

DESIGNING OUR FUTURE



Results
2015

Outlook
2016

AGENDA

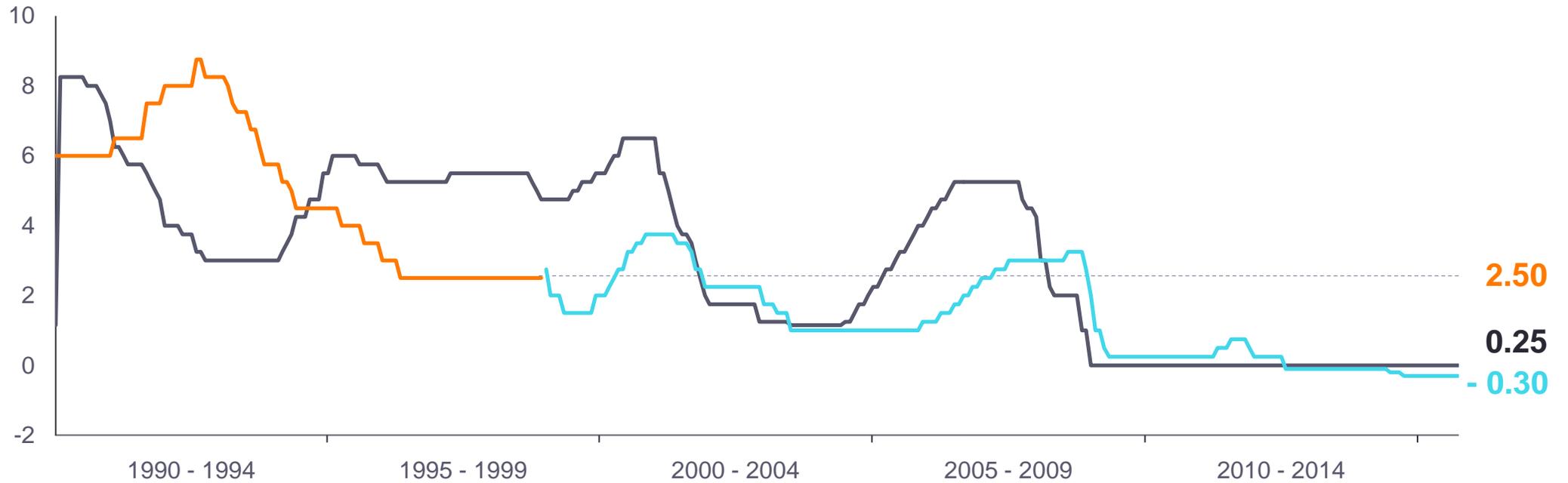
- ① **CONTEXT**
- ② **2015 RESULTS**
- ③ **2016 OUTLOOK**
- ④ **QUESTIONS / ANSWERS**



CONTEXT

HISTORICALLY LOW INTEREST RATES

Central Bank Rates
(%)



Source: Bloomberg

— Federal Funds Target Rate - Lower Bound

— Buba Discount Rate up to Dec. 1998

— ECB Deposit Facility Rate

HISTORICALLY LOW OIL PRICE

Oil Price
(In constant dollars)



Source: Bloomberg

EMERGING COUNTRIES VOLATILITY

5 years CDS evolution
(100 Basis vs USD)



