

FY2017 THIRD-QUARTER FINANCIAL RESULTS

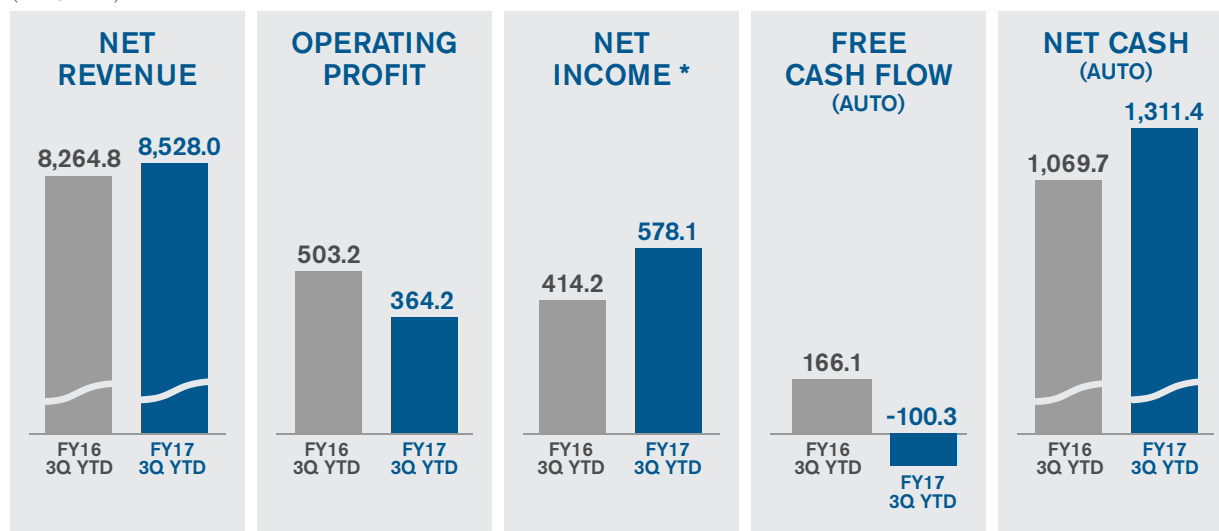
Nissan Motor Co., Ltd.
February 8th, 2018

NISSAN MOTOR CORPORATION



HEADLINE FINANCIAL RESULTS (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)



* NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

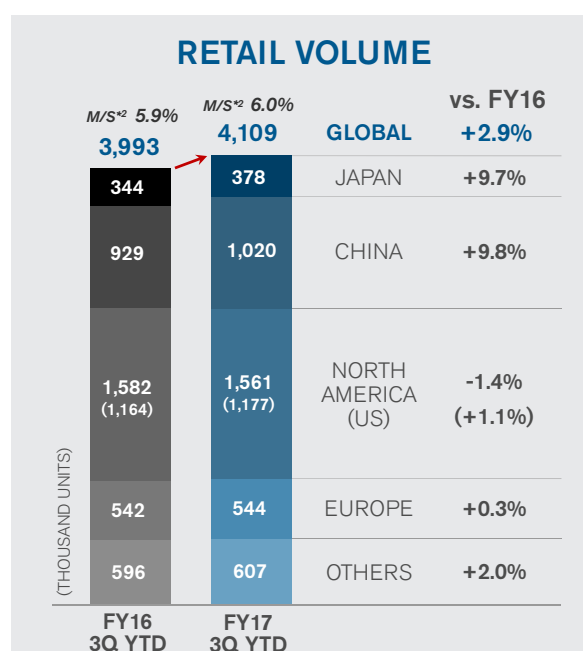
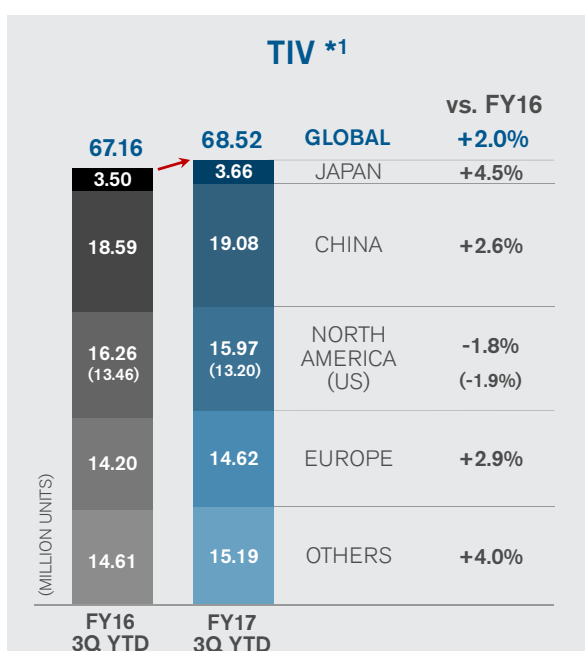
AGENDA

