

# **Quarterly Securities Report**

Third Quarter of FY2019

(From October 1, 2019 To December 31, 2019)

(The English translation of the Quarterly Securities Report “Shihanki-Houkokusho”)

**Nissan Motor Co., Ltd.**

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<b>【Document Submitted】</b>	Quarterly Securities Report (“Shihanki-Houkokusho”)
<b>【Article of the Applicable Law Requiring Submission of This Document】</b>	Article 24-4-7, Paragraph 1 of the Financial Instruments and Exchange Law
<b>【Filed to】</b>	Director, Kanto Local Finance Bureau
<b>【Date of Submission】</b>	February 14, 2020
<b>【Accounting Period】</b>	Third Quarter of the 121st Fiscal Year (From October 1, 2019 To December 31, 2019)
<b>【Company Name】</b>	Nissan Jidosha Kabushiki-Kaisha
<b>【Company Name (in English)】</b>	Nissan Motor Co., Ltd.
<b>【Position and Name of Representative】</b>	Makoto Uchida, Representative Executive Officer, President and Chief Executive Officer
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# Part I Information on the Company

## 1. Overview of the Company

### 1. Key financial data and trends

Fiscal year		120th Nine months ended December 31, 2018	121st Nine months ended December 31, 2019	120th
Accounting period		(From April 1, 2018 To December 31, 2018)	(From April 1, 2019 To December 31, 2019)	(From April 1, 2018 To March 31, 2019)
Net sales	Millions of yen	8,578,426	7,507,286	11,574,247
(Current Third Quarter)		(3,045,704)	(2,504,211)	
Ordinary income	Millions of yen	471,845	141,432	546,498
Net income (loss) attributable to owners of parent	Millions of yen	316,663	39,273	319,138
(Current Third Quarter)		(70,405)	((26,092))	
Comprehensive income	Millions of yen	224,244	(85,025)	195,999
Net assets	Millions of yen	5,640,339	5,421,166	5,623,510
Total assets	Millions of yen	18,963,673	18,088,598	18,952,345
Basic earnings (loss) per share	Yen	80.96	10.04	81.59
(Current Third Quarter)		(18.00)	((6.67))	
Diluted earnings per share	Yen	80.96	10.04	81.59
Net assets as a percentage of total assets	%	28.2	27.9	28.0
Cash flows from operating activities	Millions of yen	752,487	810,283	1,450,888
Cash flows from investing activities	Millions of yen	(678,036)	(522,934)	(1,133,547)
Cash flows from financing activities	Millions of yen	70,656	(214,921)	(127,140)
Cash and cash equivalents at end of the period	Millions of yen	1,324,554	1,418,505	1,359,058

Notes: 1. Non-consolidated financial data is not presented as Nissan Motor Co., Ltd. (the “Company”) prepares quarterly consolidated financial statements.

2. Net sales are presented exclusive of consumption tax.

### 2. Description of business

There have been no significant changes in the business in which the Company and its subsidiaries and affiliates (collectively, the “Group”) operate during the nine months ended December 31, 2019. No changes were made to major subsidiaries and affiliates.

## 2. Business Overview

### 1. Business and other risks

During the nine months ended December 31, 2019, there were no unusual fluctuations with regard to financial position, operating results and cash flows or important changes in the “Business and other risks,” which are described in the Securities Report of the prior fiscal year.

### 2. Management’s analysis of financial position, operating results and cash flows

Any future forecasts included in the following descriptions are based on the best estimates or judgment of the Group as of December 31, 2019, the end of the current third quarter.

#### (1) Financial position and operating results

For the nine months ended December 31, 2019, the Group’s net sales amounted to ¥7,507.3 billion, a decrease of ¥1,071.1 billion (12.5%) from the corresponding period of the last year (the “last year”). Operating income decreased by ¥259.4 billion (82.7%) to ¥54.3 billion on a consolidated basis.

Net non-operating income of ¥87.1 billion was recorded for the nine months ended December 31, 2019, a decrease of ¥71.0 billion from the last year. As a result, ordinary income decreased by ¥330.4 billion (70.0%) from the last year to ¥141.4 billion. Net special losses of ¥26.9 billion were recorded, deteriorating by ¥16.4 billion from the last year. Income before income taxes decreased by ¥346.8 billion (75.2%) to ¥114.5 billion compared with the last year. Finally, net income attributable to owners of parent of ¥39.3 billion was recorded for the nine months ended December 31, 2019, a decrease of ¥277.4 billion (87.6%) from the last year.

#### (2) Cash flows

Cash and cash equivalents at December 31, 2019 increased by ¥59.4 billion (4.4%) from the end of the prior fiscal year to ¥1,418.5 billion. This reflected ¥810.3 billion in net cash provided by operating activities, ¥522.9 billion in net cash used in investing activities and ¥214.9 billion in net cash used in financing activities, as well as a decrease of ¥19.3 billion in the effects of exchange rate changes on cash and cash equivalents and a ¥6.2 billion increase attributable to a change in the scope of consolidation.

#### (3) Production and sales

##### Actual production

Location of manufacturers	Number of vehicles produced (units)		Change (units)	Change (%)
	Nine months ended December 31, 2018	Nine months ended December 31, 2019		
Japan	678,011	584,974	(93,037)	(13.7)
The United States of America	613,184	555,693	(57,491)	(9.4)
Mexico	548,411	456,513	(91,898)	(16.8)
The United Kingdom	312,259	243,723	(68,536)	(21.9)
Spain	68,044	44,507	(23,537)	(34.6)
Russia	41,510	40,920	(590)	(1.4)
Thailand	128,483	109,387	(19,096)	(14.9)
Indonesia	6,942	2,808	(4,134)	(59.6)
Philippines	3,288	4,056	768	23.4
India	137,646	150,407	12,761	9.3
South Africa	27,538	26,414	(1,124)	(4.1)
Brazil	83,973	81,444	(2,529)	(3.0)
Argentina	5,038	8,077	3,039	60.3
Egypt	14,533	12,028	(2,505)	(17.2)
Total	2,668,860	2,320,951	(347,909)	(13.0)

Note: The figures represent the production figures for the 9-month period from April 1 to December 31, 2019.

## Actual sales

Sales to	Number of vehicles sold (on a consolidated basis: units)		Change (units)	Change (%)
	Nine months ended December 31, 2018	Nine months ended December 31, 2019		
Japan	400,311	369,099	(31,212)	(7.8)
North America	1,376,814	1,173,175	(203,639)	(14.8)
(The United States of America included therein)	1,043,274	890,864	(152,410)	(14.6)
Europe	454,665	390,803	(63,862)	(14.0)
Asia	248,177	222,620	(25,557)	(10.3)
Other overseas countries	437,477	379,184	(58,293)	(13.3)
Total	2,917,444	2,534,881	(382,563)	(13.1)

Note: The figures in China and Taiwan, which are included in “Asia” represent the sales figures for the 9-month period from January 1 to September 30, 2019. Those sold in Japan, North America, Europe, Other overseas countries and Asia (excluding China and Taiwan) represent vehicles sold for the 9-month period from April 1 to December 31, 2019.

## (4) Results of segments

## (Business segments)

## a. Automobiles

The Group’s worldwide automobile sales (on a retail basis) for the nine months ended December 31, 2019 decreased by 8.1% from the last year to 3,697 thousand units.

Net sales in the automobile segment (including inter-segment sales) for the nine months ended December 31, 2019 decreased by ¥1,040.4 billion (13.3%) from the last year to ¥6,792.1 billion. Operating loss deteriorated by ¥241.9 billion to ¥131.0 billion from the last year. A major profit-deteriorating factor was a decrease in the number of vehicles sold despite the favorable effect of a reduction in purchasing costs.

## b. Sales Finance

Net sales in the sales finance segment (including inter-segment sales) for the nine months ended December 31, 2019 decreased by ¥25.4 billion (2.8%) from the last year to ¥873.7 billion. Operating income for the nine months ended December 31, 2019 decreased by ¥4.8 billion (2.6%) from the last year to ¥177.9 billion.

## (Geographic segments)

## a. Japan

The overall demand for vehicles decreased by 1.7% in the domestic market, and the number of vehicles sold in Japan also decreased by 6.9% from the last year, resulting in 381 thousand units, accounting for a market share of 10.4%.

Net sales (including inter-segment sales) for the nine months ended December 31, 2019 decreased by ¥409.4 billion (11.9%) from the last year to ¥3,035.4 billion.

Operating income decreased by ¥161.5 billion (94.4%) from the last year to ¥9.6 billion.

A major profit-decreasing factor was a decrease in the number of vehicles sold despite the favorable effect of a reduction in purchasing costs.

## b. North America

The overall demand for vehicles in the United States of America decreased by 0.9% from the last year, and the number of vehicles sold in the United States of America also decreased by 9.1% from the last year to 980 thousand units, accounting for a market share of 7.5%. The number of vehicles sold in North America, including Mexico and Canada, decreased by 10.2% from the last year to 1,281 thousand units.

Net sales (including inter-segment sales) for the nine months ended December 31, 2019 decreased by ¥581.6 billion (12.7%) from the last year to ¥3,982.1 billion.

Operating income decreased by ¥56.7 billion (49.4%) from the last year to ¥58.2 billion.

A major profit-decreasing factor was a decrease in the number of vehicles sold despite the favorable effect of a reduction in purchasing costs.

