



RENAULT CORPORATE SALES DIVISION:
THE GLOBAL AUTOMOBILE EXPERTS.

RENAULT
CORPORATE SALES DIVISION



RENAULT CORPORATE SALES DIVISION: THE GLOBAL AUTOMOBILE EXPERTS

WITH ITS STREAMLINED GLOBAL STRUCTURE AND DENSE WORLDWIDE SALES NETWORK, RENAULT IS THE IDEAL PARTNER FOR INTERNATIONAL FLEET MANAGEMENT.



EDITORIAL

Three reasons to choose Renault

Finding just the right company to manage your corporate fleet can be a challenge. A great many reasons for choosing Renault can be found in this brochure, but there are three I would like to point out in particular. First, Renault Corporate Sales' global reach allows us to fully support our clients in their own international development. Second, Renault's vehicle range is highly competitive, not only in terms of price and total cost of ownership (TCO), but also with regard to CO₂ emissions. Our cars can help reduce your carbon footprint. Finally, we offer exceptional services along with our vehicles, whether for financing, custom contracts, warranty extension... When you opt for Renault, you are choosing worry-free mobility. For all these reasons, Renault ranks among the top three in fleet management in Europe, and is the market leader in France.

I invite you to discover here all that Renault Corporate Sales has to offer: our organisation and network, our vehicle range and added services, our TCO and our commitment to quality, security and the environment – everything that makes us an ideal partner for your fleet.

Uwe Hochgeschurtz

Director, Renault Corporate Sales Division

A RELIABLE FLEET MANAGEMENT PARTNER

The Renault Corporate Sales Division has created a dedicated structure to serve our international clients. Enjoy the simplicity of a single global contact, a single contract, and local implementation expertise, whatever your automobile needs, all around the world.

Since 1999, we have developed the expertise and best practices to provide high quality advisory services to our corporate clients. Over 100 leading companies around the world already trust Renault to implement their international car policies.

Our structure is ideally suited to serving our large international clients:

- 8 International Key Accounts Managers (**IKAMs**) at **international** level
- Over 70 Key Account Managers (**KAMs**) at **national** level
- **Fleet teams** in the Renault network at **local** level.

Clients reap the positive economic benefit and simplicity of global one-stop negotiation, while the Key Account Managers work directly with your subsidiaries and all major leasing

companies to ensure that national market contexts, cultures and requirements are understood and respected. Renault's International Global Offer Coordination secures effective implementation of your single international corporate car policy, thereby contributing to reducing overall Total Cost of Ownership.

In addition to regular monitoring of contracts at national level, Renault Corporate Sales proposes international Corporate Business reviews to update you on new product availability, conduct performance benchmarking with regard to the competition, and address any implementation concerns.

Corporate clients receive consistent VIP treatment, beginning with preferential contact at every level – international, national and local – and exclusive invitations to special events. Client consultation during the product development phase helps us adapt future models to your evolving needs.

The Corporate Sales Division pilots other, related activities for Renault, including long-term leasing, short-term rentals, previously-owned vehicles, residual value monitoring, and support for the creation of Fleet Sales Divisions in new countries.

