

NISSAN

FY2011 third-quarter financial results

Nissan Motor Co., Ltd.
February 8, 2012

www.nissan-global.com

Key performance indicators: financial results

(billion yen)

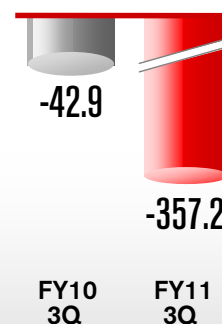
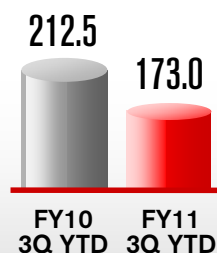
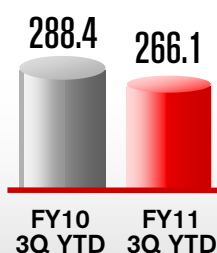
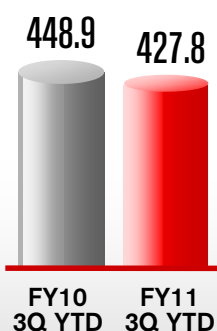
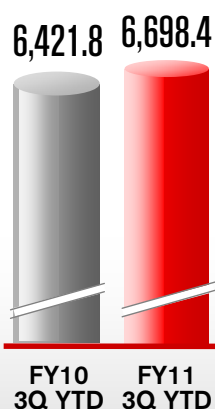
Net revenue

Operating profit

Net income

Free cash flow (Auto)

Net debt (Auto)



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FY11 Business update

Mid-term plan "NISSAN POWER 88"



POWER
Brand & sales power

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Global market share by FY16 (%)

8
Sustainable COP (%)

FY11 Business update

Awarded car of the year in Japan



CAR OF THE YEAR JAPAN 2011-2012
2011-2012 日本カー・オブ・ザ・イヤー 受賞
主催：日本カー・オブ・ザ・イヤー実行委員会

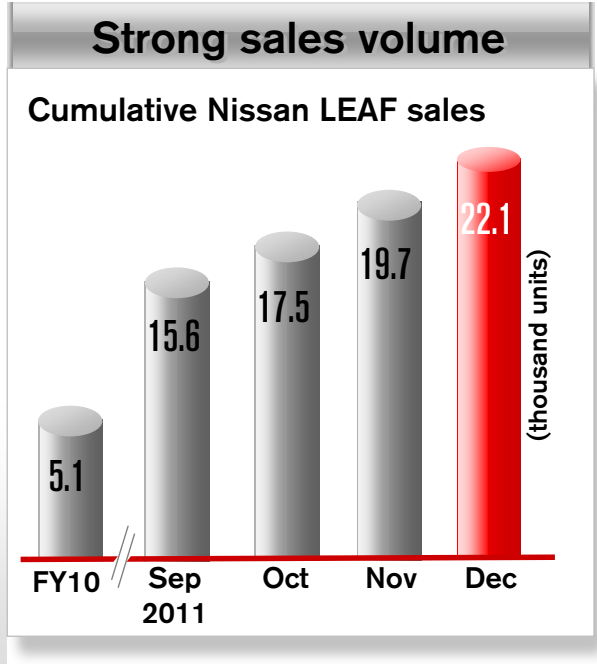
2012 RJC CAR OF THE YEAR

2011-2012 CAR OF THE YEAR
JAHFA 日本自動車殿堂
カーオブザイヤー



FY11 Business update

Zero-emission leadership



Comprehensive approach

e-NV200 concept

Quick charger

LEAF to home

FY11 Business update

Motor Shows

Delhi, India

Tokyo, Japan

Detroit, U.S.

Guangzhou, China

Los Angeles, U.S.