## c. Europe

The overall demand for vehicles in Europe increased by 2.0% from the last year, while the number of vehicles sold in Europe excluding Russia decreased by 15.4% from the last year to 331 thousand units, accounting for a market share of 2.4%. The number of vehicles sold in Russia decreased by 20.3% to 65 thousand units.

Net sales (including inter-segment sales) for the nine months ended December 31, 2019 decreased by ¥235.6 billion (17.4%) to ¥1,119.4 billion.

Operating loss of ¥25.9 billion was recorded, deteriorating by ¥1.7 billion from the last year.

A major deteriorating factor was a decrease in the number of vehicles sold despite the favorable effect of a reduction in purchasing costs.

d. Asia

Sales volume in Asia market, excluding China, decreased by 12.5% to 168 thousand units. Net sales in Asia (including intersegment sales) for the nine months ended December 31, 2019 decreased by ¥132.0 billion (11.2%) from the last year to ¥1,044.5 billion.

Operating income for the nine months ended December 31, 2019 was ¥32.7 billion, a decrease of ¥21.5 billion (39.8%) from the last year.

The overall demand for vehicles in China decreased by 10.7% from the last year, and the number of vehicles sold in China also decreased by 0.4% from the last year to 1,091 thousand units, accounting for a market share of 6.3%.

The operating results of Chinese joint venture, Dongfeng Motor Co., Ltd., are reflected as a gain on the equity in earnings of affiliates in Non-operating income.

e. Other overseas countries

The number of vehicles sold in Oceania, Middle East, Africa, Central and South America excluding Mexico decreased by 11.1% from the last year to 380 thousand units.

Net sales (including inter-segment sales) for the nine months ended December 31, 2019 decreased by ¥166.1 billion (20.1%) from the last year to ¥660.6 billion.

Operating loss of ¥3.5 billion was recorded, deteriorating by ¥1.0 billion from the last year.

(5) Analysis of sources of capital and liquidity

a. Cash flows

(Cash flows from operating activities)

Net cash provided by operating activities increased by ¥57.8 billion to ¥810.3 billion in the nine months ended December 31, 2019 from ¥752.5 billion provided in the last year. This was mainly due to a further decline in sales finance receivables despite a decrease in income before income taxes and a narrowing range of decline in trade notes and accounts receivable.

(Cash flows from investing activities)

Net cash used in investing activities decreased by ¥155.1 billion to ¥522.9 billion in the nine months ended December 31, 2019 from ¥678.0 billion used in the last year. This was mainly due to a decrease in net payment (net difference between the payment for purchase and the proceeds from sales) of leased vehicles and a larger net decrease in restricted cash despite an increase in purchase of fixed assets.

(Cash flows from financing activities)

Net cash used in financing activities was ¥214.9 billion in the nine months ended December 31, 2019, an increase in cash outflows of ¥285.6 billion compared with ¥70.7 billion provided in the last year. This was mainly due to increases in repayments of long-term borrowings and redemption of bonds, and a decrease in proceeds from issuance of bonds despite an increase in proceeds from long-term borrowings.

Cash and cash equivalents at December 31, 2019 increased by ¥59.4 billion (4.4%) from the end of the prior fiscal year to ¥1,418.5 billion, which included a decrease of ¥19.3 billion in the effects of exchange rate changes on cash and cash equivalents and a ¥6.2 billion increase attributable to a change in the scope of consolidation.

b. Financial policies

It is necessary to pay careful attention to the liquidity of funds in view of the drastic environmental changes in the financial markets and other relevant concerns. However, as the Group has entered into loan commitment agreements with major international banks in addition to the cash and cash equivalents held, the Group believes that a level of liquidity is sufficient to meet the Group's funding requirements.

(6) Management policy and business strategies

Guided by the vision of Enriching people's lives, the Group aims to provide unique and innovative products and services that deliver superior measurable values to all stakeholders under the Alliance.

The Group announced on November 8, 2017, the new midterm plan "Nissan M.O.V.E. to 2022" designed to guide the company toward profitable growth over the next six years, and to prepare for further growth beyond the plan as the evolution continues. The new plan expresses that the Group will keep on moving and evolving toward the future, and it stands for the following drivers:

- Mobility
- Operational Excellence
- Value to Customers
- Electrification

The mission under "Nissan M.O.V.E. to 2022" is to be built on the strong business foundations of "Nissan Power 88", and leverage the benefits of our Alliance with Renault and MITSUBISHI MOTORS CORPORATION, in order to;

1. Achieve sustainable growth, while delivering healthy profitability and strong free cash flow
2. Lead the technology and business evolution in the automotive industry, backed by our technology DNA

On May 14, 2019, the Company announced a business transformation plan containing the following key pillars as a recovery plan for issues the Company is facing. US business recovery, operational and investment efficiency improvement and steady growth through new products, advanced technology and ‘Nissan Intelligent Mobility’ as a recovery plan for issues the Company is facing. Although the business transformation plan included a large change in the target operating margin from 8% to 6%, the aim of this revision is to shift corporate growth strategy from the previous “expansion strategy” to “sustainable growth.”

In March 2019, the Company, Renault and MITSUBISHI MOTORS CORPORATION announced the intention to create a new Alliance operating board (hereinafter the “alliance board”). The operating decisions made by the alliance board will be consensus-based, furthering the Alliance’s “win-win” approach. The alliance board will ask for the creation of specific projects to make recommendations for and drive the execution of new ways to create incremental value of the three auto companies. The creation of the alliance board is designed to help the Company, Renault and MITSUBISHI MOTORS CORPORATION become what they can be together – the top organization in the rapidly changing and highly competitive global auto market.

The Group will fulfill its mission by engaging in “Nissan M.O.V.E. to 2022” with in mind of the technology evolution coming in the next 10 to 15 years, as well as the significant changes in the market and evolving customer expectations.

#### (7) Operating and financial issues to be addressed

Operating and financial issues to be addressed by the Group occurring during the nine months ended December 31, 2019 are as follows.

Since the discovery of nonconformities in the final vehicle inspection process (kanken) at its plants in Japan in 2017, Nissan Motor Co., Ltd. has been proactively carrying out comprehensive compliance checks of various parts of its operations. As part of a check of exhaust emissions and fuel economy measurement tests within the kanken, Nissan discovered that misconduct was carried out. Nissan complied and submitted to the Ministry of Land, Infrastructure, Transport and Tourism a report that comprises Nissan’s understanding of the facts, along with its countermeasures.

On December 19, 2018, the Company solemnly accepted the Ministry of Land, Infrastructure, Transport and Tourism’s process improvement directives related to the Company’s nonconformities in the final vehicle inspection process (kanken) at plants in Japan, and the Company reported the status of process improvement on May 17, September 4 and December 13, 2019. Although discovered internally, the Company finds it most regretful that nonconformities in the kanken process had continued. As a companywide exercise, the Company remains committed to safety, and will continue to carry out comprehensive checks of frameworks, organizations and processes related to regulatory compliance.

The former Representative Directors of the Company were indicted on suspicion of violating the Financial Instruments and Exchange Law (charged with submitting false Securities Reports) and a former Representative Director and Chairman was additionally indicted on suspicion of violating the Corporate Law (charged with aggravated breach of trust). In conjunction with these indictments, the Company itself was indicted on suspicion of violating the Financial Instruments and Exchange Law. 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 Securities 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 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 the joint venture, despite the fact that no contract had been approved by the joint venture'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 filed a provisional disposition order in the British Virgin Islands against Ghosn and related parties for a luxury yacht and has filed a lawsuit based on the order seeking damages, etc. Also, on February 12, 2020, the Company has filed a lawsuit against Carlos Ghosn in Japan, 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 action to claim damages, in order to account for the responsibility of the former chairman and others.

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. At a later date, the Company will pay the amount of the administrative monetary penalty in accordance with the payment order to be issued by the FSA.

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.

(8) Research-and-development activities

The Group has been active in conducting research-and-development activities in the environment, safety and various other fields toward the realization of a sustainable, motorized society in the future. The research-and-development costs of the Group amounted to ¥396.3 billion for the nine months ended December 31, 2019.

**3. Important business contracts**

No important business contracts were determined or entered into during the current third quarter.

### 3. Corporate Information

#### 1. Information on the Company's shares

##### (1) Number of shares and other

###### ① Number of shares

Type	Number of shares authorized to be issued
Common stock	6,000,000,000
Total	6,000,000,000

###### ② Number of shares issued

Type	Number of shares issued		Stock exchanges on which the Company is listed	Description
	As of December 31, 2019	As of February 14, 2020 (filing date of this Quarterly Securities Report)		
Common stock	4,220,715,112	4,220,715,112	First Section of the Tokyo Stock Exchange	The number of shares constituting a standard unit is 100
Total	4,220,715,112	4,220,715,112	—	—

##### (2) Status of the share subscription rights

###### ① Stock option plans

Not applicable

###### ② Other share subscription rights

Not applicable

##### (3) Exercise status of bonds with share subscription rights containing a clause for exercise price adjustment

Not applicable

##### (4) Changes in the number of shares issued and the amount of common stock and other

Period	Changes in the number of shares issued (Thousands)	Balance of the number of shares issued (Thousands)	Changes in common stock (Millions of yen)	Balance of common stock (Millions of yen)	Changes in legal capital surplus (Millions of yen)	Balance of legal capital surplus (Millions of yen)
From October 1, 2019 To December 31, 2019	—	4,220,715	—	605,813	—	804,470

##### (5) Principal shareholders

There is nothing to mention as this quarter is the third quarterly accounting period.