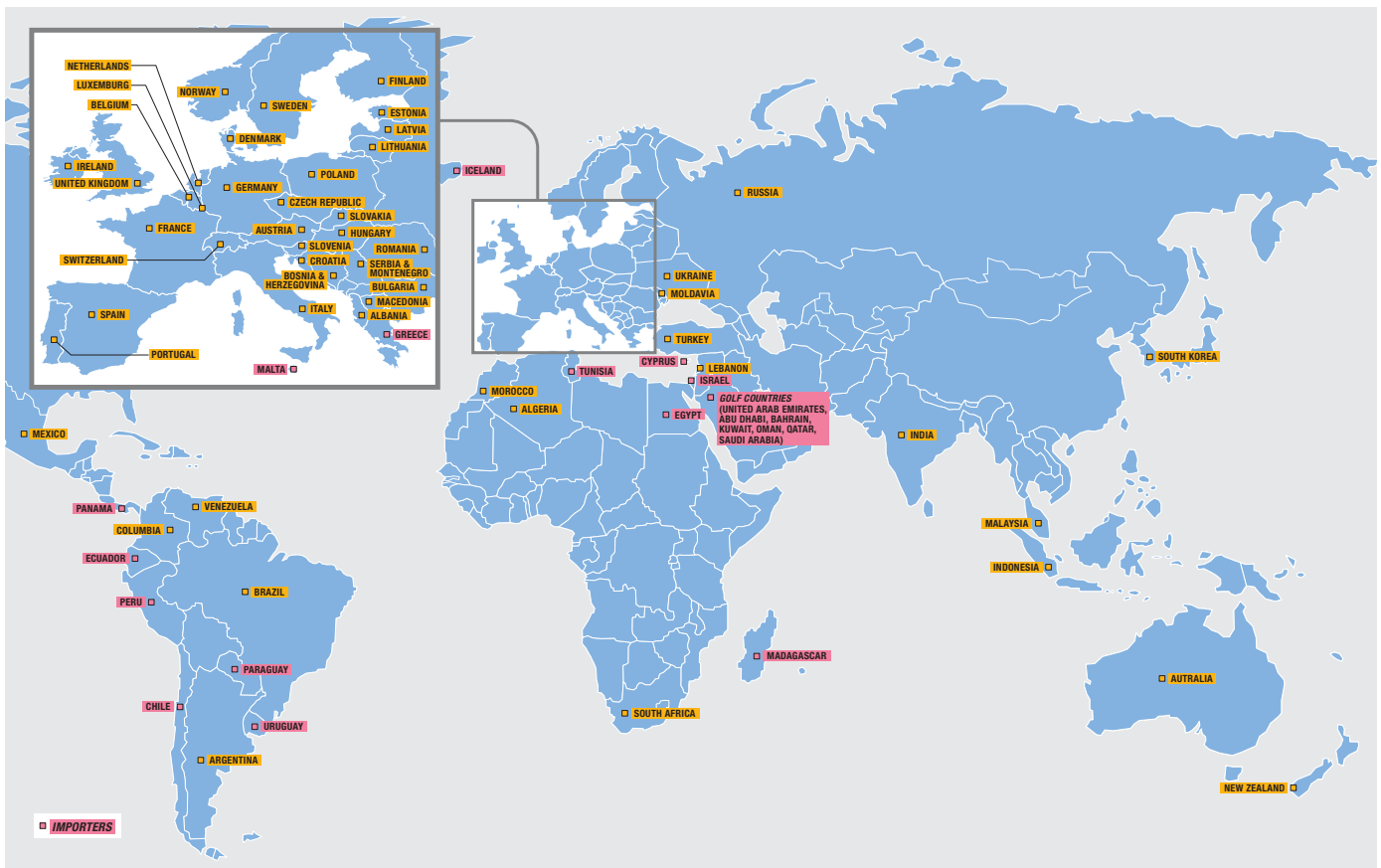
THE RENAULT PARTNERSHIP ADVANTAGES

- Global one-stop contract negotiation
- A dedicated structure for corporate clients, with preferred contact at every level
- Local networks plugged into local market conditions and requirements
- The flexibility to easily extend contracts to new countries and new vehicles

Your International Key Account Contact:

CorporateSales@renault.com - Tel: +33 1 76 84 74 91





AN EXTENSIVE GLOBAL NETWORK

Renault's international network has worldwide coverage, and is devoted to offering expert advice and quality local service to our customers. The density and capillary reach of our worldwide presence provide unparalleled advantage in formulating and implementing the global solutions needed by our international corporate clients. Each of our existing dealer-

ships includes sales agents specialized in serving the business sector. This structure is ideally suited to help Renault:

- define and manage your international fleet needs,
- implement servicing contracts for vehicles which will be on the roads and requiring maintenance across international borders,

- respond effectively to international tenders. The Renault network reaches well beyond our 11,000 European dealerships to include locations in the Middle East, Asia, Africa and South America. The creation of dedicated corporate fleet structures is currently under consideration, for example in Australia, India and South Korea.

