

# FY2014 Consolidated Financial Results



May 13, 2015

Company name : Nissan Motor Co., Ltd. <Tokyo Stock Exchange in Japan>  
 Code no : 7201 (URL <http://www.nissan-global.com/EN/IR/>)  
 Representative : Carlos Ghosn, President  
 Contact person : Joji Tagawa, Corporate Vice President, IR Department Tel. (045) 523 - 5523  
 Scheduled date of the general meeting of shareholders : To be determined Scheduled date of payment of cash dividends : To be determined  
 Scheduled date of filing Yukashoken-Houkokusho : To be determined  
 The additional materials of the Financial Results for FY2014 : Yes  
 The briefing session of the Financial Results for FY2014 : Yes

(Amounts less than one million yen are rounded)

## 1. Consolidated Financial Results for FY2014 (April 1, 2014 through March 31, 2015)

### <1> Consolidated operating results

(Percent indications show percentage of changes from corresponding figures for the previous period.)

|        | Net sales       |      | Operating income |      | Ordinary income |      | Net income      |      |
|--------|-----------------|------|------------------|------|-----------------|------|-----------------|------|
|        | Millions of yen | %    | Millions of yen  | %    | Millions of yen | %    | Millions of yen | %    |
| FY2014 | 11,375,207      | 8.5  | 589,561          | 18.3 | 694,232         | 31.7 | 457,574         | 17.6 |
| FY2013 | 10,482,520      | 20.0 | 498,365          | 13.6 | 527,189         | 4.5  | 389,034         | 14.0 |

(Note): Comprehensive income : 719,903 million yen for FY2014, -9.6% : 796,533 million yen for FY2013, 10.3%

|        | Net income per share-basic | Net income per share-diluted | Net income as a percentage of net assets excluding share subscription rights and minority interests | Ordinary income as a percentage of total assets | Operating income as a percentage of net sales |
|--------|----------------------------|------------------------------|---|---|---|
|        | yen                        | yen                          | %   | %   | %   |
| FY2014 | 109.15                     | 109.14                       | 10.0  | 4.4   | 5.2   |
| FY2013 | 92.82                      | 92.82                        | 9.6   | 3.9   | 4.8   |

(Reference): Equity in earnings (losses) of affiliates : 106,513 million yen for FY2014, 78,815 million yen for FY2013

### <2> Consolidated financial position

|        | Total assets    | Net assets      | Net assets excluding share subscription rights and minority interests as a percentage of total assets | Net assets excluding share subscription rights and minority interests per share |
|--------|-----------------|-----------------|---|---|
|        | Millions of yen | Millions of yen | %   | yen   |
| FY2014 | 17,045,659      | 5,247,262       | 28.4  | 1,152.83  |
| FY2013 | 14,703,403      | 4,671,528       | 29.5  | 1,035.06  |

(Reference): Net assets excluding share subscription rights and minority interests: 4,834,416 million yen as of March 31, 2015, 4,338,654 million yen as of March 31, 2014

### <3> Consolidated cash flows

|        | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at the end of period |
|--------|--------------------------------------|--------------------------------------|--------------------------------------|--|
|        | Millions of yen                      | Millions of yen                      | Millions of yen                      | Millions of yen                                |
| FY2014 | 692,747                              | (1,022,025)                          | 245,896                              | 802,612  |
| FY2013 | 728,123                              | (1,080,416)                          | 396,925                              | 832,716  |

## 2. Dividends

|                 | Annual cash dividends per share |                    |                    |                    |       | Total cash dividends (Annual) | Payout ratio (Consolidated) | Cash dividends as a percentage of net assets (Consolidated) |
|-----------------|---------------------------------|--------------------|--------------------|--------------------|-------|-------------------------------|-----------------------------|---|
|                 | at 1st quarter end              | at 2nd quarter end | at 3rd quarter end | at fiscal year end | Total |                               |                             |   |
|                 | yen                             | yen                | yen                | yen                | yen   | Millions of yen               | %                           | %   |
| FY2013          | —                               | 15.00              | —                  | 15.00              | 30.00 | 125,750                       | 32.3                        | 3.1   |
| FY2014          | —                               | 16.50              | —                  | 16.50              | 33.00 | 138,372                       | 30.2                        | 3.0   |
| FY2015 forecast | —                               | —                  | —                  | —                  | 42.00 |                               | 36.3                        |   |

## 3. Forecast of consolidated operating results for FY2015 (April 1, 2015 through March 31, 2016)

(Percent indications show percentage of changes from corresponding figures for the previous period.)

|        | Net sales       |     | Operating income |      | Ordinary income |      | Net income attributable to owners of parent |     | Net income per share |
|--------|-----------------|-----|------------------|------|-----------------|------|---|-----|----------------------|
|        | Millions of yen | %   | Millions of yen  | %    | Millions of yen | %    | Millions of yen                             | %   |                      |
| FY2015 | 12,100,000      | 6.4 | 675,000          | 14.5 | 765,000         | 10.2 | 485,000                                     | 6.0 | 115.65               |

**※ Notes**

<1> Significant changes in scope of consolidation: None

In : - ( Company Name : ) Out : - ( Company Name : )

<2> Changes in accounting policies, accounting estimation change and error correction

<2>-1 Changes in accounting policies due to the revision of the accounting standards: Yes

<2>-2 Changes in accounting policies except for those in <2>-1: None

<2>-3 Changes due to accounting estimation change: None

<2>-4 Error correction: None

Note: See attached page18 "4. CONSOLIDATED FINANCIAL STATEMENTS (7) Changes in accounting policies."

<3> Number of shares issued

<3>-1 Number of shares issued at the fiscal year end (including treasury stocks)

<3>-2 Number of treasury shares at the fiscal year end

<3>-3 The average number of shares issued during the fiscal year

|        |                      |        |                      |
|--------|----------------------|--------|----------------------|
| FY2014 | 4,520,715,112 shares | FY2013 | 4,520,715,112 shares |
| FY2014 | 327,195,781 shares   | FY2013 | 329,028,446 shares   |
| FY2014 | 4,192,309,319 shares | FY2013 | 4,191,414,231 shares |

**(Reference) Non-Consolidated Financial Results****Results of FY2014 (April 1, 2014 through March 31, 2015)**

1 Results of non-consolidated operations for the year ended March 31, 2015

(Percent indications show percentage of changes from corresponding figures for the previous period.)

|        | Net sales       |       | Operating income |        | Ordinary income |       | Net income      |       |
|--------|-----------------|-------|------------------|--------|-----------------|-------|-----------------|-------|
|        | Millions of yen | %     | Millions of yen  | %      | Millions of yen | %     | Millions of yen | %     |
| FY2014 | 3,516,415       | (5.9) | 140,602          | (24.9) | 540,154         | 18.1  | 491,570         | 15.5  |
| FY2013 | 3,737,844       | 6.0   | 187,258          | 119.4  | 457,281         | 310.0 | 425,494         | 468.5 |

|        | Net income per share - basic | Net income per share - diluted |
|--------|------------------------------|--------------------------------|
| FY2014 | 109.48 yen                   | 109.48 yen                     |
| FY2013 | 94.77                        | 94.77                          |

**2 Non-consolidated financial position**

|        | Total assets    | Net assets      | Net assets excluding share subscription rights as a percentage of total assets | Net assets per share |
|--------|-----------------|-----------------|--|----------------------|
|        | Millions of yen | Millions of yen | %  | yen                  |
| FY2014 | 4,993,336       | 2,472,951       | 49.5   | 550.20               |
| FY2013 | 4,726,430       | 2,144,281       | 45.3   | 477.04               |

(Reference): Net assets excluding share subscription rights : 2,470,657 million yen as of March 31, 2015, 2,141,881 million yen as of March 31, 2014

**※ Implementation status of Financial Audit**

This Financial Results report for FY2014 was exempt from financial audit which was based on Financial Instruments and Exchange Law of Japan. As of the FY2014 disclosing, Financial Audit for FY2014 financial statements is in progress.

**※ Explanation regarding the appropriate use of forecasts of business results**

The financial forecast is based on judgments and estimates that have been made on the basis of currently available information.

By nature, such financial forecast is subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned forecast due to changes in economic environments related to our business, market trends and exchange rate, etc.

## 【Table of Content of material】

|   |    |
|---|----|
| 1. ANALYSIS OF BUSINESS PERFORMANCE AND FINANCIAL POSITION .....  | 2  |
| (1) Analysis of Business Performance .....  | 2  |
| ① Fiscal Year 2014 Business Performance .....   | 2  |
| ② Fiscal Year 2015 Financial Forecast .....   | 3  |
| (2) Financial Position .....  | 4  |
| ① Balance Sheet .....   | 4  |
| ② Cash Flows .....  | 4  |
| (3) Dividend Policy .....   | 5  |
| 2. MANAGEMENT POLICY .....  | 6  |
| (1) Management Policy of the Company .....  | 6  |
| (2) Medium and Long-term Strategies, Management Target and Issues to be Tackled .....                                       | 6  |
| 3. BASIC RATIONALE ON SELECTION OF ACCOUNTING STANDARDS .....   | 6  |
| 4. CONSOLIDATED FINANCIAL STATEMENTS .....  | 7  |
| (1) Consolidated Balance Sheets .....   | 7  |
| (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income .....                             | 9  |
| Consolidated Statements of Income .....   | 9  |
| Consolidated Statements of Comprehensive Income .....   | 11 |
| (3) Consolidated Statements of Changes in Net Assets .....  | 12 |
| (4) Consolidated Statements of Cash Flows .....   | 14 |
| (5) Events and Conditions which indicate there could be Substantial Doubt about Going Concern Assumption .....              | 16 |
| (6) Basis of Consolidated Financial Statements .....  | 16 |
| (7) Changes in accounting policies .....  | 17 |
| (8) Notes to Consolidated Financial Statements .....  | 18 |
| ① For Consolidated statements of changes in net assets .....  | 18 |
| ② For Consolidated statements of cash flows .....   | 19 |
| ③ Segments of an enterprise and related information .....   | 20 |
| ④ Amount per share .....  | 31 |
| ⑤ Significant subsequent events .....   | 31 |
| (9) Production and sales .....  | 32 |
| ① Consolidated production volume .....  | 32 |
| ② Consolidated sales volume by region .....   | 33 |
| 【Reference】 Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income ..... | 34 |
| The Three-month Period Ended March 31 .....   | 34 |
| Quarterly Consolidated Statements of Income .....   | 34 |
| Quarterly Consolidated Statements of Comprehensive Income .....   | 36 |
| 5. NON-CONSOLIDATED FINANCIAL STATEMENTS .....  | 37 |
| (1) Non-Consolidated Balance Sheets .....   | 37 |
| (2) Non-Consolidated Statements of Income .....   | 40 |
| (3) Non-Consolidated Statements of Changes in Net Assets .....  | 41 |
| (4) Events and Conditions which indicate there could be Substantial Doubt about Going Concern Assumption .....              | 43 |
| (5) Others .....  | 43 |
| 6. OTHER .....  | 44 |
| (1) Directors and statutory auditors changes .....  | 44 |
| (2) Other .....   | 44 |

## 1. ANALYSIS OF BUSINESS PERFORMANCE AND FINANCIAL POSITION

### (1) Analysis of Business Performance

#### ① Fiscal Year 2014 Business Performance

In fiscal year 2014, the global industry volume ("TIV") increased by 2.7% to 85.36 million units. Nissan's global sales amounted to 5,318,000 units, a 2.5% increase year-on-year. Our market share was 6.2% and the same level as the prior fiscal year.

In Japan, TIV decreased by 6.9% year-on-year to 5.30 million units. Our sales reached 623,000 units, down 13.3% from the prior fiscal year despite the contribution of X-trail and Dayz roox. Nissan's market share was down 0.8 points to 11.8%.

In China, TIV increased by 7.6% to 22.34 million units. Our sales units in China resulted in 1,222,000 units, increasing by 0.5% by contribution of X-trail and Sylphy series, after taking into account the impact of the transfer of the medium and heavy commercial vehicle-related business of Dongfeng Motor Co., Ltd. in calculating the units sold during the last year and market share was down 0.4 points to 5.5%.

In the United States of America, TIV increased by 6.9% to 16.73 million units. We sold 1,400,000 units, up 8.9% from the prior fiscal year by contribution of Altima and Rogue, and our market share increased by 0.2 points to 8.4%.

