

FRENCH AUTO GIANT EYES DOUBLE-DIGIT GROWTH IN INDIA

Renault revs up for India comeback after 5 years

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AFTER FIVE CHALLENGING years, French carmaker Renault is eyeing a comeback in the Indian market. The company is targeting double-digit growth in the second half of CY2025 as it banks on refreshed versions of its popular models, the Triber and Kiger to drive sales.

Speaking to *FE*, Venkatram Mamillapalle, MD, Renault India, said that the company aims to triple its current 1% market share by March, 2027, driven by the updated lineup. "With two new products, we will see an early double-digit growth in the second half of 2025. Today we are at about 1% we should come to 3% in a year and a half," he said.

The anticipated relaunch of the Duster SUV, later this year, is also expected to drive sales. A new three-row SUV is in the works as the firm's new strategy aims to straddle segments from A to D over the next two years. The company sold a total of 18,787 units in the second half of calendar year 2024. With a projected 10% growth in H2CY25,

AT FULL THROTTLE

New launches & pricing

Updated Kiger SUV launched at ₹6.29 lakh (base) and ₹9.99 lakh (turbo)

■ New Triber launched at ₹6.29-9.16 lakh

■ Duster SUV relaunch planned later this year

■ New three-row SUV under development

VENKATRAM MAMILLAPALLE, MD, RENAULT INDIA



With two new products, we will see a double-digit growth in second half of 2025. We should come to 3% in a year and a half



Strategy & investment

Targeting double-digit growth in H2CY25

■ Plans to triple share to 3% by March 2027

■ Sold 18,787 units in H2CY24

Renault is likely to surpass the 20,000-unit sales mark.

Renault recently launched the updated Kiger SUV in India at a starting price of ₹6.29 lakh (ex-showroom), with the more powerful turbo variant priced from ₹9.99 lakh. In July, the company also introduced the all-new Renault Triber, a 7-seater model priced from ₹6.29 lakh to ₹9.16 lakh (ex-showroom).

An early entrant to the SUV space with the Duster, in 2011, Renault launched the entry-level Kwid in 2015. The Kwid crossed 135,000 units in FY17,

capturing a share of around 4% at its peak.

However, limited production expansion and the entry of strong rivals like the Hyundai Creta and Kia Seltos stalled market gains. The company's market share shrank, with volumes falling to just 37,900 units in FY25 and market share to 1%.

With a fresh investment of ₹5,400 crore, India has re-emerged on the Group's global growth radar. Reflecting this renewed focus, Renault has taken full control of Renault Nissan Automotive

India (RNAIPL), previously a joint manufacturing venture with Nissan.

India is set to play a pivotal role in Renault's product transformation and electrification roadmap, with the introduction of the CMF-B modular platform in 2025. This platform will underpin new B and C-segment models for both domestic and export markets, segments where Renault currently lacks scale. In the longer term, the company is also considering introducing the Brazil-developed CMF-C platform in India.