



# **GROUPE RENAULT**

## Q1 2018 CONFERENCE

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# AGENDA

**01** Q1 2018 COMMERCIAL RESULTS UPDATE  
THIERRY KOSKAS  
EVP, SALES & MARKETING

**02** Q1 2018 REVENUES & OUTLOOK  
CLOTILDE DELBOS  
EVP & CFO

**03** QUESTIONS & ANSWERS

# KEY TAKE-AWAYS FROM Q1 RESULTS

- **GOOD START IN EUROPE**
- **MIXED SITUATION IN EM**
- **STRONG ADVERSE FOREX**
- **POSITIVE VAZ CONTRIBUTION TO REVENUE GROWTH**
- **FY GUIDANCE CONFIRMED**

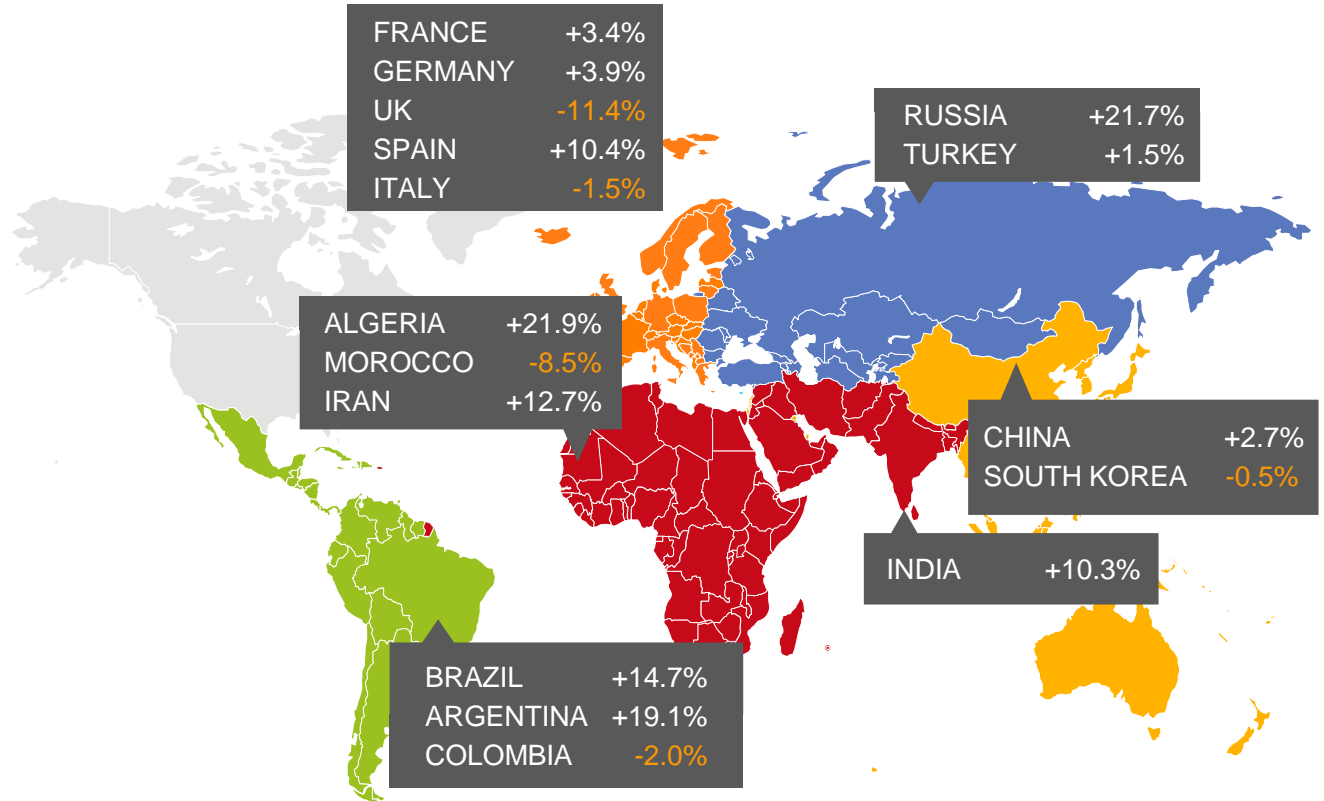
# 01

## Q1 2018 COMMERCIAL RESULTS UPDATE

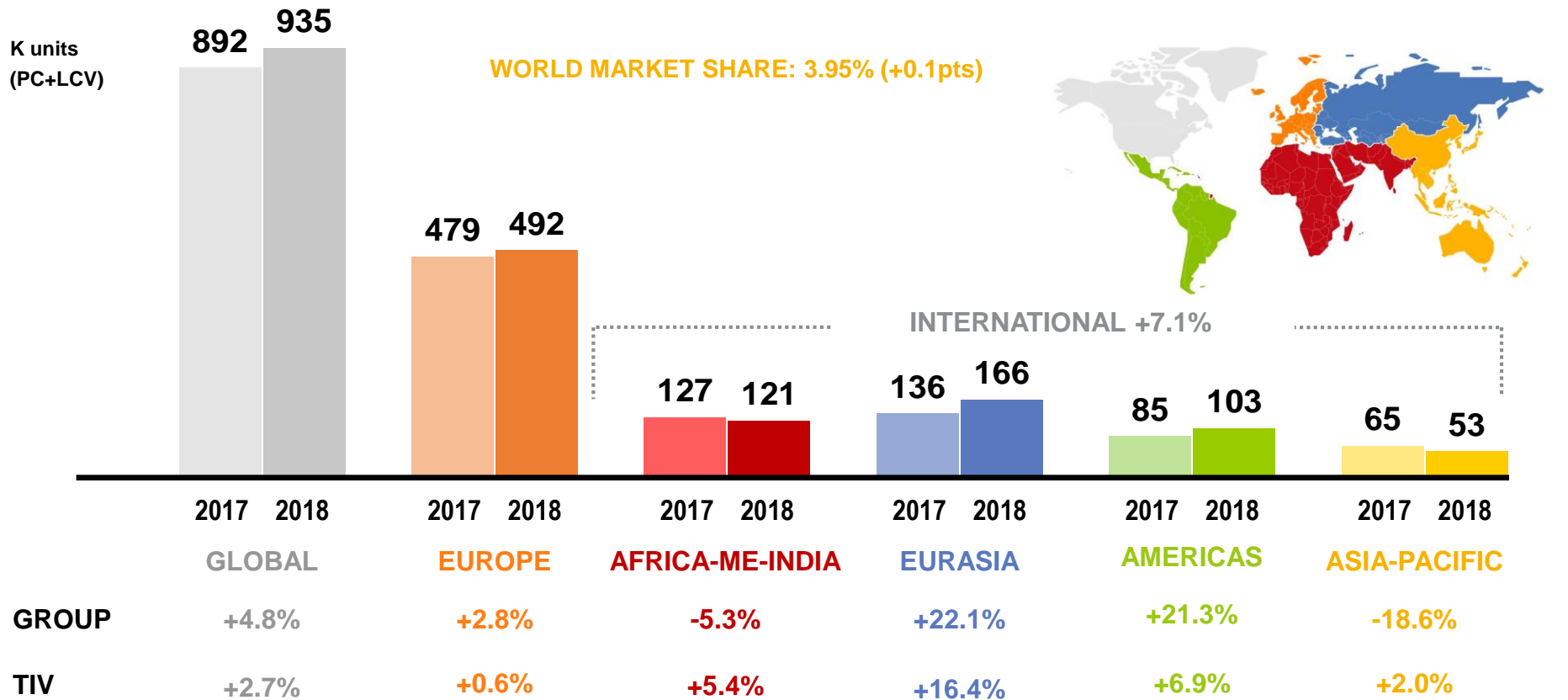
# TIV EVOLUTION Q1 2018 VS Q1 2017

WORLD*	
TIV	+2.7%
EUROPE	
TIV	+0.6%
EURASIA	
TIV	+16.4%
AFRICA-ME-INDIA	
TIV	+5.4%
AMERICAS	
TIV	+6.9%
ASIA-PACIFIC	
TIV	+2.0%

\* PC+LCV including USA & Canada



# GRUPE RENAULT'S UNIT REGISTRATIONS Q1 2018 VS Q1 2017 (incl. Lada & Jinbei/Huasong)



# NEW MODELS – Q1 2018 PERFORMANCE



## DUSTER & NEW DUSTER

*In C-Crossover segment*

- FRANCE : #2 (Segment Share : 13.0%)
- EUROPE : #5 (Segment Share : 5.9%)



## CAPTUR

*In C-Crossover segment*

- BRAZIL : #3 (Segment Share : 10.6%)
- ARGENTINA : #2 (Segment Share : 24.8%)
- INDIA : #5 (Segment Share : 3.9%)



## EV Europe

- ZOE** : Leader in the EV market
- KANGOO ZE** : Leader in the LCV EV market



## KOLEOS/QM6

*In D-Crossover segment*

- FRANCE : #2 (Segment Share : 15.4%)
- EUROPE : #12 (Segment Share : 3.2%)
- CHINA : #19 (Segment Share : 1.4%)
- KOREA : #3 (Segment Share : 11.1%)



## KWID AMERICAS

*In A-segment*

- BRAZIL : #2 (Segment Share : 21.5%)
- ARGENTINA : #2 (Segment Share : 22.6%)



