

# Q1 2008 Revenues

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**Senior Vice President Global Marketing**

# Agenda

- Introduction
- First quarter 2008 global sales volume
- First quarter 2008 group revenues
- Outlook and conclusion



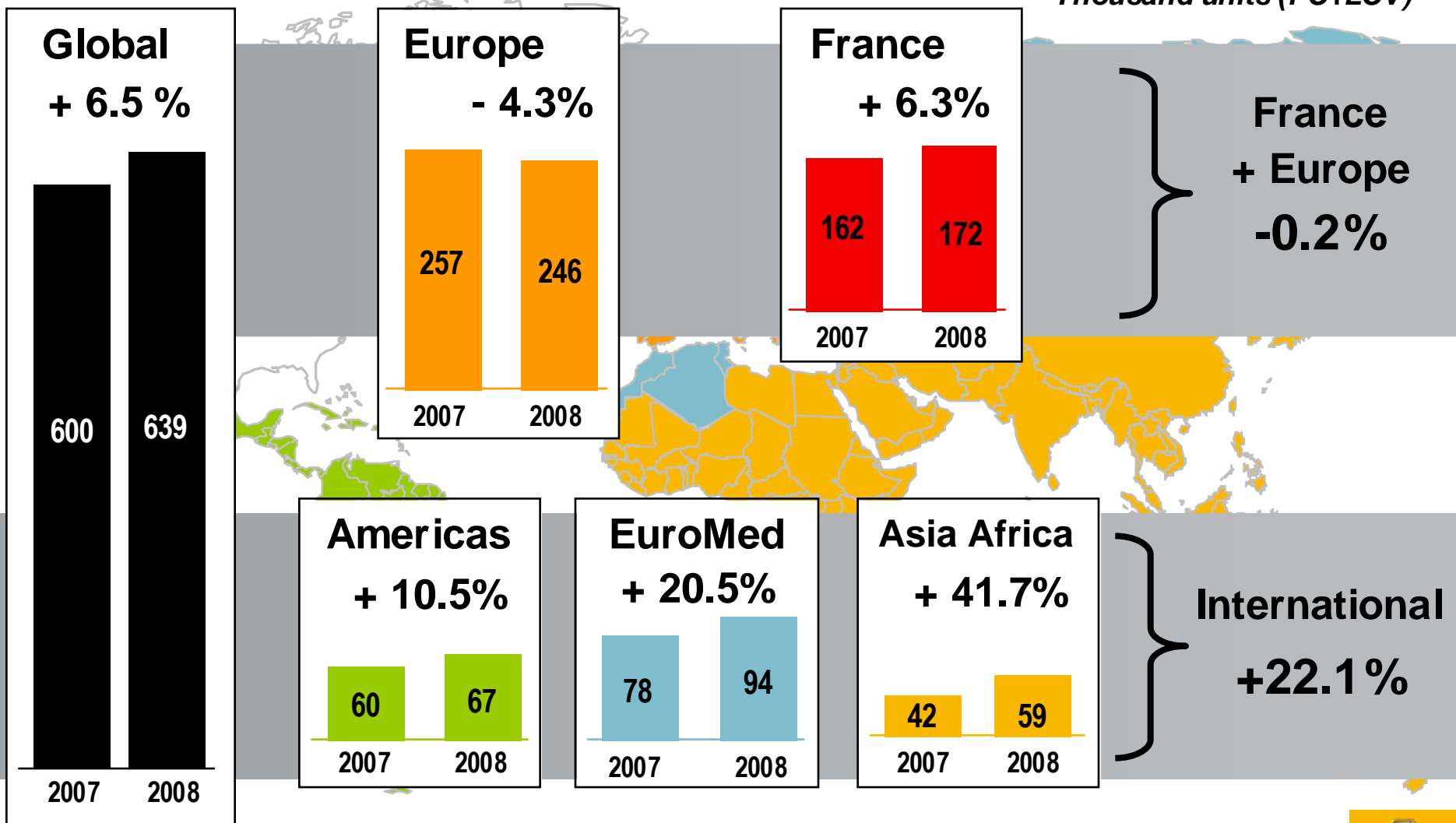
# Introduction

- Tough Economic Environment in Europe
- Continuous growth outside of Europe



# +39,000 CARS VS. 2007 AT THE END OF MARCH

Thousand units (PC+LCV)



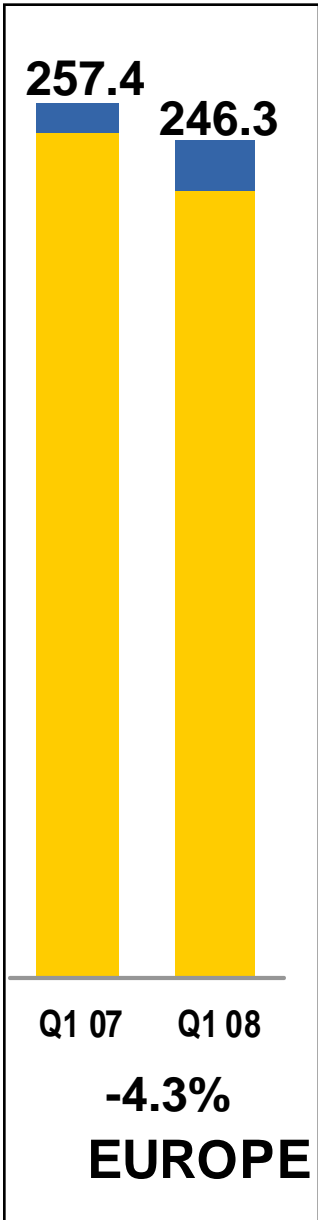
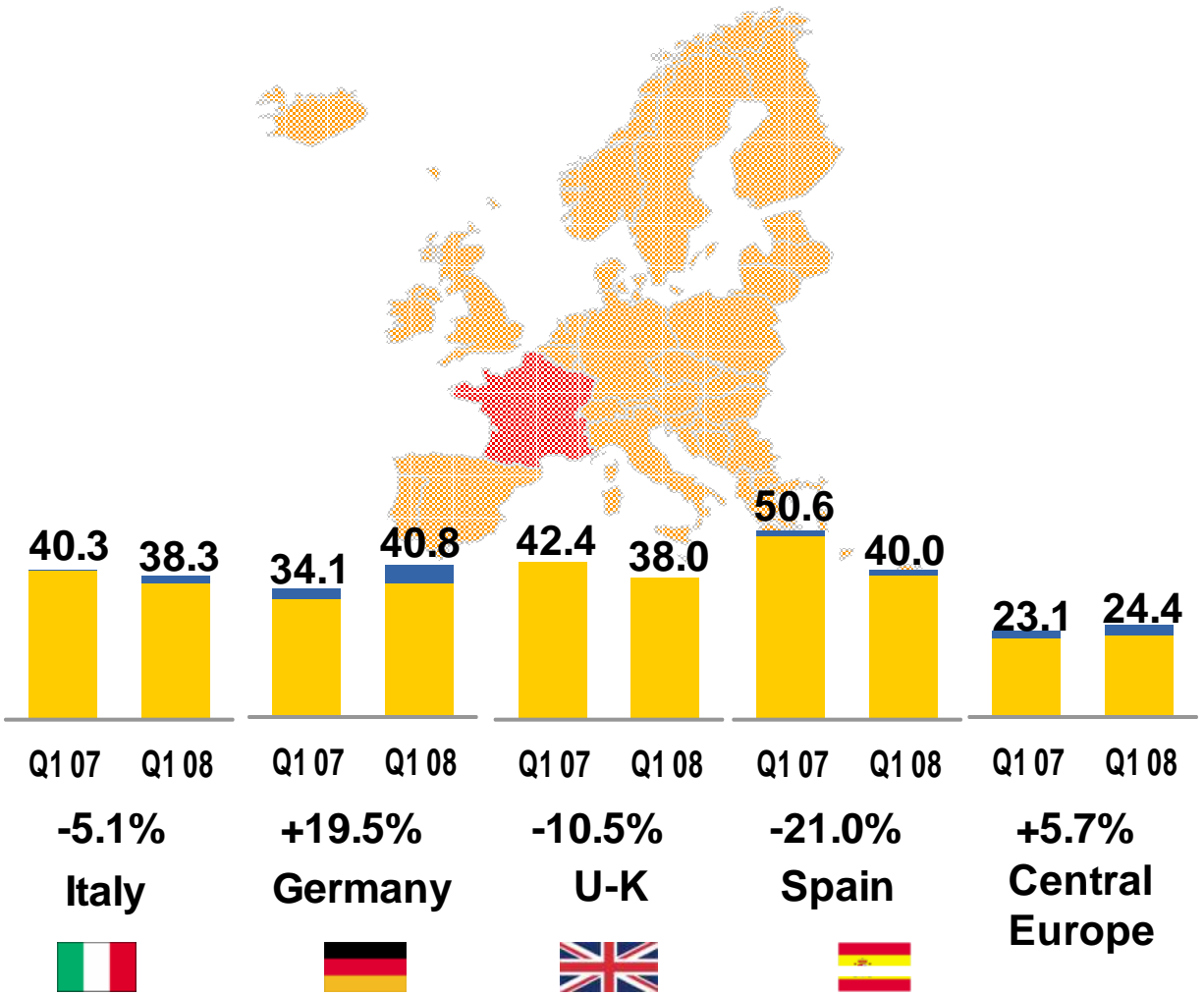
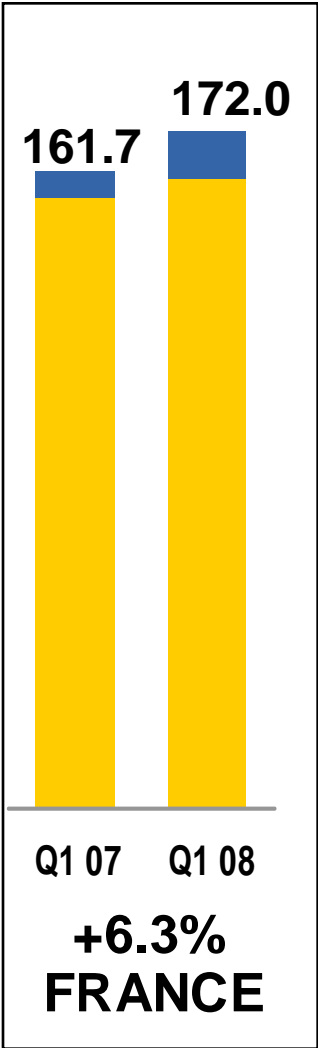
# Agenda

