

## EARNINGS REPORT - First-half 2011

In Brief ..... 3
Key figures ..... 3
Overview ..... 3
2011 Outlook ..... 4
Risk management and related third parties ..... 4
Person responsible for the document ..... 5
Chapter 1 - Sales performance ..... 6
Overview ..... 6
1.1. Automotive ..... 8
1.1.1. Group sales worldwide (units) ..... 8
1.1.2. Renault Brand ..... 8
1.1.3. Dacia Brand ..... 9
1.1.4. Renault Samsung Motors Brand ..... 9
1.1.5. Group sales by brand (units) ..... 9
1.2. Sales Financing ..... 10
1.2.1 Proportion of new vehicles financed ..... 10
1.2.2. RCI Banque's new financing contracts and average loans outstanding ..... 10
1.3. Sales and production statistics ..... 11
Chapter 2 - Financial results ..... 17
Overview ..... 17
2.1. Comments on the financial results ..... 17
2.1.1. Consolidated income statement ..... 17
2.1.2. Net capex and R\&D expenses. ..... 19
2.1.3. Automotive debt ..... 20
2.1.4. Cash at June 30, 2011 ..... 20
2.2. Condensed consolidated financial statements ..... 21
2.2.1. Consolidated income statement ..... 21
2.2.2. Consolidated comprehensive income ..... 22
2.2.3. Consolidated financial position ..... 23
2.2.4. Changes in shareholders' equity ..... 24
2.2.5. Consolidated cash flows ..... 26
2.2.6. Information by operating segment ..... 27
2.2.7. Notes to the condensed consolidated half-year financial statements ..... 33
Chapter 3 - Financial Information on the Alliance ..... 49

## KEY FIGURES

|  |  | H1 2011 | H1 2010 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Worldwide Group sales | '000 vehicles | 1,374 | 1,349 | +1.9\% |
| Group revenues | € million | 21,101 | 19,668 | +7.3\% |
| Operating margin | € million | 630 | 780 | -150 |
|  | \% of revenues | +3.0\% | +4.0\% | -1.0 pt |
| Contribution from associated companies | € million | 557 | 531 | +26 |
| o/w Nissan |  | 441 | 460 | -19 |
| o/w AB Volvo |  | 70 | 121 | -51 |
| o/w AvtoVAZ |  | 37 | -56 | +93 |
| Net income | € million | 1,253 | 823 | +430 |
| Net income, Group share | € million | 1,220 | 780 | +440 |
| Earnings per share | € | 4.48 | 2.95 | +1.53 |
| Operational free cash flow ${ }^{1}$ | € million | 121 | 1,420 | -1,299 |
| Automotive net financial debt | € million | 1,221 | $\begin{array}{r} 1,435 \\ \text { on Dec } 31 / 10 \end{array}$ | -214 |
| Debt-to-equity ratio | \% | 5.3\% | $\begin{array}{r} 6.3 \% \\ \text { on Dec } 31 / 10 \end{array}$ | +1 pt |
| Sales Financing, average loans outstanding | $€$ billion | 22.3 | 20.7 | +7.5\% |

## OVERVIEW

The Renault group reported historical record sales of $1,374,368$ vehicles in the first half of 2011.
In a global market that expanded by 5.9\%, Renault group PC+LCV sales grew by 1.9\% relative to first-half 2010, giving the Group a $3.7 \%$ share of the global market.

In the first half of 2011, the Group reported its strongest growth in two key Regions for its development: Eurasia (up $73.3 \%$ ) and the Americas (up $34.9 \%$ ). The share of Renault group vehicles sold outside Europe increased by 6.1 points. These vehicles now account for $39.5 \%$ of sales, compared with $33.4 \%$ in 2010.

Renault brand sales increased by $5.8 \%$, which drove growth.
The Group reported revenues of $€ 21,101$ million, up $7.3 \%$ on the same period in 2010.
In the first half of 2011, the Group's operating margin totaled $€ 630$ million, or $3.0 \%$ of revenues, compared with $€ 780$ million ( $4.0 \%$ of revenues) in first-half 2010. Automotive's contribution to the Group operating margin declined by $€ 189$ million to $€ 221$ million ( $1.1 \%$ of Automotive revenues) due to a combination of factors:

- $\mathrm{a} € 313$ million increase in raw materials costs, offset by $€ 279$ million in reductions resulting from the Monozukuri cost-cutting plan,
- a negative €102 million exchange rate effect,
- a $€ 59$ million increase attributable to volume growth,
- a negative mix/price impact of €91 million in a competitive European market that was disrupted by supply problems.

[^0]Overall, supply issues resulting from the tsunami in Japan had an estimated negative impact of €150 million on Automotive's operating margin in the first half. The problems primarily affected production, marketing offers and logistics.

Sales Financing contributed €409 million to the Group's operating margin. The $€ 39$ million rise was achieved through increased loans outstanding and low cost of risk (well below the historical structural level).
After recognizing €142 million in other operating income and expenses, the Group reported operating profit of $€ 772$ million, compared with $€ 718$ million in first-half 2010.
Renault's share in associated companies, mainly Nissan, AB Volvo and AvtoVAZ, generated income of $€ 557$ million in first-half 2011.

Net income amounted to $€ 1,253$ million, and net income, Group share, was $€ 1,220$ million.
Automotive generated operational free cash flow of €121 million, despite a negative € 437 million change in the working capital requirement relative to December 31, 2010 (linked in part to unseasonal inventory changes in connection with supply problems).

Automotive's net financial debt totaled $€ 1,221$ million on June 30, 2011, down $€ 214$ million on December 31, 2010. The debt-to-equity ratio came to $5.3 \%$ at June 30, 2011, compared with $6.3 \%$ at end-December 2010.

## 2011 OUTLOOK

The global automotive market (PC + LCV) is expected to continue to grow, ending the year up 3\% to 4\% versus 2010. Emerging markets will remain the main growth drivers, while Europe should remain stable or even contract slightly $(-2 \%)$ for the year as a whole, with a $4 \%$ to $6 \%$ decrease in the French market. In this context, Renault expects to post higher sales volumes and revenues than in 2010.
Supply constraints are expected to subside gradually in the second half, enabling a strong recovery in production from September. The impact of the Japanese tsunami on operating margin in the second half is estimated to be an additional €50 million.
In this context, the Group confirms its objective of an Automotive operational free cash flow above €500 million for 2011, with a ratio of capital expenditures and R\&D below $9 \%$ of revenues.

## risk Management and related third parties

No risks or uncertainties are anticipated other than those described in Chapter 1.6 of the 2010 Registration Document, filed on March 29, 2011, for the remaining six months of the year.

There are no related-party transactions other than those described in note 28 of the notes to the consolidated financial statements of this Registration Document and in note 19 of the notes to the condensed consolidated financial statements of this first half earnings report.

## PERSON RESPONSIBLE FOR THE DOCUMENT

Mr. Carlos Ghosn, Chairman and Chief Executive Officer, accepts full responsability for this Earning Report.

I hereby declare that, to the best of my knowledge, the condensed consolidated financial statements for the first half-year have been prepared under generally accepted accounting principles and give a true and fair view of the assets and liabilities, financial situation and results of the company and all the companies within the consolidated Renault group. I further declare that the Earnings Report gives a faithful picture of the information herein, e.g. material events occurring during the first six months of the financial year and their impact on the half-yearly accounts, a description of the main risks and contingencies for the remaining six months and the principal related party transactions.

Paris, July 28, 2011
Chairman and Chief Executive Officer

Carlos Ghosn

## Sales performance

## Overview

## Automotive

- The Renault group reported historical record sales of 1,374,368 vehicles in the first half of 2011.
- In a global market that expanded by 5.9\%, Renault group PC+LCV sales grew by $1.9 \%$ relative to firsthalf 2010, giving the Group a 3.7\% share of the global market.
- In the first half of 2011, the Group reported its strongest growth in two key Regions for its development: Eurasia (up 73.3\%) and the Americas (up 34.9\%). The share of Renault group vehicles sold outside Europe increased by 6.1 points. These vehicles now account for $39.5 \%$ of sales, compared with $33.4 \%$ in 2010.
- Renault brand sales increased by $5.8 \%$ (39.7\% on international markets), which drove growth. The Renault brand maintained its position as the second-ranked PC+LCV brand in Europe, with an 8.5\% market share.
- Dacia sales volumes declined by 2.9\%, partly reflecting the end of the scrappage bonus scheme in France.
- Renault Samsung Motors sales fell by 35.6\% in a fiercely competitive environment on the South Korean market.
- The Renault brand consolidated the leadership position it has held since 1998 on the European LCV market, commanding a $15.2 \%$ share. New Master, which was launched in 2010, built on its success, with a $24.7 \%$ increase in registrations in Europe.

The Renault group's top 15 markets

| SALES EXCL. LADA |  | Sales volumes H1 2011* | $\begin{array}{r} \text { PC+LCV } \\ \text { market share } \\ \text { H1 } 2011 \text { (as a \%) } \end{array}$ | Change in market share on H1 2010 |
| :---: | :---: | :---: | :---: | :---: |
| 1 | France | 366,728 | 25.2 | -3.3 |
| 2 | Germany | 90,890 | 5.2 | -0.1 |
| 3 | Brazil | 80,472 | 4.9 | 0.6 |
| 4 | Russia | 74,337 | 6.0 | 0.7 |
| 5 | Italy | 69,000 | 6.2 | -0.7 |
| 6 | Turkey | 68,831 | 16.4 | 1.7 |
| 7 | Belgium + Luxembourg | 54,061 | 13.7 | 0.9 |
| 8 | South Korea | 52,602 | 6.7 | -4.7 |
| 9 | Argentina | 50,499 | 11.9 | 0.3 |
| 10 | Spain | 49,868 | 10.0 | -0.9 |
| 11 | United Kingdom | 46,779 | 4.0 | -0.9 |
| 12 | Algeria | 42,036 | 27.3 | -3.2 |
| 13 | Iran | 35,132 | 4.7 | 1.9 |
| 14 | Netherlands | 33,680 | 9.3 | 0.7 |
| 15 | Colombia | 24,768 | 16.7 | 1.0 |

* Figures at end-June 2011.


## EUROPE

In Europe, where the market contracted by 0.8\%, Group PC+LCV sales fell by $7.4 \%$ to 831,672 units. The Group's market share declined by 0.7 of a point to $10.1 \%$. The Renault brand maintained its position as Europe's second-ranked brand.

- In France, the market was up 1.7\% on first-half 2010, still buoyed by first-half deliveries of the last orders placed under the scrappage scheme. The Renault group recorded a $9.9 \%$ fall in sales, attributable in part to supply issues and to a firmer-than-expected market. As a result, market share fell by 3.3 points to $25.2 \%$. However, these results do not reflect the Group's positive marketplace momentum: the order book is up 18.5\% relative to end-June 2010 and represents two months of sales.
- In Germany, in a market that rose by 11.0\%, Group sales increased by 8.1\%.
- In Italy, where the market fell by $12.5 \%$, the Group sold 69,000 vehicles (down $21.3 \%$ ), as fleet and rental markets gained ground at the expense of the retail market.
- In the United Kingdom, in a market that contracted by $4.4 \%$, the Group sold 46,779 vehicles (down $21.3 \%$ ), owing to the sales policy, which was adjusted to reflect exchange rate fluctuations.
- In Spain, where the market fell a sharp $25.5 \%$, the Group, which is concentrating on retail and corporate sales channels, sold 49,868 vehicles (down 31.6\%).


## Outside europe

Outside Europe, the Group demonstrated its growth potential and expanding global reach, selling 542,696 vehicles, for a $20.5 \%$ increase compared with the first half of 2010. The share of Renault group vehicles sold outside Europe increased by 6.1 points to $39.5 \%$ of sales compared with $33.4 \%$ in 2010. Although volumes declined in the Asia-Africa Region, the Americas, Euromed and Eurasia Regions all reported record sales:

- Americas: In Brazil, now the Group's third-largest market (up three places compared with 2010), which grew by 9.4\%, sales continued to rise strongly, climbing 24.6\% to 80,472 units. The Group's market share thus increased by 0.6 of a point to $4.9 \%$, lifted by good performances by Sandero, Logan and Clio.
- Euromed: In Turkey, the Group increased sales volumes by 68.9\%, outperforming the market, which grew $51.3 \%$, thanks in particular to the success of Symbol (an all-category best-seller, marketed as Thalia in the Euromed Region), Fluence and Mégane.
- In Algeria and Morocco, the Group continued to expand, posting growth of 12.7\% and 12.6\% respectively, in markets that were up 25.7\% and 5.6\%.
Symbol leads its segment in the Euromed Region.
- Eurasia: In Russia, in a market still supported by scrappage bonuses (up 55.4\%), the Renault group sold 74,337 vehicles (a $76.0 \%$ increase) and posted $6.0 \%$ market share, helped by Sandero's success and a strong showing by Logan. As a result, Renault has moved up one place compared with 2010 to become the market's number-three brand.
- Asia-Africa: In South Korea, in a market that expanded by 4.8\%, volumes declined by 38.2\%, amid stiff competition and supply issues following the tsunami in Japan.


## Sales financing

- Building on its performances in the second half of 2010, the RCI Banque group generated strong sales momentum in first-half 2011. The proportion of new vehicles financed was up at virtually all subsidiaries.


## Sales performance

### 1.1. Automotive

### 1.1.1. Group sales worldwide (units)

| PASSENGER GARS AND LIGHT COMMERCIAL VEHICLES | H1 2011* | H1 2010 | Change (\%) |
| :---: | :---: | :---: | :---: |
| GROUP | 1,374,368 | 1,348,731 | 1.9 |
| By brand |  |  |  |
| Renault | 1,141,009 | 1,078,890 | 5.8 |
| Dacia | 176,852 | 182,153 | -2.9 |
| Renault Samsung | 56,507 | 87,688 | -35.6 |
| By vehicle type |  |  |  |
| Passenger cars | 1,192,634 | 1,187,651 | 0.4 |
| Light commercial vehicles | 181,734 | 161,080 | 12.8 |
| By Region |  |  |  |
| Europe | 831,672 | 898,323 | -7.4 |
| o/w France | 366,728 | 406,984 | -9.9 |
| Americas | 178,639 | 132,458 | 34.9 |
| Asia-Africa | 129,480 | 143,050 | -9.5 |
| Euromed | 154,358 | 128,603 | 20.0 |
| Eurasia | 80,219 | 46,297 | 73.3 |
| Total outside Europe | 542,696 | 450,408 | 20.5 |

* Preliminary figures.

Mégane family maintains its second place on the European market, with $7.9 \%$ of its segment. It is the leader in France, Belgium and Portugal. Mégane Coupé (17,065 units registered) and Scénic ( 82,318 units registered) are the biggest-selling vehicles in their category in Europe.

Fluence continues to gain ground on markets around the world, with 47,243 vehicles sold (up $98.2 \%$ ). Fluence is third in its segment in Turkey.

- On the $D$ and $E$ segments, Laguna sales edged down $1.4 \%$, with 29,557 vehicles sold. Sales of Koléos rose to 23,348 registrations from 15,292 in 2010. Renault Espace is the undisputed leader in France, commanding a $34.4 \%$ share of its segment.


## $\rightarrow$ Light commercial vehicles

As the LCV market picked up in Europe (8.3\%) and worldwide (6.5\%), Renault recorded a $14.8 \%$ increase in worldwide sales, driven in particular by the recent renewal of the range.

Sales of Kangoo rose by $12.7 \%$, to 62,458 units, Renault Trafic gained $20.2 \%$ to sell 32,269 vehicles, and Renault Master recorded 43,157 sales (a rise of $37.2 \%$ ).

