



RENAULT

PRESS RELEASE

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2006 commercial results, a year of transition for the Renault Group

*International sales continue to rise, performance reduced in Europe**

- **4% drop in worldwide sales a result of contrasting performances depending on market.**
 - **Sales increase by +8.8% outside Europe*** thanks to its Renault, Dacia and Samsung brands. Sales outside Europe now represent more than 30% of Group sales in 2006.
 - **8.7% drop in European sales, where the selective commercial policy produces its first effects and prepares for the launch of new models.**
- **Success of Logan: 247,000 cars sold under both the Dacia and Renault brands**
- **In Europe, Clio sales grow by +26.5% thanks to the success of Clio III.**

"2007 will mark a return to growth for Renault from summer onwards. Outside Europe sales will continue to progress and the Renault Group will reinforce its commercial organization to prepare for the arrival of new products. In Europe the first half of the year will remain on a downward trend but the second half, with the arrival of the future Twingo and then the future Laguna, will mark the start of the rebound in sales while retaining the priority given to profitability. In total, we expect slight growth, essentially in the second half."

Patrick Blain, Executive Vice President, Sales & Marketing.

Worldwide sales in 2006 decreased by **-4%** to **2,433,604** vehicles sold during a year of transition for the Renault Group.

Outside Europe sales increased by **+8.8%** to **742,019** units thanks to the increasing availability of Logan, the performance of Renault Samsung Motors and the growth of the Renault brand on international markets. At the end of 2006, sales outside Europe accounted for more than **30%** of the Renault Group's sales. Each of the three brands (Renault, Dacia and Samsung) contributed to this growth :

- **Renault** sales rose **+9.8%** to **471,113** vehicles
- **Dacia** sales grew by **+11.6%** to **149,075** vehicles
- **Renault Samsung Motors** sales grew to a record **121,831** vehicles

*Europe=region France + region Europe

In **France and Europe** on very competitive markets, a lack of new products and the acceleration of the selective commercial policy to reduce unprofitable sales saw a decrease in sales of **-8.7%** for the Renault Group to **1,691,585** units, but was accompanied by a noticeable improvement in residual values.

| **Euromed Region**

In the Euromed region, **Renault Group** sales grew by **+12.6%** to **380,084** in 2006, thanks to very strong sales growth for Logan in Russia, and in North Africa where the group ensured its leadership.

Renault grew by **+13.8%** in the Euromed region. In **Russia**, on a market that grew by **+21.7%**, sales leapt by **+146.7%** and **71,914** vehicles, thanks to the success of Logan in its first full year of sales in this market. The brand also progressed in **North Africa** by **+15.7%**. However, sales dropped by **-21.2%** in **Turkey**, a market that dropped by **-13.2%** and was effected by the devaluation of its local currency in 2006. Even so, Renault remains leader of the car market with 16% market share.

Dacia saw its sales increase by **+11.1%**, thanks to the increasing presence of Logan in Morocco (+369.3%), Algeria (+83.2%) and in Eastern Europe (Ukraine and Bulgaria) where sales have multiplied sevenfold to almost 7,700 units.

| **Americas Region**

In the Americas region, the **Renault Group's** sales increased by **+13.2%** in 2006 to **186,284** units, notably thanks to strong advances in Colombia, Argentina and Brazil.

In Colombia sales increased by **+37.1%** mostly thanks to Logan, produced and sold locally under the Renault brand since the end of 2005, securing the number two place in the market for Renault. In Argentina, Renault sales increased ahead of the market by **+29.4%** to **48,334** vehicles. In Brazil, on a market up by 12.6%, Renault sales increased by **+8.5%** in 2006 with **51,557** sales, thanks to the launch of the Mégane Sedan and Grandtour models. Notably, 75% of the cars presently sold by Renault in Brazil run on Flex-Fuel.

Conversely, sales in Mexico dropped to **20,272** units due to the effect of the cycle of renewal of the range. Sales of Kangoo LCV of this market were good, and Clio III will be launched on this market early in 2007.

| **Asia-Africa Region**

Renault Group sales in the Asia-Africa region dropped slightly (**-2.5%**) in 2006 to **175,651** vehicles.

The slight reduction in sales in this region is principally due to South Africa and the Middle-East region. The drop of 20% in the value of the South African Rand directed Renault to adapt its commercial policy in South Africa in order to focus on profitability, resulting in a drop in sales of **-18.5%**.

In South Korea, its first market, **Renault Samsung Motors** continued its growth and progressed by **+3.2%**.

| France & Europe Region

The drop in sales in France & Europe is explained by two factors with similar impacts:

- the lack of new products in 2006
- the voluntary reduction of volume linked to the selective commercial policy

These two factors led to reduction in group sales of **-8.7%** in 2006 to **1,691,585** units, representing a **9.4%** market share.

In Europe (including France) the Renault brand, with a **9.1%** market share (Car + LCV), sold **1,644,068** vehicles, a drop of **9.8%** in the region. Renault remains the leading brand on the European LCV market for the ninth year running with **319,334** vehicles sold representing a **14.1%** market share.

The Dacia brand pursued its growth with a sales increase of **+54.4%** to **47,517** units.

In France the Renault brand remains number one for sales with a **25.5%** market share (Car + LCV) selling **649,893** vehicles in 2006. The two best-selling cars in France in 2006 are Clio and Mégane. In addition, Dacia sold **18,794** Logan in France during 2006, and confirms its success with **0.9%** market share.

