

NISSAN IR DATASHEET
Global Retail Volume

(units)

		FY2016	FY2017							FY2018										
		Full Year	1Q	2Q	1H	3Q	3Q YTD	4Q	2H	Full Year	1Q	vs. FY2017	2Q	vs. FY2017	1H	vs. FY2017	3Q	vs. FY2017	3Q YTD	vs. FY2017
Japan	TIV	5,078,001	1,204,793	1,278,038	2,482,831	1,173,583	3,656,414	1,540,942	2,714,525	5,197,356	1,192,238	-1.0%	1,291,506	1.1%	2,483,744	0.0%	1,248,840	6.4%	3,732,584	2.1%
	Nissan	557,490	130,901	152,302	283,203	94,685	377,888	206,165	300,850	584,053	129,800	-0.8%	154,798	1.6%	284,598	0.5%	125,203	32.2%	409,801	8.4%
	Share	11.0%	10.9%	11.9%	11.4%	8.1%	10.3%	13.4%	11.1%	11.2%	10.9%	0.0pts	12.0%	0.1pts	11.5%	0.1pts	10.0%	1.9pts	11.0%	0.7pts
USA	TIV	17,488,638	4,419,665	4,422,020	8,841,685	4,355,960	13,197,645	4,110,542	8,466,502	17,308,187	4,500,262	1.8%	4,284,742	-3.1%	8,785,004	-0.6%	4,378,721	0.5%	13,163,725	-0.3%
	Nissan	1,581,110	402,797	376,553	779,350	397,223	1,176,573	416,003	813,226	1,592,576	364,692	-9.5%	343,987	-8.6%	708,679	-9.1%	369,195	-7.1%	1,077,874	-8.4%
	Share	9.0%	9.1%	8.5%	8.8%	9.1%	8.9%	10.1%	9.6%	9.2%	8.1%	-1.0pts	8.0%	-0.5pts	8.1%	-0.7pts	8.4%	-0.7pts	8.2%	-0.7pts
Canada	TIV	1,966,468	617,179	552,385	1,169,564	446,841	1,616,405	429,035	875,876	2,045,440	607,173	-1.6%	529,078	-4.2%	1,136,251	-2.8%	418,942	-6.2%	1,555,193	-3.8%
	Nissan	137,773	41,300	39,388	80,688	32,353	113,041	33,841	66,194	146,882	42,708	3.4%	39,436	0.1%	82,144	1.8%	33,132	2.4%	115,276	2.0%
	Share	7.0%	7.1%	7.1%	6.9%	7.2%	7.0%	7.9%	7.6%	7.2%	7.0%	0.3pts	7.5%	0.4pts	7.2%	0.3pts	7.9%	0.7pts	7.4%	0.4pts
Mexico	TIV	1,634,594	364,803	363,797	728,600	423,469	1,152,069	337,229	760,695	1,489,298	343,470	-5.8%	347,680	-4.4%	691,150	-5.1%	393,079	-7.2%	1,084,229	-5.9%
	Nissan	409,293	88,001	85,870	173,871	96,121	269,992	80,709	176,830	350,701	74,160	-15.7%	76,109	-11.4%	150,269	-13.6%	83,145	-13.5%	233,414	-13.5%
	Share	25.0%	24.1%	23.6%	23.9%	22.7%	23.4%	23.9%	23.2%	23.5%	21.6%	-2.5pts	21.9%	-1.7pts	21.7%	-2.2pts	21.2%	-1.5pts	21.5%	-1.9pts
Others	TIV	9,256	1,877	2,011	3,888	2,331	6,219	2,150	4,481	8,369	1,975	5.2%	998	-50.4%	2,973	-23.5%	2,381	2.1%	5,354	-13.9%
	Nissan	1,415	270	348	618	347	965	370	717	1,335	238	-11.9%	248	-28.7%	486	-21.4%	282	-18.7%	768	-20.4%
	Share	15.3%	14.4%	17.3%	15.9%	14.9%	15.5%	17.2%	16.0%	16.0%	12.1%	-2.3pts	24.8%	7.5pts	16.3%	0.4pts	11.8%	-3.1pts	14.3%	-1.2pts
North America	TIV	21,098,956	5,403,524	5,340,213	10,743,737	5,228,601	15,972,338	4,878,956	10,107,557	20,851,294	5,452,880	0.9%	5,162,498	-3.3%	10,615,378	-1.2%	5,193,123	-0.7%	15,808,501	-1.0%
