



# Capital Market Day

**Stefano Chmielewski – President & CEO**

June 21st 2006



Committed to customer success

# Renault Trucks Range

In touch with customers, expert in their business

Dedicated for Professionals



Distribution Range



Performance and Versatility

Quality for Durability



Long Haul Range



Quality & Performance Reference

# Breakdown of sales by product – YTD April 2006



**Kerax  
& Lander**  
12%



**Midlum**  
15%



**Premium  
Distribution**  
11%



**Premium Route**  
19%



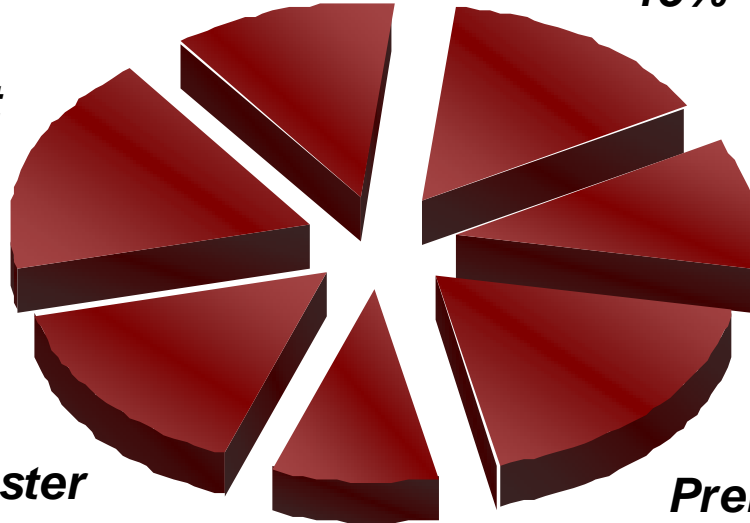
**Magnum**  
9%



**Master**  
16%

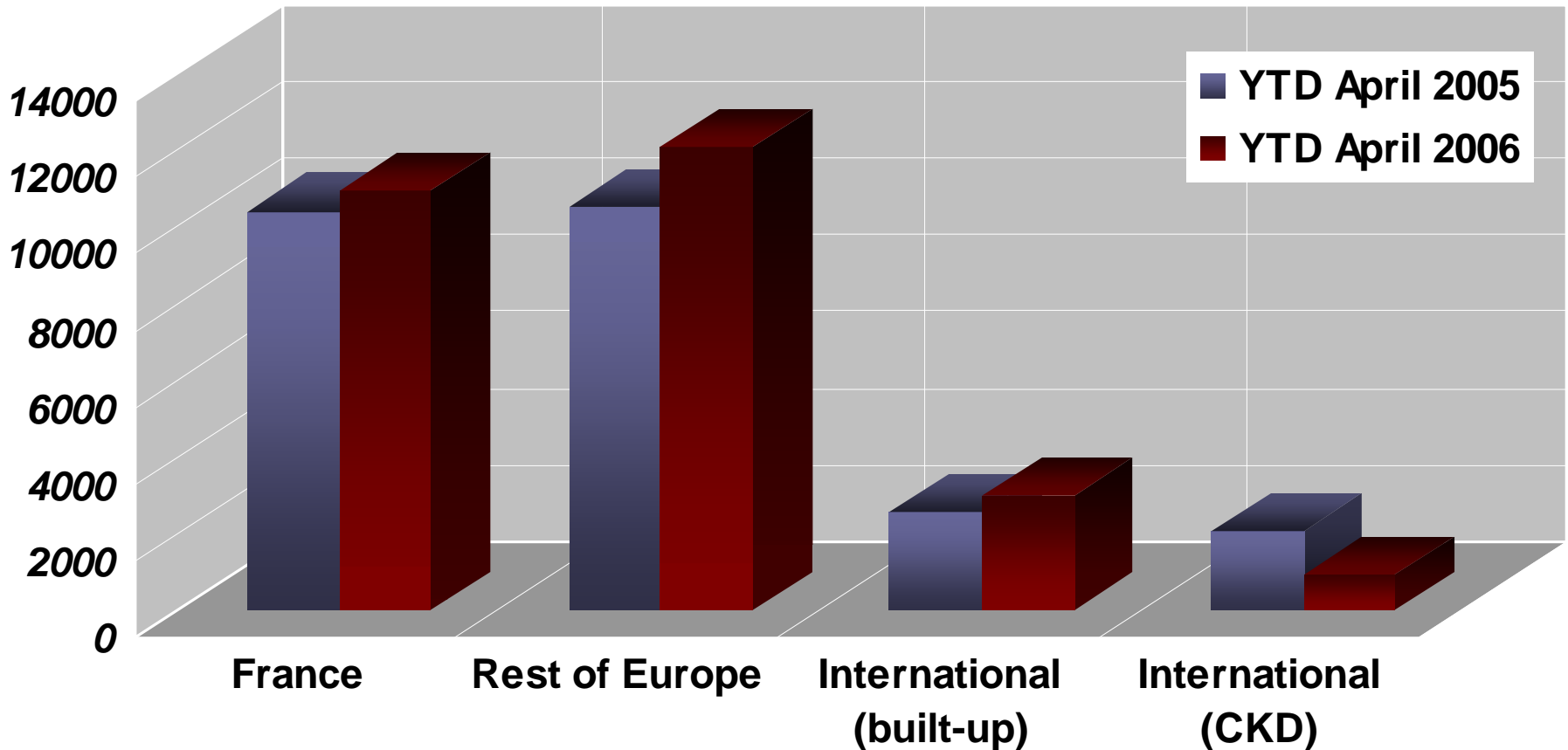


**Mascott**  
18%



# Trucks delivered

Total YTD 2006 : 26,793 (+ 5% vs. YTD 2005)



# Complete range renewal

**2004**

*June*



MASCOTT

**2005**

*May*



MAGNUM

*Sept.*



PREMIUM  
ROUTE

**2006 / 2007**

*May*



MIDLUM



