MOODY'S INVESTORS SERVICE

CREDIT OPINION
5 February 2021

Update

Rate this Research

RATINGS

**RCI Banque**

| | |
|---|---|
| Domicile | Paris, France |
| Long Term CRR | Baa1 |
| Type | LT Counterparty Risk Rating - Fgn Curr |
| Outlook | Not Assigned |
| Long Term Debt | Baa2 |
| Type | Senior Unsecured - Fgn Curr |
| Outlook | Negative |
| Long Term Deposit | Baa2 |
| Type | LT Bank Deposits - Fgn Curr |
| Outlook | Negative |

*Please see the ratings section at the end of this report for more information. The ratings and outlook shown reflect information as of the publication date.*


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# RCI Banque

Update to credit analysis

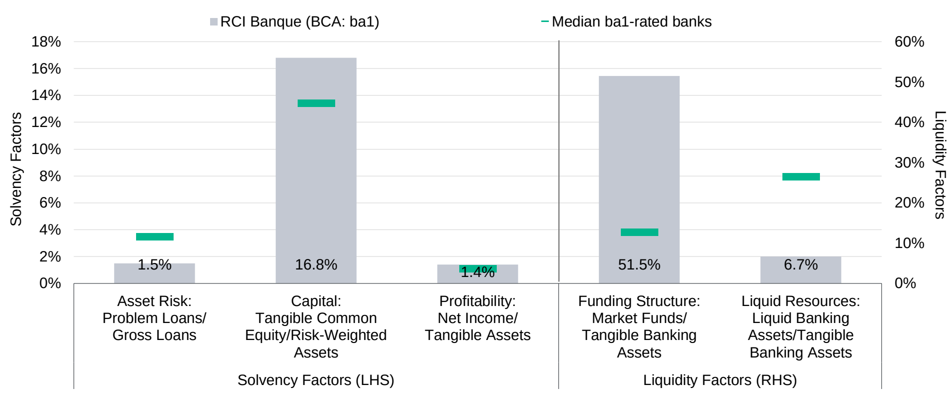
## Summary


RCI Banque (RCI)'s long-term deposit and senior unsecured debt ratings are Baa2, with a negative outlook. The bank's Baseline Credit Assessment (BCA) and Adjusted BCA are ba1.

We believe that RCI is an integral part of its parent's (Renault S.A) business model. As such, RCI's BCA is unlikely to exceed Renault's rating by more than one notch, as is the case for most other rated auto captives. The downgrade of RCI's BCA and Adjusted BCA to ba1 back in June resulted from the downgrade of Renault's ratings to Ba2, reflecting the intrinsic linkages between both companies and the direct negative impact of the coronavirus on the banks' fundamentals. The negative outlook on RCI is based on the negative outlook on Renault, reflecting our view that the rating is likely to be weakly positioned for a prolonged period until the benefits of the new strategy announced on 14 January 2021 become clearly visible.

RCI's long-term deposit and senior unsecured debt as well as its subordinated debt ratings reflect the bank's BCA and Adjusted BCA of ba1 and the application of our Advanced Loss Given Failure (LGF) analysis to its liabilities. The long-term deposit and senior unsecured debt benefit from two notches of LGF uplift stemming from a large volume of senior long-term debt, which results in a very low expected loss rate on these instruments.


Exhibit 1
**Rating scorecard- Key financial ratios**




*Source: Moody's Financial Metrics*

## Credit strengths

» RCI is essential to its parent's strategy.

» The bank's asset risk is moderate.

» Capitalisation is commensurate with the bank's risk profile.

» RCI has maintained strong profitability through the credit cycle.

» The bank has limited refinancing risk, an increasing deposit base and an adequate liquidity buffer

## Credit challenges

» RCI's risk profile remains high mainly because of its captive status and lack of business diversification.

» The car market is cyclical.

» The bank has some credit concentration vis-à-vis car dealers.

» The bank relies on wholesale funding to a significant degree.

» RCI's asset quality and profitability are affected by the coronavirus crisis.