(6) Status of voting rights

The “Status of voting rights” as of the end of the current third quarter is presented as of December 20, 2019, the most recent record date which was determined for the convocation of the extraordinary general meeting of shareholders to be held on February 18, 2020, because the number of beneficiary shareholders as of December 31, 2019 could not be ascertained.

① Shares issued

(As of December 20, 2019)

Classification	Number of shares (Shares)	Number of voting rights (Units)	Description
Shares with full voting rights (Treasury stock, etc.)	(Treasury stock) Common stock 28,433,100	—	—
	(Crossholding stock) Common stock 92,500	—	—
Shares with full voting rights (Others)	Common stock 4,191,511,700	41,915,117	—
Stocks of less than a standard unit	Common stock 677,812	—	—
Total shares issued	4,220,715,112	—	—
Total voting rights held by all shareholders	—	41,915,117	—

Note: “Stocks of less than a standard unit” include 70 shares of treasury stock and 30 crossholding shares.

Crossholding stocks of less than a standard unit (As of December 20, 2019)

Shareholder	Number of shares
Kai Nissan Motor Co., Ltd.	30

② Treasury stock, etc.

(As of December 20, 2019)

Shareholders	Addresses of shareholders	Number of shares held under own name	Number of shares held under the names of others	Total	% of interest
		Shares	Shares	Shares	%
Treasury stock: Nissan Motor Co., Ltd.	2 Takara-cho, Kanagawa-ku, Yokohama-shi, Kanagawa	28,433,100	—	28,433,100	0.67
Crossholding stock:					
Kai Nissan Motor Co., Ltd.	706 Kamiimai-cho, Kofu-shi, Yamanashi	37,800	49,800	87,600	0.00
Kagawa Nissan Motor Co., Ltd.	1-1-8 Hanazono-cho, Takamatsu-shi, Kagawa	4,800	100	4,900	0.00
Total		28,475,700	49,900	28,525,600	0.68

Note: The shares included in “Number of shares held under the names of others” represents those held by Nissan’s crossholding share association (address: 1-1-1 Takashima, Nishi-ku, Yokohama-shi, Kanagawa). (Fractional numbers under 100 have been omitted.)

## 2. Members of the Board of Directors and Executive Officers

Changes in Members of the Board of Directors and Executive Officers in the nine months ended December 31, 2019 since the filing date of the securities report of the prior fiscal year are as follows.

### (1) Directors

#### ① Director who resigned

Position	Name	Date of resignation
Director	Thierry Bolloré	November 11, 2019

### (2) Executive Officers

#### ① New Executive Officers

Position	Name	Date of birth	Career profile		Term of office	Number of shares owned (Thousands)	Date of appointment
Representative Executive Officer, President and Chief Executive Officer	Makoto Uchida	July 20, 1966	1991 April	Joined Nissho Iwai Corporation	(Note) 2	2	December 1, 2019
			2003 October	Joined the Company			
			2014 April	Program Director of the Company			
			2016 November	Corporate Vice President of the Company			
			2018 April	Senior Vice President of the Company			
			2019 December	President of Dongfeng Motor Co., Ltd. Representative Executive Officer, President and Chief Executive Officer of the Company (Current position)			
Representative Executive Officer, Chief Operating Officer / Chief Performance Officer	Ashwani Gupta	September 15, 1970	2006 April	Joined Renault	(Note) 2	—	December 1, 2019
			2008 May	GM of Renault India			
			2009 September	Global Supplier Account Manager of Renault-Nissan Purchasing Organization			
			2011 May	Deputy General Manager of Renault-Nissan B.V.			
			2014 April	Global Program Director of the Company			
			2017 April	VP of Renault			
			2018 April	Alliance SVP of Renault-Nissan			
			2018 April	Alliance SVP of Renault-Nissan-Mitsubishi			
			2019 April	COO of MITSUBISHI MOTORS CORPORATION			
			2019 June	Representative Executive Officer, COO of MITSUBISHI MOTORS CORPORATION			
			2019 December	Representative Executive Officer, Chief Operating Officer / Chief Performance Officer of the Company (Current position)			
Executive Officer, Vice-Chief Operating Officer	Jun Seki	May 9, 1961	1986 April	Joined the Company	(Note) 2	7	December 1, 2019
			2006 April	Senior Manager of the Company			
			2012 April	Corporate Vice President of the Company			
			2013 April	Vice President of Dongfeng Motor Co., Ltd.			
			2014 January	Senior Vice President of the Company			
			2019 December	President of Dongfeng Motor Co., Ltd. Executive Officer, Vice-Chief Operating Officer of the Company (Current position)			

Position	Name	Date of birth	Career profile		Term of office	Number of shares owned (Thousands)	Date of appointment
Executive Officer, Chief Financial Officer	Stephen Ma	November 6, 1970	1996 June 2003 June  2006 December 2012 April 2018 September  2019 December	Joined Nissan North America Inc. General Manager of Dongfeng Motor Co., Ltd. Senior Manager of the Company CFO of Dongfeng Motor Co., Ltd. Corporate Vice President of the Company Executive Officer, Chief Financial Officer of the Company (Current position)	(Note) 2	28	December 1, 2019
Executive Officer, Executive Vice President	Jose Luis Valls	May 13, 1967	1996 August  2002 June 2011 April 2012 January  2014 January 2019 December	Joined Daimler Chrysler Argentina S.A. Joined General Motors VP of Nissan Mexicana, S.A. de C.V. President of Nissan Mexicana, S.A. de C.V. Senior Vice President of the Company Executive Officer, Executive Vice President of the Company (Current position)	(Note) 2	—	December 1, 2019

(Notes) 1. Numbers of shares owned are as of November 30, 2019.

2. The term of office of the Executive Officers shall be from their appointment to the conclusion of the first Board of Directors meeting to be held after the conclusion of the annual general meeting of the shareholders pertaining to the fiscal year ending March 31, 2020.

② Executive Officers who resigned

Position	Name	Date of resignation
Representative Executive Officer, President and Chief Executive Officer	Hiroto Saikawa	September 16, 2019
Representative Executive Officer Acting President and Chief Executive Officer, Chief Operating Officer	Yasuhiro Yamauchi	December 1, 2019
Executive Officer, Chief Planning Officer	Philippe Klein	December 1, 2019
Executive Officer, Chief Financial Officer	Hiroshi Karube	December 1, 2019
Executive Officer, Executive Vice President	Hitoshi Kawaguchi	December 1, 2019

③ Change of position

New Position	Old Position	Name	Effective date
Representative Executive Officer Acting President and Chief Executive Officer, Chief Operating Officer	Representative Executive Officer, Chief Operating Officer	Yasuhiro Yamauchi	September 16, 2019
Executive Officer, Chief Quality Officer / Vice-Chief Performance Officer	Executive Officer, Vice-Chief Operating Officer / Chief Quality Officer	Christian Vandenhende	December 1, 2019

(3) Number by gender and female ratio of executives after change

16 males, 3 females (female ratio of 16%), 11 Japanese, 8 Foreigners

Changes in Members of the Board of Directors and Executive Officers after the nine months ended December 31, 2019 are as follows.

(1) Executive Officers

① Executive Officer who resigned

Position	Name	Date of resignation
Executive Officer, Vice-Chief Operating Officer	Jun Seki	January 11, 2020

#### **4. Financial Information**

1. Basis of preparation of the quarterly consolidated financial statements

The quarterly consolidated financial statements of the Company are prepared in accordance with the Ministry of Finance Ordinance No. 64, 2007 “Regulations Concerning the Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements” (“Regulations for Quarterly Consolidated Financial Statements”). Pursuant to Article 64, Paragraph 4 and Article 83-2, Paragraph 3 of the Regulations for Quarterly Consolidated Financial Statements, the quarterly consolidated statements of income and the quarterly consolidated statements of comprehensive income are prepared.

Pursuant to Article 5-2, Paragraph 3 of the Regulations for Quarterly Consolidated Financial Statements, the quarterly consolidated statements of cash flows are prepared.

2. Quarterly review report

The quarterly consolidated financial statements for the current third quarter (from October 1, 2019 to December 31, 2019) and for the nine months ended December 31, 2019 (from April 1, 2019 to December 31, 2019) were reviewed by Ernst & Young ShinNihon LLC, pursuant to Article 193-2, Paragraph 1 of the Financial Instruments and Exchange Law.

