



## Financial Results for the Nine Months Ended December 31, 2022 (Japanese Accounting Standards) (Consolidated)

February 9, 2023

Company name : Nissan Motor Co., Ltd. <Tokyo Stock Exchange in Japan>  
 Code no : 7201 (URL <https://www.nissan-global.com/EN/IR/>)  
 Representative : Makoto Uchida, Representative Executive Officer, President and Chief Executive Officer  
 Contact person : Noriyuki Inagaki, Senior Manager, IR Department Tel. (045) 523 - 5523  
 Scheduled date of filing Shihanki-Houkokusho : February 13, 2023  
 Scheduled date of payment of cash dividends : —  
 The additional materials of the Financial Results for the Third Quarter : Yes  
 The briefing session of the Financial Results for the Third Quarter : Yes

(Amounts less than one million yen are rounded)

### 1. Consolidated Financial Results for the nine months Ended December 31, 2022 (April 1, 2022 through December 31, 2022)

#### <1> Consolidated operating results

(Percent indications show percentage of changes from corresponding figures for the previous period.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months Ended December 31, 2022	7,499,691	21.9	289,701	51.4	380,406	48.6	115,040	(42.9)
December 31, 2021	6,154,031	15.7	191,287	—	256,032	—	201,335	—

Note : Comprehensive income : 555,675 million yen for the nine months ended December 31, 2022 , 53.9%  
 361,066 million yen for the nine months ended December 31, 2021 , —%

	Basic earnings per share	Diluted earnings per share
Nine months Ended	yen	yen
December 31, 2022	29.38	29.38
December 31, 2021	51.44	51.44

#### <2> Consolidated financial position

	Total assets	Net assets	Net assets as a percentage of total assets
	Millions of yen	Millions of yen	%
FY2022 3rd quarter	16,954,742	5,567,243	29.9
FY2021	16,371,481	5,029,584	28.0

Reference: Net assets excluding share subscription rights and non-controlling interests: 5,071,705 million yen as of December 31, 2022,  
 4,580,601 million yen as of March 31, 2022

### 2. Dividends

	Annual cash dividends per share				
	at 1st quarter end	at 2nd quarter end	at 3rd quarter end	at fiscal year end	Total
	yen	yen	yen	yen	yen
FY2021	—	0.00	—	5.00	5.00
FY2022	—	0.00	—	—	—
FY2022 forecast	—	—	—	5.00	5.00

Note : Changes in dividends forecast for FY2022 from the latest disclosure : No

### 3. Forecast of consolidated operating results for FY2022 (April 1, 2022 through March 31, 2023)

(Percent indications show percentage of changes from corresponding figures for the previous period.)

	Net sales		Operating income		Net income attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	yen
FY2022	10,900,000	29.4	360,000	45.6	155,000	(28.1)	39.59

Note: Changes in forecast of consolidated operating results for FY2022 from the latest disclosure : No

※ Notes

<1> Significant changes in scope of consolidated subsidiaries : None

<2> Adoption of specific accounting policies for quarterly consolidated financial statements : Applicable

Note: See attached page 10 "(4) Notes to quarterly consolidated financial statements - (Adoption of specific accounting policies for quarterly consolidated financial statements) "

<3> Changes in accounting policies, accounting estimation change and restatement

<3>-1 Changes in accounting policies due to the revision of the accounting standards. : None

<3>-2 Changes in accounting policies except for those in <3>-1 : None

<3>-3 Changes due to accounting estimation change : None

<3>-4 Restatement : None

<4> Number of shares issued

<4>-1 Number of shares issued at the end of the period (including treasury stocks)

FY2022 3rd quarter	4,220,715,112 shares	FY2021	4,220,715,112 shares
FY2022 3rd quarter	304,970,360 shares	FY2021	306,252,046 shares
FY2022 3rd quarter	3,915,112,306 shares	FY2021 3rd quarter	3,913,981,990 shares

<4>-2 Number of treasury stocks at the end of the period

<4>-3 The average number of shares issued during the nine months ended December 31

※ This Quarterly Financial Results report is out of scope of review by certified public accountants or an audit firm

※ Explanation regarding the appropriate use of forecast of operating results

The financial forecast of operating results is based on judgements and estimates that have been made using currently available information.

By nature, such financial forecast is subject to uncertainty and risk. Therefore, the final results might be significantly different from the aforementioned forecast due to changes in economic environments related to our business, market trends, exchange rate, etc.

For other remarks, please refer to "2.Other Information" on page 20.







