**PRESS**

**RELEASE**

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**2020 SALES RESULTS - RENAULT TRUCKS HOLDS ITS GROUND AND REMAINS COMMITTED TO ITS CUSTOMERS**

**In a year marked by an unprecedented health crisis, Renault Trucks' priority was to preserve its customers' activity. Over 90% of Renault Trucks sales and service outlets continued to welcome customers and their trucks during the height of the pandemic. In this unprecedented context and despite a downturn in volume, with a total of 41,117 vehicles invoiced in 2020, Renault Trucks has maintained its market share. A positive indicator is that Renault Trucks has recorded a 12% increase in orders compared to the previous year.**

***Over 90% of the Renault Trucks sales network remained open at the height of the pandemic***

On 18 March 2020, to protect the safety of its employees, Renault Trucks decided to close its four French plants. Production gradually resumed from 23 April 2020.

However, Renault Trucks' number one priority in 2020 was to stand by its customers and help them continue with their work, which was vital during the crisis. During the March lockdown, the manufacturer managed to keep more than 90% of its sales and service network open around the world, thanks to the introduction of the most stringent health and safety rules.

***Invoicing falls, but orders are on the rise***

The pandemic and resulting economic crisis strongly impacted the HGV market in 2020. Renault Trucks' 2020 invoicing volume followed the market trend, falling by 24% to 41,117 vehicles.

Invoicing breaks down as follows:

**Breakdown of invoicing per destination**

Europe (excluding France): 19,019 vehicles invoiced

France: 17,937 vehicles invoiced

Rest of the world: 4,161 vehicles invoiced

**Breakdown of invoicing per tonnage**

Heavy and mid-range vehicles: 26,246 vehicles invoiced

Light-duty vehicles: 14,871 vehicles invoiced

A positive indicator is worth noting for 2020, in that Renault Trucks recorded a 12% increase in orders compared to 2019.

***Holding market share in Europe, undisputed leader in France***

In Europe, thanks to the setting up of organisations dedicated to the brand and the creation of flexible offers, specifically adapted to customers' needs in times of crisis, Renault Trucks has held its ground in a turbulent market.

On the European market for vehicles over 6 tonnes, the French manufacturer recorded a stable market share of 8.5% in 2020. Market share remained unchanged in the over 16-tonne segment at 8.8% and in the mid-range segment (6-16 tonnes), it rose by 0.3 points to 6.6%.

In France, on its domestic market, Renault Trucks remains the undisputed leader with a >6t market share of 28.3%, up 0.6%.

On a positive note, in the last quarter of 2020, Renault Trucks recorded a 40% increase in orders compared to the previous year (Q4 2020 vs Q4 2019).

***International sales up 16%***

Internationally, Renault Trucks recorded a 16% increase in its invoiced sales.

2020 was marked in particular by strong recovery in Algeria, a historic market for Renault Trucks, with 1,100 trucks invoiced, up 80% on 2019. Thanks to its assembly plant in Meftah, the French manufacturer has consolidated its leading position in Algeria with a 47.8% share of the over-16 tonne market for European manufacturers.

In the buoyant Turkish market, Renault Trucks achieved very strong growth in invoiced sales, rising from 640 vehicles in 2019 to 1,061 in 2020.

Good performances in sub-Saharan Africa are worthy of note, where Renault Trucks offers a dedicated range of used vehicles (Renault Trucks T X-Port and T X-64, converted at the Used Trucks Factory). Renault Trucks also sells a special extra-safe edition of its K range on these markets, the Renault Trucks K Safety Edition.

***Record volumes for used trucks, up 9%***

Used Trucks is a strategic sector for Renault Trucks. The actions taken by the manufacturer with respect to the specification of new trucks (with a view to their future arrival on the used truck market), as well as initiatives introduced during the pandemic in terms of financing flexibility, ease of contract interruption, etc., enabled the manufacturer to perform well in 2020. Renault Trucks recorded a record volume of invoicing with 10,308 used vehicles invoiced, an increase of 9% on 2019.

Renault Trucks has also significantly increased its performance in terms of used truck services, with service penetration up 4 points on 2019 to 28%. The number of used trucks sold with a Selection warranty contract also rose 25% in 2020.

***A unique position on the used trucks market***

Renault Trucks is adopting an entirely innovative approach to the used vehicle market. This strategy is unique on the market and is based on upcycling and recycling.

The best illustration of this is its Used Trucks Factory, a specialised workshop for the transformation of used trucks integrated into the Bourg-en-Bresse manufacturing site. The conversions carried out there are the subject of specific R&D studies and, in terms of the industrial manufacturing process and quality control, meet the same high standards as those applied to the manufacture of new vehicles. 500 additional vehicles were manufactured at the Used Trucks Factory in 2020 and new models were launched this year, such as the Renault Trucks T X-64, a vehicle dedicated to the African and Middle Eastern markets.

Renault Trucks is also pursuing the implementation of its own recycling and reuse of parts for heavy goods vehicles, with Indra Automobile Recycling. This project has been approved by the French ADEME environmental agency.

A true pioneer in its approach to used vehicles, Renault Trucks is transforming the activity and purchasing habits, as well as accelerating its transition to a circular economy.

***Renault Trucks continues to invest heavily in electric mobility***

Renault Trucks has set ambitious targets for electric mobility in terms of sales volumes. The manufacturer has announced that by 2025, electric vehicles will represent 10% of its total vehicle sales and 35% by 2030. The ultimate goal is to provide 100% of its vehicles without fossil fuels by 2040.

The manufacturer is making huge investments to achieve this goal. In March 2020, it started series production of its second generation of electric vehicles at the Blainville-sur-Orne plant and now boasts the widest electric range on the market. Renault Trucks D Z.E., D Wide Z.E. and Master Z.E. constitute a range that extends from 3.1 to 26 tonnes, meeting the urban requirements of delivery, distribution and waste collection.

To help its customers accelerate their energy transition, Renault Trucks has set up a new sales organisation dedicated to electric mobility.

At the same time, the manufacturer is continuing to invest in extending the electrification of its range of vehicles to all uses. From 2023, an electric range will be available for each segment, namely distribution, construction and long distance.

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