	Nissan	2,129,591	532,368	502,159	1,034,527	526,044	1,560,571	530,923	1,056,967	2,091,494	481,798	-9.5%	459,780	-8.4%	941,578	-9.0%	485,754	-7.7%	1,427,332	-8.5%
	Share	10.1%	9.3%	9.4%	9.6%	10.1%	9.8%	10.9%	10.5%	10.0%	8.8%	-1.1pts	8.9%	-0.5pts	8.9%	-0.7pts	9.4%	-0.7pts	9.0%	-0.8pts
Russia	TIV	1,428,798	393,618	407,638	801,256	471,824	1,273,080	396,671	868,495	1,669,751	463,636	17.8%	440,187	8.0%	903,823	12.8%	499,070	5.8%	1,402,830	10.2%
	Nissan	93,427	23,096	26,165	49,261	30,582	79,843	24,788	55,370	104,631	22,966	-0.6%	27,460	4.9%	50,426	2.4%	30,924	1.1%	81,350	1.9%
	Share	6.5%	5.9%	6.4%	6.1%	6.5%	6.3%	6.2%	6.4%	6.3%	5.0%	-0.9pts	6.2%	-0.2pts	5.6%	-0.5pts	6.2%	-0.3pts	5.8%	-0.5pts
Europe excl. Russia	TIV	18,033,113	4,860,093	4,202,482	9,062,575	4,280,398	13,342,973	4,966,666	9,247,064	18,309,639	5,134,906	5.7%	4,244,846	1.0%	9,379,752	3.5%	4,007,536	-6.4%	13,387,288	0.3%
	Nissan	683,008	162,167	163,904	326,071	137,703	463,774	188,055	325,758	651,829	138,781	-14.4%	140,773	-14.1%	279,554	-14.3%	111,026	-19.4%	390,580	-15.8%
	Share	3.8%	3.4%	3.8%	3.6%	3.2%	3.5%	3.8%	3.5%	3.6%	2.9%	-0.5pts	3.5%	-0.3pts	3.2%	-0.4pts	2.8%	-0.6pts	3.0%	-0.5pts
Europe*	TIV	19,461,911	5,253,711	4,610,120	9,863,831	4,752,222	14,616,053	5,363,337	10,115,559	19,979,390	5,598,542	6.6%	4,685,033	1.6%	10,283,575	4.3%	4,506,543	-5.2%	14,790,118	1.2%
	Nissan	776,435	185,263	190,069	375,332	168,285	543,617	212,843	381,128	756,460	161,747	-12.7%	168,233	-11.5%	329,980	-12.1%	141,950	-15.6%	471,930	-13.2%
	Share	4.0%	3.6%	4.1%	3.8%	3.6%	3.7%	4.0%	3.8%	3.8%	3.1%	-0.5pts	3.8%	-0.3pts	3.4%	-0.4pts	3.0%	-0.6pts	3.3%	-0.4pts
China**	TIV	26,876,412	6,642,645	5,956,391	12,599,036	6,479,011	19,078,047	8,275,914	14,754,925	27,353,961	6,787,831	2.3%	6,440,684	8.2%	13,228,515	5.1%	6,129,526	-5.4%	19,358,041	1.6%
	Nissan	1,354,552	314,347	336,178	650,525	369,237	1,019,762	499,952	869,189	1,519,714	336,131	6.9%	384,316	14.3%	720,447	10.7%	375,131	1.6%	1,095,578	7.4%
	Share	5.0%	4.7%	5.6%	5.2%	5.7%	5.3%	6.0%	5.9%	5.6%	5.0%	0.3pts	6.0%	0.4pts	5.4%	0.2pts	6.1%	0.4pts	5.7%	0.4pts
Asia(Incl. China, India)	TIV	37,374,373	9,218,310	8,796,021	18,014,331	9,313,723	27,328,054	11,064,072	20,377,795	38,392,126	9,656,340	4.8%	9,332,250	6.1%	18,988,590	5.4%	9,026,071	-3.1%	28,014,661	2.5%
	Nissan	1,695,373	396,848	418,629	815,477	452,728	1,268,205	582,893	1,035,621	1,851,098	412,549	4.0%	465,740	11.3%	878,289	7.7%	457,540	1.1%	1,335,829	5.3%