In Europe, TIV increased by 1.7% to 17.78 million units. We sold 582,000 units, up 13.9% from the prior fiscal year excluding Russia by contribution of Qashqai and Juke. Our market share was 3.8%. Our sales in Russia increased by 5.1% to 173,000 units.

In other markets, our sales volumes were up 1.1% to 889,000 units. In those markets, our sales volume in Asia and Oceania was 363,000 units and the same level as the prior fiscal year. Our sales volume in Latin America decreased by 1.2% to 184,000 units. In Middle East area, our sales volume increased by 4.7% to 237,000 units.

Consolidated net sales in the fiscal year 2014 increased by 892.7 billion yen (8.5%) to 11,375.2 billion yen. Consolidated operating income totaled 589.6 billion yen, yielding a 5.2% operating margin, which increased by 91.2 billion yen (18.3%) from the prior fiscal year. The variance of operating income was mainly attributable to positive impacts of foreign exchange which mainly came from the correction of the yen appreciation against the U.S. dollar, purchasing cost-reduction efforts and volume and mix. Those positive impacts were partially offset by increase of marketing and selling expenses, cost increases due to product enrichment and raw materials, deterioration in US provision for residual value risk of leased vehicles, increase in manufacturing expenses and other items. Consolidated net income was 457.6 billion yen, which increased by 68.6 billion yen (17.6%) compared with 389 billion yen in the prior fiscal year.

For fiscal year 2014, automotive free cash flow reached 365.8 billion yen positive. As the results, our net automotive debt continued to be in a net cash position, finishing the year with 1,390.1 billion yen.

## ② Fiscal Year 2015 Financial Forecast

For fiscal year 2015, Nissan anticipates total industry volumes will rise by 0.1% to 85.44 million units. In that period, we expect Nissan to improve with retail volumes by 4.4% to 5.55 million units. This would equate to a record of global market share of 6.5%.

In Japan, we expect continued pressure on consumers due to the shrinkage of tax incentives. This will be more than offset by sales growth in China, North America, especially the U.S., and Europe, and Nissan's retail volumes will improve in global.

We anticipate consolidated net revenues growing by 6.4% to 12.10 trillion yen for the year ending March 31, 2016. Consolidated operating income is forecast to reach 675 billion yen – representing a margin of 5.6% and an increase of 14.5% compared with fiscal year 2014. Consolidated net income attributable to owners of parent is expected to reach 485 billion yen, an increase of 6.0%.

Looking at the year-over-year change in consolidated operating income, we anticipate:

- A negative foreign exchange movement of 40 billion yen;
- An improvement in sales and marketing of 35 billion yen;
- 110 billion yen improvement in *monozukuri*;
- Other items of negative 19.6 billion yen.

Based on our outlook and our expectations for continued solid automotive free cash flow generation for fiscal year 2015, we are forecasting a 27% increase in the dividend to 42 yen per share.

## (2) Financial Position

### ① Balance Sheet

#### ■ Assets

Current assets have increased by 19.8% to 10,317.3 billion yen compared to March 31, 2014. This was mainly attributable to an increase in Sales finance receivables by 1,279.3 billion yen.

Fixed assets have increased by 10.4% to 6,728.3 billion yen compared to March 31, 2014. This was mainly attributable to an increase in Machinery, equipment and vehicles, net by 462.9 billion yen and Investment securities by 58.4 billion yen.

As a result, Total assets have increased by 15.9% to 17,045.7 billion yen compared to March 31, 2014.

#### ■ Liabilities

Current liabilities have increased by 23.7% to 6,417.5 billion yen compared to March 31, 2014. This was mainly due to an increase in Short-term borrowings by 316.0 billion yen and Current portion of long-term borrowings by 466.2 billion yen.

Long-term liabilities have increased by 11.1% to 5,380.9 billion yen compared to March 31, 2014. This was mainly due to an increase in Bonds by 176.7 billion yen and Net defined benefit liability by 119.7 billion yen.

As a result, Total liabilities have increased by 17.6% to 11,798.4 billion yen compared to March 31, 2014.

#### ■ Net Assets

Net assets have increased by 12.3% to 5,247.3 billion yen compared to 4,671.5 billion yen as of March 31, 2014. This was mainly attributable to Retained earnings of 285.2 billion yen and a decrease in Translation adjustments (loss) by 222.4 billion yen.

### ② Cash Flows

Cash and cash equivalents at the end of fiscal year 2014 decreased by 30.1 billion yen or 3.6% to 802.6 billion yen, due to a decrease in inflows from operating activities and financing activities despite of a decrease of cash outflows of investing activities.

#### ■ Operating Activities

Cash and cash equivalents provided by operating activities amounted to 692.7 billion yen in fiscal year 2014, a decrease of 35.4 billion yen from 728.1 billion yen provided in the prior fiscal year. This was mainly due to a decrease in trade notes and accounts payable and an increase in sales finance receivables despite an increase in proceeds from business operations.

#### ■ Investing Activities

Cash and cash equivalents used in investing activities amounted to 1,022.0 billion yen in fiscal year 2014, a decrease of 58.4 billion yen from 1,080.4 billion yen used in the prior fiscal year. This was mainly attributable to an increase in proceeds from sales of leased vehicles.

#### ■ Financing Activities

Cash and cash equivalents provided by financing activities amounted to 245.9 billion yen in fiscal year 2014, a decrease of 151.0 billion yen from the inflows of 396.9 billion yen in the prior fiscal year. This was mainly due to a decrease in proceeds from long-term borrowings and a decrease in proceeds from issuance of bonds despite an increase in short-term borrowings.

(Reference)

Trend of ratios related to cash flows

|  | FY2012 | FY2013 | FY2014 |
|--|--------|--------|--------|
| Shareholders' Equity Ratio (%)               | 30.0   | 29.5   | 28.4   |
| Shareholders' Equity Ratio at Fair Value (%) | 30.5   | 26.2   | 30.1   |
| Debt to Cash Flows Ratio (Year)              | 11.6   | 7.8    | 9.6    |
| Interest Coverage Ratio                      | 4.7    | 7.3    | 6.0    |

Shareholders' Equity Ratio : Net assets excluding share subscription rights and minority interests / Total assets

Shareholders' Equity Ratio at fair value : Fair value of issued and outstanding stocks / Total assets

Debt to Cash Flows Ratio : Interest bearing debt / Operating cash flows

Interest Coverage Ratio : Operating cash flows / Interest paid

\* All ratios are calculated based on Consolidated Financial Statements.

\* Fair value of issued and outstanding stocks is calculated at Price of stock at fiscal year end × Number of stocks issued and outstanding (excluding Treasury stock).

\* Operating cash flows represent the cash flows from operating activities stated on the Consolidated Statements of Cash Flows. Interest bearing debt represents debt stated on the Consolidated Balance Sheets for which interest is paid. Interest paid represents corresponding amount stated on the Consolidated Statements of Cash Flows.

### (3) Dividend Policy

Nissan's strategic actions reflect not only its long-term vision as a global company to create sustainable value but also the company's commitment to maximizing total shareholder return.

We plan to pay year-end cash dividends of 16.5 yen per share for fiscal year 2014. Combined with the 16.5 yen dividend for the interim, the total dividend payment for fiscal year 2014 is expected to be 33 yen per share. Please note that the year-end dividend payment for fiscal year 2014 is to be resolved at the annual general shareholders' meeting.

Taking into account business conditions, risks and opportunities for the year, the dividend payment plan for fiscal year 2015 is expected to be 42 yen per share.

## 2. MANAGEMENT POLICY

### (1) Management Policy of the Company

Guided by the vision of Enriching People's Lives, Nissan is aiming to provide unique and innovative automotive products and services that deliver superior measurable values to all stakeholders in alliance with Renault.

### (2) Medium and Long-term Strategies, Management Target and Issues to be Tackled

Nissan is operating its business based on the mid-term plan, "NISSAN POWER 88" for the fiscal years 2011 through 2016.

"Power" derives its significance from the strengths and efforts we will apply to our brands and sales.

Our commitment is to renew our focus on the overall customer experience, elevating Nissan's brand power and ensuring quality excellence for every person who buys a Nissan car.

"88" denotes the measurable rewards from achieving our plan. We aim to achieve a global market share of 8% from 5.8% in fiscal year 2010, and we will increase our corporate operating profit to a sustainable 8% from 6.1% in fiscal year 2010.

Nissan is implementing six strategies under "NISSAN POWER 88":

- ① Strengthening brand power
- ② Enhancing sales power
- ③ Improvement in quality
- ④ Zero-emission leadership
- ⑤ Business expansion
- ⑥ Cost leadership

Together with a stronger brand, investments in products, technologies and global capacity, we aim to achieve "Nissan Power 88" and grow further beyond.

## 3. BASIC RATIONALE ON SELECTION OF ACCOUNTING STANDARDS

We are currently in the process of studying the adoption of International Financial Reporting Standards (IFRS) for the purpose of disclosure of financial information.



## 4. CONSOLIDATED FINANCIAL STATEMENTS

### (1) Consolidated Balance Sheets

|  | (in millions of yen)   |                        |
|--|------------------------|------------------------|
|  | FY2013                 | FY2014                 |
|  | (As of March 31, 2014) | (As of March 31, 2015) |
| <b>Assets</b>                          |                        |                        |
| Current assets                         |                        |                        |
| Cash on hand and in banks              | 822,863                | 761,074                |
| Trade notes and accounts receivable    | 785,954                | 888,814                |
| Sales finance receivables              | 5,033,558              | 6,312,874              |
| Securities                             | 13,470                 | 41,651                 |
| Merchandise and finished goods         | 769,676                | 853,962                |
| Work in process                        | 94,386                 | 90,811                 |
| Raw materials and supplies             | 287,789                | 365,224                |
| Deferred tax assets                    | 210,395                | 226,891                |
| Other                                  | 650,143                | 851,168                |
| Allowance for doubtful accounts        | (58,956)               | (75,124)               |
| Total current assets                   | 8,609,278              | 10,317,345             |
| Fixed assets                           |                        |                        |
| Property, plant and equipment          |                        |                        |
| Buildings and structures, net          | 615,127                | 661,979                |
| Machinery, equipment and vehicles, net | 2,658,776              | 3,121,627              |
| Land                                   | 642,932                | 643,940                |
| Construction in progress               | 337,635                | 265,119                |
| Other, net                             | 503,568                | 573,574                |
| Total property, plant and equipment    | 4,758,038              | 5,266,239              |
| Intangible fixed assets                | 92,334                 | 114,456                |
| Investments and other assets           |                        |                        |
| Investment securities                  | 930,293                | 988,733                |
| Long-term loans receivable             | 13,529                 | 14,569                 |
| Net defined benefit assets             | 7,262                  | 10,078                 |
| Deferred tax assets                    | 117,437                | 140,669                |
| Other                                  | 177,785                | 195,927                |
| Allowance for doubtful accounts        | (2,553)                | (2,357)                |
| Total investments and other assets     | 1,243,753              | 1,347,619              |
| Total fixed assets                     | 6,094,125              | 6,728,314              |
| Total assets                           | 14,703,403             | 17,045,659             |

|   | (in millions of yen)   |                        |
|---|------------------------|------------------------|
|   | FY2013                 | FY2014                 |
|   | (As of March 31, 2014) | (As of March 31, 2015) |
| <b>Liabilities</b>  |                        |                        |
| <b>Current liabilities</b>  |                        |                        |
| Trade notes and accounts payable  | 1,511,910              | 1,554,399              |
| Short-term borrowings   | 706,576                | 1,022,613              |
| Current portion of long-term borrowings   | 910,546                | 1,376,780              |
| Commercial papers   | 151,175                | 200,692                |
| Current portion of bonds  | 226,590                | 216,942                |
| Lease obligations   | 32,838                 | 23,043                 |
| Accrued expenses  | 693,438                | 908,909                |
| Deferred tax liabilities  | 316                    | 64                     |
| Accrued warranty costs  | 93,151                 | 112,989                |
| Other   | 860,709                | 1,001,064              |
| <b>Total current liabilities</b>  | <b>5,187,249</b>       | <b>6,417,495</b>       |
| <b>Long-term liabilities</b>  |                        |                        |
| Bonds   | 918,783                | 1,095,518              |
| Long-term borrowings  | 2,682,381              | 2,717,478              |
| Lease obligations   | 23,580                 | 18,167                 |
| Deferred tax liabilities  | 605,140                | 673,521                |
| Accrued warranty costs  | 105,884                | 129,365                |
| Net defined benefit liability   | 216,583                | 336,261                |
| Other   | 292,275                | 410,592                |
| <b>Total long-term liabilities</b>  | <b>4,844,626</b>       | <b>5,380,902</b>       |
| <b>Total liabilities</b>  | <b>10,031,875</b>      | <b>11,798,397</b>      |
| <b>Net assets</b>   |                        |                        |
| <b>Shareholders' equity</b>   |                        |                        |
| Common stock  | 605,814                | 605,814                |
| Capital surplus   | 804,485                | 804,567                |
| Retained earnings   | 3,526,646              | 3,811,848              |
| Treasury stock  | (149,315)              | (148,239)              |
| <b>Total shareholders' equity</b>   | <b>4,787,630</b>       | <b>5,073,990</b>       |
| <b>Accumulated other comprehensive income</b>   |                        |                        |
| Unrealized holding gain and loss on securities  | 81,630                 | 95,600                 |
| Unrealized gain and loss from hedging instruments   | (7,015)                | 7,185                  |
| Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | (13,945)               | (13,945)               |
| Translation adjustments   | (469,202)              | (246,776)              |
| Remeasurements of defined benefit plans   | (40,444)               | (81,638)               |
| <b>Total accumulated other comprehensive income</b>   | <b>(448,976)</b>       | <b>(239,574)</b>       |
| Share subscription rights   | 2,401                  | 2,294                  |
| Minority interests  | 330,473                | 410,552                |
| <b>Total net assets</b>   | <b>4,671,528</b>       | <b>5,247,262</b>       |
| <b>Total liabilities and net assets</b>   | <b>14,703,403</b>      | <b>17,045,659</b>      |