## Sales performance

### 1.1.3. Dacia brand

In the PC+LCV market, the Dacia brand also had to deal with supply problems affecting diesel engines, and sales declined a slight $2.9 \%$ to 176,852 units. Even so, Dacia maintained $1.5 \%$ market share in Europe.
On the B segment, sales of Sandero fell by $52.0 \%$ to 46,075 units. The decline was especially pronounced in France ( $66.0 \%$ for PC+LCV) owing to the end of the scrappage bonus scheme and LPG incentives.

Conversely, on the Europe $C$ segment for passenger cars, Duster performed very strongly, with 70,788 vehicles sold. This raised it to second place for sales of crossovers in Europe, with $12.6 \%$ market share in this category just one year after its launch.

### 1.1.4. Renault Samsung Motors brand

South Korea is the eighth-largest market for the Renault group, whose Renault Samsung Motors brand holds 6.7\% of the market. In the first half, Renault Samsung Motors' PC sales in South Korea fell by $38.2 \%$ to 52,602 units as a result of fierce competition and supply problems linked to the tsunami in Japan.

### 1.1.5. Group Sales by brand (units)

| PASSENGER CARS AND LICHT COMMERCIAL VEHICLES | H1 2011* | H1 2010 | Change (\%) |
| :---: | :---: | :---: | :---: |
| Europe Region |  |  |  |
| Renault | 704,754 | 766,514 | -8.1 |
| Dacia | 126,918 | 131,809 | -3.7 |
| GROUP | 831,672 | 898,323 | -7.4 |
| o/w France |  |  |  |
| Renault | 316,315 | 342,696 | -7.7 |
| Dacia | 50,413 | 64,288 | -21.6 |
| GROUP | 366,728 | 406,984 | -9.9 |
| Americas Region |  |  |  |
| Renault | 174,734 | 129,912 | 34.5 |
| Dacia | - | - | 0.0 |
| Renault Samsung | 3,905 | 2,546 | 53.4 |
| GROUP | 178,639 | 132,458 | 34.9 |
| Asia-Africa Region |  |  |  |
| Renault | 74,282 | 55,170 | 34.6 |
| Dacia | 2,596 | 2,738 | -5.2 |
| Renault Samsung | 52,602 | 85,142 | -38.2 |
| GROUP | 129,480 | 143,050 | -9.5 |
| Euromed Region |  |  |  |
| Renault | 107,020 | 80,998 | 32.1 |
| Dacia | 47,338 | 47,605 | -0.6 |
| GROUP | 154,358 | 128,603 | 20.0 |
| Eurasia Region |  |  |  |
| Renault | 80,219 | 46,296 | 73.3 |
| Dacia | - | 1 | - |
| GROUP | 80,219 | 46,297 | 73.3 |

[^1]
## Sales performance

### 1.2. SALES FINANCING

### 1.2.1. Proportion of new vehicles financed

Building on its performances in the second half of 2010, the RCI Banque group generated strong sales momentum in firsthalf 2011. The proportion of new vehicles financed was up at virtually all subsidiaries.

RCI Banque financed 33.6\% of new vehicle registrations for Renault, Nissan and Dacia in the Europe Region, up from 30.4\% in first-half 2010. The proportion was $34.9 \%$ for Renault vehicles (compared with $32.5 \%$ in first-half 2010) and $28.0 \%$ for Nissan vehicles (compared with $23.0 \%$ in first-half 2010). The improvement can be attributed to the continuation of RCl's competitive commercial policy, particularly package deals, and its ability to design solutions that fit with carmakers' offers.

The proportion of new vehicles financed by RCl Banque in the Americas Region rose to 33.7\% in first-half 2011, from 29.1\% in first-half 2010.

RCI Banque financed $55.1 \%$ of new vehicle registrations in South Korea (now the only country in the Asia-Africa Region where RCI operates) in first-half 2011, substantially up from 41.0\% in first-half 2010.

RCI Banque's proportion of new vehicles financed in the Euromed Region (including Romania and Morocco) jumped to $18.3 \%$ in first-half 2011 from 13.0\% in first-half 2010.

### 1.2.2. RCI Banque's new financing contracts and average loans outstanding

RCI Banque originated $€ 5.6$ billion in new financing, excluding card business and personal loans, in first-half 2011, up from $€ 4.9$ billion in first-half 2010, for a $13.0 \%$ increase. The number of new vehicle financing contracts totaled 520,359 in first-half 2011, compared with 479,552 in first-half 2010, an $8.5 \%$ increase.

RCI Banque's average loans outstanding totaled €22.3 billion, up 7.5\% on first-half 2010.

## Sales performance

### 1.3. Sales and production statistics

Total industry volume - Registrations (units)
Main Renault group markets

| PASSENGER GARS AND LICHT COMMERCIAL VEHICLES | H1 2011* | H1 2010 | Change (\%) |
| :---: | :---: | :---: | :---: |
| Europe Region | 8,246,494 | 8,316,541 | -0.8 |
| o/w: |  |  |  |
| France | 1,449,413 | 1,425,692 | +1.7 |
| Germany | 1,735,698 | 1,563,551 | +11.0 |
| Italy | 1,111,292 | 1,269,853 | -12.5 |
| United Kingdom | 1,166,243 | 1,220,433 | -4.4 |
| Spain + Canary Islands | 499,361 | 670,020 | -25.5 |
| Belgium + Luxembourg | 394,753 | 384,390 | +2.7 |
| Poland | 173,065 | 177,859 | -2.7 |
| Americas Region ** | 3,127,528 | 2,704,391 | +15.6 |
| o/w: |  |  |  |
| Mexico | 412,549 | 370,025 | +11.5 |
| Colombia | 148,643 | 100,223 | +48.3 |
| Brazil | 1,637,275 | 1,496,020 | +9.4 |
| Argentina | 422,975 | 323,426 | +30.8 |
| Asia-Africa Region | 16,805,735 | 16,460,538 | +2.1 |
| o/w: |  |  |  |
| South Africa | 227,857 | 194,941 | +16.9 |
| South Korea | 781,617 | 745,438 | +4.9 |
| Euromed Region | 711,832 | 554,094 | 28.5 |
| o/w: |  |  |  |
| Romania | 48,355 | 57,809 | -16.4 |
| Turkey | 421,036 | 278,255 | +51.3 |
| Algeria | 153,805 | 122,352 | +25.7 |
| Morocco | 57,362 | 54,340 | +5.6 |
| Eurasia Region | 1,413,268 | 932,493 | +51.6 |
| o/w: |  |  |  |
| Russia | 1,235,439 | 794,825 | +55.4 |
| Ukraine | 103,414 | 73,081 | +41.5 |
| WORLD (incl. North America) | 37,440,683 | 35,369,458 | +5.9 |

[^2]
## Sales performance

## Renault group

Registrations (reg's) and market share (mikt sh.)

| PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES | H1 2011* |  | H1 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Reg's (units) | Mkt Sh. (\%) | Reg's (units) | Mkt Sh. (\%) |
| Europe Region | 830,498 | 10.1 | 897,729 | 10.8 |
| o/w: |  |  |  |  |
| France | 365,612 | 25.2 | 406,438 | 28.5 |
| Germany | 90,890 | 5.2 | 84,048 | 5.4 |
| Italy | 69,000 | 6.2 | 87,715 | 6.9 |
| United Kingdom | 46,779 | 4.0 | 59,403 | 4.9 |
| Spain + Canary Islands | 49,868 | 10.0 | 72,943 | 10.9 |
| Belgium + Luxembourg | 54,003 | 13.7 | 49,187 | 12.8 |
| Poland | 15,986 | 9.2 | 14,121 | 7.9 |
| Americas Region** | 178,639 | 5.7 | 132,458 | 4.9 |
| o/w: |  |  |  |  |
| Mexico | 10,494 | 2.5 | 7,363 | 2.0 |
| Colombia | 24,768 | 16.7 | 15,673 | 15.6 |
| Brazil | 80,472 | 4.9 | 64,599 | 4.3 |
| Argentina | 50,499 | 11.9 | 37,620 | 11.6 |
| Asia-Africa Region | 129,480 | 0.8 | 143,050 | 0.9 |
| o/w: |  |  |  |  |
| South Africa | 5,075 | 2.2 | 4,064 | 2.1 |
| South Korea | 52,602 | 6.7 | 85,142 | 11.4 |
| Euromed Region | 154,358 | 21.7 | 128,603 | 23.2 |
| o/w: |  |  |  |  |
| Romania | 17,844 | 36.9 | 23,982 | 41.5 |
| Turkey | 68,831 | 16.3 | 40,762 | 14.6 |
| Algeria | 42,036 | 27.3 | 37,306 | 30.5 |
| Morocco | 20,974 | 36.6 | 18,635 | 34.3 |
| Eurasia Region | 80,219 | 5.7 | 46,297 | 5.0 |
| o/w: |  |  |  |  |
| Russia | 74,337 | 6.0 | 42,227 | 5.3 |
| Ukraine | 5,170 | 5.0 | 3,612 | 4.9 |
| WORLD incl. North America | 1,373,194 | 3.7 | 1,348,137 | 3.8 |

* Preliminary figures.
** Excl. North America.


## Sales performance

Renault group
Models performance by segiment in the Europe region*

| PASSENGER GARS | $\begin{array}{r} \text { Segment } \\ \text { change } \\ \text { H1 2011* } / \\ \text { H1 2010 } \\ (\%) \\ \hline \end{array}$ | Group share of segment |  |  | $\begin{array}{r} \text { Rank } \\ \text { H1 } 2011 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | H1 2011* <br> (\%) | $\begin{array}{r} \text { H1 } 2010 \\ \text { (\%) } \end{array}$ | Change H1 2011* H1 2010 (points) |  |
| Segment A | -17.1 |  |  |  |  |
| Twingo / Twingo II |  | 10.4 | 10.7 | -0.3 | 3 |
| Wind |  | 0.7 | 0.0 | 0.6 | 18 |
| Segment B | -6.8 |  |  |  |  |
| Clio / Clio III |  | 7.2 | 8.0 | -0.8 | 5 |
| Thalia / Thalia II |  | 0.1 | 0.1 | 0 | 46 |
| Modus |  | 1.2 | 1.2 | 0 | 23 |
| Logan |  | 0.6 | 1.0 | -0.4 | 32 |
| Sandero |  | 1.6 | 3.5 | -1.9 | 17 |
| Kangoo |  | 0.0 | 0.0 | 0 | 72 |
| Segment C | +2.6 |  |  |  |  |
| Kangoo II |  | 0.7 | 0.8 | -0.1 | 35 |
| Mégane / Mégane II / Mégane III |  | 7.9 | 9.3 | -1.4 | 2 |
| Fluence |  | 0.3 | 0.3 | 0 | 49 |
| Duster |  | 2.6 | 0.5 | 2.1 | 12 |
| Segment D | +4.6 |  |  |  |  |
| Laguna / Laguna III |  | 2.6 | 2.7 | -0.1 | 12 |
| Latitude |  | 0.4 | 0.0 | 0.4 | 40 |
| Koléos |  | 0.8 | 0.6 | 0.2 | 28 |
| Trafic / Trafic II |  | 0.6 | 0.6 | 0 | 35 |
| Segment E | +15.3 |  |  |  |  |
| Espace / Espace IV |  | 1.8 | 2.1 | -0.3 | 14 |
| Master / Master II / Master III |  | 0.1 | 0.2 | -0.1 | 71 |

* Preliminary figures.


## Sales performance

## Renault group

Performance of models by segment in the Europe region*

| LIGHT COMMERCIAL VEHICLES | $\begin{array}{r} \text { Segment } \\ \text { change } \\ \text { H1 } 2011^{*} / \\ \text { H1 } 2010 \\ (\%) \end{array}$ | Group share of segment |  |  | $\begin{aligned} & \text { Rank } \\ & \text { H1 } 2011 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | H1 2011* (\%) | $\begin{aligned} \text { H1 } 2010 \\ (\%) \end{aligned}$ | $\begin{aligned} & \text { Change } \\ & \text { H1 2011*' } \\ & \text { H1 } 2010 \text { (points) } \end{aligned}$ |  |
| Fleet vehicles | +1.8 |  |  |  |  |
| Twingo / Twingo II |  | 2.4 | 2.4 | +0.0 | 12 |
| Clio / Clio III |  | 16.8 | 19.3 | -2.5 | 1 |
| Modus |  | 0.1 | 0.2 | -0.1 | 52 |
| Mégane / Mégane II / Mégane III |  | 4.9 | 8.3 | -3.4 | 7 |
| Laguna / Laguna III |  | 0.2 | 0.8 | -0.7 | 33 |
| Espace / Espace IV |  | 0.1 | 0.4 | -0.3 | 45 |
| Sandero |  | 0.1 | 0.0 | +0.0 | 59 |
| Logan |  | 0.1 | 0.1 | -0.0 | 41 |
| Small vans | -0.9 |  |  |  |  |
| Kangoo / Kangoo II |  | 16.3 | 16.0 | +0.3 | 1 |
| Logan |  | 1.3 | 1.7 | -0.4 | 12 |
| Vans | +14.3 |  |  |  |  |
| Trafic / Trafic II |  | 6.9 | 6.7 | +0.2 | 6 |
| Master / Master II / Master III |  | 6.9 | 6.4 | +0.6 | 5 |
| Mascott ** / Maxity ** / Master III ** |  | 1.6 | 0.9 | +0.6 | 17 |
| Pick-up | +26.7 |  |  |  |  |
| Logan |  | 3.5 | 7.7 | -4.2 | 7 |

* Preliminary figures.
** Renault Trucks.
NB: Change in segmentation:
Renault now uses the international vehicle classification system of $A, B, C, D$ and $E$. Hence vehicles in the Entry range are now classified in their respective segments and car-derived vans are included in the five main segments.


## Sales performance

Renault group
WORLDWIDE PRODUCTION BY MODEL ${ }^{(1)}$ (UNITS)

| PASSENGER GARS AND LIGHT COMMERCIAL VEHICLES | H1 2011* | H1 2010 | $\begin{array}{r} \text { Change } \\ \text { H1 2011*/ } \\ \mathrm{H} 12010 \\ (\%) \end{array}$ |
| :---: | :---: | :---: | :---: |
| Twingo | 78,154 | 95,520 | -18.2 |
| Wind | 4,759 | 1,450 | 228.2 |
| Clio | 225,235 | 249,247 | -9.6 |
| Thalia | 52,126 | 48,334 | 7.8 |
| Modus | 29,403 | 30,455 | -3.5 |
| Logan+Sandero | 330,087 | 293,536 | 12.5 |
| Kangoo | 100,260 | 94,601 | 6.0 |
| Mégane | 253,425 | 277,374 | -8.6 |
| Fluence | 76,772 | 65,421 | 17,4 |
| Duster | 89,307 | 26,827 | 232.9 |
| SM3 | 28,291 | 30,088 | -6,0 |
| Laguna | 33,993 | 30,926 | 9.9 |
| SM5+Latitude | 39,838 | 44,432 | -10.3 |
| Koléos | 31,433 | 24,089 | 30.5 |
| Espace | 10,117 | 9,881 | 2.4 |
| Master | 60,961 | 47,319 | 28.8 |
| SM7 | 6,468 | 7,778 | -16.8 |
| Other | 8,641 | 6,637 | 30.2 |
| Group worldwide production | 1,459,270 | 1,383,915 | 5.4 |
| o/w produced for partners |  |  |  |
| Master for GM | 7,661 | 5,165 | 48.3 |
| SM3 for Nissan | 17,545 | 21,017 | -16.5 |
| Vehicles for Nissan in Mercosur | 16,572 | 6,637 | 149.7 |
| Produced by partners for Renault: |  |  |  |
| Produced by GM for Renault (Trafic) | 9,366 | 21,125 | -55.7 |
| Produced by Nissan for Renault (Trafic) | 34,003 | 17,048 | 99.5 |
| Other (Iran + India) | 42,382 | 29,638 | 43.0 |

* Preliminary figures.
(1) Production data concern the number of vehicles leaving the production line.


