

RENAULT GROUP – H1 2013 COMMERCIAL RESULTS

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EVP, SALES & MARKETING AND LCV

RENAULT GROUP H1 2013

July 12, 2013



DRIVE THE CHANGE

WHAT WE SAID, EARLIER THIS YEAR

《 2013 OUTLOOK:

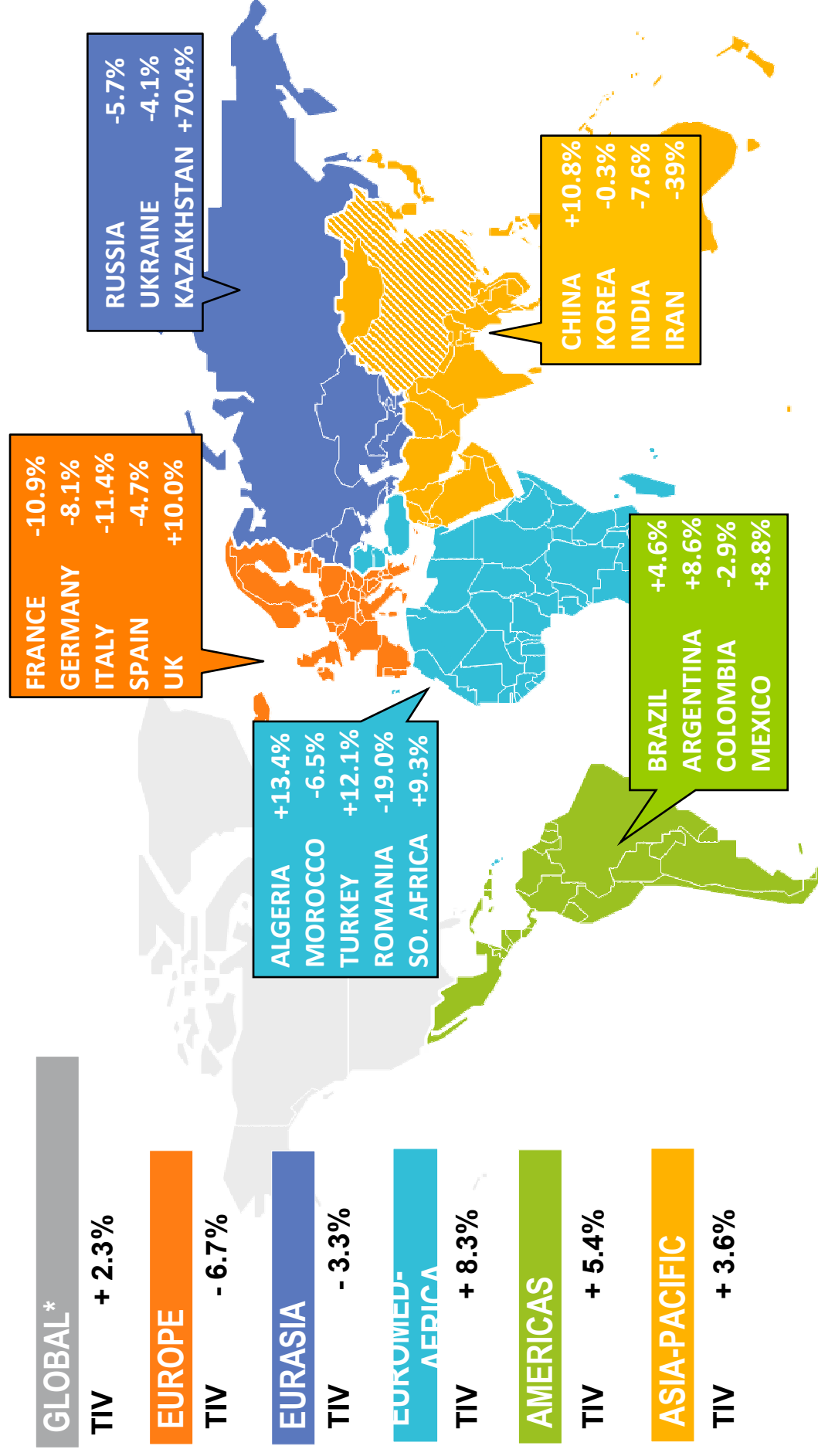
Markets:

- Global growth +3%, Europe and France -5%

Renault Group:

- Higher Group registrations vs. 2012
- Gain of market share in Europe 《

MARKETS: AN HETEROGENEOUS GROWTH VS. H1 2012



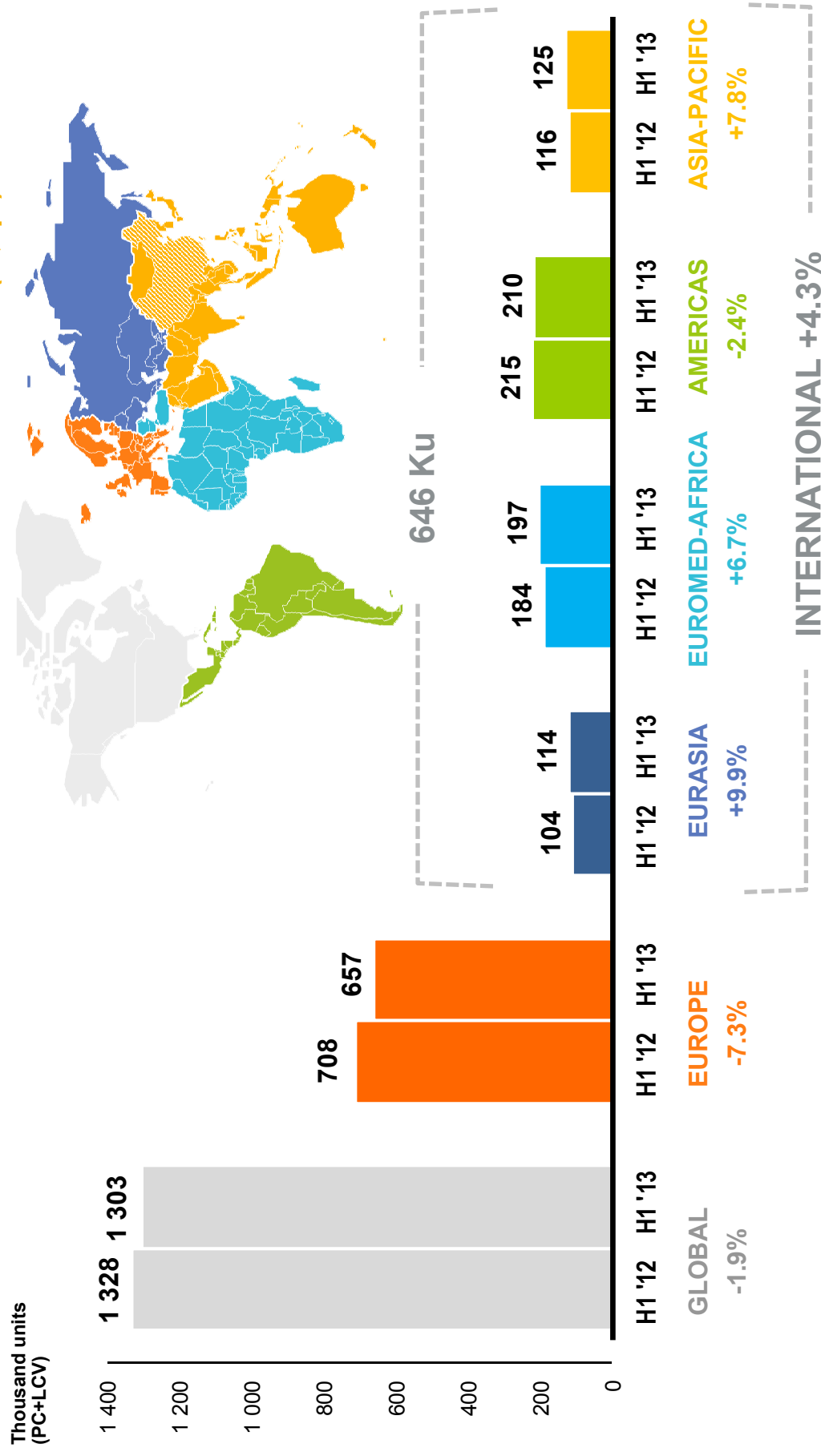
* TIV PC+LCV including USA+Canada



H1 2013 GROUP REGISTRATIONS REMAIN DYNAMIC OUTSIDE EUROPE

Q2 (+0,7%) BETTER THAN Q1 (-4,7%)