**(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income**

Nine month period ended December 31  
Quarterly consolidated statement of income

	(in millions of yen)	
	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)
Net sales	6,154,031	7,499,691
Cost of sales	5,150,946	6,255,982
<b>Gross profit</b>	<b>1,003,085</b>	<b>1,243,709</b>
Selling, general and administrative expenses		
Advertising expenses	178,044	195,299
Provision for warranty costs	67,075	84,962
Other selling expenses	36,026	67,398
Salaries and wages	291,792	321,025
Retirement benefit expenses	6,077	8,756
Provision for doubtful accounts	(42,906)	(2,736)
Other	275,690	279,304
<b>Total selling, general and administrative expenses</b>	<b>811,798</b>	<b>954,008</b>
<b>Operating income</b>	<b>191,287</b>	<b>289,701</b>
Non-operating income		
Interest income	11,701	24,917
Dividends income	2,971	76
Equity in earnings of affiliates	90,855	119,464
Derivative gain	11,277	55,099
Miscellaneous income	14,281	16,701
<b>Total non-operating income</b>	<b>131,085</b>	<b>216,257</b>
Non-operating expenses		
Interest expense	41,396	47,052
Exchange loss	4,014	58,840
Miscellaneous expenses	20,930	19,660
<b>Total non-operating expenses</b>	<b>66,340</b>	<b>125,552</b>
<b>Ordinary income</b>	<b>256,032</b>	<b>380,406</b>
Special gains		
Gain on sales of fixed assets	13,390	10,587
Other	83,374	4,856
<b>Total special gains</b>	<b>96,764</b>	<b>15,443</b>
Special losses		
Loss on sales of fixed assets	3,453	4,072
Loss on disposal of fixed assets	6,597	6,579
Impairment loss	3,159	5,794
Loss on sales of shares of subsidiaries and affiliates	2,107	45,620
Loss on transfer of receivables	—	40,806
Other	10,182	24,954
<b>Total special losses</b>	<b>25,498</b>	<b>127,825</b>
<b>Income before income taxes</b>	<b>327,298</b>	<b>268,024</b>
Income taxes	107,946	136,439
<b>Net income</b>	<b>219,352</b>	<b>131,585</b>
Net income attributable to non-controlling interests	18,017	16,545
<b>Net income attributable to owners of parent</b>	<b>201,335</b>	<b>115,040</b>

Quarterly consolidated statement of comprehensive income

	(in millions of yen)	
	Nine months ended December 31, 2021  (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022  (From April 1, 2022 To December 31, 2022)
Net income	219,352	131,585
Other comprehensive income		
Unrealized holding gain and loss on securities	(59,611)	456
Unrealized gain and loss from hedging instruments	9,314	(31,003)
Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting	(680)	(2,009)
Translation adjustments	134,876	310,356
Remeasurements of defined benefit plans	7,364	(4,790)
The amount related to equity method companies	50,451	151,080
Total other comprehensive income	141,714	424,090
Comprehensive income	361,066	555,675
(Breakdown of comprehensive income)		
Comprehensive income attributable to owners of parent	328,351	514,457
Comprehensive income attributable to non-controlling interests	32,715	41,218

Three month period ended December 31  
Quarterly consolidated statement of income

	(in millions of yen)	
	Prior third quarter (From October 1, 2021 To December 31, 2021)	Current third quarter (From October 1, 2022 To December 31, 2022)
Net sales	2,207,034	2,837,441
Cost of sales	1,862,691	2,364,315
Gross profit	344,343	473,126
Selling, general and administrative expenses		
Advertising expenses	65,214	75,987
Provision for warranty costs	22,379	30,981
Other selling expenses	14,338	24,629
Salaries and wages	97,235	109,267
Retirement benefit expenses	2,197	2,787
Provision for doubtful accounts	(8,163)	3,444
Other	98,987	92,938
Total selling, general and administrative expenses	292,187	340,033
Operating income	52,156	133,093
Non-operating income		
Interest income	4,562	11,217
Dividends income	21	24
Equity in earnings of affiliates	27,755	62,086
Derivative gain	5,338	—
Exchange gain	—	29,244
Miscellaneous income	3,127	4,235
Total non-operating income	40,803	106,806
Non-operating expenses		
Interest expense	13,867	16,703
Derivative loss	—	31,674
Exchange loss	50	—
Miscellaneous expenses	7,537	8,049
Total non-operating expenses	21,454	56,426
Ordinary income	71,505	183,473
Special gains		
Gain on sales of fixed assets	4,965	4,867
Gain on sales of businesses	—	1,555
Other	79	1,222
Total special gains	5,044	7,644
Special losses		
Loss on sales of fixed assets	591	3,423
Loss on disposal of fixed assets	3,182	2,104
Impairment loss	1,691	1,525
Loss on sales of shares of subsidiaries and affiliates	—	45,620
Loss on transfer of receivables	—	40,806
Other	5,170	2,917
Total special losses	10,634	96,395
Income before income taxes	65,915	94,722
Income taxes	28,597	38,427
Net income	37,318	56,295
Net income attributable to non-controlling interests	4,629	5,730
Net income attributable to owners of parent	32,689	50,565



Quarterly consolidated statement of comprehensive income

	(in millions of yen)	
	Prior third quarter	Current third quarter
	(From October 1, 2021 To December 31, 2021)	(From October 1, 2022 To December 31, 2022)
Net income	37,318	56,295
Other comprehensive income		
Unrealized holding gain and loss on securities	308	360
Unrealized gain and loss from hedging instruments	4,243	60,516
Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting	(446)	(4,327)
Translation adjustments	64,383	(155,728)
Remeasurements of defined benefit plans	9,691	7,204
The amount related to equity method companies	4,574	2,871
Total other comprehensive income	82,753	(89,104)
Comprehensive income	120,071	(32,809)
(Breakdown of comprehensive income)		
Comprehensive income attributable to owners of parent	111,029	(31,632)
Comprehensive income attributable to non-controlling interests	9,042	(1,177)

