

# Conference call pack Q1 2005 Revenues



RENAULT

Alain Dassas, SVP Finance

April 22nd, 2005



# Renault Group worldwide sales Q1 2005

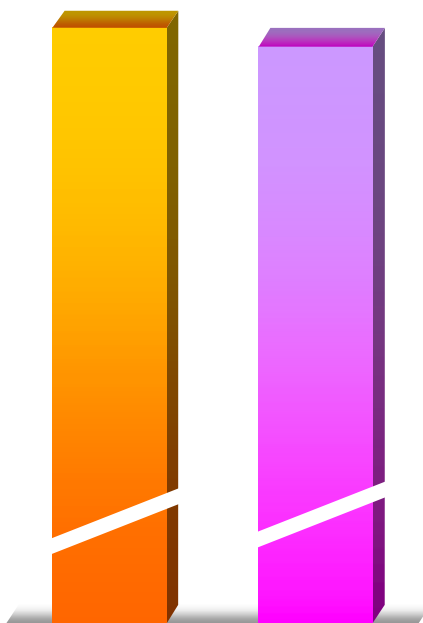


**+ 2.4% vs. Q1 2004 to 637,093 units**

Passenger cars and light commercial vehicles

**575,400 units**

**-1.5 %**



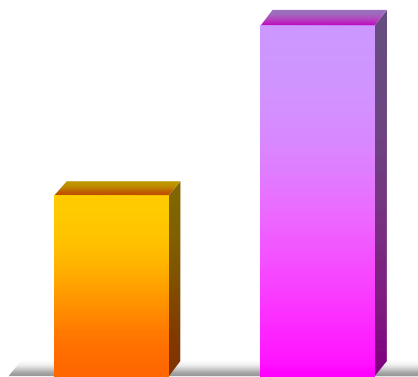
Q1 2004

Q1 2005

**Renault**

**34,315 units**

**+95.4 %**



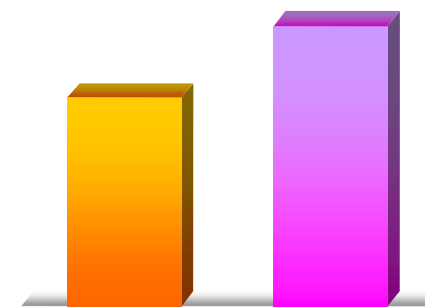
Q1 2004

Q1 2005

**Dacia**

**27,378 units**

**+34.3 %**



Q1 2004

Q1 2005

**Samsung**

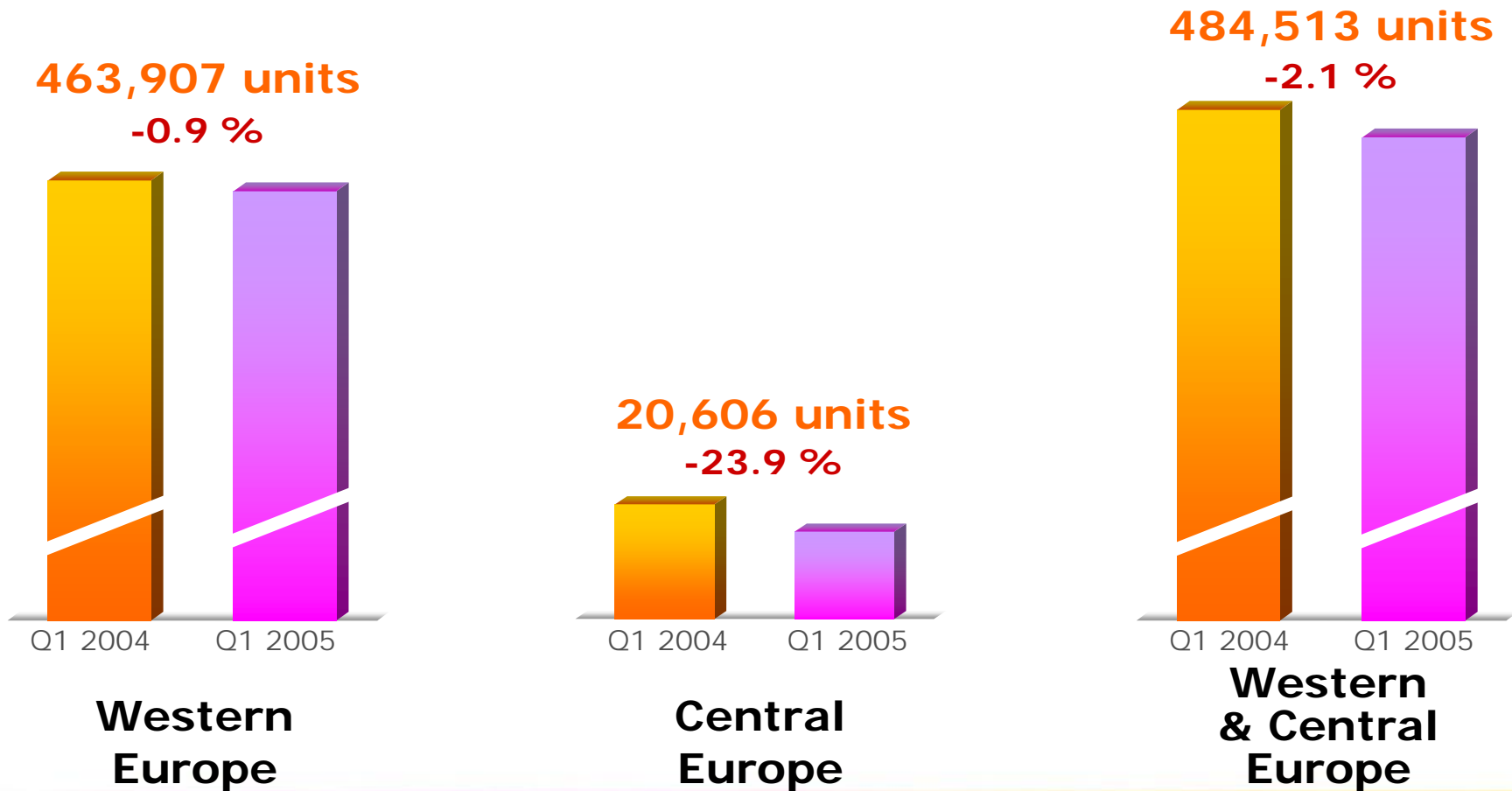


# Renault Brand sales in Western and Central Europe



- 10 582 units vs. Q1 2004

