

Japan Credit Rating Agency, Ltd. (JCR) announces the following credit ratings.

## Renault (security code: -)

### <Outlook Change>

Foreign Currency Long-term Issuer Rating: A-  
Outlook: from Stable to Negative

### <Affirmation>

Bonds: A-

### Rationale

- (1) Renault is the leading European carmaker based in France. The ratings had evaluated the Company's solid operating base in Europe centering on France, the improvement of the cost structure based on its alliance with NISSAN MOTOR CO., LTD. (Nissan) (security code: 7201) and its relatively sound financial structure. However, its financial structure has been under downward pressure due to deterioration of its operating performances including a decline in car sales caused by the impact of the COVID-19 pandemic and an increased equity-method loss resulting from Nissan's poorer earnings. In light of this situation, JCR has changed the rating outlook from Stable to Negative. In addition to the impact of the pandemic on the Company's operating performance and financial position, JCR will keep watch on the effects of various measures the Company has taken to recover its earnings such as cost reduction and reinforcement of the alliance, and reflect them on the ratings.
- (2) Renault has an alliance with Nissan, where it is the biggest shareholder with a 43.4% stake, and Mitsubishi Motors Corporation (Mitsubishi Motors) (security code: 7211), which is Nissan's equity method affiliate. The alliance comprising the three companies sold more than 10 million cars in 2019 to rank third in the world. Of Renault's car sales totaling 3.75 million units in the year, more than half were sold in Europe. Renault maintains a market share of around 10% in the European car market and holds a leading position in the European electric vehicle (EV) market. In its global operations, Renault runs car manufacturing subsidiaries in Romania, Russia and South Korea along with the above-mentioned alliance. In addition to its conventional flagship cars in B class and entry-level vehicles, it has been focusing in recent years on expanding sales of C class cars including SUVs. The Company announced along with Nissan and Mitsubishi Motors in May 2020 a spate of measures to strengthen their alliance. Each of the three partners will focus on the areas where it has strength and leverage mutual cooperation and support based on the alliance in other areas.
- (3) Renault saw its total car sales drop 3.4% in 2019, although its sales in Europe edged up 1.3%, slightly outperforming the growth of the European market. It kept its share in the European market at 10.9%, unchanged from the previous year. Its car sales in the markets outside of Europe fell 7.9% due mainly to reduced sales in Turkey, Argentina and China. Its profit in the year sharply decreased due to a heavy equity-method loss resulting from Nissan's poorer performance as well as the sluggish car sales outside of Europe. In the first half of 2020, the Company slipped into an operating loss amid the slump of global car sales caused by the impact of the pandemic. It incurred a EUR7.4 billion net loss in the period due mainly to a widened equity-method loss resulting from Nissan's poorer performance. The Company's operating performance is expected to recover in the second half of 2020. However, with the pandemic threatening to spread once again lately, the recovery may be delayed depending on future developments. Faced with this bleak prospect, the Company has set out various measures including a EUR2 billion cost reduction over the next three years, strengthening of the alliance such as standardization of parts and auto bodies, and a strategy to expand its EV business. JCR will keep watching how they will prove effective in recovering the Company's performance.
- (4) The Company's financial structure has been under downward pressure. Its controlling shareholders' equity capital ratio fell from 28.5% at the end of 2019 to 23.3% at the end of June 2020. Its Automotive Division (excluding car sales finance), which had kept a net cash position, fell into a net debt position amounting to EUR5 billion at the end of June 2020. The division's equity

ratio also declined from 46.1% to 39.8% in the same period. The Company's financial composition may come under further downward pressure unless it can improve its free cash flow through an improved performance and restraint on capital investment.

Toshihiko Naito, Yoshihiko Tamura, Daishi Takemitsu

## Rating

Issuer: Renault

### <Outlook Change>

Foreign Currency Long-term Issuer Rating: A- Outlook: Negative

### <Affirmation>

Issue	Amount (bn)	Issue Date	Due Date	Coupon	Rating
Japanese Yen Bonds 20th Series (2017)	JPY 26.6	July 6, 2017	July 6, 2022	0.50%	A-
Japanese Yen Bonds 21st Series (2018)	JPY 39.1	July 3, 2018	July 2, 2021	0.36%	A-
Japanese Yen Bonds 22nd Series (2018)	JPY 18.3	July 3, 2018	July 3, 2023	0.49%	A-

Rating Assignment Date: September 30, 2020

The criteria used for identifying matters which serve as assumptions for the assessment of the credit status, and the criteria used for setting of grades indicating the results of the assessments of the credit status are published as "Types of Credit Ratings and Definitions of Rating Symbols" (January 6, 2014) in Information about JCR Ratings on JCR's website (<https://www.jcr.co.jp/en/>).