**(3) Quarterly consolidated statement of cash flows**

	(in millions of yen)	
	Nine months ended December 31, 2021	Nine months ended December 31, 2022
	(From April 1, 2021 To December 31, 2021)	(From April 1, 2022 To December 31, 2022)
<b>Cash flows from operating activities</b>		
Income before income taxes	327,298	268,024
Depreciation and amortization (for fixed assets excluding leased vehicles)	217,499	250,873
Depreciation and amortization (for long term prepaid expenses)	30,194	31,190
Depreciation and amortization (for leased vehicles)	264,860	245,979
Increase (decrease) in allowance for doubtful accounts	(49,940)	8,349
Interest and dividends income	(14,672)	(24,993)
Interest expense	131,801	149,341
Equity in losses (earnings) of affiliates	(90,855)	(119,464)
Loss (gain) on sales of fixed assets	(9,937)	(6,515)
Loss on disposal of fixed assets	6,597	6,579
Loss (gain) on sales of shares of subsidiaries and affiliates	1,537	45,569
Decrease (increase) in trade notes and accounts receivable, and contract assets	232,225	130,965
Decrease (increase) in sales finance receivables	461,083	162,814
Decrease (increase) in inventories	2,401	(328,119)
Increase (decrease) in trade notes and accounts payable	(580,911)	201,290
Retirement benefit expenses	(8,615)	(15,642)
Payments related to net defined benefit assets and liabilities	(18,660)	(18,638)
Other	(149,191)	(105,237)
Subtotal	752,714	882,365
Interest and dividends received	14,340	21,114
Proceeds from dividends income from affiliates accounted for by equity method	39,482	113,901
Interest paid	(118,571)	(132,060)
Income taxes paid	(77,724)	(121,782)
Net cash provided by (used in) operating activities	610,241	763,538
<b>Cash flows from investing activities</b>		
Net decrease (increase) in short-term investments	2,337	1,299
Purchase of fixed assets	(237,538)	(217,753)
Proceeds from sales of fixed assets	27,764	26,236
Purchase of leased vehicles	(634,900)	(528,050)
Proceeds from sales of leased vehicles	551,556	531,816
Payments of long-term loans receivable	(4,745)	(1,490)
Collection of long-term loans receivable	390	2,517
Purchase of investment securities	(6,504)	(1,849)
Proceeds from sales of investment securities	150,491	283
Purchase of shares of subsidiaries resulting in changes in the scope of consolidation	—	(9,730)
Proceeds from (payments for) sales of subsidiaries' shares resulting in changes in the scope of consolidation	154	(30,842)
Net decrease (increase) in restricted cash	(73,948)	(1,868)
Proceeds from sales of businesses	—	4,428
Other	2,463	26,900
Net cash provided by (used in) investing activities	(222,480)	(198,103)

	(in millions of yen)	
	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	68,722	22,706
Proceeds from long-term borrowings	756,505	816,284
Proceeds from issuance of bonds	478,425	—
Repayments of long-term borrowings	(1,611,623)	(1,181,175)
Redemption of bonds	(347,219)	(404,988)
Proceeds from non-controlling shareholders	5,311	1,650
Purchase of treasury stock	(1)	(1)
Purchase of treasury shares of subsidiaries	—	(5,529)
Repayments of lease obligations	(36,180)	(42,583)
Cash dividends paid	—	(19,573)
Cash dividends paid to non-controlling interests	(14,239)	(8,457)
Payments from changes in ownership interests in subsidiaries that do not result in change in the scope of consolidation	—	(4)
Net cash provided by (used in) financing activities	(700,299)	(821,670)
Effects of exchange rate changes on cash and cash equivalents	61,864	143,803
Increase (decrease) in cash and cash equivalents	(250,674)	(112,432)
Cash and cash equivalents at the beginning of the period	2,034,026	1,792,692
Increase due to inclusion in consolidation	5,711	427
Cash and cash equivalents at the end of the period	1,789,063	1,680,687

**(4) Notes to quarterly consolidated financial statements**

**(Notes to events and conditions which indicate there could be substantial doubt about going concern assumption)**

None

**(Note to significant changes in shareholders' equity)**

None

**(Adoption of specific accounting policies for quarterly consolidated financial statements)**

Calculation of tax expense

Income taxes are determined based on the amount of income before income taxes for the current third quarter ended December 31, 2022 multiplied by the effective tax rate, after adoption of tax-effect accounting, estimated for the entire fiscal year ending March 31, 2023.

Deferred income taxes are included in income taxes.

**(Additional information)**

(1) Adoption of the group tax sharing system

The Company and some of its domestic subsidiaries have transitioned from the consolidated taxation system to the group tax sharing system from the first quarter ended June 30, 2022. Accordingly, corporate, local corporate income taxes, and tax-effect accounting are accounted for and disclosed in accordance with “*Practical Solution on the Accounting and Disclosure Under the Group Tax Sharing System*” (PITF No. 42, August 12, 2021. Hereinafter “PITF 42”). In addition, based on Article 32 (1) of PITF 42, the effects of the change in accounting policies due to the adoption of PITF 42 are deemed negligible.

(2) Exit from Russian market

The Company has decided to transfer all shares of Nissan Manufacturing RUS, Limited Liability Company to the Central Research and Development Automobile Engine Institute and exit from the Russian market in October 2022, its transfer has completed in November 2022.

The Company has recorded expenses of ¥110.5 billion related to its transfer under “Special losses”, such as “Loss on sales of shares of subsidiaries and affiliates”, “Loss on transfer of receivables”, and “Other” in the nine months ended December 31, 2022.

**(Segment information)**

**【Current third quarter segment information】**

**[Net sales and profits or losses by reportable segment]**

Nine month period ended December 31, 2021 (From April 1, 2021 To December 31, 2021)

(in millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Nine months ended December 31, 2021
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	5,390,115	763,916	6,154,031	—	6,154,031
Inter-segment sales or transfers	45,003	24,535	69,538	(69,538)	—
Total	5,435,118	788,451	6,223,569	(69,538)	6,154,031
Segment profits (losses)	(131,830)	303,445	171,615	19,672	191,287

Prior third quarter (From October 1, 2021 To December 31, 2021)

(in millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Prior third Quarter
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	1,958,622	248,412	2,207,034	—	2,207,034
Inter-segment sales or transfers	13,853	8,134	21,987	(21,987)	—
Total	1,972,475	256,546	2,229,021	(21,987)	2,207,034
Segment profits (losses)	(41,618)	87,743	46,125	6,031	52,156

Notes: 1. Main products of each business segment

- (1) Automobile : passenger cars, commercial vehicles, manufacturing parts for overseas production, etc.
- (2) Sales financing : credit, lease, etc.