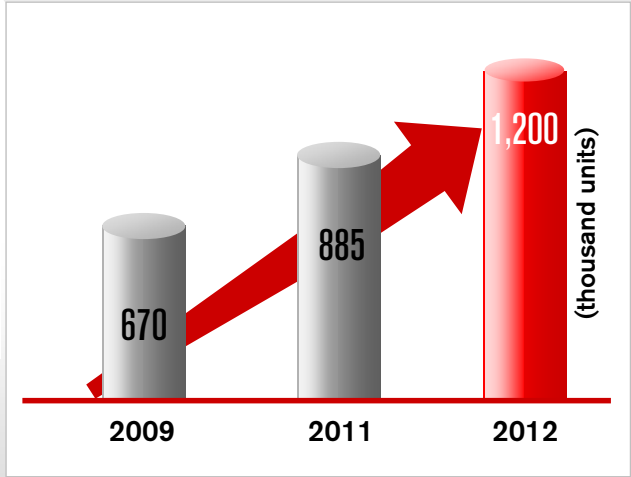
FY11 Business update

China production capacity enhancement

Huadu #2 plant completion



China production capacity (2 shifts)



FY11 Business update

Brazil plant construction announcement

- Location : Resende, Rio de Janeiro State
- Capacity : 200,000 units per year
- Start of production : First-half of 2014



FY11 Business update

Mexico new plant construction announcement

- Location : Aguascalientes
- Capacity : 175,000 units annually (Phase I)
- Start of production : Late 2013

Total capacity for Mexico to reach over 1 million units in the mid-term



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FY11 Business update

Alliance and partnerships

8.03 million unit sales in CY2011


RENAULT NISSAN


AVTOVAZ



DAIMLER

Decherd, TN facility to
manufacture 4-cylinder
engines for Infiniti and
Mercedes-Benz in 2014


ASHOK LEYLAND



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FY11

sales performance (9 months)

FY11

financial performance (9 months)

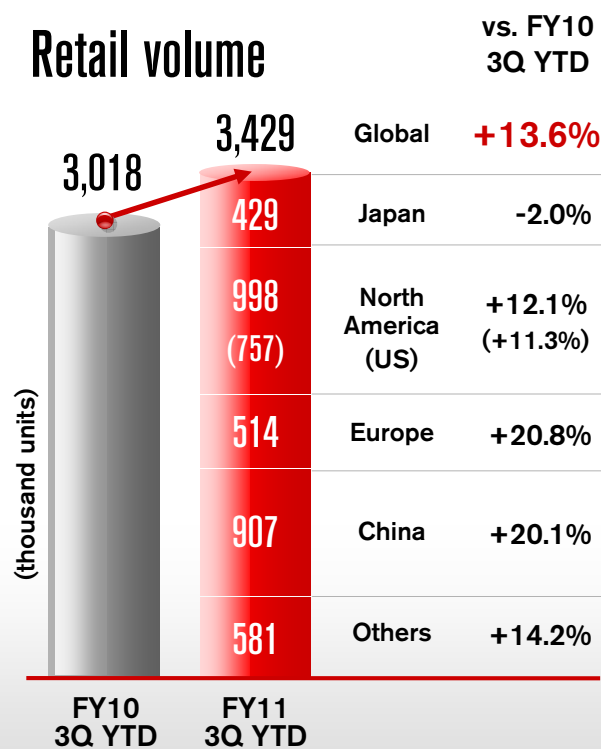
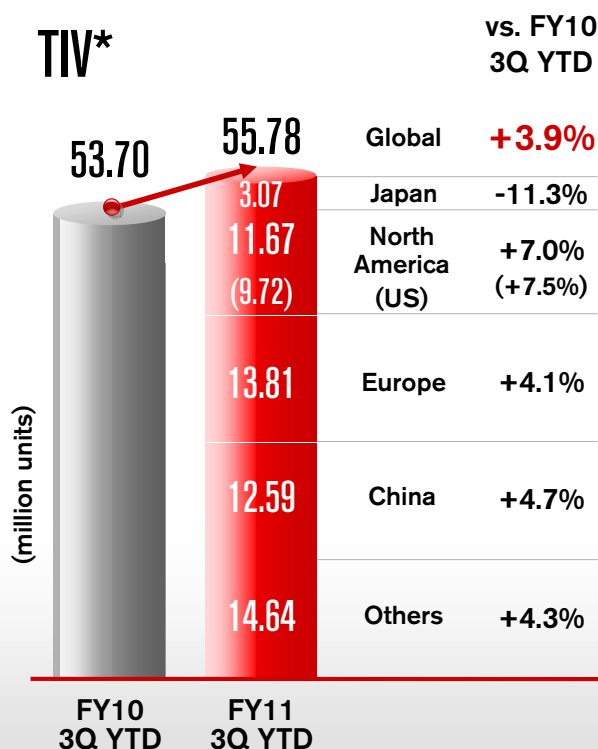
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FY11 sales performance (9 months): Global