## Outlook

The negative outlook on RCI's long-term deposit and senior unsecured debt ratings reflects the negative outlook on Renault's ratings.

## Factors that could lead to an upgrade

» An upgrade of RCI's BCA, and hence of its long-term ratings, are currently very unlikely given the negative outlook assigned to Renault.

## Factors that could lead to a downgrade

» Owing to the intrinsic interlinkages between the captive and its automotive parent, RCI's ratings are highly dependent on the creditworthiness of Renault. Therefore, a downgrade of Renault would likely result in a similar action on RCI's ratings. A downgrade of RCI's ratings could also result from a substantial deterioration in the bank's asset quality, capital, profitability or liquidity.

## Key indicators

Exhibit 2
**RCI Banque (Consolidated Financials) [1]**

| | 06-20[2] | 12-19[2] | 12-18[2] | 12-17[2] | 12-16[2] | CAGR/Avg.[3] |
|---|---|---|---|---|---|---|
| Total Assets (EUR Million) | 57,286.0 | 58,080.0 | 53,394.0 | 49,709.0 | 43,320.0 | 8.3[4] |
| Total Assets (USD Million) | 64,341.0 | 65,194.7 | 61,037.1 | 59,690.4 | 45,691.9 | 10.3[4] |
| Tangible Common Equity (EUR Million) | 5,852.0 | 5,599.0 | 5,192.0 | 4,615.0 | 3,976.0 | 11.7[4] |
| Tangible Common Equity (USD Million) | 6,572.7 | 6,284.9 | 5,935.2 | 5,541.7 | 4,193.7 | 13.7[4] |
| Problem Loans / Gross Loans (%) | 1.5 | 1.3 | 1.3 | 1.3 | 1.5 | 1.4[5] |
| Tangible Common Equity / Risk Weighted Assets (%) | 16.8 | 16.0 | 16.3 | 15.6 | 16.1 | 16.2[6] |
| Problem Loans / (Tangible Common Equity + Loan Loss Reserve) (%) | 10.8 | 10.4 | 10.4 | 10.8 | 12.8 | 11.0[5] |
| Net Interest Margin (%) | 2.4 | 2.6 | 2.7 | 2.7 | 2.7 | 2.6[5] |
| PPI / Average RWA (%) | 4.0 | 4.5 | 4.4 | 4.1 | 4.4 | 4.3[6] |
| Net Income / Tangible Assets (%) | 1.4 | 1.6 | 1.7 | 1.5 | 1.4 | 1.5[5] |
| Cost / Income Ratio (%) | 30.5 | 28.8 | 29.8 | 32.0 | 31.4 | 30.5[5] |
| Market Funds / Tangible Banking Assets (%) | 48.8 | 51.5 | 54.0 | 53.4 | 54.5 | 52.4[5] |
| Liquid Banking Assets / Tangible Banking Assets (%) | 11.5 | 6.7 | 7.0 | 7.5 | 7.0 | 8.0[5] |
| Gross Loans / Due to Customers (%) | 254.6 | 283.2 | 288.2 | 283.5 | 296.3 | 281.2[5] |

[1] All figures and ratios are adjusted using Moody's standard adjustments. [2] Basel III - fully loaded or transitional phase-in; IFRS. [3] May include rounding differences because of the scale of reported amounts. [4] Compound annual growth rate (%) based on the periods for the latest accounting regime. [5] Simple average of periods for the latest accounting regime. [6] Simple average of Basel III periods.
*Sources: Moody's Investors Service and company filings*

## Profile

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

RCI is a captive finance company and a wholly owned subsidiary of the French auto manufacturer Renault. The bank provides sales financing for Renault Group's brands (Renault, Dacia, Alpine, Renault Samsung Motors and Lada) worldwide and for Nissan Group's brands (Nissan, Infiniti, Datsun) mainly in Europe and South America. In the Netherlands, the bank operates through Mitsubishi Motors. It also operates through joint ventures in Russia and India. As of June 2020, the bank operated in 36 countries, divided into four major world regions: Europe, the Americas, Africa-Middle-East-India and Pacific, and, Eurasia.