- Introduction
- First quarter 2008 global sales volume

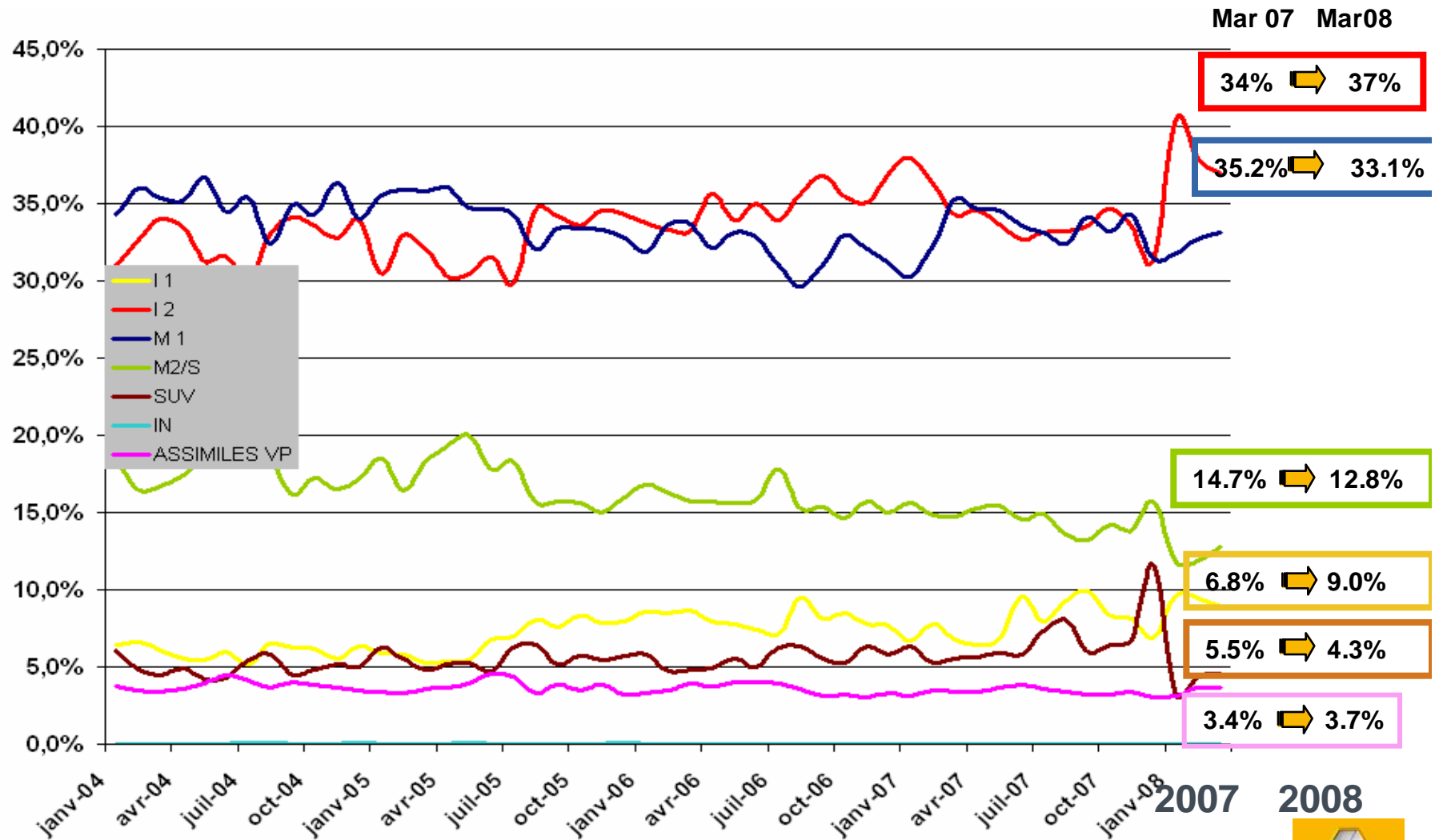


# Group sales in France + Europe

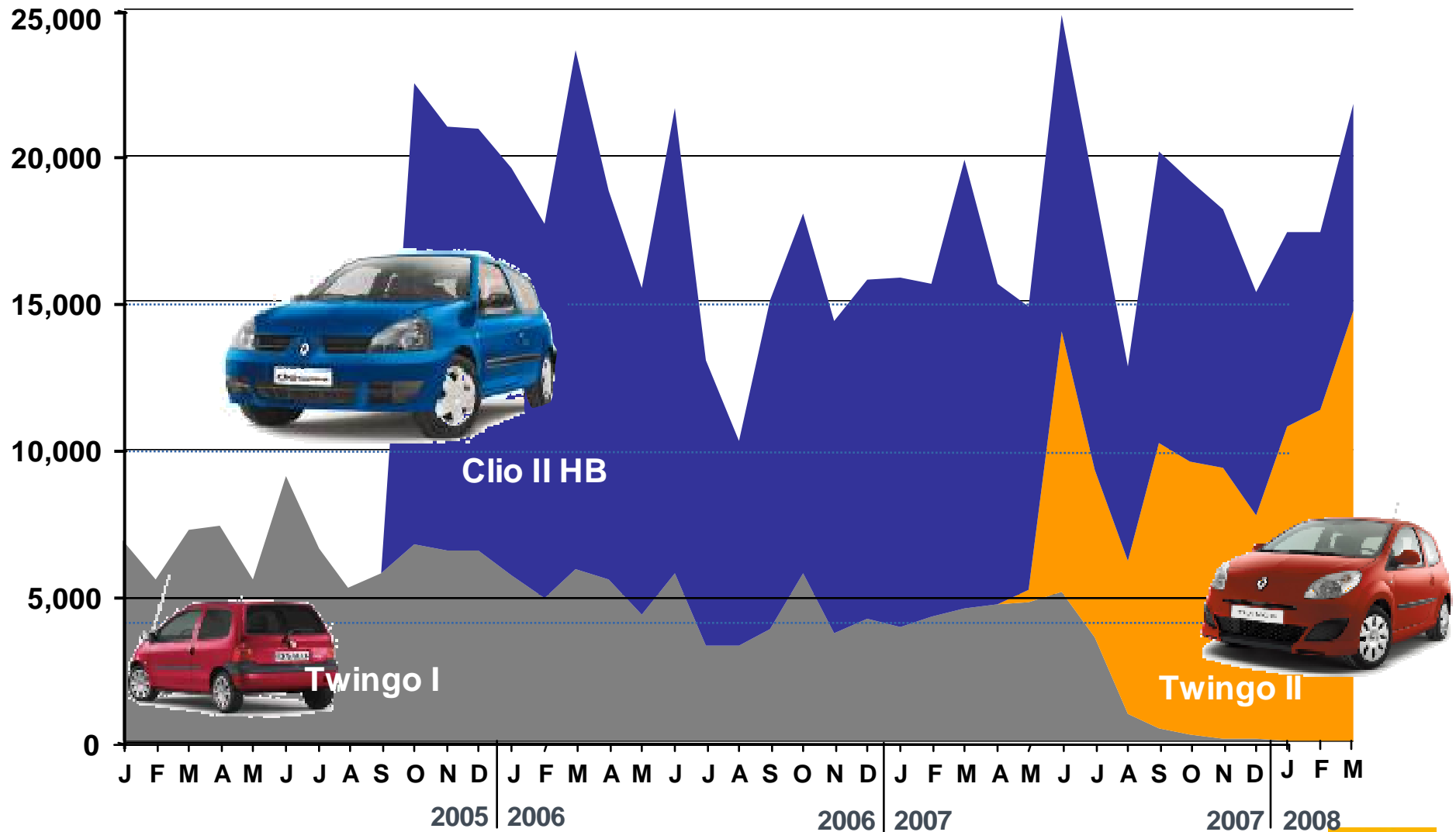
■ Renault brand 
 ■ Dacia brand  
 Thousands of units (Cars+LCVs)



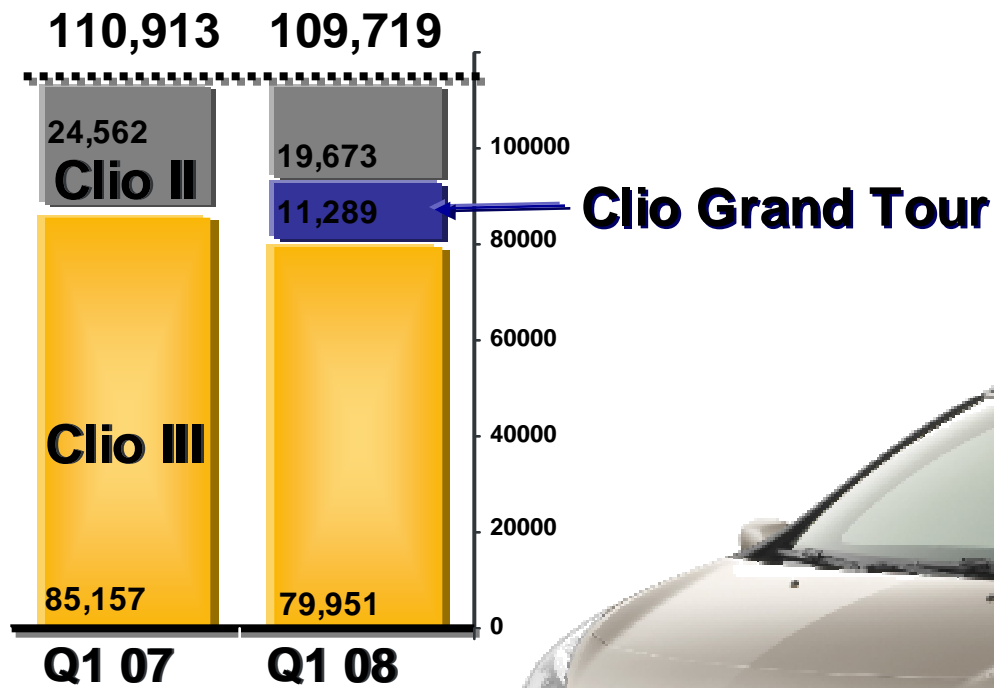
# THE BIG MIX SHIFT – French segment evolution



