

# Conference call pack Q1 2004 Revenues



**April 27, 2004**

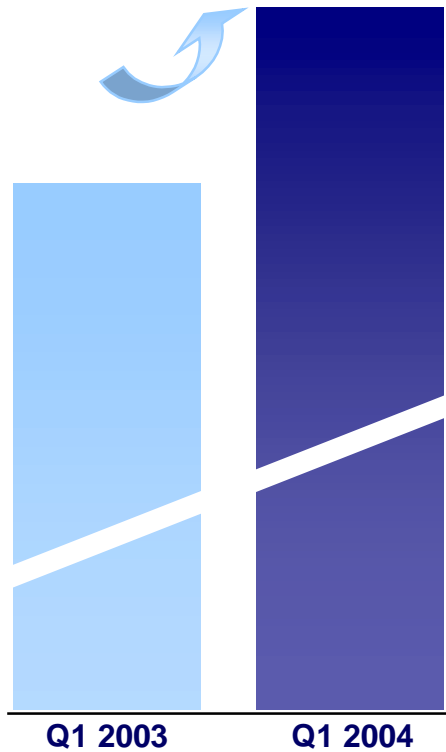




# Renault Group Sales Q1 2004 6.8% up vs. Q1 2003

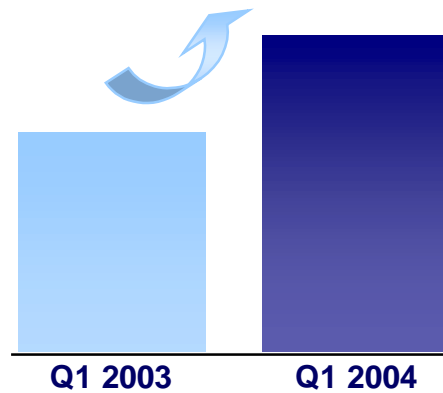
Q1 2004 = 621,968 units PC & LCVs

**583,987 units**  
**+ 8.5% vs 2003**



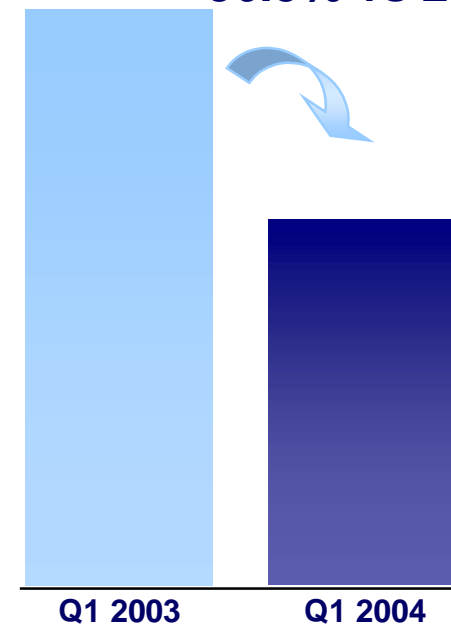