**(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income**

Consolidated Statements of Income

|   | (in millions of yen)                      |   |
|---|---|---|
|   | FY2013                                    | FY2014                                    |
|   | (From April 1, 2013<br>To March 31, 2014) | (From April 1, 2014<br>To March 31, 2015) |
| Net sales   | 10,482,520                                | 11,375,207                                |
| Cost of sales   | 8,636,063                                 | 9,241,341                                 |
| Gross profit  | 1,846,457                                 | 2,133,866                                 |
| Selling, general and administrative expenses                    |   |   |
| Advertising expenses  | 289,098                                   | 336,792                                   |
| Service costs   | 100,255                                   | 93,606                                    |
| Provision for warranty costs                                    | 107,480                                   | 133,567                                   |
| Other selling expenses  | 204,953                                   | 255,044                                   |
| Salaries and wages  | 354,908                                   | 392,969                                   |
| Retirement benefit expenses                                     | 25,174                                    | 17,511                                    |
| Supplies  | 3,637                                     | 4,222                                     |
| Depreciation and amortization                                   | 43,515                                    | 44,826                                    |
| Provision for doubtful accounts                                 | 31,869                                    | 52,079                                    |
| Amortization of goodwill  | 1,814                                     | 1,837                                     |
| Other   | 185,389                                   | 211,852                                   |
| Total selling, general and administrative expenses              | 1,348,092                                 | 1,544,305                                 |
| Operating income  | 498,365                                   | 589,561                                   |
| Non-operating income  |   |   |
| Interest income   | 17,064                                    | 25,323                                    |
| Dividends income  | 6,013                                     | 6,425                                     |
| Equity in earnings of affiliates                                | 78,815                                    | 106,513                                   |
| Exchange gain   | —   | 66,185                                    |
| Miscellaneous income  | 9,254                                     | 17,813                                    |
| Total non-operating income                                      | 111,146                                   | 222,259                                   |
| Non-operating expenses  |   |   |
| Interest expense  | 28,677                                    | 29,167                                    |
| Derivative loss   | 18,166                                    | 58,379                                    |
| Exchange loss   | 13,063                                    | —   |
| Amortization of net retirement benefit obligation at transition | 9,075                                     | 9,098                                     |
| Miscellaneous expenses  | 13,341                                    | 20,944                                    |
| Total non-operating expenses                                    | 82,322                                    | 117,588                                   |
| Ordinary income   | 527,189                                   | 694,232                                   |

|  | (in millions of yen)                      |   |
|--|---|---|
|  | FY2013                                    | FY2014                                    |
|  | (From April 1, 2013<br>To March 31, 2014) | (From April 1, 2014<br>To March 31, 2015) |
| <b>Special gains</b>   |   |   |
| Gain on sales of fixed assets                                  | 9,168                                     | 20,008                                    |
| Gain on contribution of securities to retirement benefit trust | 12,175                                    | 17,725                                    |
| Other  | 5,785                                     | 6,169                                     |
| <b>Total special gains</b>                                     | <b>27,128</b>                             | <b>43,902</b>                             |
| <b>Special losses</b>  |   |   |
| Loss on sales of fixed assets                                  | 1,694                                     | 3,299                                     |
| Loss on disposal of fixed assets                               | 11,456                                    | 17,069                                    |
| Impairment loss  | 2,130                                     | 16,103                                    |
| Other  | 9,659                                     | 14,242                                    |
| <b>Total special losses</b>                                    | <b>24,939</b>                             | <b>50,713</b>                             |
| Income before income taxes and minority interests              | 529,378                                   | 687,421                                   |
| Income taxes-current   | 131,990                                   | 224,010                                   |
| Income taxes-deferred  | (16,939)                                  | (26,686)                                  |
| <b>Total income taxes</b>                                      | <b>115,051</b>                            | <b>197,324</b>                            |
| Income before minority interests                               | 414,327                                   | 490,097                                   |
| Income attributable to minority interests                      | 25,293                                    | 32,523                                    |
| <b>Net income</b>  | <b>389,034</b>                            | <b>457,574</b>                            |

Consolidated Statements of Comprehensive Income

|   | (in millions of yen)                                |   |
|---|---|---|
|   | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) |
| Income before minority interests                  | 414,327   | 490,097   |
| Other comprehensive income                        |   |   |
| Unrealized holding gain and loss on securities    | 52,417  | 12,621  |
| Unrealized gain and loss from hedging instruments | 790   | 14,194  |
| Translation adjustments                           | 205,966   | 203,822   |
| Remeasurements of defined benefit plans           | —   | (42,559)  |
| The amount for equity method company portion      | 123,033   | 41,728  |
| Total other comprehensive income                  | 382,206   | 229,806   |
| Comprehensive income                              | 796,533   | 719,903   |
| (Breakdown of comprehensive income)               |   |   |
| Parent company portion of comprehensive income    | 762,268   | 666,976   |
| Minority interest portion of comprehensive income | 34,265  | 52,927  |

(3) Consolidated Statements of Changes in Net Assets  
FY 2013 (From April 1, 2013 To March 31, 2014)

(in millions of yen)

|   | Shareholders' equity |                 |                   |                |                            | Accumulated other comprehensive income         |   |
|---|----------------------|-----------------|-------------------|----------------|----------------------------|--|---|
|   | Common stock         | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity | Unrealized holding gain and loss on securities | Unrealized gain and loss from hedging instruments |
| Balance at the beginning of current period                    | 605,814              | 804,470         | 3,252,876         | (149,549)      | 4,513,611                  | 20,897   | (8,578)   |
| Cumulative effect of changes in accounting policies           |                      |                 |                   |                | —                          |  |   |
| Restated balance  | 605,814              | 804,470         | 3,252,876         | (149,549)      | 4,513,611                  | 20,897   | (8,578)   |
| Changes of items during the period                            |                      |                 |                   |                |                            |  |   |
| Cash dividends paid   |                      |                 | (115,265)         |                | (115,265)                  |  |   |
| Net income  |                      |                 | 389,034           |                | 389,034                    |  |   |
| Purchase of treasury stock                                    |                      |                 |                   | (11)           | (11)                       |  |   |
| Disposal of treasury stock                                    |                      | 15              |                   | 245            | 260                        |  |   |
| Changes in the scope of consolidation                         |                      |                 |                   |                |                            |  |   |
| Net changes of items other than those in shareholders' equity |                      |                 |                   |                |                            | 60,733   | 1,563   |
| Total changes of items during the period                      |                      | 15              | 273,770           | 234            | 274,019                    | 60,733   | 1,563   |
| Balance at the end of current period                          | 605,814              | 804,485         | 3,526,646         | (149,315)      | 4,787,630                  | 81,630   | (7,015)   |

|   | Accumulated other comprehensive income  |                         |   |  | Share subscription rights | Minority interests | Total net assets |
|---|---|-------------------------|---|--|---------------------------|--------------------|------------------|
|   | Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | Translation adjustments | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                           |                    |                  |
| Balance at the beginning of current period                    | (13,945)  | (780,137)               | —                                       | (781,763)                                    | 2,415                     | 301,767            | 4,036,030        |
| Cumulative effect of changes in accounting policies           |   |                         |   |  |                           |                    | —                |
| Restated balance  | (13,945)  | (780,137)               | —                                       | (781,763)                                    | 2,415                     | 301,767            | 4,036,030        |
| Changes of items during the period                            |   |                         |   |  |                           |                    |                  |
| Cash dividends paid   |   |                         |   |  |                           |                    | (115,265)        |
| Net income  |   |                         |   |  |                           |                    | 389,034          |
| Purchase of treasury stock                                    |   |                         |   |  |                           |                    | (11)             |
| Disposal of treasury stock                                    |   |                         |   |  |                           |                    | 260              |
| Changes in the scope of consolidation                         |   |                         |   |  |                           |                    |                  |
| Net changes of items other than those in shareholders' equity |   | 310,935                 | (40,444)                                | 332,787                                      | (14)                      | 28,706             | 361,479          |
| Total changes of items during the period                      |   | 310,935                 | (40,444)                                | 332,787                                      | (14)                      | 28,706             | 635,498          |
| Balance at the end of current period                          | (13,945)  | (469,202)               | (40,444)                                | (448,976)                                    | 2,401                     | 330,473            | 4,671,528        |

FY 2014 (From April 1, 2014 To March 31, 2015)

(in millions of yen)

|   | Shareholders' equity |                 |                   |                |                            | Accumulated other comprehensive income         |   |
|---|----------------------|-----------------|-------------------|----------------|----------------------------|--|---|
|   | Common stock         | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity | Unrealized holding gain and loss on securities | Unrealized gain and loss from hedging instruments |
| Balance at the beginning of current period                    | 605,814              | 804,485         | 3,526,646         | (149,315)      | 4,787,630                  | 81,630   | (7,015)   |
| Cumulative effect of changes in accounting policies           |                      |                 | (40,132)          |                | (40,132)                   |  |   |
| Restated balance  | 605,814              | 804,485         | 3,486,514         | (149,315)      | 4,747,498                  | 81,630   | (7,015)   |
| Changes of items during the period                            |                      |                 |                   |                |                            |  |   |
| Cash dividends paid   |                      |                 | (132,054)         |                | (132,054)                  |  |   |
| Net income  |                      |                 | 457,574           |                | 457,574                    |  |   |
| Purchase of treasury stock                                    |                      |                 |                   | (208)          | (208)                      |  |   |
| Disposal of treasury stock                                    |                      | 82              |                   | 1,284          | 1,366                      |  |   |
| Changes in the scope of consolidation                         |                      |                 | (186)             |                | (186)                      |  |   |
| Net changes of items other than those in shareholders' equity |                      |                 |                   |                |                            | 13,970   | 14,200  |
| Total changes of items during the period                      |                      | 82              | 325,334           | 1,076          | 326,492                    | 13,970   | 14,200  |
| Balance at the end of current period                          | 605,814              | 804,567         | 3,811,848         | (148,239)      | 5,073,990                  | 95,600   | 7,185   |

|   | Accumulated other comprehensive income  |                         |   |  | Share subscription rights | Minority interests | Total net assets |
|---|---|-------------------------|---|--|---------------------------|--------------------|------------------|
|   | Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | Translation adjustments | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                           |                    |                  |
| Balance at the beginning of current period                    | (13,945)  | (469,202)               | (40,444)                                | (448,976)                                    | 2,401                     | 330,473            | 4,671,528        |
| Cumulative effect of changes in accounting policies           |   |                         |   |  |                           | 192                | (39,940)         |
| Restated balance  | (13,945)  | (469,202)               | (40,444)                                | (448,976)                                    | 2,401                     | 330,665            | 4,631,588        |
| Changes of items during the period                            |   |                         |   |  |                           |                    |                  |
| Cash dividends paid   |   |                         |   |  |                           |                    | (132,054)        |
| Net income  |   |                         |   |  |                           |                    | 457,574          |
| Purchase of treasury stock                                    |   |                         |   |  |                           |                    | (208)            |
| Disposal of treasury stock                                    |   |                         |   |  |                           |                    | 1,366            |
| Changes in the scope of consolidation                         |   |                         |   |  |                           |                    | (186)            |
| Net changes of items other than those in shareholders' equity |   | 222,426                 | (41,194)                                | 209,402                                      | (107)                     | 79,887             | 289,182          |
| Total changes of items during the period                      |   | 222,426                 | (41,194)                                | 209,402                                      | (107)                     | 79,887             | 615,674          |
| Balance at the end of current period                          | (13,945)  | (246,776)               | (81,638)                                | (239,574)                                    | 2,294                     | 410,552            | 5,247,262        |

