

FY 2008 First Quarter Financial Results

August 1, 2008
Nissan Motor Co., Ltd

FY08 first quarter financial results

Highlights

- ✓ **Tough Environment**
 - Foreign exchange rate (120.8 -> 104.6 JPY/USD)
 - US TIV dropped by 12.0% in FY08 1Q
 - US industry resale values declined sharply
 - Raw material prices including oil and steel continue to rise

- ✓ **...but strength in our core markets and profitable growth in GOM**
 - US : Increased market share but in different segments
 - Japan : Sales volume in line with BP due to strength of new models
 - Europe : Sales increases in Russia and Eastern Europe offset severe decline in Western European sales
 - GOM : Contribution to total sales continues to grow

- ✓ **...and prompt countermeasures to recent changes in environment**
 - Sales price increases
 - Production adjustment in US (increase in passengers vehicles, decrease in trucks)
 - Offer Voluntary Transition Program at Smyrna and Decherd plant
 - Production increase in Japan, UK and Mexico
 - Provision revision for residual value risk on leased vehicles

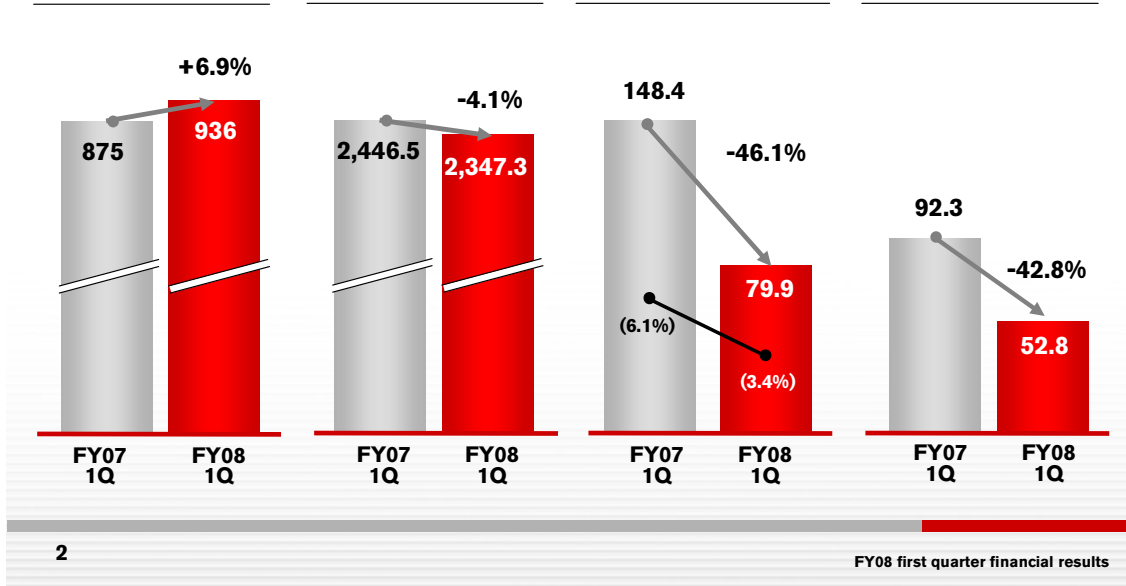
Key performance indicators

Unit sales
(K units)

