

RENAULT GROUP – 2013 SALES RESULTS

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RENAULT FASTEST GROWING GROUP IN EUROPE, KEEPS IMPROVING OVERSEAS SALES

The 2013 commitments are achieved



Sales above 2012

A 3,1% growth at 2 628Ku

+80ku



Market share recovery in Europe

Group #1 in market share increase

+0,4pt

Thanks to

- Robust overseas positions
- New products success
- Relevance of the M0 range

Despite headwinds

- European market 2% decrease
- Emerging markets temporary slow down
- Shut down of the business in Iran

01



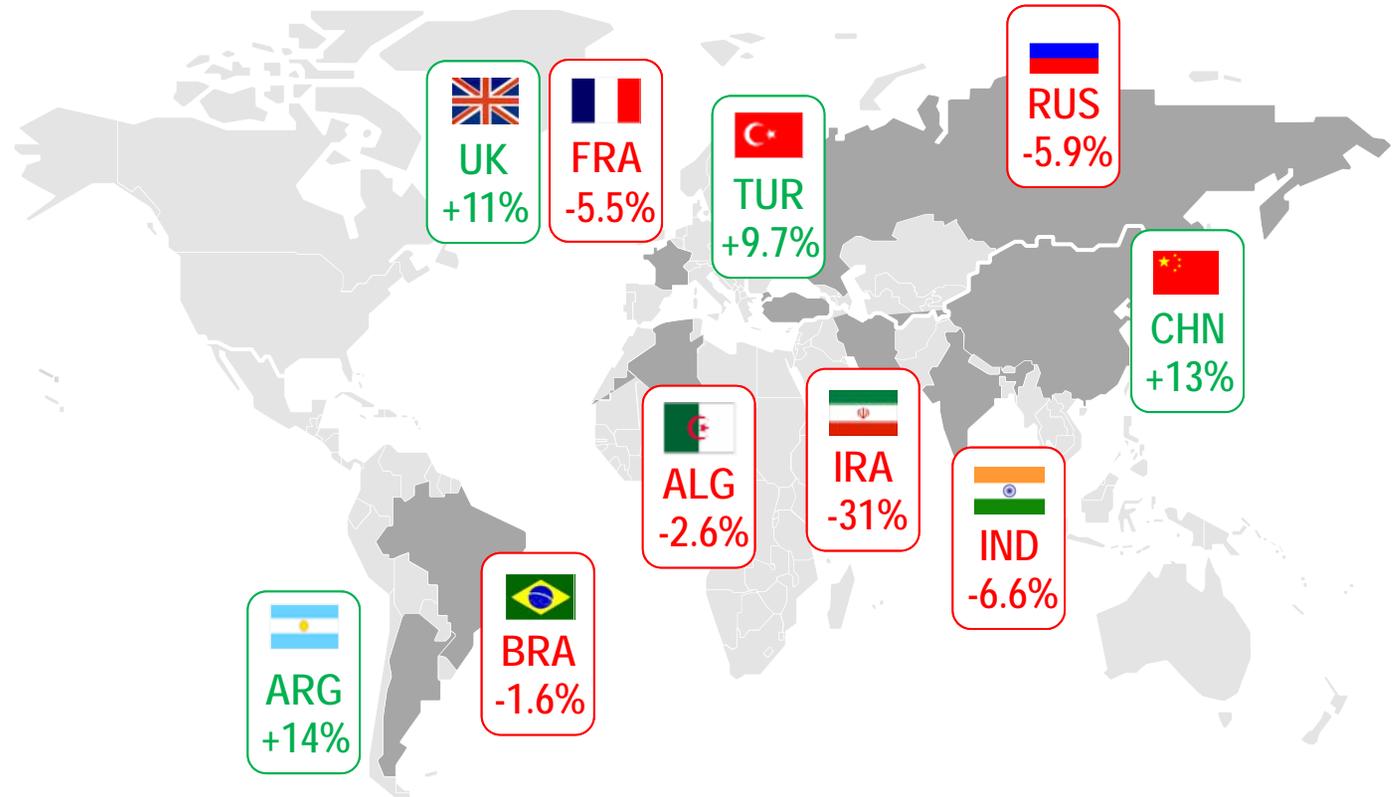
GLOBAL SALES RESULTS



A CONTRASTED GLOBAL TIV GROWTH IN 2013

82,4M units

GLOBAL*	TIV	+ 3.9%
EUROPE	TIV	- 1.7%
EURASIA	TIV	- 3.1%
EUROMED-AFRICA	TIV	+ 3.0%
AMERICAS	TIV	+ 2.4%
ASIA-PACIFIC	TIV	+ 5.6%