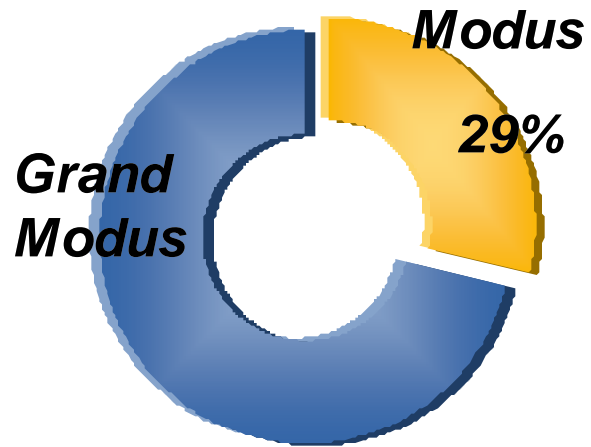
# RENAULT 'B' SEGMENT IN EUROPE



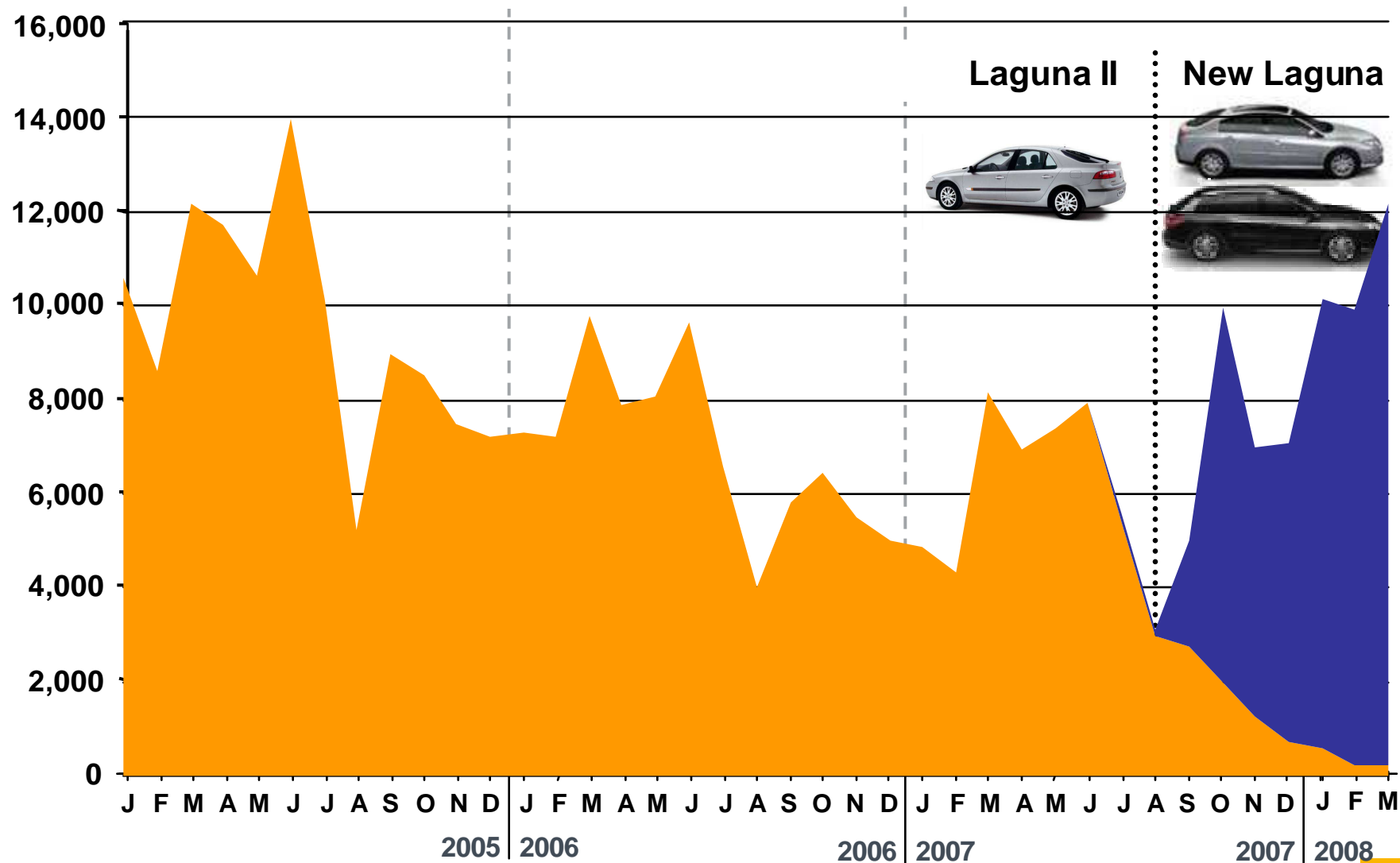
# Grand Tour – supporting Clio Mix



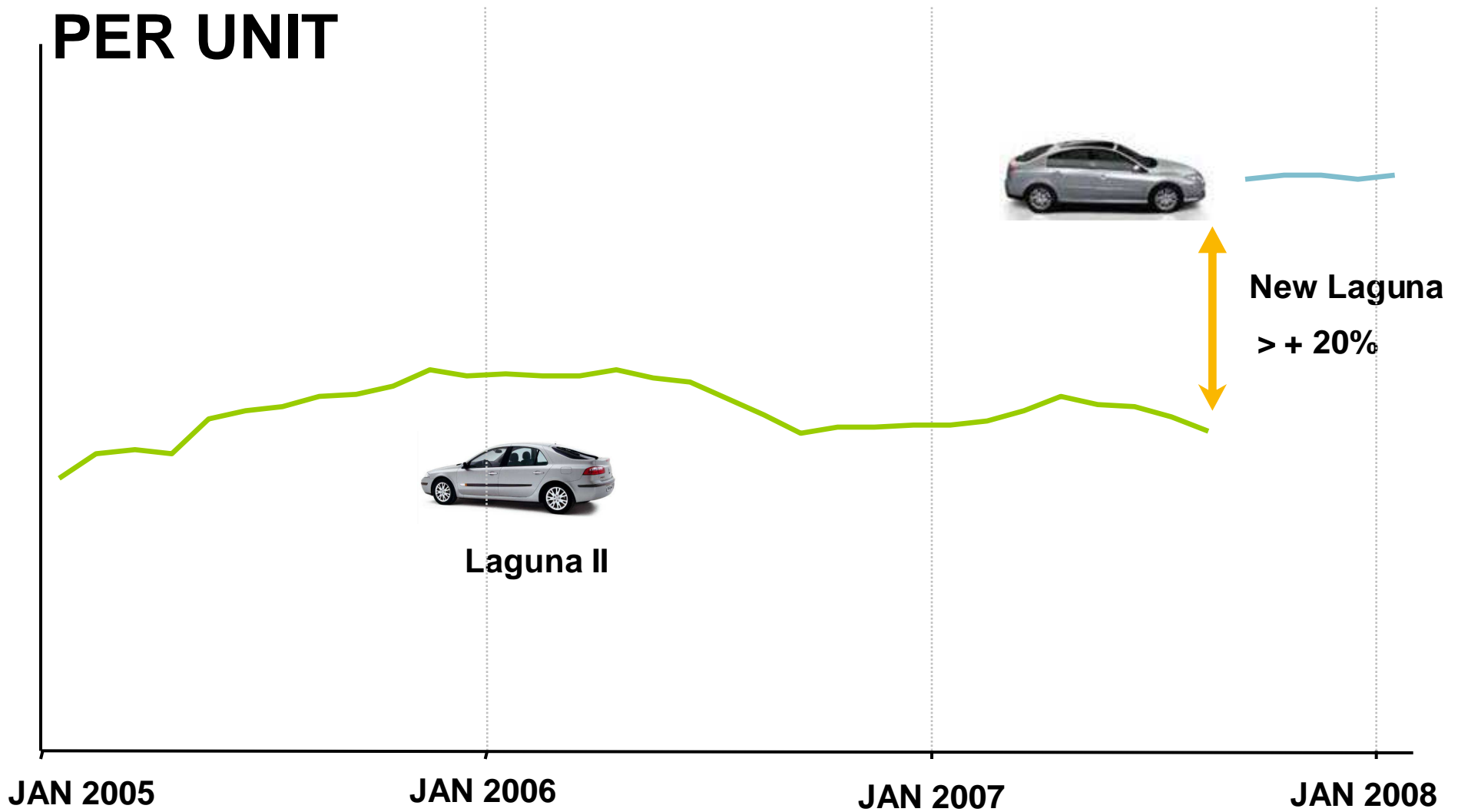
# New Modus and Grand Modus



# GLOBAL LAGUNA'S SALES



# LAGUNA'S EUROPEAN NET SALES REVENUES PER UNIT



# Laguna line expansion...