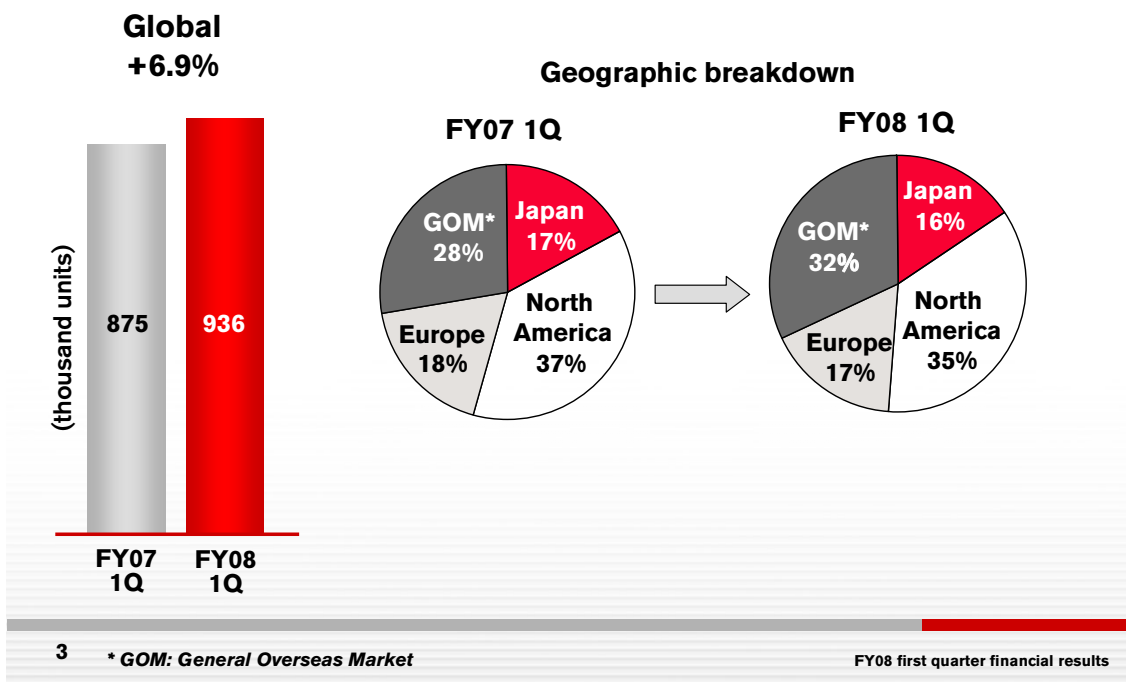
Net Revenue
(billion yen)

COP (OPM)
(billion yen, %)

Net Income
(billion yen)

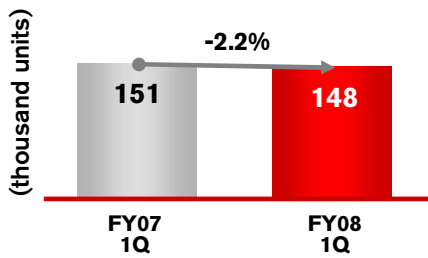


FY08 1st quarter sales results and breakdown

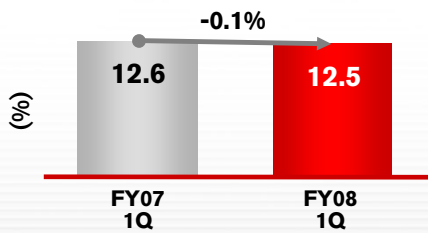


FY08 1st quarter sales results: Japan

Retail volume



Market share



Operating environment / initiatives

- Minor model changes such as Note (+12.5%) and Tiida (+23.7%) improved performance
- Model mix improvement with X-TRAIL and New Teana
- Domestic production increased +38.2% due to high volume of exports



Note



Teana



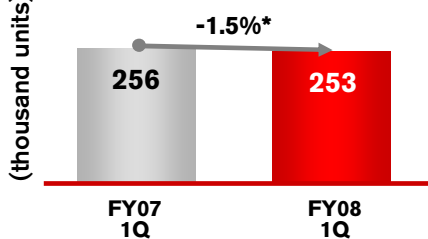
Tiida



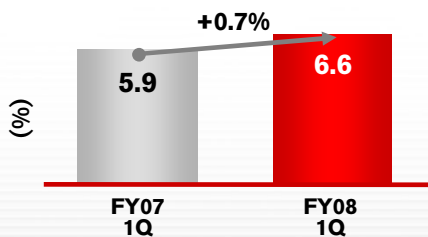
X-TRAIL

FY08 1st quarter sales results: North America

US Retail volume



US Market share



US Operating environment / initiatives

- Despite TIV decrease of -12.0%*, market share improved by +0.7% to 6.6%
- Nissan cars up +12.0%*, trucks down -20.7%*
- The all new Maxima and Infiniti FX debuted in the US on June 24



Altima



Rogue

Canada

- Nissan sales up +15.9% to 25.7 k units

Mexico

- Nissan sales up +13.3% to 51.1 k units

Production status in North America

[Immediate actions]

- Production adjustment at Smyrna plant
 - Truck : 4 days/week with 2 shifts from April to **5 days/week with 1 shift from August**
 - Passenger : 5 days/week with 2 shifts + **additional 1H overtime per day from July**
- Production adjustments at Canton plant
 - Truck : 4 days/week with 2 shifts from March to **5 days/week with 1 shift from July**
 - Passenger : 5 days/week with 2 shifts to **5 days/week with 3 shifts from August**

