**PRESS RELEASE**

**MARCH 2022**

**2021 SALES RESULTS: RENAULT TRUCKS RECORDS SIGNIFICANT BUSINESS growth**

**In 2021, Renault Trucks has recorded significant business growth, with a total of 51,460 vehicles invoiced (+25%) in a dynamic market. In France, the manufacturer now boasts a ten-year high market share of 29.8%.**

At the end of a year marked by a general recovery in economic activity and strong demand in commercial vehicle markets, Renault Trucks recorded a 25% increase to 51,460 vehicles in its total invoicing, despite the disruption to supplies to its production lines. Renault Trucks also recorded a 44% increase in its order intake.

* **Deliveries on the rise**

Deliveries breaks down as follows:

**By destination**

Europe (excluding France): 24,760

France: 21,222

Rest of world: 5,478

**By tonnage:**

Heavy and medium duty ranges: 33,422 (+27%)

Light Commercial Vehicles: 18,038 (+21%)

* **Consolidation of positions in Europe**

In Europe, Renault Trucks also confirmed its good results, with a 41% increase in invoicing in the market for vehicles over 6 tons and increased activity in all its markets. In France, the manufacturer now boasts a ten-year high market share of 29.8%. The brand performed particularly well in Poland, with an 89% increase (1,705 vehicles), and the UK (+56%).

The manufacturer also recorded steady growth in the penetration of its service agreements, which accompanied 45% of its vehicle sales in 2021.

In the over 16t segment, registrations rose by 20.7%, enabling Renault Trucks to stabilise its market share at 8.8%.

Renault Trucks is keeping pace with the 6-16t market, with its share up 0.7 points to 7.3% and registrations increasing by 11%.

On the LCV market, Renault Trucks' invoicing rose by 20%, with significant increases in the Netherlands (+57%), Belgium, the UK (+20%), Central Europe and Italy (+45%).

* **International sales up in all regions**

Renault Trucks recorded a 15% rise in invoicing and a 7% increase in orders. The brand has also experienced an increase in the penetration of its maintenance agreements, which accompanied 30% of vehicle sales.

2021 was marked by an increase in Renault Trucks' market share in all its regions. The manufacturer made its best progress in Turkey, with a market share of 6.7%, the highest for 17 years, and achieved an impressive 8% in the Middle East.

In Africa, Latin America and Asia, Renault Trucks achieved a market share of 16% (+5 points), with remarkable performances in Chile, Morocco and Indonesia.

* **A steady demand for used trucks**

In 2021, demand for used trucks remained very high in a market boosted by the upturn in activity and a shortage of new vehicles due to disruptions to production.

Renault Trucks invoiced 13% (8,926 units) fewer vehicles than in 2020, due to a historically low stock level of under 1,000 vehicles.

In 2021, Renault Trucks continued its investment in the circular economy, converting 300 vehicles at its Used Trucks Factory in Bourg-en-Bresse and launching a limited series of used T Robust 13 L tractors designed to last at least 1 million km.

* **Renault Trucks steps up the speed on electric mobility**

For several years now, Renault Trucks' range of electric trucks has been constantly expanding and its sales volumes reflect this rapid progress: in 2021, 249 electric trucks were delivered and 613 were ordered.

In a European market where volumes remain modest (450 registrations), the manufacturer's share stands at 17%.

Renault Trucks is stepping up its strategy with increased ambitions: 50% of its sales volumes in 2030 will comprise electric vehicles and 100% of the vehicles it markets will be carbon neutral by 2040.

***About Renault Trucks***

Building on the legacy of more than a century of French truck know-how, Renault Trucks supplies transport professionals with a range of vehicles (from 3.1 to 60 T) and services adapted to the segments of distribution, construction and long distance. Renault Trucks vehicles are sturdy and reliable with low fuel consumption that enables them to deliver greater productivity and control operating costs. Renault Trucks distributes and maintains its vehicles through a network of 1,400 service points around the world. The design and assembly of Renault Trucks vehicles, as well as the production of most of the components, are carried out in France.

Renault Trucks is part of the Volvo Group, one of the world's leading manufacturers of trucks, coaches, buses, construction machines, and industrial and marine engines. The group also offers complete financing and service solutions. The Volvo Group employs around 95,000 people, has production plants in 19 countries and sells its products in more than 190 markets. In 2021, Volvo group sales amounted to 34 billion euros (372 billion Swedish crowns). The Volvo Group is a listed company with registered offices in Gothenburg, Sweden. Volvo shares are listed on the Nasdaq Stockholm Stock Exchange.

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