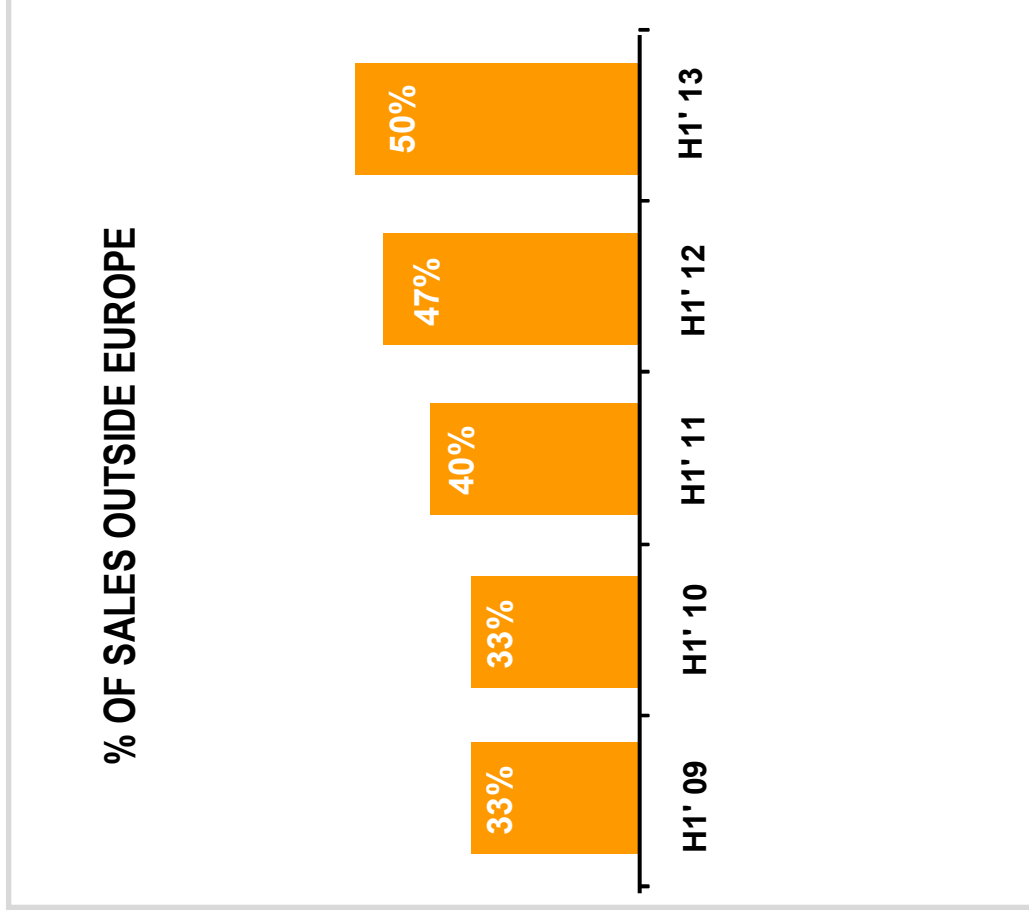
WORLD MARKET SHARE: 3.2% (-0,1pt)



