833 units, in a market up 11.9% thanks to the good performances of Oroch (+36.8%), Kangoo (+21.9%) and Master (+15.9%).

As pioneer in electrified commercial vehicles for 12 years with Kangoo and Master, the brand will continue this momentum with the launch of Trafic Van E-Tech and the unveiling of a new multi-energy van before the end of the year.



WE GOT OFF TO A GOOD START THIS YEAR, AND THE EFFORTS WE'VE MADE HAVE PUT US BACK INTO SECOND PLACE IN EUROPE. THIS IS THE RESULT OF THE SUCCESS OF AUSTRAL AND MEGANE E-TECH ELECTRIC AND THE COMMITMENT OF OUR NETWORK AND RENAULT TEAM. WE WILL ACCELERATE IN THE SECOND SEMESTER WITH THE ALL-NEW ESPACE, THE NEW CLIO AND THE NEW ARKANA.



Fabrice Cambolive

Chief Executive Officer, Renault brand





TOTAL SALES PC+LCV

		End of June *		
		2023	2022	% variation
RENAULT				
	PC	584,831	539,221	+8.5
	LCV	185,976	153,050	+21.5
	PC+LCV	770,807	692,271	+11.3
RENAULT KOREA MOTORS				
	PC	12,208	25,285	-51.7
TOTAL				
	PC	597,039	564,506	+5.8
	LCV	185,976	153,050	+21.5
	PC+LCV	783,015	717,556	+9.1

* Perimeter = w/o Russia

RANKING 15 MAIN MARKETS – FIRST SEMESTER 2023*

Ranking	Markets	Volumes (units)	PC+LCV M/S (in %)
1	FRANCE	198,954	18.4
2	TURKEY	58,705	10.6
3	BRAZIL	52,981	5.7
4	ITALY	48,919	5.2
5	SPAIN+CANARY ISLANDS	43,994	7.6
6	GERMANY	39,626	2.6
7	UNITED-KINGDOM	33,076	2.9
8	INDIA	29,411	1.3
9	ARGENTINA	24,999	11.3
10	BELGIUM+LUXEMBOURG	23,310	7.1
11	MEXICO	22,207	3.6
12	NETHERLANDS	17,756	7.4
13	POLAND	15,584	5.8
14	COLOMBIA	14,785	18.2
15	MOROCCO	13,488	16.6

* Perimeter = Renault+RKM and PC+LCV

ABOUT RENAULT

Renault, a historic mobility brand and pioneer of electric vehicles in Europe, has always developed innovative vehicles. With the 'Renaulution' strategic plan, Renault has embarked on an ambitious, value-generating transformation moving towards a more competitive, balanced, and electrified range. Its ambition is to embody modernity and innovation in technology, energy, and mobility services in the automotive industry and beyond.

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