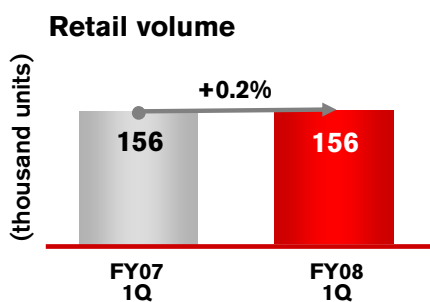
[In process]

- **Offer Voluntary Transition Program at Smyrna and Decherd plant**
- **Introduce 3 shifts at Cuernavaca plant in Mexico to increase production of Versa**
- **Increase production capacity for 4-cylinder engines and CVT at Decherd/Mexico/Japan**

[Future actions]

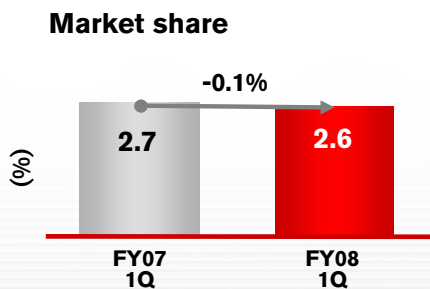
- **OEM agreement with Chrysler for the next generation Titan in 2011**
- **Canton plant to become manufacturing hub for new LCVs in 2010**

FY08 1st quarter sales results: Europe

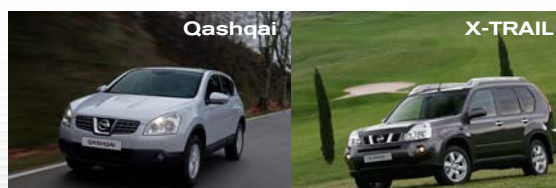


Operating environment / initiatives

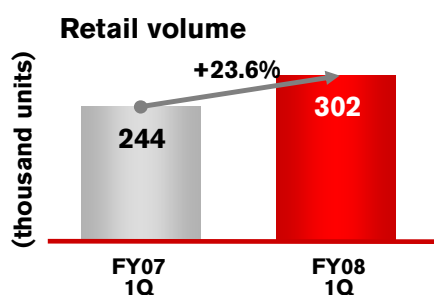
- Launched 24-hour production schedule at UK plant at the end of June due to continued strong demand for Qashqai (+43.8% to 45.1 k units)
- Continued strong sales in Russia (+19.6% to 42.4 k units)



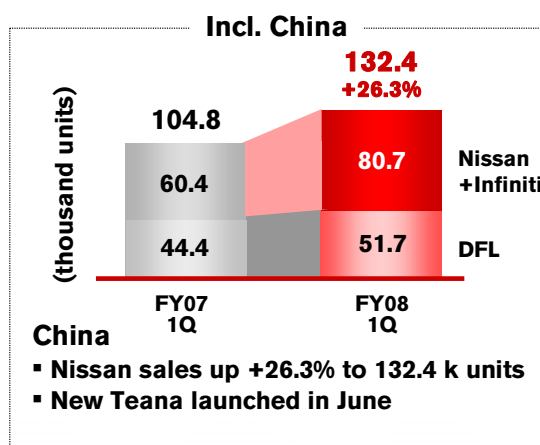
Tiida



FY08 1st quarter sales results: GOM*



- In the Middle East, Nissan sales up +59.4% to 65.1 k units
- Commenced production in 6 countries for Livina series. Favorable response to X-Gear (C-Gear in China)
- Production volume in Thailand is up +24.2% to 17.5 k units due to expanding export business



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* GOM: General Overseas Market

FY08 first quarter financial results

FY08 1st quarter financial results

(billion yen)	(A) FY07 1Q	(B) FY08 1Q	(B)/(A) Variance
Consolidated net revenue	2,446.5	2,347.3	-4.1%
Consolidated operating profit	148.4	79.9	-46.1%
Operating profit margin	6.1%	3.4%	-2.7 points
FX rate	120.8 JPY/USD 162.8 JPY/EUR	104.6 JPY/USD 163.4 JPY/EUR	

