



CAPITAL MARKETS DAY

Revitalize and recapture position

Bruno Blin – Renault Trucks

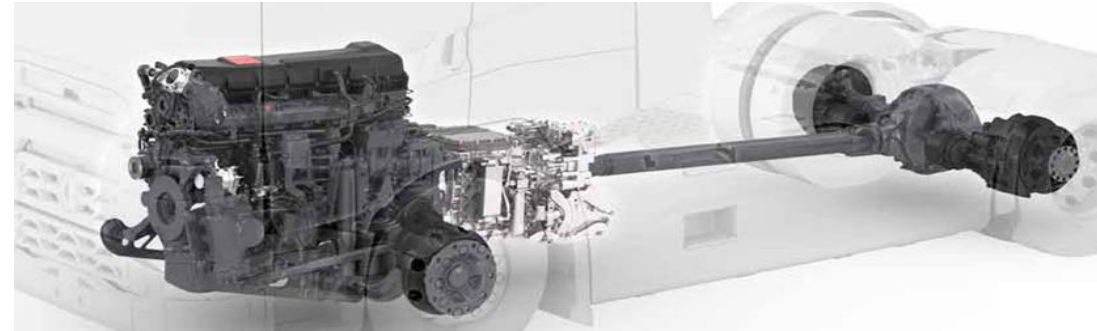
Customer in focus

- A truck is a profit center
- A truck should never let you down
- A truck should make your drivers proud



Renault Trucks deliver

- Efficiency
- Robustness
- Comfort



Full range renewal

- 7 years of development
- 50 customers involved
- 300 test vehicles
- 5 million hours of bench tests
- 10 million km of road tests



A completely new Renault Trucks experience

- Demo programs run centrally and in the markets
- Customers experience a major improvement compared to the previous range



On-going extensive launch program

- More than 18,000 customers and prospects attending launches events
- 1,200 customers and prospects invited to extensive test drives
- 326 journalists present at the Euro 6 launch in Lyon, 450 participating in test drives
- 1,800 salespeople and commercial staff trained in Lyon
- 700 demo trucks in the dealer network



Feedback from customers and media

"I think the quality of the material is better than on the previous models as well as the finishes. We do not hear any noise."

Martin Falzberger,
Falzberger Handel und Transport

"We feel its strength!"

Yves Brenneman,
Eurovia/ groupe vinci

"Fuel costs represent between 35 and 40% of a company's operating costs. When you add the maintenance, we are talking about more than 50% of the company's operating costs. With this more economical truck, Renault Trucks certainly contributes to the profitability of our company."

Carmine Cannavacciuolo,
Transporti Carmine Cannavacciuolo

"I never thought I could drive a truck with such a feeling of safety. It was a real pleasure to drive."

Mariano Rossi,
F.Lli Rossi Autotrasporti

"What is really good is the driver concept, the ACC mechanism and the lane departure warning system; I really enjoyed these safety devices. I believe that with this additional equipment that offers new possibilities, it will certainly be a profitable vehicle for the entire fleet."

Rudolf Rapf,
Ulrich GmbH

"I am very positive... My impressions are very well, the gear changing is fine. There is a mix between the Premium and the Magnum: Magnum in terms of cab size, and Premium in terms of comfort when driving."

Krzysztof Mancewicz,
TRANS-MAN DKG MANCEWICZ SP.J.

"I constantly watched the fuel consumption, particularly when I used the 'free wheel', when the gearbox is disconnected the consumption decreases to 2-3 liters. It is impressive as far as fuel consumption is concerned, and also for the profitability of the vehicle. I think this is a good step forward."

Matthias Arnd,
ARS Frauke Arndt GmbH

"The engine is great, powerful for 20 tonnes. The gearbox also, you change gear just like if you were in a car, you cannot go wrong."

Alois Unterer,
Unterer GmbH





Protect customers' investments

- **Product**

- Resale value: a prerequisite from the beginning of the project
- Resale value drivers defined with the test customers
- High quality and durability materials and extensive aging simulations

- **Commercial**

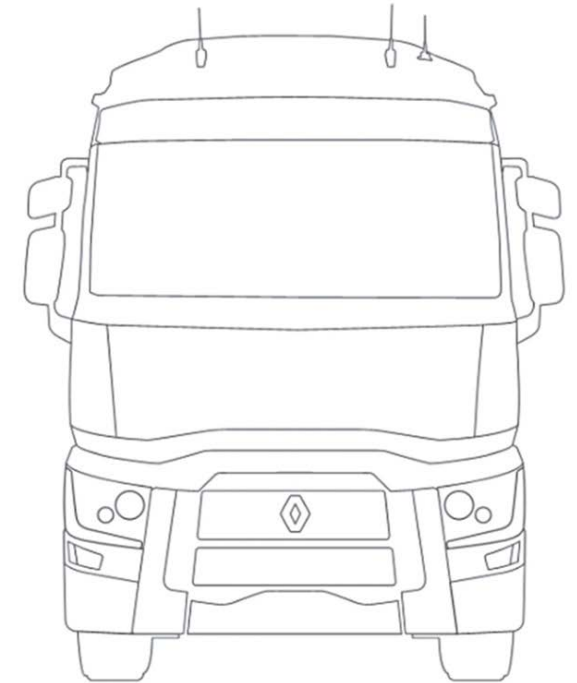
- New retail set-up
- Packaged offers for the second owner



Renault Trucks services

**A TRUCK IS A
PROFIT CENTRE**

OPTIFUEL SOLUTIONS
 OPTIFLEET
 RENAULT TRUCKS APPS
 APPROVED PARTS
 FINANCE OFFER
 INSURANCE OFFER
 RENTAL OFFER
 START&DRIVE CONTRACTS
 ASSISTANCE 24/7
 MAINTENANCE PACKAGES



FUEL



DRIVER

REPAIR
& MAINTENANCE

VEHICLE



ADMINISTRATION

Conclusion

- Revitalize the Renault Trucks brand
- Recapture market positions
- Renault Trucks is heading for growth