Source: Bloomberg

— Brazil — Russia — Turkey — India — China



2015 RESULTS

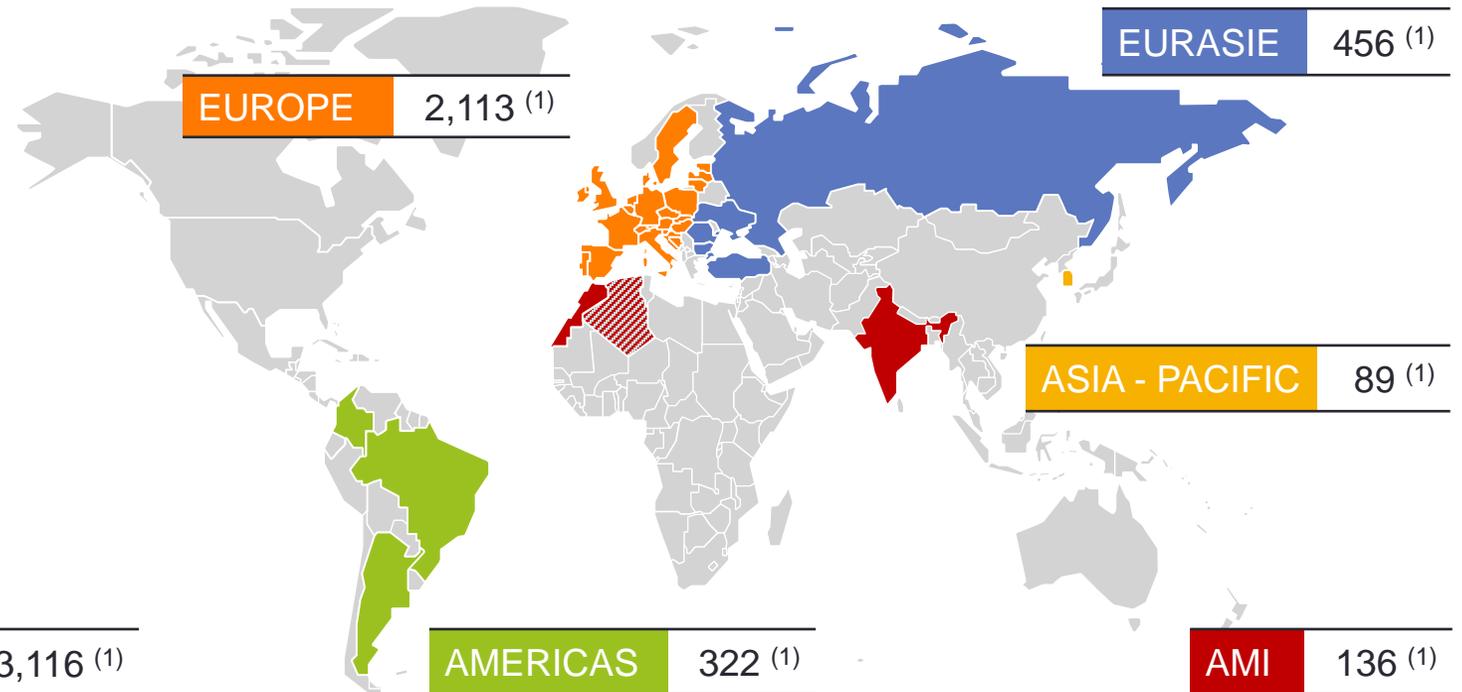


2015 RESULTS COMMERCIAL RESULTS

CONTRASTED CAR MARKET EVOLUTIONS

2015 vs 2014 Variations

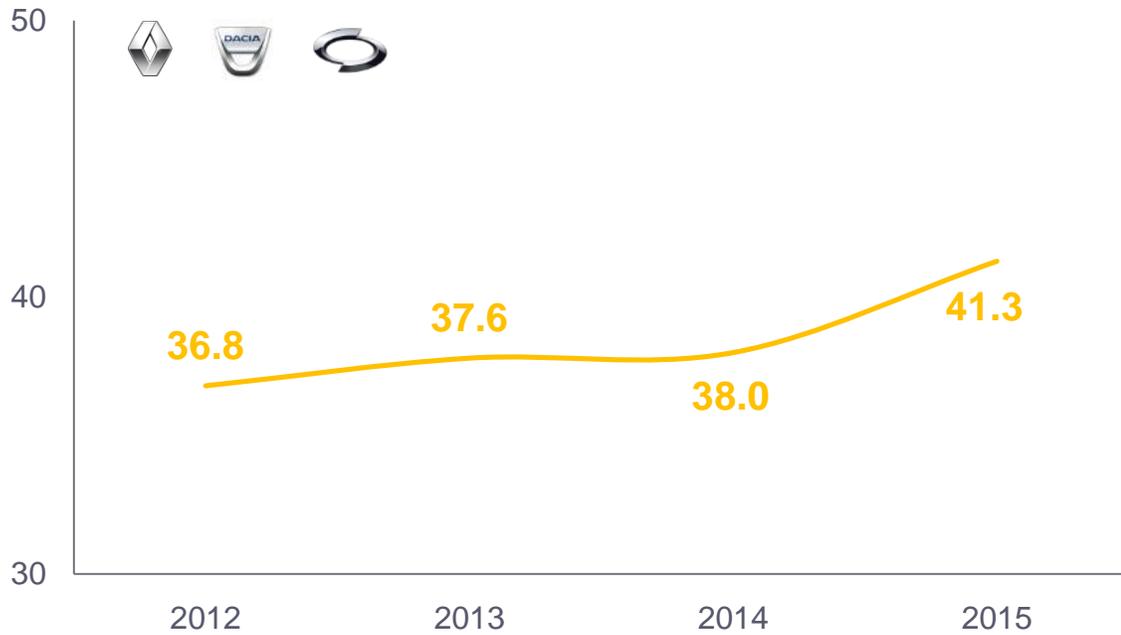
	TIV ⁽²⁾	Registrations ⁽³⁾
RCI PERIMETER	- 0.1 %	+ 2.0 %
EUROPE	+ 9.5 %	+ 11.4 %
EURASIA	- 19.5 %	- 16.7 %
AMI	+ 8.1 %	+ 11.5 %
AMERICAS	- 22.0 %	- 18.3 %
ASIA-PACIFIC	+ 10.5 %	+ 1.8 %
RCI PERIMETER ALLIANCE VOLUMES	3,116 ⁽¹⁾	



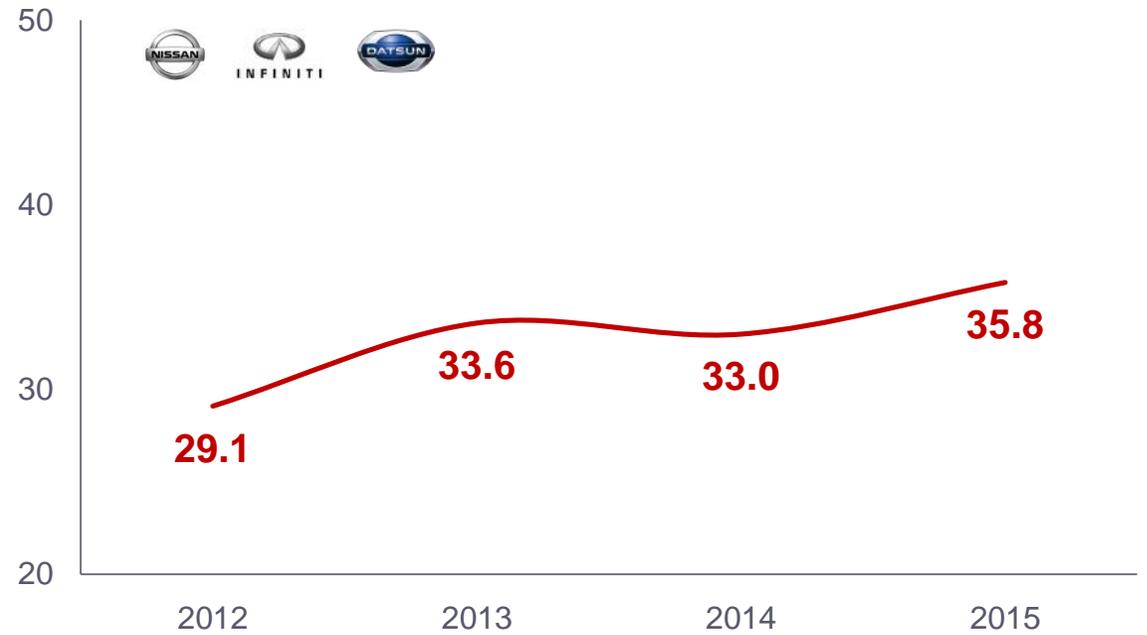
⁽¹⁾ Volumes of Alliance registrations, including India in 2015.
⁽²⁾ Variations of PC+LCV TIV on RCI perimeter, excluding India.
⁽³⁾ Variations of Alliance registrations on RCI perimeter, excluding India.

HIGH PENETRATION RATE ON ALL BRANDS

Penetration Rate excluding E.A.C
(%)



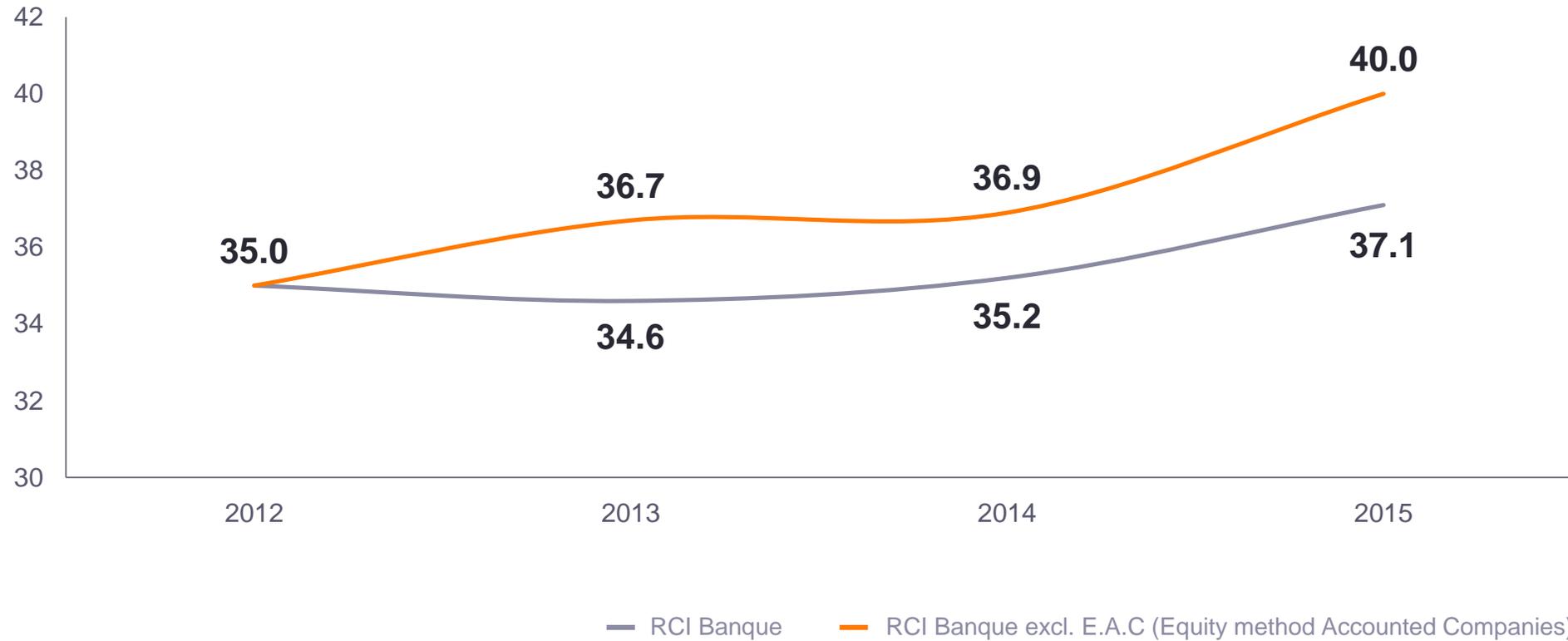
Penetration Rate excluding E.A.C
(%)