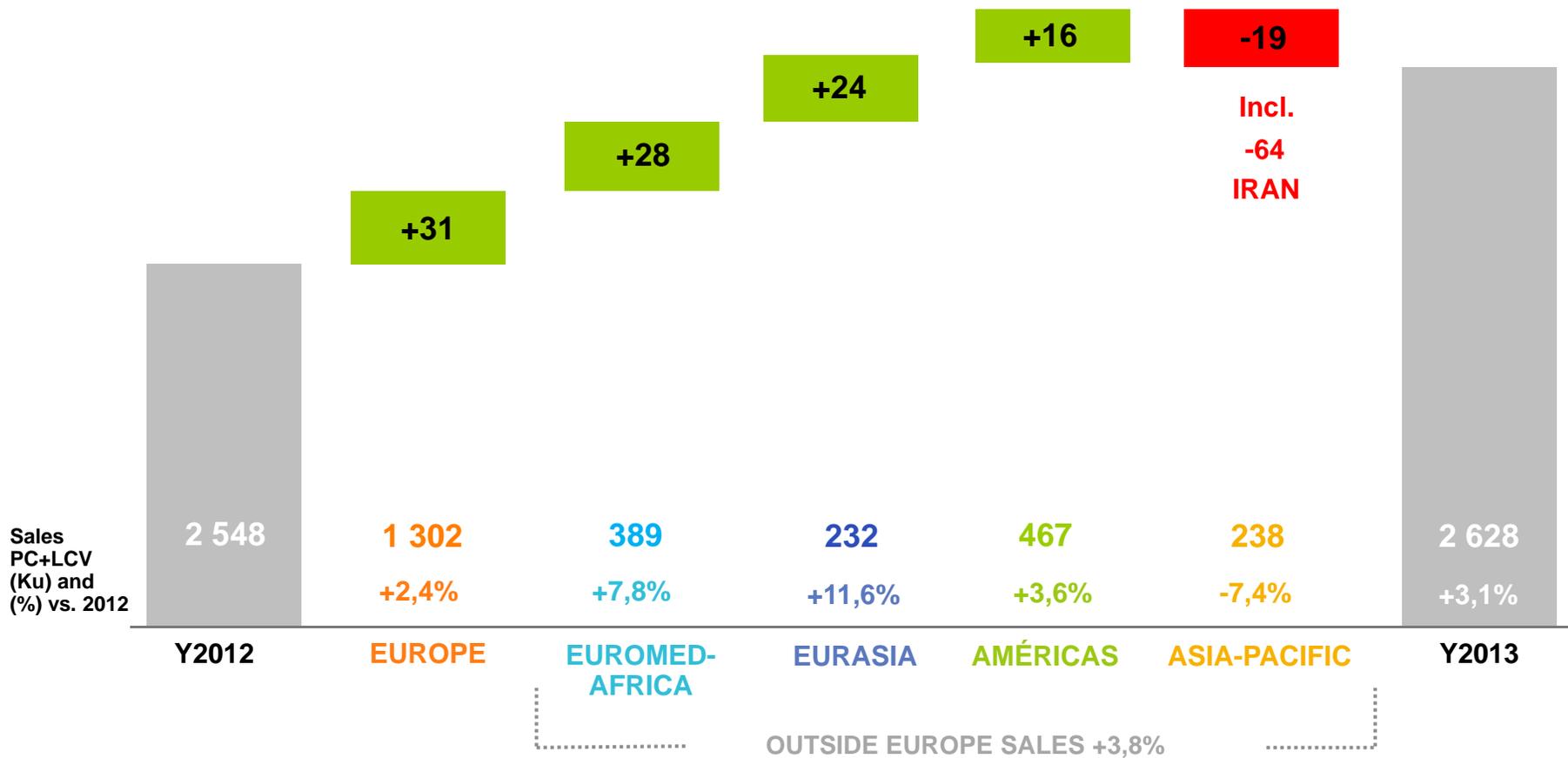


* TIV PC + LCV including North America



A 3,1% RENAULT GROUP SALES GROWTH, GEOGRAPHICALLY BALANCED

2 628 K units sold
Stable market share at 3,2%



RENAULT IS ROBUST ON CORE COUNTRIES, KEEPS EXPANDING OUTSIDE EUROPE

+0.7pt

Market share increase of
Top 10 vs. 2012

> 50%

Sales outside Europe
(+0.4pt at 50,5%)



