

RENAULT GROUP – Q1 2014

JÉRÔME STOLL

DOMINIQUE THORMANN



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AGENDA

01 **Q1 2014 COMMERCIAL UPDATE**
JÉRÔME STOLL,
EVP & CHIEF PERFORMANCE OFFICER

02 **Q1 2014 REVENUES & OUTLOOK**
DOMINIQUE THORMANN
EVP & CFO

03 **QUESTIONS & ANSWERS**

Q1 2014 KEY POINTS

- Emerging markets weaknesses offset by recovery of the European market
- Significant currency headwind in Q1
- Strong new product momentum



01

Q1 2014 COMMERCIAL UPDATE

JÉRÔME STOLL,

EVP & CHIEF PERFORMANCE OFFICER



TIV AND GROUP REGISTRATION EVOLUTION Q1 2014 vs Q1 2013

GLOBAL*

TIV + 4.7%
GROUP + 5.1%
w/o Iran +7.5%

EUROPE

TIV + 8.2%
GROUP + 17.7%

EURASIA

TIV - 2.0%
GROUP - 1.0%

EUROMED-AFRICA

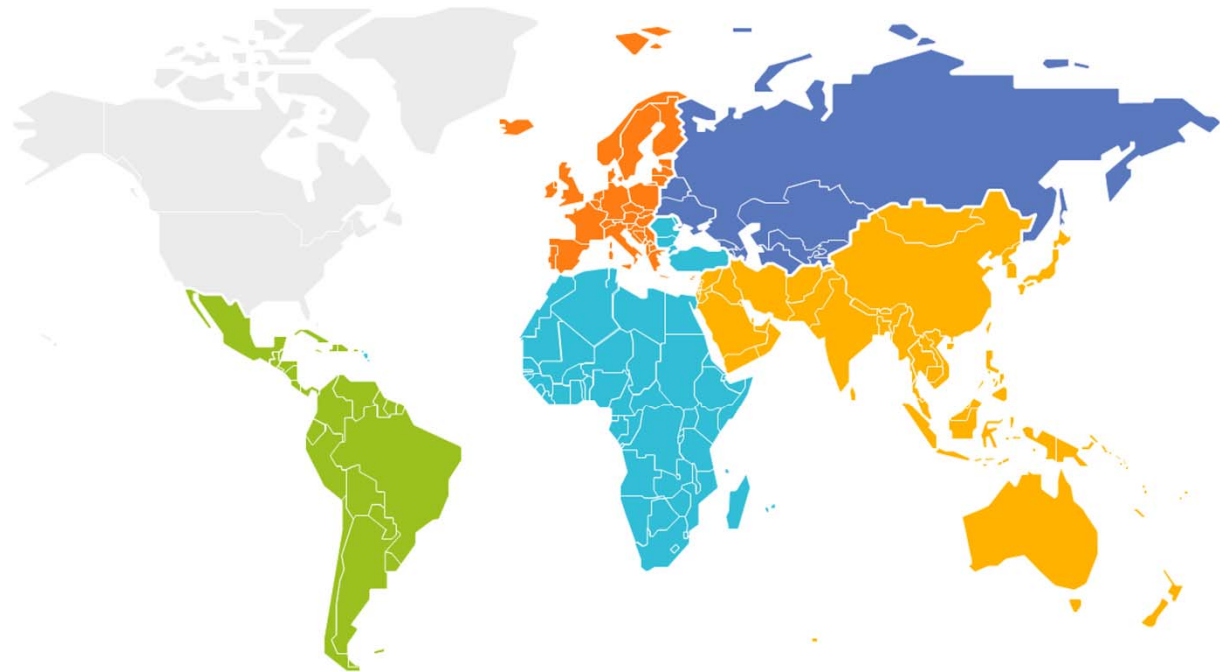
TIV - 10.8%
GROUP - 14.9%

AMERICAS

TIV - 3.5%
GROUP + 8.9%

ASIA-PACIFIC

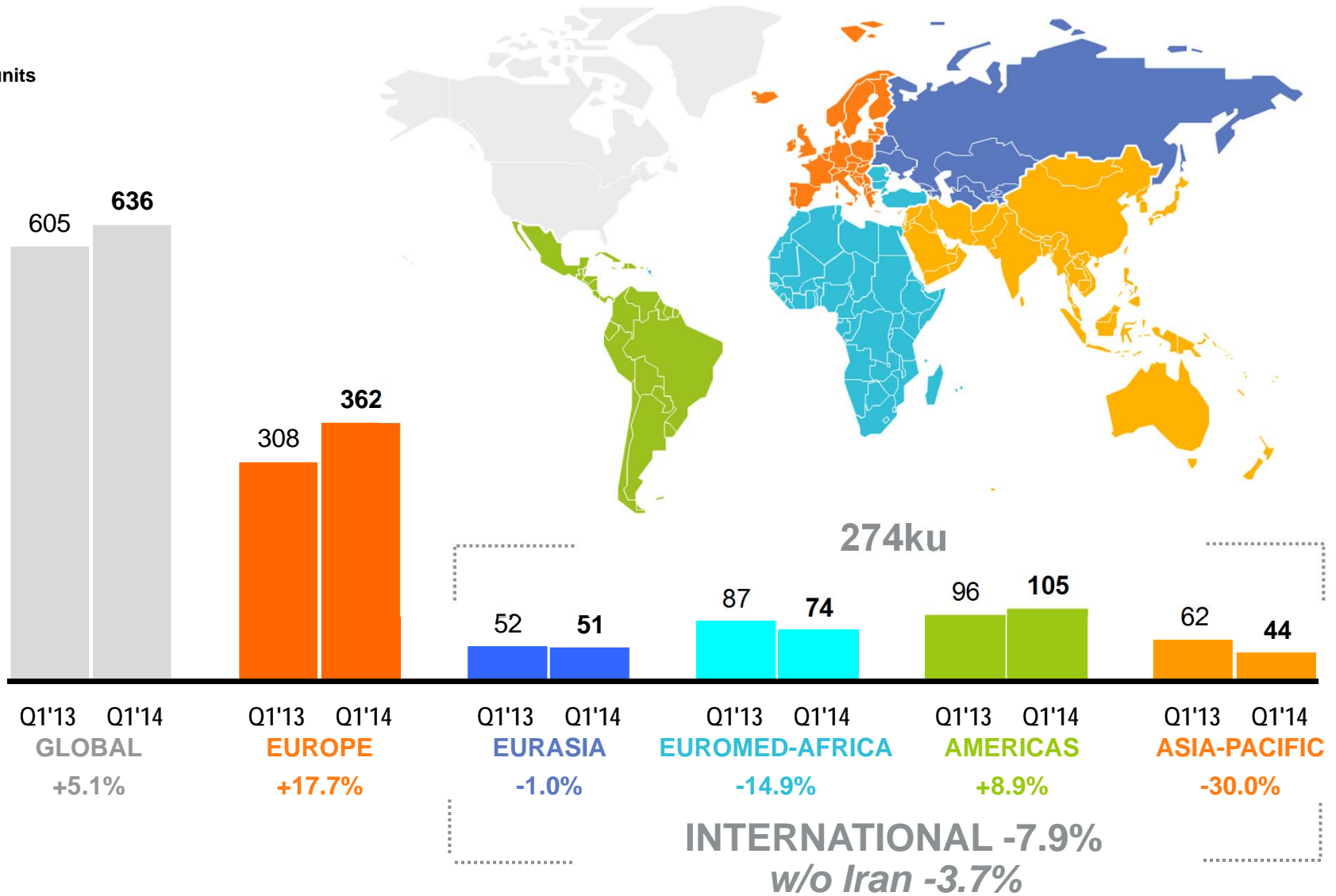
TIV + 7.6%
GROUP - 30.0%
w/o Iran - 12.6%



