

Global Retail Volume Detail

(units)

	FY2015	FY2016							FY2017									
	Full year	1Q	2Q	1H	3Q	3Q YTD	4Q	Full year	1Q	vs. FY2016	2Q	vs. FY2016	1H	vs. FY2016	3Q	vs. FY2016	3Q YTD	vs. FY2016
UK	166,980	37,856	46,786	84,642	38,292	122,934	56,986	179,920	36,053	-4.8%	47,195	0.9%	83,248	-1.6%	27,145	-29.1%	110,393	-10.2%
France	79,309	21,780	16,249	38,029	20,475	58,504	25,753	84,257	20,888	-4.1%	16,646	2.4%	37,534	-1.3%	18,006	-12.1%	55,540	-5.1%
Germany	76,897	19,559	20,902	40,461	17,934	58,395	21,976	80,371	18,546	-5.2%	18,821	-10.0%	37,367	-7.6%	16,790	-6.4%	54,157	-7.3%
Italy	63,830	18,685	12,673	31,358	15,458	46,816	21,734	68,550	19,031	1.9%	16,227	28.0%	35,258	12.4%	15,332	-0.8%	50,590	8.1%
Spain	61,745	17,552	14,925	32,477	17,668	50,145	20,313	70,458	19,534	11.3%	16,484	10.4%	36,018	10.9%	18,354	3.9%	54,372	8.4%
Thailand	49,032	10,392	7,739	18,131	11,845	29,976	14,355	44,331	13,815	32.9%	14,434	86.5%	28,249	55.8%	17,105	44.4%	45,354	51.3%
Indonesia	56,343	12,407	8,698	21,105	6,956	28,061	7,212	35,273	7,530	-39.3%	7,639	-12.2%	15,169	-28.1%	5,994	-13.8%	21,163	-24.6%
Malaysia	50,607	9,695	8,749	18,444	6,964	25,408	9,272	34,680	7,420	-23.5%	6,769	-22.6%	14,189	-23.1%	6,076	-12.8%	20,265	-20.2%
Taiwan	43,411	10,997	11,837	22,834	10,974	33,808	10,915	44,723	11,352	3.2%	10,877	-8.1%	22,229	-2.6%	9,777	-10.9%	32,006	-5.3%
Australia	66,183	16,576	16,321	32,897	17,183	50,080	15,336	65,416	15,255	-8.0%	12,359	-24.3%	27,614	-16.1%	14,422	-16.1%	42,036	-16.1%
India	41,094	9,615	16,732	26,347	15,326	41,673	14,942	56,615	12,048	25.3%	13,557	-19.0%	25,605	-2.8%	12,127	-20.9%	37,732	-9.5%
Brazil	59,478	11,465	17,997	29,462	18,199	47,661	19,150	66,811	15,005	30.9%	19,654	9.2%	34,659	17.6%	25,016	37.5%	59,675	25.2%
Chile	23,210	5,552	6,170	11,722	6,599	18,321	6,756	25,077	5,863	5.6%	7,822	26.8%	13,685	16.7%	7,659	16.1%	21,344	16.5%
Saudi Arabia	46,672	13,002	14,850	27,852	13,507	41,359	9,754	51,113	8,688	-33.2%	8,851	-40.4%	17,539	-37.0%	8,953	-33.7%	26,492	-35.9%
Egypt	26,683	5,399	5,370	10,769	5,214	15,983	6,172	22,155	4,603	-14.7%	5,074	-5.5%	9,677	-10.1%	5,334	2.3%	15,011	-6.1%
South Africa	46,213	8,377	9,812	18,189	11,531	29,720	12,989	42,709	10,207	21.8%	15,082	53.7%	25,289	39.0%	13,555	17.6%	38,844	30.7%

Consolidated Sales Volume by region

(units)

