

RatingsDirect®

RCI Banque

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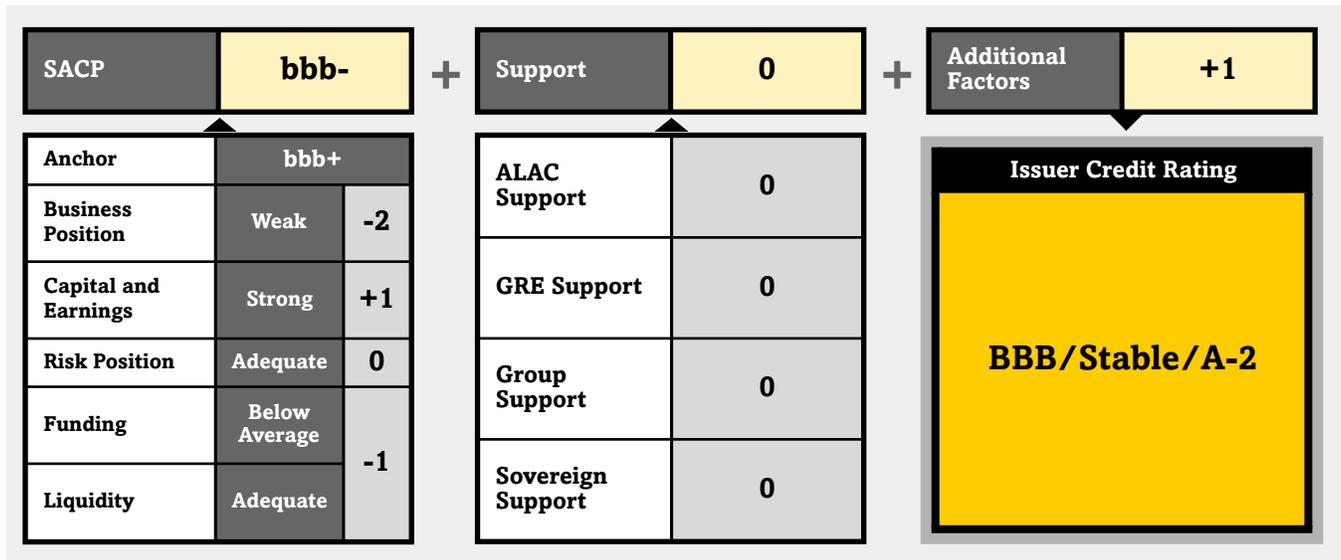
Major Rating Factors

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RCI Banque



Major Rating Factors

Strengths:	Weaknesses:
<ul style="list-style-type: none"> • Strong and recurring risk-adjusted profitability. • A regulated bank insulated from its corporate parent. • Strong capitalization. 	<ul style="list-style-type: none"> • Predominantly wholesale-funded. • Business concentration in car financing. • Dependence on parent's franchise and product cycles.

Outlook: Stable

S&P Global Ratings' outlook on France-based auto financier RCI Banque (RCI) and its core subsidiary DIAC S.A. is stable. It reflects our view that, over the next 18 to 24 months, its financial profile will remain strong. We expect our risk-adjusted capital (RAC) ratio for RCI will remain above 10%. We also consider that RCI's operating profitability will continue to benefit from resilient net interest margins and business volumes on the back of good sales performance of its parent, carmaker Renault S.A. We expect this will translate into sustained outperformance relative to peers, based on our measure of risk-adjusted profitability.

We could lower the long-term rating if RCI's outperformance versus its peers weakened, for instance if credit losses substantially increased above the 30-40 basis points in the past three years or if margin pressure intensified in the current low-interest-rate environment. We would also lower the long-term rating if our projected RAC ratio decreased to below 10% for a long period.

An upgrade of RCI is unlikely because we believe a higher assessment of RCI's stand-alone credit profile (SACP) is a remote scenario. Revising the SACP upward, and raising the long-term rating, would require a fundamental shift in RCI's capital or funding strategy. A one-notch upgrade of Renault would not be in itself sufficient to result in an improvement of RCI's SACP and, in turn, the raising of our ratings on the bank.

Rationale

The starting point for our ratings on RCI Banque is our 'bbb+' anchor. It reflects our view of the risk for an average bank domiciled in France, operating with RCI's geographic reach.