2. In principle, the accounting method for the reportable segments is the same as the basis of preparation for the quarterly consolidated financial statements. The segment profits are based on operating income. Inter-segment sales are based on the price in arms-length transactions.

Nine month period ended December 31, 2022 (From April 1, 2022 To December 31, 2022)

(in millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Nine months ended December 31, 2022
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	6,736,362	763,329	7,499,691	—	7,499,691
Inter-segment sales or transfers	50,348	13,754	64,102	(64,102)	—
Total	6,786,710	777,083	7,563,793	(64,102)	7,499,691
Segment profits	22,259	245,760	268,019	21,682	289,701

Current third quarter (From October 1, 2022 To December 31, 2022)

(in millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Current third quarter
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	2,584,695	252,746	2,837,441	—	2,837,441
Inter-segment sales or transfers	22,679	4,906	27,585	(27,585)	—
Total	2,607,374	257,652	2,865,026	(27,585)	2,837,441
Segment profits	50,582	74,396	124,978	8,115	133,093

Notes: 1. Main products of each business segment

- (1) Automobile : passenger cars, commercial vehicles, manufacturing parts for overseas production, etc.
- (2) Sales financing : credit, lease, etc.

2. In principle, the accounting method for the reportable segments is the same as the basis of preparation for the quarterly consolidated financial statements. The segment profits are based on operating income. Inter-segment sales are based on the price in arms-length transactions.

**[Consolidated financial statements by business segment]**

\*Regarding summarized quarterly consolidated statements of income and summarized quarterly consolidated statements of cash flows for the prior fiscal year, the Sales financing segment consists of NISSAN FINANCIAL SERVICES CO., LTD. (Japan), Nissan Motor Acceptance Company LLC (U.S.A.), NR FINANCE MEXICO, S.A. de C.V. (Mexico), Dongfeng Nissan Auto Finance Co., Ltd. (China), 10 other companies and the sales finance operations of Nissan Canada, Inc. (Canada).

\*Regarding summarized quarterly consolidated statements of income and summarized quarterly consolidated statements of cash flows for the current fiscal year, the Sales financing segment consists of NISSAN FINANCIAL SERVICES CO., LTD. (Japan), Nissan Motor Acceptance Company LLC (U.S.A.), NR FINANCE MEXICO, S.A. de C.V. (Mexico), Dongfeng Nissan Auto Finance Co., Ltd. (China), 13 other companies and the sales finance operations of Nissan Canada, Inc. (Canada).

\*The financial data in the Automobile & Eliminations represent the differences between the consolidated figures and those for the Sales financing segment.

**1) Summarized quarterly consolidated statements of income by business segment**

(in millions of yen)

	Automobile & Eliminations		Sales financing		Consolidated total	
	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)
Net sales	5,365,580	6,722,608	788,451	777,083	6,154,031	7,499,691
Cost of sales	4,650,616	5,776,369	500,330	479,613	5,150,946	6,255,982
Gross profit	714,964	946,239	288,121	297,470	1,003,085	1,243,709
Operating income as a percentage of net sales	(2.1%)	0.7%	38.5%	31.6%	3.1%	3.9%
Operating income (loss)	(112,158)	43,941	303,445	245,760	191,287	289,701
Financial income / expenses, net	(26,474)	(22,090)	(250)	31	(26,724)	(22,059)
Other non-operating income and expenses, net	84,231	124,755	7,238	(11,991)	91,469	112,764
Ordinary income (loss)	(54,401)	146,606	310,433	233,800	256,032	380,406
Income before income taxes	8,342	28,186	318,956	239,838	327,298	268,024
Net income (loss) attributable to owners of parent	(12,819)	(41,307)	214,154	156,347	201,335	115,040

**2) Summarized quarterly consolidated statements of cash flows by business segment**

(in millions of yen)

	Automobile & Eliminations		Sales financing		Consolidated total	
	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)	Nine months ended December 31, 2021 (From April 1, 2021 To December 31, 2021)	Nine months ended December 31, 2022 (From April 1, 2022 To December 31, 2022)
<b>Cash flows from operating activities</b>	(277,260)	228,793	887,501	534,745	610,241	763,538
<b>Cash flows from investing activities</b>	(72,992)	(207,771)	(149,488)	9,668	(222,480)	(198,103)
<b>(Free Cash flow)</b>	(350,252)	21,022	738,013	544,413	387,761	565,435
<b>Cash flows from financing activities</b>	28,466	(268,538)	(728,765)	(553,132)	(700,299)	(821,670)
Effects of exchange rate changes on cash and cash equivalents	57,145	135,354	4,719	8,449	61,864	143,803
Increase (decrease) in cash and cash equivalents	(264,641)	(112,162)	13,967	(270)	(250,674)	(112,432)
Cash and cash equivalents at the beginning of the period	1,896,134	1,700,990	137,892	91,702	2,034,026	1,792,692
Increase due to inclusion in consolidation	5,711	427	—	—	5,711	427
<b>Cash and cash equivalents at the end of the period</b>	1,637,204	1,589,255	151,859	91,432	1,789,063	1,680,687

