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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 3<sup>rd</sup> 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 4<sup>th</sup> 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 4<sup>th</sup> 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
<b>RENAULT</b>				
	PC	1,088,836	1,188,002	-8.3
	LCV	326,810	374,160	-12.7
	<b>PC + LCV</b>	<b>1,415,646</b>	<b>1,562,162</b>	<b>-9.4</b>
<b>RENAULT KOREA MOTORS</b>				
	<b>PC</b>	<b>51,083</b>	<b>57,480</b>	<b>-11.1</b>
<b>TOTAL</b>				
	PC	1,139,919	1,245,482	-8.5
	LCV	326,810	374,160	-12.7
	<b>PC + LCV</b>	<b>1,466,729</b>	<b>1,619,642</b>	<b>-9.4</b>

\* 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 'Renalution' 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.