**(4) Consolidated Statements of Cash Flows**

|  | (in millions of yen)                      |   |
|--|---|---|
|  | FY2013                                    | FY2014                                    |
|  | (From April 1, 2013<br>To March 31, 2014) | (From April 1, 2014<br>To March 31, 2015) |
| <b>Cash flows from operating activities</b>  |   |   |
| Income before income taxes and minority interests  | 529,378                                   | 687,421                                   |
| Depreciation and amortization (for fixed assets excluding leased vehicles)                                       | 364,926                                   | 398,982                                   |
| Depreciation and amortization (for long term prepaid expenses)   | 24,086                                    | 28,003                                    |
| Depreciation and amortization (for leased vehicles)  | 288,276                                   | 355,292                                   |
| Impairment loss  | 2,130                                     | 16,103                                    |
| Gain on contribution of securities to retirement benefit trust   | (12,175)                                  | (17,725)                                  |
| Increase (decrease) in allowance for doubtful receivables  | 12,160                                    | 13,471                                    |
| Provision for residual value risk of leased vehicles (net changes)   | 11,633                                    | 41,911                                    |
| Interest and dividend income   | (23,077)                                  | (31,748)                                  |
| Interest expense   | 101,451                                   | 112,823                                   |
| Equity in losses (earnings) of affiliates  | (78,815)                                  | (106,513)                                 |
| Loss (gain) on sales of fixed assets   | (7,474)                                   | (16,709)                                  |
| Loss on disposal of fixed assets   | 11,456                                    | 17,069                                    |
| Decrease (increase) in trade notes and accounts receivable   | (173,228)                                 | (64,118)                                  |
| Decrease (increase) in sales finance receivables   | (587,060)                                 | (707,321)                                 |
| Decrease (increase) in inventories   | (38,057)                                  | (82,435)                                  |
| Increase (decrease) in trade notes and accounts payable  | 334,367                                   | 125,840                                   |
| Other  | 44,867                                    | 63,422                                    |
| Subtotal   | 804,844                                   | 833,768                                   |
| Interest and dividends received  | 20,654                                    | 25,793                                    |
| Proceeds from dividends income from affiliates accounted for by equity method                                    | 98,907                                    | 145,780                                   |
| Interest paid  | (99,861)                                  | (114,695)                                 |
| Income taxes paid  | (96,421)                                  | (197,899)                                 |
| Net cash provided by operating activities  | 728,123                                   | 692,747                                   |
| <b>Cash flows from investing activities</b>  |   |   |
| Net decrease (increase) in short-term investments  | (3,360)                                   | 3,405                                     |
| Purchase of fixed assets   | (551,808)                                 | (513,268)                                 |
| Proceeds from sales of fixed assets  | 79,578                                    | 88,318                                    |
| Purchase of leased vehicles  | (1,004,141)                               | (1,070,654)                               |
| Proceeds from sales of leased vehicles   | 465,501                                   | 537,721                                   |
| Payments of long-term loans receivable   | (1,292)                                   | (534)                                     |
| Collection of long-term loans receivable   | 254                                       | 310                                       |
| Purchase of investment securities  | (37,617)                                  | (25,591)                                  |
| Proceeds from sales of investment securities   | 2,223                                     | 6,104                                     |
| Proceeds from (payments for) sales of subsidiaries' shares resulting in changes in the scope of consolidation    | (1,321)                                   | (156)                                     |
| Proceeds from (payments for) purchase of subsidiaries' shares resulting in changes in the scope of consolidation | 972                                       | —   |
| Net decrease (increase) in restricted cash   | (8,628)                                   | (36,258)                                  |
| Other  | (20,777)                                  | (11,422)                                  |
| Net cash used in investing activities  | (1,080,416)                               | (1,022,025)                               |



|   | (in millions of yen)                      |   |
|---|---|---|
|   | FY2013                                    | FY2014                                    |
|   | (From April 1, 2013<br>To March 31, 2014) | (From April 1, 2014<br>To March 31, 2015) |
| <b>Cash flows from financing activities</b>                   |   |   |
| Net increase (decrease) in short-term borrowings              | (19,920)                                  | 445,170                                   |
| Proceeds from long-term borrowings                            | 1,373,644                                 | 981,970                                   |
| Proceeds from issuance of bonds                               | 444,666                                   | 325,513                                   |
| Repayments of long-term borrowings                            | (1,058,838)                               | (1,094,942)                               |
| Redemption of bonds   | (181,628)                                 | (238,124)                                 |
| Proceeds from minority shareholders                           | 9,599                                     | 6,242                                     |
| Purchase of treasury stock                                    | (11)                                      | (61)                                      |
| Proceeds from sales of treasury stock                         | 127                                       | 618                                       |
| Repayments of lease obligations                               | (44,312)                                  | (34,047)                                  |
| Cash dividends paid   | (115,265)                                 | (132,054)                                 |
| Cash dividends paid to minority shareholders                  | (11,137)                                  | (14,389)                                  |
| Net cash provided by financing activities                     | <u>396,925</u>                            | <u>245,896</u>                            |
| Effects of exchange rate changes on cash and cash equivalents | 74,850                                    | 50,660                                    |
| Increase (decrease) in cash and cash equivalents              | <u>119,482</u>                            | <u>(32,722)</u>                           |
| Cash and cash equivalents at beginning of the period          | 711,901                                   | 832,716                                   |
| Increase due to inclusion in consolidation                    | 1,333                                     | 2,618                                     |
| Cash and cash equivalents at end of the period                | <u>832,716</u>                            | <u>802,612</u>                            |

**(5) Events and Conditions which indicate there could be Substantial Doubt about Going Concern Assumption**

Not applicable.

**(6) Basis of Consolidated Financial Statements**

① Number of Consolidated Subsidiaries and Companies Accounted for by the Equity Method

(1) Consolidated subsidiaries : 193 companies (Domestic 75, Overseas 118)

Subsidiaries other than the above companies were excluded from consolidation because the effect of not consolidating them was immaterial to the Company's consolidated financial statements.

(2) Companies Accounted for by the Equity Method

Unconsolidated subsidiaries: 21 companies (Domestic 14, Overseas 7)

Affiliates: 31 companies (Domestic 19, Overseas 12)

Subsidiaries and affiliates other than the above companies were not accounted for by the equity method because the effect of not adopting the equity method to them was immaterial to the Company's consolidated net income, retained earnings and others.

(3) Change in the Scope of Consolidation and Equity Method

The change in the scope of consolidation and equity method compared with that at the year ended March 31, 2014 was summarized as follows:

Number of companies newly included in the scope of consolidation; 14 subsidiaries

Number of companies excluded from the scope of consolidation; 2 subsidiaries

Number of companies newly accounted for by the equity method; 2 companies

Number of companies ceased to be accounted for by the equity method; 10 companies

The increase in the number of consolidated subsidiaries was primarily attributable to those that were newly established, or became material to the consolidated financial statements, and the decrease was mainly due to merger, sales of their shares and change of materiality.

② Fiscal Period of Consolidated Subsidiaries

(1) The fiscal year of the following consolidated subsidiaries is different from that of the Company (March 31)

December 31 year end companies: Yulon Nissan Motor Co., Ltd.,

Nissan Mexicana, S.A. de C.V. and 21 other overseas subsidiaries

(2) Nissan Mexicana, S.A. de C.V. and 8 other consolidated subsidiaries whose fiscal year end is December 31 close their books of account at March 31 for consolidation reporting purpose.

With respect to Yulon Nissan Motor Co., Ltd. and 13 other consolidated subsidiaries, the necessary adjustments were made in consolidation to reflect any significant transactions from January 1 to March 31.

**(7) Changes in accounting policies**

1) ASBJ Statement No. 26, "Accounting Standard for Retirement Benefits" and ASBJ Guidance No.25, "Guidance on Accounting Standard for Retirement Benefits"

The Company, domestic subsidiaries and affiliates have applied ASBJ Statement No. 26, "Accounting Standard for Retirement Benefits" (released on May 17, 2012, hereinafter the "Standard") and ASBJ Guidance No. 25, "Guidance on Accounting Standard for Retirement Benefits" (released on March 26, 2015, hereinafter the "Guidance") effective from the beginning of the fiscal year ended March 31, 2015, in accordance with the provisions stated in Paragraph 35 of the Standard and Paragraph 67 of the Guidance. As a result, the methods for calculating retirement benefit obligation and service cost have been revised in the following respects: The method for attributing projected benefits to periods has been changed from the straight-line basis to the benefit formula basis, and the method for determining the discount rate has been changed to use a single weighted-average discount rate that reflects the periods until the expected payment of retirement benefits and the amount of projected benefits every such period.

According to the transitional treatment provided in Paragraph 37 of the Standard, the effect of changing the method for calculating retirement benefit obligation and service cost was recognized by adjusting retained earnings at the beginning of the fiscal year ended March 31, 2015.

As a result, net defined benefit liability increased ¥61,659 million and retained earnings decreased ¥40,132 million at the beginning of the fiscal year ended March 31, 2015. The effect of this change on consolidated operating income, ordinary income and income before income taxes and minority interests for the fiscal year ended March 31, 2015, is immaterial.

**(8) Notes to Consolidated Financial Statements**

① For Consolidated statements of changes in net assets

(1) Shares issued and outstanding

| Type of shares              | Number of shares at the beginning of current fiscal year | Increase | Decrease | Number of shares at the end of current fiscal year |
|-----------------------------|--|----------|----------|--|
| Common stock (in thousands) | 4,520,715  | —        | —        | 4,520,715  |

(2) Treasury Stock

| Type of shares              | Number of shares at the beginning of current fiscal year | Increase | Decrease | Number of shares at the end of current fiscal year |
|-----------------------------|--|----------|----------|--|
| Common stock (in thousands) | 329,028  | 51       | (1,883)  | 327,196  |

(Outline of changes)

Details of the increase are as follows:

|  |                    |
|--|--------------------|
| Increase due to the purchase of stocks less than a standard unit         | 50 thousand shares |
| Increase in stocks held by affiliates accounted for by the equity method | 1 thousand shares  |

Details of the decrease are as follows:

|  |                       |
|--|-----------------------|
| Decrease in stocks held by affiliates accounted for by the equity method | 1,248 thousand shares |
| Decrease due to exercising stock options                                 | 635 thousand shares   |

(3) Share subscription rights

| Company        | Description                          | Type of shares to be issued | Number of shares to be issued (in thousands) |          |          |                                   | At the end of current fiscal year (in millions of yen) |
|----------------|--------------------------------------|-----------------------------|--|----------|----------|-----------------------------------|--|
|                |                                      |                             | At the beginning of current fiscal year      | Increase | Decrease | At the end of current fiscal year |  |
| Parent company | Subscription rights as stock options |                             |  | —        |          | 2,294                             |  |
| Total          |                                      |                             |  | —        |          | 2,294                             |  |

(4) Dividends

① Dividends paid

| Resolution  | Type of shares | Total dividends (in millions of yen) | Dividends per share (yen) | Cutoff date        | Effective date    |
|---|----------------|--------------------------------------|---------------------------|--------------------|-------------------|
| Annual general meeting of the shareholders on June 24, 2014 | Common stock   | 62,877                               | 15                        | March 31, 2014     | June 25, 2014     |
| Meeting of the Board of Directors on November 4, 2014       | Common stock   | 69,177                               | 16.5                      | September 30, 2014 | November 26, 2014 |

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

② Dividends of which cutoff date was in FY2014 and effective date will be in the next fiscal year

|                        |   |
|------------------------|---|
| Type of shares         | Common stock  |
| Resources of dividends | Retained earnings                                   |
| Total dividends        | 69,195 million yen (Dividends per share : 16.5 yen) |
| Cutoff date            | March 31, 2015                                      |
| Effective date         | Undetermined  |

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

② For Consolidated statements of cash flows

Cash and cash equivalents as of the year end are reconciled to the accounts reported in the consolidated balance sheets as follows:

|   | (in millions of yen)                                |   |
|---|---|---|
|   | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) |
| Cash on hand and in banks                               | 822,863   | 761,074   |
| Time deposits with maturities of more than three months | (3,617)   | (113)   |
| Cash equivalents included in securities (*)             | 13,470  | 41,651  |
| Cash and cash equivalents                               | 832,716   | 802,612   |

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

③ 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, marine products and related 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, profits or losses, assets and other items by reportable segments

The accounting method for the reportable segments is the same as basis of preparation for the consolidated financial statements.

