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RENAULT GAINS TRACTION WITH ELECTRIFIED RANGE AND HIGH VALUE BUSINESS.



- Renault worldwide sales up to 1,466,729 units*, out of which 832,605 made in Europe, and 634,124 on international markets.
- Renault, third brand on pure EV market and second brand on full-hybrid market in Europe.
- Better model mix with strong growth on C-segment in Europe (+21%) thanks to the success of Arkana and Megane E-Tech Electric.
- Improved channel mix with more than 1 in 2 sales to private customers in Europe, and leading position in France.
- 43% of sales outside Europe thanks to strong performance in Latin America (+8%), Turkey (+23%) and Morocco (+11%).

** All figures without Russia sales*



In a context of constrained supply, Renault brand sales amount to 1,466,729 units, -9.4 % vs 2021.

In Europe, Renault reaches a market share of 6.4% (-0.7 pt vs 2021) with 832,605 units. As in 2021, the brand shows significant progress in the high value areas – the growing electrified* market, the C-segment, the retail market and the LCV business.**

Electrified market

In 2022, Renault becomes the 3rd leading electrified brand (PC market) with 228,000 vehicles sold (+ 12% vs 2021). Renault is the third European brand for EV sales.

In line with its ambitions to achieve the greenest mix on the European market by 2025, with more than 65% of electrified vehicles in the sales mix, Renault **increases its mix of electrified sales by +9 pts** vs 2021. **The E-Tech range** (BEV and Hybrid powertrains) **now represents 39%** of Renault passenger cars sales in Europe in 2022, while the market average is 31%.

Megane E-Tech electric completes our BEV offer in Europe in the 2nd half of 2022 and becomes immediately one of the most popular BEV car on retail market **with 33,000 sales**, with most sales on the high versions with a 450-km range and OpenR Link, powered by Google. In 2023, Renault will launch Megane E-Tech electric outside Europe.

Full hybrid technology (HEV) is booming with 117,000 units, +64% vs. 2021. This technology, which is highly demanded by private customers, reaches a mix of 30% on Clio, 31% on Captur, 65% on Arkana sales and is already the core version of the New Austral. In 2022, Renault is the second brand in Europe for HEV sales.

High value business

Renault has achieved its retail target, with more than one out of two vehicles sold to private customers. The retail mix rose by +8 points vs 2021 to reach 51%, which is +7 points vs market average. Our retail market share improved by +0.3 pt vs 2021 up to 6.1% in Europe.

The C-segment growth is gaining pace: Renault sales are growing by **21%** with more than 200,000 registrations. The success of **Renault Arkana** continues, with already more than **80,000 sales** in 2022 (double vs 2021 – 41,800 sales).

LCV

On the European **LCV market**, Renault reaches **the second position with a stable 14.4% market share**. In 2022, Renault has completed its LCV range with All-new Kangoo E-Tech electric and All-new Master E-Tech electric to meet customers' expectations and in line with its electrification ambitions.

Renault is ranking 1st in Small Vans segment and 2nd in Medium/Large Vans segment.

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



Outside of Europe, Renault grows on its key markets. Sales volumes total 634,124 units and are stable vs 2021. The share of sales outside Europe reaches 43.2% of total brand sales.

Turkey, with a volume of 99,639 vehicles sold (+22.6% vs 2021), and a market share up +1.7pt at 12.7%, becomes Renault 4th market, where our product line-up perfectly answers the market's needs .

In **Morocco**, sales volumes rose by 11.4% to 26,385 vehicles, and market share reached a record for the last 10 years with 16.3% (+2.9 points).

In **India**, sales decreased by 9%, and market share by -0.7 pt. Renault remains the leading European OEM on the Indian market.

In **Latin America**, Renault outperforms with 283,116 sales, +8% vs 2021. Sales volumes rose by 26% in Argentina and 30% in Mexico thanks to the success of Kwid, the 4th best-selling PC vehicle in Latin America. In Colombia, Renault is market leader thanks to Duster, the best-selling vehicle on the market.

Renault brand Chief Operating Officer, Fabrice Cambolive concludes:

"The team delivered on our key priorities in 2022: the growing electrified market, the C-segment, the retail market. Our E-Tech range perfectly meets customers' expectations and places us as the third brand in Europe on the electrified market.

In 2023, the growth of Renault will be ensured by our unique E-Tech range on the market, a full year of sales of Megane E-Tech electric and All-new Austral as well as 4 important launches with high quality vehicles of which we are proud."





TOTAL SALES PC+LCV

		end of December*		
		2022	2021	% variation
RENAULT				
	PC	1,088,836	1,188,002	-8.3
	LCV	326,810	374,160	-12.7
	PC + LCV	1,415,646	1,562,162	-9.4
RENAULT KOREA MOTORS				
	PC	51,083	57,480	-11.1
TOTAL				
	PC	1,139,919	1,245,482	-8.5
	LCV	326,810	374,160	-12.7
	PC + LCV	1,466,729	1,619,642	-9.4

* Perimeter = w/o Russia

RANKING 15 MAIN MARKETS - FULL YEAR 2022*

Ranking	Markets	Volumes (units)	PC+LCV M/S (in %)
1	FRANCE	335,971	17.9
2	BRAZIL	126,689	6.5
3	GERMANY	100,338	3.5
4	TURKEY	99,639	12.7
5	INDIA	87,118	2.0
6	ITALY	72,442	4.9
7	SPAIN	65,507	7.0
8	SOUTH KOREA	52,621	3.2
9	COLOMBIA	49,521	20.9
10	UNITED KINGDOM	48,728	2.6
11	ARGENTINA	44,696	11.8
12	MEXICO	36,598	3.4
13	BELGIUM+LUXEMBOURG	30,646	6.5
14	POLAND	27,303	5.7
15	SOUTH AFRICA+NAMIBIA	27,251	5.4

* 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.