

# Conference call pack Renault Group revenues end September 05



RENAULT

Alain DASSAS, SVP Finance

October 26th, 2005



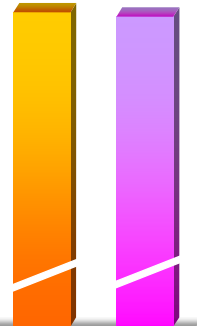
## Renault Group worldwide unit sales YTD 2005 up 3.4%

**+64k units vs. YTD 2004 to 1,930k units**

Passenger cars and light commercial vehicles

**1,727k units**

**-0.9 %**



YTD 2004 YTD 2005

**Renault**

**115k units**

**+85 %**



YTD 2004 YTD 2005

**Dacia**

**87k units**

**+43 %**



YTD 2004 YTD 2005

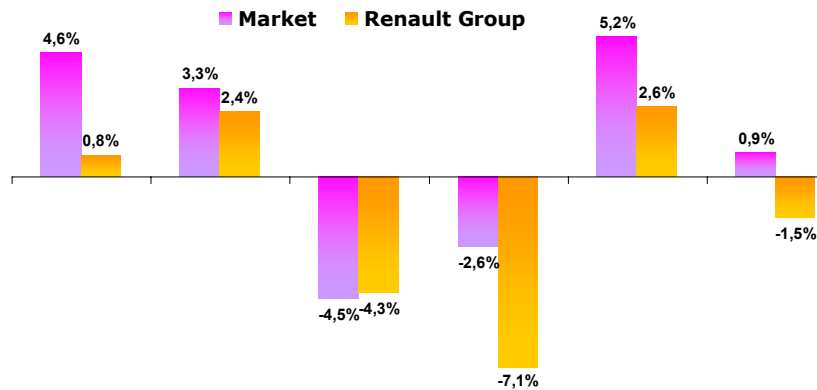
**Samsung**

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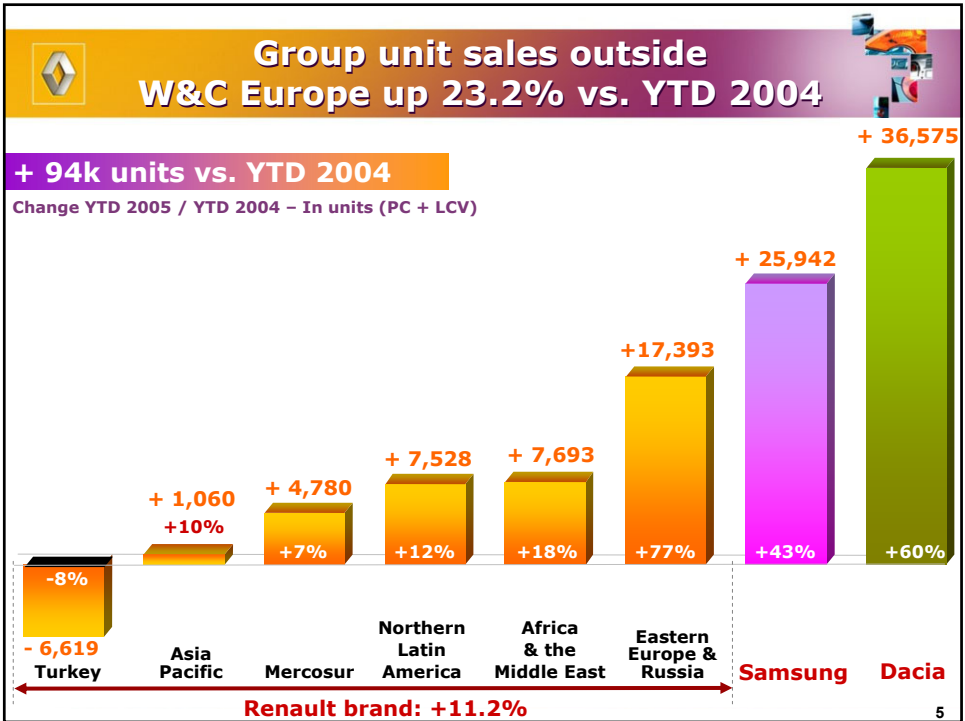
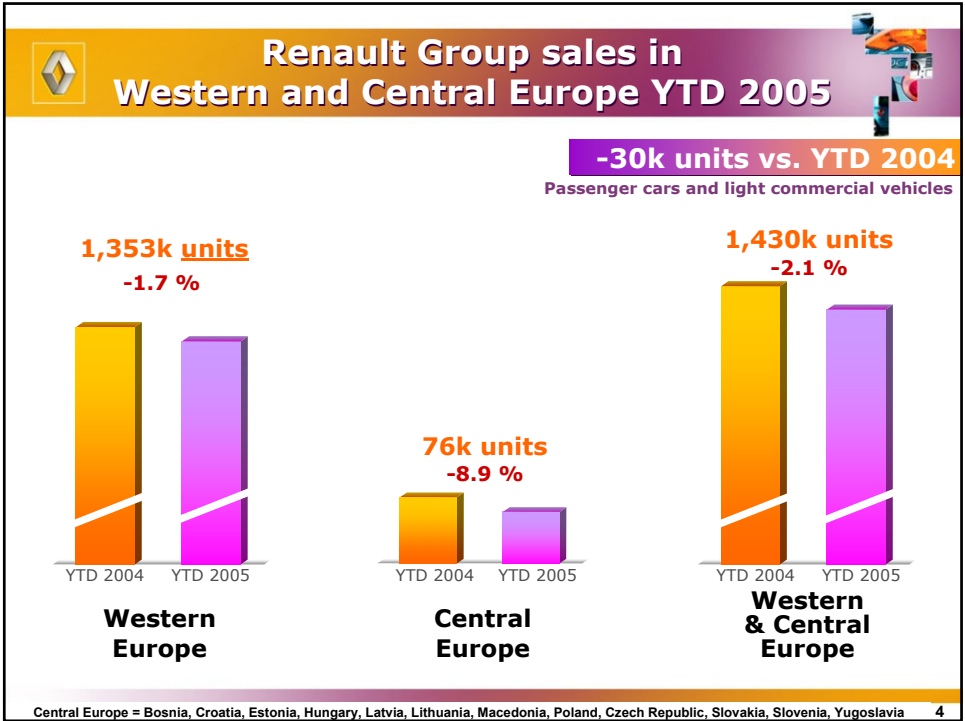
## Group registrations in Western Europe

% change of registrations YTD 2005 vs. YTD 2004  
Passenger cars and light commercial vehicles



Mkt Share	France	Germany	UK	Italy	Spain	W Europe
YTD 2005	27.3%	5.3%	7.2%	6.8%	12.4%	10.4%
YTD 2004	28.3%	5.3%	7.2%	7.1%	12.7%	10.6%

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



In millions of euros

	30/09/2004 Published	(a) Change in Perimeter / consolidation	(b) IFRS impact	30/09/2004 Proforma*
Automobile	28,656	166	(257)	28,565
Sales financing	1,592	8	(171)	1,429
<b>TOTAL</b>	<b>30,248</b>	<b>174</b>	<b>(428)</b>	<b>29,994</b>

a) Consolidation of German dealer branches, Renault South Africa & RCI Hungary

b) **IAS 17** - sales with buyback commitments (more than 3 years) are accounted for as leases (-257m€ for Auto division, -91m€ for Finance division) and  
**IAS 39** – commissions to dealers deducted from revenues (-80m€ Finance division)

\* 2004 data has been restated on a consistent basis

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## Renault Group – Revenues by division YTD 2005



In millions of euros

	YTD 2004 Pro-forma*	YTD 2005	Change (%)
Automobile	28,565	29,450	3.1 %
Sales financing	1,429	1,416	-0.9 %
<b>TOTAL</b>	<b>29,994</b>	<b>30,866</b>	<b>2.9 %</b>

