

ALLIANCE FACTS & FIGURES 2013

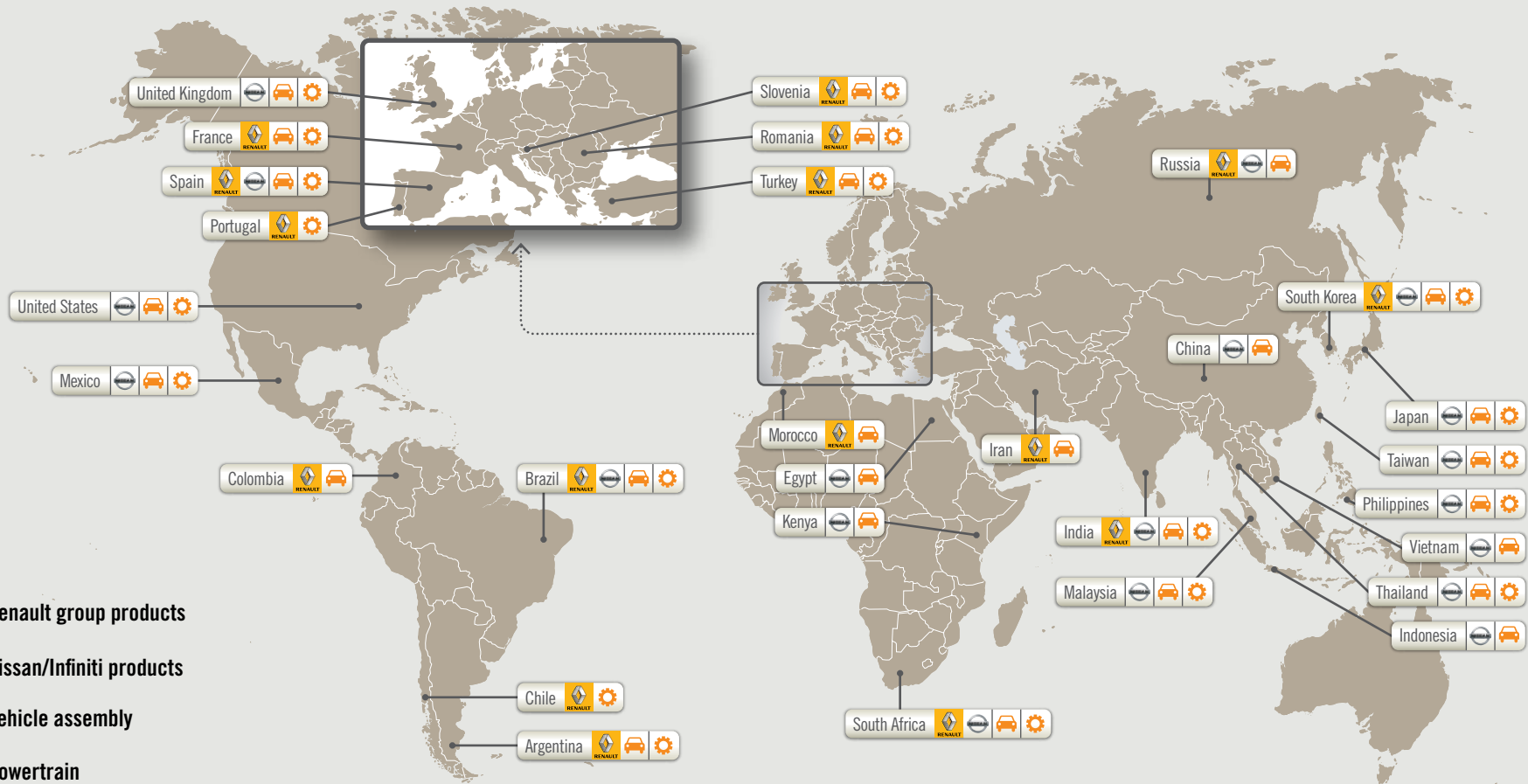






RENAULT NISSAN



THE ALLIANCE'S GLOBAL FOOTPRINT

MAP OF PRODUCTION SITES



-  Renault group products
-  Nissan/Infiniti products
-  Vehicle assembly
-  Powertrain

Founded in 1999, the Renault-Nissan Alliance has become the longest-lasting cross-cultural combination among major carmakers. This unique partnership is a pragmatic, flexible business tool that can expand to accommodate new projects and partners worldwide.