THE RENAULT BUSINESS CENTER NETWORK

To meet the needs of its business clients around the world – from artisans and small local businesses to national and international corporate fleets – Renault has created a network of specialized dealers, the Renault Business Centers, numbering over 700 locations in Europe and abroad. In addition to the regular amenities offered by Renault dealerships and sales offices, the Business Centers provide the following specific added-value services to fleet customers:

- dedicated showroom space for light commercial vehicles and body conversion options,
- a fleet of replacement and test-drive vehicles,
- specific signage and expanded service and maintenance hours, with walk-in service available,
- highly trained and skilled personnel, with both sales representatives and mechanics specialized in Renault's full range of LCVs.

Renault Business Centers are dedicated to providing the tailor-made solutions expected by our business customers, whatever the size and international reach of their fleet.



VEHICLES FOR EVERY NEED

RENAULT OFFERS A BROAD RANGE OF VEHICLES TO BUILD YOUR CORPORATE FLEET, AND A VARIETY OF CUSTOMIZATION OPTIONS TO MEET ANY REQUIREMENT YOU MAY HAVE.

PASSENGER CARS

From fleet vehicles for sales teams, such as Clio and Mégane, to management cars (Espace, Vel Satis), and with the full portfolio of options offered by Renault, our family of passenger cars can meet every professional fleet need, whatever the local or individual driver preferences.



Twingo



Clio Campus



Thalia/Symbol/Classic



Clio 5-door



Clio Estate



Modus



Grand Modus



New Mégane Sedan



New Mégane Hatch



Mégane Sedan 4-door



Mégane Coupé-Cabriolet



Mégane Estate



Scénic



Grand Scénic



Koleos



Laguna



Laguna Estate



Laguna Coupé



Vel Satis



Espace



Grand Espace



Kangoo



Traffic Passenger & Generation



LIGHT COMMERCIAL VEHICLES

Renault leads the LCV market in Western Europe with a product range (Kangoo, Trafic, Master, Master Propulsion) that is perfectly suited to the requirements of our business clients. We also offer specific customization of all our commercial vehicles (see box), as well as two-seat Twingo, Clio and Mégane “company cars” in certain countries, making us the ideal partner for building up your fleet.



Kangoo Express



Trafic Van



Master Propulsion



Master Van



SPECIAL-PURPOSE AND CUSTOMIZED VEHICLES

Renault can provide business customers with special-purpose and customized vehicles based on the Kangoo, Trafic and Master models, or on occasion derived from passenger cars. From transport of persons or animals to refrigerated vehicles, to meeting specialized needs in the construction or medical sectors – Renault will help you customize your fleet to your precise requirements.

Renault’s long experience in vehicle adaptations has allowed us to build long-term relationships with reliable and skilled independent bodywork specialists for every type of conversion. We can rely on this network to meet the specific requirements of each business, while always complying with manufacturer recommendations concerning reliability and safety.

A FULL SERVICE OFFER TO OPTIMIZE YOUR FLEET

Renault Corporate Sales offers more than just an outstanding vehicle range. Begin with our complete financing palette, including long-term rental and leasing solutions, and choose from additional services such as warranty extension, fleet management, custom maintenance contracts, roadside assistance and insurance packages. Together, we can create the global solutions that optimize your costs and productivity.

AN ELECTRIC VEHICLE FOR THE RANGE

At the end of 2007, Renault President Carlos Ghosn announced the Renault-Nissan Alliance “zero emissions” goal. One of the preferred solutions is mass marketing of 100% electric vehicles, which show the greatest “green” potential. They produce zero emissions (both CO₂ and particulates), and are much quieter than conventional engines.

Renault will market its first electric cars beginning in 2011, with initial launches in Israel and Denmark. Other markets, such as Portugal, could follow.



