# Moody's INVESTORS SERVICE

## COMPANY PROFILE



Noisy-le-Grand, France

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#### **Analyst Contacts:**

PARIS	+33.1.5330.1020
Guillaume Lucien- Baugas Vice President - Senior Anal guillaume.lucien-baugas@	2
Yasuko Nakamura Vice President - Senior Crec yasuko.nakamura@moody	
Nicholas Hill Managing Director – Bankir nick hill@moodys.com	+33.1.5330.1029 ng

» contacts continued on last page

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### **Company Overview**

RCI Banque is a captive finance company and a wholly owned subsidiary of the French auto manufacturer Renault SA. It provides sales financing for Renault Group brands (Renault, Renault Samsung Motors and Dacia) worldwide and for Nissan Group brands (Nissan, Infiniti and Datsun) mainly in Europe and South America. As of 31 December 2015, the bank operated commercially in 36 countries, divided into 5 major world regions: Europe; Americas; Africa-Middle East-India; Eurasia: Asia-Pacific.

For new vehicles (passenger cars and light utility vehicles) registered by Renault and Nissan worldwide, RCI Banque reported a 37.1% financing penetration rate<sup>1</sup> as of 31 December 2015. As of that date, it reported a consolidated balance sheet of €37.1 billion.

RCI Bangue adopted its current name in 2002. Previously named Renault Crédit International, RCI Banque became the sole shareholder of Diac SA (founded in 1924) and obtained its banking licence in 1991.

Since RCI is chartered as a bank, it has to comply with all European regulations (Capital Requirement Directive – CRD4, liquidity rules, etc.). It is supervised by the European Central Bank (ECB) since January 2016. In February 2016, RCI Banque adopted a new commercial name, RCI Bank and Services.

Source: Company Reports (annual report Dec 2015 and Dec 2014), Company data, Moody's research

THIS REPORT WAS REPUBLISHED ON 2 AUGUST 2016 WITH CORRECTIONS MADE TO EXHIBIT 4

<sup>1</sup> Measure of new vehicles financed compared to total new vehicles sold in RCI Banque perimeter

### Financial Highlights (as Reported)

Note: The financials presented below are those reported by the entity and are not adjusted for Moody's analytic purposes. For Moody's generated ratios on RCI Banque, please see <<u>RCI Banque page on moodys.com</u>>.

#### **EXHIBIT 1** Latest Full-Year Results<sup>1</sup> **RCI** Banque % Change % Change (in € Million) 31-Dec-15 31-Dec-14 31-Dec-13 15/14 14/13 **Total Assets** 37,073 32,023 29,505 15.77 8.53 Total Shareholders' Equity 3,495 3,151 2,923 10.92 7.80 Shareholders' Equity excluding Minority Interest 3,482 3,138 2,908 10.96 7.91 Total Prudential Capital<sup>2</sup> 3,346 2,918 2,512 14.67 N/M Tier 1 Ratio (%)<sup>2</sup> 15.64 14.90 11.66 74 bps N/M Net Income 573 452 506 26.77 (10.67) 539 417 469 29.26 (11.09)Net Income Attributable to Equity Holders

Notes: 1) Based on consolidated financials

2) "Total Prudential Capital" and "Tier 1 Ratio" for Dec 2015 and Dec 2014 are stated in accordance with the Basel III framework, while those for Dec 2013 are in accordance with the Basel II framework

Source: Company Reports (annual report Dec 2015 and Dec 2014)

### **Business Activities**

As a captive finance company, RCI Banque provides sales financing for Renault Group brands (Renault, Renault Samsung Motors and Dacia) and for Nissan Group brands (Nissan, Infiniti and Datsun). The bank organises its business activities into the following two core segments: Customer and Dealer Financing. It also reports an Other segment, which includes the bank's refinancing and holding activities. In the financial year ended 31 December 2015 (2015), the largest contributor to the bank's operating income was the Customer segment.

**Customer:** This segment, which accounted for 77.9% of the bank's operating income in 2015, provides financing, fleet management and related services for all customers other than dealers (individuals, small to medium-size companies, the self-employed, trade personnel and multinational companies). Its products include new and used car loans, rentals with options to buy, leases and long-term rentals, as well as revolving cards, and debit and credit cards. It also provides financial and operational leases with dealer buyback guarantees, and long-term rentals. Additionally, the bank provides related services such as guarantee extensions, maintenance contracts, breakdown assistance and fleet management, as well as financial loss, personal and auto insurance, and battery leases for electric vehicles.

**Dealer Financing:** This segment provides financing to dealer networks of the Renault-Nissan Alliance by financing new and used car inventories and spare-part inventories, as well as dealers' short-term cash needs. In 2015, this segment accounted for 18.1% of the bank's operating income.

