

Renault Group

2023 Q3 Revenue

October 19, 2023

Thierry Piéton

CFO Renault Group

Agenda

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2023 Q3 Highlights

02

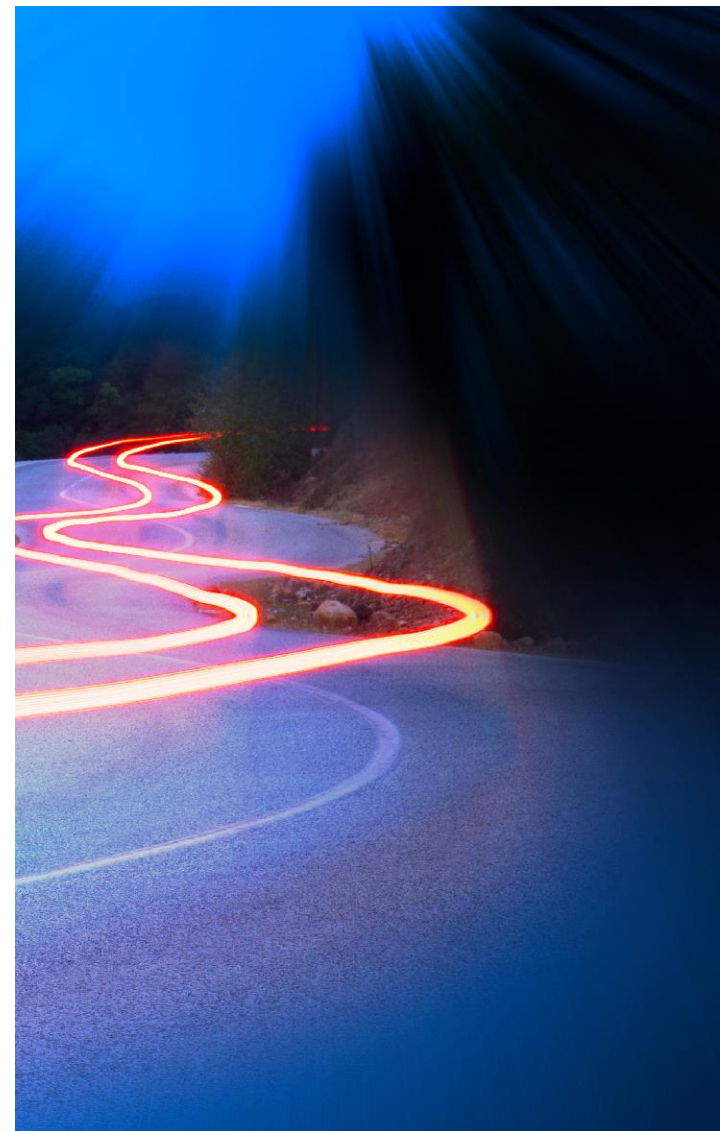
2023 Q3 Sales & Revenue

03

Outlook

04

Questions & Answers





**Renault
Group**

01

2023 Q3 Highlights

Renault Group

The Next Gen automotive company



Scenic E-tech: the future of family cars

**Our first electric family car,
at the heart of the European
market**

- **Starting price: c.€40k**
- **Dimensions**
- **Range (>625km WLTP)**
- **Efficiency**
- **Weight (1.7-1.9t)**
- **Content** (incl. OpenR Link with Google Auto. Services)



Up to ~90%
of materials are
recyclable

Up to ~24%
of recycled materials

Solarbay technology
panoramic sunroof made of crystal liquid &
voice-controlled by Google Assistant

→ Best-in-class vs peers and EV pure players. TCO¹ at par with hybrid.

Flexis project with Volvo Group and CMA CGM: **e-LCV game changer** for the urban logistics sector

Targeting
**a highly growing
& profitable market
in Europe**

Market **x3** by 2030,
i.e. **~40% CAGR**

All new generation of
**electric vans
by 2026**

Connectivity
High modularity
Breakthrough on safety
Cost competitiveness

3 leaders
with complementary assets

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→ Closing expected early 2024

