

Capital Market Day 2008

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Committed to customer success

Strategic Objectives



- **Quality**
Quality reference in the truck industry
- **Growth**
100,000 new vehicles
and strong soft products growth
- **Sustainable profitability**
Profitability on a par with the best

Quality: Quality reference in the truck industry

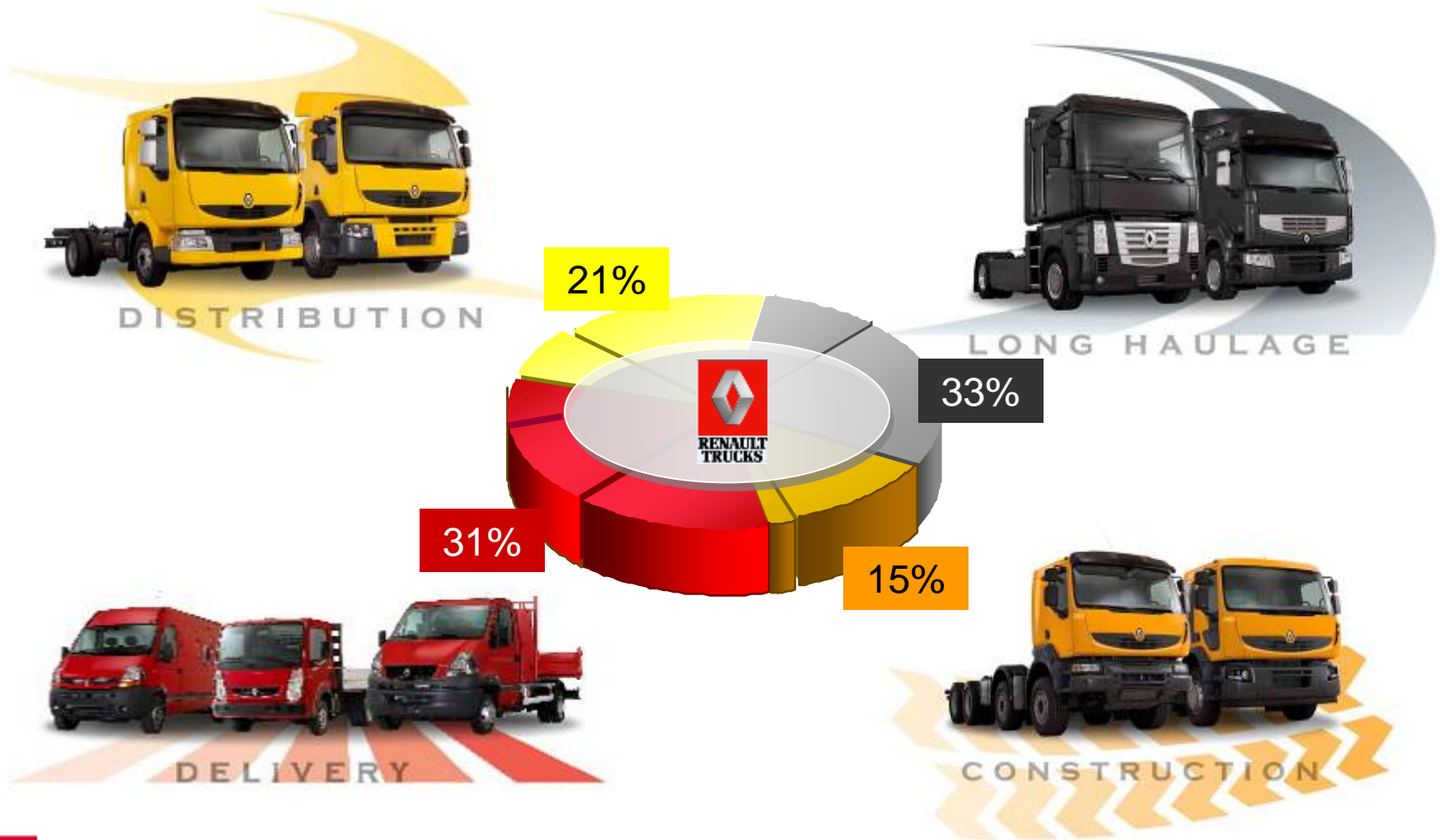
- Product reliability : best in class quality & performances as the main focus
- Service quality project : aiming at brand image improvement through customer satisfaction
- Process and quality management
- Excellent reception of the new products from our clients
 - ➔ volumes and price level acceptance

