



Renault Group

2022 Q3 Revenue

October 21, 2022

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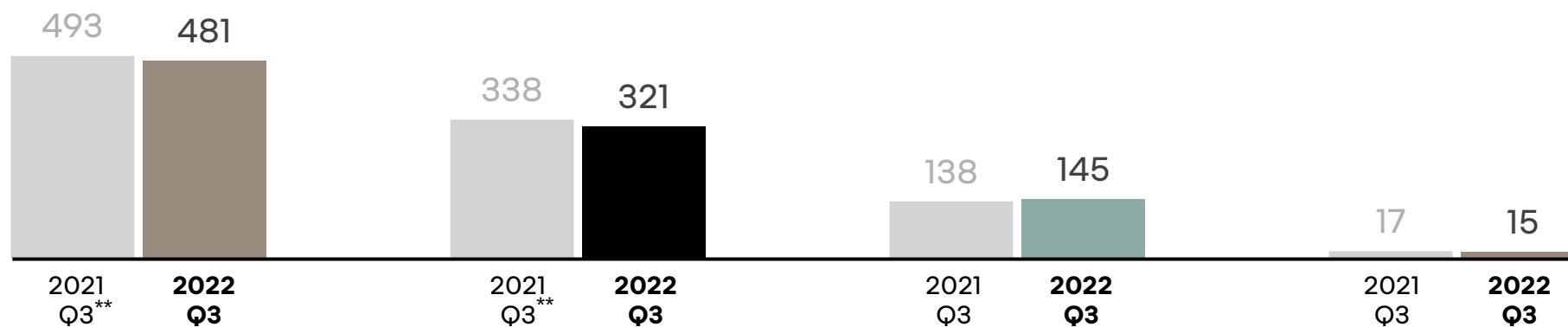
01

2022 Q3 Sales & Products Highlights

Thierry Piéton
CFO Renault Group

2022 Q3 Renault Group sales

Sales evolution by brand*



RG
RENAULT GROUP


RENAULT


DACIA

Others***

In %

Δ / 2021 Q3

-2.4%

-4.8%

+4.5%

-10.3%

* PC+LCV in thousand units

** 2021 volumes at proforma 2022 (excluding Renault Russia and AVTOVAZ)

*** Others = Alpine, Renault Korea Motors, Eveasy, Mobilize and Jinbei&Huasong

All launches are a hit



Renault **ARKANA**
> **60,000** orders YTD
~**60%** E-TECH
~**60%** retail channel



Renault **MEGANE E-tech Electric**
> **37,000** orders YTD
> **75%** high trims & > **85%** large battery
#1 EV in France since July 2022



Renault **AUSTRAL**
Full hybrid C-SUV, 2022 Q4 launch
E-tech engine: 4.5l/100 km
102 g CO₂/km WLTP, -14% vs best competitor



Dacia **SPRING**
> **45,000** orders YTD
€19.8 k⁽¹⁾, **most affordable EV**⁽²⁾
#1 EV Retail France
#3 EV Retail Europe



Dacia **JOGGER**
> **65,000** orders YTD
€18.2 k⁽³⁾, **most affordable** offer for 7 seats⁽²⁾
> **60%** high trims ; > **50%** LPG & 7 seats



Alpine **A110**
Orders **+68%** YTD
78% high end versions
All A110 R-Edition sold in 2h, price >€100k

(1) Price in France before bonus and incentives
(2) In Europe
(3) Price in France

Value policy delivers

C & above segment⁽¹⁾

+5 pts to **41%**
vs 2021 Q3 2022 Q3

↗ High trims mix

≥75% for Arkana, Megane E-tech Electric, Spring

↗ Retail channel mix⁽²⁾

 Renault **+7 pts** to **56%**
vs 2021 Q3 2022 Q3

**Pricing
effect**
+12.8 pts
vs 2021 Q3

(1) PC, worldwide. 2021 volumes at proforma 2022 (excluding Renault Russia and AVTOVAZ)

(2) Renault brand passenger cars in France, Germany, Italy, Spain and UK



**Renault
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02

2022 Q3 Revenue

2022 Q3 Group revenue

In million euros	2021 Q3	2022 Q3	Change
Global unit sales (Kunits)	493	481	-2.4%
Group revenue	8,120	9,782	+20.5%
o/w Automotive	7,355	8,950	+21.7%
o/w Mobility Services	6	9	+50.0%
o/w Sales Financing (Mobilize Financial Services)	759	823	+8.4%