The Alliance

Closing of the new agreement in Q4 2023

Operational projects

Hundreds of millions euros of value creation
every year

Investment in Ampere

Up to
€600m

Nissan shares monetization

28.4%
available



**Renault
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02

2023 Q3 Sales & Revenue

2023 Q3 Group revenue

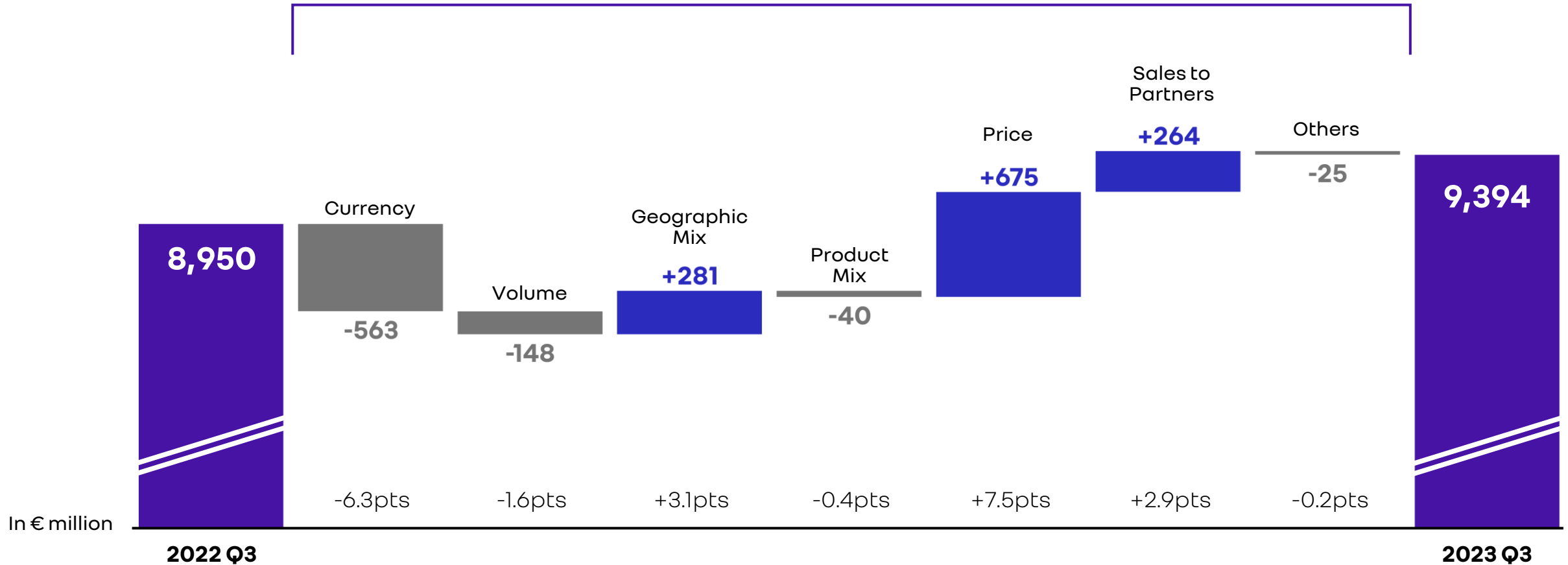
In million euros	2022 Q3 ⁽¹⁾	2023 Q3	Change
Global unit sales (Kunits)	481	511	+6.1%
Group revenue	9,767	10,507	+7.6%
o/w Automotive	8,950	9,394	+5.0%
o/w Mobility Services	9	11	+22.2%
o/w Sales Financing (Mobilize Financial Services)	808	1,102	+36.4%

