

NISSAN IR DATASHEET
Global Retail Volume

(units)

		FY2015	FY2016							FY2017	
		Full Year	1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	vs. FY2016
Japan	TIV	4,937,754	1,077,287	1,229,060	2,306,347	1,193,895	1,577,759	2,771,654	5,078,001	1,204,793	11.8%
	Nissan	572,581	89,925	121,297	211,222	133,251	213,017	346,268	557,490	130,901	45.6%
	Share	11.6%	8.3%	9.9%	9.2%	11.2%	13.5%	12.5%	11.0%	10.9%	2.6%
USA	TIV	17,603,721	4,557,154	4,470,542	9,027,696	4,427,855	4,033,087	8,460,942	17,488,638	4,419,665	-3.0%
	Nissan	1,517,494	397,910	384,910	782,820	381,399	416,891	798,290	1,581,110	402,797	1.2%
	Share	8.6%	8.7%	8.6%	8.7%	8.6%	10.3%	9.4%	9.0%	9.1%	0.4%
Canada	TIV	1,932,808	586,218	518,675	1,104,893	440,428	421,147	861,575	1,966,468	617,179	5.3%
	Nissan	133,770	39,485	34,810	74,295	29,842	33,636	63,478	137,773	41,300	4.6%
	Share	6.9%	6.7%	6.7%	6.7%	6.8%	8.0%	7.4%	7.0%	6.7%	0.0%
Mexico	TIV	1,392,817	374,530	397,250	771,780	484,566	378,248	862,814	1,634,594	364,803	-2.6%
	Nissan	357,854	91,408	99,348	190,756	121,985	96,552	218,537	409,293	88,001	-3.7%
	Share	25.7%	24.4%	25.0%	24.7%	25.2%	25.5%	25.3%	25.0%	24.1%	-0.3%
Others	TIV	9,494	2,028	2,428	4,456	2,485	2,315	4,800	9,256	1,877	-7.4%
	Nissan	1,617	294	334	628	380	407	787	1,415	270	-8.2%
	Share	17.0%	14.5%	13.8%	14.1%	15.3%	17.6%	16.4%	15.3%	14.4%	-0.1%
North America	TIV	20,938,840	5,519,930	5,388,895	10,908,825	5,355,334	4,834,797	10,190,131	21,098,956	5,403,524	-2.1%
	Nissan	2,010,735	529,097	519,402	1,048,499	533,606	547,486	1,081,092	2,129,591	532,368	0.6%
	Share	9.6%	9.6%	9.6%	9.6%	10.0%	11.3%	10.6%	10.1%	9.9%	0.3%
Russia	TIV	1,536,684	352,905	348,214	701,119	401,074	326,605	727,679	1,428,798	393,618	11.5%
	Nissan	116,362	20,854	21,953	42,807	24,976	25,644	50,620	93,427	23,096	10.8%
	Share	7.6%	5.9%	6.3%	6.1%	6.2%	7.9%	7.0%	6.5%	5.9%	0.0%
Europe excl. Russia	TIV	16,861,287	4,822,554	4,103,560	8,926,114	4,169,646	4,937,353	9,106,999	18,033,113	4,860,093	0.8%
	Nissan	637,259	162,472	156,844	319,316	154,930	208,762	363,692	683,008	162,167	-0.2%
	Share	3.8%	3.4%	3.8%	3.6%	3.6%	4.3%	4.0%	3.8%	3.4%	0.0%
Europe*	TIV	18,397,971	5,175,459	4,451,774	9,627,233	4,570,720	5,263,958	9,834,678	19,461,911	5,253,711	1.5%
	Nissan	753,621	183,326	178,797	362,123	179,906	234,406	414,312	776,435	185,263	1.1%
	Share	4.1%	3.6%	4.0%	3.8%	3.8%	4.5%	4.2%	4.0%	3.6%	0.0%
China**	TIV	23,683,068	6,299,182	6,009,065	12,308,247	6,283,265	8,284,900	14,568,165	26,876,412	6,642,645	5.2%
	Nissan	1,250,073	298,624	311,309	609,933	319,192	425,427	744,619	1,354,552	314,347	5.3%
	Share	5.3%	4.7%	5.2%	5.0%	5.1%	5.1%	5.1%	5.1%	4.7%	0.0%
Asia(Incl. China, India)	TIV	33,617,572	8,852,216	8,660,110	17,512,326	8,943,690	10,918,357	19,862,047	37,374,373	9,218,310	4.1%
	Nissan	1,607,103	382,138	396,091	778,229	404,296	512,848	917,144	1,695,373	396,848	3.8%
	Share	4.8%	4.3%	4.6%	4.4%	4.5%	4.7%	4.6%	4.5%	4.3%	0.0%
Others	TIV	9,260,501	2,160,973	2,180,509	4,341,482	2,403,583	2,056,591	4,460,174	8,801,656	2,126,981	-1.6%
	Nissan	478,924	102,137	110,860	212,997	128,935	125,484	254,419	467,416	105,299	3.1%
	Share	5.2%	4.7%	5.1%	4.9%	5.4%	6.1%	5.7%	5.3%	5.0%	0.3%
Overseas Total	TIV	82,214,884	21,708,578	20,681,288	42,389,866	21,273,327	23,073,703	44,347,030	86,736,896	22,002,526	1.4%
	Nissan	4,850,383	1,196,698	1,205,150	2,401,848	1,246,743	1,420,224	2,666,967	5,068,815	1,219,778	1.9%
	Share	5.9%	5.5%	5.8%	5.7%	5.9%	6.2%	6.0%	5.8%	5.5%	0.0%
Global (Incl. Japan mini car)	TIV	87,152,638	22,785,865	21,910,348	44,696,213	22,467,222	24,651,462	47,118,684	91,814,897	23,207,319	1.8%
	Nissan	5,422,964	1,286,623	1,326,447	2,613,070	1,379,994	1,633,241	3,013,235	5,626,305	1,350,679	5.0%
	Share	6.2%	5.6%	6.1%	5.8%	6.1%	6.6%	6.4%	6.1%	5.8%	0.2%
Japan (Excl. mini car)	TIV	3,124,422	724,277	822,099	1,546,376	780,873	1,030,778	1,811,651	3,358,027	777,480	7.3%
	Nissan	375,498	77,518	87,118	164,636	96,149	156,595	252,744	417,380	89,226	15.1%
	Share	12.0%	10.7%	10.6%	10.6%	12.3%	15.2%	14.0%	12.4%	11.5%	0.8%
Japan (Mini car)	TIV	1,813,332	353,010	406,961	759,971	413,022	546,981	960,003	1,719,974	427,313	21.0%
	Nissan	197,083	12,407	34,179	46,586	37,102	56,422	93,524	140,110	41,675	235.9%
	Share	10.9%	3.5%	8.4%	6.1%	9.0%	10.3%	9.7%	8.1%	9.8%	6.3%