*Penetration Rate: number of new vehicles financing contracts / number of new vehicles registrations
E.A.C (Equity method Accounted Companies) Turkey, Russia, India.*

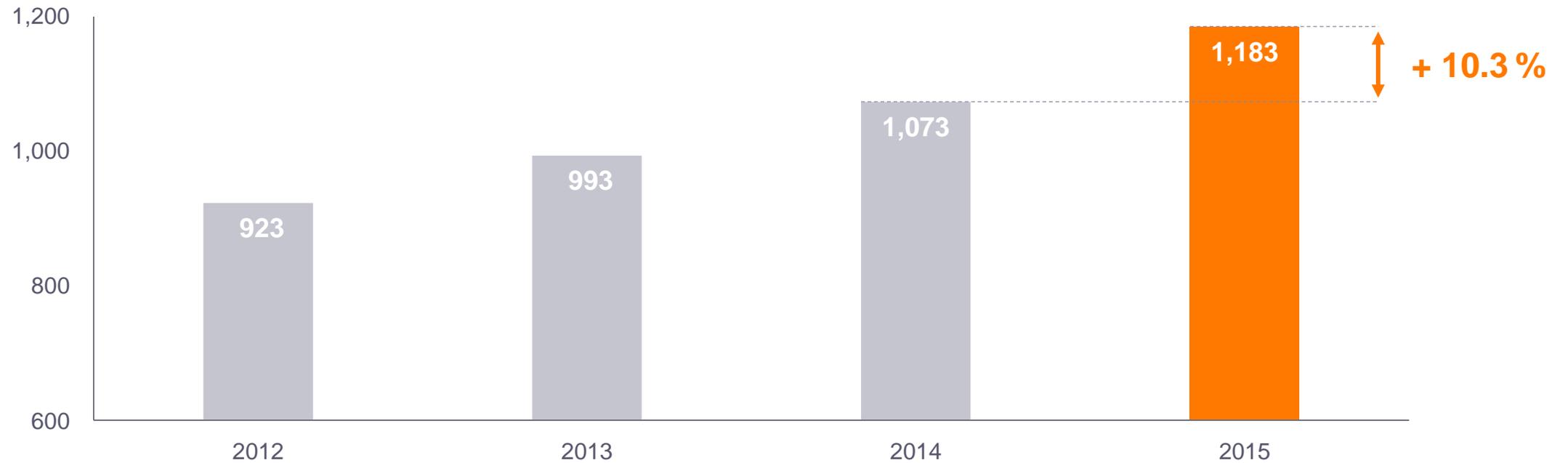
RISE OF ALL BRANDS PENETRATION RATE

Penetration Rate (%)



STRONG INCREASE OF NEW VEHICLE FINANCING CONTRACTS

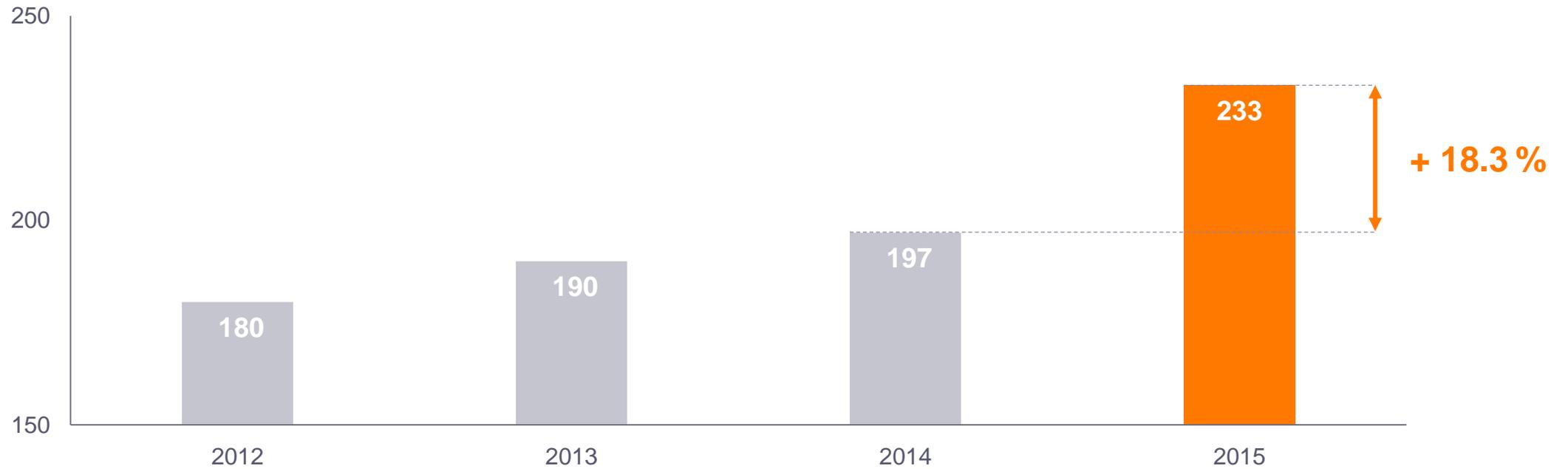
N.V Financing Contracts*
(In thousand units)



* Including volumes of non-consolidated countries.

