

# FY2018 FIRST-QUARTER FINANCIAL RESULTS

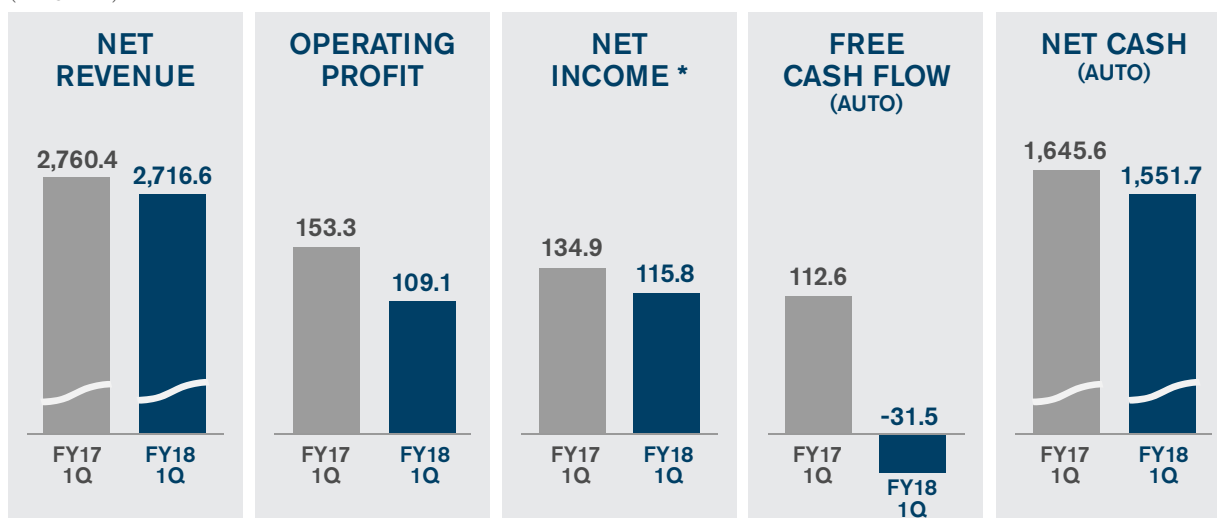
Nissan Motor Co., Ltd.  
July 26<sup>th</sup>, 2018

NISSAN MOTOR CORPORATION



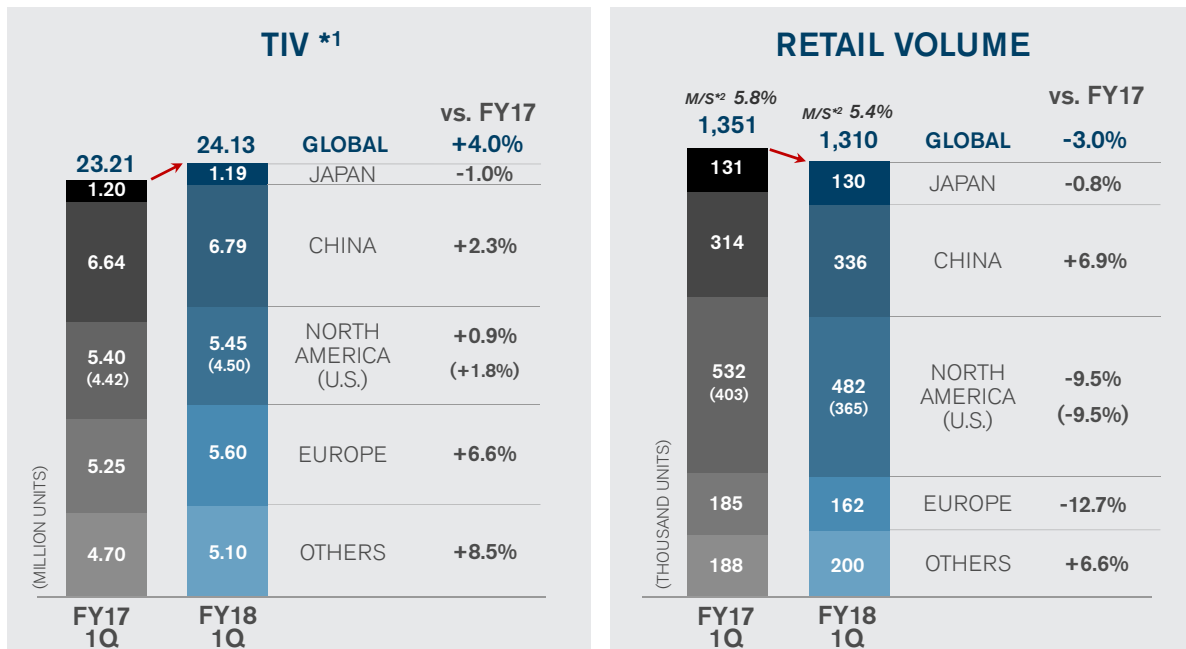
## HEADLINE FINANCIAL RESULTS (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)



