



Global SRI Conference

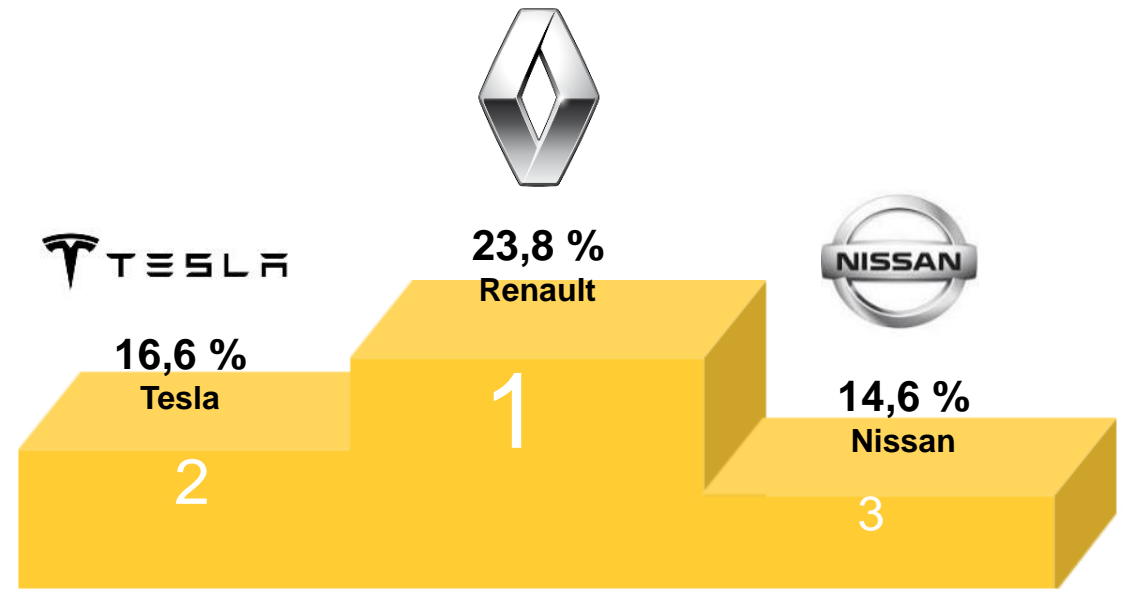
Renault

Electric Vehicle: from pioneer to core business

Eric FEUNTEUN – EV Program Director

RAPID MARKET GROWTH WITH STRONG LEADERSHIP IN EUROPE

	BEV Market 2017 vs 2016
Europe	+ 43,9%
France	+ 13,2%
Germany	+ 110%
UK	+ 30,8
Holland	+ 97,6%

