

Renault Group

2023 Q1 Revenue

April 20, 2023

Agenda

01

2023 Q1 Sales & Products Highlights

02

2023 Q1 Revenue

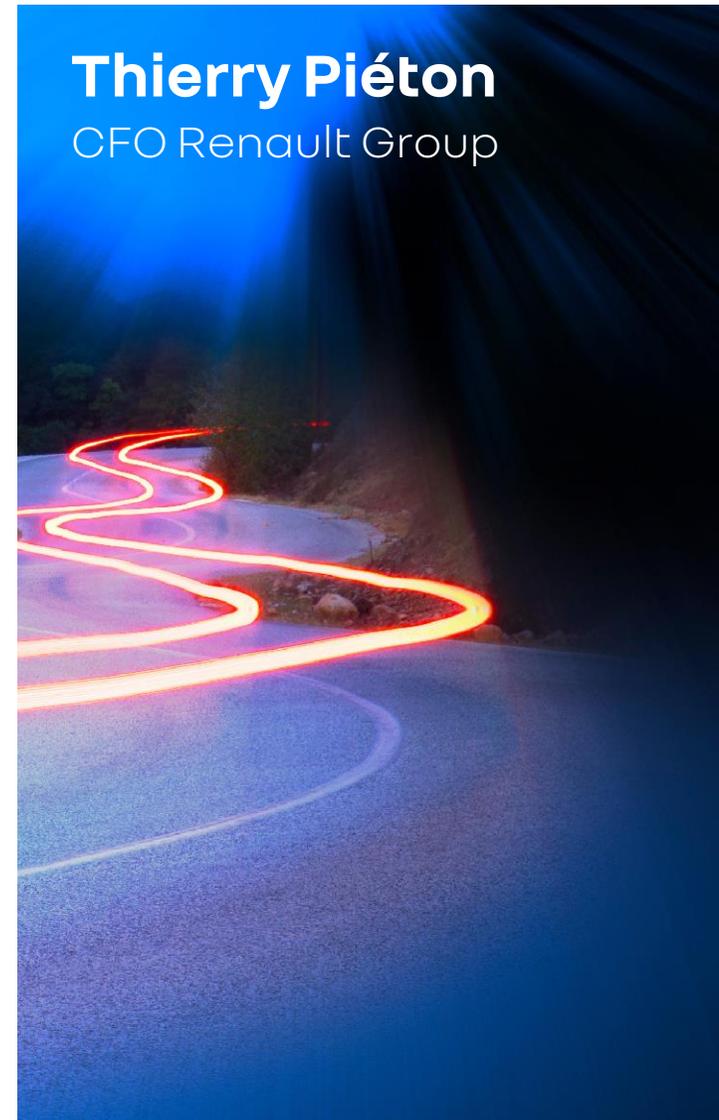
03

The Road to Revolution

04

Questions & Answers

Thierry Piéton
CFO Renault Group





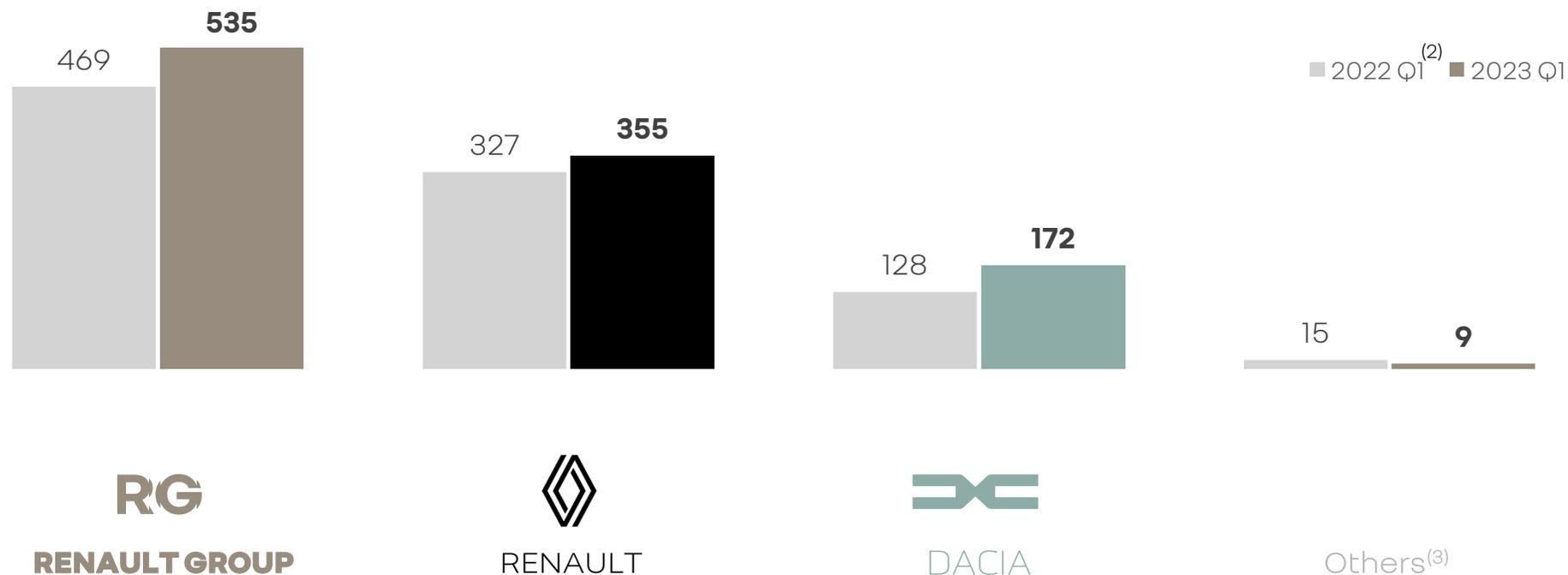
**Renault
Group**

01

2023 Q1 Sales & Products Highlights

2023 Q1 Renault Group sales

Sales evolution by brand⁽¹⁾



In %

Δ / 2022 Q1	+14.1%	+8.6%	+34.3%	-40.2%
--------------------	---------------	--------------	---------------	---------------