New opportunities:
China, Indonesia

RENAULT GROUP TOP 10 MARKETS

		M/S	Vs. 2012
01	 FRANCE	25,4%	+1,2pt
02	 BRAZIL	6,6%	=
03	 RUSSIA	7,6%	+1,1pt
04	 GERMANY	5,1%	=
05	 TURKEY	17,0%	+1,8pt
06	 ARGENTINA	15,4%	+0,6pt
07	 ALGERIA	26,2%	+0,2pt
08	 ITALY	7,2%	+0,9pt
09	 SPAIN	12,1%	+1,4pt
10	 BELGIUM+LUX	13,0%	+0,5pt
	TOTAL TOP 10	11,0%	+0,7pt

THE 3 BRANDS ARE STRENGTHENING



+0,4%



Ku

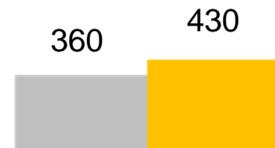
2 123 2 131



- LCV leader in Europe
- EV leader in Europe
- 1st European brand in India



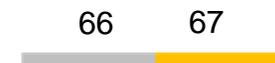
+19,3%



- Fastest growing brand in Europe (+0,5pt M/S)
- 5th brand in France
- 1st brand in Morocco, 3rd in Algeria



+2,3%



- Back to growth
- 7 months in a row over 2012 since June



THE NEW PRODUCTS OUTLINE THE COME BACK OF THE RENAULT BRAND



NEW CLIO: 338Ku sold in one year

- #1 in France, #3 in Europe
- #2 in Algeria, #4 in Turkey



CAPTUR: 94Ku sold since launch

- #1 Crossover in France
- #1 of its segment in Europe since July



ZOE: Leading Electric véhicule

- 22% of EV market share in Europe
- Highest satisfaction rate of the whole Renault range

THE M0 RANGE SERVES BOTH EXPANSION AND RECONQUEST



DUSTER: 377Ku

- #1 vehicle of the Group
- 1st SUV in Russia,
- 2nd SUV in Brazil, Argentina, India