Our 'BBB' long-term rating on the bank reflects adjustments made to the anchor, to reflect risks specific to RCI.

Overall, we balance RCI's business concentration and predominantly wholesale-funded profile against its superior risk-adjusted profitability, the parent's dividend flexibility, supportive of its capitalization, and the low credit risk inherent to collateralized exposures.

We think that RCI can be rated higher than Renault S.A. (BBB-/Positive/A-3), reflecting our view that RCI Banque is insulated from its parent Renault.

Anchor: 'bbb+', reflecting the creditworthiness of an average French bank operating within RCI's geographic reach

We base the anchor on our Banking Industry Country Risk Assessment (BICRA) scores, and more specifically, on the weighted-average economic risk score of the countries in which RCI operates and the French banking system's industry risk score.

We assess the weighted-average economic risk score for RCI at '4' on a scale of 1 to 10 ('1' being the lowest risk and '10' the highest). This is higher than the '3' economic risk score (same scale) for a bank with 100% exposure to France. The calculation is based on the geographic breakdown of RCI's net outstanding loans: France (32%), Germany (15%), Italy (10%), the U.K. (13%), Spain (8%), Brazil (6%), South Korea (4%), and the rest of the world (11%).

RCI's industry risk score of '3' reflects that it is domiciled and primarily regulated in France. The combination of the blended economic risk and industry risk results in a 'bbb+' anchor.

Our '3' economic risk score for France reflects our view that its economy is stable and wealthy, with low private-sector credit risk, and benefits from a growing population. In our view, the French economy's resilience to adverse external developments has decreased since the onset of the financial crisis because of a rising public debt burden, persistent high unemployment, and decreased external competitiveness of the corporate sector, although now recovering. In the context of modest economic improvements on the back of resilient domestic demand, we expect, however, still moderate single-digit loan growth. Overall, we believe that the banking sector will maintain sound domestic asset quality. We see the trend in economic risk as stable.

Our '3' industry risk score reflects our view of financial institutions' reduced ability to extract revenues from their domestic market. The industry faces the challenges of protecting revenues from the effects of low interest rates and of continuing to improve efficiency, while investing in digitalization to meet customers' needs. Domestic funding remains underpinned by stable domestic customer deposits, stemming from a high household savings rate, and by deep domestic capital markets. We see the trend in industry risk as stable.

Table 1

RCI Banque Key Figures					
--Year-ended Dec. 31--					
(%)	2015	2014	2013	2012	2011
Adjusted assets	36,977	31,925	29,415	28,680	27,020
Customer loans (gross)	32,807	29,400	27,258	27,020	25,800
Adjusted common equity	3,341	2,841	2,539	2,401	2,200
Operating revenues	1,351	1,200	1,214	1,242	1,188
Noninterest expenses	429	423	383	383	357
Core earnings	564	456	497	523	516

Business position: A European captive auto finance company extending into services

We assess RCI Banque's business position as weak, owing to its concentration in car finance and auto leasing. The two businesses are somewhat correlated to the cyclical automotive industry, in our view. This is in line with our assessment of other European captive car finance companies in Europe.

Renault wholly owns RCI, which mainly acts as a captive finance arm for the Renault-Nissan alliance brands: Renault, Dacia, Renault Samsung Motors, Nissan, Infiniti and Datsun. The bank supports the alliance's sales in Europe, Latin America, Northern Africa, South Korea, and India. The alliance is mainly present in Europe, with the region representing about one-third of the alliance's total unit sales and 58% for Renault.

The bank provides various financing solutions to retail customers, corporates and dealer networks, as well as services such as loan-related insurance, car insurance, warranty extensions and maintenance contracts, which are also offered on a stand-alone basis.

RCI's penetration rate into the Renault-Nissan alliance's unit sales within the bank's geographic spread continued to increase and reached 37% in 2015 up from 35% in 2014, at the upper end of the range for European captive finance companies. We expect this trend will continue with RCI's expansion.

RCI's credit production is correlated with auto sales, but its revenues are less volatile than those of Renault, due to the inertia of the loan book.

We believe that RCI's coverage of multiple brands and its international presence bring some stability to its business. For instance, Renault-Nissan alliance car sales sharply decreased in Brazil and Russia in 2015 but were more than offset by strong sales in Europe.

