

# Q3 2007 Revenues

**THIERRY MOULONGUET**  
**CFO & EVP**  
*Americas Leader*



# Q3 2007 & 9 months revenues: key highlights

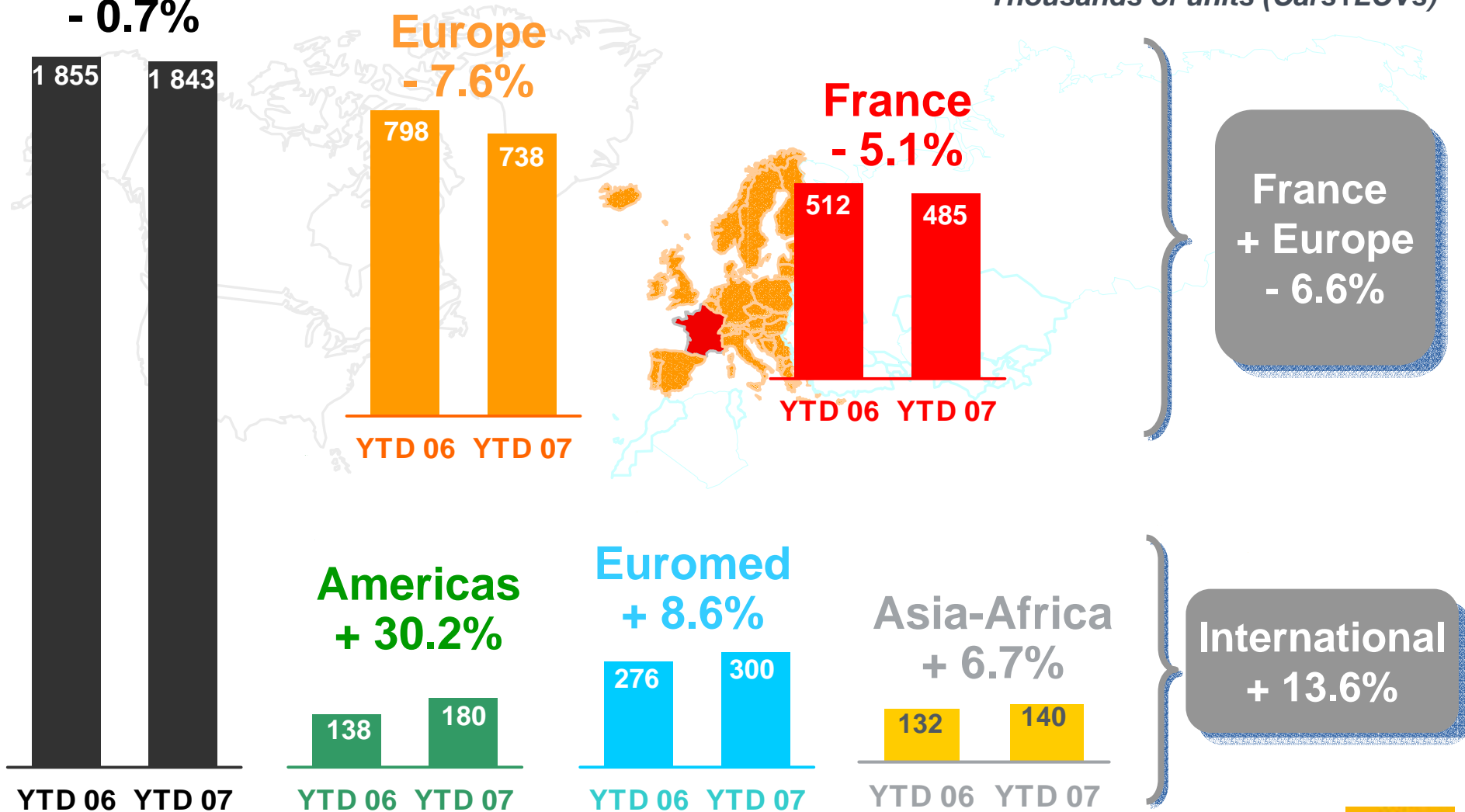
- Worldwide sales up 6.4% in Q3 2007 and down 0.7% YTD
  - Sales in France & Europe down 1.0% in Q3 and down 6.6% YTD
  - Sales outside Europe up 20.9% in Q3 and up 13.6% YTD
- Group revenues up 4.5% in Q3 2007 and up 0.4% YTD
  - Auto revenues up 4.0% in Q3 and up 0.1% YTD
- Confirmed outlook of a slight increase in group sales for FY 2007



# Renault group worldwide sales YTD

**World**  
- 0.7%

Thousands of units (Cars+LCVs)



