

# FY2016 THIRD-QUARTER FINANCIAL RESULTS

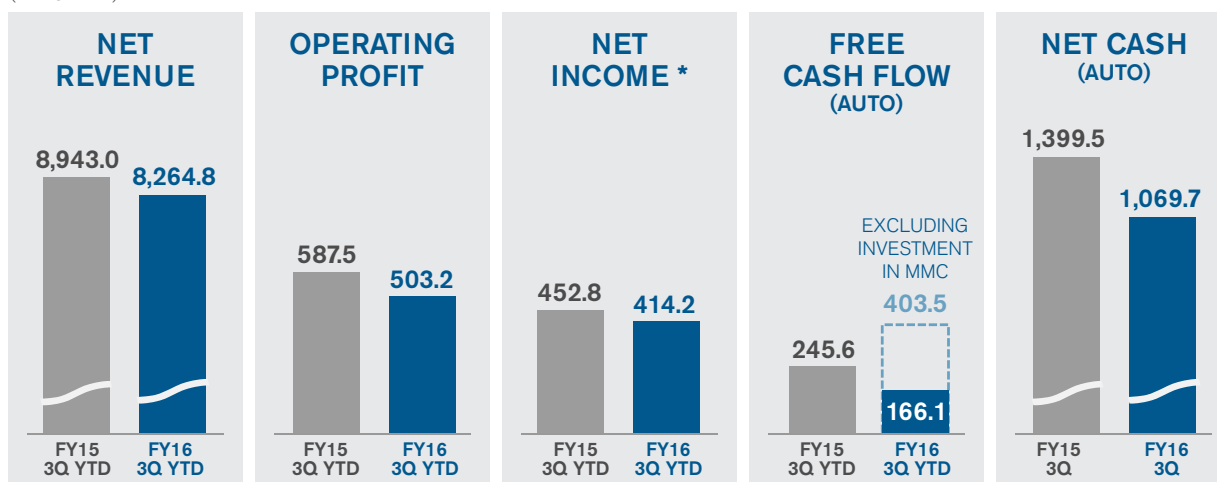
Nissan Motor Co., Ltd.  
February 9<sup>th</sup>, 2017

NISSAN MOTOR CORPORATION



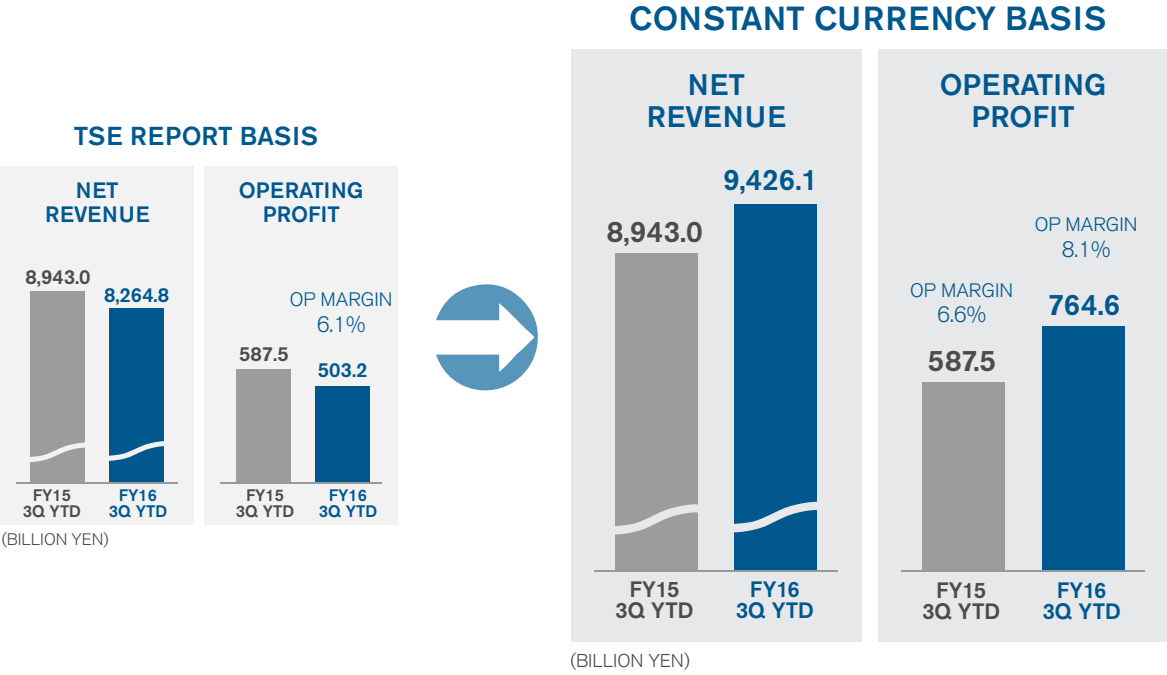
## HEADLINE FINANCIAL RESULTS (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)



\* NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

# BUSINESS PERFORMANCE

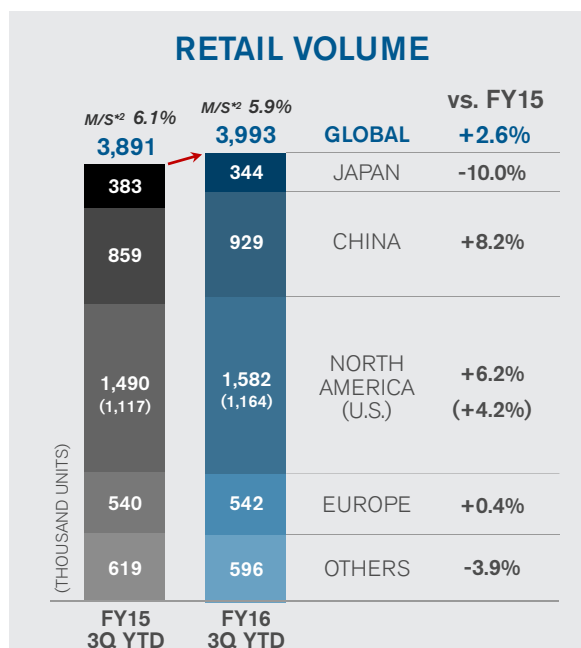
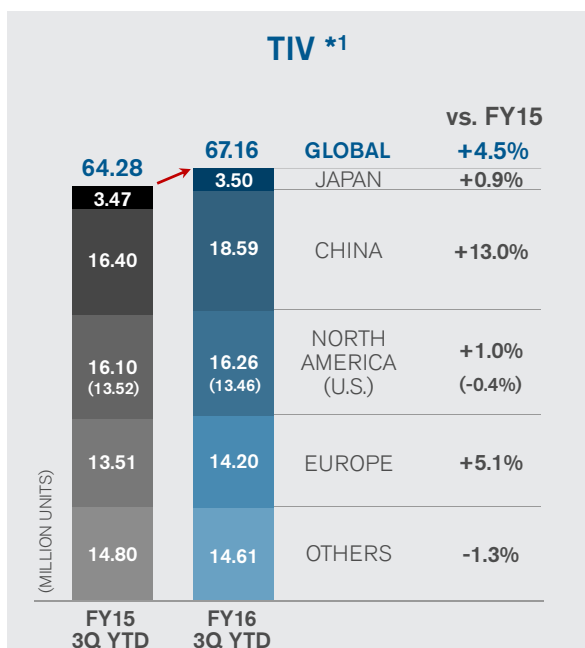


# AGENDA

➡ **FY16 SALES PERFORMANCE (9 MONTHS)**

**FY16 FINANCIAL PERFORMANCE (9 MONTHS)**

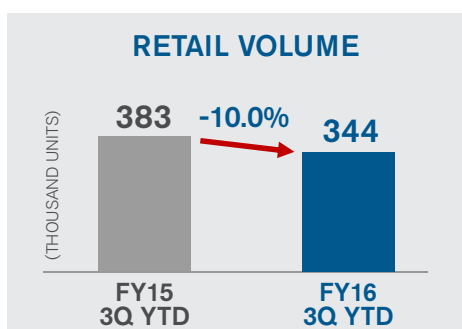
# FY16 SALES PERFORMANCE (9 MONTHS) GLOBAL



