



## PRESS RELEASE

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AT THE INTERNATIONAL COMMERCIAL VEHICLE SHOW IN HANOVER  
**RENAULT IS PRESENTING A WIDER LCV RANGE: BETWEEN 2 AND 22 M<sup>3</sup>  
AND PREMIERING THE KANGOO EXPRESS Z.E. AT €20,000 EXCLUDING VAT<sup>1</sup>**

- Renault has been the market leader in the LCV market in Western Europe since 1998.
- Renault has market share of 15.72% an increase of 1.3 points over August 2009.
- To consolidate its leadership, Renault launched three new models in 2010: Kangoo Express Maxi, New Trafic and New Master.
- The all-electric van, Kangoo Express Z.E., will expand the range in mid-2011. Depending on country, this vehicle, premiered at the Hanover International Commercial Vehicle Show, will cost between €15,000 excluding VAT (including a tax incentive subsidy of €5,000) and €20,000 excluding VAT (with no tax incentive deducted).

Since 1901 and the launch of its single-cylinder van, Renault has been a major player in LCVs vehicles. It has been the LCV market leader in Western Europe for the past 12 years, and even increased its market share this year, from 14.4% at end-August 2009 to 15.7% at end-August 2010. Over the same period, Renault's sales have increased by 20% in volume terms, in a market that has grown by almost 10%.

This increase was driven primarily by the launch of three new models at the start of the year: New Master, New Trafic and Kangoo Express Maxi. Renault's LCV range now spans load volumes of between 2 and 22 m<sup>3</sup>, in order to meet all the needs expressed of business customers.

### **KANGOO EXPRESS Z.E., THE ALL-ELECTRIC LCV AT €20,000 EXCLUDING VAT<sup>1</sup>**

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At the International Commercial Vehicle Show in Hanover, Renault is premiering the definitive version of Kangoo Express Z.E. (Zero Emission), the first all-electric van developed and built by a vehicle manufacturer.

Kangoo Express Z.E. will be sold in Europe at a price of **€20,000 excluding VAT<sup>1</sup>**, prior to any tax incentive that might be deductible. In France, for example, a state subsidy of €5,000 will reduce the price of Renault Kangoo Express Z.E. down to **€15,000 excluding VAT<sup>2</sup>**, the same price as a Kangoo Express of identical diesel-engined power.

<sup>1</sup> Excluding tax incentives, excluding options.

<sup>2</sup> Available tax incentive deducted, excluding options.

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Renault has developed several innovative purchasing concepts for its electric vehicle. Ownership of the vehicle will be separate to that of the battery. Customers will be able to purchase or lease their ZE van and take out **a subscription for the battery costing from €72 excluding VAT per month.**

'Filling up' on energy (160km) for Kangoo Express Z.E. will cost between one and two euros, depending on the local price of electricity (kWh). This marks a significant difference compared with an internal combustion-engined small van. Renault's first electric vehicle will consequently be affordable both to buy and run, making it a particularly attractive proposition for business and fleet customers.

- **Load capacities identical to internal combustion-engined version**

Based on the Renault Kangoo Express, the electric van delivers zero-emission mobility<sup>1</sup> for business customers who care about environmental issues. It is designed to set high standards in durability and reliability.

Renault Kangoo Express Z.E is 4.21m long with a load capacity of between 3 and 3.5 m<sup>3</sup>, a load length of 2.50m and a payload of 650 kg. The batteries are located in the centre of the vehicle under the floor, so load capacity is exactly the same as on the internal combustion-engined Kangoo Express. The asymmetric hinged rear doors and sliding side door provide easy access to the cargo area, which is large enough to take a euro-pallet.

Customers will also have access to the same comprehensive range of professional equipment to which they become accustomed with Kangoo Express: full bulkhead or swivelling bulkhead incorporating folding passenger seat, hinged rear roof flap, manual or automatic climate control and audio with Bluetooth connectivity.

The design of Renault Kangoo Express Z.E. is similar to that of the internal combustion-engined version. A chrome ZE badge at the rear identifies it as a Renault electric vehicle. The charging flap is located at the front of the vehicle, next to the right hand headlamp. A standard recharge via a 220V 16A domestic socket takes between six and eight hours when the vehicle is parked overnight or during working hours.