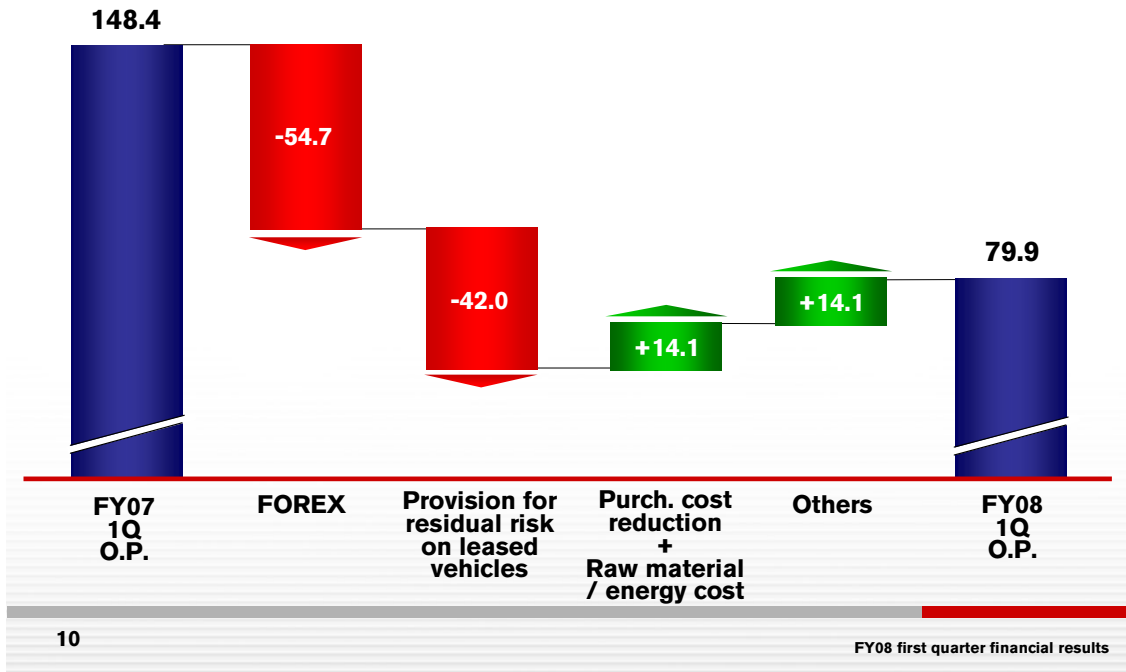
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FY08 first quarter financial results

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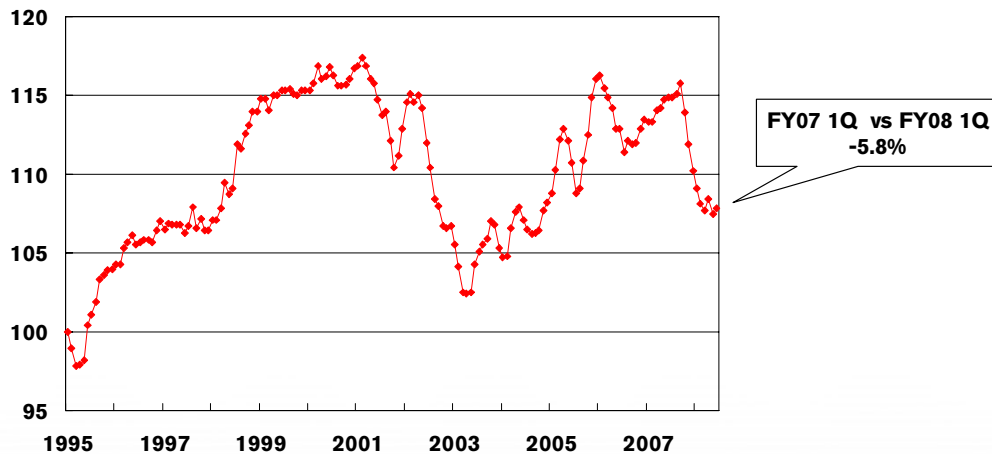
Operating profit variance analysis

(billion yen)



Used vehicle value evolution in US

Used vehicle value index*



- Index is at lowest level in more than 3 years.
- The steep decline drives higher returns and additional remarketing portfolio risks.
- Segments impacted most: Large SUV / Pickups and Entry luxury cars

