

# Renault group Revenues



End September 2006



RENAULT

Thierry Moulonguet, CFO  
October 25th, 2006



Formula 1

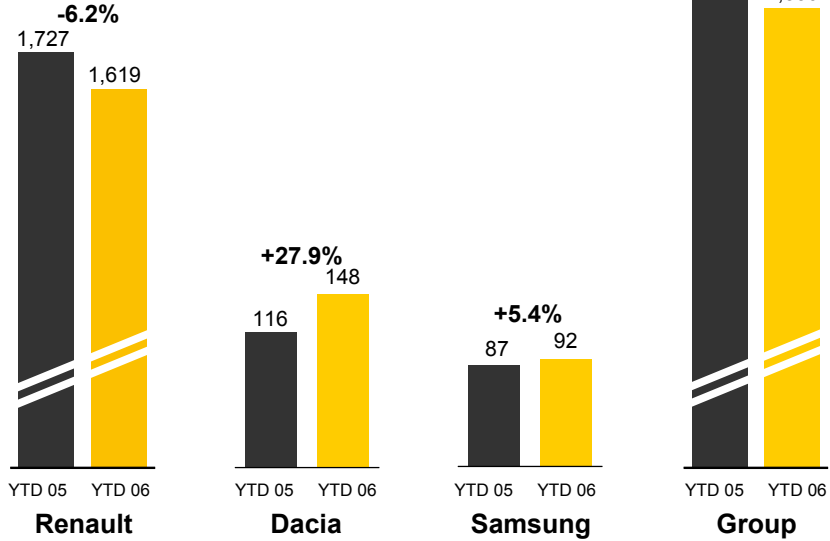


- **Reliability** and **quality** shared in F1 and by Renault's series produced vehicles
- 63% of the general public believes that Renault's world titles are a sign of the brand's reliability, quality and its technical edge
- Renault triumphed with only the 5th-largest budget on the starting grid



## Renault group worldwide sales down 3.6% to 1,859K units YTD

In thousand units  
(Cars+LCVs)

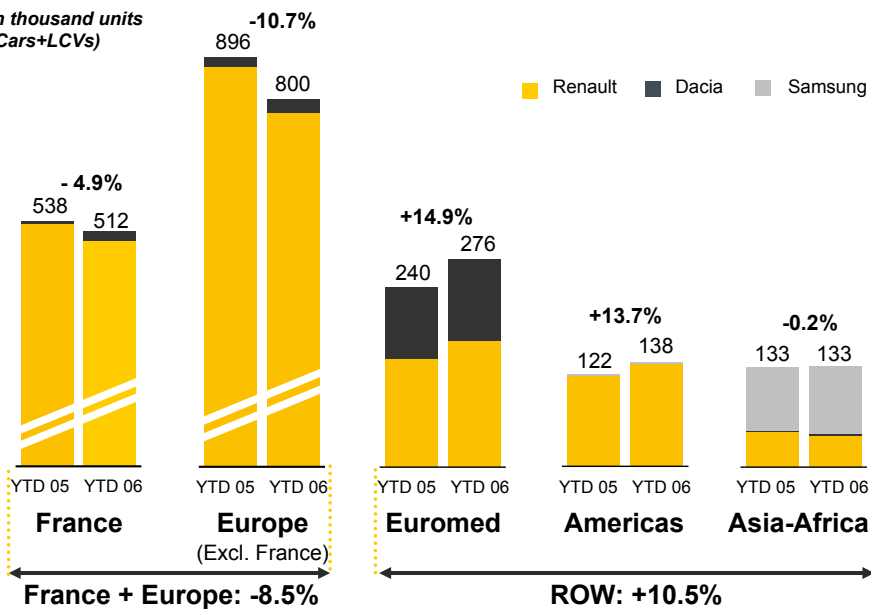


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## Renault group worldwide unit sales down 3.6% YTD

In thousand units  
(Cars+LCVs)

