

September 9, 2008

### NEW RENAULT MÉGANE ALLURING, INTUITIVE AND REASSURING

New Renault Mégane's lines are the product of a desire to produce an immediately eyecatching car. Its dynamic, elegant styling takes its inspiration from the passion associated with the automobile, including cues from the world of sport. New Renault Mégane is robust, too, with the accent very much on the fit and finish of its panels, as well as on that of the materials it employs. The new model has also benefited from the progress that has been achieved across the Renault range on both the reliability and durability fronts.

New Renault Mégane's interior is extensively equipped with practical, comfort-enhancing features. These include combined analogue/digital instruments incorporating a new, easier to read colour-coded cruise control/speed limiter interface. The list continues with a host of equipment normally associated with the next segment up, such as hands-free entry and ignition, automatic locking as the driver walks away from the car, a Carminat Bluetooth® DVD navigation system and a custom-developed audio system (3D Sound by Arkamys®).

New Renault Mégane's on-road performance lives up every bit to the high standard promised by its looks, with precision, control and efficiency combining to deliver a particularly enjoyable and reassuring ride. A broad, extensively renewed range of dCi and TCe powerplants combining performance and respect for the environment is available, with four diesel engines that can claim  $CO_2$  emissions equal to, or less than, 120g/km.

New Renault Mégane has been designed to offer best-in-class safety performance, too. Features include double side impact sensors and dual-chamber airbags as seen on

Direction de la Communication 1967, rue du Vieux Pont de Sèvres – 92109 Boulogne Billancourt Cedex Tel.: + 33 (0)1 76 84 64 69 – Fax: + 33 (0)1 76 89 08 56 Sites : www.renault.com & www.media.renault.com ©Renault - Direction de la communication / Corporate Communications Laguna III and aimed at minimizing the consequences of a side-on collision. It is also a socially responsible vehicle which is 95 per cent end-of-life recoverable by weight, while almost 12 per cent of the plastics it contains are sourced from recycling, equivalent to an average of 22kg per car.

New Renault Mégane marks the beginning of Renault's renewal of its C-segment line-up. With market share of more than a third, this segment has long been the biggest in Western Europe and makes a significant contribution to Renault's performance in terms of both volume and profitability.

By 2010, the New Mégane family will include six different models, each of which will have its own distinct and assertive personality. These six models have been conceived essentially for customers in European markets and will be manufactured in Palencia (Spain) and Douai (France). Other models will be available in non-European markets equipped with specific technical solutions suited to local conditions of use.

For almost two years, Renault's design and engineering teams focused their attention on three main areas of development, namely reinforcing the personality of each member of the Mégane line-up, ensuring a balanced offer in terms of performance and equipment, and targeting best-in-class positioning for all of its key features.

New Renault Mégane, which goes on sale from November 2008, comes after the 15<sup>th</sup> car of the Renault Commitment 2009 plan and consequently benefits fully from the progress achieved in terms of quality on preceding models.

### New Renault Mégane Alluring, intuitive and reassuring

Chapter 1: Distinctive, assertive styling for the first member of the new Renault Mégane family

- Designed to seduce
- Robustness and perceived quality

# Chapter 2: Ergonomically advanced, intuitively positioned controls, comfortable, useful technology

- The focus on an intuitive, comfortable interior
- ✤ A raft of equipment from the next segment up

#### Chapter 3: A rewarding driving experience

- Exemplary handling: reassuring, responsive and precise
- Respect for the environment and performance: the hallmarks of the dCi and TCe engine ranges
- New Renault Mégane targets safety excellence

#### Chapter 4: New Renault Mégane, a family with character

- Mégane: a large family that has forged a real name for itself
- The compact segment in Western Europe: a market of more than five million cars
- Ensuring a sustainable profit context

#### Distinctive, assertive styling for the first member of the new Renault Mégane family

"New Mégane's lines are the fruit of a bid to produce an immediately eye-catching design which is not only dynamic and sporty, but which also exudes robustness, quality and solidity," says Renault's Medium Car Programmes Design Director Fabio Filippini. New Mégane paves the way for the renewal of Renault's offer in the compact vehicle segment. Like the Mégane Coupé Concept show car unveiled in Geneva last spring, New Renault Mégane's styling has been honed to appeal to car enthusiasts.

