

Renault Group



2024 Q3 Revenue

OCTOBER 24, 2024

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2024 Q3 Sales & Revenue

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**Renault
Group**

01

2024 Q3 Sales & Revenue

Thierry Piéton
CFO Renault Group

2024 Q3 Group revenue

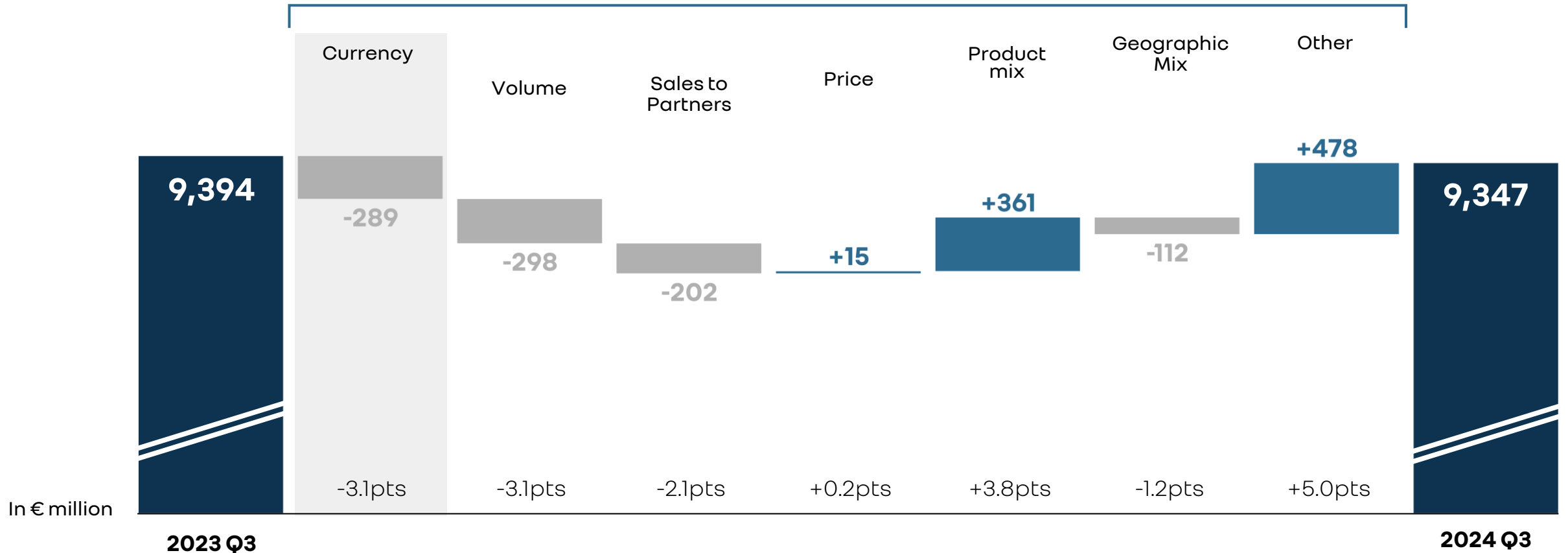
| In million euros | 2023 Q3 | 2024 Q3 | Change | Change at constant FX |
|--|---------------|---------------|--------------|-----------------------|
| Global unit sales (Kunits) | 511 | 482 | -5.6% | |
| Group revenue | 10,507 | 10,701 | +1.8% | +5.0% |
| o/w Automotive | 9,394 | 9,347 | -0.5% | +2.6% |
| o/w Mobility Services | 11 | 14 | +27.3% | +27.2% |
| o/w Sales Financing (Mobilize Financial Services) | 1,102 | 1,340 | +21.6% | +25.6% |

