

DRIVE THE CHANGE

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## EARNINGS REPORT - First-half 2012

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KEY FIGURES

|  |  | S1 2012 | S1 2011 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Worldwide Group sales | million units | 1.328 | 1.374 | -3.3\% |
| Group revenues | € million | 20,935 | 21,101 | -166 |
| Group operating margin | € million | 482 | 630 | -148 |
|  | \% revenues | +2.3\% | +3.0\% | -0.7 pts |
| Contribution from associated companies | € million | 630 | 557 | +73 |
| o/w Nissan |  | 564 | 441 | +123 |
| o/w AB Volvo |  | 68 | 70 | -2 |
| o/w AVTOVAZ |  | 4 | 37 | -33 |
| Net income | € million | 786 | 1,253 | -467 |
| Net income, Group share | € million | 746 | 1,220 | -474 |
| Earnings per share | € | 2.74 | 4.48 | -1.74 |
| Operational free cash flow ${ }^{(1)}$ | € million | -200 | 121 | -321 |
| Automotive net financial debt | € million | 818 | $\begin{array}{r} 299 \\ 31,2011 \end{array}$ | +519 |
| Debt-to-equity ratio | \% | 3.3\% | $\begin{array}{r} 1.2 \% \\ 31,2011 \end{array}$ | +2.1 pts |
| Sales Financing, average loans outstanding | € billion | 24.2 | 22.3 | +8.4\% |

## OVERVIEW

The Renault group sold 1,328,437 vehicles in first-half 2012, down $3.3 \%$ on first-half 2011. The Group set an international(2) sales record, but this was not sufficient to offset the $14.9 \%$ decrease in Europe in the first half.

Group revenues for first-half 2012 totaled € $€ 20,935$ million, down $0.8 \%$. Continued international growth failed to offset the weakness of the European market. Automotive contributed €19,863 million to revenues, down $1.4 \%$ on first-half 2011 owing mainly to a drop in sales in France and Europe. This was only partly offset by a favorable product mix and a slightly positive price effect.
Group operating margin came to € 482 million, or $2.3 \%$ of revenues, compared with $€ 630$ million ( $3.0 \%$ of revenues) in first-half 2011.

Automotive reported a positive operating margin of € 87 million, or $0.4 \%$ of revenues, down $€ 134$ million on first-half 2011. The decrease resulted mainly from a drop in sales (negative €176 million) and non passed-on product enhancements (negative €211 million). In contrast, operating margin benefitted from the Monozukuri cost-reduction plan (€197 million, including the rise in raw materials) and the reduction of general expenses ( $€ 59$ million).

Sales Financing contributed $€ 395$ million to Group operating margin, compared with $€ 409$ million in first-half 2011. The cost of risk rose to $0.4 \%$ of average loans outstanding, compared with $0.1 \%$ in first-half 2011. After hitting a low point last year, the cost of risk remains below its average historical level of $0.6 \%$, reflecting the continued high quality of the portfolio despite the economic downturn in Europe.

The contribution of associated companies, notably Nissan, AB Volvo and AVTOVAZ, came to €630 million in first-half 2012.

[^0]
## IN BRIEF

Net income amounted to $€ 786$ million and net income, Group share, was $€ 746$ million ( $€ 2.74$ per share compared with $€ 4.48$ in first-half 2011).

Operational free cash flow for Automotive was slightly negative at €200 million, after accounting for the impact of the -€444 million change in the working capital requirement since December 31, 2011.

Automotive's net financial debt increased €519 million on December 31, 2011, totaling €818 million at June 30, 2012. The debt-to-equity ratio was $3.3 \%$ at end-June 2012, compared with $1.2 \%$ at end-December 2011.

Since January 2012 Renault SA has borrowed nearly €1 billion in medium-term loans, thereby refinancing almost all of its 2012 bond repayments, while confirming its access to European and Japanese markets. Automotive maintained its cash reserves at €11.1 billion at end-June 2012.

## THE OUTLOOK FOR 2012

The trend of the automotive market (PC+LCV) seen in the first half 2012 should prevail in the second half: global growth and declining sales in Europe. For the full year, the Group now expects global automotive demand to grow by $5 \%$ (vs $4 \%$ previously). The European market should decline 3 percentage points more than previously forecasted (now -6\% to -7\%), including a decrease in the French market of $-10 \%$ to $-11 \%$ (vs $-7 \%$ to $-8 \%$ previously).

Due to international growth, new product launches in the second half of 2012 and the roll-out of Duster in additional markets, the Group targets 2012 unit sales to exceed the level reached in 2011, provided that there is no further deterioration of the situation in Europe than expected today.

In this context of low global visibility and higher risks in Europe, the Group remains in line to achieve its 2012 target of positive automotive operational free cash flow.

## risk management and related third parties

No risks or uncertainties are anticipated other than those described in Chapter 1.5 of the 2011 Registration Document, filed on March 13, 2012, 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.

## OVERVIEW

## automotive

- The Renault group reported a 3.3\% decrease in sales in first-half 2012 to 1,328,437 vehicles. The Group had global market share (PC+LCV) of 3.3\%.
- Group sales outside Europe rose by $14.3 \%$ to reach record levels, outpacing market growth of $9.5 \%$ in the countries where Renault has a commercial activity. They rose by 7.2 points, totaling $46.7 \%$ of sales, compared with 39.5\% at the end of June 2011.
- The Group is successfully pursuing its strategy of international expansion, particularly in two Regions that are strategic to its development: Eurasia (up 29.4\%) and the Americas (up 20.4\%).
- However, this increase was not sufficient to offset a first-half downturn in Europe of 14.9\%.
- The Renault brand is driving international growth, with sales up $20.7 \%$ on first-half 2011. With European market share of $7.7 \%$, Renault now ranks as the number-three PC+LCV brand. It is consolidating its leadership on the European LCV market, a position held since 1998, with market share of 16.4\%.
- Dacia brand sales remained stable in first-half 2012 at 181,280 units, with a decrease in Europe, and outperformed in the Euromed-Africa Region (up 22.1\%).
- The Renault Samsung Motors brand reported a 41.2\% fall in sales volumes in South Korea, where a recovery plan to strengthen the brand's long-term competitive edge is now being deployed.

THE RENAULT GROUP'S TOP FIFTEEN MARKETS

| SALES EXCL. LADA | Sales volumes H1 2012* | PC/LCV market share H1 2012 (\%) | Change in market share on H1 2011 (pts) |
| :---: | :---: | :---: | :---: |
| 1 France | 310,260 | 24.7 | -0.5 |
| 2 Brazil | 110,536 | 6.8 | 1.9 |
| 3 Russia | 95,579 | 6.8 | 0.7 |
| 4 Germany | 88,543 | 5.1 | -0.2 |
| 5 Argentina | 63,275 | 14.3 | 2.4 |
| 6 Algeria | 63,259 | 28.1 | 0.8 |
| 7 Italy | 57,953 | 6.6 | 0.4 |
| 8 Turkey | 56,439 | 16.5 | 0.1 |
| 9 Iran | 53,224 | 8.3 | 3.6 |
| 10 Spain | 45,081 | 10.1 | 0.1 |
| 11 Belgium+Luxembourg | 44,179 | 12.7 | -1.0 |
| 12 Netherlands | 31,527 | 8.6 | -0.7 |
| 13 South Korea | 30,648 | 4.1 | -2.7 |
| 14 United Kingdom | 28,427 | 2.4 | -1.6 |
| 15 Morocco | 25,681 | 37.6 | 1.0 |

* Figures at end-June 2012 (sales).


## SALES PERFORMANCE

OVERVIEW

## EUROPE

In Europe, in a market that shrank by 7.4\%, Group PC+LCV sales fell by 14.9\% to 708,131 units. Group market share contracted by 0.8 points to $9.3 \%$. The Renault brand ranks No. 3 in Europe and is facing a strong downturn in its domestic market.
In France, for example, Group PC+LCV sales fell by $15.2 \%$ in a market that was down 13.3\%. Market share dipped by 0.5 points to $24.7 \%$, owing primarily to an unfavorable comparison basis. This is because the last deliveries relating to the scrappage bonus took place in first-half 2011. Nevertheless, the Renault brand is still leader in the A, B and C segments with Twingo, Clio III and Mégane Collection 2012. In the LCV segment, it has three vehicles in the top 5 best-sellers: Kangoo, Clio III Société (fleet) and Master.
In Germany, in a stable market up 0.6\%, Group sales fell by $2.5 \%$.
In Italy, in a market impacted by falling LCV sales and a downturn of 21.5\%, the Group reported sales volumes of 57,953 vehicles (down 16.9\%). Market share nevertheless rose by 0.4 points owing to the strong performance of Dacia and the quality of its LPG offering.
In the United Kingdom, where the market was stable (up 1.4\%), Group sales fell by $39.2 \%$ to 28,427 units. This fall is linked to the restructuring policy of the sales range.
In Spain, in a market that fell by 10.2\%, the Group sold 45,081 vehicles (down 9.7\%). Market share remained stable owing primarily to a resilient performance in consumer sales.

## OUTSIDE EUROPE

Outside Europe, the Group consolidated its successful international expansion. Sales rose by $14.3 \%$ to a record 620,306 units, outpacing market growth of $9.5 \%$ in the countries where Renault has a commercial activity.
Sales outside Europe now account for $46.7 \%$ of Renault group sales compared with $43 \%$ at end-2011 and 39\% at the end of H1 2011. Six of the Group's top 10 markets are now outside Europe, of which three are in the top 5.
All Regions are contributing to this growth:

- Americas: in Brazil, the Group's second biggest market, which contracted by $0.4 \%$, Renault is continuing to win new customers with a 37.3\% increase in volumes and record market share of $6.8 \%$ (up 1.9 points). Renault ranks fifth on the Brazilian market and is growing faster than any other brand, thanks to the success of Duster and Sandero phase 2.
- Argentina becomes the Group's fifth biggest market, rising four places on first-half 2011. In a market that expanded by 4.4\%, the Renault group is maintaining momentum with 63,275 vehicles sold, a rise of $25.3 \%$. The Group has market share of $14.3 \%$ (up 2.4 points), thanks in particular to Clio and Kangoo.
Asia-Pacific: in South Korea, where a recovery plan is being deployed to strengthen long-term competitive edge, the Renault Samsung Motors brand reported a $41.7 \%$ fall in sales.
In Iran, CKD sales to partners increased by 18,092 units on first-half 2011.
- Euromed-Africa: the Group is increasing its market share in Morocco and Algeria. Sales in Algeria rose by $50.5 \%$, for market share of $28.1 \%$ (up 0.8 points). This country is now the Group's sixth biggest market, rising six places on end-2011. In Morocco, Group sales volumes increased by 22.4\% for market share of 37.6\%.
- In Turkey, in a market that fell by 18.7\%, the Group increased its market share slightly by 0.1 points to $16.5 \%$.
- Eurasia: Russia is now the Group's third biggest market (fourth at end-2011). Group sales rose $28.6 \%$ for market share of 6.8\%. With the success of Sandero, Renault now ranks No. 2 on the market, behind Lada, up one place on end-2011.


## SALES FINANCING

The proportion of new vehicles financed worldwide increased to 34.3\%, up from 33.6\% in first-half 2011.

### 1.1. AUTOMOTIVE

### 1.1.1. GROUP SALES WORLDWIDE (UNITS)

| PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES | H1 2012* | H1 2011 | Change (\%) |
| :---: | :---: | :---: | :---: |
| GROUP | 1,328,437 | 1,374,426 | -3.3 |
| BY BRAND |  |  |  |
| Renault | 1,113,913 | 1,141,088 | -2.4 |
| Dacia | 181,280 | 176,835 | 2.5 |
| Renault Samsung | 33,244 | 56,503 | -41.2 |
| BY VEHICLE TYPE |  |  |  |
| Passenger cars | 1,145,737 | 1,192,530 | -3.9 |
| Light commercial vehicles | 182,700 | 181,896 | 0.4 |
| BY REGION |  |  |  |
| Europe | 708,131 | 831,675 | -14.9 |
| o/w France | 310,260 | 365,805 | -15.2 |
| Americas | 215,149 | 178,631 | 20.4 |
| Asia-Pacific | 116,824 | 112,918 | 3.5 |
| Euromed-Africa | 184,407 | 170,904 | 7.9 |
| Eurasia | 103,926 | 80,298 | 29.4 |
| Total outside Europe | 620,306 | 542,751 | 14.3 |

* Preliminary figures.


### 1.1.2. RENAULT BRAND

## $\rightarrow$ Passenger cars

With 940,536 vehicles sold in first-half 2012, the Renault brand reported a $3.0 \%$ drop in sales volumes worldwide.

- In the A segment, with 55,280 registrations, Twingo continues to rank among the top 3 vehicles in its category in Europe and remains leader in France, with market share of $27.1 \%$ on the segment.
- In the $B$ segment, a few months prior to its renewal, Clio (Clio II + Clio III) reported a fall in registrations worldwide in first-half 2012 with 176,267 registrations, compared with 205,854 in first-half 2011. Sandero, sold under the Renault brand, continues to make progress in emerging countries, particularly Russia and Brazil, where sales surged by $40.4 \%$ and $37.5 \%$ respectively, to 27,978 and 44,527 units.
- In the $C$ segment, the Mégane family is suffering from an unfavorable geographic mix, with worldwide sales of 220,288 units compared with 240,603 in first-half 2011. It remains No. 2 in the European market with segment share of $7.1 \%$ and is still the leader in France, Belgium and Portugal. Scénic ( 75,013 registrations) remains the best-seller in its category in Europe.

Following its launch at end-2011 in Brazil (18,114 vehicles sold), the international deployment of Duster continued
during the first half with its launch in Russia. The Renault brand has sold 49,605 Duster worldwide. Fluence sales increased by $15.0 \%$ in markets worldwide with 54,483 units sold.

Fluence ranks No. 2 in its segment in Turkey.

- In the $D$ and $E$ segments, Laguna is losing ground (down $39 \%$ ), with 17,959 vehicles sold. Sales of Koleos were also down to 22,289 registrations compared with 23,352 in firsthalf 2011. Renault Espace remains leader in France with $30.8 \%$ market share on its segment ( 3,443 vehicles sold).