The segment profits are based on operating income. Inter-segment sales are based on the price in arms-lengths transaction. The segment assets are based on total assets.

3. Matters regarding changes in reportable segments

As stated in "Changes in accounting policies", the methods for calculating retirement benefit obligation and service cost have been changed from the beginning of the fiscal year ended March 31, 2015. Accordingly, retirement benefit obligation and service cost of the reportable segments have been changed.

The effect of this change on segment profits for the fiscal year ended March 31, 2015, is immaterial, whereas, on the Summarized consolidated balance sheets by business segments, retained earnings decreased ¥40,140 million in Automobile & Eliminations and increased ¥8 million in Sales Financing segment respectively at the beginning of the fiscal year ended March 31, 2015.

4. Net sales, profits or losses, assets and other items by reportable segments  
The Year Ended March 31, 2014 (From April 1, 2013 To March 31, 2014)

(in millions of yen)

|  | Reportable segments |                 |            | Elimination of inter-segment transactions | The year ended March 31, 2014 |
|--|---------------------|-----------------|------------|---|-------------------------------|
|  | Automobile          | Sales Financing | Total      |   |                               |
| Net sales  |                     |                 |            |   |                               |
| Sales to third parties                                       | 9,825,507           | 657,013         | 10,482,520 | —   | 10,482,520                    |
| Inter-segment sales or transfers                             | 71,057              | 26,839          | 97,896     | (97,896)                                  | —                             |
| Total  | 9,896,564           | 683,852         | 10,580,416 | (97,896)                                  | 10,482,520                    |
| Segment profits  | 317,762             | 164,706         | 482,468    | 15,897                                    | 498,365                       |
| Segment assets   | 9,039,084           | 7,682,085       | 16,721,169 | (2,017,766)                               | 14,703,403                    |
| Other items  |                     |                 |            |   |                               |
| Depreciation and amortization expense                        | 372,093             | 305,195         | 677,288    | —   | 677,288                       |
| Amortization of goodwill                                     | 1,814               | —               | 1,814      | —   | 1,814                         |
| Interest expense (Cost of sales)                             | 158                 | 93,235          | 93,393     | (20,619)                                  | 72,774                        |
| Investment amounts to equity method companies                | 660,552             | 9,431           | 669,983    | —   | 669,983                       |
| Increase amounts of fixed assets and intangible fixed assets | 568,986             | 1,031,784       | 1,600,770  | —   | 1,600,770                     |

Prior Fourth Quarter (From January 1, 2014 To March 31, 2014)

(in millions of yen)

|                                  | Reportable segments |                 |           | Elimination of inter-segment transactions | Prior Fourth Quarter |
|----------------------------------|---------------------|-----------------|-----------|---|----------------------|
|                                  | Automobile          | Sales Financing | Total     |   |                      |
| Net sales                        |                     |                 |           |   |                      |
| Sales to third parties           | 3,030,546           | 173,358         | 3,203,904 | —   | 3,203,904            |
| Inter-segment sales or transfers | 23,093              | 6,393           | 29,486    | (29,486)                                  | —                    |
| Total                            | 3,053,639           | 179,751         | 3,233,390 | (29,486)                                  | 3,203,904            |
| Segment profits                  | 152,819             | 42,921          | 195,740   | 1,968                                     | 197,708              |

The Year Ended March 31, 2015 (From April 1, 2014 To March 31, 2015)

(in millions of yen)

|  | Reportable segments |                 |            | Elimination of inter-segment transactions | The year ended March 31, 2015 |
|--|---------------------|-----------------|------------|---|-------------------------------|
|  | Automobile          | Sales Financing | Total      |   |                               |
| Net sales  |                     |                 |            |   |                               |
| Sales to third parties                                       | 10,594,206          | 781,001         | 11,375,207 | —   | 11,375,207                    |
| Inter-segment sales or transfers                             | 105,425             | 30,329          | 135,754    | (135,754)                                 | —                             |
| Total  | 10,699,631          | 811,330         | 11,510,961 | (135,754)                                 | 11,375,207                    |
| Segment profits  | 374,847             | 195,497         | 570,344    | 19,217                                    | 589,561                       |
| Segment assets   | 9,666,338           | 9,281,313       | 18,947,651 | (1,901,992)                               | 17,045,659                    |
| Other items  |                     |                 |            |   |                               |
| Depreciation and amortization expense                        | 419,126             | 363,151         | 782,277    | —   | 782,277                       |
| Amortization of goodwill                                     | 1,837               | —               | 1,837      | —   | 1,837                         |
| Interest expense (Cost of sales)                             | —                   | 112,399         | 112,399    | (28,743)                                  | 83,656                        |
| Investment amounts to equity method companies                | 705,403             | 10,271          | 715,674    | —   | 715,674                       |
| Increase amounts of fixed assets and intangible fixed assets | 469,858             | 1,121,134       | 1,590,992  | —   | 1,590,992                     |

Current Fourth Quarter (From January 1, 2015 To March 31, 2015)

(in millions of yen)

|                                  | Reportable segments |                 |           | Elimination of inter-segment transactions | Current Fourth Quarter |
|----------------------------------|---------------------|-----------------|-----------|---|------------------------|
|                                  | Automobile          | Sales Financing | Total     |   |                        |
| Net sales                        |                     |                 |           |   |                        |
| Sales to third parties           | 3,072,906           | 213,795         | 3,286,701 | —   | 3,286,701              |
| Inter-segment sales or transfers | 33,369              | 8,764           | 42,133    | (42,133)                                  | —                      |
| Total                            | 3,106,275           | 222,559         | 3,328,834 | (42,133)                                  | 3,286,701              |
| Segment profits                  | 113,205             | 54,635          | 167,840   | 3,803                                     | 171,643                |



[ Consolidated Financial Statements by Business Segments ]

\* Regarding summarized consolidated balance sheets, summarized consolidated statements of income and summarized consolidated statements of cash flows for the prior fiscal year, 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. SOFOM E.N.R (Mexico), other 6 companies and the sales finance operations of Nissan Canada Inc. (Canada).

\* Regarding summarized consolidated balance sheets, summarized consolidated statements of income and summarized consolidated statements of cash flows for the current fiscal year, 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. SOFOM E.N.R (Mexico), other 7 companies and the sales finance operations of Nissan Canada Inc. (Canada).

\* The financial data on the Automobile & Eliminations represent the differences between the consolidated figures and those for the Sales Financing segment.

1) Summarized consolidated balance sheets by business segments

(in millions of yen)

|   | Automobile & Eliminations        |                                  | Sales Financing                  |                                  | Consolidated total               |                                  |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|   | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) |
| <b>Current assets</b>                         |                                  |                                  |                                  |                                  |                                  |                                  |
| Cash on hand and in banks                     | 708,028                          | 708,478                          | 114,835                          | 52,596                           | 822,863                          | 761,074                          |
| Trade notes and accounts receivable           | 785,367                          | 887,060                          | 587                              | 1,754                            | 785,954                          | 888,814                          |
| Sales finance receivables                     | (27,375)                         | (29,407)                         | 5,060,933                        | 6,342,281                        | 5,033,558                        | 6,312,874                        |
| Inventories                                   | 1,110,249                        | 1,265,853                        | 41,602                           | 44,144                           | 1,151,851                        | 1,309,997                        |
| Other current assets                          | 520,710                          | 683,976                          | 294,342                          | 360,610                          | 815,052                          | 1,044,586                        |
| Total current assets                          | 3,096,979                        | 3,515,960                        | 5,512,299                        | 6,801,385                        | 8,609,278                        | 10,317,345                       |
| <b>Fixed assets</b>                           |                                  |                                  |                                  |                                  |                                  |                                  |
| Property, plant and equipment, net            | 2,834,665                        | 2,931,670                        | 1,923,373                        | 2,334,569                        | 4,758,038                        | 5,266,239                        |
| Investment securities                         | 911,494                          | 967,076                          | 18,799                           | 21,657                           | 930,293                          | 988,733                          |
| Other fixed assets                            | 178,180                          | 349,640                          | 227,614                          | 123,702                          | 405,794                          | 473,342                          |
| Total fixed assets                            | 3,924,339                        | 4,248,386                        | 2,169,786                        | 2,479,928                        | 6,094,125                        | 6,728,314                        |
| <b>Total assets</b>                           | <b>7,021,318</b>                 | <b>7,764,346</b>                 | <b>7,682,085</b>                 | <b>9,281,313</b>                 | <b>14,703,403</b>                | <b>17,045,659</b>                |
| <b>Current liabilities</b>                    |                                  |                                  |                                  |                                  |                                  |                                  |
| Trade notes and accounts payable              | 1,462,439                        | 1,513,324                        | 49,471                           | 41,075                           | 1,511,910                        | 1,554,399                        |
| Short-term borrowings                         | (1,060,735)                      | (989,910)                        | 3,055,622                        | 3,806,937                        | 1,994,887                        | 2,817,027                        |
| Lease obligations                             | 32,789                           | 23,042                           | 49                               | 1                                | 32,838                           | 23,043                           |
| Other current liabilities                     | 1,369,772                        | 1,705,645                        | 277,842                          | 317,381                          | 1,647,614                        | 2,023,026                        |
| Total current liabilities                     | 1,804,265                        | 2,252,101                        | 3,382,984                        | 4,165,394                        | 5,187,249                        | 6,417,495                        |
| <b>Long-term liabilities</b>                  |                                  |                                  |                                  |                                  |                                  |                                  |
| Bonds   | 280,000                          | 350,000                          | 638,783                          | 745,518                          | 918,783                          | 1,095,518                        |
| Long-term borrowings                          | 350,347                          | (56,837)                         | 2,332,034                        | 2,774,315                        | 2,682,381                        | 2,717,478                        |
| Lease obligations                             | 23,570                           | 18,157                           | 10                               | 10                               | 23,580                           | 18,167                           |
| Other long-term liabilities                   | 523,374                          | 807,682                          | 696,508                          | 742,057                          | 1,219,882                        | 1,549,739                        |
| Total long-term liabilities                   | 1,177,291                        | 1,119,002                        | 3,667,335                        | 4,261,900                        | 4,844,626                        | 5,380,902                        |
| <b>Total liabilities</b>                      | <b>2,981,556</b>                 | <b>3,371,103</b>                 | <b>7,050,319</b>                 | <b>8,427,294</b>                 | <b>10,031,875</b>                | <b>11,798,397</b>                |
| <b>Shareholders' equity</b>                   |                                  |                                  |                                  |                                  |                                  |                                  |
| Common stock                                  | 468,636                          | 454,823                          | 137,178                          | 150,991                          | 605,814                          | 605,814                          |
| Capital surplus                               | 771,105                          | 771,187                          | 33,380                           | 33,380                           | 804,485                          | 804,567                          |
| Retained earnings                             | 3,052,028                        | 3,210,448                        | 474,618                          | 601,400                          | 3,526,646                        | 3,811,848                        |
| Treasury stock                                | (149,315)                        | (148,239)                        | —                                | —                                | (149,315)                        | (148,239)                        |
| Total shareholders' equity                    | 4,142,454                        | 4,288,219                        | 645,176                          | 785,771                          | 4,787,630                        | 5,073,990                        |
| <b>Accumulated other comprehensive income</b> |                                  |                                  |                                  |                                  |                                  |                                  |
| Translation adjustments                       | (451,197)                        | (290,960)                        | (18,005)                         | 44,184                           | (469,202)                        | (246,776)                        |
| Other   | 27,797                           | 2,339                            | (7,571)                          | 4,863                            | 20,226                           | 7,202                            |
| Total accumulated other comprehensive income  | (423,400)                        | (288,621)                        | (25,576)                         | 49,047                           | (448,976)                        | (239,574)                        |
| <b>Share subscription rights</b>              | 2,401                            | 2,294                            | —                                | —                                | 2,401                            | 2,294                            |
| <b>Minority interests</b>                     | 318,307                          | 391,351                          | 12,166                           | 19,201                           | 330,473                          | 410,552                          |
| <b>Total net assets</b>                       | <b>4,039,762</b>                 | <b>4,393,243</b>                 | <b>631,766</b>                   | <b>854,019</b>                   | <b>4,671,528</b>                 | <b>5,247,262</b>                 |
| <b>Total liabilities and net assets</b>       | <b>7,021,318</b>                 | <b>7,764,346</b>                 | <b>7,682,085</b>                 | <b>9,281,313</b>                 | <b>14,703,403</b>                | <b>17,045,659</b>                |

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 (14/3 1,585,430 million yen, 15/3 1,706,288 million yen).

