

## First quarter revenues supported by price discipline in a still disturbed environment due to the pandemic

- **Group revenues reached €10 billion (-1.1%) in the first quarter of 2021. At constant exchange rates<sup>1</sup>, revenues would have been up 4.4%.**
- **Automotive excluding AVTOVAZ revenues were stable at €8.6 billion. The highlight of the quarter was the price effect, positive by more than 6 points thanks to the new commercial policy of the strategic plan “Renaulution”.**
- **Group global sales were up 1.1% at 665,038 vehicles in the quarter.**
- **Renault brand sold 42,951 electric and hybrid vehicles in the first quarter 2021. From the second quarter, Renault will propose three new E-TECH hybrid and plug-in hybrid offers.**
- **Dacia has performed well with its new models. The launch of New Sandero is a success with a portfolio representing more than 3 months of sales. New Dacia Spring, the brand's first electric vehicle, has already registered nearly 10,000 pre-orders.**

Boulogne-Billancourt, 04/22/2021

### COMMERCIAL RESULTS: FIRST QUARTER HIGHLIGHTS

In a context still disturbed by the pandemic, **Groupe Renault** sold 665,038 vehicles in the first quarter of 2021, up 1.1% compared to the first quarter of 2020. This start of the year has confirmed the positive impact of the Group's profitability-oriented commercial policy, with a price effect of over 6 points. Besides, the Group is progressing on the most profitable sales channels.

#### Renault Brand

**Renault brand** sold 433,662 vehicles in the first quarter of 2021, up 1.3% compared to the first quarter of 2020.

**In Europe**, the market was up 3.9% supported by the strong momentum of the light commercial vehicle market. In this context, the Renault brand sold 250,163 vehicles up 2.7%. In the European passenger car market, the electric and electrified versions of the Renault brand represented 23% of its registrations.

After the launch of Twingo E-TECH Electric, Renault brand continues to expand its line-up with the arrival of New Arkana E-TECH hybrid, New Captur E-TECH hybrid et New Mégane hatchback E-TECH plug-in hybrid in the second quarter.

**In regions outside Europe**, Renault is focusing on the most profitable segments : in India, the brand has successfully launched New Kiger in the fast-growing compact SUV segment; and in Russia, New Duster, on sale since March, is off to a strong start with a high version mix.

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<sup>1</sup> In order to analyze the change in consolidated revenues at constant perimeter and exchange rates, Groupe Renault recalculates revenues for the current year by applying the average annual exchange rates of the previous year and excluding significant changes in perimeter that occurred during the year.

## Dacia and Lada brands

**Dacia brand** sold 121,231 vehicles (+10.2%) thanks to the success of the launch of New Sandero and the good performance of the sales of Duster. New Dacia Spring 100% electric promises to be a success, given the pre-orders already registered.

**Lada brand** sold 90,472 vehicles with a good performance in the Russian domestic market (+5.4%), supported by Granta, Vesta and the successful launch of NIVA Travel.

## FIRST QUARTER REVENUES BY OPERATING SECTOR

In the first quarter of 2021, **Group revenues** amounted to €10,015 million (-1.1%). At constant exchange rates and perimeter<sup>1</sup>, Group revenues would have increased by 4.4%.

**Automotive excluding AVTOVAZ** revenues amounted to €8,566 million, down -0.3%.

In addition to the change in inventories, which explains most of the negative impact of the volume (-6.5 points), revenues were adversely affected by a negative currency effect of -4.3 points.

The price effect was a strong positive (+6.3 points) illustrating the new commercial policy implemented as part of the strategic plan "Renaultation".

The sales of Zoe, Twingo E-TECH Electric and the momentum of demand for commercial vehicles contributed to the positive product mix effect of +2.4 points.

**AVTOVAZ's** contribution to Group revenues amounted to €685 million in the quarter, down -2.3%. At constant exchange rates and perimeter<sup>1</sup>, it would have increased by 20.9%.

**Mobility Services** posted revenues of €5 million compared to €6 million in the first quarter of 2020.

**Sales Financing (RCI Bank & Services)** revenues amounted to €759 million in the first quarter, down -8.2% compared to 2020, mainly due to the decline in the dealership activity and a negative exchange rate effect of -€24 million. The number of new financing contracts fell by -10.9%. Average performing assets amounted to €45.9 billion at the end of March 2021 down -6.9% compared to the first quarter of 2020.