## $\rightarrow$ Light commercial vehicles

In a tough European LCV market (down 11.7\%), Renault sales fell by just $4.4 \%$. The brand increased its leadership with market share rising 1.3 points to $16.4 \%$. Worldwide, LCV sales continued to grow, particularly in the Americas (up 21.1\%) and in Euromed-Africa (up 16.4\%). Algeria is now the Group's third biggest LCV market, almost on a par with Germany.

Sales of Kangoo dipped by $1.3 \%$ to 61,648 units. Renault Trafic sales dropped by $8.8 \%$ to 29,403 vehicles, while Renault Master sales increased by $10.7 \%$ to 47,433 units.

## SALES PERFORMANCE

### 1.1.3. DACIA BRAND

The Dacia brand reported a $2.5 \%$ rise in sales to 181,280 units. Brand market share in Europe remained stable, despite an unfavorable geographic mix with the downturn of the French market. Dacia posted record market share in Italy and Spain.

- In the $B$ segment, sales of Sandero under the Dacia brand rose by $7.1 \%$ inside and outside Europe to 49,442 units. In Europe, on its segment, Sandero continues to win market share in tough conditions.
- In the C segment, Duster is facing an unfavorable mix in sales distribution, with volumes falling $12 \%$ to 73,327 units compared with 83,699 units in first-half 2011. It nevertheless ranks third in consumer sales of crossover vehicles in Europe, with an $8.8 \%$ share of this category.


### 1.1.4. RENAULT SAMSUNG MOTORS BRAND

In South Korea, the $13^{\text {th }}$ largest market for the Renault group, the Renault Samsung Motors brand holds PC market share
of $4.8 \%$. In first-half 2012, the brand sold 33,244 vehicles worldwide, down 41.2\%.

### 1.1.5. GROUP SALES BY BRAND (UNITS)

| PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES | H1 2012* | H1 2011 | Change (\%) |
| :---: | :---: | :---: | :---: |
| EUROPE REGION |  |  |  |
| Renault | 587,404 | 704,774 | -16.7 |
| Dacia | 120,727 | 126,901 | -4.9 |
| GROUP | 708,131 | 831,675 | -14.9 |
| o/w France |  |  |  |
| Renault | 266,523 | 315,392 | -15.5 |
| Dacia | 43,737 | 50,413 | -13.2 |
| Group | 310,260 | 365,805 | -15.2 |
| AMERICAS REGION |  |  |  |
| Renault | 212,553 | 174,730 | 21.6 |
| Renault Samsung | 2,596 | 3,901 | -33.5 |
| GROUP | 215,149 | 178,631 | 20.4 |
| ASIA-PACIFIC REGION |  |  |  |
| Renault | 85,316 | 59,287 | 43.9 |
| Dacia | 860 | 1,029 | -16.4 |
| Renault Samsung | 30,648 | 52,602 | -41.7 |
| GROUP | 116,824 | 112,918 | 3.5 |
| EUROMED-AFRICA REGION |  |  |  |
| Renault | 124,714 | 121,999 | 2.2 |
| Dacia | 59,693 | 48,905 | 22.1 |
| GROUP | 184,407 | 170,904 | 7.9 |
| EURASIA REGION |  |  |  |
| Renault | 103,926 | 80,298 | 29.4 |
| GROUP | 103,926 | 80,298 | 29.4 |

[^1]
### 1.2. SALES FINANCING

### 1.2.1. PROPORTION OF NEW VEHICLES FINANCED

The proportion of Renault, Renault Samsung Motors, Dacia, Nissan and Infiniti new vehicles financed by RCI Banque worldwide increased by 0.7 points to $34.3 \%$, up from $33.6 \%$ in first-half 2011.
The Europe Region reported a slight downturn with a total of $32.6 \%$, compared with $33.0 \%$ in 2011. Given the difficult market conditions for new vehicles sales, RCI Banque reported an increase in the financing of used vehicles, with figures up $5.0 \%$ on first-half 2011 to 76,904 contracts. RCI Banque continues to do well in four of Europe's biggest markets (France, Italy, Spain and the United Kingdom). It nevertheless reported a downturn in Germany, in the face of fierce competition from local banks.

In the Americas Region, the proportion of new vehicles financed by RCI Banque rose strongly to $38.8 \%$, compared with $33.7 \%$ in 2011. RCI Banque reported particularly strong growth in Brazil, where manufacturers are developing dynamic sales policies with integrated financing for buoyant markets.
In the Euromed-Africa Region (Romania and Morocco), the proportion of vehicles financed rose significantly to $25.3 \%$, compared with $18.2 \%$ in 2011, following a successful renewal of market strategy in Morocco.
The proportion of new vehicles financed by RCI Banque in South Korea, in the Asia-Pacific Region, remains high at 60.2\%, compared with $55.1 \%$ in 2011.

### 1.2.2. RCI BANQUE'S NEW FINANCING CONTRACTS AND AVERAGE LOANS OUTSTANDING

Contrasting trends in the global automotive industry and the downturn in the European market are unfavorable for RCI Banque, which still has $77 \%$ of new vehicle financing contracts in Europe.
In first-half 2012 RCI Banque signed 509,877 new vehicle financing contracts (down $2 \%$ ) and originated $€ 5.6$ billion
in new financing excluding card business and personal loans (stable on first-half 2011).
Building on the growth of the past two years, average loans outstanding totaled $€ 24.2$ billion in first-half 2012, a rise of 8.4\%.

### 1.2.3. INTERNATIONAL DEVELOPMENT AND NEW ACTIVITIES

In Turkey, RCI Banque obtained authorization from the regulatory authorities for the launch in early July of a joint-venture banking subsidiary with Oyak. This subsidiary will oversee the sales financing activity for Renault in this country.
The subsidiary set up in Ireland at end-2011 is developing its business in line with expectations. The proportion of new vehicles financed reached $33.1 \%$ at end-June 2012.
Continuing its strategy to diversify financing sources, RCI Banque has launched "Zesto", an online consumer savings
account, in France. At end-June, just four months after launch, deposits already totaled €499 million.
For the launch of Renault's electric vehicles (Fluence Z.E., Kangoo Z.E. and Twizy), RCI Banque has developed a special marketing model based on the rental of batteries. These financing products are available in all the European countries where these electric vehicles are sold. A total 6,800 battery rental contracts had been signed at end-June 2012.

## SALES PERFORMANCE

### 1.3. SALES AND PRODUCTION STATISTICS

TOTAL INDUSTRY VOLUME - REGISTRATIONS (UNITS)
MAIN RENAULT GROUP MARKETS

| PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES | H1 2012* | H1 2011 | Change (\%) |
| :---: | :---: | :---: | :---: |
| EUROPE REGION | 7,641,791 | 8,251,671 | -7.4 |
| o/w: |  |  |  |
| France | 1,256,488 | 1,449,411 | -13.3 |
| Germany | 1,746,581 | 1,735,675 | 0.6 |
| Italy | 875,335 | 1,115,546 | -21.5 |
| United Kingdom | 1,182,580 | 1,166,251 | 1.4 |
| Spain+Canary Islands | 448,392 | 499,048 | -10.2 |
| Belgium+Luxembourg | 348,600 | 395,201 | -11.8 |
| Poland | 169,645 | 173,509 | -2.2 |
| AMERICAS REGION** | 3,214,644 | 3,133,356 | 2.6 |
| o/w: |  |  |  |
| Mexico | 460,871 | 412,384 | 11.8 |
| Colombia | 131,791 | 148,643 | -11.3 |
| Brazil | 1,632,361 | 1,638,162 | -0.4 |
| Argentina | 441,568 | 422,975 | 4.4 |
| ASIA-PACIFIC REGION | 18,183,133 | 16,397,037 | 10.9 |
| o/w: |  |  |  |
| China | 8,970,471 | 8,580,413 | 4.5 |
| India | 1,658,024 | 1,500,731 | 10.5 |
| Iran | 641,000 | 743,000 | -13.7 |
| South Korea | 748,947 | 777,225 | -3.6 |
| EUROMED-AFRICA REGION | 1,171,367 | 1,136,028 | 3.1 |
| o/w: |  |  |  |
| Romania | 40,946 | 48,909 | -16.3 |
| Turkey | 343,031 | 421,872 | -18.7 |
| Algeria | 225,062 | 153,663 | 46.5 |
| Morocco | 68,282 | 57,362 | 19.0 |
| South Africa | 244,432 | 228,116 | 7.2 |
| EURASIA REGION | 1,608,254 | 1,408,596 | 14.2 |
| o/w: |  |  |  |
| Russia | 1,414,168 | 1,236,326 | 14.4 |
| Ukraine | 110,786 | 100,296 | 10.5 |
| WORLD (INCL. NORTH AMERICA) | 31,819,189 | 30,326,688 | 4.9 |

[^2]
## RENAULT GROUP

REGISTRATIONS (REG'S) AND MARKET SHARE (MKT SH.)

| PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES | H1 2012* |  | H1 2011 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Reg's (in units) | Mkt Sh. <br> (\%) | Reg's (in units) | Mkt Sh. <br> (\%) |
| EUROPE REGION | 708,095 | 9.3 | 831,424 | 10.1 |
| o/w: |  |  |  |  |
| France | 310,260 | 24.7 | 365,612 | 25.2 |
| Germany | 88,543 | 5.1 | 90,850 | 5.2 |
| Italy | 57,953 | 6.6 | 69,767 | 6.3 |
| United Kingdom | 28,427 | 2.4 | 46,779 | 4.0 |
| Spain+Canary Islands | 45,081 | 10.1 | 49,913 | 10.0 |
| Belgium+Luxembourg | 44,143 | 12.7 | 53,959 | 13.7 |
| Poland | 15,172 | 8.9 | 16,154 | 9.3 |
| AMERICAS REGION** | 215,149 | 6.7 | 178,631 | 5.7 |
| o/w: |  |  |  |  |
| Mexico | 11,427 | 2.5 | 10,494 | 2.5 |
| Colombia | 20,260 | 15.4 | 24,768 | 16.7 |
| Brazil | 110,536 | 6.8 | 80,482 | 4.9 |
| Argentina | 63,275 | 14.3 | 50,499 | 11.9 |
| ASIA-PACIFIC REGION | 116,824 | 0.6 | 112,918 | 0.7 |
| o/w: |  |  |  |  |
| China | 12,165 | 0.1 | 10,612 | 0.1 |
| India | 4,600 | 0.3 | 290 | 0.0 |
| Iran | 53,224 | 8.3 | 35,132 | 4.7 |
| South Korea | 30,648 | 4.1 | 52,602 | 6.8 |
| EUROMED-AFRICA REGION | 184,407 | 15.7 | 170,904 | 15.0 |
| o/w: |  |  |  |  |
| Romania | 13,676 | 33.4 | 17,845 | 36.5 |
| Turkey | 56,439 | 16.5 | 68,831 | 16.3 |
| Algeria | 63,259 | 28.1 | 42,036 | 27.4 |
| Morocco | 25,681 | 37.6 | 20,974 | 36.6 |
| South Africa | 4,942 | 2.0 | 5,075 | 2.2 |
| EURASIA REGION | 103,926 | 6.5 | 80,298 | 5.7 |
| o/w: |  |  |  |  |
| Russia | 95,579 | 6.8 | 74,337 | 6.0 |
| Ukraine | 6,491 | 5.9 | 5,170 | 5.2 |
| WORLD (INCL. NORTH AMERICA) | 1,328,401 | 4.2 | 1,374,175 | 4.5 |

* Preliminary registration figures.
** Excl. North America.


## SALES PERFORMANCE

RENAULT GROUP
MODEL PERFORMANCE BY SEGMENT IN THE EUROPE REGION*

| PASSENGER CARS | Segment change H1 2012* / H1 2011 (\%) | Group share of segment |  |  | RankH1 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | H1 2012* (\%) | H1 2011 (\%) | Change H1 2012*/ H1 2011 (points) |  |
| A segment | -4.1 |  |  |  |  |
| Twingo / Twingo II |  | 8.6 | 10.4 | -1.8 | 3 |
| Wind |  | 0.2 | 0.7 | -0.5 | 22 |
| B segment | -12.3 |  |  |  |  |
| Clio / Clio III |  | 6.5 | 7.2 | -0.7 | 5 |
| Thalia / Thalia II |  | 0.1 | 0.1 | 0.0 | 41 |
| Modus |  | 0.9 | 1.2 | -0.3 | 27 |
| Logan |  | 0.7 | 0.6 | 0.1 | 32 |
| Sandero |  | 1.9 | 1.6 | 0.3 | 16 |
| Kangoo |  | 0.0 | 0.0 | 0.0 | 70 |
| C segment | -3.4 |  |  |  |  |
| Kangoo II |  | 0.6 | 0.7 | -0.1 | 41 |
| Mégane / Mégane II / Mégane III |  | 7.1 | 7.9 | -0.8 | 2 |
| Fluence |  | 0.3 | 0.3 | -0.1 | 57 |
| Duster |  | 2.2 | 2.6 | -0.4 | 16 |
| Lodgy |  | 0.2 | 0.0 | 0.2 | 59 |
| D segment | -6.9 |  |  |  |  |
| Laguna / Laguna III |  | 1.7 | 2.6 | -0.9 | 18 |
| Latitude |  | 0.1 | 0.4 | -0.3 | 48 |
| Koleos |  | 0.8 | 0.8 | 0.1 | 29 |
| Trafic / Trafic II |  | 0.6 | 0.6 | 0.0 | 32 |
| E segment | -4.3 |  |  |  |  |
| Espace / Espace IV |  | 1.5 | 1.8 | -0.3 | 19 |
| Master / Master II / Master III |  | 0.2 | 0.1 | 0.1 | 55 |

* Preliminary figures.