#### **Designed to seduce**

Renault's Design Department worked closely with the project engineers from a very early stage to incorporate styling cues suggestive of the world of sport into New Mégane's genetic makeup. The result is a family hatchback of 4.30m in length with a dynamic stance, thanks particularly to its short front and rear overhang, a 2.64m wheelbase, steeply-raked roofline and wide tracks.

Its strong personality is instantly apparent through its racy front-end looks which feature crown lines that sweep across the bonnet from the windscreen pillars to converge on the centrally-positioned logo. Meanwhile, the streamlined forms of the headlamps serve to prolong the fluid lines of the air-intakes to reinforce New Renault Mégane's determined expression and piercing gaze.

New Renault Mégane's strong personality is also apparent at the rear where the two-part light clusters continue the feature line and facilitate access to the boot.

The Latin influence of New Renault Mégane's elegantly sensual curves is especially visible when seen from the side. The proportions of its flanks are both harmonious and dynamic, and irresistibly suggest forward movement, as well as an assertive character and the promise of genuine driving enjoyment.

#### **Robustness and perceived quality**

At first sight, New Renault Mégane exudes a sense of robustness and perceived quality. This impression is heightened by the generous surface area and curvaceous forms of the body panels. Seen from the side, the feature line extends the crease of the slightly prominent front wings rearward to emphasize the car's broad, solid shoulders. The wide track dimensions (1.55m) ensure that the car sits squarely on the road, and this sense of stability is underlined by the steeply-raked rear screen and, indeed, by the entire rearend design. New Renault Mégane's proportions, the form of the beltline and the large door panels exude a feeling of protection.

This blend of fluid lines coupled with the generous proportions of the bodywork also maximizes the visual effect produced by the light reflecting off the body, while the range of metallic paint finishes includes the all-new Ecume Blue.

Particular attention has been paid to reducing the cut lines between the different body panels (e.g. windscreen pillars, fuel filler flap) and the front and rear bumpers discreetly incorporate the parking proximity sensors. New Renault Mégane's roofline also benefits from specific treatment thanks to the use of laser brazing which eliminates the need for roof trimming.

The interior, meanwhile, features an intuitive driving environment that makes extensive use of fluid forms. The impression that the dashboard is suspended is reinforced by the taut horizontal lines that highlight the curve of the decorative trim. All the controls have been carefully positioned and fall easily to hand both close to the steering wheel and on the centre console, with a view to freeing up as much space as possible for an even roomier cabin.

Great care has also gone into the quality and fit and finish of the materials used. The fully integrated dashboard cowl benefits from a finish which is not only soft to the touch, but also resistant to daily use and the ageing effects of sunlight.

The windscreen wipers are aesthetically concealed beneath the bonnet line, a choice which also favours acoustic and aerodynamic performance.

The interior trim has been carefully thought through to produce a range of distinct ambiences depending on equipment level. Customers can accordingly choose between a light, elegant trim that exudes travelling comfort or a darker ambience with a sportier feel.

Last but not least, New Renault Mégane comes with a comprehensive range of accessories including body kits, comfort-enhancing equipment and stowage solutions.

#### Ergonomically advanced, intuitively positioned controls, comfortable, with useful technology

#### The focus on an intuitive, comfortable interior

Simplified ergonomics and interfaces mean that New Mégane customers will have absolutely no trouble familiarizing themselves with their new vehicle.

The first thing they will appreciate as they take the wheel for the first time is New Mégane's **innovative dashboard which features** an analogue rev-counter alongside a digital speedometer which is clear and easy to take in, ensuring greater visual control over the vehicle's speed. The centrally-positioned speedometer also incorporates the cruise control/speed limiter display, fuel and water temperature gauges, and 'door open' and tyre pressure warning lights.