## 1. Quarterly Consolidated Financial Statements

### (1) Quarterly consolidated balance sheets

(Millions of yen)

	Prior Fiscal Year (As of March 31, 2019)	Current Third Quarter (As of December 31, 2019)
<b>Assets</b>		
Current assets		
Cash on hand and in banks	1,219,588	1,204,178
Trade notes and accounts receivable	512,164	410,955
Sales finance receivables	7,665,603	7,006,061
Securities	139,470	214,327
Merchandise and finished goods	827,289	947,689
Work in process	64,386	89,259
Raw materials and supplies	366,248	399,454
Other	945,449	825,768
Allowance for doubtful accounts	(127,092)	(123,798)
Total current assets	11,613,105	10,973,893
Fixed assets		
Property, plant and equipment		
Buildings and structures, net	590,717	653,132
Machinery, equipment and vehicles, net	※1 3,436,437	※1 3,284,725
Land	595,776	593,218
Construction in progress	233,070	216,816
Other, net	449,698	449,957
Total property, plant and equipment	5,305,698	5,197,848
Intangible fixed assets	134,471	121,641
Investments and other assets		
Investment securities	1,338,875	1,206,388
Other	562,554	591,084
Allowance for doubtful accounts	(2,358)	(2,256)
Total investments and other assets	1,899,071	1,795,216
Total fixed assets	7,339,240	7,114,705
Total assets	18,952,345	18,088,598

(Millions of yen)

	Prior Fiscal Year (As of March 31, 2019)	Current Third Quarter (As of December 31, 2019)
<b>Liabilities</b>		
Current liabilities		
Trade notes and accounts payable	1,580,452	1,407,632
Short-term borrowings	850,995	933,801
Current portion of long-term borrowings	1,630,771	1,564,738
Commercial papers	697,549	839,571
Current portion of bonds	583,457	785,942
Lease obligations	19,846	33,364
Accrued expenses	1,183,888	999,897
Accrued warranty costs	116,492	108,601
Other	1,067,081	912,459
Total current liabilities	7,730,531	7,586,005
Long-term liabilities		
Bonds	1,691,844	1,308,322
Long-term borrowings	2,539,186	2,390,500
Lease obligations	16,038	77,968
Accrued warranty costs	116,425	110,208
Net defined benefit liability	378,967	383,280
Other	855,844	811,149
Total long-term liabilities	5,598,304	5,081,427
Total liabilities	13,328,835	12,667,432
Net assets		
Shareholders' equity		
Common stock	605,814	605,814
Capital surplus	814,682	818,056
Retained earnings	4,961,980	4,835,532
Treasury stock	(139,457)	(139,272)
Total shareholders' equity	6,243,019	6,120,130
Accumulated other comprehensive income		
Unrealized holding gain and loss on securities	30,004	21,261
Unrealized gain and loss from hedging instruments	4,762	(6,603)
Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting	(30,882)	(33,070)
Translation adjustments	(790,131)	(886,785)
Remeasurements of defined benefit plans	(154,097)	(163,485)
Total accumulated other comprehensive income	(940,344)	(1,068,682)
Non-controlling interests	320,835	369,718
Total net assets	5,623,510	5,421,166
Total liabilities and net assets	18,952,345	18,088,598

(2) Quarterly consolidated statements of income and quarterly consolidated statements of comprehensive income  
The Nine-Month Period Ended December 31  
Quarterly consolidated statements of income

	(Millions of yen)	
	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)
Net sales	8,578,426	7,507,286
Cost of sales	7,165,907	6,395,531
Gross profit	1,412,519	1,111,755
Selling, general and administrative expenses		
Advertising expenses	227,430	210,163
Provision for warranty costs	91,979	90,853
Other selling expenses	149,424	147,273
Salaries and wages	305,904	288,680
Retirement benefit expenses	14,035	16,043
Provision for doubtful accounts	52,621	63,799
Other	257,449	240,601
Total selling, general and administrative expenses	1,098,842	1,057,412
Operating income	313,677	54,343
Non-operating income		
Interest income	23,121	16,511
Dividends income	8,098	7,277
Equity in earnings of affiliates	149,497	83,790
Derivative gain	27,553	—
Exchange gain	—	25,800
Miscellaneous income	24,950	7,950
Total non-operating income	233,219	141,328
Non-operating expenses		
Interest expense	9,084	8,419
Derivative loss	—	26,412
Exchange loss	41,140	—
Miscellaneous expenses	24,827	19,408
Total non-operating expenses	75,051	54,239
Ordinary income	471,845	141,432
Special gains		
Gain on sales of fixed assets	13,572	8,668
Other	1,937	4,716
Total special gains	15,509	13,384
Special losses		
Loss on sales of fixed assets	2,074	5,398
Loss on disposal of fixed assets	7,426	9,340
Special addition to retirement benefits	7,939	8,089
Other	8,634	17,519
Total special losses	26,073	40,346
Income before income taxes	461,281	114,470
Income taxes	128,201	62,950
Net income	333,080	51,520
Net income attributable to non-controlling interests	16,417	12,247
Net income attributable to owners of parent	316,663	39,273

Quarterly consolidated statements of comprehensive income

	(Millions of yen)	
	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)
Net income	333,080	51,520
Other comprehensive income		
Unrealized holding gain and loss on securities	(36,235)	(4,678)
Unrealized gain and loss from hedging instruments	(129)	(10,988)
Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting	(13,689)	(2,616)
Translation adjustments	(21,379)	(57,325)
Remeasurements of defined benefit plans	1,077	(5,008)
The amount for equity method company portion	(38,481)	(55,930)
Total other comprehensive income	(108,836)	(136,545)
Comprehensive income	224,244	(85,025)
(Breakdown of comprehensive income)		
Comprehensive income attributable to owners of parent	212,683	(89,065)
Comprehensive income attributable to non-controlling interests	11,561	4,040

The Three-Month Period Ended December 31  
Quarterly consolidated statements of income

(Millions of yen)

	Prior Third Quarter (From October 1, 2018 To December 31, 2018)	Current Third Quarter (From October 1, 2019 To December 31, 2019)
Net sales	3,045,704	2,504,211
Cost of sales	2,545,216	2,160,648
Gross profit	500,488	343,563
Selling, general and administrative expenses		
Advertising expenses	80,316	67,109
Provision for warranty costs	32,500	31,309
Other selling expenses	56,813	54,558
Salaries and wages	105,491	96,764
Retirement benefit expenses	4,835	5,523
Provision for doubtful accounts	25,867	19,296
Other	91,324	46,269
Total selling, general and administrative expenses	397,146	320,828
Operating income	103,342	22,735
Non-operating income		
Interest income	8,239	4,551
Dividends income	49	529
Equity in earnings of affiliates	36,278	—
Derivative gain	31,192	—
Exchange gain	—	31,811
Miscellaneous income	14,105	3,158
Total non-operating income	89,863	40,049
Non-operating expenses		
Interest expense	3,335	2,726
Equity in losses of affiliates	—	478
Derivative loss	—	25,839
Exchange loss	35,406	—
Miscellaneous expenses	12,551	7,951
Total non-operating expenses	51,292	36,994
Ordinary income	141,913	25,790
Special gains		
Gain on sales of fixed assets	3,349	1,850
Other	1,735	1,529
Total special gains	5,084	3,379
Special losses		
Loss on sales of fixed assets	1,650	2,161
Loss on disposal of fixed assets	3,011	3,199
Impairment loss	1,116	4,554
Other	3,838	9,504
Total special losses	9,615	19,418
Income before income taxes	137,382	9,751
Income taxes	61,532	31,731
Net income (loss)	75,850	(21,980)
Net income attributable to non-controlling interests	5,445	4,112
Net income (loss) attributable to owners of parent	70,405	(26,092)

Quarterly consolidated statements of comprehensive income

	(Millions of yen)	
	Prior Third Quarter	Current Third Quarter
	(From October 1, 2018 To December 31, 2018)	(From October 1, 2019 To December 31, 2019)
Net income (loss)	75,850	(21,980)
Other comprehensive income		
Unrealized holding gain and loss on securities	(15,685)	7,817
Unrealized gain and loss from hedging instruments	(2,238)	393
Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting	4,819	2,792
Translation adjustments	(94,514)	55,197
Remeasurements of defined benefit plans	3,223	(17,541)
The amount for equity method company portion	3,065	(28,029)
Total other comprehensive income	(101,330)	20,629
Comprehensive income	(25,480)	(1,351)
(Breakdown of comprehensive income)		
Comprehensive income attributable to owners of parent	(28,633)	(3,922)
Comprehensive income attributable to non-controlling interests	3,153	2,571

## (3) Quarterly consolidated statements of cash flows

	(Millions of yen)	
	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)
<b>Cash flows from operating activities</b>		
Income before income taxes	461,281	114,470
Depreciation and amortization (for fixed assets excluding leased vehicles)	288,128	288,138
Depreciation and amortization (for long term prepaid expenses)	21,471	30,378
Depreciation and amortization (for leased vehicles)	363,896	333,665
Increase (decrease) in allowance for doubtful accounts	(2,358)	(4,250)
Interest and dividends income	(31,219)	(23,788)
Interest expense	150,185	153,222
Equity in losses (earnings) of affiliates	(149,497)	(83,790)
Loss (gain) on sales of fixed assets	(11,498)	(3,270)
Loss on disposal of fixed assets	7,426	9,340
Decrease (increase) in trade notes and accounts receivable	282,031	106,087
Decrease (increase) in sales finance receivables	4,827	575,691
Decrease (increase) in inventories	(190,662)	(164,811)
Increase (decrease) in trade notes and accounts payable	(248,114)	(328,161)
Retirement benefit expenses	20,793	22,902
Payments related to net defined benefit assets and liabilities	(21,396)	(23,159)
Other	(47,281)	(47,133)
Subtotal	898,013	955,531
Interest and dividends received	34,149	22,588
Proceeds from dividends income from affiliates accounted for by equity method	75,881	105,065
Interest paid	(142,516)	(148,794)
Income taxes paid	(113,040)	(124,107)
Net cash provided by (used in) operating activities	752,487	810,283
<b>Cash flows from investing activities</b>		
Net decrease (increase) in short-term investments	540	492
Purchase of fixed assets	(294,687)	(359,792)
Proceeds from sales of fixed assets	35,707	39,617
Purchase of leased vehicles	(1,001,641)	(867,286)
Proceeds from sales of leased vehicles	553,527	559,570
Payments of long-term loans receivable	(293)	(302)
Collection of long-term loans receivable	3,287	564
Purchase of investment securities	(30,673)	(11,265)
Proceeds from (payments for) sales of subsidiaries' shares resulting in changes in the scope of consolidation	440	1,746
Net decrease (increase) in restricted cash	55,240	114,242
Other	517	(520)
Net cash provided by (used in) investing activities	(678,036)	(522,934)