\* 2004 data has been restated on a consistent basis

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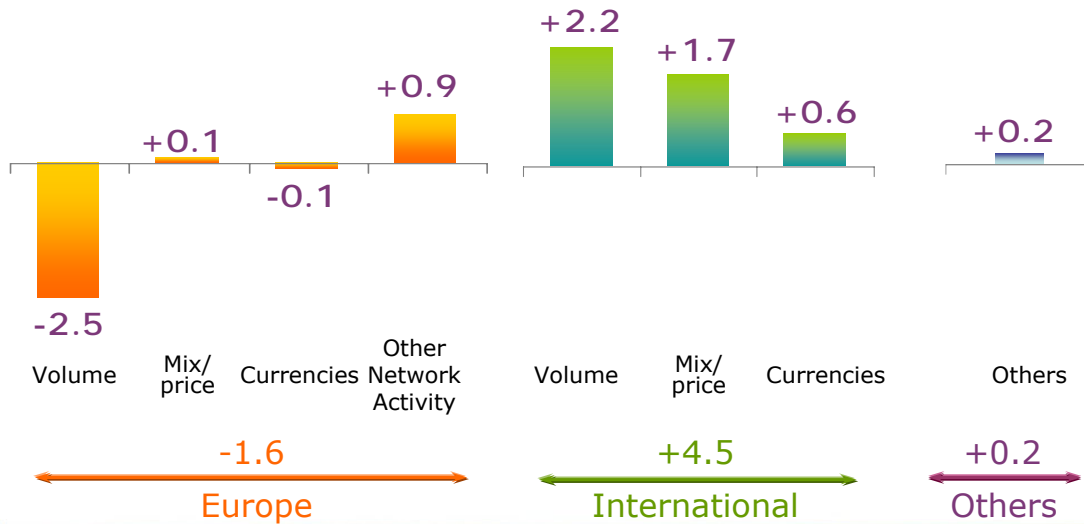


