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The Alliance



RENAULT NISSAN MITSUBISHI

The Renault-Nissan-Mitsubishi Alliance is one of the world’s leading automotive alliances. Through a creative cooperation business model, the Alliance aims at enhancing the competitiveness and profitability of each of the member companies by capitalizing on individual company’s strengths and complementing their strategies.

In 2020, Nissan started its transformation journey with the Nissan NEXT plan and took a visionary step with Nissan Ambition 2030 to set a north star for its business, with the Alliance positioned as a key pillar. However, the environment surrounding the company is changing dramatically. The company needed to adopt to the new reality and urgently address the issues with agility - whether climate change, geo-political scenarios, raw material hikes, or fragmentation of markets.

Hence, there was a need to move to the next level of transformation, even at the level of the Alliance.

At a press conference in London in February 2023, the leaders of Nissan, Renault and Mitsubishi Motors unveiled steps in three areas to extend collaboration in growth markets, in electrification and next-generation technologies, which will complement the delivery of Nissan Ambition 2030.

The first area is high-value-creation operational projects in Latin America, India and Europe. The high value initiatives will enable each company to fast-track innovations, improve cost-efficiency and add value.

Already, we are seeing the fruits of our revamped partnership in the form of Nissan and Renault announcing a new long-term vision for India later in February. This initiative will see an initial investment of around US \$600m and will support increasing production and R&D activities, introducing electric vehicles, and transitioning to carbon-neutral manufacturing. This will result in the creation of 2,000 new jobs at the Renault Nissan Technology & Business Centre in Chennai.

Second, the partners aim to enhance strategic agility with new initiatives that partners can join.

While Nissan continues to support customers in accelerating the adoption of electrified mobility, the speed of electrification and customer acceptance differs from market to market. Nissan has disclosed its intention to invest up to

15% in Ampere, Renault Group’s EV & Software entity to support its robust electrification strategy in Europe. Ampere would be an enabler for Nissan to participate in a project creating new business opportunities in Europe, promising new collaborations, and generating value.

The third area is a rebalanced cross-shareholding between Nissan and Renault, with reinforced Alliance governance. In the new phase of transformation, the Alliance needed an efficient structure and enhanced governance, which would deepen mutual trust and ensure each member can contribute its strengths in accelerating our shared ambitions for the future of mobility.

Built on a solid foundation and a transformed Alliance with Renault and Mitsubishi Motors, Nissan will continue to leverage the partnership to enhance the delivery of its corporate strategy, by reinforcing its competitiveness, sustainable profitability, and social and environmental responsibilities.