*Nissan's estimation

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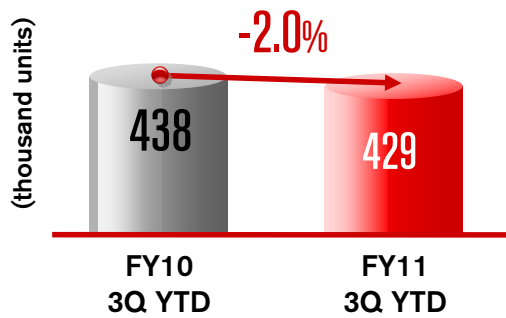
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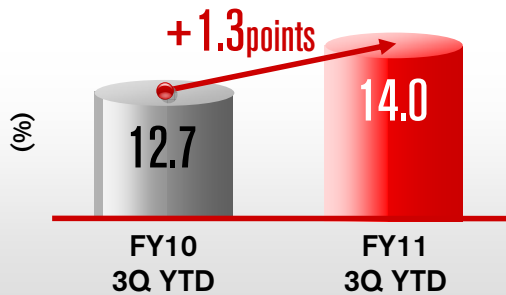
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FY11 sales performance (9 months): Japan

Retail volume



Market share



- TIV decreased 11.3% to 3.07 million units
- Despite a significant drop in TIV, sales in Japan decreased only 2% thanks to Serena and Juke. As a result, Nissan achieved a 14% market share
- Nissan LEAF achieved 5.9 k unit sales
- Serena minivan achieved the No. 1 position in its class in CY2011



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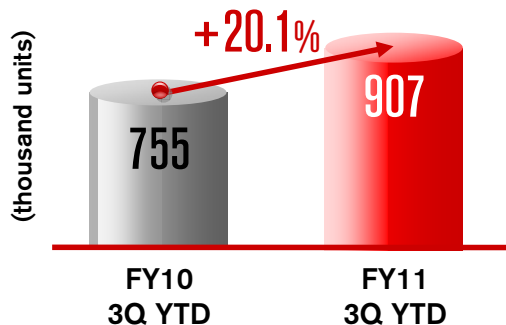
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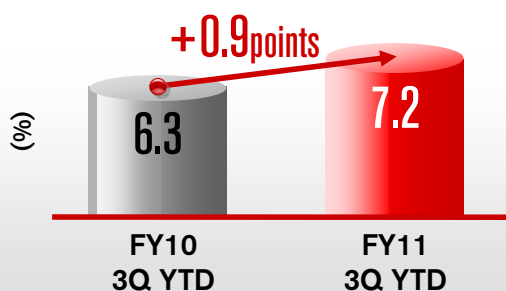
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FY11 sales performance (9 months): China (Jan. to Sep.)