NEW SANDERO: 146Ku

- +68% in Europe
- 3rd vehicle sold to private customers in France

M0 Range: 1 085K units sold, +14%

02

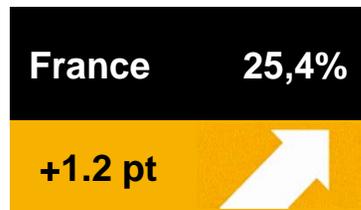


2013 SALES RESULTS BY REGION

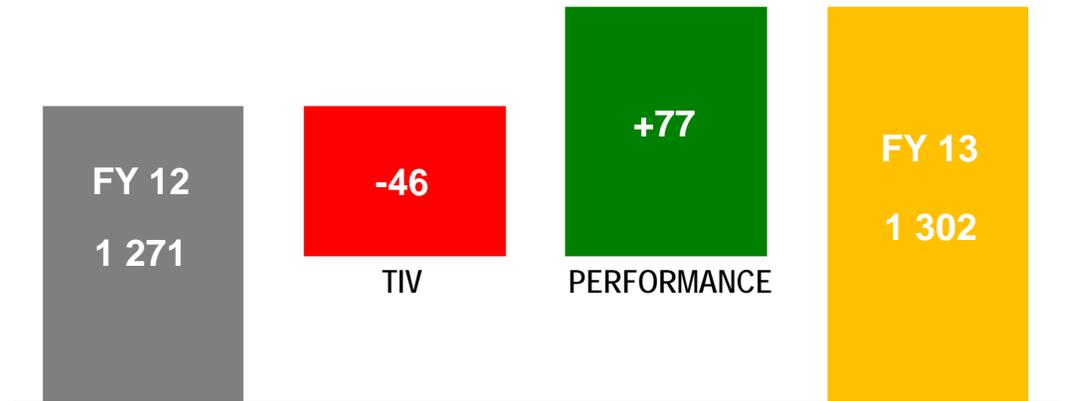
EUROPE: THE RENAULT GROUP RECORDS THE STRONGEST MARKET SHARE INCREASE



GROUP MARKET SHARE PC+LCV



BREAKDOWN OF UNITS SALES INCREASE



HIGHLIGHTS

B SEGMENT



Renault 1st with
ZOE, CLIO, CAPTUR

LCV

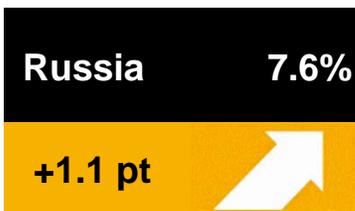


16th year of leadership
M/S of 14,5%

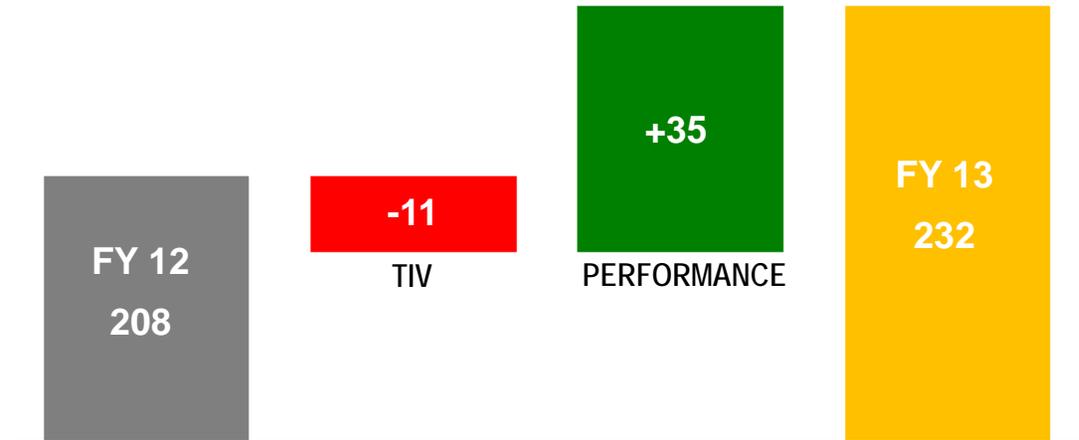
EURASIA: RENAULT KEEPS ON GROWING DESPITE TIV DROP IN RUSSIA



GROUP MARKET SHARE PC+LCV



BREAKDOWN OF UNITS SALES INCREASE



HIGHLIGHTS



DUSTER 1st SUV IN RUSSIA



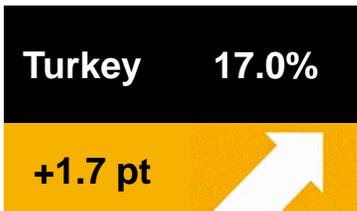
83 700 units



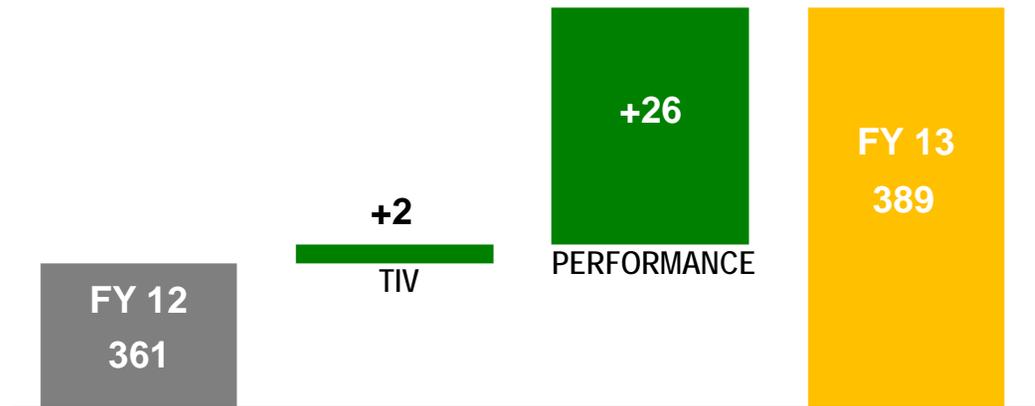
EUROMED-AFRICA: RENAULT IS OVER-PERFORMING THE MARKET



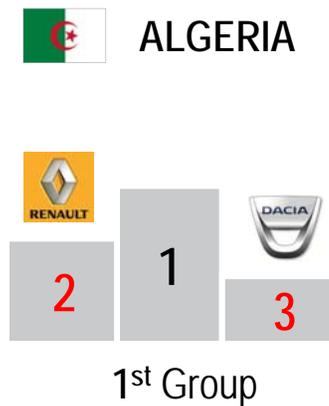