FY08 1st quarter financial results

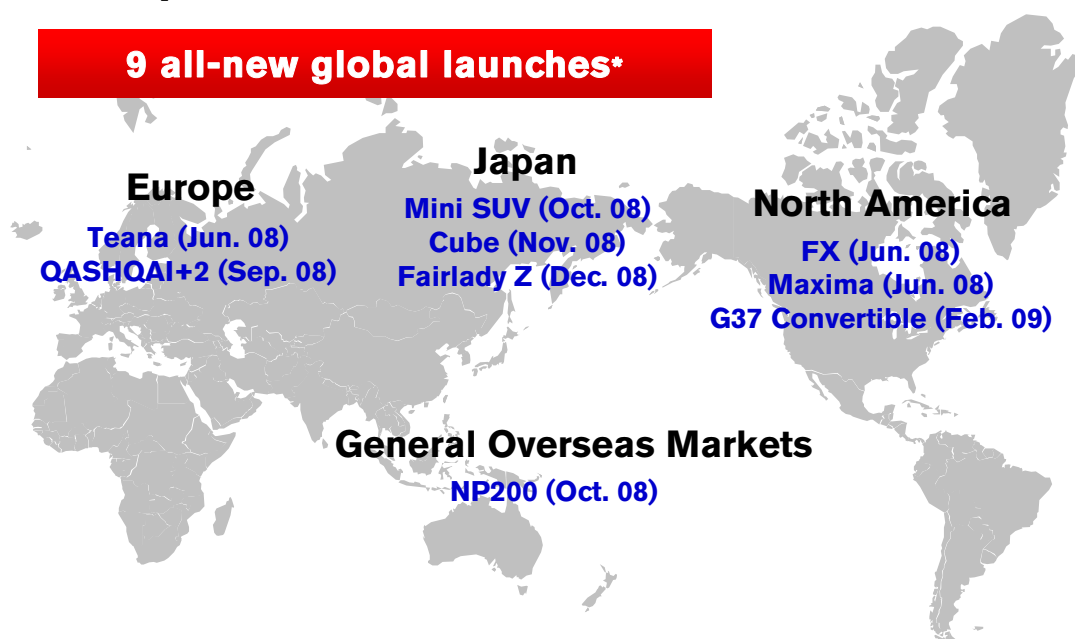
(billion yen)	(A) FY07 1Q	(B) FY08 1Q	(B)/(A) Variance
Consolidated operating profit	148.4	79.9	-46.1%
<i>Non-operating</i>	2.9	2.6	
Ordinary profit	151.3	82.5	-45.5%
<i>Extraordinary</i>	-2.9	-7.2	
Profit before tax	148.4	75.3	-49.3%
<i>Taxes & Minority interest</i>	-56.1	-22.5	
Net income	92.3	52.8	-42.8%

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FY08 first quarter financial results