On 14 January, Renault S.A. presented its new strategic plan “Renaulution”, which includes detailed measures to reduce fixed costs by €2.5 billion by 2023 and by €3 billion by 2025, variable production cost by €600 per vehicle by 2023, and investments in research and development (R&D) to below 8% of revenue by 2025 from about 10% currently. Renault aims to build on its alliances with Nissan Motor Co., Ltd. (Nissan, Baa3 negative) and Mitsubishi, and optimize the group structure via four differentiated business units. The strategy also prioritizes margins over volume, including an optimized global footprint (Renault generates 75% of profits in 30 European countries, and only 25% of profits in more than 100 countries outside Europe). Additionally, the plan includes a clear focus on future technologies, including more emphasis on electrified vehicles, as well as new mobility services and data monetization.

RCI's financing penetration rate was 44.9% in the first half of 2020 (H1 2020) up from 42.2% in 2019[1] and its consolidated balance sheet was €57.3 billion as of end June 2020.

Because RCI is chartered as a bank, it has to comply with all the European regulations (Capital Requirements Directive (CRD5), Capital Requirements Regulation (CRR2), Bank Recovery and Resolution Directive (BRRD2), among others. The bank has been supervised by the European Central Bank since January 2016 because it is considered a “Significant Institution”, given the size of its balance sheet. In February 2016, RCI adopted a new commercial name, RCI Bank and Services.

## Detailed credit considerations

### RCI is a key vehicle for the strategy of its industrial parent, Renault

RCI is a wholly owned captive finance company that supports the sales of the Renault/Nissan Alliance by offering auto loans to customers (both individuals and corporates) and loans to dealers to help them finance their inventories and activities. RCI also offers related services such as maintenance, insurance and roadside assistance. Lastly, the bank collects deposits through online savings accounts in France, Germany, Austria, the UK and Brazil to diversify its funding base.

Loans to retail customers and corporate clients excluding dealers (€38 billion as of the end of June 2020) can also take the form of long-term leases. Leases are almost exclusively finance leases (€14 billion) and, to a much lesser extent, operating leases (€1 billion net of depreciation and impairments).

Ancillary products and services, such as insurance, warrantee extensions and maintenance contracts, have been developed over the years to improve customer loyalty and boost profitability. While these services are an integral part of RCI's financing and mobility offering, we believe they do not enhance the bank's diversification, which remains mainly focused on existing customers of the Renault/ Nissan Alliance car brands.

### Asset risks are moderate but cost of risk has materially increased because of the coronavirus crisis

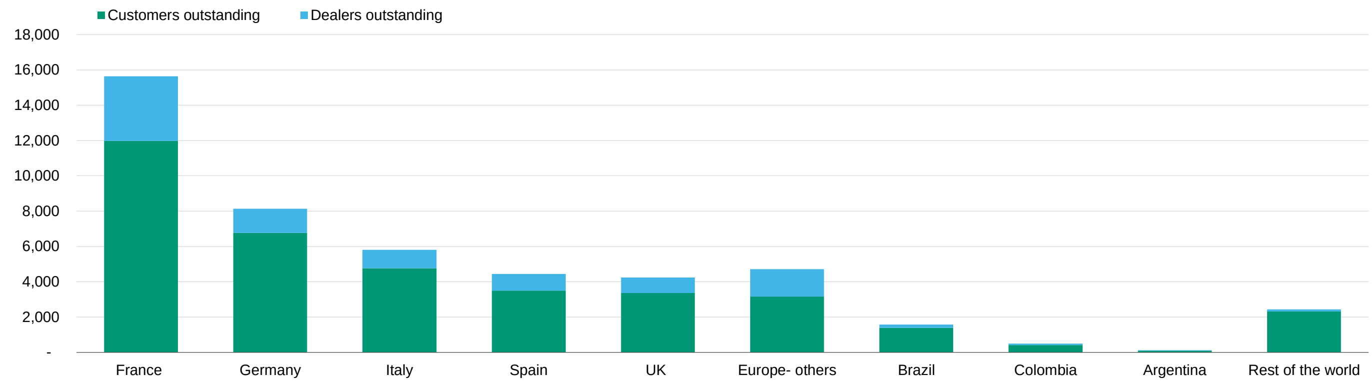
In normal circumstances, we consider that asset risks at RCI are moderate because of the collateralised nature of its exposures and the granularity of a very large portion of the portfolio. However, credit risk concentration in car dealers is high and represented around 20% of the bank's loan book as of the end of June 2020. Although we recognise that this portfolio has performed well in the past, we believe these exposures constitute a quasi-single risk, given the degree of correlation among car dealers' performance, particularly during a downturn.