FY17 SALES PERFORMANCE

FY17 FINANCIAL PERFORMANCE

FY17 OUTLOOK

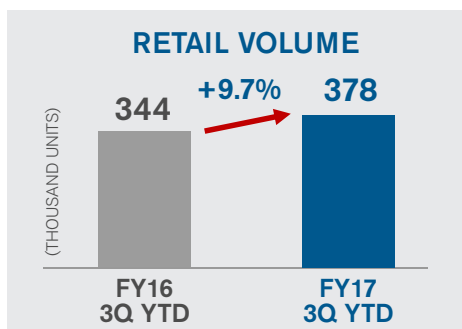
FY17 SALES PERFORMANCE (9 MONTHS) GLOBAL



*1: NISSAN ESTIMATION

*2: MARKET SHARE

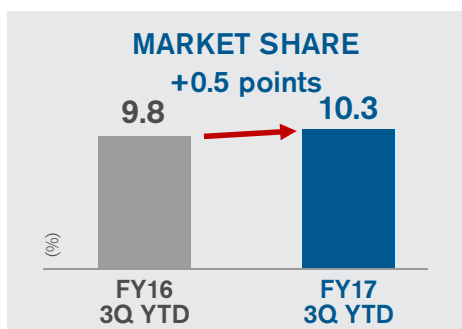
FY17 SALES PERFORMANCE (9 MONTHS) JAPAN



TIV: 3.66 million units, +4.5%

Sales: 378 k units, +9.7%

Market share: 10.3%, +0.5 points



Registered car

- **TIV:** 2.36 million units, +1.4%
- **Sales:** 252 k units, -3.4%
- **Market share:** 10.7%, -0.5points

Mini car

- **TIV:** 1.30 million units, +10.5%
- **Sales:** 126k units, +50.6%
- **Market share:** 9.7%, +2.6 points



NISSAN LEAF



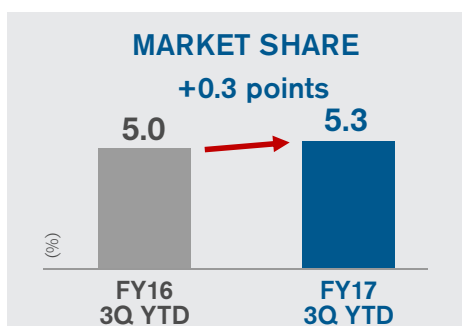
NOTE

FY17 SALES PERFORMANCE (9 MONTHS) CHINA



FY17 3Q YTD (Jan. to Sep.)

- **TIV *2 :** 19.08 million units, +2.6%
- **Sales*1 :** 1,020 k units, +9.8%
- **Market share:** 5.3%, +0.3 points



FY17 Full year (Jan. to Dec.)