	Share	4.5%	4.3%	4.8%	4.5%	4.9%	4.6%	5.3%	5.1%	4.8%	4.3%	0.0pts	5.0%	0.2pts	4.6%	0.1pts	5.1%	0.2pts	4.8%	0.2pts
Others	TIV	8,801,656	2,126,981	2,316,075	4,443,056	2,501,575	6,944,631	2,160,027	4,661,602	9,104,658	2,234,620	5.1%	1,983,767	-14.3%	4,218,387	-5.1%	2,177,858	-12.9%	6,396,245	-7.9%
	Nissan	467,416	105,299	119,644	224,943	133,726	358,669	128,512	262,238	487,181	123,723	17.5%	125,027	4.5%	248,750	10.6%	129,812	-2.9%	378,562	5.5%
	Share	5.3%	5.0%	5.2%	5.1%	5.3%	5.2%	5.9%	5.4%	5.4%	5.5%	0.5pts	6.3%	1.1pts	5.9%	0.8pts	6.0%	0.7pts	5.9%	0.7pts
Overseas Total	TIV	86,736,896	22,002,526	21,062,429	43,064,955	21,796,121	64,861,076	23,466,392	45,262,513	88,327,468	22,942,382	4.3%	21,163,548	0.5%	44,105,930	2.4%	20,903,595	-4.1%	65,009,525	0.2%
	Nissan	5,068,815	1,219,778	1,230,501	2,450,279	1,280,783	3,731,062	1,455,171	2,735,954	5,186,233	1,179,817	-3.3%	1,218,780	-1.0%	2,398,597	-2.1%	1,215,056	-5.1%	3,613,653	-3.1%
	Share	5.8%	5.5%	5.8%	5.7%	5.9%	5.8%	6.2%	6.0%	5.9%	5.1%	-0.4pts	5.8%	0.0pts	5.4%	-0.3pts	5.8%	-0.1pts	5.6%	-0.2pts
Global (Incl. Japan mini car)	TIV	91,814,897	23,207,319	22,340,467	45,547,786	22,969,704	68,517,490	25,007,334	47,977,038	93,524,824	24,134,620	4.0%	22,455,054	0.5%	46,589,674	2.3%	22,152,435	-3.6%	68,742,109	0.3%
	Nissan	5,626,305	1,350,679	1,382,803	2,733,482	1,375,468	4,108,950	1,661,336	3,036,804	5,770,286	1,309,617	-3.0%	1,373,578	-0.7%	2,683,195	-1.8%	1,340,259	-2.6%	4,023,454	-2.1%
	Share	6.1%	5.8%	6.2%	6.0%	6.0%	6.0%	6.6%	6.3%	6.2%	5.4%	-0.4pts	6.1%	-0.1pts	5.8%	-0.2pts	6.1%	0.1pts	5.9%	-0.1pts
Japan (Excl. mini car)	TIV	3,358,027	777,480	830,482	1,607,962	752,071	2,360,033	978,192	1,730,263	3,338,225	754,173	-3.0%	823,580	-0.8%	1,577,753	-1.9%	792,053	5.3%	2,369,806	0.4%
	Nissan	417,380	89,226	103,640	192,866	59,006	251,872	144,758	203,764	396,630	92,338	3.5%	107,123	3.4%	199,461	3.4%	82,044	39.0%	281,505	11.8%
	Share	12.4%	11.5%	12.5%	12.0%	7.8%	10.7%	14.8%	11.8%	11.9%	12.2%	0.7pts	13.0%	0.5pts	12.6%	0.6pts	10.4%	2.6pts	11.9%	1.2pts
Japan (Mini car)	TIV	1,719,974	427,313	447,556	874,869	421,512	1,296,381	562,750	984,262	1,859,131	438,065	2.5%	467,926	4.6%	905,991	3.6%	456,787	8.4%	1,362,778	5.1%
	Nissan	140,110	41,675	48,662	90,337	35,679	126,016	61,407	97,086	187,423	37,462	-10.1%	47,675	-2.0%	85,137	-5.8%	43,159	21.0%	128,296	1.8%
	Share	8.1%	9.8%	10.9%	10.3%	8.5%	9.7%	10.9%	9.9%	10.1%	8.6%	-1.2pts	10.2%	-0.7pts	9.4%	-0.9pts	9.4%	0.9pts	9.4%	-0.3pts