Retail volume



Market share



- TIV* increased 4.7% to 12.59 million units
- Sales in China increased 20.1% to 907 k units, thanks to Teana, Sunny and QASHQAI
- 4Q (Oct. to Dec.) unit sales increased by 26.8%. As a result, FY11 (Jan. to Dec.) unit sales grew by 21.9% to 1.25 million units and market share improved 1.1 points to 7.3%



*TIV for China : Passenger and LCV only

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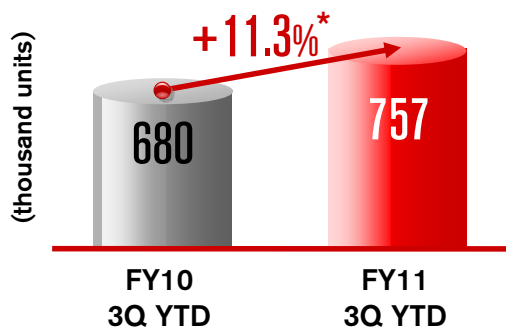
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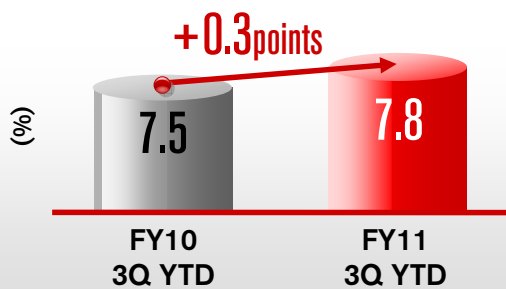
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FY11 sales performance (9 months): North America

US Retail volume



US Market share



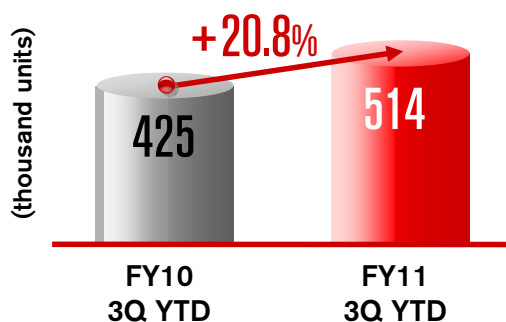
- TIV increased 7.5%* to 9.72 million units in the US
- Sales in US increased 11.3%* to 757 k units, thanks to Altima, Rogue and Versa
- Nissan LEAF achieved 9.2 k unit sales in the US
- Canada: Sales up 2.1% to 66.4 k units, market share maintained at 5.3%
- Mexico: Sales up 20.6% to 174.1 k units, market share improved 2.1 points to 25%



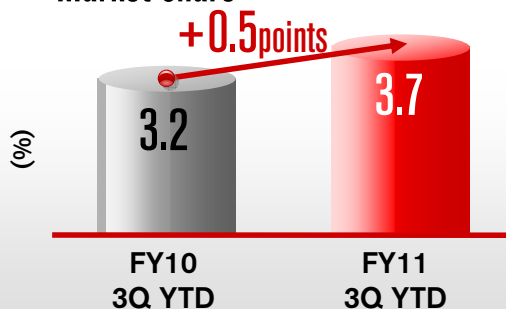
*Variances on a straight-percentage basis

FY11 sales performance (9 months): Europe

Retail volume



Market share

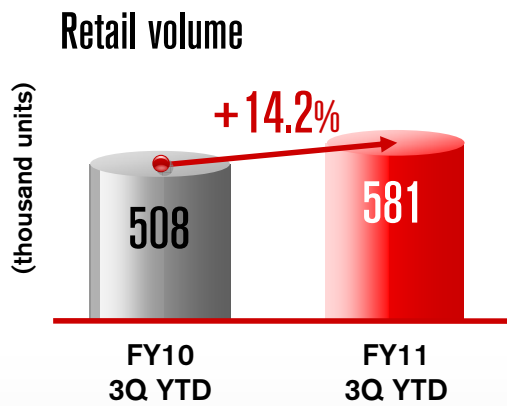


- TIV increased 4.1% to 13.81 million units
- Sales in Europe, excluding Russia, increased by 12.8% to 398 k units thanks to Juke and QASHQAI
- Sales in Russia increased by 59.5% to 116 k units

Market share:	FY10 3Q YTD	FY11 3Q YTD
Russia	4.5%	5.4%
Europe excl. Russia	3.0%	3.4%