Kangoo Express Z.E. has a range of 160 km over an NEDC combined cycle. Range management is a key factor with electric vehicles, and Renault has taken steps to make it as straightforward and efficient as possible. It has developed a special MMI (man machine interface) display to inform the driver of the remaining battery charge and operational range:

- a gauge next to the speedometer shows the remaining battery charge,
- an econometer displays the level of energy consumption in real time,

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<sup>1</sup> During road use, excluding wear parts.

- the econometer uses a new colour code: light blue for “normal” use, dark blue for optimum operation (energy recovery) and red for excessive consumption that will impact vehicle range,
- the onboard computer is tailored to the characteristics of electric vehicles. It shows the remaining range and number of kWh, as well as real-time and average consumption.

New functions will also be available, such as pre-heating and pre-cooling during recharging, to maximise vehicle range.

- **An all-electric powertrain, improved driving pleasure**

The electric van delivers a sound, reassuring and well-balanced ride while its dynamic qualities (roll angles, steering input, etc.) are identical to those of the internal combustion-engined version. And Kangoo Express Z.E. is even more enjoyable to drive: quiet, responsive and with no gear changes. Acceleration is strong from low speeds and the motor delivers maximum torque of 226 Nm from the moment the driver pulls away.

The electric motor has a power output of 44 kW (60 hp) and a maximum speed of 10,500 rpm. Energy efficiency is 90%, far superior to the 25% of internal combustion engines. Low rolling resistance tyres improve energy performance even further.

When the driver’s foot presses on the accelerator, the 22 kWh lithium-ion battery powers the electric motor. The latter converts electrical energy into mechanical energy, transmitted to the drive wheels. The battery recharges during deceleration phases, when the driver lifts his or her foot off the accelerator pedal. The kinetic energy from the vehicle is recovered by the motor, which converts it into electric current. The current generated in this way recharges the battery.

Renault Kangoo Express Z.E. will be available in nine solid or metallic body colours. Business customers will be able to order vehicles in the corporate colors of their company.

The electric van will be produced in France at the Renault MCA (Maubeuge Carrosserie Automobile) plant in Maubeuge, on the same production line as the internal combustion-engined version. It will take full advantage of the first Kangoo’s production know-how, supplier fabric and logistics network. This will make it possible to start production quickly as well as ensuring high quality standards from the outset.

The first production electric van will be equipped with a unique range of equipment. Vehicles can be pre-ordered from today on the website [www.renault-ze.com](http://www.renault-ze.com). This preliminary order service gives customers priority access to the vehicle when it arrives on the market.

- **Main standard features**

**Kangoo Express features**

- 15" wheels with four disc brakes
- Rear asymmetric panel doors
- ABS, Emergency brake assistance
- Remote control central door locking
- Variable-assist electric power steering
- Driver airbag
- Two protective tubes behind the driver  
(depending on market)
- Floor mat for the cab
- Onboard Trip computer
- Electrically operated door mirrors with temperature indicators

- 650 kg payload
- Six floor anchorage rings
- Illuminated cargo area
- Height-adjustable seatbelts
- Height-adjustable steering wheel
- Lighting and seatbelt audible warning

**Z.E. specific features**

- Special Z.E. on board trip computer
- Special Z.E. dashboard
- Pre-heating and pre-cooling of cabin while battery is charging
- Standard 10/16A plug and cable

- **Technical characteristics of Kangoo Express Z.E.**

DIMENSIONS	
Length (mm)	4,213
Overall width / with rearview mirror (mm)	1,829 / 2,133
Height, empty (mm)	1,818
Wheelbase (mm)	2,697
Front track (mm)	1,522
Rear track (mm)	1,536
Ground clearance, unladen (mm)	186 unladen and 143 mm laden
Weight (kg)	1,410
Load volume	3 – 3.5 m <sup>3</sup>
Payload	650 kg
Number of seats	2
TECHNICAL DATA	
Motor	Synchronous electric motor with rotor coil
Power(kW)	44
Max speed (rpm)	10 500
Torque	226 Nm
Transmission	Direct transmission with a reduction gear
Batteries	Lithium-ion type
Battery capacity	22 kWh
PERFORMANCE	
Range	160 km NEDC cycle
Top speed (electronically limited) (kph)	130

## NEW RENAULT MASTER, MORE THAN 350 VERSIONS AVAILABLE

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New Master debuted in April 2010 with its van versions. The chassis cab versions are now available, with the three-way dropsides and converted models in particular. They will be followed shortly by the high roof vans (H3) and minibuses. The full New Master range – comprising more than 350 versions produced exclusively at the SOVAB plant in Batilly (France) – will be available in early 2011.