**Renault**

**17,598 units**  
**+ 44.5% vs 2003**



**Dacia**

**20,383 units**  
**- 36.5% vs 2003**

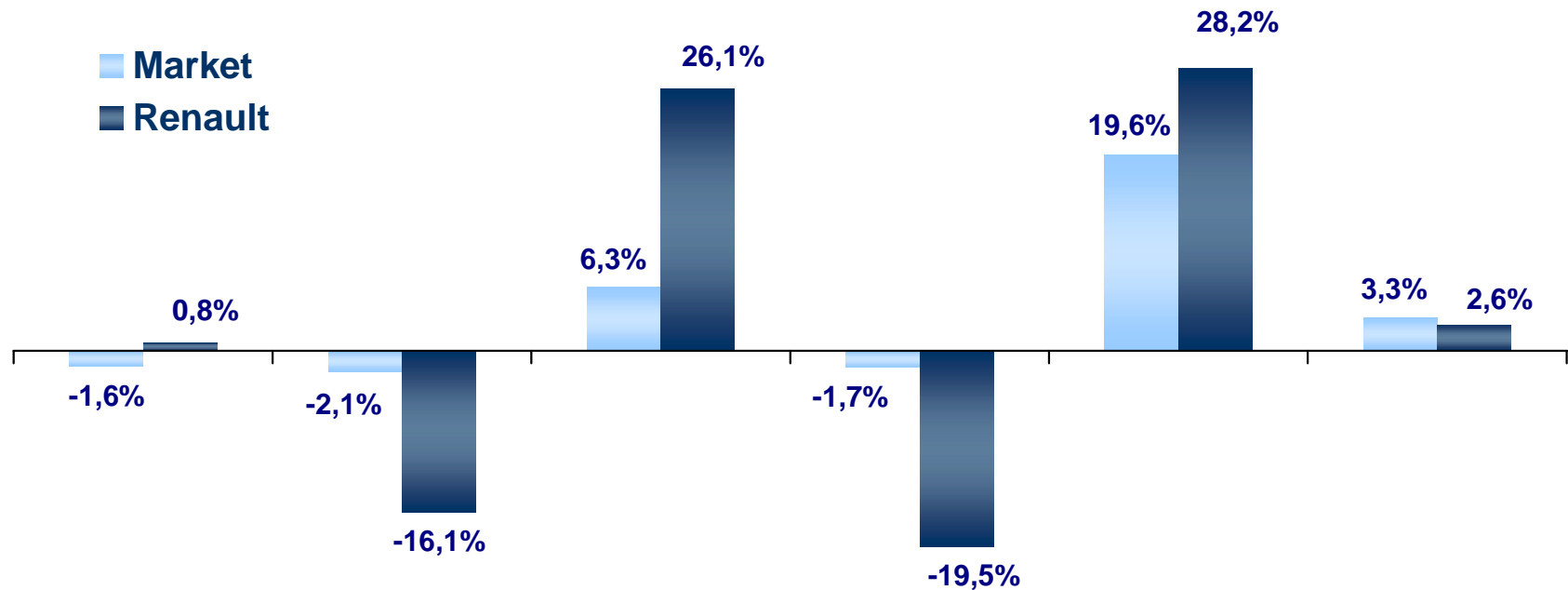


**Samsung**



# Renault brand PC+LCV Western European sales

Q1 2004 vs. Q1 2003



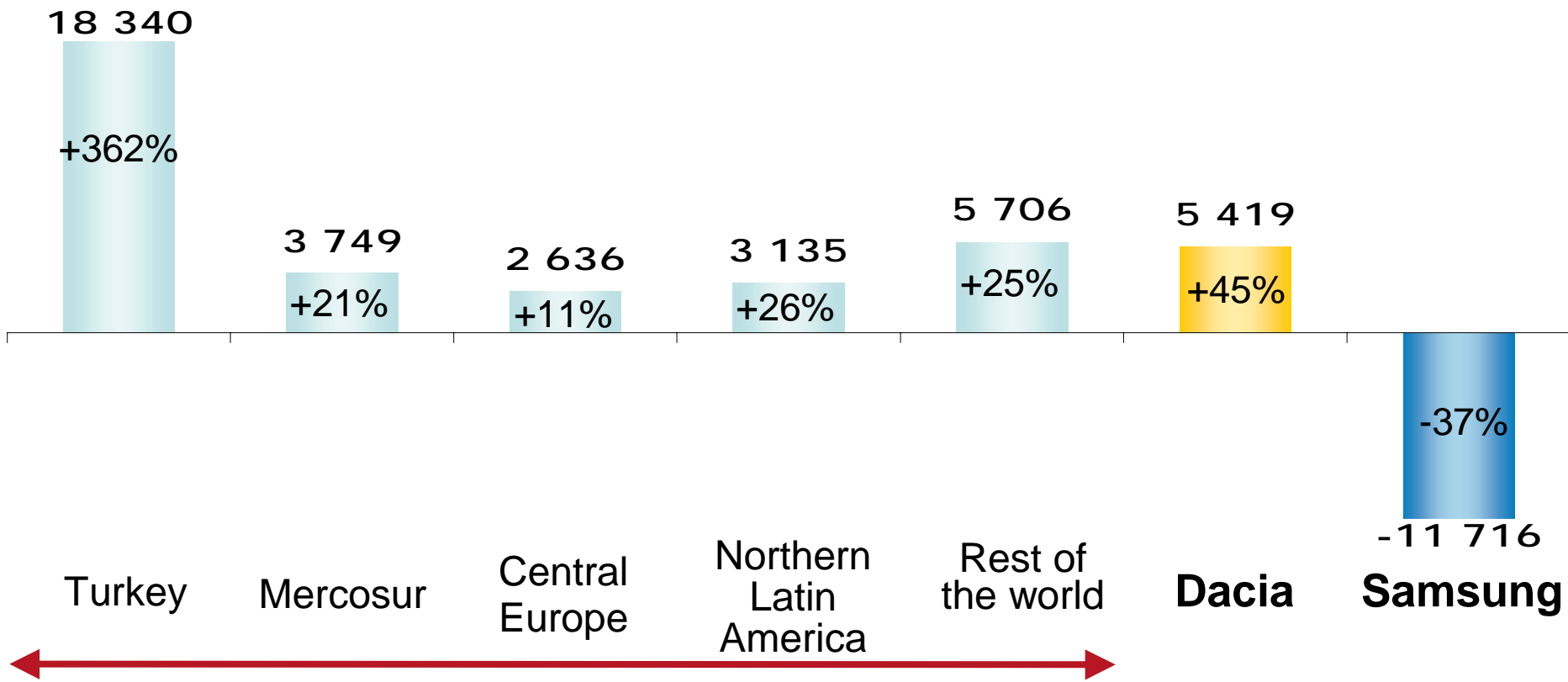
Mkt Share	France	Germany	UK	Italy	Spain	W Europe
Q1 2004	28.3%	5.4%	6.7%	6.7%	12.8%	10.5%
<sup>2</sup> Q1 2003	27.6%	6.2%	5.7%	8.2%	11.9%	10.6%