\*1: NISSAN ESTIMATION

\*2: MARKET SHARE

# FY16 SALES PERFORMANCE (9 MONTHS) JAPAN



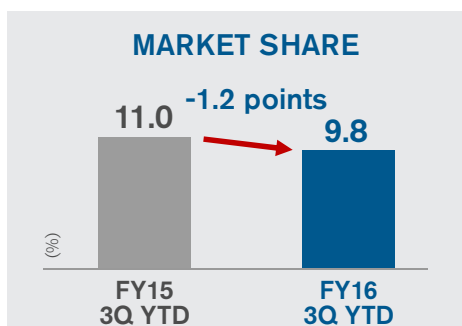
**TIV: 3.50 million units, +0.9%**

**Sales: 344 k units, -10.0%**

**Market share: 9.8%, -1.2 points**

#### Mini car

- **TIV: 1.17 million units, -7.0%**
- **Sales: 84 k units, -36.6%**
- **Market share: 7.1%, -3.4 points**



Decrease in sales due primarily to the stop-sale of the Dayz and Dayz Rook minicar

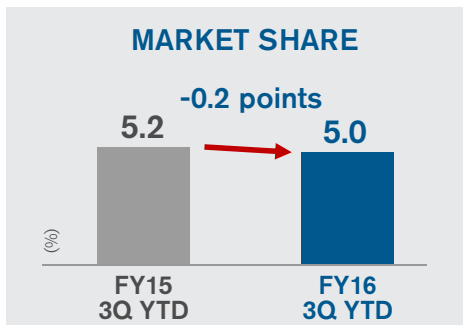
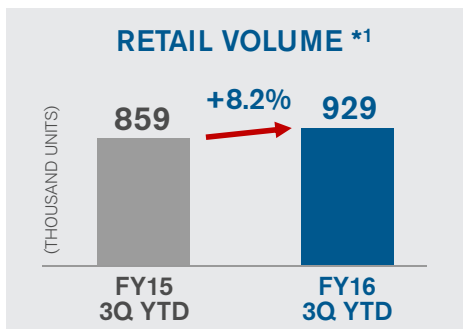


SERENA



NOTE

# FY16 SALES PERFORMANCE (9 MONTHS) CHINA



\* 1: PV: RETAIL SALES BASE, LCV: WHOLESALE BASE

\* 2: PV AND LCV ONLY

### FY16 3Q YTD (Jan. to Sep.)

- TIV \*2 : 18.59 million units, +13.0%
- Sales\*1 : 929 k units, +8.2%
- Market share: 5.0%, -0.2 points

### FY16 YTD (Jan. to Dec.)

- TIV \*2 : 26.88 million units, +13.2%
- Sales\*1 : 1,355 k units, +8.4%
- Market share: 5.0%, -0.3 points

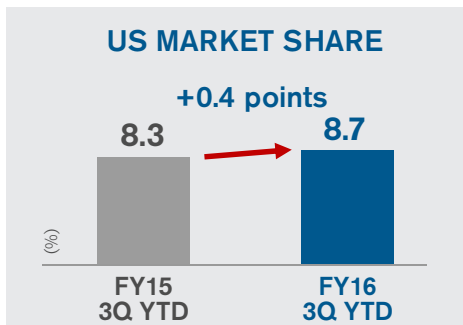
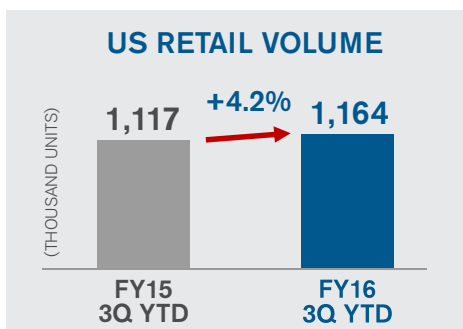