# GT

## **Laguna GT Estate & Hatchback** *(launched March 08)*



## **Laguna Coupe Concept** *(launched Q4 08)*

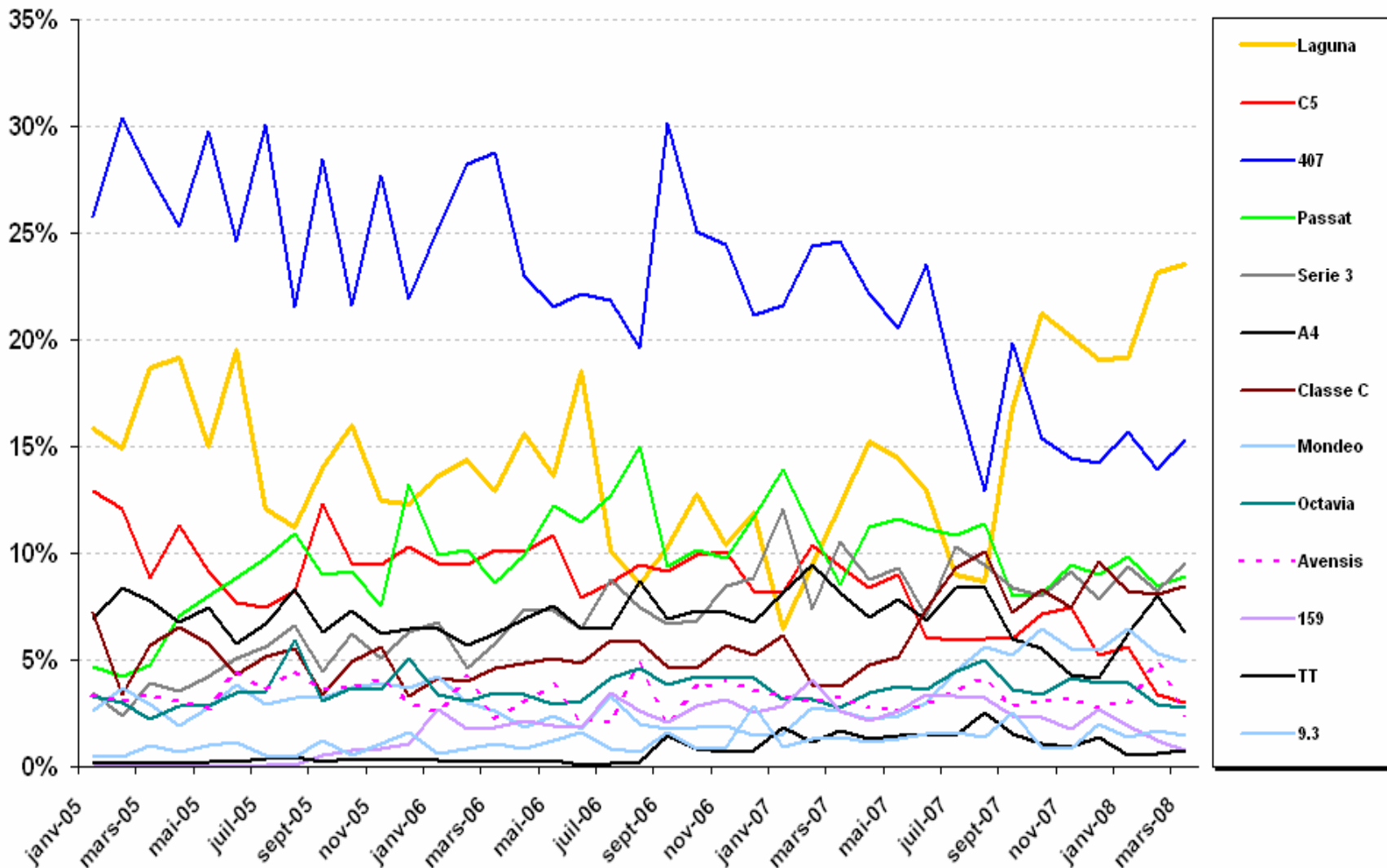
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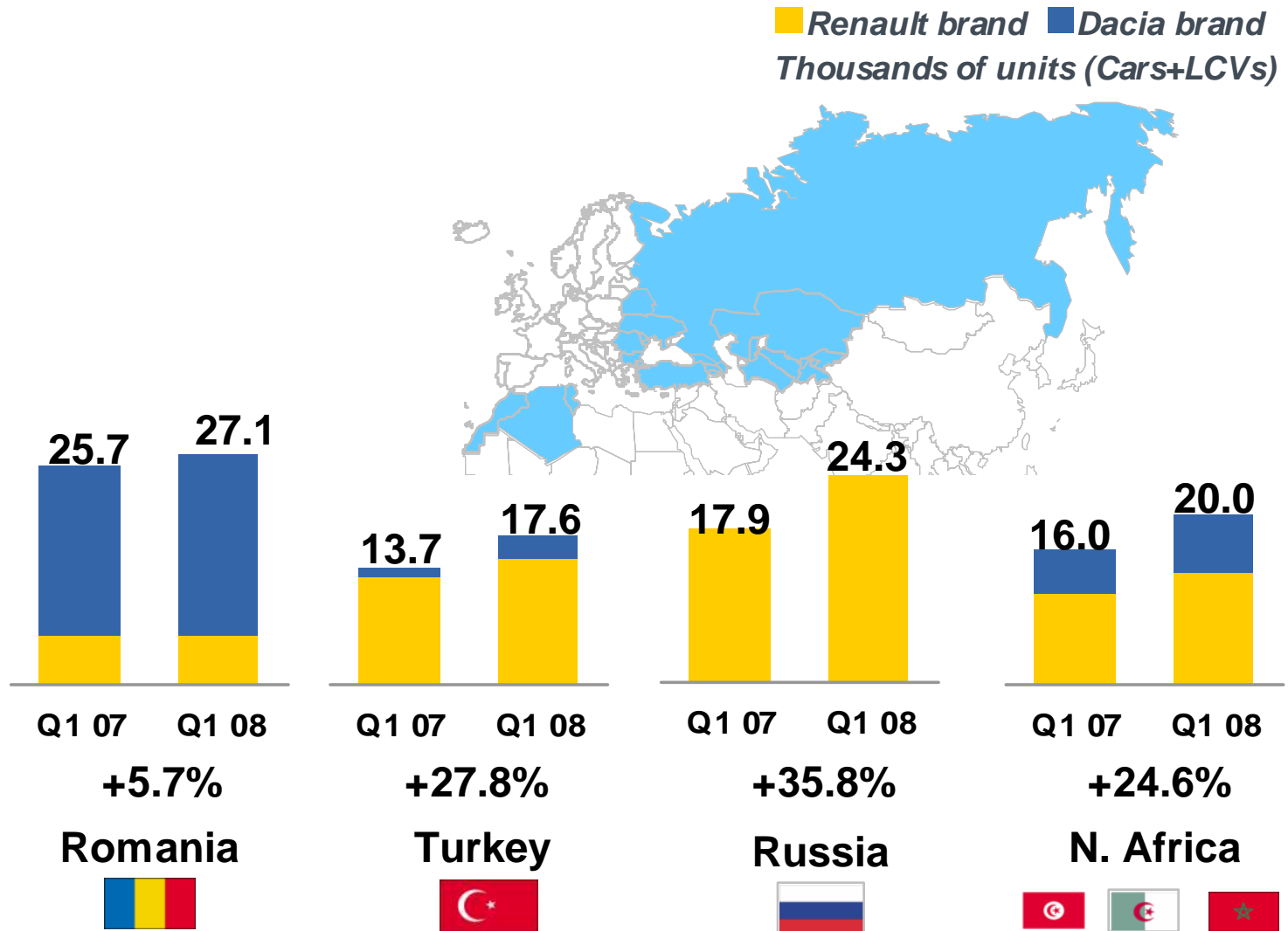
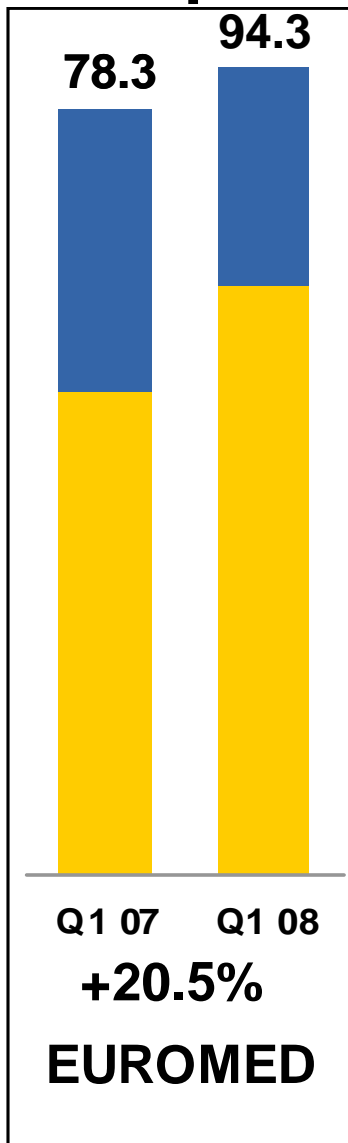
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# Evolution of D-Segment in France