(1) After IFRS 17 restatement

Revenue for Automotive

Change 2023 Q3 vs. 2022 Q3
+€444m

+5.0%
+11.3% at constant rate



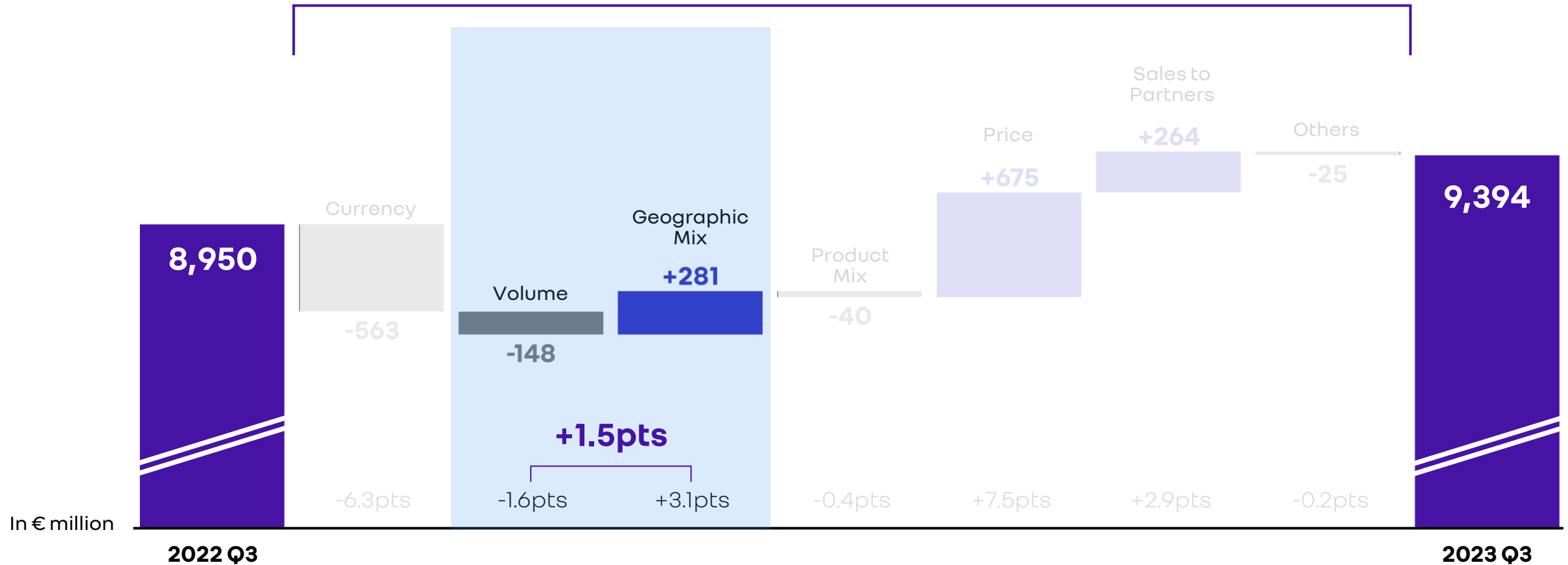
Revenue for Automotive

Change 2023 Q3 vs. 2022 Q3

+€444m

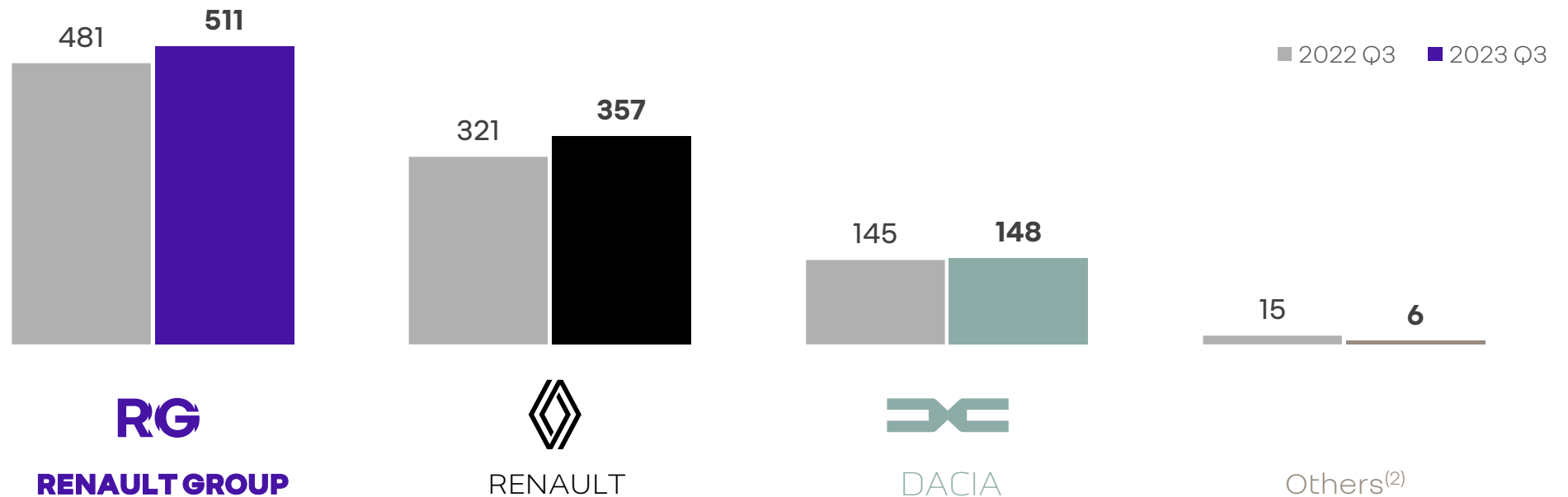
+5.0%

+11.3% at constant rate



2023 Q3 Renault Group sales

Sales evolution by brand⁽¹⁾



In %

Δ / 2022 Q3

+6.1%

+11.0%

+2.4%