*Share for Europe : Registration base.

**TIV for China : PV and LCV only

Global Retail Volume Detail

(units)

	FY2016	FY2017								FY2018									
	Full Year	1Q	2Q	1H	3Q	3Q YTD	4Q	2H	Full Year	1Q	vs. FY2017	2Q	vs. FY2017	1H	vs. FY2017	3Q	vs. FY2017	3Q YTD	vs. FY2017
UK	179,920	36,053	47,195	83,248	27,145	110,393	39,151	66,296	149,544	27,546	-23.6%	29,427	-37.6%	56,973	-31.6%	20,790	-23.4%	77,763	-29.6%
France	84,257	20,888	16,646	37,534	18,006	55,540	21,021	39,027	76,561	17,903	-14.3%	17,629	5.9%	35,532	-5.3%	10,340	-42.6%	45,872	-17.4%
Germany	80,371	18,546	18,821	37,367	16,790	54,157	18,744	35,534	72,901	13,372	-27.9%	13,785	-26.8%	27,157	-27.3%	9,950	-40.7%	37,107	-31.5%
Italy	68,550	19,031	16,227	35,258	15,332	50,590	22,011	37,343	72,601	15,697	-17.5%	11,880	-26.8%	27,577	-21.8%	12,511	-18.4%	40,088	-20.8%
Spain	70,458	19,534	16,484	36,018	18,354	54,372	21,951	40,305	76,323	17,145	-12.2%	18,212	10.5%	35,357	-1.8%	15,635	-14.8%	50,992	-6.2%
Thailand	44,331	13,815	14,434	28,249	17,105	45,354	16,965	34,070	62,319	16,481	19.3%	17,644	22.2%	34,125	20.8%	21,304	24.5%	55,429	22.2%
Indonesia	35,273	7,530	7,639	15,169	5,994	21,163	6,844	12,838	28,007	3,177	-57.8%	2,836	-62.9%	6,013	-60.4%	3,754	-37.4%	9,767	-53.8%
Malaysia	34,680	7,420	6,769	14,189	6,076	20,265	6,750	12,826	27,015	6,738	-9.2%	7,233	6.9%	13,971	-1.5%	5,917	-2.6%	19,888	-1.9%
Taiwan	44,723	11,352	10,877	22,229	9,777	32,006	10,622	20,399	42,628	9,492	-16.4%	9,405	-13.5%	18,897	-15.0%	6,810	-30.3%	25,707	-19.7%
Australia	65,416	15,255	12,359	27,614	14,422	42,036	15,866	30,288	57,902	14,180	-7.0%	14,050	13.7%	28,230	2.2%	14,266	-1.1%	42,496	1.1%
India	56,615	12,048	13,557	25,605	12,127	37,732	11,018	23,145	48,750	10,764	-10.7%	9,549	-29.6%	20,313	-20.7%	10,174	-16.1%	30,487	-19.2%
Brazil	66,811	15,005	19,654	34,659	25,016	59,675	24,297	49,313	83,972	22,278	48.5%	25,149	28.0%	47,427	36.8%	25,781	3.1%	73,208	22.7%
Chile	25,077	5,863	7,822	13,685	7,659	21,344	7,594	15,253	28,938	7,760	32.4%	8,034	2.7%	15,794	15.4%	7,371	-3.8%	23,165	8.5%
Saudi Arabia	51,113	8,688	8,851	17,539	8,953	26,492	8,596	17,549	35,088	5,685	-34.6%	5,684	-35.8%	11,369	-35.2%	7,246	-19.1%	18,615	-29.7%
Egypt	22,155	4,603	5,074	9,677	5,334	15,011	6,000	11,334	21,011	6,802	47.8%	6,865	35.3%	13,667	41.2%	6,631	24.3%	20,298	35.2%
South Africa	42,709	10,207	15,082	25,289	13,555	38,844	14,588	28,143	53,432	12,480	22.3%	14,508	-3.8%	26,988	6.7%	13,862	2.3%	40,850	5.2%

(units)

Consolidated Sales Volume by region

	FY2017															Total
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	
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
4Q	195,983	420,332	41,340	89,296	244,950	97,846	16,821	7,191	73,834	162,173	17,099	55,206	63,071	26,384	413	1,251,920
2H	292,220	773,567	75,798	178,984	422,004	190,331	33,772	13,229	143,330	302,074	31,779	97,555	119,766	52,334	640	2,234,978
Full Year	564,264	1,521,762	147,006	380,542	792,641	386,637	62,956	23,283	300,398	536,133	64,730	161,835	209,737	98,620	1,211	4,328,985

