

RENAULT GROUP – 2014 SALES RESULTS

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EVP, SALES & MARKETING

All figures are dated 01/14/2015

2014: GROWING IN-LINE WITH RENAULT DRIVE THE CHANGE PLAN

	2012	2013	2014
More Sales than in 2013	2,5M	2,6M	>2,7M
Higher market share in Europe	9,1%	9,5%	>10%



- Sales Momentum in Europe, Steady positions overseas
- Success of the new models



- Downturns in our main emerging markets
- French market lagging behind most of the other European countries

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GLOBAL SALES RESULTS

A GLOBAL TIV GROWTH CARRIED BY CHINA, NORTH-AMERICA AND EUROPE

GLOBAL*

TIV + 3.5%

EUROPE

TIV + 5.9%

EURASIA

TIV - 11.5%

AFRICA-MO-INDIA

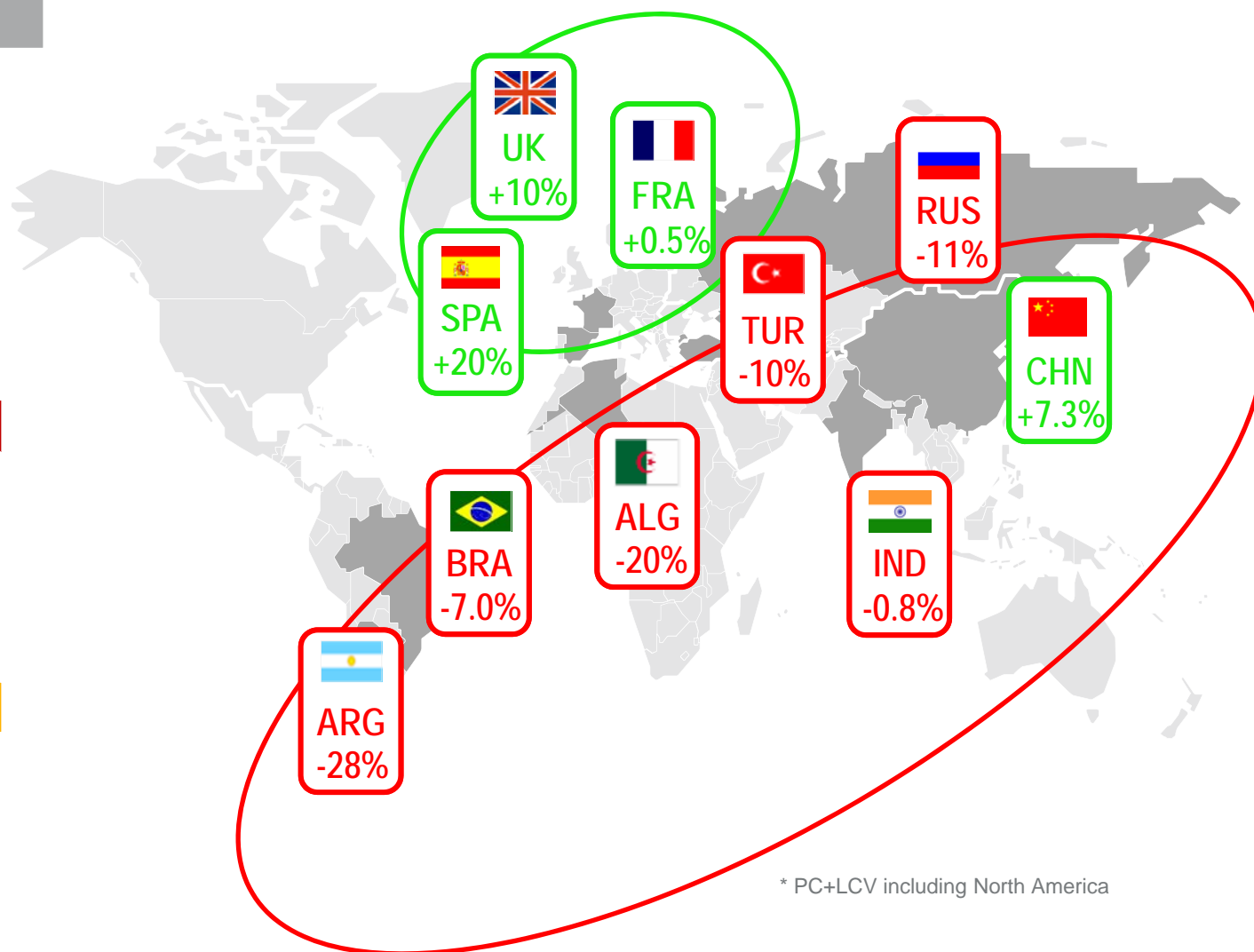
TIV + 7.8%

AMERICAS

TIV - 7.5%

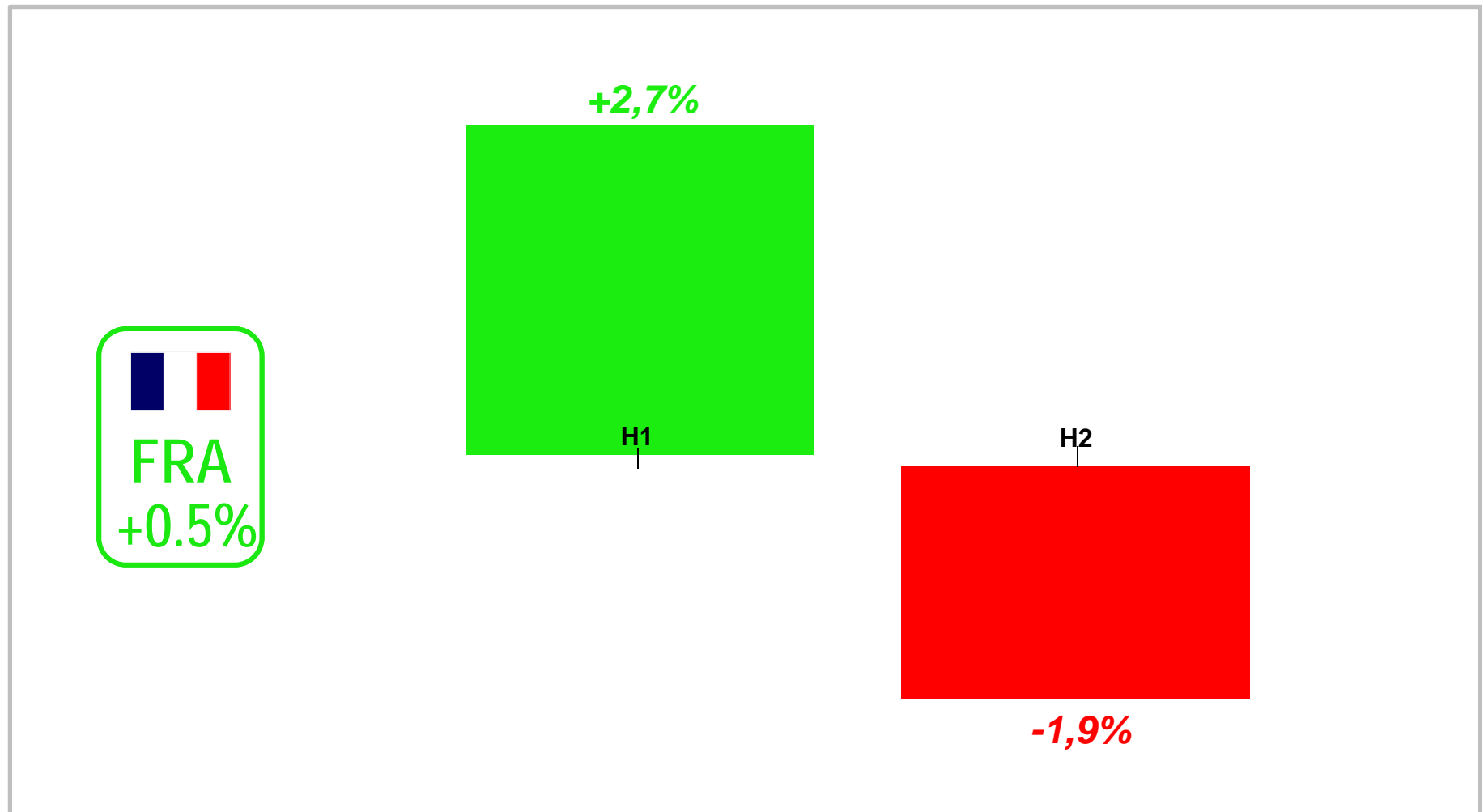
ASIA-PACIFIC

TIV + 4.6%



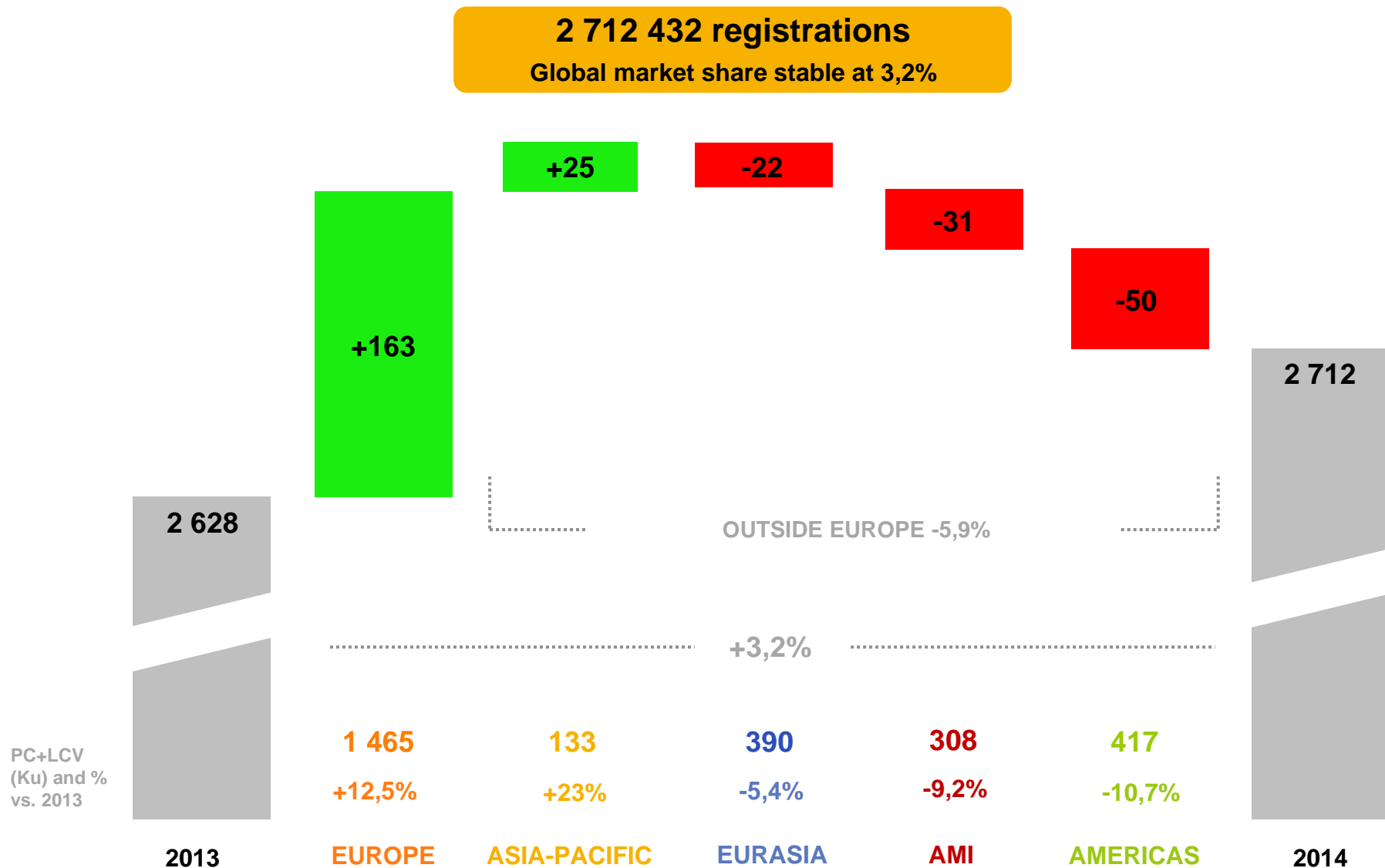
TIV 2014 vs 2013

FRANCE SLIGHTLY POSITIVE , SLOWING THROUGH OUT THE SECOND HALF



TIV 2014 vs 2013 by semester

RENAULT GROUP SALES GROW 3.2%, THANKS TO EUROPE AND ASIA



Figures rounded to the nearest thousand

2014 SALES RESULTS

19th of January 2015

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DRIVE THE CHANGE



RENAULT LEADING FRENCH BRAND GLOBALLY, STRONG GROWTH FOR DACIA, RSM



2 119 Ku

-0,6%

+92



EUROPE

INT'L