* PC+LCV including USA & Canada

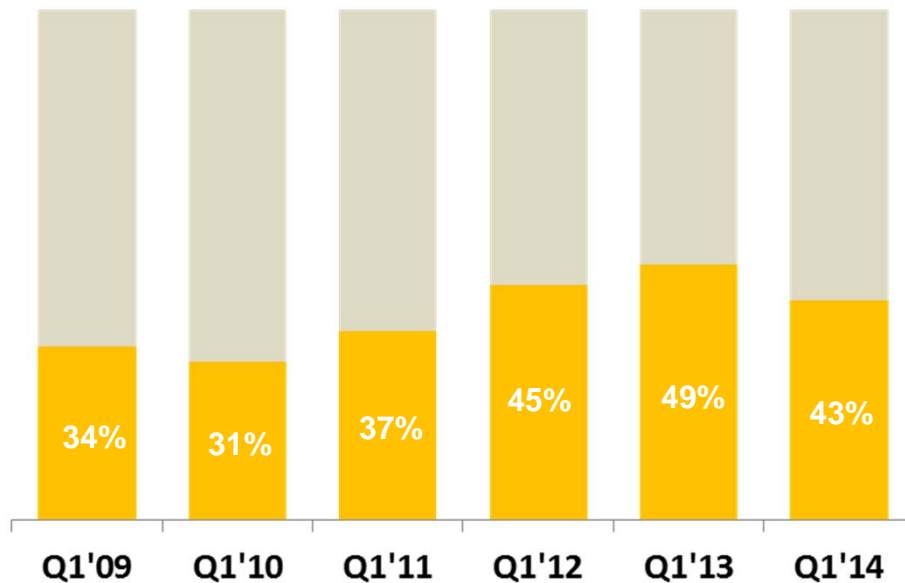
GROUP REGISTRATION Q1 2014 vs Q1 2013

Thousand units
(PC+LCV)



EUROPE PULLS SALES AHEAD AS INTERNATIONAL MIX IS TEMPORARILY UNDER 50%

% OF SALES OUTSIDE EUROPE

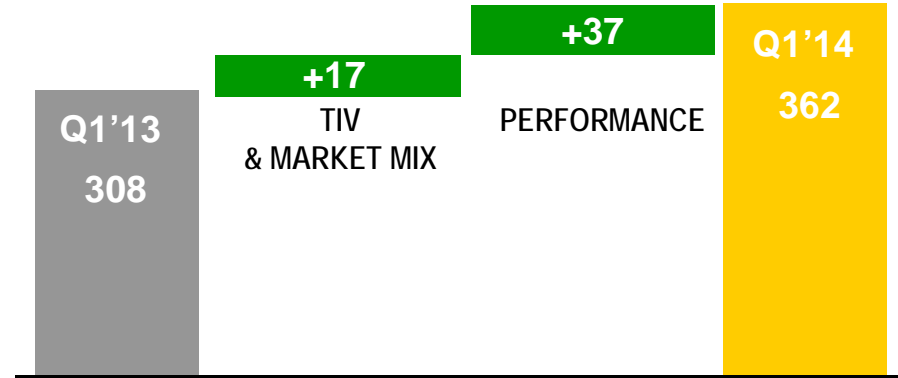


		M/S (PC+LCV)	Vs. 2013
01	FRANCE	27.1 %	+1.5pt
02	BRAZIL	6.7 %	+1.3pt
03	RUSSIA	7.7 %	-0.1pt
04	GERMANY	5.3 %	-0.2pt
05	ITALY	8.0 %	+1.8pt
06	ARGENTINA	15.1 %	+0.9pt
07	UK	3.7 %	+1.6pt
08	SPAIN	11.0 %	+0.6pt
09	BEL+LUX	12.7 %	+0.5pt
10	ALGERIA	23.0 %	-2.2pt