*Share for Europe : Registration base.

**TIV for China : PV and LCV only

Global Retail Volume Detail (Detail)

(units)

	FY2015	FY2016							FY2017	
	Full year	1Q	2Q	1H	3Q	4Q	2H	Full year	1Q	vs. FY2016
UK	166,980	37,856	46,786	84,642	38,292	56,986	95,278	179,920	36,053	-4.8%
France	79,309	21,780	16,249	38,029	20,475	25,753	46,228	84,257	20,888	-4.1%
Germany	76,897	19,559	20,902	40,461	17,934	21,976	39,910	80,371	18,546	-5.2%
Italy	63,830	18,685	12,673	31,358	15,458	21,734	37,192	68,550	19,031	1.9%
Spain	61,745	17,552	14,925	32,477	17,668	20,313	37,981	70,458	19,534	11.3%
Thailand	49,032	10,392	7,739	18,131	11,845	14,355	26,200	44,331	13,815	32.9%
Indonesia	56,343	12,407	8,698	21,105	6,956	7,212	14,168	35,273	7,530	-39.3%
Malaysia	50,607	9,695	8,749	18,444	6,964	9,272	16,236	34,680	7,420	-23.5%
Taiwan	43,411	10,997	11,837	22,834	10,974	10,915	21,889	44,723	11,352	3.2%
Australia	66,183	16,576	16,321	32,897	17,183	15,336	32,519	65,416	15,255	-8.0%
India	41,094	9,615	16,732	26,347	15,326	14,942	30,268	56,615	12,048	25.3%
Brazil	59,478	11,465	17,997	29,462	18,199	19,150	37,349	66,811	15,005	30.9%
Chile	23,210	5,552	6,170	11,722	6,599	6,756	13,355	25,077	5,863	5.6%
Saudi Arabia	46,672	13,002	14,850	27,852	13,507	9,754	23,261	51,113	8,688	-33.2%
Egypt	26,683	5,399	5,370	10,769	5,214	6,172	11,386	22,155	4,603	-14.7%
South Africa	46,213	8,377	9,812	18,189	11,531	12,989	24,520	42,709	10,207	21.8%

Consolidated Sales Volume by region

(units)

