



ELECTRIC VEHICLE

RENAULT, DRIVING THE ELECTRIC REVOLUTION

GILLES NORMAND
SENIOR VICE PRESIDENT,
ELECTRIC VEHICLE

ENVIRONMENTAL STAKES



Health

“Airpocalypse”

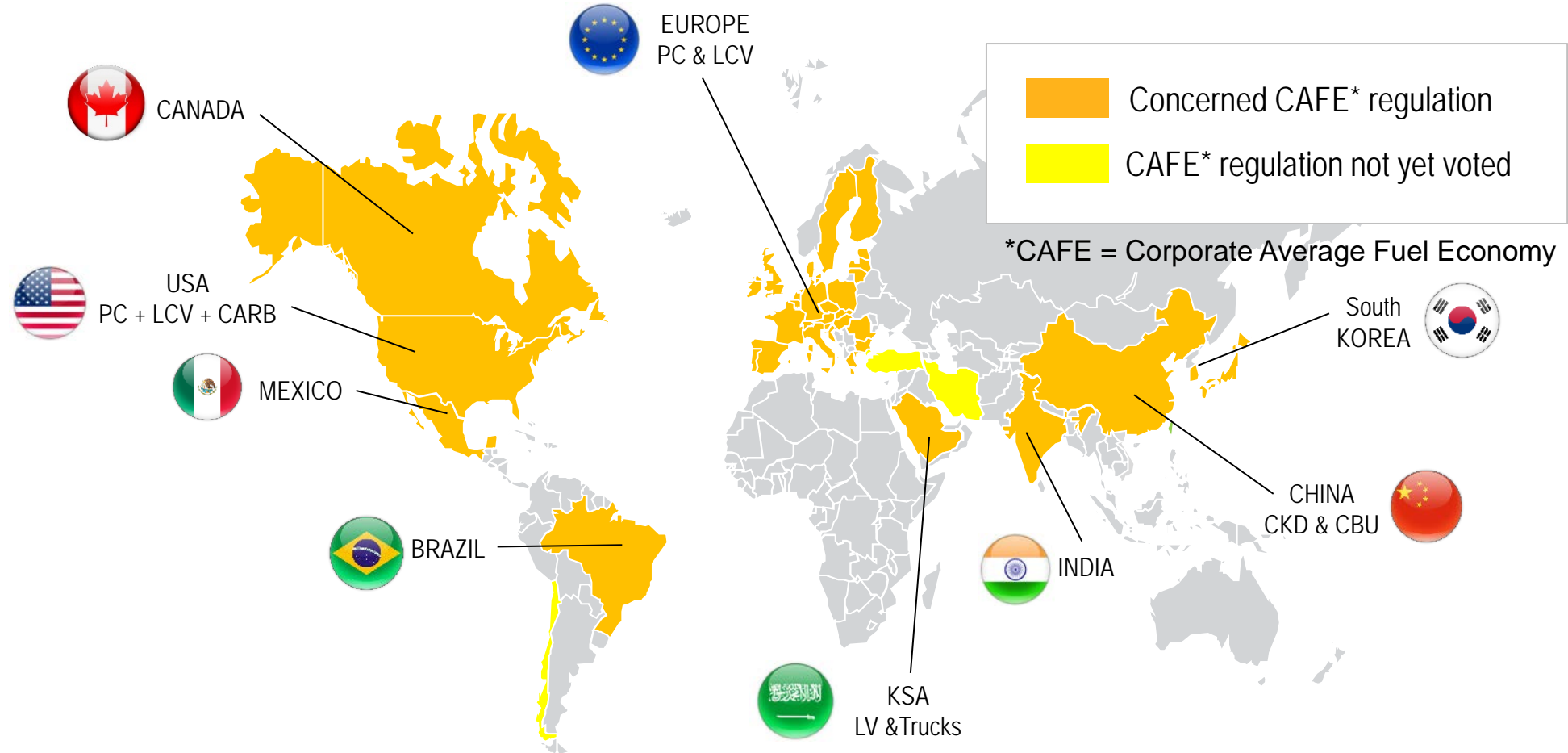


Climat

Limiting warming < 2°C

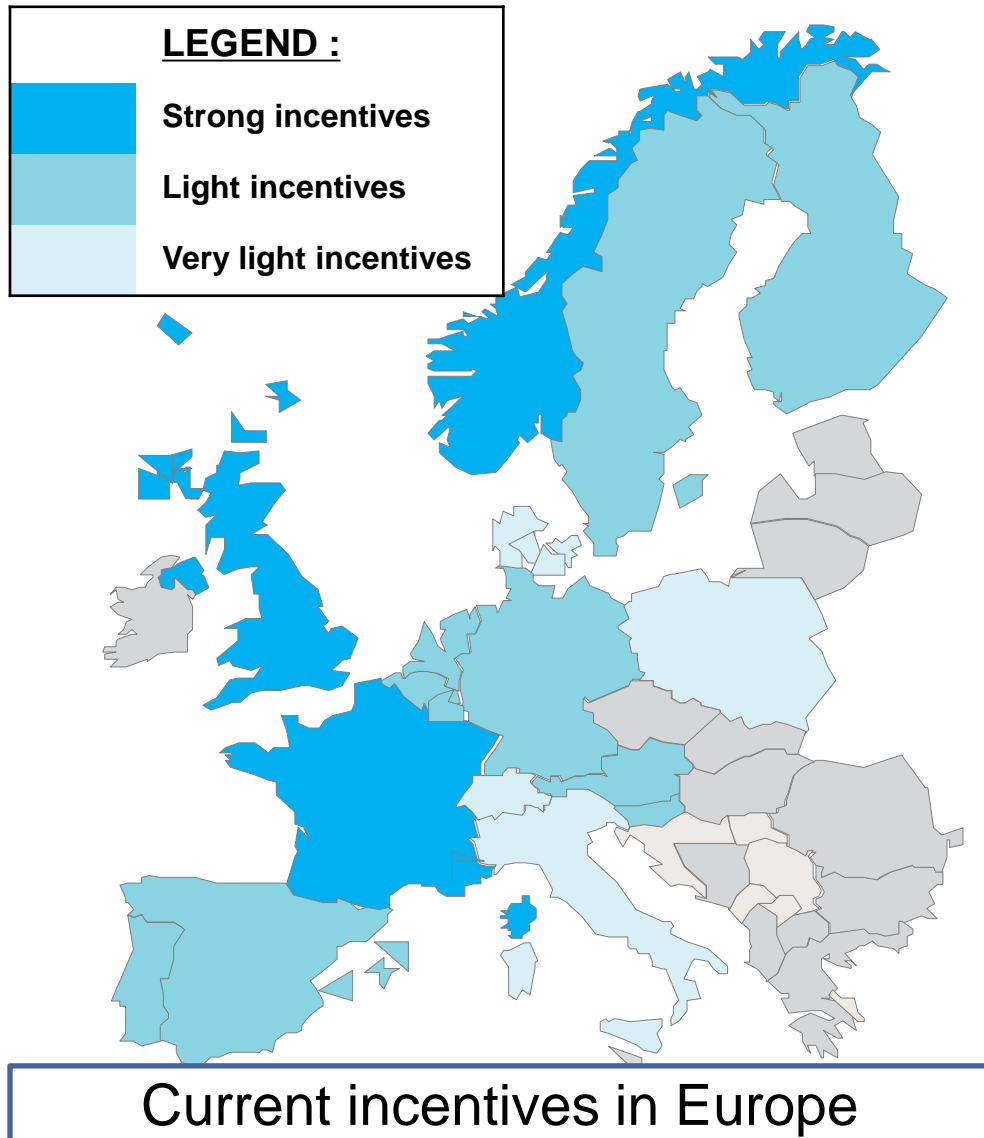


LEGISLATION





Countries under CAFE regulation = 83% PC TIV in 2016
With Iran, Turkey and Chile = 86 % PC TIV

INCENTIVES AND PUBLIC POLICIES



	GERMANY	Ban on sales of ICE vehicles under investigation → ICE car taxation
	NORWAY	Political consensus to impose non polluting vehicles by 2025
	UK	Sales of ICE vehicles banned by 2040
	FRANCE	Sales of ICE vehicles banned by 2040
	AUSTRIA	Envir. & Trans. Minister: budget of 72 M€ for 2017 & 2018 to promote electromobility

	INDIA	+ Government announcement: 100% electric vehicles by 2030 Massive investments annouced
	CHINA	Timetable for banning ICE vehicles under discussion « for a new future » Substantial national & local subsidies

8 YEARS OF EXPERIENCE TO BUILD A COMPETITIVE ADVANTAGE

FIRST MOVER WITH 4 MODELS



TECHNICAL EXCELLENCE

- 3 Formula-E championships



2014 - 2015
2015 - 2016
2016 - 2017

30,000
PEOPLE TRAINED



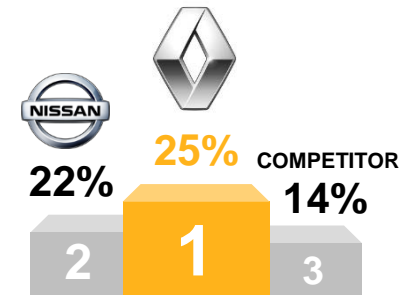
100%
TRAINED DEALERS

CUSTOMER SATISFACTION

- NEW ZOE: **400 km** NEDC autonomy
- **>90%** customer recommendations
- **>140K** customers