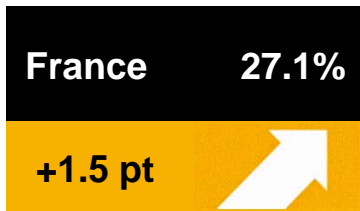
EUROPE REGION



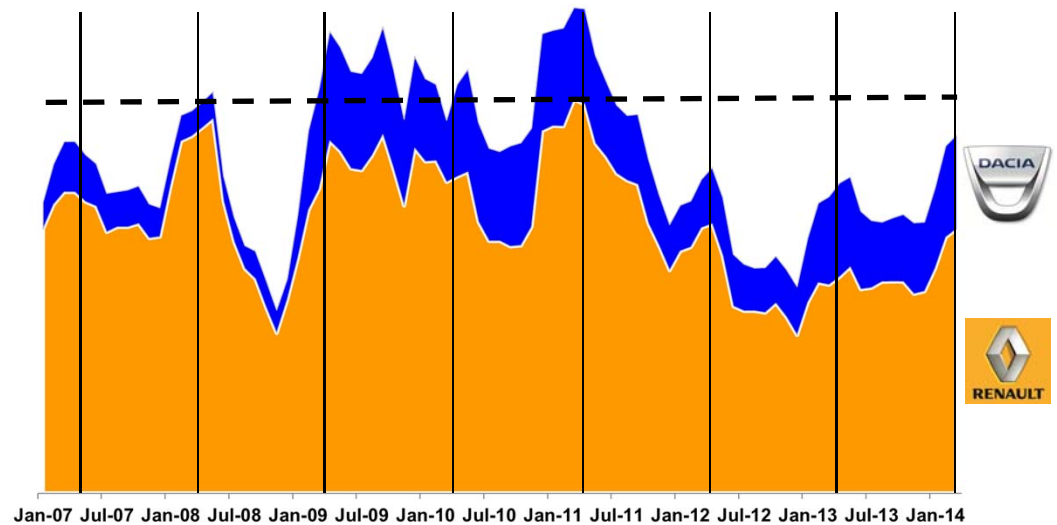
GROUP PC+LCV : BREAKDOWN OF REGISTRATION



GROUP MARKET SHARE PC+LCV

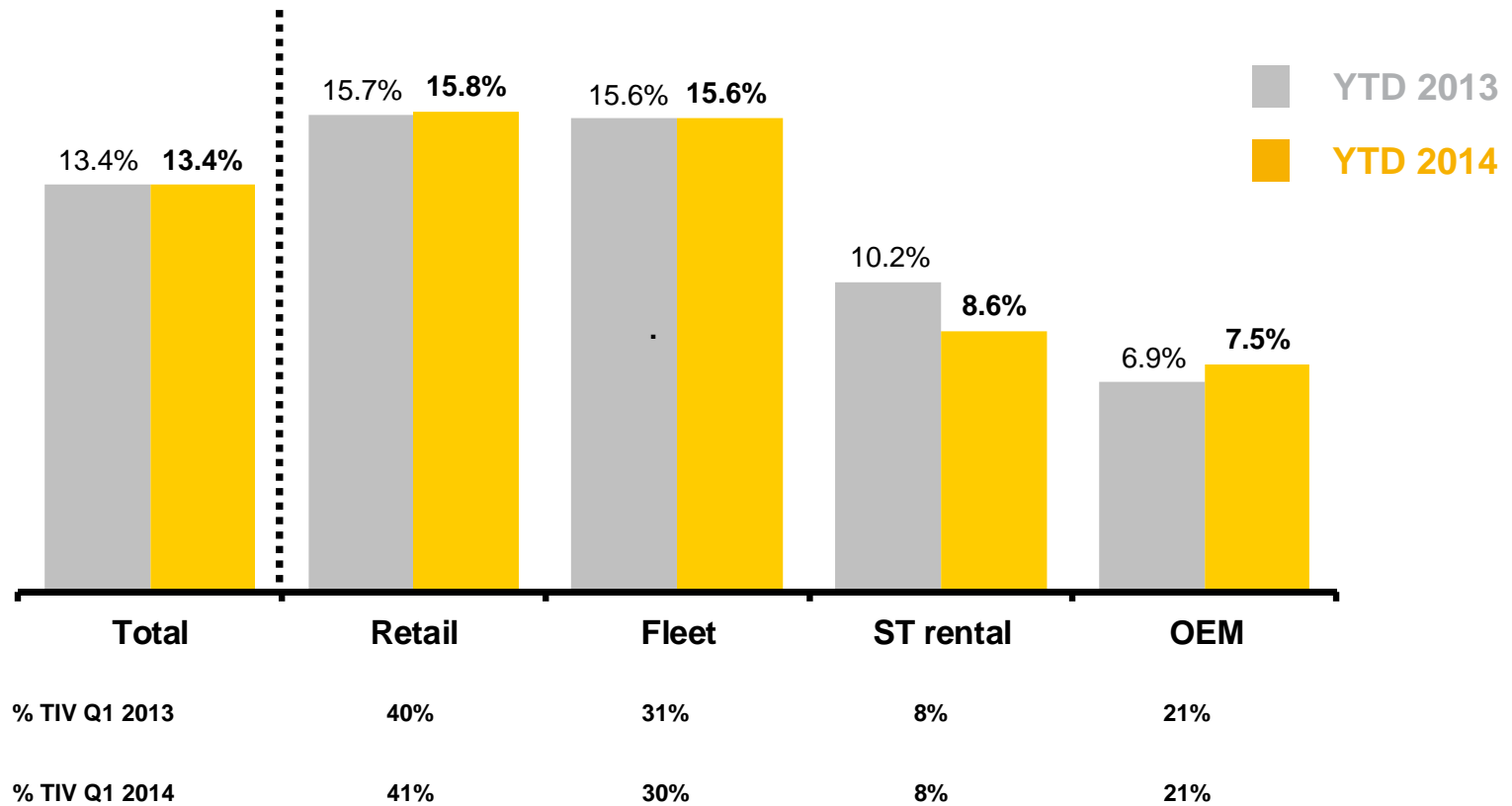


GROUP ORDER BOOK PC+LCV



EUROPE REGION: SALES BY CHANNEL REMAIN VIRTUOUS

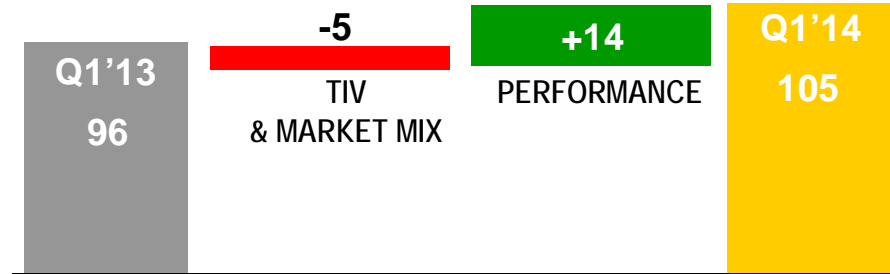
GROUP MARKET SHARE BY CHANNEL IN F, D, NL, BE+LUX FEB 2014 vs FEB 2013