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CFO, RENAULT

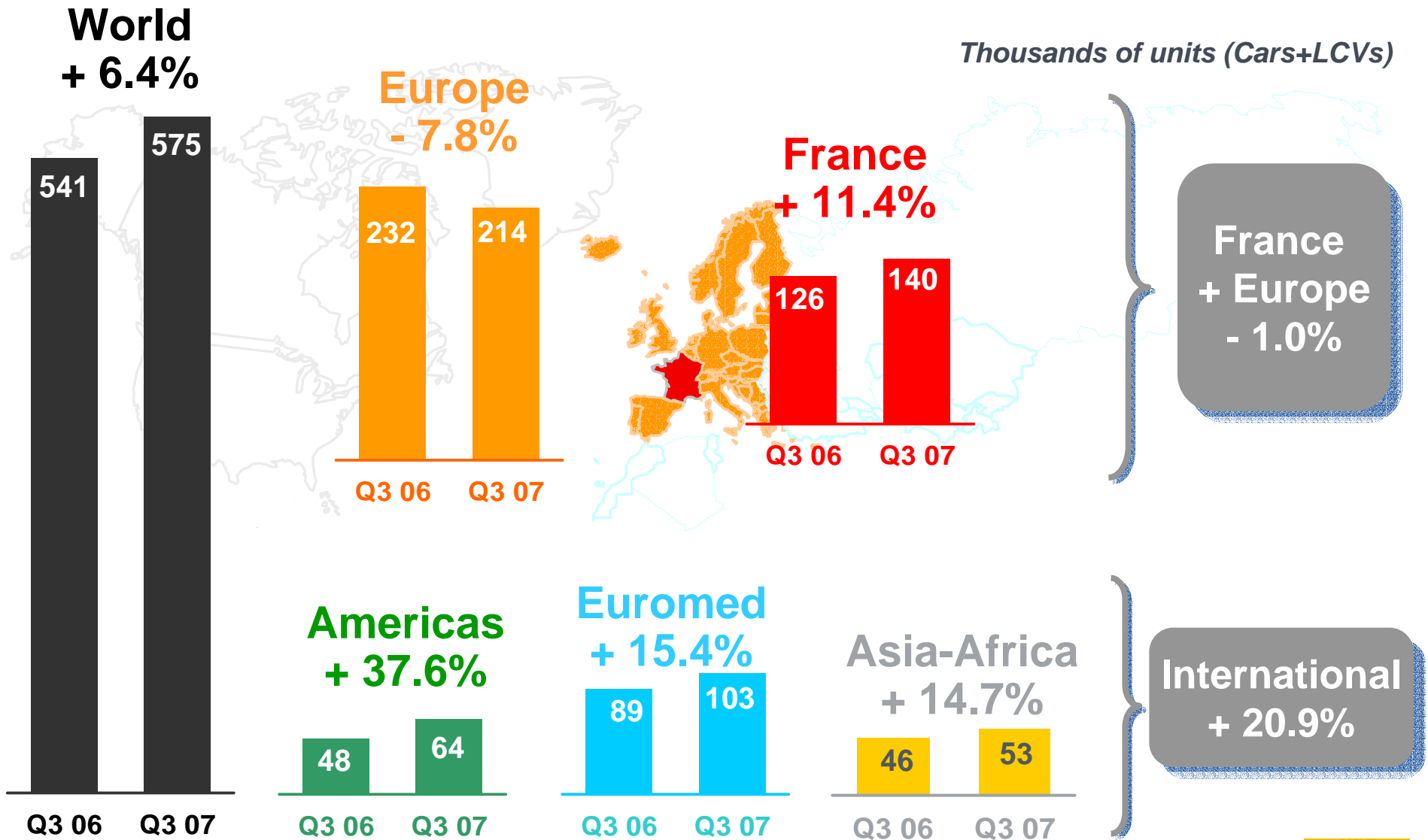
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# Renault group worldwide sales in Q3 2007



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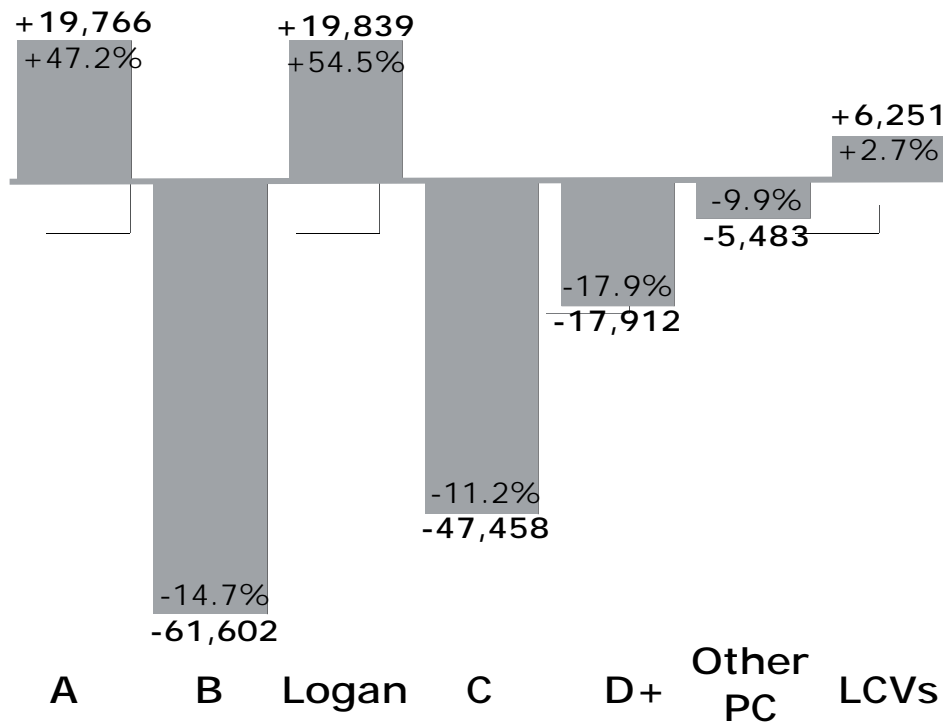
4