Profitable Growth



- Network development
- Strong soft product growth
- Growth plan implementation: Russia & Turkey
- New commercial set-up, more customer and business focus (LeanOrga)
- Leveraging our new product portfolio
- ➔ Whole products offer renewal in 2006 and 2007, now very competitive
- ➔ Attract best dealers in the market

Renault Trucks Product portfolio

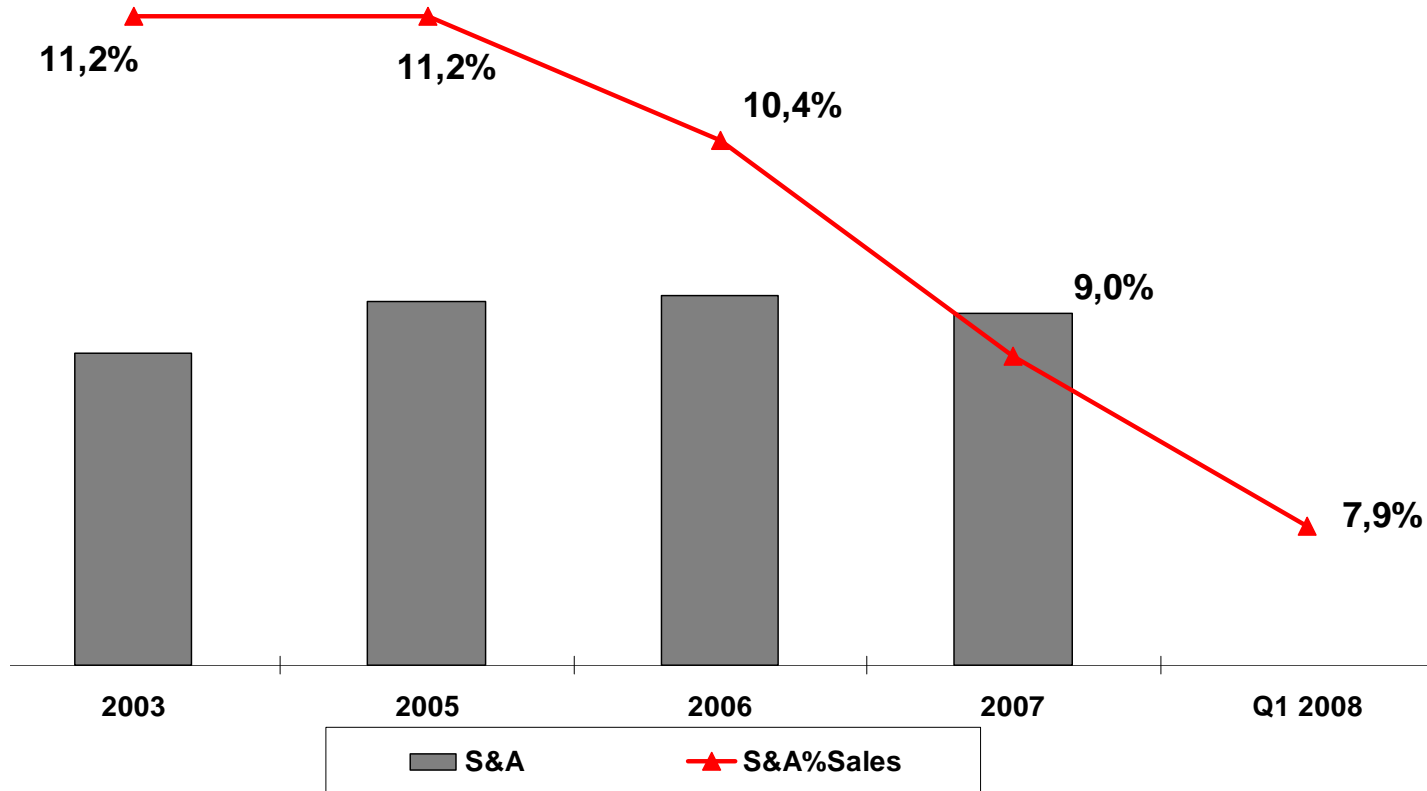


% of sales in 2007

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Sustainable profitability: cost efficiency