## Sales performance

Geographical organization of the Renault group by Region - Countries in each Region
From July 30, 2011


## Financial results

## Overview

- Driven by growth on international markets and despite slack conditions in Europe, Group consolidated revenues came to $€ 21,101$ million in the first half of 2011, up $7.3 \%$ on first-half 2010.
- Group operating margin was $€ 630$ million, $3.0 \%$ of revenues, compared with $€ 780$ million and $4.0 \%$ of revenues in the first half of 2010.
- Other operating income and expenses showed net income of €142 million, after a net charge of $€ 62$ million in the first half of 2010.
- The financial result showed a net charge of €81 million, compared with €246 million in first-half 2010.
- Nissan's contribution to Renault's earnings was €441 million, compared with €460 million in first-half 2010. AB Volvo contributed €70 million (compared with €121 million in the first half of 2010). AvtoVAZ contributed $€ 37$ million, compared with a negative $€ 56$ million in the first half of 2010.
- Net income was €1,253 million, compared with €823 million in the first half of 2010. Net income, Group share, stood at $€ 1,220$ million, compared with $€ 780$ million in the first half of 2010.
- Automotive's operational free cash flow came to € 121 million.
- Automotive's net financial debt fell €214 million compared with December 31, 2010 to €1,221 million.
- Shareholders' equity stood at €23,080 million on June 30, 2011. The debt-to-equity ratio improved by one point from 6.3\% at December 31, 2010 to 5.3\% in the first half of 2011.


### 2.1. Comments on the financial results

### 2.1.1. Consolidated income statement

Group revenues totaled $€ 21,101$ million, up $7.3 \%{ }^{(1)}$ on first-half 2010. Excluding the exchange rate effect, revenues rose $6.9 \%$.
Operating segment contribution to group revenues

| (€ million) | 2011 |  |  | 2010 published |  |  | Change 2011/2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H1 | Q1 | Q2 | H1 | Q1 | Q2 | H |
| Automotive | 9,965 | 10,178 | 20,143 | 8,642 | 10,136 | 18,778 | 15.3\% | 0.4\% | 7.3\% |
| Sales Financing | 466 | 492 | 958 | 430 | 460 | 890 | 8.4\% | 7.0\% | 7.6\% |
| Total | 10,431 | 10,670 | 21,101 | 9,072 | 10,596 | 19,668 | 15.0\% | 0.7\% | 7.3\% |

Automotive's revenue contribution in the first half of 2011 was $€ 20,143$ million, up $7.3 \%$ on the first half of 2010 . This increase was mainly attributable to:

- a positive volume effect (1.5 points) linked to international sales growth;
- a positive mix effect (4.3 points) linked to the product lineup and the end of the scrappage bonus scheme.

Other contributing factors included:

- a negative price effect (0.9 of a point);
- a slightly negative exchange rate effect ( 0.4 of a point);
- a positive impact (1.6 points) from other Group businesses (sales of components and vehicles to partners).

By Region (excluding other businesses):

- international operations ${ }^{(1)}$ were up sharply and contributed 4.8 points to growth thanks to a strong volume effect;
- Europe was down slightly and had a negative 0.3 point impact on revenue growth, as the improved mix failed
to entirely offset the decline in volumes owing to supply problems.

Group operating margin came to $€ 630$ million in the first half of 2011, or $3.0 \%$ of revenues, compared with $€ 780$ million and $4.0 \%$ of revenues in the first half of 2010.

## Operating segment contribution to group operating margin

| (E million) | H1 2011 | H1 2010 |
| :--- | ---: | ---: |
| Automotive | 221 | 410 |
| \% of division revenues | $1.1 \%$ | $2.2 \%$ |
| Sales Financing | 409 | 370 |
| \% of division revenues | $42.7 \%$ | $41.6 \%$ |
| Total | $\mathbf{6 3 0}$ | $\mathbf{- 1 8 9}$ |
| \% of Group revenues | $3.0 \%$ | $\mathbf{7 8 0}$ |

Automotive's operating margin fell by €189 million to €221 million ( $1.1 \%$ of revenues) owing to:

- a €313 million increase in raw materials costs, offset by $€ 279$ million in reductions resulting from the Monozukuri cost-cutting plan;
- a negative $€ 102$ million exchange rate effect linked to a basket of currencies that was mainly affected by movements in the Argentine peso and the Iranian rial;
- a €59 million increase attributable to volume growth, directly related to sales performance and changes in the geographical mix;
- a negative mix/price impact of €91 million. Despite a strong mix effect in sales, thanks in particular to Duster's success and the end of the scrappage bonus scheme, supply problems, some of which were linked to the tsunami in Japan, adversely impacted production, and hence marketing offers, particularly for diesel engines.

Overall, supply issues resulting from the tsunami in Japan had an estimated negative impact of $€ 150$ million on Automotive's operating margin in the first half.

Sales Financing made a €409 million contribution to the Group's operating margin, an 11\% increase on June 2010. With a $7.5 \%$ increase in average loans outstanding relative to first-half 2010, this financial performance validates the sales growth strategy. The cost of risk also improved relative to the first half of 2010, reaching $0.14 \%$ of average loans outstanding, well below RCI group's historical structural trend of around $0.60 \%$. This was achieved through an improved risk situation in Spain and Romania and reversals of networkrelated provisions as dealerships returned to better financial health, especially in Europe.

## Renault Group - R\&D Expenses*

| (€ million) | H1 2011 | H1 2010 | Change |
| :--- | ---: | ---: | ---: |
| R\&D expenses | 1,026 | 862 | 164 |
| Capitalized development expenses | -420 | -316 | -104 |
| $\%$ of R\&D expenses | $40.9 \%$ | $36.7 \%$ | $4.2 \%$ |
| Amortization | 415 | 427 | -12 |
| Gross R\&D expenses recorded in the income statement | $\mathbf{1 , 0 2 1}$ | $\mathbf{9 7 3}$ | $\mathbf{4 8}$ |

[^3]After reaching a very low level in 2010 in connection with the product cycle, Research and Development expenses rose €164 million compared with the first half of 2010 to $€ 1,026$ million in the first half of 2011, in line with what was announced in the Renault 2016 - Drive the Change Plan.

Capitalized development expenses came to $40.9 \%$ of the total spend in the first half of 2011, after $36.7 \%$ in the first half of 2010.

Other operating income and expenses showed net income of €142 million, as compared with a net charge of $€ 62$ million in the first half of 2010 . This item was mainly made up of:

- €73 million in capital gains on property disposals;
- €37 million from the reversal of net restructuring provisions;
- €32 million reversal of previously impaired assets (to reflect improved cash flow prospects for three vehicles in the range) and recognition of depreciation for a vehicle in the range.

After recognizing other operating income and expenses, the Group reported operating profit of $€ 772$ million, compared with €718 million in first-half 2010.

The financial result showed a net charge of €81 million, compared with a net charge of $€ 246$ million in the first half of 2010 , reflecting the reduction in debt and early repayment of the $€ 3$ billion Ioan from the French government in 2009.

Renault's share in associated companies generated a gain of $€ 557$ million in the first half of 2011 (compared with $€ 531$ million in first-half 2010), of which:

- €441 million from Nissan (compared with €460 million in first-half 2010);
- €70 million from AB Volvo (after €121 million in first-half 2010, but with an ownership stake of $21.8 \%$, compared with 6.8\% in the first half of 2011);
- €37 million from AvtoVAZ (compared with a loss of €56 million in first-half 2010).

Current and deferred taxes represented net income of $€ 5$ million (compared with a net charge of $€ 180$ million in firsthalf 2010), mainly reflecting recognition of deferred tax assets calculated on French tax Group tax Iosses carried forward.

Net income amounted to $€ 1,253$ million, compared with $€ 823$ million in the first half of 2010 .

The Group's share of net income amounted to € $€ 1,220$ million ( $€ 780$ million in the first half of 2010).

### 2.1. 2. Net capex and R\&D expenses

Automotive's tangible and intangible investments net of disposals (excluding capitalized leased vehicles) came to $€ 1,020$ million in the first half of 2011 (including $€ 435$ million in R\&D expenses) compared with €746 million in first-half 2010 (including $€ 324$ million in R\&D expenses).

Tangible and intangible investments net of disposals, by operating segment

| (E-million) | H1 2011 | H1 2010 |
| :--- | ---: | ---: | ---: |
| Tangible investments (excluding capitalized leased vehicles) | 689 | 468 |
| Intangible investments | 458 | 346 |
| o/w capitalized $R \& D$ expenses | 420 | 316 |
| Total acquisitions | 1,147 | 814 |
| Disposal gains | -127 | -68 |
| Total Automotive | $\mathbf{1 , 0 2 0}$ | $\mathbf{7 4 6}$ |
| Total sales financing | $\mathbf{2}$ | $\mathbf{2}$ |
| TOTAL GROUP | $\mathbf{1 , 0 2 2}$ | $\mathbf{7 4 8}$ |

Investment increased in the first half of 2011 compared with the same period in 2010, which was a low-spend year owing to the product cycle. The increase was consistent with the target of keeping the ratio of capex and R\&D expenses to $9 \%$ of Group revenues.

Total gross investment was equally divided between Europe and the rest of the world:

- in Europe: range-related investment accounted for $61 \%$ of the outlay, with a particular focus on the new 1.6 Energy dCi 130 engine and the Master range;
- outside Europe: spending was allocated primarily to Morocco (new Tangiers facility), Romania, Russia, South America, Turkey and South Korea.
Consistent with previous years, the non range-related investment policy was focused mainly on quality, working conditions and the environment.


## Financial results

Net capex and R\&D expenses

| (e million) | H1 2011 | H1 2010 |
| :--- | ---: | ---: | ---: |
| Tangible and intangible investments net of disposals |  |  |
| (excluding capitalized leased vehicles) | 1,022 | 748 |
| Capitalized R\&D expenses | -420 | -316 |
| Other | -15 | -8 |
| Net industrial and commercial investments (1) | 587 | 424 |
| \% of Group revenues | $2.8 \%$ | $2.2 \%$ |
| R\&D expenses | 1,026 | 862 |
| /w billed to third parties | 92 | 76 |
| Net R\&D expenses (2) | 934 | 786 |
| $\%$ of Group revenues | $4.4 \%$ | $4.0 \%$ |
| Net capex and R\&D expenses (1) + (2) | 1,521 | 1,210 |
| $\%$ of Group revenues | $7.2 \%$ | $6.2 \%$ |

### 2.1.3. Automotive debt

Automotive generated an operational free cash flow of €121 million in the first half of 2011, comprising:

- cash flow of €1,668 million;
- a negative €437 million change in the working capital requirement;
- tangible and intangible investments net of disposals in the amount of $€ 1,020$ million, up $€ 274$ million from $€ 746$ million in the first half of 2010;
- a negative $€ 90$ million change in capitalized leased vehicles.

Automotive's net financial debt totaled $€ 1,221$ million on June 30, 2011, or $5.3 \%$ of shareholders' equity, compared with $€ 1,435$ million on December 31, 2010 (6.3\% of shareholders' equity).

## Automotive net financial debt

| (€ million) | June 30,2011 | Dec. 31,2010 |
| :--- | ---: | ---: |
| Non current financial liabilities | 6,522 | 6,835 |
| Current financial liabilities | 3,287 | 5,124 |
| Non-current financial assets - other securities, loans and derivatives | -370 | -800 |
| on financial operations | $-1,099$ | -910 |
| Current financial assets | $-7,119$ | $-8,814$ |
| Cash and cash equivalents | $\mathbf{1 , 2 2 1}$ | $\mathbf{1 , 4 3 5}$ |
| Automotive net financial debt |  |  |

### 2.1.4. Cash at June 30, 2011

In the first half of 2011, the Group pursued a policy aimed at reducing Automotive's gross debt by making early repayment of the $€ 2$ billion still owing on the loan from the French government, while maintaining Automotive's cash levels. On June 30, 2011, Automotive's liquidity reserve amounted to $€ 11.1$ billion, comprising:

- €7.1 billion in cash and cash equivalents;
- €4.0 billion in undrawn confirmed credit lines.

On June 30, 2011, RCI Banque had:

- a liquidity reserve of € 4.1 billion, representing available liquidity surplus to the certificates of deposit and commercial paper outstandings;
- available liquidity of $€ 6.8$ billion, covering more than two times all outstanding commercial paper and certificates of deposit; it includes €4.4 billion in undrawn confirmed credit lines, €1.8 billion in Central Bank eligible collateral, and € 0.6 billion in cash.


## Financial results

### 2.2. Condensed consolidated financial statements

### 2.2.1. Consolidated income statement

| (e million) | H1 2011 | H1 2010 | Year 2010 |
| :---: | :---: | :---: | :---: |
| Sales of goods and services | 20,411 | 19,017 | 37,654 |
| Sales financing revenues | 690 | 651 | 1,317 |
| Revenues (note 4) | 21,101 | 19,668 | 38,971 |
| Cost of goods and services sold | $(16,653)$ | $(15,239)$ | $(30,620)$ |
| Cost of sales financing | (397) | (390) | (813) |
| Research and development expenses (note 5) | $(1,021)$ | (973) | $(1,834)$ |
| Selling, general and administrative expenses | $(2,400)$ | $(2,286)$ | $(4,605)$ |
| Operating margin | 630 | 780 | 1,099 |
| Other operating income and expenses (note 6) | 142 | (62) | (464) |
| Other operating income | 223 | 61 | 197 |
| Other operating expenses | (81) | (123) | (661) |
| Operating income | 772 | 718 | 635 |
| Net interest income (expense) | (107) | (237) | (354) |
| Interest income | 96 | 70 | 146 |
| Interest expenses | (203) | (307) | (500) |
| Other financial income and expenses, net | 26 | (9) | (22) |
| Financial income (note 7) | (81) | (246) | (376) |
| Gain on sale of AB Volvo Series B shares | - | - | 2,000 |
| Share in net income of associates | 557 | 531 | 1,289 |
| Nissan (note 11) | 441 | 460 | 1,084 |
| Other associates (note 12) | 116 | 71 | 205 |
| Pre-tax income | 1,248 | 1,003 | 3,548 |
| Current and deferred taxes (note 8) | 5 | (180) | (58) |
| Net income | 1,253 | 823 | 3,490 |
| Net income - non-controlling interests' share | 33 | 43 | 70 |
| Net income - parent company shareholders' share | 1,220 | 780 | 3,420 |
| Earnings per share ${ }^{(1)}$ in $€$ (note 9) | 4.48 | 2.95 | 12.70 |
| Diluted earnings per share ${ }^{(1)}$ in $€$ ( note 9) | 4.46 | 2.95 | 12.70 |
| Number of shares outstanding (in thousands) (note 9) |  |  |  |
| for earnings per share | 272,534 | 264,701 | 269,292 |
| for diluted earnings per share | 273,318 | 264,701 | 269,292 |

[^4]
## Financial results

### 2.2.2. Consolidated comprehensive income

Other components of comprehensive income are reported net of tax effects.

| (e million) | H1 2011 | H1 2010 | 2010 |
| :---: | :---: | :---: | :---: |
| NET INCOME | 1,253 | 823 | 3,490 |
| Actuarial gains and losses on defined-benefit pension plans | 22 | (42) | (14) |
| Translation adjustments on foreign operations | (85) | 306 | 258 |
| Partial hedge of the investment in Nissan | 175 | (374) | (242) |
| Fair value adjustments on cash flow hedging instruments | 20 | 38 | 80 |
| Fair value adjustments on available-for-sale financial assets | 5 | 102 | 232 |
| Total other components of comprehensive income excluding associates (A) | 137 | 30 | 314 |
| Actuarial gains and losses on defined-benefit pension plans | (4) | 14 | 59 |
| Translation adjustments on foreign operations | (883) | 2,398 | 2,019 |
| Fair value adjustments on cash flow hedging instruments | 1 | (2) | 8 |
| Fair value adjustments on available-for-sale financial assets | 27 | 4 | 24 |
| Associates' share of other components of comprehensive income (B) | (859) | 2,414 | 2,110 |
| Other components of comprehensive income (A) + (B) | (722) | 2,444 | 2,424 |
| COMPREHENSIVE INCOME | 531 | 3,267 | 5,914 |
| Parent company shareholders' share | 505 | 3,194 | 5,826 |
| Non-controlling interests' share | 26 | 73 | 88 |