# Group sales by segment in France + Europe

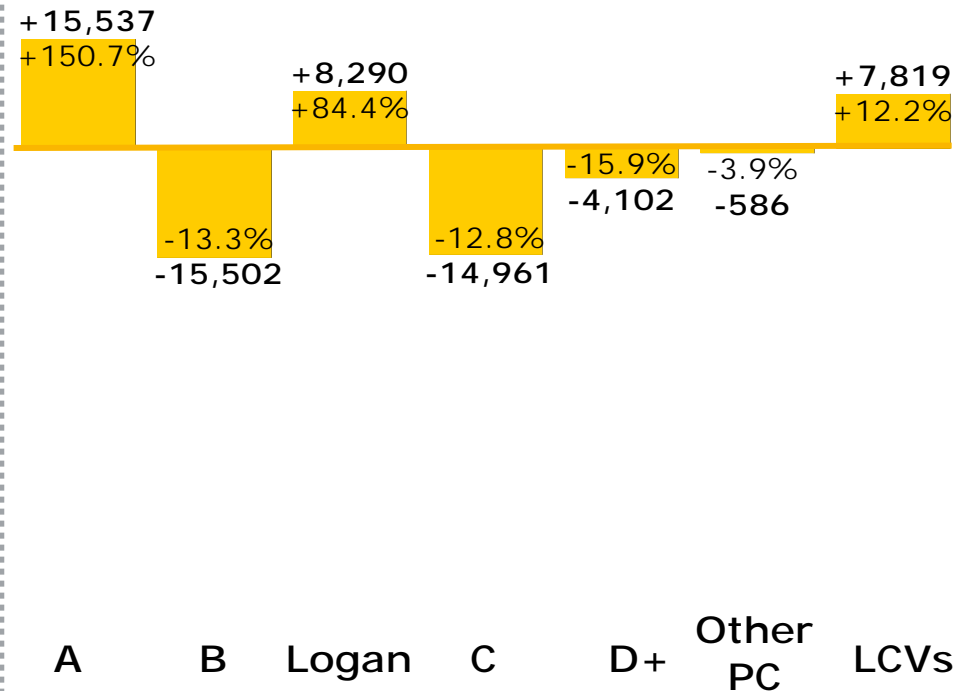
**- 86,599 units or -6.6% vs. YTD 2006**

Change YTD 2007 / YTD 2006 – In units



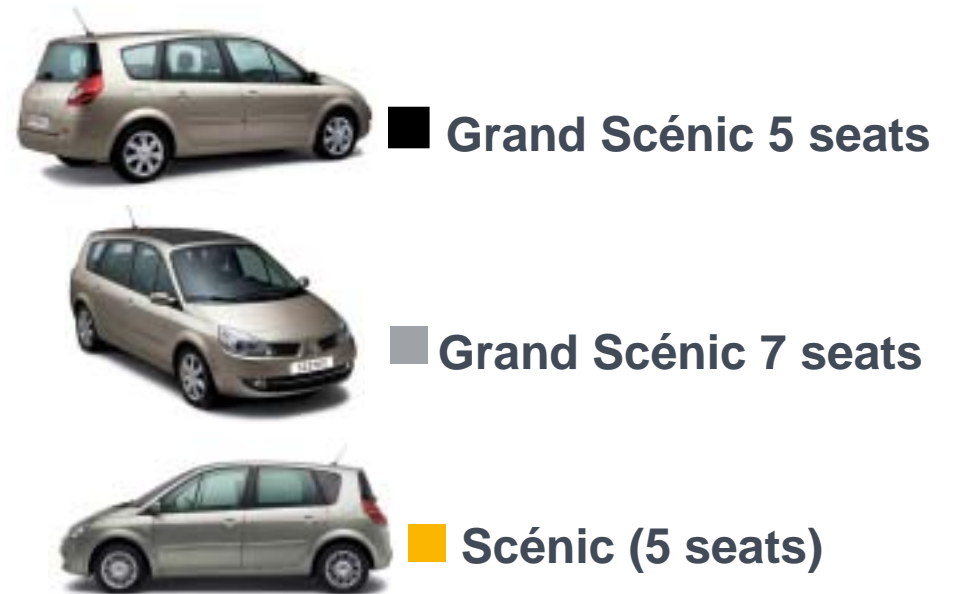
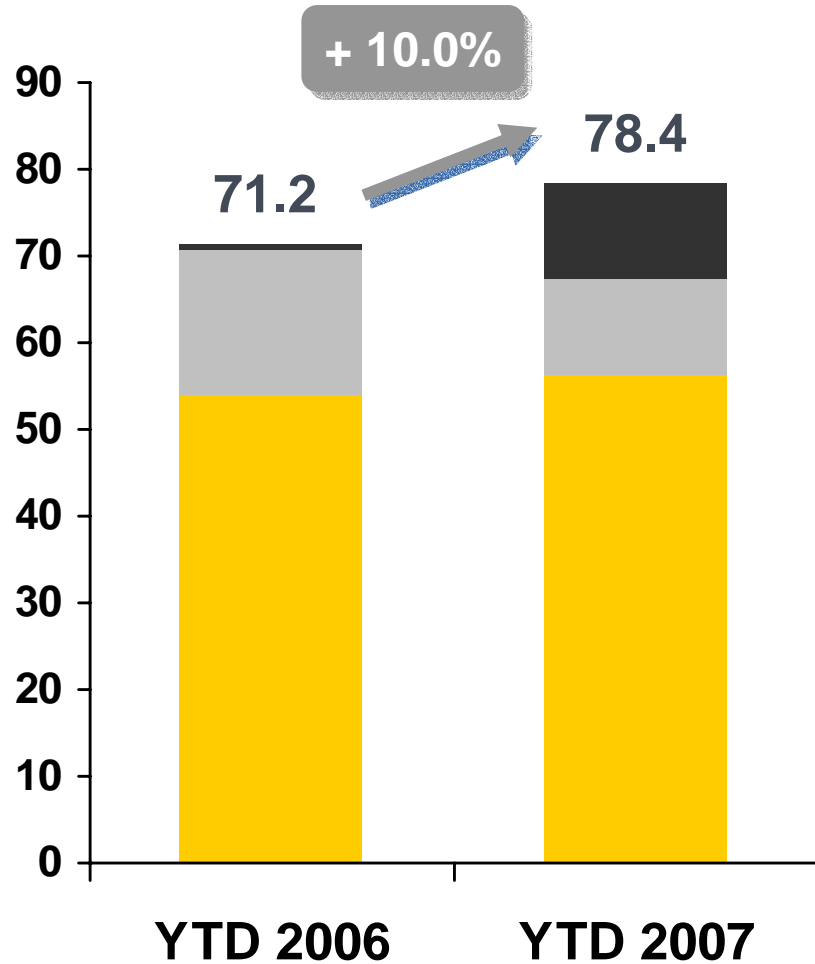
**- 3,685 units or -1.0% vs. Q3 2006**