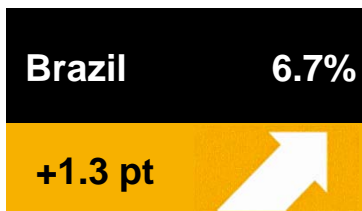
AMERICAS REGION



GROUP PC+LCV : BREAKDOWN OF REGISTRATION



GROUP MARKET SHARE PC+LCV



SANDERO



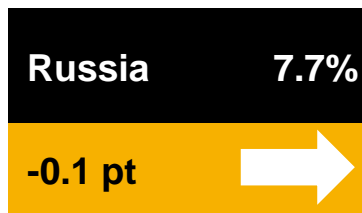
EURASIA REGION



GROUP PC+LCV : BREAKDOWN OF REGISTRATION



GROUP MARKET SHARE PC+LCV



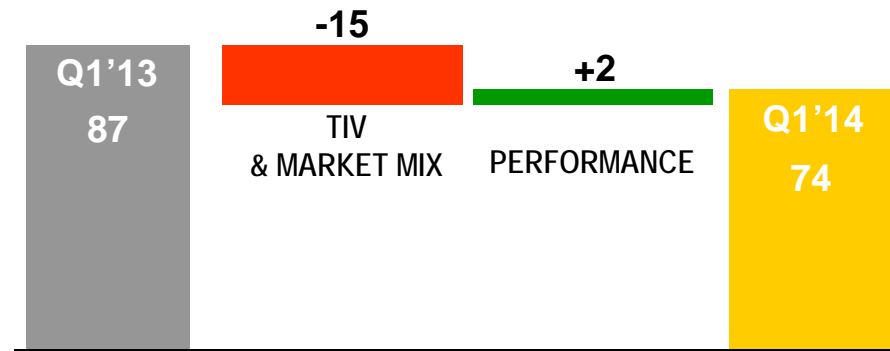
DUSTER



EUROMED-AFRICA REGION



GROUP PC+LCV : BREAKDOWN OF REGISTRATION



