

# **GROUPE RENAULT**

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## **Q1 2020 Conference**

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# AGENDA

## 01 Q1 2020 Commercial Results

**Denis Le Vot**

EVP Regions, Sales and Marketing

## 02 Q1 2020 Revenues & 2020 Outlook

**Clotilde Delbos**

Acting CEO

Chief Financial Officer

## 03 Questions & Answers

## KEY TAKEAWAYS FROM Q1

- **Strong acceleration of market decline in March due to COVID-19**
- **Automotive liquidity reserves at €10.3 bn at the end of March**
- **Product cadence confirmed so far**
- **Restarting production as we speak where feasible**
- **RCI: comfortable liquidity reserve at €11.5 bn at the end of March**
- **Not yet possible to assess the pandemic impact for the FY**
- **No guidance possible at this stage**

# 01

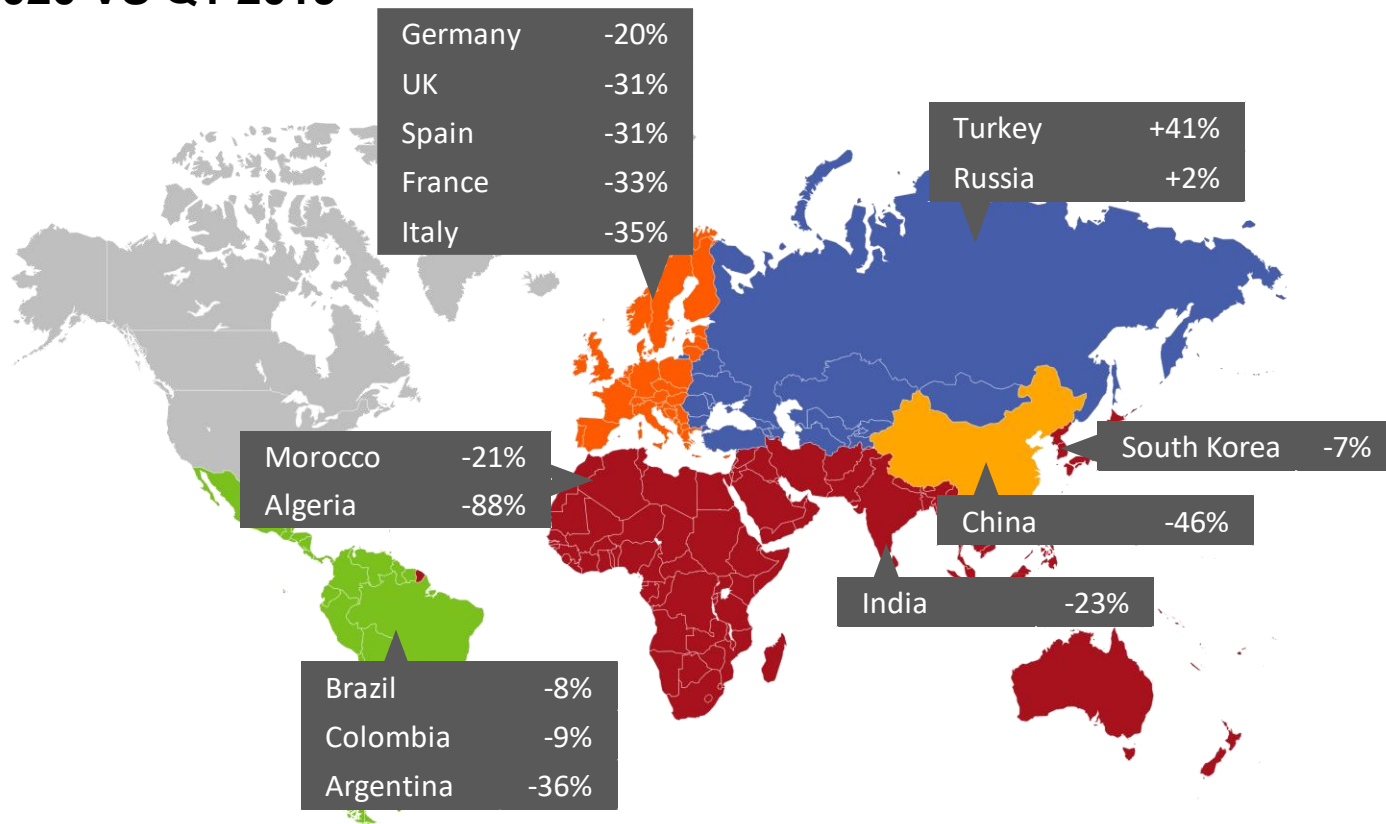
## Q1 2020 Commercial Results

**Denis Le Vot**

EVP, Regions, Sales and Marketing

# TIV EVOLUTION Q1 2020 VS Q1 2019

|                                | March | Q1   |
|--------------------------------|-------|------|
| <b>World <sup>(1)</sup></b>    |       |      |