# 2018 TIV OUTLOOK

**FRANCE**

**+1%**

**EUROPE**

**+1%**

**BRAZIL**

**>+5%**

**RUSSIA**

**~ +10%**

**CHINA**

**>+5%**

**INDIA**

**+6%**

**+2.5%**  
**GLOBAL TIV\***

*\* PC+LCV including USA & Canada*

# 02

## Q1 2018 REVENUES & OUTLOOK

# Q1 2018 GROUP REVENUES

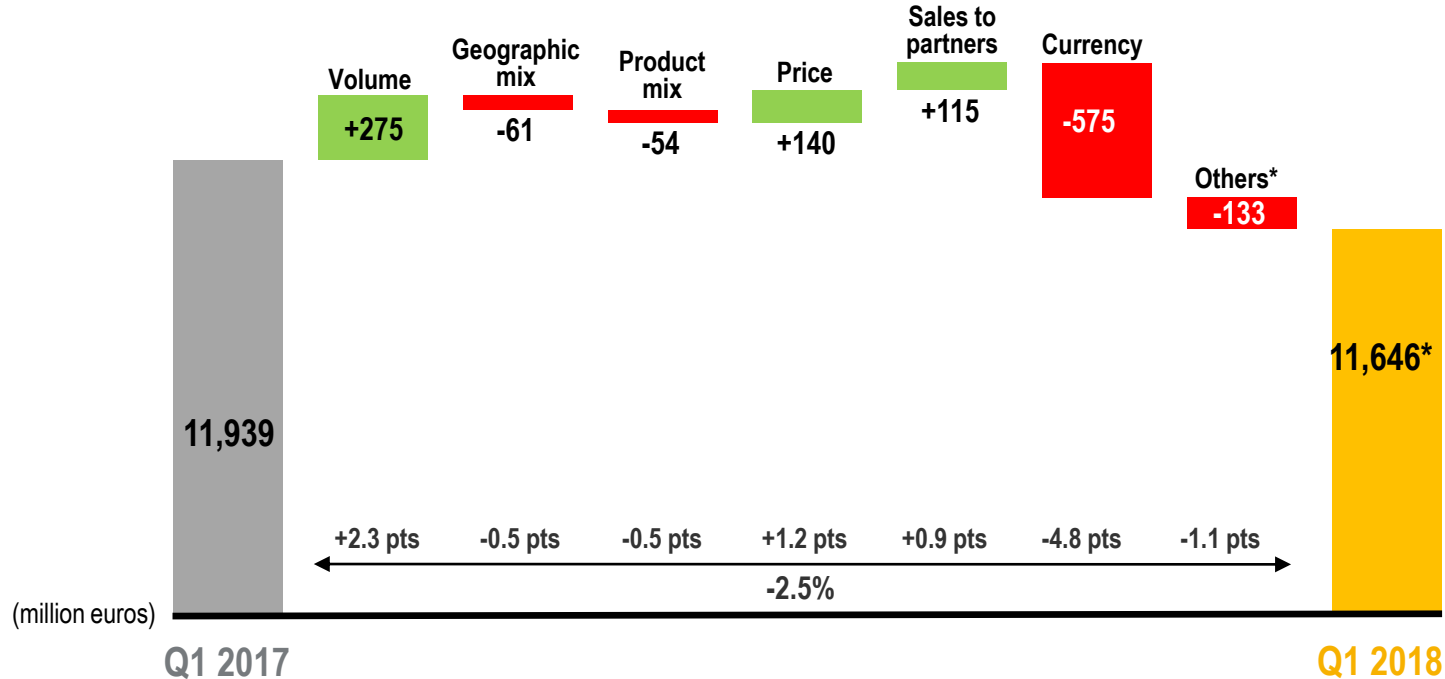
<i>In million euros</i>	<b>Q1 2018</b>	<b>Q1 2017</b>	<b>CHANGE</b>
<b>GLOBAL UNIT SALES</b> (units)	<b>935,041</b>	<b>892,348</b>	<b>+4.8%</b>
<b>GROUP REVENUES</b>	<b>13,155</b>	<b>13,129</b>	<b>+0.2%</b>
o/w AUTOMOTIVE excl. AVTOVAZ	11,646*	11,939	-2.5%
o/w AVTOVAZ **	716	569	+25.8%
o/w SALES FINANCING	793*	621	+27.7%

\* Change in the accounting treatment of interest rate subsidies : -€136m on the Automotive excluding AVTOVAZ segment / +€136m on sales financing