Change Q3 2007 / Q3 2006 – In units



# Scénic II phase 2

Registrations in France  
Thousands of units (Cars)



# New Twingo

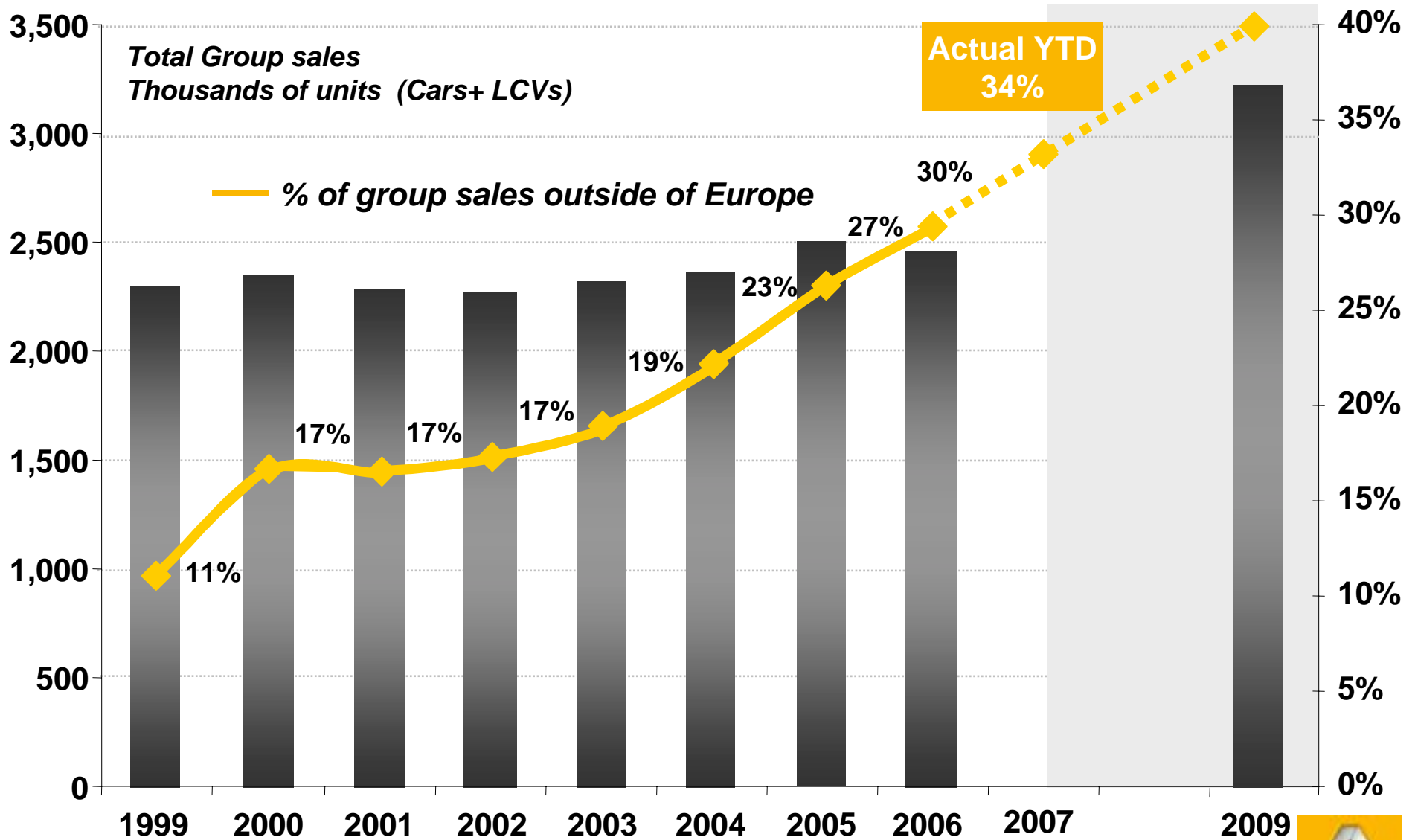
- 29,800 units sold in less than 4 months
- Since mid-June, New Twingo has been launched in France, Italy, Slovenia, Switzerland, Belgium, the UK, the Netherlands, Austria...



- Price range in France: from 7,990€ up to 16,200€
- Diesel engine
- Right-hand drive