Outline of methodology for determination of the credit rating is shown as "JCR's Rating Methodology" (November 7, 2014) and "Automakers and Auto Parts Manufacturers" (March 26, 2012) in Information about JCR Ratings on JCR's website (<https://www.jcr.co.jp/en/>).

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## INFORMATION DISCLOSURE FORM

Japan Credit Rating Agency, Ltd.

### Disclosure Required by Paragraph (a)(1)(ii) of Rule 17g-7

Issuer:	Renault
Rating Publication Date:	October 5, 2020

**1** The Symbol, Number, or Score in the Rating Scale used to Denote Credit Rating Categories and Notches and, the Identity of the Obligor or the Identity and a Description of the Security or Money Market Instrument as Required by Paragraph (a)(1)(ii)(A) of Rule 17g-7

- Please see the news release.

**2** The version of the procedure or methodology used to determine the credit rating; as Required by Paragraph (a)(1)(ii)(B) of Rule 17g-7

- Please see the news release.

**3** The Main Assumptions and Principles used in Constructing the Procedures and Methodologies used to Determine the Credit Rating as Required by Paragraph (a)(1)(ii)(C) of Rule 17g-7

- The credit rating methodology assumes, in principle, to be applied to assess the likelihood of a given debt payment in light of its issuer's condition and business environment, etc. in the relevant future. There is certain limitation, however, in the time horizon that the rating foresees.
- The credit rating methodology assumes, in principle, that the factors posted in the below are particularly important for such likelihood to be determined, and that the rating determination is made by evaluating each of them not only quantitatively but also employing qualitative analyses.

**A) Business Bases**

The likelihood of a given debt payment is highly conditional to its issuer's business bases - how they can be maintained/ expanded into the future and thereby secure earnings and cash flows in adequacy and in a sustainable way.

**B) Financial Grounds and Asset Quality**

The likelihood of debt payment is highly dependent on the degree of the issuer's indebtedness and loss absorption capacity in terms of equity capital. Also notable is that a financial institution might see a significant loss of financial grounds as a result of changes in value of the assets under its possession.

**C) Liquidity Positions**

The likelihood of debt payment is highly dependent on the adequacy of the issuer's cash and other sources of repayment (liquidity positions).

D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The likelihood of debt payment is affected one way or the other by the issuer's related parties such as parent company, subsidiary, guarantor, and the government of the issuer's business domicile, etc. - by their own conditions and/ or position of support/ assistance for the issuer.

E) Order of Seniority in Debt Payment

The likelihood of debt payment can be different between given debts of the same issuer. The likelihood of debt payment for an individual debt is dependent on the issuer's discretion, and/ or its rank relative to other debts of the same issuer in the order of seniority in principal/ interest payment which is determined by design as financial product or by laws, etc.

4 The Potential Limitations of the Credit Rating as Required by Paragraph (a)(1)(ii)(D) of Rule 17g-7

- The credit rating herewith presented by JCR is its summary opinion with regard to the likelihood of given debt payment and hence not necessarily a perfect representation of such likelihood. The credit rating is not intended to estimate the probability of default or the loss on given default, either.
- The objective of the credit rating herewith presented does not include any concerns other than the likelihood of debt payment, such as risks of price changes, market liquidity, etc.
- The credit rating herewith presented is necessary to be reviewed along with possible changes of the issuer of rated objects in its business performance and/ or circumstances which include regulatory environment, and hence subject to possible alteration.

5 Information on the Uncertainty of the Credit Rating as Required by Paragraph (a)(1)(ii)(E) of Rule 17g-7

- The information used for the determination of credit rating as herewith presented is obtained by JCR from the issuer of rated objects and other sources that JCR trusts in terms of accuracy and reliability but possibly contains errors due to human, non-human or other causes. Consequently, the credit rating determined on the grounds of such information does not constitute, explicitly or implicitly, any representation or warrant of JCR on the information itself or any consequences of its use in terms of accuracy, relevance, timeliness, wholeness, market value, or usefulness for any specific purposes.

6 Use of Due Diligence Services of a Third Party in Taking the Rating Action as Required by Paragraph (a)(1)(ii)(F) of Rule 17g-7

- There is no use of any third-party due diligence service in the determination of the credit rating herewith presented.

7 Use of Servicer or Remittance Reports to Conduct Surveillance of the Credit Rating Required by Paragraph (a)(1)(ii)(G) of Rule 17g-7

- There is no use of any servicer or remittance report to conduct surveillance of the credit rating herewith presented.