-104



511 Ku

+19,0%

+71



EUROPE

+11



INT'L



82 Ku

+22,4%

+15



EUROPE

INT'L



THE NEW MODELS SERVE BOTH CONQUEST AND LOYALTY



CLIO

378 500 sales

#1 in France

#3 in Europe



CAPTUR

196 600 sales

Segment leader in France

Segment leader in Europe



TWINGO

29 600 Sales (Sept-Dec)

Segment leader in France in Q4

High Trim-mix

THE NEW MODELS SERVE BOTH CONQUEST AND LOYALTY



DUSTER

395 500 sales

Top-Selling model

#1 SUV in Russia



NEW SANDERO

227 000 sales

#1 retail in Spain

#3 retail in France



NEW LOGAN

234 800 sales

#1 in Algeria

#1 in Morocco

02

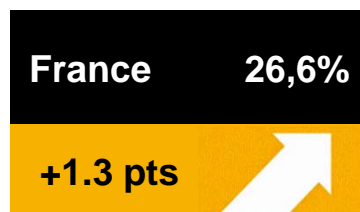
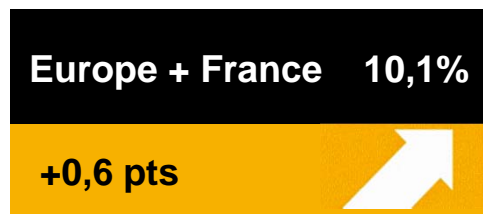