(1) PC+LCV in thousand units

(2) 2022 volumes excluding Renault Russia and AVTOVAZ

(3) Others = Alpine, Renault Korea Motors, Eveasy, Mobilize, Jinbei & Huasong

Robust drivers to support the "value" strategy

C & above segment mix⁽¹⁾



+9pts to **42%**
vs 2022 Q1 2023 Q1

High trims

≥60%

on new launches⁽²⁾

Retail channel mix⁽³⁾

**Renault
Group**

68%
2023 Q1

(1) Renault brand, passenger cars Europe

(2) Renault Megane Electric, Renault Austral, Dacia Jogger

(3) Renault Group, passenger cars in France, Germany, Italy, Spain and UK

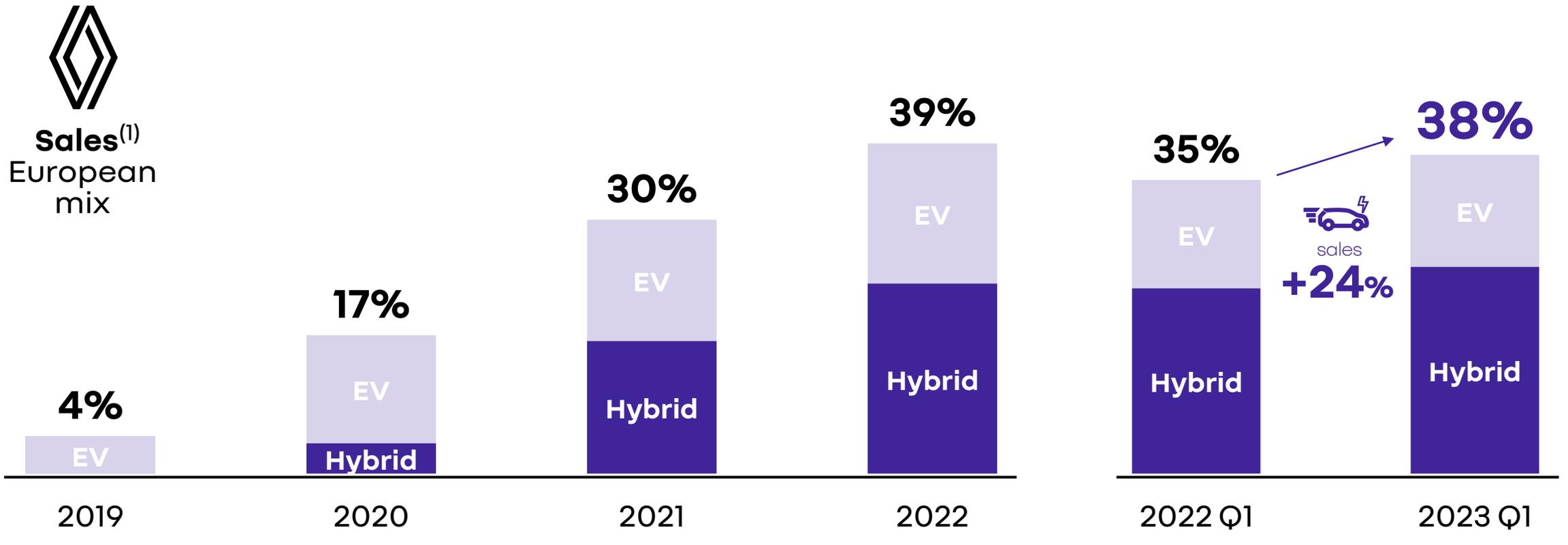
**Pricing
effect**

+9.4pts
vs 2022 Q1

**Product Mix
effect**

+5.2pts
vs 2022 Q1

Continued growth on electrified vehicles



(1) Passenger cars

Electrification
Renault **Megane**
E-TECH 100% Electric

Start of sales: June 2022



11,000+
sales in Q1

>50%
retail mix

>70%
high trim versions

>80%
powertrain 60kWh / 220hp

#1 C-EV
in France in Q1

Conquest C-segment
Renault Austral

Start of sales: November 2022

15,500