X-Trail



Sylphy

# FY16 SALES PERFORMANCE (9 MONTHS) NORTH AMERICA



### US

- TIV: 13.46 million units, -0.4%
- Sales: 1,164 k units, +4.2%
- Market share: 8.7%, +0.4 points

### Canada

- Sales: 104 k units, +0.4%
- Market share: 6.7%, -0.1 points

### Mexico

- Sales: 313 k units, +17.0%
- Market share: 24.9%, -0.7 points

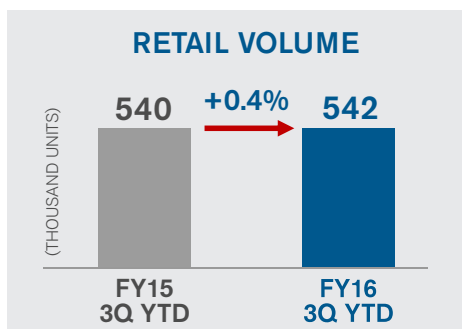


Rogue



Altima

# FY16 SALES PERFORMANCE (9 MONTHS) EUROPE (INCLUDING RUSSIA)

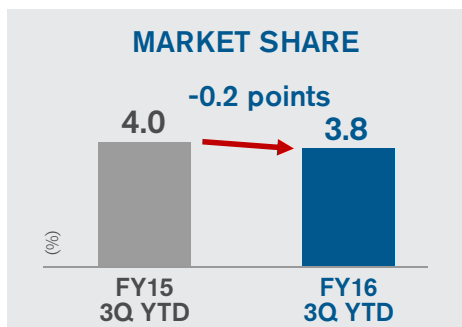


## Europe excluding Russia

- **TIV:** 13.10 million units, +6.5%
- **Sales:** 474 k units, +5.5%
- **Market share:** 3.6%, -0.1 points

## Russia

- **TIV:** 1.10 million units, -9.5%
- **Sales:** 68 k units, -25.0%
- **Market share:** 6.1%, -1.3 points

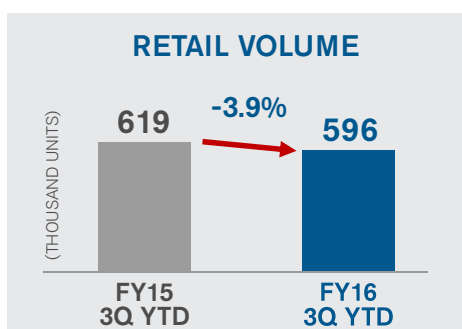


Qashqai



Navara

# FY16 SALES PERFORMANCE (9 MONTHS) OTHER MARKETS



## Sales: 596 k units, -3.9%

- **Asia & Oceania:** 253 k units, -3.6% (TIV: +5.0%)
- **Latin America:** 132 k units, +1.1% (TIV: -7.9%)
- **Middle East:** 147 k units, -3.8% (TIV: -13.9%)
- **Africa & others:** 64 k units, -14.3% (TIV: -0.2%)



Datsun redi-GO



Kicks

# AGENDA

## FY16 SALES PERFORMANCE (9 MONTHS)

## ➔ FY16 FINANCIAL PERFORMANCE (9 MONTHS)

## FY16 FINANCIAL PERFORMANCE (9 MONTHS) (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY15 3Q YTD	FY16 3Q YTD	VARIANCE	CHANGE vs. FY15 (%)
<b>NET REVENUE</b>	<b>8,943.0</b>	<b>8,264.8</b>	<b>-678.2</b>	<b>-7.6%</b>
<b>OPERATING PROFIT</b>	<b>587.5</b>	<b>503.2</b>	<b>-84.3</b>	<b>-14.3%</b>
OP MARGIN	6.6%	6.1%		
NON-OPERATING	43.5	87.0		
<b>ORDINARY PROFIT</b>	<b>631.0</b>	<b>590.2</b>	<b>-40.8</b>	<b>-6.5%</b>
EXTRAORDINARY	-17.8	1.2		
<b>PROFIT BEFORE TAX</b>	<b>613.2</b>	<b>591.4</b>	<b>-21.8</b>	<b>-3.6%</b>
TAXES	-141.6	-153.4		
EFFECTIVE TAX RATE	23.1%	26.0%		
MINORITY INTEREST *1	-18.8	-23.8		
<b>NET INCOME *2</b>	<b>452.8</b>	<b>414.2</b>	<b>-38.6</b>	<b>-8.5%</b>
FX RATE	121.7 JPY/USD 134.4 JPY/EUR	106.6 JPY/USD 118.0 JPY/EUR	-15.1 JPY/USD -16.4 JPY/EUR	