- **TIV *2 :** 27.35 million units, +1.8%
- **Sales*1 :** 1,520 k units, +12.2%
- **Market share:** 5.6%, +0.6 points



X-Trail

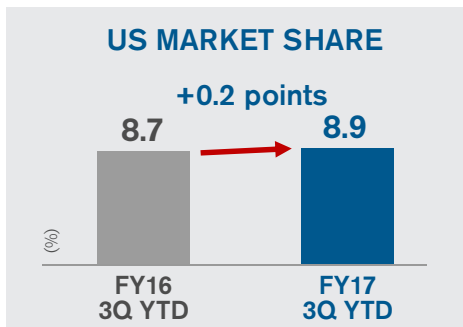
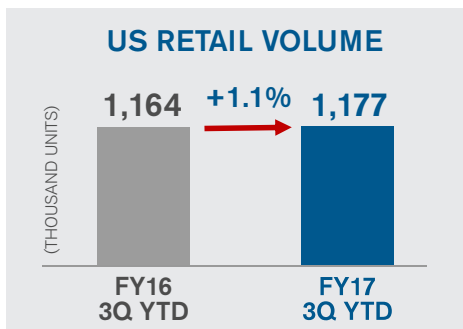


Sylphy

* 1: PV: RETAIL SALES BASE, LCV: WHOLESALSAE BASE

* 2: PV AND LCV ONLY

FY17 SALES PERFORMANCE (9 MONTHS) NORTH AMERICA



US

- TIV: 13.20 million units, -1.9%
- Sales: 1,177 k units, +1.1%
- Market share: 8.9%, +0.2 points



Rogue



Rogue Sport

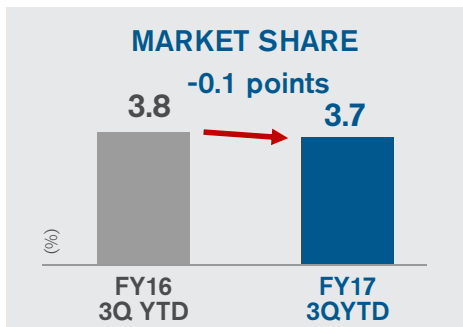
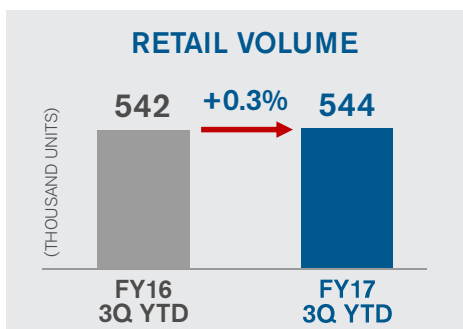
Canada

- TIV: 1.62 million units, +4.6%
- Sales: 113 k units, +8.6%
- Market share: 7.0%, +0.3 points

Mexico

- TIV: 1.15 million units, -8.3%
- Sales: 270k units, -13.7%
- Market share: 23.4%, -1.5 points

FY17 SALES PERFORMANCE (9 MONTHS) EUROPE (INCLUDING RUSSIA)



Europe excluding Russia

- TIV: 13.34 million units, +1.9%
- Sales: 464 k units, -2.2%
- Market share: 3.5%, -0.1 points

Russia

- TIV: 1.27 million units, +15.5%
- Sales: 80k units, +17.8%
- Market share: 6.3%, +0.2 points



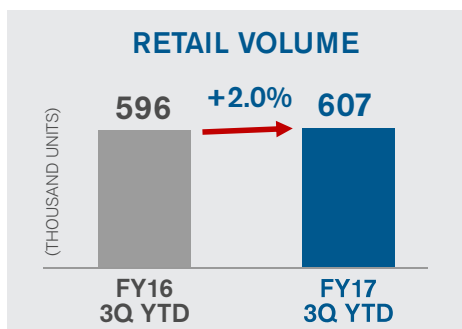
Qashqai



Micra

FY17 SALES PERFORMANCE (9 MONTHS)

OTHER MARKETS



Sales: 607 k units, +2.0%

- **Asia & Oceania:** 248 k units, -2.0% (TIV: +4.9%)
- **Latin America:** 151 k units, +14.5% (TIV: +12.4%)
- **Middle East:** 138 k units, -6.6% (TIV: -8.9%)
- **Africa & others:** 70 k units, +11.7% (TIV: +0.5%)