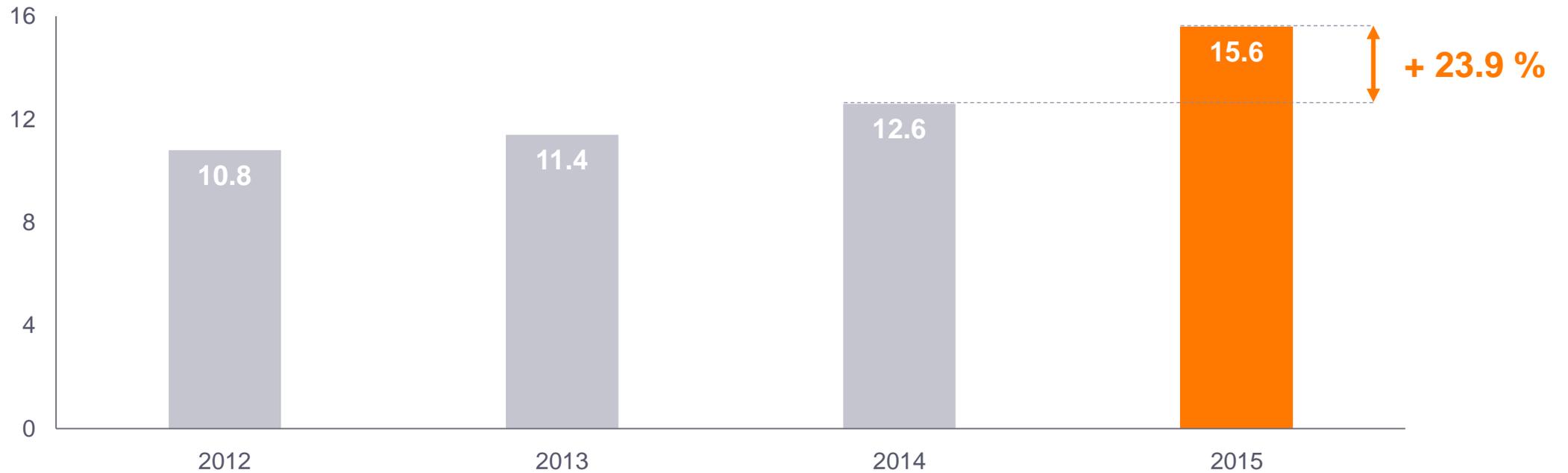
USED CAR FINANCING CONTRACTS GROWTH

Used Car Financing Contracts
(In thousand units)



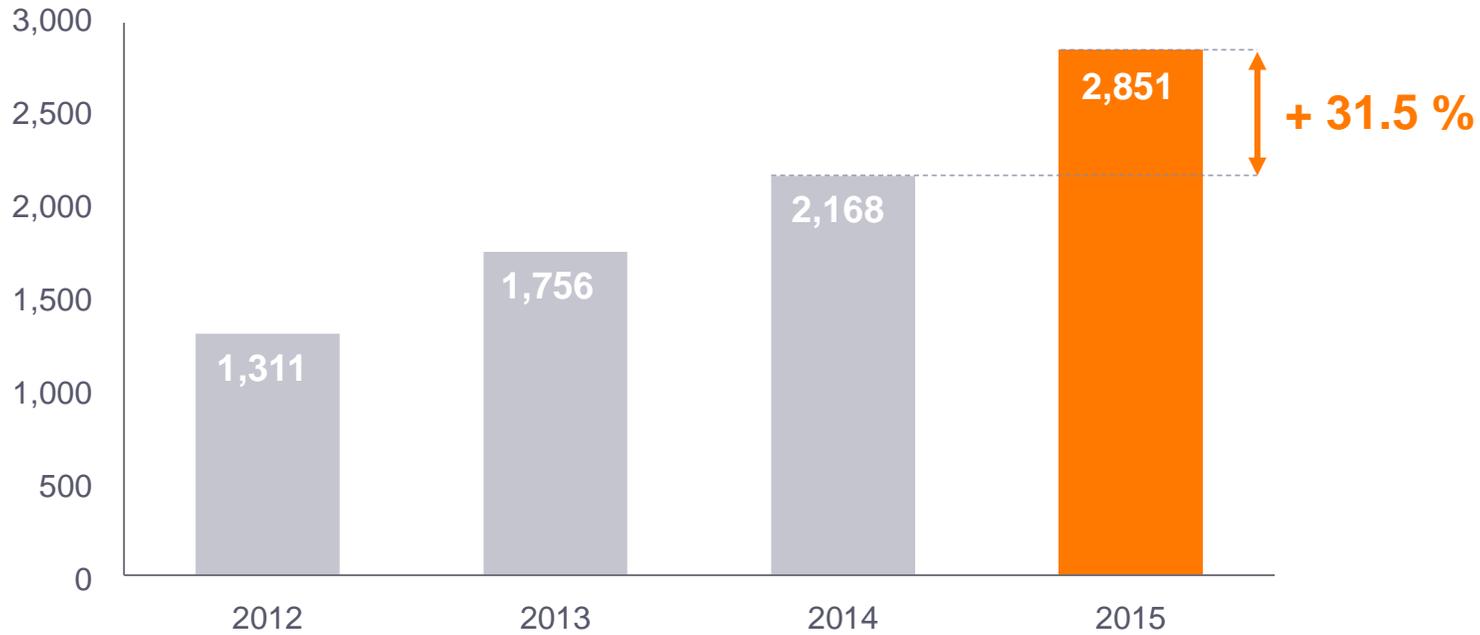
NEW RECORD LEVEL OF PRODUCTION

New Financings (In billion euros)

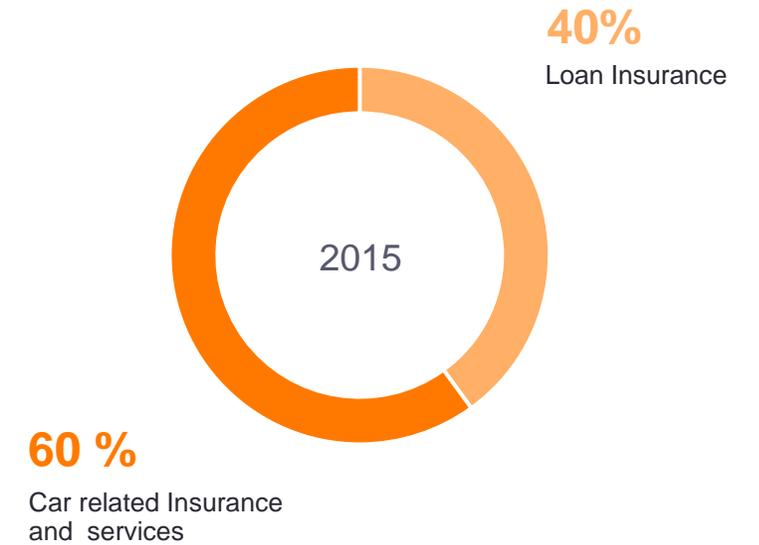


SPEED UP ON SERVICES CONFIRMED

Services Contracts
(In thousand units)



Mix of Services
(In % of total Services)



DEPOSITS COLLECTED AMOUNT REACHES 32 % OF NET OUTSTANDINGS

	2012 At end	2013 At end	2014 At end	2015 At end
Countries	1	2	3	4
Number of customers	22,500	134,000	193,000	266,000
Deposits collected amount (in billion euros)	0.8	4.3	6.5	10.2
% of net outstandings	3 %	17 %	23 %	32 %