THE INTERNATIONAL GROWTH IS PULLING THE SALES

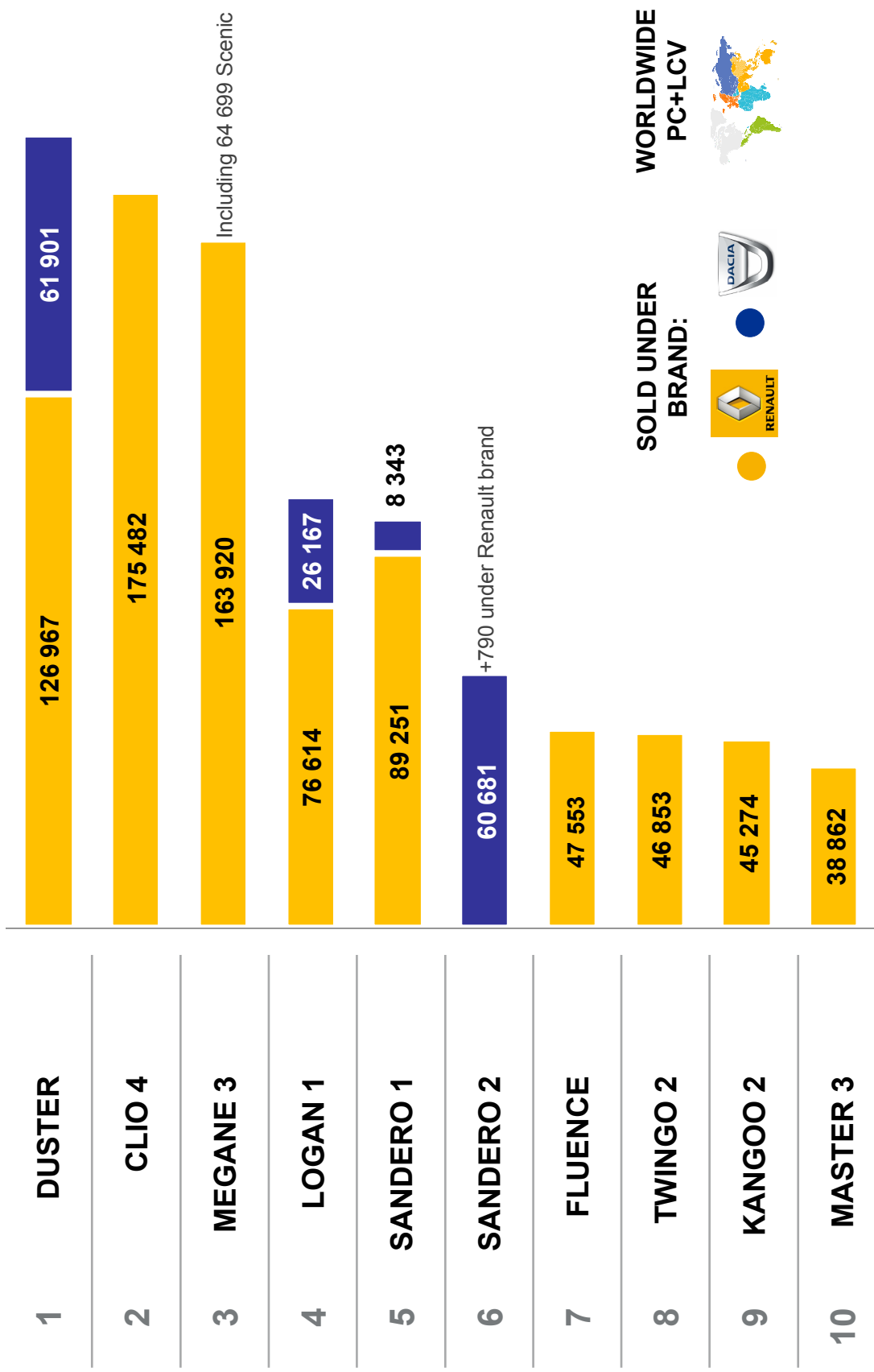
- The international mix is up by 3pts vs. H1 2012

- 5 of first 10 countries are non-Europeans

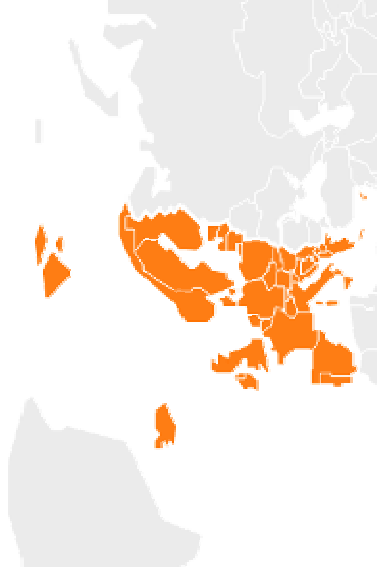


TOP 10 COUNTRIES		%MS Group H1 2013	Gap vs. 2012 (pt)
1	France	24,9	+0,2
2	Russia	7,8	+1,1
3	Brazil	6,0	-0,8
4	Germany	5,1	=
5	Argentina	14,1	-0,2
6	Algeria	26,5	-1,7
7	Turkey	17,2	+0,7
8	Italy	7,0	+0,4
9	Spain	10,8	+0,8
10	Belgium+Lux	13,1	+0,5