| TIV                            | -40%  | -25% |
| <b>Europe</b>                  |       |      |
| TIV                            | -52%  | -26% |
| <b>Eurasia</b>                 |       |      |
| TIV                            | +3%   | +7%  |
| <b>Africa-ME-India-Pacific</b> |       |      |
| TIV                            | -24%  | -14% |
| <b>Americas</b>                |       |      |
| TIV                            | -29%  | -13% |
| <b>China</b>                   |       |      |
| TIV                            | -49%  | -45% |

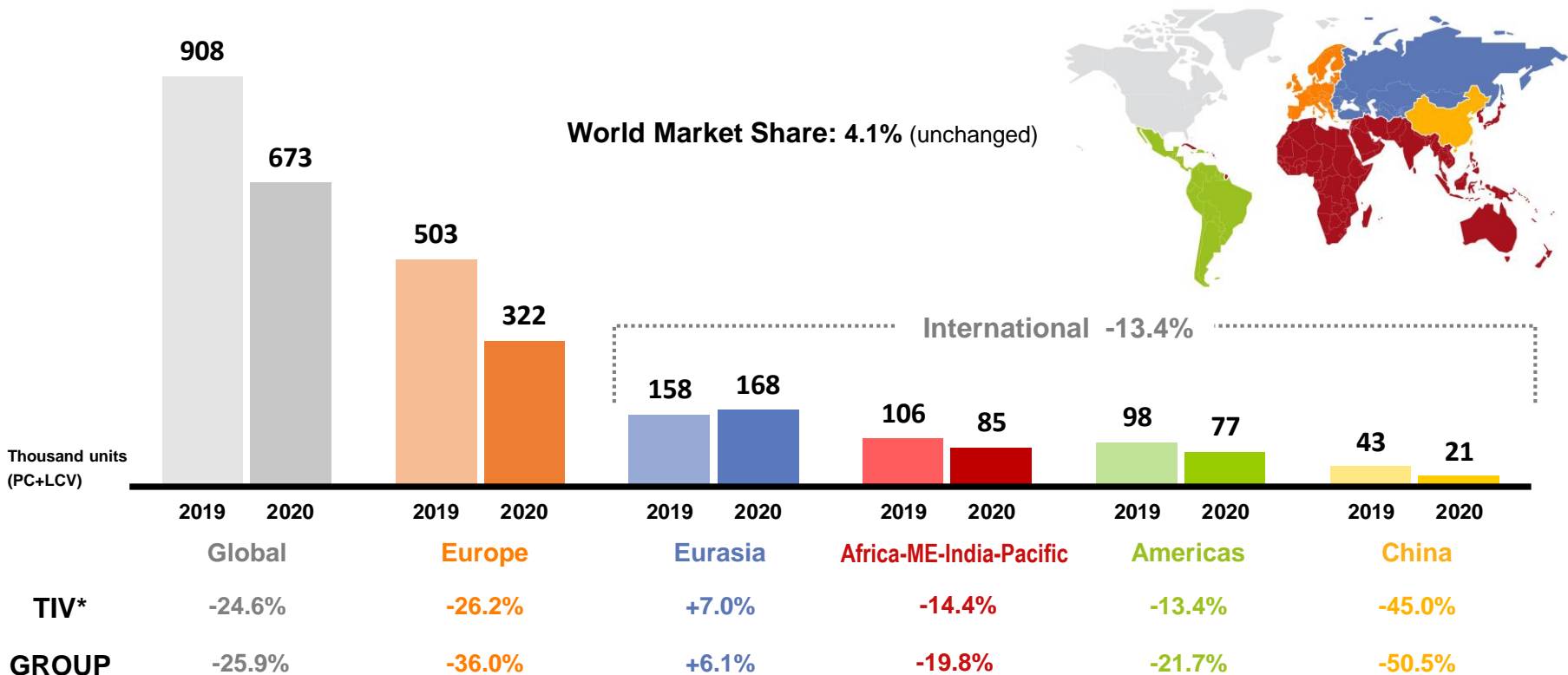


(1) The evolution of the global automotive market for all brands also called Total Industry Volume (TIV) indicates the annual variation in sales\* volumes of passenger cars and light commercial vehicles\*\* in the main countries including USA & Canada, provided by official authorities or statistical agencies in each country, and consolidated by Groupe Renault to constitute this world market (TIV).

\*Sales: registrations or deliveries or invoices according to the data available in each consolidated country.

\*\*Light commercial vehicles of less than 5.1 tons.