**[Net sales and profits or losses by region]**

Nine month period ended December 31, 2021 (From April 1, 2021 To December 31, 2021)

(in millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	1,292,467	2,926,112	709,488	598,780	627,184	6,154,031	—	6,154,031
(2) Inter-segment sales	986,623	250,521	112,852	368,861	10,790	1,729,647	(1,729,647)	—
<b>Total</b>	<b>2,279,090</b>	<b>3,176,633</b>	<b>822,340</b>	<b>967,641</b>	<b>637,974</b>	<b>7,883,678</b>	<b>(1,729,647)</b>	<b>6,154,031</b>
Operating income (loss)	(168,951)	271,892	(22,248)	61,731	37,602	180,026	11,261	191,287

Prior third quarter (From October 1, 2021 To December 31, 2021)

(in millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	434,069	1,075,049	273,760	205,978	218,178	2,207,034	—	2,207,034
(2) Inter-segment sales	314,556	92,208	33,423	134,734	2,617	577,538	(577,538)	—
<b>Total</b>	<b>748,625</b>	<b>1,167,257</b>	<b>307,183</b>	<b>340,712</b>	<b>220,795</b>	<b>2,784,572</b>	<b>(577,538)</b>	<b>2,207,034</b>
Operating income (loss)	(76,530)	85,096	2,044	22,539	14,108	47,257	4,899	52,156

Notes: 1. Regions represent the location of the Company and its group companies.

2. Areas are segmented based on their geographical proximity and their mutual operational relationship.

3. Major countries and areas which belong to segments other than Japan are as follows:

- (1) North America : The United States of America, Canada, and Mexico
- (2) Europe : France, The United Kingdom, Spain, Russia, and other European countries
- (3) Asia : China, Thailand, India, and other Asian countries
- (4) Other overseas countries : Oceania, Middle East, South Africa, and Central & South America excluding Mexico



Nine month period ended December 31, 2022 (From April 1, 2022 To December 31, 2022)

(in millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	1,367,690	3,909,210	819,222	592,583	810,986	7,499,691	—	7,499,691
(2) Inter-segment sales	1,472,049	286,595	139,465	460,745	7,778	2,366,632	(2,366,632)	—
<b>Total</b>	<b>2,839,739</b>	<b>4,195,805</b>	<b>958,687</b>	<b>1,053,328</b>	<b>818,764</b>	<b>9,866,323</b>	<b>(2,366,632)</b>	<b>7,499,691</b>
Operating income (loss)	(89,382)	253,687	(2,137)	74,430	59,338	295,936	(6,235)	289,701

Current third quarter (From October 1, 2022 To December 31, 2022)

(in millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	470,097	1,560,009	344,203	188,508	274,624	2,837,441	—	2,837,441
(2) Inter-segment sales	654,436	97,012	58,814	194,493	3,363	1,008,118	(1,008,118)	—
<b>Total</b>	<b>1,124,533</b>	<b>1,657,021</b>	<b>403,017</b>	<b>383,001</b>	<b>277,987</b>	<b>3,845,559</b>	<b>(1,008,118)</b>	<b>2,837,441</b>
Operating income	6,212	78,756	4,029	27,663	18,174	134,834	(1,741)	133,093

Notes: 1. Regions represent the location of the Company and its group companies.

2. Areas are segmented based on their geographical proximity and their mutual operational relationship.

3. Major countries and areas which belong to segments other than Japan are as follows:

- (1) North America : The United States of America, Canada and Mexico
- (2) Europe : France, The United Kingdom, Spain, Russia and other European countries
- (3) Asia : China, Thailand, India and other Asian countries
- (4) Other overseas countries : Oceania, Middle East, South Africa and Central & South America excluding Mexico

**[Information about geographical areas]**

**(Net sales)**

Nine month period ended December 31, 2021 (From April 1, 2021 To December 31, 2021)

(in millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
1,103,016	2,830,210	2,267,502	782,086	713,805	724,914	6,154,031

Prior third quarter (From October 1, 2021 To December 31, 2021)

(in millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
371,898	1,044,131	850,077	296,451	245,159	249,395	2,207,034

Notes: 1. Regions represent customers' location.

2. Areas are segmented based on their geographical proximity and their mutual operational relationship.

3. Major countries and areas which belong to segments other than Japan are as follows:

- (1) North America : The United States of America, Canada, and Mexico
- (2) Europe : France, The United Kingdom, Spain, Russia, and other European countries
- (3) Asia : China, Thailand, India, and other Asian countries
- (4) Other overseas countries : Oceania, Middle East, South Africa, Central & South America excluding Mexico, etc.

Nine month period ended December 31, 2022 (From April 1, 2022 To December 31, 2022)

(in millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
1,241,168	3,763,590	3,037,798	899,563	677,384	917,986	7,499,691

Current third quarter (From October 1, 2022 To December 31, 2022)

(in millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
443,236	1,500,062	1,219,818	370,536	207,550	316,057	2,837,441

Notes: 1. Regions represent customers' location.

2. Areas are segmented based on their geographical proximity and their mutual operational relationship.

3. Major countries and areas which belong to segments other than Japan are as follows:

- (1) North America : The United States of America, Canada and Mexico
- (2) Europe : France, The United Kingdom, Spain, Russia and other European countries
- (3) Asia : China, Thailand, India and other Asian countries
- (4) Other overseas countries : Oceania, Middle East, South Africa, Central & South America excluding Mexico, etc.

## (Significant subsequent events)

### 1. Issuance of bonds

On January 27 and February 6, 2023, the Company issued unsecured bonds. The terms and conditions of these bonds are summarized as follows.