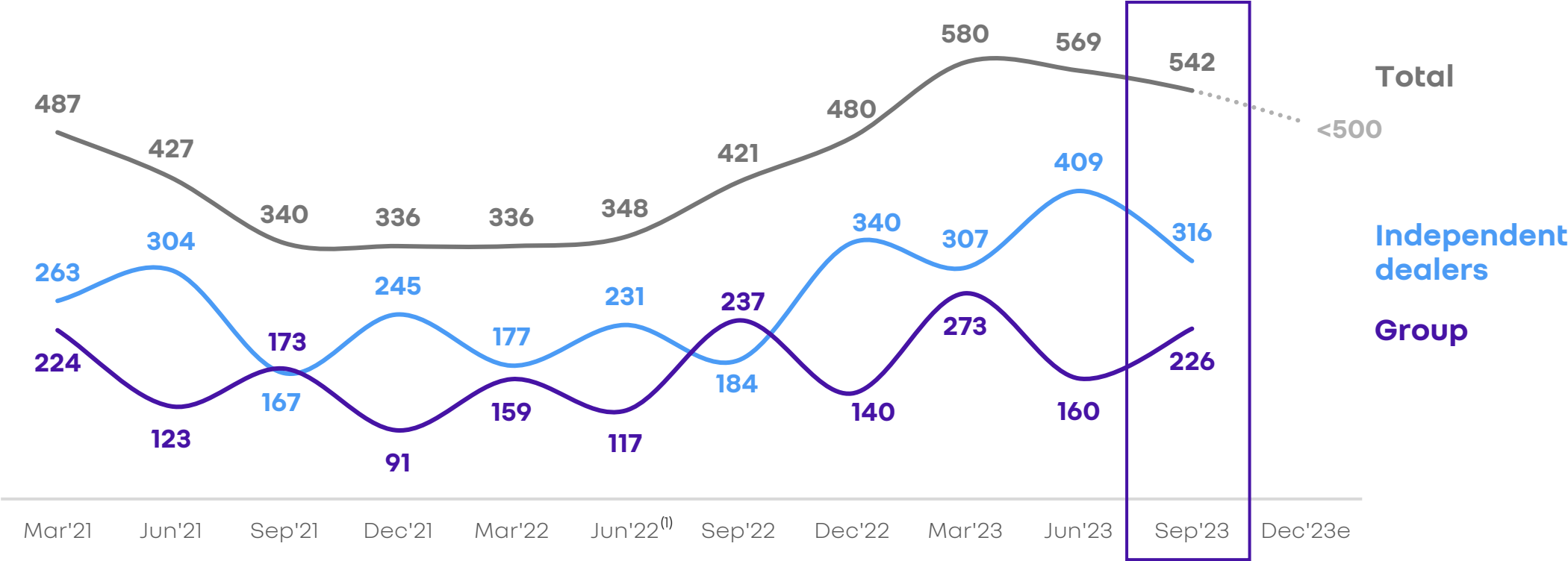
-61.5%

(1) PC+LCV in thousand units

(2) Others = Alpine, Renault Korea Motors, Mobilize

New vehicles distribution inventories

(In thousand units)



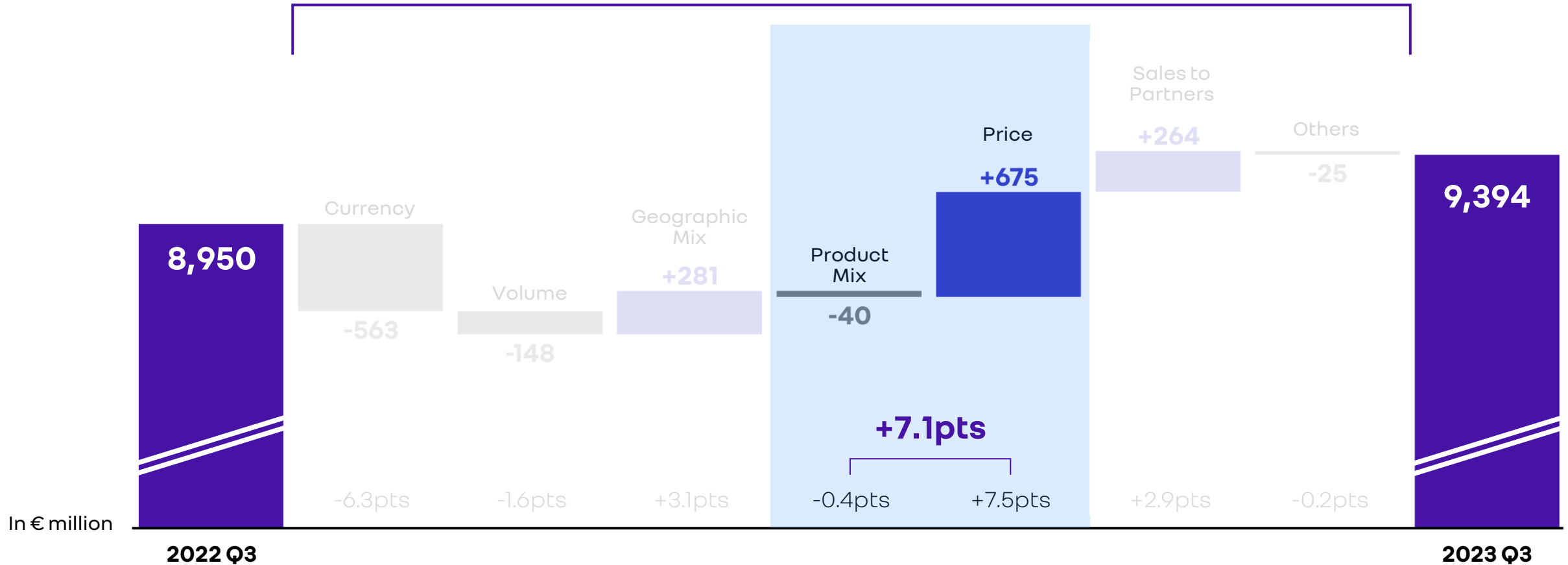
2.5 months orderbook⁽²⁾

(1) Renault Russia activities excluded only since June 2022 Russian inventories represented ~15 Kunits on average
(2) Forward sales, in Europe, as of September 30, 2023