# Automobile division - Evolution of revenues YTD 2005 vs. YTD 2004



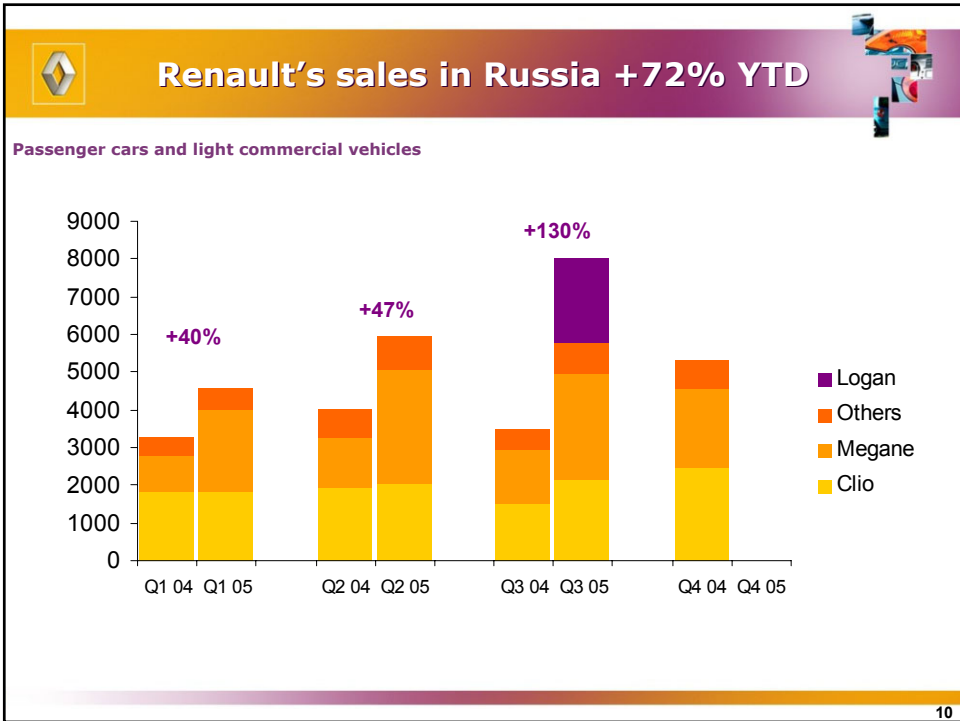
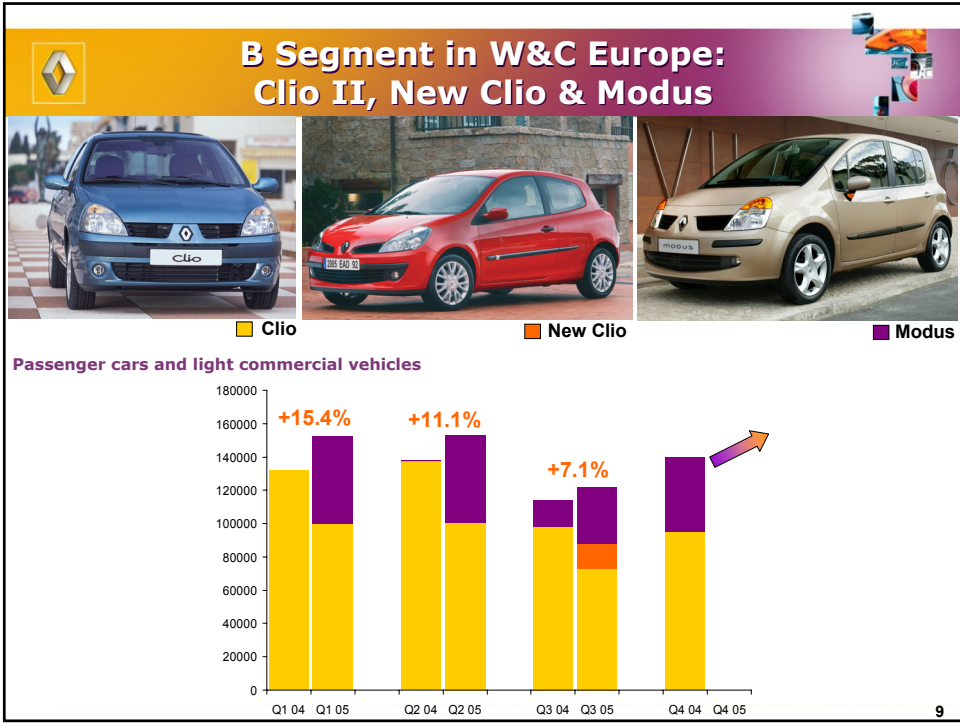
Contribution to the change in revenues

Change : +3.1%



## Evolution of unit sales and invoices: YTD 2005 vs YTD 2004

In k units	W&C Europe	International
Unit sales	-30	+94
Invoices	-48	+69
Δ	-18	-25