Passenger cars and light commercial vehicles



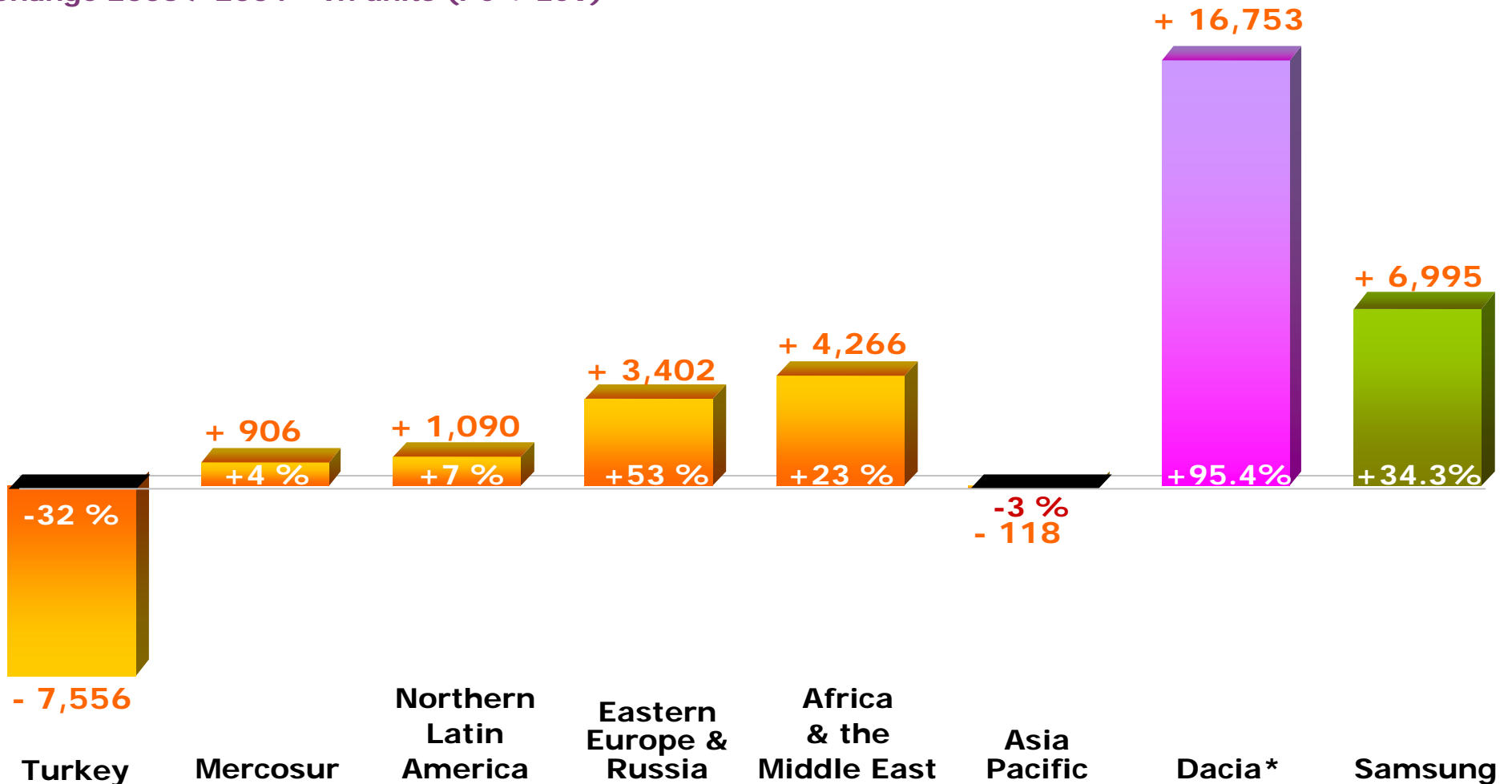


# Group Sales outside Western & Central Europe = 152,580 units



+ 25 738 units or +20.3% vs. Q1 2004

Change 2005 / 2004 – In units (PC + LCV)



\* Including +3,473 Dacia in Western & Central Europe



## Q1 2004, change in consolidation and the transition to IFRS



In € millions	31/03/2004 Published	New consolidation a	Change in perimeter b	IFRS impact c	31/03/2004 Proforma*
Automobile Division	9 460	14	60	-72	9 462
Sales Financing Division	495	1	1	-36	461
<b>Total Group</b>	<b>9 955</b>	15	61	-108	<b>9 923</b>

- a) **Consolidation of German dealer branches, & RCI Hungary**
- b) **Reclassification of company cars from investment to inventories (as from 30/06/04)**
- c) **IAS 17** - sales with buyback commitments (more than 3 years) are accounted for as leases (-72m€ for Auto division, -7m€ for Finance division) and **IAS 39** – commissions to dealers deducted from revenues (-29m€ Finance division)



# Renault Group Revenues



In € millions	Q1 2004 Published a	Q1 2004 Proforma* b	Q1 2005 c	Change c/b
Automobile Division	9 460	9 462	9 381	-0,9%
Sales Financing Division	495	461	459	-0,4%
<b>Total Group</b>	<b>9 955</b>	<b>9 923</b>	<b>9 840</b>	<b>-0,8%</b>