# Group sales outside Western Europe

Q1 2004 vs. Q1 2003 in units (PC+LCV)

**+21.4% to 154,220 units**



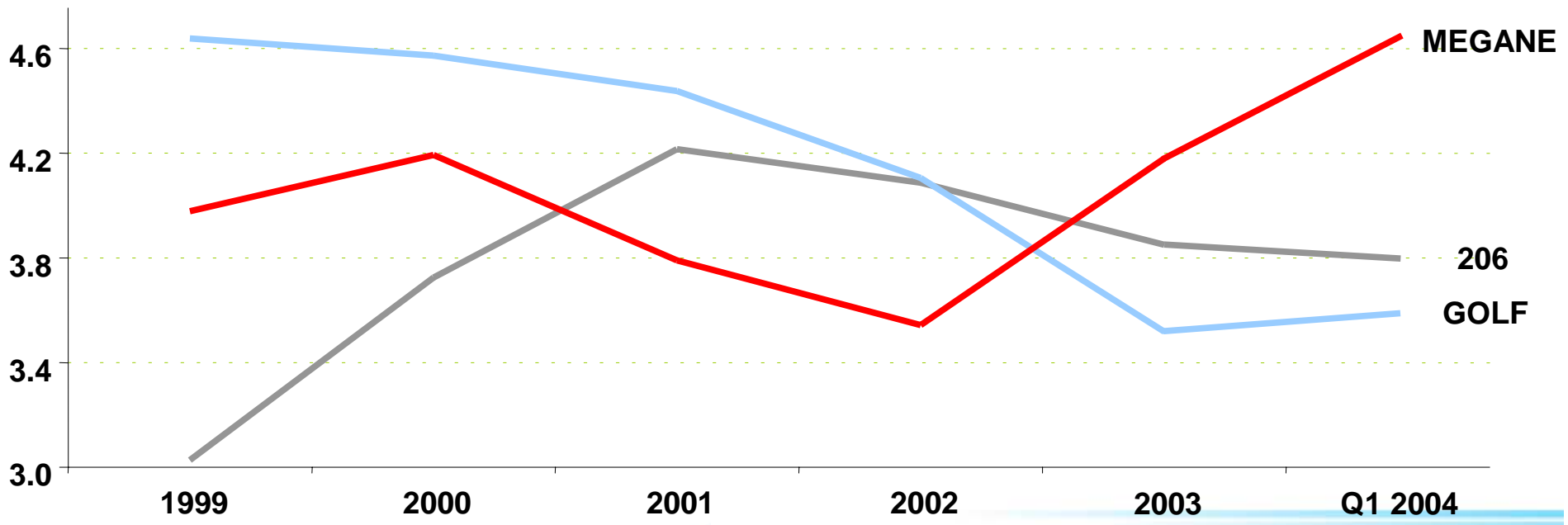
**Renault : +33,566 units (+40.6 %)**

# Mégane Family - Top selling car in Europe



PC market share in %

— MEGANE — 206 — GOLF





# Renault Group Revenues Q1 2004

in millions of euros

	<b>Q1 2003 Published</b>	<b>Q1 2003 Proforma*</b>	<b>Q1 2004</b>	<b>Change</b>
	a	b	c	c/b
Automobile Division	8 545	8 493	9 460	11,4%
Sales Financing Division	470	470	495	5,3%
<b>Total Group</b>	<b>9 015</b>	<b>8 963</b>	<b>9 955</b>	<b>11,1%</b>

\* 2003 data restated for 2004 structure and methods