FY11 sales performance (9 months): Other markets



- Sales in Latin America increased 33.4% to 160.2 k units. Sales in Brazil increased 90.2% to 53.8 k units
- Sales in Thailand increased 9.4% to 49.1 k units
- Sales in Indonesia increased 54.5% to 44.4 k units
- Sales in India increased to 17.2 k units from 6 k units in the prior year



FY11

sales performance (9 months)

FY11

financial performance (9 months)

FY11 financial performance (9 months)

(billion yen)	FY10 3Q YTD	FY11 3Q YTD	Variance	Change vs. FY10 (%)
Net revenue	6,421.8	6,698.4	+276.6	+4.3%
Operating profit	448.9	427.8	-21.1	-4.7%
<i>OP margin</i>	7.0%	6.4%		
<i>Non-operating</i>	7.3	-11.0		
Ordinary profit	456.2	416.8	-39.4	-8.6%
<i>Extraordinary</i>	-7.7	-21.0		
Profit before tax	448.5	395.8	-52.7	-11.8%
<i>Taxes</i>	-137.4	-104.9		
<i>Effective tax rate</i>	30.6%	26.5%		
<i>Minority interest</i>	-22.7	-24.8		
Net income	288.4	266.1	-22.3	-7.7%
FX rate	86.8 JPY/USD 113.3 JPY/EUR	79.0 JPY/USD 110.6 JPY/EUR	-7.8 JPY/USD -2.7 JPY/EUR	

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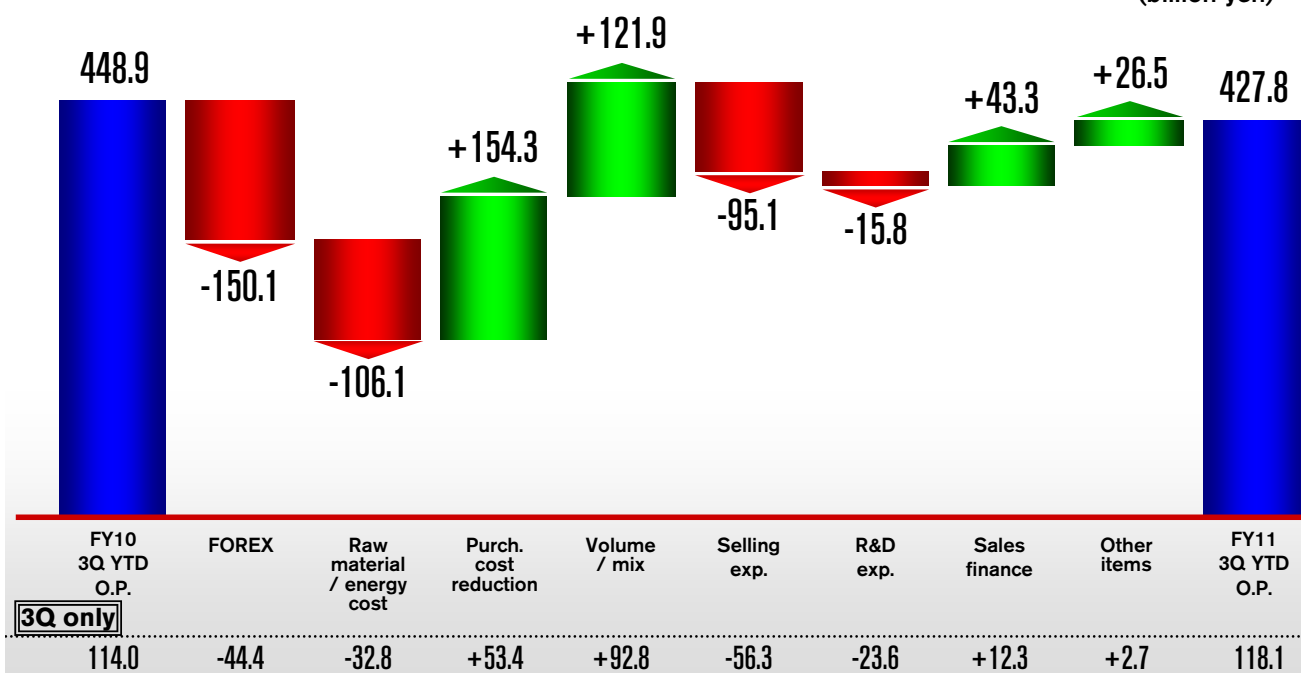
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FY11 financial performance (9 months)