\* 2004 data restated for 2005 structure and methods

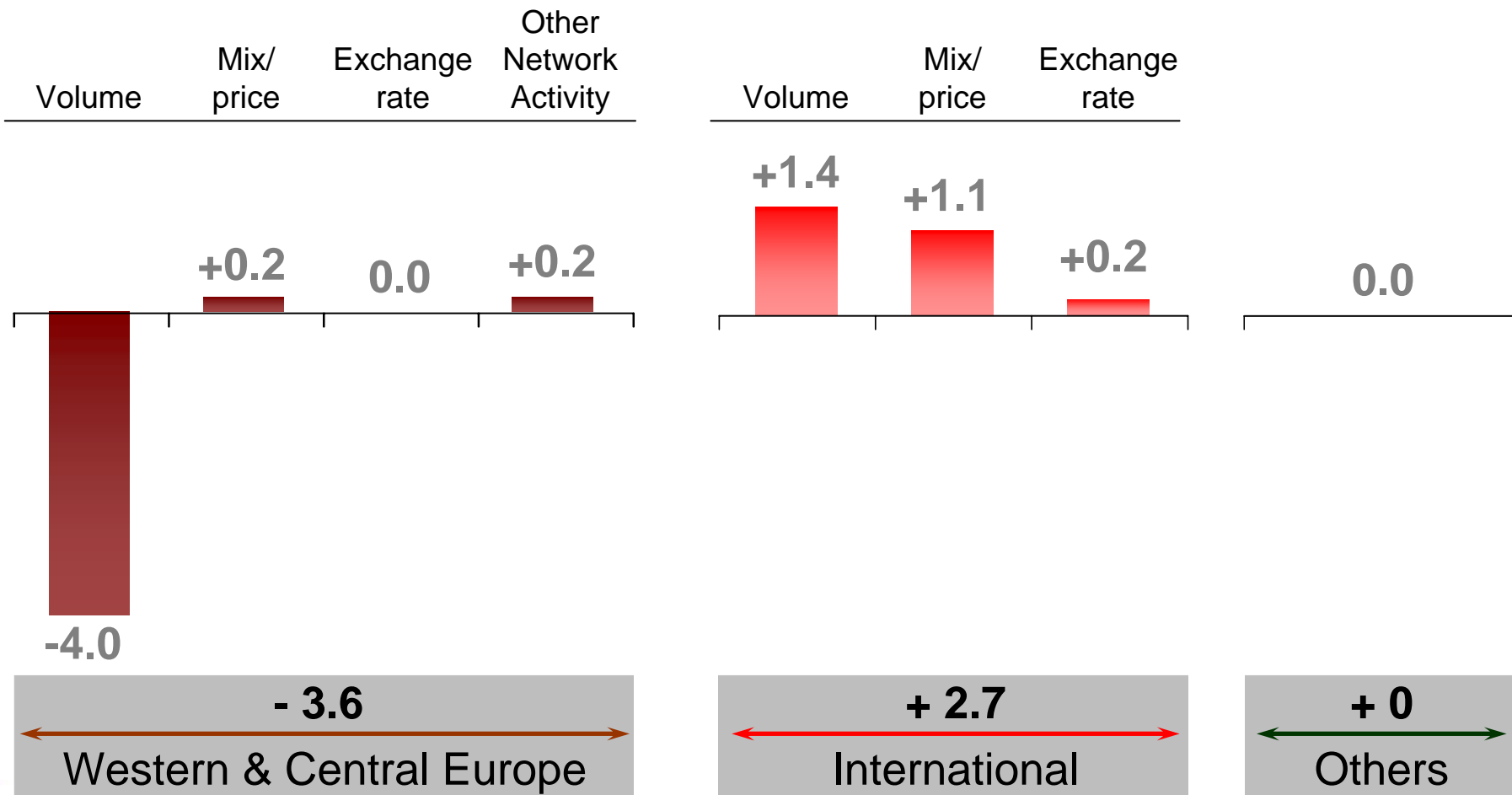


# Automobile division revenues – Evolution Q1 2005



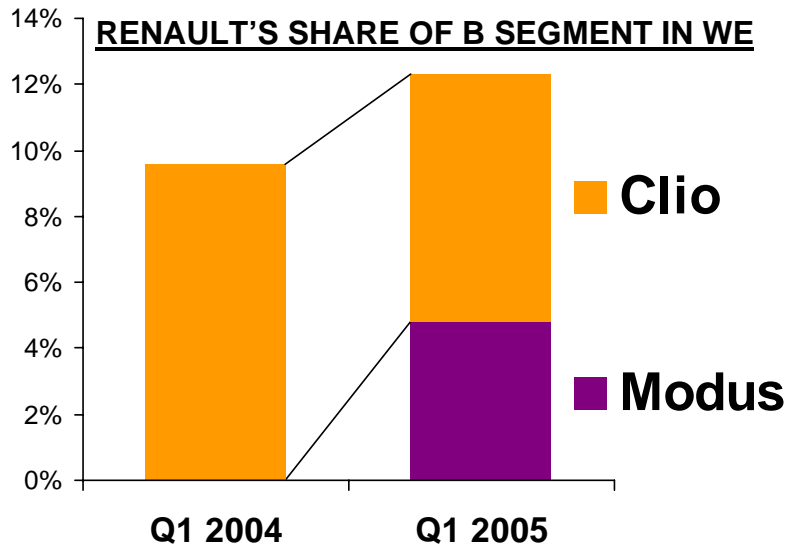
Contribution to the change in revenues

- 0.9% vs. Q1 2004





# B segment in Western Europe



- Renault's market share in B segment +2.8 points
- Total volumes of Clio and Modus up 21.5% in a segment down 5.7%

## Staggered launch cycle:

Modus Q3 2004