																Total
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	
FY2016																
1Q	90,024	384,988	39,766	104,214	179,037	95,796	11,592	3,162	81,042	108,083	18,349	37,371	33,162	18,650	551	1,001,908
2Q	111,918	389,964	28,778	109,903	176,429	107,348	11,221	3,405	92,722	124,114	19,620	38,420	46,139	19,834	101	1,048,454
1H	201,942	774,952	68,544	214,117	355,466	203,144	22,813	6,567	173,764	232,197	37,969	75,791	79,301	38,484	652	2,050,362
3Q	132,477	391,391	33,395	106,241	191,143	91,943	13,940	6,504	71,499	141,704	18,567	53,638	44,536	24,603	360	1,088,294
3Q YTD	334,419	1,166,343	101,939	320,358	546,609	295,087	36,753	13,071	245,263	373,901	56,536	129,429	123,837	63,087	1,012	3,138,656
4Q	201,328	439,035	40,100	95,256	244,873	100,246	17,938	4,813	77,495	149,260	16,205	53,421	54,566	24,711	357	1,270,098
Full Year	535,747	1,605,378	142,039	415,614	791,482	395,333	54,691	17,884	322,758	523,161	72,741	182,850	178,403	87,798	1,369	4,408,754
FY2017																
1Q	123,652	392,779	36,773	107,751	170,883	87,719	12,995	4,137	70,587	110,946	17,074	32,609	40,475	20,537	251	1,030,503
2Q	148,392	355,416	34,435	93,807	199,754	108,587	16,189	5,917	86,481	123,113	15,877	31,671	49,496	25,749	320	1,063,504
1H	272,044	748,195	71,208	201,558	370,637	196,306	29,184	10,054	157,068	234,059	32,951	64,280	89,971	46,286	571	2,094,007
3Q	96,237	353,235	34,458	89,688	177,054	92,485	16,951	6,038	69,496	139,901	14,680	42,349	56,695	25,950	227	983,058
3Q YTD	368,281	1,101,430	105,666	291,246	547,691	288,791	46,135	16,092	226,564	373,960	47,631	106,629	146,666	72,236	798	3,077,065
Variance FY2017 vs FY2016																
1Q	33,628	7,791	Δ 2,993	3,537	Δ 8,154	Δ 8,077	1,403	975	Δ 10,455	2,863	Δ 1,275	Δ 4,762	7,313	1,887	Δ 300	28,595
2Q	36,474	Δ 34,548	5,657	Δ 16,096	23,325	1,239	4,968	2,512	Δ 6,241	Δ 1,001	Δ 3,743	Δ 6,749	3,357	5,915	219	15,050
1H	70,102	Δ 26,757	2,664	Δ 12,559	15,171	Δ 6,838	6,371	3,487	Δ 16,696	1,862	Δ 5,018	Δ 11,511	10,670	7,802	Δ 81	43,645
3Q	Δ 36,240	Δ 38,156	1,063	Δ 16,553	Δ 14,089	542	3,011	Δ 466	Δ 2,003	Δ 1,803	Δ 3,887	Δ 11,289	12,159	1,347	Δ 133	Δ 105,236
3Q YTD	33,862	Δ 64,913	3,727	Δ 29,112	1,082	Δ 6,296	9,382	3,021	Δ 18,699	59	Δ 8,905	Δ 22,800	22,829	9,149	Δ 214	Δ 61,591

*: Including sales to Renault OEM

Global Production Volume

(units)