## Financial results

### 2.2.3. Consolidated financial position

| ASSETS (€ million) | June 30,2011 | Dec. 31, 2010 |
| :---: | :---: | :---: |
| NON-CURRENT ASSETS |  |  |
| Intangible assets (note 10-A) | 3,759 | 3,677 |
| Property, plant and equipment (note 10-B) | 10,940 | 11,504 |
| Investments in associates | 13,859 | 14,199 |
| Nissan (note 11) | 12,890 | 13,345 |
| Other associates (note 12) | 969 | 854 |
| Non-current financial assets (note 14) | 1344 | 1,728 |
| Deferred tax assets | 1013 | 705 |
| Other non-current assets | 569 | 435 |
| Total non-current assets | 31,484 | 32,248 |
| CURRENT ASSETS |  |  |
| Inventories (note 13) | 5,741 | 4,567 |
| Sales financing receivables | 20,339 | 19,276 |
| Automotive receivables | 1,645 | 1,329 |
| Current financial assets (note 14) | 1,030 | 799 |
| Current tax assets | 67 | 178 |
| Other current assets | 1,972 | 1,685 |
| Cash and cash equivalents | 8,489 | 10,025 |
| Total current assets | 39,283 | 37,859 |
| TOTAL ASSETS | 70,767 | 70,107 |

SHAREHOLDERS' EQUITY AND LIABILITIES ( ( million) June 30, 2011 Dec. 31, 2010

| SHAREHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Share capital | 1,127 | 1,127 |
| Share premium | 3,785 | 3,785 |
| Treasury shares | (201) | (145) |
| Revaluation of financial instruments | 288 | 235 |
| Translation adjustment | $(1,340)$ | (554) |
| Reserves | 17,724 | 14,367 |
| Net income - parent company shareholders' share | 1,220 | 3,420 |
| Shareholders' equity - parent company shareholders' share | 22,603 | 22,235 |
| Shareholders' equity - non-controlling interests' share | 477 | 522 |
| Total shareholders' equity (note 15) | 23,080 | 22,757 |
| NON-CURRENT LIABILITIES |  |  |
| Deferred tax liabilities | 145 | 125 |
| Provisions - long-term (note 16) | 2,227 | 2,243 |
| Non-current financial liabilities (note 17) | 6,784 | 7,096 |
| Other non-current liabilities | 723 | 734 |
| Total non-current liabilities | 9,879 | 10,198 |
| CURRENT LIABILITIES |  |  |
| Provisions - short-term (note 16) | 875 | 965 |
| Current financial liabilities (note 17) | 2,643 | 4,546 |
| Sales financing debts (note 17) | 20,961 | 19,366 |
| Trade payables | 7,176 | 6,348 |
| Current tax liabilities | 101 | 106 |
| Other current liabilities | 6,052 | 5,821 |
| Total current liabilities | 37,808 | 37,152 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 70,767 | 70,107 |

## Financial results

2.2.4. Changes in shareholders' equity

| ( $€$ million) | Number of shares (thousands) | Share capital | share | Treasury shares | $\begin{aligned} & \text { Reva- } \\ & \text { Iuation of } \\ & \text { financial } \\ & \text { insturu- } \\ & \text { ments } \end{aligned}$ | Translation adjustment | Resenves |  |  | $\begin{aligned} & \text { Share- } \\ & \text { holders' } \\ & \text { equity } \\ & \text { contron- } \\ & \text { contiling } \\ & \text { interests' } \\ & \text { share) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 2009 | 284,937 | 1,086 | 3,453 | (229) | (109) | $(2,568)$ | 17,474 | $(3,125)$ | 15,982 | 490 | 16,472 |
| $1^{\text {st }}$ half-year 2010 net income | - | - | - | - | - | - | - | 780 | 780 | 43 | 823 |
| Other components of comprehensive income ${ }^{(1)}$ | - | - | - | - | 142 | 2,300 | (28) | - | 2,414 | 30 | 2,444 |
| Comprehensive income - $1^{\text {st }}$ halfyear 2010 | - | - | - | - | 142 | 2,300 | (28) | 780 | 3,194 | 73 | 3,267 |
| Allocation of 2009 net income | - | - | - | - | - | - | $(3,125)$ | 3,125 | - | - | - |
| Dividends | - | - | - | - | - | - | - | - | - | (39) | (39) |
| Cost of stock option plans | - | - | - | - | - | - | 5 | - | 5 | - | 5 |
| (Acquisitions) Disposals of treasury shares | - | - | - | 84 | - | - | (24) | - | 60 | - | 60 |
| Impact of capital increases | 10,785 | 41 | 332 | - | - | - | - | - | 373 | - | 373 |
| Impact of changes in the scope of consolidation with no loss of control ( ${ }^{(2)}$ | - | - | . | - | - | - | - | - | - | (6) | (6) |
| Other changes | - | - | - | - | - | - | (10) | - | (10) | - | (10) |
| Balance at June 30, 2010 | 295,722 | 1,127 | 3,785 | (145) | 33 | (268) | 14,292 | 780 | 19,604 | 518 | 20,122 |
| $2^{\text {nd }}$ half-year 2010 net income | - | - | - | - | - | - | - | 2,640 | 2,640 | 27 | 2,667 |
| Other components of comprehensive income ${ }^{(1)}$ | - | - | - | - | 202 | (286) | 76 | - | (8) | (12) | (20) |
| Comprehensive income - $2^{\text {nd }}$ halfyear 2010 | - | - | - | - | 202 | (286) | 76 | 2,640 | 2,632 | 15 | 2,647 |
| Dividends | - | - | - | - | - | - | - | - | - | (1) | (1) |
| Cost of stock option plans | - | - | - | - | - | - | 2 | - | 2 | . | 2 |
| (Acquisitions) Disposals of treasury shares | - | - | - | - | - | - | - | - | - | - | - |
| Impact of capital increases | - | - | - | - | - | - | - | - | - | - | - |
| Impact of changes in the scope of consolidation with no loss of control ( ${ }^{(2)}$ | - | - | - | - | - | - | (3) | - | (3) | (10) | (13) |
| Other changes | - | - | - | - | - | - | - | - | - | - | - |
| Balance at December 31, 2010 | 295,722 | 1,127 | 3,785 | (145) | 235 | (554) | 14,367 | 3,420 | 22,235 | 522 | 22,757 |

[^5]| (€ million) | Number of shares (thousands) | Share capital | Share premium | Treasury shares |  | Translation adjustment | Resenes | $\begin{array}{r} \text { Net } \\ \text { income } \\ \text { (parent } \\ \text { company } \\ \text { share-- } \\ \text { holders) } \\ \text { share) } \end{array}$ |  | Shareholders' equity (noncontrolling share) | Total shareholders equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 2010 | 295,722 | 1,127 | 3,785 | (145) | 235 | (554) | 14,367 | 3,420 | 22,235 | 522 | 22,757 |
| $1^{\text {st }}$ half-year 2011 net income | - | - | - | - | - | - | - | 1,220 | 1,220 | 33 | 1,253 |
| Other components of comprehensive income ${ }^{(1)}$ | - | - | - | - | 53 | (786) | 18 | - | (715) | (7) | (722) |
| Comprehensive income - $1^{\text {st }}$ halfyear 2011 | - | - | - | - | 53 | (786) | 18 | 1,220 | 505 | 26 | 531 |
| Allocation of 2010 net income | - | - | - | - | - | - | 3,420 | $(3,420)$ | - | - | - |
| Dividends | - | - | - | - | - | - | (82) | - | (82) | (73) | (155) |
| Cost of stock option plans | - | - | - | - | - | - | 1 | - | 1 | - | 1 |
| (Acquisitions) Disposals of treasury shares | - | - | - | (56) | - | - | - | - | (56) | - | (56) |
| Impact of capital increases | - | - | - | - | - | - | - | - | - | 3 | 3 |
| Impact of changes in the scope of consolidation with no loss of control ${ }^{(2)}$ | - | - | - | - | - | - | - | - | - | (1) | (1) |
| Other changes | - | - | - | - | - | - | - | - | - | - | - |
| Balance at June 30, 2011 | 295,722 | 1,127 | 3,785 | (201) | 288 | $(1,340)$ | 17,724 | 1,220 | 22,603 | 477 | 23,080 |

(1) Changes in reserves correspond to actuarial gains and losses on defined-benefit pension funds during the period (€18 million in the first half of 2011). (2) Impacts of changes in the scope of consolidation relate to put options for buyouts of non-controlling interests.

Details of changes in consolidated shareholders' equity are given in note 15.

### 2.2.5. Consolidated cash flows

| (e million) | H1 2011 | H1 2010 | Year 2010 |
| :---: | :---: | :---: | :---: |
| Net income | 1,253 | 823 | 3,490 |
| Cancellation of dividends received from unconsolidated listed companies ${ }^{(1)}$ | (22) | - | - |
| Cancellation of income and expenses with no impact on cash |  |  |  |
| - Depreciation, amortization and impairment | 1,430 | 1,596 | 3,069 |
| - Share in net income (loss) of associates | (557) | (531) | $(1,289)$ |
| - Other income and expenses with no impact on cash (note 18) | (515) | (52) | $(2,087)$ |
| Cash flow ${ }^{(2)}$ | 1,589 | 1,836 | 3,183 |
| Dividends received from listed companies ${ }^{(3)}$ | 144 | - | 88 |
| Net change in financing for final customers | (685) | (132) | (448) |
| Net change in renewable dealer financing | (468) | (196) | (146) |
| Decrease (increase) in sales financing receivables | $(1,153)$ | (328) | (594) |
| Bond issuance by the Sales Financing segment | 3,315 | 2,275 | 3,929 |
| Bond redemption by the Sales Financing segment | (996) | (749) | $(2,308)$ |
| Net change in other Sales Financing debts | (629) | $(2,279)$ | $(2,354)$ |
| Net change in other securities and loans of the Sales Financing segment | (41) | (78) | (129) |
| Net change in Sales financing financial assets and debts | 1,649 | (831) | (862) |
| Change in capitalized leased vehicles | (60) | (84) | (109) |
| Decrease (increase) in working capital (note 18) | (635) | 164 | 264 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 1,534 | 757 | 1,970 |
| Capital expenditure (note 18) | $(1,149)$ | (816) | $(1,867)$ |
| Disposals of property, plant and equipment and intangibles | 127 | 68 | 219 |
| Acquisitions of investments with gain of control, net of cash acquired | - | - | - |
| Acquisitions of other investments, net of cash acquired | (108) | (9) | (39) |
| Disposals of property, plant and equipment and intangibles | - | 7 | 7 |
| Disposals of investments, net of cash transferred, and other ${ }^{(4)}$ | - | 137 | 3,114 |
| Net decrease (increase) in other securities and loans of the Automotive segment | 19 | (20) | (30) |
| CASH FLOWS FROM INVESTING ACTIVITIES | $(1,111)$ | (633) | 1,404 |
| Transactions with minority shareholders ${ }^{(5)}$ | - | - | - |
| Dividends paid to parent company shareholders (note 15) | (88) | - | - |
| Dividends paid to non-controlling interests | (11) | (39) | (77) |
| (Purchases) sales of treasury shares | (56) | 60 | 60 |
| Cash flows with shareholders | (155) | 21 | (17) |
| Bond issuance by the Automotive segment | 560 | 1,042 | 1,696 |
| Bond redemption by the Automotive segment | (461) | (920) | $(1,164)$ |
| Net increase (decrease) in other financial liabilities of the Automotive segment | $(1,907)$ | (985) | $(1,982)$ |
| Net change in financial liabilities of the Automotive segment | $(1,808)$ | (863) | $(1,450)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES | $(1,963)$ | (842) | $(1,467)$ |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | $(1,540)$ | (718) | 1,907 |
| Cash and cash equivalents: opening balance | 10,025 | 8,023 | 8,023 |
| Increase (decrease) | $(1,540)$ | (718) | 1,907 |
| Effect of changes in exchange rate and other changes | 4 | 112 | 95 |
| Cash and cash equivalents: closing balance | 8,489 | 7,417 | 10,025 |

(1) Dividends received from Daimler during the first half of 2011 (none were received in 2010).
(2) Cash flow does not include dividends received from listed companies.
(3) Dividends received from Daimler ( $€ 22$ million), AB Volvo ( $€ 38$ million) and Nissan ( $€ 84$ million) paid during the first half of 2011 and dividends received from Nissan paid during the second half of 2010.
(4) Including the sales of $A B$ Volvo Series $B$ shares for $€ 3,006$ million in 2010.
(5) Through capital increases or capital reductions and acquisitions of additional investments in controlled companies.

### 2.2.6. Information by operating segment

A. Consolidated income statement by operating segment
(€ million) Automotive financing intersegment Consolidated

H1 2011

| External sales (note 4) | 20,143 | 958 | - | 21,101 |
| :---: | :---: | :---: | :---: | :---: |
| Intersegment sales | (137) | 197 | (60) | - |
| Sales by segment | 20,006 | 1,155 | (60) | 21,101 |
| Operating margin ${ }^{(1)}$ | 221 | 409 | - | 630 |
| Operating income | 363 | 409 | - | 772 |
| Financial income ${ }^{(2)}$ | 271 | - | (352) | (81) |
| Share in net income (loss) of associates | 555 | 2 | - | 557 |
| Pre-tax income | 1,189 | 411 | (352) | 1,248 |
| Current and deferred taxes | 145 | (140) | - | 5 |
| Net income | 1,334 | 271 | (352) | 1,253 |

H1 2010

| External sales | $\mathbf{1 8 , 7 7 8}$ | $\mathbf{8 9 0}$ | $\mathbf{-}$ | $\mathbf{1 9 , 6 6 8}$ |
| :--- | ---: | ---: | ---: | ---: |
| Intersegment sales | $(144)$ | 181 | $(37)$ | - |
| Sales by segment | $\mathbf{1 8 , 6 3 4}$ | $\mathbf{1 , 0 7 1}$ | $\mathbf{( 3 7 )}$ | $\mathbf{1 9 , 6 6 8}$ |
| Operating margin ${ }^{(1)}$ | $\mathbf{4 0 0}$ | $\mathbf{3 7 0}$ | $\mathbf{1 0}$ | $\mathbf{7 8 0}$ |
| Operating income | $\mathbf{3 3 9}$ | $\mathbf{3 7 0}$ | $\mathbf{9}$ | $\mathbf{7 1 8}$ |
| Financial income ${ }^{(2)}$ | $\mathbf{1 5 5}$ | - | $(\mathbf{4 0 1 )}$ | $\mathbf{( 2 4 6 )}$ |
| Share in net income (loss) of associates | $\mathbf{5 3 2}$ | $\mathbf{( 1 )}$ | $\mathbf{-}$ | $\mathbf{5 3 1}$ |
| Pre-tax income | $\mathbf{1 , 0 2 6}$ | $\mathbf{3 6 9}$ | $\mathbf{( 3 9 2 )}$ | $\mathbf{1 , 0 0 3}$ |
| $\quad$ Current and deferred taxes | $(55)$ | $(121)$ | $(4)$ | $(180)$ |
| Net income | $\mathbf{9 7 1}$ | $\mathbf{2 4 8}$ | $\mathbf{( 3 9 6 )}$ | $\mathbf{8 2 3}$ |