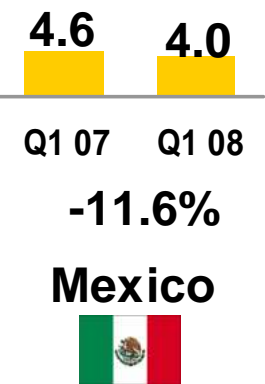
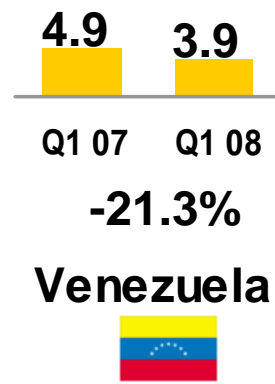
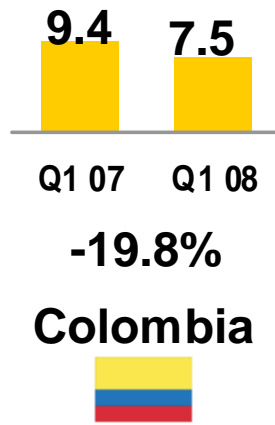
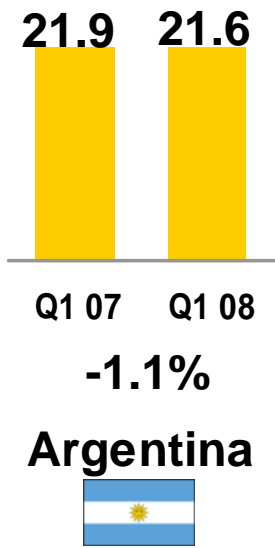
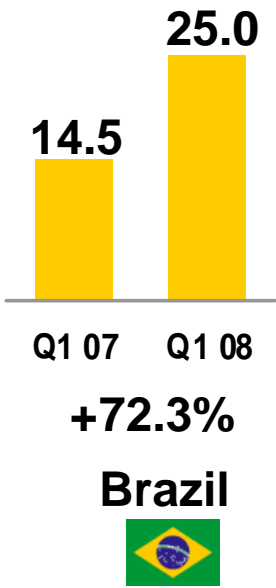
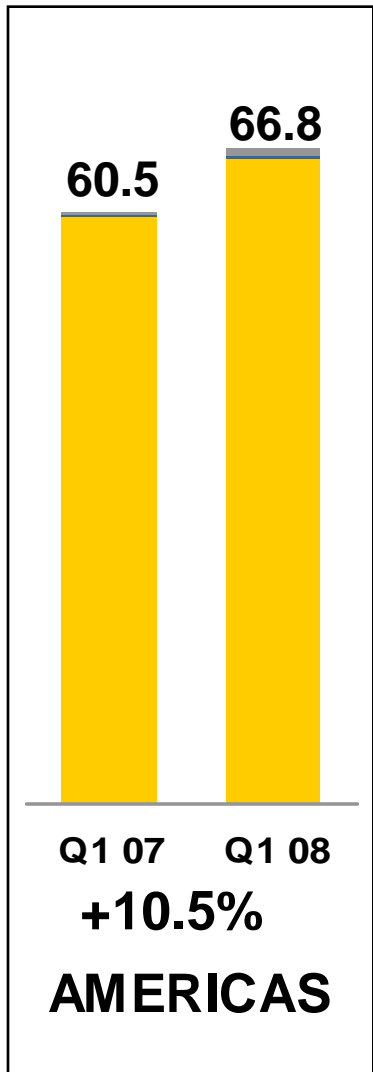


# Group sales in the Euromed Region



# Group sales in the Americas Region

■ Renault brand 
 ■ Dacia brand 
 ■ RSM brand  
 Thousands of units (Cars+LCVs)



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# Logan & Sandero

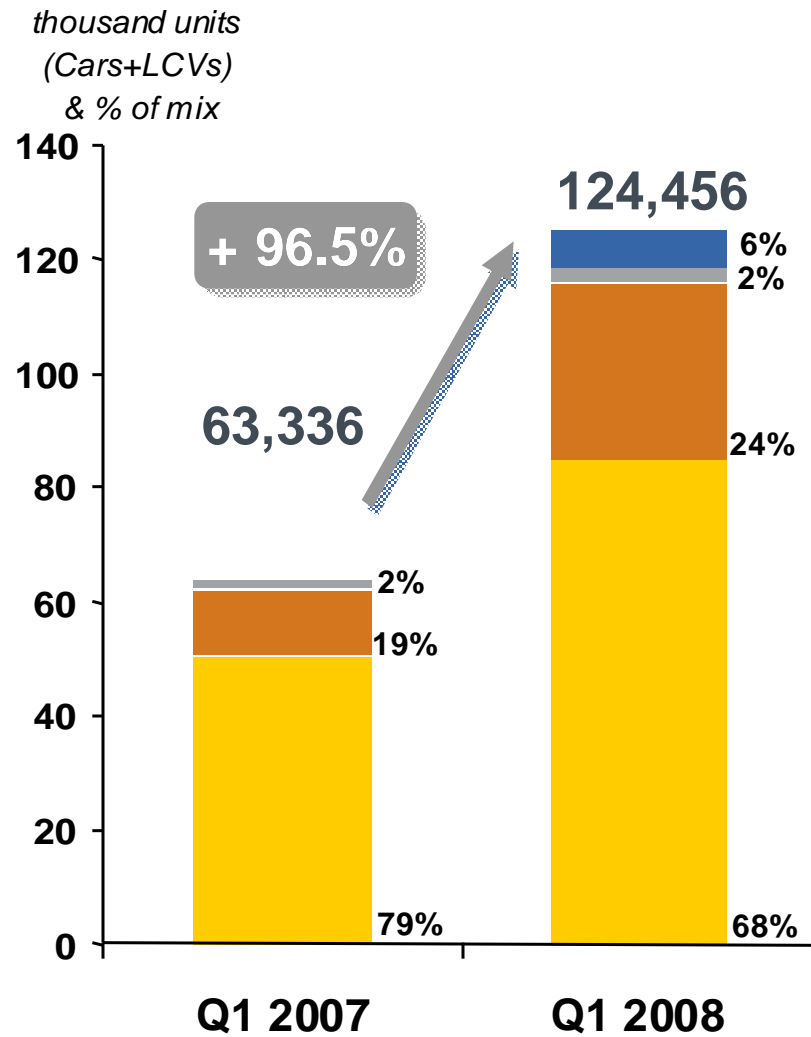
## Range extension

### Strong sales increase under both brands

- Sandero : 4<sup>th</sup> body built on same base
- Under the Renault brand
  - International development (Iran, India, Brazil)
  - Strong growth in Russia
- Under the Dacia brand
  - Logan MCV and Logan Van
  - Success of Diesel



# Logan worldwide sales



Sandero



Logan Van/Pickup

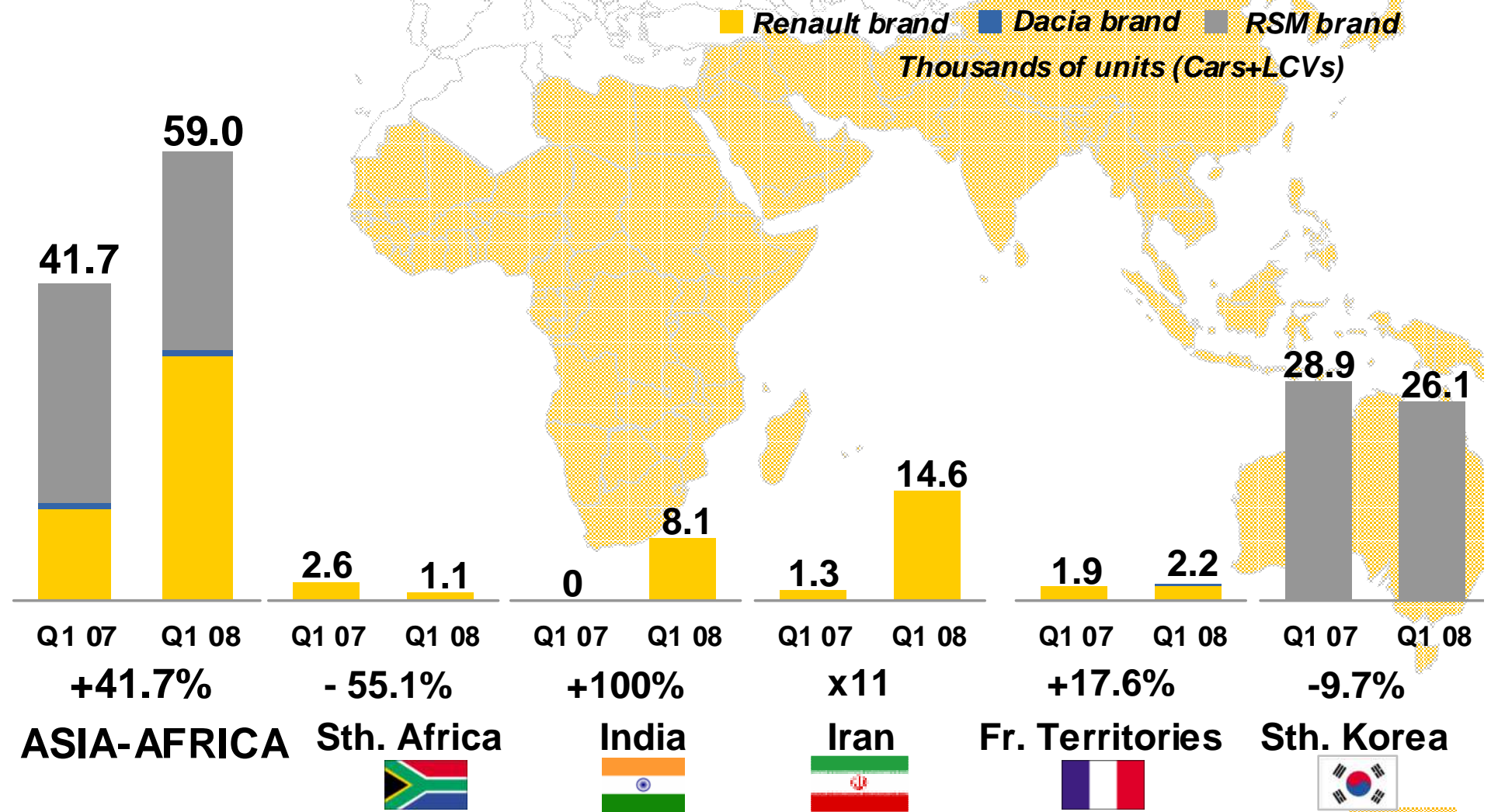


Logan MCV



Logan Sedan

# Group Sales in Asia Africa Region



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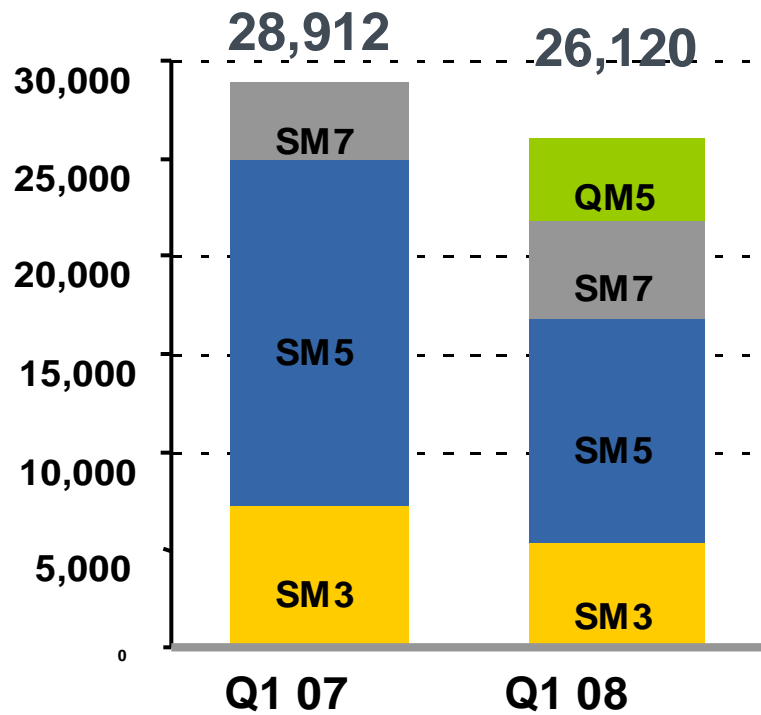
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# Renault Samsung Motors