# Group internationalization

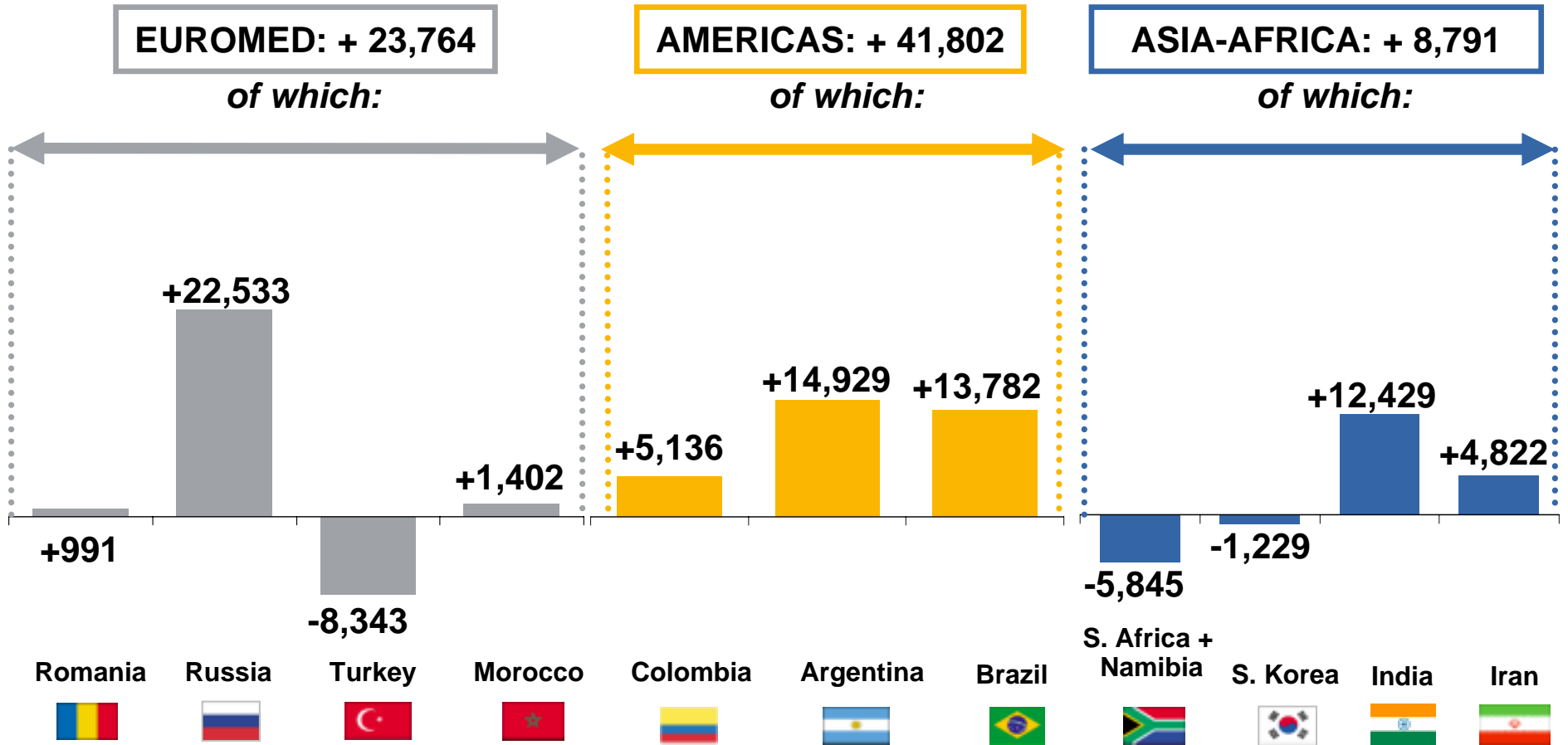
≥ 40%





# Group sales outside France & Europe Regions up 13.6% to 620K units YTD

Change YTD 2007 / YTD 2006 – In units (Cars+LCVs)



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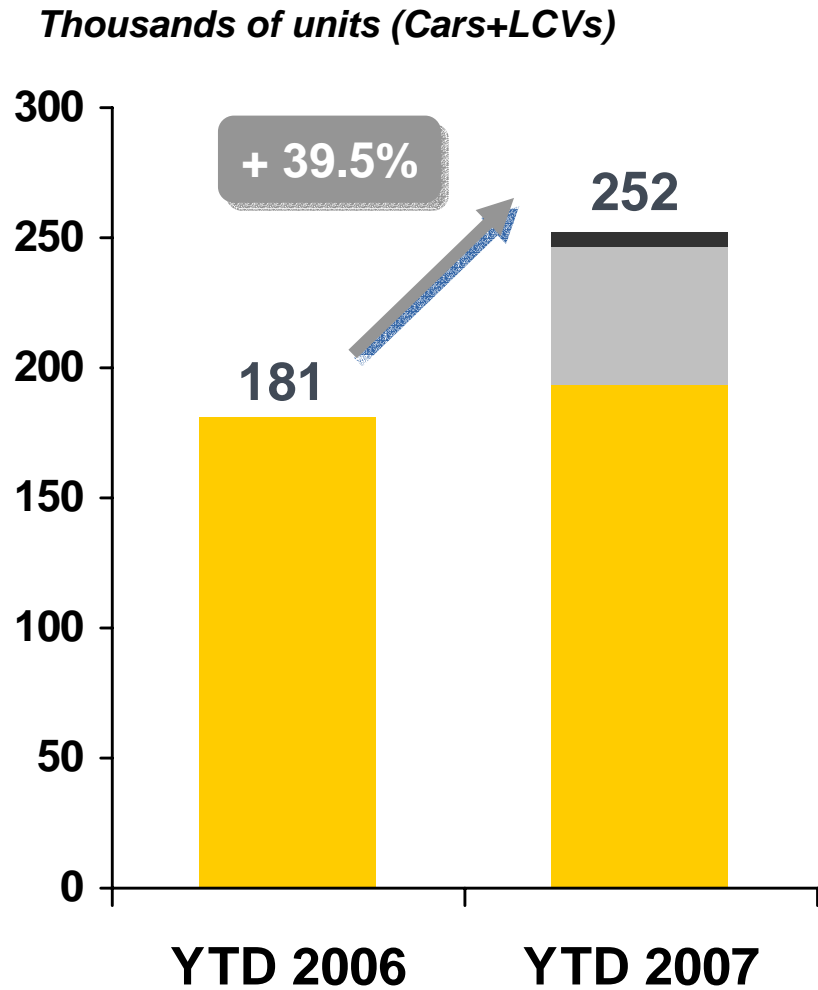
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# Logan worldwide sales