2024 Q3 Automotive revenue

Change 2024 Q3 vs. 2023 Q3

-0.5%

+2.6% at constant FX

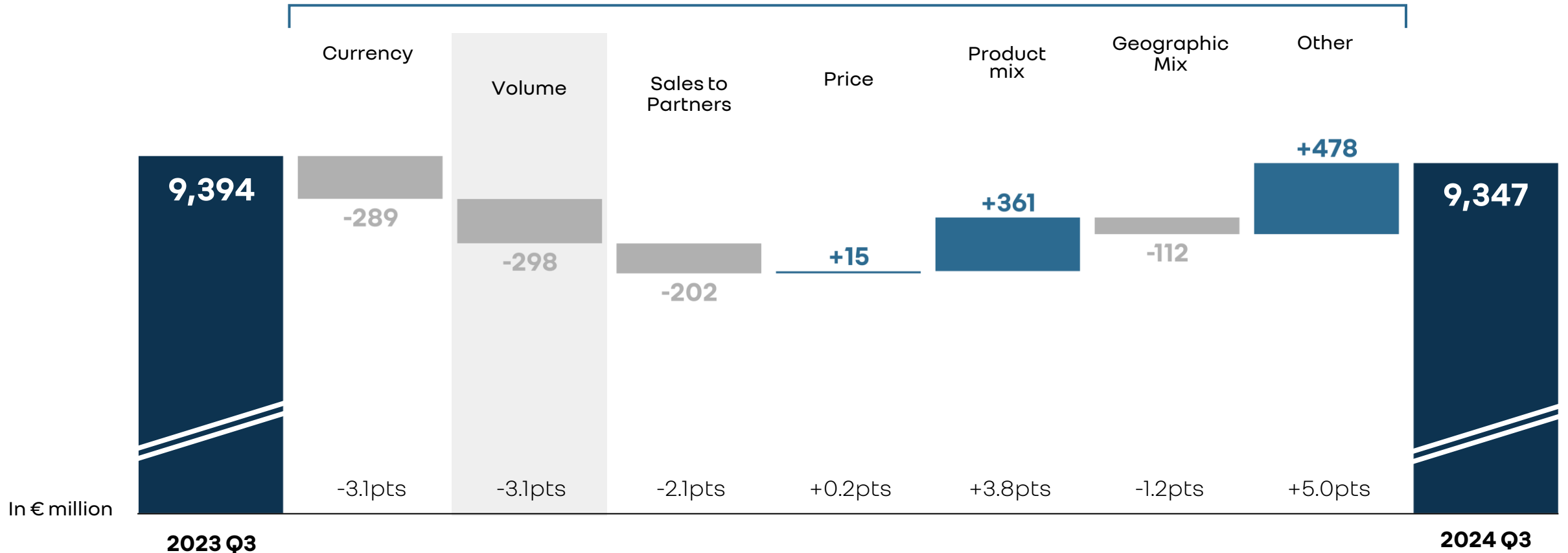


2024 Q3 Automotive revenue

Change 2024 Q3 vs. 2023 Q3

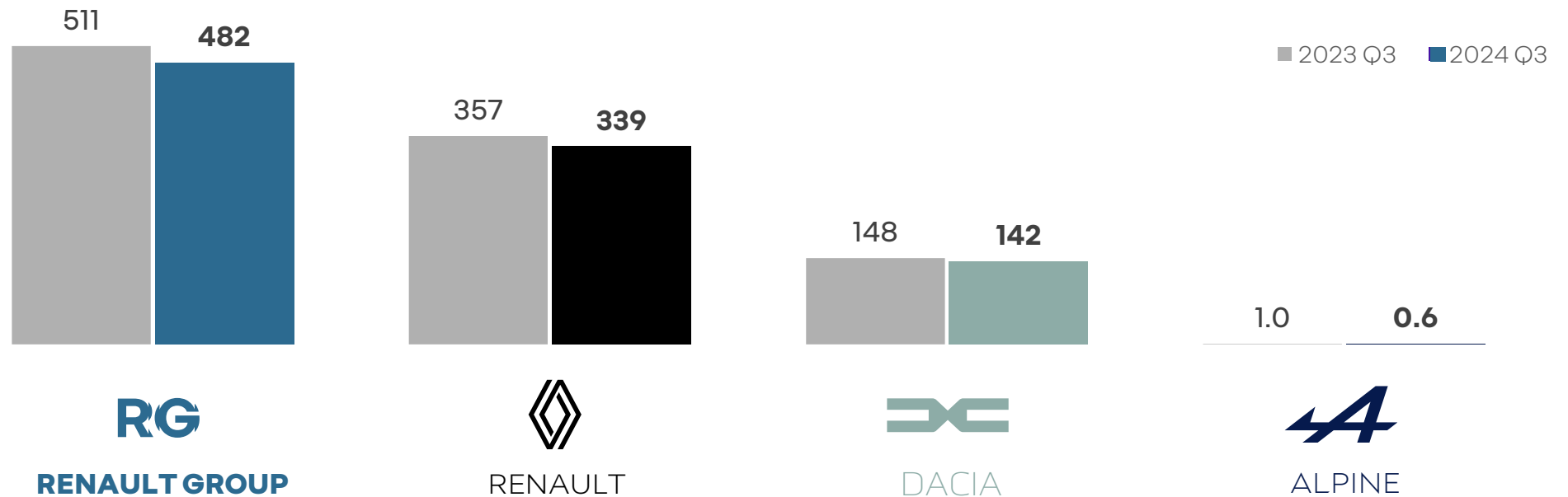
-0.5%

+2.6% at constant FX



2024 Q3 Renault Group sales

Sales evolution by brand⁽¹⁾



In %

| Δ / 2023 Q3 | -5.6% | -4.9% | -3.8% | -39.3% |
|-------------|-------|-------|-------|--------|
|-------------|-------|-------|-------|--------|