thousand units



	Q1 07	Q1 08
SM3	7,250	5,337
SM5	17,678	11,521
SM7	3,984	4,959
QM5	0	4,303



# Renault Group LCV sales



**Master**

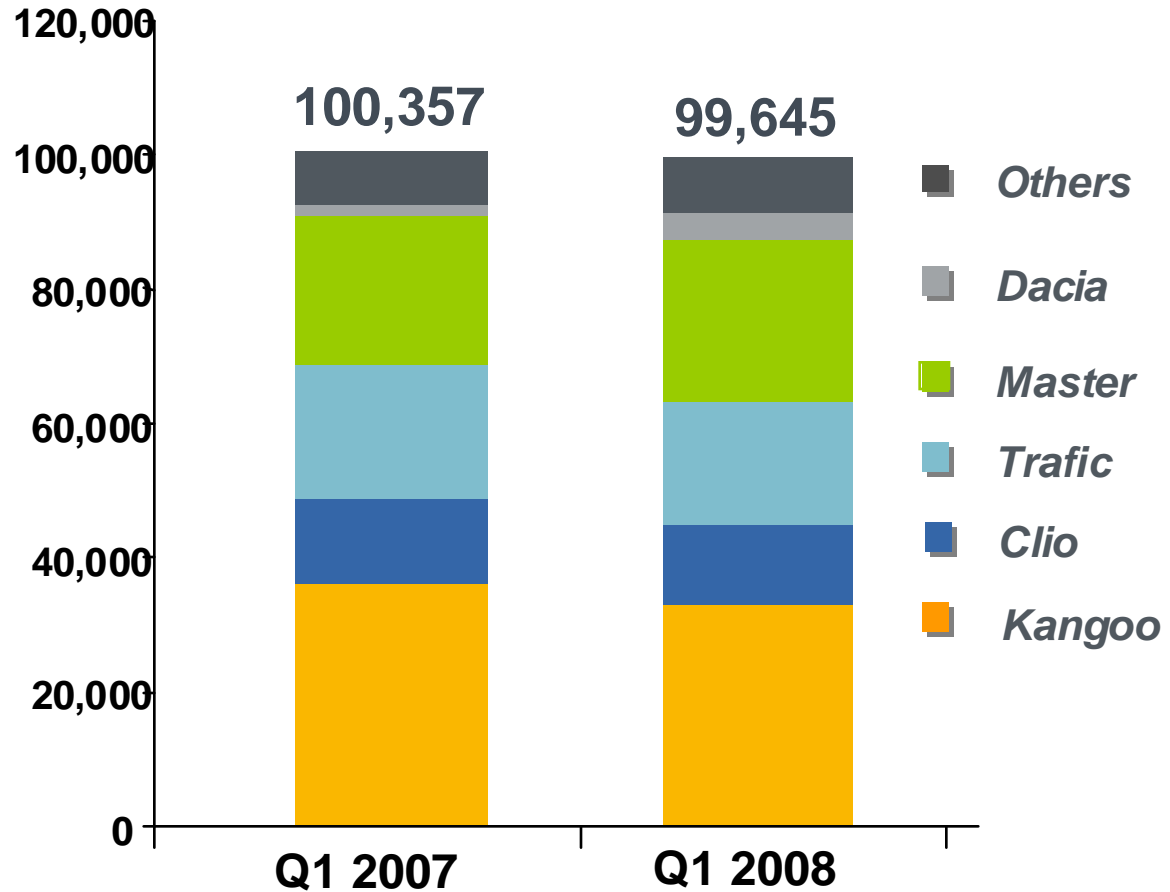


**Trafic**



**Kangoo Express**

*Global LCV  
thousand units*



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# Renault group

## Revenues by division Q1 YTD

<i>In million euros</i>	YTD 2007 Pro forma*	YTD 2008	Change (%)
Automobile	9,306	9,697	+4.2%
Sales Financing	487	506	+ 3.9%
<b>TOTAL</b>	<b>9,793</b>	<b>10,203</b>	<b>+ 4.2%</b>

\* 2007 data has been restated on a consistent basis

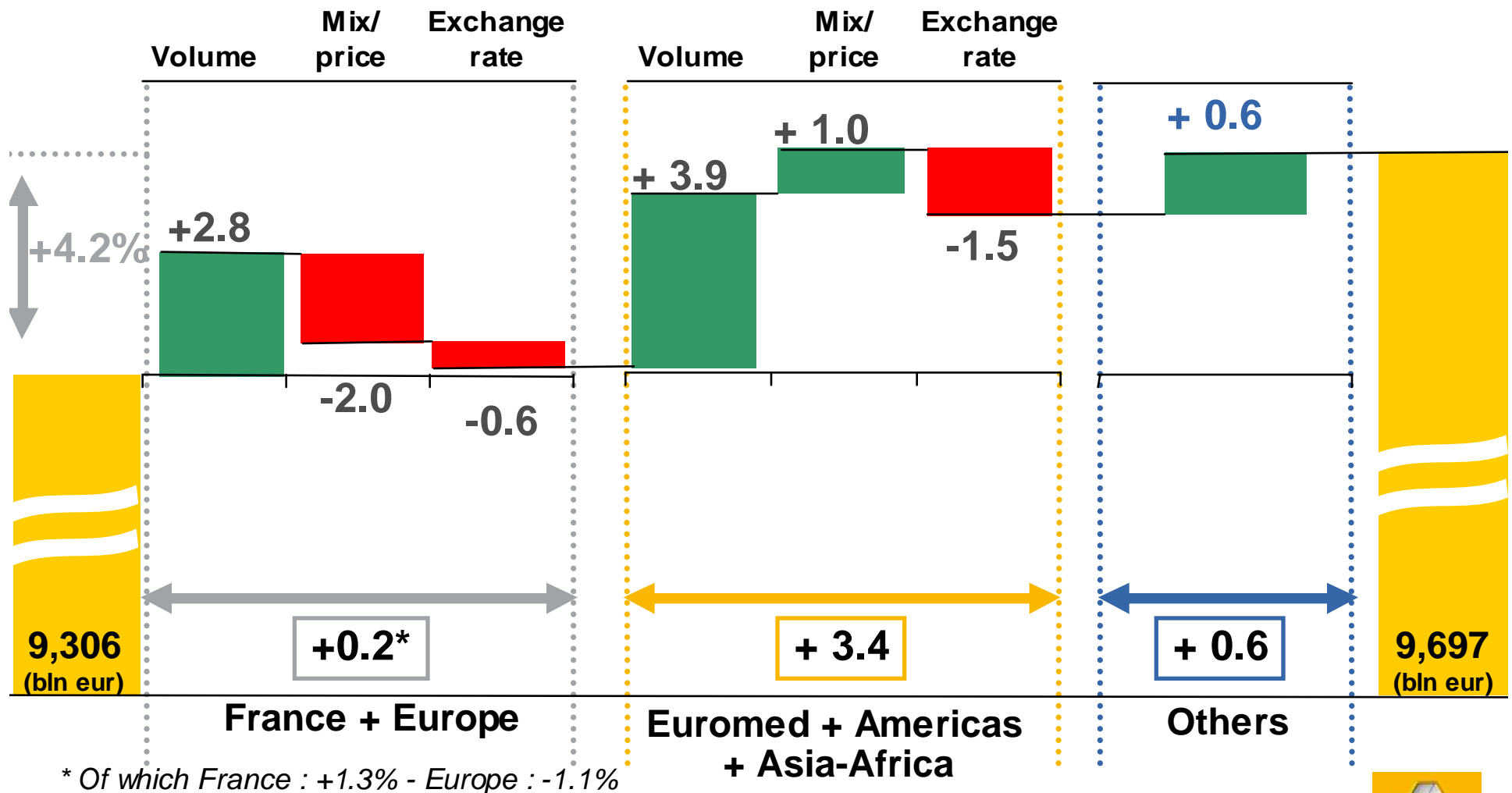
# Q1 change in consolidation

*In million euros*

	<b>31/03/2007 Published</b>	Change in Perimeter / Consolidation <sup>(1)</sup>	<b>31/03/2007 Pro forma</b>
<b>Automobile</b>	<b>9,778</b>	-472	<b>9,306</b>
<b>Sales Financing</b>	<b>478</b>	9	<b>487</b>
<b>TOTAL</b>	<b>10,256</b>	<b>-463</b>	<b>9,793</b>