SALES PERFORMANCE
1.3. SALES AND PRODUCTION STATISTICS

RENAULT GROUP
MODEL PERFORMANCE BY SEGMENT IN THE EUROPE REGION*

| LIGHT COMMERCIAL VEHICLES | Segment change H1 2012* / H1 2011 (\%) | Group share of segment |  |  | $\begin{array}{r} \text { Rank } \\ \text { H1 } 2012 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | H1 2012* <br> (\%) | H1 2011 <br> (\%) | Change H1 2012*/ <br> H1 2011 <br> (points) |  |
| Fleet vehicles | -21.4 |  |  |  |  |
| Twingo / Twingo II |  | 3.2 | 2.4 | 0.8 | 10 |
| Clio / Clio III |  | 21.3 | 16.7 | 4.7 | 1 |
| Modus |  | 0.1 | 0.1 | 0.0 | 55 |
| Mégane / Mégane II / Mégane III |  | 5.5 | 4.9 | 0.5 | 5 |
| Laguna / Laguna III |  | 0.1 | 0.2 | -0.1 | 56 |
| Espace / Espace IV |  | 0.1 | 0.1 | 0.0 | 59 |
| Sandero |  | 0.1 | 0.1 | 0.1 | 38 |
| Logan |  | 0.0 | 0.1 | -0.1 | 69 |
| Small vans | -14.7 |  |  |  |  |
| Kangoo / Kangoo II |  | 18.6 | 16.2 | 2.4 | 1 |
| Logan |  | 1.6 | 1.3 | 0.3 | 12 |
| Vans | -6.9 |  |  |  |  |
| Trafic / Trafic II |  | 6.6 | 6.8 | -0.3 | 6 |
| Master / Master II / Master III |  | 7.4 | 6.9 | 0.5 | 5 |
| Mascott ** / Maxity ** / Master III** |  | 1.6 | 1.7 | -0.2 | 18 |
| Pick-up | -21.4 |  |  |  |  |
| Logan |  | 4.2 | 3.3 | 0.8 | 7 |

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


## SALES PERFORMANCE

1.3. SALES AND PRODUCTION STATISTICS

RENAULT GROUP
WORLDWIDE PRODUCTION BY MODEL ${ }^{(1)}$ (UNIITS)
$\left.\begin{array}{l|r|rr}\hline \hline & & & \text { Change } \\ \text { H1 2012*/ } \\ \text { H1 2011 } \\ \text { (\%) }\end{array}\right]$

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

GEOGRAPHICAL ORGANIZATION OF THE RENAULT GROUP BY REGION - COUNTRIES IN EACH REGION
At April 1, 2012

| EUROPE | AMERICAS | ASIA-PACIFIC | EUROMED-AFRICA | EURASIA |
| :---: | :---: | :---: | :---: | :---: |
| Western Europe | Northern Latin America | Japan | Eastern Europe | Russia |
| Metropolitan France | Colombia | South Korea | Bulgaria | Armenia |
| Austria | Costa Rica |  | Moldava | Azerbaijan |
| Germany | Cuba | India | Romania | Belarus |
| Belgium-Luxembourg | Ecuador |  |  | Georgia |
| Denmark | Honduras | Iran | Turkey | Kazakhstan |
| Spain | Mexico |  |  | Kyrgyzstan |
| Finland | Nicaragua | Saudi Arabia | Africa | Uzbekistan |
| Greece | Panama | Gulf States | Algeria | Tajikitan |
| Ireland | El Salvador | Irak | Morocco | TurkmEnistan |
| Iceland | Venezuela | Israel | Tunisia | Ukraine |
| Italy | Dominican Rep. | Jordan | Egypt |  |
| Norway |  | Lebanon | Sub Saharian African |  |
| Netherlands | Southern Latin America | Libya | countries |  |
| Portugal | Argentina | Pakistan | South Africa |  |
| United Kingdom | Brazil |  | Madagascar |  |
| Sweden | Bolivia | Asean |  |  |
| Switzerland | Chile | Brunei | French overseas |  |
| Albania | Paraguay | Cambodia | departements |  |
| Bosnia | Peru | Indonesia | West Indies |  |
| Cyprus | Uruguay | Laos | and Indian Ocean |  |
| Croatia |  | Malaysia | Guadeloupe |  |
| Hungary |  | Philippines | French Guiana |  |
| Macedonia |  | Singapore | Martinique |  |
| Malta |  | Thailand | Saint-Martin |  |
| Montenegro |  | Viet Nam | Saint-Pierre and Miquelon |  |
| Baltic States |  |  | Réunion |  |
| Poland |  | Australia | Comoro Islands |  |
| Czech Rep. |  | New-Caledonia | Seychelles |  |
| Serbia |  | New-Zealand | Mauritius |  |
| Slovakia |  | Tahiti |  |  |
| Slovenia |  |  |  |  |
|  |  | CHINA |  |  |

## FINANCIAL RESULTS

OVERVIEW

## OVERVIEW

- Group consolidated revenues came to €20,935 in first-half 2012, down 0.8\% on first-half 2011.
- Group operating margin totaled €482 million, or $2.3 \%$ of revenues, compared with $€ 630$ million, or $3.0 \%$ of revenues, in first-half 2011.
- Other Group operating income and expenses showed net income of €37 million, compared with €142 million in first-half 2011.
- The financial result showed a net charge of €127 million, compared with €81 million in first-half 2011.
- Nissan's contribution to Renault's earnings was €564 million, compared with €441 million in first-half 2011. AB Volvo contributed €68 million ( $€ 70$ million in the first-half of 2011). AVTOVAZ contributed $€ 4$ million, compared with $€ 37$ million in the first-half of 2011.
- Net income was $€ 786$ million, compared with $€ 1,253$ million in the first-half of 2011. Net income, Group share, stood at $€ 746$ million, compared with $€ 1,220$ million in first-half 2011.
- Automotive's operational free cash flow was a negative €200 million, a negative €444 million of which stemmed from the change in the working capital requirement.
- Automotive's net financial debt increased €519 million on December 31, 2011 to €818 million.
- Shareholders' equity stood at $€ 25,107$ million on June 30 , 2012. The debt-to-equity ratio rose by 2.1 points from 1.2\% at December 31, 2011 to $3.3 \%$ at the end of first-half 2012.


### 2.1. COMMENTS ON THE FINANCIAL RESULTS

### 2.1.1. CONSOLIDATED INCOME STATEMENT

Group revenues came to €20,935 million, down $0.8 \%{ }^{(1)}$ on first-half 2011 (also $-0.8 \%$ excluding the exchange rate effect).
OPERATING SEGMENT CONTRIBUTION TO GROUP REVENUES

| (€ million) | 2012 |  |  | 2011 |  |  | Change 2012/2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q2 | H1 | Q1 | Q2 | H1 | Q1 | Q2 | H1 |
| Automotive | 9,013 | 10,850 | 19,863 | 9,965 | 10,178 | 20,143 | -9.6\% | 6.6\% | -1.4\% |
| Sales Financing | 522 | 550 | 1,072 | 466 | 492 | 958 | 12.0\% | 11.8\% | 11.9\% |
| Total | 9,535 | 11,400 | 20,935 | 10,431 | 10,670 | 21,101 | -8.6\% | 6.8\% | -0.8\% |

Automotive's revenue contribution in the first half of 2012 was $€ 19,863$ million, down $1.4 \%$ on the first half of 2011. This trend was mainly attributable to:

- a fall in sales in Europe, partly offset by growth in international sales, reflected by a negative volume effect ( -2.7 points) and geographic mix (-1.1 points);
- an improvement in the product mix which had a positive effect (+1.9 points). This improvement was notably a result of the launch of Duster in South America and the comparison basis
in 2011, which benefited from the end of the scrappage bonus effect in France;
- a sales policy aimed at showcasing products, including in the highly competitive European market, which had a favorable effect of 0.2 points;
- other Group activities (including the sales of powertrain components and vehicles to partners) which had a favorable effect of 0.3 points.

By Region (excluding other businesses):

- international ${ }^{(1)}$ operations were up sharply and contributed 6.0 points to growth through a very strong volume and mix effect, especially in South America;
- Europe contributed 7.6 points to the fall in revenues.
- Group operating margin came to €482 million in the first half of 2012 , or $2.3 \%$ of revenues, compared with €630 million ( $3.0 \%$ of revenues) in first-half 2011.

OPERATING SEGMENT CONTRIBUTION TO GROUP OPERATING MARGIN

| (€ million) | H1 2012 | H1 2011 | Change |
| :--- | ---: | ---: | ---: |
| Automotive | $\mathbf{8 7}$ | $\mathbf{2 2 1}$ | $\mathbf{- 1 3 4}$ |
| \% of division revenues | $0.4 \%$ | $1.1 \%$ |  |
| Sales Financing | $\mathbf{3 9 5}$ | $\mathbf{4 0 9}$ | $\mathbf{- 1 4}$ |
| \% of division revenues | $36.8 \%$ | $42.7 \%$ |  |
| Total | $\mathbf{4 8 2}$ | $\mathbf{6 3 0}$ | $\mathbf{- 1 4 8}$ |
| \% of Group revenues | $2.3 \%$ | $3.0 \%$ |  |

Automotive's operating margin fell by €134 million to $€ 87$ million ( $0.4 \%$ of revenues) owing to:

- a fall in volumes, with a negative impact of € 176 million;
- product enhancements. The product mix/price/enhancement effect was a negative €211 million. This decrease reflects problems in passing on the overall increase in product value to retail prices in Europe.
- These negative effects were partly offset by the impact of:
- the Monozukuri plan, through a € 197 million reduction in costs (including the $€ 72$ million increase in raw materials);
- the €59 million reduction in general expenses;
- on a smaller scale, the practically neutral exchange rate effect of $€ 3$ million.

Sales Financing made a €395 million contribution to the Group's operating margin, a 3\% decrease on first-half 2011. Despite an $8.4 \%$ year-on-year increase in average loans outstanding, the cost of risk rose to $0.4 \%$ of average loans outstanding, compared with $0.1 \%$ in first-half 2011. After reaching a low point last year, the cost of risk remains below its average historical level of $0.6 \%$, reflecting the continued high quality of the portfolio despite the economic downturn in Europe.

RENAULT GROUP - R\&D EXPENSES*

| (€ million) | H1 2012 | H1 2011 | Change |
| :--- | ---: | ---: | ---: |
| R\&D expenses | 945 | 1,026 | -81 |
| Capitalized development expenses | -421 | -420 | -1 |
| \% of $R \& D$ expenses | $44.6 \%$ | $40.9 \%$ | $3.7 \%$ |
| Amortization | 415 | 415 | 0 |
| Gross R\&D expenses recorded in the income statement | $\mathbf{9 3 9}$ | $\mathbf{1 , 0 2 1}$ | $\mathbf{- 8 2}$ |
| * R\&D expenses are fully incurred by Automotive. |  |  |  |

* R\&D expenses are fully incurred by Automotive.

Research and Development expenses were down €81 million on first-half 2011, totaling $€ 945$ million in first-half 2012.
Capitalization development expenses rose $44.6 \%$ in the first half of 2012 compared with $40.9 \%$ in first-half 2011, linked to changes in the product cycle.
Other operating income and expenses showed net income of $€ 37$ million, compared with $€ 142$ million in first-half 2011. This item was mainly made up of:

- income of €91 million mainly from the retroactive change in import taxes in Brazil;
- restructuring provisions amounting to €45 million;
- €38 million in asset write-downs;
- €29 million in capital gains on disposals.

After recognizing other operating income and expenses, the Group reported operating profit of €519 million, compared with $€ 772$ million in first-half 2011.
The net financial result showed a net charge of €127 million, compared with $€ 81$ million in the first half of 2011.

## FINANCIAL RESULTS

### 2.1. COMMENTS ON THE FINANCIAL RESULTS

Renault's share in associated companies generated a net gain of $€ 630$ million in the first half of 2012 (compared with $€ 557$ million in first-half 2011), of which notably:

- €564 million from Nissan (€441 million in first-half 2011);
- €68 million from AB Volvo (€70 million in first-half 2011);
- €4 million from AVTOVAZ (€37 million in first-half 2011).

Current and deferred taxes showed a charge of €236 million (compared with net income of $€ 5$ million in first-half 2011), of
which a € $€ 27$ million charge for current taxes and $€ 91$ million in net income for deferred tax assets. It should be noted that first-half 2011 included the acknowledgment of deferred tax assets under French tax consolidation arrangements.
Net income came to €786 million, compared with €1,253 in the first half of 2011. Net income, Group share amounted to $€ 746$ million ( $€ 1,220$ million in first-half 2011).

### 2.1.2. NET CAPEX AND R\&D EXPENSES

Automotive's tangible and intangible investments net of disposals (excluding capitalized leased vehicles and batteries) came to $€ 1,366$ million in first-half 2012 (of which $€ 421$ million
in R\&D expenses), compared with €1,020 million (of which € 420 million in R\&D) in first-half 2011.

TANGIBLE AND INTANGIBLE INVESTMENTS NET OF DISPOSALS, BY OPERATING SEGMENT

| (€ million) | H1 2012 | H1 2011 |
| :---: | :---: | :---: |
| Tangible investments (excluding capitalized leased vehicles and batteries) | 956 | 689 |
| Intangible investments | 472 | 458 |
| o/w capitalized R\&D | 421 | 420 |
| Total acquisitions | 1,428 | 1,147 |
| Disposal gains | -62 | -127 |
| Total Automotive | 1,366 | 1,020 |
| Total Sales Financing | 6 | 2 |
| TOTAL GROUP | 1,372 | 1,022 |

Investment in first-half 2012 was higher than in first-half 2011, 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 split 54\% Europe and $46 \%$ international:

- in Europe: investment was focused $64 \%$ on the range, notably the future Clio line-up, Mégane phase 2, electric vehicles (ZOE and Twizy) and the new engine range;
- outside Europe: investments mainly concerned Morocco (new production site in Tangier), Romania, South America, Turkey, India and Russia.
Consistent with previous years, the non range-related investment policy was focused mainly on quality, working conditions and the environment.

| (€ million) | H1 2012 | H1 2011 |
| :---: | :---: | :---: |
| Tangible and intangible investments net of disposals (excluding capitalized leased vehicles and batteries) | 1,372 | 1,022 |
| Capitalized development expenses | -421 | -420 |
| Other | -28 | -18* |
| Net industrial and commercial investments (1) | 923 | 584* |
| \% of Group revenues | 4.4\% | 2.8\%* |
| R\&D expenses | 945 | 1,026* |
| 0/w billed to third parties | -157 | -170* |
| Net R\&D expenses (2) | 788 | 856* |
| \% of Group revenues | 3.8\% | 4.1\%* |
| Net capex and R\&D expenses (1) + (2) | 1,711 | 1,440* |
| \% of Group revenues | 8.2\% | 6.8\%* |

* The H1 2011 figures are restated to take into account payments from partners and R\&D amortizations.


