

## **CORE PROCESSES**

The scope of RNPO is global, covering all geographical areas, in order to benefit from worldwide opportunities. Local Purchasing departments are progressively operating for both companies as a single purchasing organization in countries where both Renault and Nissan have industrial operations. These common organizations exist already in Mexico, Brazil, Argentina, India, Russia, South Africa and Morocco.

Key purchasing activities have been defined as core processes, common to all RNPO, Renault and Nissan purchasing departments, to reflect the best purchasing practices of the Alliance.

In February 2006, RNPO communicated to all suppliers the process named "Renault-Nissan Purchasing Way". This program details the values and processes promoted by the purchasing departments of the Alliance to optimize supplier performance. The Alliance has focused on collaboration with suppliers as business partners as essential for collective success.