		FY2015	FY2016							FY2017					vs. FY2016 (1Q)		vs. FY2016 (2Q)		vs. FY2016 (1H)		vs. FY2016 (3Q)		vs. FY2016 (3Q YTD)	
		Full Year	1Q	2Q	1H	3Q	3Q YTD	4Q	Full Year	1Q	2Q	1H	3Q	3Q YTD	vol.	%	vol.	%	vol.	%	vol.	%	vol.	%
	DOM	358,411	71,465	85,048	156,513	106,340	262,853	139,245	402,098	91,060	103,480	194,540	64,606	259,146	19,595	27.4%	18,432	21.7%	38,027	24.3%	Δ 41,734	-39.2%	Δ 3,707	-1.4%
	EXP	490,945	139,363	135,529	274,892	189,871	464,763	148,172	612,935	154,329	172,704	327,033	146,376	473,409	14,966	10.7%	37,175	27.4%	52,141	19.0%	Δ 43,495	-22.9%	8,646	1.9%
	Japan Total	849,356	210,828	220,577	431,405	296,211	727,616	287,417	1,015,033	245,389	276,184	521,573	210,982	732,555	34,561	16.4%	55,607	25.2%	90,168	20.9%	Δ 85,229	-28.8%	4,939	0.7%
	DFL(Nissan)	1,058,824	232,818	283,252	516,070	278,110	794,180	375,160	1,169,340	273,053	314,344	587,397	316,902	904,299	40,235	17.3%	31,092	11.0%	71,327	13.8%	38,792	13.9%	110,119	13.9%
	DFL(DF)	147,344	40,512	35,451	75,963	36,340	112,303	39,044	151,347	40,620	47,281	87,901	43,818	131,719	108	0.3%	11,830	33.4%	11,938	15.7%	7,478	20.6%	19,416	17.3%
	China Total	1,206,168	273,330	318,703	592,033	314,450	906,483	414,204	1,320,687	313,673	361,625	675,298	360,720	1,036,018	40,343	14.8%	42,922	13.5%	83,265	14.1%	Δ 46,270	14.7%	129,535	14.3%
	US	994,807	247,299	248,561	495,860	241,838	737,698	253,240	990,938	236,673	223,750	460,423	216,923	677,346	Δ 10,626	-4.3%	Δ 24,811	-10.0%	Δ 35,437	-7.1%	Δ 24,915	-10.3%	Δ 60,352	-8.2%
	Mexico	830,194	218,363	206,729	425,092	210,917	636,009	227,906	863,915	220,444	194,158	414,602	186,754	601,356	2,081	1.0%	Δ 12,571	-6.1%	Δ 10,490	-2.5%	Δ 24,163	-11.5%	Δ 34,653	-5.4%
	Mexico	0	0	0	0	0	0	0	0	0	0	0	443	443	0	-	0	-	0	-	443	-	443	-
	North America Total	1,825,001	465,662	455,290	920,952	452,755	1,373,707	481,146	1,854,853	457,117	417,908	875,025	404,120	1,279,145	Δ 8,545	-1.8%	Δ 37,382	-8.2%	Δ 45,927	-5.0%	Δ 48,635	-10.7%	Δ 94,562	-6.9%
	UK	478,057	136,604	120,909	257,513	122,616	380,129	138,342	518,471	120,897	112,220	233,117	124,103	357,220	Δ 15,707	-11.5%	Δ 8,689	-7.2%	Δ 24,396	-9.5%	1,487	1.2%	Δ 22,909	-6.0%
	Spain	83,946	31,478	23,979	55,457	27,170	82,627	27,430	110,057	23,743	18,991	42,734	22,571	65,305	Δ 7,735	-24.6%	Δ 4,988	-20.8%	Δ 12,723	-22.9%	Δ 4,599	-16.9%	Δ 17,322	-21.0%
	Spain	14,958	4,563	3,508	8,071	3,487	11,558	3,265	14,823	2,675	1,992	4,667	2,321	6,988	Δ 1,888	-41.4%	Δ 1,516	-43.2%	Δ 3,404	-42.2%	Δ 1,166	-33.4%	Δ 4,570	-39.5%
	France	0	0	0	0	246	246	14,107	14,353	29,977	24,587	54,564	25,647	80,211	29,977	-	24,587	-	54,564	-	25,401	10325.6%	79,965	32506.1%