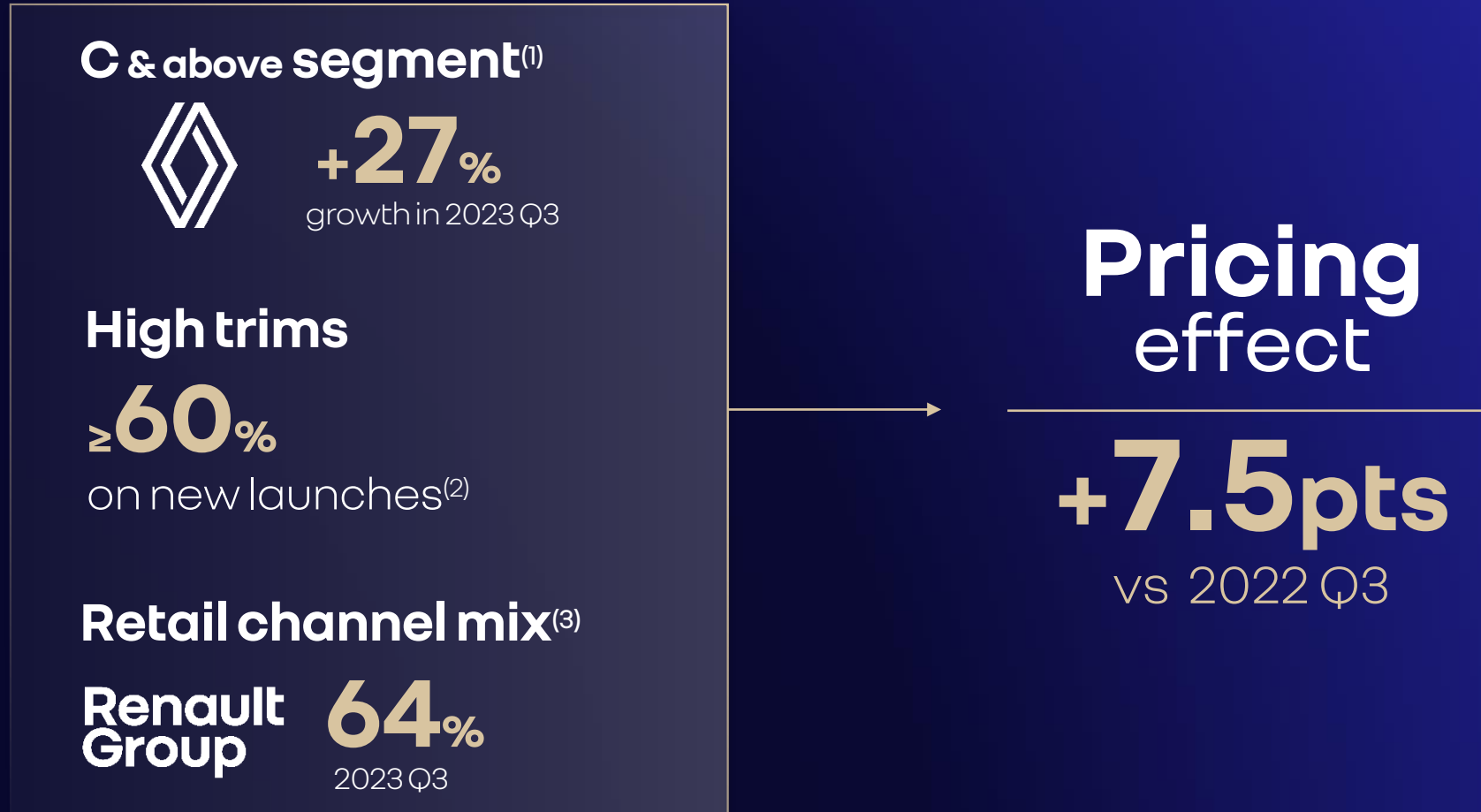
Revenue for Automotive

Change 2023 Q3 vs. 2022 Q3
+€444m

+5.0%
+11.3% at constant rate



Strict commercial policy focused on value



(1) Renault brand, passenger cars Europe – year-on-year growth

(2) Renault Megane Electric, Renault Austral, Renault Espace, Dacia Jogger

(3) Renault Group, passenger cars in France, Germany, Italy, Spain and UK

State-of-the-art BEV
unlocking new customer potential

Start of sales: June 2022

Renault **Megane E-TECH 100% Electric**

#1 C-EV
in France YTD

35,000
sales YTD

2.2%
BEV market share
in Europe



70%
high trim versions

>80%
powertrain 60kWh / 220hp

Conquest C-segment Renault **Austral**

Start of sales: November 2022

>60,000
sales YTD

60%
high trim
versions

65%
E-TECH
Hybrid



High
contribution
margin

TECH
OpenR link &
Google Auto. Services

Conquest D-segment **Renault Espace**

Start of sales: June 2023

80%
Commonality with Austral

Highest
contribution margin

Tech
OpenR link &
Google Auto. Services

E-TECH Hybrid

A reference: 4.6l/100km & 104g CO₂/km (WLTP) → c. -30g vs. peers



Clio, story of a best-seller

New Renault **Clio**

Start of sales: September 2023

#1
in France YTD
(phase I)