8 The Types of Data Relied Upon for the Purpose of Determining the Credit Rating as Required by Paragraph (a)(1)(ii)(H) of Rule 17g-7

- The information posted in the below, which includes data, is used for the determination of the credit rating herewith presented.

A) Audited financial statements presented by the rating stakeholders

B) Explanations of business performance, management plans, etc. presented by the rating stakeholders

## 9 Overall assessment of the Quality of Information Available and Considered in Determining the Credit Rating as Required by Paragraph (a)(1)(ii)(I) of Rule 17g-7

- JCR holds its basic policies for securing the quality of information as a base of due diligence for the determination of credit ratings. The information used as a base for the determination of credit rating herewith presented satisfies such policies, which include the audit by an independent auditor, the publication by the issuer or some independent media or, otherwise, JCR analyst's scrutiny, etc.
- JCR sees no particular weakness in the quality of information used for the determination of the credit rating herewith presented as compared to the information used in other cases of the credit rating for comparable issuers or ratable objects.

## 10 Information Relating to Conflicts of Interest as Required by Paragraph (a)(1)(ii)(J) of Rule 17g-7

- JCR receives payment of compensation for the determination of the credit rating herewith presented from either one of those parties who are issuer, underwriter, depositor or sponsor.
- JCR did not receive in the last fiscal year in the past payment of compensation from the same party for any kind of JCR's service other than the determination of credit rating, such as one in the ancillary business.

## 11 Explanation or Measure of the Potential Volatility of the Credit Rating as Required by Paragraph (a)(1)(ii)(K) of Rule 17g-7

### A) Business Bases

The credit rating is subject to alteration if there is improvement or deterioration of the issuer's business bases, since its revenue, etc. may improve or deteriorate by the change in its business management policies, clients' preferences, competitive situation, or a technological innovation. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change in the business bases is large.

### B) Financial Grounds and Asset Quality

The credit rating is subject to alteration if the issuer increases/ decreases its debt/ capital or vice versa and thereby makes its individual debt payment liability less or more bearable and its loss absorption capacity into the future decreased or increased. Also, the changes in the quality of asset under the issuer's holding may affect the credit rating, since such changes could raise or lower the likelihood of future loss of the issuer's financial grounds. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change in the financial grounds and/ or asset quality is large.

### C) Liquidity Positions

The credit rating is subject to alteration if there is a change in the issuer's financial management policy or in the relations with fund procurement sources and the change thereby makes its liquidity positions improve or deteriorate. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change is large.

### D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The credit rating is subject to alteration if there is a change in the issuer's parent company or subsidiary, guarantor or other provider of credit enhancement, or the government of the issuer's

business domicile, or other related parties' own conditions and/ or position of support/ assistance for the issuer, and the change thereby makes its business bases, financial grounds and/ or liquidity positions improve or deteriorate, and/ or making the effectiveness of guarantee and other credit enhancement improve or deteriorate. The resultant alteration of the credit rating is usually a notch, with possibility of a few notches if and when the change is large.

**E) Order of Seniority in Debt Payment and Non-Payment Forgiven by Contract**

The credit rating is subject to alteration if there is a change in the rated debt's status in the order of seniority relative to other debts caused by the improvement/ deterioration of the issuer's financial condition. The resultant alteration of the credit rating is usually a notch, with possibility of a few notches if and when the change is large. Also, in case of the financial products for which non-payment of interest/ principal is contractually permissible, the credit rating is subject to alteration if and when the likelihood of such non-payment is projected to increase or decrease. The resultant alteration of the credit rating could be by a notch but often as much as a few notches.

**F) Rise and Fall in General Economy and Markets**

The credit rating is subject to alteration if there is a rise/ fall in the general economy and/ or the markets inducing the issuer's revenues/ expenses to increase/ decrease and vice versa, etc. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change is exceptionally large.

**G) Various Events**

The credit rating is subject to alteration on occurrence of various events, such as change in the issuer's major shareholders, M&A and other organizational change, accident, violation of the law, litigation, legal/ regulatory change, natural disaster, etc., which are unforeseeable at the time when the credit rating is determined, causing a significant change on the issuer's business bases, financial grounds, etc. The resultant alteration of the credit rating could be by a notch but more often than not as much as a few notches.