- ◆ In the past half-decade, the Alliance has emerged as a buffer to protect partners during regional downturns, and it has accelerated Renault and Nissan's momentum in some of the world's fastest growing economies.
- ◆ The Alliance has helped Renault and Nissan outperform historic regional rivals, elevating both companies into an elite tier. Together, Renault and Nissan rank in the top four car groups globally.
- ◆ Based on cross-shareholding and mutual self-interest, the Alliance business platform maximizes synergies without destroying brand identity. In order to achieve competitive economies of scale, many automakers are embarking on collaborations similar to the groundbreaking partnership that Renault and Nissan established 14 years ago.

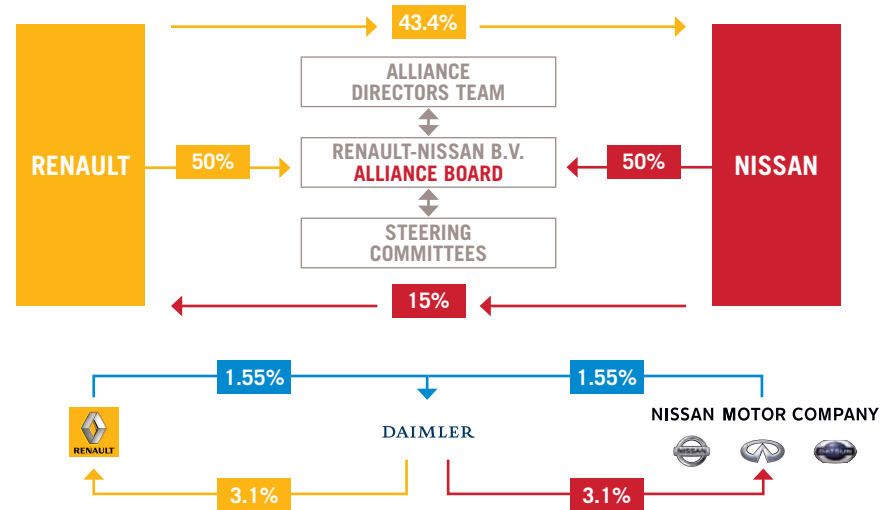
ALLIANCE MID-TERM OBJECTIVES:

	2016 OBJECTIVES	2012 STATUS
	OVER 10 MILLION UNITS Worldwide Alliance Sales Volume in 2016	8.1 million units
	1.5 MILLION UNITS Cumulative Alliance Zero Emission Vehicle Sales Volume by 2016	68,000 units* Renault & Nissan Market Share = 64% of ZEV market (excl. Twizy)
	AVERAGE 9% OF REVENUE R&D + CAPEX Investment over the duration of 6-Year Plan	8.4%**

* Cumulative, since end of 2010 / ** In 2011

Renault holds a 43.4% stake in Nissan. Nissan holds a 15% stake in Renault. The cross-shareholding model ensures that both partners have a mutual self-interest and encourages each to pursue "win-win" strategies that benefit both.

Formed on March 28, 2002, Renault-Nissan BV is a company incorporated under Dutch law and equally owned by Renault SA and Nissan Motor Co., Ltd., responsible for the strategic management of the Alliance.



DAIMLER:

In 2010, the Renault-Nissan Alliance and Daimler AG announced a historic collaboration to increase efficiencies worldwide. As part of the agreement, the Renault-Nissan Alliance took a 3.1% stake in Daimler. Daimler took a 3.1% stake in Renault and a 3.1% stake in Nissan.



AVTOVAZ:

In 2012, Renault-Nissan acquired a majority stake in Alliance Rostec Auto BV, a joint venture with Russian Technologies which will control 74.5% of AVTOVAZ by 2014.