### 2.1.3. AUTOMOTIVE DEBT

Automotive reported slightly negative operational free cash flow in first-half 2012, at negative €200 million, linked to:

- cash flow of $€ 1,782$ million;
- a negative €444 million change in the working capital requirement;
- tangible and intangible investments net of disposals in the negative amount of $€ 1,366$ million, up $€ 346$ million,
(-€1,020 million in first-half 2011) but in line with the Plan's objective of under $9 \%$ of revenues;
- a negative €172 million change in capitalized leased vehicles and batteries.
The free cash flow result led, notably with the payment of dividends, to a significant €519 million rise in Automotive's net financial debt, which came to €818 million at June 30, 2012.


## AUTOMOTIVE NET FINANCIAL DEBT

| (€ million) | June $\mathbf{3 0 , 2 0 1 2}$ | Dec. $\mathbf{3 1 , 2 0 1 1}$ |
| :--- | ---: | ---: |
| Non-current financial liabilities | 5,295 | 6,066 |
| Current financial liabilities | 4,462 | 3,789 |
| Non-current financial assets - other securities, loans and derivatives on financial operations | -402 | $-\mathbf{4 9 7}$ |
| Current financial assets | $-1,128$ | $\mathbf{- 1 , 4 4 1}$ |
| Cash and cash equivalents | $-7,409$ | $\mathbf{- 7 , 6 1 8}$ |
| Automotive net financial debt | $\mathbf{8 1 8}$ | $\mathbf{2 9 9}$ |

### 2.1.4. CASH AT JUNE 30, 2012

Since January 2012, Renault SA has borrowed nearly €1 billion in medium-term loans, thereby refinancing almost all of its 2012 bond repayments, while confirming its access to European and Japanese markets. Automotive maintained its cash reserves at $€ 11.1$ billion at end-June 2012:

- €7.4 billion in cash and cash equivalents;
- €3.7 billion in undrawn confirmed credit lines.

On June 30, 2012, RCI Banque had:

- a liquidity reserve of $€ 3.6$ billion, representing available liquidity surplus to the certificates of deposit and commercial paper outstandings;
- available liquidity of $€ 6.4$ billion, covering more than two times all outstanding commercial paper and certificates of deposit, including $€ 4.5$ billion in undrawn confirmed credit lines, $€ 1.8$ billion in central-bank eligible collateral, and $€ 0.1$ billion in cash.


### 2.2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 2.2.1. CONSOLIDATED INCOME STATEMENT

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :---: | :---: | :---: | :---: |
| Revenues (note 4) | 20,935 | 21,101 | 42,628 |
| Cost of goods and services sold | $(17,191)$ | $(17,050)$ | $(34,759)$ |
| Research and Development expenses (note 5) | (939) | $(1,021)$ | $(2,027)$ |
| Selling, general and administrative expenses | $(2,323)$ | $(2,400)$ | $(4,751)$ |
| Operating margin | 482 | 630 | 1,091 |
| Other operating income and expenses (note 6) | 37 | 142 | 153 |
| Other operating income | 155 | 223 | 384 |
| Other operating expenses | (118) | (81) | (231) |
| Operating income | 519 | 772 | 1,244 |
| Net interest income (expense) | (138) | (107) | (219) |
| Interest income | 89 | 96 | 193 |
| Interest expenses | (227) | (203) | (412) |
| Other financial income and expenses | 11 | 26 | 98 |
| Financial income (note 7) | (127) | (81) | (121) |
| Share in net income (loss) of associates | 630 | 557 | 1,524 |
| Nissan (note 11) | 564 | 441 | 1,332 |
| Other associates (note 12) | 66 | 116 | 192 |
| Pre-tax income | 1,022 | 1,248 | 2,647 |
| Current and deferred taxes (note 8) | (236) | 5 | (508) |
| Net income | 786 | 1,253 | 2,139 |
| Net income - non-controlling interests' share | 40 | 33 | 47 |
| Net income - parent-company shareholders' share | 746 | 1,220 | 2,092 |
| Earnings per share ${ }^{(1)}$ in $€$ ( ( ${ }^{\text {ate } 9 \text { ) }}$ | 2.74 | 4.48 | 7.68 |
| Diluted earnings per share ${ }^{(1)}$ in $€$ (note 9) | 2.74 | 4.46 | 7.68 |
| Number of shares outstanding (in thousands) (note 9) |  |  |  |
| for earnings per share | 272,232 | 272,534 | 272,381 |
| for diluted earnings per share | 272,232 | 273,318 | 272,381 |

(1) Net income - parent-company shareholders' share divided by number of shares stated.

### 2.2.2. CONSOLIDATED COMPREHENSIVE INCOME

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

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :---: | :---: | :---: | :---: |
| NET INCOME | 786 | 1,253 | 2,139 |
| Actuarial gains and losses on defined-benefit pension plans | (142) | 22 | (23) |
| Translation adjustments on foreign activities | (28) | (85) | (107) |
| Partial hedge of the investment in Nissan | - | 175 | (142) |
| Fair value adjustments on cash flow hedging instruments | (22) | 20 | (13) |
| Fair value adjustments on available-for-sale financial assets | 32 | 5 | (257) |
| Total other components of comprehensive income excluding associates (A) | (160) | 137 | (542) |
| Actuarial gains and losses on defined-benefit pension plans | (79) | (4) | (107) |
| Translation adjustments on foreign activities | 297 | (883) | 645 |
| Fair value adjustments on cash flow hedging instruments | (18) | 1 | (14) |
| Fair value adjustments on available-for-sale financial assets | 23 | 27 | (80) |
| Associates' share of other components of comprehensive income (B) | 223 | (859) | 444 |
| Other components of comprehensive income (A) + (B) | 63 | (722) | (98) |
| COMPREHENSIVE INCOME | 849 | 531 | 2,041 |
| Parent-company shareholders' share | 806 | 505 | 1,996 |
| Non-controlling interests' share | 43 | 26 | 45 |

FINANCIAL RESULTS
2.2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 2.2.3. CONSOLIDATED FINANCIAL POSITION

| ASSETS (€ million) | June 30, 2012 | Dec. 31, 2011 |
| :---: | :---: | :---: |
| NON-CURRENT ASSETS |  |  |
| Intangible assets (note 10-A) | 3,710 | 3,718 |
| Property, plant and equipment (note 10-B) | 11,166 | 11,357 |
| Investments in associates | 16,810 | 15,991 |
| Nissan (note 11) | 15,600 | 14,931 |
| Other associates (note 12) | 1,210 | 1,060 |
| Non-current financial assets (note 14) | 988 | 1,068 |
| Deferred tax assets | 660 | 566 |
| Other non-current assets | 682 | 580 |
| TOTAL NON-CURRENT ASSETS | 34,016 | 33,280 |
| CURRENT ASSETS |  |  |
| Inventories (note 13) | 4,958 | 4,429 |
| Sales financing receivables | 22,869 | 21,900 |
| Automotive receivables | 1,674 | 1,275 |
| Current financial assets (note 14) | 1,011 | 1,244 |
| Current tax assets | 100 | 66 |
| Other current assets | 2,365 | 2,068 |
| Cash and cash equivalents | 8,067 | 8,672 |
| total Current assets | 41,044 | 39,654 |
| TOTAL ASSETS | 75,060 | 72,934 |


| SHAREHOLDERS' EQUITY AND LIABILITIES (€ million) | June 30, 2012 | Dec. 31, 2011 |
| :---: | :---: | :---: |
| SHAREHOLDERS' EQUITY |  |  |
| Share capital | 1,127 | 1,127 |
| Share premium | 3,785 | 3,785 |
| Treasury shares | (201) | (201) |
| Revaluation of financial instruments | (114) | (129) |
| Translation adjustment | 111 | (155) |
| Reserves | 19,219 | 17,567 |
| Net income - parent-company shareholders' share | 746 | 2,092 |
| Shareholders' equity - parent-company shareholders' share | 24,673 | 24,086 |
| Shareholders' equity - non-controlling interests' share | 434 | 481 |
| TOTAL SHAREHOLDERS' EQUITY (note 15) | 25,107 | 24,567 |
| NON-CURRENT LIABILITIES |  |  |
| Deferred tax liabilities | 143 | 135 |
| Provisions - long-term (note 16) | 2,454 | 2,227 |
| Non-current financial liabilities (note 17) | 5,556 | 6,327 |
| Other non-current liabilities | 718 | 724 |
| TOTAL NON-CURRENT LIABILITIES | 8,871 | 9,413 |
| CURRENT LIABILITIES |  |  |
| Provisions - short-term (note 16) | 825 | 866 |
| Current financial liabilities (note 17) | 3,855 | 3,230 |
| Sales financing debts (note 17) | 22,812 | 21,996 |
| Trade payables | 6,708 | 6,202 |
| Current tax liabilities | 174 | 126 |
| Other current liabilities | 6,708 | 6,534 |
| TOTAL CURRENT LIABILITIES | 41,082 | 38,954 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 75,060 | 72,934 |

### 2.2.4. CHANGES IN SHAREHOLDERS' EQUITY

| (€ million) | $\begin{array}{r} \text { Number } \\ \text { of shares } \\ \text { (thousands) } \end{array}$ | Share capital | Share premium | Treasury shares | Revaluation of financial instruments | Translation adjustment | Reserves | Net income (parent company shareholders' share) | Shareholders' equity (parent -company shareholders' share) | Shareholders' equity (noncontrolling interests' share) | Total shareholders' equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at Dec. 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 $1^{\text {st }}$ half-year 2011 | - | - | - | - | 53 | (786) | 18 | 1,220 | 505 | 26 | 531 |
| Allocation of 2010 net income | - | - | - | - | - | - | 3,420 | $(3,420)$ | - | - |  |
| Dividends | - | - | - | - | - | - | (82) | - | (82) | (73) | (155) |
| (Acquisitions) / disposals of treasury shares and impact of capital increases | - | - | - | (56) | - | - | - | - | (56) | 3 | (53) |
| Impact of changes in the scope of consolidation with no loss of control (2) | - | - | - | - | - | - | - | - | - | (1) | (1) |
| Cost of stock option plans | - | - | - | - | - | - | 1 | - | 1 | - | 1 |
| Balance at June 30, 2011 | 295,722 | 1,127 | 3,785 | (201) | 288 | $(1,340)$ | 17,724 | 1,220 | 22,603 | 477 | 23,080 |
| $2^{\text {nd }}$ half-year 2011 net income | - | - | - | - | - | - | - | 872 | 872 | 14 | 886 |
| Other components of comprehensive income ${ }^{(1)}$ | - | - | - | - | (417) | 1185 | (149) | - | 619 | 5 | 624 |
| Comprehensive income $2^{\text {nd }}$ half-year 2011 | - | - | - | - | (417) | 1185 | (149) | 872 | 1,491 | 19 | 1,510 |
| Dividends | - | - | - | - | - | - | - | - | - | (1) | (1) |
| (Acquisitions) / disposals of treasury shares and impact of capital increases | - | - | - | - | - | - | - | - | - | - |  |
| Impact of changes in the scope of consolidation with no loss of control (2) | - | - | - | - | - | - | (13) | - | (13) | (14) | (27) |
| Cost of stock option plans | - | - | - | - | - | - | 5 | - | 5 | - | 5 |
| Balance at Dec. 31, 2011 | 295,722 | 1,127 | 3,785 | (201) | (129) | (155) | 17,567 | 2,092 | 24,086 | 481 | 24,567 |

(1) Changes in reserves correspond to actuarial gains and losses on defined-benefit pension funds during the period (€18 million in first-half 2011 and $€(149)$ million in second-half 2011).
(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.

FINANCIAL RESULTS
2.2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

| (€ million) | $\begin{array}{r}\text { Number } \\ \text { of shares } \\ \text { (thousands) }\end{array}$ | Share capital | $\begin{array}{r} \text { Share } \\ \text { premium } \end{array}$ | Treasury shares | Revaluation of financial instruments | Translation adjustment | Reserves | Net income (parent company shareholders' share) | Shareholders' equity (parent -company shareholders' share) | Shareholders' equity (noncontrolling interests' share) | Total shareholders' equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at Dec. 31, 2011 | 295,722 | 1,127 | 3,785 | (201) | (129) | (155) | 17,567 | 2,092 | 24,086 | 481 | 24,567 |
| $1^{\text {st }}$ half-year 2012 net income | - | - | - | - | - | - | - | 746 | 746 | 40 | 786 |
| Other components of comprehensive income ${ }^{(1)}$ | - | - | - | - | 15 | 266 | (221) | - | 60 | 3 | 63 |
| Comprehensive income$1^{\text {st }}$ half-year 2012 | - | - | - | - | 15 | 266 | (221) | 746 | 806 | 43 | 849 |
| Allocation of 2011 net income | - | - | - | - | - | - | 2,092 | $(2,092)$ | - | - |  |
| Dividends | - | - | - | - | - | - | (316) | - | (316) | (68) | (384) |
| (Acquisitions) / disposals of treasury shares and impact of capital increases | - | - | - | - | - | - | - | - | - | - | - |
| Impact of changes in the scope of consolidation with no loss of control (2) | - | - | - | - | - | - | 88 | - | 88 | (22) | 66 |
| Cost of stock option plans | - | - | - | - | - | - | 9 | - | 9 | - | 9 |
| Balance at June 30, 2012 | 295,722 | 1,127 | 3,785 | (201) | (114) | 111 | 19,219 | 746 | 24,673 | 434 | 25,107 |

(1) Changes in reserves correspond to actuarial gains and losses on defined-benefit pension funds during the period ( $€(221$ ) million in the first half of 2012).
(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. The main change in the scope of consolidation concerns Nissan's acquisition of non-controlling interests in Aichi Kikai (note 11).