Datsun redi-GO



Kicks

AGENDA

FY17 SALES PERFORMANCE

➔ **FY17 FINANCIAL PERFORMANCE**

FY17 OUTLOOK

FY17 FINANCIAL PERFORMANCE (9 MONTHS)

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY16 3Q YTD	FY17 3Q YTD	VARIANCE	CHANGE vs. FY16 (%)
NET REVENUE	8,264.8	8,528.0	+263.2	+3.2%
OPERATING PROFIT	503.2	364.2	-139.0	-27.6%
OP MARGIN	6.1%	4.3%		
NON-OPERATING	87.0	132.5		
ORDINARY PROFIT	590.2	496.7	-93.5	-15.8%
EXTRAORDINARY	1.2	-8.3		
PROFIT BEFORE TAX	591.4	488.4	-103.0	-17.4%
TAXES	-153.4	101.5		
EFFECTIVE TAX RATE	26.0%	-20.8%		
MINORITY INTEREST *1	-23.8	-11.8		
NET INCOME *2	414.2	578.1	+163.9	+39.6%
FX RATE	106.6 JPY/USD 118.0 JPY/EUR	111.7 JPY/USD 128.6 JPY/EUR	+5.1 JPY/USD +10.6 JPY/EUR	

*1: NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

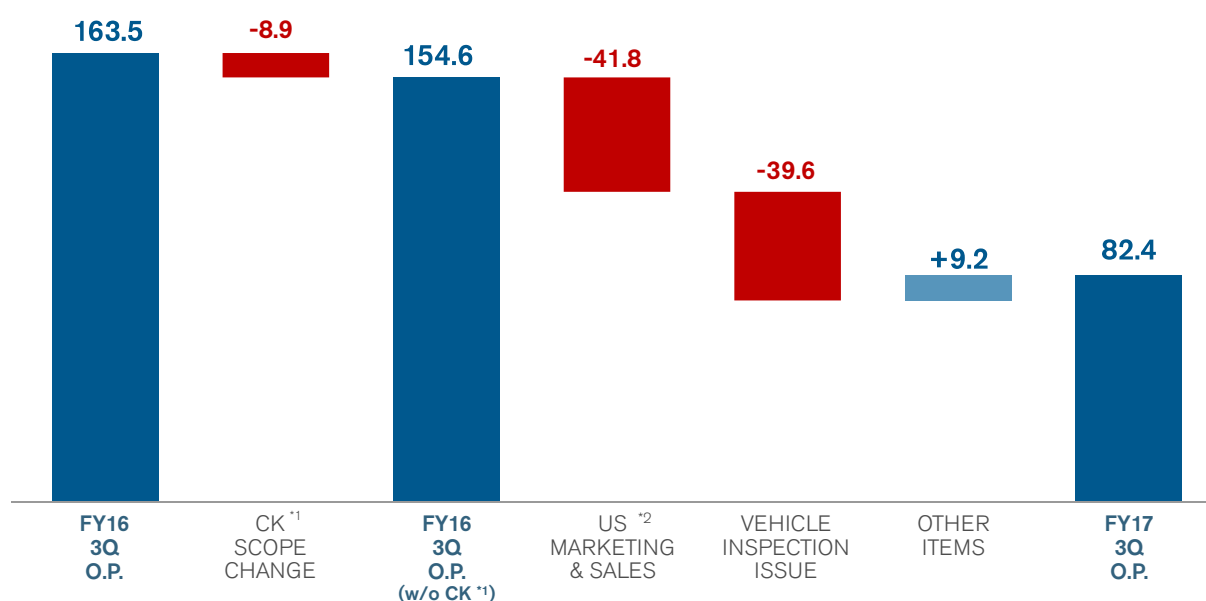
*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