As of the end of June 2020, RCI's nonperforming loan ratio in the customer loan book was 1.7% (1.5% as of the end of 2019), while the ratio in the dealer loan book was 0.7% (0.6% as of the end of 2019). The portfolio was well provisioned, with IFRS9 Stage 3 loan-loss reserves accounting for 67% of problem loans in the customer loan book and 49% in the dealer loan book. Between 2015 and 2019, asset performance has been stable with an annual cost of risk of less than 40 basis points (bps) of average outstanding loans, however in H1 2020 cost of risk increased to 99 bps versus 40 bps for H1 2019 [2], due to an increase in provisions driven by the coronavirus crisis (+€138 million[3]).

Given that the bulk of the residual value risk on lease operations is borne by its parent company, the residual value risk of RCI itself was limited to €1.8 billion as of the end of June 2020 (€1.9 billion as of end 2019), essentially stemming from its leasing business in the UK.

Closure of businesses and lock-down measures over the past months in many countries including France and Italy have heavily weighed on sales and increased car dealers' inventories of vehicles. This required an extension of the financing provided by RCI but could also affect their financial health. The key risk for RCI, as for other financial institutions, is a resurgence in coronavirus cases causing extended disruption in the coming months. This would prevent the unit sales of its parent to rebound from the severe coronavirus-fueled decline, and lead to higher loss provisions, particularly in regions with more severe social and business restrictions. This additional Covid-19 related risk is reflected in a 2-notch negative adjustment to the asset risk score from the a2 macro-adjusted score hence positioned at baa1.

Exhibit 3
**Loan book mix in H1 2020**
**End-user customers and car dealers (€ million)**




*Source: RCI Banque's Investor presentation*

## Capitalisation is commensurate with the bank's risk profile

RCI reported a fully loaded Common Equity Tier 1 (CET1) capital ratio of 15.7% as of the end of June 2020, up from 14.4% as of the end of 2019, driven partly by the dividend cancelations in line with the ECB recommendations. The bank's CET1 ratio was well above the minimum regulatory requirement of 10.05%[4]. The bank's leverage ratio was 9.3% at year-end 2019 (8.4% as of year-end 2019). We believe the bank's economic solvency is adequate, given its risk profile.

The bank's capital ratio could however decline in the coming months because of rising risk in its loan portfolio, which will likely prompt an increase in risk-weighted assets. Whether or not this increase will be offset by reduced volumes (resulting from production shutdown and halt in car sales) is uncertain at this stage. Any increase in RCI's capital base will be limited due to reduced profits. This is reflected in our assigned Capital score of a2.

## RCI has maintained strong profitability despite the cyclical nature of the car market, but profits are affected by the coronavirus crisis

RCI has consistently generated a comfortable net banking income exceeding 4% of average performing assets over the last five years (4.22% for H1 2020 and 4.4% for 2019). The resilience of the bank's net interest income, representing around 70% of its net banking income, stems from its profitable car-financing activities (including packaged products such as leasing associated with ancillary services, which are less price sensitive than plain vanilla loans) and contained funding costs. The relatively long-term tenure of the car-financing contracts mitigates to some extent the effects of the car market cycles and reduces income volatility.

