

RENAULT

READY TO PROVIDE CAR SHARING SOLUTIONS



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GROUPE RENAULT

Car sharing is an alternative solution to traditional vehicle usages (ownership & public transports) that tackles their main limits

1. Cars are under used



An average car in Paris is only used **6 days** (i.e. 135 hours) **per year***

2. Cars cost a lot for their owners



Owning an average car in Paris can cost **up to 3000 € per year** (parking fees, etc.)*

3. People need transport flexibility



Urban, convenient alternative to public transports car ownership
Need for 24/7 access

4. People have diverse car usages



Depending on the situation, need for LCV, small cars, estates, vans, 4x4, pick-ups, etc.

With car-sharing:

TCO reduced

More convenient

Need-oriented

Environmental-friendly

Pay per use rather than pay for ownership

* Zipcar research on car ownership

Users expect car-sharing to be easier, faster & even cheaper

Avoid car ownership or leasing costs



*No maintenance costs
No renting / buying costs
Ability to use cars for personal purposes*

Remove frictions



*No money exchange
No paper
No human contact*

Be more flexible



*24/7 access to the cars
Start & end whenever needed*

Save time



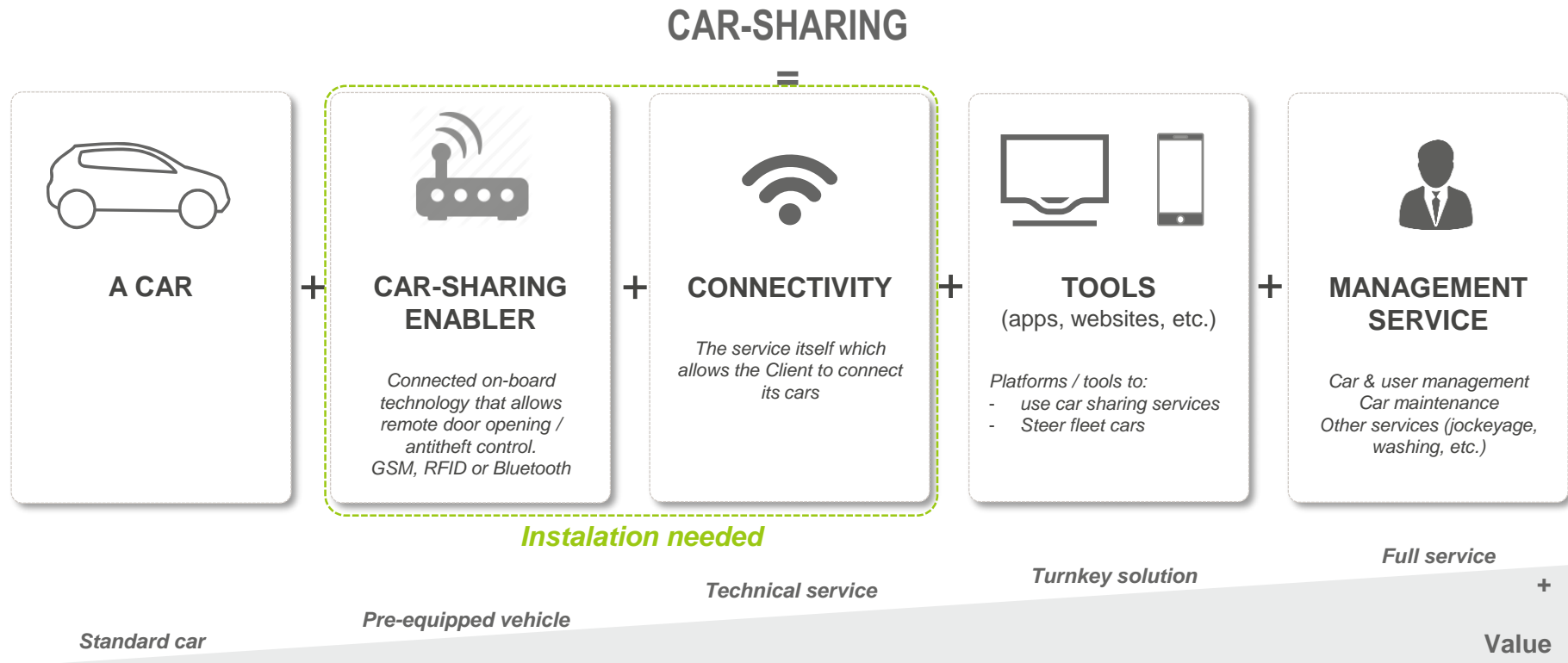
No booking costs, no key handover

Show modern & environmental behavior



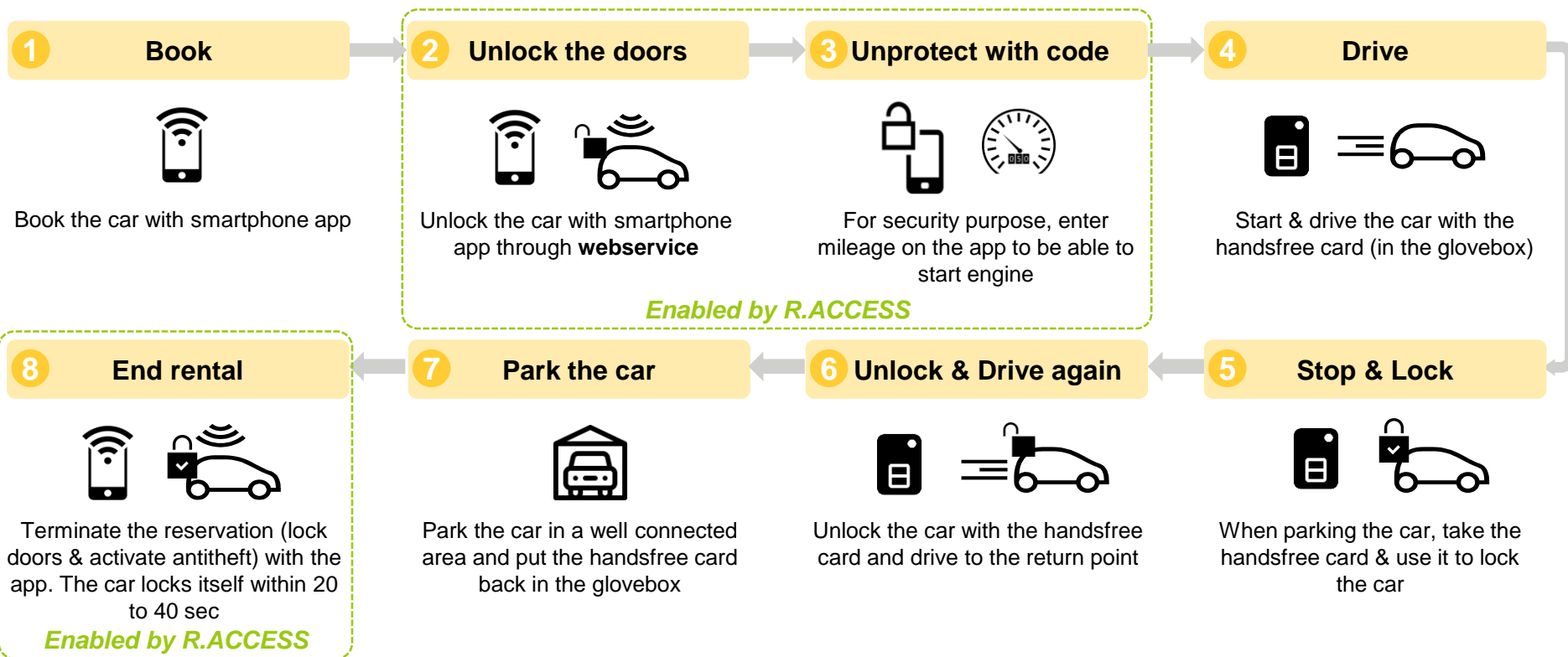
*Use electric cars
Digital experience*

A complete car-sharing solution needs several layers



Door opening, engine starting & reservation ending are enabled by R.ACCESS

The following journey is only an example of what can be done with R.ACCESS technology



As a native solution, R.ACCESS does have unique benefits

AS other car-sharing solutions, R.ACCESS can...



Cut operating costs

- Streamline fleet cars number & use
- Reduce fleet management manpower



Increase productivity

- Faster process, no key handover



Increase flexibility

- 24/7 access to the cars

MORE than other car-sharing solutions, R.ACCESS is...



Cost-efficient

- **Cheaper** than car-sharing telematics box
- Preserved **Residual Value**
- **No implementation** or restoration costs



Easy to implement

- Built-in equipment with quick activation
- No aftersales assembly to **add / delete car** from the car-shared **fleet**