■ Logan Van



■ Logan MCV



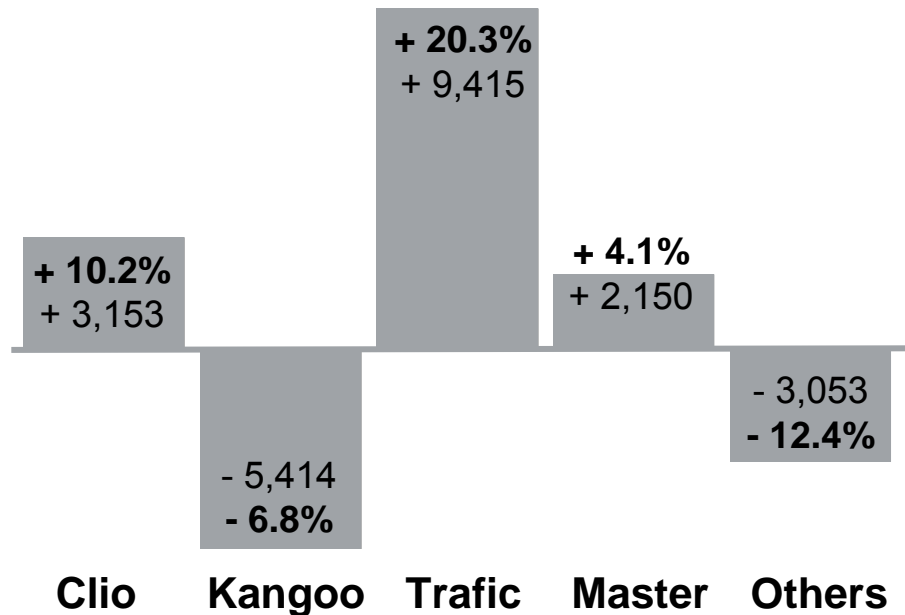
■ Logan Sedan

# Renault group LCV sales up 3.5% at 296K units worldwide



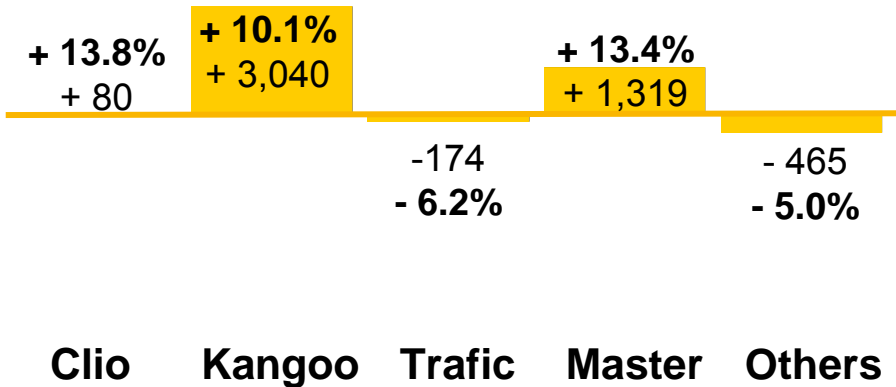
**LCV sales up 2.7% or +6,251 units in Europe\* at 239K unit sales**

*Change in units YTD 2007 / YTD 2006*



**LCV sales up 7.2% or +3,800 units outside Europe at 56K unit sales**

*Change in units YTD 2007 / YTD 2006*



# YTD change in consolidation

<i>In million euros</i>	<b>30/09/2006 Published</b>	Change in Perimeter / Consolidation <sup>(1)</sup>	<b>30/09/2006 Pro forma</b>
<b>Automobile</b>	<b>29,455</b>	- 1,114	<b>28,341</b>
<b>Sales Financing</b>	<b>1,445</b>	+ 6	<b>1,451</b>
<b>TOTAL</b>	<b>30,900</b>	<b>- 1,108</b>	<b>29,792</b>