## Next Events:

All New Clio in Q3 2005

All New Twingo end 2006







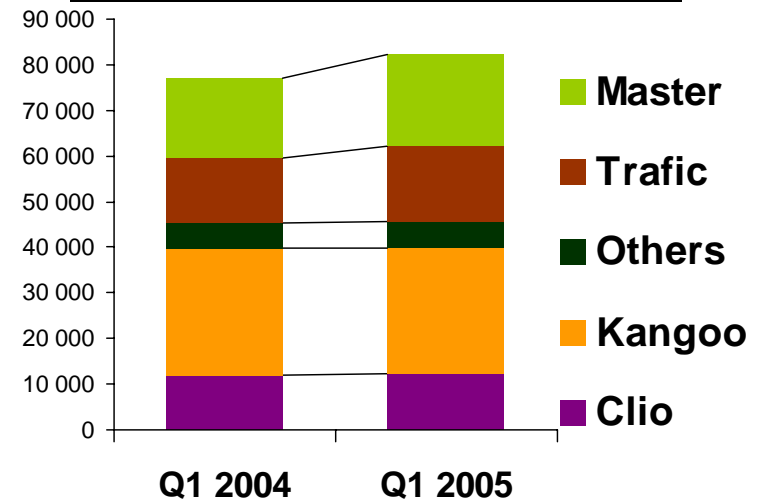
# Light Commercial Vehicles



95,409 units in Q1 2005

- LCV sales in Central & Western Europe up 6.7% in a market up 4.5%
- Improved mix as sales of Trafic up 17.7% and Master up 14%
- Sales outside Central & Western Europe up 33% as international mix increases from 11.2% in Q1 2004 to 13.6% in Q1 2005