FY17 3Q (3 MONTHS) FINANCIAL PERFORMANCE

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



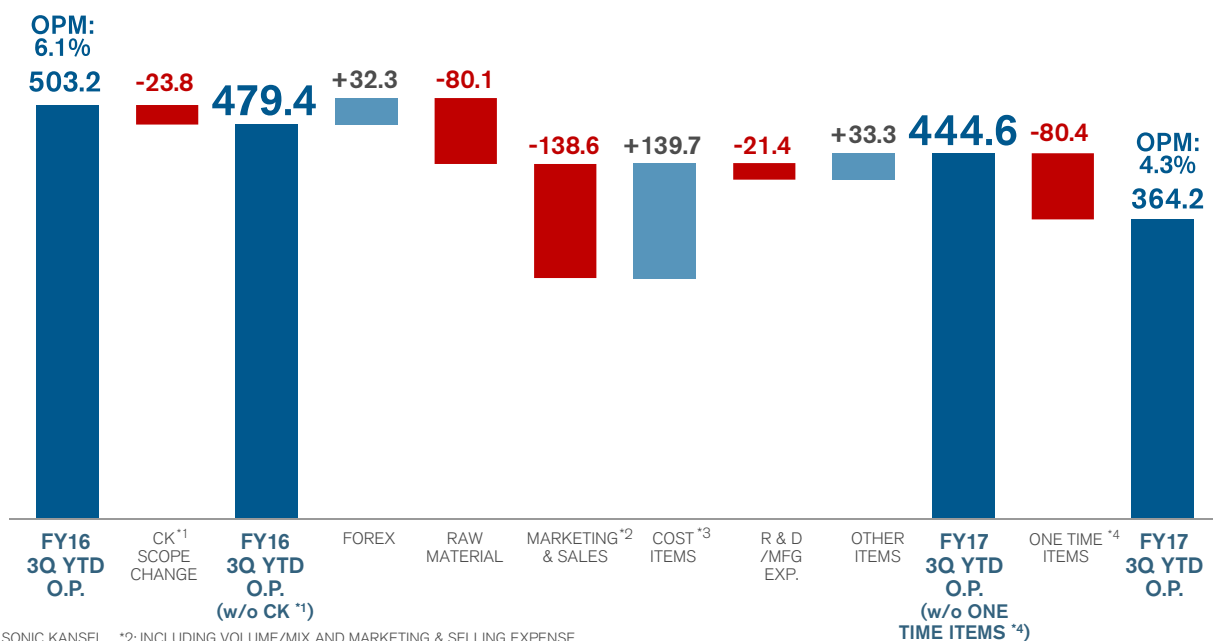
*1: CALSONIC KANSEI *2: INCLUDING VOLUME/MIX AND MARKETING & SELLING EXPENSE

FY17 FINANCIAL PERFORMANCE (9 MONTHS)

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



*1: CALSONIC KANSEI *2: INCLUDING VOLUME/MIX AND MARKETING & SALES EXPENSE

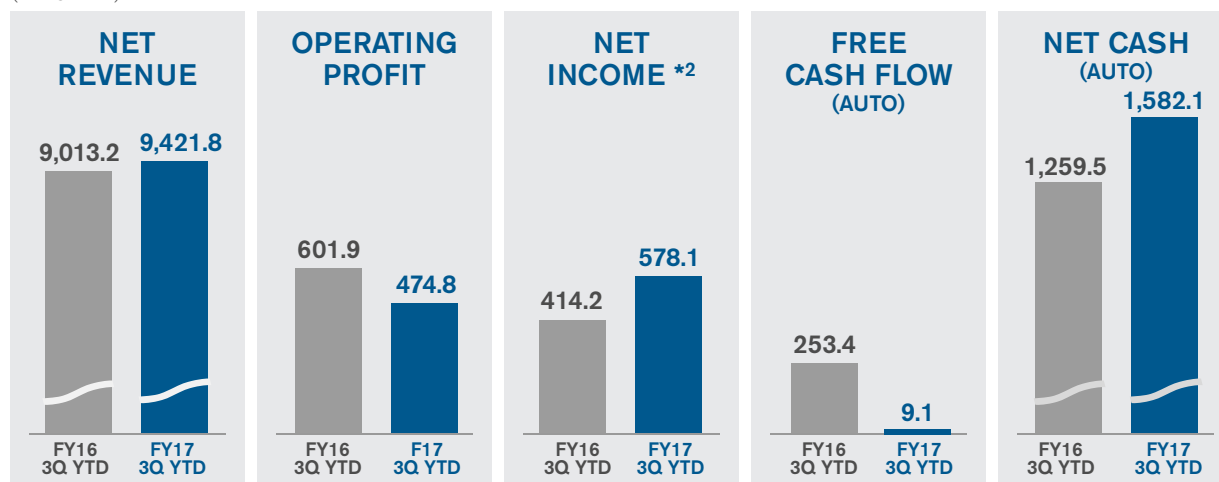
*3: INCLUDING PURCHASE COST REDUCTION AND PRODUCT ENRICHMENT *4: INCLUDING INSPECTION IMPACTS AND CLASS ACTION SETTLEMENT