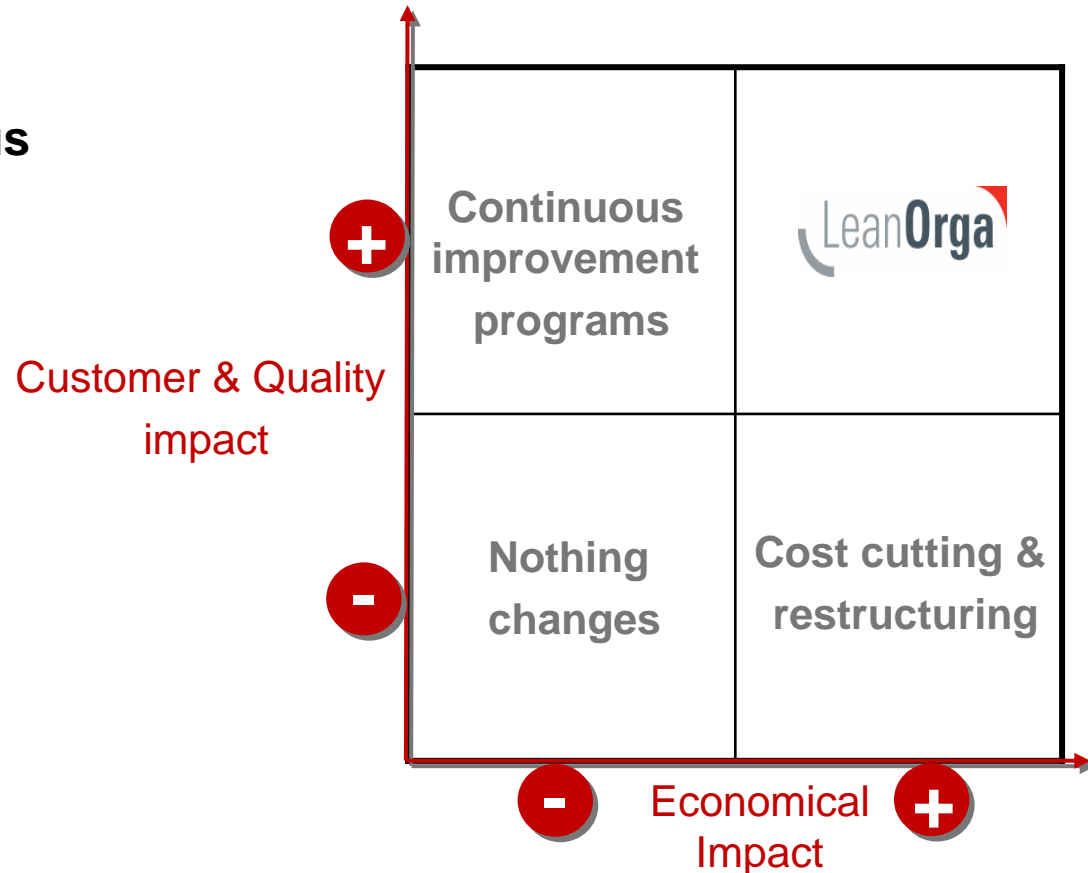
S&A Continuous improvement



Sustainable profitability: cost efficiency

LeanOrga - improving efficiency while reducing cost

- Customer and business focus
- Uniform approach
- Transparency
- Lean & flat
- Mirror principle