	FY2018															Total
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	
1Q	124,302	328,373	40,183	64,055	154,609	77,524	15,807	4,238	57,479	138,593	15,270	42,948	53,816	26,316	243	927,639
2Q	145,275	316,289	34,918	75,395	147,939	86,675	17,779	3,893	65,003	149,527	16,027	42,548	62,016	28,656	280	956,018
1H	269,577	644,662	75,101	139,450	302,548	164,199	33,586	8,131	122,482	288,120	31,297	85,496	115,832	54,972	523	1,883,657
3Q	130,734	399,319	33,382	84,900	152,117	83,978	22,800	3,161	58,017	149,357	15,087	51,492	55,404	27,143	231	1,033,787
3Q YTD	400,311	1,043,981	108,483	224,350	454,665	248,177	56,386	11,292	180,499	437,477	46,384	136,988	171,236	82,115	754	2,917,444

	Variance FY2017 vs FY2018															Total
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	
1Q	650	Δ 64,406	3,410	Δ 43,696	Δ 16,274	Δ 10,195	2,812	101	Δ 13,108	27,647	Δ 1,804	10,339	13,341	5,779	Δ 8	Δ 102,864
2Q	Δ 3,117	Δ 39,127	483	Δ 18,412	Δ 51,815	Δ 21,912	1,590	Δ 2,024	Δ 21,478	26,414	150	10,877	12,520	2,907	Δ 40	Δ 107,486
1H	Δ 2,467	Δ 103,533	3,893	Δ 62,108	Δ 68,089	Δ 32,107	4,402	Δ 1,923	Δ 34,586	54,061	Δ 1,654	21,216	25,861	8,686	Δ 48	Δ 210,350
3Q	34,497	46,084	Δ 1,076	Δ 4,788	Δ 24,937	Δ 8,507	5,849	Δ 2,877	Δ 11,479	9,456	407	9,143	Δ 1,291	1,193	4	50,729
3Q YTD	32,030	Δ 57,449	2,817	Δ 66,896	Δ 93,026	Δ 40,614	10,251	Δ 4,800	Δ 46,065	63,517	Δ 1,247	30,359	24,570	9,879	Δ 44	Δ 159,621

*: Including sales to Renault OEM

Global Production Volume

(units)