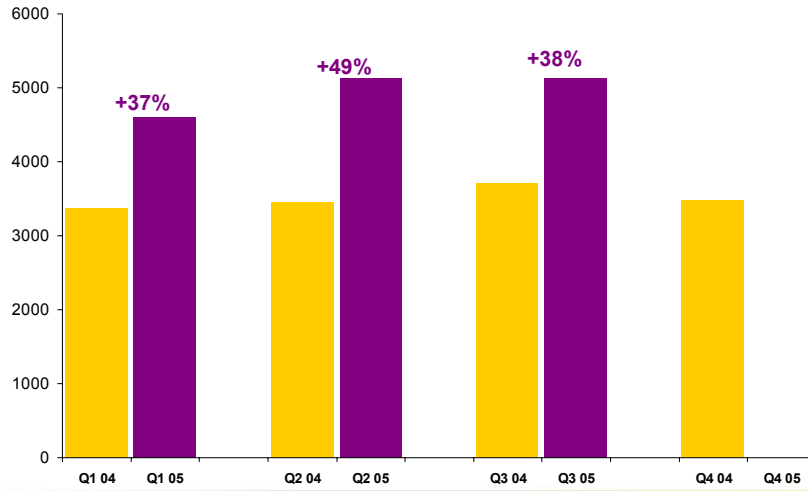




## Renault's sales in South Africa +41% YTD



Passenger cars and light commercial vehicles



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# Annexe



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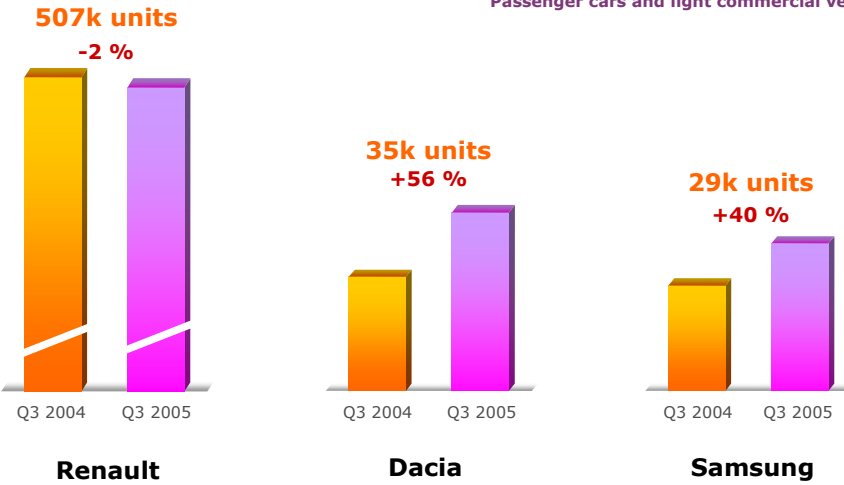
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## Renault Group worldwide sales Q3 2005 up 1.9%

**+11k units vs. Q3 2004 to 570k units**

Passenger cars and light commercial vehicles



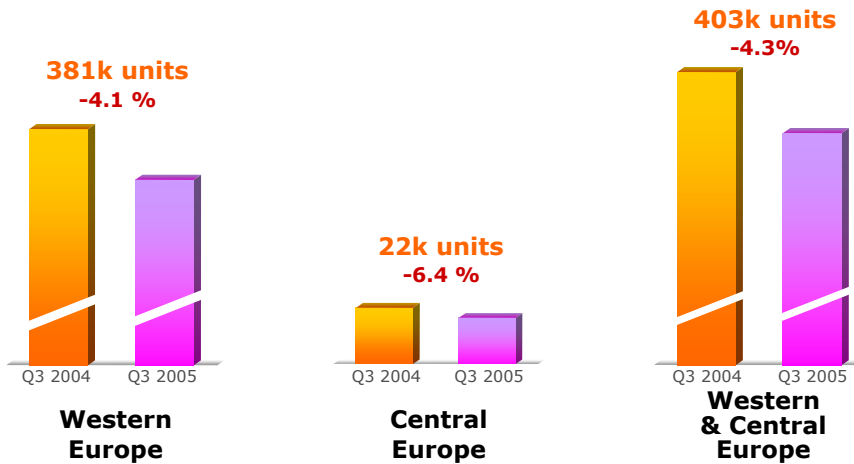
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## Renault Group sales in Western and Central Europe Q3 2005