ALLIANCE COMBINED SALES IN 2012:

- ◆ The Renault-Nissan Alliance sold a record 8.1 million units in 2012, up about 1% from 2011, and the fourth straight annual increase. The Renault-Nissan Alliance captured about 10% of the global market in 2012.
- ◆ Together, Renault and Nissan ranked as the No. 4 car group in terms of worldwide sales.
- ◆ Nissan sold 4.94 million units worldwide, up 5.8%. Renault sold 2.55 million units, down 6.3%, due to the European downturn. AVTOVAZ, owner of the Lada brand, sold 606,778 units, down 5.7%.

ALLIANCES KEY FIGURES:

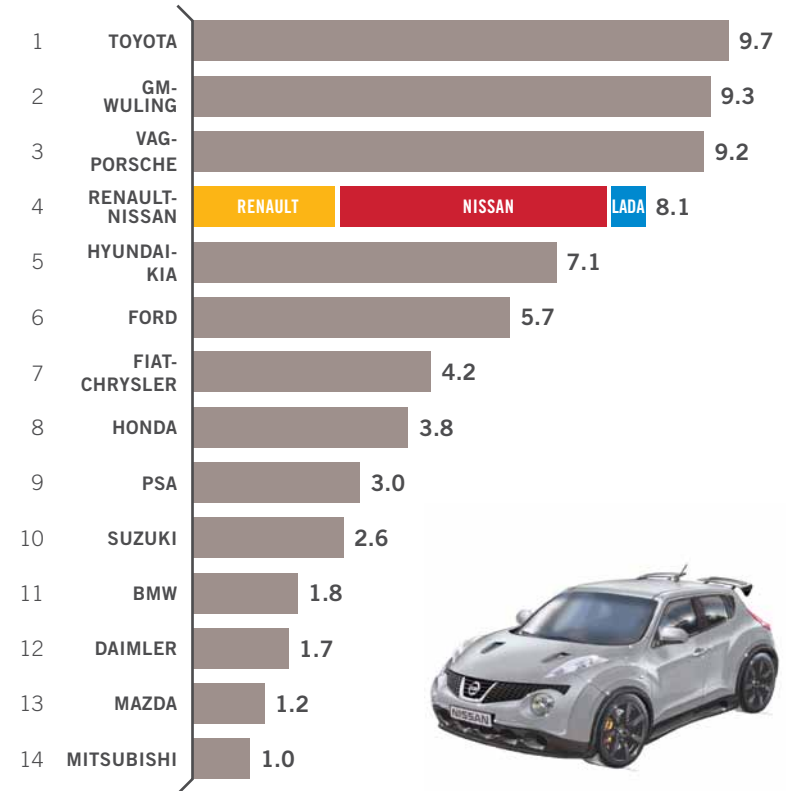
	SALES UNITS	REVENUES	EMPLOYEES
	3,157,064 *	€41,270 M	128,000 **
	4,914,000 ***	€90,170 M ***	173,000 **

* Based on Renault's Jan-Dec fiscal year 2012 (Renault sales of 2,550,286 units, plus AVTOVAZ sales of 606,778 units)

** Renault excluding AvtoVAZ (67,000) / Nissan excluding Dong Feng (92,639)

*** Nissan fiscal year 2012

2012 SALES RESULTS (in million units)



Vehicle: Nissan Juke R

The Alliance targets 10% market share in all markets of more than 1 million vehicles. On top of that, the Alliance is accelerating growth in emerging markets, including the countries that will be global engines of growth in the 21st century: Brazil, Russia, India and China.

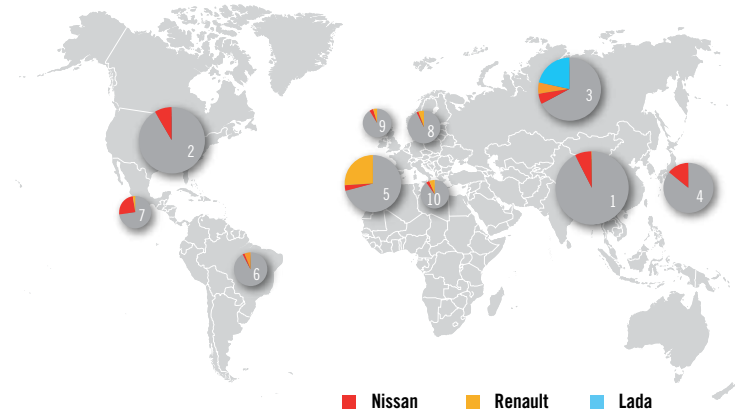
THE ALLIANCE IS A POWERFUL BUSINESS LEVER IN EMERGING MARKETS:

- ◆ Nissan used Renault’s Curitiba plant to establish a foothold in Brazil, Latin America’s largest market, and is now building a new factory in Resende.
- ◆ In Russia, Europe’s fastest growing market, the Alliance builds Renault, Nissan and Lada models at the AVTOVAZ plant in Togliatti.
- ◆ India is home to the largest platform-sharing project in the Alliance with the Nissan Micra - Renault Pulse and Nissan Sunny - Renault Scala.
- ◆ Renault plans to establish manufacturing in China with Dongfeng, Nissan’s trusted partner for more than a decade.



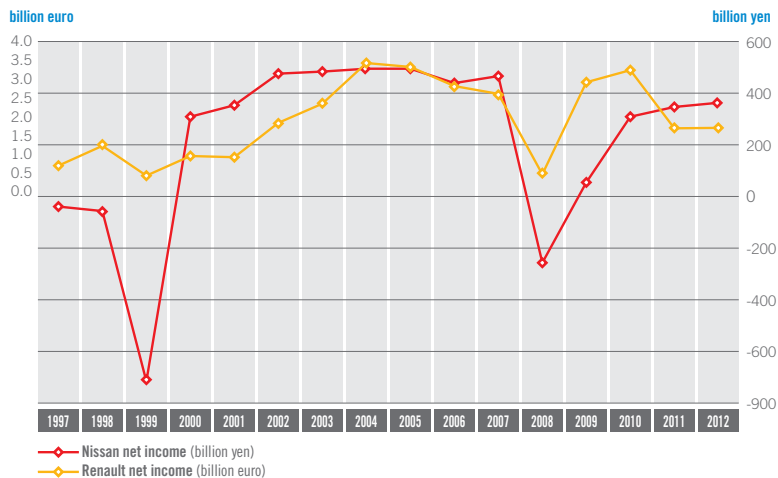
Vehicles: Nissan Micra, Renault Pulse

ALLIANCE WORLD MARKET:



TOP 10 ALLIANCE COUNTRIES:

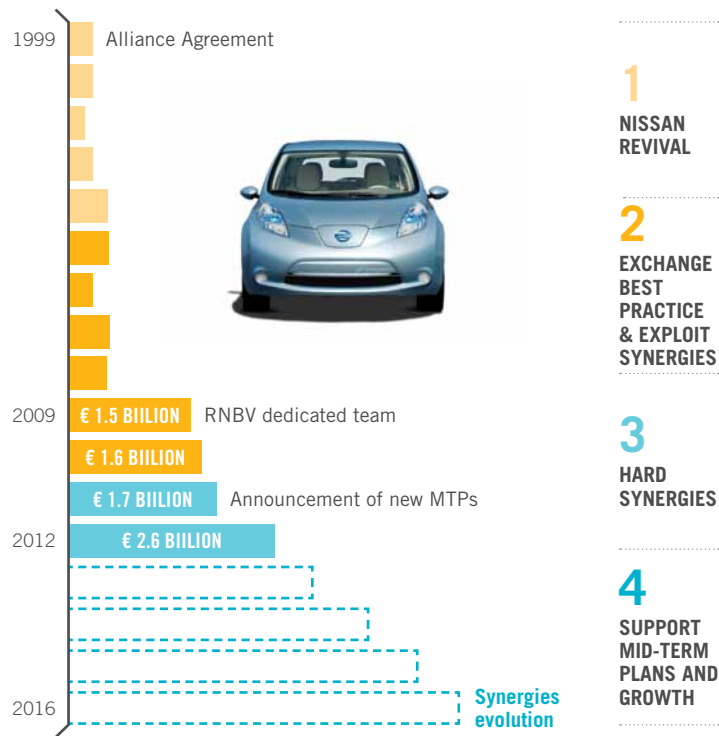
#	COUNTRY	VOLUME (VEHICLES)	MARKET SHARE
1	China	1,211,254	6.6%
2	US	1,141,656	7.9%
3	Russia	890,433	30.3%
4	Japan	663,228	12.4%
5	France	626,297	27.6%
6	Brazil	346,305	9.5%
7	Mexico	270,664	27.4%
8	Germany	235,423	7.2%
9	UK	174,380	8.9%
10	Italy	150,395	9.9%