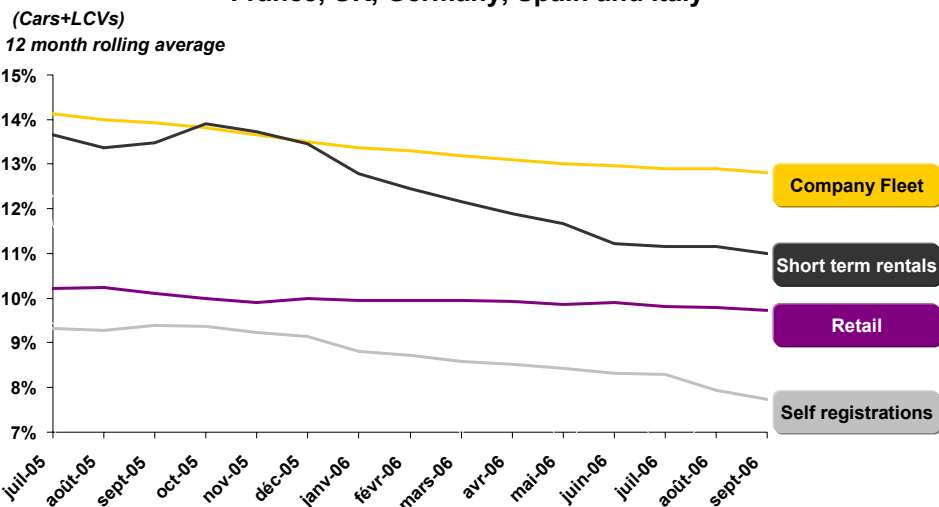


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## Selective commercial policy

### Renault group market share by customer channel in France, UK, Germany, Spain and Italy

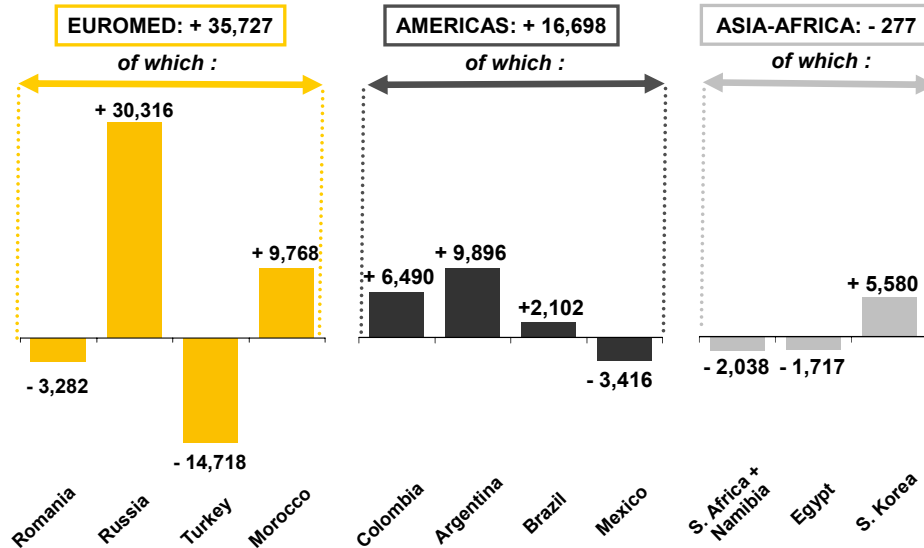


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## Group sales outside France & Europe Regions up 10.5 % or + 52,148 units YTD

Change YTD 2006 / YTD 2005 – In units (Cars+LCV)

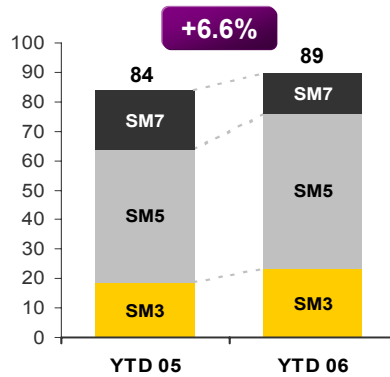


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Cars in thousand units

Samsung unit sales in South Korea



YTD change in consolidation

In million euros

	30/09/2005 Published	Change in Perimeter / Consolidation <sup>(1)</sup>	30/09/2005 Pro forma
Automobile	29,450	368	29,818
Sales Financing	1,416	29	1,445
<b>TOTAL</b>	<b>30,866</b>	<b>397</b>	<b>31,263</b>