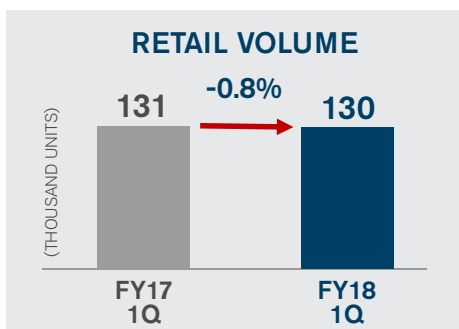
\* NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

# FY18 1ST QUARTER SALES PERFORMANCE GLOBAL



\*1: NISSAN ESTIMATION  
\*2: MARKET SHARE

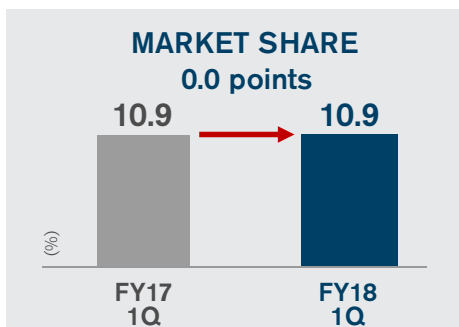
# FY18 1ST QUARTER SALES PERFORMANCE JAPAN



TIV: 1.19 million units, -1.0%

Sales: 130 k units, -0.8%

Market share: 10.9%, 0.0 points



NISSAN LEAF

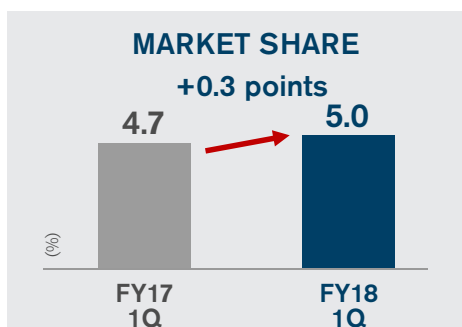
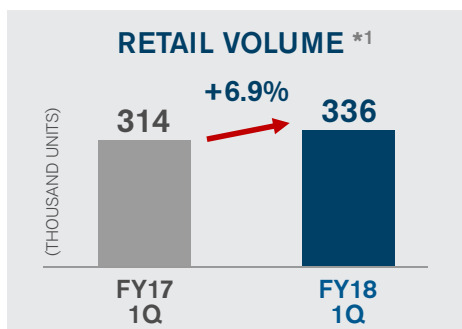


NOTE e-POWER



SERENA e-POWER

# FY18 1ST QUARTER SALES PERFORMANCE CHINA



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

\* 2: PV AND LCV ONLY

## FY18 1Q (Jan. to Mar.)

TIV <sup>\*2</sup> : 6.79 million units, +2.3%

Sales <sup>\*1</sup> : 336 k units, +6.9%

Market share: 5.0%, +0.3 points



X-Trail



Sylphy

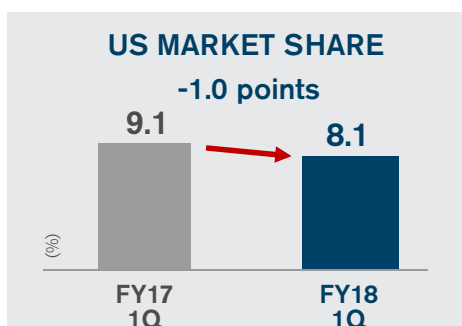
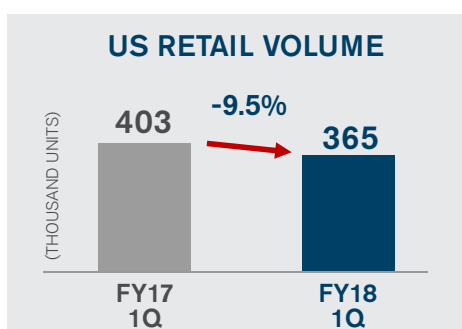
## FY18 2Q (Apr. to Jun.)