		FY2016 Full Year	FY2017								FY2018					vs. FY2017 (1Q)		vs. FY2017 (2Q)		vs. FY2017 (1H)		vs. FY2017 (3Q)		vs. FY2017 (3Q YTD)	
			1Q	2Q	1H	3Q	3Q YTD	4Q	2H	Full Year	1Q	2Q	1H	3Q	3Q YTD	vol.	%	vol.	%	vol.	%	vol.	%	vol.	%
Japan	DOM	402,098	91,060	103,480	194,540	64,606	259,146	140,391	204,997	399,537	90,256	97,404	187,662	97,287	284,949	Δ 802	-0.9%	Δ 6,076	-5.9%	Δ 6,878	-3.5%	32,681	50.6%	25,803	10.0%
	EXP	612,935	154,329	172,704	327,033	146,376	473,409	112,595	258,971	586,004	138,959	119,751	258,710	134,352	393,062	Δ 15,370	-10.0%	Δ 52,953	-30.7%	Δ 68,323	-20.9%	Δ 12,024	-8.2%	Δ 80,347	-17.0%
	Japan Total	1,015,033	245,389	276,184	521,573	210,982	732,555	252,986	463,968	985,541	229,217	217,155	446,372	231,639	678,011	Δ 16,172	-6.6%	Δ 59,029	-21.4%	Δ 75,201	-14.4%	20,657	9.8%	Δ 54,544	-7.4%
Japan	Nissan / Infiniti / Venucia	1,169,340	273,053	314,344	587,397	316,902	904,299	413,466	730,368	1,317,765	300,384	363,789	664,173	347,647	1,011,820	27,331	10.0%	49,445	15.7%	76,776	13.1%	30,745	9.7%	107,521	11.9%
	DF	151,347	40,620	47,281	87,901	43,818	131,719	56,859	100,677	188,578	43,561	33,953	77,514	33,328	110,842	2,941	7.2%	Δ 13,328	-28.2%	Δ 10,387	-11.8%	Δ 10,490	-23.9%	Δ 20,877	-15.8%
China Total		1,320,687	313,673	361,625	675,298	360,720	1,036,018	470,325	831,045	1,506,343	343,945	397,742	741,687	380,975	1,122,662	30,272	9.7%	36,117	10.0%	66,389	9.8%	20,255	5.6%	86,644	8.4%
North America	US INNA	990,938	236,673	223,750	460,423	216,923	677,346	222,137	439,060	899,483	200,075	193,189	393,264	219,920	613,184	Δ 36,598	-15.5%	Δ 30,561	-13.7%	Δ 67,159	-14.6%	2,997	1.4%	Δ 64,162	-9.5%
	Mexico NMEX	863,915	220,444	194,158	414,602	186,754	601,356	186,520	373,274	787,876	179,134	184,511	363,645	184,766	548,411	Δ 41,310	-18.7%	Δ 9,647	-5.0%	Δ 50,957	-12.3%	Δ 1,988	-1.1%	Δ 52,945	-8.8%
	Mexico COMPAS	0	0	0	0	443	443	6,484	6,927	6,927	8,566	11,015	19,581	7,908	27,489	8,566	-	11,015	-	19,581	-	7,465	1685.1%	27,046	6105.2%
North America Total		1,854,853	457,117	417,908	875,025	404,120	1,279,145	415,141	819,261	1,694,286	387,775	388,715	776,490	412,594	1,189,084	Δ 69,342	-15.2%	Δ 29,193	-7.0%	Δ 98,536	-11.3%	8,474	2.1%	Δ 90,061	-7.0%
Europe	UK NNUMK	518,471	120,897	112,220	233,117	124,103	357,220	130,049	254,152	487,269	126,422	86,505	212,927	99,332	312,259	5,525	4.6%	Δ 25,715	-22.9%	Δ 20,190	-8.7%	Δ 24,771	-20.0%	Δ 44,961	-12.6%
	Spain NMISA (Barcelona)	110,057	23,743	18,991	42,734	22,571	65,305	23,583	46,154	88,888	25,927	15,440	41,367	17,508	58,875	2,184	9.2%	Δ 3,551	-18.7%	Δ 1,367	-3.2%	Δ 5,063	-22.4%	Δ 6,430	-9.8%
	Spain NMISA (Avilla)	14,823	2,675	1,992	4,667	2,321	6,988	2,703	5,024	9,691	3,209	2,750	5,959	3,210	9,169	534	20.0%	758	38.1%	1,292	27.7%	889	38.3%	2,181	31.2%
	France Renault (Flins)*	14,353	29,977	24,587	54,564	25,647	80,211	19,840	45,487	100,051	12,498	14,466	26,964	23,435	50,399	Δ 17,479	-58.3%	Δ 10,121	-41.2%	Δ 27,600	-50.6%	Δ 2,212	-8.6%	Δ 29,812	-37.2%