Vehicles: Nissan Juke and Renault Megane Cabriolet

SYNERGIES OVERVIEW

Alliance synergies accelerated in 2009 with the creation of a Renault-Nissan dedicated team to capture hard synergies. For 2012, the Alliance anticipates at least €2 billion in new synergies.



1
NISSAN
REVIVAL

2
EXCHANGE
BEST
PRACTICE
& EXPLOIT
SYNERGIES

3
HARD
SYNERGIES

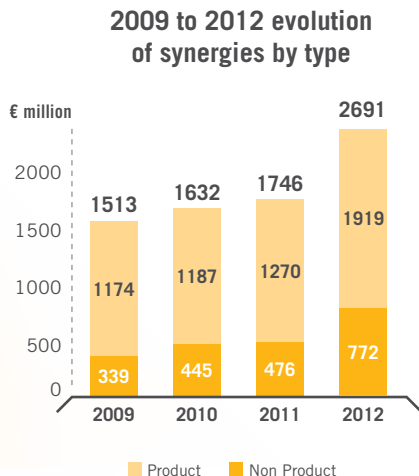
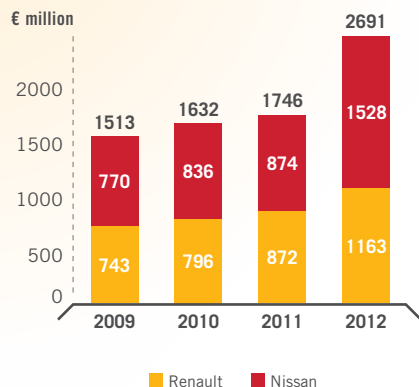
4
SUPPORT
MID-TERM
PLANS AND
GROWTH

Vehicle: Nissan Leaf

SYNERGIES OVERVIEW

- ◆ Synergies are reported by Cross Company Teams' pilots, and validated by Cost Control & Alliance Economic Advisor
- ◆ Only new synergies are taken into account
- ◆ Synergies come from cost reductions, cost avoidance and revenue increase

2009 to 2012 evolution of synergies for Renault and Nissan



Vehicle: Renault Megane Coupe

PURCHASING

Renault-Nissan Purchasing Organization, or RNPO, is the Alliance's largest common organization. It negotiates prices among suppliers on behalf of both Renault and Nissan. Since 2009, joint purchasing represents 100% of Alliance purchases, compared to 30% in 2001.

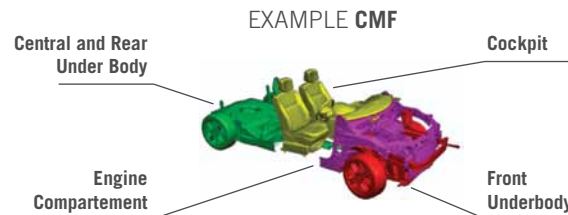
RESEARCH AND DEVELOPMENT

Common platforms and common parts

Shared platforms and common parts increase economies of scale and reduce development and production costs. The B platform encompasses the Renault Clio and the Nissan Sylphy and Tiida. The main models built on the C platform are Renault Megane, Scenic and Fluence, as well as the Nissan Qashqai and Rogue. In addition, both companies have shared platforms and components in the «Light Commercial Vehicle» segment for more than a decade.

2011-2012 marked the Alliance's biggest passenger-car platform-sharing project yet, with the launch of the Nissan Micra and Renault Pulse in India.

