

## PRESS RELEASE

#RenaultResults

1<sup>st</sup> QUARTER 2019

## Revenues of €12.5 billion in the first quarter of 2019

- **Group sales decreased by 5.6% to 908,348 vehicles in a global market down 7.2%.**
- **Group revenues amounted to €12,527 million in the quarter (-4.8%). At constant exchange rates and perimeter<sup>1</sup>, the decrease would have been 2.7%.**
- **The Group confirms its guidance for the year.**

Boulogne-Billancourt, 04/26/2019

### COMMERCIAL RESULTS: FIRST QUARTER HIGHLIGHTS

Groupe Renault worldwide sales (passenger cars PC + light commercial vehicles LCV) dropped by 5.6% in the first quarter, in a market down 7.2%. The market share shows resilience at 4.1% (+0.1 points compared to Q1 2018).

In Europe, Group sales increased by 2.0% in a market down 2.4%, thanks to the strong performance of Clio, New Duster, Zoe and LCVs.

In Brazil, Groupe Renault sales were up 29.4% with a record market share at 8.9%. Kwid confirmed its success in the region.

In Russia, the market and Group's sales were almost flat versus 2018 with a market share at 28.5%. Lada Granta is the best-seller in this market.

In Argentina and Turkey, Groupe Renault continues to gain market share with sales down 47% and 42% respectively, in markets down 49% and 44%.

In Iran, the application of US sanctions led to the cessation of sales for the Group since August 2018.

New product launches are in preparation, with the upcoming to be launched New Clio in Europe, Arkana in Russia, Tribler in India and City K-ZE in China.

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<sup>1</sup> In order to analyze the change in consolidated revenues at constant perimeter and exchange rates, Groupe Renault recalculates revenues for the current year by applying the average annual exchange rates of the previous year, and excluding significant changes in perimeter that occurred during the year.

## FIRST QUARTER REVENUES BY OPERATING SECTOR

In the first quarter of 2019, Group revenues came to €12,527 million (-4.8%). At constant exchange rates and perimeter<sup>1</sup>, the decrease would have been 2.7%.

**Automotive excluding AVTOVAZ** revenues amounted to €10,916 million, down 6.3%. This decrease was mainly explained by the negative volume impact (-4.7 points) and decreasing sales to partners (-3.1 points). The currency effect impacted negatively for 1.5 points, due to the devaluation of the Argentine peso, the Brazilian real, the Russian ruble and the Turkish lira. The price effect was positive by 0.3 points and mix effects by 1 point.

**Sales Financing (RCI Banque)** generated revenues of €844 million in the first quarter, up 6.4% compared to 2018. The number of new financing contracts decreased by 2.7% reflecting lower activity in Turkey and Argentina. Average performing assets rose 8.2% to €46.5 billion.

**AVTOVAZ** contribution to the Group's revenues totalled €767 million in the quarter, up 7.1%, thanks to Lada sales growth, and despite a negative exchange rate effect of €67 million.

## OUTLOOK 2019

In 2019, the global market is expected to decrease about 1.6%. The European market is expected flat providing that there is no hard Brexit. Outside Europe, the Russian market is expected to grow about 3% (versus above 3% previously) and the Brazilian market should be up 10%.

Within this context, Groupe Renault confirms its guidance:

- Increase Group revenues (at constant exchange rates and perimeter<sup>1</sup>)
- Achieve Group operating margin around 6.0%
- Generate a positive Automotive operational free cash flow

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## Groupe Renault consolidated revenues

| (€ million)                  | 2019          | 2018          | Change<br>2019/2018 |
|------------------------------|---------------|---------------|---------------------|
| <b>Q1</b>                    |               |               |                     |
| Automotive excluding AVTOVAZ | 10,916        | 11,646        | -6.3%               |
| AVTOVAZ                      | 767           | 716           | +7.1%               |
| Sales Financing              | 844           | 793           | +6.4%               |
| <b>Total</b>                 | <b>12,527</b> | <b>13,155</b> | <b>-4.8%</b>        |

## Total Group sales PC+ LCV by region

|  | Year-to-date March |                |               |
|--|--------------------|----------------|---------------|
|  | 2019               | 2018           | % Change      |
| France                                   | 178,057            | 177,722        | +0.2%         |
| Europe <sup>(1)</sup> (excluding France) | 324,920            | 315,230        | +3.1%         |
| <b>Total France + Europe</b>             | <b>502,977</b>     | <b>492,952</b> | <b>+2.0%</b>  |
| Africa Middle-East India                 | 83,811             | 120,536        | -30.5%        |
| Eurasia                                  | 158,487            | 165,720        | -4.4%         |
| Americas                                 | 97,917             | 103,402        | -5.3%         |
| Asia-Pacific                             | 65,156             | 79,515         | -18.1%        |
| <b>Total excluding France + Europe</b>   | <b>405,371</b>     | <b>469,173</b> | <b>-13.6%</b> |
| <b>TOTAL</b>                             | <b>908,348</b>     | <b>962,125</b> | <b>-5.6%</b>  |