<sup>(1)</sup> Change in perimeter / consolidation

- Consolidation of 24 REAGROUP entities
- Consolidation of Renault South Africa and its subsidiaries
- For RCI bank the revenues proforma are incremented by the revenues from RCI Finance CZ sro, RCI leasing CZ sro, RCI Finance SK and RCI Bank Polska



## Renault group Revenues by division YTD

In million euros

	YTD 2005 Pro forma*	YTD 2006	Change (%)
Automobile	29,818	29,455	-1.2%
Sales Financing	1,445	1,445	+0.0%
<b>TOTAL</b>	<b>31,263</b>	<b>30,900</b>	<b>-1.2%</b>

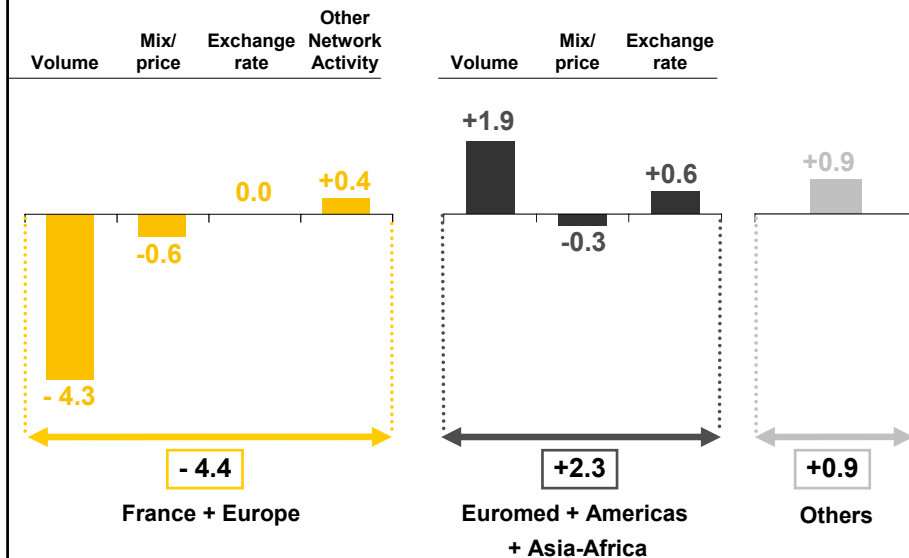
\* 2005 data has been restated on a consistent basis

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## Automobile division revenues down 1.2% YTD

Contribution to the change in revenues



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An exclusive **triple offering** in the compact MPV segment:



- 5-seat New Scénic
- 7-seat Grand Scénic
- Plus 5-seat Grand Scénic, which boasts class-topping boot and stowage capacity

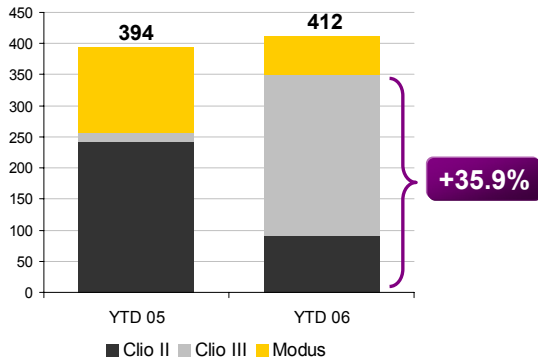
Modernization of the New Scénic line-up:

- Styling changes: revised line and new trim levels
- Comprehensive choice of powerplants:
  - Four diesel engines equipped with common rail technology
  - Four 16-valve petrol engines
  - Range of transmissions includes the new Renault-Nissan Alliance-developed AJ0 six-speed transmission
- New features: Carminat Satellite Navigation and Communication system, rear and front parking assist system...