①	1. Name of bond	66th unsecured bonds
	2. Principal amount	¥140,000 million
	3. Interest rate	1.015% per annum
	4. Issue price	¥100 for a par value of ¥100
	5. Maturity date	January 20, 2026
	6. Payment due date	February 6, 2023
	7. Use of proceeds	To be invested in eligible green and sustainability projects defined in the Group's Sustainable Finance Framework
②	1. Name of bond	67th unsecured bonds
	2. Principal amount	¥50,000 million
	3. Interest rate	1.015% per annum
	4. Issue price	¥100 for a par value of ¥100
	5. Maturity date	January 20, 2026
	6. Payment due date	January 27, 2023
	7. Use of proceeds	To be invested in eligible green and sustainability projects defined in the Group's Sustainable Finance Framework
③	1. Name of bond	68th unsecured bonds
	2. Principal amount	¥10,000 million
	3. Interest rate	1.454% per annum
	4. Issue price	¥100 for a par value of ¥100
	5. Maturity date	January 20, 2028
	6. Payment due date	January 27, 2023
	7. Use of proceeds	To be invested in eligible green and sustainability projects defined in the Group's Sustainable Finance Framework

### 2. New initiatives for partnership of Renault-Nissan-Mitsubishi Alliance

Following approval by the Boards of Directors of Renault Group and Nissan Motor Co., Ltd, Renault-Nissan-Mitsubishi Alliance announced new initiatives to take their partnership to the next level on February 6, 2023.

A three-dimension program to maximize value creation for all Alliance stakeholders will include:

- High-value-creation operational projects in Latin America, India and Europe;
- Enhanced strategic agility with new initiatives that partners can join;
- A rebalanced Renault Group-Nissan cross-shareholding and reinforced Alliance governance.

Renault Group and Nissan have entered into a binding framework agreement regarding the abovementioned transactions, with a view of reaching definitive agreements by the end of March 2023. The transactions contemplated in these definitive agreements would be subject to a limited number of conditions precedent, including regulatory approvals, and completion is expected to occur by the end of December 2023.

This far-reaching program paves the way for a renewal and strengthening of the 24-year partnership, creating a new agile spirit and harnessing the pioneering technologies of all three Alliance members. This next level will create more growth opportunities and help secure operating efficiencies for each Alliance company to innovate and transform in the fast-changing market for automotive products and mobility services.

#### High-value-creation operational projects

A year after defining the Alliance roadmap towards 2030, the companies announce consideration of new key projects in Latin America, India and Europe that aim to deliver win-win, large-scale and actionable benefits for the Alliance members along three dimensions: markets, vehicles, and technologies. Each company would benefit from these value-creating projects in the mid-term while realizing short-term benefits from both cost sharing and cost avoidance.

#### Latin America

The four projects to be considered in Latin America include:

- A new half-ton pick-up, developed by Renault Group and shared with Nissan in Argentina.
- The successful collaboration on the Nissan Frontier/Renault Alaskan family, a one-ton pick-up, would continue. Renault Group would produce the pick-ups in Cordoba (Argentina) for both Renault and Nissan.
- In Mexico, Nissan would produce a new model for Renault Group, making it the first Renault vehicle to be produced there in 20 years.
- Additionally, Nissan and Renault Group would commercialize two common accessible A-segment Electric Vehicles, both based on the CMF-AEV (Common Module Family) platform.

## India

- For India and export, Renault Group and Nissan would collaborate on several new vehicle projects including new SUVs shared by both Renault Group and Nissan, and a New Nissan car derived from the Renault Triber.
- Additionally, as in Latin America, Nissan and Renault Group are also considering common A-segment electric vehicles.

## Europe

The companies are exploring the following initiatives in Europe:

- Renault Group and Mitsubishi Motors would leverage the assets of Renault Captur and Clio to develop 2 new vehicles with the next-gen ASX and Colt based on the CMF-B platform.
- Renault Group would launch FlexEVan on the LCV market, as its first Software-Defined Vehicle from 2026 and share it with Nissan in Europe.
- For their line-ups beyond 2026, Nissan and Renault Group would also explore possible collaborations on the next generation of C-segment Electric Vehicles. To ensure benchmark charging time, Nissan and Renault Group would continue sharing technologies on their European cars, including potential usage of common 800-volt architecture.
- These initiatives would build on existing commitments including plans for the future Nissan compact Electric Vehicle (B-segment), based on CMF-BEV platform, to be produced at Renault Group's ElectriCity facility in France from 2026.

Beyond the vehicle: Cooperation in Distribution, Aftersales, Charging Infrastructure and Batteries

In Europe, the scope of collaboration would go beyond the vehicles to cover lifecycle from distribution, to usage, to recycling and end-of-life.

- **Distribution, Aftersales & Sales Financing:** Renault Group, Nissan and Mitsubishi Motors are working on shared opportunities within the distribution network to support and increase dealer profitability and reduce their respective costs:
  - By increasing the number of shared outlets in key markets.
  - By developing common strategies on Used Car, After Sales and Sales Financing, leveraging the strong presence of Mobilize Financial Services in Europe.
- **Electric vehicle (EV) charging infrastructure:** Renault Group and Nissan are considering jointly deploying charging infrastructure in Europe at both Renault Group and Nissan dealerships (charging@dealer).
- **Circular Economy:** Renault Group and Nissan plan to select common battery recycling partners for their end-of-life batteries and production scraps.