Clio (phase II)
ongoing launch

E-TECH Hybrid
Core engine



Affordable electrification
Dacia Jogger Hybrid 140

Start of sales: March 2023

Hybrid 140

1st hybrid application for Dacia

1 out of 4

Jogger orders is Hybrid

<€25k

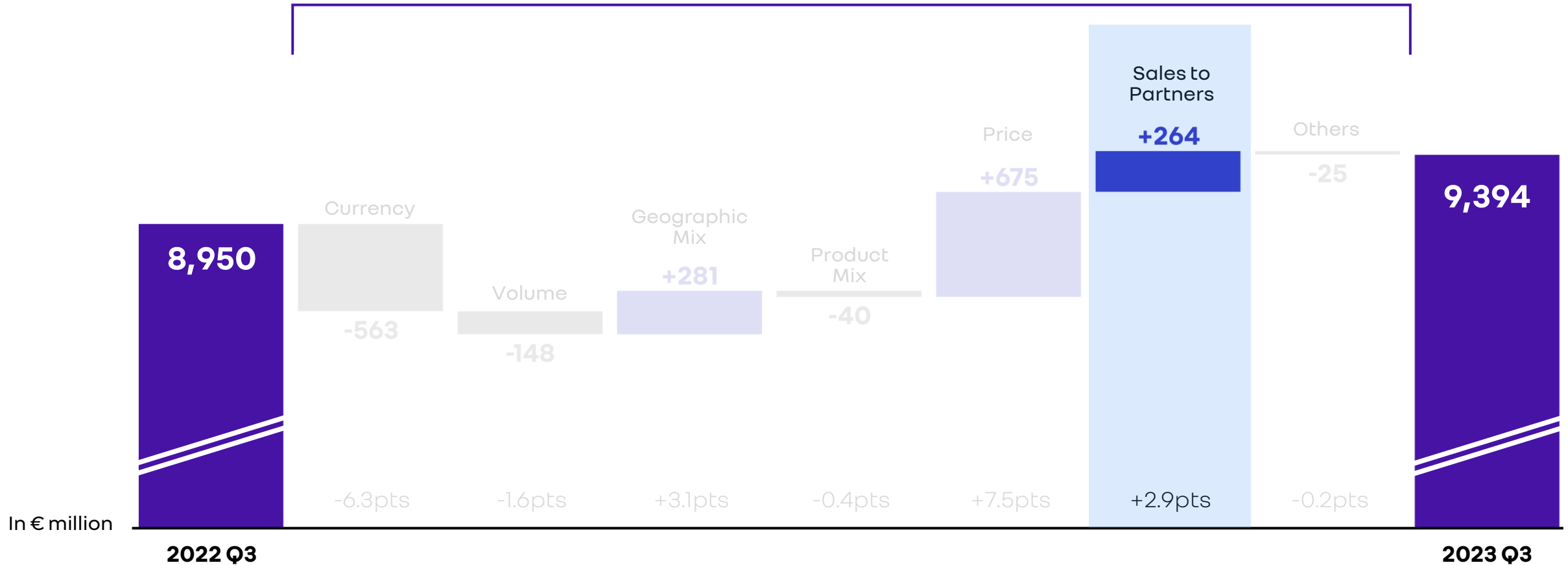
Most affordable hybrid family car in Europe



Revenue for Automotive

Change 2023 Q3 vs. 2022 Q3
+€444m

+5.0%
+11.3% at constant FX



Sales Financing: Mobilize Financial Services

	2022 Q3 ⁽¹⁾	2023 Q3	Change
New contracts (Kunits)	287	301	+5.1%
New financings (€bn)	4.4	5.1	+15.9%
Average performing assets (€bn)	45.0	52.1	+15.6%
Revenues (€m)	808	1,102	+36.4%