SAVINGS BUSINESS UP AND RUNNING IN 4 COUNTRIES

	Deposits collected amount at end of December	Number of customers
 FRANCE	1,307	50,400
 GERMANY	7,048	173,800
 AUSTRIA	605	14,000
 UK	1,271	27,600
RCI Group	10,231	265,800

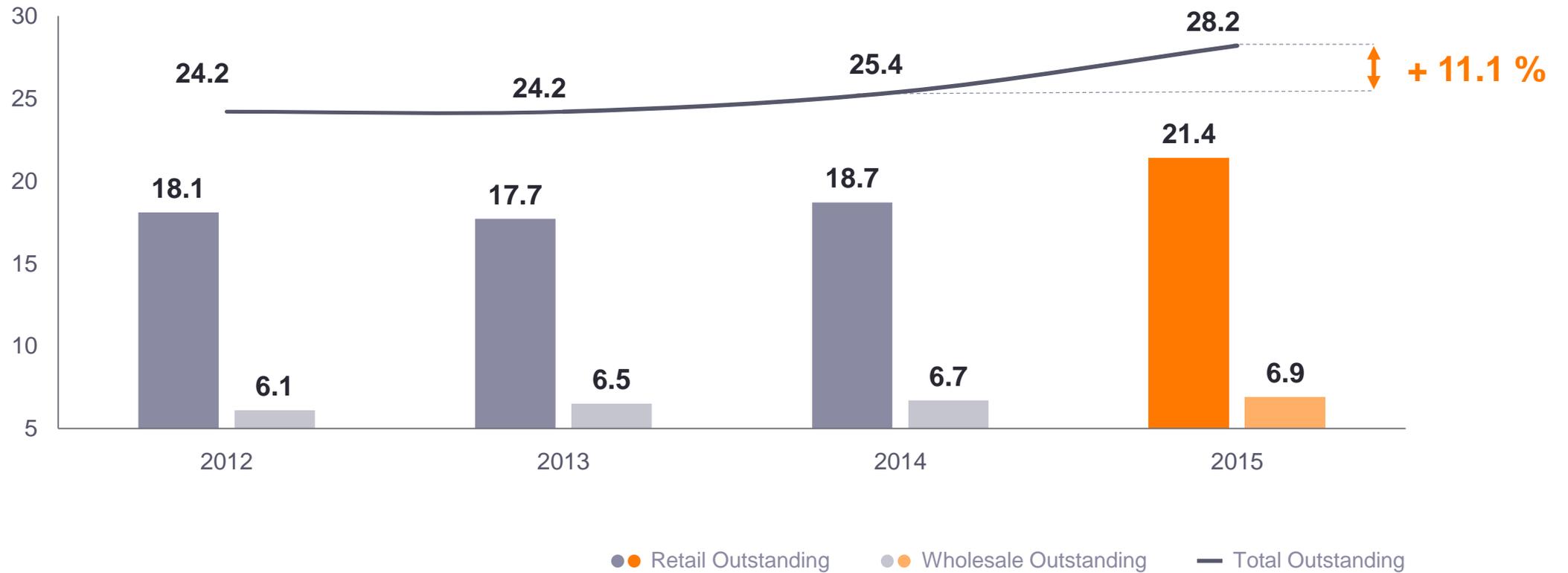


2015 RESULTS

FINANCIAL RESULTS

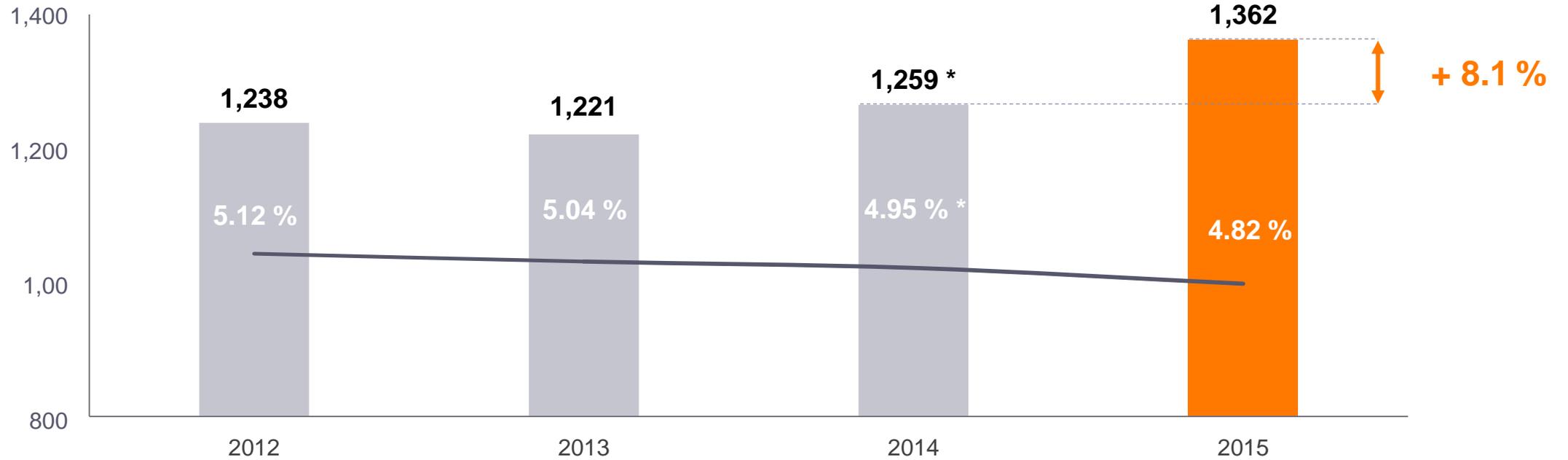
GROWTH OF AVERAGE PERFORMING OUTSTANDING

(In billion euros)



NET BANKING INCOME REMAINING AT A HIGH LEVEL

Net Banking Income
(In million euros)