PREMIUM  
DISTRIBUTION

*Sept.*



KERAX

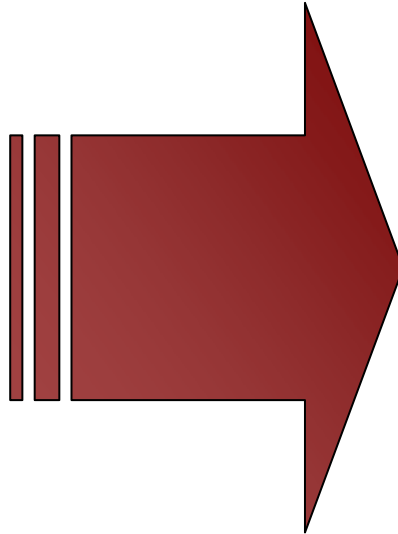


LANDER



# Renewed Range – Brand Image impact

Enhanced brand identity



# Renewed Range – Rationalization

Product	Renault Trucks legacy			Renault Trucks 2006		
	Cab	Engine	Chassis	Cab	Engine	Chassis
Magnum	Magnum cab	Etech	Magnum	Magnum cab	Dxi 11 - 13	New generation
Premium	W800	Dci11	Premium	Dxi 5 - 7		
Kerax			Kerax			
Midlum			Midlum			
	2 cabs family	3 engines family	4 chassis	2 cabs family	2 engines family	2 chassis
Manufacturing	<ul style="list-style-type: none"> <li>■ Magnum, Premium, Midlum</li> <li>▶ Blainville, Bourg-en-Bresse</li> <li>■ Kerax</li> <li>▶ Villaverde</li> </ul>			<ul style="list-style-type: none"> <li>■ Magnum, Premium, Kerax, Midlum, Lander</li> <li>▶ Blainville, Bourg-en-Bresse</li> </ul>		
	3 manufacturing sites			2 manufacturing sites		