In addition, the bank was rebranded RCI Bank and Services in February 2016 (versus RCI Banque previously) to emphasize its push into services. Developing services aims primarily at boosting customer loyalty to the Renault-Nissan alliance while supporting the bank's profitability. It is not a response to the low interest-rate environment to which RCI is more immune than traditional banks given its pricing power, in our view. But the increasing share of noninterest-related revenues, notably insurance, supports earnings stability though the cycle, as well as customer loyalty.

We believe that RCI's strategy has been credible and predictable over the past few years. RCI is striking a balance

between growth and profitability, in our view. The bank's return on equity has averaged a strong 18% over the past 10 years and its return on assets hovered between 1.5% and 2% over the same period. This indicates the expertise of the bank and the relevance of its strategy, despite the narrowness of its business model. As 2016 is the final year of its current strategic plan, RCI will likely announce a new strategic plan early next year. We do not expect any major strategic shift given the bank's strong financial performance and continued expansion.

Table 2

RCI Banque Business Position					
(%)	2015	2014	2013	2012	2011
Total revenues from business line (mil. €)	1,369.0	1,219.0	1,232.0	1,247.0	1,188.2
Commercial banking/total revenues from business line	21.8	21.9	20.0	19.2	20.9
Retail banking/total revenues from business line	77.7	77.4	79.1	80.1	79.1
Commercial & retail banking/total revenues from business line	99.5	99.3	99.1	99.3	100.0
Return on equity*	16.3	13.9	16.8	18.7	19.6

*S&P Global Ratings' calculation.

Capital and earnings: Strong capitalization and resilient earnings

We believe that RCI's superior risk-adjusted profitability and Renault's financial flexibility will enable RCI to maintain strong capital and earnings.

RCI's RAC ratio will remain about 10.5% in the next two years, in our view, despite strong loan book growth. This capitalization compares favorably with that of French universal banks. Our RAC ratio of 10.6% for RCI as of Dec. 31, 2015, is lower than the regulatory ratio, mainly because we apply higher risk weights than regulators (core Tier 1 ratio of 15.6% as of Dec. 31, 2015).

We consider RCI's total adjusted capital (TAC) of €3.3 billion, the numerator of our RAC ratio, to be of high quality as it is only comprises common equity. We believe that Renault's financial flexibility will continue to support the bank's current capitalization. Until 2009, RCI's payout ratio was high, at 95%. It then decreased to 35%-45% in 2013-2014 and zero in 2015. We believe it will continue to remain moderate over time.

Our view of earnings quality is balanced. On the one hand, earnings depend on car sales of the Renault-Nissan alliance, which are very cyclical. On the other hand, RCI's earnings are less volatile than those of the parent and they provide a significant buffer against normalized losses--based on through-the-cycle annual loss rates we expect for a given class of exposure--due to stringent cost controls.

RCI posted the lowest cost-to-income ratio (32% at end 2015) among the European captive peers that we rate (average of 46% at end 2015), indicating efficient cost control. We expect no material deviation in 2016 and 2017. If we adjust for distribution costs and costs of services deducted before the net banking income line, our cost-to-income ratio would increase to 44%. This is still far below those of large French banks, which are in the 60%-70% range (excluding La Banque Postale).

We expect RCI's loan book will grow by about 11% in 2016 and 8% in 2017, supported by dynamic sales of the Renault-Nissan alliance in Western Europe, an increasing penetration rate, and a higher average price per vehicle sold, reflecting the alliance's car offering moving upmarket. Therefore, we expect RCI will continue posting resilient and

strong profits in the next two years, with return on assets likely at around 1.5% in 2016 and 2017.

Table 3

RCI Banque Capital And Earnings					
	--Year-ended Dec. 31--				
(%)	2015	2014	2013	2012	2011
Tier 1 capital ratio	15.6	11.5	11.7	11.1	10.5
S&P Global Ratings' RAC ratio before diversification	10.6	10.0	10.0	9.8	10.2
S&P Global Ratings' RAC ratio after diversification	12.5	12.0	12.0	11.7	12.0
Adjusted common equity/total adjusted capital	100.0	100.0	100.0	100.0	100.0
Net interest income/operating revenues	75.3	79.3	76.1	79.7	83.2
Fee income/operating revenues	0.7	0.9	0.7	1.5	1.5
Market-sensitive income/operating revenues	(0.4)	(0.2)	0.2	(0.4)	0.5
Noninterest expenses/operating revenues	31.8	35.3	31.5	30.8	30.1
Preprovision operating income/average assets	2.7	2.5	2.9	3.1	3.2
Core earnings/average managed assets	1.6	1.5	1.7	1.9	2.0

RAC--Risk-adjusted capital.