The bank also has good cost efficiency because of its low fixed costs, which accounted for around 1.3% of its average performing assets and resulted in a cost-to-income ratio of around 30% for H1 2020. This high cost efficiency reflects the fact that the bank benefits from various services provided by Renault and the network of car dealers (for example, distribution channels), as well as from the group's marketing initiatives.

In H1 2020, the bank's net banking income slightly increased by 0.2% when compared to H1 2019 to €1.1 billion, while operating expenses declined by 3% to €308 million. However the bank's cost of risk sharply increased to €236 million from €93 million in H1 2019. As a result the bank's net income was down to €390 from €414 million in H1 2019.

One of RCI's main risks is the lack of business diversification because it is a captive specialised institution. This risk is partly materializing with the outbreak of the coronavirus. As a result of production shutdown and halt in car sales at dealers, origination has been temporarily suspended at RCI, which will imply a decrease in its loan portfolio to the end-users (in H1 2020 net loans outstandings were already down 7% versus end-December 2019). The decline in the portfolio will in turn result in lower revenues. The increase in loan-loss provisions as shown during H1 2020 will exert further pressure on the bank's profits going forward. All this factors are reflected in our assigned profitablity score of baa1.

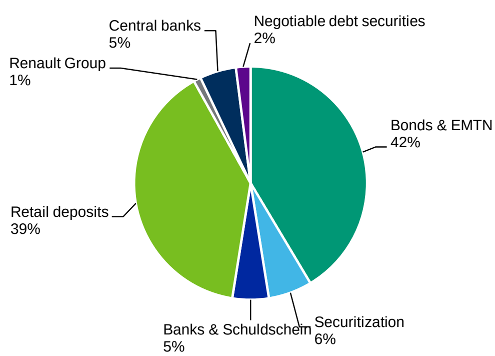
### RCI relies on wholesale funding, a credit weakness, partly mitigated by its limited refinancing risk, increasing deposit base and adequate liquidity buffer

Wholesale funding represented around 60% of the bank's total funding as the end of June 2020. While the share of wholesale funding has materially reduced since RCI started collecting internet deposits from retail customers in 2012 (currently accounting for around one-third of outstanding loans), we still consider that RCI is vulnerable to sudden changes in investor confidence. Restricted market access could lead to higher funding costs, which would constrain loan origination. This would harm RCI's franchise and ultimately reduce its earnings, particularly if funding constraints were to coincide with higher loan impairments. Our assigned Combined Liquidity score of b1 reflects this relative weakness.

RCI's reliance on wholesale funding is however mitigated by its efforts to finance its loan book with longer-term liabilities, resulting in little refinancing risk. The bank also has a comfortable liquidity buffer of €13 billion as of the end of June 2020 to bridge any mismatches or temporary market access restrictions. This buffer was 37% composed of high-quality liquid assets (HQLA) and 27% of ECB eligible assets. The bank receives very limited funding from Renault. RCI claims that it would be able to maintain its commercial business activity during 12 months while preserving a 100% liquidity coverage ratio in a stressed liquidity scenario that would deprive it of access to capital markets.

The bank has been able to issue debt of various maturities and in different currencies in the markets in the past couple of years. We also acknowledge the geographical diversification of the resources and investors. The bank still has a sizeable pool of assets that could be securitised and used for central bank refinancing in a stress scenario.

Exhibit 4
**Funding sources as a percentage of total funding (H1 2020)**




*Source: RCI Banque's investor presentation*

## Environmental, social and governance considerations

In line with our general view on the banking sector, RCI has a moderate exposure to social risks, notwithstanding the aforementioned litigation in Italy. Further, we regard the coronavirus outbreak as a social risk under our ESG framework, given the substantial implications for public health and safety.

Although banks generally have a low exposure to environmental risk, as explained in our Environmental risk heat map, certain banks could, however, face a higher risk from concentrated lending to individual sectors or operations concentrated in disaster-prone areas or more generally to environmental risks. This is the case for RCI because of its function as a captive bank of Renault, which like all car manufacturers, has an elevated exposure to environmental risk (see also our Environmental risks heat map for further information). RCI's environmental strategy is integrated with that of its parent company. Renault plans to achieve the stricter regulations on $CO_2$ emissions through an increased share of battery-powered electric vehicles, plug-in hybrid electric vehicles, vehicle optimisations and electrification of internal combustion engines.