	Russia NMGR	39,475	11,365	10,749	22,114	13,792	35,906	15,015	28,807	50,921	13,604	12,327	25,931	15,579	41,510	2,239	19.7%	1,578	14.7%	3,817	17.3%	1,787	13.0%	5,604	15.6%
	Russia Avtovaz*	31,297	9,665	10,335	20,000	10,890	30,890	9,473	20,363	40,363	9,627	11,023	20,650	9,247	29,897	Δ 38	-0.4%	688	6.7%	650	3.3%	Δ 1,643	-15.1%	Δ 993	-3.2%
Europe Total		728,476	198,322	178,874	377,196	199,324	576,520	200,663	399,987	777,183	191,287	142,511	333,798	168,311	502,109	Δ 7,035	-3.5%	Δ 36,363	-20.3%	Δ 43,398	-11.5%	Δ 31,013	-15.6%	Δ 74,411	-12.9%
Asia (excl. China)	Taiwan Yulon*	41,291	9,613	10,598	20,211	9,355	29,566	9,494	18,849	39,060	7,790	8,698	16,488	7,915	24,403	Δ 1,823	-19.0%	Δ 1,900	-17.9%	Δ 3,723	-18.4%	Δ 1,440	-15.4%	Δ 5,163	-17.5%
	India RNAIPL	317,347	62,236	59,879	122,115	57,413	179,528	59,515	116,928	239,043	42,956	47,709	90,665	46,981	137,646	Δ 19,280	-31.0%	Δ 12,170	-20.3%	Δ 31,450	-25.8%	Δ 10,432	-18.2%	Δ 41,882	-23.3%
	Thailand NMT	116,794	29,870	33,911	63,781	35,568	99,349	34,588	70,156	133,937	38,889	41,758	80,647	47,836	128,483	9,019	30.2%	7,847	23.1%	16,866	26.4%	12,268	34.5%	29,134	29.3%
	Indonesia NMI	25,465	3,109	5,998	9,107	3,066	12,173	6,961	10,027	19,134	3,853	1,668	5,521	1,421	6,942	744	23.9%	Δ 4,330	-72.2%	Δ 3,586	-39.4%	Δ 1,645	-53.7%	Δ 5,231	-43.0%
	Philippines Philippine*	3,772	1,294	1,601	2,895	1,888	4,783	1,740	3,628	6,523	1,047	1,176	2,223	1,065	3,288	Δ 247	-19.1%	Δ 425	-26.5%	Δ 672	-23.2%	Δ 823	-43.6%	Δ 1,495	-31.3%
	Korea RSM*	130,700	26,972	31,711	58,683	32,896	91,579	34,385	67,281	125,964	27,687	20,317	48,004	24,862	72,866	715	2.7%	Δ 11,394	-35.9%	Δ 10,679	-18.2%	Δ 8,034	-24.4%	Δ 18,713	-20.4%
Asia (excl. China) Total		635,369	133,094	143,698	276,792	140,186	416,978	146,683	286,869	563,661	122,222	121,326	243,548	130,080	373,628	Δ 10,872	-8.2%	Δ 22,372	-15.6%	Δ 33,244	-12.0%	Δ 10,106	-7.2%	Δ 43,350	-10.4%
Other overseas	Brazil NBA	51,265	14,621	26,365	40,986	26,948	67,934	27,780	54,728	95,714	27,294	31,020	58,314	25,659	83,973	12,673	86.7%	4,655	17.7%	17,320	42.3%	Δ 1,289	-4.8%	16,039	23.6%
	Argentina LATAM	0	0	0	0	0	0	0	0	0	824	824	4,214	5,038	0	-	824	-	824	-	4,214	-	5,038	-	
	S.Africa NSA	30,590	7,463	9,585	17,048	8,932	25,980	6,753	15,685	32,733	10,870	8,512	19,382	8,156	27,538	3,407	45.7%	Δ 1,073	-11.2%	2,334	13.7%	Δ 776	-8.7%	1,558	6.0%
	Egypt NMEG	16,733	2,803	4,185	6,988	4,767	11,755	4,843	9,610	16,598	4,325	4,695	9,020	5,513	14,533	1,522	54.3%	510	12.2%	2,032	29.1%	746	15.6%	2,778	23.6%
Other overseas Total		98,588	24,887	40,135	65,022	40,647	105,669	39,376	80,023	145,045	42,489	45,051	87,540	43,542	131,082	17,602	70.7%	4,916	12.2%	22,518	34.6%	2,895	7.1%	25,413	24.0%
Total		5,653,006	1,372,482	1,418,424	2,790,906	1,355,979	4,146,885	1,525,174	2,881,153	5,672,059	1,316,935	1,312,500	2,629,435	1,367,141	3,996,576	Δ 55,547	-4.0%	Δ 105,924	-7.5%	Δ 161,477	-5.8%	11,162	0.8%	Δ 150,309	-3.6%