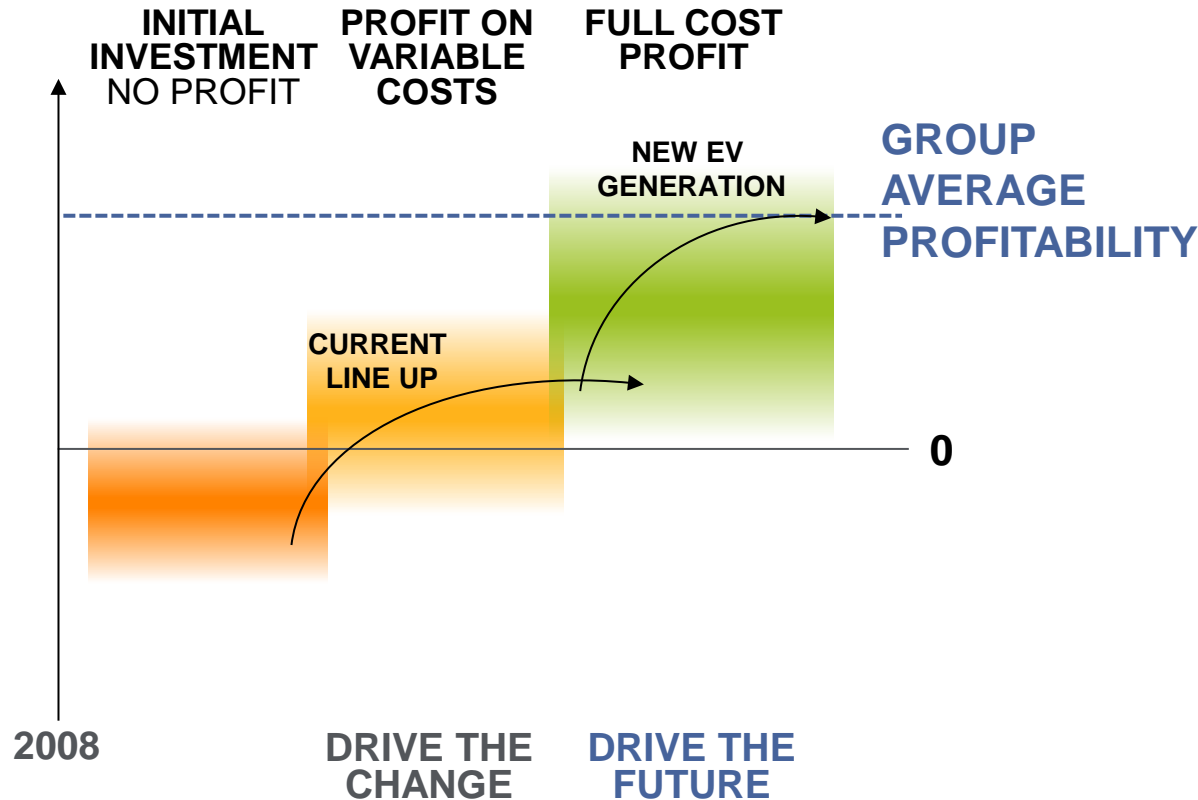


LEADER IN EUROPE



A ROBUST & PROFITABLE CORE BUSINESS BY 2022

THE OBJECTIVE



THE PLAN



EXPAND
OUR REACH



ACCELERATE
COST REDUCTION



LEADER
IN AFFORDABLE ELECTRIC MOBILITY



PROVIDE
EASY ELECTRIC LIFE



GENERATE VALUE
FROM ENERGY & MOBILITY SECTORS

EXPANDING OUR REACH



2016

4 Models
1 Best seller



1 Key market

2022

8 Models
2 Pillar models



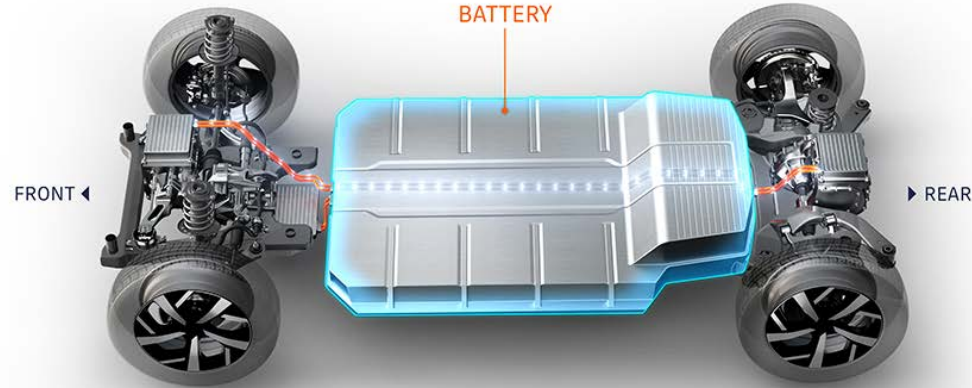
2 Key markets



Develop next
key markets

ACCELERATE COST REDUCTION

3D SCALABLE ALLIANCE PLATFORM



80% of volume based on Alliance platform

- **-40%** R&D entry ticket
- **-30%** production cost

COST BREAKTHROUGH



- Battery pack cost (€/kWh) **-30%**
- New E-motor generation **-20%**

PROVIDE EASY ELECTRIC LIFE

IMPROVED FEATURES



- One class above in **roominess**
- **Flat floor** lay-out (CMF-EV)
- **FOTA**
- **Autonomous Drive**, progressive introduction

NO MORE RANGE ANXIETY



- **Above 600 km NEDC**
- **≈ 400 km** real motorway range
- Recovery **>230 km NEDC** in **15 min**

GENERATE VALUE FROM ENERGY & MOBILITY SECTORS

INITIATIVES ALREADY ANNOUNCED

BATTERY SECOND LIFE



Connect clean energy
to grid and buildings