( Interest bearing debt by business segments )

(in millions of yen)

|  | Automobile & Eliminations        |                                  | Sales Financing                  |                                  | Consolidated total               |                                  |
|--|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|  | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) |
| Short-term borrowings from third parties | 342,784                          | 183,763                          | 1,652,103                        | 2,633,264                        | 1,994,887                        | 2,817,027                        |
| Internal loans to Sales Financing        | (1,403,519)                      | (1,173,673)                      | 1,403,519                        | 1,173,673                        | —                                | —                                |
| Short-term borrowings (per B/S)          | (1,060,735)                      | (989,910)                        | 3,055,622                        | 3,806,937                        | 1,994,887                        | 2,817,027                        |
| Bonds                                    | 280,000                          | 350,000                          | 638,783                          | 745,518                          | 918,783                          | 1,095,518                        |
| Long-term borrowings from third parties  | 532,258                          | 475,778                          | 2,150,123                        | 2,241,700                        | 2,682,381                        | 2,717,478                        |
| Internal loans to Sales Financing        | (181,911)                        | (532,615)                        | 181,911                          | 532,615                          | —                                | —                                |
| Long-term borrowings (per B/S)           | 350,347                          | (56,837)                         | 2,332,034                        | 2,774,315                        | 2,682,381                        | 2,717,478                        |
| Lease obligations                        | 56,359                           | 41,199                           | 59                               | 11                               | 56,418                           | 41,210                           |
| Internal loans from Sales Financing      | 75,496                           | 13,820                           | (75,496)                         | (13,820)                         | —                                | —                                |
| Total interest bearing debt              | (298,533)                        | (641,728)                        | 5,951,002                        | 7,312,961                        | 5,652,469                        | 6,671,233                        |
| Cash and cash equivalent                 | 717,379                          | 748,417                          | 115,337                          | 54,195                           | 832,716                          | 802,612                          |
| Net interest bearing debt                | (1,015,912)                      | (1,390,145)                      | 5,835,665                        | 7,258,766                        | 4,819,753                        | 5,868,621                        |

2) Summarized consolidated statements of income by business segments

(in millions of yen)

|  | Automobile & Eliminations                           |   | Sales Financing                                     |   | Consolidated total                                  |   |
|--|---|---|---|---|---|---|
|  | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) |
| <b>Net sales</b>   | 9,798,668   | 10,563,877  | 683,852   | 811,330   | 10,482,520  | 11,375,207  |
| Cost of sales  | 8,190,846   | 8,717,387   | 445,217   | 523,954   | 8,636,063   | 9,241,341   |
| <b>Gross profit</b>                                      | 1,607,822   | 1,846,490   | 238,635   | 287,376   | 1,846,457   | 2,133,866   |
| Operating income as a percentage of net sales            | 3.4%  | 3.7%  | 24.1%   | 24.1%   | 4.8%  | 5.2%  |
| <b>Operating income</b>                                  | 333,659   | 394,064   | 164,706   | 195,497   | 498,365   | 589,561   |
| Financial income / expenses, net                         | (5,422)   | 2,448   | (178)   | 133   | (5,600)   | 2,581   |
| Other non-operating income and expenses, net             | 35,199  | 99,454  | (775)   | 2,636   | 34,424  | 102,090   |
| <b>Ordinary income</b>                                   | 363,436   | 495,966   | 163,753   | 198,266   | 527,189   | 694,232   |
| <b>Income before income taxes and minority interests</b> | 365,047   | 487,397   | 164,331   | 200,024   | 529,378   | 687,421   |
| <b>Net income</b>  | 284,746   | 330,550   | 104,288   | 127,024   | 389,034   | 457,574   |

**3) Summarized consolidated statements of cash flows by business segments**

(in millions of yen)

|  | Automobile & Eliminations                           |   | Sales Financing                                     |   | Consolidated total                                  |   |
|--|---|---|---|---|---|---|
|  | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) |
| <b>Cash flows from operating activities</b>                  |   |   |   |   |   |   |
| Income before income taxes and minority interests            | 365,047   | 487,397   | 164,331   | 200,024   | 529,378   | 687,421   |
| Depreciation and amortization                                | 372,093   | 419,126   | 305,195   | 363,151   | 677,288   | 782,277   |
| Decrease (increase) in sales finance receivables             | (98,334)  | 2,072   | (488,726)   | (709,393)   | (587,060)   | (707,321)   |
| Others   | 86,184  | (101,030)   | 22,333  | 31,400  | 108,517   | (69,630)  |
| Subtotal   | 724,990   | 807,565   | 3,133   | (114,818)   | 728,123   | 692,747   |
| <b>Cash flows from investing activities</b>                  |   |   |   |   |   |   |
| Proceeds from sales of investment securities                 | 902   | 3,691   | —   | 2,257   | 902   | 5,948   |
| Purchase of fixed assets                                     | (501,441)   | (453,281)   | (50,367)  | (59,987)  | (551,808)   | (513,268)   |
| Proceeds from sales of fixed assets                          | 32,941  | 42,149  | 46,637  | 46,169  | 79,578  | 88,318  |
| Purchase of leased vehicles                                  | (4,834)   | (142)   | (999,307)   | (1,070,512)   | (1,004,141)   | (1,070,654)   |
| Proceeds from sales of leased vehicles                       | 154   | 64  | 465,347   | 537,657   | 465,501   | 537,721   |
| Others   | (53,058)  | (34,218)  | (17,390)  | (35,872)  | (70,448)  | (70,090)  |
| Subtotal   | (525,336)   | (441,737)   | (555,080)   | (580,288)   | (1,080,416)   | (1,022,025)   |
| <b>Cash flows from financing activities</b>                  |   |   |   |   |   |   |
| Net increase (decrease) in short-term borrowings             | 12,497  | 201,448   | (32,417)  | 243,722   | (19,920)  | 445,170   |
| Net changes in long-term borrowings and redemption of bonds  | (225,507)   | (520,522)   | 358,685   | 169,426   | 133,178   | (351,096)   |
| Proceeds from issuance of bonds                              | 109,787   | 119,739   | 334,879   | 205,774   | 444,666   | 325,513   |
| Others   | (135,069)   | (184,386)   | (25,930)  | 10,695  | (160,999)   | (173,691)   |
| Subtotal   | (238,292)   | (383,721)   | 635,217   | 629,617   | 396,925   | 245,896   |
| Effect of exchange rate changes on cash and cash equivalents | 70,136  | 47,383  | 4,714   | 3,277   | 74,850  | 50,660  |
| Increase (decrease) in cash and cash equivalents             | 31,498  | 29,490  | 87,984  | (62,212)  | 119,482   | (32,722)  |
| Cash and cash equivalents at beginning of the period         | 684,548   | 717,379   | 27,353  | 115,337   | 711,901   | 832,716   |
| Increase due to inclusion in consolidation                   | 1,333   | 1,548   | —   | 1,070   | 1,333   | 2,618   |
| <b>Cash and cash equivalents at end of the period</b>        | <b>717,379</b>                                      | <b>748,417</b>                                      | <b>115,337</b>                                      | <b>54,195</b>                                       | <b>832,716</b>                                      | <b>802,612</b>                                      |

Notes: 1. The increase (decrease) in short-term borrowings of Automobile & Eliminations includes the amounts eliminated for net increase (13/4~14/3 51,057 million yen) and net decrease (14/4~15/3 267,575 million yen) in internal loans receivables from the Sales Financing segment.  
2. The net change in long-term borrowings and redemption of bonds of Automobile & Eliminations includes the amounts eliminated for net increase (13/4~14/3 127,566 million yen, 14/4~15/3 229,711 million yen) in internal loans receivables from the Sales Financing segment.

[ Net sales and profits or losses by region ]

The Year Ended March 31, 2014 (From April 1, 2013 To March 31, 2014)

(in millions of yen)

|                            | Japan     | North America | Europe    | Asia      | Other overseas countries | Total      | Eliminations | Consolidated |
|----------------------------|-----------|---------------|-----------|-----------|--------------------------|------------|--------------|--------------|
| Net sales                  |           |               |           |           |                          |            |              |              |
| (1) Sales to third parties | 2,348,283 | 4,488,316     | 1,660,041 | 996,056   | 989,824                  | 10,482,520 | —            | 10,482,520   |
| (2) Inter-segment sales    | 2,475,765 | 341,659       | 221,706   | 597,823   | 9,616                    | 3,646,569  | (3,646,569)  | —            |
| Total                      | 4,824,048 | 4,829,975     | 1,881,747 | 1,593,879 | 999,440                  | 14,129,089 | (3,646,569)  | 10,482,520   |
| Operating income (loss)    | 322,647   | 191,930       | (23,611)  | 53,268    | (29,996)                 | 514,238    | (15,873)     | 498,365      |

Prior Fourth Quarter (From January 1, 2014 To March 31, 2014)

(in millions of yen)

|                            | Japan     | North America | Europe  | Asia    | Other overseas countries | Total     | Eliminations | Consolidated |
|----------------------------|-----------|---------------|---------|---------|--------------------------|-----------|--------------|--------------|
| Net sales                  |           |               |         |         |                          |           |              |              |
| (1) Sales to third parties | 744,411   | 1,284,541     | 557,251 | 325,064 | 292,637                  | 3,203,904 | —            | 3,203,904    |
| (2) Inter-segment sales    | 538,514   | 91,044        | 53,586  | 159,489 | 2,962                    | 845,595   | (845,595)    | —            |
| Total                      | 1,282,925 | 1,375,585     | 610,837 | 484,553 | 295,599                  | 4,049,499 | (845,595)    | 3,203,904    |
| Operating income (loss)    | 61,470    | 104,034       | 284     | 17,504  | (3,108)                  | 180,184   | 17,524       | 197,708      |

- Notes: 1. Regions are representing 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, Central and South America excluding Mexico and South Africa

The Year Ended March 31, 2015 (From April 1, 2014 To March 31, 2015)

(in millions of yen)

|                            | Japan     | North America | Europe    | Asia      | Other overseas countries | Total      | Eliminations | Consolidated |
|----------------------------|-----------|---------------|-----------|-----------|--------------------------|------------|--------------|--------------|
| Net sales                  |           |               |           |           |                          |            |              |              |
| (1) Sales to third parties | 2,173,459 | 5,235,620     | 1,706,675 | 1,109,832 | 1,149,621                | 11,375,207 | —            | 11,375,207   |
| (2) Inter-segment sales    | 2,342,538 | 379,669       | 219,918   | 625,566   | 8,449                    | 3,576,140  | (3,576,140)  | —            |
| Total                      | 4,515,997 | 5,615,289     | 1,926,593 | 1,735,398 | 1,158,070                | 14,951,347 | (3,576,140)  | 11,375,207   |
| Operating income (loss)    | 244,068   | 295,729       | (25,792)  | 55,676    | (18,930)                 | 550,751    | 38,810       | 589,561      |

Current Fourth Quarter (From January 1, 2015 To March 31, 2015)