	Russia	35,844	9,860	8,756	18,616	10,918	29,534	9,941	39,475	11,365	10,749	22,114	13,792	35,906	1,505	15.3%	1,993	22.8%	3,498	18.8%	2,874	26.3%	6,372	21.6%
	Russia	41,459	7,955	5,966	13,921	10,563	24,484	6,813	31,297	9,665	10,335	20,000	10,890	30,890	1,710	21.5%	4,369	73.2%	6,079	43.7%	327	3.1%	6,406	26.2%
	Russia	6,379	586	445	1,031	217	1,248	19	1,267	0	0	0	0	0	Δ 586	-100.0%	Δ 445	-100.0%	Δ 1,031	-100.0%	Δ 217	-100.0%	Δ 1,248	-100.0%
	Europe Total	660,643	191,046	163,563	354,609	175,217	529,826	199,917	729,743	198,322	178,874	377,196	199,324	576,520	7,276	3.8%	15,311	9.4%	22,587	6.4%	24,107	13.8%	46,694	8.8%
	Taiwan	40,343	8,455	12,053	20,508	9,102	29,610	11,681	41,291	9,613	10,598	20,211	9,355	29,566	1,158	13.7%	Δ 1,455	-12.1%	Δ 297	-1.4%	253	2.8%	Δ 44	-0.1%
	India	227,178	70,572	90,286	160,858	76,045	236,903	80,444	317,347	62,236	59,879	122,115	57,413	179,528	Δ 8,336	-11.8%	Δ 30,407	-33.7%	Δ 38,743	-24.1%	Δ 18,632	-24.5%	Δ 57,375	-24.2%
	Thailand	127,292	29,810	25,523	55,333	28,217	83,550	33,244	116,794	29,870	33,911	63,781	35,568	99,349	60	0.2%	8,388	32.9%	8,448	15.3%	7,351	26.1%	15,799	18.9%
	Indonesia	41,676	11,566	6,868	18,434	3,584	22,018	3,447	25,465	3,109	5,998	9,107	3,066	12,173	Δ 8,457	-73.1%	Δ 870	-12.7%	Δ 9,327	-50.6%	Δ 518	-14.5%	Δ 9,845	-44.7%
	Philippines	2,121	583	974	1,557	962	2,519	1,253	3,772	1,294	1,601	2,895	1,888	4,783	711	122.0%	627	64.4%	1,338	85.9%	926	96.3%	2,264	89.9%
	Korea	130,305	36,725	23,866	60,591	39,146	99,737	30,963	130,700	26,972	31,711	58,683	32,896	91,579	Δ 9,753	-26.6%	7,845	32.9%	Δ 1,908	-3.1%	Δ 6,250	-16.0%	Δ 8,158	-8.2%
	Asia (excl. China) Total	568,915	157,711	159,570	317,281	157,056	474,337	161,032	635,369	133,094	143,698	276,792	140,186	416,978	Δ 24,617	-15.6%	Δ 15,872	-9.9%	Δ 40,489	-12.8%	Δ 16,870	-10.7%	Δ 57,359	-12.1%
	Brazil	43,433	12,853	12,534	25,387	12,067	37,454	13,811	51,265	14,621	26,365	40,986	26,948	67,934	1,768	13.8%	13,831	110.3%	15,599	61.4%	14,881	123.3%	30,480	81.4%
	S.Africa	33,527	9,014	7,402	16,416	7,063	23,479	7,111	30,590	7,463	9,585	17,048	8,932	25,980	Δ 1,551	-17.2%	2,183	29.5%	632	3.8%	1,869	26.5%	2,501	10.7%
	Egypt	15,487	4,297	4,294	8,591	4,322	12,913	3,820	16,733	2,803	4,185	6,988	4,767	11,755	Δ 1,494	-34.8%	Δ 109	-2.5%	Δ 1,603	-18.7%	445	10.3%	Δ 1,158	-9.0%
	Other overseas Total	92,447	26,164	24,230	50,394	23,452	73,846	24,742	98,588	24,887	40,135	65,022	40,647	105,669	Δ 1,277	-4.9%	15,905	65.6%	14,628	29.0%	17,195	73.3%	31,823	43.1%
	Total	5,202,530	1,324,741	1,341,933	2,666,674	1,419,141	4,085,815	1,568,458	5,654,273	1,372,482	1,418,424	2,790,906	1,355,979	4,146,885	47,741	3.6%	76,491	5.7%	124,232	4.7%	Δ 63,162	-4.5%	61,070	1.5%