Governance is highly relevant for RCI, as it is to all entities in the banking industry. Corporate governance weaknesses can lead to a deterioration in a company's credit quality, while governance strengths can benefit its credit profile. Governance risks are largely internal rather than externally driven, and for RCI, we do not have any particular governance concern. The bank's risk governance infrastructure is adequate and has not shown any major shortfall in recent years. Nonetheless, corporate governance remains a key credit consideration and requires ongoing monitoring.

## Support and structural considerations

### Affiliate support

We believe RCI benefits from a high probability of support from its parent, Renault. This view is underpinned by the bank's strategic importance to the car manufacturer. The bank is a wholly owned subsidiary of Renault and is fully integrated into its strategy. The bank finances around 40% of the new vehicles registered by Renault Group's brands, which highlights the critical importance of a financial captive as a means to facilitating car sales. The bank also plays a critical role for Renault through the financing of its dealer network.

To date, RCI's ratings have not benefited from any affiliate support uplift from Renault because Renault's rating (Ba2 negative) is lower than the bank's ba1 BCA.

### Loss Given Failure (LGF) analysis

Our Advanced LGF analysis applies to RCI, given that the bank is subject to an operational resolution regime under the Bank Recovery and Resolution Directive (BRRD), which was transposed into French law on 20 August 2015.

In accordance with our methodology, we apply our LGF analysis, taking into consideration the risks faced by the different debt and deposit classes across the liability structure should the bank be put in resolution. We assume a residual tangible common equity of 3% and post-failure losses of 8% of tangible banking assets, a 25% runoff in junior deposits and a 5% runoff in preferred deposits, and assign a 25% probability to deposits being preferred to senior unsecured debt. These are in line with our standard assumptions.

In addition, we apply a proportion of 10% of deposits considered junior, given that the deposit base is predominantly comprised of online retail deposits.

Under these assumptions, RCI's deposits and senior unsecured debt are likely to face a very low Loss Given Failure because of the loss absorption provided by the large amount of senior unsecured debt. This results in a two-notch LGF uplift from the adjusted BCA of ba1 for both deposits and senior unsecured debt (Baa2).

### Government support

We expect a low probability of government support for debt and deposits, resulting in no uplift for both the long-term deposits and senior unsecured debt issued by the bank.

### Counterparty Risk (CR) Assessment

CR Assessments are opinions of how counterparty obligations are likely to be treated if a bank fails and are distinct from debt and deposit ratings in that they (1) consider only the risk of default rather than both the likelihood of default and the expected financial loss, and (2) apply to counterparty obligations and contractual commitments rather than debt or deposit instruments. The CR Assessment is an opinion of the counterparty risk related to a bank's covered bonds, contractual performance obligations (servicing), derivatives (for example, swaps), letters of credit, guarantees and liquidity facilities.

#### RCI's CR Assessment is positioned at Baa1(cr)/Prime-2(cr)

The CR Assessment, before government support, is positioned three notches above the Adjusted BCA of ba1, based on the buffer against default provided to the senior obligations represented by the CR Assessment by subordinated instruments, amounting to 39% of tangible banking assets. The main difference with our Advanced LGF approach used to determine instrument ratings is that the CR Assessment captures the probability of default on certain senior obligations, rather than the expected loss; therefore, we focus purely on subordination and take no account of the volume of the instrument class.

### Counterparty Risk Ratings (CRRs)

Our CRRs are opinions of the ability of entities to honour the uncollateralised portion of non-debt counterparty financial liabilities (CRR liabilities) and also reflect the expected financial losses in the event such liabilities are not honoured. CRR liabilities typically relate to transactions with unrelated parties. Examples of CRR liabilities include the uncollateralised portion of payables arising from derivatives transactions and the uncollateralised portion of liabilities under sale and repurchase agreements. CRRs are not applicable to funding commitments or other obligations associated with covered bonds, letters of credit, guarantees, servicer and trustee obligations, and other similar obligations that arise from a bank performing its essential operating functions.

