

PRESS RELEASE

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THIRD-QUARTER REVENUE UP 13%

- Groupe Renault revenues came to €10,546 million for the quarter. This 13.0% increase is mainly due to the European market's continuing strong performance and the success of the group's range.
- In the third quarter of 2016, Groupe Renault sales increased by 16% to 721,741 vehicles, in a market which expanded by 5%.
- In Europe, the group's registrations rose by 11.3% in a market up 5.3%. The success of the new models and the continuing strength of Clio IV, Captur and Dacia models helped the group to pick up an additional 0.5 points market share.
- Outside of Europe, the group grew by 21.5% with significant expansion in the Africa, Middle East and India Region (+85%). Market share grew across all regions.
- Groupe Renault confirms its guidance for full-year 2016.

ALL REGIONS CONTINUE TO WIN MARKET SHARE IN THE THIRD QUARTER

In a global automotive market up 5%, Groupe Renault's registrations rose by 16% to 721,741 units. The group's market share increased by 0.3 points to 3.3%.

The group continued to enjoy traction from the renewal of its range in a buoyant **European** market (+5.3%). Its registrations rose by 11.3%, with market share gaining 0.5 points to 9.5%.

Sales under the **Renault** brand grew by 8.1% thanks to the success of new Mégane, Kadjar, Espace and Talisman models. Clio IV remains the second bestselling vehicle in Europe and Captur was again the leading crossover in its class. In Europe, in the electric vehicle segment, Renault's market share came to 20.8% in the third quarter, while ZOE posted a 22.4% growth.

Sales under the **Dacia** brand increased by 22.1%, due chiefly to Sandero Stepway and Duster.

In **France**, the group outperformed the market with a 3.9% rise in registrations to 123,000 vehicles in the quarter. The group placed five vehicles in the Top 10 best-selling passenger cars at the end of September, with Clio IV coming in at number one and Captur leading its segment. Sandero remains the best-selling car to retail customers, at the end of September and for the third quarter.

Internationally, despite turbulence in Brazil, Russia and Algeria, group sales increased by 21.5% in the third quarter. The group increased its market share in each region.

In the **Africa, Middle East and India** Region, the group's registrations were up by 85% as market share gained +2.7 points to 6.4%.

In **Iran**, Groupe Renault confirmed the trend of the first half of 2016, with deliveries up 135.5% thanks to the success of Logan and Sandero. The group's market share increased by 2.9 points to 9.6%.

In **India**, the market grew 17% while Renault registrations were multiplied sevenfold thanks to the success of Kwid. 82,771 Kwid have been registered since the start of the year, including 34,350 in the third quarter alone.

In **North Africa**, Groupe Renault registrations rose by 13.6%, in a market down 15%. Market share increased by 10.6 points to reach a record 42.2%. In **Algeria**, the market continues to be weakened by the current regulations setting import quotas. Within this context, the group consolidated its lead in the country with a market share of 63.1%, a gain of 29.2 points. The three best-selling vehicles were Symbol and Sandero – both of which are manufactured at the Oran plant – and Logan.

In the **Americas** Region, the group's market share increased by 0.2 points to 6.9%.

The Renault brand continued to benefit fully from the recovery of the **Argentinean** market, with its registrations up 21.7% in a market up 12.7%. In **Brazil**, in an automotive market down sharply (-17%), the group held up well, increasing its market share by 0.4 points to 7.8%. The end-2015 launch of Duster Oroch and the upcoming launch of Alaskan are enabling the group to expand its offering and position itself in the pick-up segment.

In **Eurasia**, the group's market share improved by 0.7 points to 12.4%. In **Russia**, where total industry registrations fell by 15.1%, Renault held up well, registering a limited 4.7% decline. Market share expanded 0.9 points to 8.3%, due to the successful launch of Kaptur, for which more than 7,500 orders have been placed since its launch in June 2016. In **Turkey**, the group was impacted by the market decline, with sales down 23.1%.

In **Asia Pacific**, the group's registrations rose by 25.6% in a market up 11.5%. In South Korea, the group's largest market in the region, **Renault Samsung Motors** posted 24.5% growth, driven by the success of its new SM6 sedan and its QM6 crossover. Market share expanded 1.9 points to 6.3% over the period. In **China**, pending the upcoming launch of Koleos, 10,686 Kadjar have been registered since the model's introduction in March, including 6,032 in the third quarter alone. The sales network, which currently encompasses 125 dealerships, is expected to grow to 150 outlets by the end of the year.

THIRD-QUARTER REVENUES BY OPERATING SECTOR

In the third quarter of 2016, the group's revenues came to €10,546 million, a 13.0% increase compared to the previous year (+16.7% increase at constant exchange rates).

Automotive revenues came to €9,989 million, up 13.5% thanks to an increase in volume (+10.7 points) and pricing (+4.6 points). This last effect still benefits from price increases in emerging countries to offset currency declines, but as well from recent launches. Growth in Sales to Partners (+1.8 points) reflects the positive momentum of our CKD¹ activities in Iran and China, as well as the increased production of vehicles to our partners in Europe. The euro's gain against a number of currencies, including the Argentinean peso and the British pound, resulted in an unfavourable impact of 3.8 points. Product mix is negative this quarter (-2.5 points), mainly due to the impact of Kwid in the group's sales.

Sales Financing (RCI Banque) reported revenues of €557 million, up 4.3% compared with the third quarter of 2015. The number of new financing contracts rose by 10.0%. Average performing assets increased by 17.5% to €33.9 billion.

OUTLOOK FOR 2016

In 2016, the global market is expected to record growth around 1.7% compared to 2015. The European market, as well as the French one, are expected to increase by at least 5%.

Outside Europe, the Brazilian and Russian markets are expected to decline: -15% to -20% for Brazil and -12% for Russia. On the contrary, China (+4% to +5%) and India (+7% to +9%) should pursue their positive momentum.

Within this context, Groupe Renault (at constant scope of consolidation) confirms its full-year 2016 guidance:

- Increase group revenues (at constant exchange rates)
- Improve group operating margin
- Generate a positive Automotive operational free cash flow

¹ CKD : Complete Knock Down

Groupe Renault consolidated revenues

(in € million)	2016	2015	Change 2016/2015
1st Quarter			
Automotive	9,942	8,829	+12.6 %
Sales Financing	547	559	-2.1 %
Total	10,489	9,388	+11.7 %
2nd Quarter			
Automotive	14,136	12,236	+15.5 %
Sales Financing	560	573	-2.3 %
Total	14,696	12,809	+14.7 %
3rd Quarter			
Automotive	9,989	8,802	+13.5 %
Sales Financing	557	534	+4.3 %
Total	10,546	9,336	+13.0 %
9 months			
Automotive	34,067	29,867	+14.1 %
Sales Financing	1,664	1,666	-0.1 %
Total	35,731	31,533	+13.3 %

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