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

### 2.2.5. CONSOLIDATED CASH FLOWS

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :---: | :---: | :---: | :---: |
| Net income | 786 | 1,253 | 2,139 |
| Cancellation of dividends received from unconsolidated listed companies ${ }^{(1)}$ | (30) | (22) | (22) |
| Cancellation of income and expenses with no impact on cash |  |  |  |
| - Depreciation, amortization and impairment | 1,643 | 1,430 | 2,831 |
| - Share in net (income) loss of associates | (630) | (557) | $(1,524)$ |
| - Other income and expenses with no impact on cash (note 18) | 43 | (515) | (360) |
| Dividends received from unlisted associates | - | - | 5 |
| Cash flow ${ }^{(2)}$ | 1,812 | 1,589 | 3,069 |
| Dividends received from listed companies ${ }^{(3)}$ | 272 | 144 | 335 |
| Net change in financing for final customers | (573) | (685) | $(1,206)$ |
| Net change in renewable dealer financing | (417) | (468) | $(1,449)$ |
| Decrease (increase) in sales financing receivables | (990) | $(1,153)$ | $(2,655)$ |
| Bond issuance by the Sales Financing segment | 2,148 | 3,315 | 5,160 |
| Bond redemption by the Sales Financing segment | $(1,435)$ | (996) | $(2,528)$ |
| Net change in other sales financing debts | 33 | (629) | (149) |
| Net change in other securities and loans of the Sales Financing segment | (79) | (41) | 107 |
| Net change in sales financing financial assets and debts | 667 | 1,649 | 2,590 |
| Change in capitalized leased vehicles and batteries | (160) | (60) | (192) |
| Decrease (increase) in working capital (note 18) | (518) | (635) | 206 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 1,083 | 1,534 | 3,353 |
| Capital expenditure (note 18) | $(1,434)$ | $(1,149)$ | $(2,455)$ |
| Disposals of property, plant and equipment and intangibles | 62 | 127 | 239 |
| Acquisitions of other investments, net of cash acquired | (111) | (108) | (156) |
| Disposals of other investments, net of cash transferred and other | 2 | - | - |
| Net decrease (increase) in other securities and loans of the Automotive segment | (84) | 19 | 38 |
| CASH FLOWS FROM INVESTING ACTIVITIES | $(1,565)$ | $(1,111)$ | $(2,334)$ |
| Dividends paid to parent company shareholders (note 15) | (338) | (88) | (88) |
| Dividends paid to non-controlling interests | (17) | (11) | (66) |
| (Purchases) sales of treasury shares | - | (56) | (56) |
| Cash flows with shareholders | (355) | (155) | (210) |
| Bond issuance by the Automotive segment | 673 | 560 | 712 |
| Bond redemption by the Automotive segment | (530) | (461) | (941) |
| Net increase (decrease) in other financial liabilities of the Automotive segment | 142 | $(1,907)$ | $(1,911)$ |
| Net change in financial liabilities of the Automotive segment | 285 | $(1,808)$ | $(2,140)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES | (70) | $(1,963)$ | $(2,350)$ |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (552) | $(1,540)$ | $(1,331)$ |

(1) Dividends received from Daimler.
(2) Cash flow does not include dividends received from listed companies.
(3) Dividends received from Daimler (€30 million), AB Volvo (€47 million) and Nissan (€195 million) during the first half of 2012. Dividends received from Daimler ( $€ 22$ million), AB Volvo ( $€ 38$ million) and Nissan ( $€ 84$ million) during the first half of 2011 and from Nissan ( $€ 191$ million) during the second half of 2011.

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Cash and cash equivalents: opening balance | $\mathbf{8 , 6 7 2}$ | $\mathbf{1 0 , 0 2 5}$ | $\mathbf{1 0 , 0 2 5}$ |
| Increase (decrease) in cash and cash equivalents | $(552)$ | $(1,540)$ | $(1,331)$ |
| Effect of changes in exchange rate and other changes | $(53)$ | 4 | $(22)$ |
| Cash and cash equivalents: closing balance | $\mathbf{8 , 0 6 7}$ | $\mathbf{8 , 4 8 9}$ | $\mathbf{8 , 6 7 2}$ |

The Group has liquidities in countries where repatriation of funds can be complex for regulatory or political reasons. In most of these countries, such funds are used locally for industrial purposes. At June 30, 2012, repatriation difficulties linked to foreign exchange controls in Iran concern funds amounting to €194 million. Other assets in Iran (tooling, inventories, receivables) are also regularly monitored by the Group.

FINANCIAL RESULTS

### 2.2.6. INFORMATION BY OPERATING SEGMENT

A. CONSOLIDATED INCOME STATEMENT BY OPERATING SEGMENT

| (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| H1 2012 |  |  |  |  |
| Sales of goods | 18,951 | - | - | 18,951 |
| Sales of services | 912 | 1,072 | - | 1,984 |
| External sales (note 4) | 19,863 | 1,072 | - | 20,935 |
| Intersegment sales | (122) | 217 | (95) | - |
| Sales by segment | 19,741 | 1,289 | (95) | 20,935 |
| Operating margin ${ }^{(1)}$ | 71 | 395 | 16 | 482 |
| Operating income | 109 | 394 | 16 | 519 |
| Financial income ${ }^{(2)}$ | 124 | - | (251) | (127) |
| Share in net income (loss) of associates | 626 | 4 | - | 630 |
| Pre-tax income | 859 | 398 | (235) | 1,022 |
| Current and deferred taxes | (104) | (128) | (4) | (236) |
| Net income | 755 | 270 | (239) | 786 |
| H1 2011 |  |  |  |  |
| Sales of goods | 19,270 | - | - | 19,270 |
| Sales of services | 873 | 958 | - | 1,831 |
| External sales | 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 |
| YEAR 2011 |  |  |  |  |
| Sales of goods | 38,697 | - | - | 38,697 |
| Sales of services | 1,982 | 1,949 | - | 3,931 |
| External sales | 40,679 | 1,949 | - | 42,628 |
| Intersegment sales | (290) | 409 | (119) | - |
| Sales by segment | 40,389 | 2,358 | (119) | 42,628 |
| Operating margin ${ }^{(1)}$ | 328 | 761 | 2 | 1,091 |
| Operating income | 478 | 764 | 2 | 1,244 |
| Financial income ${ }^{(2)}$ | 230 | - | (351) | (121) |
| Share in net income (loss) of associates | 1,519 | 5 | - | 1,524 |
| Pre-tax income | 2,227 | 769 | (349) | 2,647 |
| Current and deferred taxes | (252) | (254) | (2) | (508) |
| Net income | 1,975 | 515 | (351) | 2,139 |

[^3]
## B. CONSOLIDATED FINANCIAL POSITION BY OPERATING SEGMENT

Consolidated financial position by operating segment - June 30, 2012

| ASSETS (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| NON-CURRENT ASSETS |  |  |  |  |
| Property, plant and equipment and intangible assets | 14,765 | 120 | (9) | 14,876 |
| Investments in associates | 16,767 | 43 | - | 16,810 |
| Non-current financial assets - investments in non-controlled entities | 3,244 | - | $(2,533)$ | 711 |
| Non-current financial assets - other securities, loans and derivatives on financing operations of the Automotive segment | 402 | - | (125) | 277 |
| Other non-current assets and deferred tax assets | 1,176 | 221 | (55) | 1,342 |
| Total non-current assets | 36,354 | 384 | $(2,722)$ | 34,016 |
| CURRENT ASSETS |  |  |  |  |
| Inventories | 4,931 | 29 | (2) | 4,958 |
| Customer receivables | 1,726 | 23,229 | (412) | 24,543 |
| Current financial assets | 1,128 | 546 | (663) | 1,011 |
| Other current assets and current tax assets | 1,838 | 2,911 | $(2,284)$ | 2,465 |
| Cash and cash equivalents | 7,409 | 985 | (327) | 8,067 |
| Total current assets | 17,032 | 27,700 | $(3,688)$ | 41,044 |
| TOTAL ASSETS | 53,386 | 28,084 | $(6,410)$ | 75,060 |


| SHAREHOLDERS' EQUITY AND LIABILITIES (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| SHAREHOLDERS' EQUITY | 24,980 | 2,535 | $(2,408)$ | 25,107 |
| NON-CURRENT LIABILITIES |  |  |  |  |
| Long-term provisions | 2,252 | 202 | - | 2,454 |
| Non-current financial liabilities | 5,295 | 261 | - | 5,556 |
| Other non-current liabilities and deferred tax liabilities | 355 | 506 | - | 861 |
| Total non-current liabilities | 7,902 | 969 | - | 8,871 |
| CURRENT LIABILITIES |  |  |  |  |
| Short-term provisions | 796 | 29 | - | 825 |
| Current financial liabilities | 4,462 | - | (607) | 3,855 |
| Trade payables and sales financing debts | 6,867 | 23,791 | $(1,138)$ | 29,520 |
| Other current liabilities and current tax liabilities | 8,379 | 760 | $(2,257)$ | 6,882 |
| Total current liabilities | 20,504 | 24,580 | $(4,002)$ | 41,082 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 53,386 | 28,084 | $(6,410)$ | 75,060 |

## FINANCIAL RESULTS

Consolidated financial position by operating segment - December 31, 2011

| ASSETS (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| NON-CURRENT ASSETS |  |  |  |  |
| Property, plant and equipment and intangible assets | 14,956 | 129 | (10) | 15,075 |
| Investments in associates | 15,955 | 36 | - | 15,991 |
| Non-current financial assets - investments in non-controlled entities | 3,237 | - | $(2,538)$ | 699 |
| Non-current financial assets - other securities, loans and derivatives on financing operations of the Automotive segment | 497 | - | (128) | 369 |
| Other non-current assets and deferred tax assets | 1,007 | 189 | (50) | 1,146 |
| Total non-current assets | 35,652 | 354 | $(2,726)$ | 33,280 |
| CURRENT ASSETS |  |  |  |  |
| Inventories | 4,409 | 25 | (5) | 4,429 |
| Customer receivables | 1,354 | 22,220 | (399) | 23,175 |
| Current financial assets | 1,441 | 451 | (648) | 1,244 |
| Other current assets and current tax assets | 1,605 | 2,849 | $(2,320)$ | 2,134 |
| Cash and cash equivalents | 7,618 | 1,171 | (117) | 8,672 |
| Total current assets | 16,427 | 26,716 | $(3,489)$ | 39,654 |
| TOTAL ASSETS | 52,079 | 27,070 | $(6,215)$ | 72,934 |


| SHAREHOLDERS' EQUITY AND LIABILITIES (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| SHAREHOLDERS' EQUITY | 24,450 | 2,540 | $(2,423)$ | 24,567 |
| NON-CURRENT LIABILITIES |  |  |  |  |
| Long-term provisions | 2,058 | 169 | - | 2,227 |
| Non-current financial liabilities | 6,066 | 261 | - | 6,327 |
| Other non-current liabilities and deferred tax liabilities | 340 | 519 | - | 859 |
| Total non-current liabilities | 8,464 | 949 | - | 9,413 |
| CURRENT LIABILITIES |  |  |  |  |
| Short-term provisions | 833 | 33 | - | 866 |
| Current financial liabilities | 3,789 | - | (559) | 3,230 |
| Trade payables and sales financing debts | 6,402 | 22,774 | (978) | 28,198 |
| Other current liabilities and current tax liabilities | 8,141 | 774 | $(2,255)$ | 6,660 |
| Total current liabilities | 19,165 | 23,581 | $(3,792)$ | 38,954 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 52,079 | 27,070 | $(6,215)$ | 72,934 |


| (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| H1 2012 |  |  |  |  |
| Net income | 755 | 270 | (239) | 786 |
| Cancellation of dividends received from unconsolidated listed investments ${ }^{(1)}$ | (30) | - | - | (30) |
| Cancellation of income and expenses with no impact on cash |  |  |  |  |
| - Depreciation, amortization and impairment | 1,639 | 4 | - | 1,643 |
| - Share in net (income) loss of associates | (626) | (4) | - | (630) |
| - Other income and expenses with no impact on cash | 44 | (6) | 5 | 43 |
| Cash flow ${ }^{(2)}$ | 1,782 | 264 | (234) | 1,812 |
| Dividends received from listed companies ${ }^{(3)}$ | 272 | - | - | 272 |
| Decrease (increase) in sales financing receivables | - | $(1,031)$ | 41 | (990) |
| Net change in financial assets and sales financing debts | - | 883 | (216) | 667 |
| Change in capitalized leased vehicles and batteries | (172) | 12 | - | (160) |
| Decrease (increase) in working capital | (444) | (49) | (25) | (518) |
| CASH FLOWS FROM OPERATING ACTIVITIES | 1,438 | 79 | (434) | 1,083 |
| Purchases of intangible assets | (472) | (1) | - | (473) |
| Purchases of property, plant and equipment | (956) | (5) | - | (961) |
| Disposals of property, plant and equipment and intangibles | 62 | - | - | 62 |
| Acquisitions and disposals of other investments and other assets | (109) | - | - | (109) |
| Net decrease (increase) in other securities and loans of the Automotive segment | (90) | - | 6 | (84) |
| CASH FLOWS FROM INVESTING ACTIVITIES | $(1,565)$ | (6) | 6 | $(1,565)$ |
| Cash flows with shareholders | (346) | (260) | 251 | (355) |
| Net change in financial liabilities of the Automotive segment | 333 | - | (48) | 285 |
| CASH FLOWS FROM FINANCING ACTIVITIES | (13) | (260) | 203 | (70) |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | (140) | (187) | (225) | (552) |

(1) Dividends received from Daimler.
(2) Cash flow does not include dividends received from listed companies.
(3) Dividends received from Daimler (€30 million), AB Volvo (€47 million) and Nissan (€195 million)

## FINANCIAL RESULTS

2.2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

| (€ million) | Automotive | Sales Financing | 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 ${ }^{(3)}$ | 144 | - | - | 144 |
| Decrease (increase) in Sales financing receivables | - | $(1,194)$ | 41 | $(1,153)$ |
| Net change in financial assets and sales financing 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 and other investment and other assets | (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) | $(1,540)$ |

(1) Dividends received from Daimler.
(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).

| (€ million) | Automotive | Sales Financing | Intersegment transactions | Consolidated total |
| :---: | :---: | :---: | :---: | :---: |
| YEAR 2011 |  |  |  |  |
| Net income | 1,975 | 515 | (351) | 2,139 |
| 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 | 2,820 | 11 | - | 2,831 |
| - Share in net (income) loss of associates | $(1,518)$ | (6) | - | $(1,524)$ |
| - Other income and expenses with no impact on cash | (350) | (10) | - | (360) |
| Dividends received from unlisted associates | 5 | - | - | 5 |
| Cash flow ${ }^{(2)}$ | 2,910 | 510 | (351) | 3,069 |
| Dividends received from listed companies ${ }^{(3)}$ | 335 | - | - | 335 |
| Decrease (increase) in Sales financing receivables | - | $(2,610)$ | (45) | $(2,655)$ |
| Net change in financial assets and sales financing debts | - | 2,681 | (91) | 2,590 |
| Change in capitalized leased vehicles and batteries | (241) | 49 | - | (192) |
| Decrease (increase) in working capital | 627 | (413) | (8) | 206 |
| CASH FLOWS FROM OPERATING ACTIVITIES | 3,631 | 217 | (495) | 3,353 |
| Purchases of intangible assets | (887) | (1) | - | (888) |
| Purchases of property, plant and equipment | $(1,564)$ | (3) | - | $(1,567)$ |
| Disposals of property, plant and equipment and intangible assets | 239 | - | - | 239 |
| Acquisitions and disposals and other investment and other assets | (156) | - | - | (156) |
| Net decrease (increase) in other securities and loans of the Automotive segment | (88) | - | 126 | 38 |
| CASH FLOWS FROM INVESTING ACTIVITIES | $(2,456)$ | (4) | 126 | $(2,334)$ |
| Cash flows with shareholders | (201) | (360) | 351 | (210) |
| Net change in financial liabilities of the Automotive segment | $(2,164)$ | - | 24 | $(2,140)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES | $(2,365)$ | (360) | 375 | $(2,350)$ |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | $(1,190)$ | (147) | 6 | $(1,331)$ |

(1) Dividends received from Daimler.
(2) Cash flow does not include dividends received from listed companies.
(3) Dividends received from Daimler (€22 million), AB Volvo (€38 million) and Nissan (€275 million)

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### 2.2.7. NOTES TO THE CONDENSED CONSOLIDATED HALF-YEAR FINANCIAL STATEMENTS

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## I. ACCOUNTING POLICIES AND SCOPE OF CONSOLIDATION

## 1. Approval of the financial statements

The Renault group's condensed consolidated financial statements at June 30, 2012 were authorized for issue at the Board of Directors' meeting of July 26, 2012.