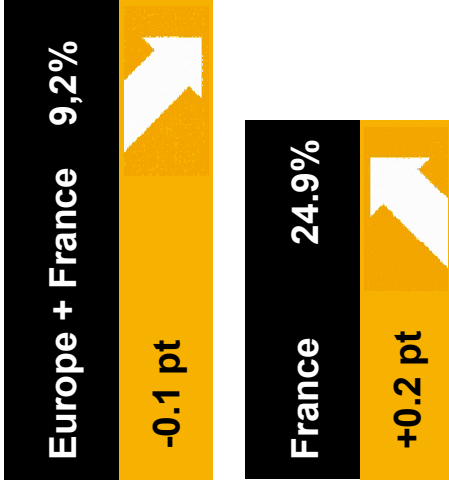
DUSTER IS THE TOP-SELLING MODEL



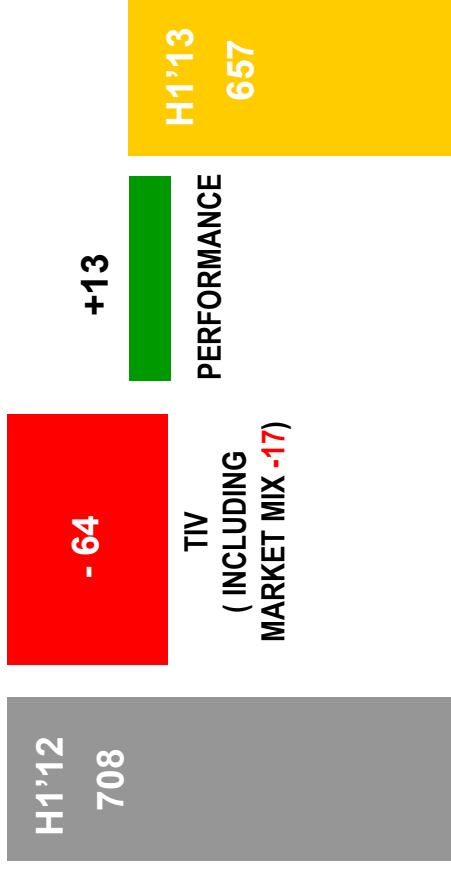
EUROPE REGION FACES MARKETS FALL AND UNFAVORABLE MIX



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : COMPARISON VS H1 2012



BEST



#1



- Best improvement of any brand in Europe: +0,4pt of Market Share
- 16th year of leadership for Renault LCV

IN EUROPE: THE GROUP IMPROVES ITS MARKET SHARES ON RETAIL AND FLEET

GROUP MARKET SHARE BY CHANNEL IN F, D, NL, BE+LUX (End of May 2013 vs. 2012)



EURASIA REGION IS GROWING IN VOLUMES AND M/S DESPITE -3,3% TIV



GROUP MARKET SHARE PC+LCV

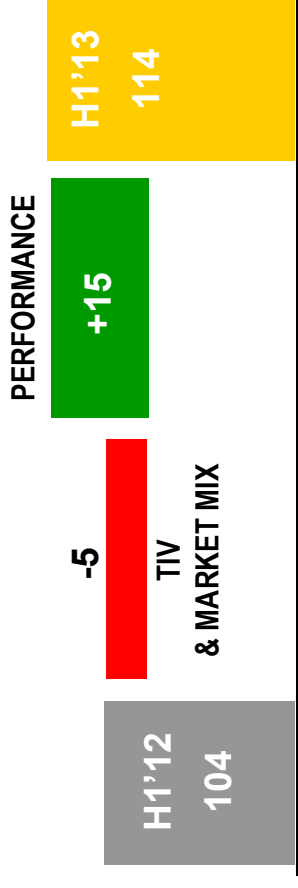


*End of May

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GROUP PC+LCV : COMPARISON VS H1 2012