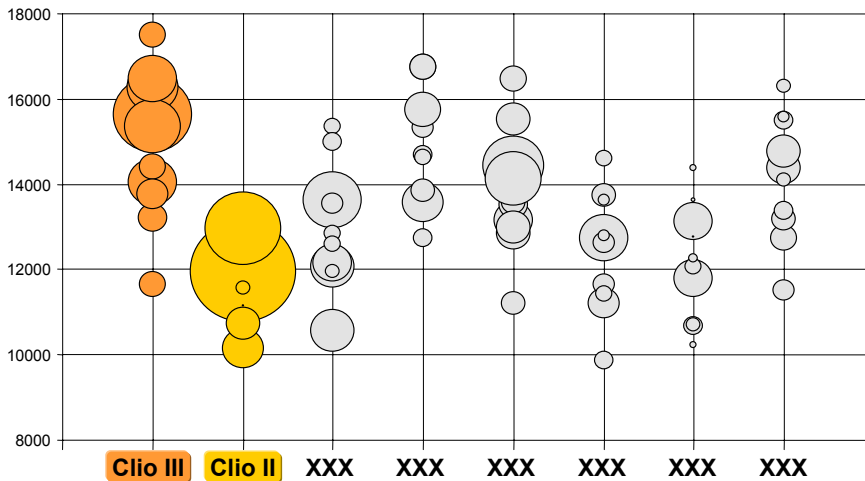


Renault's offer in the B Segment  
in France + Europe:  
Clio II (incl. Thalia), Clio III & Modus

Registrations in thousand units – Cars

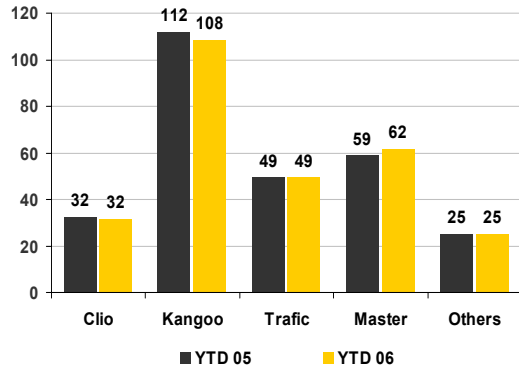


Transaction Prices and Sales  
from Jan. to June 2006, France, B Segment





## Renault brand LCVs 276K unit sales worldwide YTD

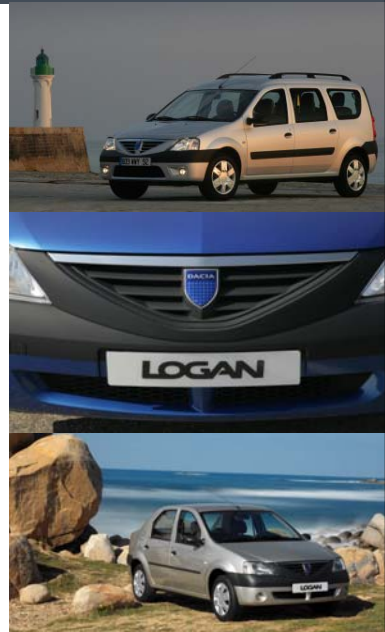
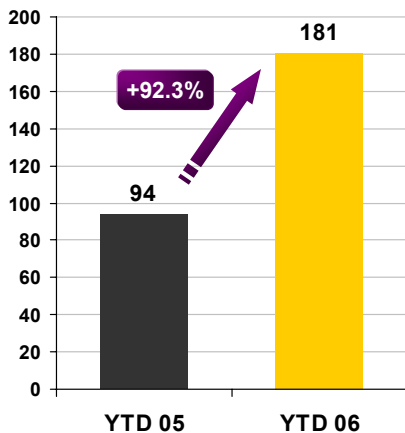


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## Logan worldwide sales YTD

*In thousand units*





## Worldwide deployment of the Logan project



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## Alliance

- RNPO: 75% of the total purchases of Renault & Nissan
- From common platforms...
- ... to “Interchangeable component”:
  - Greater flexibility for vehicle and market differentiations
  - Scope is expanding (Interchangeable components opportunity is a half of vehicle cost & the number of models using interchangeable components is increasing)
  - Interchangeable components strategy will provide more than 500 M€ / year (2010 and after).