TIV <sup>\*2</sup> : 6.44 million units, +8.2%

Sales <sup>\*1</sup> : 384 k units, +14.3%

Market share: 6.0%, +0.4 points

# FY18 1ST QUARTER SALES PERFORMANCE NORTH AMERICA



## US

- TIV: 4.50 million units, +1.8%
- Sales: 365 k units, -9.5%
- Market share: 8.1%, -1.0 points



Rogue



Rogue Sport

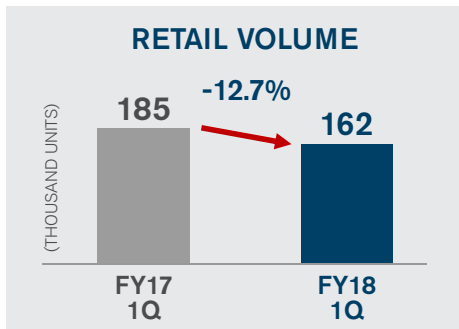
## Canada

- TIV: 0.61 million units, -1.6%
- Sales: 43 k units, +3.4%
- Market share: 7.0%, +0.3 points

## Mexico

- TIV: 0.34 million units, -5.8%
- Sales: 74 k units, -15.7%
- Market share: 21.6%, -2.5 points

# FY18 1ST QUARTER SALES PERFORMANCE EUROPE (INCLUDING RUSSIA)

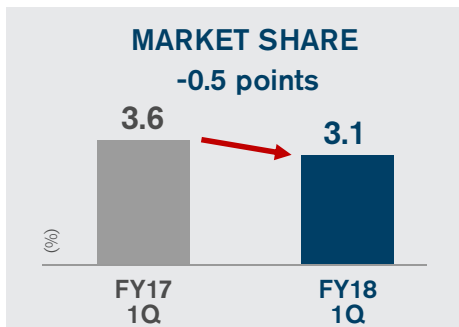


## Europe excluding Russia

- TIV: 5.13 million units, +5.7%
- Sales: 139 k units, -14.4%
- Market share: 2.9%, -0.5 points

## Russia

- TIV: 0.46 million units, +17.8%
- Sales: 23 k units, -0.6%
- Market share: 5.0%, -0.9 points

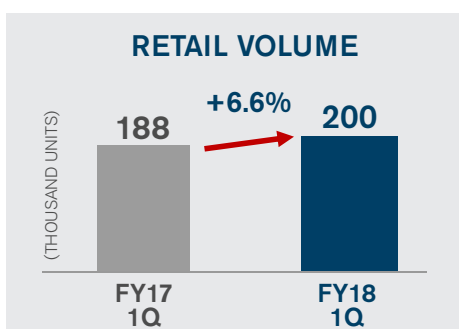


Qashqai



Micra

# FY18 1ST QUARTER SALES PERFORMANCE OTHER MARKETS



## Sales: 200 k units, +6.6%

- Asia & Oceania: 76 k units, -7.4% (TIV: +11.4%)
- Latin America: 55 k units, +26.4% (TIV: +11.1%)
- Middle East: 44 k units, +4.0% (TIV: -15.7%)
- Africa & others: 25 k units, +26.3% (TIV: +16.4%)



Kicks



Patrol

# FY18 1ST QUARTER FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY17 1Q	FY18 1Q	VARIANCE	CHANGE vs. FY17 (%)
<b>NET REVENUE</b>	<b>2,760.4</b>	<b>2,716.6</b>	<b>-43.8</b>	<b>-1.6%</b>
<b>OPERATING PROFIT</b>	<b>153.3</b>	<b>109.1</b>	<b>-44.2</b>	<b>-28.8%</b>
OP MARGIN	5.6%	4.0%		
NON-OPERATING	36.3	49.8		
<b>ORDINARY PROFIT</b>	<b>189.6</b>	<b>158.9</b>	<b>-30.7</b>	<b>-16.2%</b>
EXTRAORDINARY	-3.5	1.5		
<b>PROFIT BEFORE TAX</b>	<b>186.1</b>	<b>160.4</b>	<b>-25.7</b>	<b>-13.8%</b>
TAXES	-45.8	-38.9		
EFFECTIVE TAX RATE	24.6%	24.3%		
MINORITY INTEREST *1	-5.4	-5.7		
<b>NET INCOME *2</b>	<b>134.9</b>	<b>115.8</b>	<b>-19.1</b>	<b>-14.1%</b>
FX RATE (USD/JPY)	111.1	109.1	-2.0	
FX RATE (EUR/JPY)	122.3	130.0	+7.7	