	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe *	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	Total
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FY2016

1Q	90,024	384,988	39,766	104,214	179,037	95,796	11,592	3,162	81,042	108,083	18,349	37,371	33,162	18,650	551	1,001,908
2Q	111,918	389,964	28,778	109,903	176,429	107,348	11,221	3,405	92,722	124,114	19,620	38,420	46,139	19,834	101	1,048,454
1H	201,942	774,952	68,544	214,117	355,466	203,144	22,813	6,567	173,764	232,197	37,969	75,791	79,301	38,484	652	2,050,362
3Q	132,477	391,391	33,395	106,241	191,143	91,943	13,940	6,504	71,499	141,704	18,567	53,638	44,536	24,603	360	1,088,294
4Q	201,328	439,035	40,100	95,256	244,873	100,246	17,938	4,813	77,495	149,260	16,205	53,421	54,566	24,711	357	1,270,098
2H	333,805	830,426	73,495	201,497	436,016	192,189	31,878	11,317	148,994	290,964	34,772	107,059	99,102	49,314	717	2,358,392
Full Year	535,747	1,605,378	142,039	415,614	791,482	395,333	54,691	17,884	322,758	523,161	72,741	182,850	178,403	87,798	1,369	4,408,754

FY2017

1Q	123,652	392,779	36,773	107,751	170,883	87,719	12,995	4,137	70,587	110,946	17,074	32,609	40,475	20,537	251	1,030,503
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Variance FY2017 vs FY2016

1Q	33,628	7,791	Δ 2,993	3,537	Δ 8,154	Δ 8,077	1,403	975	Δ 10,455	2,863	Δ 1,275	Δ 4,762	7,313	1,887	Δ 300	28,595
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*: Including sales to Renault OEM

Global Production Volume

		FY2015	FY2016							FY2017	vs. FY2016 (1Q)	
		Full Year	1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	vol.	%
Japan	DOM	358,411	71,465	85,048	156,513	106,340	139,245	245,585	402,098	91,060	19,595	27.4%
	EXP	490,945	139,363	135,529	274,892	189,871	148,172	338,043	612,935	154,329	14,966	10.7%
Japan Total		849,356	210,828	220,577	431,405	296,211	287,417	583,628	1,015,033	245,389	34,561	16.4%
China	DFL(Nissan)	1,058,824	232,818	283,252	516,070	278,110	375,160	653,270	1,169,340	273,053	40,235	17.3%
	DFL(DF)	147,344	40,512	35,451	75,963	36,340	39,044	75,384	151,347	40,620	108	0.3%
China Total		1,206,168	273,330	318,703	592,033	314,450	414,204	728,654	1,320,687	313,673	40,343	14.8%
US	NNA	994,807	247,299	248,561	495,860	241,838	253,240	495,078	990,938	236,673	Δ 10,626	-4.3%
Mexico	NMEX	830,194	218,363	206,729	425,092	210,917	227,906	438,823	863,915	220,444	2,081	1.0%
North America Total		1,825,001	465,662	455,290	920,952	452,755	481,146	933,901	1,854,853	457,117	Δ 8,545	-1.8%
UK	NMUK	478,057	136,604	120,909	257,513	122,616	138,342	260,958	518,471	120,897	Δ 15,707	-11.5%
Spain	NMISA (Barcelona)	83,946	31,478	23,979	55,457	27,170	27,430	54,600	110,057	23,743	Δ 7,735	-24.6%
Spain	NMISA (Avilla)	14,958	4,563	3,508	8,071	3,487	3,265	6,752	14,823	2,675	Δ 1,888	-41.4%
France	Flins	0	0	0	0	246	14,107	14,353	14,353	29,977	29,977	-
Russia	NMGR	35,844	9,860	8,756	18,616	10,918	9,941	20,859	39,475	11,365	1,505	15.3%
Russia	Avtovaz	41,459	7,955	5,966	13,921	10,563	6,813	17,376	31,297	9,665	1,710	21.5%
Russia	UAG	6,379	586	445	1,031	217	19	236	1,267	0	Δ 586	-100.0%
Europe Total		660,643	191,046	163,563	354,609	175,217	199,917	375,134	729,743	198,322	7,276	3.8%
Taiwan	Yulon*	40,343	8,455	12,053	20,508	9,102	11,681	20,783	41,291	9,613	1,158	13.7%
India	RNAIPL	227,178	70,572	90,286	160,858	76,045	80,444	156,489	317,347	62,236	Δ 8,336	-11.8%
Thailand	NMT	127,292	29,810	25,523	55,333	28,217	33,244	61,461	116,794	29,870	60	0.2%
Indonesia	NMI	41,676	11,566	6,868	18,434	3,584	3,447	7,031	25,465	3,109	Δ 8,457	-73.1%
Philippines	Philippine*	2,121	583	974	1,557	962	1,253	2,215	3,772	1,294	711	122.0%
Korea	RSM	130,305	36,725	23,866	60,591	39,146	30,963	70,109	130,700	26,972	Δ 9,753	-26.6%
Asia (excl. China) Total		568,915	157,711	159,570	317,281	157,056	161,032	318,088	635,369	133,094	Δ 24,617	-15.6%
Brazil	NBA	43,433	12,853	12,534	25,387	12,067	13,811	25,878	51,265	14,621	1,768	13.8%
S.Africa	NSA	33,527	9,014	7,402	16,416	7,063	7,111	14,174	30,590	7,463	Δ 1,551	-17.2%
Egypt	NMEG	15,487	4,297	4,294	8,591	4,322	3,820	8,142	16,733	2,803	Δ 1,494	-34.8%
Other overseas Total		92,447	26,164	24,230	50,394	23,452	24,742	48,194	98,588	24,887	Δ 1,277	-4.9%
Total		5,202,530	1,324,741	1,341,933	2,666,674	1,419,141	1,568,458	2,987,599	5,654,273	1,372,482	47,741	3.6%