LOWERING COSTS, ENHANCING QUALITY

RENAULT HAS DEVELOPED A VARIETY OF CROSS-FUNCTIONAL STRATEGIES TARGETING TOTAL COST OF OWNERSHIP (TCO), FROM VEHICLE CONCEPTION AND DESIGN ALL THE WAY THROUGH TO DISTRIBUTION.

Renault is actively committed to decreasing our clients' TCO, while still constantly improving service quality. Optimization of overall automobile costs, including operation and maintenance, taxes and resale value, is taken into account at all stages of project design and validation. A TCO Department attached to Marketing is charged with positioning our products against competitors, and examining cost issues in new product development. "TCO pilots" challenge our engineering teams to make sure that each new automobile outperforms the one before.

Lowering fuel consumption directly reduces vehicle operating costs, as well as decreasing CO₂ emissions, which results in lower taxes. Renault constantly works to improve fuel efficiency through a variety of channels, including aerodynamic structure, engine technology, vehicle weight, tire performance and road adherence.

Lifetime vehicle maintenance costs are another consideration. For example, beginning in 2009 on Renault's full range of New Model engines, intervals between

oil changes are slated to take place only every 30,000 km or two years. Improving the lifespan of spare parts (engine belts, air filters) also leads to considerable cost reductions.

And finally, Renault's personalized service includes customizing contracts to maximize cost savings. Options such as vehicle selection, fleet renewal cycle and engine types are carefully examined with the clients and leasing companies, with a view to reducing total lifetime fleet costs.

THE RENAULT QUALITY COMMITMENT

QUALITY IS ONE OF RENAULT'S KEY BUSINESS VALUES, AND IS EXPRESSED IN THE POLICIES GOVERNING OUR ACTIVITY, FROM VEHICLE DEVELOPMENT TO QUALITY GUARANTEES.

Renault Excellence Plan (PER)

Following on from the Renault Quality Plan 2005, the Renault Excellence Plan brings quality into the heart of the design and production process, both upstream and down, taking into account the complete product life cycle.

Top 3 Quality

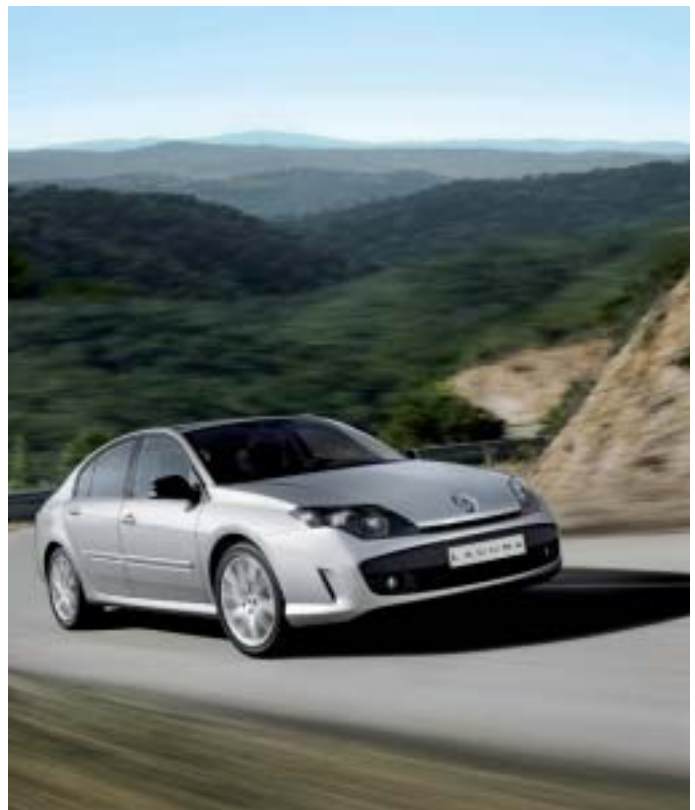
Renault's aim to position Laguna among the top three models in its category for both product and service quality, has ushered in a new approach to quality-driven design and production. Over 130 specific initiatives were implemented, including for example doubling of test drive distances and extreme conditions testing.