<sup>(1)</sup> Europe = European Union, Iceland, Norway & Switzerland

## Total Group sales PC+ LCV by brand

|                               | Year-to-date March |                |               |
|-------------------------------|--------------------|----------------|---------------|
|                               | 2019               | 2018           | % change      |
| <b>RENAULT</b>                |                    |                |               |
| PC                            | 471,378            | 544,033        | -13.4%        |
| LCV                           | 105,504            | 104,764        | +0.7%         |
| <b>PC+LCV</b>                 | <b>576,882</b>     | <b>648,797</b> | <b>-11.1%</b> |
| <b>RENAULT SAMSUNG MOTORS</b> |                    |                |               |
| PC                            | 15,690             | 19,105         | -17.9%        |
| <b>DACIA</b>                  |                    |                |               |
| PC                            | 171,458            | 160,869        | +6.6%         |
| LCV                           | 12,584             | 10,776         | +16.8%        |
| <b>PC+LCV</b>                 | <b>184,042</b>     | <b>171,645</b> | <b>+7.2%</b>  |
| <b>LADA</b>                   |                    |                |               |
| PC                            | 91,005             | 82,415         | +10.4%        |
| LCV                           | 2,581              | 3,687          | -30.0%        |
| <b>PC+LCV</b>                 | <b>93,586</b>      | <b>86,102</b>  | <b>+8.7%</b>  |
| <b>ALPINE</b>                 |                    |                |               |
| PC                            | 1,406              | 39             | +++           |
| <b>JINBEI&amp;HUASONG</b>     |                    |                |               |
| PC                            | 1,908              | 4,196          | -54.5%        |
| LCV                           | 34,834             | 32,241         | +8.0%         |
| <b>PC+LCV</b>                 | <b>36,742</b>      | <b>36,437</b>  | <b>+0.8%</b>  |
| <b>GRUPE RENAULT</b>          |                    |                |               |
| PC                            | 752,845            | 810,657        | -7.1%         |
| LCV                           | 155,503            | 151,468        | +2.7%         |
| <b>PC+LCV</b>                 | <b>908,348</b>     | <b>962,125</b> | <b>-5.6%</b>  |

## Groupe Renault's Top 15 markets year to date March 2019

|    | Year-to-date 03 2019   | Volumes <sup>(1)</sup><br>(units) | PC+LCV<br>Market Share<br>(in % ) |
|----|------------------------|-----------------------------------|-----------------------------------|
| 1  | France                 | 178,057                           | 26.38                             |
| 2  | Russia                 | 111,712                           | 28.52                             |
| 3  | Germany                | 59,714                            | 6.26                              |
| 4  | Italy                  | 58,688                            | 10.10                             |
| 5  | Brazil                 | 51,266                            | 8.86                              |
| 6  | Spain + Canary Islands | 47,219                            | 12.71                             |
| 7  | China                  | 42,687                            | 0.72                              |
| 8  | United Kingdom         | 36,007                            | 4.47                              |
| 9  | Belgium + Luxembourg   | 23,980                            | 12.31                             |
| 10 | Argentina              | 20,637                            | 15.33                             |
| 11 | India                  | 19,193                            | 1.90                              |
| 12 | Algeria                | 18,528                            | 48.25                             |
| 13 | Poland                 | 17,866                            | 11.41                             |
| 14 | Morocco                | 17,647                            | 43.42                             |
| 15 | Turkey                 | 16,891                            | 19.09                             |

<sup>(1)</sup> Sales excluding Twizy

### About Groupe Renault

Groupe Renault has manufactured cars since 1898. Today it is an international multi-brand group, selling close to 3.9 million vehicles in 134 countries in 2018, with 36 manufacturing sites, 12,700 points of sales and employing more than 180,000 people.

To address the major technological challenges of the future, while continuing to pursue its profitable growth strategy, Groupe Renault is focusing on international expansion. To this end, it is drawing on the synergies of its five brands (Renault, Dacia, Renault Samsung Motors, Alpine and LADA), electric vehicles, and its unique alliance with Nissan and Mitsubishi Motors. With a 100% Renault owned team committed to the Formula 1 World Championship since 2016, the brand is involved in motorsports, a real vector for innovation and awareness.

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