



RENAULT-NISSAN ALLIANCE POSTS RECORD SALES IN 2011 FOR THIRD CONSECUTIVE YEAR

- *Despite financial uncertainty and natural disasters, global sales increased 10 percent and exceeded 8 million units for the first time.*
- *Strongest growth came from emerging markets and the United States.*

PARIS (Feb. 1, 2012)—The Renault-Nissan Alliance sold a record 8,029,222 units in 2011, a 10.3% increase from 2010, fuelled by robust sales in emerging markets and the United States.

Sales rose for the third consecutive year. Renault sold 2,722,062 units worldwide, up 3.6% from 2010. Nissan sold 4,669,981 units, up 14.4%. AvtoVAZ Lada accounted for 637,179 units, a 10.9 % increase compared to the previous year.

As a result, the Renault-Nissan Alliance captured 10.7%* of the global market in 2011, up from 10.3% the previous year.

“The Alliance capitalized on the resurgence of the US economy and gained significant market share in the regions that will drive growth in the 21st century,” said Renault-Nissan Alliance CEO Carlos Ghosn. “Double-digit sales growth is solid progress – particularly during a year in which we faced Japan’s earthquake and tsunami, the abnormal strength of the yen, and financial turmoil in Europe.”

Renault group highlights

In 2011, Renault posted record global sales of 2.7 million units, up 3.6% compared with a year ago, with 43% of those sales generated outside Europe. Sales outside Europe totaled a record 1,172,686 units, up 19.2%, driven by fast-expanding markets such as Russia (+40%), Turkey (+13%) and Latin America (+10%).

In terms of sales by brand, Renault led with 2,260,694 units sold, up 6.8% compared with a year ago, and accounting for 83% of the Group’s sales. Sales of Dacia fell 1.8% due to supply constraints caused by the tsunami in Japan. Renault Samsung Motors fell 27%.

*Total passenger car and light commercial vehicle sales based on Renault’s estimate of 74,793,900 units in 2011.

In 2011, six out of the Group’s top ten markets were located outside Europe with Brazil replacing Germany as Renault’s second-biggest market after France. Renault’s

sales in Brazil, where it plans to expand capacity in 2013, grew 21% to a record 194,300 units in a market that expanded 3%. Its market share stood at 5.7%, up 0.9 percentage points from 2010 led by demand for models such as the Sandero hatchback, as well as the Logan and Clio small cars.

In Russia, Renault posted both record sales and market share. Sales jumped 60% to 154,734 units, making it Renault's fastest-growing market. Market share rose to 5.8%, up 0.7 percentage points from the previous year. Sales were led by the Logan, the Sandero and the Fluence luxury sedan.

Despite economic uncertainty and waning consumer confidence in Europe, Renault remained the No. 2 brand, taking an 8.6% share of the passenger car and light commercial vehicle (LCV) market. Its top-selling passenger cars in Europe were the medium-sized Megane, the Clio and the Twingo mini vehicle. Renault was also Europe's light commercial vehicle leader for the fourteenth consecutive year with a 15.6% market share.

Nissan highlights

Nissan posted record global sales of 4.67 million units in 2011, up 14.4% compared to 2010.

In China, Nissan's largest market, the company posted record sales of 1,247,738 units, a 21.9% increase over 2010, led by strong sales of the Sunny and Teana sedans.

In the Americas, Nissan reported record sales of 1,561,230 units for Nissan and Infiniti brand vehicles throughout the region encompassing North, Central and South America, up 17.2% compared with the previous year. The Nissan brand alone gained a market share of 7.5%, up 0.6 percentage points, becoming the No. 2 Asian automotive brand in the region.

The U.S., Mexico and Brazil posted the largest single-country gains. Sales in the US totaled a record 1,042,534 units, up 14.7% compared with 2010 led by the Versa compact car and the Rogue crossover. The Nissan Altima sedan also had a robust sales year and continues to rank among the best-selling vehicles in the country. Market share in the US grew to 8.2%.