2022 Q3 revenue of continuing activities no longer includes Russian automotive activities and 2021 sales and revenue have been adjusted at proforma 2022: -€867m on 2021 Q3 Group revenue (-€537m AVTOVAZ, -€330m Renault Russia)

Revenue variance analysis

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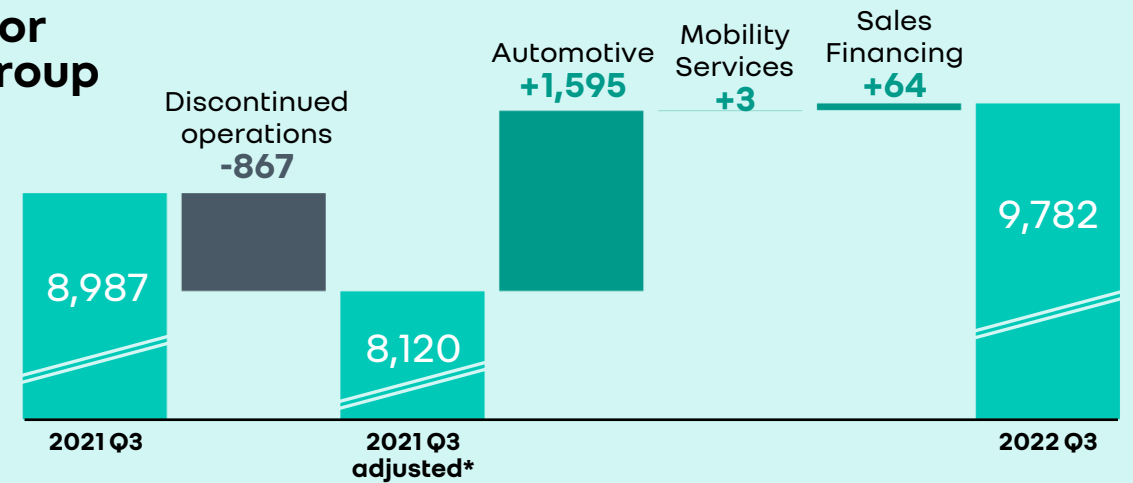
Change 2022 Q3
vs 2021 Q3*

