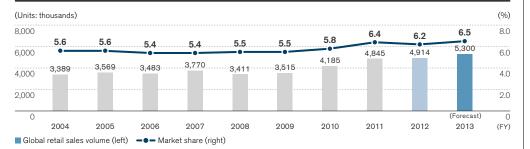
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# **FISCAL 2012 SALES PERFORMANCE**

Fiscal 2012 sales results came to 4,914,000 units, up 1.4% year-on-year. Overall market share resulted 6.2%, 0.2 points down from fiscal 2011.

#### Global Retail Sales Volume / Market Share

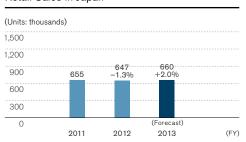


### **Japan**

In Japan, total industry volume increased 9.6% to 5.21 million units. Our retail sales decreased by 1.3% to 647,000 units, and our market share decreased 1.4 points to 12.4%. This was due to a lack of supply in the mini-car market and the introduction of the new Note coinciding with the end of a government subsidy program for eco-friendly vehicle purchases. However, in the fourth quarter, we increased market share by 0.5 points to 13.9%.



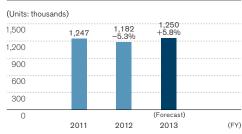
## Retail Sales in Japan



#### China

In China, total industry volume rose 6.1% to 18.21 million units. Largely due to the islands dispute, Nissan's sales decreased by 5.3% to 1.182 million units. Our market share decreased by 0.8 points to 6.5%.

#### Retail Sales in China



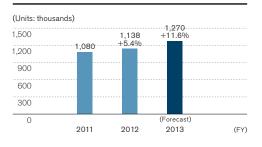


## North America

In the United States, total industry volume increased 11.6% to 14.71 million units. Nissan's sales increased 5.4% to 1.138 million units.

In Mexico, Nissan maintained its number-one market share position, with 24.8% of total industry volume and sales of 248,000 units.

#### Retail Sales in the United States





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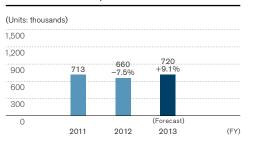
## Europe

In Europe, including Russia, total industry volume fell by 6.4% to 17.18 million units. Our retail sales declined 7.5% to 660,000 units, reflecting the state of the market.

The ongoing euro-zone debt crisis — combined with an escalation of incentives — were primary reasons for this. We also were affected by the absence of any new product launches in the last two years in Europe. Despite the tough selling environment, we fought to maintain market share — and it remained unchanged at 3.9%, with record share performances in Spain, the United Kingdom, and France.



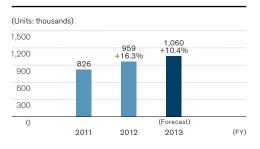
## Retail Sales in Europe



#### Other markets

In other markets — including Asia & Oceania, Africa, Latin America, and the Middle East — our sales volume rose by 16.3% to 959,000 units. Nissan continued to outperform the industry in many of these markets, with our overall sales growth almost double that of the industry as a whole. For example, in Thailand, Nissan sales increased 80.4% to 138,000 units. In Brazil, sales were up by 18.4% to 96,000 units, and in the Middle East, sales were up 20.8% to 184,700 units.

#### Retail Sales in Other markets





## **MARKET FOCUS: ASEAN**

The ASEAN region is essential to the progress of the Nissan Power 88 mid-term business plan. The region has a population of 600 million and motorization accompanying economic growth is steadily increasing overall demand. We can anticipate further growth in the future.

Nissan is implementing various measures in the ASEAN 5 nations (Thailand, Indonesia, Malaysia, the Philippines and Vietnam) to achieve our mid-term plan targets of 500,000 annual unit sales and 15% market share. To meet increasing demand in the ASEAN region, we plan to raise our annual production capacity from 350,000 units to 700,000 units. As part of this, our second plant in Thailand is scheduled to commence operation in August 2014.

During fiscal 2012 we sold 259,876 units in the ASEAN 5, a year-on-year increase of 47.7%. In particular, sales in Thailand increased 80.4% to 138,020 units, including 67,168 units for the Almera. We will maintain our focus on the rapidly growing ASEAN region.