KEY PERFORMANCE INDICATORS

FINANCIAL RESULTS

(MANAGEMENT PRO FORMA BASIS *1)

(BILLION YEN)




*1: BASED ON CONTINUATION OF PROPORTIONATE CONSOLIDATION OF CHINA JV

*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

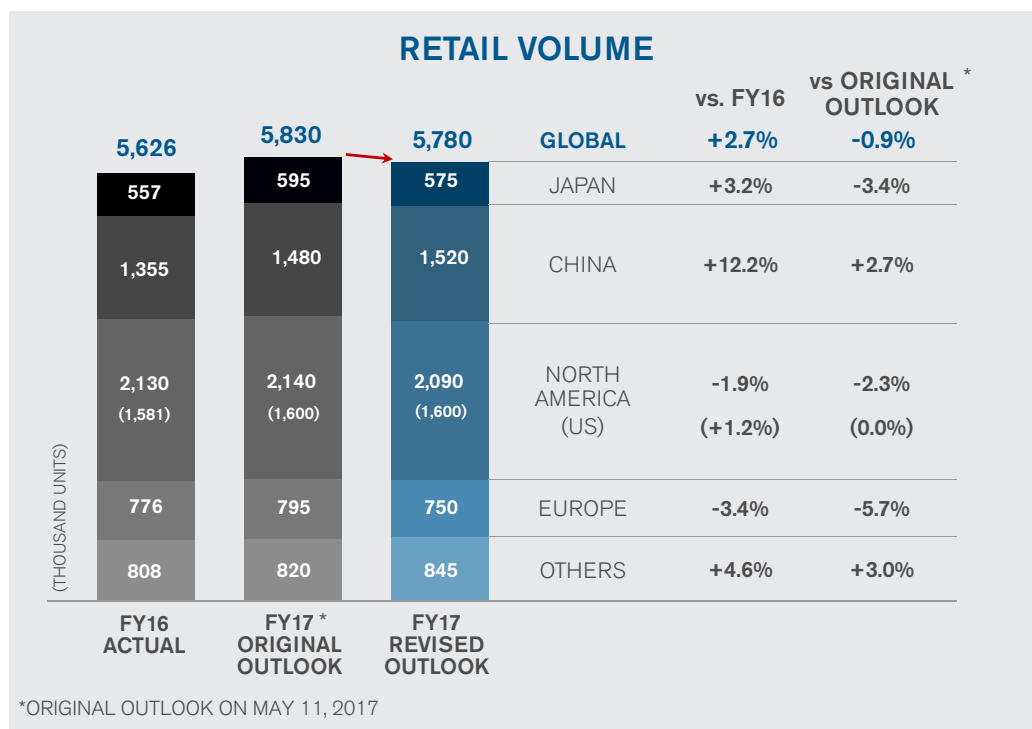
AGENDA

FY17 SALES PERFORMANCE

FY17 FINANCIAL PERFORMANCE

 **FY17 OUTLOOK**

FY17 SALES OUTLOOK



FY17 OUTLOOK

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY17 PREVIOUS OUTLOOK* ¹	FY17 REVISED OUTLOOK	VARIANCE vs. PREVIOUS OUTLOOK* ¹
RETAIL VOLUME (K. units)	5,830	5,780	-50
NET REVENUE	11,800.0	11,800.0	0.0
OPERATING PROFIT OP MARGIN	645.0 5.5%	565.0 4.8%	-80.0 -0.7%
NET INCOME * ² NET INCOME RATIO * ²	535.0 4.5%	705.0 6.0%	+170.0 +1.5%