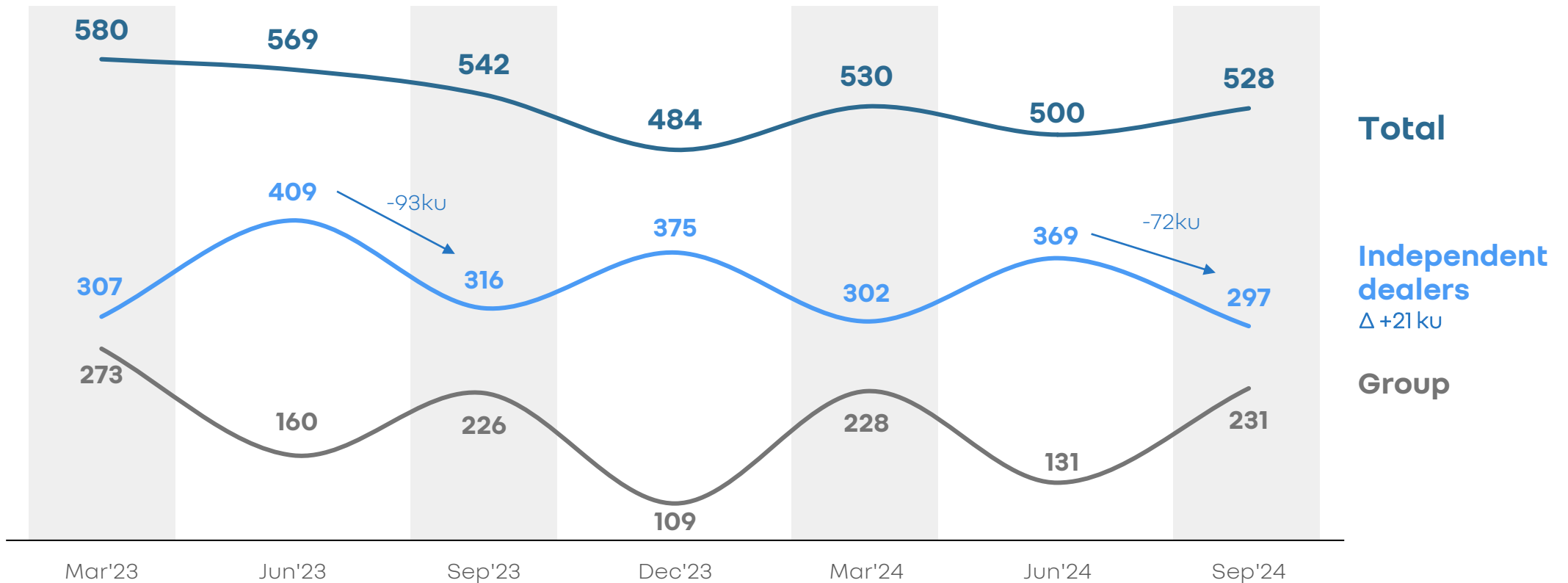
(1) PC+LCV in thousand units. Renault Group data comprises other brands such as Renault Korea Motors, Mobilize and Eeasy (Eeasy sales until July 2023)

