## Renault Group

WORLDWIDE SALES RESULTS, OCTOBER 2008<br>*Provisional figures at November 3, 2008

The Renault group sold 188,116 vehicles (PC + LCV) worldwide in October 2008 under its three brands, Renault, Dacia and Renault Samsung Motors. This figure was down $14.1 \%$ on October 2007. Worldwide, Renault brand sales fell 16.9\%, Dacia sales grew 20.2\%, and Renault Samsung Motors reported a 27.7\% decrease.

The slowdown in the European market intensified. The main emerging markets where the Renault group is present (Russia, Brazil, Romania, Turkey) fell off dramatically. The used car market worsened further, particularly in Europe. The financial crisis became more acute with a strong impact on the sales network. In this environment, Renault continues to place the priority on sales to retail customers and company fleets, as well as on reducing inventories of new and used vehicles, both at the manufacturer and sales network level.

In the Europe Region, Group sales fell 16\% in October, in line with the market decrease of $15 \%$. Sales were resilient in Germany, down $7.7 \%$ in a market that lost $8.8 \%$, and the Group increased its market share by 0.1 point. Renault group sales were down in Spain, Italy and the UK, where the markets fell considerably. In contrast, the Group continued to increase market share in Ireland ( $+2.6 \%$ ), the Netherlands ( $+0.4 \%$ ), Belgium ( $+0.4 \%$ ), Austria ( $+1.6 \%$ ) and Switzerland ( $+1.6 \%$ ).

Renault sold 11,569 New Twingo units, up 23\% on October 2007. New Mégane Hatchback and Coupé, both launched at the Paris Motor Show, mark the renewal of Renault's C segment offering. New Mégane Hatchback, which has been warmly received by the sales network and customers, will be launched from November onwards. Laguna Coupé was launched this month.

Dacia sales in the Europe Region increased more than $84 \%$ in October, rising for the 10th consecutive month in 2008. The Dacia range now comprises three models, Logan sedan, Logan MCV, and Sandero, which has boosted the success of the line-up.

In the Americas Region, where the market was down $12.1 \%$ in October, the Group held up well, with sales off $9 \%$. In Brazil, where the market lost $3 \%$, Group sales rose $24.9 \%$ for a 0.9 -point increase in market share, on the strength of a rich and market-responsive product line-up. The Group sold nearly 3,000 Sanderos in October. In Argentina, a market that contracted 4.5\%, sales fell 3.2\%, for a 0.1point gain in market share.

In the Euromed Region, where the market lost $5.7 \%$ in October, Renault group sales fell $13.7 \%$. Group sales in Romania decreased 29.9\%, in step with the market, down 29.5\%. The Group's market share remained high, at $36 \%$. In Russia, in a market down $0.1 \%$, Group sales were up $2.3 \%$. On the expanding Algerian market ( $+14.9 \%$ ), Group sales grew strongly, by $60.8 \%$, for a market share increase of more than 5\%. Group sales in Morocco were up 4.1\%.

In the Asia-Africa Region, Group sales fell $5.3 \%$ in a market that rose $3.9 \%$ in October. RSM sales were down $28.6 \%$ in South Korea, where the market rose $3.9 \%$. More than 5,200 Logans were delivered in Iran in October.

See also: France October sales results / Press release published on November 3, 2008 www.media.renault.com

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Total sales by brand

|  | October* |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | October 2008 | October 2007 | \% variation | 2008 | 2007 | \% variation |
| RENAULT |  |  |  |  |  |  |
| PC | 127839 | 156192 | -18.2\% | 1460625 | 1459482 | +0.1\% |
| LCV | 28860 | 32363 | -10.8\% | 302725 | 319323 | -5.2\% |
| PC+LCV | 156699 | 188555 | -16.9\% | 1763350 | 1778805 | -0.9\% |
| RENAULT - SAMSUNG-MOTORS |  |  |  |  |  |  |
| VP | 7612 | 10525 | -27.7\% | 88839 | 100384 | -11.5\% |
| DACIA |  |  |  |  |  |  |
| PC | 22537 | 18807 | +19.8\% | 204196 | 176025 | +16.0\% |
| LCV | 1268 | 997 | +27.2\% | 14434 | 9922 | +45.5\% |
| PC+LCV | 23805 | 19804 | +20.2\% | 218630 | 185947 | +17.6\% |
| RENAULT Group | 0 | 0 |  |  |  |  |
| PC | 157988 | 185524 | -14.8\% | 1753660 | 1735891 | +1.0\% |
| LCV | 30128 | 33360 | -9.7\% | 317159 | 329245 | -3.7\% |
| PC+LCV | 188116 | 218884 | -14.1\% | 2070819 | 2065136 | +0.3\% |