Beyond, the drive to commonize continues with the "Common Module Family" or CMF, the new Alliance approach for common parts, a system expected to generate significant cost savings. A module is a set of parts and derivatives that can be applied to different car models and powertrains. With a limited number of variations, the module will cover a large part of the Renault and Nissan product range. This requires common mechanical and electronic architecture.



EXCHANGES OF POWERTRAINS AND COMMON POWERTRAINS

To capitalize on powertrain expertise of both partners, the Alliance co-develops common engines and gearboxes. Centers of excellence stem from the companies' historic areas of expertise: Renault specializes in diesel engines and manual transmissions, while Nissan specializes in gasoline engines and automatic transmissions.

Powertrain synergies represented €280 million in 2011 (50% for Renault, 50% for Nissan).

ALLIANCE DIESEL ENGINES K9K AND R9M



THE FIFTH GENERATION OF ALLIANCE ENGINES WILL EQUIP 13 VEHICLES
IN THE RENAULT, DACIA, NISSAN AND DAIMLER RANGES.

Vehicles: Nissan Juke, Nissan Qashqai, Renault Scénic.

In addition to synergies on parts, platforms and purchasing, the Renault-Nissan Alliance has created numerous teams that have unlocked cost savings strategies around the world, including:

- ◆ **Logistics:** A unified team has commonized packing, shipping and other functions that are completely invisible to the consumer, achieving more than €220 million in synergies in 2011.
- ◆ **Customs & Trade:** A dedicated team has reduced customs duties and administrative costs that each company incurred separately. The team has also negotiated better terms and implemented economic policies to establish best practices for regions around the globe. Customs & Trade represents a sustainable level of synergies of at least €50 million per year.
- ◆ **IS/IT:** Renault and Nissan share common information systems infrastructure, data centers and licenses.
- ◆ **Sales and Marketing:** In 2012, the Alliance won its first fleet contracts to supply at least 15,000 vehicles on multiple continents for global food company Danone. Danone selected the Alliance for its ability to provide a wide range of cars – from Light Commercial Vehicles to luxury sedans – in dozens of countries worldwide.



2012: The Renault-Nissan Alliance signs a 15,000 vehicle contract with Danone.

Guillaume CARTIER (Nissan), Philippe BASSIN (Danone), Uwe HOCHGESCHURTZ (Renault), Bernard LOIRE (Infiniti).

STRATEGIC COOPERATION WITH DAIMLER

Daimler AG, maker of Mercedes, is one of the world’s largest luxury car manufacturers. In April 2010, the Renault-Nissan Alliance and Daimler AG announced a strategic partnership based on three “pillar projects” with the expectation that the relationship could deepen as the teams discovered specific new projects. The scope of the partnership has expanded substantially in two years.

Under the cooperation, teams are working together on the following projects:

FOR RENAULT:

- ◆ A new common architecture for Daimler’s smart and Renault Twingo
- ◆ Citan, a new light commercial vehicle under the Mercedes-Benz Vans brand, based on Renault technology and produced in Renault’s plant in Maubeuge, France
- ◆ Ultra low-consumption diesel and gasoline engines, including a Renault-produced diesel engine for the Mercedes A-Class

FOR NISSAN:

- ◆ Mercedes-Benz 4-cylinder gasoline engines at Nissan’s powertrain assembly facility in Decherd, Tennessee
- ◆ Cross supply of Mercedes Canter – Nissan Atlas trucks in Japan
- ◆ A “premium entry” car for Infiniti co-developed on a Mercedes platform
- ◆ Research and Development on next-generation Fuel-Cell vehicles

The companies are also exploring additional areas of potential cooperation, including regional cooperation agreements in the Americas, China and Japan.