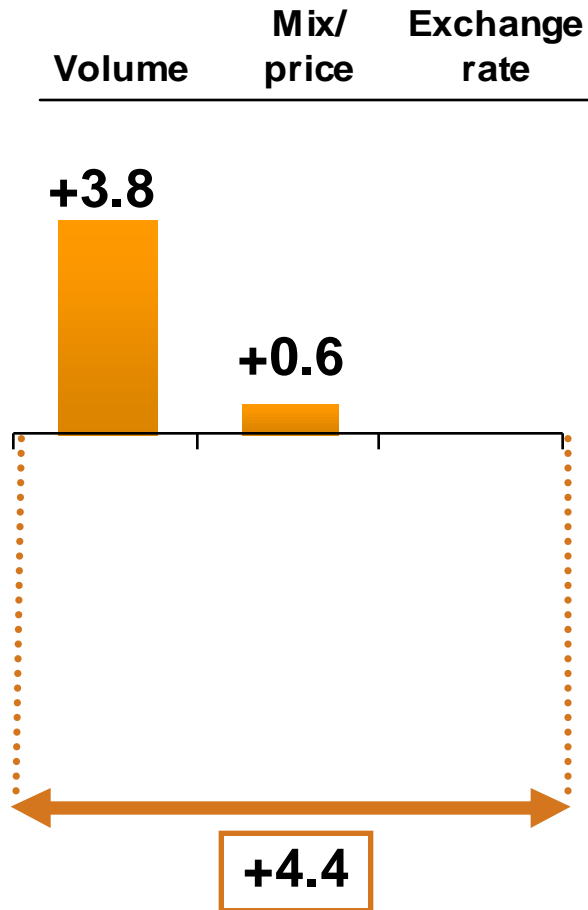
# Automobile division revenues up 4.2% in Q1'08

## Contribution to the change (as a %) in revenues



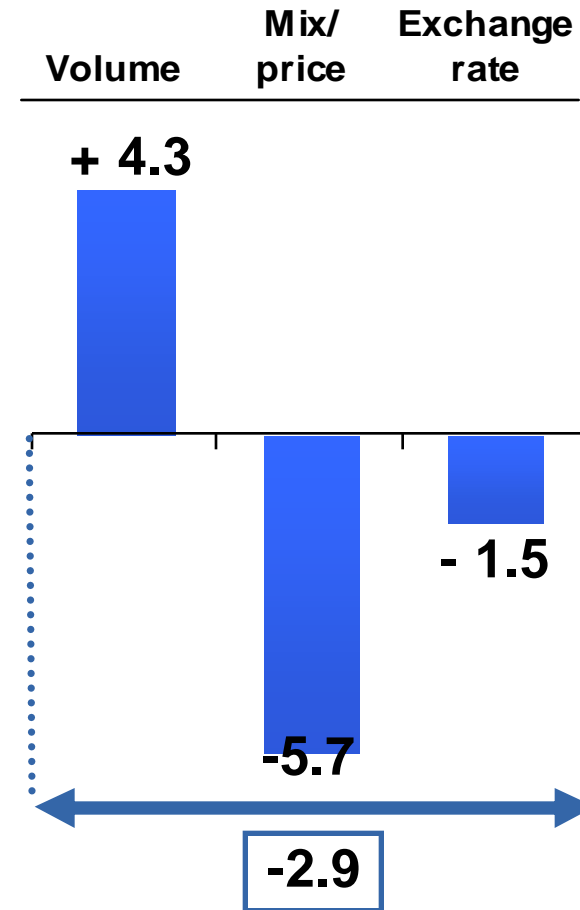
# France vs. Europe : a contrasted situation

## Change in revenues Q1 08 vs Q107 in France and Europe



**France**

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**Europe**

Q1 2008 REVENUES - CONFERENCE CALL



# Logan steady growth – Steady revenues

- Strong transaction price evolution (Sedan)

(euro)	2006	2007	Q1 2008
France:	~10,500	~10,600	~10,900
Romania:	~ 8,200	~ 8,400	~8,500
Russia :	~8,700	~8,800	~8,800



- Wagon ~ 2500 euros higher than sedan



- Sandero ~10% higher rev/unit than sedan (Americas region)

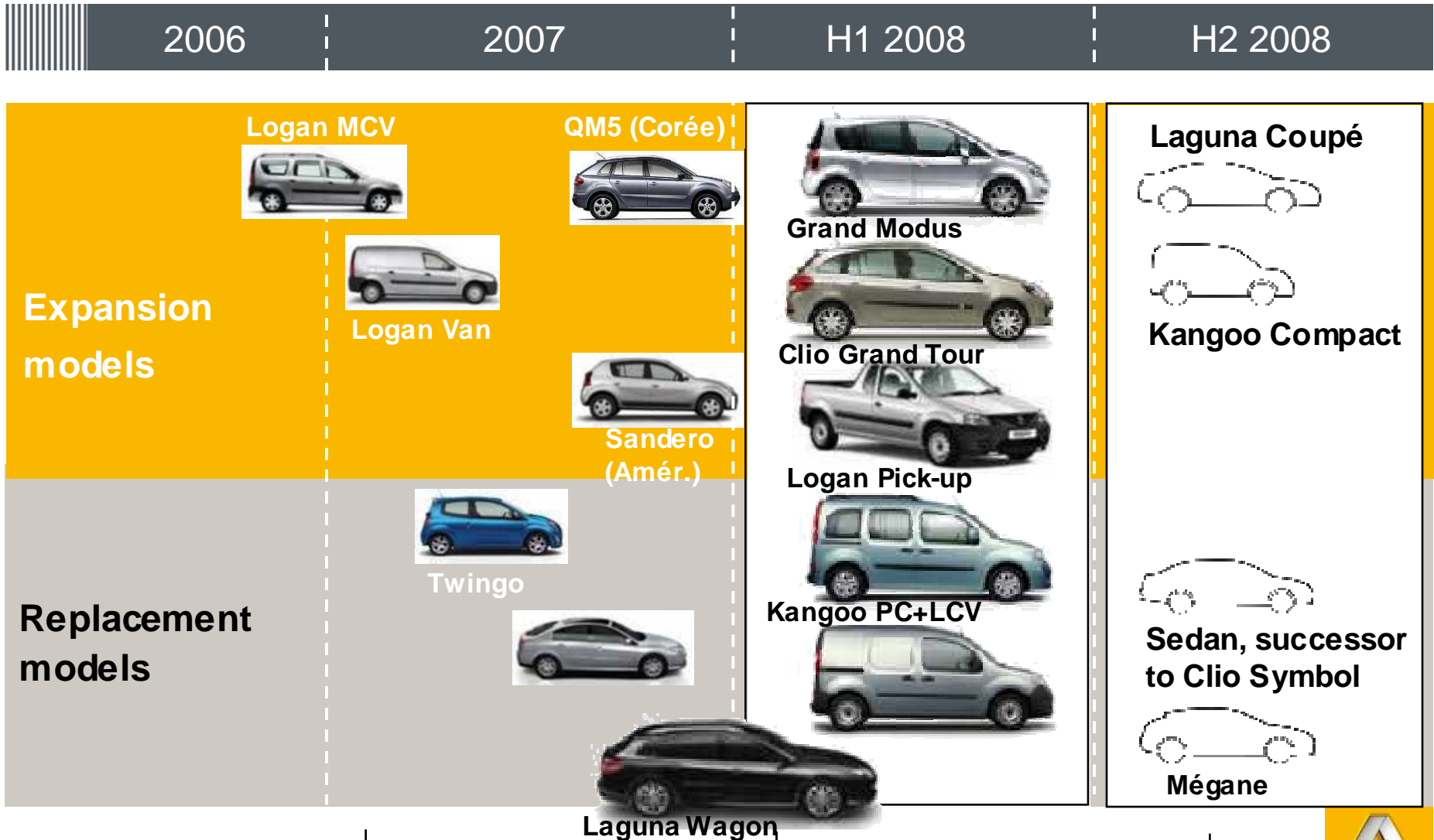


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# THE PRODUCT OFFENSIVE 2006-2008