One particular Renault innovation is **New Mégane's cruise control/speed limiter which comes with a new interface**. When this function is activated, the speed selected by the driver is displayed at the top of the speedometer which is itself ringed by a sequence of lights that take the form of an arc around the central display. In speed limiter mode, the red segment lights up as the speed increases, while the selected speed begins to flash if exceeded. The use of colours is not only intuitive and functional; it also represents a gain in terms of response time and safety.

The design of the seats and the materials chosen for them enable long distances to be covered in total comfort. In addition to the height- and reach-adjustable steering wheel, the intuitive seat-adjustment controls fall easily to hand and it takes no time at all for drivers to modify the seatback angle and headrest, adjust the lumbar support and even raise or lower the seat height through 70mm of travel.

The sensation of travelling comfort is heightened by the carefully engineered acoustic comfort of the **exceptionally roomy cabin** which boasts best-in-class front elbow room.

The boot volume of 405dm3 figures amongst the best in the segment. Access is made simple through the low sill height and wide hatch aperture which has been achieved by locating part of each rear light cluster on the hatch itself. The 60/40-split rear seat allows the load capacity to be easily adapted by means of practical, easy-to-reach levers. New Renault Mégane also carries over the particularly useful **under-floor stowage solutions** featured on previous generation Méganes.

#### A raft of equipment from the next segment up

In response to customer demand, Renault has paid special attention to ensure that New Mégane's driving environment is practical with controls that are both ergonomically positioned and intuitive. The newcomer also comes with a long list of technological equipment and features traditionally associated with the next segment up and aimed at taking the stress out of motoring, as well as enhancing travelling comfort.

New Renault Mégane is equipped with hands-free entry and ignition, while the same card remotely locks the car when the driver walks away from the vehicle. All of the doors can also be locked automatically by pressing on the button situated on the handles. They unlock when the hand of the person carrying the card approaches one of the door handles or activates the boot latch. Meanwhile, the remote lighting function enables drivers to locate their vehicle thanks to a specific button on the card which switches on the lights.

Another comfort feature is New Renault Mégane's **assisted parking brake** which is automatically applied when the engine is switched off and released by a simple press on the accelerator pedal with the engine running. The system facilitates hill starts and can be activated manually thanks to a switch situated on the centre console.

New Renault Mégane can be ordered with one of two GPS navigation systems: **Carminat Bluetooth® CD** (2D navigation with seven-inch colour display and now featuring central control) or **Carminat Bluetooth® DVD** (top-end 3D navigation), a system previously only available on models from the next segment up. Carminat Bluetooth® DVD incorporates three functions: GPS navigation, a radio-CD with MP3 playback and Bluetooth® hands-free telephone controls. The joystick control is located in the middle of the centre console and requires no time at all to become fully proficient in its use.

For optimal thermal comfort, New Renault Mégane is equipped with climate control as standard, while an **automatic dual-zone system** is available for certain versions. This system enables the driver and front passenger to choose the temperature they prefer independently. It also permits them to select the fan speed thanks to the 'Soft-Auto-Fast' function. In 'Auto' mode, the system automatically optimizes the temperature, sound level and start-up speed. The 'Soft'

mode favours a quieter ambience, notably for the driver and front passenger, while the 'Fast' mode responds swiftly and efficiently to adjust the temperature of the entire cabin.

New Mégane benefits from a comprehensive range of audio systems, too, including a first for a Renault model: a **tailor-made top-end system developed in association with Arkamys®** and known as '**3D Sound by Arkamys®'**. This specialist company in digital audio processing benefits from some ten years of experience and has developed special onboard software which delivers a high quality three-dimensional sound. The system can even adapt the listening experience to the number of occupants in the car. Meanwhile, radio reception has been optimized thanks to a dual aerial system comprising a traditional exterior antenna and another screen-printed onto the rear screen.