sales already in Q1

40k

orders since launch

67%

E-TECH Hybrid

61%

high trim versions



C-SUV
contribution margin



Product momentum & fast brand reshape

Jogger Hybrid 140

Orders started Jan' 2023
First Dacia hybrid
Entry price <€25k

New Brand Identity

Now on the road

Spring 65

Orders started Jan' 2023
New top of the range ELECTRIC
65 engine (65hp / 48kW)

EXTREME

Orders started March 2023
New transversal top of the
range outdoor trim



+34%

Sales
in 2023 Q1 vs. 2022 Q1

Top 10

(+5 ranks)
Europe



**Renault
Group**

02 2023 Q1 Revenue

2023 Q1 Group revenue

In million euros	2022 Q1 ⁽¹⁾	2023 Q1	Change
Global unit sales (Kunits)	469	535	+14.1%
Group revenue	8,854	11,498	+29.9%
o/w Automotive	8,109	10,515	+29.7%
o/w Mobility Services	8	9	+12.5%
o/w Sales Financing (Mobilize Financial Services)	737	974	+32.2%

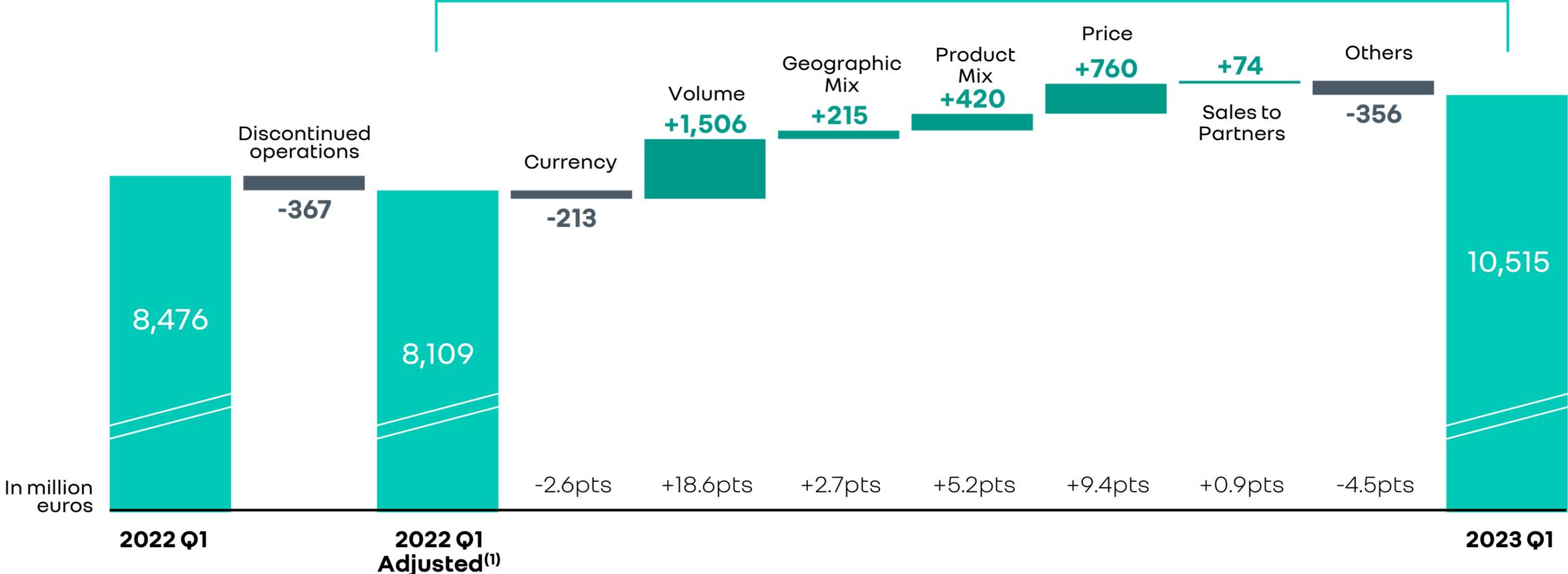
(1) 2022 Q1 sales and revenue have been adjusted on Russian operations: -€894m on Group revenue, o/w -€527m for AVTOVAZ and -€367m for Renault Russia