New vehicle distribution inventories



~2 months orderbook⁽¹⁾

In thousand units



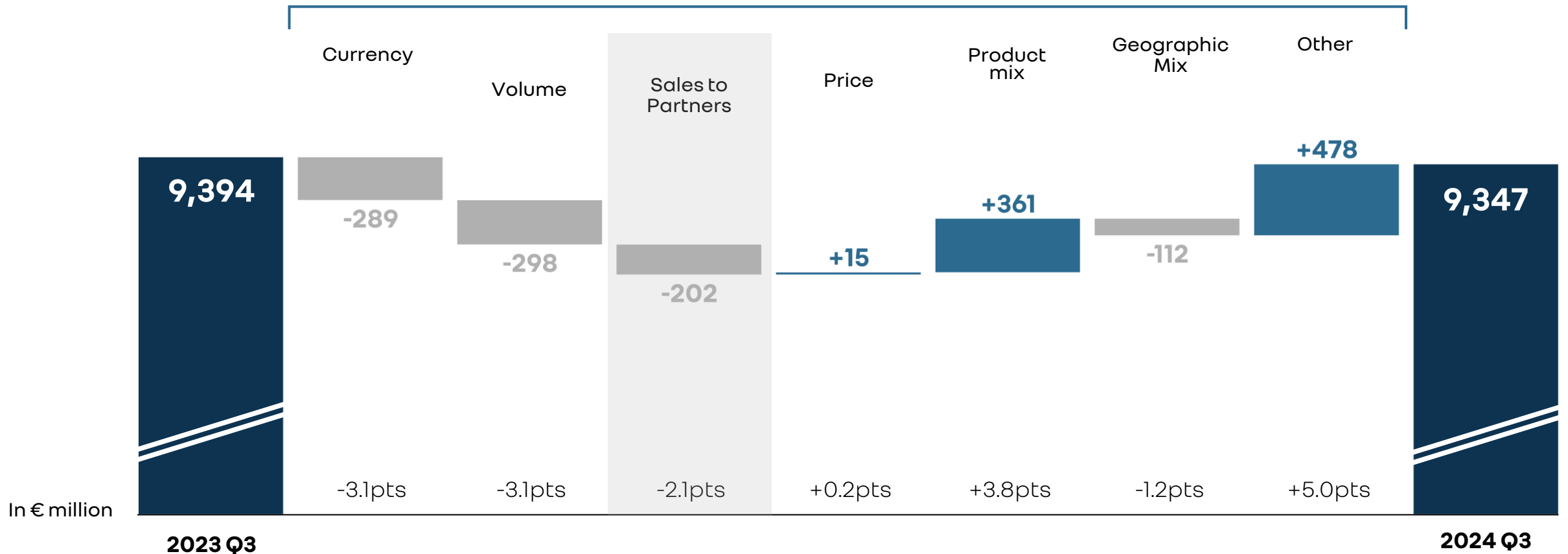
(1) Forward sales, in Europe, as of September 30, 2024