(Millions of yen)

	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	371,394	241,839
Proceeds from long-term borrowings	686,971	1,223,806
Proceeds from issuance of bonds	315,082	129,693
Repayments of long-term borrowings	(902,139)	(1,345,893)
Redemption of bonds	(149,199)	(282,870)
Proceeds from non-controlling shareholders	—	8,551
Purchase of treasury stock	(4)	(2)
Repayments of lease obligations	(20,981)	(27,503)
Cash dividends paid	(215,101)	(150,652)
Cash dividends paid to non-controlling interests	(15,354)	(16,901)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	(13)	—
Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	—	5,011
Net cash provided by (used in) financing activities	70,656	(214,921)
Effects of exchange rate changes on cash and cash equivalents	(27,668)	(19,185)
Increase (decrease) in cash and cash equivalents	117,439	53,243
Cash and cash equivalents at beginning of the period	1,206,000	1,359,058
Increase due to inclusion in consolidation	1,115	6,204
Cash and cash equivalents at end of the period	※1 1,324,554	※1 1,418,505

## [Notes to Quarterly Consolidated Financial Statements]

(Changes in accounting policies)

Nine Months Ended December 31, 2019  
(From April 1, 2019 To December 31, 2019)

(1) International Financial Reporting Standards (IFRS) 16, “Leases” and Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-02, “Leases”

At foreign subsidiaries and affiliates, IFRS 16, “Leases” (January 13, 2016) and ASU 2016-02 “Leases” (February 25, 2016) have been adopted from the beginning of the first quarter of the fiscal year ending March 31, 2020.

In line with this adoption, the Company generally recognizes all leases as a lessee as assets or liabilities on the consolidated balance sheet.

In adopting the accounting standards, in accordance with the transitional treatment, the Company recognizes the cumulative effect of initially applying the accounting standards at the date of initial application as an adjustment to the balance of retained earnings at the beginning of the nine months ended December 31, 2019.

As a result, mainly, the balance of property, plant and equipment, lease obligations included in current liabilities, and lease obligations included in long-term liabilities at the beginning of the nine months ended December 31, 2019 increased by ¥77,412 million, ¥12,319 million, and ¥72,158 million, respectively, while retained earnings decreased by ¥3,864 million.

The effects of these revisions on the quarterly consolidated statements of income for the nine months and the three months ended December 31, 2019 are immaterial.

(2) International Financial Reporting Interpretations Committee (IFRIC) 23, “Uncertainty over Income Tax Treatments”

At some foreign subsidiaries and affiliates, IFRIC 23 “Uncertainty over Income Tax Treatments” (June 7, 2017) has been adopted from the beginning of the first quarter of the fiscal year ending March 31, 2020.

In line with this adoption, if the Company concludes it is not probable that the taxation authority will accept an uncertain tax treatment, the Company reflects the effect of uncertainty in income taxes.

In adopting the accounting standard, in accordance with the transitional treatment, the Company recognizes the cumulative effect of initially applying the accounting standards at the date of initial application as an adjustment to the balance of retained earnings at the beginning of the nine months ended December 31, 2019.

As a result, the balance of retained earnings at the beginning of the nine months ended December 31, 2019 decreased by ¥10,489 million. In addition, net income for the nine months ended December 31, 2019 increased by ¥9,380 million. On the other hand, net loss for the three months ended December 31, 2019 increased by ¥612 million due to this revision.

(Specific accounting policies adopted in preparing quarterly consolidated financial statements)

Nine Months Ended December 31, 2019  
(From April 1, 2019 To December 31, 2019)

(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, 2019 multiplied by the effective tax rate, after adoption of tax-effect accounting, estimated for the entire fiscal year ending March 31, 2020.

Deferred income taxes are included in income taxes.

(For quarterly consolidated balance sheets)

1 ※1 “Machinery, equipment and vehicles, net” includes the following assets leased to others under lease agreements.

(Millions of yen)

	Prior Fiscal Year (As of March 31, 2019)	Current Third Quarter (As of December 31, 2019)
Assets leased to others under lease agreements (lessor)	2,722,277	2,580,716

## 2 Guarantees and others

Prior Fiscal Year (As of March 31, 2019)

### (1) Guarantees

Guarantees	Balance of liabilities guaranteed (Millions of yen)	Description of liabilities guaranteed
Employees	※27,688	Guarantees for employees' housing loans and others
33 foreign dealers	449	Guarantees for loans and others
Total	28,137	

※ Allowance for doubtful accounts is provided for these loans mainly based on past experience.

### (2) Commitments to provide guarantees

Guarantees	Balance of commitments to provide guarantees (Millions of yen)	Description of liabilities guaranteed
Hibikinada Development Co., Ltd.	38	Commitments to provide guarantees for loans

Current Third Quarter (As of December 31, 2019)

### (1) Guarantees

Guarantees	Balance of liabilities guaranteed (Millions of yen)	Description of liabilities guaranteed
Employees	※23,874	Guarantees for employees' housing loans and others
26 foreign dealers	405	Guarantees for loans and others
Total	24,279	

※ Allowance for doubtful accounts is provided for these loans mainly based on past experience.

### (2) Commitments to provide guarantees

Guarantees	Balance of commitments to provide guarantees (Millions of yen)	Description of liabilities guaranteed
Hibikinada Development Co., Ltd.	32	Commitments to provide guarantees for loans

## 3 Contingent Liabilities

### • Lawsuits related to Takata's airbag inflators

Mainly in the United States (“U.S.”) and Canada, various putative class action lawsuits, civil lawsuits and lawsuits by states related to Takata's airbag inflator have been filed against the Company, consolidated subsidiaries and other Original Equipment Manufacturers. The lawsuits allege that the subject airbag inflators did not function properly, and seek, among others, damages for economic losses, incurred costs, decline in the value of vehicles, and, in certain cases, personal injury as well as punitive damages. Most of the class action lawsuits in the U.S. were transferred to the U.S. District Court for the Southern District of Florida and consolidated into multi-district litigation (“MDL”). The Company and Nissan North America, Inc. (“NNA”) have agreed to a proposed settlement that would resolve the US class actions that are pending against them in the MDL, through a number of customer-focused programs. In September 2017, the court in the MDL granted preliminary approval to the proposed settlement. The total payment amount for the settlement will be \$87.9 million to be paid over a period of four years. In February 2018, the court in MDL granted final approval to the proposed settlement. Regarding the lawsuits other than the above, management has not recognized a provision for loss contingencies because as of the date of this report it is not possible to reasonably estimate the amount, if any, of any potential future losses because there are some uncertainties, such as these lawsuits are still in progress.

(For quarterly consolidated statements of cash flows)

※1 Cash and cash equivalents as of the end of the quarter are reconciled to the accounts reported in the quarterly consolidated balance sheets as follows.

	(Millions of yen)	
	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)
Cash on hand and in banks	1,179,017	1,204,178
Time deposits with maturities of more than three months	—	—
Cash equivalents included in securities (*)	145,537	214,327
Cash and cash equivalents	1,324,554	1,418,505

\*These represent short-term, highly liquid investments readily convertible into cash held by foreign subsidiaries.

(For net assets)

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

1. Dividends paid

Resolution	Type of shares	Total dividends (Millions of yen)	Dividends per share (Yen)	Record date	Effective date	Source of dividends
Annual general meeting of the shareholders on June 26, 2018	Common stock	103,627	26.5	March 31, 2018	June 27, 2018	Retained earnings
Meeting of the Board of Directors on November 8, 2018	Common stock	111,474	28.5	September 30, 2018	November 28, 2018	Retained earnings

Note: Total dividends were obtained by deducting the amount corresponding to the equity of Renault shares held by the Company.

2. Dividends which the record date fell in the period from April 1 to December 31, 2018, and the effective date of which was after December 31, 2018

There were no applicable items during the third quarter ended December 31, 2018.

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

1. Dividends paid

Resolution	Type of shares	Total dividends (Millions of yen)	Dividends per share (Yen)	Record date	Effective date	Source of dividends
Annual general meeting of the shareholders on June 25, 2019	Common stock	111,520	28.5	March 31, 2019	June 26, 2019	Retained earnings
Meeting of the Board of Directors on November 12, 2019	Common stock	39,132	10.0	September 30, 2019	November 27, 2019	Retained earnings

Note: Total dividends were obtained by deducting the amount corresponding to the equity of Renault shares held by the Company.

2. Dividends which the record date fell in the period from April 1 to December 31, 2019, and the effective date of which was after December 31, 2019

There were no applicable items during the third quarter ended December 31, 2019.

(Segments of an enterprise and related information)

Segment information

1. General information about reportable segments

The reportable segments of the Group are components for which discrete financial information is available and whose operating results are regularly reviewed by the Executive Committee to make decision about resource allocation and to assess their performance.