## 2. Accounting policies

The annual consolidated financial statements at December 31, 2011 were prepared under the IFRS (International Financial Reporting Standards) issued by the IASB (International Accounting Standards Board) at December 31, 2011 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, 2012 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, 2011. With the exception of the changes stated below, the accounting policies are identical to those applied in the consolidated financial statements at December 31, 2011.
The Group applies the amendment to IFRS 7, "Financial instruments: disclosures - transfers of financial assets"
published in the Official Journal of the European Union, for the first time in these half-year financial statements. The first application of this amendment has no impact on the financial statements at June 30, 2012.
The Group has undertaken no early application of any standard, interpretation or amendment. Standards IFRS 10 "Consolidated financial statements" and IFRS 11 "Joint Arrangements" in particular, which were released by the IASB in 2011, had not been adopted by the European Union at June 30, 2012, and so early application of these standards was not possible at that date. The Group does not currently expect their application to have a significant impact.
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, 2011.

## 3. Changes in the scope of consolidation during the first half-year of 2012

There was no significant change in the scope of consolidation during the first half of 2012.

## II. INCOME STATEMENT AND COMPREHENSIVE INCOME

## 4. Revenues

## A. Breakdown of revenues by Region

Renault reorganized its regions in 2012. Africa has now joined the Euromed region to form a new region, Euromed-Africa. The

Asia-Africa region is now the Asia-Pacific region, and China is no longer part of a region.
The figures for 2011 relate to the regions as adopted in 2012.
Consolidated revenues are presented by location of customers.

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Europe $^{(1)}$ | 12,876 | 14,283 | 27,408 |
| Americas | 2,985 | 2,292 | 5,210 |
| Asia-Pacific and China | 1,859 | 1,825 | 4,575 |
| Euromed-Africa | 2,118 | 1,921 | 3,755 |
| Eurasia | 1,097 | 780 | 1,680 |
| Total revenues | $\mathbf{2 0 , 9 3 5}$ | $\mathbf{2 1 , 1 0 1}$ | $\mathbf{4 2 , 6 2 8}$ |
| (1) Including France | 5,809 | 6,406 | $\mathbf{1 2 , 1 1 9}$ |

## B. First-half 2011 revenues applying first-half 2012 Group structure and methods

The consolidated revenues for first-half 2011 and first-half 2012 are calculated under identical Group structure and methods.

## FINANCIAL RESULTS

5. Research and development expenses

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Research and Development expenses | $(945)$ | $(1,026)$ | $(2,064)$ |
| Capitalized development expenses | 421 | 420 | 808 |
| Amortization of capitalized development expenses | $(415)$ | $(415)$ | $(771)$ |
| Total reported in income statement | $\mathbf{( 9 3 9 )}$ | $\mathbf{( 1 , 0 2 1 )}$ | $\mathbf{( 2 , 0 2 7 )}$ |

## 6. Other operating income and expenses

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :---: | :---: | :---: | :---: |
| Restructuring and workforce adjustment costs | (45) | 37 | 71 |
| Gains and losses on total or partial disposal of businesses or operating entities, and other gains and losses related to changes in the scope of consolidation | - | - | - |
| Gains and losses on disposal of property, plant and equipment and intangible assets (except vehicle sales) | 29 | 73 | 133 |
| Impairment on fixed assets | (38) | 32 | (61) |
| Other unusual items | 91 | - | 10 |
| Total | 37 | 142 | 153 |

In 2012 and 2011, apart from geographical reorganizations, the effects of restructuring essentially reflect workforce adjustment measures in Europe. In 2011 they also included a net reversal of $€ 98$ million from provisions, following discontinuation of a plan to reorganize establishments in the Paris area and updating of the provision for workforce adjustment measures in France in accordance with the options chosen in 2011 by employees eligible for these measures.
The gain on disposal of property, plant and equipment and intangible assets (except vehicle sales) mostly relates to sales of land and buildings located in Europe in 2012 and 2011.
In 2012, impairment was booked on intangible assets ( $€ 27$ million) and tangible assets ( $€ 11$ million) in respect of two vehicles in the range. In 2011, impairment related to three vehicles in the range and amounted to €149 million. An amount of €88 million was also reversed in 2011 from impairment previously booked on assets, to reflect the improved cash flow prospects for three other vehicles in the range.

In 2012, other unusual items of operating income and expenses include an operating tax credit amounting to € 100 million, which resulted from signature in March 2012 of an agreement with a Brazilian local authority for a change in the tax option regarding prior years' import taxes. These unusual items also include an expense of $€ 11$ million following the decrease in Renault's percentage interest in Nissan (see note 11.B).

## 7. Financial income

Other financial income includes dividends received from Daimler in 2012, at their gross value of $€ 36$ million ( $€ 30$ million in 2011).

## 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.

## A. Current and deferred tax expense

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Current income taxes | $(327)$ | $(210)$ | $(408)$ |
| Deferred taxes revenue (expenses) | 91 | 215 | $(100)$ |
| Current and deferred taxes | $\mathbf{( 2 3 6 )}$ | $\mathbf{5}$ | $\mathbf{( 5 0 8 )}$ |

During first-half 2012, €280 million of current taxes were generated by foreign entities ( $€ 350$ million in 2011).

## B. Breakdown of the tax charge

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Income before taxes and share in net income of associates | $\mathbf{3 9 2}$ | $\mathbf{6 9 1}$ | $\mathbf{1 , 1 2 3}$ |
| Statutory income tax rate applicable in France | $36.1 \%$ | $34.43 \%$ | $36.1 \%$ |
| Theoretical tax income (charge) | $\mathbf{( 1 4 1 )}$ | $\mathbf{( 2 3 8 )}$ | $\mathbf{( 4 0 5 )}$ |
| Effect of differences between local tax rate and the French rate | 46 | 58 | 114 |
| Tax credits | 16 | 12 | 31 |
| Distribution taxes | $(32)$ | $(32)$ | $(61)$ |
| Change in unrecognized deferred tax assets | $(159)$ | 172 | $(215)$ |
| Other impacts ${ }^{(1)}$ | 34 | 33 | $\mathbf{2 8}$ |
| Current and deferred tax income (charge) | $\mathbf{( 2 3 6 )}$ | $\mathbf{5}$ | $\mathbf{( 5 0 8 )}$ |

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

Since 2010, the results forecast in the 2011/2016 plan have led the Group to recognize some of the net deferred tax assets of the French tax group. The resulting net deferred tax asset amounts to €215 million, unchanged since December 31, 2011. In 2011, in the second half of the year due to the combined effects of the new 2011 French Finance Law limiting yearly utilization of tax loss carryforwards, and the updated business plan, the amount of tax assets recognized has been reduced by €140 million, with an impact of €100 million in income and $€ 40$ million in shareholders' equity.

After adjustment for the non-recognition of deferred taxes generated over the period by the French tax group, the Renault group's effective tax rate (before the share in net income of associates) is $18 \%$ at June 30, 2012 ( $30 \%$ at December 31, 2011), mainly as a result of favorable differences between local rates and the French rate, ongoing improvement in earnings prospects for Argentina and Colombia, and receipt of a tax-free subsidy in Brazil.

## 9. Basic and diluted earnings per share

| (In thousands of shares) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Shares in circulation | 295,722 | 295,722 | 295,722 |
| Treasury shares | $(4,059)$ | $(3,768)$ | $(3,914)$ |
| Shares held by Nissan $x$ Renault's share in Nissan | $(19,431)$ | $(19,420)$ | $(19,427)$ |
| Number of shares used to calculate basic earnings per share | 272,232 | 272,534 | 272,381 |

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 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Number of shares used to calculate basic earnings per share | 272,232 | 272,534 | 272,381 |
| Dilutive effect of stock-options and free share attribution rights | - | 784 | - |
| Number of shares used to calculate diluted earnings per share | $\mathbf{2 7 2 , 2 3 2}$ | $\mathbf{2 7 3 , 3 1 8}$ | $\mathbf{2 7 2 , 3 8 1}$ |

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, that have a dilutive effect and fulfil the performance conditions at the closing date when issuance is conditional.

## III. CONSOLIDATED FINANCIAL POSITION

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

In the Automotive segment, a review of the key assumptions underlying the impairment tests applied to cash-generating
units (excluding vehicle-specific assets) at December 31, 2011 shows that they have not fundamentally changed. The Group has not therefore repeated the detailed tests carried out at the 2011 year-end.

## A. Intangible assets

| (€ million) | Gross <br> value | Amortization <br> and impairment | Net <br> value |
| :--- | ---: | ---: | ---: | ---: |
| Value at December 31, 2011 | 8,483 | $(4,765)$ | 3,718 |
| Acquisitions / (amortization) ${ }^{(1)}$ | 470 | $(480)$ | $(10)$ |
| (Disposals) / reversals | $(102)$ | 101 | $(1)$ |
| Translation adjustment | 6 | $(3)$ | 3 |
| Change in scope of consolidation and other | - | - | - |
| Value at June 30, 2012 | $\mathbf{8 , 8 5 7}$ | $\mathbf{( 5 , 1 4 7 )}$ | $\mathbf{3 , 7 1 0}$ |

(1) Including € 27 million of reversal of impairment loss on capitalized development expenses - see note 6 .
B. Property, plant and equipment

| (€ million) | Gross <br> value | Depreciation <br> and impairment | Net <br> value |
| :--- | ---: | ---: | ---: | ---: |
| Value at December 31, 2011 | 33,306 | $(21,949)$ | 11,357 |
| Acquisitions / (depreciation and impairment) ${ }^{(1)(2)}$ | 1,208 | $(1,163)$ | 45 |
| (Disposals)/ reversals | $(673)$ | 430 | $(243)$ |
| Translation adjustment | $(63)$ | 50 | $(13)$ |
| Change in scope of consolidation and other | 19 | 1 | 20 |
| Value at June 30, 2012 | $\mathbf{3 3 , 7 9 7}$ | $\mathbf{( 2 2 , 6 3 1 )}$ | $\mathbf{1 1 , 1 6 6}$ |

(1) including $€ 11$ million of impairment loss on tangible assets - see note 6.
(2) including € 834 million of acquisitions other than purchases of leased vehicles and batteries - 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 0.68\% of its own shares at June 30, 2012, (1.15\% at December 31, 2011), and Renault's percentage interest in Nissan was $43.7 \%$ ( $43.9 \%$ at December 31, 2011).
B. Changes in the investment in Nissan as shown in Renault's balance sheet

| (€ million) | Share in net assets |  |  | goodwill | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Before neutralization | Neutralization of Nissan's investment in Renault ${ }^{(1)}$ | Net |  |  |
| At December 31, 2011 | 14,953 | (975) | 13,978 | 953 | 14,931 |
| First-half 2012 net income | 564 | - | 564 | - | 564 |
| Dividend distributed | (195) | - | (195) | - | (195) |
| Translation adjustment | 286 | - | 286 | - | 286 |
| Acquisitions of non-controlling interests ${ }^{(2)}$ | 90 | - | 90 | - | 90 |
| Treasury share transactions ${ }^{(3)}$ | 6 | - | 6 | (28) | (22) |
| Other changes ${ }^{(4)}$ | (54) | - | (54) | - | (54) |
| At June 30, 2012 | 15,650 | (975) | 14,675 | 925 | 15,600 |

(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) After adjustment of the "Restatements for Renault group requirements" and application of the equity share ratio, the negative goodwill on Nissan's acquisition of all noncontrolling interests in Aichi Kikai is reflected in a $€ 90$ million movement in "Reserves". Nissan provides details of this operation in its published financial statements at March 31, 2012
(3) Nissan acquired the non-controlling interests in Aichi Kikai from its former shareholders in exchange for Nissan treasury shares. After reversal of the related goodwill, this operation resulted in a loss of $€ 22$ million. Once the translation adjustment was transferred to the income statement, this loss led to recognition of an €11 million expense under "Other operating income and expenses" (note 6).
(4) Other changes include the effect of Renault dividends received by Nissan, the change in actuarial gains and losses on pension obligations and the change in the financial instruments revaluation reserve.

