

Press release

Diac achieved a record 35.1% penetration for Renault new vehicle sales in November and a cumulative 32.7% to end-November, confirming its commitment to dealers

2008: Thanks to the wealth of its customer offering and close relations with the network, Diac will end 2008 higher in terms of new financings compared with 2007

Retail market

With retail penetration of 36.3% and new financings up 10.2% to end-November 2008, Diac has confirmed its leadership position in this market.

The temporary suspension of Rentals with Purchase Option for retail customers did not penalise either Diac or its customers. As a substitute, Diac proposes a New Deal Loan which has all the advantages of a Renault New Deal Rental with Purchase Option.

This suspension enabled Diac to optimise its funding with no loss in volumes.

Corporate market

Diac Rentals maintained its position as the leading renter with a fleet of 236,755 vehicles under management and a penetration of 34.6% at end-November 2008. The successful early-September launch of the Renault New Deal Pro (leasing and long-term rental) allowed Diac to broaden its offer to professional users.

Wholesale financing

Cogera (a Diac subsidiary) is part of the strategy announced by the carmaker to reduce and clean up its stocks, which has become necessary given the decline in demand and cash optimisation requirements. Diac maintained its position as the network's leading banker with outstandings of more than 2 billion euros at end-November 2008.

Automobile support plan

Aware of the special case constituted by French captive finance companies in the auto sector and their essential role in supporting vehicle sales and consumer credit, the French authorities have allocated to us an additional 500 million euros. This amount is to be added to the two first draw-downs from the Company for the Financing of the French Economy (*Société de Financement de l'Economie Française*, or SFEF).

As a result Diac has the resources needed to support the additional sales initiatives announced by the carmaker.

2009: Reopening of Rentals with Purchase Option and the introduction of an ambitious sales support through financing programme

Being able to use its portfolio of Rentals with Purchase Option as a guarantee for SFEF loans will enable Diac to again propose, from 1 January 2009, the Renault New Deal Rental with Purchase Option for retail customers.

Furthermore, continued securitisations to increase the potential of receivables and the use of long-term rentals as a guarantee are solutions that will allow Diac to ensure in future sustained financing of its retail and wholesale activities.

Beginning in December and for the first four months of 2009, Diac has put in place an aggressive plan in terms of financing offers and conditions with the objective of supporting the carmaker's sales while at the same time further increasing the percentage of sales financed relative to the same four months of 2008.

Diac thus confirms its position as the car financing leader, strengthening its commitment to both the carmakers and the network.

"The Renault and Nissan makes need a strong captive finance subsidiary to support their stock management policies and assist with the growth of sales. More than ever RCI Banque and Diac meet this expectation", stresses Philippe Gamba, the RCI Banque-Diac CEO.

RCI Banque – Communication department – www.rcibanque.com
Contact: Luc Gendrot + 33 (0) 1 49 32 88 15 e-mail: luc.gendrot@rcibanque.com