(in millions of yen)

|                            | Japan     | North America | Europe   | Asia    | Other overseas countries | Total     | Eliminations | Consolidated |
|----------------------------|-----------|---------------|----------|---------|--------------------------|-----------|--------------|--------------|
| Net sales                  |           |               |          |         |                          |           |              |              |
| (1) Sales to third parties | 646,960   | 1,543,269     | 443,169  | 325,718 | 327,585                  | 3,286,701 | —            | 3,286,701    |
| (2) Inter-segment sales    | 605,103   | 106,111       | 56,527   | 172,877 | 1,619                    | 942,237   | (942,237)    | —            |
| Total                      | 1,252,063 | 1,649,380     | 499,696  | 498,595 | 329,204                  | 4,228,938 | (942,237)    | 3,286,701    |
| Operating income (loss)    | 62,903    | 79,864        | (10,613) | 21,591  | (336)                    | 153,409   | 18,234       | 171,643      |

- Notes: 1. Regions are representing 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, Central and South America excluding Mexico and South Africa

**【Related information】**

**1. Information about geographical area**

**(1) Net sales**

The Year Ended March 31, 2014 (From April 1, 2013 To March 31, 2014) (in millions of yen)

| Japan     | North America |           | Europe    | Asia      | Other overseas countries | Total      |
|-----------|---------------|-----------|-----------|-----------|--------------------------|------------|
|           |               | U.S.A.    |           |           |                          |            |
| 2,077,135 | 4,337,127     | 3,601,147 | 1,666,307 | 1,215,769 | 1,186,182                | 10,482,520 |

Prior Fourth Quarter (From January 1, 2014 To March 31, 2014) (in millions of yen)

| Japan   | North America |           | Europe  | Asia    | Other overseas countries | Total     |
|---------|---------------|-----------|---------|---------|--------------------------|-----------|
|         |               | U.S.A.    |         |         |                          |           |
| 677,086 | 1,243,426     | 1,044,726 | 566,751 | 373,027 | 343,614                  | 3,203,904 |

- Notes:
- Regions are representing customers' location.
  - Areas are segmented based on their geographical proximity and their mutual operational relationship.
  - Major countries and areas which belong to segments other than Japan are as follows:
    - North America : The United States of America, Canada and Mexico
    - Europe : France, The United Kingdom, Spain, Russia and other European countries
    - Asia : China, Thailand, India and other Asian countries
    - Other overseas countries : Oceania, Middle East, Central and South America excluding Mexico, South Africa, etc.

The Year Ended March 31, 2015 (From April 1, 2014 To March 31, 2015) (in millions of yen)

| Japan     | North America |           | Europe    | Asia      | Other overseas countries | Total      |
|-----------|---------------|-----------|-----------|-----------|--------------------------|------------|
|           |               | U.S.A.    |           |           |                          |            |
| 1,853,000 | 5,063,298     | 4,191,022 | 1,745,837 | 1,374,551 | 1,338,521                | 11,375,207 |

Current Fourth Quarter (From January 1, 2015 To March 31, 2015) (in millions of yen)

| Japan   | North America |           | Europe  | Asia    | Other overseas countries | Total     |
|---------|---------------|-----------|---------|---------|--------------------------|-----------|
|         |               | U.S.A.    |         |         |                          |           |
| 559,369 | 1,495,065     | 1,258,186 | 461,449 | 395,188 | 375,630                  | 3,286,701 |

- Notes:
- Regions are representing customers' location.
  - Areas are segmented based on their geographical proximity and their mutual operational relationship.
  - Major countries and areas which belong to segments other than Japan are as follows:
    - North America : The United States of America, Canada and Mexico
    - Europe : France, The United Kingdom, Spain, Russia and other European countries
    - Asia : China, Thailand, India and other Asian countries
    - Other overseas countries : Oceania, Middle East, Central and South America excluding Mexico, South Africa, etc.

**(2) Property, plant and equipment**

The Year Ended March 31, 2014 (As of March 31, 2014)

(in millions of yen)

| Japan     | North America |           | Europe  | Asia    | Other overseas countries | Total     |
|-----------|---------------|-----------|---------|---------|--------------------------|-----------|
|           |               | U.S.A.    |         |         |                          |           |
| 1,590,173 | 2,501,107     | 2,084,468 | 289,270 | 283,465 | 94,023                   | 4,758,038 |

- Notes:
- Regions are representing location of the Company and its group companies.
  - Areas are segmented based on their geographical proximity and their mutual operational relationship.
  - Major countries and areas which belong to segments other than Japan are as follows:
    - North America : The United States of America, Canada and Mexico
    - Europe : France, The United Kingdom, Spain, Russia and other European countries
    - Asia : China, Thailand, India and other Asian countries
    - Other overseas countries : Oceania, Middle East, Central and South America excluding Mexico and South Africa

The Year Ended March 31, 2015 (As of March 31, 2015)

(in millions of yen)

| Japan     | North America |           | Europe  | Asia    | Other overseas countries | Total     |
|-----------|---------------|-----------|---------|---------|--------------------------|-----------|
|           |               | U.S.A.    |         |         |                          |           |
| 1,552,554 | 3,002,760     | 2,531,017 | 294,209 | 335,449 | 81,267                   | 5,266,239 |

- Notes:
- Regions are representing location of the Company and its group companies.
  - Areas are segmented based on their geographical proximity and their mutual operational relationship.
  - Major countries and areas which belong to segments other than Japan are as follows:
    - North America : The United States of America, Canada and Mexico
    - Europe : France, The United Kingdom, Spain, Russia and other European countries
    - Asia : China, Thailand, India and other Asian countries
    - Other overseas countries : Oceania, Middle East, Central and South America excluding Mexico and South Africa

2. Information about the impairment loss of fixed assets by reportable segments

The Year Ended March 31, 2014 (From April 1, 2013 To March 31, 2014) (in millions of yen)

|                 | Reportable segments |                 |       | Elimination of inter-segment transactions | Total |
|-----------------|---------------------|-----------------|-------|---|-------|
|                 | Automobile          | Sales Financing | Total |   |       |
| Impairment loss | 2,130               | —               | 2,130 | —   | 2,130 |

The Year Ended March 31, 2015 (From April 1, 2014 To March 31, 2015) (in millions of yen)

|                 | Reportable segments |                 |        | Elimination of inter-segment transactions | Total  |
|-----------------|---------------------|-----------------|--------|---|--------|
|                 | Automobile          | Sales Financing | Total  |   |        |
| Impairment loss | 16,103              | —               | 16,103 | —   | 16,103 |

3. Information about the amortization of goodwill and unamortized balance by reportable segments

The Year Ended March 31, 2014 (From April 1, 2013 To March 31, 2014) (in millions of yen)

|                                    | Reportable segments |                 |        | Elimination of inter-segment transactions | Total  |
|------------------------------------|---------------------|-----------------|--------|---|--------|
|                                    | Automobile          | Sales Financing | Total  |   |        |
| Amortization of goodwill           | 1,814               | —               | 1,814  | —   | 1,814  |
| Balance at the end of current year | 19,231              | —               | 19,231 | —   | 19,231 |

The Year Ended March 31, 2015 (From April 1, 2014 To March 31, 2015) (in millions of yen)

|                                    | Reportable segments |                 |        | Elimination of inter-segment transactions | Total  |
|------------------------------------|---------------------|-----------------|--------|---|--------|
|                                    | Automobile          | Sales Financing | Total  |   |        |
| Amortization of goodwill           | 1,837               | —               | 1,837  | —   | 1,837  |
| Balance at the end of current year | 17,381              | —               | 17,381 | —   | 17,381 |

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

The Year Ended March 31, 2014 (From April 1, 2013 To March 31, 2014)

This information is not provided due to its low materiality.

The Year Ended March 31, 2015 (From April 1, 2014 To March 31, 2015)

This information is not provided due to its low materiality.



④ Amount per share

(yen)

|                              | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) |
|------------------------------|---|---|
| Net assets per share         | 1,035.06  | 1,152.83  |
| Basic net income per share   | 92.82   | 109.15  |
| Diluted net income per share | 92.82   | 109.14  |

Notes: 1. The bases for calculation of basic net income per share and diluted net income per share are as follows:

2. As described in "Changes in accounting policies", the Company has applied Accounting Standard for Retirement Benefits and related Guidance and are conformed with transitional treatment stipulated in paragraph 37 of the Retirement Benefits Accounting Standard.

As a result, net assets per share as of March 31, 2015 decreased by 9.57 yen.

|  | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) |
|--|---|---|
| Basic net income per share   |   |   |
| Average number of shares of common stock during the fiscal year (Thousand of shares) | 4,191,414   | 4,192,039   |
| Diluted net income per share   |   |   |
| Increase in shares of common stock (Thousand of shares)                              | 21  | 120   |
| (Exercise of warrants (Thousand of shares))  | —   | —   |
| (Exercise of share subscription rights (Thousand of shares))                         | 21  | 120   |

⑤ Significant subsequent events

Not applicable.

**(9) Production and sales**

① Consolidated production volume

The Year Ended March 31

(Units)

|                              | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | Change    |        |
|------------------------------|---|---|-----------|--------|
|                              |   |   | Units     | %      |
| Japan                        | 1,000,190   | 870,608   | (129,582) | (13.0) |
| The United States of America | 848,971   | 936,792   | 87,821    | 10.3   |
| Mexico                       | 708,851   | 807,145   | 98,294    | 13.9   |
| The United Kingdom           | 516,488   | 481,180   | (35,308)  | (6.8)  |
| Spain                        | 140,145   | 130,166   | (9,979)   | (7.1)  |
| Russia                       | 26,243  | 27,751  | 1,508     | 5.7    |
| Thailand                     | 146,290   | 101,250   | (45,040)  | (30.8) |
| Indonesia                    | 56,167  | 48,070  | (8,097)   | (14.4) |
| Philippines                  | —   | 1,268   | 1,268     | —      |
| India                        | 230,570   | 210,271   | (20,299)  | (8.8)  |
| South Africa                 | 49,190  | 37,127  | (12,063)  | (24.5) |
| Brazil                       | 23,455  | 42,580  | 19,125    | 81.5   |
| Egypt                        | 13,583  | 16,162  | 2,579     | 19.0   |
| Total                        | 3,760,143   | 3,710,370   | (49,773)  | (1.3)  |

Note: The figures represent the production volume for the twelve-month period from April 1, 2014 to March 31, 2015.

The Three-month Period Ended March 31

(Units)

|                              | Prior Fourth Quarter<br>(From January 1, 2014<br>To March 31, 2014) | Current Fourth Quarter<br>(From January 1, 2015<br>To March 31, 2015) | Change   |        |
|------------------------------|---|---|----------|--------|
|                              |   |   | Units    | %      |
| Japan                        | 256,240   | 245,961   | (10,279) | (4.0)  |
| The United States of America | 247,840   | 237,074   | (10,766) | (4.3)  |
| Mexico                       | 203,610   | 204,788   | 1,178    | 0.6    |
| The United Kingdom           | 144,908   | 125,850   | (19,058) | (13.2) |
| Spain                        | 43,791  | 32,855  | (10,936) | (25.0) |
| Russia                       | 9,488   | 4,908   | (4,580)  | (48.3) |
| Thailand                     | 31,940  | 33,357  | 1,417    | 4.4    |
| Indonesia                    | 15,668  | 11,099  | (4,569)  | (29.2) |
| Philippines                  | —   | 464   | 464      | —      |
| India                        | 60,378  | 47,328  | (13,050) | (21.6) |
| South Africa                 | 13,214  | 7,176   | (6,038)  | (45.7) |
| Brazil                       | 3,918   | 12,410  | 8,492    | 216.7  |
| Egypt                        | 4,242   | 3,836   | (406)    | (9.6)  |
| Total                        | 1,035,237   | 967,106   | (68,131) | (6.6)  |

Note: The figures represent the production volume for the three-month period from January 1 to March 31, 2015.

② Consolidated sales volume by region

The Year Ended March 31

(Units)

|   | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | Change    |        |
|---|---|---|-----------|--------|
|   |   |   | Units     | %      |
| Japan   | 696,790   | 590,432   | (106,358) | (15.3) |
| North America                                   | 1,685,183   | 1,836,790   | 151,607   | 9.0    |
| (The United States of America included therein) | 1,312,186   | 1,412,321   | 100,135   | 7.6    |
| Europe  | 739,675   | 770,838   | 31,163    | 4.2    |
| Asia  | 330,735   | 321,386   | (9,349)   | (2.8)  |
| Other overseas countries                        | 606,068   | 593,482   | (12,586)  | (2.1)  |
| Total   | 4,058,451   | 4,112,928   | 54,477    | 1.3    |

Note: The figures in China and Taiwan, which are included in "Asia" represent the sales volume for the twelve-month period from January 1 to December 31, 2014. Those sold in Japan, North America, Europe, Other overseas countries and Asia (excluding China and Taiwan) represent the vehicles sold for the twelve-month period from April 1, 2014 to March 31, 2015.

