



**RENAULT
TRUCKS**



Press Release

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Renault Trucks 2023 business results: deliveries up 18%

"Renault Trucks ended 2023 with a total of 69,859 deliveries, up 18%. A solid commercial performance that allows us to continue the transformation of our company and our transition towards sustainable transport," details Bruno Blin, President of Renault Trucks. "Renault Trucks asserts itself as a leader in decarbonised mobility, with a 22.4% market share of electric vehicles in the over 16 tonnes segment in Europe."

Despite a market still marked by supply shortages, especially in the first half of the year, deliveries of new Renault Trucks vehicles rose by 18% year-on-year to 69,859 units in 2023. These deliveries break down as follows:

By destination:

- Europe: 62,476 units (+20%)
- Rest of the world: 7,383 units (+8.7%)

By tonnage:

- Medium and heavy duty: 40,833 units (+4%)
- Light commercial vehicles: 29,026 units (+46%)

Electric vehicles:

In 2023, Renault Trucks delivered 1,636 electric vehicles, up 153% on the previous year.

- Electric medium and heavy duty: 624 units (+65%)
- Electric light commercial vehicles: 1,012 units (+278%)

■ **Solid performance on the European electric vehicle market**

In Europe (EU27), in the over 16-tonne segment, Renault Trucks saw its global deliveries increase by 3.4% in 2023, in what was a very dynamic and growing market. The manufacturer lost 0.9 points of market share, closing at 8.5%. In the 6- to 16-tonne segment, deliveries increased by 6.8%, while market share fell by 0.8 points to 6.2%. Renault Trucks remains the leader in its domestic market, with a 27.9% share of the French market in the over 16-tonne segment.

▪ ***1 636 electric vehicles delivered in 2023***

In 2023, Renault Trucks continued its transition to electric mobility, with deliveries up 153% with 1,636 electric vehicles across all ranges.

Renault Trucks delivered 624 vehicles in the electric medium and heavy duty segment in 2023 (+65%). In Europe (EU30 registrations), in the over 16-tonne electric vehicle segment, Renault Trucks is outpacing the market, with a penetration rate of 2.5% in 2023 (709 vehicles registered). This compares with an overall electric truck penetration rate in Europe of 0.9% (3,163 vehicles registered).

The manufacturer's share of the European market (EU30) for over 16-tonne electric trucks stands at 22.4%. In France, Renault Trucks has an 84% share of this segment, with 464 vehicles registered.

In the electric light commercial vehicle segment, Renault Trucks saw its performance increase by 278%, with 1,012 units delivered. This trend is set to continue in 2024, with the arrival of two new electric light commercial vehicle models: the Renault Trucks E-Tech Trafic and the new Renault Trucks E-Tech Master (the latter will replace the current model in 2024).

▪ ***The widest 100% electric range on the market, from 650 kg to 44 tonnes***

The end of 2023 also saw the opening of the assembly line for the 44-tonne Renault Trucks E-Tech T and C electric trucks at the Bourg-en-Bresse plant (France, Ain).

At the start of 2024, XPO Logistics also took delivery of the first production Renault Trucks E-Tech T tractor unit, the result of a major order for 105 units of this new model for its France-based operations. XPO Logistics is a long-standing partner of Renault Trucks and is strongly committed to decarbonising transport. It now has a fleet of more than 200 Renault Trucks E-Tech D, D Wide and T electric trucks in operation or on order.

Renault Trucks has been producing in series the Renault Trucks E-Tech D and D Wide electric trucks – 16 to 26 tonne rigid – at its Blainville-sur-Orne plant (France, Calvados) since 2020. These vehicles have already clocked up more than 13 million kilometres in customer operations, saving 13,000 tonnes of CO₂ in the process.

Renault Trucks, which also assembles cargo bikes at its plant in Lyon-Vénissieux (France, Rhône), now offers the widest range of electric vehicles on the European market, from 650 kg to 44 tonnes.

Renault Trucks has set itself the target of generating 50% of its sales from battery electric vehicles by 2030.

■ Record international results

Despite a complex geopolitical climate, Renault Trucks' international sales continue to grow, increasing by 8.7% compared with 2022, representing 7,383 vehicles. The manufacturer's market share is up in most countries, including Indonesia (12%), Chile (6.8%), Morocco (18%) and Tunisia (21%). Against this positive backdrop, new partners joined Renault Trucks in 2023 to support its expansion in Turkey, Algeria and Kenya.

Another noteworthy event in 2023 was the first international delivery of a Renault Trucks E-Tech D Wide electric truck, operated by Tadweer Group to collect household waste in Abu Dhabi.

