

PRESS RELEASE

REVENUES OF €13.2 BILLION¹ IN THE FIRST QUARTER OF 2018

- **Group registrations increased by 4.8% (at constant perimeter including Jinbei and Huasong) to 935,041 vehicles in a market up 2.7%.**
- **Group revenues amounted to €13,155 million in the quarter (+0.2%). At constant exchange rates and perimeter², the increase would have been 5.4%.**
- **The Group confirms its guidance for the year.**

Boulogne-Billancourt, 04/27/2018

SALES RESULTS: FIRST QUARTER HIGHLIGHTS

Groupe Renault's worldwide registrations (passenger cars PC + light commercial vehicles LCV, including Jinbei and Huasong since January 1, 2018) rose 4.8% in the first quarter, in a market up 2.7%.

The market share is now 4.0% (+0.1 points compared to 2017). The Renault and Dacia brands each set a new sales record for a first quarter.

In Europe, Group registrations increased by 2.8% in a market up 0.6%, thanks to the success of New Duster and Koleos.

Outside Europe, the Group recorded sales up 22.1% in Eurasia and 21.3% in the Americas, and is facing a slowdown in the Africa Middle-East India (-5.3%) and Asia-Pacific (-18.6%) regions.

¹ The Group has applied IFRS 15 since 1 January 2018. The implementation of this standard does not affect the comparability of the published quarterly information.

² In order to analyze the change in consolidated revenues at constant perimeter and exchange rates, Groupe Renault recalculates revenues for the current year by applying the average annual exchange rates of the previous year, and excluding significant changes in perimeter that occurred during the year. Concerning 2017, recalculated revenues are only adjusted for the exchange rate effect, as no significant change in the perimeter of consolidation occurred in 2017 other than the integration of the AVTOVAZ Group, which is presented as a separate operating segment

FIRST QUARTER REVENUES BY OPERATING SECTOR

In the first quarter of 2018, Group revenues came to €13,155 million (+0.2%). At constant exchange rates and perimeter², Group revenues increased by 5.4%.

As of January 1, 2018, the Group changed the allocation of interest rate subsidies between operating segments, with no impact on consolidated revenues. With comparable presentation method, Automotive excluding AVTOVAZ revenues would have been higher by €136 million (1.1 points), offset by an equal decrease in Sales Financing revenues.

Automotive excluding AVTOVAZ revenues amounted to €11,646 million, down 2.5%. Beyond the negative 1.1 points effect mentioned above, this decrease was mainly explained by a negative currency effect of 4.8 points, due to the strong devaluation of the Group's main currencies (Argentine peso, Brazilian real, Turkish lira, US dollar). The volume effect was positive (+2.3 points). The price effect was positive by 1.2 points mainly driven by emerging countries to offset currency weakness.

Sales Financing (RCI Banque) generated revenues of €793 million in the first quarter, up 27.7% compared to 2017. Excluding the impact of the accounting change mentioned above, the increase would have been 5.8%. The number of new financing contracts increased by 4.7%. Average performing assets rose 13.2% to €42.9 billion.

AVTOVAZ contribution to the Group's revenues totaled €716 million in the quarter, up 25.8%, thanks to strong growth in Lada sales, and despite a negative exchange rate effect of €85 million.

OUTLOOK 2018

In 2018, the global market is expected to grow 2.5% compared to 2017. The European market is expected to expand 1% with an increase of 1% for France.

At international level, Russia is expected to grow by close to 10%. Brazil, as well as China, are expected to grow by more than 5%, and India by 6%.

Within this context, Groupe Renault confirms its guidance:

- Increase Group revenues (at constant exchange rates and perimeter²)*
- Maintain Group operating margin above 6.0%*
- Generate a positive Automotive operational free cash flow

* Excluding IFRS 15 impact

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GROUPE RENAULT CONSOLIDATED REVENUES

(€ million)	2018	2017	Change 2018/2017
Q1			
Automotive excluding AVTOVAZ	11,646	11,939	-2.5%
Sales Financing	793	621	+27.7%
AVTOVAZ	716	569	+25.8%
Total	13,155	13,129	+0.2%

TOTAL GROUP'S SALES PC+ LCV BY REGION

	Year-to-date March		
	2018	2017	% Change
France	177,689	172,304	3.1%
Europe (excluding France)	314,781	306,885	2.6%
Total France + Europe	492,470	479,189	2.8%
Africa Middle-East India	120,512	127,191	-5.3%
Eurasia	165,773	135,774	22.1%
Americas	103,477	85,281	21.3%
Asia-Pacific	52,809	64,913	-18.6%
Total excluding France + Europe	442,571	413,159	7.1%
TOTAL	935,041	892,348	4.8%

TOTAL SALES BY BRAND

	Year-to-date March		
	2018	2017	% change
RENAULT*			
PC	543,852	537,048	1.3%
LCV	104,679	97,146	7.8%
PC+LCV	648,531	634,194	2.3%
RENAULT SAMSUNG MOTORS			
PC	19,105	25,952	-26.4%
DACIA			
PC	160,825	140,649	14.3%
LCV	10,752	10,184	5.6%
PC+LCV	171,577	150,833	13.8%
LADA			
PC	82,481	62,479	32.0%
LCV	3,609	3,064	17.8%
PC+LCV	86,090	65,543	31.3%
JINBEI & HUASONG			
PC	1,342	1,357	-1.1%
LCV	8,396	14,469	-42.0%
PC+LCV	9,738	15,826	-38.5%
GRUPE RENAULT			
PC	807,605	767,485	5.2%
LCV	127,436	124,863	2.1%
PC+LCV	935,041	892,348	4.8%

* Including Alpine : 38 units in 2018

GRUPE RENAULT'S TOP FIFTEEN MARKETS YEAR-TO-DATE MARCH

	Volumes 2018 (units)	PC + LCV Market Share 2018 (in %)
FRANCE	177,689	26.40
RUSSIA	112,309	28.58
GERMANY	56,932	6.03
ITALY	55,778	9.04
SPAIN	44,304	11.27
BRAZIL	39,609	7.51
ARGENTINA	39,211	14.84
IRAN	37,781	8.28
UNITED KINGDOM	31,925	3.92
TURKEY	29,268	18.47
CHINA	27,354	0.40
BELGIUM-LUXEMBOURG	24,191	11.88
INDIA	21,907	2.17
SOUTH KOREA	19,555	4.66
ALGERIA	17,492	62.63