Table 4

RCI Banque Risk-Adjusted Capital Framework Data					
(Mil. €)	Exposure*	Basel II RWA	Average Basel II RW (%)	S&P Global Ratings' RWA	Average S&P Global Ratings' RW (%)
Credit risk					
Government and central banks	2,854	213	7	238	8
Institutions	1,094	563	51	329	30
Corporate	12,448	7,676	62	10,492	84
Retail	21,537	9,588	45	14,910	69
Of which mortgage	0	0	0	0	0
Securitization§	0	0	0	0	0
Other assets	1,785	1,025	57	2,370	133
Total credit risk	39,718	19,064	48	28,339	71
Market risk					
Equity in the banking book†	62	0	0	740	1,194
Trading book market risk	--	0	--	0	--
Total market risk	--	0	--	740	--
Insurance risk					
Total insurance risk	--	--	--	388	--
Operational risk					
Total operational risk	--	2,097	--	2,158	--
(Mil. €)		Basel II RWA		S&P Global Ratings' RWA	% of S&P Global Ratings' RWA
Diversification adjustments					
RWA before diversification		21,266		31,624	100

Table 4

RCI Banque Risk-Adjusted Capital Framework Data (cont.)				
Total diversification/concentration Adjustments	--		(4,858)	(15)
RWA after diversification	21,266		26,766	85
(Mil. €)	Tier 1 capital	Tier 1 ratio (%)	Total adjusted capital	S&P Global Ratings' RAC ratio (%)
Capital ratio				
Capital ratio before adjustments	3,326	15.6	3,343	10.6
Capital ratio after adjustments†	3,326	15.6	3,343	12.5

*Exposure at default. §Securitization exposure includes the securitization tranches deducted from capital in the regulatory framework. †Exposure and S&P Global Ratings' risk-weighted assets for equity in the banking book include minority equity holdings in financial institutions.

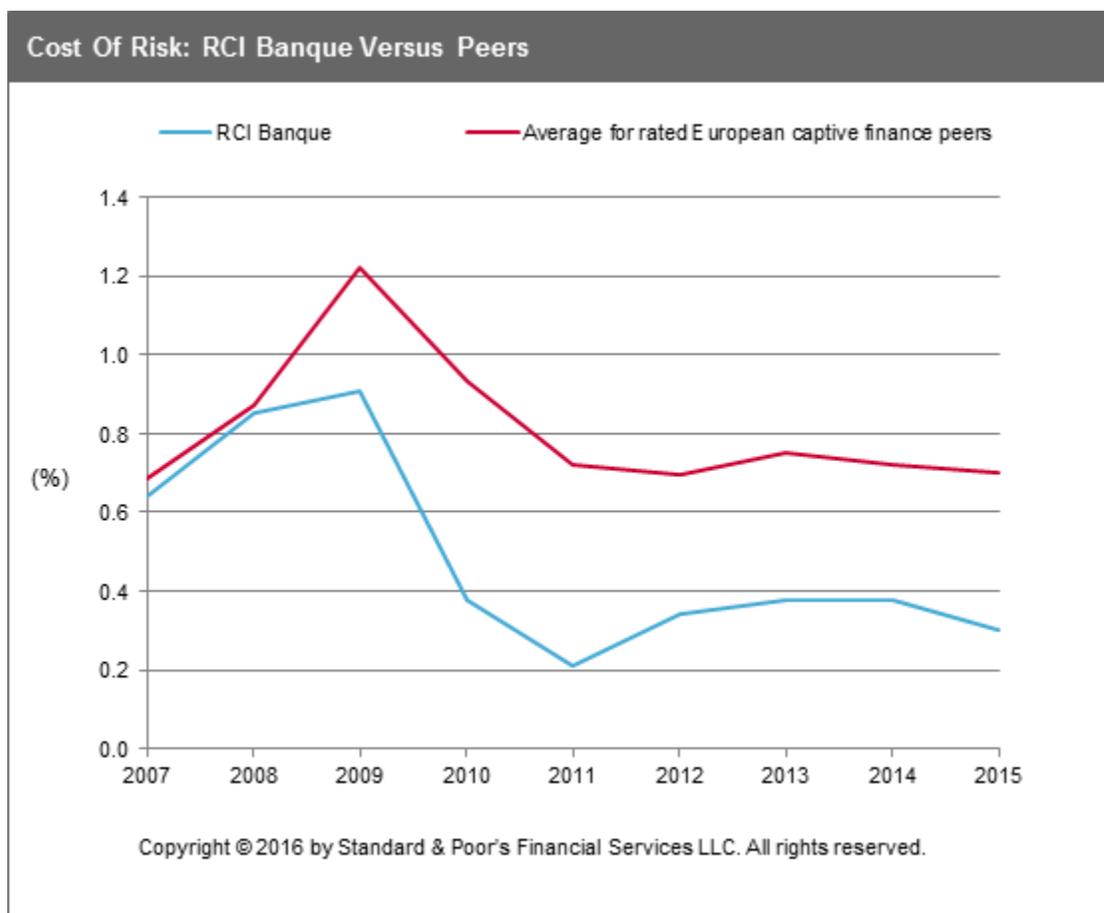
‡Adjustments to Tier 1 ratio are additional regulatory requirements (e.g. transitional floor or Pillar 2 add-ons). RWA--Risk-weighted assets. RW--Risk weight. RAC--Risk-adjusted capital. Sources: Company data as of Dec. 31, 2015, S&P Global Ratings.