JPY/USD ASSUMPTION	108.0	111.0	+3.0

*1: PREVIOUS OUTLOOK ON NOVEMBER 8, 2017

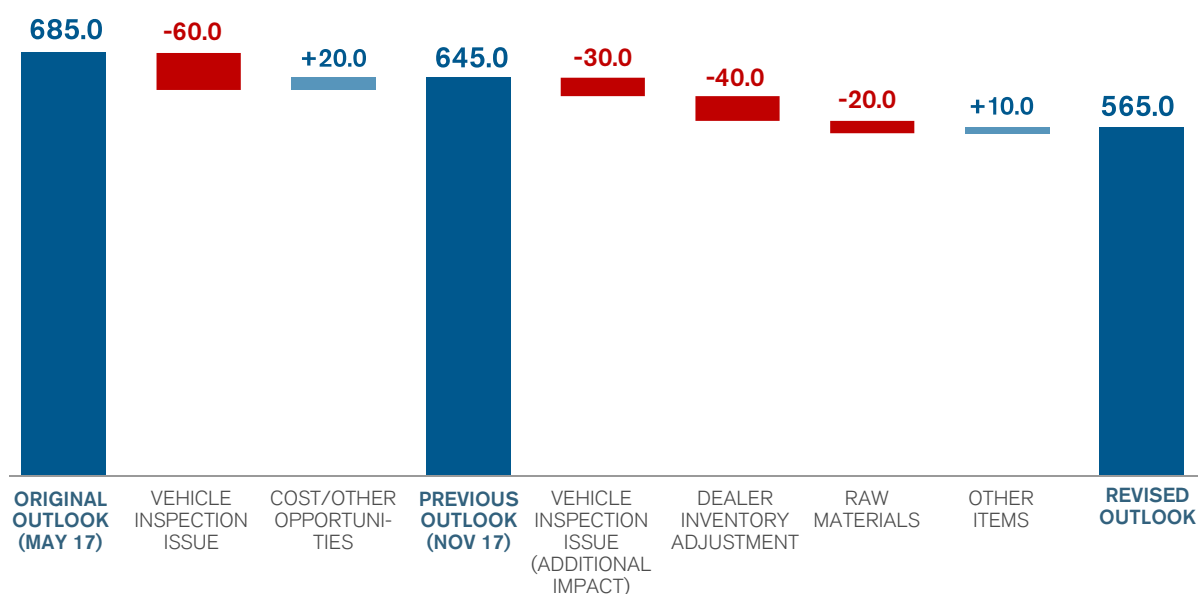
*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

FY17 OUTLOOK

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



FY17 4Q OUTLOOK

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY17 3Q YTD ACTUAL	FY17 4Q QTD OUTLOOK *1	FY17 FULL YEAR OUTLOOK *1
RETAIL VOLUME (K. units)	4,109	1,671	5,780
NET REVENUE	8,528.0	3,272.0	11,800.0
OPERATING PROFIT OP MARGIN	364.2 4.3%	200.8 6.1%	565.0 4.8%
NET INCOME *2 NET INCOME RATIO *2	578.1 6.8%	126.9 3.9%	705.0 6.0%
JPY/USD ASSUMPTION	111.7	108.0	111.0

*1: REVISED OUTLOOK

*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

FY17 SHAREHOLDER RETURN OUTLOOK