Businesses of the Group are segmented into Automobile and Sales financing based on feature of products and services. The Automobile business includes manufacturing and sales of vehicles and parts. The Sales financing business provides sales finance service and leasing to support sales activities of the above business.

2. Calculation method of net sales and profits or losses by reportable segments

In principle, the accounting method for the reportable segments is the same as 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-lengths transaction.

3. Changes to reportable segments and others

(1) International Financial Reporting Standards (IFRS) 16, “Leases” and Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-02, “Leases”

As stated in “Changes in accounting policies,” at foreign subsidiaries and affiliates, IFRS 16, “Leases” (January 13, 2016) and ASU 2016-02 “Leases” (February 25, 2016) have been adopted from the beginning of the first quarter of the fiscal year ending March 31, 2020.

In line with this adoption, the Company generally recognizes all leases as a lessee as assets or liabilities on the consolidated balance sheet.

In adopting the accounting standards, in accordance with the transitional treatment, the Company recognizes the cumulative effect of initially applying the accounting standards at the date of initial application as an adjustment to the balance of retained earnings at the beginning of the nine months ended December 31, 2019. The effects of these revisions on segment profits for the nine months and the three months ended December 31, 2019 are immaterial.

As a result, on the summarized quarterly consolidated balance sheets by business segments, mainly, property, plant and equipment, lease obligations included in current liabilities, and lease obligations included in long-term liabilities at the beginning of the nine months ended December 31, 2019 increased by ¥75,826 million, ¥11,829 million, and ¥70,648 million, respectively, while retained earnings decreased by ¥3,450 million in Automobile & Eliminations. Further, mainly, property, plant and equipment, lease obligations included in current liabilities, and lease obligations included in long-term liabilities at the beginning of the nine months ended December 31, 2019 increased by ¥1,586 million, ¥490 million, and ¥1,510 million, respectively, while retained earnings decreased by ¥414 million in Sales financing.

(2) International Financial Reporting Interpretations Committee (IFRIC) 23, “Uncertainty over Income Tax Treatments”

As stated in “Changes in accounting policies,” at some foreign subsidiaries and affiliates, IFRIC 23 “Uncertainty over Income Tax Treatments” (June 7, 2017) has been adopted from the beginning of the first quarter of the fiscal year ending March 31, 2020.

In line with this adoption, if the Company concludes it is not probable that the taxation authority will accept an uncertain tax treatment, the Company reflects the effect of uncertainty in income taxes.

In adopting the accounting standard, in accordance with the transitional treatment, the Company recognizes the cumulative effect of initially applying the accounting standards at the date of initial application as an adjustment to the balance of retained earnings at the beginning of the nine months ended December 31, 2019. In addition, there is no effect on the segment profits for the nine months and the three months ended December 31, 2019.

As a result, in Automobile & Eliminations, the balance of retained earnings at the beginning of the nine months ended December 31, 2019 decreased by ¥10,489 million. In addition, net income attributable to owners of parent for the nine months ended December 31, 2019 increased by ¥9,380 million in Automobile & Eliminations. On the other hand, net loss for the three months ended December 31, 2019 increased by ¥612 million in Automobile & Eliminations due to this revision.

#### 4. Net sales and profits or losses by reportable segments

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

(Millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Nine Months Ended December 31, 2018
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	7,716,593	861,833	8,578,426	—	8,578,426
Inter-segment sales or transfers	115,930	37,274	153,204	(153,204)	—
Total	7,832,523	899,107	8,731,630	(153,204)	8,578,426
Segment profits	110,883	182,703	293,586	20,091	313,677

Prior Third Quarter (From October 1, 2018 To December 31, 2018)

(Millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Prior Third Quarter
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	2,754,128	291,576	3,045,704	—	3,045,704
Inter-segment sales or transfers	44,922	12,984	57,906	(57,906)	—
Total	2,799,050	304,560	3,103,610	(57,906)	3,045,704
Segment profits	45,215	53,297	98,512	4,830	103,342

Note 1: Quarterly consolidated financial statements by business segments

- The Sales financing segment consists of NISSAN FINANCIAL SERVICES CO., LTD. (Japan), Nissan Motor Acceptance Corporation (U.S.A.), NR FINANCE MEXICO, S.A. de C.V. (Mexico), other 10 companies and the sales finance operations of Nissan Canada Inc. (Canada).
- The financial data on Automobile & Eliminations represents the differences between the consolidated figures and those for the Sales financing segment.

(1) Summarized quarterly consolidated balance sheets by business segments

(Millions of yen)

Accounts	Prior Third Quarter (As of December 31, 2018)		
	Automobile & Eliminations	Sales financing	Consolidated total
<b>Assets</b>			
I. Current assets			
Cash on hand and in banks	1,106,853	72,164	1,179,017
Trade notes and accounts receivable	455,290	2,133	457,423
Sales finance receivables	(108,693)	7,863,271	7,754,578
Inventories	1,422,005	61,141	1,483,146
Other current assets	662,881	188,884	851,765
Total current assets	3,538,336	8,187,593	11,725,929
II. Fixed assets			
Property, plant and equipment, net	2,526,131	2,754,109	5,280,240
Investment securities	1,268,066	4,726	1,272,792
Other fixed assets	571,505	113,207	684,712
Total fixed assets	4,365,702	2,872,042	7,237,744
Total assets	7,904,038	11,059,635	18,963,673
<b>Liabilities</b>			
I. Current liabilities			
Trade notes and accounts payable	1,524,527	35,260	1,559,787
Short-term borrowings	(119,574)	3,947,895	3,828,321
Lease obligations	16,931	—	16,931
Other current liabilities	1,749,464	468,475	2,217,939
Total current liabilities	3,171,348	4,451,630	7,622,978
II. Long-term liabilities			
Bonds	175,000	1,762,640	1,937,640
Long-term borrowings	(169,953)	2,585,908	2,415,955
Lease obligations	11,748	6	11,754
Other long-term liabilities	720,003	615,004	1,335,007
Total long-term liabilities	736,798	4,963,558	5,700,356
Total liabilities	3,908,146	9,415,188	13,323,334
<b>Net assets</b>			
I. Shareholders' equity			
Common stock	431,303	174,511	605,814
Capital surplus	642,486	172,769	815,255
Retained earnings	3,664,503	1,295,002	4,959,505
Treasury stock	(139,992)	—	(139,992)
Total shareholders' equity	4,598,300	1,642,282	6,240,582
II. Accumulated other comprehensive income			
Translation adjustments	(724,642)	(51,962)	(776,604)
Others	(130,895)	5,377	(125,518)
Total accumulated other comprehensive income	(855,537)	(46,585)	(902,122)
III. Non-controlling interests	253,129	48,750	301,879
Total net assets	3,995,892	1,644,447	5,640,339
Total liabilities and net assets	7,904,038	11,059,635	18,963,673

- Notes: 1. The sales finance receivables of Automobile & Eliminations represent the amount eliminated for intercompany transactions related to wholesale finance made by the Sales financing segment.
2. The borrowings of Automobile & Eliminations represent the amount after deducting internal loans receivable from the Sales financing segment amounting to ¥940,141 million.

## (2) Summarized quarterly consolidated statements of income by business segments

(Millions of yen)

Accounts	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)		
	Automobile & Eliminations	Sales financing	Consolidated total
Net sales	7,679,319	899,107	8,578,426
Cost of sales	6,553,432	612,475	7,165,907
Gross profit	1,125,887	286,632	1,412,519
Operating income as a percentage of net sales	1.7%	20.3%	3.7%
Operating income	130,974	182,703	313,677
Financial income / expenses, net	22,155	(20)	22,135
Other non-operating income and expenses, net	132,792	3,241	136,033
Ordinary income	285,921	185,924	471,845
Income before income taxes	275,578	185,703	461,281
Net income attributable to owners of parent	187,371	129,292	316,663

## (3) Summarized quarterly consolidated statements of cash flows by business segments

(Millions of yen)

Accounts	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)		
	Automobile & Eliminations	Sales financing	Consolidated total
I. Cash flows from operating activities			
Income before income taxes	275,578	185,703	461,281
Depreciation and amortization	276,399	397,096	673,495
Decrease (increase) in sales finance receivables	94,973	(90,146)	4,827
Others	(376,600)	(10,516)	(387,116)
Net cash provided by (used in) operating activities	270,350	482,137	752,487
II. Cash flows from investing activities			
Purchases of investment securities	(30,673)	—	(30,673)
Purchases of fixed assets	(281,470)	(13,217)	(294,687)
Proceeds from sales of fixed assets	17,390	18,317	35,707
Purchases of leased vehicles	—	(1,001,641)	(1,001,641)
Proceeds from sales of leased vehicles	—	553,527	553,527
Others	(81,537)	141,268	59,731
Net cash provided by (used in) investing activities	(376,290)	(301,746)	(678,036)
III. Cash flows from financing activities			
Net increase (decrease) in short-term borrowings	575,596	(204,202)	371,394
Net change in long-term borrowings and redemption of bonds	(13,375)	(350,992)	(364,367)
Proceeds from issuance of bonds	—	315,082	315,082
Others	(321,872)	70,419	(251,453)
Net cash provided by (used in) financing activities	240,349	(169,693)	70,656
IV. Effect of exchange rate changes on cash and cash equivalents	(26,117)	(1,551)	(27,668)
V. Increase (decrease) in cash and cash equivalents	108,292	9,147	117,439
VI. Cash and cash equivalents at the beginning of the period	1,140,621	65,379	1,206,000
VII. Increase due to inclusion in consolidation	1,115	—	1,115
VIII. Cash and cash equivalents at the end of the period	1,250,028	74,526	1,324,554

Notes: 1. The net increase (decrease) in short-term borrowings of Automobile & Eliminations includes the amount of ¥250,918 million eliminated for net decrease in internal loans receivable from the Sales financing segment.