# ***New Mégane Concept***



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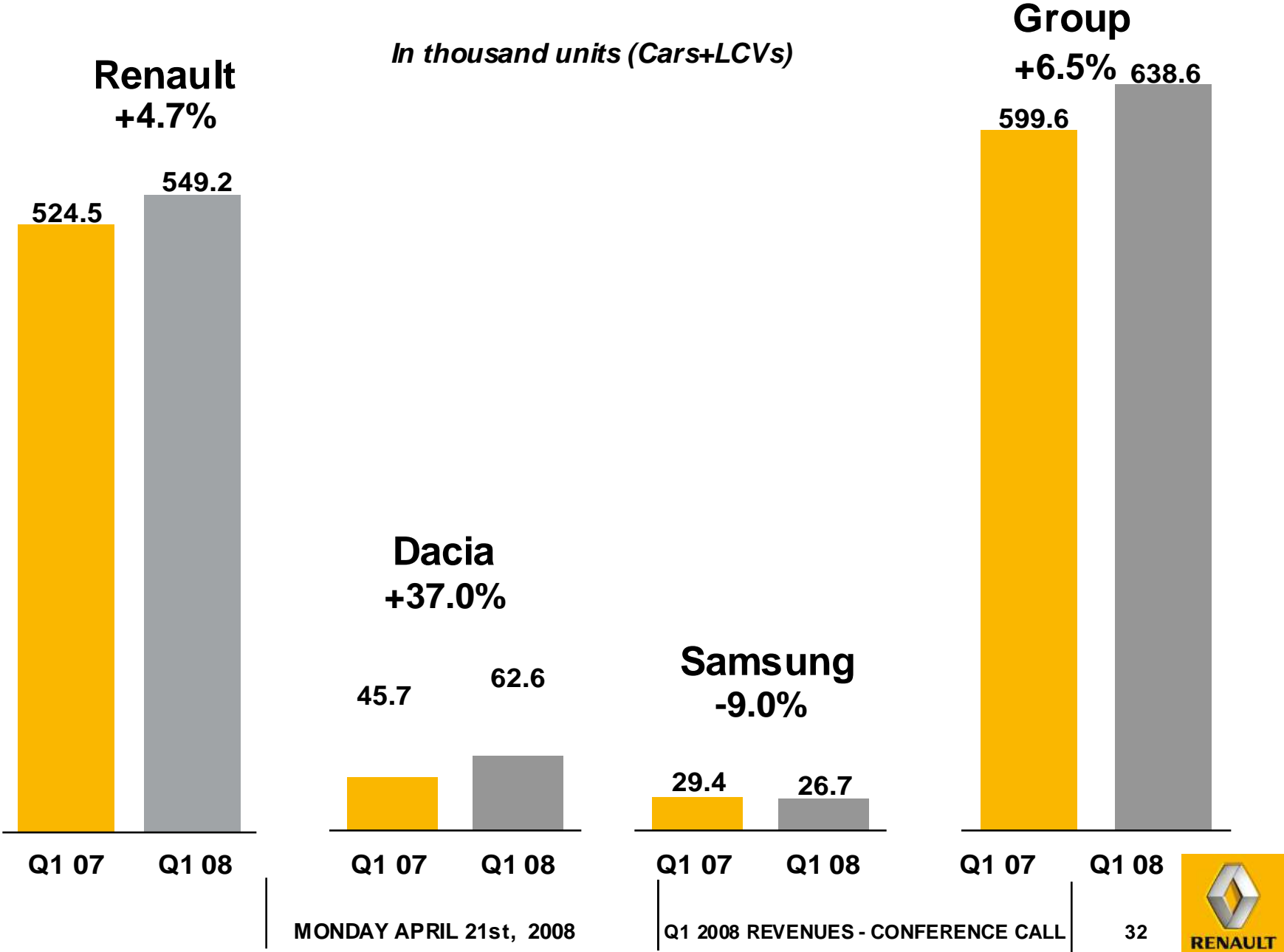
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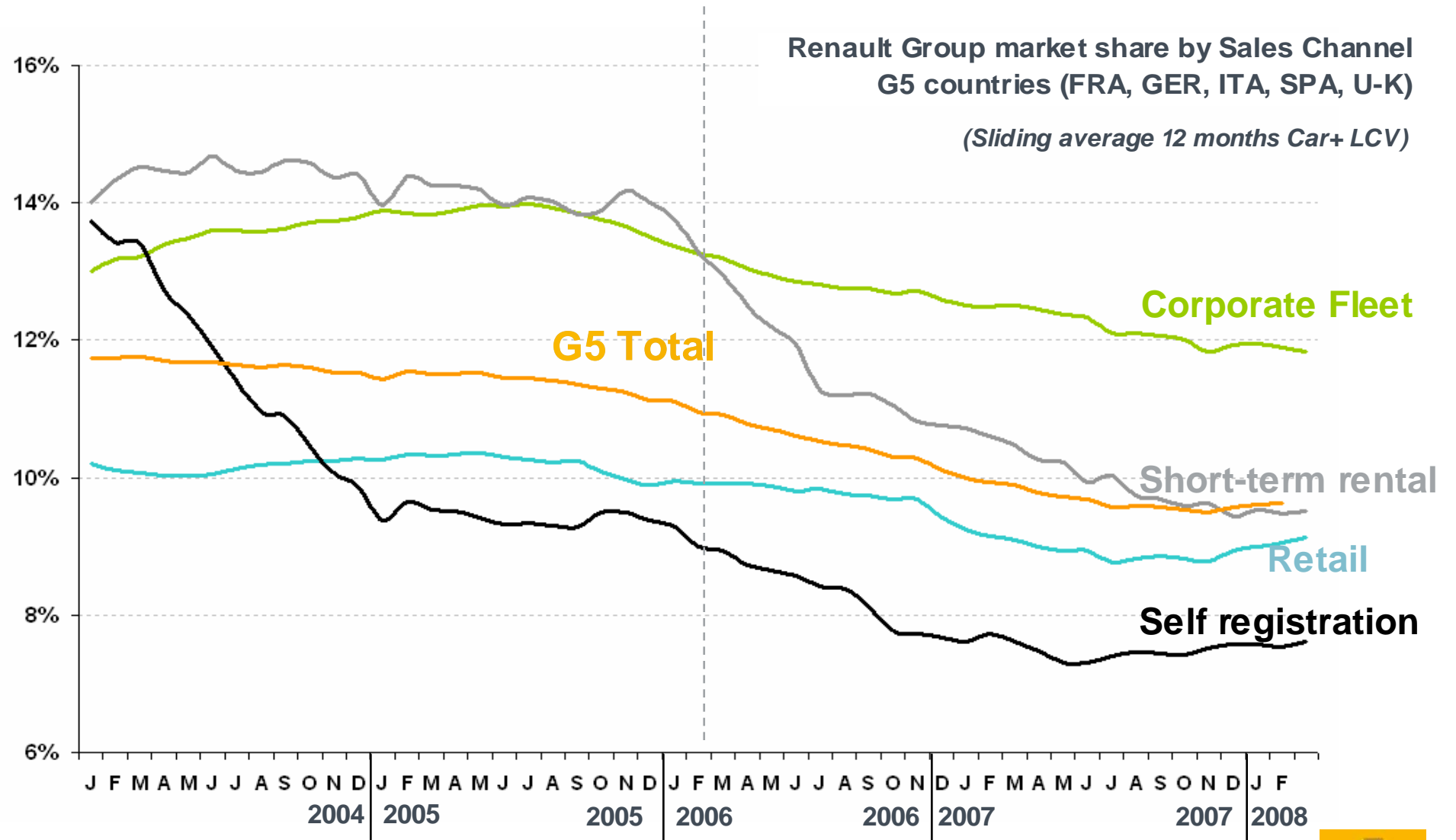
# OTHER SLIDES



# Renault group worldwide sales up 6.5% to 639 k units YTD

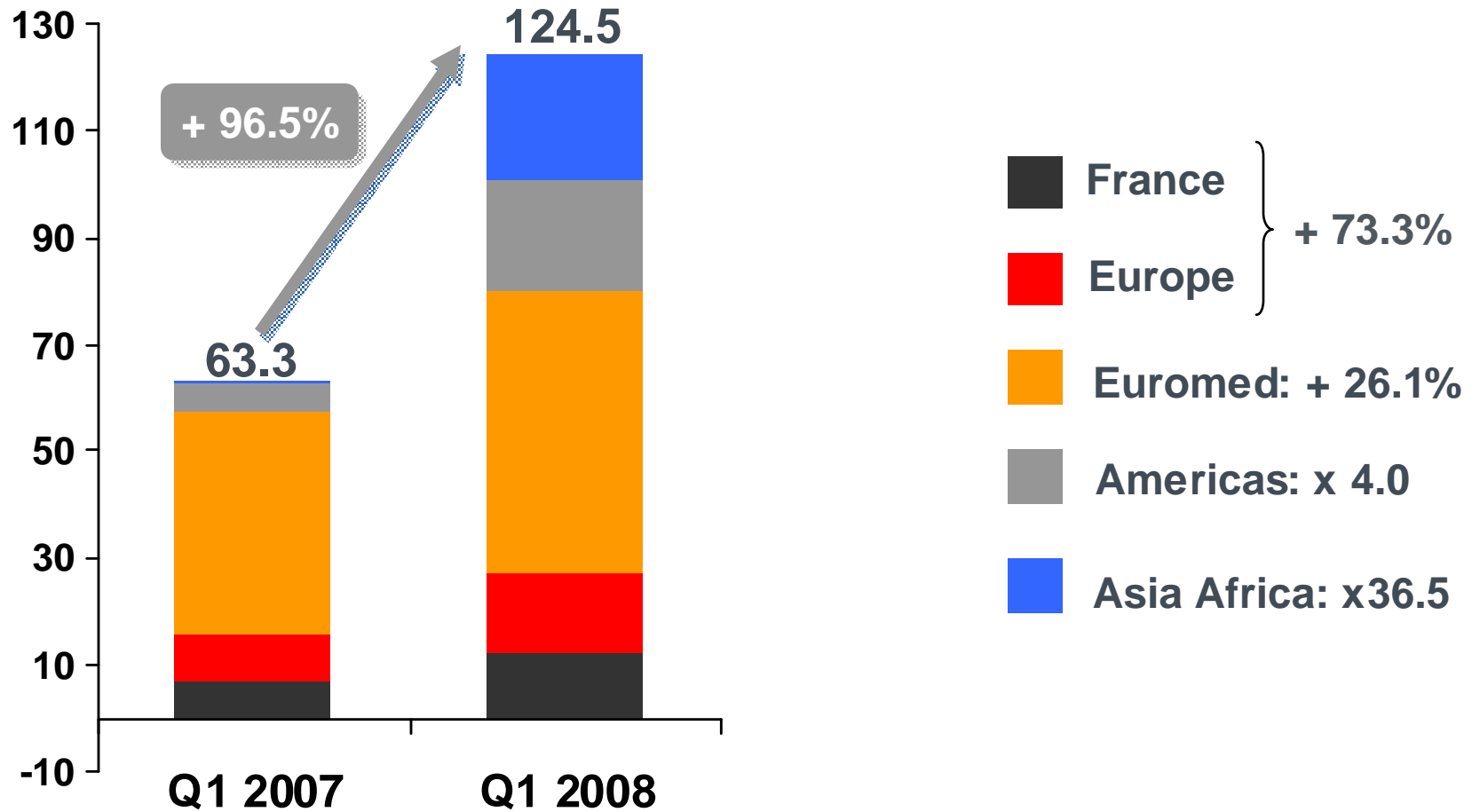


# SALES CLEANING COMPLETED : Stable channel mix



# Logan worldwide sales by region

Thousands of units (Cars+LCVs)



# DACIA STRIKE

## STATUS AND OUTCOME OF THE NEGOTIATION

- **Average raise of salary: 28 % (excluding bonus)**
- **Cost of the strike: 13 millions euros**
- **Manufacturing outfalls:**
  - Production of Pitesti plant in February 2008=1300 vehicles / day
  - Days of strike: 15
  - Thanks to the constitution of stocks from January to March 2008, the production loss is only 7800 vehicles
  - Action plan to recover these production loss :
    - Days-off initially planned in April are canceled
  - 2008 production commitment of Pitesti is confirmed : 320 000 units
- **Production restart without difficulties on April 14 and back to full pace on April 17. No delays on Sandero launch.**

# Full speed in International expansion

## RUSSIA: AvtoVaz (Lada) & Renault



### #1 Automaker in Russia

- Lada holds 30% of the market
  - 710K units in 2007
- Togliatti plant:
  - approx. 1 million units capacity



### Synergies:

- Technology and R&D
- Engineering
- Purchasing and supplier development
- Product development

### Light Vehicle Sales in Russia