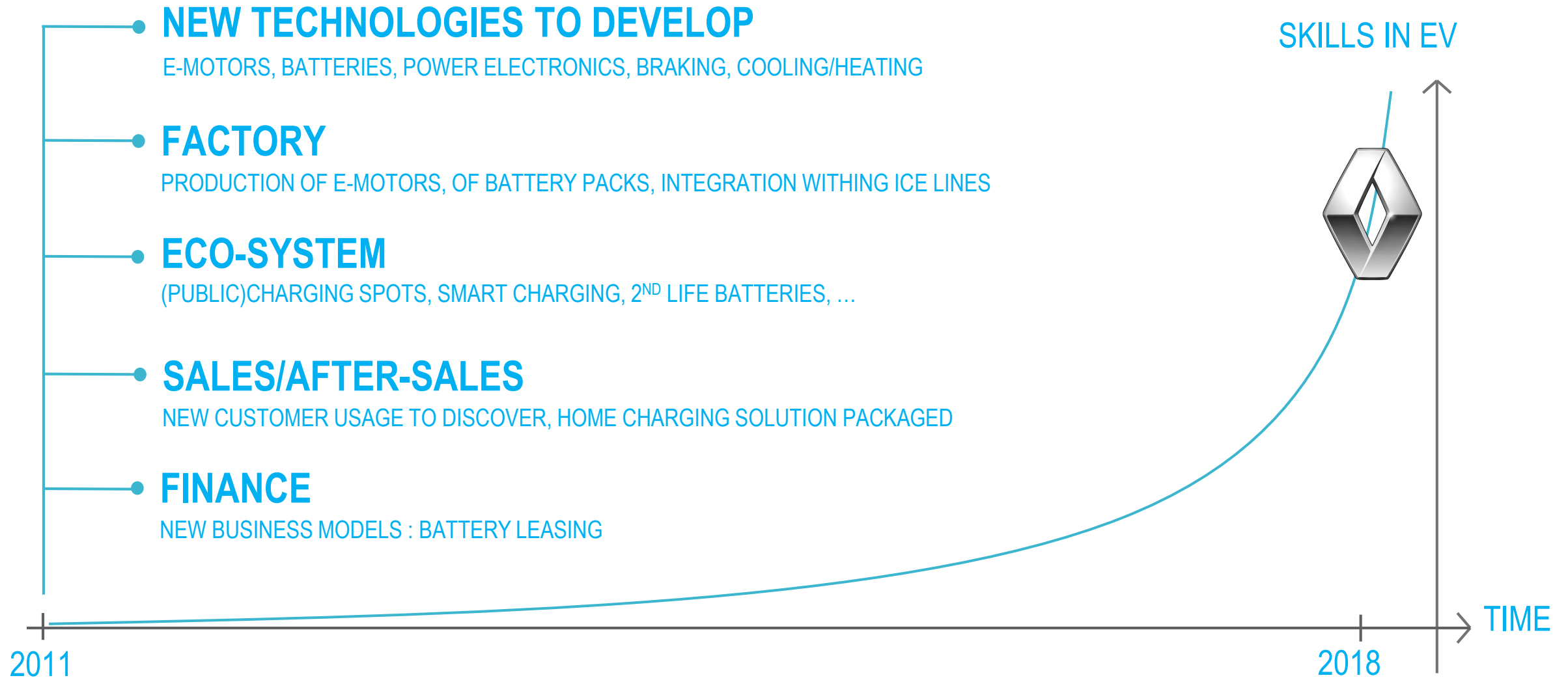


Credible double digit %BEV :

- ➔ Europe: Zoe 12% weight of EV on Renault B segment
- ➔ Norway : > 20% of BEV in TIV