**RCI's CRRs are positioned at Baa1/Prime-2**

The CRRs for RCI, before government support, are positioned three notches higher than the Adjusted BCA of ba1, based on the level of subordination to CRR liabilities in the bank's balance sheet, and assuming a nominal volume of such liabilities.

## Rating methodology and scorecard factors

Exhibit 5

**RCI Banque**

| **Macro Factors** | | | | | | |
|---|---|---|---|---|---|---|
| **Weighted Macro Profile** | **Strong** | **100%** | | | | |

| **Factor** | **Historic Ratio** | **Initial Score** | **Expected Trend** | **Assigned Score** | **Key driver #1** | **Key driver #2** |
|---|---|---|---|---|---|---|
| Solvency | | | | | | |
| Asset Risk | | | | | | |
| Problem Loans / Gross Loans | 1.5% | a2 | ↓↓ | baa1 | Sector concentration | Long-run loss performance |
| Capital | | | | | | |
| Tangible Common Equity / Risk Weighted Assets (Basel III - transitional phase-in) | 16.8% | aa3 | ↔ | a2 | Risk-weighted capitalisation | |
| Profitability | | | | | | |
| Net Income / Tangible Assets | 1.4% | a3 | ↔ | baa1 | Earnings quality | Return on assets |
| Combined Solvency Score | | a1 | | a3 | | |
| Liquidity | | | | | | |
| Funding Structure | | | | | | |
| Market Funds / Tangible Banking Assets | 51.5% | b3 | ↔ | b2 | Extent of market funding reliance | Term structure |
| Liquid Resources | | | | | | |
| Liquid Banking Assets / Tangible Banking Assets | 6.7% | b1 | ↔ | ba2 | Access to committed facilities | |
| Combined Liquidity Score | | b2 | | b1 | | |
| Financial Profile | | | | baa2 | | |
| Qualitative Adjustments | | | | Adjustment | | |
| Business Diversification | | | | -1 | | |
| Opacity and Complexity | | | | 0 | | |
| Corporate Behavior | | | | 0 | | |
| Total Qualitative Adjustments | | | | -1 | | |
| Sovereign or Affiliate constraint | | | | - | | |
| BCA Scorecard-indicated Outcome - Range | | | | baa3 - ba2 | | |
| Assigned BCA | | | | ba1 | | |
| Affiliate Support notching | | | | - | | |
| Adjusted BCA | | | | ba1 | | |

| **Balance Sheet** | **in-scope (EUR Million)** | **% in-scope** | **at-failure (EUR Million)** | **% at-failure** |
|---|---|---|---|---|
| Other liabilities | 12,766 | 24.5% | 14,179 | 27.2% |
| Deposits | 20,179 | 38.8% | 18,766 | 36.1% |
| Preferred deposits | 18,161 | 34.9% | 17,253 | 33.2% |
| Junior deposits | 2,018 | 3.9% | 1,513 | 2.9% |
| Senior unsecured bank debt | 16,665 | 32.0% | 16,665 | 32.0% |
| Dated subordinated bank debt | 850 | 1.6% | 850 | 1.6% |
| Junior subordinated bank debt | 12 | 0.0% | 12 | 0.0% |
| Equity | 1,561 | 3.0% | 1,561 | 3.0% |
| Total Tangible Banking Assets | 52,033 | 100.0% | 52,033 | 100.0% |