# GROUPE RENAULT'S SALES Q1 2020 VS Q1 2019



\* PC+LCV including USA & Canada

# PERFORMANCE OF NEW MODEL LAUNCHES IN Q1

CLIO



63 ku   -0.3 pt   +12%  
Sales   M/S   Pricing

ZOE



21 ku   +81%   +0.4 pt  
Sales   Sales   M/S

CAPTUR



34 ku   -0.2 pt   +14%  
Sales   M/S   Pricing

ARKANA



5 ku   +1.2 pt  
Sales   M/S

TRIBER



10 ku   +1.2 pt  
Sales   M/S

XM3



6 ku   +1.5 pt  
Sales   M/S



# 02

## Q1 2020 Revenues & 2020 Outlook

**Clotilde Delbos**

Acting CEO  
Chief Financial Officer

# Q1 2020 GROUP REVENUES

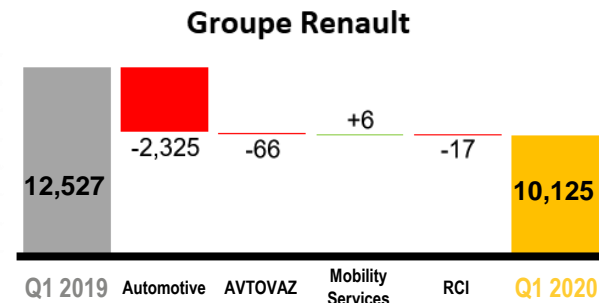
| <i>In million euros</i>              | <b>Q1 2019</b> | <b>Q1 2020</b> | <b>Change</b> |
|--------------------------------------|----------------|----------------|---------------|
| <b>Global unit sales</b> (units)     | <b>908,402</b> | <b>672,962</b> | <b>-25.9%</b> |
| <b>Group Revenues</b>                | <b>12,527</b>  | <b>10,125</b>  | <b>-19.2%</b> |
| o/w Automotive excl. AVTOVAZ         | 10,916         | 8,591          | -21.3%        |
| o/w AVTOVAZ <sup>(1)</sup>           | 767            | 701            | -8.6%         |
| o/w Mobility Services <sup>(2)</sup> | -              | 6              | ++            |
| o/w Sales Financing                  | 844            | 827            | -2.0%         |