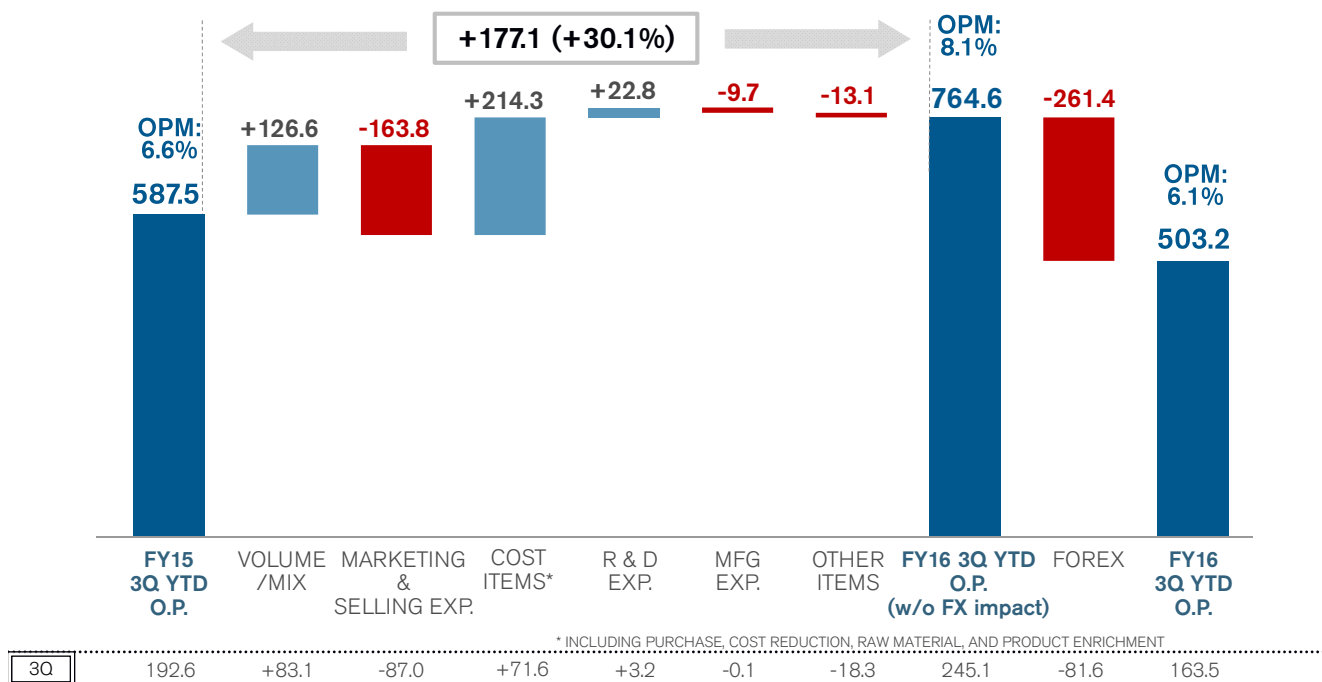
\*1: NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

