

### THE PEOPLE WE WANT TO SERVE

# THE FREE SPIRITED FRUGALISTS

- > Pragmatic, down-to-earth
- Optimizing by making the most out of simple small pleasures in life
- > Care for their inner-circle [family & friends]
- > Stability, sense of control
- Budget conscious, avoid superfluous consumption

### THEIR TENSION

How do I sustain the freedom of a simple life between race of overconsumption and fear to be left behind?



### DACIA BRAND AMBITION

VISION

CHAMPION THE ACCESSIBLE MOBILITY FOR ALL

**POSITIONNING** 

DACIA IS THE BEST VALUE FOR MONEY BRAND THAT CONSTANTLY REDEFINES THE ESSENTIALS

**BRAND MARKERS** 

ESSENTIAL BUT COOL ROBUST AND OUTDOOR ECO-SMART

# HOW DACIA ANSWERS TO THEIR MAIN TENSION

There is literally no one like us on the market

Accessible and affordable, as key differentiators

# DACIA IS THE BEST VALUE FOR MONEY BRAND THAT CONSTANTLY REDEFINES THE ESSENTIALS.

We adopt and adapt our proven \_\_\_\_\_ technology every time it's necessary, to stay contemporain We offer just what you need, but everything you need, what is the most important for you

## DACIA PEOPLE ARE...

FOR BUDGET CONSCIOUS PEOPLE

A penny is penny

#### AVOIDING SUPERFLUOUS CONSUMPTION

I choose how I fullfil my needs. I don't need more to be happy

## DACIA BRAND IS...

#### PEACEFUL, SERENE

My grounded choices make me feel tranquil end content

#### KIND CARING

Thoughtfulness is the best way to live with the people around me

#### Company of the

DOWN-TO-EARTH

Let's keep it simple

THE ESSENTIALS

I want to be sure that I am not trapped in overconsumption and that what I truly need is always there

## AUTHENTIC

I do not cheat people I do not want to be cheated

#### GOOD VALUE FOR MONEY AFFORDABLE

I want to make the best use of my money

# FEATURES THAT THE BRAND BRINGS...

#### LONG LASTING, RELIABLE

I don't want a disposable car

#### DELIVERS WELL ON BASIC FEATURES

I want a car that simply does what it is supposed to do

#### ROBUST, STUDY

I want a car i can rely on in any condition

#### SPACIOUS INTERIOR

I want a car that adapts to my multiple uses

#### DACIA BRAND PERSONNALITY

## DOWN TO EARTH

We have our feet firmly on the ground. We are practical, close to people an their reality.

# AUTHENTIC

We are not building a fake world. Understanding us is simple. We do not use tricks to sell our cars and services. We are Perfectly clear and transparent about what we bring you.

# COOL

We design for real life, so we don't do the fancy features no one will use. But we add a smile into life with little twists that others miss, and make you feel good about your choice.

## GAME CHANGER

We have chosen the path we want to follow, to surprise the automotive world. We dare to challenge the codes and habits, to be a game changer.