■ Producing new vehicles is no longer the only option

Over the last few years, Renault Trucks has been stepping up circular economy initiatives aimed at reducing the environmental impact of trucks while providing hauliers with economical and sustainable solutions. By extending the life of parts and trucks, Renault Trucks can reduce the impact on natural resources by up to 80%. This is a virtuous model based on three principles, namely regenerate, repurpose and return.

In 2023, Renault Trucks repurposed 95 used vehicles at its Used Trucks Factory in Bourg-en-Bresse. This relatively modest number of converted vehicles is explained by the lack of availability of used vehicles, with stock levels still very low. The manufacturer also extended the life of 250 trucks in its customers' fleets by reconditioning them at its Used Trucks Centre in Lyon-Saint-Priest (Restart offer). In tangible figures, the repurposed and reconditioned trucks generated savings of 6 tonnes of materials, 7 tonnes of CO₂, 7 MWh of energy and 185 m³ of water.

In 2023, Renault Trucks took a further step towards vehicle circularity and transport decarbonisation by converting diesel trucks into battery electric trucks:

- The Used Trucks Factory in Bourg-en-Bresse is now home to the electric retrofit operations for Neotrucks yard tractors. These logistics vehicles, limited to 25 km/h, are used to move semi-trailers on private industrial or logistics sites. A total of 25 road tractors were retrofitted in 2023, and 40 units are planned for 2024.
- In 2023, Renault Trucks also worked with Novumtech on an electric retrofit project, with financial support from ADEME, the French Agency for Ecological

Transition. A 12-tonne diesel truck was converted into a battery electric truck. The next stage of this project is to obtain approval for the retrofitted truck in 2024, to confirm it complies with current regulations. Renault Trucks will then begin a series of tests under real operating conditions, working with Clovis Grand Paris.

Renault Trucks maintained its level of used vehicle deliveries in 2023, closing the year with 6,000 units delivered. The manufacturer, confident that used trucks will remain attractive to customers, also introduced its third special used series in 2023, the Renault Trucks T Red. There are 186 Renault Trucks sales and service outlets with a dedicated area for used trucks.

■ Strategic investments for a sustainable future

Renault Trucks is laying the foundations for its future through strategic investment designed to strengthen the long-term viability of its sites and build a solid, sustainable future based on innovation.

In 2023, the manufacturer officially opened its new X-Tech Arena Research & Development centre at the Lyon Saint-Priest site. This 11,000 m² building is home to 1,000 expert engineers, researchers and purchasing teams. The decision to house these teams together in a single building is designed to ensure a smooth flow of information between them and to speed up the approval and fulfilment processes for projects to develop future transport solutions. The building, designed by ARCHIGROUP in partnership with ETAMINE, an expert in sustainable development, consumes 25% less energy than required under French regulations. The total investment was €33 million.

In 2023, Renault Trucks also celebrated the opening of CampX, a new facility dedicated to innovation at its Lyon site. The purpose of CampX by Volvo Group is to accelerate technological and business innovation by connecting internal teams with external partners, principally startups.

Renault Trucks, committed to the energy and environmental transition of its sites, has also embarked on an ambitious project in partnership with TotalEnergies. The aim is to equip the Bourg-en-Bresse industrial site with photovoltaic canopies covering 17 hectares. The electricity generated will be equivalent to that consumed by 17,500 people. The plant itself will use part of the energy generated by the photovoltaic power station. As a result, 30% of the site's electricity consumption will be supplied by the canopies, which will have the added benefit of protecting both employees' vehicles and the trucks produced at the plant.

Lastly, Renault Trucks has just unveiled plans to build a new global spare parts distribution centre at its Saint-Priest site, to replace older facilities. By investing a total of €132 million in the construction of this new state-of-the-art logistics platform, the French manufacturer and the Volvo Group to which it belongs are demonstrating their commitment to the sustainability of production resources and reaffirming the strong local roots of Renault Trucks in the Lyon metropolitan area.

About Renault Trucks

Renault Trucks, the French truck manufacturer, has been providing professionals with transport solutions since 1894, from electric cargo-bikes and light commercial vehicles to heavy duty tractors. Committed to the energy transition, Renault Trucks offers fuel efficient vehicles and a complete range of 100% electric trucks, with their operating life extended through a circular economy approach.

Renault Trucks is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses, construction equipment and industrial and marine engines. The group also provides complete financing and service solutions.

Key figures:

9,400 employees worldwide

4 production sites in France

1,500 sales and service points worldwide

70,000 vehicles sold in 2023

For all additional information:

Séveryne Molard

Tel. +33 4 81 93 09 52

severyne.molard@renault-trucks.com