| Debt Class | De Jure waterfall | | De Facto waterfall | | Notching | | LGF Notching Guidance vs. Adjusted BCA | Assigned LGF notching | Additional Notching | Preliminary Rating Assessment |
|---|---|---|---|---|---|---|---|---|---|---|
| | Instrument volume + subordination | Sub-ordination | Instrument volume + subordination | Sub-ordination | De Jure | De Facto | | | | |
| Counterparty Risk Rating | 39.6% | 39.6% | 39.6% | 39.6% | 3 | 3 | 3 | 3 | 0 | baa1 |
| Counterparty Risk Assessment | 39.6% | 39.6% | 39.6% | 39.6% | 3 | 3 | 3 | 3 | 0 | baa1 (cr) |
| Deposits | 39.6% | 4.7% | 39.6% | 36.7% | 2 | 3 | 2 | 2 | 0 | baa2 |
| Senior unsecured bank debt | 39.6% | 4.7% | 36.7% | 4.7% | 2 | 2 | 2 | 2 | 0 | baa2 |
| Dated subordinated bank debt | 4.7% | 3.0% | 4.7% | 3.0% | -1 | -1 | -1 | -1 | 0 | ba2 |

| Instrument Class | Loss Given Failure notching | Additional notching | Preliminary Rating Assessment | Government Support notching | Local Currency Rating | Foreign Currency Rating |
|---|---|---|---|---|---|---|
| Counterparty Risk Rating | 3 | 0 | baa1 | 0 | Baa1 | Baa1 |
| Counterparty Risk Assessment | 3 | 0 | baa1 (cr) | 0 | Baa1(cr) | |
| Deposits | 2 | 0 | baa2 | 0 | Baa2 | Baa2 |
| Senior unsecured bank debt | 2 | 0 | baa2 | 0 | Baa2 | Baa2 |
| Dated subordinated bank debt | -1 | 0 | ba2 | 0 | Ba2 | |

[1] Where dashes are shown for a particular factor (or sub-factor), the score is based on non-public information.
*Source: Moody's Investors Service*

## Ratings

Exhibit 6

| Category | Moody's Rating |
|---|---|
| **RCI BANQUE** | |
| Outlook | Negative |
| Counterparty Risk Rating | Baa1/P-2 |
| Bank Deposits | Baa2/P-2 |
| Baseline Credit Assessment | ba1 |
| Adjusted Baseline Credit Assessment | ba1 |
| Counterparty Risk Assessment | Baa1(cr)/P-2(cr) |
| Senior Unsecured | Baa2 |
| Subordinate -Dom Curr | Ba2 |
| Commercial Paper | P-2 |
| Other Short Term -Dom Curr | (P)P-2 |
| **PARENT: RENAULT S.A.** | |
| Outlook | Negative |
| Corporate Family Rating | Ba2 |
| Senior Unsecured -Dom Curr | Ba2 |
| Commercial Paper -Dom Curr | NP |
| Other Short Term -Dom Curr | (P)NP |
| **BANCO RCI BRASIL S.A.** | |
| Outlook | Stable |
| Counterparty Risk Rating | Ba1/NP |
| Bank Deposits | Ba2/NP |
| NSR Bank Deposits | Aa2.br/BR-1 |
| Baseline Credit Assessment | ba3 |
| Adjusted Baseline Credit Assessment | ba2 |
| Counterparty Risk Assessment | Ba1(cr)/NP(cr) |
| **RCI BANQUE SUCURSAL ARGENTINA** | |
| Outlook | Negative |
| Issuer Rating -Dom Curr | Caa1 |

*Source: Moody's Investors Service*

## Endnotes

1 The penetration rate represents the percentage of cars sold by Renault for which RCI Banque provided financing to the client.

2 Cost of risk in the retail customer loan book was 115 bps versus 43 bps for H1 2019. In the dealer loan book, the cost of risk stood at 38 bps versus 13 bps for H1 2019

3 Out of which €85 million resulting from an increase in LGDs used to calculate provisions as the collection and sale of repossessed vehicles stopped during lockdown. The update of foward-looking scenarios - as per IFRS9 accounting standard- resulted in an additional €26 million provisioning. Finally, €45 million were linked to an increase in NPL (1.5% from 1.3% at end-December) with stable coverage ratio

4 This is composed of 4.5% of Pillar 1 requirement, 1.125% of Pillar 2 requirement, a capital conservation buffer of 2.5% and 0.01% of countercyclical capital buffer. It also includes AT1 and T2 shortfalls of 1.88% and 0.04% respectively

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