**Connectivity** also takes pride of place on New Renault Mégane thanks to the standard auxiliary socket located on the centre console which enables occupants to enjoy personal music collections stored on a portable player. The **Plug & Music** option enables the driver to scroll through the functions of portable players (USB key, iPod®, etc.) using the car's own steering wheel-mounted finger-tip remote controls, with menus and play lists shown remotely on the dashboard display.

#### A rewarding driving experience

#### Exemplary handling: reassuring, responsive and precise

The response, dynamic performance and driving pleasure delivered by New Renault Mégane live up every bit to the promise suggested by its looks.

Significant engineering effort went into all the elements that make up the chassis at a very early stage in the project. The MacPherson-type front suspension is coupled with a new horned subframe, a configuration which minimizes lateral displacement of the subframe to provide impeccable directional precision. At the same time, New Mégane's new power steering system offers even swifter response to driver input and helps counter the phenomenon of steering wheel inertia. The rear suspension is based on a programmed flexible beam using a closed section beam that combines stiffer torsional performance and light weight. The sum of these features has produced a more responsive, agile ride, as well as improved cornering without detracting from comfort.

In addition to the dynamic qualities of its chassis, New Mégane can claim class-leading stopping power thanks to its generously dimensioned brakes. The combination of vented 296mm-diameter discs at the front and 260mm-diameter rear discs slows New Mégane to a standstill after repeated braking from 100kph in just 37 metres, one of the segment's best braking distances.

New Mégane also ensures precise, responsive and reassuring roadholding, while its positive, predictable handling performance is suited to dynamic driving styles.

## Respect for the environment and performance: the hallmarks of the dCi and TCe engine ranges

A significantly renewed range of dCi and TCe (Turbo Control efficiency) powerplants that combine fuel efficiency and driving pleasure will be available for New Mégane from launch. These engines are capable of delivering torque and power from low revs across a broad rev band whatever the demands made on them. New Renault Mégane has profited from this expertise to feature a comprehensive line-up of engines and transmissions whose technical characteristics bring out the best in the new car's dynamic potential.

#### The dCi range

The dCi 85 and dCi 105 engines, which have been widely praised for the performance and driving pleasure they deliver, have been joined by the dCi 90 and the particulate filter-equipped dCi 110. **Every one of these engines emits less than 120g of CO<sub>2</sub>/km**, while the **new dCi 130** profits from the dCi range's most advanced technology in terms of combustion and turbocharging to return CO<sub>2</sub> emissions of just 135g/km. Peak power (130hp/96kW) arrives sooner too (at 3,750rpm instead of 4,000rpm), and maximum torque (300Nm) is available from 1,750rpm instead of 2,000rpm. The engine line-up will shortly be extended to include the dCi 160 coupled with a manual gearbox and the dCi 150 mated to automatic transmission.

#### The petrol range

Depending on market, the petrol range will comprise the 1.6 16V 100hp and 110hp engines, as well as the 2.0 16V 140hp and the **TCe 180**. The 2.0 16V will be available from launch with a six-speed manual gearbox, while continuously variable transmission will be introduced with this powerplant at a later date. Renault's latest petrol engine, the **TCe 130** will be added to the catalogue in the spring of 2009. Developed within the framework of the Renault-Nissan Alliance, the latter is a perfect illustration of the expertise that has been acquired in the realm of downsizing. This new, fuel-efficient 1,397cc block packs the power of a 1.8-litre engine (130hp) and the torque of a 2.0 (190Nm), yet its  $CO_2$  emissions are less than those of a 1.6, making it particularly respectful of the environmental. Depending on version, these engines can be mated to five- or six-speed manual or automatic transmissions.

The New Mégane range will include biofuel-compatible engines (bioethanol and biodiesel).

Despite being bigger and roomier, New Mégane **is an average 8kg lighter** than its predecessor. The combination of lower weight and optimized aerodynamics has led to exceptionally low fuel consumption and CO<sub>2</sub> emissions, but not to the detriment of either driving pleasure or performance.