# Renault group

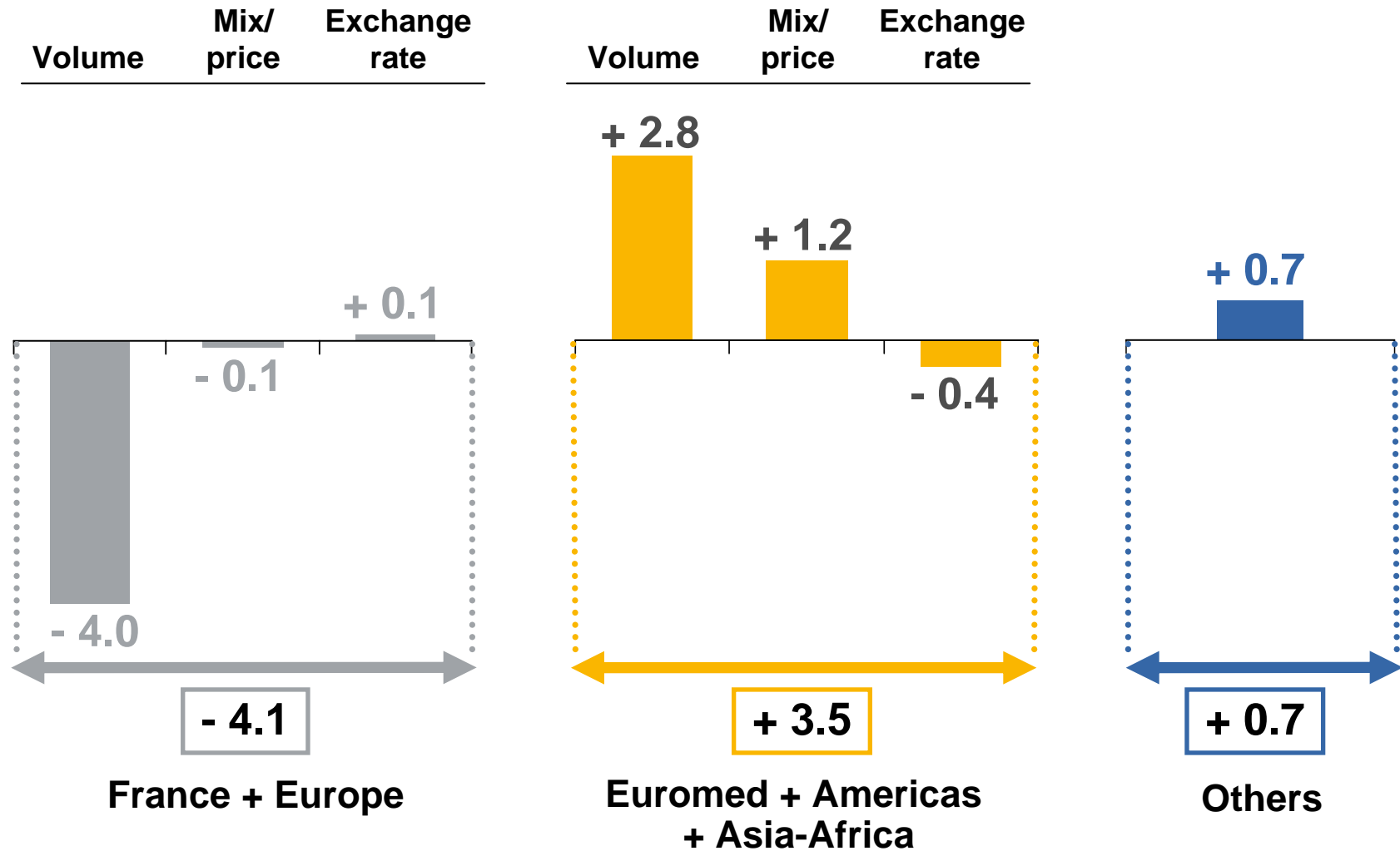
## Revenues by division YTD

<i>In million euros</i>	YTD 2006 Pro forma*	YTD 2007	Change (%)
Automobile	28,341	28,374	+ 0.1%
Sales Financing	1,451	1,530	+ 5.4%
<b>TOTAL</b>	<b>29,792</b>	<b>29,904</b>	<b>+ 0.4%</b>