* Non-consolidated companies

Note *1 Indonesia and Philippines volume had been a part of EXP in Japan as CKD production, however it was changed to KD Set production so that it has reported separately since September 2002.

Note *2 All figures are on fiscal year basis.

Note *3 Taiwan and China : FY=January to December, The others : FY=April to March

NML Export Volume (export from Japan)

		FY2015	FY2016							FY2017					vs. FY2016					(units)
		Full year	1Q	2Q	1H	3Q	3Q YTD	4Q	Full Year	1Q	2Q	1H	3Q	3Q YTD	1Q	2Q	1H	3Q	3Q YTD	
North America	U.S.	169,647	52,709	63,977	116,686	103,584	220,270	72,371	292,641	74,434	90,066	164,500	92,252	256,752	41.2%	40.8%	41.0%	-10.9%	16.6%	
	Canada	12,940	2,964	3,875	6,839	4,161	11,000	3,660	14,660	5,726	8,008	13,734	5,724	19,458	93.2%	106.7%	100.8%	37.6%	76.9%	
	Total	182,587	55,673	67,852	123,525	107,745	231,270	76,031	307,301	80,160	98,074	178,234	97,976	276,210	44.0%	44.5%	44.3%	-9.1%	19.4%	
Europe	Russia	5,627	1,212	1,498	2,710	1,105	3,815	228	4,043	1,428	787	2,215	962	3,177	17.8%	-47.5%	-18.3%	-12.9%	-16.7%	
	Others	69,792	21,178	21,898	43,076	20,833	63,909	22,761	86,670	23,898	21,360	45,258	13,626	58,884	12.8%	-2.5%	5.1%	-34.6%	-7.9%	
	Total	75,419	22,390	23,396	45,786	21,938	67,724	22,989	90,713	25,326	22,147	47,473	14,588	62,061	13.1%	-5.3%	3.7%	-33.5%	-8.4%	
Mid & South America	Mexico	43,201	13,357	11,252	24,609	10,674	35,283	11,557	46,840	8,931	12,129	21,060	7,926	28,986	-33.1%	7.8%	-14.4%	-25.7%	-17.8%	
	Chile	2,831	376	906	1,282	1,145	2,427	844	3,271	1,142	1,687	2,829	750	3,579	203.7%	86.2%	120.7%	-34.5%	47.5%	
	Others	13,229	1,697	2,806	4,503	2,211	6,714	3,559	10,273	2,055	2,714	4,769	1,760	6,529	21.1%	-3.3%	5.9%	-20.4%	-2.8%	
	Total	59,261	15,430	14,964	30,394	14,030	44,424	15,960	60,384	12,128	16,530	28,658	10,436	39,094	-21.4%	10.5%	-5.7%	-25.6%	-12.0%	
Asia	Singapore	4,297	1,257	1,762	3,019	1,352	4,371	2,166	6,537	555	465	1,020	305	1,325	-55.8%	-73.6%	-66.2%	-77.4%	-69.7%	
	China	11,514	5,034	2,470	7,504	2,585	10,089	3,083	13,172	4,207	4,735	8,942	4,063	13,005	-16.4%	91.7%	19.2%	57.2%	28.9%	
	Others	30,059	7,160	4,994	12,154	6,786	18,940	5,108	24,048	5,252	7,044	12,296	8,420	20,716	-26.6%	41.0%	1.2%	24.1%	9.4%	
	Total	45,870	13,451	9,226	22,677	10,723	33,400	10,357	43,757	10,014	12,244	22,258	12,788	35,046	-25.6%	32.7%	-1.8%	19.3%	4.9%	
Oceania	Australia	21,186	6,231	5,451	11,682	5,770	17,452	4,666	22,118	5,319	5,347	10,666	5,766	16,432	-14.6%	-1.9%	-8.7%	-0.1%	-5.8%	
	Others	2,670	669	766	1,435	592	2,027	922	2,949	821	632	1,453	476	1,929	22.7%	-17.5%	1.3%	-19.6%	-4.8%	
	Total	23,856	6,900	6,217	13,117	6,362	19,479	5,588	25,067	6,140	5,979	12,119	6,242	18,361	-11.0%	-3.8%	-7.6%	-1.9%	-5.7%	
Middle East	Saudi Arabia	11,992	3,600	2,524	6,124	2,345	8,469	1,050	9,519	24	414	438	516	954	-99.3%	-83.6%	-92.8%	-78.0%	-88.7%	
	UAE	38,772	7,207	8,003	15,210	9,985	25,195	15,835	41,030	7,765	7,286	15,051	9,181	24,232	7.7%	-9.0%	-1.0%	-8.1%	-3.8%	
	Others	36,108	4,712	5,324	10,036	5,473	15,509	7,431	22,940	3,167	4,085	7,252	2,876	10,128	-32.8%	-23.3%	-27.7%	-47.5%	-34.7%	
	Total	86,872	15,519	15,851	31,370	17,803	49,173	24,316	73,489	10,956	11,785	22,741	12,573	35,314	-29.4%	-25.7%	-27.5%	-29.4%	-28.2%	
Africa & Others	Total	16,520	2,268	3,372	5,640	2,081	7,721	2,024	9,745	2,243	3,371	5,614	1,690	7,304	-1.1%	0.0%	-0.5%	-18.8%	-5.4%	
Grand Total		490,385	131,631	140,878	272,509	180,682	453,191	157,265	610,456	146,967	170,130	317,097	156,293	473,390	11.7%	20.8%	16.4%	-13.5%	4.5%	

* Regions are based on JAMA geographic division