2014 SALES RESULTS BY REGION

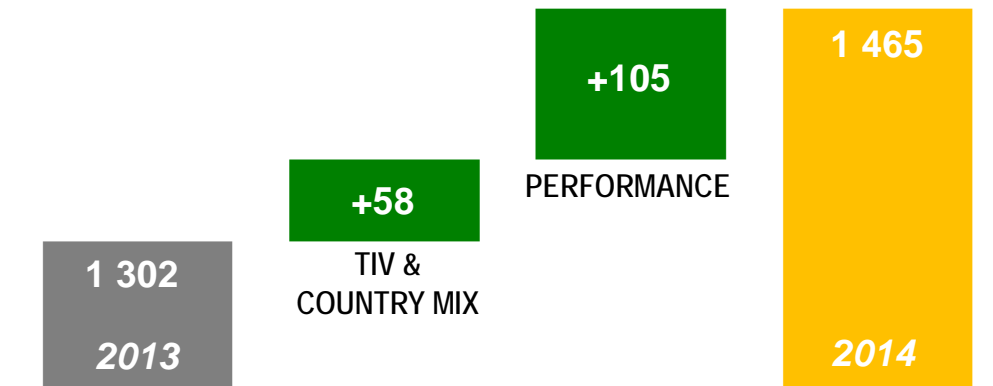
EUROPE: STRONG GROWTH FOR BOTH RENAULT AND DACIA BRANDS



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



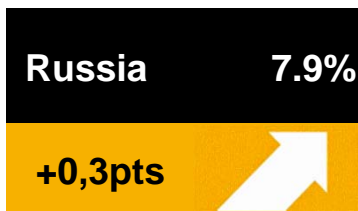
RENAULT LEADER OF LCVs FOR THE 17th YEAR IN A ROW