New Mégane is one of the most socially responsible cars in its class. Almost **70 per cent of all** sales will concern models that meet the three criteria required to qualify for the Renault eco<sup>2</sup> signature, namely:

- CO<sub>2</sub> emissions less than 140g/km or biofuel-compatible,
- Manufactured in an ISO 14001-certified factory,

- 95 per cent end-of-life recoverable, and at least five per cent of the plastics the car contains must be sourced from recycling.

#### New Renault Mégane targets safety excellence

Like its predecessor, New Mégane has been designed to deliver best-in-class performance. Renault has naturally profited from its own engineering expertise and from the latest research carried out by LAB<sup>1</sup> to develop **a full range of safety equipment designed to perform in reallife driving situations**. New Mégane benefits from Renault's extensive expertise in the realm of safety and has been developed to be exemplary in this field.

In terms of active safety, New Mégane, like the rest of the Renault range, features a long list of equipment aimed at helping drivers **anticipate risk situations**. This equipment includes visual seatbelt reminder warnings for all five seats, a tyre pressure monitoring system and bi-Xenon headlamps incorporating dipped beam cornering lights, as well as automatic activation of the headlamps, windscreen wipers and cruise control/speed limiter.

To optimize the driver's response to difficult or emergency situations, New Mégane is also equipped with **ABS**, **EBD** and **Emergency Brake Assist** as standard. Depending on version, **ESC** (Electronic Stability Control) and **CSV understeer control** are also available.

On the passive safety front, the programmed deformation of New Mégane's structure has been engineered to absorb impact energy with a view to protecting the cabin and therefore occupants. The materials employed – including high, very high and very, very high elastic limit steels – have been selected to absorb and dissipate as much kinetic energy as possible. Controlled deformation ensures that occupants are subjected to lower deceleration forces and this, coupled with the third-generation Renault System for Restraint and Protection (SRP3), guarantees an extremely high level of protection.

The Renault System for Restraint and Protection is unique on the market and takes into account both impact force and the build of occupants. It comprises **double pretensioners** (which limit forward movement of the body under impact by holding the straps firmly across the thorax and lap), **a load limiter** (which reduces the pressure applied by the belt on the thorax) and **dual-chamber adaptive airbags** (which deploy just the right amount of pressure to round off the dampening of the impact). The system also offers **optimum protection against submarining**, a phenomenon which involves the groin sliding underneath the seatbelt's lap

<sup>&</sup>lt;sup>1</sup> LAB: the Accident Analysis, Biomechanics and Human Behaviour Laboratory of PSA Peugeot-Citroën and Renault.

strap and which can lead to serious abdominal lesions in a collision. The fastening of seatbelts is facilitated by the higher position of the stalks which offers easier access.

Impact from the side is a leading cause of fatal injuries since the flanks of a car traditionally offer less protection. However, specific work into this area has produced positive breakthroughs. Indeed, New Mégane inherits the same **double side impact sensors and dual-chamber thorax/groin airbag** first seen on Laguna III. The latter adapts the load exerted on the body by delivering three times more pressure to the groin area which is more exposed compared with the thorax.

Meanwhile, the fixation rods of the **new generation headrests** slide within the headrest and no longer within the upper part of the seatback and ensure enhanced protection of the cervical vertebrae in case of impact from the rear. Since the rods no longer form a rigid element in the seatback, the occupant's back can sink into the seatback until their head comes into contact with the headrest, resulting in less movement of the head and thorax.

#### New Renault Mégane: a family with character

New Renault Mégane is a car which exudes a real personality suited to all motorists.

#### Mégane: a large family that has forged a lasting name for itself

With total worldwide sales of almost 8.5 million units since its launch in 1995, Mégane has become a genuine success story.

The **seven** body types that make up the Mégane family and which transport millions of motorists and passengers every day are manufactured on **three continents** (Europe, South America and Asia) in **nine factories**, and sold in more than **75 countries outside of Western Europe**.