Risk position: Low risk, but concentration in auto dealers remains high

We assess RCI's risk position as adequate, balancing the low-risk nature of its exposure with its high sector concentration in auto dealers. Our view of low credit risk reflects the collateralized nature of the bank's credit exposure. The bank has a track record of low credit losses, which have been below the average for European captive peers since 2009.

RCI's cost of risk has been stable at a low level for a number of years, due to the bank's more stringent origination of criteria post crisis (see chart 1). We don't expect these policies to change and therefore anticipate that cost of risk will remain low, meaning below 40 bps, in 2016.

Chart 1



RCI has a high exposure to auto dealers. This exposure is less granular than exposures to individual customers and accounts for about one-quarter of net outstanding loans. Historically, cost of risk on auto dealers has been much lower than on individual customers. These exposures are low risk, in our view, because they are short term and highly collateralized.

The most significant single-name loan exposure is, by far, to Renault. The risk associated with this exposure is mitigated to a significant extent by the collateral: net of collateral (cash collateral deposit), this exposure accounts for 11% of our total adjusted capital. For the remainder, the largest exposure, gross of collateral, accounts for 7% of total adjusted capital, which is low. Overall, the 20 largest corporate exposures and 20 largest dealer exposures each account for about one-half of total adjusted capital, which is rather low, and all the more so given the loans' high level of collateralization.

We view RCI's geographic diversification as neutral for the ratings. The bank operates in 35 countries. However, France accounts for one-third of the loan book and other Western European countries (Germany, U.K., Italy, and Spain) for nearly one half. In other words, about 80% of RCI's exposure is to EU countries, whose economic situation is correlated.

RCI's exposure to Brazil, which accounted for 6% of outstanding loans at end 2015, does not represent a material risk, in our view. We note the strong profitability of RCI's operations in the country, significantly above that of the group's average, and expect cost of risk will decrease in 2016 despite another year of steep economic contraction.

RCI is exposed to the risk on residual values in the U.K. only. In other countries, this risk is carried by dealers or the parent carmaker.

Table 5

RCI Banque Risk Position					
	--Year-ended Dec. 31--				
(%)	2015	2014	2013	2012	2011
Growth in customer loans	11.6	7.9	0.9	4.7	12.3
Total diversification adjustment/S&P RWA before diversification	(15.3)	(17.0)	(16.3)	(16.0)	(14.6)
Total managed assets/adjusted common equity (x)	11.1	11.3	11.6	12.0	12.3
New loan loss provisions/average customer loans	0.3	0.4	0.4	0.3	0.2
Net charge-offs/average customer loans	0.4	0.5	0.6	0.6	0.6
Gross nonperforming assets/customer loans + other real estate owned	2.5	3.0	3.5	3.5	3.5
Loan loss reserves/gross nonperforming assets	82.9	79.9	77.4	85.1	95.0

RWA--Risk-weighted assets.