(1) AVTOVAZ net of eliminations

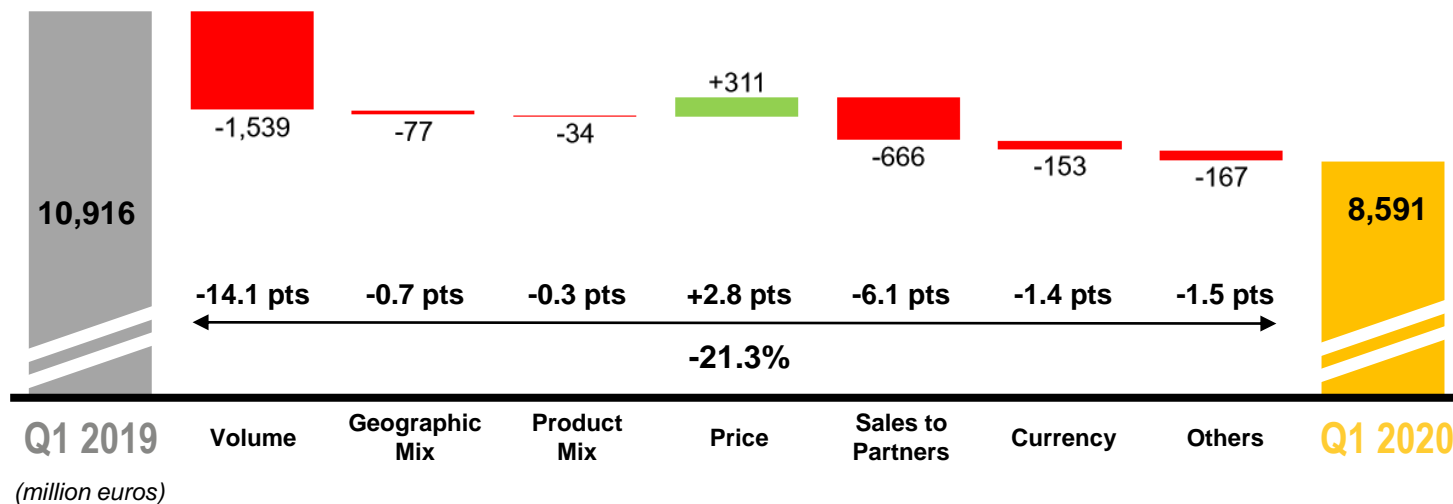
(2) New segment as of 01/01/2020

# REVENUES VARIANCE ANALYSIS

Change Automotive revenues excluding AVTOVAZ  
Q1 2020 vs Q1 2019: **-€2,325m**

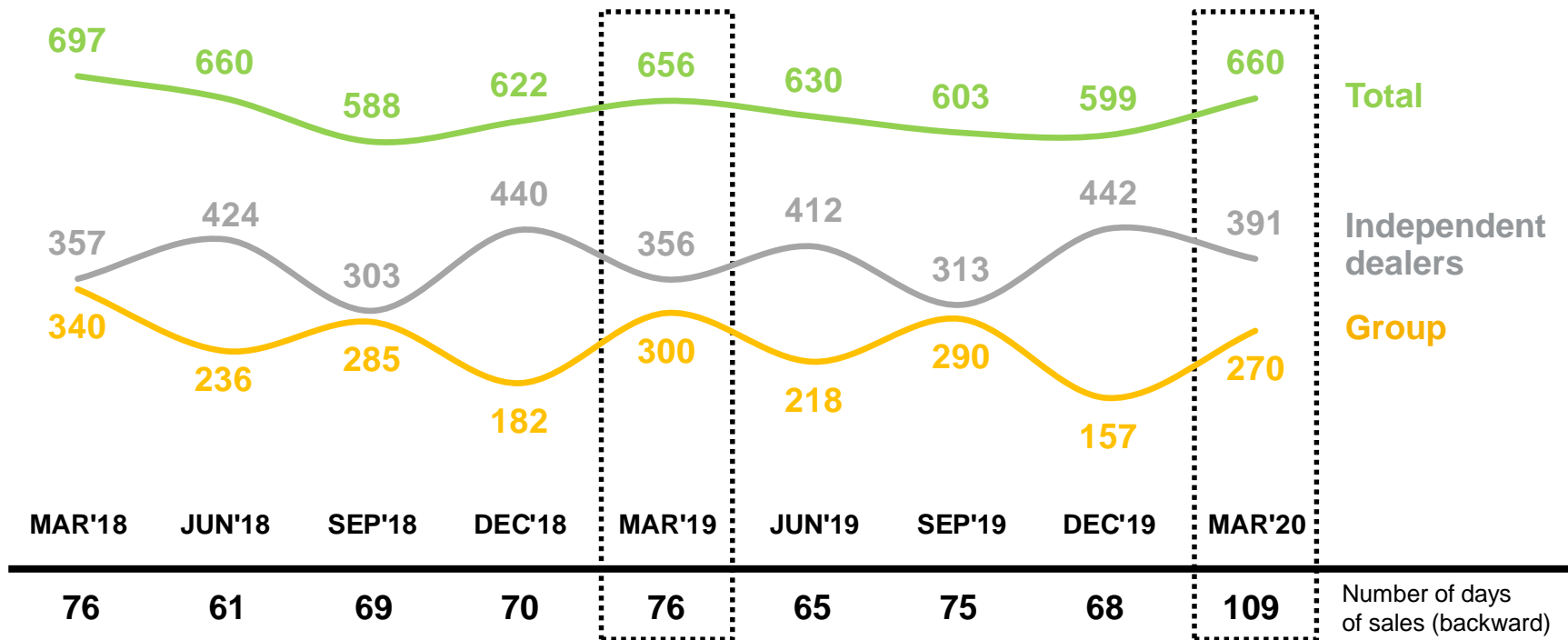


## Automotive Excluding AVTOVAZ



# NEW VEHICLE DISTRIBUTION STOCK EXCLUDING AVTOVAZ

(In thousand units)



# RCI BANK AND SERVICES PERFORMANCE

|                                       | Q1 2019        | Q1 2020        | Change        |
|---------------------------------------|----------------|----------------|---------------|
| <b>Average performing assets (€m)</b> | <b>46,462</b>  | <b>49,318</b>  | <b>+6.1%</b>  |
| <b>New contracts (units)</b>          | <b>436,509</b> | <b>391,056</b> | <b>-10.4%</b> |
| <b>New Financings (€m)</b>            | <b>5,128</b>   | <b>4,622</b>   | <b>-9.9%</b>  |

### In the context of the coronavirus (COVID-19) pandemic: No FY guidance

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- **To date, the impact that this pandemic will have on the Group's results is still impossible to assess. Groupe Renault will communicate a new guidance as soon as it considers that it is in a position to do so.**
- **The Group undertakes to restart commercial and production activities in countries where safety and regulatory conditions permit and will implement all necessary measures to respond effectively to commercial demand.**

# 03

## Questions & Answers

# **GROUPE RENAULT**

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