2. The net change in long-term borrowings and redemption of bonds of Automobile & Eliminations includes the amount of ¥12,987 million eliminated for net decrease in internal loans receivable from the Sales financing segment.

Note 2: Net sales and profits or losses by region

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

(Millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	1,663,888	4,209,190	1,140,199	762,120	803,029	8,578,426	—	8,578,426
(2) Inter-segment sales	1,780,926	354,539	214,828	414,355	23,695	2,788,343	(2,788,343)	—
Total	3,444,814	4,563,729	1,355,027	1,176,475	826,724	11,366,769	(2,788,343)	8,578,426
Operating income (loss)	171,093	114,933	(24,247)	54,208	(2,494)	313,493	184	313,677

Prior Third Quarter (From October 1, 2018 To December 31, 2018)

(Millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	552,092	1,565,925	393,010	257,761	276,916	3,045,704	—	3,045,704
(2) Inter-segment sales	629,257	100,949	68,642	150,649	9,973	959,470	(959,470)	—
Total	1,181,349	1,666,874	461,652	408,410	286,889	4,005,174	(959,470)	3,045,704
Operating income (loss)	57,079	29,499	(7,287)	24,658	(2,574)	101,375	1,967	103,342

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

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

(Millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Nine Months Ended December 31, 2019
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	6,672,221	835,065	7,507,286	—	7,507,286
Inter-segment sales or transfers	119,857	38,674	158,531	(158,531)	—
Total	6,792,078	873,739	7,665,817	(158,531)	7,507,286
Segment profits (loss)	(131,048)	177,914	46,866	7,477	54,343

Current Third Quarter (From October 1, 2019 To December 31, 2019)

(Millions of yen)

	Reportable segments			Elimination of inter-segment transactions	Current Third Quarter
	Automobile	Sales financing	Total		
Net sales					
Sales to third parties	2,229,984	274,227	2,504,211	—	2,504,211
Inter-segment sales or transfers	42,232	12,869	55,101	(55,101)	—
Total	2,272,216	287,096	2,559,312	(55,101)	2,504,211
Segment profits (loss)	(39,843)	59,896	20,053	2,682	22,735

Note 1: Quarterly consolidated financial statements by business segments

- The Sales financing segment consists of NISSAN FINANCIAL SERVICES CO., LTD. (Japan), Nissan Motor Acceptance Corporation (U.S.A.), NR FINANCE MEXICO, S.A. de C.V. (Mexico), other 10 companies and the sales finance operations of Nissan Canada Inc. (Canada).
- The financial data on Automobile & Eliminations represents the differences between the consolidated figures and those for the Sales financing segment.

(1) Summarized quarterly consolidated balance sheets by business segments

(Millions of yen)

Accounts	Current Third Quarter (As of December 31, 2019)		
	Automobile & Eliminations	Sales financing	Consolidated total
<b>Assets</b>			
I. Current assets			
Cash on hand and in banks	1,131,090	73,088	1,204,178
Trade notes and accounts receivable	409,678	1,277	410,955
Sales finance receivables	(99,146)	7,105,207	7,006,061
Inventories	1,381,740	54,662	1,436,402
Other current assets	718,558	197,739	916,297
Total current assets	3,541,920	7,431,973	10,973,893
II. Fixed assets			
Property, plant and equipment, net	2,666,301	2,531,547	5,197,848
Investment securities	1,200,521	5,867	1,206,388
Other fixed assets	591,999	118,470	710,469
Total fixed assets	4,458,821	2,655,884	7,114,705
Total assets	8,000,741	10,087,857	18,088,598
<b>Liabilities</b>			
I. Current liabilities			
Trade notes and accounts payable	1,379,137	28,495	1,407,632
Short-term borrowings	240,313	3,883,739	4,124,052
Lease obligations	32,887	477	33,364
Other current liabilities	1,549,194	471,763	2,020,957
Total current liabilities	3,201,531	4,384,474	7,586,005
II. Long-term liabilities			
Bonds	163,048	1,145,274	1,308,322
Long-term borrowings	(17,611)	2,408,111	2,390,500
Lease obligations	76,831	1,137	77,968
Other long-term liabilities	724,254	580,383	1,304,637
Total long-term liabilities	946,522	4,134,905	5,081,427
Total liabilities	4,148,053	8,519,379	12,667,432
<b>Net assets</b>			
I. Shareholders' equity			
Common stock	385,958	219,856	605,814
Capital surplus	645,300	172,756	818,056
Retained earnings	3,644,773	1,190,759	4,835,532
Treasury stock	(139,272)	—	(139,272)
Total shareholders' equity	4,536,759	1,583,371	6,120,130
II. Accumulated other comprehensive income			
Translation adjustments	(774,469)	(112,316)	(886,785)
Others	(171,542)	(10,355)	(181,897)
Total accumulated other comprehensive income	(946,011)	(122,671)	(1,068,682)
III. Non-controlling interests	261,940	107,778	369,718
Total net assets	3,852,688	1,568,478	5,421,166
Total liabilities and net assets	8,000,741	10,087,857	18,088,598

- Notes:
1. The sales finance receivables of Automobile & Eliminations represent the amount eliminated for intercompany transactions related to wholesale finance made by the Sales financing segment.
  2. The borrowings of Automobile & Eliminations represent the amount after deducting internal loans receivable from the Sales financing segment amounting to ¥408,501 million.

## (2) Summarized quarterly consolidated statements of income by business segments

(Millions of yen)

Accounts	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)		
	Automobile & Eliminations	Sales financing	Consolidated total
Net sales	6,633,547	873,739	7,507,286
Cost of sales	5,813,106	582,425	6,395,531
Gross profit	820,441	291,314	1,111,755
Operating income as a percentage of net sales	(1.9%)	20.4%	0.7%
Operating income (loss)	(123,571)	177,914	54,343
Financial income / expenses, net	15,370	(1)	15,369
Other non-operating income and expenses, net	69,732	1,988	71,720
Ordinary income (loss)	(38,469)	179,901	141,432
Income (loss) before income taxes	(61,187)	175,657	114,470
Net income (loss) attributable to owners of parent	(83,569)	122,842	39,273

## (3) Summarized quarterly consolidated statements of cash flows by business segments

(Millions of yen)

Accounts	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)		
	Automobile & Eliminations	Sales financing	Consolidated total
I. Cash flows from operating activities			
Income before income taxes	(61,187)	175,657	114,470
Depreciation and amortization	274,392	377,789	652,181
Decrease (increase) in sales finance receivables	(36,862)	612,553	575,691
Others	(513,772)	(18,287)	(532,059)
Net cash provided by (used in) operating activities	(337,429)	1,147,712	810,283
II. Cash flows from investing activities			
Purchase of investment securities	(11,265)	—	(11,265)
Proceeds from (payments for) sales of subsidiaries' shares resulting in changes in the scope of consolidation	1,746	—	1,746
Purchases of fixed assets	(349,118)	(10,674)	(359,792)
Proceeds from sales of fixed assets	24,908	14,709	39,617
Purchases of leased vehicles	—	(867,286)	(867,286)
Proceeds from sales of leased vehicles	—	559,570	559,570
Others	242	114,234	114,476
Net cash provided by (used in) investing activities	(333,487)	(189,447)	(522,934)
III. Cash flows from financing activities			
Net increase (decrease) in short-term borrowings	529,703	(287,864)	241,839
Net change in long-term borrowings and redemption of bonds	114,782	(519,739)	(404,957)
Proceeds from issuance of bonds	18,048	111,645	129,693
Others	54,243	(235,739)	(181,496)
Net cash provided by (used in) financing activities	716,776	(931,697)	(214,921)
IV. Effect of exchange rate changes on cash and cash equivalents	(17,210)	(1,975)	(19,185)
V. Increase (decrease) in cash and cash equivalents	28,650	24,593	53,243
VI. Cash and cash equivalents at the beginning of the period	1,309,580	49,478	1,359,058
VII. Increase due to inclusion in consolidation	6,204	—	6,204
VIII. Cash and cash equivalents at the end of the period	1,344,434	74,071	1,418,505

Notes:1. The net increase (decrease) in short-term borrowings of Automobile & Eliminations includes the amount of ¥304,028 million eliminated for net decrease in internal loans receivable from the Sales financing segment.

2. The net change in long-term borrowings and redemption of bonds of Automobile & Eliminations includes the amount of ¥128,663 million eliminated for net decrease in internal loans receivable from the Sales financing segment.