2024 Q3 Automotive revenue

Change 2024 Q3 vs. 2023 Q3

-0.5%

+2.6% at constant FX

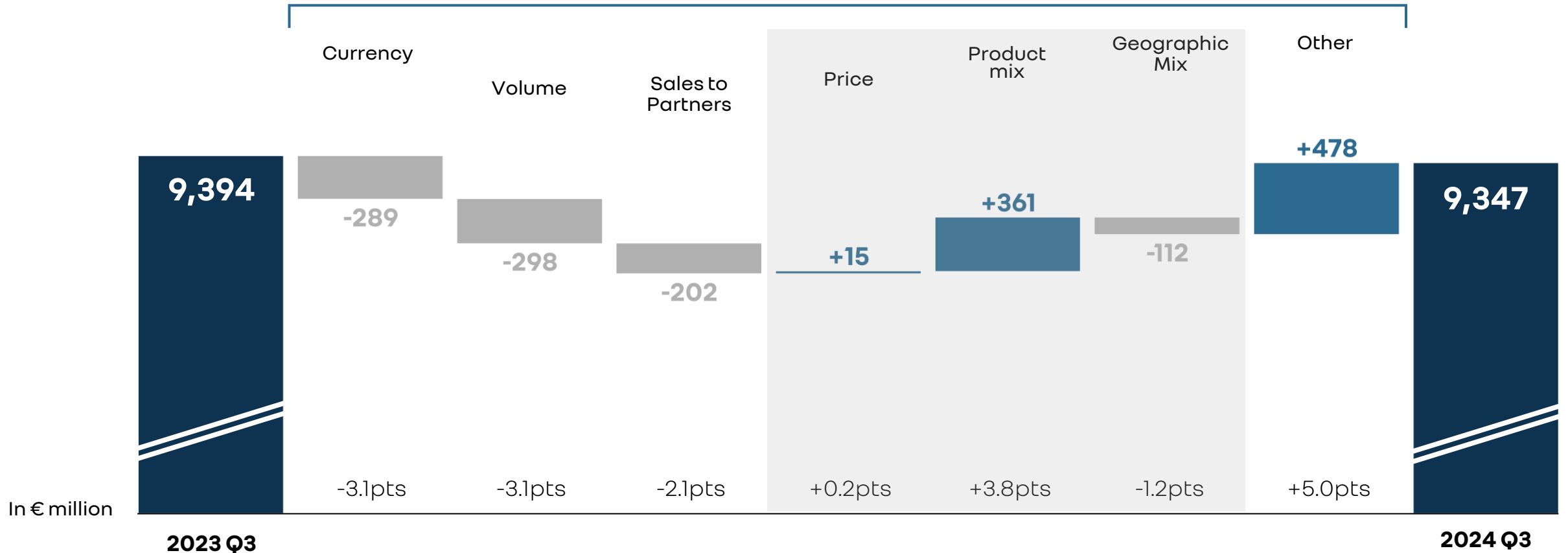


2024 Q3 Automotive revenue

Change 2024 Q3 vs. 2023 Q3

-0.5%

+2.6% at constant FX

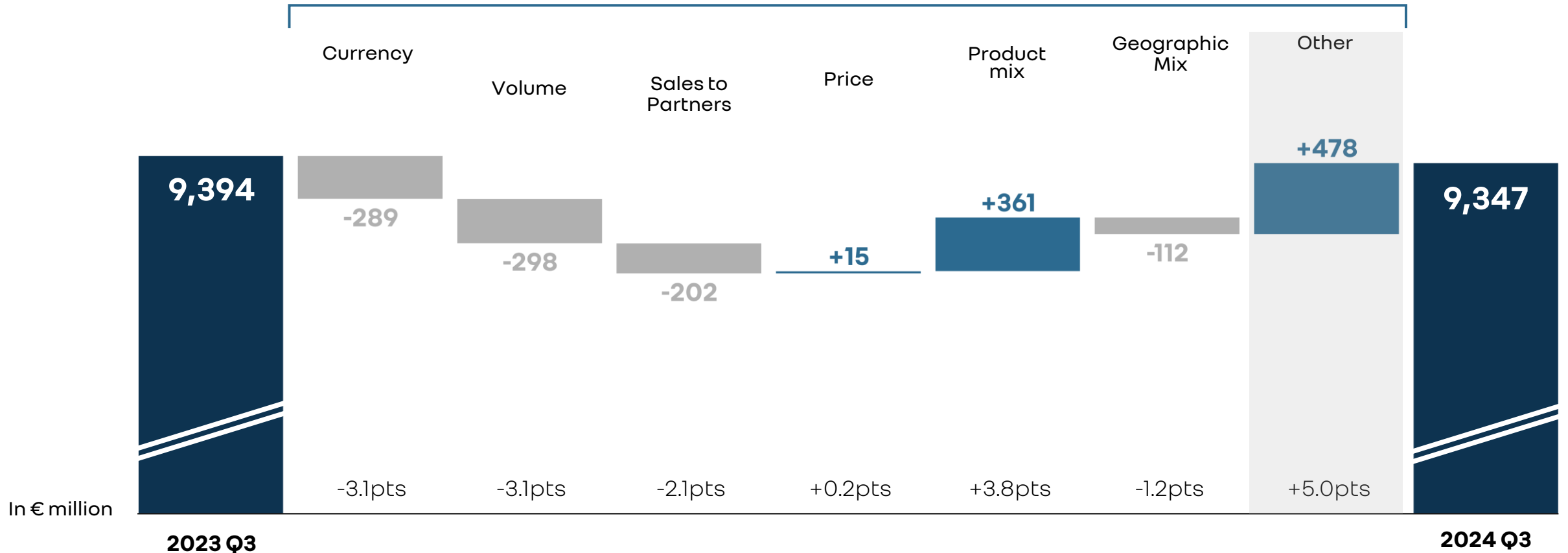


2024 Q3 Automotive revenue

Change 2024 Q3 vs. 2023 Q3

-0.5%

+2.6% at constant FX



Mobilize Financial Services

| | 2023 Q3 | 2024 Q3 | Change |
|--|--------------|--------------|---------------|
| New contracts (Kunits) | 301 | 297 | -1.5% |
| New financings (€bn) | 5.1 | 5.1 | +1.6% |
| Average performing assets (€bn) | 52.1 | 56.5 | +8.5% |
| Revenues (€m) | 1,102 | 1,340 | +21.6% |

