



RENAULT NISSAN MITSUBISHI

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ALLIANCE MEMBERS ACHIEVE COMBINED SALES OF 10.76 MILLION UNITS IN 2018

- Combined sales by Renault, Nissan and Mitsubishi Motors rise 1.4% to 10.76 million units in 2018 – one in nine of all cars and light commercial vehicles sold worldwide
- Total sales of Light Commercial Vehicles (LCVs) rise 13.5% to 2 million
- Cumulative sales of electric vehicles up 34% year-over-year, to 725,000 electric vehicles sold since 2010
- Progress achieved on offering more vehicles utilizing CMF shared architecture

Renault-Nissan-Mitsubishi, the world's leading automotive alliance, today announced that its member companies sold a combined total of 10,756,875 units in the 12 months to December 31, 2018. The Alliance maintained its position as the world leader in volume sales of passenger and light commercial vehicles.

Unit sales for 2018 rose 1.4 percent year-over-year amid continued strong demand for vehicles including the Renault Clio, Captur and Sandero, the Nissan X-Trail/Rogue and Sentra/Sylphy and Mitsubishi's Eclipse Cross and *XPANDER*.

Sales of more vehicles utilizing the Common Module Family (CMF) architecture – a key pillar of the Alliance 2022 mid-term plan – also increased pace in 2018. This included inaugural sales of the Renault Kwid in more international markets along with increased production of the Nissan Frontier pickup truck, which shares architecture with Renault and Mercedes models.

The Alliance members saw particularly strong demand for light commercial vehicles, with solidly improved sales of the Renault Kangoo, Master and Trafic, the Nissan Navara and Terra, and the Mitsubishi Triton. A core part of the Alliance strategy is to maximize synergies through cross-development and cross-manufacturing to increase sales and market presence of member-company LCVs around the world.

In 2018, the Alliance maintained its commitment to zero-emission vehicles. Its leadership in the segment with cumulative sales of 724,905 electric vehicles since 2010 was driven by demand for the Renault ZOE and Nissan LEAF, among other EVs.

Of the Alliance member companies, **Groupe Renault**'s sales were up 3.2 percent to 3,884,295 units in calendar year 2018. **Nissan Motor Co. Ltd.** sold 5,653,683 units worldwide, down 2.8 percent in 2018. **Mitsubishi Motors Corporation** sold 1,218,897 units worldwide, up 18.3 percent year-over-year.

Progress towards Alliance 2022 six-year plan

As part of the Alliance 2022 mid-term plan, Renault-Nissan-Mitsubishi is continuing to forecast that annual synergies will exceed €10 billion by the end of 2022. The member companies will also increase commonality, targeting nine million units based on four common platforms. The plan will also extend the use of common powertrains to 75 percent of total sales. In addition, 12 new zero-emission electric vehicles will be launched during the plan, and 40 vehicles will be introduced with different levels of autonomy.

Top 10 Alliance Markets

Country	Total Sales
China	1,920,541
U.S.A.	1,611,952
France	763,984
Japan	727,823
Russia	648,795
Mexico	355,968
Germany	343,656
Brazil	334,469
Italy	277,941
Spain	275,884

Top 10 Groupe Renault Markets

Country	Total Sales*
France	689,788
Russia	497,266
Germany	235,609
China	216,699
Brazil	214,822
Italy	208,580
Spain	189,480
Turkey	115,842
Argentina	114,348
United Kingdom	103,607

*excludes Twizy

Top 10 Nissan Markets

Country	Total Sales
China*	1,563,986
U.S.A	1,493,877
Japan	615,966
Mexico	314,123
Canada	149,117
U.K.	116,914
Russia	106,138
Brazil	97,512
Spain	72,943
Thailand	72,394

*Including Venucia brand

Top 10 Mitsubishi Motors Markets

Country	Total Sales
Indonesia	146,805
China	139,856
U.S.A.	118,075
Japan	104,611
Australia	84,826
Thailand	84,560
Philippines	65,894
Germany	52,196
Russia	45,391
U.K.	30,952

- **ABOUT RENAULT-NISSAN-MITSUBISHI:** Groupe Renault, Nissan Motor Company and Mitsubishi Motors represent the world's largest automotive alliance. It is the longest-lasting and most productive cross-cultural partnership in the auto industry. Together, the partners sold more than 10.7 million vehicles in nearly 200 countries in 2018. The member companies are focused on collaboration and maximizing synergies to boost competitiveness. They have strategic collaborations with other automotive groups, including Germany's Daimler and China's Dongfeng. This strategic alliance is the industry leader in zero-emission vehicles and is developing the latest advanced technologies, with plans to offer autonomous drive, connectivity features and mobility services on a wide range of affordable vehicles.

www.alliance-2022.com

www.media.renault.com

www.nissan-newsroom.com

www.mitsubishi-motors.com/en/newsrelease/

➤ **MEDIA CONTACT**

Parul Bajaj

Alliance Communications, Renault-Nissan-Mitsubishi

+33 (0) 6 25 54 10 73

Parul.bajaj@alliance-rnm.com