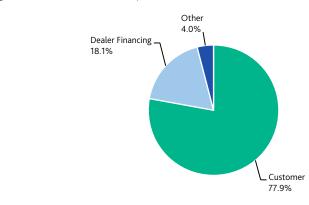
Source: Company Reports (annual report Dec 2015 and Dec 2014, investor presentation Feb 2013), Company data

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#### EXHIBIT 2

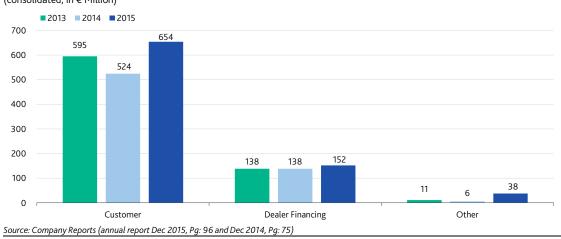
**Business Segment** 

(% of Operating Income, consolidated, for 2015)



Source: Company Report (annual report 2015, Pg: 96)

### EXHIBIT 3 **Profit Before Tax per Business Segment** (consolidated, in € Million)



### **Distribution Capacity and Market Share**

As of 31 December 2015, RCI Banque operated commercially in 36 countries in Europe, Americas, Africa-Middle East-India, Eurasia and Asia-Pacific. In terms of net loans outstanding, the bank's largest markets are France, Germany, the UK, Italy, Spain, Brazil and South Korea, countries where its parent carmaker is most active (rankings as of 31 December 2015).

As of 31 December 2015, RCI Banque operated 11 branches outside France

EXHIBIT 4	
Branches Outside France	
Company	Country
RCI Bank UK	UK
RCI Banque Sucursal Argentina	Argentina
RCI Banque SA Niederlassung Deutschland	Germany
RCI Banque SA Sucursal en Espana	Spain
RCI Banque Sucursal Potugal	Portugal
RCI Banque SA Bancna Podruznica Ljubjana	Slovenia
RCI Banque Sucursale Italiana	Italy
Renault Finance Nordic, Bankfilial till R Banque SA Frankike	CI Sweden
RCI Banque Branch Ireland	Ireland
RCI Banque SA Niederlassung Osterreid	h Austria
RCI Banque Spolka akycjna oddzial w polsce	Poland

In terms of total assets, RCI Banque is one of the largest captive automotive banks in Europe, in line with the market shares of the Renault-Nissan Alliance. As of 31 December 2015, the bank financed 37.1% of all new passenger cars and light utility vehicles registered by Renault and Nissan brands in areas where RCI Banque operates.

RCI Banque's penetration rates by region were as follows:

EXHIBIT 5			
RCI Banque			
Country/Region	31-Dec-15	31-Dec-14	31-Dec-13
Europe	40.2	36.4	35.1
of which:			
Germany	43.3	43.6	36.3
Spain	49.0	46.8	45.9
France	42.4	38.0	36.9
Italy	52.4	47.5	49.3
UK	34.5	27.5	28.7
Other countries	28.3	25.3	24.9

EXHIBIT 5	
RCI Ban	que

Country/Region	31-Dec-15	31-Dec-14	31-Dec-13
Asia Pacific (South Korea)	53.3	48.1	47.4
Americas	39.0	38.9	42.7
of which:			
Argentina	27.5	16.3	25.4
Brazil	42.8	45.1	50.5
Africa, Middle East, India	16.4	29.6	30.5*
Eurasia	24.2	26.9	24.9
Total	37.1	35.2	34.6

\* Excluding India

Source: Company Reports (annual report Dec 20115, Dec 2014, Dec 2009 and Dec 2008, investor presentation Dec 2015), Moody's research

### **Ownership and Structure**

As of 31 December 2015, RCI Banque had 1 million fully paid shares, including the 999,994 held by Renault s.a.s., which is wholly owned by France-based Renault SA.

Source: Company Reports (annual report Dec 2015, Renault Group annual report Dec 2015)

### **Subsidiaries and Associates**

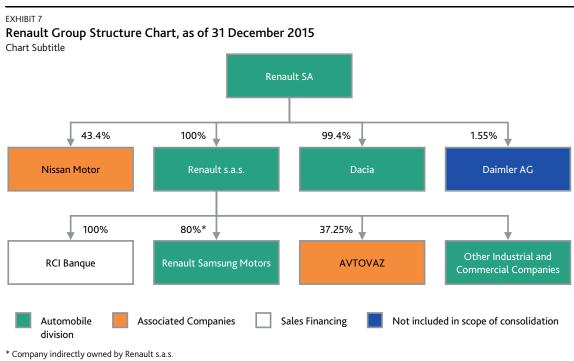
As of 31 December 2015, RCI Banque held interests in the following companies:

EXHIBIT 6		
RCI Banque		
Company	Country	% Held
Fully Consolidated Companies as of 31 December 2015		
RCI Versicherungs Service GmbH	Germany	100
Rombo Compania Financiera S.A. Argentina	Argentina	60
Courtage SA	Argentina	95
RCI Financial Services SA	Belgium	100
AUTOFIN	Belgium	100
Administradora De Consorcio RCI Brasil Ltda.	Brazil	99.92
Banco RCI Brazil SA	Brazil	60.11
Companhia De Credito, Financiamento E Investimento RCI Brasil	Brazil	60.11
Corretora De Seguros RCI Brasil SA	Brazil	100
RCI Financial Service Korea Co, Ltd.	South Korea	100
Overlease SA	Spain	100
Diac SA	France	100
Diac Location SA	France	100
RCI ZRT	Hungary	100
ES Mobility SRL	Italy	100

Country	% Held
Malta	100
Malta	100
Malta	100
Morocco	100
Morocco	100
Netherlands	100
Poland	100
Portugal	100
Portugal	100
Czech Republic	100
Czech Republic	50
Romania	100
Romania	100
Romania	100
UK	100
Russia	100
Switzerland	100
Netherlands	50
Netherlands	30
Russia	30
Turkey	50
Belgium	50.1
India	30
	Malta   Malta   Malta   Malta   Morocco   Morocco   Norocco   Netherlands   Poland   Portugal   Portugal   Czech Republic   Czech Republic   Romania   Romania   UK   Russia   Switzerland   Netherlands   Netherlands   Russia   Switzerland   Belgium

Source: Company Report (annual report Dec 2015)

6 JULY 25, 2016 SEPTEMBER 2008



Source: Company Report (Renault Group annual report Dec 2015)

### **Company Management**

Company Management	Current Title
Clotilde Delbos	RCI Banque: Chairman of the Board of Directors
Gianluca De Ficchy	RCI Banque: Chief Executive Officer and Director; Diac SA: Chairman of the Board of Directors
Patrick Claude	RCI Banque: Chief Risk Officer, Vice President and Company Secretary
Alice Altemaire	RCI Banque: Vice President, Accounting and Performance Control
Hélène Tavier	RCI Banque: Vice President, Human Resources
Daniel Rebbi	RCI Banque: Vice President, Sales and Marketing
Jean-Marc Saugier	RCI Banque: Vice President, Finance and Group Treasurer
Umberto Marini	RCI Banque: Vice President, Information Systems
Jean-Philippe Vallée	RCI Banque: Vice President, Customers and Operations
Dominique Signora	RCI Banque: Vice President, Managing Director of Territories

As of 6 July 2016

Board of Directors	Affiliation
Clotilde Delbos	RCI Banque: Chairman
Farid Aractingi	RCI Banque: Director
Gianluca De Ficchy	RCI Banque: Director and Chief Executive Officer Diac SA: Chairman of the Board of Directors
Dominnique Thormann	RCI Banque: Director
Bernard Loire	RCI Banque: Director
Thierry Koskas	RCI Banque: Director
Stéphane Stoufflet	RCI Banque: Director

As of 6 July 2016

Source: Company data

### **Company History**

RCI Banque originated in 1924 with the establishment of Diac to finance sales of Renault vehicles in France. In 1974, SOFIREN was established to finance sales of Renault vehicles in Europe. In 1980, SOFIREN was renamed Renault Crédit International. Renault Crédit International became the sole shareholder of Diac and obtained its banking licence in 1991. In March 1999, as the result of an agreement between Renault and Nissan, Renault Crédit International acquired Nissan's sales financing subsidiaries in five European countries. Renault Crédit International was renamed RCI Banque in 2002.

In 2003, following the merger of Renault s.a.s. with Compagnie Financière Renault, which previously owned all shares in RCI Banque, Renault s.a.s. became the sole owner of RCI Banque. Formerly, Compagnie Financière Renault served as the holding company for Renault's financial subsidiaries, including wholly owned RCI Banque.

In 2006, RCI Banque sold CVT SA and acquired a 100% stake in RCI Leasing Romania IFN SA. That same year, the bank created RCI Servicios Colombia SA, RCI Services Algérie s.a.r.l. and RN Finance RUS s.a.r.l. (all financing subsidiaries), as well as RCI Banque SA Bancna podružnica Ljubljana.