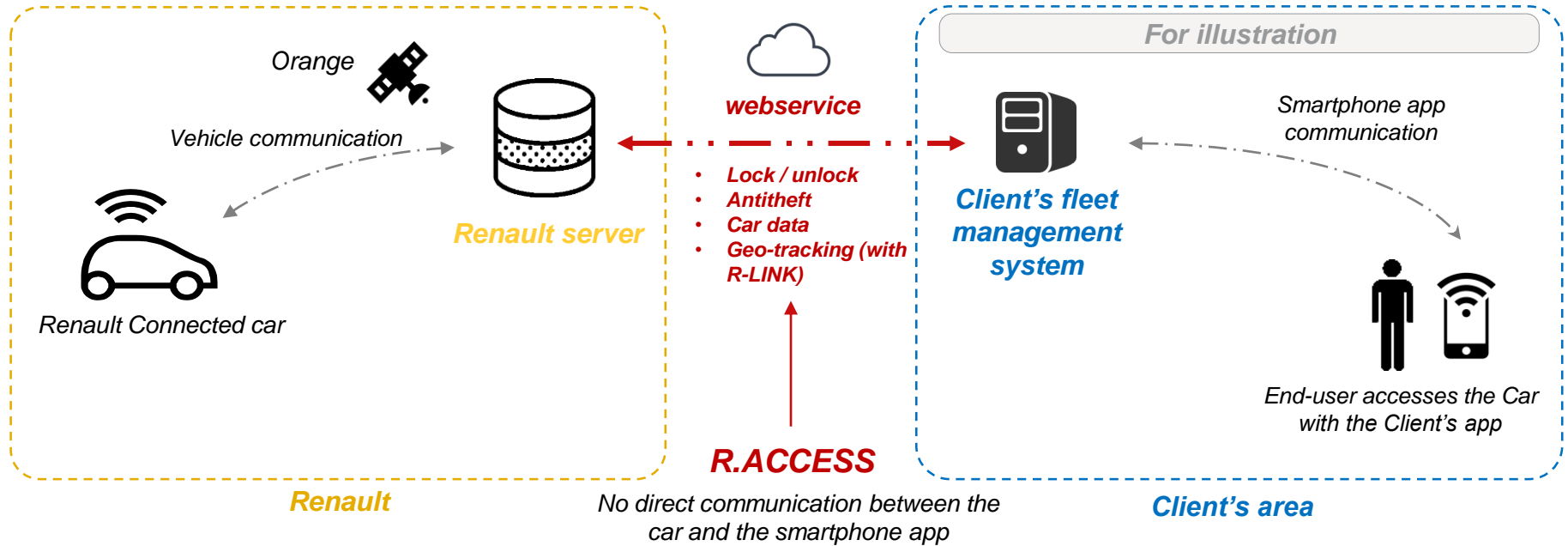


Safe

- Standard Renault vehicle **inviolability level**
- Manufacturer **warranty**

R.ACCESS is to date the only native commercial solution for keyless door-opening offered by a car-marker

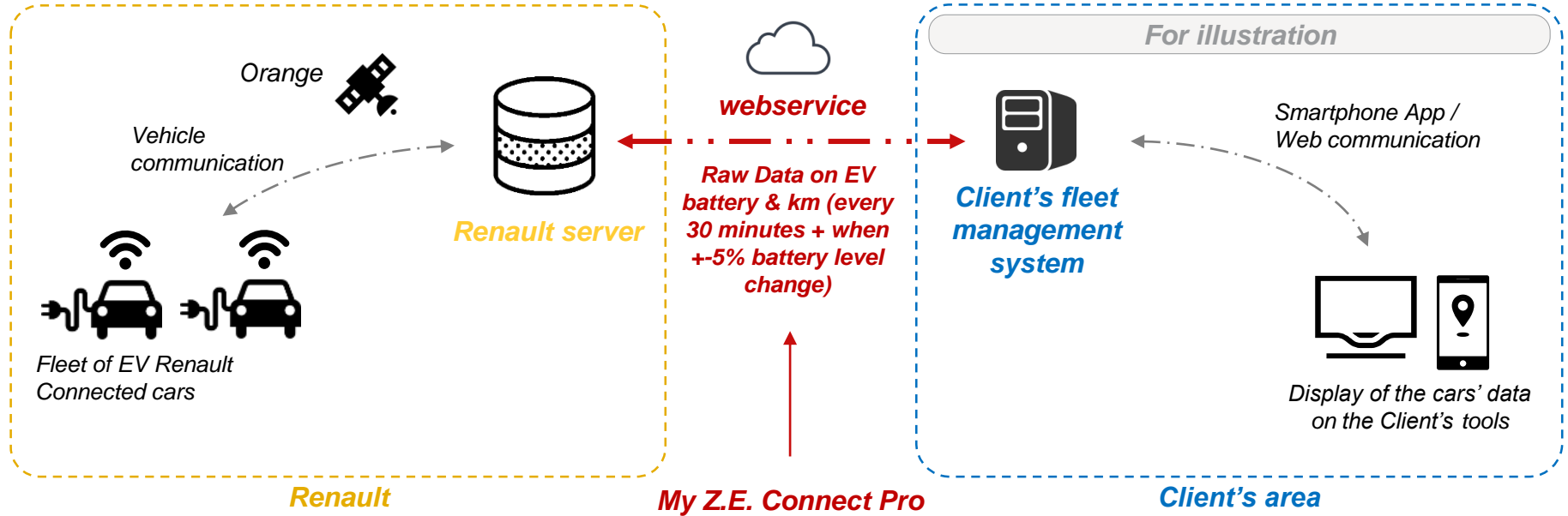
Renault sells part of its server for the access of the data: the client can develop or plug its own solutions



Thanks to R.ACCESS, the car is « car-sharing ready »



My Z.E. Connect Pro transfers real-time data from the client's EVs' batteries



Every 30 minutes, My Z.E. Connect Pro transfers the EV raw data to the Client

Full Range of combustion & electric cars ready for Car-sharing



Renault is ready to provide full Electric cars range in 2018

Master Z.E. will extend the range in 2018



**Renault is the leader in electric cars.
Renault ZOE with 400 km NEDC range is the best choice for city transportation.**

THANK YOU