FY08 product launches

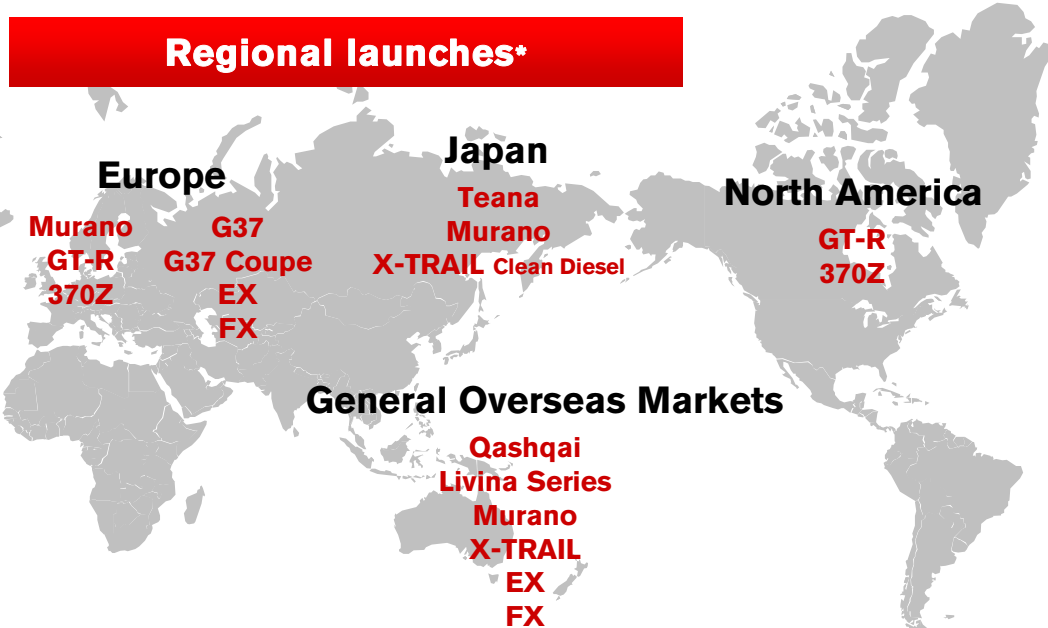
9 all-new global launches*



13 * global launch: new model as global basis

FY08 first quarter financial results

FY08 product launches



14 * Regional launch: new model that has already sold in other region

FY08 first quarter financial results

FY08 outlook

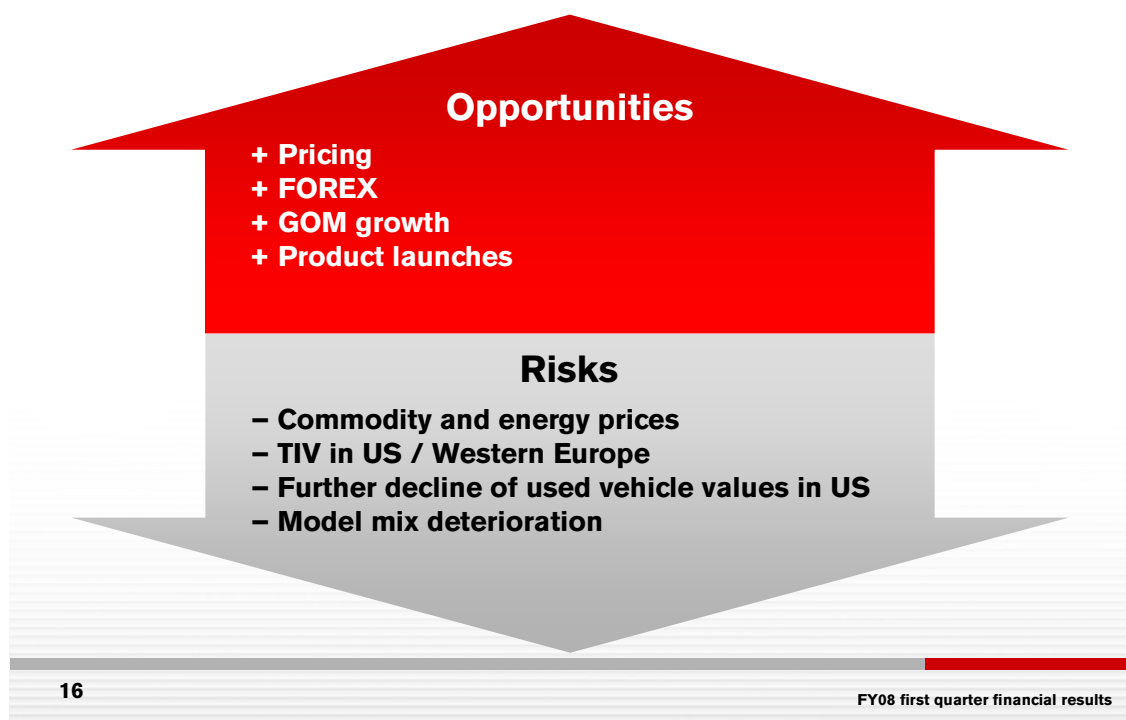
Presented on May 13, 2008

(billion yen)	(A) FY07	(B) FY08*	(B)/(A) Variance
Consolidated net revenue	10,824.2	10,350.0	-4.4%
Consolidated operating profit	790.8	550.0	-30.5%
Ordinary profit	766.4	545.0	-28.9%
Net income	482.3	340.0	-29.5%
FX rate assumption	114.4 JPY/USD	100.0 JPY/USD	

15 * Forecast

FY08 first quarter financial results

Risks and opportunities



NISSAN GT 2012 update

■ Quality leadership

June 4 J.D. Power released IQS results. Infiniti ranked No.2.

■ Zero-emission leadership

May 19 AESC full operations started.

May 19 EV project announced for 2010 with Kanagawa Prefecture.

July 9 Partnership for zero-emission mobility with Portugal.

July 22 Partnership for zero-emission mobility with the State of Tennessee.

■ 5% revenue growth on average over 5 years

May 12 J/V with Bajaj Auto to build "ULC."

May 28 DFL announced new mid-term business plan for China.

June New Teana launched in Japan/China/Russia.

June New Infiniti FX launched in US/Canada.

June New Maxima launched in US/Canada.

July GT-R launched in US/Canada.