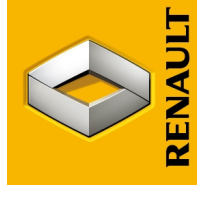


#1



- With 40 700 units, Duster volumes are x2 vs. its closest competitor in Russia*

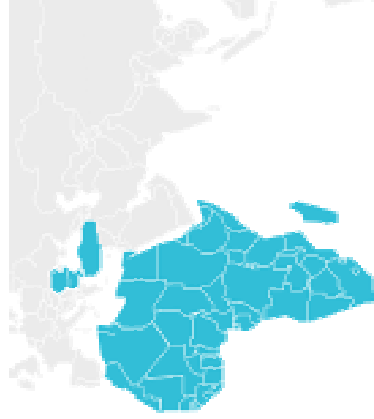
#2



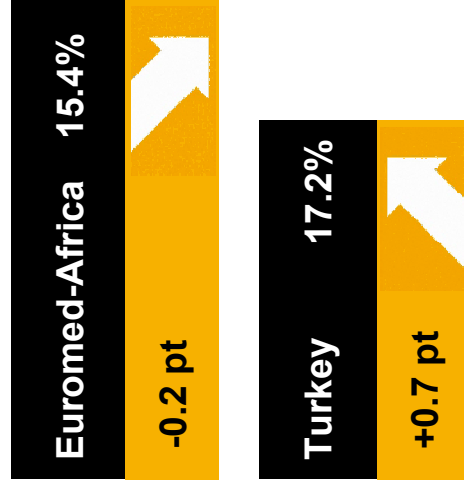
- Renault becomes the 2nd brand in Russia as Russia becomes the 2nd market for Renault



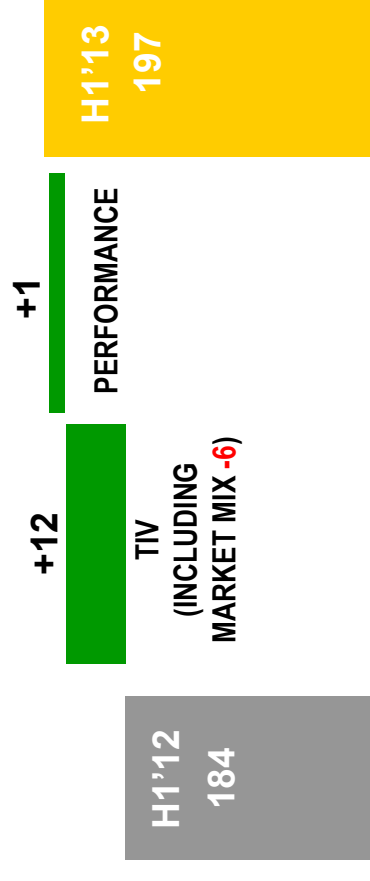
H2 EXPECTED FAR BETTER THAN H1 IN EUROMED-AFRICA REGION THANKS TO NEW PRODUCT LAUNCHING AND NEW FRONTIERS



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : COMPARISON VS H1 2012

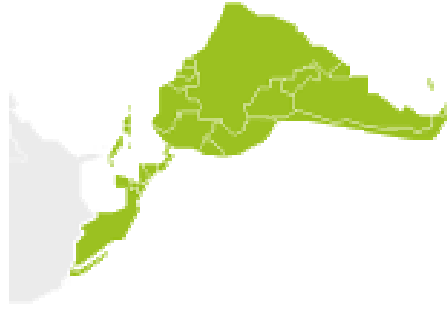


EXPANSION NEW FRONTIERS

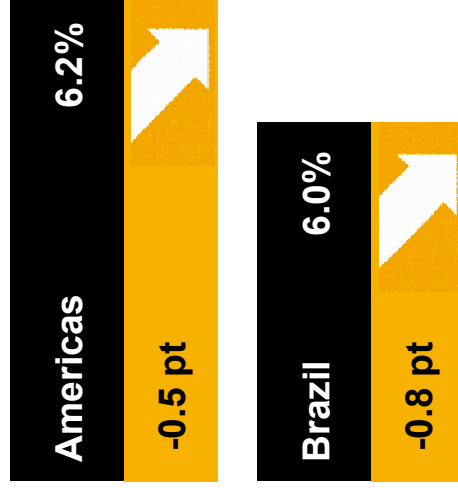


- Algeria and Turkey became the 3rd and 4th markets for New Clio
- Offensive in Africa
3 New importers signed in H1: Libya, Nigeria, Ghana.