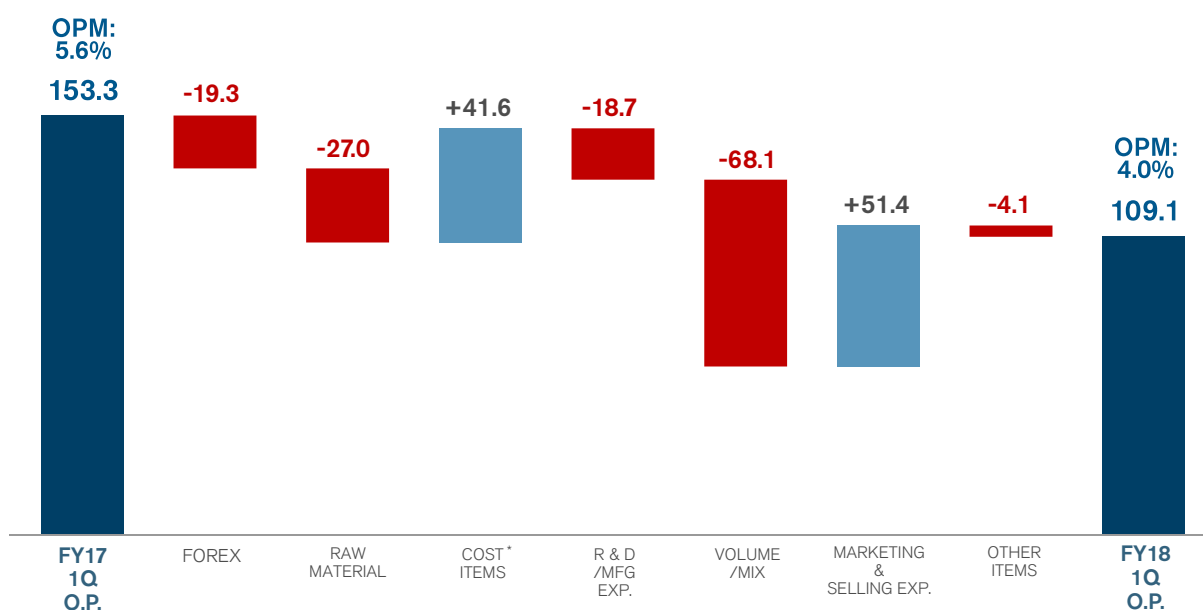
\*1: NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