In 2007, RCI Banque established its Spanish branch RCI Banque SA Sucursal España, following the merger by absorption of the financing subsidiary Renault Financiaciones and the services subsidiary Accordia. That same year, the bank disposed of two of its services subsidiaries, Refactor and Delta Assistance, and wound up another services subsidiary, Reca SA. During the same period, RCI Banque also established the sales subsidiary RCI Finance SK s.r.o., the Swedish branch Renault Finance Nordic, Bankfilial till RCI Banque SA Frankrike, the financing subsidiary RCI Finance Maroc SA, and the sales subsidiary RCI Financial Services Ukraine. In 2007, it also acquired a 50% stake in a joint venture with the financing subsidiary RFS and acquired Courtage SA.

In 2008, RCI Banque took over and merged with Finanzholding GmbH (Germany) and Artida (Spain), established two insurance companies (offering life and non-life insurance) in Malta and created an additional commercial subsidiary in Serbia. In Portugal, the absorption of RCI Gest Leasing by RCI Gest Intuiçao, which occurred in December 2007, became effective on 1 January 2008.

In 2009, RCI Banque established a new sales subsidiary in Turkey. That year, the bank's branch RCI Banque Niederlassung took over and merged with RCI Leasing GmbH (Germany).

In 2011, the bank undertook a series of mergers. Its wholly owned subsidiary Diac Location SA merged with France-based SIGMA Services SA by absorption in April 2011. Its Austrian affiliate RCI Bank AG also merged with RCI Banque in 2011, and was converted into a branch in September of that year. Additionally, the bank established the new sales company RCI Services KFT in Hungary in July 2011, and the financial subsidiary ORFIN Finansman Anonim Sirketi in Turkey in December 2011.

In February 2012, RCI Banque launched savings accounts for retail depositors for the first time. This product targeted the French market, and was completed by term-deposit accounts in July 2013. The bank launched similar savings operations in Germany in February 2013, in Austria in May 2014 and in the UK in June 2015. Against the background of funding difficulties experienced by many banks since the start of the financial crisis, RCI Banque was eager to diversify its sources of funding. As of 31 December 2015, its net retail savings deposits totalled more than €10.2 billion, representing around 32% of RCI Banque's outstanding loans. From 2016, the company targets to have an amount of retail deposits equivalent to approximately one-third of the financing granted to its customers.

In 2013, Cogera SA merged with the bank's wholly owned subsidiary Diac SA, and RCI Bank Polska merged with RCI Banque. The bank opened a branch in Poland, RCI Banque SA oddzial W Polsce. It also established a new company, RCI Insurance Service Korea Co Ltd., in South Korea in April 2013. In October 2013, it established RN Bank, a joint venture in Russia between RCI Banque (30%), Nissan (30%) and UniCredit Group (40%).

In July 2015, RCI Banque created RCI Mobility SAS for the development of B2B car-sharing services, as well as any other car-related mobility services. During that year, it also opened its branch in the UK (RCI Bank UK), and dissolved RCI Financial Services, Luxembourg, a branch of RCI Financial services SA. In February 2016, RCI Banque was given a new commercial name, RCI Bank and Services.

Source: Company Reports (annual reports Dec 2015, Dec 2014, Dec 2013, Dec 2012, Dec 2011 and Dec 2009), Company data

### **Peer Group**

- » Banque PSA Finance (France)
- » Volkswagen Bank GmbH (Germany)
- » Volvo Auto Bank Deutschland GmbH (Germany)
- » FCA Bank S.p.A. (Italy)
- » Volvofinans Bank A.B. (Sweden)

### Subsidiaries Rated by Moody's

- » Companhia de Cr., Financ. e Invest. RCI BR
- » RCI Banque Sucursal Argentina

### **Related Websites and Information Sources**

For additional information, please see:

- » the company's website: www.rcibanque.com
- » the regulator's website: www.acpr.banque-france.fr

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### Moody's Related Research

### Credit Opinions:

- » RCI Banque
- » Renault SA

#### **Issuer Comments:**

- » RCI Achieves 30% Deposit Funding Target, a Credit Positive, January 2016 (187163)
- » <u>RCI Banque Achieves Strong Deposit Growth And Confirms Funding Target, a Credit Positive, January</u> 2015 (1002429)

#### **Special Comments:**

- » Key rating drivers for European car financiers, February 2013 (149682)
- » Peer comparison, February 2014 (165406)

#### **Banking System Outlook:**

» France, July 2015 (1006512)

#### **Rating Methodology:**

» Banks, January 2016 (186998)

To access any of these reports, click on the entry above. Note that these references are current as of the date of publication of this report and that more recent reports may be available. All research may not be available to all clients.

» contacts continued from p	page 1	Report Number: 191300		
Analyst Contacts:				
LONDON	+44.20.7772.5454	Author Pierre-Alexandre Germont	Editor Kamin Au	
Pierre-Alexandre	+44.20.7772.2057			
Germont Associate Analyst pierre-alexandre.germo	ont@moodys.com	Sr. Production Associate Srinivasan Raghavan		

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