RENAULT LCV SALES IN W&C EUROPE



Trafic



Master



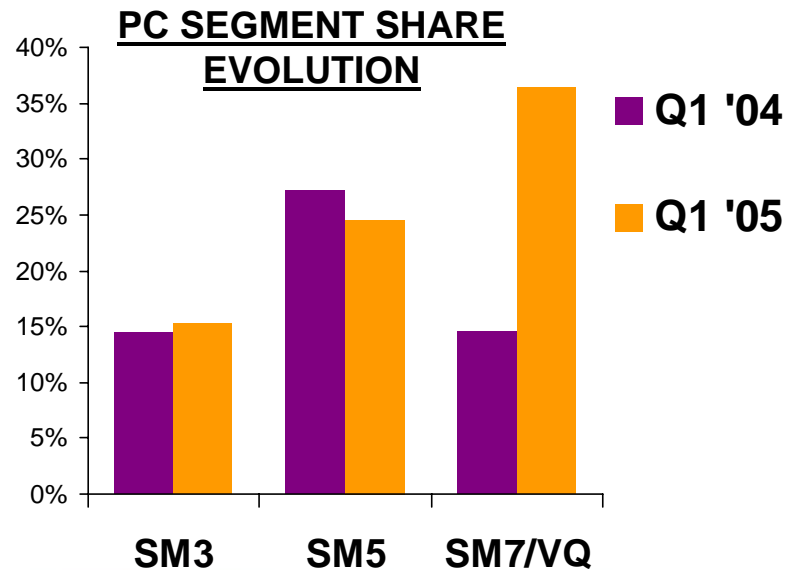
# Renault Samsung Motors



- Successful launches of SM7 and new SM5
- RSM sales in South Korea up 32.3% in Q1 '05 in a PC market down 5.3%
- Export sales more than double



SM7 launched Dec '04



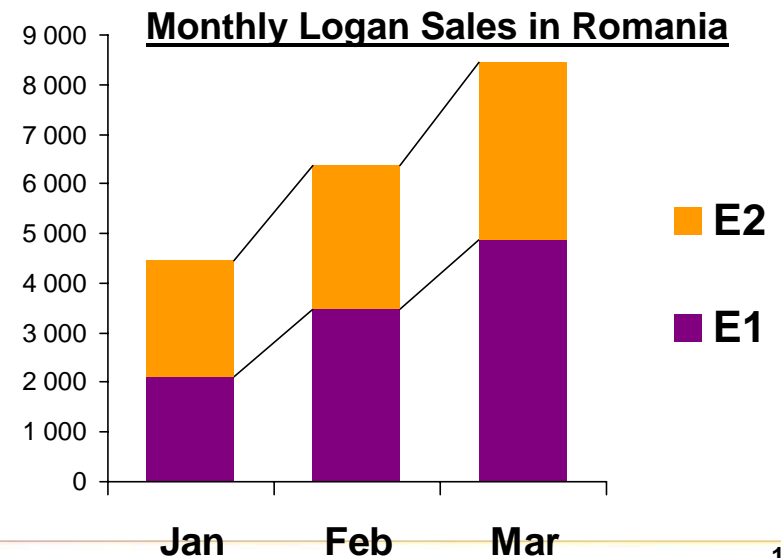
SM5 launched Mar '05



# Dacia and Logan



- Strong momentum following a successful launch in Romania
  - Dacia sales in Romania + 93%
  - Export sales +109%
- High mix continues in Q1 2005, average sale price > €7,000
- Logan launched in 15 countries so far
- 30 new countries to be launched by the end of 2005
- Increased production capacity in Romania from Q2 with a third shift and the end of Solenza
- Logan start of production in Russia in May, Morocco in June, Columbia in H2





**Thomas ORSINI, IR Director**

Tel: +33 1 76 84 53 09

[thomas.orsini@renault.com](mailto:thomas.orsini@renault.com)

**Duncan MINTO, Investor Relations**

Tel: +33 1 76 83 05 13

[duncan.minto@renault.com](mailto:duncan.minto@renault.com)

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**NB. Figures contained in this pack related to commercial results and total market evolution remain subject to future adjustments.**