Funding and liquidity: A below-average funding profile, mitigated by conservative liquidity management

We view RCI funding as below average and its liquidity as adequate.

RCI's predominantly wholesale-funded profile is a weakness, in our view. The bank needs to regularly tap the wholesale debt market to finance new loans and maintain an at-least-stable loan book. It has a strong bias toward highly confidence-sensitive capital market funds, which formed 65% of its funding base, excluding equity, as of Dec. 31, 2015. However, the bank is diversifying its funding sources, including the collection of deposits, and lengthening their maturities, as this gives it more flexibility and options in the event of market turbulence. Our stable funding ratio of 82% at end-2015 reflects RCI's deposit-gathering effort over the past few years (57% in 2011) and absence of large maturity mismatches. We expect this ratio will remain broadly stable as we don't think the role of deposits in the bank's funding will increase further.

The bank has been raising deposits in a number of countries over the past few years (February 2012 in France, February 2013 in Germany, May 2014 in Austria, and June 2015 in the U.K.). We remain cautious regarding their stability because it is still untested. We note, however, that the negative press around Volkswagen's emission manipulation has not had any noticeable impact on deposit outflows at Volkswagen Bank.

Going forward, we believe that RCI will maintain the share of customer deposits to net loans at about one-third (32% as of end 2015), despite market conditions being more supportive of funding via financial markets (seven-year bond issued with a coupon of 1.0% in May 2016). This translates into our ratio of customer loans (net) to customer deposits at 294% at end 2015, well above the 116% average of large French banks.

We view RCI's liquidity as adequate, reflecting our view that the bank is able and prepared to successfully manage its

liquidity, and is likely to survive under stressful conditions more than six months, with a dependence on the central bank of less than 25% after six months.

RCI's ratio of broad liquid assets to short-term wholesale funding stood at 37% at end 2015, well below that of the large French banks, where ratios tend to be above 100%. However, it does not take into account substantial committed credit lines or loan inflows.

RCI reported undrawn committed bank credit lines, cash, high quality liquid assets, and European Central Bank-eligible assets after haircut totaling €8.9 billion at end-2015, covering the €6.9 billion of debt securities and payables to credit institutions due within one year, as of end-2015. This, plus RCI's ability to rely on loan inflows to repay its debts, more than a traditional commercial bank could, explains our adequate assessment. Auto loans have much shorter maturities (up to four years) than mortgages, which would support quick deleveraging. This ability to rely on strong inflows, if needed, is expressed in 30-day weighted cash inflows amounting to 1.5x of 30-day weighted cash outflows in the calculation of the liquidity coverage ratio (average for the three months ended Dec. 31, 2015).

RCI's refinancing is completely independent from Renault's, which is one of the factors that differentiates our ratings on the bank and its parent.

Table 6

RCI Banque Funding And Liquidity					
	--Year-ended Dec. 31--				
(%)	2015	2014	2013	2012	2011
Core deposits/funding base	34.8	27.2	20.7	6.7	3.1
Customer loans (net)/customer deposits	293.9	393.0	516.4	1,619.5	3,473.0
Long-term funding ratio	80.1	78.8	73.2	64.9	57.1
Stable funding ratio	81.7	77.6	72.7	64.5	56.5
Short-term wholesale funding/funding base	22.1	23.6	29.9	38.9	47.5
Broad liquid assets/short-term wholesale funding (x)	0.4	0.2	0.2	0.1	0.1
Net broad liquid assets/short-term customer deposits	(50.5)	(87.3)	(150.1)	(761.9)	(5,812.4)
Short-term wholesale funding/total wholesale funding	33.8	32.4	37.7	41.6	49.1
Narrow liquid assets/3-month wholesale funding (x)	0.8	0.4	0.5	0.3	0.2

External support: To some extent insulated from parent Renault

We believe RCI is insulated from its 100%-owner Renault, due to France's favorable insolvency laws, as well as RCI's regulatory and legal status and high degree of operational independence.