The selective commercial policy

For two years, Renault has pursued a selective commercial policy in Europe. This consists of privileging the most profitable sales channels (retail and fleet customers) and limiting sales to short term rentals and self registrations, as these vehicles return very quickly to the used car market.

This allows Renault to 'clean' the stock of used cars in its network and support the residual values of its vehicles.

This policy, while penalizing volumes in the short term, allows Renault to prepare for the future and will pay off in the medium term both in volumes and profitability. In the case of Clio III its residual value has already risen by 6% (Eurotax estimate).

| Outlook

2007 will see the beginning of a return to growth for the Renault Group from the summertime onwards.

Outside Europe sales growth will again be stronger thanks notably to the group's operations in India, the Mercosur and in Iran, with the start of production and sales of Logan. Renault will also reinforce its commercial organisation in a number of countries in preparation for the arrival of new products which will be launched under Renault Commitment 2009. Renault Samsung Motors will launch a 4x4 model on to the South Korean market at the end of 2007.

In Europe, 2007 will be a year of contrasts for Renault. The first half of the year will see continuity with 2006 with priority given to profitability. During the second half of 2007, the launches of the future Twingo and then the future Laguna, will allow sales to renew progressively with growth, with the full impact of these launches the following year.

Globally, the Renault Group's worldwide sales should experience a slight increase in 2007, this growth exclusively concentrated in the second half, which marks the beginning of the Renault Commitment 2009 product offensive.

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ANNEXE 1

Renault Group sales at the end of December 2006

Provisional figures

Total sales by brand of the Renault Group		Cumulative		
		2006	2005	% var
RENAULT	Cars	1,737,043	1,878,434	-7.5
	LCV	378,138	372,378	+1.5
	Total Renault	2,115,181	2,250,812	-6.0
RSM	Cars	121,831	119,488	+2.0
	Total RSM^(*)	121,831	119,488	+2.0
DACIA	Cars	184,751	143,621	+28.6
	LCV	11,841	20,743	-42.9
	Total Dacia^(*)	196,592	164,364	+19.6
RENAULT Group	Cars	2,043,625	2,141,543	-4.6
	LCV	389,979	393,121	-0.8
	Total Group	2,433,604	2,534,664	-4.0

(*) Sales on local market + exports

Total sales by region		Cumulative		
		2006	2005	% var
	Europe*	1,691,585	1,852,474	-8.7
	Outside Europe	742,019	682,190	+8.8
	Euromed	380,084	337,497	+12.6
	Asia Africa	175,651	180,129	-2.5
	Americas	186,284	164,564	+13.2
	Total Group	2,433,604	2,534,664	-4.0

* Region France + Region Europe

The top ten Car and LCV markets of the Renault Group at the end of December 2006

	Volume	Market share
1 France	668,687	26.30%
2 Spain	205,979	10.81%
3 Germany	173,199	4.73%
4 United Kingdom	160,137	5.98%
5 Italy	142,048	5.58%
6 Romania*	131,218	46.25%
7 South Korea	119,088	10.03%
8 Turkey	92,331	14.87%
9 Russia	71,914	3.78%
10 Belgium + Luxembourg	67,063	10.44%

* of which 23.549 vehicles for the Renault brand and 107.669 for the Dacia brand

ANNEXE 2

World model sales in 2006 (Cars + LCV)

Model	Volume
Renault	
Twingo	69,166
Clio	584,646
Thalia	93,644
Modus	86,414
Mégane	681,444
Laguna	83,123
Vel Satis	5,127
Espace	42,842
Kangoo	227,865
Trafic	81,522
Master	96,435
Dacia + Renault	
Logan	247,083
Dacia	
Pick-up	11,755
Samsung	
SM3	31,975
SM5	72,314
SM7	17,542
Others	707
Total	2,433,604

ANNEXE 3

List of countries per region

Americas	Asia & Africa	Euromed	Europe (<i>outside France</i>)	France
NORTH LATIN AMERICA	ASIA PACIFIC	EASTERN EUROPE	Albania Austria Germany Belgium-Lux. Bosnia Cyprus Croatia Denmark Spain Finland Greece Hungary Ireland Iceland Italy Kosovo Macedonia Malta Montenegro Norway Baltic States Netherlands Poland Portugal Czech Republic United Kingdom Serbia Slovakia Slovenia Sweden Switzerland	Metropolitan France
Colombia Costa Rica Cuba Ecuador Honduras Mexico Nicaragua Panama El Salvador Venezuela Dominican Rep. Guadeloupe French Guyana Martinique	Australia Indonesia Japan Malaysia New Caledonia New Zealand Singapore Tahiti Thailand Brunei	Bulgaria Moldavia Romania		
	INDIA	RUSSIE / CIS		
	MIDDLE EAST & French-speaking Africa	Armenia Belorussia Georgia Kazakhstan Russia Ukraine		
	Saudi Arabia Egypt Jordan Lebanon Libya Pakistan Gulf States Syria	...		
SOUTH LATIN AMERICA		TURKEY		
Argentina Brazil Bolivia Chili Paraguay Peru Uruguay		Turkey Turkish Cyprus ...		
	AFRICA & INDIAN OCEAN	NORTH AFRICA		
	South Africa + <i>Sub-Saharan Countries</i> Indian Ocean Islands	Algeria Morocco Tunisia		
	KOREA			
	IRAN			
	CHINA			
	Hong Kong Taiwan			
	ISRAEL			