RECENT LAUNCHES WILL HELP AMERICAS REGION RECOVERING FROM CURITIBA PLANT CLOSURE FOR CAPACITY EXTENSION



GROUP MARKET SHARE PC+LCV



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GROUP PC+LCV : COMPARISON VS H1 2012



#2



- Duster claims second place of the SUV market in Argentina and Brazil

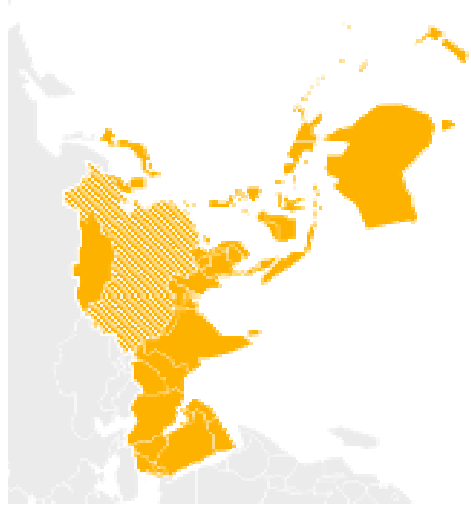
#1



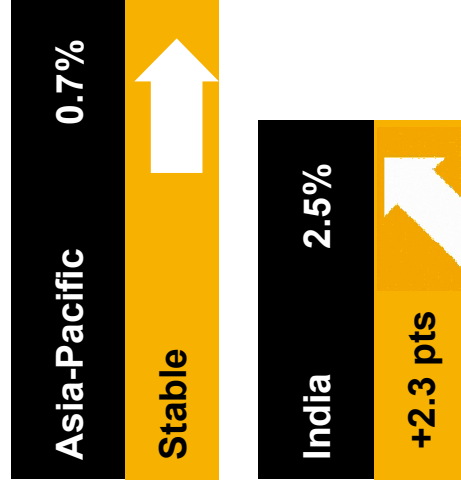
- Master was successfully launched in Brazil. Takes 1st place of its segment in June



ASIA-PACIFIC REGION GROWTH CARRIED BY OUR PERFORMANCE IN INDIA



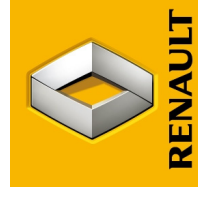
GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : COMPARISON VS H1 2012



#1 EXPANSION



- Renault is number 1 among European brands in India.
- Contract signed for a fleet of 1 400 Latitude as Taxis in Singapore

THE NEW PRODUCTS STARTED TO DELIVER

NEW CLIO



Best selling car in France.
175 500 units sold worldwide*

CAPTUR



Already 20 400 registrations, mainly in Europe. Leader of its segment in France since its launch.

NEW SANDERO



61 500 units registered. Main contributor to Dacia's #1 position in gain of MS in Europe.

ZOE



European Electric Market leader with 29.5% market share

*Estate Included

EVEN MORE NOVELTIES TO COME

DUSTER PHASE 2 – World Premiere at Frankfurt Motorshow



Picture: Duster phase 1

NEW LOGAN International launchings (Morocco, Egypt, Brazil, Russia...) & NEW LOGAN MCV



+ New Fluence in India, New Koleos, QM3 ...

WE MAINTAIN OUR OBJECTIVES FOR 2013

THE GROUP IS STILL TARGETING*

- Units sales 2013 > 2012
- Gain of Market Share in Europe

With a global TIV at +2%, Europe at -5% and France at -8%

* provided European and French markets do not worsen from current forecast