

PRESS RELEASE



July 12, 2022

1ST HALF OF 2022 SALES RESULTS: E-TECH TECHNOLOGIES AND VALUE-ORIENTED STRATEGY BRING RESULTS



In a fast-moving environment, Renault shows consistent results with the priorities of Renaulution and continues to progress in the growing electrified market* and high value segments.

- In the 1st half of 2022, EV and Hybrid range represents 36% of Renault passenger cars sales in Europe.
- Megane E-Tech electric is proving a real success among customers with 20,000 orders since launch.
- In the 1st half of 2022, the retail mix rose by +13 points (vs 1st half of 2021) to reach 53%.
- Sales on C-Segment are growing by 12% (vs 1st half of 2021).
- In Europe Renault achieves 1 out of 3 sales on E-Tech, 1 out of 2 sales in the retail channel, 1 out of 3 sales on C-segment products.

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

Sustainability: in a context of soaring energy prices and environmental challenges, Renault is strengthening its leading position on electrified markets in Europe through an attractive line-up and the customer relevant technological choices.



In line with its ambitions to achieve the greenest mix in the European market by 2025, with more than 65% of electric and electrified vehicles in the sales mix, Renault is making strong progress on the electrified market. The **E-Tech** (EV and Hybrid powertrains) range represents **36%** of Renault passenger cars sales in Europe in first half of 2022, compared with **26%** in H1-2021; when the market average is still below 30%.

In the context of rising fuel prices and component shortages, Renault is targeting its offer at vehicles that best meet customer needs: **five long-range EV models** (ZOE, Twingo E-Tech electric, Megane E-Tech electric, Kangoo Van E-Tech electric, Master Van E-Tech electric) and **four low-consumption core full hybrid (HEV) models** (Clio, Captur, Arkana and the All-new Austral with best-in-class fuel economy below 4.5 litres per 100 km from a new E-Tech full hybrid powertrain with 200hp – running homologation figures).

All-new Megane E-Tech electric completes our EV offer and demonstrates a strong commercial start. The first Renault Megane E-Tech electric were delivered to customers in France in May 2022. The commercial launch is underway across Europe. Orders have reached over **20,000 units** with most sales on the high versions with 450km range and Open RLink, powered by Google®.

Full hybrid technology (HEV) is booming at **59,000 units, +87%** vs. H1-2021. This technology is successfully implemented on Renault's core models with a mix of 22% on Clio, 25% on Captur, 59% on Arkana sales and is expected to be the core version of the All-new Austral.

High value-added business: Renault benefits from its commercial policy with a significant performance increase on retail channels and C-segment models.

In H1-2022, the retail mix rose by **+13 points** (vs 1st half of 2021) to reach **53%** (G5 country scope). The retail market share also improved to **6.7%** (+0.8pt vs H1-2021), with volume growth **+5%** in a retail market down -8%.

The C-segment reconquest runs successfully: Renault sales are growing by **12%** with more than 95,000 registrations, gaining market share. The success of **Renault Arkana** continues, with already more than **40,000 sales** in the 1st half 2022. E-Tech versions (HEV) are the most demanded ones (59% of mix).

To strengthen its position on the large and growing C-SUV market, Renault opened pre-orders for the All-new Austral. The commercial launch is scheduled for the 2nd semester 2022 in Europe.

Worldwide sales reached **716,720 units** (-16.5% vs. H1-2021) and a market share of **4.0%** (-0.5pt vs. H1-2021, TIV and sales excluding China, North America and Russia). In Europe, Renault reached a market share of 6.4% (-0.6pt vs. H1-2021) at 414,515 units.

Outside Europe, Renault asserts its position on key markets.

In H1-2022, the sales outside Europe represent **42.2%** (excluding Russia).



In **Turkey**, which is becoming the **3rd market**, sales increased by **+20%** vs. H1-2021, and market share increased by **+3.4pt** over the same period with the success of Clio. Renault is **the leading brand on the Turkish PC market**.

Our green offensive expands worldwide: in **Latin America**, Renault has successfully launched the pre-order of **Kwid E-Tech**. The delivery will start in early September.

Renault brand Chief Operating Officer, Senior Vice President Fabrice Cambolive concludes:

'Electrified markets are booming in Europe and Renault is well placed to serve customers with products that suit them. Our E-Tech range based on our full electric and full hybrid HEV products is in line with customers aspirations to drive vehicles offering low running costs and sustainable mobility. In the second half of the year, we will accelerate the electrification of our range with the launches of the All-new Megane E-Tech electric, the Kangoo E-Tech electric and the All-new Austral.'





TOTAL SALES PC+LCV

		YTD end of June*		
		2022	2021	% variation
RENAULT				
	PC	538,924	634,607	-15.1
	LCV	152,511	197,119	-22.6
	PC + LCV	691,735	831,726	-16.9
RENAULT KOREA MOTORS				
	PC	25,285	26,908	-6.0
TOTAL				
	PC	564,209	661,515	-14.7
	LCV	152,511	197,119	-22.6
	PC + LCV	716,720	858,634	-16.5

* Perimeter = w/o Russia

RANKING 15 MAIN MARKETS - YTD JUNE 2022*

Ranking	Markets	Volumes (units)	PC+LCV M/S (in %)
1	FRANCE	175,378	18.4
2	BRAZIL	53,153	6.2
3	TURKEY	49,330	13.8
4	GERMANY	47,661	3.5
5	INDIA	45,126	2.1
6	ITALY	36,015	4.7
	SPAIN+CANARY	29,879	6.4
7	ISLANDS		
8	SOUTH KOREA	26,230	3.3
9	COLOMBIA	22,773	20.6
10	UNITED KINGDOM	20,522	2.2
11	ARGENTINA	20,408	10.4
12	BELGIUM+LUXEMBOURG	17,351	6.9
13	POLAND	14,796	6.1
14	MEXICO	14,290	2.8
	SOUTH	14,068	5.8
15	AFRICA+NAMIBIA		

* 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.