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

# FY18 1ST QUARTER FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



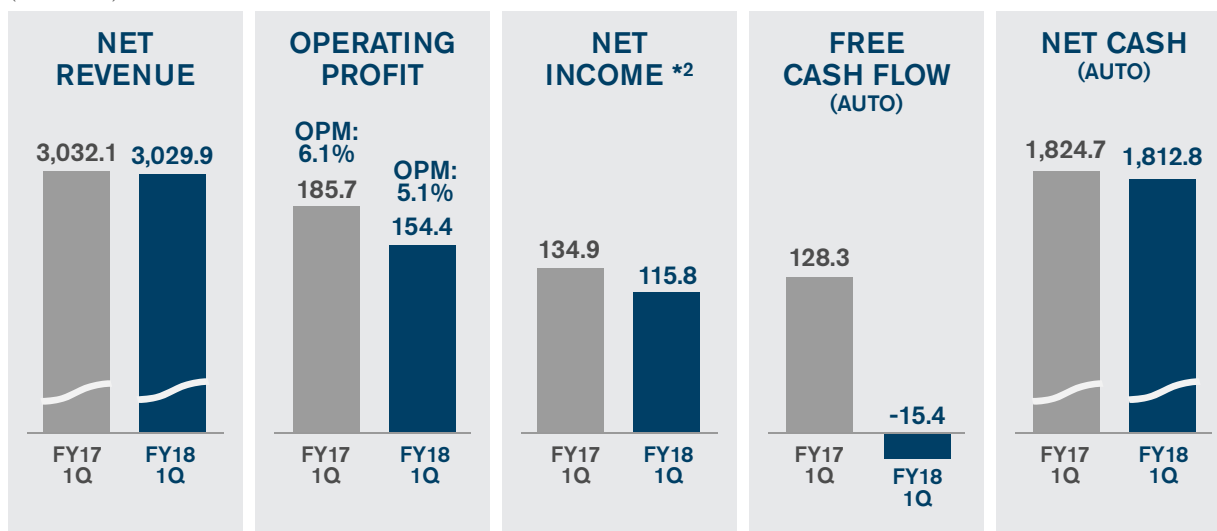
\* INCLUDING PURCHASE COST REDUCTION AND PRODUCT ENRICHMENT

# KEY PERFORMANCE INDICATORS

## FINANCIAL RESULTS

(MANAGEMENT PRO FORMA BASIS \*1)

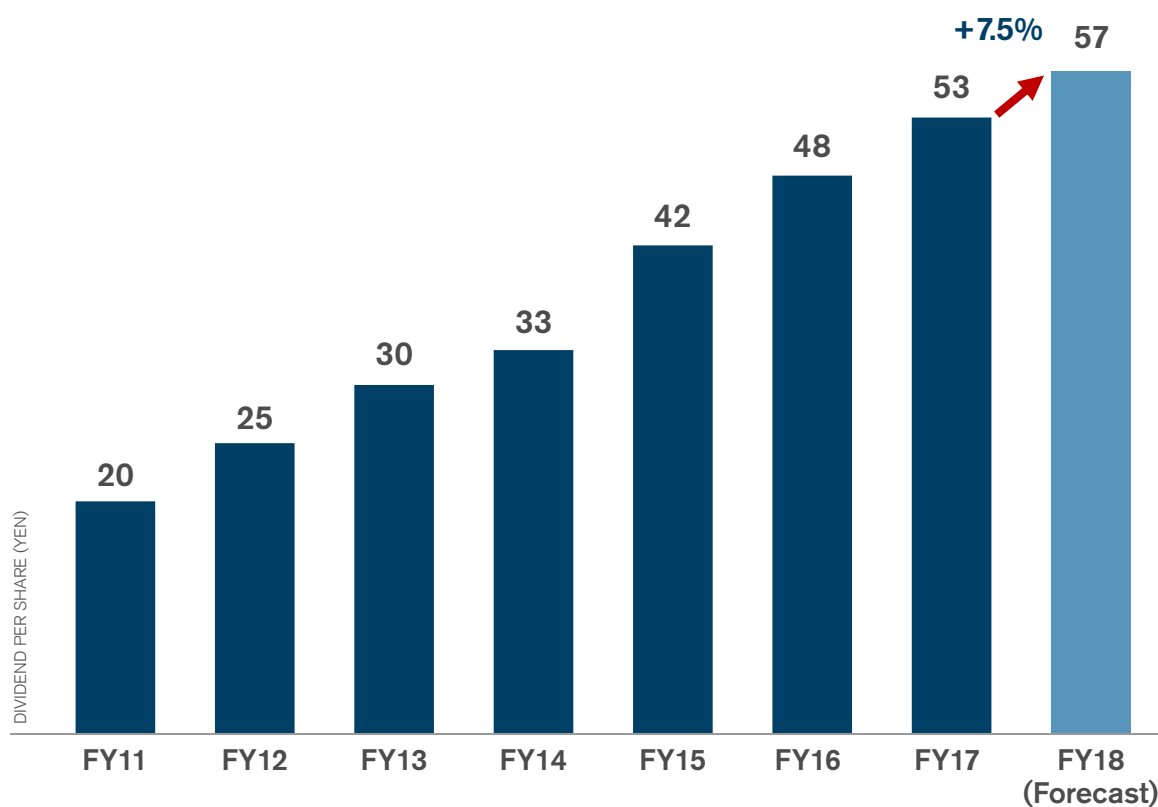
(BILLION YEN)



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

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

## FY18 SHAREHOLDER RETURN OUTLOOK



**This presentation contains forward-looking statements, based on judgments and estimates that have been made on the basis of currently available information. By nature, such statements are subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned statements due to changes in economic environments related to our business, market trends and exchange rate, etc.**