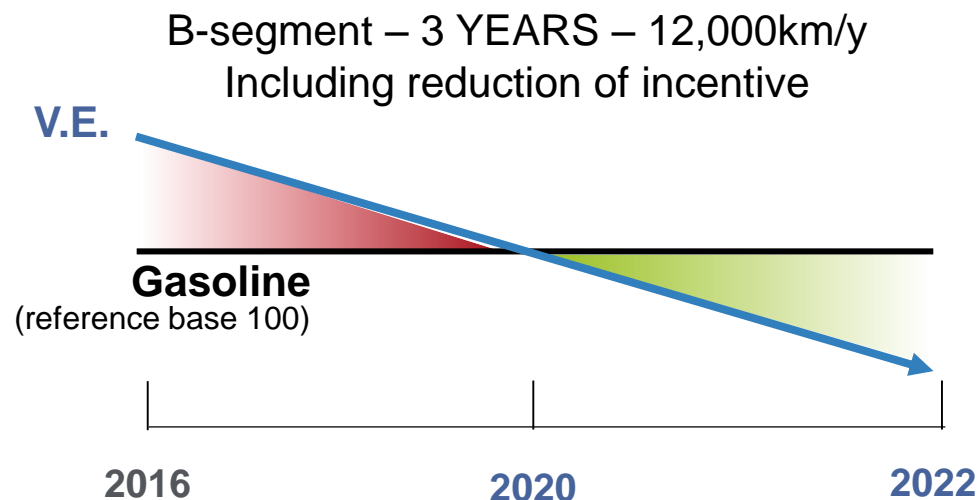


8 YEARS OF EV EXPERIENCE : A STRONG ASSET TOWARD PROFITABILITY

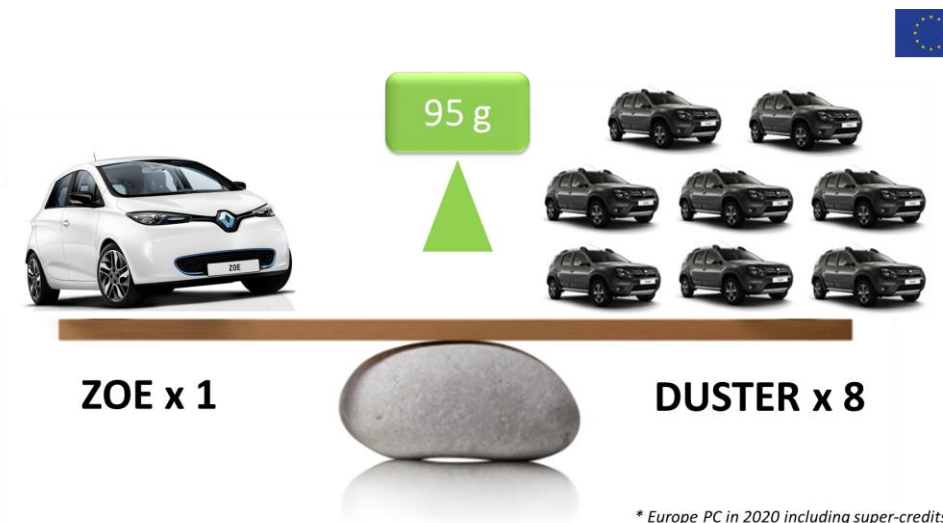


ROBUST BASE FOR VOLUME GROWTH

TOTAL COST OF OWNERSHIP EV vs ICE



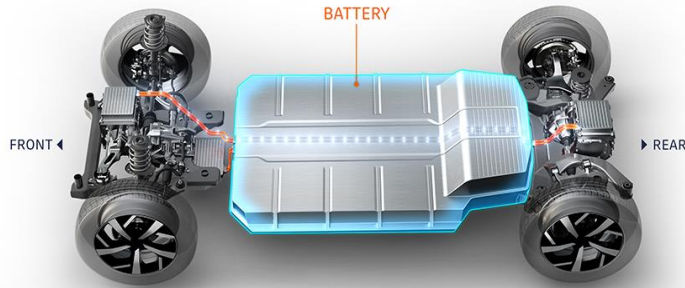
RENAULT CO2 TARGET



HIGH CUSTOMER ACCEPTANCE BASED ON HIGHEST RECOMMENDATION OF RENAULT RANGE



STRONG COST REDUCTION OPPORTUNITIES BEYOND VOLUMES



80% of volume based on Alliance platform

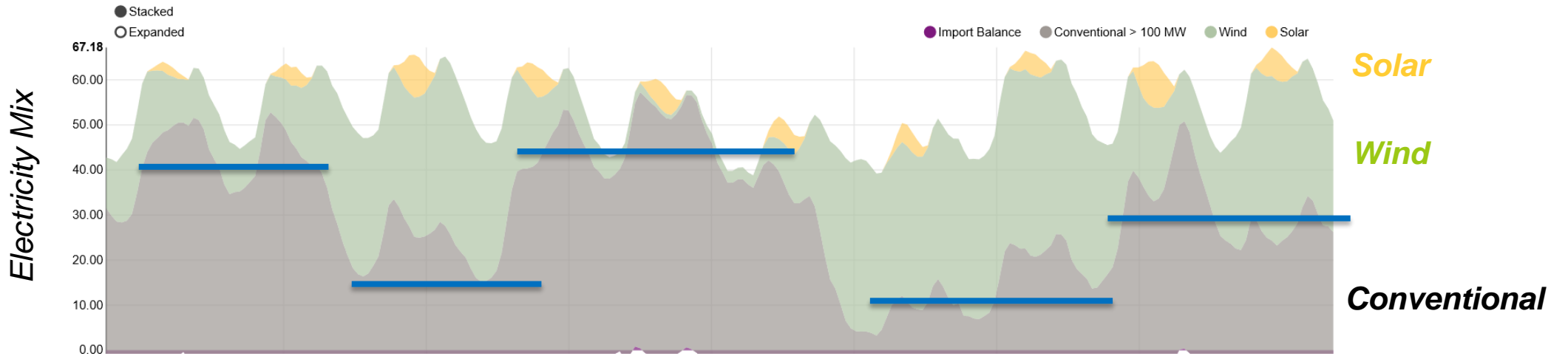
- **-40%** R&D entry ticket
- **-30%** production cost



- Battery pack cost (€/kWh) **-30%**
- New E-motor generation **-20%**

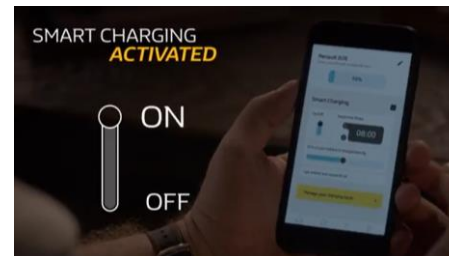


STRONG VALUE ON ELECTRICITY MARKET



Germany - Jan 2018

=> BEV is the solution for Renewable mix increase



=> Significant profitability impact (from 300€ => 600€ per car)



PROFITABILITY ROADMAP

THE OBJECTIVE

