



RENAULT NISSAN MITSUBISHI

PRESS RELEASE

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Renault-Nissan Alliance delivers significant growth in 2016, extends electric vehicle sales record

- **Alliance sales reach 9,961,347 vehicles in 2016 – one in nine cars sold worldwide.**
- **The Alliance confirms its zero-emission* leadership; cumulative sales reach 424,797 electric vehicles worldwide.**
- **18-year old partnership sees boost in innovation for the vehicle of the future.**

PARIS (Feb. 8, 2017) — The Renault-Nissan Alliance delivered significant growth in 2016, with global sales of 9.96 million vehicles. The car group also reinforced its leadership in zero-emission vehicles with cumulative sales of nearly 425,000 electric vehicles since the introduction of the Nissan LEAF in 2010, followed by the Renault ZOE.

The Alliance sales figures include Mitsubishi Motors sales of 934,013 vehicles globally. Mitsubishi Motors joined the Alliance last fall with Nissan's acquisition of a 34 percent equity stake in the company.

"The combination of Groupe Renault, Nissan Motors and Mitsubishi Motors creates a new force in the global auto industry," Chairman and CEO Carlos Ghosn said. *"The strength of this innovative partnership that began 18 years ago has allowed us to improve our competitiveness, boost our growth and engage in the race for the vehicle of the future."*

The Alliance brands accounted for about one in nine cars sold worldwide last year.

Groupe Renault's sales were up 13.3 percent to 3,182,625 vehicles in 2016 for the last year of the "Drive the Change" plan. This marked the fourth consecutive year of sales growth with a record year-on-year increase of 374,000 units.

Both Renault and Dacia brands had a record year in terms of sales volumes and Renault Samsung Motors volumes were up by 38.8 percent. Market share and sales volumes are up in all regions, with the Renault brand becoming No. 2 in Europe.

Nissan Motor Co. Ltd. sold a record 5,559,902 cars and trucks worldwide, up 2.5 percent. In the U.S.A. and China, the company achieved sales growth of 5.4 percent and 8.4 percent respectively, setting new records in both markets. Infiniti sold over 230,000 vehicles in 2016, a 7 percent increase from the previous year. In December alone, Infiniti sold 27,200 vehicles, an 18 percent increase versus the prior year.

Mitsubishi Motors sold 934,013 cars worldwide, down 13 percent. Sales grew in the United States and Australia, but were offset by lower sales in Brazil, Russia, and the Middle East. Japan sales were also affected by lower consumer confidence following the fuel consumption issue.

Through Nissan's partnership with **Mitsubishi Motors**, Nissan expects to target synergy benefits worth 24 billion yen in fiscal year 2017, rising to 60 billion yen in fiscal year 2018 and beyond. The gains will contribute to increased earnings per share worth an estimated 4 yen per share in fiscal year 2017 and 10 yen per share in fiscal year 2018 – on top of any earnings accretion linked to Nissan's overall shareholding in Mitsubishi Motors.

AVTOVAZ, which sells cars under the LADA brand, sold 284,807 vehicles. Together, the Renault-Nissan Alliance and AVTOVAZ sell about one in three cars in Russia.

Sustained leadership in electric vehicles

The Renault-Nissan Alliance, with Mitsubishi Motors, cumulatively sold 424,797 electric vehicles through 2016, making it the undisputed leader in zero-emission mobility.

The Nissan LEAF, the first mainstream, mass-marketed electric vehicle, remains the world's best-selling EV with more than 250,000* vehicles sold since its launch in December 2010.

In addition to the LEAF, Nissan also sells the e-NV200, a light commercial vehicle sold mainly in Europe and Japan

since 2014.

Renault has sold more than 112,000 electric vehicles worldwide since 2011, including the Renault ZOE, Kangoo Z.E., Fluence Z.E., the SM3 Z.E. and the Twizy.

Renault was at the top of the European EV market last year, with sales up by 11 percent at 25,648 units (excluding Twizy). ZOE led the EV ranking with 21,735 sold. Renault Pro+ recently announced the addition of two new commercial EVs to its lineup: the New Kangoo Z.E. and Master Z.E.