## FINANCIAL RESULTS

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

| (in billions of yen) | $\begin{array}{r} \text { December } \\ 31,2011 \end{array}$ | Net income for firsthalf 2012 | Dividends | Translation adjustment | Acquisitions of noncontrolling interests | Treasury shares | Other changes (1) | June 30, 2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Shareholders' equity - Nissan share under Japanese GAAP | 2,909 | 148 | (42) | 60 | - | 19 | (1) | 3,093 |
| Restatements for Renault group requirements: |  |  |  |  |  |  |  |  |
| Restatement of fixed assets | 348 | - | - | - | - | - | - | 348 |
| Provision for pension and other long-term employee benefit obligations ${ }^{(2)}$ | (165) | 12 | - | (1) | - | - | (26) | (180) |
| Capitalization of development expenses | 526 | 3 | - | - | - | - | - | 529 |
| Effect of changes in the scope of consolidation with no loss of control ${ }^{(3)}$ | - | (24) | - | - | 24 | - | - | - |
| Deferred taxes and other restatements ${ }^{(4)}$ | (206) | (6) | (3) | (1) | (3) | - | 15 | (204) |
| Net assets restated for Renault group requirements | 3,412 | 133 | (45) | 58 | 21 | 19 | (12) | 3,586 |
| (€ million) |  |  |  |  |  |  |  |  |
| Net assets restated for Renault group requirements | 34,054 | 1,288 | (446) | 651 | 205 | 181 | (121) | 35,812 |
| Renault's share | 43.9\% | - | - | - | - | - | - | 43.7\% |
| (before the dilution and neutralization effect described below) | 14,953 | 564 | (195) | 286 | 90 | 81 | (54) | 15,725 |
| Dilutive effect | - | - | - | - | - | (75) | - | (75) |
| Neutralization of Nissan's investment in Renault ${ }^{(5)}$ | (975) | - | - | - | - | - | - | (975) |
| Renault's share in the net assets of Nissan | 13,978 | 564 | (195) | 286 | 90 | 6 | (54) | 14,675 |

[^4]
## 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 2012 Renault consolidation is the sum of Nissan's net income for the final quarter of its 2011 financial year and the first quarter of its 2012 financial year.

|  | January to March 2012 <br> Final quarter of Nissan's 2011 financial year |  | April to June 2012 <br> First quarter of Nissan's 2012 financial year |  | January to June 2012 <br> Reference period for Renault's first-half 2012 consolidated financial statements |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Net income Nissan share | 75 | 724 | 73 | 704 | 148 | 1,428 |

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

## E. Renault - Nissan cooperation

The main joint operations begun during first-half 2012 were as follows:

- sale of 1.0 16V Flex petrol engines made by Renault's Curitiba plant in Brazil for assembly in the Nissan Micra produced in Mexico,
- assembly in the Chennai plant in India of the Renault Pulse equipped with 1.5 dCi diesel engines made at Renault's Cléon plant in France and assembled on a common platform with the Nissan Micra.
Total sales by Renault to Nissan and purchases by Renault from Nissan during the first half of 2012 amounted to an
estimated $€ 1,070$ million and $€ 920$ million respectively ( $€ 1,040$ million and $€ 960$ million respectively in 2011).
During first-half 2012, the RCI consolidated subgroup recorded $€ 75$ million of commission and interest income received from Nissan.


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

Based on the market price of Nissan stock at June 30, 2012 (748 yen per share), Renault's investment in Nissan is valued at €14,657 million (€13,550 million at December 31, 2011 based on the market price of 692 yen per share at that date).

## G. Impairment test of the investment in Nissan

At June 30, 2012, the stock market value of the investment was $6 \%$ lower than the value of Nissan in Renault's balance sheet ( $9 \%$ lower at December 31, 2011). In view of this, an
impairment test was carried out in application of the approach presented in the note on accounting policies (note 2-L to the annual financial statements). The assumptions used were identical to those applied at December 31, 2011. The test results at June 30, 2012 did not lead to recognition of any impairment on the investment in Nissan.

## 12. Investments in other associates

Details of other investments in other associates are as follows:

- Balance sheet value: €1,210 million at June 30, 2012 (€1,060 million at December 31, 2011),
- Renault's share in the net income of other associates: €66 million for first-half 2012 ( $€ 116$ million for first-half 2011 and € 192 million for the year 2011).
Most of these amounts relate to the investments in AB Volvo and AVTOVAZ, accounted for under the equity method.


## A. AB Volvo

A1. Changes in the value of Renault's investment in AB Volvo as shown in Renault's balance sheet

| (€ million) | Share in <br> net assets | Net <br> goodwill | Total |
| :--- | ---: | ---: | ---: |
| At December 31, 2011 | 570 | 13 |  |
| First-half 2012 net income | 68 | - | 583 |
| Dividend distributed | $(47)$ | - | 68 |
| Translation adjustment and revaluation of financial instruments | $(1)$ | $(47)$ |  |
| At June 30, 2012 | 590 | - | $(1)$ |

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. AB Volvo's conversion of A shares into B shares during first-half 2012 at the request of certain shareholders has no impact on the Group's percentage control, which remains at 17.7\%.

Renault's percentage interest in AB Volvo is 6.8\%, unchanged from December 31, 2011.
Based on AB Volvo's stock market share price of SEK 79.25 per A share at June 30, 2012, Renault's investment in AB Volvo is valued at $€ 1,252$ million ( $€ 1,181$ million at December 31, 2011 based on a price of SEK 76 per Series A share).

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

| (€ million) | Dec. 31, 2011 | Net income | Dividends | Other changes | June 30, 2012 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Shareholders' equity - |  |  |  |  |  |
| parent company shareholders' share | 9,491 | 988 | $(683)$ | 9 | 9,805 |
| Restatements for Renault group requirements | $(1,152)$ | - | - | $(15)$ | $(1,167)$ |
| Net assets restated for Renault group requirements | 8,339 | 988 | $(683)$ | $(6)$ | 8,638 |
| Renault's share in the net assets of AB Volvo | $\mathbf{5 7 0}$ | $\mathbf{6 8}$ | $\mathbf{( 4 7 )}$ | $\mathbf{( 1 )}$ | $\mathbf{5 9 0}$ |

The restatements applied for Renault group requirements mainly concern cancellation of goodwill booked in AB Volvo's accounts when $A B$ 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 2012.

## FINANCIAL RESULTS

## 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, 2012 is the sum of AVTOVAZ's net income for the final quarter of its 2011 financial year and the first quarter of its 2012 financial year.

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

| (€ million) | Share in net assets |
| :--- | ---: |
| At September 30, 2011 | 230 |
| Net income for the period October 1, 2011 - March 31, 2012 | 4 |
| Translation adjustment | 22 |
| At March 31, 2012 | 256 |

Renault's percentage interest in AVTOVAZ at June 30, 2012 is unchanged from December 31, 2011 at $25 \%$.
In May 2012, the Renault-Nissan Alliance, AVTOVAZ, Russian Technologies and Troika Dialog signed a non-binding agreement confirming the principles of the cooperation, including formation by the Renault-Nissan Alliance and Russian Technologies of a joint venture that will control AVTOVAZ. The final agreements should be signed by the end of 2012, subject to regulatory approvals. All the transactions associated with these agreements are expected to be finalized by 2014.
At June 30, 2012, based on AVTOVAZ's stock market share price, Renault's investment in AVTOVAZ is valued at €197 million (€237 million at December 31).
At June 30, 2012, the stock market value of the investment was $23 \%$ lower than the value of AVTOVAZ in Renault's balance sheet. In view of this, an impairment test was carried out in application of the approach presented in the note on accounting policies (note 2-L to the annual financial statements). An after-tax discount rate of $14.6 \%$ and a growth rate to infinity of $2.5 \%$ were used to calculate value in use. The terminal value was calculated under balanced profitability assumptions and medium-term prospects. The test results at

June 30, 2012 did not lead to recognition of any impairment on the investment in AVTOVAZ.

## B2. Renault - AVTOVAZ cooperation

The Renault group continued to provide technical assistance to AVTOVAZ for several vehicle, engine and gearbox projects implemented by the Renault-Nissan Alliance and AVTOVAZ, and for assembly of the BO platform shared by AVTOVAZ and the Alliance. Consulting services are also provided by Renault in areas such as purchases, quality and IT. During first-half 2012, Renault invoiced €16 million to AVTOVAZ for this technical assistance.
Following the start of production on the Lada "Largus" minivan using the BO platform, Renault started supplying AVTOVAZ with parts required for assembly, for a total amount of $€ 20$ million over first-half 2012.
Renault's investment in the BO platform is recorded in property, plant and equipment at the amount of $€ 102$ million at June 30, 2012.
In June 2012, Renault undertook to lend AVTOVAZ €52 million over 11 years. This Ioan was paid out in early July 2012.

## 13. Inventories

| (€ million) | June 30, $\mathbf{2 0 1 2}$ | Dec. 31, 2011 |
| :--- | ---: | ---: |
| Raw materials and supplies | 1,216 | 1,132 |
| Work-in-progress | 292 | 261 |
| Finished products | 3,450 | 3,036 |
| Inventories, net | $\mathbf{4 , 9 5 8}$ | $\mathbf{4 , 4 2 9}$ |
| ${\text { Inventories, } \text { gross }^{(1)}}^{\text {Impairment }}{ }^{(2)}$ | 5,423 | 4,878 |

[^5](2) Including impairment on used vehicles: € 124 million at June 30, 2012 (€ 122 million at December 31, 2011).

## 14. Financial assets

Breakdown of financial assets by nature

| (€ million) | June 30, 2012 |  |  | December 31, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Non-current | Current | Total | Non-current | Current | Total |
| Investments in non-controlled entities | 711 | - | 711 | 699 | - | 699 |
| Other securities | - | 103 | 103 | - | 88 | 88 |
| Loans | 79 | 501 | 580 | 89 | 329 | 418 |
| Derivative assets on financing operations by the Automotive segment | 198 | 407 | 605 | 280 | 827 | 1,107 |
| Total | 988 | 1,011 | 1,999 | 1,068 | 1,244 | 2,312 |
| Gross value | 989 | 1,025 | 2,014 | 1,069 | 1,257 | 2,326 |
| Impairment | (1) | (14) | (15) | (1) | (13) | (14) |

Investments in non-controlled entities include €581 million ( $€ 558$ million at December 31, 2011) for the Daimler shares purchased under the strategic partnership agreement. These shares are classified as available-for-sale financial assets and their fair value is determined by reference to the market price at June 30, 2012. The corresponding variation in value, amounting to $€ 23$ million for the first half-year of 2012, is recorded in other components of comprehensive income. At June 30, 2012, since the stock market price ( 35.35 euro per share) was close to the acquisition price ( 35.52 euro per share), no loss has been recognized in the income statement. Investments in non-controlled entities also include a $€ 89$ million investment ( $€ 104$ million at December 31, 2011) in the Modernization Fund for Automotive Equipment Manufacturers (Fonds de Modernisation des Equipementiers Automobiles FMEA), as part of the support plan for these suppliers introduced by the French authorities and automakers. Renault has undertaken a commitment to pay a total of €200 million as funds are called. The fair value of these securities is determined by reference to the most recent net asset value reported by the FMEA's management company. The decline in their fair value is considered durable, and was recognized in other financial expenses in the amount of $€ 26$ million at June 30, 2012.
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 paidup at June 30, 2012 was 295,722 thousand, with par value of $€ 3.81$ per share (the par value is unchanged from December 31, 2011).
Treasury shares do not bear dividends. They accounted for $1.37 \%$ of Renault's share capital at June 30, 2012 (unchanged from December 31, 2011).

## B. Distributions

At the General and Extraordinary Shareholders' Meeting of April 27, 2012, it was decided to pay a dividend of €1.16 per share, or a total of $€ 338$ million ( $€ 0.30$ per share in 2011). 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 2012, no 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 <br> $(€)$ | Weighted average <br> share price at grant / <br> exercise dates <br> $(€)$ |
| :--- | ---: | ---: | ---: |
| Outstanding at January 1, 2012 | $\mathbf{8 , 5 9 5 , 4 0 7}$ | $\mathbf{7 0}$ | - |
| Granted ${ }^{(1)}$ | 200,000 | 27 | 27 |
| Exercised | - | - | - |
| Expired | $(194,250)$ | 43 | $\mathrm{~N} / \mathrm{A}$ |
| Outstanding at June $\mathbf{3 0 , 2 0 1 2}$ | $\mathbf{8 , 6 0 1 , 1 5 7}$ | $\mathbf{7 0}$ | - |

[^6]
## FINANCIAL RESULTS

2.2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 16. Provisions

## A. Breakdown of provisions by nature

| (€ million) | June 30, 2012 | Dec. 31, 2011 |
| :--- | ---: | ---: |
| Provisions for pension and other long-term employee benefit obligations | 1,519 | 1,350 |
| Other provisions (note 16-B) | 1,760 | 1,743 |
| Total provisions | $\mathbf{3 , 2 7 9}$ | $\mathbf{3 , 0 9 3}$ |
| Provisions - long-term | 2,454 | 2,227 |
| $\quad$ Provisions - short-term | 825 | 866 |

Provisions for pensions and other long-term employee benefit obligations increased by €169 million over the first half of 2012 due to the lower financial discount rate used for France.

The rate most frequently used to value the Group's obligations in France is $3.2 \%$ for the first half of 2012 , against $4.3 \%$ at December 31, 2011.

## B. Changes in other provisions

| (€ million) | Restructuring provisions | Warranty provisions | Tax risks and litigation provisions | Other provisions | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| At December 31, 2011 | 368 | 675 | 284 | 416 | 1,743 |
| Increases | 44 | 191 | 52 | 75 | 362 |
| Reversals of provisions for use | (71) | (168) | (13) | (32) | (284) |
| Reversals of unused balance of provisions | (18) | (18) | (6) | (15) | (57) |
| Translation adjustments and other changes | 1 | (2) | (7) | 4 | (4) |
| At June 30, 2012 | 324 | 678 | 310 | 448 | 1,760 |

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 established to cover the estimated risk. The Group was not involved in any significant new litigation during the first half of 2012.