In Western Europe, Mégane has earned the confidence of a discerning customer base thanks to the first class balance it strikes between travelling comfort, best level safety, everyday userfriendliness and low running costs. The various Mégane models have long figured at the top of the European sales charts and have received numerous leading awards, including **Car of the Year** titles for Scénic I in **1998** and for Mégane II in **2003**. Mégane was also the **first compact segment car to achieve a five-star Euro NCAP rating**.

#### A diverse and highly innovative range

As the first MPV of its class, **Scénic** created the compact MPV segment, continuing the philosophy pioneered by Renault with the launch of Espace in 1984 and then Twingo in 1993. The Scénic revolution sparked off a chain reaction within the industry, drawing a large number of carmakers in its wake.

**Mégane Coupé-Cabriolet** was the first car to feature a folding glass sunroof as standard. It also marked a first in its category by delivering the same standard of safety performance as a saloon, thanks notably to the protection it affords against anti-submarining.

In 2003 and 2004, the addition of two newcomers to the Scénic line-up saw Renault become the first manufacturer to market two body types and three distinct versions of its compact MPV, namely **Scénic**, **five-seat Grand Scénic and seven-seat Grand Scénic**.

In 2004 and 2005, Renault Mégane emerged as **Western Europe's top selling model**, all body types included. And as production has expanded to factories in South America, Turkey and Iran, so its popularity on other continents has grown, too.

In 2007, 13 years after the launch of the original model, the Renault Mégane family figured amongst Western Europe's top-five best-selling passenger cars with a segment share of almost 10 per cent.

#### The compact segment in Western Europe: a market of more than five million cars

With almost 5.2 million cars registered in 2007 in Western Europe, the medium-sized family car segment accounts for more than one-third of the European market and continues to stand out as Western Europe's biggest segment in volume terms.

Following the **MPV revolution** during the early part of this decade, the segment saw a huge influx of compact **SUV** whose sales increased seven-fold over a period of 10 years. The C-segment increased by **1.4 per cent** in 2007 over 2006.

Today's sector is ultra-competitive, with more than **100 models available in Europe**, produced by brands ranging from the world's major carmakers to European specialists. The offer is extremely varied, too, and includes no fewer than **10 distinct body-types**: five- and three-door two-box hatchbacks, coupés, three-box saloons, estates, coupé-cabriolets, short and long MPVs, SUVs and two-seat company cars.

Two- and three-box saloons continued to account for **more than half of all vehicle sales in 2007**, and remain the traditional C-segment body-type. They have finally succeeded in resisting the shift away from this type of car noted ten years ago and sales volumes have now stabilized. The second most frequent body-type is the **MPV**. More than **30 per cent** of the segment's

buyers choose this type of car. In Western Europe, MPV sales volumes are growing slowly but surely, with growth of **1.4 per cent** in 2007 over 2006.

**Compact SUV** have met with considerable success in Western Europe over the past five years, with growth of almost **4 per cent** in their segment share and the availability of some 25 different models.

The statistics point to stability within the segment, notably because of legislation aimed at curbing polluting emissions. Compact models stand out as the best qualified cars in this domain thanks to the balance they strike between driving pleasure, cabin space and  $CO_2$  emissions.

The proportion of diesel models has also been increasing consistently in Western Europe and they accounted for 60 per cent of the segment in 2007 (compared with 25 per cent in 1995).

This growth is buoyed by the performance of diesel engines in terms of CO<sub>2</sub> emissions. Diesel cars benefit from favourable fiscal measures across most of the Western European market where diesel-powered versions represent almost 70 per cent of Mégane II sales.

#### Ensuring a sustainable profit context

The capital outlay for New Mégane amounted to **€1.8 billion**, a figure which covered the design of six new body-types and their production in Palencia (Spain) and Douai (France).

Despite the exacting brief, research and development costs were kept to a minimum thanks to the carry over of certain technologies developed for New Laguna.