## Change in consolidation

in millions of euros	31/03/2003 Published	New consolidation a	Change in perimeter b	Change in cons. c	31/03/2003 Proforma*
Automobile Division	8 545	33	-122	37	8 493
Sales Financing Division	470				470
<b>Total Group</b>	9 015	33	-122	37	8 963

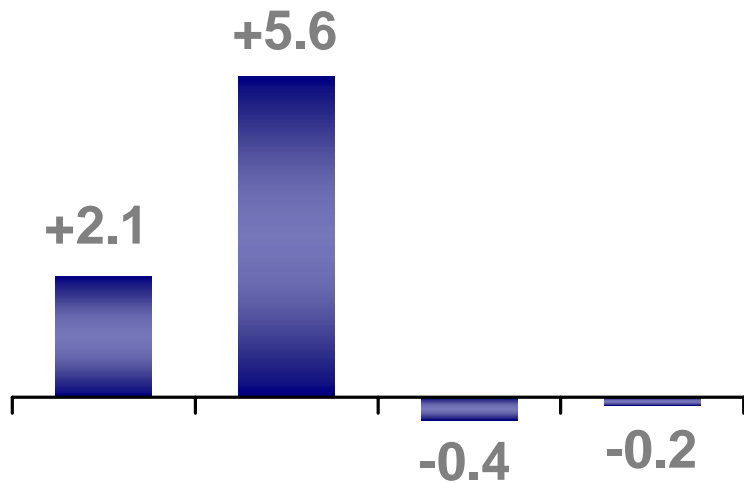
- a) Consolidation of Avtoframos (Russia) and Renault Algeria
- b) Exiting: Renault Agriculture
- c) Change in consolidation of SOFASA



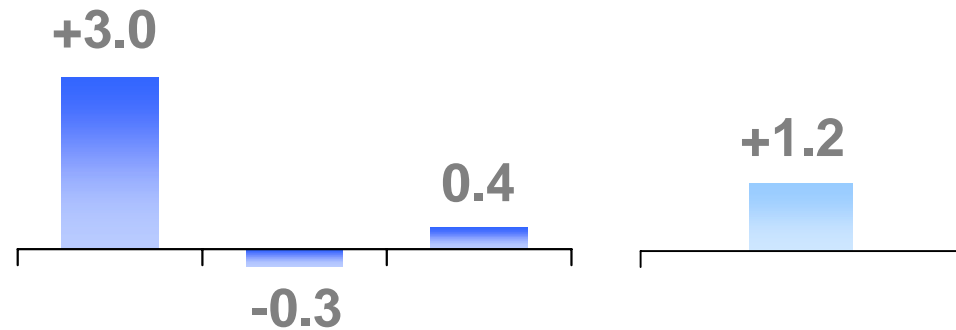
# Automobile division – Revenues evolution Q1 2004

Contribution to the change in revenues

**Change : + 11.4%**



Volume    Mix/price    Exchange rate    Other Network Activity



Volume    Exchange rate    Others