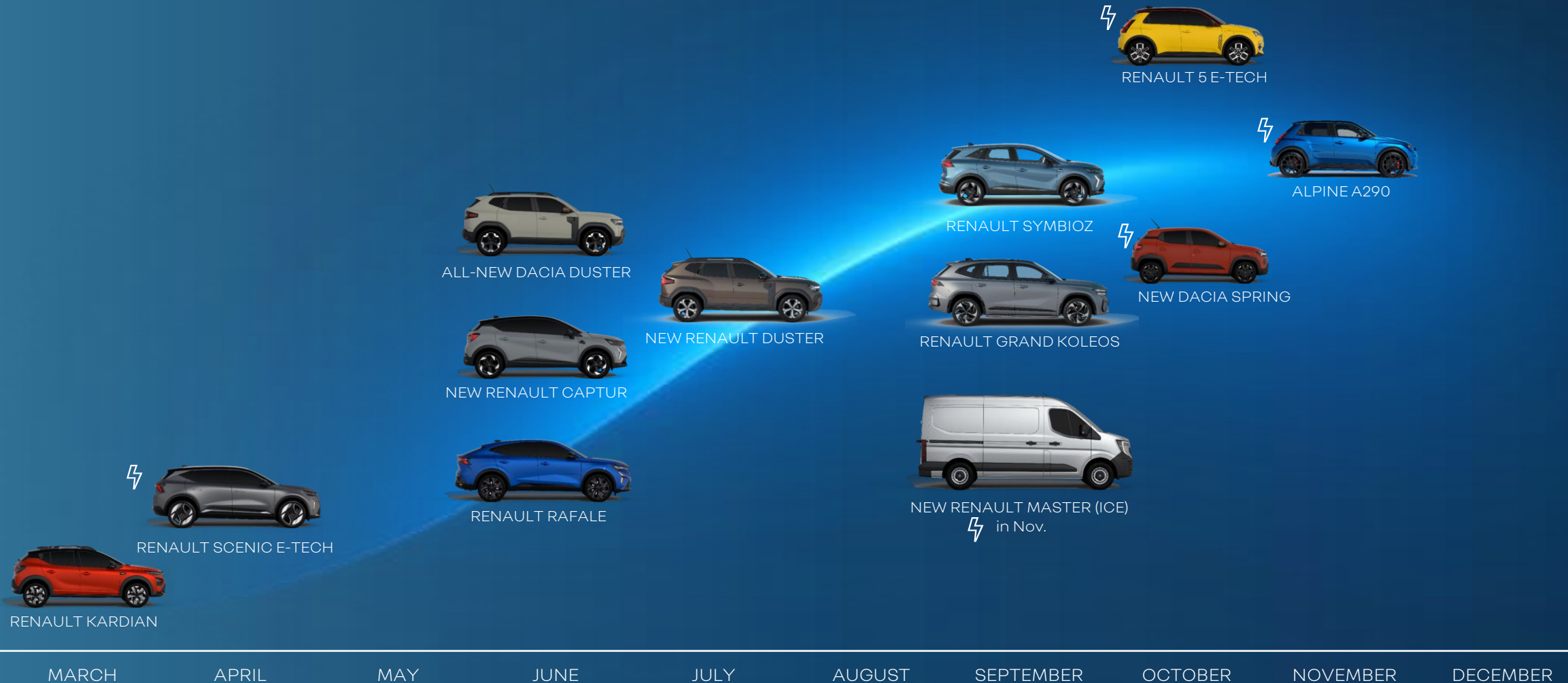



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02 Outlook

Thierry Piéton
CFO Renault Group

Starting to benefit from our global product offensive



 **Electric vehicle**
(100% electric exclusively or as part of the powertrains proposed for Renault Master)

Building on solid foundations



Brands & distribution

Strong brands, dynamic product schedule, retail oriented

+23 pts

above market average on retail channel mix



Order intake & backlog

Healthy orderbook with sound level of order intake across all brands

~2

months of orderbook⁽¹⁾



Inventory

Disciplined inventory management

528

K units at Sept. 30, 2024



Residual values

Improved residual values to preserve a high level of competitiveness

4 to 11 pts

above European peers⁽²⁾



Capacity utilization

Capacity -1.2m units vs. 2019
Breakeven -50% leading to high utilization rates