YEAR 2010

| External sales | $\mathbf{3 7 , 1 7 2}$ | $\mathbf{1 , 7 9 9}$ | $\mathbf{-}$ | $\mathbf{3 8 , 9 7 1}$ |
| :--- | ---: | ---: | ---: | ---: |
| Intersegment sales | $(283)$ | 376 | $(93)$ | - |
| Sales by segment | $\mathbf{3 6 , 8 8 9}$ | $\mathbf{2 , 1 7 5}$ | $\mathbf{( 9 3 )}$ | $\mathbf{3 8 , 9 7 1}$ |
| Operating margin ${ }^{(1)}$ | $\mathbf{3 8 1}$ | $\mathbf{7 0 3}$ | $\mathbf{1 5}$ | $\mathbf{1 , 0 9 9}$ |
| Operating income | $\mathbf{( 7 8 )}$ | $\mathbf{6 9 8}$ | $\mathbf{1 5}$ | $\mathbf{6 3 5}$ |
| Financial income ${ }^{(2)}$ | $\mathbf{2 6}$ | - | $\mathbf{( 4 0 2 )}$ | $\mathbf{( 3 7 6 )}$ |
| Gain on sale of AB Volvo Series B shares ${ }^{(3)}$ | $\mathbf{2 , 0 0 0}$ | - | $\mathbf{-}$ | $\mathbf{2 , 0 0 0}$ |
| Share in net income (loss) of associates | $\mathbf{1 , 2 8 7}$ | $\mathbf{2}$ | $\mathbf{-}$ | $\mathbf{1 , 2 8 9}$ |
| Pre-tax income | $\mathbf{3 , 2 3 5}$ | $\mathbf{7 0 0}$ | $\mathbf{( 3 8 7 )}$ | $\mathbf{3 , 5 4 8}$ |
| $\quad$ Current and deferred taxes | 157 | $(211)$ | $(4)$ | $(58)$ |
| Net income | $\mathbf{3 , 3 9 2}$ | $\mathbf{4 8 9}$ | $\mathbf{( 3 9 1 )}$ | $\mathbf{3 , 4 9 0}$ |

[^6]
## Financial results

## B. Consolidated financial position by operating segment

Consolidated financial position by operating segment- June 30, 2011

ASSEIS ( $€$ million) $\quad$| Sales | Intersegment Consolidated |
| ---: | :--- |
| total |  |

NON-CURRENT ASSETS

| Property, plant and equipment and intangible assets | 14,562 | 147 | (10) | 14,699 |
| :---: | :---: | :---: | :---: | :---: |
| Investments in associates | 13,824 | 35 |  | 13,859 |
| Non-current financial assets - investments in non-controlled entities | 3,308 | - | $(2,334)$ | 974 |
| Non-current financial assets - other securities, loans and derivatives on financing operations of the Automotive segment |  |  |  |  |
| Other non-current assets and deferred tax assets | 1,479 | 152 | (49) | 1,582 |
| Total non-current assets | 33,543 | 334 | $(2,393)$ | 31,484 |
| CURRENT ASSETS |  |  |  |  |
| Inventories | 5,730 | 13 | (2) | 5,741 |
| Customer receivables | 1,782 | 20,746 | (544) | 21,984 |
| Current financial assets | 1,099 | 535 | (604) | 1,030 |
| Other current assets and current tax assets | 1,700 | 2,512 | $(2,173)$ | 2,039 |
| Cash and cash equivalents | 7,119 | 1,558 | (188) | 8,489 |
| Total current assets | 17,430 | 25,364 | $(3,511)$ | 39,283 |
| TOTAL ASSETS | 50,973 | 25,698 | $(5,904)$ | 70,767 |


| SHAREHOLDERS EQUITY AND LIABILITIES ( $€$ milion) | Automotive | Sales financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| SHAREHOLDERS' EQUITY | 22,964 | 2,336 | $(2,220)$ | 23,080 |
| NON-CURRENT LIABILITIES |  |  |  |  |
| Long-term provisions | 2,082 | 145 | - | 2,227 |
| Non-current financial liabilities | 6,522 | 262 | - | 6,784 |
| Other non-current liabilities and deferred tax liabilities | 385 | 483 | - | 868 |
| Total non-current liabilities | 8,989 | 890 | - | 9,879 |
| CURRENT LIABILITIES |  |  |  |  |
| Short-term provisions | 838 | 37 | - | 875 |
| Current financial liabilities | 3,287 | - | (644) | 2,643 |
| Trade payables and Sales financing debts | 7,215 | 21,685 | (763) | 28,137 |
| Other current liabilities and current tax liabilities | 7,680 | 750 | $(2,277)$ | 6,153 |
| Total current liabilities | 19,020 | 22,472 | $(3,684)$ | 37,808 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 50,973 | 25,698 | $(5,904)$ | 70,767 |

## Financial results

Consolidated financial position by operating segment - December 31, 2010

| ASSETS ( $€$ million) | Automotive | Sales financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| NON-CURRENT ASSETS |  |  |  |  |
| Property, plant and equipment and intangible assets | 15,003 | 188 | (10) | 15,181 |
| Investments in associates | 14,165 | 34 | - | 14,199 |
| Non-current financial assets - investments in non-controlled entities | 3,359 | - | $(2,431)$ | 928 |
| Non-current financial assets - other securities, loans and derivatives on financing operations of the Automotive segment | 800 | - | - | 800 |
| Other non-current assets and deferred tax assets | 1,044 | 145 | (49) | 1,140 |
| Total non-current assets | 34,371 | 367 | $(2,490)$ | 32,248 |
| CURRENT ASSETS |  |  |  |  |
| Inventories | 4,563 | 4 | - | 4,567 |
| Customer receivables | 1,414 | 19,642 | (451) | 20,605 |
| Current financial assets | 910 | 520 | (631) | 799 |
| Other current assets and current tax assets | 1,587 | 2,222 | $(1,946)$ | 1,863 |
| Cash and cash equivalents | 8,814 | 1,342 | (131) | 10,025 |
| Total current assets | 17,288 | 23,730 | $(3,159)$ | 37,859 |
| TOTAL ASSETS | 51,659 | 24,097 | $(5,649)$ | 70,107 |


| SHAREHOLDERS' EQUITY AND LIABILITIES (E million) | Automotive | Sales <br> financing | Intersegment <br> transactions | Consolidated <br> total |
| :--- | :---: | :---: | :---: | ---: | ---: | ---: |
| SHAREHOLDERS' EQUITY | $\mathbf{2 2 , 6 3 8}$ | $\mathbf{2 , 4 3 5}$ | $\mathbf{( 2 , 3 1 6 )}$ | $\mathbf{2 2 , 7 5 7}$ |

NON-CURRENT LIABILITIES

| Long-term provisions | 2,127 | 116 | - |
| :--- | ---: | ---: | ---: |
| Non-current financial liabilities | 6,835 | 261 | - |
| Other non-current liabilities and deferred tax liabilities | 394 | 465 | 7,096 |
| Total non-current liabilities | $\mathbf{9 , 3 5 6}$ | $\mathbf{8 4 2}$ | - |

CURRENT LIABILITIES

| Short-term provisions | 921 | 44 | - | 965 |
| :--- | ---: | ---: | ---: | ---: |
| Current financial liabilities | 5,124 | - | $(578)$ | 4,546 |
| Trade payables and Sales financing debts | 6,407 | 20,058 | $(751)$ | 25,714 |
| Other current liabilities and current tax liabilities | 7,213 | 718 | $(2,004)$ | 5,927 |
| Total current liabilities | $\mathbf{1 9 , 6 6 5}$ | $\mathbf{2 0 , 8 2 0}$ | $\mathbf{( 3 , 3 3 3 )}$ | $\mathbf{3 7 , 1 5 2}$ |
| TOTAL SHAREHOLDERS' EQUITY AND LIIABILITIIES | 51,659 | $\mathbf{2 4 , 0 9 7}$ | $\mathbf{( 5 , 6 4 9 )}$ | $\mathbf{7 0 , 1 0 7}$ |

## Financial results

C. Consolidated cash flows by operating segment

| (e million) | Automotive | $\begin{array}{r} \text { Sales } \\ \text { financing } \end{array}$ | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| H1 2011 |  |  |  |  |
| Net income | 1,334 | 271 | (352) | 1,253 |
| Cancellation of dividends received from unconsolidated listed investments ${ }^{(1)}$ | (22) | - | - | (22) |
| Cancellation of income and expenses with no impact on cash |  |  |  |  |
| - Depreciation, amortization and impairment | 1,422 | 8 | - | 1,430 |
| - Share in net income (loss) of associates | (555) | (2) | - | (557) |
| - Other income and expenses with no impact on cash | (511) | (4) | - | (515) |
| Cash flow ${ }^{(2)}$ | 1,668 | 273 | (352) | 1,589 |
| Dividends received from listed companies | 144 | - | - | 144 |
| Decrease (increase) in Sales financing receivables | - | $(1,194)$ | 41 | $(1,153)$ |
| Net change in Sales financing financial assets and debts | - | 1,713 | (64) | 1,649 |
| Change in capitalized leased vehicles | (90) | 30 | - | (60) |
| Decrease (increase) in working capital | (437) | (232) | 34 | (635) |
| CASH FLOWS FROM OPERATING ACTIVITIES | 1,285 | 590 | (341) | 1,534 |
| Purchases of intangible assets | (458) | - | - | (458) |
| Purchases of property, plant and equipment | (689) | (2) | - | (691) |
| Disposals of property, plant and equipment and intangible assets | 127 | - | - | 127 |
| Acquisitions and disposals of investment involving gain or loss of control, net of cash acquired/transferred | - | - | - | - |
| Acquisition of investments, net of disposals and other | (107) | (1) | - | (108) |
| Net decrease (increase) in other securities and loans of the Automotive segment | 26 | - | (7) | 19 |
| CASH FLOWS FROM INVESTING ACTIVITIES | $(1,101)$ | (3) | (7) | $(1,111)$ |
| Cash flows with shareholders | (145) | (361) | 351 | (155) |
| Net change in financial liabilities of the Automotive segment | $(1,745)$ | - | (63) | $(1,808)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES | $(1,890)$ | (361) | 288 | $(1,963)$ |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | $(1,706)$ | 226 | (60) | $(1,540)$ |

[^7]| (€ million) | Automotive | Sales financing | intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| H1 2010 |  |  |  |  |
| Net income | 971 | 248 | (396) | 823 |
| Cancellation of dividends received from unconsolidated listed investments | - | - | - | - |
| Cancellation of income and expenses with no impact on cash |  |  |  |  |
| - Depreciation, amortization and impairment | 1,581 | 15 | - | 1,596 |
| - Share in net income (loss) of associates | (532) | 1 | - | (531) |
| - Other income and expenses with no impact on cash | (56) | 1 | 3 | (52) |
| Cash flow ${ }^{(1)}$ | 1,964 | 265 | (393) | 1,836 |
| Dividends received from listed companies | - | - | - | - |
| Decrease (increase) in Sales financing receivables | - | (381) | 53 | (328) |
| Net change in Sales financing financial assets and debts | - | (820) | (11) | (831) |
| Change in capitalized leased vehicles | (105) | 21 | - | (84) |
| Decrease (increase) in working capital | 307 | (150) | 7 | 164 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 2,166 | $(1,065)$ | (344) | 757 |
| Purchases of intangible assets | (346) | - | - | (346) |
| Purchases of property, plant and equipment | (468) | (2) | - | (470) |
| Disposals of property, plant and equipment and intangible assets | 68 | - | - | 68 |
| Acquisitions and disposals of investment involving gain or loss of control, net of cash acquired/transferred | 7 | - | - | 7 |
| Acquisition of investments, net of disposals and other | 128 | - | - | 128 |
| Net decrease (increase) in other securities and loans of the Automotive segment | (18) | - | (2) | (20) |
| CASH FLOWS FROM INVESTING ACTIVITIES | (629) | (2) | (2) | (633) |
| Cash flows with shareholders | 24 | (404) | 401 | 21 |
| Net change in financial liabilities of the Automotive segment | (797) | - | (66) | (863) |
| CASH FLOWS FROM FINANCING ACTIVITIES | (773) | (404) | 335 | (842) |
| InCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 764 | $(1,471)$ | (11) | (718) |

(1) Cash flow does not include dividends received from listed companies.

## Financial results

| (€ milion) | Automotive | $\begin{array}{r} \text { Sales } \\ \text { financing } \end{array}$ | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| YEAR 2010 |  |  |  |  |
| Net income | 3,392 | 489 | (391) | 3,490 |
| Cancellation of dividends received from unconsolidated listed investments | - | - | - | - |
| Cancellation of income and expenses with no impact on cash |  |  |  |  |
| - Depreciation, amortization and impairment | 3,045 | 24 | - | 3,069 |
| - Share in net income (loss) of associates | $(1,287)$ | (2) | - | $(1,289)$ |
| - Other income and expenses with no impact on cash | $(2,076)$ | (14) | 3 | $(2,087)$ |
| Cash flow ${ }^{(1)}$ | 3,074 | 497 | (388) | 3,183 |
| Dividends received from listed companies | 88 | - | - | 88 |
| Decrease (increase) in Sales financing receivables | - | (563) | (31) | (594) |
| Net change in Sales financing financial assets and debts | - | (867) | 5 | (862) |
| Change in capitalized leased vehicles | (155) | 48 | (2) | (109) |
| Decrease (increase) in working capital | 395 | (105) | (26) | 264 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 3,402 | (990) | (442) | 1,970 |
| Purchases of intangible assets | (733) | (1) | - | (734) |
| Purchases of property, plant and equipment | $(1,130)$ | (3) | - | $(1,133)$ |
| Disposals of property, plant and equipment and intangible assets | 219 | - | - | 219 |
| Acquisitions and disposals of investment involving gain or loss of control, net of cash acquired/transferred | 7 | - | - | 7 |
| Acquisition of investments, net of disposals and other ${ }^{(2)}$ | 3,075 | - | - | 3,075 |
| Net decrease (increase) in other securities and loans of the Automotive segment | (30) | - | - | (30) |
| CASH FLOWS FROM INVESTING ACTIVITIES | 1,408 | (4) | - | 1,404 |
| Cash flows with shareholders | (12) | (407) | 402 | (17) |
| Net change in financial liabilities of the Automotive segment | $(1,493)$ | - | 43 | $(1,450)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES | $(1,505)$ | (407) | 445 | $(1,467)$ |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 3,305 | $(1,401)$ | 3 | 1,907 |

(1) Cash flow does not include dividends received from listed companies.
(2) Including sale of $A B$ Volvo Series $B$ shares for $€ 3,006$ million during the second half-year of 2010.

### 2.2.7. Notes to the condensed consolidated half-year financial statements

I. Accounting policies and scope of consolidation ..... 34

1. Approval of the financial statements. ..... 34
2. Accounting policies ..... 34
3. Changes in the scope of consolidation during the first half-year of 2011 ..... 34
II. Significant events ..... 34
III. Income statement and comprehensive income ..... 35
4. Revenues ..... 35
5. Research and development expenses ..... 35
6. Other operating income and expenses ..... 36
7. Financial income ..... 36
8. Current and deferred taxes. ..... 36
9. Basic and diluted earnings per share ..... 37
IV. Consolidated financial position ..... 37
10. Intangible assets and property, plant and equipment ..... 37
11. Investment in Nissan ..... 38
12. Investments in other associates ..... 40
13. Inventories ..... 41
14. Financial assets ..... 41
15. Shareholders' equity ..... 42
16. Provisions ..... 42
17. Financial liabilities and sales financing debts ..... 43
V. Cash flows and other information ..... 45
18. Cash flows ..... 45
19. Related parties ..... 45
20. Off-balance sheet commitments and contingent assets and liabilities. ..... 46
21. Subsequent events ..... 46

## I. ACCOUNTING POLICIES AND SCOPE OF CONSOLIDATION

## 1. Approval of the financial statements

The Renault group's condensed consolidated financial statements at June 30, 2011 were authorized for issue at the Board of Directors' meeting of July 27, 2011.