\*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

# FY16 FINANCIAL PERFORMANCE (9 MONTHS) (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

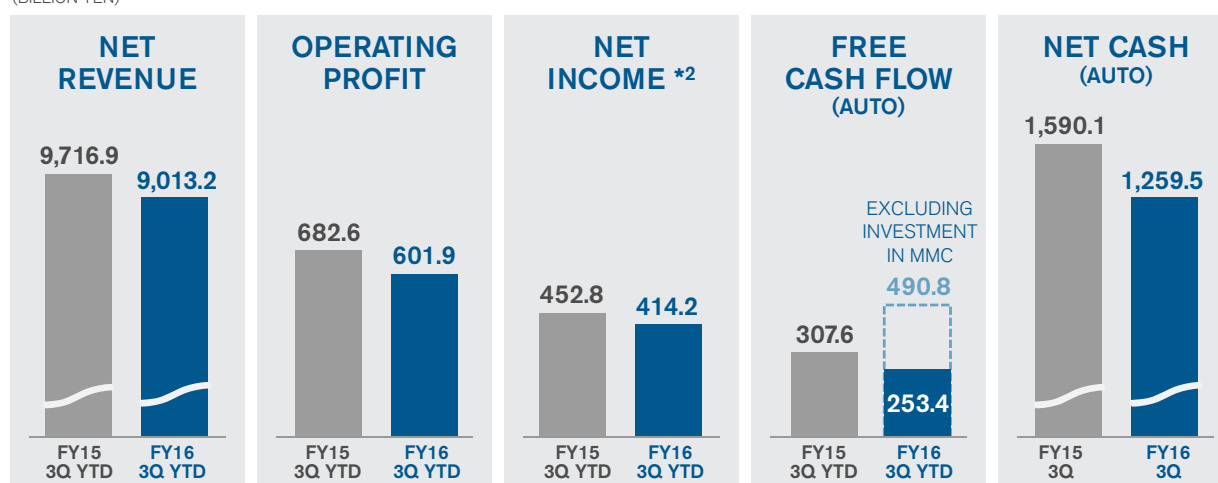
## OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



## KEY PERFORMANCE INDICATORS FINANCIAL RESULTS (MANAGEMENT PRO FORMA BASIS \*1)

(BILLION YEN)

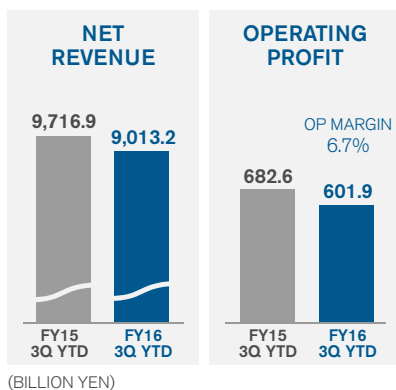


\*1: BASED ON CONTINUATION OF PROPORTIONATE CONSOLIDATION OF CHINA JV

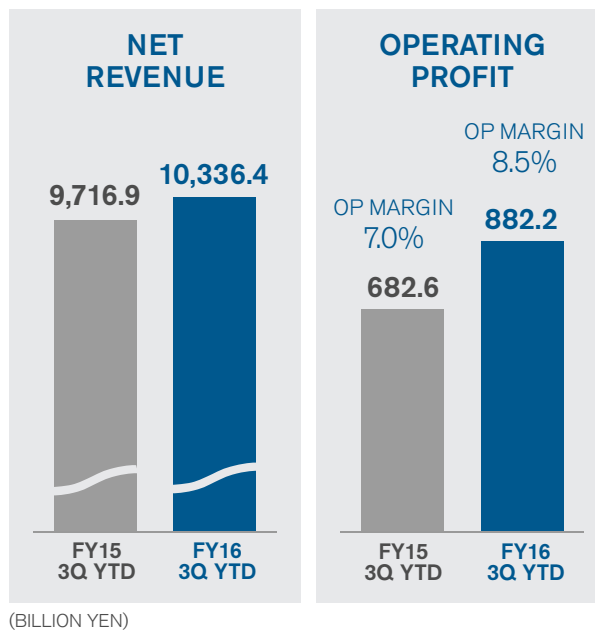
\*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

# BUSINESS PERFORMANCE

## MANAGEMENT PRO FORMA BASIS \*



## CONSTANT CURRENCY BASIS



\* BASED ON CONTINUATION OF PROPORTIONATE CONSOLIDATION OF CHINA JV

## FY16 SHAREHOLDER RETURN OUTLOOK

- Minimum payout ratio of 30%
- Completed share buyback program in November 2016 (300 million shares, 305.7 billion yen)