~90%

utilization rate of our facilities⁽³⁾

(1) Forward sales, in Europe, as of Sept. 30, 2024

(2) On average, depending on brands, passenger cars

(3) Harbour



Confirmed 2024 financial outlook

Operating margin

≥ 7.5%

Free cash flow

≥ €2.5bn

Questions & Answers



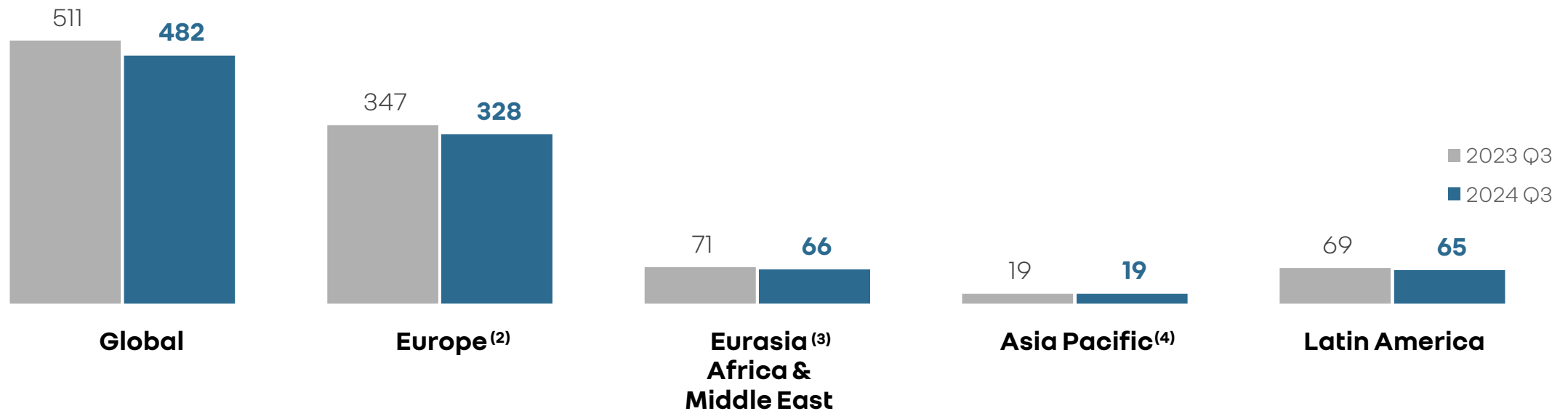


**Renault
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04 Appendix

Q3 Renault Group sales – by region

Market and sales evolution by region⁽¹⁾



In %

| | Car Market | | | | |
|----------------------------|----------------------|--------------|--------------|--------------|--------------|
| $\Delta / 2023 \text{ Q3}$ | | -6.1% | -6.7% | -0.2% | +8.4% |
| | Renault Group | -5.3% | -7.1% | -0.6% | -6.1% |

(1) PC+LCV in thousand units.

(2) ACEA European Scope. French overseas territories and departments are not accounted in the Europe region but comprised in the Global figure.