Revenue for Automotive

+29.7%

Change 2023 Q1 vs. 2022 Q1⁽¹⁾

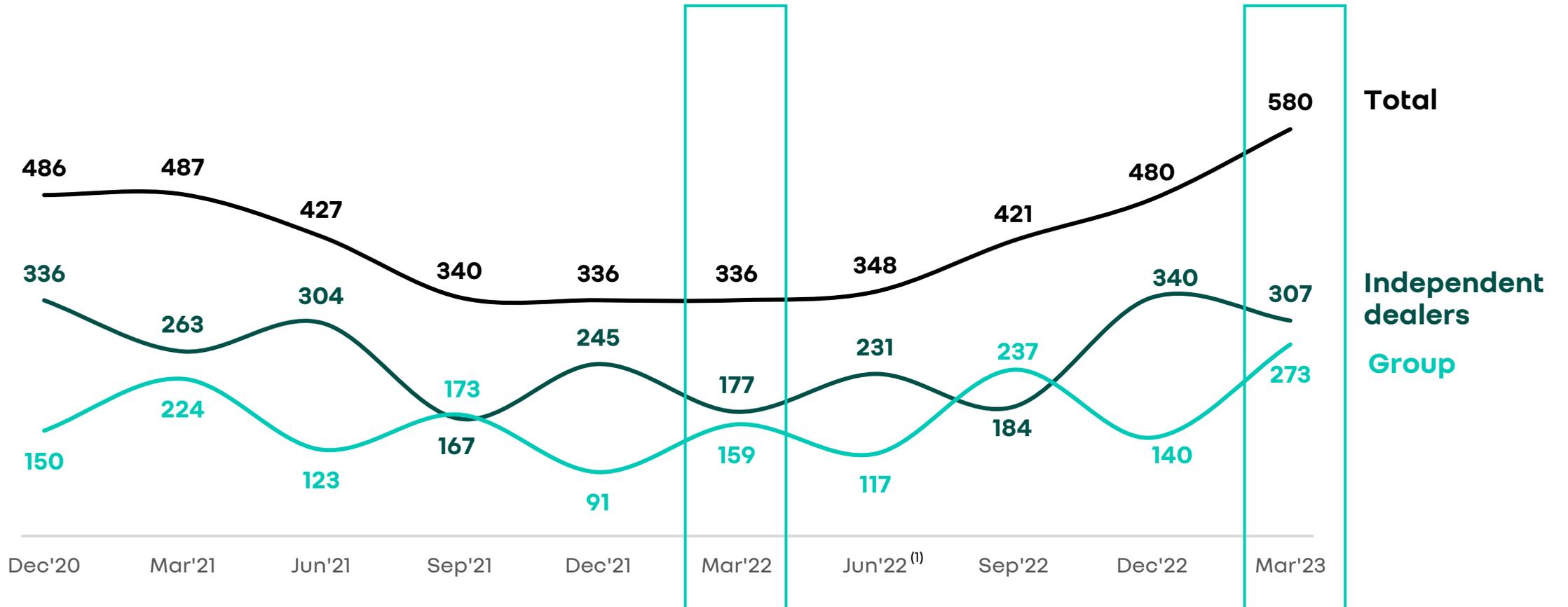
+€2,406m



(1) Adjusted to reflect the exit from Russia

New vehicles distribution inventories

(In thousand units)