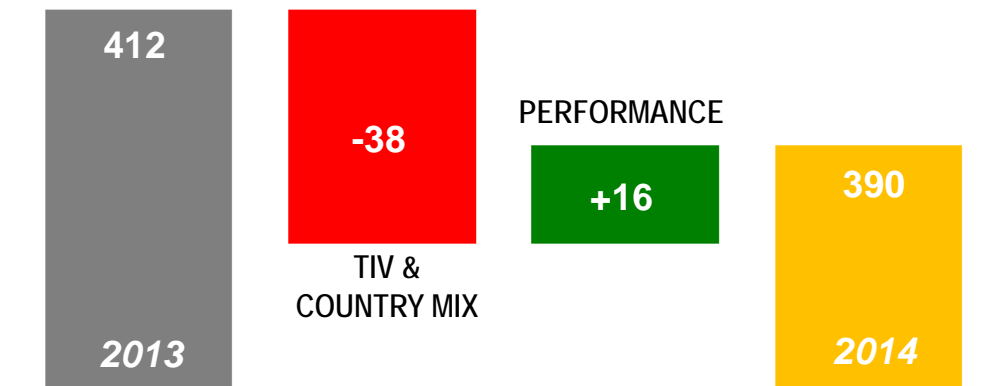
EURASIA: STRONG SHARE GAINS IN MARKET DOWNTURN



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



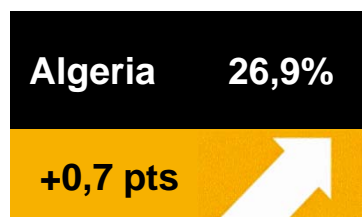
BEST EVER MARKET SHARE IN RUSSIA



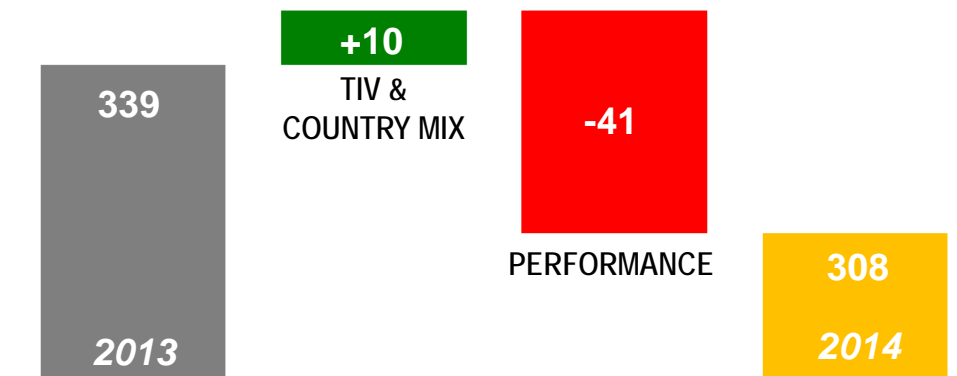
AFRICA-MIDDLE EAST-INDIA: RENAULT LEADER IN MAGHREB



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



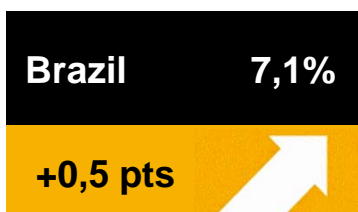
#1 LOGAN HELPS RENAULT SECURE TOP SPOT IN MAGHREB



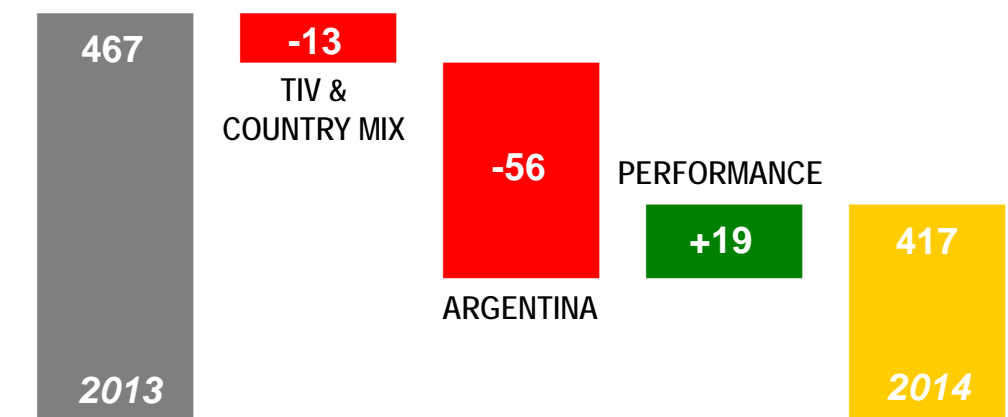
AMERICAS: BEST-EVER PERFORMANCE FOR RENAULT IN BRAZIL



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



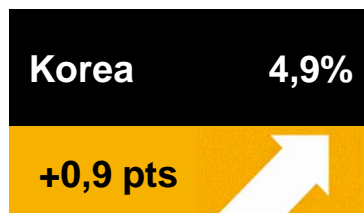