***High power charging station
with Connected Energy in Europe***

CARSHARING

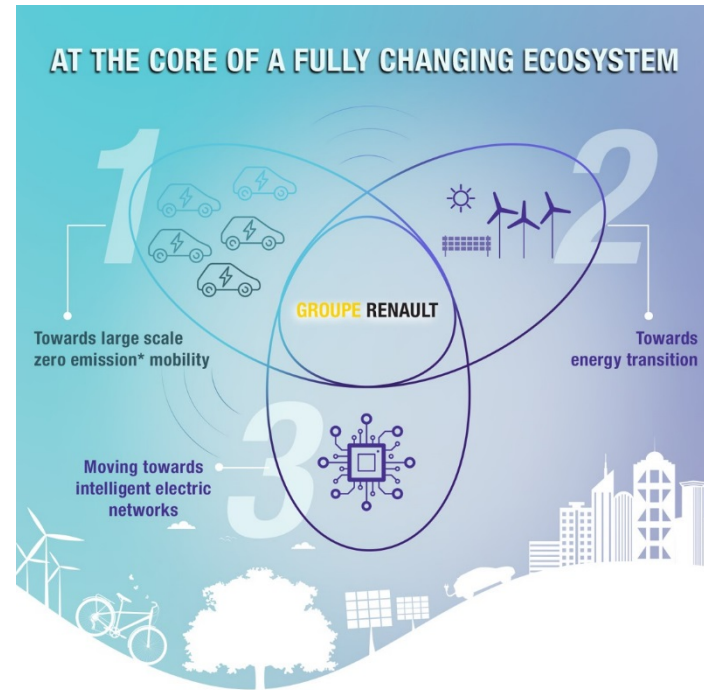


Engage in main cities
car-sharing projects
***500 ZOE with
Ferrovial in Madrid***

GENERATE VALUE FROM ENERGY & MOBILITY SECTORS

WE ALSO ANNOUNCED YESTERDAY

GROUPE RENAULT'S NEW SUBSIDIARY **RENAULT** ENERGY SERVICES



To favour the expansion of electric mobility
This new subsidiary will invest in the field of smart grids

GENERATE VALUE FROM ENERGY & MOBILITY SECTORS

AND TODAY WE ANNOUNCE!

SMART CHARGING



Pilot home charging to match electricity operators needs
25% stake in JEDLIX



ENERGY SAVINGS
AND SMART CHARGING BENEFITS

16:03
Tuesday, April 19
12,53 €
Already gained this month.
Congratulations!

Z.E. Smart Charge
RENAULT

Renault ZOE
Enter your Renault credentials here
65%

Smart Charging
On/Off:
Departure Times: 20:00
50% of your battery is charged directly
Last session you saved €0.00
Manage your charging cards

Smart Charging at home
Home address: [Map]
Energy Contract
Add Your Energy Contract
Savings
Current: Home €12.35, Public €10.41, Total €22.76
History: €12.60
REQUEST PAY OUT

CAR HOME MAP SETTINGS

Launch of **Renault Z.E. Smart Charge** Apps.



THANK YOU