Sustainable profitability: improved productivity

VPS Deployment

**Customers Value
World Class Manufacturing**

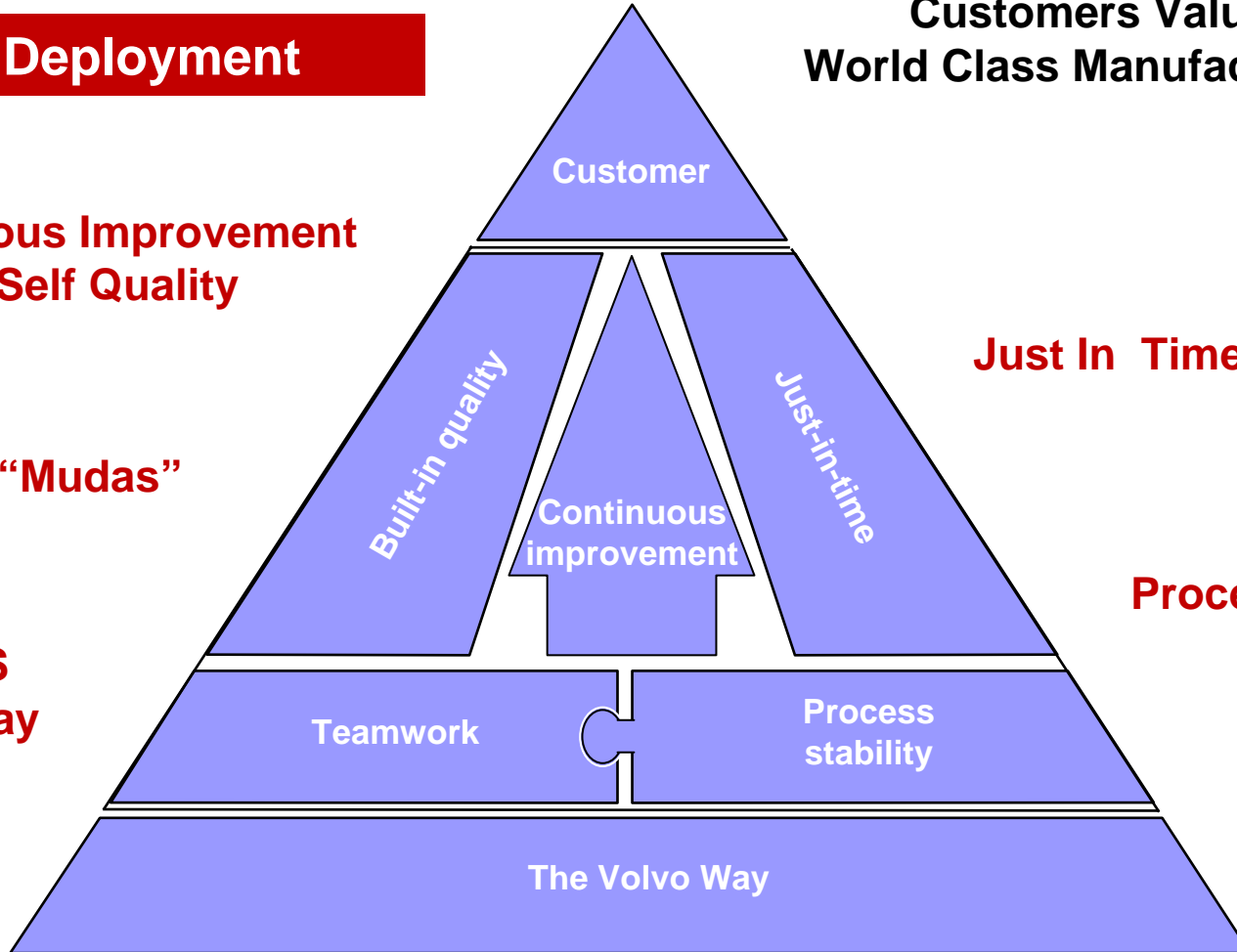
**Continuous Improvement
& Self Quality**

Just In Time Standards

Eliminate "Mudas"

**Process & Logistic
Targets**

**UEP / UES
Working Way**



**Our Values
Long Term Strategy**



VPS deployment: Some breakthrough results

Quality

	Q1 2007	Q1 2008
% W800 cabs with defect at Bourg	18,50%	5,90%
% direct runners Blainville	25%	61%
% direct runners Bourg CD line	20%	55%
% direct runner cabs Midlum	51%	83%

Efficiency

OEE* final assembly lines Bourg	84%	92%
BC Productivity Premium cab line (index)	130%	120%

Inventories (days)

Stamping plant	27 days	19 days
Chassis parts plant	20 days	12 days
Bourg plant	10,4 days	9,6 days

* Overall Equipment Efficiency



In focus 2008 & 2009

- Quality and customer satisfaction
 - Service quality
 - Commercial logistic
 - Soft offer development
- Direct distribution and group standards
 - Direct order and direct invoicing with Lean Distribution
 - Direct flows optimization and shared service centers
- Organization
 - Sales & central support functions (LeanOrga)
 - Manufacturing (VPS)
- Key projects
 - Light Duty products and network development
 - Cost reduction & standardization
 - Euro 6 product plan
 - Russia and Turkey projects