\* 2006 data has been restated on a consistent basis

# Automobile division revenues up 0.1% YTD

Contribution to the change in revenues



# Renault group

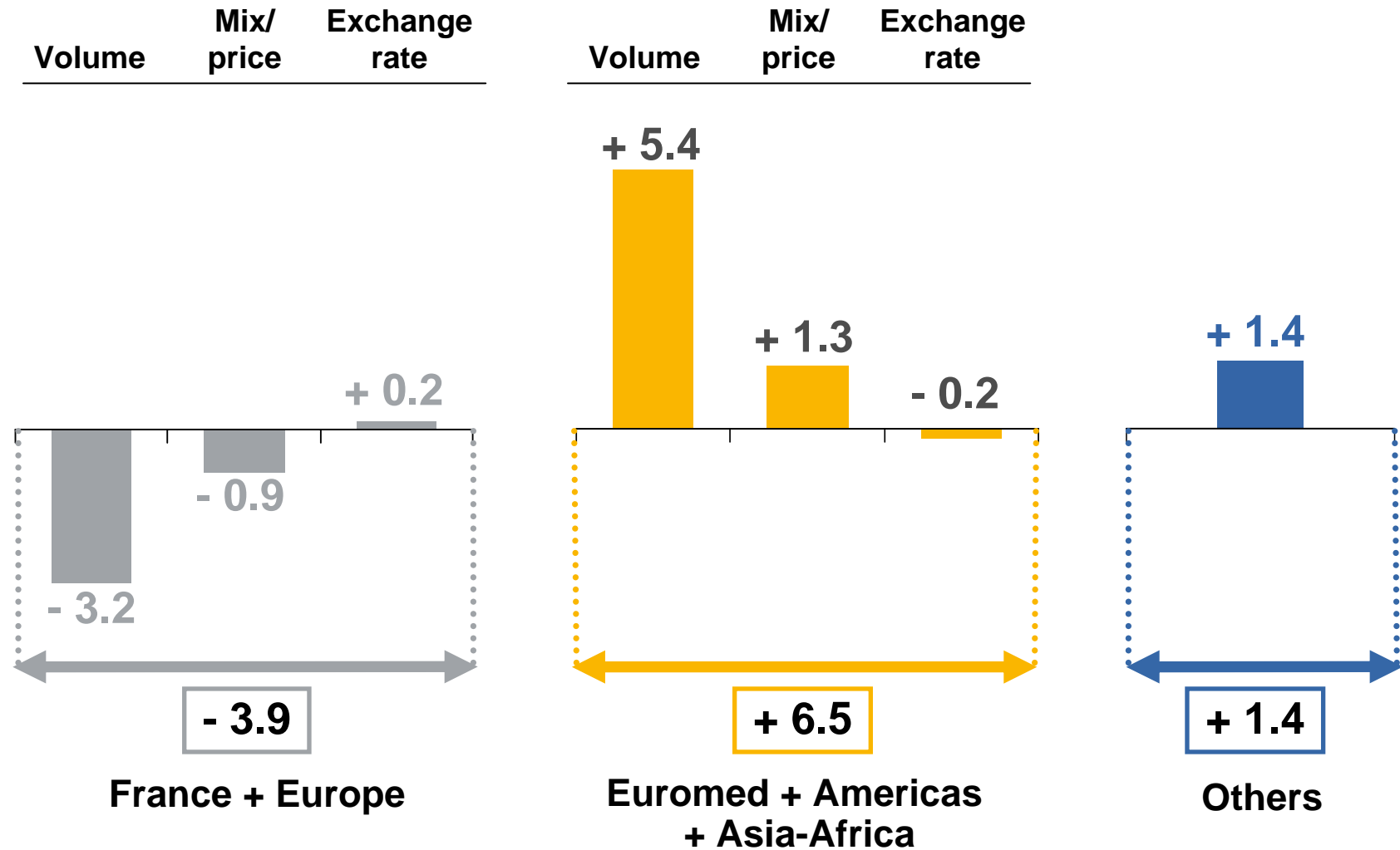
## Revenues by division Q3 2007

<i>In million euros</i>	Q3 2006 Pro forma*	Q3 2007	Change (%)
Automobile	8,470	8,807	+ 4.0%
Sales Financing	466	535	+ 14.8%
<b>TOTAL</b>	<b>8,936</b>	<b>9,342</b>	<b>+ 4.5%</b>

\* 2006 data has been restated on a consistent basis

# Automobile division revenues up 4.0% in Q3'07

Contribution to the change in revenues





# Laguna Key Points

## TOP 3 QUALITY

- Perceived quality
- Reliability
- Service quality



## TOTAL COST OF OWNERSHIP

- dCi 110 eco<sup>2</sup> segment leader
- 2.0 dCi competitive

## ENVIRONMENT

- dCi 110 @ 130g CO<sub>2</sub> /km 



M9R engine

# Convince on quality commitment

## Laguna Program Warranty Policy

### France + Europe Market Area

(+ Romania & Bulgaria)

- **3-year warranty – 150,000 km**  
with unlimited km on first 2 years

### Other Market Areas

- **3-year warranty – 100,000 km**
- **Australia & NZ: 3-year warranty – unlimited km**

**3**  
**ANS**  
150 000 km  
**GARANTIE**

# Residual value improvement

## Germany (source Eurotax)

36-month / 60,000 km

+ 7.8 pts for Sedan vs Laguna II

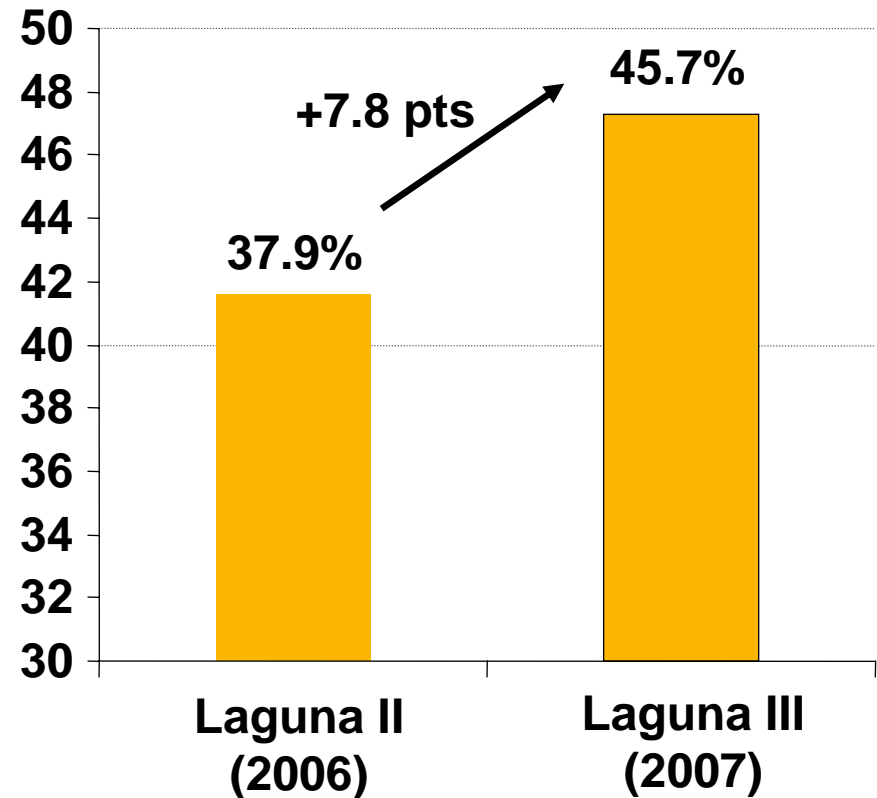
+ 5.7 pts for Grandtour vs Laguna II

## UK (source CAP monitor)

for Laguna Sedan 2.0 dCi 150

36-month / 60,000 miles (100,000 km)

+ 7.2 pts vs Laguna II Sedan



# 2007 Outlook

- **Product offensive on its way**
- **Group worldwide sales to increase in Q4 2007 / Q4 2006**
- **Confirmed outlook of a slight increase in group sales in FY 2007**
- **Confirmed operating margin guidance at 3%**



*New Twingo*



*New Laguna*



*Koleos*



## Q&A session

WEDNESDAY OCTOBER, 24th

Q3 2007 REVENUES CONFERENCE CALL



# Q3 2007 Revenues

## Appendix



# Q3 change in consolidation

<i>In million euros</i>	<b>Q3 2006 Published</b>	Change in Perimeter / Consolidation <sup>(1)</sup>	<b>Q3 2006 Pro forma</b>
<b>Automobile</b>	<b>8.895</b>	- 425	<b>8,470</b>
<b>Sales Financing</b>	<b>458</b>	+ 8	<b>466</b>
<b>TOTAL</b>	<b>9,353</b>	<b>- 417</b>	<b>8,936</b>