## 2. Accounting policies

The consolidated financial statements at December 31, 2010 were prepared under the IFRS (International Financial Reporting Standards) issued by the IASB (International Accounting Standards Board) at December 31, 2010 and adopted by the European Union at the closing date.

The accounting policies used in preparing the consolidated half-year financial statements at June 30, 2011 are compliant with IAS 34 "Interim financial reporting". They do not contain all the information required for annual consolidated financial statements and should be read in conjunction with the financial statements at December 31, 2010. With the exception of the changes stated below, the accounting policies are identical to those applied in the consolidated financial statements at December 31, 2010.
The following standards, interpretations and amendments were already published in the Official Journal of the European Union at June 30, 2011 and are applied for the first time in these half-year financial statements:

## STANDARD / INTERPRETATION

| IAS 24 (revised) | Related party disclosures |
| :--- | :--- |
| Improvements to standards | Improvements to IFRSs 2010 |
| Amendment to IAS 32 | Financial instruments: presentation - Classification of rights issues |
| IFRIC 19 | Extinguishing financial liabilities with equity instruments |
| Amendment to IFRIC 14 | IAS 19 - The limit on a defined benefit asset, minimum funding requirements <br> and their interaction - Prepayments of a minimum funding requirement |

The first application of these standards, interpretations and amendments has no significant impact on the financial statements at June 30, 2011.
The Group undertakes no early application of any standard, interpretation or amendment.
The main areas of the consolidated half-year financial statements involving estimates and judgements are the same as those described in note 2-B to the consolidated financial statements at December 31, 2010.

## 3. Changes in the scope of consolidation during the first half-year of 2011

The subsidiary Renault Beijing Automotive Company, which sells imported vehicles on Chinese territory, has been fully consolidated since January 1, 2011.

Fonderie de Bretagne has also been fully consolidated since January 1, 2011. This entity results from Renault's takeover of SBFM under a receivership procedure.

## II. SIGNIFICANT EVENTS

## Repayment of the Ioan from the French government

During the first half-year of 2011 the Group undertook early repayment of the outstanding balance of the loan received from French government in April 2009. An initial repayment of €1 billion took place in late February 2011, as reported in "Events since closing" in the Group's 2010 Registration Document. The final $€ 1$ billion instalment was repaid in late April 2011.

## III. INCOME STATEMENT AND COMPREHENSIVE INCOME

4. Revenues
A. First-half 2010 revenues applying first-half 2011 Group structure and methods

| (€ million) |  | Sales |  |
| :--- | ---: | ---: | ---: |
| First-half 2010 revenues as published | 18,778 | 890 | 19,668 |
| Changes in scope of consolidation and other | 15 | - | 15 |
| First-half 2010 revenues applying first-half 2011 Group structure and methods | 18,793 | 890 | 19,683 |
| First-half 2011 revenues | 20,143 | 958 | 21,101 |

## B. Breakdown of revenues

| (€ million) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: | ---: |
| Sales of goods | 19,270 | 17,976 | 35,528 |
| Sales of services | 1,141 | 1,041 | 2,126 |
| Sales of goods and services | 20,411 | 19,017 | 37,654 |
| Income on customer financing | 470 | 442 | 895 |
| Income on leasing and similar operations | 220 | 209 | 422 |
| Sales financing revenues | 690 | 651 | $\mathbf{1 , 3 1 7}$ |
| Revenues | $\mathbf{2 1 , 1 0 1}$ | $\mathbf{1 9 , 6 6 8}$ | $\mathbf{3 8 , 9 7 1}$ |

## C. Breakdown of revenues by Region

| (E million) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: | ---: |
| Europe $^{(1)}$ | 14,283 | 14,300 | 27,171 |
| Euromed | 1,676 | 1,334 | 2,996 |
| Eurasia | 780 | 440 | 1,044 |
| Asia-Africa | 2,070 | $\mathbf{1 , 8 5 7}$ | 3,869 |
| Americas | 2,292 | $\mathbf{1 , 7 3 7}$ | 3,891 |
| Total revenues | $\mathbf{2 1 , 1 0 1}$ | $\mathbf{1 9 , 6 6 8}$ | $\mathbf{3 8 , 9 7 1}$ |

(1) including France (€ million):

| H1 2011 | 6,406 |
| :--- | ---: |
| H1 2010 | 6,744 |
| Year 2010 | 12,697 |

Consolidated revenues are presented by location of customers.

## 5. Research and development expenses

| (Є million) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: | ---: |
| Research and development expenses | $(1,026)$ | $(862)$ | $(1,728)$ |
| Capitalized development expenses | 420 | 316 | 666 |
| Amortization of capitalized development expenses | $(415)$ | $(427)$ | $(772)$ |
| Total reported in income statement | $\mathbf{( 1 , 0 2 1 )}$ | $\mathbf{( 9 7 3 )}$ | $\mathbf{( 1 , 8 3 4 )}$ |

## 6. Other operating income and expenses

| (€ million) | H1 2011 | H1 2010 | Year 2010 |  |
| :--- | ---: | ---: | ---: | ---: |
| Restructuring and workforce adjustment costs | 37 | (39) | (449) |  |
| Gains and losses on total or partial disposal of businesses or operating entities, <br> and other gains and losses related to changes in the scope of consolidation |  |  | 3 |  |
| Gains and losses on disposal of property, plant and equipment and intangible <br> assets (except vehicle sales) <br> (Impairment) / Reversals of impairment on fixed assets <br> Other unusual items <br> Total | - | 73 | $(6)$ | 112 |

Restructuring costs include $€ 51$ million recovered from a provision for rental commitments on vacant premises, as detailed in note 16. Most other restructuring effects relate to workforce adjustment in Spain and Renault's participation in restructuring measures taken at certain distressed suppliers.

There were no disposals of businesses or operating entities during the first half of 2011. The gain on such disposals in 2010 mostly comprised the profit on sale of Nissan shares undertaken as part of the cooperation agreement with the Daimler group.

Most of the gain on disposal of property, plant and equipment and intangible assets (except vehicle sales) in both 2011 and 2010 results from sales of land and buildings in Europe and Korea.

During the first half of 2011, impairment previously recorded on intangible assets was reversed to reflect the improved prospects of cash flows associated with three vehicles in the range. Meanwhile, impairment was booked in respect of tangible assets relating to one vehicle in the range.

In 2010, impairment of fixed assets essentially concerned capitalized development expenses for two vehicles and one component in the range.

## 7. Financial income

The net interest expense for first-half 2011 amounting to $€ 107$ million ( $€ 237$ million in first-half 2010) includes interest on the loans received from French government and the European Investment Bank during 2009 first half.

Other financial income includes dividends paid by Daimler in 2011, at their gross value of $€ 30$ million.

## 8. Current and deferred taxes

For interim accounting purposes, the tax charge - or income - is determined at the projected year-end effective tax rate, adjusted for non-recurring events of the half-year, which are recognized in the period in which they arise.

## Breakdown of the tax charge

| (€ million) | H1 2011 | H1 2010 |
| :--- | ---: | ---: |
| Income before taxes and share in net income of associates | 691 | 472 |
| $\quad$ Income tax rate applicable in France | $34.43 \%$ | $34.43 \%$ |
| Theoretical tax income (charge) | $(238)$ | $(163)$ |
| Effect of differences between statutory tax rates and French one | 58 | 54 |
| Tax credits | 12 | $(32)$ |
| Distribution taxes | 172 | $(54)$ |
| Change in unrecognized deferred tax assets | 33 | $(76)$ |
| Other impacts ${ }^{(1)}$ | $\mathbf{5}$ | 45 |
| Current and deferred tax income (charge) | $\mathbf{1 8 0 )}$ |  |

(1) Other impacts are primarily the following: permanent differences, income subject to reduced tax rates, the cost of tax reassessments, and prior year adjustments.

During the first half-year of 2011, as in the second half-year of 2010, 2011/2016 plan forecast results led the Group to recognize some of the net deferred tax assets of the French tax group. The amount involved was partly transferred to income and partly to consolidated reserves, depending on
the origins of the taxes concerned. Amount transferred to income accounts for most of the income reported under "Change in unrecognized deferred tax assets" for the first half-year of 2011.

After adjustment for the partial recognition of French tax group deferred taxes, the Renault group's effective tax rate (before the share in net income of associates) is $22 \%$ at

June 30, 2011, mainly as a result of favourable differences between local rates and French rates, and ongoing improvement in earnings prospects for Argentina and Brazil.

## 9. Basic and diluted earnings per share

| (In thousands of shares) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: | ---: |
| Shares in circulation | 295,722 | 288,532 | 292,127 |
| Treasury shares | $(3,768)$ | $(3,981)$ | $(3,438)$ |
| Shares held by Nissan x Renault's share in Nissan | $(19,420)$ | $(19,850)$ | $(19,397)$ |
| Number of shares used to calculate basic earnings per share | 272,534 | $\mathbf{2 6 4 , 7 0 1}$ | $\mathbf{2 6 9 , 2 9 2}$ |

The number of shares used to calculate the basic earnings per share is the weighted average number of ordinary shares in circulation during the period, i.e. after neutralization of treasury shares and Renault shares held by Nissan.

| (In thousands of shares) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: |
| Number of shares used to calculate basic earnings per share | 272,534 | 264,701 | 269,292 |
| Number of dilutive stock options and free share attribution rights | 784 | - | - |
| Number of shares used to calculate diluted earnings per share | 273,318 | $\mathbf{2 6 4 , 7 0 1}$ | $\mathbf{2 6 9 , 2 9 2}$ |

The number of shares used to calculate the diluted earnings per share is the weighted average number of ordinary shares potentially in circulation during the period, i.e. the number of shares used to calculate the basic earnings per share plus the number of stock options and rights to free share attribution with a dilutive effect.

The free share attribution plans introduced in the first half of 2011 have a dilutive effect, since their exercise price is lower than the average Renault share price calculated over the reference period.

In 2010, the stock options and free share attribution rights had no dilutive effect in view of the average Renault share price over the period.

## IV. CONSOLIDATED FINANCIAL POSITION

## 10. Intangible assets and property, plant and equipment

In the Automotive segment, a review of the essential assumptions underlying the impairment tests applied to cash-generating units (excluding vehicle-specific assets) at December 31, 2010 shows that they have not fundamentally changed. The Group has not therefore repeated the detailed tests carried out at 2010 year-end.

## A. Intangible assets

| ( $€$ million) | Gross value | Amortization and impairment | $\begin{gathered} \text { Net } \\ \text { value } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Value at December 31, 2010 | 7,792 | $(4,115)$ | 3,677 |
| Acquisitions / (amortization and impairment) ${ }^{(1)}$ | 447 | (359) | 88 |
| (Disposals) / reversals | (84) | 84 | - |
| Translation adjustment | (12) | 6 | (6) |
| Change in scope of consolidation and other | - | - | - |
| Value at June 30, 2011 | 8,143 | $(4,384)$ | 3,759 |

[^8]
## Financial results

## B. Property, plant and equipment

| (€ million) | Gross value | Depreciation and impairment | Net value |
| :---: | :---: | :---: | :---: |
| Value at December 31, 2010 | 32,246 | $(20,742)$ | 11,504 |
| Acquisitions / (depreciation and impairment) ${ }^{(1)(2)}$ | 940 | $(1,071)$ | (131) |
| (Disposals)/ reversals | (711) | 340 | (371) |
| Translation adjustment | (103) | 59 | (44) |
| Change in scope of consolidation and other | (7) | (11) | (18) |
| Value at June 30, 2011 | 32,365 | $(21,425)$ | 10,940 |

(1) including €(56) million of impairment loss on tangible assets - see note 6.
(2) including $€ 579$ million of acquisitions other than purchases of leased vehicles - see note 18-C.

## 11. Investment in Nissan

## A. Nissan consolidated financial statements included under the equity method in the Renault consolidation

The Nissan accounts included under the equity method in Renault's financial statements are Nissan's consolidated accounts published in compliance with Japanese accounting standards (as Nissan is listed on the Tokyo Stock

Exchange), after adjustments for the requirements of the Renault consolidation.

Nissan held $0.9 \%$ of its own shares at June 30, 2011, (unchanged from December 31, 2010), and Renault's percentage interest in Nissan was 43.8\% (unchanged from December 31, 2010).

## B. Changes in Renault's investment in Nissan

| (€ million) | Share in net assets |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Before neutralization | Neutralization of Nissan's investment in Renault (1) | Net | Net goodwill | Total |
| At December 31, 2010 | 13,442 | (975) | 12,467 | 878 | 13,345 |
| First-half 2011 net income | 441 | - | 441 | - | 441 |
| Dividend distributed | (84) | - | (84) | - | (84) |
| Translation adjustment | (784) | - | (784) | (57) | (841) |
| Other changes ${ }^{(2)}$ | 29 | - | 29 | - | 29 |
| At June 30, 2011 | 13,044 | (975) | 12,069 | 821 | 12,890 |

(1) Nissan has held $15 \%$ of Renault since the acquisition in 2002, excluding the subsequent impacts of Renault's purchase of its treasury shares.
(2) Other changes include Renault dividends received by Nissan, the change in actuarial gains and losses on pension obligations, the change in the financial instruments revaluation reserve and in Nissan treasury shares.

## C. Changes in Nissan equity restated for the purposes of the Renault consolidation

| (in billions of yen) | $\begin{array}{r} \text { Dec. 31, } \\ 2010 \end{array}$ | Net income for first-half 2011 | Dividends | Translation adjustment | Other changes (1) | $\begin{array}{r} \text { June } 30, \\ 2011 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Shareholders' equity - Nissan share under Japanese GAAP | 2,858 | 116 | (21) | 37 | 9 | 2,999 |
| Restatements for Renault group requirements: |  |  |  |  |  |  |
| Restatement of fixed assets | 352 | (4) | - | - | - | 348 |
| Provision for pension and other long-term employee benefit obligations ${ }^{(2)}$ | (174) | 11 | - | 1 | (4) | (166) |
| Capitalization of development expenses | 540 | (10) | - | 1 | - | 531 |
| Deferred taxes and other restatements ${ }^{(3)}$ | (239) | 4 | (1) | (13) | 1 | (248) |
| Net assets restated for Renault group requirements | 3,337 | 117 | (22) | 26 | 6 | 3,464 |
| ( $€$ million) |  |  |  |  |  |  |
| Net assets restated for Renault group requirements | 30,704 | 1,008 | (189) | $(1,788)$ | 63 | 29,798 |
| Renault's share (before neutralization described below) | $\begin{aligned} & 43.8 \% \\ & 13,442 \end{aligned}$ | 441 | (84) | (784) | 29 | $\begin{aligned} & 43.8 \% \\ & 13,044 \end{aligned}$ |
| Neutralization of Nissan's investment in Renault ${ }^{(4)}$ | (975) | - | - | - | - | (975) |
| Renault's share in the net assets of Nissan | 12,467 | 441 | (84) | (784) | 29 | 12,069 |

(1) Other changes include Renault dividends received by Nissan, the change in the actuarial gains and losses on pension obligations, the change in the financial instruments revaluation reserve and the change in Nissan treasury shares.
(2) Including actuarial gains and losses recognised in equity.
(3) Including elimination of Nissan's investment in Renault, consolidated under equity method.
(4) Nissan has held $15 \%$ of Renault since the acquisition in 2002, excluding the subsequent impacts of Renault's purchase of its treasury shares.