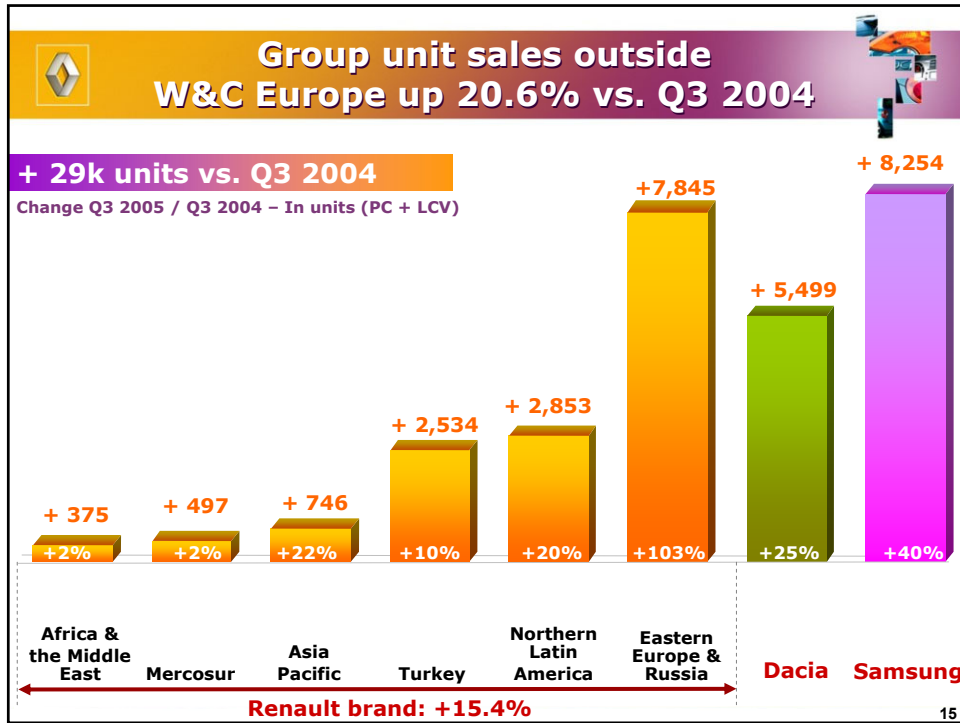
**-18k units vs. Q3 2004**

Passenger cars and light commercial vehicles



Central Europe = Bosnia, Croatia, Estonia, Hungary, Latvia, Lithuania, Macedonia, Poland, Czech Republic, Slovakia, Slovenia, Yugoslavia 14





