

CONTENTS

CORPORATE FACE TIME

MANAGEMENT MESSAGES

NISSAN POWER 88

PERFORMANCE

CORPORATE GOVERNANCE

FISCAL 2013 SALES OUTLOOK

In fiscal 2013 we will continue to execute our Nissan Power 88 strategy. Based on projections that total industry volume will reach 81.1 million units this year, we forecast record sales of 5,300,000 units, up 7.8% from fiscal 2012—which would give Nissan a global market share of 6.5%.

The Rogue and Infiniti Q50 are among several new vehicles we will launch during fiscal year 2013. This product offensive includes the new Note and Qashqai in Europe. And we are preparing for the first new model of the iconic Datsun brand, with sales beginning in early 2014 in India—to be followed soon by Indonesia, Russia and, by the end of 2014, South Africa.

Our outlook by region is as follows.

In Japan, Nissan plans to sell 660,000 units, an increase of 2.0% from fiscal 2012. In June we launched the DAYZ, a new *kei* (light) car, and a new sedan is also scheduled for launch later in the year.



In China, we forecast sales growth of 5.8% to 1,250,000 units. We are working hard to recover from the impact of the islands dispute, and we anticipate that Nissan and Venucia product launches will boost sales—especially the introduction of the new Teana.

In the United States, Nissan projects 1,270,000 unit sales, 11.6% growth in sales volume from the prior year. To gain share and improve profitability in the U.S. market, we are strengthening the flow of our products. We will launch four new products in the United States, including the all-new Rogue and Infiniti Q50. (For North America as a whole we project sales of 1,610,000 units, or 9.8% growth.)

In Europe including Russia, sales are forecasted to grow 9.1% to 720,000 units. The new Note and new Qashqai will support the sales volume.

In other markets, sales are expected to increase 10.4% to 1,060,000 units.

(All figures are based on forecasts as of May 10, 2013.)

Fiscal 2013 Sales Outlook

(Units: thousands)