Carlos TAVARES
Chief Operating Officer,
Renault



Jean-Michel BILLIG
Executive Vice President,
Engineering
and Quality



Jérôme STOLL
Executive Vice President,
Sales, Marketing & LCV



Mouna SEPEHRI
Executive Vice President,
Renault CEO Office,
Secretary of the Renault
Board



Carlos GHOSN
Chairman and Chief Executive
Officer of Renault and Nissan

NISSAN MOTOR COMPANY



Toshiyuki SHIGA
Chief Operating Officer,
Nissan Motor Co., Ltd



Mitsuhiiko YAMASHITA
Executive Vice President,
Research Technology and
Engineering Development



Hidetoshi IMAZU
Executive Vice President,
Manufacturing and
Supply Chain
Management



Greg KELLY
Nissan Representative
Director and SVP, HR and
CEO Office

The Alliance Board is the common governance body of the Alliance, held by Renault-Nissan BV, headquartered in Amsterdam, with 50% shareholdings by both companies.

It is formally composed of three Renault senior executives and three Nissan senior executives, and it is supported by the full Executive Committee of both companies. It is chaired by Renault-Nissan Alliance Chairman and CEO Carlos Ghosn.

The board focuses on strategic direction, significant new opportunities for collaboration, and the progress of the Alliance relative to industry benchmarks.

Alliance Board Meetings typically include a focus on:

- ◆ Mid-term plan progress
- ◆ Validation of product plans
- ◆ Commonality of products and powertrains
- ◆ Strategic investments impacting the Alliance
- ◆ Strategic cooperations with third parties



Vehicle: Renault Koleos.

In May 2009, in the midst of the global economic slowdown, the Renault-Nissan Alliance created a small team of dedicated Alliance directors to accelerate synergies and best-practice sharing. The directors foster deeper, broader cooperation to enhance performance of all partners.

The Alliance Managing Directors are responsible for the operations of Alliance functions for both partners.

Alliance Directors advise teams in partner companies and accelerate best-practice sharing across the Alliance to help increase synergies. They may oppose any measures taken by Renault or Nissan that run counter to the development of synergies, referring the matter to the executive committee of the company concerned or even, ultimately, the Alliance Board.



* Managing Director / ** Alliance Director, Global Purchasing & RNPO Managing Director

1999

- ◆ Louis Schweitzer and Yoshikazu Hanawa sign the Alliance agreement between Renault and Nissan in Tokyo.
- ◆ Renault takes a 36.8% equity stake in Nissan Motor, a 15.2% equity stake in Nissan Diesel and acquires Nissan's five financial subsidiaries in Europe.

2000

- ◆ Carlos Ghosn is appointed President and Chief Operating Officer of Nissan by the Board of Directors.
- ◆ Nissan do Brasil Automoveis is established with existing Renault dealers' support.

2001

- ◆ Renault-Nissan Purchasing Organization (RNPO), a joint purchasing company, is established.
- ◆ Carlos Ghosn is appointed President and Chief Executive Officer of Nissan by the Board of Directors.
- ◆ Production of the Renault Clio at the Nissan Aguascalientes plant in Mexico begins.
- ◆ Renault and Nissan inaugurate a LCV plant in Curitiba, Brazil to produce Renault Master.

2002

- ◆ Renault increases its stake in Nissan to 44.4% and Nissan acquires a 15% stake in Renault.
- ◆ Sales of the Nissan March in Japan, the first vehicle built on the common B platform, begin.

2003

- ◆ Sales of the new Nissan Micra, the European version of the Japanese March based on the common B platform begin in Europe.
- ◆ Sales of the Nissan Kubistar, a double-badged vehicle with the Renault Kangoo, begin in Europe.

2004

- ◆ Sales of the Renault Modus, Renault's first vehicle built on the common B platform, begin in Europe.
- ◆ Sales of the Nissan Tiida, based on the common B platform, fitted with a common engine and the first Alliance co-developed navigation and communication system, begin in Japan.
- ◆ Sales of the third Renault Samsung Motors model, the SM7, with the technical support of Nissan, begin in South Korea.

2005

- ◆ Carlos Ghosn is appointed President and CEO of Renault, while remaining CEO of Nissan and becoming the first person to head two Global 500 companies simultaneously.

2006

- ◆ Renault unveils a new Alliance diesel engine, developed by Renault, the 2.0 dCi, to be used in Megane, Laguna, Espace and Vel Satis models, as well as in Nissan models.
- ◆ Renault and Nissan announce that they are working together on EV (Electric Vehicle) development.