(1) Renault Russia activities excluded only since June 2022
Russian inventories represented ~15 Kunits on average

Sales Financing: Mobilize Financial Services

	2022 Q1	2023 Q1	Change
New contracts (K units)	293	314	+7.2%
New financings (€bn)	4.32	5.07	+17.4%
Average performing assets (€bn)	43.7	49.4	+13.0%
Revenues (€mn)	737	974	+32.2%



**Renault
Group**

03

The road to
Revolution

Affordable electrification
Dacia Jogger Hybrid 140

Start of sales: March 2023

Hybrid 140

1st hybrid application for Dacia

25%

Jogger powertrain mix

< €25k

Most affordable hybrid family car in Europe



Conquest D-segment Renault **Espace**

Start of sales: June 2023

CMF-CD

Alliance platform

80%

Commonality with Austral

Techno

OpenR & Google Automotive Services

E-TECH Hybrid

A reference: 4.6l/100km & 104g CO2/km (WLTP) → c. -30g vs comps



Clio, story of a best-seller
New Renault Clio

Start of sales: Q3 2023

CMF-B family

Alliance: > 10 models, > 10 plants,
all regions, all brands
(Renault / Dacia / Nissan)

>16m

Units sold over 5 generations

E-TECH Hybrid

Core engine



RG

Confirmed **2023** outlook

Keep the pace

Operating margin

≥ 6%

Free cash flow

≥ €2bn

Market
trends

Europe



Eurasia and Latam





**Renault
Group**

04 Questions & Answers

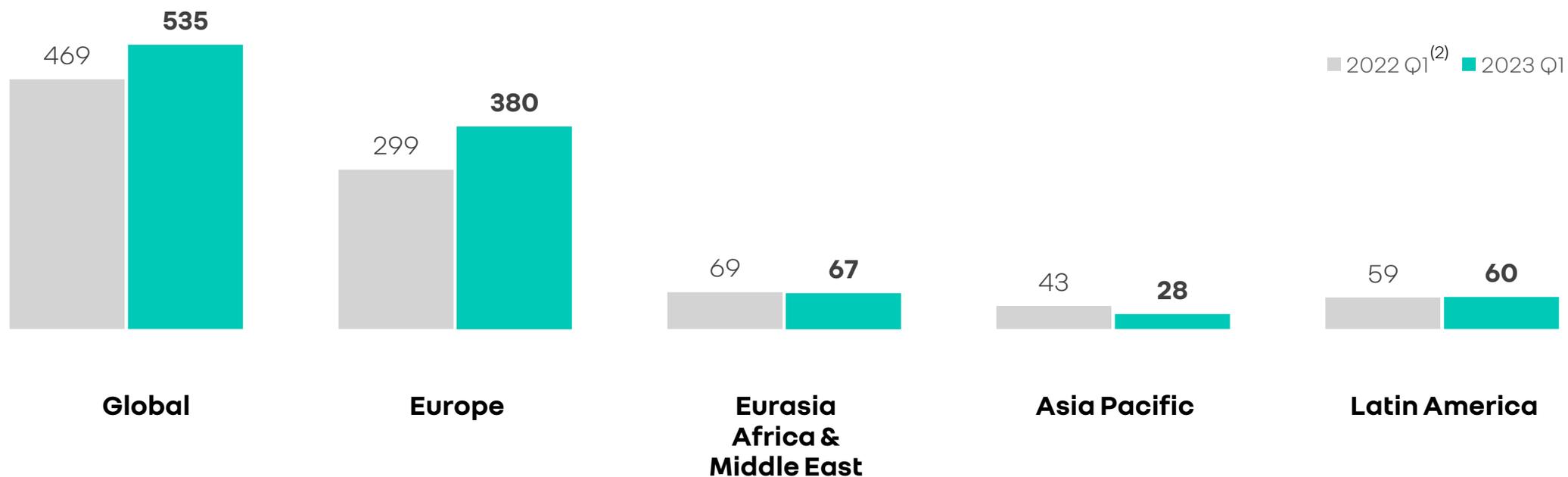


**Renault
Group**

05 Annexes

2023 Q1 Renault Group Sales

Market and sales evolution **by region**⁽¹⁾



In %

$\Delta / 2022 \text{ Q1}$	Car Market	Europe	Eurasia Africa & Middle East	Asia Pacific	Latin America
		+16.2%	+1.0%	-0.2%	+11.7%
	Renault Group	+27.3%	-2.7%	-34.1%	+1.5%

(1) PC+LCV in thousand units