Master and New Master has market share of 11 % in Europe (August 2010), an increase of 0.7 point compared to August 2009. The release of New Master led to a 20% increase in orders. The vehicle's many strengths have already been widely acclaimed by customers:

- **Design**, with strong, expressive lines reflecting the robust strength and easy handling of the large van.
- **A comfortable ergonomic cabin**, for a driving position close to that of a passenger car. The cabin of New Master also boasts the largest number of functional stowage compartments on the market. These fully integrated features are specially designed to hold the objects used every day by business customers.
- **Lower running costs**, thanks in particular to a brand new 2.3 dCi engine, developed specifically for the needs of LCVs and produced at the Cléon plant in France. The engine is available as a 100, 125 or 150 hp unit and is identical on the front- and rear-wheel drive versions. The new version gains an average 1l/100 km compared with its predecessor, with combined consumption from 7.1l/100 km (187g CO<sub>2</sub>/km). New Renault Master is market leader, based on NEDC consumption figures, for the front-wheel drive versions. Maintenance costs have also been slashed by 40% compared to its predecessor and are among the lowest in the market.
- **A wide range including a new rear-wheel drive version**, fully developed by Renault. As well as delivering better traction, particularly on loose surface, this rear-wheel drive version of New Master also gains a new L4 length with a load volume of up to 22 m<sup>3</sup>, 3.5 t and 4.5 t versions, twin wheels and new conversions by body makers.

Reinforcing Renault's strong relationships with converters, its strategic partners, a new approval procedure has been introduced. The converter selection process is now based on proposals from each country. Following an audit, the converter receives global approval for the conversion of all Renault group LCVs. Around one hundred body makers have already been approved in Europe. With this new process, Renault will be able to sell the full range of complementary vehicle adaptations from the launch of New Master, and to guarantee vehicle diversity and quality.

## **A RENEWED AND EXPANDED LCV RANGE**

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Alongside New Master, Renault launched New Trafic and Kangoo Express Maxi at the start of the year.

Renault Trafic established a new record at the end of August 2010 when it achieved a 16.5% share of the European small van market. In doing so, it recorded the segment's biggest rise, scoring an increase of 2.2 points compared with the end of August 2009.

New Renault Trafic features improved comfort and ergonomics. The dashboard has been redesigned to include more stowage. The vehicle also gains new equipment from the passenger car sector for a more comfortable ride: integrated Carminat TomTom®, navigation, cruise control/speed limiter, automatic climate control and a choice three audio systems, one of which incorporates one Bluetooth system.

Fuel consumption is also improved on the 2.0 dCi version of New Renault Trafic (- 0.8l/100 km), which is now available with a particulate filter. It will also comply with the Euro 5 standard from end-2010. The limited series “Black Edition” passenger-carrying version with its “business” design positions it at the top end of the segment.

New Renault Kangoo Express Maxi is a van with a wheelbase extended by almost 39 cm. Available in 2- and 5-seater versions, it has load capacity of up to 4.6 m<sup>3</sup> and a load length of 2.90m. It combines improved modular design with excellent road holding and fuel-efficient engines, with the 1.5-litre dCi, 85 and 105 hp as well as the 1.5l dCi, 90 and 110 hp Euro 5 versions featuring a particulate filter, depending on countries. With this new vehicle, Renault becomes the only European brand to market a small van in three lengths, thus covering all the needs of business users.

The New Kangoo Express continues to top the European market with a 15.3% market share (as of end-August 2010), which is up 1.6 points over end-August 2009.

## **PRO+, A SERVICE TAILORED TO THE NEEDS OF BUSINESS CUSTOMERS**

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To support the renewal and diversity of its LCV range, Renault has decided to reinforce its sales network, adjusting it to the needs of a customer base with changing requirements. To this end, it launched Renault Pro+ in 2009.

Based on the concept of a “one-stop shop” offering a full range of business services, Renault Pro+ is a centre of LCV/car expertise (production or converted vehicles) with a product offering tailored to business customer needs such as mobility solutions in after-sales. Relying on a specialist/dedicated

workforce and special equipment/accessories, Renault Pro+ delivers a practical and efficient response to all customer needs.

Renault Pro+ is continuing to expand steadily: the 100<sup>th</sup> outlet opened its doors in July 2010 in Poland, and the network is now up and running in twenty countries (seven operational outlets in Germany). In the longer term (end-2012), 400 Pro+ outlets will be deployed worldwide, of which 45 in Germany.

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