

REVENUES OF €13.2 BILLION* 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 perimeter**, 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.

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 perimeter**, 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%. 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 perimeter**) ¹
- Maintain Group operating margin above 6.0% ¹
- Generate a positive Automotive operational free cash flow

* 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.

** 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

¹ Excluding IFRS 15 impact

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% |
| GROUPE 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

Groupe Renault's top fifteen markets year-to-date march

| | Volumes | PC + LCV |
|--------------------|---------|--------------|
| | 2018 | Market Share |
| | (units) | 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 |

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