In Mexico, where Nissan will open a third plant in 2013 to support its rapid growth across the Americas, sales grew 18.6% while its market share grew to a record 24.8%.

In Brazil, where Nissan plans to build its first plant in Resende in 2014, Nissan's sales nearly doubled to 67,097 units. Nissan was Brazil's fastest-growing automotive brand in 2011.

In Japan, Nissan reported sales of 591,312 units, down 8.4% year-on-year in a market that shrank 15%. Nissan's market share climbed one percentage point to 14%. Nissan Serena was the best-selling minivan in country with 84,359 units sold.

In Europe, Nissan posted record sales of 695,703 units, up 25.4% year-on-year thanks to booming demand for its Qashqai and Juke crossovers. Its market share rose to a record 3.7%, up from 3.1% in 2010. In Russia, its top market in Europe, sales jumped by 73.1%, or nearly 60,000 units.

AvtoVAZ Lada highlights:

Russia's number one automaker AvtoVAZ sold 637,179 units in 2011, up 10.9% compared with the previous year.

Sales in Russia amounted to 578,387 units, up 10.6% compared with 2010. Its global market share stood at 0.9%, and its share in Russia amounted to 21.6%.

Zero-emission highlights

In October, Renault began sales of the Kangoo Z.E. small van, named International Van of the Year 2012. Corporate clients have so far ordered more than 15,000 Kangoo Z.E. for fleet use. In December, Renault began sale of the Fluence Z.E., an all-electric luxury car based on the conventional Fluence sedan.

In spring of 2012, Renault will launch the Twizy zero-emission urban commuter vehicle. In the second half of the year, Renault will launch the ZOE zero-emission subcompact.

Nissan sold more than 22,000 Nissan LEAF family hatchbacks in 2011, making it the best-selling electric vehicle ever. Nissan began selling the car in December 2010. In 2011, the Nissan LEAF won the World Car of the Year, Japan Car of the Year and European Car of the Year awards.

More than 80 percent of Nissan LEAF owners in the United States had never previously owned a Nissan. Nissan is expanding LEAF availability to all 50 American states and more European countries in 2012.

The Alliance is the only automaker with a full family of zero-emission cars that can be charged with purely renewable energy. The Alliance plans to sell a cumulative 1.5 million zero-emission cars by 2016 across all brands.

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Top 10 Alliance Markets

	Total Sales	Market Share (%)
China	1,272,013	7.4%
US	1,042,534	8.2%
Russia*	878,990	32.9%
France	767,263	29.2%
Japan	594,368	14.1%
Brazil	261,568	7.7%
Germany	254,425	7.5%
Mexico	247,872	27.4%
UK	196,003	8.9%
Italy	193,375	10.1%

*Including Lada

Top 10 Renault Markets

	Total Sales	Market Share (%)
Russia*	733,121	27.4%
France	689,022	26.1%
Brazil	194,300	5.7%
Germany	181,176	5.3%
Turkey	140,827	16.3%
Italy	122,920	6.4%
South Korea**	109,221	7.0%
Argentina	106,040	13.0%
Spain	99,092	10.9%
Iran	93,578	5.9%

* Renault: 154,734 units; Lada: 578,387 units

** Renault Samsung Motors

Top 10 Nissan Markets

	Total Sales	Market Share (%)
China	1,247,738	7.3%
U.S.	1,042,534	8.2%
Japan	591,312	14.0%
Mexico	224,740	24.8%
Russia	145,869	5.5%
UK	107,463	4.9%
Canada	84,665	5.3%
France	78,241	3.1%
Germany	73,249	2.2%
Italy	70,455	3.7%

ABOUT THE RENAULT-NISSAN ALLIANCE

The Renault-Nissan Alliance is a strategic partnership between Paris-based Renault and Yokohama, Japan-based Nissan, which together sell one in 10 cars worldwide. The companies, which have been strategic partners since 1999, sold 8.03 million cars in 2011, including those from Russian partner AvtoVAZ. Since its founding 12 years ago, the cross-cultural Renault-Nissan Alliance has expanded significantly, particularly into emerging markets.

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