(2) 2022 volumes excluding Renault Russia and AVTOVAZ

Disclaimer

Information contained within this document may contain forward looking statements. Although the Company considers that such information and statements are based on reasonable assumptions taken on the date of this report, due to their nature, they can be risky and uncertain (as described in the Renault Universal Registration Document filed with the French Autorité des marchés financiers). Actual results may differ materially from those projected or implied in these forward-looking statements.

These forward-looking statements are made as of the date of this presentation. Renault does not undertake to provide updates or revisions, should any new statements and information be available, should any new specific events occur or for any other reason.

Renault makes no representation, declaration or warranty as regards the accuracy, exhaustiveness, adequacy, effectiveness and genuineness of any statements and information contained in this report.

This information does not constitute an invitation to invest in shares or constitute or form a part of any offer for the sale or subscription of, or any offer to buy or subscribe for, any securities or other financial instruments.

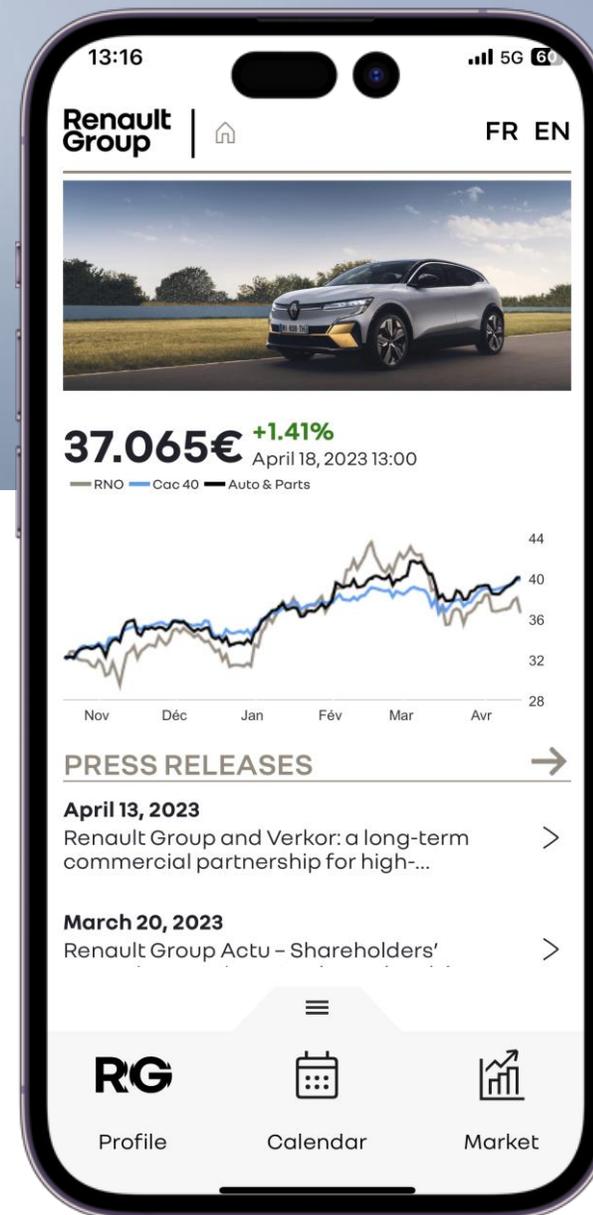
Further information on Renault can be found on Renault's web site (www.group.renault.com), in the section Finance/Regulated Information.

Download Invest'R

The app dedicated to
Renault Group investors



To download the free application, scan this QR code with your smartphone



Renault Group

2023 Q1 Revenue

April 20, 2023