GROUP MARKET SHARE PC+LCV



BREAKDOWN OF UNITS SALES INCREASE



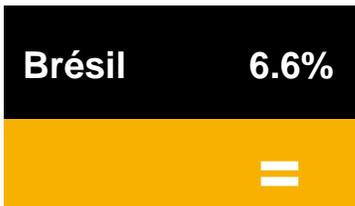
HIGHLIGHTS



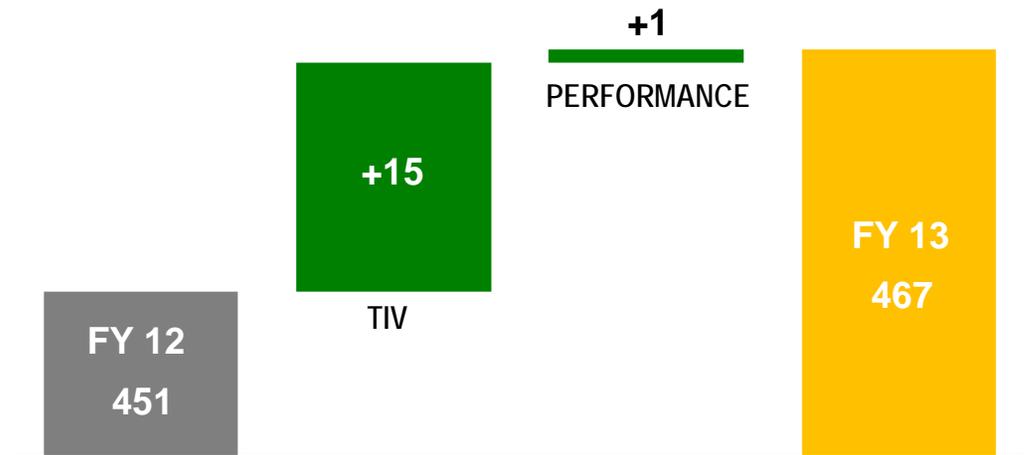
AMERICAS: THE PERFORMANCE IN ARGENTINA OFFSETS THE TIV DECREASE IN BRAZIL



GROUP MARKET SHARE PC+LCV

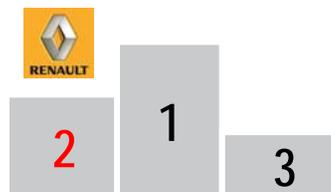


BREAKDOWN OF UNITS SALES INCREASE



HIGHLIGHTS

 **ARGENTINA**



Renault 2nd brand
+1 position vs. 2012

DUSTER 2nd SUV
BRAZIL / ARGENTINA



108 900 units

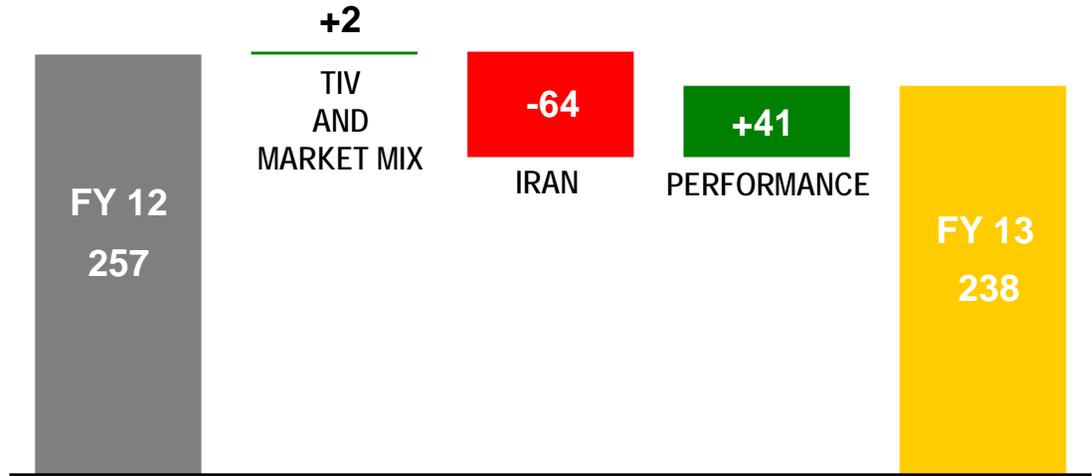
ASIA-PACIFIC: SALES ARE UP 29%, EXCLUDING IRAN



GROUP MARKET SHARE PC+LCV



BREAKDOWN OF UNITS SALES DECREASE



HIGHLIGHTS



03

2014 OUTLOOK

2014 OUTLOOK

Markets

- Global: Moderate growth, +2%, carried by China
- France and Europe: slightly positive at +1%

We confirm our strategy of profitable growth

- Increase our global sales volumes
- Continue our recovery in Europe

With an ambitious and appropriate Product Plan

Q&A