# Renault Trucks network

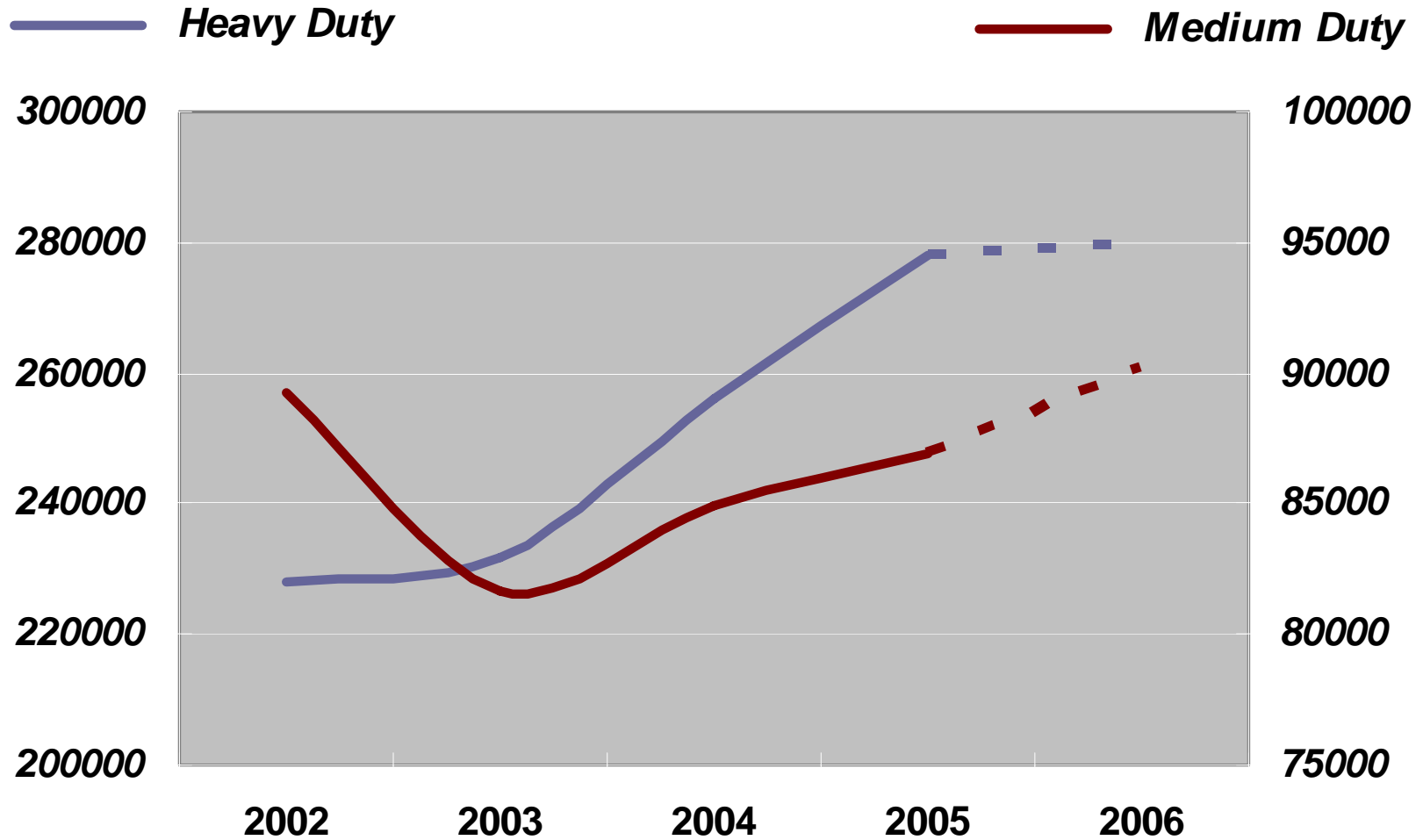
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- Renault Trucks distribution strategy is based on a highly qualified and professional private dealer network.
  - France : 148 Selling points, 324 Service points
  - Rest of Europe : 249 Selling points, 757 Service points
  - Rest of the World : 241 locations
- Renault Trucks Commercial Europe (RTCE) manage Renault Trucks owned dealers in Europe.
- RTCE is used as a tactical tool to complement and optimize network coverage in Europe





# European truck market evolution



# Renault Trucks in Russia

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## ■ Industrial cooperations:

- Development of a presence in a fast developing market based on a step by step approach.
- Renault Dci 11 legacy engine license signed on June 19, 2006 with RusPromAuto.

## ■ Commercial activities:

- The development of commercial activities is based on new trucks sales through a professional dealer network.
  - Grow the network from 12 dealers in 2006 to 30 dealers in 2010
  - Target is to reach 10% Market Share by 2010
  - A spare parts regional warehouse will be open in Moscow to improve service quality