* Non-consolidated companies

Note *1 Indonesia and Philippines volume had been a part of EXP in Japan as CKD production, however it was changed to KD Set production so that i

Note *2 All figures are on fiscal year basis.

Note *3 Taiwan and China : FY=January to December, The others : FY=April to March

NML Export Volume (export from Japan)

		FY2015	FY2016						FY2017	(units)	
		Full year	1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	vs. FY2016
											1Q
North America	U.S.	169,647	52,709	63,977	116,686	103,584	72,371	175,955	292,641	74,434	41.2%
	Canada	12,940	2,964	3,875	6,839	4,161	3,660	7,821	14,660	5,726	93.2%
	Total	182,587	55,673	67,852	123,525	107,745	76,031	183,776	307,301	80,160	44.0%
Europe	Russia	5,627	1,212	1,498	2,710	1,105	228	1,333	4,043	1,428	17.8%
	Others	69,792	21,178	21,898	43,076	20,833	22,761	43,594	86,670	23,898	12.8%
	Total	75,419	22,390	23,396	45,786	21,938	22,989	44,927	90,713	25,326	13.1%
Mid & South America	Mexico	43,201	13,357	11,252	24,609	10,674	11,557	22,231	46,840	8,931	-33.1%
	Chile	2,831	376	906	1,282	1,145	844	1,989	3,271	1,142	203.7%
	Others	13,229	1,697	2,806	4,503	2,211	3,559	5,770	10,273	2,055	21.1%
	Total	59,261	15,430	14,964	30,394	14,030	15,960	29,990	60,384	12,128	-21.4%
Asia	Singapore	4,297	1,257	1,762	3,019	1,352	2,166	3,518	6,537	555	-55.8%
	China	11,514	5,034	2,470	7,504	2,585	3,083	5,668	13,172	4,207	-16.4%
	Others	30,059	7,160	4,994	12,154	6,786	5,108	11,894	24,048	5,252	-26.6%
	Total	45,870	13,451	9,226	22,677	10,723	10,357	21,080	43,757	10,014	-25.6%
Oceania	Australia	21,186	6,231	5,451	11,682	5,770	4,666	10,436	22,118	5,319	-14.6%
	Others	2,670	669	766	1,435	592	922	1,514	2,949	821	22.7%
	Total	23,856	6,900	6,217	13,117	6,362	5,588	11,950	25,067	6,140	-11.0%
Middle East	Saudi Arabia	11,992	3,600	2,524	6,124	2,345	1,050	3,395	9,519	24	-99.3%
	UAE	38,772	7,207	8,003	15,210	9,985	15,835	25,820	41,030	7,765	7.7%
	Others	36,108	4,712	5,324	10,036	5,473	7,431	12,904	22,940	3,167	-32.8%
	Total	86,872	15,519	15,851	31,370	17,803	24,316	42,119	73,489	10,956	-29.4%
Africa & Others	Total	16,520	2,268	3,372	5,640	2,081	2,024	4,105	9,745	2,243	-1.1%
Grand Total		490,385	131,631	140,878	272,509	180,682	157,265	337,947	610,456	146,967	11.7%

* Regions are based on JAMA geographic division