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# Renault group Revenues Q3 2006

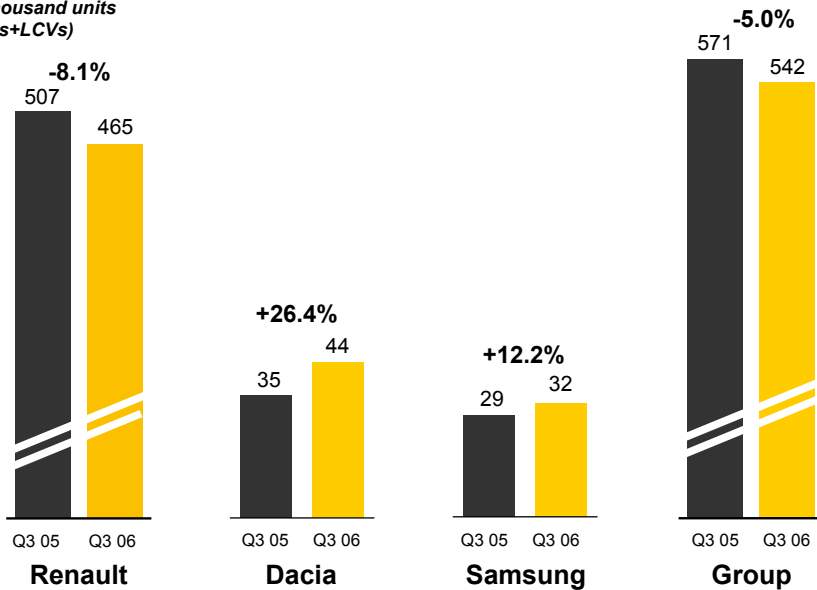


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Renault group worldwide sales  
down 5.0% to 28.5K units in Q3 2006