GROUP MARKET SHARE PC+LCV



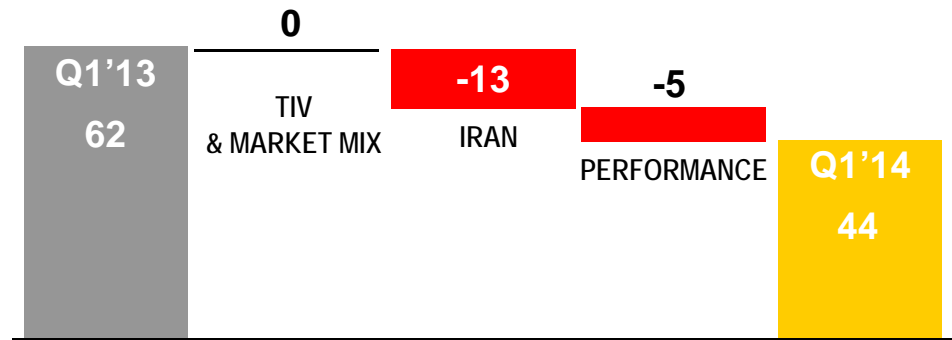
LOGAN



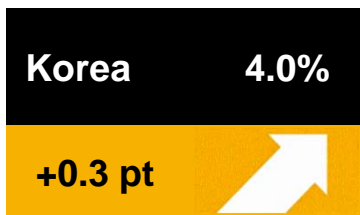
ASIA-PACIFIC REGION



GROUP PC+LCV : BREAKDOWN OF REGISTRATION



GROUP MARKET SHARE PC+LCV



QM3



ON TRACK TO ACHIEVE OUR 2014 SALES OBJECTIVE

- **Keep gaining share in Europe**
- **Increase global sales**

SUCCESS OF RENAULT NEW PRODUCTS: CLIO, CAPTUR



