



RENAULT

COMMUNIQUE DE PRESSE

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Nine-month 2006 results

Renault reports revenues of €30,900 million

The **Renault group** reported revenues of €30,900 million for the period to the end of September 2006, down 1.2% on a comparable basis from the same period last year.

The revenues of the **Automobile Division** fell 1.2% to €29,455 million compared with the first nine months of 2005.

These results are mainly attributable to a 3.6% decline in worldwide vehicle sales to 1,858,981 units, eased by price/mix effects and partially offset by favorable exchange rates against the Korean won and Brazilian real. Another positive factor was an increase in sales of vehicles and powertrains to Renault's partner Nissan, and to GM.

In Europe⁽¹⁾, Renault saw an 8.5% fall in registrations of passenger cars and light commercial vehicles in the first nine months, giving it 9.4% of the market compared with 10.4% in 2005. Amid stiffer commercial competition, strong price pressures and an unfavorable product cycle, the group forged ahead with its selective commercial policy by reducing unprofitable sales, especially to short-term rental customers. Moreover, Renault chose not to offer the same level of customer discounts to individual car buyers as the rest of the market.

Outside Europe, sales volumes for the three Group brands increased by 10.5% overall. The Renault brand gained 10.6%, Dacia was up 14.9% on the success of Logan, and Samsung grew sales by 5.4% to win 12.8% of the South Korean passenger car market.

The Sales Financing subsidiary, RCI Banque, had revenues of €1,445 million in the first nine months of 2006, stable compared with the same period in 2005 on a comparable basis.

In light of this result and the visibility on the fourth quarter, Renault is confirming its operating margin forecast of 2.5% for 2006 as a whole.

Since the beginning of the year, Renault launched the Phase 2 programs for the entire Mégane family and premiered Logan MCV and the 5-seater Grand Scénic at the Paris Motor Show. It also unveiled two show cars, Twingo Concept and Koléos Concept, that anticipate the new models to be produced under Renault Commitment 2009.

After an exciting roller-coaster season, Renault carried off the twin title of FIA Formula 1 Constructors' and Drivers' World Championships for the second year in a row. With only the fifth-largest budget on the starting grid, it won the double thanks to the reliability and technological edge of its vehicles. The achievement is a victory for the Renault brand, a brand that is enthusiastic, innovative and highly competitive.

(1) The European market comprises the France and Europe regions

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Renault Group consolidated sales

EUR million	2006	2005 Proforma*	Change 2006/2005
Q1			
Automobile	10,055	9,500	5.8%
Sales Financing	483	461	4.8%
Total	10,538	9,961	5.8%
Q2			
Automobile	10,505	11,020	-4.7%
Sales Financing	504	489	3.1%
Total	11,009	11,509	-4.3%
Q3			
Automobile	8,895	9,298	- 4.3%
Sales Financing	458	495	- 7.5%
Total	9,353	9,793	- 4.5%
9 months			
Automobile	29,445	29,818	-1.2%
Sales Financing	1,445	1,445	0.0%
Total	30,900	31,263	-1,2%

* on a comparable structure to 2006