Total sales by region excluding LADA

|  | October* |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | October 2008 | October 2007 | \% variation | 2008 | 2007 | \% variation |
| France | 55580 | 59662 | $-6.8 \%$ | 563950 | 547097 | $+3.1 \%$ |
| Europe* (excl. France) | 64831 | 83634 | $-22.5 \%$ | 750710 | 821337 | $-8.6 \%$ |
| Total France + Europe | $\mathbf{1 2 0 4 1 1}$ | $\mathbf{1 4 3 2 9 6}$ | $\mathbf{- 1 6 . 0 \%}$ | $\mathbf{1 3 1 4 6 6 0}$ | $\mathbf{1 3 6 8 4 3 4}$ | $\mathbf{- 3 . 9 \%}$ |
| Euromed ** | 31353 | 36351 | $-13.7 \%$ | 349235 | 336459 | $+3.8 \%$ |
| Americas | 19907 | 21871 | $-9.0 \%$ | 224758 | 202383 | $+11.1 \%$ |
| Asia-Africa | 16445 | 17366 | $-5.3 \%$ | 182166 | 157860 | $+15.4 \%$ |
| Total excl. France + Europe | $\mathbf{6 7 7 0 5}$ | $\mathbf{7 5 ~ 5 8 8}$ | $\mathbf{- 1 0 . 4 \%}$ | $\mathbf{7 5 6 1 5 9}$ | $\mathbf{6 9 6} \mathbf{7 0 2}$ | $\mathbf{+ 8 . 5 \%}$ |
| Total | $\mathbf{1 8 8 1 1 6}$ | $\mathbf{2 1 8 8 8 4}$ | $\mathbf{- 1 4 . 1 \%}$ | $\mathbf{2 0 7 0 8 1 9}$ | $\mathbf{2 0 6 5 1 3 6}$ | $\mathbf{+ 0 . 3 \%}$ |

[^0]** Europe = appendix 1

Renault group TOP 10 markets (excluding LADA) YTD October 2008

| Countries | Volumes PC+LCV (1) | Market share |
| :--- | :---: | :---: |
| FRANCE | 548882 | $25.6 \%$ |
| GERMANY | 142640 | $5.1 \%$ |
| SPAIN+CANARY ISLANDS | 121134 | $10.3 \%$ |
| ITALY | 104586 | $5.1 \%$ |
| BRAZIL | 101021 | $4.4 \%$ |
| UNITED KINGDOM | 99701 | $4.6 \%$ |
| ROMANIA | 96593 | $34.5 \%$ |
|  | 76399 | $27.3 \%$ |
| Dacia |  |  |
| RUSSIA | 20194 | $7.2 \%$ |
| SOUTH KOREA | 92647 | $3.7 \%$ |
| ARGENTINA | 86779 | $8.4 \%$ |


| Americas | $\begin{gathered} \text { Asia } \\ \text { \& Africa } \end{gathered}$ | EuroMed | Europe <br> (excluding France) | France |
| :---: | :---: | :---: | :---: | :---: |
|  | ASIA PACIFIC |  |  |  |
| Colombia <br> Costa Rica |  | Bulgaria | Austria | Metropolitan France |
|  | Australia | Moldavia | Baltic States |  |
| Cuba | Indonesia | Romania | Belgium/Luxembourg |  |
| Ecuador | Japan | Armenia | Bosnia |  |
| Honduras | Malaysia | Belarus | Croatia |  |
| Mexico | New Caledonia | Georgia | Cyprus |  |
|  |  | Kazakhstan |  |  |
| Nicaragua Panama | New Zealand Singapore | Russia | Czech Republic Denmark |  |
| Salvador |  | Ukraine |  |  |
| Venezuela | Tahiti | Azerbaïdjan | Finland |  |
| Dominican | Thailand |  | Germany |  |
| Republic |  |  |  |  |
|  |  | Turkey | Greece |  |
|  |  |  | Hungary |  |
| Guadeloupe | Brunei |  | Ireland |  |
|  |  | Algeria | Iceland |  |
| French Guyana Martinique | INDIA |  | Italy |  |
|  |  | Morocco |  |  |
|  |  | Tunisia | Kosovo |  |
| ArgentinaBrazil | MIDDLE EAST |  | Macedonia |  |
|  | \& French-speaking |  | Malta |  |
| Bolivia | Africa <br> Egypt |  | Montenegro |  |
|  |  |  | Netherlands |  |
| Paraguay <br> Peru <br> Uruguay |  |  |  |  |
|  |  |  |  |  |
| Uruguay | Jordan |  | Norway |  |
|  | Lebanon |  | Poland |  |
|  | Libya |  | Portugal |  |
|  | Saudi Arabia |  | Serbia |  |
|  |  |  | Slovakia |  |
|  | Pakistan <br> Gulf countries |  | Slovenia <br> United Kingdom |  |
|  | Gulf countries Syria |  | United Kingdom Spain |  |
|  | + French-speaking |  | Sweden |  |
|  |  |  | Switzerland |  |
|  | AFRICA \& INDIAN OCEAN |  |  |  |
|  | South Africa |  |  |  |
|  | + sub-Saharan African |  |  |  |
|  | countries |  |  |  |
|  | Indian Ocean Islands |  |  |  |
|  | KOREA |  |  |  |
|  | IRAN |  |  |  |
|  | CHINA |  |  |  |
|  | Hong-Kong |  |  |  |
|  | Taiwan |  |  |  |
|  | Israel |  |  |  |


[^0]:    * Sales