+€1,662m

Revenue for Renault Group

+20.5%

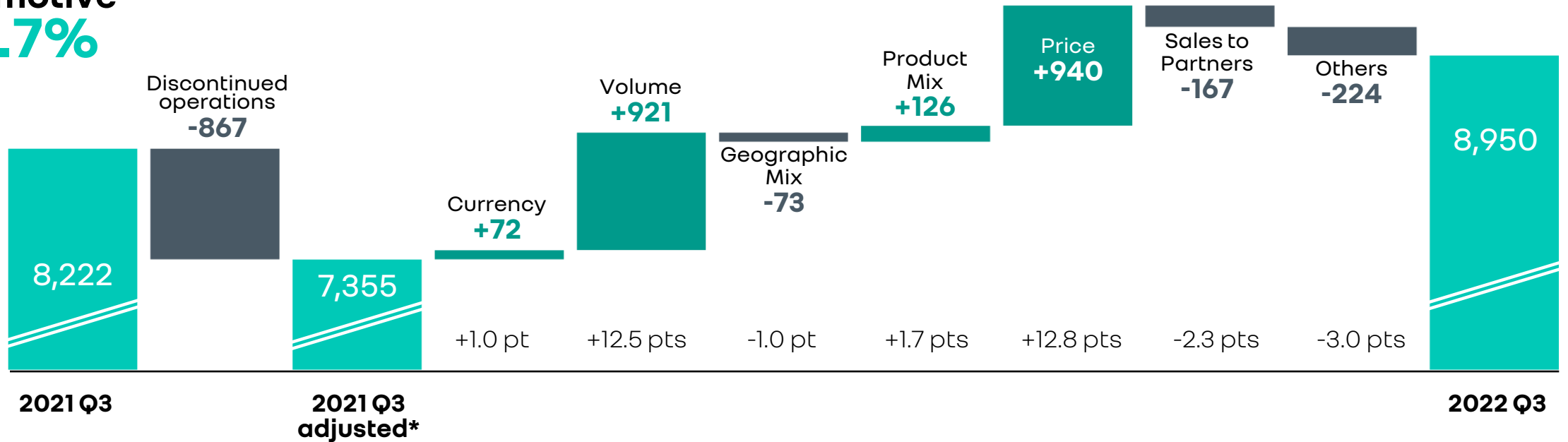
In million euros



Revenue for Automotive

+21.7%

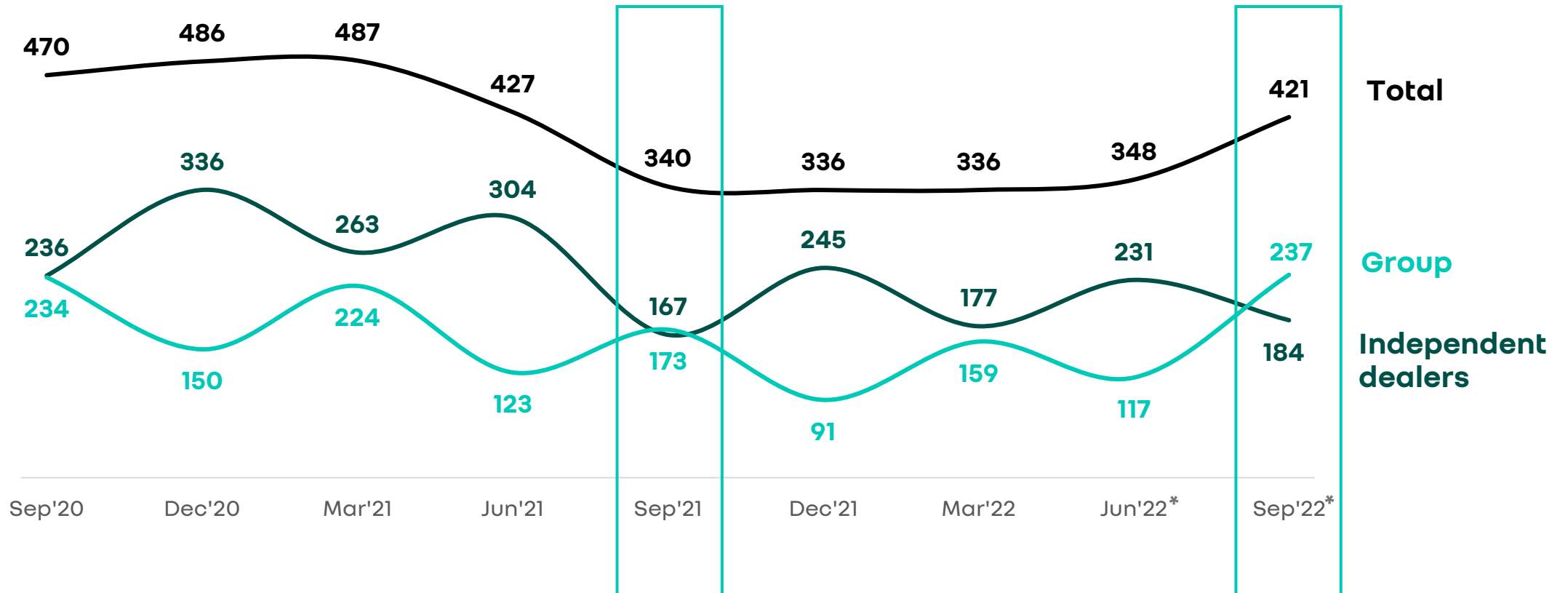
In million euros



* Adjusted to reflect the exit from Russia

New vehicles distribution inventories

(In thousand units)



* Renault Russia activities excluded only since June 2022
Russian inventories represented ~ 15 Kunits in average

Sales Financing: Mobilize Financial Services

	2021 Q3	2022 Q3	Change
New contracts (K units)	338	298	-11.9%
New financings (€bn)	4.3	4.4	+1.9%
Average performing assets (€bn)	44.4	45.0	+1.4%
Revenues (€bn)	759	823	+8.4%