Enhanced strategic agility with new initiatives that partners can join

In the second area of enhanced cooperation, all three Alliance companies agreed to explore their existing strategies in electrification and low-emission technologies by investing and collaborating in respective member-company projects that could provide incremental value to each individual business.

These agile strategic initiatives are designed to complement the business plans of member companies, including Nissan Ambition 2030 and Renaultion, as each business leverages commonality and investment opportunities to deliver on their respective goals for sustainable growth and targets for decarbonization.

The areas of collaboration under consideration include:

- Nissan's intention is to invest up to 15% in Ampere, Renault Group's EV & Software entity in Europe, with the aim to become a strategic investor. Through this intended investment in Ampere Nissan would enhance and accelerate new business opportunities for Nissan in Europe.
- Mitsubishi Motors would consider investing in Ampere.
- Nissan and Mitsubishi Motors would become customers of Renault Group's Horse project, an initiative to achieve further scale and market coverage for its low-emission internal combustion engine (ICE) & hybrid powertrain technologies.

These initiatives would complement ongoing areas of technology collaborations such as All Solid-State Battery (ASSB), Software-Defined Vehicle (SDV) and Advanced Driver Assistance Systems (ADAS) & autonomous driving.

A rebalanced Renault Group-Nissan cross-shareholding and reinforced Alliance governance

As each Alliance member company delivers on its business plans, it was important to put in place a cross-shareholding structure and governance terms aligned to the goals of the next-generation Alliance. Whilst previous Alliance agreements enabled the companies to execute their respective strategies over the last 24 years, a new approach is required to enable the Alliance members to best prepare for future industry opportunities.

Renault Group and Nissan, the founding-members of the Alliance, have therefore agreed to rebalancing their cross-shareholding and governance terms to ensure effectiveness and maximize value creation.

A binding framework agreement defines the principles of a new governance scheme and the rebalancing of the cross-shareholdings between Renault Group and Nissan. The two companies intend to enter into a new Alliance agreement [by March 31, 2023] and replace the current agreements governing the Alliance (i.e., the Restated Alliance Master Agreement, the Alliance Equity Participation Agreement and the Memorandum of Understanding of March 12, 2019).

This new Alliance agreement would be put in place for an initial period of 15 years.

Rebalanced cross-shareholdings between Renault Group and Nissan to enable future collaboration

- Nissan and Renault Group would retain a 15% cross-shareholding, with a lock-up obligation, as well as a standstill obligation.
- Renault Group would transfer 28.4% of Nissan shares into a French trust. The entrusted shares would be voted neutrally, except for:
  - the election or dismissal of the directors of Nissan nominated by Renault, (where the trustee would vote as directed by Renault);
  - the election or dismissal of directors who are nominated by the Nissan Nomination Committee, other than the Renault Group nominees (where the trustee should vote in favor of the Nissan Nomination Committee decisions and proposals).
  - shareholder proposals not supported by the Nissan board of directors (where the trustee should abstain).
- Renault Group would continue to fully benefit from the economic rights (dividends and shares' sale proceeds) from the entrusted shares until such shares are sold. The transfer to the trust would trigger no impairment in Renault Group financial statements.
- As a result of the transfer of the 28.4% of Nissan shares to the trust, Nissan would be able to exercise its voting rights attached to its shareholding in Renault Group.
- The voting rights of Renault Group and Nissan would be capped at 15% of the exercisable voting rights, with both companies able to freely exercise their voting rights within such limit.
- Renault Group would instruct the trustee to sell the entrusted Nissan shares if commercially reasonable for Renault Group, but it has no obligation to sell the shares within a specific pre-determined period of time.
- Renault Group would have full flexibility to sell the Nissan shares held in the trust, within a coordinated and orderly process with Nissan, in which Nissan would benefit from a right of first offer, to its or the benefit of a designated third party.

Voting rights & governance

- As a result of the new arrangements, the governance agreement entered into on February 4, 2016, between Renault Group and the French State related to its shareholding in Renault Group would be terminated. This would enable the French State to exercise freely all its voting rights in Renault Group.
- Renault Group would remain entitled to nominate two representatives at Nissan's board of directors, and Nissan would remain entitled to nominate two representatives at Renault Group's Board.
- The Alliance Operating Board would remain the coordination forum for Renault Group, Nissan and Mitsubishi Motors.

## 2. Other Information

The former Representative Directors of the Company were indicted on suspicion of violating the Financial Instruments and Exchange Act (FIEA) (charged with submitting false Securities Reports) and a former Representative Director and Chairman was additionally indicted on suspicion of violating the Companies Act (charged with aggravated breach of trust). In conjunction with these indictments, the Company itself was indicted on suspicion of violating the FIEA. The Company took this situation very seriously and formed a Special Committee for Improving Governance (SCIG) consisting of several independent third parties and independent Outside Directors of the Company. On March 27, 2019, Nissan's board of directors received a report from the SCIG that summarizes the committee's proposals for governance improvements and recommends a framework for the best governance as a foundation for Nissan business operations in the future. The Company has made the transition to a three statutory committee format.

On September 9, 2019, the board of directors of the Company received a report from the Audit Committee on the internal investigation into misconduct led by the Company's former chairman and others. As stated in the timely disclosure released on September 9, 2019 "Nissan board receives report on misconduct led by former chairman and others", the report confirmed specific instances of misconduct. Among these instances, Ghosn's personal use of the company's assets and improper payments of financial "incentives" to Nissan distributors instructed by Ghosn are as follows. Since September 9, 2019, there have been no changes made to the following contents at the time of submission of this report. In the future, if significant progress occurs in the following contents, we will disclose in accordance with relevant laws and regulations.