At March 31, 2021, total **inventories** (including the independent network) represented 487,000 units compared to 661,000 at end March 2020, a decrease of -26%.

## GROUPE RENAULT CONSOLIDATED REVENUES

(€ million)	2020	2021	Change 2021/2020
<b>Q1</b>			
Automotive excluding AVTOVAZ	8,591	8,566	-0.3%
AVTOVAZ	701	685	-2.3%
Mobility Services	6	5	-16.7%
Sales Financing	827	759	-8.2%
<b>Total</b>	<b>10,125</b>	<b>10,015</b>	<b>-1.1%</b>

<sup>1</sup> In order to analyze the change in consolidated revenues at constant perimeter and exchange rates, Groupe Renault recalculates revenues for the current year by applying the average annual exchange rates of the previous year and excluding significant changes in perimeter that occurred during the year.

**TOTAL GROUP'S SALES PC+LCV BY BRAND**

		Q1		
		2020	2021	% change
	<b>RENAULT</b>			
	PC	353,821	337,391	-4.6
	LCV	74,341	96,271	+29.5
	<b>PC+LCV</b>	<b>428,162</b>	<b>433,662</b>	<b>+1.3</b>
	<b>RENAULT SAMSUNG MOTORS</b>			
	PC	19,535	12,227	-37.4
	<b>DACIA</b>			
	PC	101,793	110,220	+8.3
	LCV	8,248	11,011	+33.5
	<b>PC+LCV</b>	<b>110,041</b>	<b>121,231</b>	<b>+10.2</b>
	<b>LADA</b>			
	PC	87,908	88,068	+0.2
	LCV	2,634	2,404	-8.7
	<b>PC+LCV</b>	<b>90,542</b>	<b>90,472</b>	<b>-0.1</b>
	<b>AVTOVAZ</b>			
	PC	4,280	115	-97.3
	<b>ALPINE</b>			
	PC	367	423	+15.3
	<b>JINBEI&amp;HUASONG*</b>			
	PC	852	22	-97.4
	LCV	3,890	6,407	+64.7
	<b>PC+LCV</b>	<b>4,742</b>	<b>6,429</b>	<b>+35.6</b>
	<b>EVEASY</b>			
	PC	-	479	+++
	<b>TOTAL GROUPE RENAULT</b>			
	PC	568,556	548,945	-3.4
	LCV	89,113	116,093	+30.3
	<b>PC+LCV</b>	<b>657,669</b>	<b>665,038</b>	<b>+1.1</b>

\* Excluding Shineray

## GROUPE RENAULT'S TOP 15 MARKETS YEAR-TO-DATE MARCH 2021

Year-to-date 03-2021	Volumes <sup>(1)</sup> (units)	PC+LCV market share (in %)
1 FRANCE	135,957	24.21
2 RUSSIA	114,272	29.68
3 ITALY	41,969	8.54
4 GERMANY	40,230	5.55
5 BRAZIL	33,186	6.69
6 INDIA	31,608	2.97
7 TURKEY	28,857	14.53
8 SPAIN + CANARY ISLANDS	26,674	11.77
9 MOROCCO	17,657	39.98
10 UNITED KINGDOM	16,638	3.17
11 BELGIUM + LUXEMBOURG	14,616	9.32
12 SOUTH KOREA	13,129	3.11
13 COLOMBIA	11,774	22.31
14 POLAND	11,256	8.30
15 ARGENTINA	11,240	10.14

<sup>(1)</sup> Sales excluding Twizy

### About Groupe Renault

Groupe Renault is at the forefront of a mobility that is reinventing itself.

Strengthened by its alliance with Nissan and Mitsubishi Motors, and its unique expertise in electrification, Groupe Renault comprises 5 complementary brands - Renault, Dacia, LADA, Alpine and Mobilize - offering sustainable and innovative mobility solutions to its customers. Established in more than 130 countries, it currently employs more than 180,000 people and has sold 2,95 million vehicles in 2020.

Ready to pursue challenges both on the road and in competition, Groupe Renault is committed to an ambitious transformation that will generate value. This is centered on the development of new technologies and services, and a new range of even more competitive, balanced and electrified vehicles. In line with environmental challenges, the Group's ambition is to achieve carbon neutrality in Europe by 2050.

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