



IN
MOROCCO
WITH
RENAULT

GROUP RENAULT IN MOROCCO, 90 YEARS



1928

Renault in Morocco
Start of Renault assembly in SOMACA.



1966

Renault Express LCV.



1996

Kangoo

1999

Renault bought Fiat & Morocco Kindom shares.



2003

Renault bought Fiat & Morocco Kindom shares.



2005

Renault Tanger plant deal + first Logan exported from Morocco.



2007

Inauguration of the Tanger Pht 1 plant.



2012

Inauguration of Tanger Ph2: + SOMACA : New « Logan



2013

2016



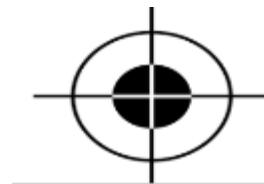
Signing Of Ecosystem Contract with Morocco government.

2017



The 1 Million Car produced and exported Logan MCV SOP 90th anniversary.

2018



€ 1 Billion Purchasing TO & > 50% Local Integration Rate.

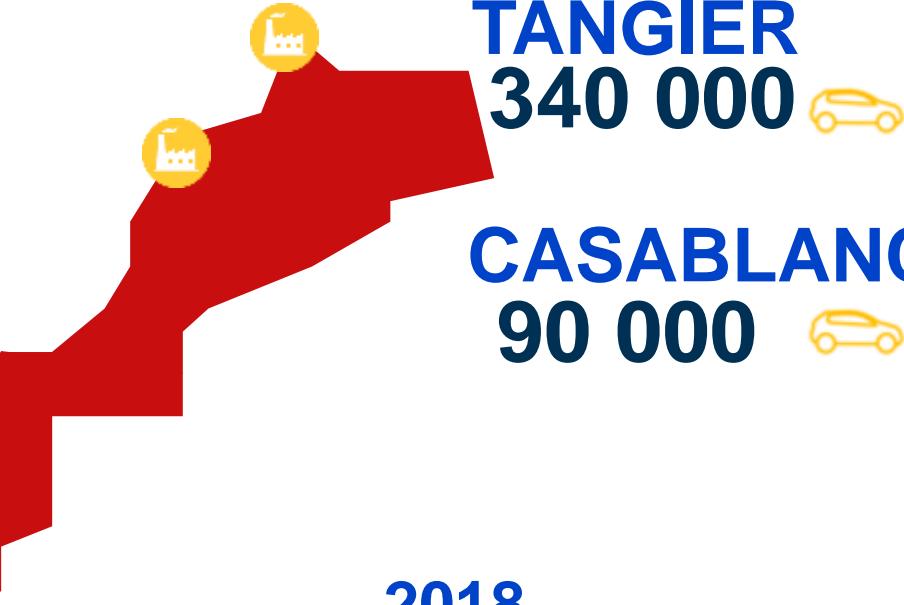
2023



Renault Ecosystem /Local Integration : 1.5 / 2 G€ sourcing turnover & 65% local integration rate.

AN INDUSTRIAL & COMMERCIAL PILAR FOR THE GROUP

CAPACITY
PLANTS
 **430 000**



TANGIER
340 000 

2017

	70 535	Vehicles sold in the local Market
	376 000	Vehicles produced 10% of the group's sales in the world
	333 100	Vehicles exported to 74 destinations
	+10%	growth in 2017 Local Market Share 41,8%

2018

	>400 000	Forecast 2018
	Target 2018	Market Share >40%



CASABLANCA – SOMACA FACTORY

31

Hectares

PROCESS
15Veh/H



72 000 VEH PRODUCED IN 2016

+72% for Export

PRODUCED MODELS
**LOGAN, SANDERO &
SANDERO STEPWAY**



RENAULT-NISSAN FACTORY - TANGIER

300
Hectares



273 000 VEH PRODUCED
IN 2016



PRODUCED MODELS
DOKKER, DOKKER VAN, LODGY,
SANDERO & SANDERO STEPWAY



+95% for Export



GROUPE RENAULT
MODELES MADE IN
MOROCCO

WHAT DO WE PRODUCED IN MOROCCO ?



GLOBAL ACCESS !