### A) Ghosn's personal use of the company's assets

The report confirms that Ghosn used the company's assets for personal benefit, including:

- purchase of residences for exclusive personal use in Beirut and Rio de Janeiro using roughly 27 million U.S. dollars in investment funds from Zi-A Capital, a Nissan subsidiary established under the guise of investing in promising technology start-ups, and further misuse of other company funds to purchase or rent additional residences for personal use;
- payment of sums totaling more than 750,000 U.S. dollars to Ghosn's sister on the basis of a fictitious consulting contract, starting in 2003 and extending for over 10 years with no evidence of any services having been rendered;
- personal use of the corporate jets by Ghosn and members of his family;
- improper use of expenses toward family vacations and gifts of a personal nature;
- instruction of donations totaling more than 2 million U.S. dollars of company funds to universities in Ghosn's ancestral home country of Lebanon with no legitimate business purpose;
- transfer to Nissan in 2008 of foreign exchange swap contracts bearing unrealized losses of roughly 1.85 billion yen, based on a deceptive explanation to the Company's board regarding the nature of the transaction (in 2009, the swap contracts were secretly transferred back to a company related to Ghosn after being flagged as improper by Japan's financial authorities);
- improper payments totaling roughly 7.8 million Euros to Ghosn from Nissan-Mitsubishi B.V. ("NMBV"), which is a joint venture established by Nissan and MITSUBISHI MOTORS CORPORATION, paid from April 2018 onward under the pretext of a salary and an employment contract with NMBV, despite the fact that no contract had been approved by the NMBV's board of directors.

### B) Improper payments of financial "incentives" to Nissan distributors instructed by Ghosn

Ghosn instructed a Nissan subsidiary to make payments totaling 14.7 million U.S. dollars to a distributor managed by an acquaintance outside Japan who had previously offered him personal financial support (a fact Ghosn withheld from Nissan's board of directors and the relevant departments within the company). Payments were made under the pretext of covering expenses for special business projects and were approved through Nissan's CEO Reserve, an emergency budget over which only Ghosn and a selected few direct subordinates had approval authority.

Ghosn also instructed a Nissan subsidiary to make payments totaling 32 million U.S. dollars to a distributor outside Japan, an employee of which transferred tens of millions of dollars to Ghosn and a company related to Ghosn (a fact Ghosn withheld from Nissan's board of directors and the relevant departments within the company). Payments were made under the pretext of granting financial incentives to the distributor in question and were approved through the CEO Reserve.

The Company has received a written notice of commencement of trial procedures dated December 13, 2019, from the Commissioner of the FSA. In response to this written notice, on December 23, 2019, the Company has submitted a written answer not disputing the alleged facts and the amount of the administrative monetary penalty. After that, the Company has received the administrative monetary penalty payment order, dated February 27, 2020, of 2,424,895,000 yen from the Commissioner of the FSA.

On March 3, 2022, the Company received from the Tokyo District Court a guilty judgment regarding the violation of the FIEA (submission of annual securities reports containing false statements) and was ordered a penalty of 200,000,000 yen. The Company treats the judgment with utmost seriousness, and after careful consideration of the principal penalty and the findings in the judgment, the Company has decided not to appeal. Since the Company and the prosecutors did not appeal against the guilty judgment on the Company within the period determined by the Criminal Procedure Act, the judgment has been finalized.

On April 26, 2022, pursuant to the provisions of Article 185-8-6 of the FIEA, the FSA modified the penalty by deducting 200,000,000 yen, which is equal to the criminal penalty in the judgment, thereby making the total amount of the administrative penalty 2,224,895,000 yen. This administrative monetary penalty has been paid in full.

Also, in an unfair dismissal lawsuit filed in the Amsterdam District Court by Ghosn against NMBV and a subsidiary of Nissan, NMBV brought a counterclaim against Ghosn for repayment of the sums Ghosn appropriated unlawfully from NMBV. While the Amsterdam District Court dismissed Ghosn's claims and ordered Ghosn to return roughly 5 million Euros in its decision rendered on May 20, 2021, Ghosn submitted the statement of appeal to the Amsterdam Court of Appeal on August 20, 2021. As a result of a cross-appeal and defense subsequently submitted by NMBV, the Amsterdam Court of Appeal rendered a decision on August 23, 2022, dismissing the vast majority of Ghosn's claims and ordering Ghosn to return roughly 4.2 million Euros. The decision has become final as a result of the expiration of the deadline for an appeal.

One of the residences purchased for personal use as a result of misuse of company funds by Ghosn has been sold.

The Company has filed a provisional disposition order in the British Virgin Islands against Ghosn and related parties for a luxury yacht and has filed a lawsuit seeking damages, etc. based on the order. Also in Japan, the Company has filed lawsuits against Carlos Ghosn on February 12, 2020, and Greg Kelly, the former Representative Director of the Company, on January 19, 2022, seeking recovery of damages. Going forward, the Company will continue to take necessary measures based on the findings of the Company's internal investigation, including legal measures to recover damages, in order to account for the responsibility of the former chairman and others.

In December 2019, new management has been established, whose members have been selected by the Nomination Committee. As demonstrated by the establishment of new management, strengthening of the supervisory function of internal audit, and so on, the Company is working on various countermeasures to prevent recurrence.

The Company continues its efforts to improve its governance, including ongoing implementation of the improvement measures stated in the Improvement Measures Status Report submitted to Tokyo Stock Exchange on January 16, 2020, as well as reviewing necessary improvements from time to time going forward. The Company also continues to reform its corporate culture, renew corporate ethics, disclose corporate information appropriately and enhance compliance-focused management.