## D. Nissan net income under Japanese GAAP

Since Nissan's financial year ends at March 31, the Nissan net income included in the first-half 2011 Renault consolidation is the sum of Nissan's net income for the last quarter of its 2010 financial year and the first quarter of its 2011 financial year.

|  | January to March 2011 <br> Last quarter of Nissan's 2010 <br> financial year <br> in billions <br> of yen $\quad$ € million (1) |  | April to June 2011 <br> First quarter of Nissan's 2011 financial year <br> in billions of yen $\quad$ € million (1) |  | January to June 2011 <br> Reference period for Renault's first-half 2011 consolidated financial statements <br> in billions <br> of yen $€$ million (1) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income Nissan share | 31 | 274 | 85 | 723 | 116 | 997 |

(1) Converted at the average exchange rate of each quarter.

## E. Impacts of the Japanese earthquake and tsunami on Nissan's contribution for the first half-year of 2011

Nissan describes the impacts of the earthquake and tsunami in Japan in its official publications for the financial year ended March 31, 2011 and the first quarter of its 2011/2012 financial year.

## F. Renault - Nissan cooperation

The main joint operations begun during first-half 2011 were as follows:

- assembly of the Fluence at the Chennai plant in India;
- sale of engines and gearboxes produced by Renault's factories in South America for assembly on the Nissan March vehicle manufactured in Mexico.

Total sales by Renault to Nissan and purchases by Renault from Nissan during the first half of 2011 amounted to an estimated $€ 1,040$ million and $€ 960$ million respectively. The increase compared to first-half 2010 ( $€ 740$ million and $€ 570$ million respectively) is principally due to higher volumes.
During first-half 2011, the RCI consolidated subgroup recorded $€ 57$ million of commission and interest income received from Nissan.

## G. Valuation of Renault's investment in Nissan based on stock market prices

Based on the market price of Nissan stock at June 30, 2011 ( 842 yen per share), Renault's investment in Nissan is valued at €14,211 million ( $€ 13,959$ million at December 31,2010 based on the market price of 773 yen per share at that date).

## 12. Investments in other associates

Details of other investments in other associates are as follows:

- Balance sheet value: €969 million at June 30, 2011 (€854 million at December 31, 2010),
- Renault's share in the net income of other associates: €116 million for first-half 2011 ( $€ 71$ million for first-half 2010 and €205 million for the year 2010).

Most of these amounts relate to the investments in AB Volvo and AvtoVAZ, consolidated under equity method.

## A. AB Volvo

A1. Changes in Renault's investment in AB Volvo

| (E million) | Share in <br> net assets | Net <br> goodwill | Total |
| :--- | ---: | ---: | ---: | ---: |
| At December 31, 2010 | 505 | 13 | 518 |
| First-half 2011 net income | 70 | - | 70 |
| Dividend distributed | $(38)$ | - | $(38)$ |
| Acquisition of AB Volvo treasury shares | - | - | - |
| Translation adjustment and revaluation of financial instruments | $(21)$ | - | $(21)$ |
| At June 30, 2011 | 516 | 13 | 529 |

AB Volvo's share capital comprises two types of shares, Series A and Series B shares. Series B shares carry only one tenth of the voting rights. After the disposal of shares in October 2010, the Renault group now holds only Series A shares. At the request of certain shareholders, in first-half 2011 AB Volvo converted 4,980,000 Series A shares into Series B shares. This had no material impact on the Group's level of control in AB Volvo, which stands at $17.6 \%$ at June 30, 2011 compared to $17.5 \%$ at December 31, 2010.

Renault's percentage interest in AB Volvo is 6.8\%, unchanged from December 31, 2010.

Based on AB Volvo's stock market share price of SEK 110.30 per A share at June 30, 2011, Renault's investment in AB Volvo is valued at $€ 1,666$ million ( $€ 1,778$ million at December 31, 2010 based on a price of SEK 115.00 per Series A share).

A2. Changes in AB Volvo equity restated for the purposes of the Renault consolidation

| (€ million) | $\begin{array}{r} \text { Dec. } 31, \\ 2010 \end{array}$ | Net income | Dividends | Other changes | June 30, 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Shareholders' equity - AB Volvo parent company shareholders' share | 8,155 | 1,029 | (558) | (334) | 8,292 |
| Restatements for Renault group requirements | (770) | 1 | - | 26 | (743) |
| Net assets restated for Renault group requirements | 7,385 | 1,030 | (558) | (308) | 7,549 |
| Renault's share in the net assets of AB Volvo | 505 | 70 | (38) | (21) | 516 |

The restatements applied for Renault group requirements mainly concern cancellation of goodwill booked in AB Volvo's accounts when AB Volvo was acquired by Renault, and recognition of actuarial gains and losses in equity.

## A3. Renault - AB Volvo cooperation

There were no significant joint operations by the Renault group and the AB Volvo group during first-half 2011.

## B. AvtoVAZ

AvtoVAZ's financial year-end is December 31. For the purposes of the Renault consolidation, given the existing time constraints for production of financial information, the accounts of AvtoVAZ are consolidated with a 3-month time-lag. Consequently, the AvtoVAZ net income included in Renault's half-year consolidated financial statements at June 30, 2011 is the sum of AvtoVAZ's net income for the final quarter of its 2010 financial year and the first quarter of its 2011 financial year.

## B1. Changes in Renault's investment in AvtoVAZ

| (€ million) | Share in net assets |
| :--- | ---: |
| At September 30, 2010 | 91 |
| Net income for the period October 1, 2010 - March 31, 2011 | 37 |
| Capital increase | 82 |
| Acquisitions of AvtoVAZ treasury shares | - |
| Translation adjustment | $(1)$ |
| At March 31, 2011 | 209 |

In application of the restructuring and recapitalization agreement signed in July 2010 by the shareholders of AvtoVAZ (Renault, Russian Technologies and Troïka Dialog), Renault participated in two capital increases that took place during the first half of 2011 for the amount of €82 million. Renault retains its $25 \%$ investment plus one share in AvtoVAZ after these operations.

Although the accounts of AvtoVAZ are consolidated with a 3 -month time-lag, to avoid any mismatch between the Renault group's investments and the value of the AvtoVAZ group as reported in its accounts, the total value of this capital increase has been integrated for Renault consolidation
purpose, including capital increase operation that took place in June 2011 ( $€ 16$ million).

At June 30, 2011, the stock market valuation ( $€ 360$ million) is higher than the value of AvtoVAZ in Renault's financial statements (€209 million).

## B2. Renault - AvtoVAZ cooperation

Under the restructuring agreement, the Renault group provides technical manufacturing assistance for new models on a new production line dedicated to the platform for Renault's Entry-level range.

## 13. Inventories

| (Є million) | June 30,2011 | Dec. 31,2010 |
| :--- | ---: | ---: |
| Raw materials and supplies | 1,217 | 1,058 |
| Work-in-progress | 325 | 263 |
| Finished products | 4,199 | 3,246 |
| Inventories, net | $\mathbf{5 , 7 4 1}$ | $\mathbf{4 , 5 6 7}$ |
| Inventories, gross ${ }^{(1)}$ | 6,232 | 5,049 |
| Impairment ${ }^{(2)}$ | $(491)$ | $(482)$ |

(1) Including gross value of used vehicles: €1,238 million at June 30, 2011 ( $€ 1,005$ million at December 31, 2010).
(2) Including impairment on used vehicles: €116 million at June 30, 2011 (€ 143 million at December 31, 2010).

## 14. Financial assets

## Breakdown of financial assets by nature

| (€ million) | June 30, 2011 |  |  | December 31, 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Noncurrent | Current | Total | Non- current | Current | Total |
| Investments in non-controlled entities | 974 | - | 974 | 928 | - | 928 |
| Other securities | - | 56 | 56 | - | 56 | 56 |
| Loans | 86 | 502 | 588 | 89 | 485 | 574 |
| Derivative assets on financing operations by the Automotive segment | 284 | 472 | 756 | 711 | 258 | 969 |
| Total | 1,344 | 1,030 | 2,374 | 1,728 | 799 | 2,527 |
| Gross value | 1,345 | 1,041 | 2,386 | 1,729 | 811 | 2,540 |
| Impairment | (1) | (11) | (12) | (1) | (12) | (13) |

Investments in non-controlled entities essentially correspond to Daimler shares acquired in 2010 in connection with the strategic partnership. These shares are classified as financial assets available for sale, and their fair value is based on market price at June 30, 2011. Corresponding changes, amounting to $€ 19$ million for the first half-year of 2011, are included in other components of comprehensive income.
Investments in non-controlled entities at June 30, 2011 also include $€ 82$ million paid to the Modernization Fund for Automotive Equipment Suppliers (Fonds de Modernisation des Équipementiers Automobiles - FMEA). As part of the plan introduced by the French authorities and automakers to support automotive equipment suppliers, Renault has undertaken a commitment to pay this Fund a total of €200 million as funds are called.
The current portion of other securities corresponds to securities that cannot be classified as cash equivalents.

## 15. Shareholders’ equity

## A. Share capital

The total number of ordinary shares issued and fully paid-up at June 30, 2011 was 295,722 thousand, with par value of
$€ 3.81$ per share (the par value is unchanged from December 31, 2010).

Treasury shares do not bear dividends. They accounted for $1.4 \%$ of Renault's share capital at June 30, 2011 ( $0.98 \%$ at December 31, 2010).

## B. Distributions

At the General and Extraordinary Shareholders' Meeting of April 29, 2011, it was decided to pay a dividend of $€ 0.30$ per share, i.e. $€ 88$ million (no dividends were distributed in 2010). This dividend was paid out in May.

## C. Stock option and free share attribution plans

Since October 1996, the Board of Directors has periodically granted stock options to Group executives and managers, with prices and exercise periods specific to each plan.
During first-half 2011, four new stock option/free share plans were introduced. All plans introduced since 2006 include performance conditions which determine the number of options or free shares granted to beneficiaries.

Changes in the number of stock options held by personnel

| Quantity | Weighted average <br> exercise price ( $\epsilon$ ) | Weighted average <br> share price at grant/ <br> exercise dates ( $\epsilon$ ) |  |
| :--- | ---: | ---: | :--- |
| Outstanding at January 1, 2011 | $10,387,702$ | 68 | - |
| Granted | 666,000 | 39 | 37 |
| Exercized | - | - | - |
| $\quad$ Expired | $(81,749)$ | 70 | - |
| Outstanding at June 30, 2011 | $10,971,953$ | 66 | - |

## 16. Provisions

## A. Breakdown of provisions by nature

| (€ million) | June 30, 2011 | Dec. 31,2010 |
| :--- | ---: | ---: |
| Provisions for pension and other long-term employee benefit obligations | 1,258 | 1,246 |
| Other provisions (note 16-B) | 1,844 | 1,962 |
| Total provisions | $\mathbf{3 , 1 0 2}$ | $\mathbf{3 , 2 0 8}$ |
| Provisions - long-term | 2,227 | 2,243 |
| Provisions - short-term | 875 | 965 |

## Financial results

## B. Changes in other provisions

| ( $€$ milion) | Restructuring provisions | Warranty provisions | Tax risks and litigation provisions | Other provsions | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| At December 31, 2010 | 595 | 728 | 311 | 328 | 1,962 |
| Increases | 10 | 233 | 25 | 72 | 340 |
| Reversals of provisions for application | (38) | (193) | (23) | (22) | (276) |
| Reversals of unused balance of provisions | (53) | (71) | (16) | (41) | (181) |
| Changes in scope of consolidation | - | - | - | 6 | 6 |
| Translation adjustments and other changes | 1 | (4) | (3) | (1) | (7) |
| At June 30, 2011 | 515 | 693 | 294 | 342 | 1,844 |

At June 30, 2011, reversals of unused balances of provisions for restructuring mainly result from changes in the assump-tions used in 2009 when the Group initiated a plan to reorganize its establishments in the Paris area. Rental commitments for periods in which premises would have been vacant, have been reduced after the Group has decided to postpone the transfer of certain employees to the Guyancourt site.

All known litigation in which Renault or Group companies are involved is examined at each closing. After seeking the opinion of legal advisors, any provisions deemed necessary are set aside to cover the estimated risk. The Group was not involved in any significant new litigation during the first half of 2011.

## 17. Financial liabilities and sales financing debts

|  | June 30, 2011 |  |  | December 31, 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (€ million) | Non= current | Current | Total | Noncurrent | Current | Total |
| Renault SA redeemable shares | 286 | - | 286 | 262 | - | 262 |
| Bonds | 4,086 | 997 | 5,083 | 4,180 | 968 | 5,148 |
| Other debts represented by a certificate | - | 332 | 332 | - | 416 | 416 |
| Borrowings from credit institutions (at amortized cost) | 1,195 | 834 | 2,029 | 1,142 | 749 | 1,891 |
| Borrowings from credit institutions (at fair value) | 222 | - | 222 | 223 | - | 223 |
| Other interest-bearing borrowings | 462 | 75 | 537 | 425 | 2,165 | 2,590 |
| Derivative liabilities on financing operations of the Automotive segment | 271 | 405 | 676 | 602 | 248 | 850 |
| Total financial liabilities of the Automotive segment | 6,522 | 2,643 | 9,165 | 6,834 | 4,546 | 11,380 |
| DIAC redeemable shares | 11 | - | 11 | 11 | - | 11 |
| Bonds | - | 10,175 | 10,175 | - | 7,808 | 7,808 |
| Other debts represented by a certificate | 251 | 7,709 | 7,960 | 251 | 7,315 | 7,566 |
| Borrowings from credit institutions | - | 2,885 | 2,885 | - | 4,007 | 4,007 |
| Other interest-bearing borrowings | - | 104 | 104 | - | 99 | 99 |
| Derivative liabilities on financing operations of the Sales financing segment | - | 88 | 88 | - | 137 | 137 |
| Total financial liabilities and sales financing debts of the Sales financing segment | 262 | 20,961 | 21,223 | 262 | 19,366 | 19,628 |
| TOTAL FINANCIAL LIABILITIES AND SALES FINANCING DEBTS | 6,784 | 23,604 | 30,388 | 7,096 | 23,912 | 31,008 |

## Financial results

## Redeemable shares of Renault SA

These shares are listed on the Paris Stock Exchange, and traded for $€ 328$ at December 31, 2010 and $€ 359$ at June 30, 2011 for par value of €153, leading to a corresponding $€ 17$ million increase to the fair value of redeemable shares recorded in other financial expenses.

## Changes in bonds issued by the Automotive segment

During the first half of 2011, Renault SA redeemed two Samurai bonds on the Japanese market and one bond that was part of an EMTN scheme, issued between June 2004 and January 2008, for a total amount of € 461 million, and issued two bonds maturing between 2014 and 2016 with a total value of $€ 560$ million.

## €3 billion loan from the French government in 2009

As reported in "Significant events", the Group undertook early repayment of the $€ 3$ billion loan received from the French government in April 2009.

## Financing operations by the Sales financing segment

During the first half of 2011, RCI Banque redeemed bonds for a total value of €996 million, and issued new bonds maturing between 2012 and 2016 with a total value of $€ 3,315$ million.

At June 30, 2011, RCI Banque had provided guarantees of $€ 2,539$ million ( $€ 2,832$ million at December 31, 2010) to the European Central Bank: $€ 2,431$ million in the form
of shares in securitization vehicles and $€ 108$ million in Sales financing receivables ( $€ 2,749$ million and $€ 83$ million respectively at December 31, 2010). This liquidity reserve is unused at June 30, 2011 ( $€ 450$ million was used at December 31, 2010).

At June 30, 2011, RCI Banque also provided guarantees to the Société de Financement de l'Économie Française (SFEF) in the form of receivables with book value of $€ 1,340$ million ( $€ 1,658$ million at December 31, 2010), as collateral for refinancing of €807 million (€824 million at December 31, 2010).

## Credit lines

At June 30, 2011, Renault SA's confirmed credit lines opened with banks amounted to the equivalent of $€ 4,015$ million in various currencies (unchanged from December 31, 2010). The short-term portion amounted to $€ 905$ million at June 30, 2011 ( $€ 755$ million at December 31, 2010). These credit lines are unused at June 30, 2011 (and at December 31, 2010).