## 17. Financial liabilities and sales financing debts

| (€ million) | June 30, 2012 |  |  | December 31, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Non- } \\ & \text { current } \end{aligned}$ | Current | Total | $\begin{aligned} & \text { Non- } \\ & \text { current } \end{aligned}$ | Current | Total |
| Renault SA redeemable shares | 251 | - | 251 | 231 | - | 231 |
| Bonds | 3,529 | 1,627 | 5,156 | 3,895 | 1,131 | 5,026 |
| Other debts represented by a certificate | - | 287 | 287 | - | 200 | 200 |
| Borrowings from credit institutions (at amortized cost) | 695 | 1,501 | 2,196 | 1,049 | 1,029 | 2,078 |
| Borrowings from credit institutions (at fair value) | 221 | - | 221 | 222 | - | 222 |
| Other interest-bearing borrowings | 488 | 86 | 574 | 512 | 72 | 584 |
| Derivative liabilities on financing operations of the Automotive segment | 111 | 354 | 465 | 157 | 798 | 955 |
| Total financial liabilities of the Automotive segment | 5,295 | 3,855 | 9,150 | 6,066 | 3,230 | 9,296 |
| DIAC redeemable shares | 10 | - | 10 | 10 | - | 10 |
| Bonds | - | 11,552 | 11,552 | - | 10,767 | 10,767 |
| Other debts represented by a certificate | 251 | 6,419 | 6,670 | 251 | 6,918 | 7,169 |
| Borrowings from credit institutions | - | 4,117 | 4,117 | - | 4,133 | 4,133 |
| Other interest-bearing borrowings | - | 601 | 601 | - | 87 | 87 |
| Derivative liabilities on financing operations of the Sales Financing segment | - | 123 | 123 | - | 91 | 91 |
| Total financial liabilities and sales financing debts of the Sales Financing segment | 261 | 22,812 | 23,073 | 261 | 21,996 | 22,257 |
| total financial liabilities AND SALES FINANCING DEBTS | 5,556 | 26,667 | 32,223 | 6,327 | 25,226 | 31,553 |

## Redeemable shares of Renault SA

These shares are listed on the Paris Stock Exchange, and traded for $€ 290$ at December 31, 2011 and $€ 315$ at June 30, 2012 for par value of €153, leading to a corresponding $€ 12$ million adjustment 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 2012, Renault SA redeemed bonds for a total amount of $€ 530$ million, and issued new bonds on the Euro and JPY markets for a total amount of $€ 673$ million.

## Financing operations by the Sales Financing segment

During the first half of 2012, RCI Banque group redeemed bonds for a total value of $€ 1,435$ million, and issued new bonds maturing between 2013 and 2017 with a total value of €2,148 million.

At June 30, 2012, borrowings issued by RCI Banque group for which the funds had not been received at the closing date amount to € 105 million.
At June 30, 2012, RCI Banque had provided guarantees of €2,951 million ( $€ 2,601$ million at December 31, 2011) to the European Central Bank: $€ 2,832$ million in the form of shares in securitization vehicles and €119 million in sales financing
receivables ( $€ 2,429$ million and $€ 172$ million respectively at December 31, 2011). RCI Banque had used €670 million of this liquidity reserve at June 30, 2012 ( $€ 350$ million at December 31, 2011).

At June 30, 2012, RCI Banque also provided guarantees to the Société de Financement de l'Economie Française (SFEF) in the form of receivables with book value of $€ 506$ million ( $€ 1,225$ million at December 31, 2011), as collateral for refinancing of $€ 271$ million ( $€ 785$ million at December 31, 2011).

## Credit lines

At June 30, 2012, Renault SA's confirmed credit lines opened with banks amounted to the equivalent of $€ 3,710$ million ( $€ 3,810$ at December 31, 2011). The short-term portion amounted to €980 million at June 30, 2012 ( $€ 880$ million at December 31, 2011). These credit lines are unused at June 30, 2012 (and at December 31, 2011).
Also at June 30, 2012, RCI Banque group's confirmed credit lines opened with banks amounted to the equivalent of $€ 4,730$ million in various currencies ( $€ 4,589$ million at December 31, 2011). At June 30 , 2012, the short-term portion amounted to $€ 726$ million ( $€ 507$ million at December 31, 2011). These credit lines were unused at June 30, 2012 (and at December 31, 2011).

FINANCIAL RESULTS
2.2. CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## IV. CASH FLOWS AND OTHER INFORMATION

## 18. Gash flows

A. Other income and expenses with no impact on cash

| (€ million) | H1 2012 | H1 2011 | Year $\mathbf{2 0 1 1}$ |
| :--- | ---: | ---: | ---: |
| Net allocation to provisions | 101 | $(170)$ | $(193)$ |
| Net effects of sales financing credit losses | $(15)$ | $(50)$ | $(86)$ |
| Net (gain) loss on asset disposals | $(19)$ | $(72)$ | $(136)$ |
| Change in fair value of redeemable shares | 12 | $(32)$ |  |
| Change in fair value of other financial instruments | 47 | $(217$ | $(10)$ |
| Deferred taxes | $(91)$ | $(215)$ | 100 |
| Other | 8 | $(4)$ | $(3)$ |
| Other income and expenses with no impact on cash | $\mathbf{4 3}$ | $\mathbf{( 5 1 5 )}$ | $\mathbf{( 3 6 0 )}$ |

## B. Change in working capital

| (€ million) | H1 2012 | H1 2011 | Year 2011 |
| :--- | ---: | ---: | ---: |
| Decrease (increase) in net inventories | $(544)$ | $(1,176)$ | 152 |
| Decrease (increase) in Automotive net receivables | $(408)$ | $(357)$ | 22 |
| Decrease (increase) in other assets | $(430)$ | $(301)$ | $(258)$ |
| Increase (decrease) in trade payables | 558 | 797 | $(181)$ |
| Increase (decrease) in other liabilities | 306 | 402 | 471 |
| Increase (decrease) in working capital | $\mathbf{( 5 1 8 )}$ | $\mathbf{( 6 3 5 )}$ | $\mathbf{2 0 6}$ |

## C. Capital expenditure

| (€ million) | H1 2012 | H1 $\mathbf{2 0 1 1}$ | Year $\mathbf{2 0 1 1}$ |
| :--- | ---: | ---: | ---: |
| Purchases of intangible assets (note 10) | $(473)$ | $(458)$ | $(888)$ |
| Purchases of property, plant and equipment other than leased vehicles and batteries <br> (note 10) | $(834)$ | $(579)$ | $(1,898)$ |
| Total purchases for the period | $\mathbf{( 1 , 3 0 7 )}$ | $\mathbf{( 1 , 0 3 7 )}$ | $\mathbf{( 2 , 7 8 6 )}$ |
| Deferred payments | $(127)$ | $(112)$ | 331 |
| Total capital expenditure | $\mathbf{( 1 , 4 3 4 )}$ | $\mathbf{( 1 , 1 4 9 )}$ | $\mathbf{( 2 , 4 5 5 )}$ |

## 19. Related parties

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

There was no significant change during the first half of 2012 in the principles for consideration and related benefits of Directors and Executives and Executive Committee members.

## B. Renault's investments in associates

Details of Renault's investments in Nissan, AB Volvo and AVTOVAZ are provided respectively in notes $11,12-\mathrm{A}$ 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 offbalance 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, 2012 | Dec. 31, 2011 |
| :--- | ---: | ---: |
| Sureties, endorsements and guarantees given ${ }^{(1)}$ | 310 | 220 |
| Financing commitments in favor of customers ${ }^{(2)}$ | 1,681 | 1,627 |
| Firm investment orders | 1,206 | 784 |
| Lease commitments | 417 | 229 |
| Assets pledged, provided as guarantees or mortgaged and other commitments ${ }^{(3)}$ | 121 | 126 |

(1) Including $€ 40$ million of financial guarantees at June 30, 2012 which could be called in immediately after the closing date.
(2) 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.
(3) 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, 2012 | Dec. 31, 2011 |
| :--- | ---: | ---: |
| Sureties, endorsements and guarantees received ${ }^{(1)}$ | 3,347 | 3,016 |
| Assets pledged or mortgaged ${ }^{(2)}$ | 2,392 | 2,127 |
| Other commitments | 40 | 57 |

(1) Including €1,831 million at June 30, 2012 (€1,656 million at December 31, 2011) 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 €2,346 million at June 30, 2012 (€2,078 million at December 31, 2011).

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, 2012.

DELOITTE ET ASSOCIÉS

ERNST \& YOUNG Audit
1/2, place des Saisons
92400 Courbevoie - Paris-La Défense 1

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

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

## Statutory auditors' review report <br> on the First half-yearly financial information for 2012

This is a free translation into English of the Statutory Auditors' review report on the half-yearly consolidated financial statements issued in French and it is provided solely for the convenience of English speaking users. 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, 2012 to June 30, 2012,
- 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 of 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 subject to our review. We have no matters to report as to its fair presentation and its consistency with the condensed half-yearly consolidated financial statements.

Neuilly-sur-Seine and Paris-La Défense, July 27, 2012
The statutory auditors
French original signed by

## DELOITTE \& ASSOCIÉS

Thierry Benoit Antoine De Riedmatten
Jean-François Bélorgey Aymeric De La Morandière

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 27, 2012
Chairman and Chief Executive Officer


Carlos Ghosn

## Financial Information on the Alliance

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 2012.
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, 2012, 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, 2012 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 FIRST-HALF 2012

| (€ million) | Renault | Nissan ${ }^{(1)}$ | Intercompany <br> eliminations | Alliance |
| :--- | ---: | ---: | ---: | ---: |
| Sales of goods <br> and services | 19,863 | 44,090 | $(1,820)$ | 62,133 |
| Sales financing <br> revenues | 1,072 | 2,407 | $(75)$ | 3,404 |
| Revenues | $\mathbf{2 0 , 9 3 5}$ | $\mathbf{4 6 , 4 9 7}$ | $\mathbf{( 1 , 8 9 5 )}$ | $\mathbf{6 5 , 5 3 7}$ |

(1) Converted at the average exchange rate for first-half 2012: EUR $1=J P Y 103.4$

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 2012 first half results.
The operating margin, the operating income and the net income of the Alliance in first-half 2012 are as follows:

| (€ million) | Operating <br> margin | Operating <br> income | Net <br> income |
| :--- | ---: | ---: | ---: |
| Renault | 482 | 519 | 222 |
| Nissan ${ }^{(1)}$ | 2,277 | 2,275 | 1,536 |
| Alliance | $\mathbf{2 , 7 5 9}$ | $\mathbf{2 , 7 9 4}$ | $\mathbf{1 , 7 5 8}$ |

(1) Converted at the average exchange rate for first-half 2012: EUR 1 = JPY 103.4
(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 $4.2 \%$ of revenues.
In first-half 2012, the Alliance's research and development expenses, after capitalization and amortization, are as follows:

| (€ million) |  |
| :--- | ---: |
| Renault | 939 |
| Nissan ${ }^{(1)}$ | 1,976 |
| Alliance | $\mathbf{2 , 9 1 5}$ |

[^7]
## BALANCE SHEET INDICATORS

## CONDENSED RENAULT AND NISSAN BALANCE SHEETS (€ MIILLION) <br> RENAULT AT JUNE 30, 2012

| ASSETS |  |
| :--- | ---: |
| Intangible assets | 3,710 |
| Property, plant and equipment | 11,166 |
| Investments in associates |  |
| (excluding Alliance) | $\mathbf{1 , 2 1 0}$ |
| Deferred tax assets | 660 |
| Inventories | 4,958 |
| Sales financing receivables | 22,869 |
| Automotive receivables | 1,674 |
| Other assets | 5,146 |
| Cash and cash equivalents | 8,067 |
| Total assets excluding investment in Nissan | $\mathbf{5 9 , 4 6 0}$ |
| Investment in Nissan | 15,600 |

15,600

TOTAL ASSETS

NISSAN AT JUNE 30, $2012{ }^{(1)}$
ASSETS

| Intangible assets | 6,873 |
| :--- | ---: |
| Property, plant and equipment | 40,275 |
| Investments in associates |  |
| (excluding Alliance) | 410 |
| Deferred tax assets | 1,680 |
| Inventories | 11,754 |
| Sales financing receivables | 33,190 |
| Automotive receivables | 7,009 |
| Other assets | 8,056 |
| Cash and cash equivalents | 7,639 |
| Total assets excluding investment in Renault | $\mathbf{1 1 6 , 8 8 6}$ |
| Investment in Renault | 2,010 |

(1) Converted at the closing rate at June 30, 2012: EUR $1=$ JPY 100.1

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.

TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES 75,060

| SHAREHOLDERS' EQUITY AND LIABILITIES |  |
| :--- | ---: |
| Shareholders' equity | 25,107 |
| Deferred tax liabilities | 143 |
| Provisions for pension and other long-term employee | 1,519 |
| benefit obligations |  |
| Financial liabilities of the Automotive division | 3,855 |
| Financial liabilities of the Sales financing division |  |
| and sales financing debts | 22,812 |
| Other liabilities | 21,624 |
|  |  |
|  |  |
| TOTAL SHAREHOLDERS' EQUITY |  |
| AND LIABILITIES | $\mathbf{7 5 , 0 6 0}$ |

SHAREHOLDERS' EQUITY AND LIABILITIES

| Shareholders' equity | 38,505 |
| :--- | ---: |
| Deferred tax liabilities | 5,328 |
| Provisions for pension and other long-term employee |  |
| benefit obligations | 3,402 |
| Financial liabilities of the Automotive division | 2,099 |
| Financial liabilities of the Sales financing division <br> and sales financing debts | 39,158 |
| Other liabilities | 30,404 |
|  |  |
|  |  |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 1 8 , 8 9 6}$ |



## ( www.renault.com )

## ( cmail: investorrelations@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.
    (2) Regions outside Europe : Americas, Asia-Pacific, Euromed-Africa and Eurasia.

[^1]:    * Preliminary figures.

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

[^3]:    (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.

[^4]:    (1) Other changes include the effect of Renault dividends received by Nissan, the change in the actuarial gains and losses on pension obligations and the change in the financial instruments revaluation reserve
    (2) Including actuarial gains and losses recognized in equity.
    (3) The acquisition of non-controlling interests in Aichi Kikai is considered as an equity transaction under IFRS. Under Japanese GAAP, the corresponding gain is included in the income statement.
    (4) Including elimination of Nissan's investment in Renault, accounted for under the equity method.
    (5) Nissan has held $15 \%$ of Renault since the acquisition in 2002, excluding the subsequent impacts of Renault's purchase of its treasury shares.

[^5]:    (1) Including gross value of used vehicles: $€ 1,258$ million at June 30,2012 ( $€ 1,087$ million at December 31, 2011).

[^6]:    (1) These stock option allocations correspond to the part of plan 19 dating from December 8, 2011, which was announced to the beneficiaries in 2012.

[^7]:    (1) Converted at the average exchange rate for first-half 2012: EUR $1=J P Y 103.4$