\*\* AVTOVAZ net of eliminations

# AUTOMOTIVE EXCLUDING AVTOVAZ REVENUES VARIANCE ANALYSIS

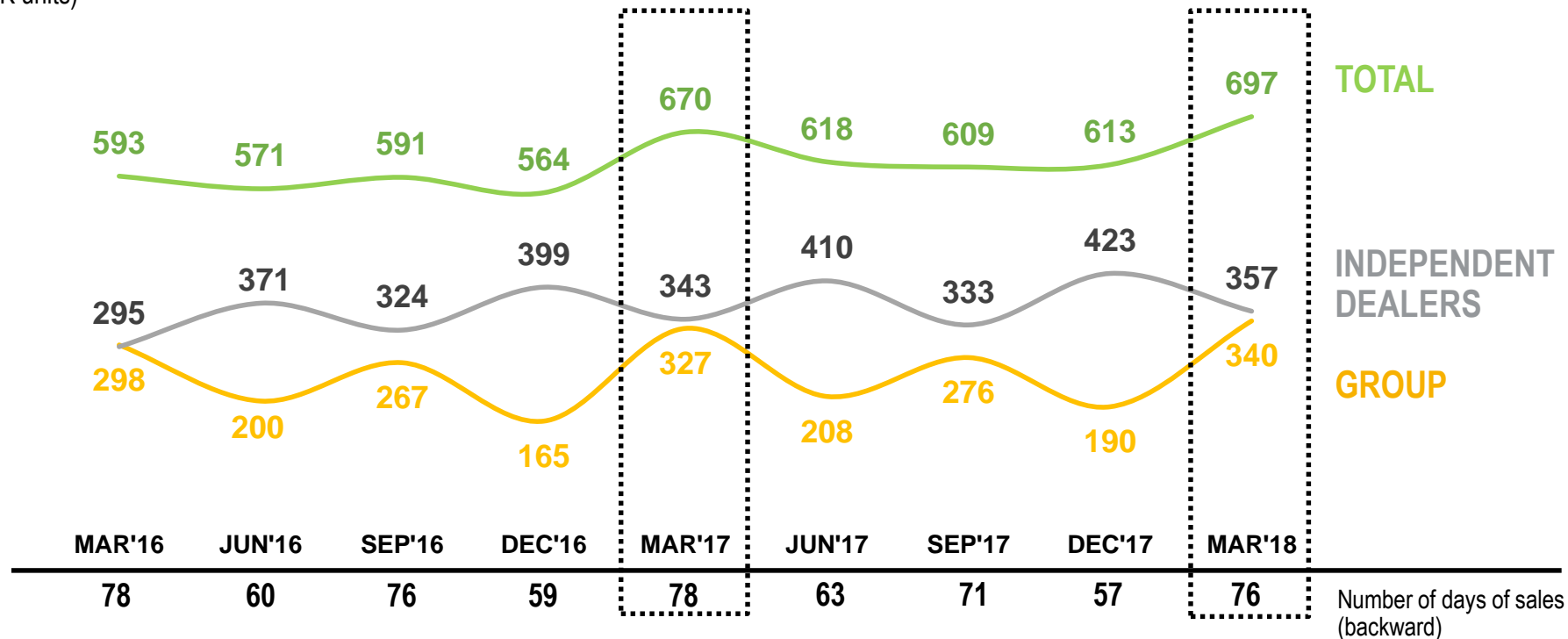
CHANGE Q1 2018 vs Q1 2017: -€293m



\* Including a change in the accounting treatment of interest rate subsidies for -€136m on the Automotive excluding AVTOVAZ segment

# NEW VEHICLE DISTRIBUTION STOCK EXCLUDING AVTOVAZ

(K units)



# RCI BANQUE PERFORMANCE

	Q1 2018	Q1 2017	CHANGE
<b>REVENUES (€m)</b>	<b>793*</b>	<b>621</b>	<b>+27.7%</b>
<b>AVERAGE PERFORMING ASSETS (€m)</b>	<b>42,939</b>	<b>37,930</b>	<b>+13.2%</b>
<b>NEW CONTRACTS (units)</b>	<b>448,783</b>	<b>428,586</b>	<b>+4.7%</b>
<b>NEW FINANCINGS (€m)</b>	<b>5,238</b>	<b>5,021</b>	<b>+4.3%</b>

\* Including a change in the accounting treatment of interest rate subsidies for +€136m

## THE GROUP IS AIMING TO:

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- **INCREASE GROUP REVENUES\*** (AT CONSTANT EXCHANGE RATES AND PERIMETER)
- **MAINTAIN GROUP OPERATING MARGIN ABOVE 6.0%\***
- **GENERATE A POSITIVE AUTOMOTIVE OPERATIONAL FREE CASH FLOW**

*\* Excluding IFRS 15 impact*

# 03

## QUESTIONS & ANSWERS