DACIA FASTEST GROWING BRAND WITH DUSTER, SANDERO



NEW SANDERO, NEW LOGAN INTERNATIONAL ROLL-OUT



02

Q1 2014 REVENUES

DOMINIQUE THORMANN

EVP & CFO



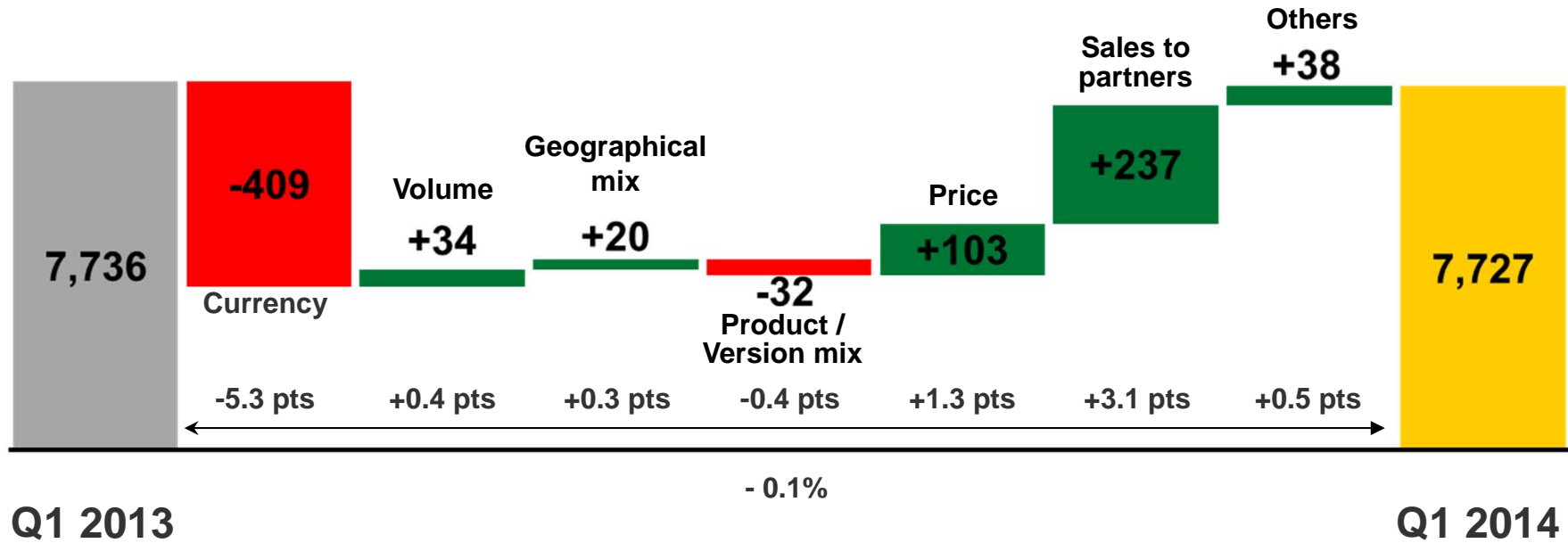
RENAULT GROUP REVENUES BY DIVISION IN Q1 2014

<i>In million euros</i>	Q1 2013	Q1 2014	Change (%)
Automotive	7,736	7,727	-0.1%
Sales Financing	529	530	+0.2%
TOTAL	8,265	8,257	-0.1%