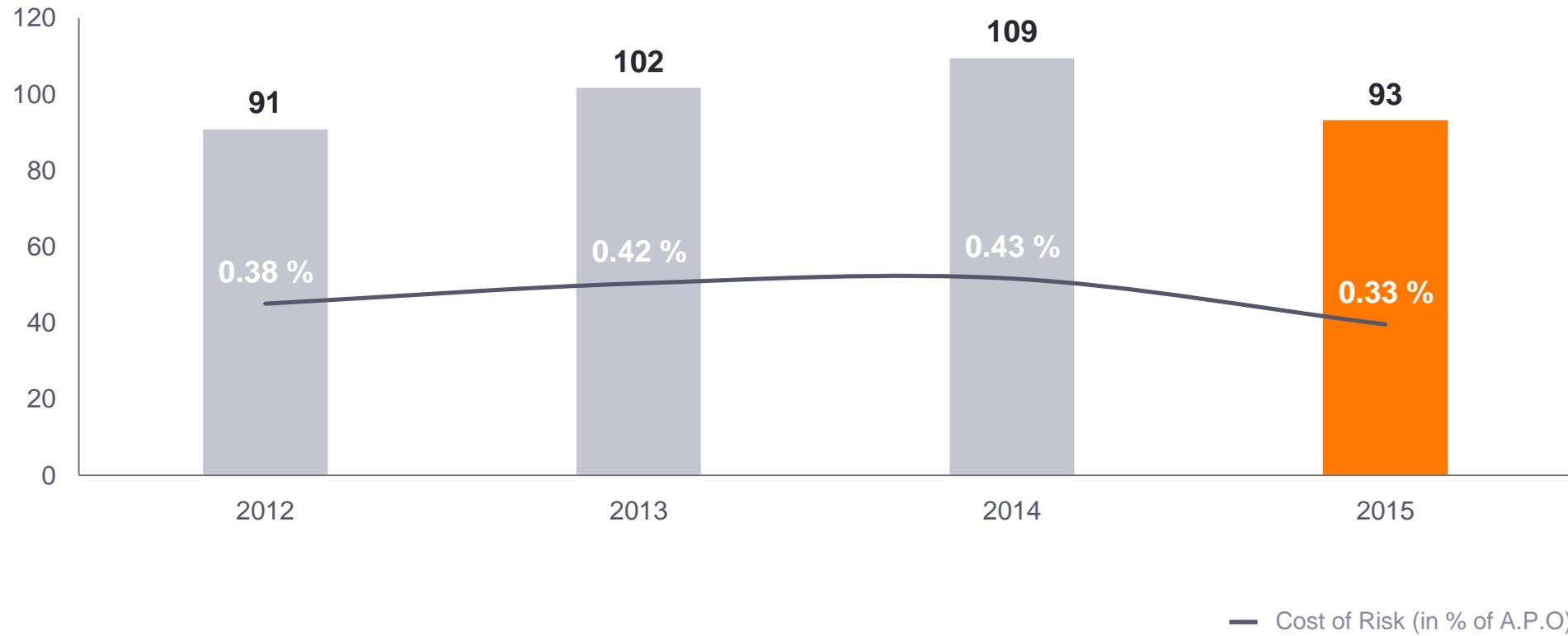


* Figures excluding Non Recurring Items.
N.B.I 2014 at 1,204 million euros and at 4.74 % of A.P.O including Non Recurring Items.

— Net Banking Income (in % of A.P.O)

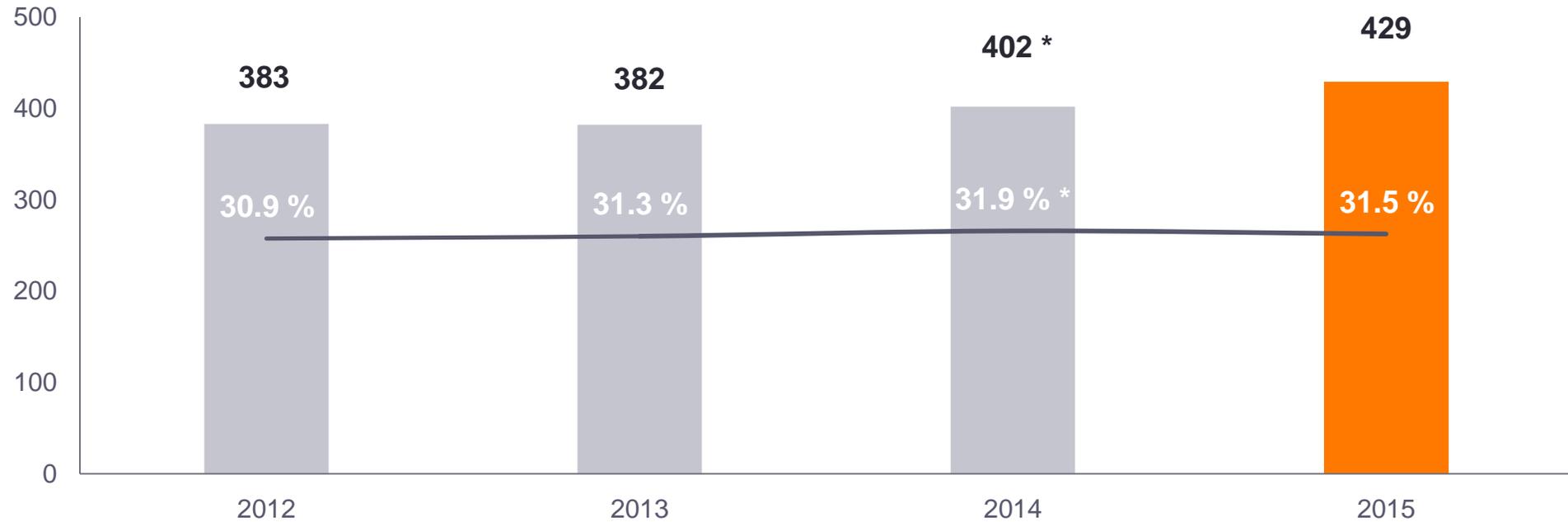
COMMERCIAL GROWTH DRIVEN BY COST OF RISK UNDER CONTROL

Cost of Risk
(In million euros)



PROFITABILITY DRIVEN BY OPERATING COSTS UNDER CONTROL

Operating Costs
(In million euros)