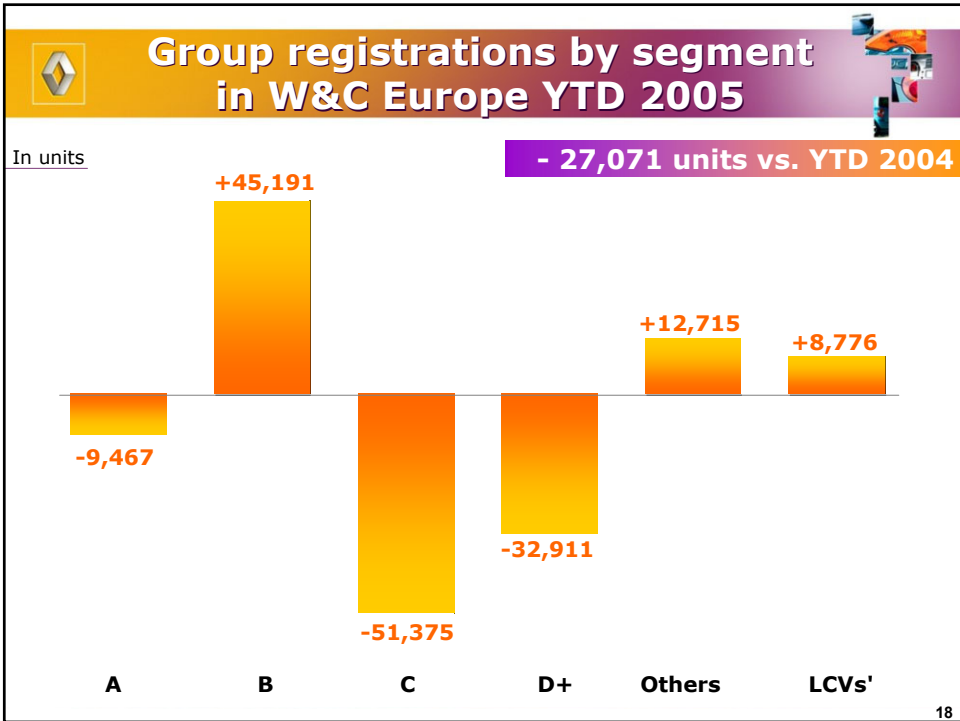
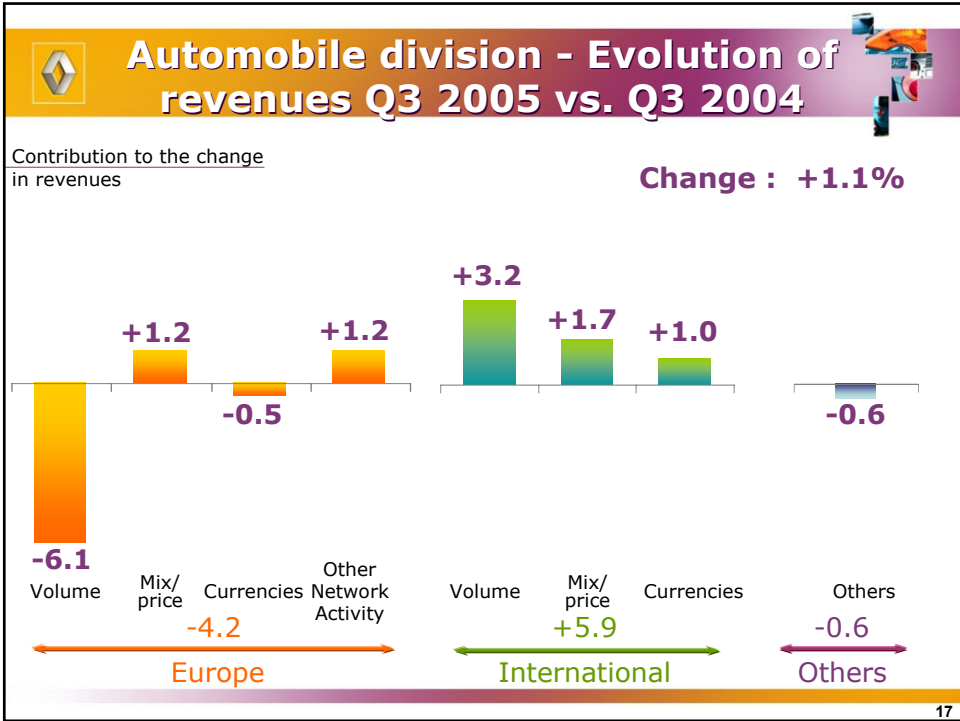
### Renault Group – Revenues by division Q3 2005

In millions of euros

	Q3 2004 Pro-forma*	Q3 2005	Change (%)
Automobile	8,980	9,076	1.1 %
Sales financing	464	466	0.4 %
<b>TOTAL</b>	<b>9,444</b>	<b>9,542</b>	<b>1.0 %</b>

\* 2004 data has been restated on a consistent basis

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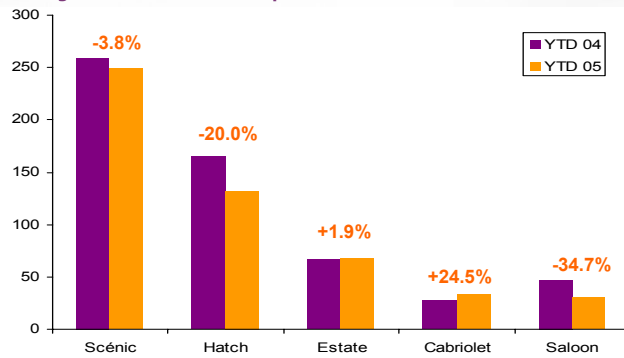




## Mégane range (C segment) mix YTD 2005



PC registrations in W&C Europe in K units



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