Operating profit variance analysis

(billion yen)



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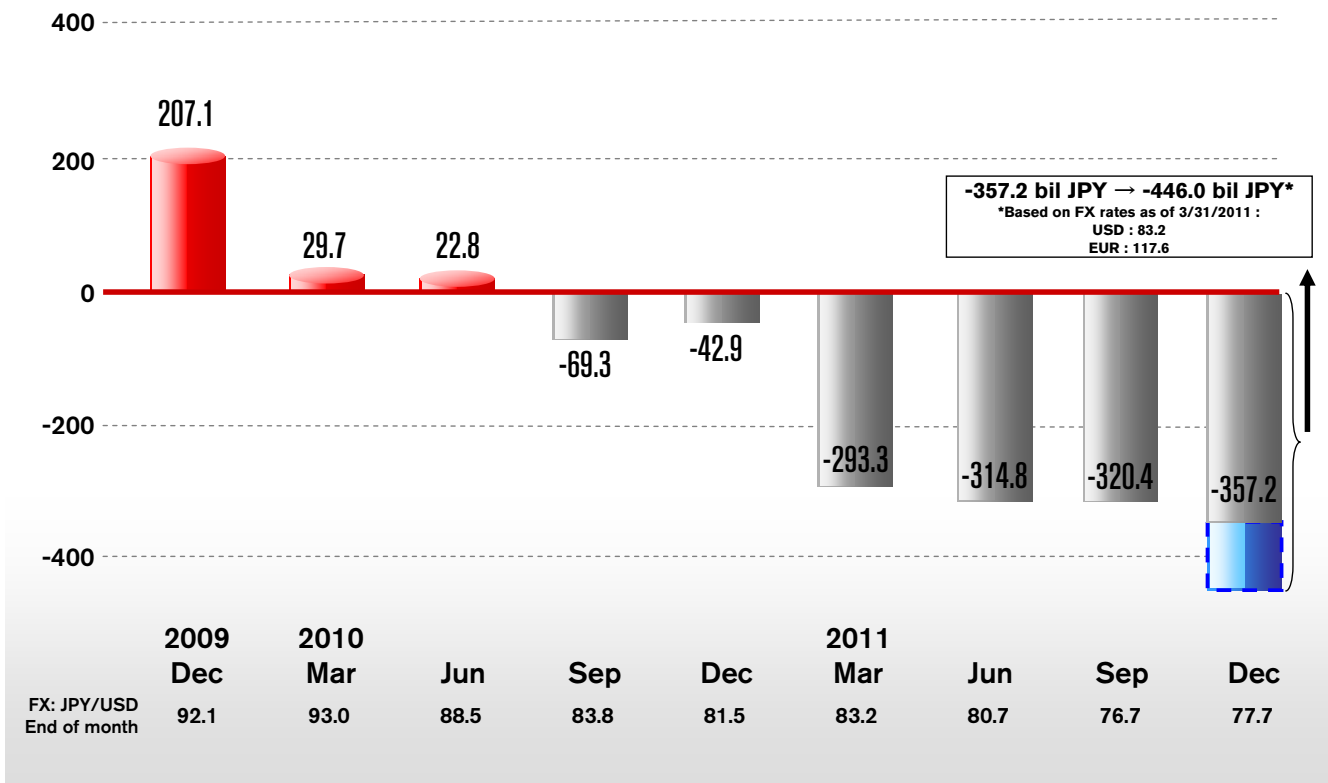
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Net debt (Auto business)

(billion yen)



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POWER
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