LOGAN, DUSTER CARRY THE SALES UP IN BRAZIL



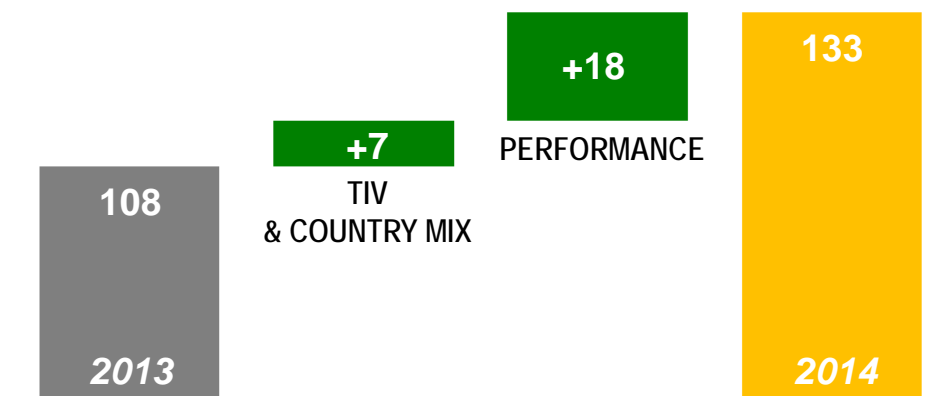
ASIA-PACIFIC: RSM REVIVAL IS GAINING MOMENTUM



GROUP MARKET SHARE PC+LCV



GROUP PC+LCV : BREAKDOWN OF REGISTRATIONS



2 CONSECUTIVE YEARS OF GROWTH FOR RSM



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2015 OUTLOOK

2015 FORECAST

Markets Forecast:

- Global TIV growth: 2%
- European TIV growth: 1 to 2%, with France flat

Sales Forecast:

- Increase our global sales volumes
- Strengthen the Renault Brand in Europe
- Improve our positions in our main emerging countries

Supported by the acceleration of our product plan, with 5 new models

Q&A



2014 SALES RESULTS

19th of January 2015