AUTOMOTIVE REVENUE VARIANCE ANALYSIS

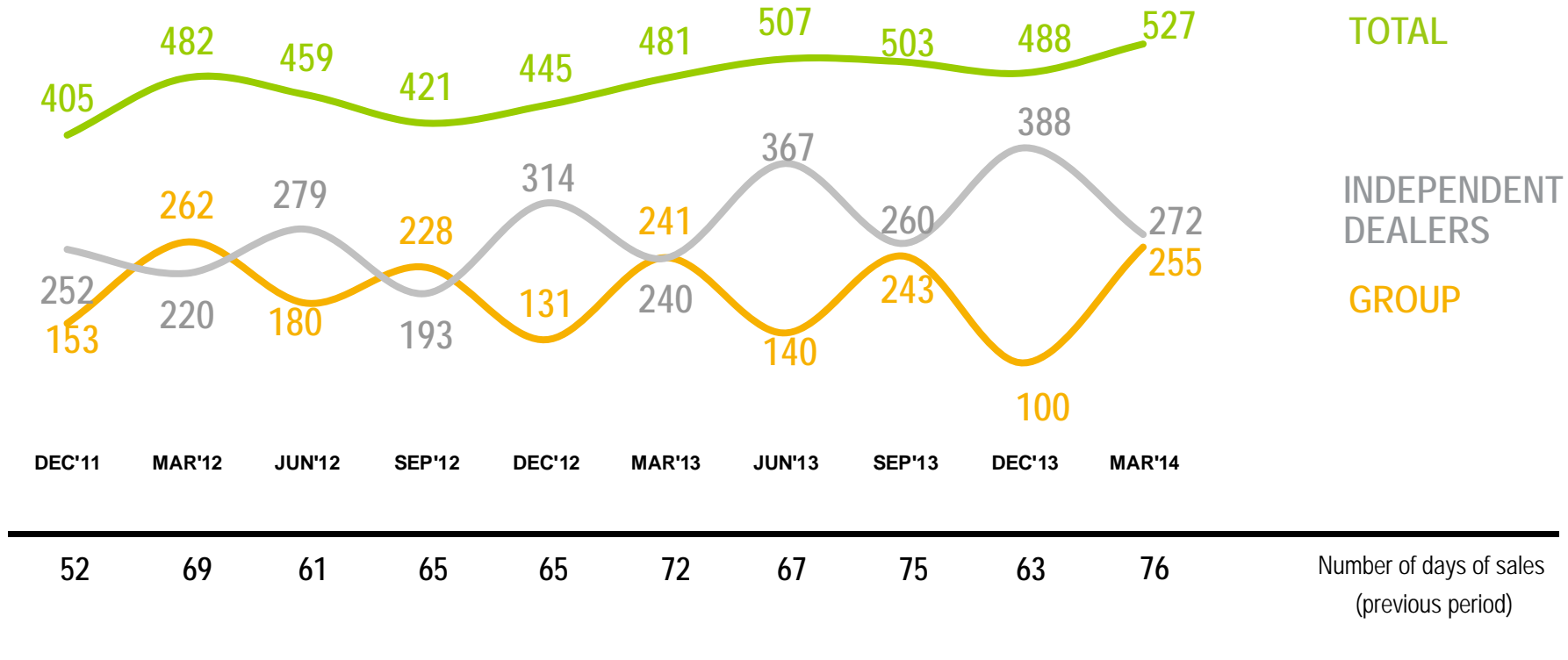
In million euros

CHANGE Q1 2014 / Q1 2013 : -€9m



DISTRIBUTION STOCK

NEW VEHICLE DISTRIBUTION STOCK (IN K UNITS)



RCI BANQUE PERFORMANCE

	Q1 2013	Q1 2014	Change (%)
Revenues <i>(in € m)</i>	529	530	+0.2%
Average loans outstanding* <i>(in € bn)</i>	24.1	24.7	+2.3%
New contracts* <i>(in thousand units)</i>	255.5	280.5	+9.8%
New financing* <i>(in € bn)</i>	2.6	2.7	+6.7%

* 2013, Restated from the retrospective consolidation of Russia and Turkey, during H2 2013 (with retroactive effect from January 1st)

2014 OUTLOOK

- In the first quarter, trends in key markets were contrasted. While main emerging markets were slowing down with poor visibility, the European market recovery appeared stronger than foreseen. In this uncertain environment, the Group expects slightly declining Russian and Brazilian markets. However, the European market should grow by 2% to 3% in 2014.

In this context, the Group aims to:

- Increase registrations and Group revenues (at constant exchange rates)
- Improve the Group operating profit and that of the automobile division
- Achieve a positive operational free cash-flow of the automobile division








Q&A



APPENDIX



GROUP PC+LCV : Q1'14 MARKET SHARE CHANGE IN GROUP TOP 15 COUNTRIES

	Registration	% MS	Vs 2013
 FRANCE	145 632	27,1%	+1,5pt
 BRAZIL	51 866	6,7%	+1,3pt
 RUSSIA	46 252	7,7%	-0,1pt
 GERMANY	40 282	5,3%	-0,2pt
 ITALY	32 210	8,0%	+1,8pt
 ARGENTINA	31 785	15,1%	+0,9pt
 UK	28 656	3,7%	+1,6pt
 SPAIN	24 858	11,0%	+0,6pt
 BELGIUM + LUX	22 544	12,7%	+0,5pt
 ALGERIA	21 744	23,0%	-2,2pt
 TURKEY	21 567	18,7%	+1,4pt
 SOUTH KOREA	14 909	4,0%	+0,3pt
 INDIA	12 869	1,6%	-0,7pt
 NETHERLANDS	11 348	9,2%	+0,9pt
 MOROCCO	10 630	38,5%	+1,3pt