Also at June 30, 2011, RCI Banque's confirmed credit lines opened with banks amounted to the equivalent of $€ 4,612$ million in various currencies ( $€ 4,570$ million at December 31, 2010). At June 30, 2011, the short-term portion amounted to $€ 1,515$ million ( $€ 1,377$ million at December 31, 2010). These credit lines were unused at June 30, 2011 (used to the extent of $€ 3$ million at December 31, 2010).

## V. CASH FLOWS AND OTHER INFORMATION

## 18. Cash flows

## A. Other income and expenses with no impact on cash

| (e million) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: |
| Net allocation to provisions | $(170)$ | $(13)$ | 420 |
| Net effects of sales financing credit losses | $(50)$ | $(24)$ | $(88)$ |
| Net (gain) loss on asset disposals ${ }^{(1)}$ | $(72)$ | $(32)$ | $(2,146)$ |
| Change in fair value of redeemable shares | 17 | 2 | 31 |
| Change in fair value of other financial instruments | $(21)$ | $(3)$ | $(29)$ |
| Deferred taxes | $(215)$ | 19 | $(282)$ |
| Other | $(4)$ | $(1)$ | 7 |
| Other income and expenses with no impact on cash | $\mathbf{( 5 1 5 )}$ | $\mathbf{( 5 2 )}$ | $\mathbf{( 2 , 0 8 7 )}$ |

(1) Including the $€ 2,000$ million gain on sale of the $A B$ Volvo Series $B$ shares during the second half-year of 2010

## B. Change in working capital

| (€ million) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: |
| Decrease (increase) in net inventories | $(1,176)$ | $(725)$ | $(587)$ |
| Decrease (increase) in Automotive net receivables | $(357)$ | $(468)$ | $(200)$ |
| Decrease (increase) in other assets | $(301)$ | $(76)$ | $(21)$ |
| Increase (decrease) in trade payables | 797 | 727 | 344 |
| Increase (decrease) in other liabilities | 402 | 706 | 728 |
| Increase (decrease) in working capital | $\mathbf{( 6 3 5 )}$ | $\mathbf{1 6 4}$ | $\mathbf{2 6 4}$ |

## C. Capital expenditure

| (€ million) | H1 2011 | H1 2010 | Year 2010 |
| :--- | ---: | ---: | ---: | ---: |
| Purchases of intangible assets (note 10) | $(458)$ | $(346)$ | $(734)$ |
| Purchases of property, plant and equipment other than leased vehicles <br> (note 10) | $(579)$ | $(334)$ | $(1,134)$ |
| Total purchases for the period | $(1,037)$ | $(680)$ | $(1,868)$ |
| $\quad$ Deferred payments | $(112)$ | $(136)$ | 1 |
| Total capital expenditure | $\mathbf{( 1 , 1 4 9 )}$ | $\mathbf{( 8 1 6 )}$ | $\mathbf{( 1 , 8 6 7 )}$ |

## 19. Related parties

## A. Remuneration of Directors and Executives and Executive Committee members

There was no significant change during the first half of 2011 in the principles for consideration and related benefits of Directors and Executives and Executive Committee members, apart from the special measures announced during the governance crisis. At its extraordinary meeting of

March 14, 2011, the Board of Directors ratified the proposal by Carlos Ghosn and some members of the Executive Committee to renounce to their performance-related remuneration earned for 2010 and all stock options for 2011.

## B. Renault's investments in associates

Details of Renault's investments in Nissan, $A B$ Volvo and AvtoVAZ are provided respectively in notes 11, 12-A and 12-B.

## 20. Off-balance sheet commitments and contingent assets and liabilities

Renault enters into a certain number of commitments in the course of its business. When these commitments qualify as liabilities, they are covered by provisions (e.g. retirement and other employee benefits, litigations, etc). Details of off-balance
sheet commitments and contingencies are provided below (note 20-A).
Renault also receives commitments from customers (deposits, mortgages, etc) and may benefit from credit lines with credit institutions (note 20-B).

## A. Off-balance sheet commitments given and contingent liabilities

The Group is committed for the following amounts:

| (€ million) | June 30, 2011 | Dec. 31, 2010 |
| :--- | ---: | ---: |
| Other guarantees given | 290 | 317 |
| Financing commitments in favor of customers ${ }^{(1)}$ | 1,892 | 2,004 |
| Firm investment orders | 1,051 | 610 |
| Lease commitments $^{\text {Assets pledged or mortgaged and other commitments }}{ }^{(2)}$ | 248 | 219 |

(1) Commitments by the Sales financing segment in favor of customers lead to a maximum payment of this amount within 12 months after the year-end.
(2) Assets pledged, provided as guarantees or mortgaged mainly concern guarantees of financial liabilities, provided by Renault Samsung Motors when it was acquired by Renault in 2000.

## B. Off-balance sheet commitments received and contingent assets

| (€ million) | June 30, 2011 | Dec. 31, 2010 |
| :--- | ---: | ---: |
| Other guarantees received $^{(1)}$ | 3,082 | 2,782 |
| Assets pledged or mortgaged ${ }^{(2)}$ | 1,655 | 1,361 |
| Other commitments | 132 | 136 |

(1) Including € 1,684 million at June 30, 2011 (€1,499 million at December 31, 2010) for commitments received by the Sales financing segment for sale to a third party of rental vehicles at the end of the rental contract.
(2) The Sales financing segment receives guarantees from its customers in the course of sales financing for new or used vehicles. Guarantees received from customers amount to $€ 1,635$ million at June 30, 2011 ( $€ 1,336$ million at December 31, 2010).

Off-balance sheet commitments received concerning confirmed opened credit lines are presented in note 17.

## 21. Subsequent events

No significant events have occurred since June 30, 2011.

ERNST \& YOUNG Audit<br>Faubourg de l'Arche<br>11, Allée de l'Arche<br>92037 Paris-La Défense Cedex

DELOITTE ET ASSOCIES
185, Avenue Charles-de-Gaulle
92524 Neuilly-sur-Seine Cedex

Renault<br>Société Anonyme<br>13-15, Quai Alphonse Le Gallo<br>92100 Boulogne-Billancourt

# For the period January 1, 2011 to June 30, 2011 <br> Statutory auditors' review report on the first half 2011 financial information 

This is a free translation into English of the Statutory Auditors' review report on the half-yearly consolidated financial statements issued in French and is provided solely for the convenience of English speaking readers. This report also includes information relating to the specific verification of information given in the Group's interim management report.
This report should be read in conjunction with, and construed in accordance with, French law and professional standards applicable in France.

To the Shareholders,

In compliance with the assignment entrusted to us by your shareholders' meeting and in accordance with the requirements of article L. 451-1-2 III of the French Monetary and Financial Code ("Code monétaire et financier"), we hereby report to you on:

- the review of the accompanying condensed half-yearly consolidated financial statements of Renault, for the period from January 1, 2011 to June 30, 2011,
- the verification of the information contained in the interim management report.

These condensed half-yearly consolidated financial statements are the responsibility of the Board of Directors. Our role is to express a conclusion on these financial statements based on our review.

## 1. Conclusion on the financial statements

We conducted our review in accordance with professional standards applicable in France. A review of interim financial information consists in making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with professional standards applicable in France and consequently does not enable us to obtain assurance that the financial statements, taken as a whole, are free from material misstatements, as we would not become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed half-yearly consolidated financial statements are not prepared, in all material respects, in accordance with IAS 34 - standard of the IFRSs as adopted by the European Union applicable to interim financial information.

## 2. Specific verification

We have also verified the information provided in the interim management report in respect of the condensed half-yearly consolidated financial statements that were the object of our review. We have no matters to report on the fairness and consistency of this information with the condensed half-yearly consolidated financial statements.

Paris-La Défense and Neuilly-sur-Seine, July 28, 2011
The Statutory Auditors
French original signed by

## ERNST \& YOUNG Audit

## DELOITTE \& ASSOCIES

## Financial Information on the Alliance ${ }^{49}$

## Financial Information on the Alliance

The purpose of the financial data in this section is twofold: to broadly quantify the economic significance of the RenaultNissan Alliance through key performance indicators, and to make it easier to compare the assets and liabilities of the two Groups. The data of both Groups comply with the accounting standards applied by Renault in 2011.

The characteristics of the Alliance mean, among other things, that Renault and Nissan's assets and liabilities cannot be combined. Consequently, these data do not correspond to a consolidation as defined by generally accepted accounting principles and are not certified by the statutory auditors.

Information concerning Renault is based on the consolidated figures released at June 30, 2011, while the information concerning Nissan is based on the restated consolidated figures prepared for the purposes of the Renault consolidation, covering the period from January 1 to June 30, 2011 whereas Nissan's financial year-end is March 31.

## KEY PERFORMANCE INDICATORS

The preparation of the key performance indicators under Renault accounting policies takes into account restatement of figures published by Nissan under Japanese Accounting Standards into IFRS. Additionally, the following treatments have been performed:

- reclassifications have been made when necessary to harmonize the presentation of the main income statement items;
- restatements for harmonization of accounting standards and adjustments to fair value applied by Renault for acquisitions of 1999 and 2002 are included.

Revenues of 2011 first half-Year

|  |  |  | Intercompany |  |
| :---: | :---: | :---: | :---: | :---: |
| ( $€$ million) | Renault | Nissan ${ }^{(1)}$ | eliminations | Alliance |
| Sales of goods and services | 20,411 | 36,153 | $(1,751)$ | 54,813 |
| Sales financing revenues | 690 | 2,104 | (57) | 2,737 |
| Revenues | 21,101 | 38,257 | $(1,808)$ | 57,550 |

(1) Converted at the average exchange rate for 2011 first half-year: EUR $1=$ JPY 115.0.

The Alliance's intercompany business mainly consists of commercial transactions between Renault and Nissan. Those items have been eliminated to produce the revenue indicator. Their value is estimated on the basis of Renault's 2011 results.

The operating margin, the operating income and the net income of the Alliance in 2011 first half-year are as follows:

| (E million) | Operating <br> margin | Operating <br> income | incomet |
| ---: | ---: | ---: | ---: |
| Renault | 630 | 772 | 812 |
| Nissan $^{(1)}$ | 1,938 | 1,423 | 1,120 |
| Alliance | $\mathbf{2 , 5 6 8}$ | $\mathbf{2 , 1 9 5}$ | $\mathbf{1 , 9 3 2}$ |

(1) Converted at the average exchange rate for 2011 first half-year: EUR $1=$ JPY 115.0.
(2) Renault's net income is adjusted to exclude Nissan's contribution and Nissan's net income is similarly adjusted to exclude Renault's contribution.

Intercompany transactions impacting the indicators are minor and have therefore not been eliminated.

For the Alliance, the operating margin is equivalent to 4,5\% of revenues.

In 2011 first half-year, the Alliance's research and development expenses, after capitalization and amortization, are as follows:

| ( ( million) |  |
| :---: | ---: |
| Renault | 1,021 |
| Nissan | 1,619 |
| Alliance | $\mathbf{2 , 6 4 0}$ |

## Financial Information on the Alliance

## BALANCE SHEET INDICATORS

CONDENSED RENAULT AND NISSAN BALANCE SHEETS
Renault at June 30, 2011

| ASSETS (E million) |  | SHAREHOLDERS' EQUITY AND LIABILITIES (€ million) |  |
| :---: | :---: | :---: | :---: |
| Intangible assets | 3,759 | Shareholders' equity | 23,080 |
| Property, plant and equipment | 10,940 | Deferred tax liabilities | 145 |
| Investments in associates (excluding Alliance) | 969 | Provisions for pension and other long-term employee benefit obligations | 1,258 |
| Deferred tax assets | 1,013 | Financial liabilities of the Automotive division | 9,165 |
| Inventories | 5,741 | Financial liabilities of the Sales financing |  |
| Sales financing receivables | 20,339 | division and sales financing debts | 21,223 |
| Automotive receivables | 1,645 | Other liabilities | 15,896 |
| Other assets | 4,982 |  |  |
| Cash and cash equivalents | 8,489 |  |  |
| Total assets excluding investment in Nissan | 57,877 |  |  |
| Investment in Nissan | 12,890 |  |  |
| TOTAL ASSETS | 70,767 | TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 70,767 |

Nissan at June 30, $2011^{(1)}$

| ASSETS (€ million) |  |
| :--- | ---: |
| Intangible assets | 5,887 |
| Property, plant and equipment | 33,354 |
| Investments in associates |  |
| (excluding Alliance) | 195 |
| Deferred tax assets | 1,208 |
| Inventories | 9,140 |
| Sales financing receivables | 24,397 |
| Automotive receivables | 5,927 |
| Other assets | 7,810 |
| Cash and cash equivalents | 8,200 |
| Total assets excluding investment in Renault | $\mathbf{9 6 , 1 1 8}$ |
| Investment in Renault | $\mathbf{1 , 8 3 5}$ |

TOTAL ASSETS 97,953
TOTAL SHAREHOLDERS' EQUITY
AND LIABILITIES
97,953
(1) Converted at the closing rate at June 30, 2011: EUR $1=$ JPY 116.3.

The values shown for Nissan assets and liabilities reflect restatements for harmonization of accounting standards and adjustments to fair value applied by Renault for acquisitions made in 1999 and 2002, mainly concerning revaluation of land, capitalization of development expenses, and pensionrelated provisions.

Balance sheet items have been reclassified where necessary to make the data consistent across both Groups.

Nissan's restated balance sheet includes the securitized items presented off-balance sheet in Nissan's financial statements under Japanese GAAP.

Purchases of property, plant and equipment by both Alliance groups for 2011 first half-year, excluding leased vehicles, amount to:

Based on the best available information, Renault estimates that the impact of full consolidation of Nissan on its shareholders' equity calculated under current accounting policies would result in :

- a maximum 5-10\% decrease in shareholders' equity Group share;
- a €20 billion increase in shareholders' equity - minority interests' share.

| (€ million) | 691 |
| :---: | ---: |
| Renault | 1,558 |
| Nissan | $\mathbf{2 , 2 4 9}$ |
| Alliance |  |

Financial liabilities of the Sales financing division and sales financing debts 29,210
Other liabilities 23,423

| SHAREHOLDERS' EQUITY AND LIABILITIES (€ million) |  |
| :---: | :---: |
| Shareholders' equity | 32,438 |
| Deferred tax liabilities | 4,575 |
| Provisions for pension and other long-term employee benefit obligations | 2,958 |
| Financial liabilities of the Automotive division | 5,349 |
| Financial liabilities of the Sales financing division and sales financing debts | 29,210 |
| Other liabilities | 23,423 |

( www.renault.com )
( email: investorralations@renault.com )


[^0]:    (1) Operational free cash flow: cash flow (excluding dividends received from listed companies) less investments in property, plant, equipment and intangibles net of disposals + /- change in working capital requirement.

[^1]:    * Preliminary figures.

[^2]:    * Preliminary figures.
    ** Excl. North America.

[^3]:    * R\&D expenses are fully incurred by Automotive.

[^4]:    (1) Net income - parent company shareholders' share divided by number of shares stated.

[^5]:    (1) Changes in reserves correspond to actuarial gains and losses on defined-benefit pension funds during the period (€(28) million in first-half 2010 and €76 million in second-half 2010).
    (2) Impacts of changes in the scope of consolidation result from the treatment applied to acquisitions of non-controlling interests and put options for buyouts of non-controlling interests.

[^6]:    (1) Details of amortization, depreciation and impairment are provided in the consolidated cash flow statements by operating segment.
    (2) Sales financing dividends are included in the Automotive segment's financial income and eliminated as an intersegment transaction.
    (3) The gain on the sale of $A B$ Volvo Series B shares relates to an operation that took place in the second half-year of 2010.

[^7]:    (1) Dividends received from Daimler.
    (2) Cash flow does not include dividends received from listed companies.

[^8]:    (1) Including €88 million of reversal of impairment loss on capitalized development expenses - see note 6.