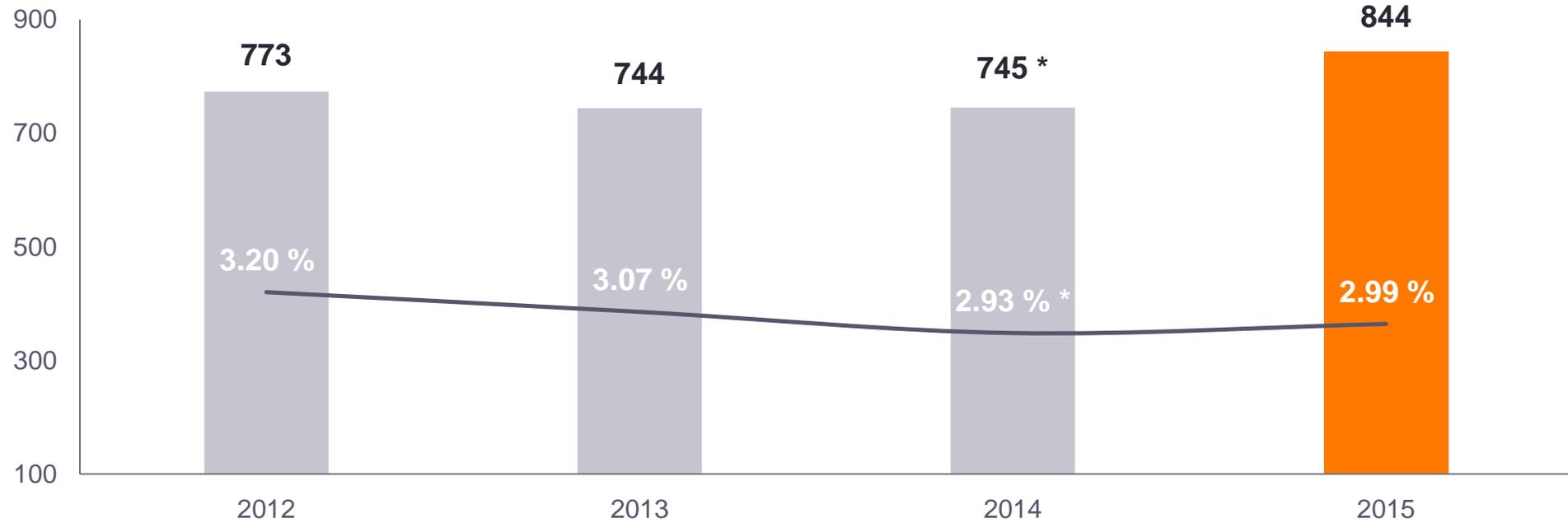


* Figures excluding Non Recurring Items.
2014 Operating Costs at 422 millions euros and Cost Income Ratio at 35.1 % including Non Recurring Items.

— Cost Income Ratio (%)

HIGH LEVEL OF PROFITABILITY

Profit Before Tax (P.B.T)
(In million euros)

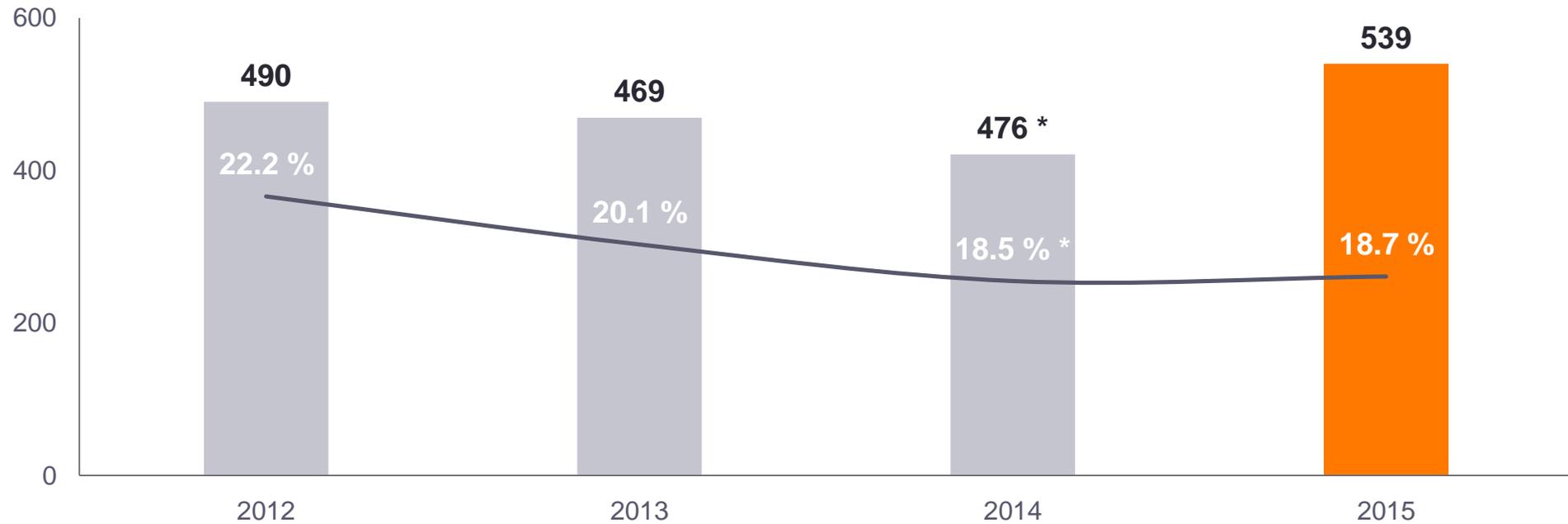


* Figures excluding Non Recurring Items.
2014 Profit Before Tax at 668 millions euros and at 2.63 % of A.P.O including Non Recurring Items.

— P.B.T (in % of A.P.O)

R.O.E REACHING TARGET

Net Result
(In million euros)



* Figures excluding Non Recurring Items. Net Result at 417 millions euros and R.O.E 2014 at 16.4 % including Non Recurring Items.