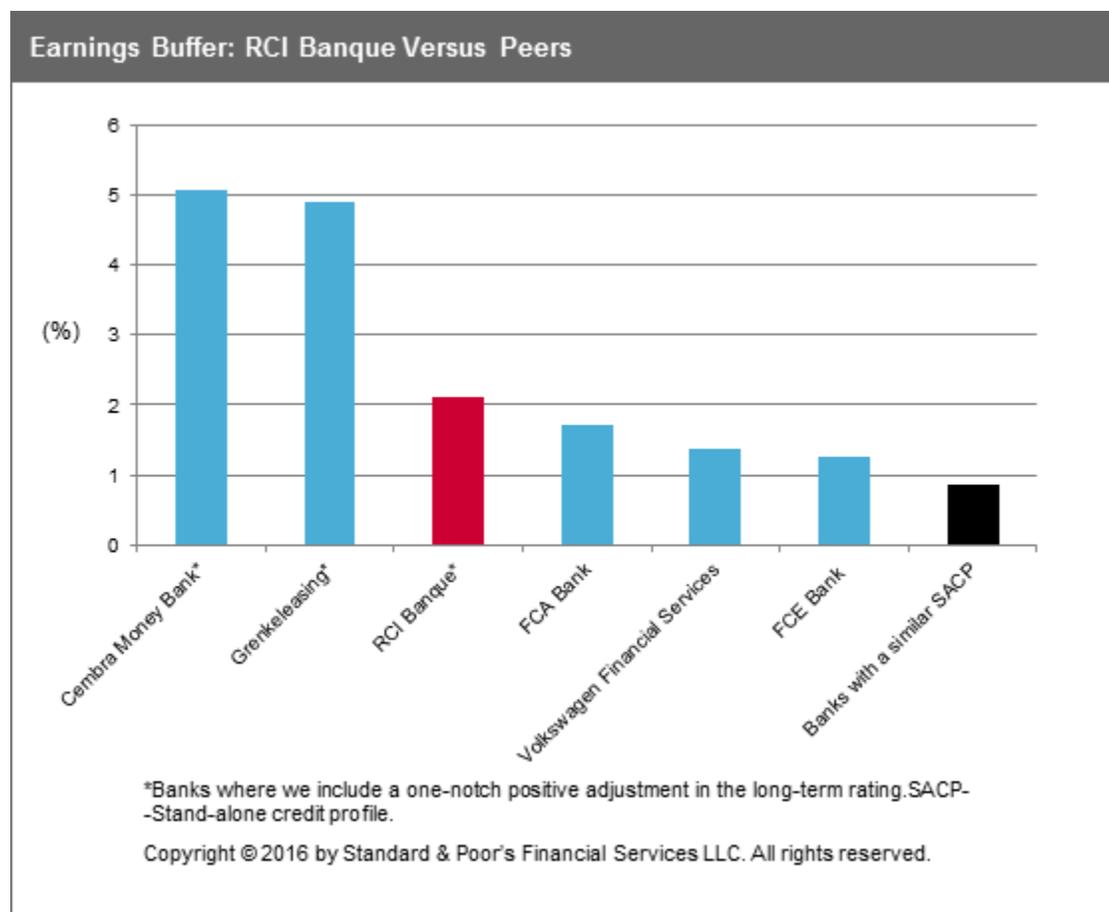
As a result, we would cap the rating on RCI at up to two notches above the rating on Renault.

Additional rating factors: One-notch positive adjustment

We include a one-notch positive adjustment in our long-term rating to reflect RCI's superior risk-adjusted profitability compared with banks with a similar SACP, as expressed by our earnings buffer ratio (2.1% at end 2015), which measures the extent to which a bank's earnings cover its normalized losses through the business cycle on a risk-adjusted basis.

RCI's earnings buffer is higher than for banks with a similar SACP and in the middle of the range compared with other European auto captive banks that we rate (see chart 2). It also shows which ones have a long-term rating that includes a positive adjustment of one notch.

Chart 2



We believe that a combination of positive business momentum at the parent, and pricing power and moderate growth at RCI, will support RCI's net interest margin and business volumes over the next two years. As a result, RCI will likely continue outperforming its peers over this time horizon.

RCI's pricing power, in our view, is inherent to its captive nature (meaning its link to Renault-Nissan car sales) and its offering of services that traditional banks don't handle. For instance, RCI can take back a vehicle at the end of the lease period, offer the borrower a new loan for a new Renault-Nissan car, and sell the used car via its dealer network. This last step helps it to form a pool of future new Renault-Nissan car customers

Additional support: No additional loss-absorbing capacity

It remains uncertain whether RCI, due to its sole importance, would necessarily be subject to a resolution process should it fail. Therefore we have not factored RCI's potential build-up of additional loss-absorbing capacity (ALAC) into our rating.