(3) Eurasia without Russia

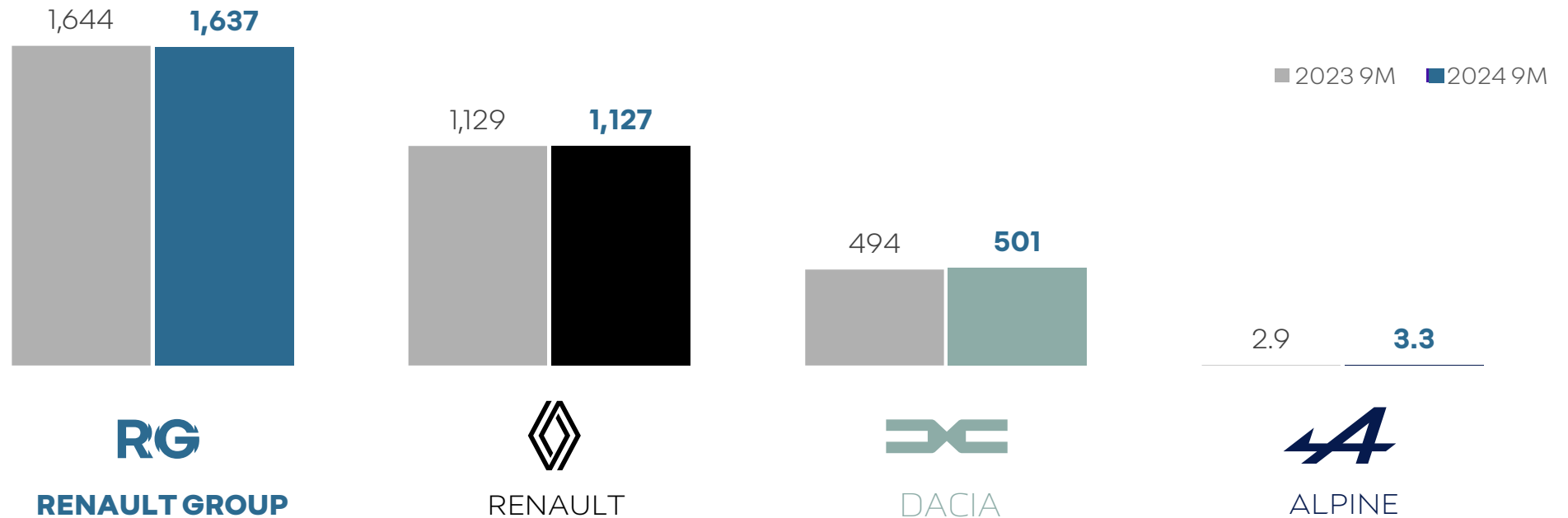
(4) Asia Pacific without China

2024 9M Group revenue

| In million euros | 2023 9M | 2024 9M | Change | Change at constant FX |
|--|---------------|---------------|--------------|-----------------------|
| Global unit sales (Kunits) | 1,644 | 1,637 | -0.4% | |
| Group revenue | 37,356 | 37,659 | +0.8% | +3.7% |
| o/w Automotive | 34,244 | 33,719 | -1.5% | +1.1% |
| o/w Mobility Services | 32 | 45 | +40.6% | +40.0% |
| o/w Sales Financing (Mobilize Financial Services) | 3,080 | 3,895 | +26.5% | +32.2% |

9M Renault Group sales

Sales evolution by brand⁽¹⁾



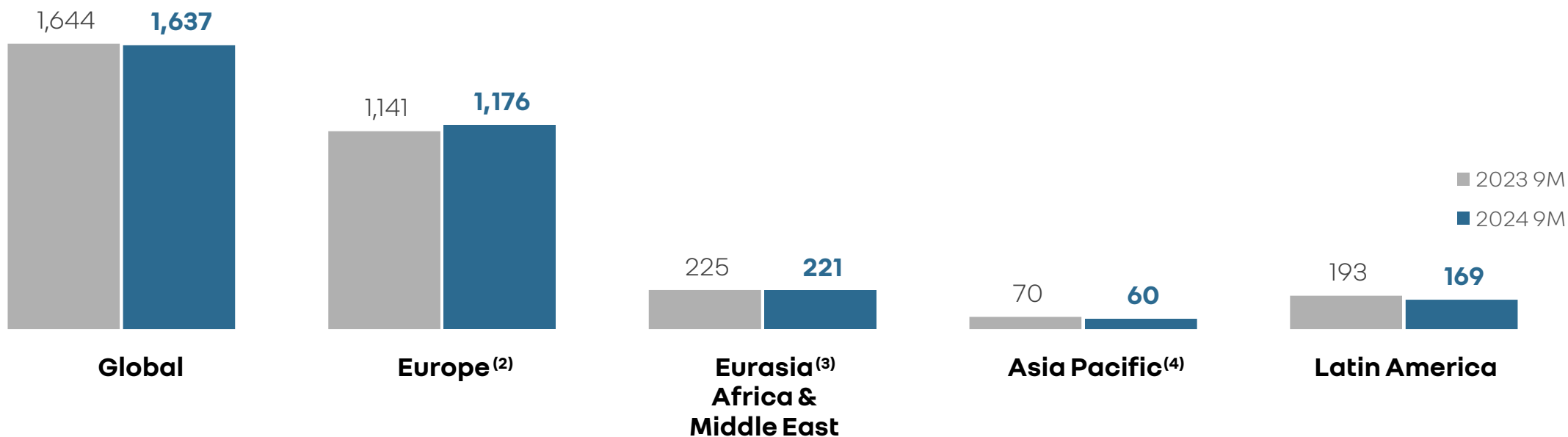
In %

| Δ / 2023 9M | -0.4% | -0.2% | +1.5% | +16.5% |
|-------------|-------|-------|-------|--------|
|-------------|-------|-------|-------|--------|

(1) PC+LCV in thousand units. Renault Group data comprises other brands such as Renault Korea Motors, Mobilize and Eeasy (Eeasy sales until July 2023)

9M Renault Group sales – by region

Market and sales evolution by region⁽¹⁾



In %

| Δ / 2023 9M | Car Market | Europe ⁽²⁾ | Eurasia ⁽³⁾ Africa & Middle East | Asia Pacific ⁽⁴⁾ | Latin America |
|-------------|----------------------|-----------------------|---|-----------------------------|---------------|
| | | +1.8% | -2.4% | -3.1% | +6.6% |
| | Renault Group | +3.1% | -1.6% | -14.6% | -12.8% |

(1) PC+LCV in thousand units.

(2) ACEA European Scope. French overseas territories and departments are not accounted in the Europe region but comprised in the Global figure.

(3) Eurasia without Russia.

(4) Asia Pacific without China.

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