— R.O.E

STRONG GROWTH IN 2015 CONFIRMS THE AMBITION OF RCI BANQUE STRATEGIC PLAN

40 %

**PENETRATION RATE
(EXCLUDING EAC)**

15.6 BN
€

NEW FINANCINGS

31.2 BN
€

NET OUTSTANDINGS

2.9 M

**NEW SERVICE
CONTRACTS**

10.2 BN
€

**NET SAVINGS
DEPOSIT AMOUNT
COLLECTED**

3

OUTLOOK 2016



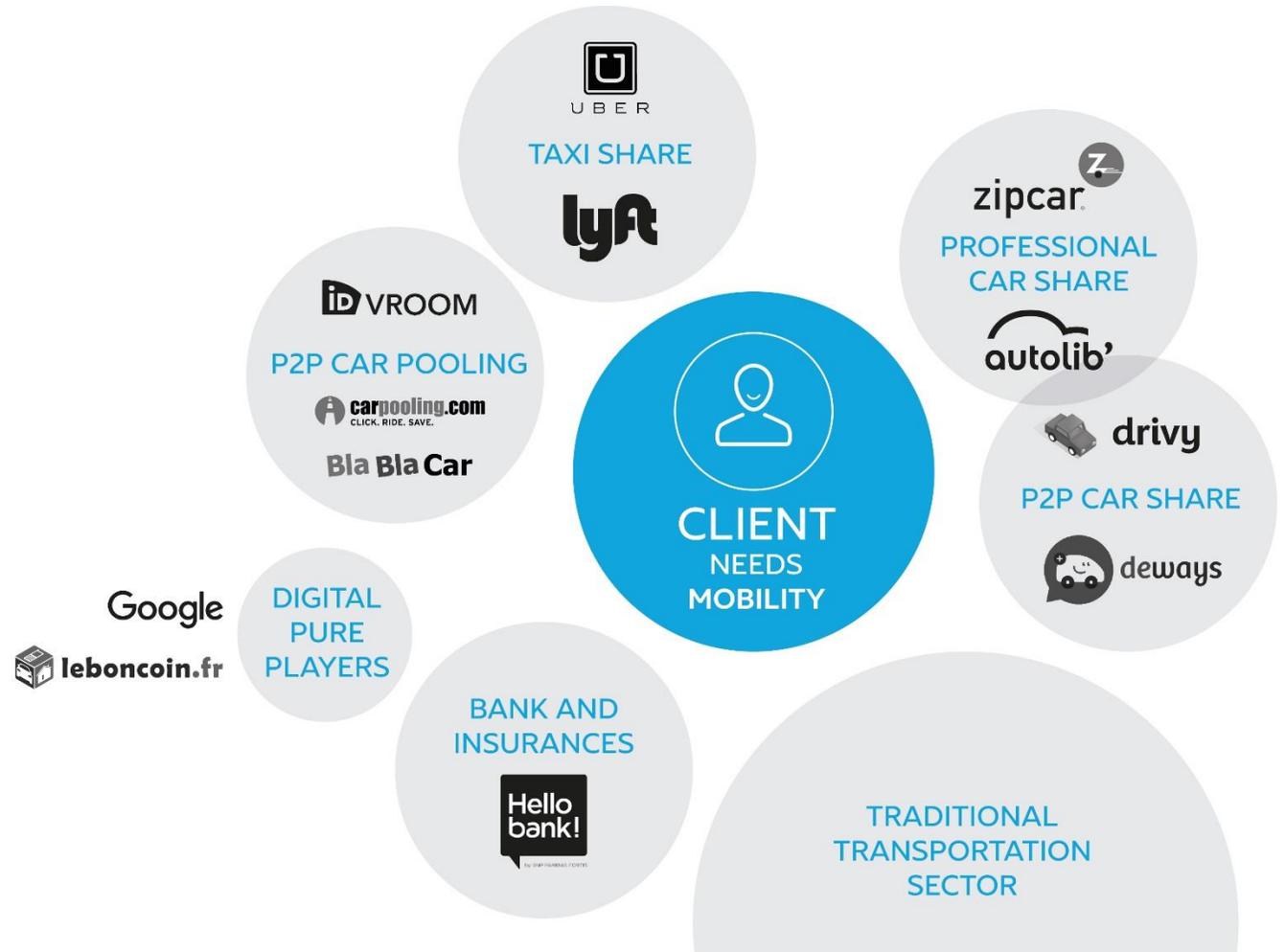
DIGITAL REVOLUTION



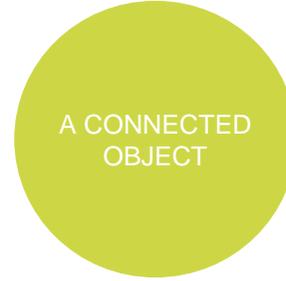
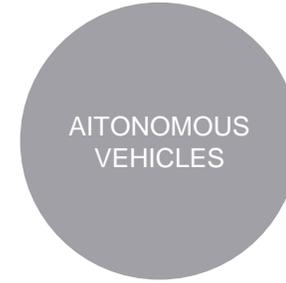
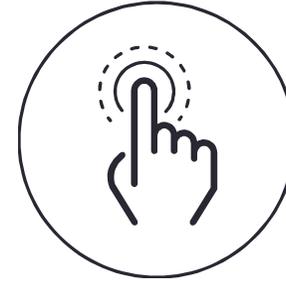
**DIGITAL
INNOVATION**
IS CHANGING
OUR LIFESTYLES

NEW PLAYERS
APPEAR ON THE MARKET

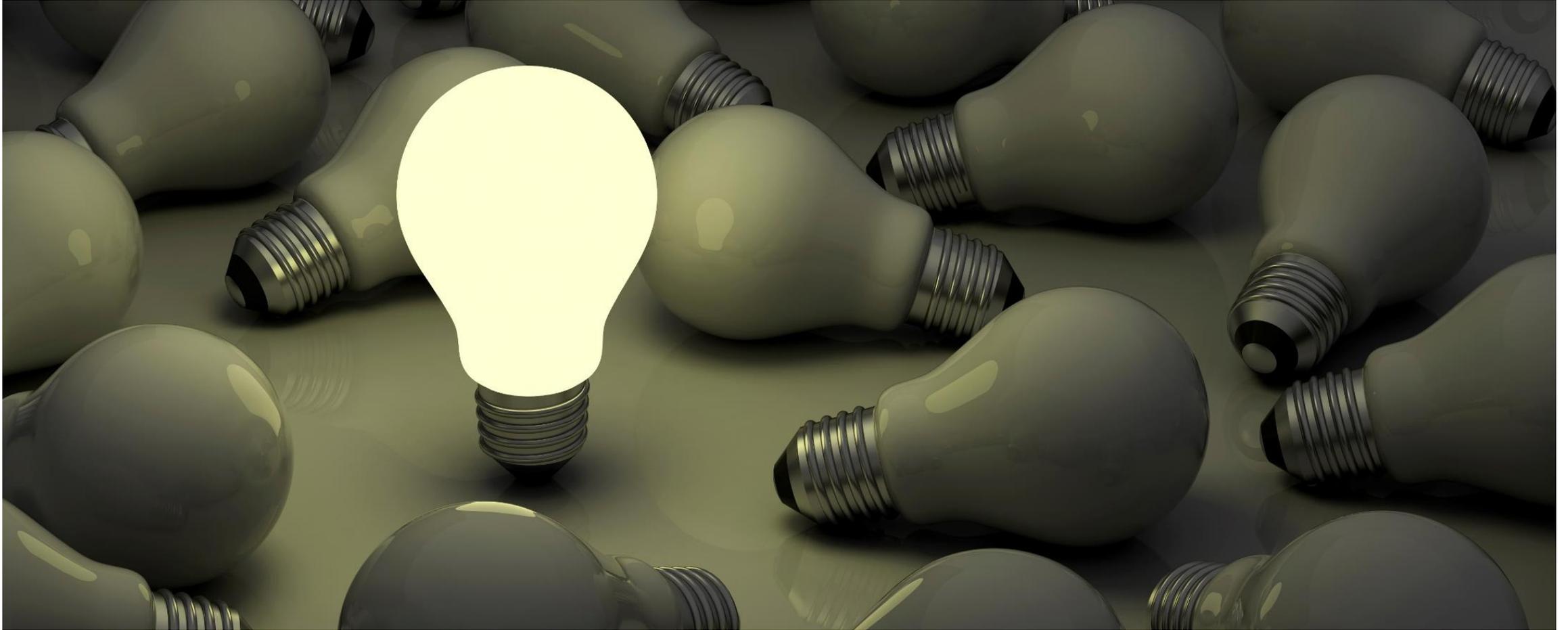
TRADITIONAL BUSINESS
GO 100 % DIGITAL



DIGITAL DISRUPTION IS CHALLENGING AUTOMOTIVE INDUSTRY



NEW BUSINESS OPPORTUNITIES TO TAP





WE
INNOVATE

OUR SCOPE IS EXPANDING FROM CAR FINANCING TO SERVICES



OUR FOCUS IS MOVING FROM CARS TO CUSTOMERS

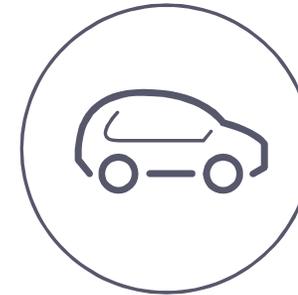
**INNOVATION
& DIGITAL**



**EASY
MOBILITY
EXPERIENCE**



**CUSTOMER
KNOWLEDGE**



OUR PURPOSE

Challenge our performance,
focusing on the Alliance's customers needs,
delivering top-quality innovative services.





QUESTIONS / ANSWERS

THANK YOU