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03 2022 Outlook

Confirmed **2022** outlook

Group operating margin **>5%**

Automotive operational free cash-flow **>€1.5bn**

Capital Market Day

November 8th
9:00am Paris time

To reveal chapter 2
of **Renaulution** &
update **mid-term
financial targets**



**Renault
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05

Questions & Answers

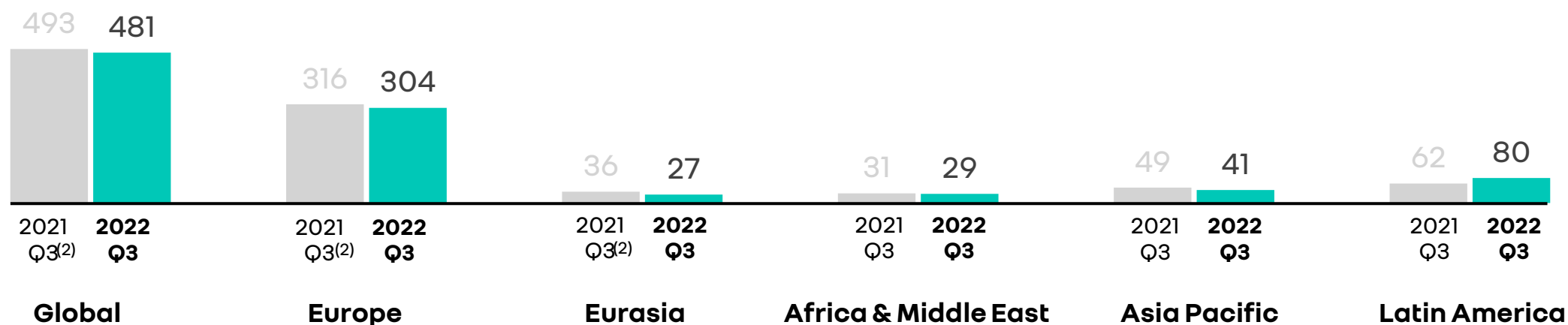


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Annexes

2022 Q3 Renault Group Sales

Market and sales evolution by region⁽¹⁾



In %

Δ/ 2021 Q3	Car Market ⁽³⁾	Europe	Eurasia	Africa & Middle East	Asia Pacific	Latin America
	-2.0%	-7.1% ⁽⁴⁾	-1.7%	+28.2%	+11.7%	
Renault Group	-3.6%	-26.0%	-4.2%	-15.0%	+28.3%	

(1) PC+LCV in thousand units

(2) 2021 volumes at proforma 2022 (excluding Renault Russia and AVTOVAZ)

(3) PC+LCV excluding Iran

(4) Excluding Russia

2022 9M Group revenue

In million euros	2021 9M	2022 9M	Change
Global unit sales (Kunits)	1,630	1,483	-9.0%
Group revenue	29,177	30,903	+5.9%
o/w Automotive	26,879	28,524	+6.1%
o/w Mobility Services	17	26	+52.9%
o/w Sales Financing (Mobilize Financial Services)	2,281	2,353	+3.2%

2022 9M revenue of continuing activities no longer include Russian Automotive activities and 2021 sales and revenue has been adjusted at proforma 2022 : -€3,167m on 2021 9M Group revenue (-€2,022m AVTOVAZ, -€1,145m Renault Russia)

Russia deconsolidation impact

2021

In million euros	2021 FY Published	2021 FY Adjusted	Change
Group revenue	46,213	41,659	-4,554
Operating margin % of Group revenue	1,663 3.6%	1,153 2.8%	-510 -0.8 pt
Net income	967	967	0
o/w continuing operations	967	549	-418
o/w discontinued operations	-	418	+418
Automotive operational free cash-flow	1,272	889	-383
Automotive net financial position	-1,622 At Dec. 31, 2021	-1,100 At Dec. 31, 2021	+522

2022

- Russian Automotive activities deconsolidated in 2022 H1 and treated as discontinued operations with retroactive effect to January 1, 2022
- 2022 H1 YTD impact = 2022 Full Year impact: net income of discontinued operations -€2.3bn.
- 2022 Q3 revenue of continuing activities no longer include Russian Automotive activities, and 2021 Q3 revenue adjusted in line

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