10%



Of RENAULT GROUP
volumes are manufactured in
Morocco

EXPORTS VEHICLES

Top 3 Exports RTE

France 59214

Espagne 37194

Italie 32547

Top 3 Exports Somaca

Turquie 28129

France 8609

Egypte 4122



RENAULT ECOSYSTEM

A supplier convention was organized on April 2016 to launch the “Renault Ecosystem” with Moroccan authorities



2023 Renault Commitment

65%
Local Integration
(Excluding Powertrain)



1,5/2
Billion €
Turn Over

FULL INCENTIVE PACKAGE TO SUPPORT LOCALIZATION PLAN

RENAULT ECOSYSTEM

NEW TECHNOLOGIE DEVELOPMENT

20% INCENTIVES ON FACILITIES
INVESTMENT (FIELD-BUILDING-
CAPEX Lines)

20% INCENTIVES ON SPECIFIC
TOOLING INVESTMENT

BOOST EXPORTATION

30% INCENTIVES ON HARBOR TAXES
SUR LES TAXES (IMPORT/EXPORT Full Truck)

OR

50% INCENTIVES ON Tangier
Automotive City LOGISTIC PLATFORM
FEES

CUMULATIVE INCENTIVES

SUPPORT ON LEASING FEES

TRAINING SUPPORT & INCENTIVES

FREE ZONE EXONERATION (VAT,
Custom Taxes, Company Taxes,
Professional Taxes)

RENAULT ECOSYSTEM – SNAPSHOT

8th April 2016



2016 Renault

40 %

(Excluding Powertrain)

2018 Renault

50%

(Excluding Powertrain)

2021

NEW
XJI
NEW
XJK



2023 Renault Commitment

65%

(Excluding Powertrain)

0,85

Billion €
Turn Over

1

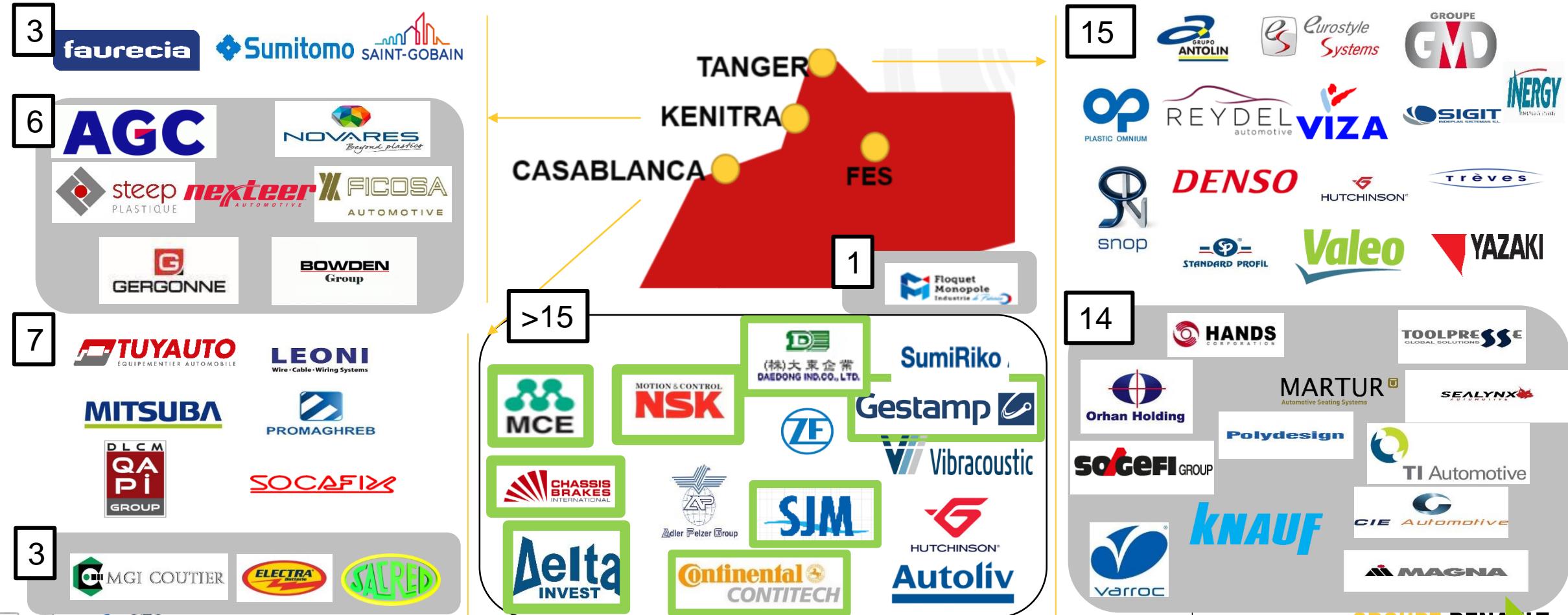
Billion €
Turn Over



1,5

Billion €
Turn Over

RENAULT ECOSYSTEM SUPPLIER BASE FAST GROWTH



2011

FROM INITIAL 25 TO 50 ACTUAL AND 75 AS A PERSPECTIVE

2023

شُكْرًا

MERCI



GROUPE RENAULT