The policy's success is already apparent, with New Laguna earning Top 3 ranking in two major European countries, according to an independent survey. We now intend to extend this "Top 3" challenge to every new vehicle that we bring to market, beginning with New Mégane, whose performance according to internal indicators already promises to best that of Laguna.

Renault Premium Range Warranty

Renault's commitment to manufacturing ever more reliable vehicles is reflected in its recent warranty extension to three years or 150,000 km on the entire Premium range (Koléos, Laguna, Espace, Vel Satis). This policy is a clear indication of our confidence in the quality of our products.

3
YEARS
150 000 km
WARRANTY



A TOTAL SAFETY APPROACH

RENAULT'S PROACTIVE ROAD SAFETY IMPROVEMENT POLICY SEEKS TO ANTICIPATE ALL TYPES OF RISK FACTORS, AND BUILDS PREVENTION RIGHT INTO CAR DESIGN.

Road accidents represent a considerable cost for businesses, in both human and financial terms, and Renault has long taken seriously our crucial role in preventing these hazards. Our "real safety" approach examines all potential risks, from technical issues, human error, or road conditions, and develops technology to counter them: from automated anti-skid response systems, to passenger restraints which auto-calibrate to force of

impact, Renault applies state-of-the-art solutions in pursuit of total road safety. With proven results: eleven Renault models have achieved the maximum 5-star ratings in the benchmark European EuroNCAP crash tests: Clío III, Scénic II, Koleos, New Laguna, Espace IV, Vel Satis and New Mégane hatch which is the safest car in any category, with a score of 37 points out of 37⁽¹⁾.

⁽¹⁾Score obtained in Adult Occupant rating.

AWARENESS POLICY

Renault has had an employee road safety policy for 40 years, focused on the two key areas of awareness (through e-learning, games, forums on specific topics, simulators, etc.) and specific training offered to any employee desiring a course in road safety. This expertise developed in-house is also offered to our corporate clients, to assist them in improving their road safety record.



PREVENTION

Enable the driver to anticipate hazards and concentrate on driving. These are features such as the seatbelt reminder, automatic tire pressure monitoring system, automatic headlamps and windscreen wipers, and speed limiter.



CORRECTION

Assist the driver in difficult conditions or emergency situations and help him/her avoid an accident. Features such as braking assistance and stability control.



PROTECTION

In the event of a crash, minimize the impact on the driver and passengers, both front and rear. Features such as double airbags, double impact sensors, seatbelt load limiters and a reinforced structure with crumple zones.



AWARENESS

In addition to technical aspects, work on the human factor is crucial to road safety. Training and awareness-raising programs for Renault employees, young drivers and partner companies.

ENVIRONMENT: LEAVING SMALLER FOOTPRINTS

RENAULT IS COMMITTED TO HELPING OUR CLIENTS REDUCE THEIR CARBON FOOTPRINT, PARTICULARLY WITH THE RENAULT ECO² LABEL.

RENAULT
eco²

=



MANUFACTURING
Vehicle manufactured at plant certified to ISO 14001

+



EMISSIONS
Vehicle with CO₂ emissions below 140g per km, or biofuel-compatible

+



RECYCLING
Vehicle materials 95% recoverable at the end-of-life, and at least 5% of plastics used are made from recycled materials

• A life cycle approach

Renault's ambitious environmental policy takes into account the entire vehicle life cycle. From raw material extraction through eco-design, production, and disposal, our engineers constantly strive for the best possible environmental solutions.

• Solutions for today and tomorrow

Meeting today's demand for more environmentally friendly fleets is achieved through fuel efficiency measures such as improved engine design and aero-

dynamics. For future solutions to this challenge, such as the electric car, innovative engine technology remains our most effective weapon, and a major focus of the Renault-Nissan Alliance.

• Partnering for sustainable development

Renault works to assess our clients' vehicle needs and minimize the environmental impact of their fleets. Specific services, such as eco-driving training or carbon footprint assessment, can also serve them in implementing their own "green" policies.



(www.renault.com)