(1) After IFRS 17 restatement



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03 Outlook

2023 financial outlook

Stronger, faster

Operating margin

7%-8%

Free cash flow

≥€2.5bn

Renault Group expects a Group operating margin in H2 above H1, which was at 7.6%

**2023
Market
trends**

Europe ➔

Eurasia ↗

Latam ➔



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04 Questions & Answers

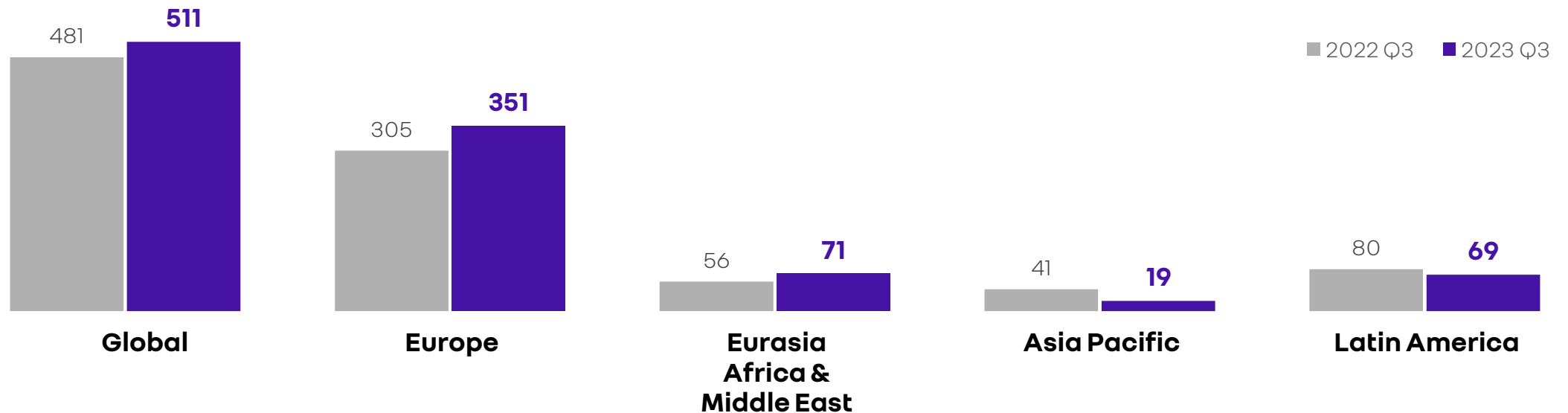


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05 Annexes

2023 Q3 Renault Group sales – by region

Market and sales evolution **by region**⁽¹⁾



In %

Δ / 2022 Q3	Car Market				
		+16.1%	+17.5%	+5.2%	+7.2%
	Renault Group	+15.3%	+27.4%	-53.2%	-13.2%

(1) PC+LCV in thousand units

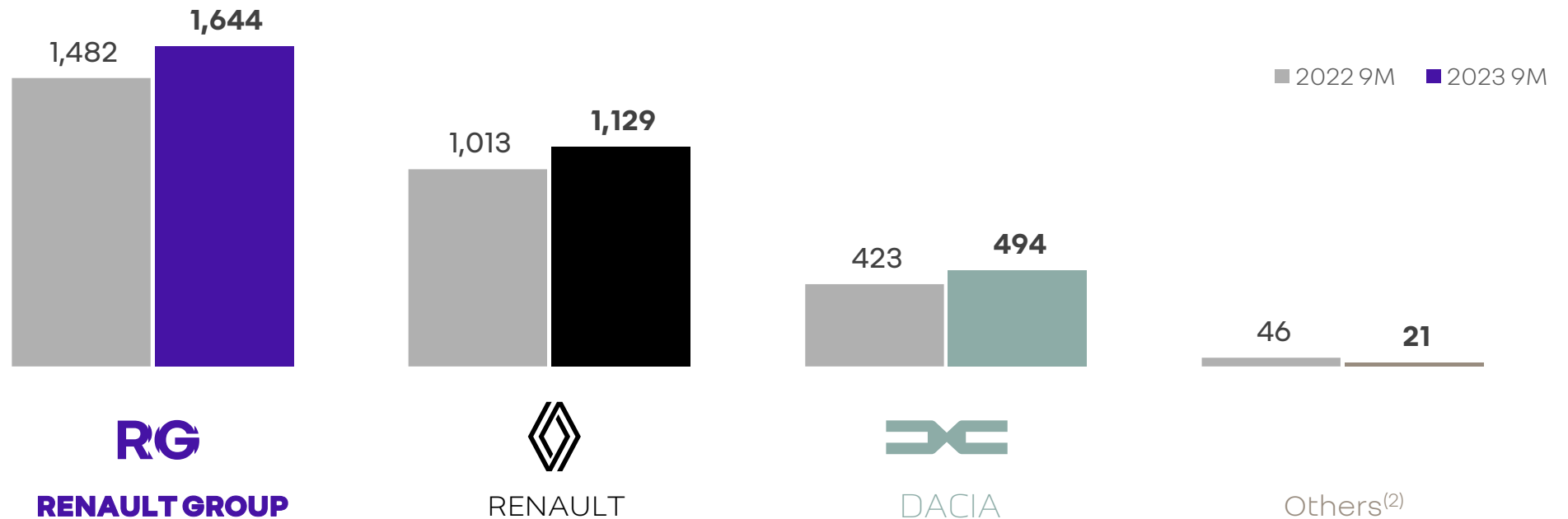
2023 9M - Group revenue

In million euros	2022 9M ⁽¹⁾	2023 9M	Change
Global unit sales (Kunits)	1,482	1,644	+10.9%
Group revenue	30,856	37,356	+21.1%
o/w Automotive	28,524	34,244	+20.1%
o/w Mobility Services	26	32	+23.1%
o/w Sales Financing (Mobilize Financial Services)	2,306	3,080	+33.6%