Like New Laguna, New Mégane has benefited from the **Quality Excellence Plan** and has capitalized on the progress made following the application of Renault best practices and procedures, as laid out notably in the **Renault Design Way (SCR)** and **Renault Production Way (SPR).** This uncompromising cross-functional approach has been profitable to the entire range.

The significant carry over of components from New Laguna and other Renault models, as well as from the production set-up deployed for Mégane II has resulted in a **sharp fall in production-related investment which is 30 per cent** less than that required for the previous generation car.

The introduction of the second-generation Mégane family led to significant investment in the factories which have consequently already been extensively modernized, with new bodyshops in particular. The substructure of New Mégane is identical to that of Mégane II which was already of a high standard. The carry-over from Mégane II – which not only concerns platform components, but also the principal mechanical assemblies, parts and technical solutions – proved particularly valuable in curbing production-related investment and ultimately produced few constraints since it gave a free hand to the creativity of the design team.

A rationalized production plan for optimized use of manufacturing capacity. The programme's profitability is to a great extent ensured by amortization of the cost of using existing production facilities. To favour optimal use of the capacity of its European production plants (Palencia and Douai), Renault has divided the production of the **six** models of the New

Mégane family amongst these two sites, with New Mégane hatchback produced in Spain. This **reorganisation, with the different factories specializing in specific body-types**, has enabled cost savings to be achieved in the production of the platform which has now been amortized. It has also made it possible to optimize the way by which the investment for the production of each body-type is targeted.

The €310 million production-related investment was divided as follows: €370 million invested with suppliers and €440 million in the factories, chiefly Douai and Palencia.

Work with **suppliers** on optimizing capacity dimensioning and the suppression of doubling up of tooling achieved a saving of **€125 million**. The sourcing of certain mass-produced parts in Eastern Europe and Asia has resulted in lower component purchasing costs. Quality control procedures are enforced just as strictly as they are in the case of traditional supply chains and the results achieved are the same: just 30 defective parts per million.

Factory-related investment has been halved compared with Mégane II and was split relatively evenly between the two plants, with €250 million going to Douai and €190 million to Palencia.

The purchase of tooling for the production of the new components and of new **stamping shop** robots represented a total of **€180 million** across the three plants in question, namely Palencia and Valladolid (which ensures 60 per cent of stamping operations for the three body-types) in Spain, and Douai in France.

The 95 per cent-automated **bodyshops** were modified at a cost of **€215 million**, with **almost half that of sum going to Palencia. The purchase of some 100 robots** has produced gains in both perceived quality and durability over the previous generation Mégane. This tooling concludes the fitting out of the bodyshops which were set up five years ago and which figure amongst the world's very best.

The highly robotized **paintshops** have benefited from an investment of **€7** million with a view to adapting existing equipment. Palencia's paintshop was extensively updated in 2002.

An investment of **€32 million** has gone into the **assembly lines**. This has essentially been spent on adapting existing facilities to the models that make up the New Mégane family. It also

served to improve working conditions in Palencia with the introduction of **variable-height skids** which are more ergonomically efficient. The introduction of **strip and build** procedures as used by **Nissan** during the start-up phase enabled operators to maintain a high level of precision when working on early runs of new models. A **car** is set aside **to be repeatedly built and stripped**, enabling operators to keep their eye in at start-up production levels.

Start-up costs amounted to €67 million, an improvement made possible through the harmonisation of procedures and methodologies from one factory to another.

The experience of previous production start-ups, such as those of New Twingo (Novomesto) in Slovenia, and of New Laguna (Sandouville) and New Kangoo (MCA Maubeuge) in France, made it possible to capitalize on the best practices and ensure a swift, controlled start-up of New Mégane's assembly lines.

#### **Profitable investment**

The production of the different New Mégane body-types is programmed over a short period of time and Renault is poised to renew its line-up in the segment in Western Europe in the space of less than two years.

High resolution photos of New Renault Mégane can be downloaded from <u>www.media.renault.com</u> > Photo Library > Passenger Cars > New Renault Mégane