DIAC: Core subsidiary

We consider DIAC S.A. (DIAC) to be a core subsidiary of RCI mainly because it is the entity through which RCI serves the French market, its main market. As such, our ratings on DIAC are aligned with our ratings on RCI.

Nondeferrable subordinated debt

We have a 'BB' rating on the subordinated debt tranche of RCI's medium-term note program. We rate nondeferrable subordinated debt issued by banks in France two notches below a bank's SACP when the SACP is 'bbb-' or higher.

Related Criteria And Research**Related Criteria**

- Bank Rating Methodology And Assumptions: Additional Loss-Absorbing Capacity, April 27, 2015
- Bank Hybrid Capital And Nondeferrable Subordinated Debt Methodology And Assumptions, Jan. 29, 2015
- Group Rating Methodology, Nov. 19, 2013
- Quantitative Metrics For Rating Banks Globally: Methodology And Assumptions, July 17, 2013
- Revised Market Risk Charges For Banks In Our Risk-Adjusted Capital Framework, June 22, 2012
- Banks: Rating Methodology And Assumptions, Nov. 9, 2011
- Banking Industry Country Risk Assessment Methodology And Assumptions, Nov. 9, 2011
- Bank Capital Methodology And Assumptions, Dec. 6, 2010
- Use Of CreditWatch And Outlooks, Sept. 14, 2009
- Commercial Paper I: Banks, March 23, 2004

Related Research

- Request For Comment: Bank Capital Methodology And Assumptions, July 6, 2016

Anchor Matrix										
Industry Risk	Economic Risk									
	1	2	3	4	5	6	7	8	9	10
1	a	a	a-	bbb+	bbb+	bbb	-	-	-	-
2	a	a-	a-	bbb+	bbb	bbb	bbb-	-	-	-
3	a-	a-	bbb+	bbb+	bbb	bbb-	bbb-	bb+	-	-
4	bbb+	bbb+	bbb+	bbb	bbb	bbb-	bb+	bb	bb	-
5	bbb+	bbb	bbb	bbb	bbb-	bbb-	bb+	bb	bb-	b+
6	bbb	bbb	bbb-	bbb-	bbb-	bb+	bb	bb	bb-	b+
7	-	bbb-	bbb-	bb+	bb+	bb	bb	bb-	b+	b+
8	-	-	bb+	bb	bb	bb	bb-	bb-	b+	b
9	-	-	-	bb	bb-	bb-	b+	b+	b+	b
10	-	-	-	-	b+	b+	b+	b	b	b-

Ratings Detail (As Of July 20, 2016)**RCI Banque**

Counterparty Credit Rating

BBB/Stable/A-2

Ratings Detail (As Of July 20, 2016) (cont.)

Certificate Of Deposit	
<i>Foreign Currency</i>	BBB/A-2
<i>Local Currency</i>	BBB/A-2/A-2
Commercial Paper	A-2
Senior Unsecured	BBB
Short-Term Debt	A-2
Subordinated	BB
Counterparty Credit Ratings History	
27-May-2016	BBB/Stable/A-2
25-Oct-2012	BBB/Negative/A-2
03-Nov-2010	BBB/Stable/A-2
Sovereign Rating	
France (Republic of)	AA/Negative/A-1+
Related Entities	
DIAC S.A.	
Issuer Credit Rating	BBB/Stable/A-2
Certificate Of Deposit	
<i>Foreign Currency</i>	BBB/A-2
<i>Local Currency</i>	BBB/A-2/A-2
Senior Unsecured	BBB
RCI Banque Sucursal Argentina	
Issuer Credit Rating	
<i>Argentina National Scale</i>	raA-/Stable/raA-2
Renault S.A.	
Issuer Credit Rating	BBB-/Positive/A-3
Commercial Paper	
<i>Local Currency</i>	A-3
Senior Unsecured	BBB-
Short-Term Debt	A-3

*Unless otherwise noted, all ratings in this report are global scale ratings. Standard & Poor's credit ratings on the global scale are comparable across countries. Standard & Poor's credit ratings on a national scale are relative to obligors or obligations within that specific country. Issue and debt ratings could include debt guaranteed by another entity, and rated debt that an entity guarantees.

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