2007

- ◆ Nissan begins sales of the Nissan Aprio, a subcompact car for the Mexican market based on the Renault Logan, built in the Renault passenger car plant in Brazil.
- ◆ Renault and Nissan create a new technology and business center in India (Renault Nissan Technology and Business Center in India: RNTBCI).
- ◆ Renault announces the production of Renault Sandero in Nissan South Africa plant from 2009.

2008

- ◆ A new Alliance joint parts warehouse opens in Russia.
- ◆ Global liquidity crisis forces both Renault and Nissan to increase synergies and conserve resources wherever possible.
- ◆ Renault acquires a 25% stake in AVTOVAZ, Russia's No.1 carmaker and owner of the Lada brand.

2009

- ◆ Renault-Nissan Alliance celebrates its 10-year anniversary.
- ◆ Creation of the RNBV dedicated team of Alliance Directors.

2010

- ◆ Renault and Nissan open Alliance plant in Chennai, India – the first dedicated plant conceived and constructed as a joint manufacturing facility.
- ◆ The Renault-Nissan Alliance and Daimler announce a strategic cooperation, involving an exchange of equity between the two groups.

2011

- ◆ A common Alliance development organization launches plans for low-cost A-segment vehicles to emerging markets.
- ◆ Renault Pulse production starts at Alliance plant in India.
- ◆ Renault announces a € 200 million investment to expand plant in Curitiba, Brazil, while Nissan invests € 1.5 billion to build a new plant in Resende, Brazil. Together, the two companies will have an annual capacity of 580,000 vehicles and launch 23 new models in Brazil in the next five years.
- ◆ Despite European downturn, Renault announces a 33% increase in diesel engine production in Cleon, France, where 40 percent of production goes into Nissans.
- ◆ The Alliance announces a record €1.7 billion in synergies and a record 8.03 million units sold in 2011, up 10.3% from 2010 (including sales from Renault, Dacia, Renault Samsung, Nissan, Infiniti and Lada).
- ◆ RCI Banque reports a record €11.1 billion in new financing in 2011, propelled by the success of Nissan Europe, which accounts for 23% of new vehicle financing in Europe (up from 17% in 2010).

2012

- ◆ Nissan and Daimler announce production of Mercedes-Benz 4-cylinder gasoline engines at Nissan's powertrain assembly plant in Decherd, Tennessee, starting in 2014 for a capacity of 250,000 units per year.
- ◆ Carlos Ghosn inaugurates the Tangier, Morocco plant, the second dedicated co-manufacturing facility in the Alliance.
- ◆ Chennai plant announces opening of a second line to double capacity to 400,000 vehicles per year and the launch of Renault Duster and Renault Scala.
- ◆ Renault begins production in Maubeuge, France, of Mercedes CITAN light commercial vehicle.
- ◆ Renault, Nissan and AVTOVAZ inaugurate the B0 Line in Togliatti, Russia - the first line to produce five models over three brands across the Alliance. Renault-Nissan acquires a majority stake in Alliance Rostec Auto BV, a joint venture with Russian Technologies which will control 74.5% of AVTOVAZ by 2014.
- ◆ Renault, Nissan and Renault Samsung Motors announce triple “win-win-win” in Korea, where Nissan will produce Nissan Rogue crossovers, Renault will strengthen a key export base and Asian hub, and RSM will increase productivity at Busan plant.

2013

- ◆ Renault-Nissan, Daimler and Ford partner on fuel-cell electric vehicle technology.
- ◆ Renault-Nissan Alliance posts record sales in 2012 for fourth straight year.
- ◆ Renault and Nissan announce that the next-generation Nissan Micra will be built at the Renault plant in Flins, France.



2012: Renault-Nissan acquires a majority stake in Alliance Rostec Auto BV, a joint venture with Russian Technologies which will control 74.5% of AVTOVAZ by 2014.
From left to right: Igor Komarov (AVTOVAZ), Serguei Tchemezov (Russian Technologies), Carlos Ghosn (Renault-Nissan Alliance), Ruben Vardanian (Troika Dialog Group).



blog.alliance-renault-nissan.com