In 2016, the Renault-Nissan Alliance, including Mitsubishi Motors i-Miev series, sold 94,265 EVs, up more than 8 percent from 2015.

** Including Venucia E30 sales in China. No CO2 emissions and no regulated exhaust pollutants while driving, according to NEDC homologation cycle.*

Boosting innovation for the vehicle of the future

In 2016, the Renault-Nissan Alliance took several steps to advance the development of future vehicles that will be electric, autonomous and connected.

The Alliance plans to launch at least 10 models with autonomous drive functionality by 2020. Development and tests of connectivity and autonomous drive technologies are underway with several partners, including [Microsoft](#) and [NASA](#).

"We were the first to launch an affordable electric car back in 2010. Other major automakers are now recognizing that EVs are the most effective zero-emission solution," Ghosn said. "With autonomous drive and connected cars and services, we are firmly engaged in the race for the vehicle of the future."

Top 10 Alliance Markets

| Country | Total Sales | Market Share |
|---------|-------------|--------------|
| U.S.A. | 1,660,690 | 9.47% |
| China | 1,472,588 | 5.48% |
| France | 738,344 | 30.52% |
| Japan | 625,409 | 12.58% |
| Russia* | 494,073 | 34.64% |
| Mexico | 449,406 | 28.02% |
| U.K. | 336,533 | 10.96% |
| Germany | 319,739 | 8.89% |
| Italy | 262,167 | 12.99% |
| Spain | 247,661 | 18.71% |

**Including AVTOVAZ*

Top 10 Groupe Renault Markets

| Country | Total Sales | Market Share |
|-------------|-------------|--------------|
| France | 651,778 | 26.9% |
| Germany | 198,609 | 5.5% |
| Italy | 190,61 | 9.4% |
| Spain | 170,272 | 12.9% |
| Turkey | 169,236 | 17.2% |
| Brazil | 149,977 | 7.5% |
| U.K. | 138,642 | 4.5% |
| India | 132,235 | 4.0% |
| Russia* | 117,227 | 8.2% |
| South Korea | 111,087 | 6.2% |

** AVTOVAZ sales in Russia: 284,807*

Top 10 Nissan Markets

| Country | Total Sales | Market Share |
|-----------|-------------|--------------|
| U.S.A. | 1,564,423 | 8.9% |
| China* | 1,354,552 | 5.0% |
| Japan | 534,392 | 10.8% |
| Mexico | 403,286 | 25.1% |
| U.K. | 170,999 | 5.6% |
| Canada | 134,153 | 6.9% |
| Russia | 93,781 | 6.6% |
| France | 81,454 | 3.4% |
| Germany | 80,332 | 2.3% |
| Australia | 67,638 | 5.7% |

**Including Venucia brand*

Top 10 Mitsubishi Motors Markets

| Country | Total Sales | Market Share |
|-------------|-------------|--------------|
| U.S.A. | 96,267 | 0.5% |
| Japan | 85,716 | 1.7% |
| China | 82,758 | 0.3% |
| Australia | 73,36 | 6.2% |
| Indonesia | 67,397 | 6.3% |
| Philippines | 59,48 | 15.1% |
| Thailand | 55,409 | 7.2% |
| Germany | 39,089 | 1.1% |
| U.A.E. | 29,958 | 9.2% |
| U.K. | 26,892 | 0.9% |

About the Renault-Nissan Alliance

The Renault-Nissan Alliance is a strategic partnership between Groupe Renault of France and Japan-based Nissan Motor and Mitsubishi Motors. The automakers combined sold 9.96 million vehicles in nearly 200 countries in 2016 – more than one in 9 vehicles worldwide. The Alliance has strategic collaborations with other automakers, including Germany's Daimler and China's Dongfeng. It also owns a majority stake in the joint venture that controls Russia's top automaker, AVTOVAZ. The Alliance is the industry leader in zero-emission vehicles and is developing the latest advanced technologies, with plans to offer autonomous drive and connectivity features and services on a range of affordable vehicles.

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