(1) After IFRS 17 restatement

2023 9M - Renault Group sales

Sales evolution by brand⁽¹⁾



In %

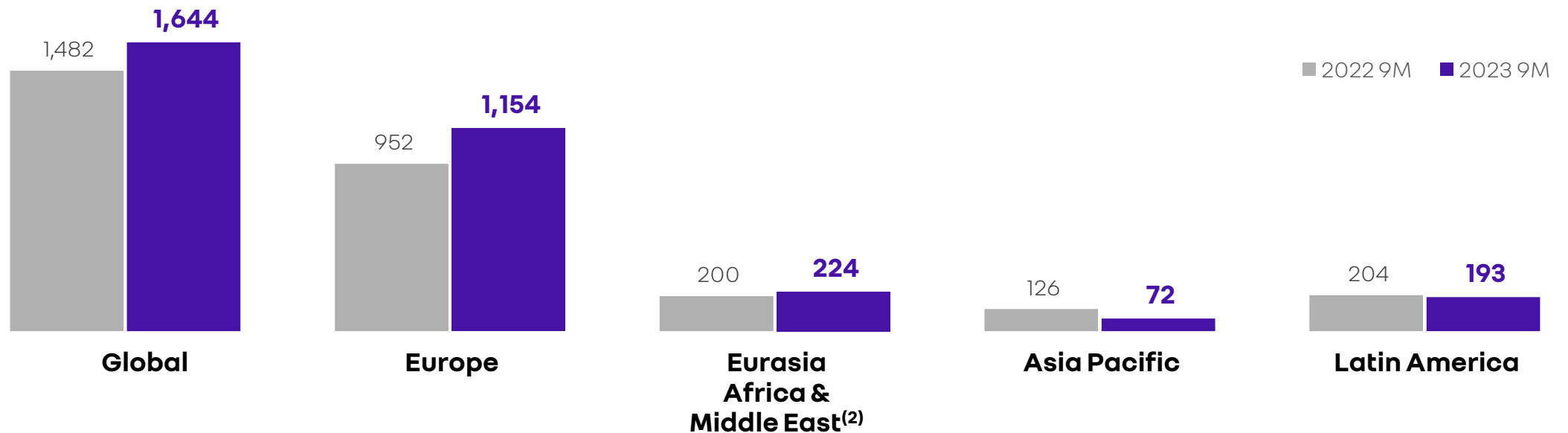
Δ / 2022 9M	+10.9%	+11.4%	+16.7%	-52.5%
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(1) PC+LCV in thousand units

(2) Others = Alpine, Renault Korea Motors, Mobilize

2023 9M - Renault Group sales

Market and sales evolution by region⁽¹⁾



In %

Δ / 2022 9M	Car Market				
	Renault Group				
		+16.5%	+14.0%	+5.5%	+7.6%
		+21.3%	+12.5%	-42.9%	-5.5%

(1) PC+LCV in thousand units

(2) Excluding Russia in 2022

Disclaimer

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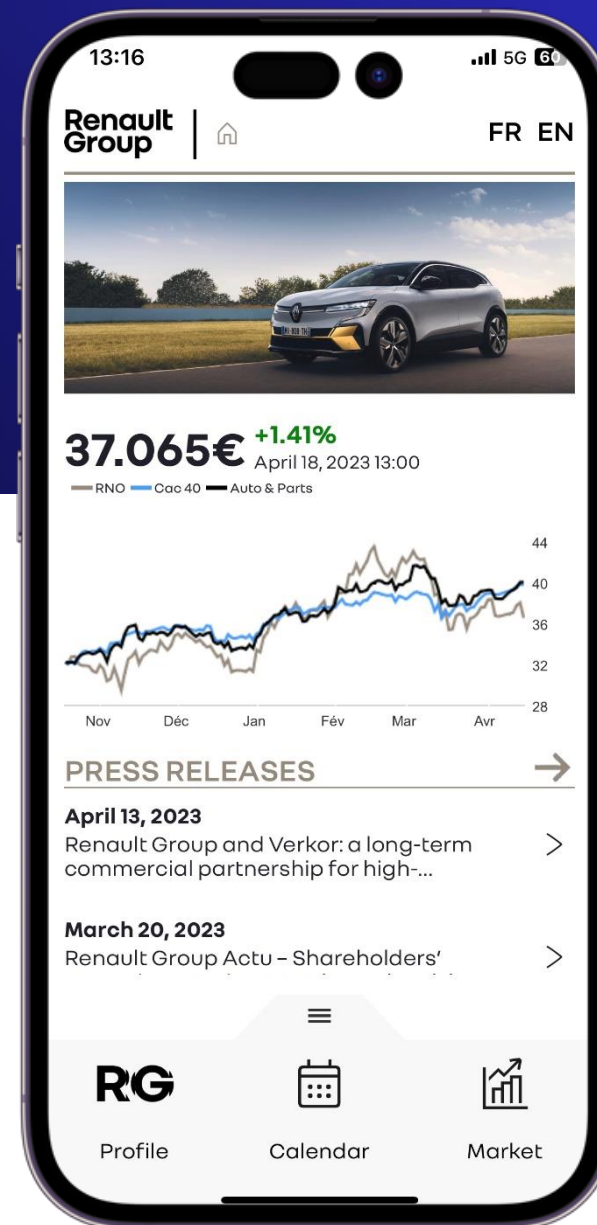
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