## 12

Information on the Content of the Credit Rating, Including the Historical Performance of the Credit Rating and the Expected Probability of Default and the Expected Loss in the Event of Default as Required by Paragraph (a)(1)(ii)(L) of Rule 17g-7

- Historical records of the credit rating herewith presented are posted in the end of this paper.
- The credit rating herewith presented by JCR is its summary opinion with regard to the likelihood of given debt payment and hence not necessarily a perfect representation of such likelihood. The credit rating is not intended to estimate the probability of default or the loss on given default, either.
- Facts of the probability of default are posted as Form NRSRO Exhibit 1 on the JCR website under the URL:

<https://www.jcr.co.jp/en/service/company/regu/nrsro/>

## 13

Information on the Sensitivity of the Credit Rating to Assumptions Made as Required by Paragraph (a)(1)(ii)(M) of Rule 17g-7

**A) Business Bases**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's business bases and powers of earning or cash flow generation, etc. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's business bases on some drastic change in the operational environments, etc.

**B) Financial Grounds and Asset Quality**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's financial grounds and asset quality. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's financial grounds and/ or asset quality on some drastic change in its business bases.

C) Liquidity Risks

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's liquidity positions. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's liquidity positions on some drastic change in its financial management policy or relations with fund procurement sources, etc.

D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's parent company or subsidiaries, guarantor or other providers of credit enhancement, the government of the issuer's business domicile or other related parties' status and stance of support/ assistance for the issuer. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if there is a major change on the part of related parties, such as replacement, disappearance, some drastic improvement/ deterioration of financial grounds/ balances, etc.

E) Rise and Fall in General Economy and Markets

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the prospects of general economy and markets. JCR expects the change should be most likely by a notch but could be as much as a few notches, should the economy or the markets change so greatly.

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Information on the Representations, Warranties, and Enforcement Mechanisms of an Asset-backed Security as Required by Paragraph (a)(1)(ii)(N) of rule 17g-7

- The credit rating herewith presented is not for an ABS product, and hence no relevant issue.

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## The Historical Performance of the Credit Rating

Issuer Name	Issue Name	Publication Date	Rating	Outlook/Direction
Renault	Issuer(Long-term)(FC)	September 19, 2003	A-	
Renault	Issuer(Long-term)(FC)	August 2, 2004	A	
Renault	Issuer(Long-term)(FC)	September 6, 2005	A	
Renault	Issuer(Long-term)(FC)	September 8, 2006	A	Stable
Renault	Issuer(Long-term)(FC)	August 20, 2007	A	Stable
Renault	Issuer(Long-term)(FC)	October 24, 2008	A	Stable
Renault	Issuer(Long-term)(FC)	December 17, 2008	A	Negative
Renault	Issuer(Long-term)(FC)	February 27, 2009	A-	Negative
Renault	Issuer(Long-term)(FC)	September 30, 2009	BBB+	Stable
Renault	Issuer(Long-term)(FC)	November 26, 2010	A-	Stable
Renault	Issuer(Long-term)(FC)	December 9, 2011	A-	Stable
Renault	Issuer(Long-term)(FC)	March 15, 2013	A-	Stable
Renault	Issuer(Long-term)(FC)	March 20, 2014	A-	Stable
Renault	Issuer(Long-term)(FC)	February 26, 2015	A-	Stable
Renault	Issuer(Long-term)(FC)	March 31, 2016	A-	Stable
Renault	Issuer(Long-term)(FC)	March 24, 2017	A-	Stable
Renault	Issuer(Long-term)(FC)	March 20, 2018	A-	Positive
Renault	Issuer(Long-term)(FC)	September 4, 2019	A-	Stable
Renault	Japanese Yen Bonds 20th Series (2017)	June 29, 2017	A-	
Renault	Japanese Yen Bonds 20th Series (2017)	March 20, 2018	A-	
Renault	Japanese Yen Bonds 20th Series (2017)	September 4, 2019	A-	
Renault	Japanese Yen Bonds 21th Series (2018)	June 26, 2018	A-	
Renault	Japanese Yen Bonds 21th Series (2018)	September 4, 2019	A-	
Renault	Japanese Yen Bonds 22th Series (2018)	June 26, 2018	A-	
Renault	Japanese Yen Bonds 22th Series (2018)	September 4, 2019	A-	



## Attestation Required by Paragraph (a)(1)(iii) of Rule 17g-7

I, Toshihiko Naito, have responsibility to this Rating Action and to the best of my knowledge:

- A) No part of the credit rating was influenced by any other business activities.
- B) The credit rating was based solely upon the merits of the obligor, security, or money market instrument being rated.
- C) The credit rating was an independent evaluation of the credit risk of the obligor, security, or money market instrument.



Toshihiko Naito  
General Manager of International Rating Department

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