Note 2: Net sales and profits or losses by region

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

(Millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	1,583,137	3,649,528	964,494	678,546	631,581	7,507,286	—	7,507,286
(2) Inter-segment sales	1,452,294	332,558	154,870	365,928	28,985	2,334,635	(2,334,635)	—
Total	3,035,431	3,982,086	1,119,364	1,044,474	660,566	9,841,921	(2,334,635)	7,507,286
Operating income (loss)	9,611	58,177	(25,854)	32,659	(3,498)	71,095	(16,752)	54,343

Current Third Quarter (From October 1, 2019 To December 31, 2019)

(Millions of yen)

	Japan	North America	Europe	Asia	Other overseas countries	Total	Eliminations	Consolidated
Net sales								
(1) Sales to third parties	476,146	1,216,909	348,150	231,447	231,559	2,504,211	—	2,504,211
(2) Inter-segment sales	542,450	104,524	52,810	125,674	12,758	838,216	(838,216)	—
Total	1,018,596	1,321,433	400,960	357,121	244,317	3,342,427	(838,216)	2,504,211
Operating income (loss)	18,259	21,639	(4,416)	10,835	496	46,813	(24,078)	22,735

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

5. Information about the impairment loss on fixed assets by reportable segments

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

There were no significant impairment losses on fixed assets in the reportable segments for the nine months ended December 31, 2018.

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

There were no significant impairment losses on fixed assets in the reportable segments for the nine months ended December 31, 2019.

6. Information about goodwill by reportable segments

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

There were no significant changes in the reported amounts of goodwill in the reportable segments for the nine months ended December 31, 2018.

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

There were no significant changes in the reported amounts of goodwill in the reportable segments for the nine months ended December 31, 2019.

7. Information about the gain recognized on negative goodwill by reportable segments

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

There were no significant gains recognized on negative goodwill in the reportable segments for the nine months ended December 31, 2018.

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

There were no significant gains recognized on negative goodwill in the reportable segments for the nine months ended December 31, 2019.

## 8. Information about geographical area

### Net sales

The Nine-Month Period Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)

(Millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
1,354,310	4,107,515	3,381,143	1,195,093	995,429	926,079	8,578,426

Prior Third Quarter (From October 1, 2018 To December 31, 2018)

(Millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
445,381	1,532,212	1,284,992	414,832	335,171	318,108	3,045,704

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.

The Nine-Month Period Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)

(Millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
1,256,144	3,567,196	2,927,075	1,070,300	865,901	747,745	7,507,286

Current Third Quarter (From October 1, 2019 To December 31, 2019)

(Millions of yen)

Japan	North America		Europe	Asia	Other overseas countries	Total
		U.S.A.				
370,974	1,188,789	968,177	374,852	294,850	274,746	2,504,211

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.

(Amounts per share)

Basic earnings per share, diluted earnings per share and the basis for calculation thereof are as follows.

	Nine Months Ended December 31, 2018 (From April 1, 2018 To December 31, 2018)	Nine Months Ended December 31, 2019 (From April 1, 2019 To December 31, 2019)
(1) Basic earnings per share	¥80.96	¥10.04
(Basis for calculation)		
Net income attributable to owners of parent (Millions of yen)	316,663	39,273
Net income attributable to owners of parent relating to common stock (Millions of yen)	316,663	39,273
Average number of shares of common stock during the period (Thousands of shares)	3,911,412	3,913,049
(2) Diluted earnings per share	¥80.96	¥10.04
(Basis for calculation)		
Adjustment in net income attributable to owners of parent (Millions of yen)	—	—
Increase in shares of common stock (Thousands of shares)	5	—
Any significant changes from the prior fiscal year- end in potential securities excluded from the computation of diluted earnings per share because they do not have dilutive effects	—	—

(Significant subsequent events)

Due to the spread of new coronavirus infection in China, the Group has suspended its production at five vehicle production plants in China from February 3, 2020 at the earliest and is also decreasing its production in Japan given the shortage of parts supply from China. As to the impact on other countries, it is still under the investigation.

Our consolidated operating results for the fourth quarter in the fiscal year ending March 31, 2020 and thereafter, is expected to be impacted by this, however it is not possible to make a reasonable estimate at this point.

## 2. Other

Interim dividends for the fiscal year ending March 31, 2020 were approved on November 12, 2019 by resolution of the meeting of the Board of Directors as follows:

According to its Articles of Incorporation, the Company paid the following cash dividends to shareholders of record on September 30, 2019.

(1) Total interim dividends:	¥39,132 million
(2) Dividends per share:	¥10
(3) Entitlement date and commencement date of the payment	November 27, 2019

Note: Total dividends were obtained by deducting the amount corresponding to the equity of Renault shares held by the Company. Total amount of dividends before deducting the amount corresponding to the equity of Renault shares held by the Company was ¥41,923 million.

### Significant lawsuits, etc. relating to operations and other matters

Mainly in the United States (“U.S.”) and Canada, various putative class action lawsuits, civil lawsuits and lawsuits by states related to Takata’s airbag inflator have been filed against the Company, consolidated subsidiaries and other Original Equipment Manufacturers. Most of the class action lawsuits in the U.S. were transferred to the U.S. District Court for the Southern District of Florida and consolidated into multi-district litigation (“MDL”). The Company and Nissan North America, Inc. (“NNA”) have agreed to a proposed settlement that would resolve the US class actions that are pending against them in the MDL, through a number of customer-focused programs. In September 2017, the court in the MDL granted preliminary approval to the proposed settlement. The total payment amount for the settlement will be \$87.9 million to be paid over a period of four years. In February 2018, the court in MDL granted final approval to the proposed settlement. At present, the lawsuits other than the above are still in progress.

## **Part II Information on Guarantors for the Company**

Not applicable

(For Translation Purposes Only)

## Independent Auditor's Quarterly Review Report

February 14, 2020

The Board of Directors  
Nissan Motor Co., Ltd.

Ernst & Young ShinNihon LLC

Designated and Engagement Partner Certified Public Accountant	Koki Ito
Designated and Engagement Partner Certified Public Accountant	Takeshi Hori
Designated and Engagement Partner Certified Public Accountant	Koji Fujima
Designated and Engagement Partner Certified Public Accountant	Masao Yamamoto

Pursuant to Article 193-2, Section 1 of the Financial Instruments and Exchange Law of Japan, we have reviewed the accompanying quarterly consolidated financial statements of Nissan Motor Co., Ltd. (the "Company") and its consolidated subsidiaries, which comprise the quarterly consolidated balance sheet as of December 31, 2019, the quarterly consolidated statements of income, quarterly consolidated statements of comprehensive income for the three-month and nine-month periods then ended, quarterly consolidated statement of cash flows for the nine-month period then ended, and the related notes included in "Financial Information".

### Management's Responsibility for the Quarterly Consolidated Financial Statements

The Company's management is responsible for the preparation and fair presentation of these quarterly consolidated financial statements in conformity with the accounting principles for quarterly consolidated financial statements generally accepted in Japan, and for designing and operating such internal control as management determines is necessary to enable the preparation and fair presentation of quarterly consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express a conclusion independently on these quarterly consolidated financial statements based on our review. We conducted our review in accordance with the review standards for quarterly financial statements generally accepted in Japan.

A review of quarterly consolidated financial statements consists of making inquiries, primarily of management and persons responsible for financial and accounting matters, and applying analytical and other quarterly review procedures. A review is substantially less in scope than an audit conducted in accordance with auditing standards generally accepted in Japan.

We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion .

### Auditor's Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying quarterly consolidated financial statements do not present fairly, in all material respects, the consolidated financial position of Nissan Motor Co., Ltd. and its consolidated subsidiaries at December 31, 2019, and the consolidated results of their operations for the three-month and nine-month periods then ended and their cash flows for the nine-month period then ended in conformity with the accounting principles for quarterly consolidated financial statements generally accepted in Japan.

### Other Matter

We have no interest in the Company which should be disclosed in compliance with the Japanese Certified Public Accountants Law.

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### Notes:

1. The above is a digitization of the text contained in the original copy of the Quarterly Review Report of Independent Auditors, which is in the custody of the Company—the submitter of this Quarterly Securities Report.
2. The XBRL data is not included in the scope of Quarterly Review.

**【Cover】**

**【Document Submitted】** Confirmation Note

**【Article of the Applicable Law Requiring Submission of This Document】** Article 24-4-8, Paragraph 1 of the Financial Instruments and Exchange Law

**【Filed to】** Director, Kanto Local Finance Bureau

**【Date of Submission】** February 14, 2020

**【Company Name】** Nissan Jidosha Kabushiki-Kaisha

**【Company Name (in English)】** Nissan Motor Co., Ltd.

**【Position and Name of Representative】** Makoto Uchida, Representative Executive Officer, President and Chief Executive Officer

**【Position and Name of Chief Financial Officer】** Stephen Ma, Executive Officer, Chief Financial Officer

**【Location of Head Office】** 2, Takaracho, Kanagawa-ku, Yokohama-shi, Kanagawa

**【Place Where Available for Public Inspection】** Tokyo Stock Exchange, Inc.  
2-1, Nihonbashi Kabutocho, Chuo-ku, Tokyo

## **1. Accuracy of the Descriptions in This Quarterly Securities Report**

Makoto Uchida, Representative Executive Officer, President and Chief Executive Officer of Nissan Motor Co., Ltd., and Stephen Ma, Executive Officer, Chief Financial Officer have confirmed that this Quarterly Securities Report “Shihanki-Houkokusho” for the third quarter (from October 1, 2019 to December 31, 2019) of the 121th Fiscal Term is reasonably and fairly described in accordance with the Financial Instruments and Exchange Law.

## **2. Special Affairs**

There are no noteworthy matters that are pertinent to this Quarterly Securities Report.