* 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)

(units)

		FY2016	FY2017							FY2018					vs. FY2017					
		Full Year	1Q	2Q	1H	3Q	3Q YTD	4Q	2H	Full Year	1Q	2Q	1H	3Q	3Q YTD	1Q	2Q	1H	3Q	3Q YTD
North America	U.S.	292,641	74,434	90,066	164,500	92,252	256,752	45,311	137,563	302,063	57,248	57,694	114,942	78,359	193,301	-23.1%	-35.9%	-30.1%	-15.1%	-24.7%
	Canada	14,660	5,726	8,008	13,734	5,724	19,458	6,224	11,948	25,682	11,636	6,216	17,852	6,370	24,222	103.2%	-22.4%	30.0%	11.3%	24.5%
	Total	307,301	80,160	98,074	178,234	97,976	276,210	51,535	149,511	327,745	68,884	63,910	132,794	84,729	217,523	-14.1%	-34.8%	-25.5%	-13.5%	-21.2%
Europe	Russia	4,043	1,428	787	2,215	962	3,177	143	1,105	3,320	546	461	1,007	501	1,508	-61.8%	-41.4%	-54.5%	-47.9%	-52.5%
	Others	86,670	23,898	21,360	45,258	13,626	58,884	12,026	25,652	70,910	17,727	3,260	20,987	1,169	22,156	-25.8%	-84.7%	-53.6%	-91.4%	-62.4%
	Total	90,713	25,326	22,147	47,473	14,588	62,061	12,169	26,757	74,230	18,273	3,721	21,994	1,670	23,664	-27.8%	-83.2%	-53.7%	-88.6%	-61.9%
Mid & South America	Mexico	46,840	8,931	12,129	21,060	7,926	28,986	2,745	10,671	31,731	9,054	7,081	16,135	7,401	23,536	1.4%	-41.6%	-23.4%	-6.6%	-18.8%
	Chile	3,271	1,142	1,687	2,829	750	3,579	878	1,628	4,457	992	1,551	2,543	987	3,530	-13.1%	-8.1%	-10.1%	31.6%	-1.4%
	Others	10,273	2,055	2,714	4,769	1,760	6,529	4,106	5,866	10,635	3,268	2,379	5,647	1,573	7,220	59.0%	-12.3%	18.4%	-10.6%	10.6%
	Total	60,384	12,128	16,530	28,658	10,436	39,094	7,729	18,165	46,823	13,314	11,011	24,325	9,961	34,286	9.8%	-33.4%	-15.1%	-4.6%	-12.3%
Asia	China	13,172	4,207	4,735	8,942	4,063	13,005	2,486	6,549	15,491	2,864	1,575	4,439	2,558	6,997	-31.9%	-66.7%	-50.4%	-37.0%	-46.2%
	Others	30,585	5,807	7,509	13,316	8,725	22,041	4,205	12,930	26,246	7,696	7,836	15,532	7,070	22,602	32.5%	4.4%	16.6%	-19.0%	2.5%
	Total	43,757	10,014	12,244	22,258	12,788	35,046	6,691	19,479	41,737	10,560	9,411	19,971	9,628	29,599	5.5%	-23.1%	-10.3%	-24.7%	-15.5%
Oceania	Australia	22,118	5,319	5,347	10,666	5,766	16,432	5,165	10,931	21,597	5,078	6,441	11,519	6,554	18,073	-4.5%	20.5%	8.0%	13.7%	10.0%
	Others	2,949	821	632	1,453	476	1,929	835	1,311	2,764	816	456	1,272	785	2,057	-0.6%	-27.8%	-12.5%	64.9%	6.6%
	Total	25,067	6,140	5,979	12,119	6,242	18,361	6,000	12,242	24,361	5,894	6,897	12,791	7,339	20,130	-4.0%	15.4%	5.5%	17.6%	9.6%
Middle East	Saudi Arabia	9,519	24	414	438	516	954	2,103	2,619	3,057	996	1,784	2,780	1,100	3,880	4050.0%	330.9%	534.7%	113.2%	306.7%
	UAE	41,030	7,765	7,286	15,051	9,181	24,232	15,147	24,328	39,379	15,654	12,636	28,290	13,165	41,455	101.6%	73.4%	88.0%	43.4%	71.1%
	Others	22,940	3,167	4,085	7,252	2,876	10,128	6,956	9,832	17,084	4,676	7,143	11,819	4,889	16,708	47.6%	74.9%	63.0%	70.0%	65.0%
	Total	73,489	10,956	11,785	22,741	12,573	35,314	24,206	36,779	59,520	21,326	21,563	42,889	19,154	62,043	94.7%	83.0%	88.6%	52.3%	75.7%
Africa & Others	Total	9,745	2,243	3,371	5,614	1,690	7,304	1,951	3,641	9,255	2,188	2,639	4,827	1,815	6,642	-2.5%	-21.7%	-14.0%	7.4%	-9.1%
Grand Total		610,456	146,967	170,130	317,097	156,293	473,390	110,281	266,574	583,671	140,439	119,152	259,591	134,296	393,887	-4.4%	-30.0%	-18.1%	-14.1%	-16.8%

* Regions are based on JAMA geographic division