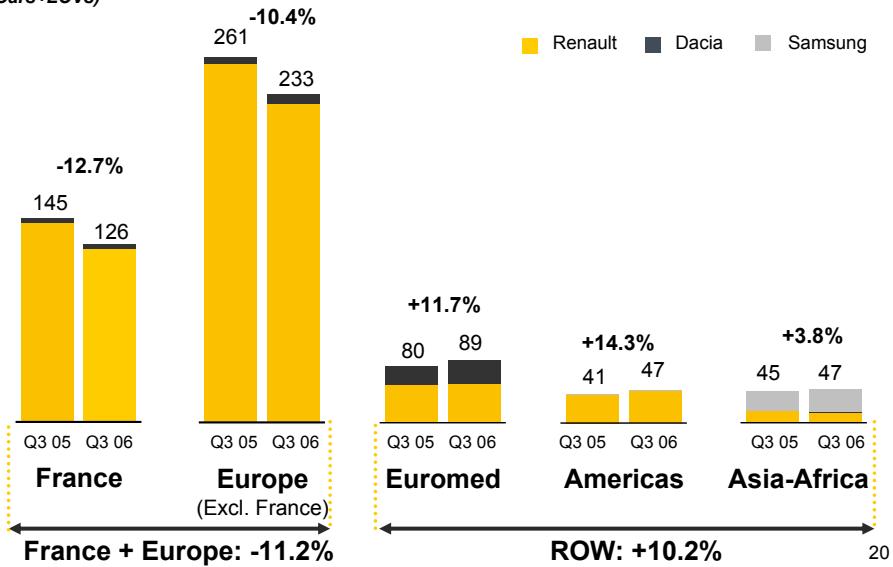
*In thousand units  
(Cars+LCVs)*





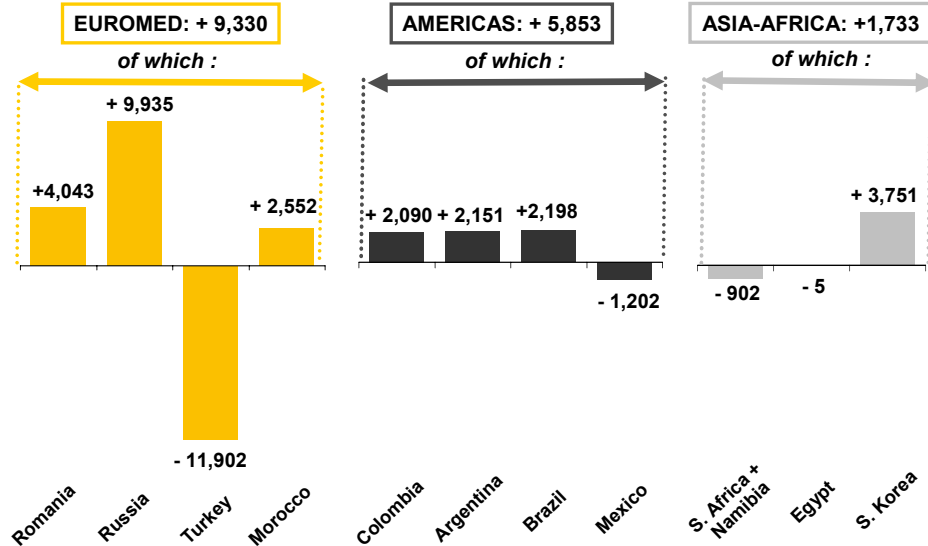
## Renault group worldwide unit sales down 5.0% in Q3 2006

In thousand units  
(Cars+LCVs)



## Group sales outside France & Europe Regions up 10.2 % or + 16,916 units YTD

Change Q3 2006 / Q3 2005 – In units (Cars+LCV)





# Renault group Revenues by division Q3 2006

In millions of euros

	Q3 2005 Pro forma*	Q3 2006	Change (%)
Automobile	9,298	8,895	-4.3%
Sales Financing	495	458	-7.5%
<b>TOTAL</b>	<b>9,793</b>	<b>9,353</b>	<b>-4.5%</b>

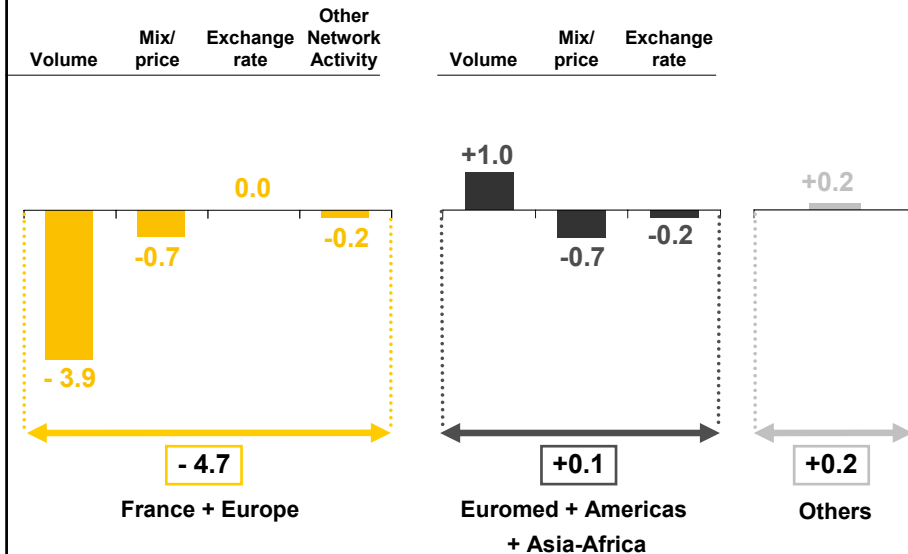
\* 2005 data has been restated on a consistent basis

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## Automobile division revenues down 4.3% in Q3 06

Contribution to the change in revenues



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*An English version of our Registration Document is available on our website. The report is also readily available upon request to Renault's IR Department."*