The Three-month Period Ended March 31

(Units)

|   | Prior Fourth Quarter<br>(From January 1, 2014<br>To March 31, 2014) | Current Fourth Quarter<br>(From January 1, 2015<br>To March 31, 2015) | Change   |        |
|---|---|---|----------|--------|
|   |   |   | Units    | %      |
| Japan   | 236,042   | 194,121   | (41,921) | (17.8) |
| North America                                   | 476,100   | 505,738   | 29,638   | 6.2    |
| (The United States of America included therein) | 376,851   | 391,657   | 14,806   | 3.9    |
| Europe  | 244,055   | 209,011   | (35,044) | (14.4) |
| Asia  | 103,001   | 89,864  | (13,137) | (12.8) |
| Other overseas countries                        | 168,952   | 155,921   | (13,031) | (7.7)  |
| Total   | 1,228,150   | 1,154,655   | (73,495) | (6.0)  |

Note: The figures in China and Taiwan, which are included in "Asia" represent the sales volume for the three-month period from October 1 to December 31, 2014. Those sold in Japan, North America, Europe, Other overseas countries and Asia (excluding China and Taiwan) represent the vehicles sold for the three-month period from January 1 to March 31, 2015.

**【Reference】 Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income**

The Three-month Period Ended March 31

| Quarterly Consolidated Statements of Income                     | (in millions of yen)  |   |
|---|---|---|
|   | Prior Fourth Quarter<br>(From January 1, 2014<br>To March 31, 2014) | Current Fourth Quarter<br>(From January 1, 2015<br>To March 31, 2015) |
| Net sales   | 3,203,904   | 3,286,701   |
| Cost of sales   | 2,612,085   | 2,598,294   |
| Gross profit  | 591,819   | 688,407   |
| Selling, general and administrative expenses                    |   |   |
| Advertising expenses  | 82,519  | 101,059   |
| Service costs   | 35,862  | 43,385  |
| Provision for warranty costs                                    | 26,519  | 41,017  |
| Other selling expenses  | 62,112  | 114,763   |
| Salaries and wages  | 101,022   | 114,396   |
| Retirement benefit expenses                                     | 5,456   | 4,491   |
| Supplies  | 1,144   | 917   |
| Depreciation and amortization                                   | 11,388  | 11,928  |
| Provision for doubtful accounts                                 | 9,673   | 20,137  |
| Amortization of goodwill  | 442   | 454   |
| Other   | 57,974  | 64,217  |
| Total selling, general and administrative expenses              | 394,111   | 516,764   |
| Operating income  | 197,708   | 171,643   |
| Non-operating income  |   |   |
| Interest income   | 6,260   | 7,222   |
| Dividends income  | 61  | 580   |
| Equity in earnings of affiliates                                | 24,746  | 30,622  |
| Derivative income   | 6,639   | 19,022  |
| Miscellaneous income  | 1,199   | 5,773   |
| Total non-operating income                                      | 38,905  | 63,219  |
| Non-operating expenses  |   |   |
| Interest expense  | 7,966   | 6,513   |
| Amortization of net retirement benefit obligation at transition | 2,275   | 2,221   |
| Exchange loss   | 19,282  | 13,353  |
| Miscellaneous expenses  | 6,668   | 14,904  |
| Total non-operating expenses                                    | 36,191  | 36,991  |
| Ordinary income   | 200,422   | 197,871   |

|  | (in millions of yen)  |   |
|--|---|---|
|  | Prior Fourth Quarter<br>(From January 1, 2014<br>To March 31, 2014) | Current Fourth Quarter<br>(From January 1, 2015<br>To March 31, 2015) |
| Special gains  |   |   |
| Gain on sales of fixed assets                                  | 5,458   | 17,156  |
| Gain on contribution of securities to retirement benefit trust | —   | 17,725  |
| Other  | 4,123   | 4,126   |
| Total special gains  | 9,581   | 39,007  |
| Special losses   |   |   |
| Loss on sales of fixed assets                                  | 1,090   | 1,993   |
| Loss on disposal of fixed assets                               | 6,627   | 12,516  |
| Impairment loss  | 1,202   | 14,487  |
| Other  | 8,384   | 10,878  |
| Total special losses   | 17,303  | 39,874  |
| Income before income taxes and minority interests              | 192,700   | 197,004   |
| Income taxes   | 72,003  | 65,036  |
| Income before minority interests                               | 120,697   | 131,968   |
| Income attributable to minority interests                      | 5,761   | 13,207  |
| Net income   | 114,936   | 118,761   |

Quarterly Consolidated Statements of Comprehensive Income

|   | (in millions of yen)  |   |
|---|---|---|
|   | Prior fourth quarter<br>(From January 1, 2014<br>To March 31, 2014) | Current fourth quarter<br>(From January 1, 2015<br>To March 31, 2015) |
| Income before minority interests                  | 120,697   | 131,968   |
| Other comprehensive income                        |   |   |
| Unrealized holding gain and loss on securities    | 9,123   | 9,697   |
| Unrealized gain and loss from hedging instruments | 1,792   | 9,369   |
| Translation adjustments                           | (12,788)  | (14,937)  |
| Remeasurements of defined benefit plans           | —   | (29,930)  |
| The amount for equity method company portion      | 50,511  | 38,326  |
| Total other comprehensive income                  | 48,638  | 12,525  |
| Comprehensive income                              | 169,335   | 144,493   |
| (Breakdown of comprehensive income)               |   |   |
| Parent company portion of comprehensive income    | 160,133   | 126,400   |
| Minority interest portion of comprehensive income | 9,202   | 18,093  |

## 5. NON-CONSOLIDATED FINANCIAL STATEMENTS

【Non-Consolidated】

### (1) Non-Consolidated Balance Sheets

|  | (in millions of yen)             |                                  |
|--|----------------------------------|----------------------------------|
|  | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) |
| <b>Assets</b>  |                                  |                                  |
| Current assets   |                                  |                                  |
| Cash on hand and in banks                                    | 65,500                           | 24,365                           |
| Trade accounts receivable                                    | 512,367                          | 522,904                          |
| Finished goods   | 51,001                           | 61,396                           |
| Work in process  | 23,923                           | 26,072                           |
| Raw materials and supplies                                   | 72,326                           | 86,379                           |
| Prepaid expenses   | 24,931                           | 19,729                           |
| Deferred tax assets  | 93,086                           | 98,209                           |
| Short-term loans receivable from subsidiaries and affiliates | 561,213                          | 535,902                          |
| Other  | 162,442                          | 166,600                          |
| Allowance for doubtful accounts                              | (13,166)                         | (19,043)                         |
| Total current assets   | 1,553,627                        | 1,522,517                        |
| Fixed assets   |                                  |                                  |
| Property, plant and equipment                                |                                  |                                  |
| Buildings  | 220,096                          | 214,572                          |
| Structures   | 32,438                           | 31,276                           |
| Machinery and equipment                                      | 149,771                          | 136,860                          |
| Vehicles   | 24,382                           | 29,034                           |
| Tools, furniture and fixtures                                | 92,115                           | 79,507                           |
| Land   | 134,459                          | 132,889                          |
| Construction in progress                                     | 6,464                            | 12,994                           |
| Total property, plant and equipment                          | 659,729                          | 637,136                          |
| Intangible fixed assets                                      | 55,539                           | 56,000                           |
| Investments and other assets                                 |                                  |                                  |
| Investment securities  | 189,547                          | 199,394                          |
| Investments in subsidiaries and affiliates                   | 1,554,663                        | 1,708,651                        |
| Long-term loans receivable from subsidiaries and affiliates  | 689,932                          | 846,315                          |
| Other  | 23,669                           | 23,518                           |
| Allowance for doubtful accounts                              | (278)                            | (198)                            |
| Total investments and other assets                           | 2,457,534                        | 2,777,681                        |
| Total fixed assets   | 3,172,803                        | 3,470,818                        |
| Total assets   | 4,726,430                        | 4,993,336                        |

【Non-Consolidated】

|  | (in millions of yen)             |                                  |
|--|----------------------------------|----------------------------------|
|  | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) |
| <b>Liabilities</b>                                     |                                  |                                  |
| Current liabilities                                    |                                  |                                  |
| Trade notes payable                                    | 297                              | 7,023                            |
| Electronically recorded obligations - operating        | —                                | 255,383                          |
| Trade accounts payable                                 | 651,521                          | 428,670                          |
| Short-term borrowings                                  | 384,117                          | 309,033                          |
| Current portion of long-term borrowings                | 166,350                          | 76,350                           |
| Current portion of bonds                               | 69,999                           | 50,000                           |
| Lease obligations                                      | 25,324                           | 18,551                           |
| Accounts payable-other                                 | 19,917                           | 28,927                           |
| Accrued expenses                                       | 262,724                          | 308,724                          |
| Income taxes payable                                   | 30,583                           | 53,712                           |
| Deposits received                                      | 88,198                           | 79,638                           |
| Accrued warranty costs                                 | 23,054                           | 24,507                           |
| Other  | 1,954                            | 663                              |
| Total current liabilities                              | 1,724,043                        | 1,641,184                        |
| Long-term liabilities                                  |                                  |                                  |
| Bonds  | 280,000                          | 350,000                          |
| Long-term borrowings                                   | 360,837                          | 303,462                          |
| Long-term loans payable to subsidiaries and affiliates | 11,012                           | —                                |
| Lease obligations                                      | 27,196                           | 22,529                           |
| Deferred tax liabilities                               | 85,342                           | 52,685                           |
| Accrued warranty costs                                 | 46,282                           | 51,064                           |
| Accrued retirement benefits                            | 31,922                           | 77,705                           |
| Other  | 15,512                           | 21,755                           |
| Total long-term liabilities                            | 858,105                          | 879,200                          |
| <b>Total liabilities</b>                               | 2,582,149                        | 2,520,384                        |



【Non-Consolidated】

|   | (in millions of yen)             |                                  |
|---|----------------------------------|----------------------------------|
|   | FY2013<br>(As of March 31, 2014) | FY2014<br>(As of March 31, 2015) |
| Net assets  |                                  |                                  |
| Shareholders' equity  |                                  |                                  |
| Common stock  | 605,813                          | 605,813                          |
| Capital surplus   |                                  |                                  |
| Legal capital surplus   | 804,470                          | 804,470                          |
| Other capital surplus   | 15                               | 96                               |
| Total capital surplus   | 804,485                          | 804,566                          |
| Retained earnings   |                                  |                                  |
| Legal reserve   | 53,838                           | 53,838                           |
| Other retained earnings   |                                  |                                  |
| Reserve for reduction of replacement cost of specified properties | 59,418                           | 58,274                           |
| Reserve for special depreciation                                  | 67                               | 30                               |
| Unappropriated retained earnings                                  | 578,999                          | 895,741                          |
| Total retained earnings   | 692,324                          | 1,007,884                        |
| Treasury stock  | (31,285)                         | (30,702)                         |
| Total shareholders' equity  | 2,071,337                        | 2,387,562                        |
| Valuation, translation adjustments and others                     |                                  |                                  |
| Unrealized holding gain and loss on securities                    | 70,707                           | 83,210                           |
| Unrealized gain and loss from hedging instruments                 | (163)                            | (115)                            |
| Total valuation, translation adjustments and others               | 70,543                           | 83,094                           |
| Share subscription rights   | 2,400                            | 2,293                            |
| Total net assets  | 2,144,281                        | 2,472,951                        |
| Total liabilities and net assets                                  | 4,726,430                        | 4,993,336                        |

【Non-Consolidated】

**(2) Non-Consolidated Statements of Income**

|   | (in millions of yen)                      |   |
|---|---|---|
|   | FY2013                                    | FY2014                                    |
|   | (From April 1, 2013<br>To March 31, 2014) | (From April 1, 2014<br>To March 31, 2015) |
| Net sales   | 3,737,844                                 | 3,516,415                                 |
| Cost of sales   | 3,225,698                                 | 3,041,024                                 |
| Gross profit  | 512,146                                   | 475,390                                   |
| Selling, general and administrative expenses                    | 324,888                                   | 334,787                                   |
| Operating income  | 187,258                                   | 140,602                                   |
| Non-operating income  |   |   |
| Interest income   | 12,198                                    | 12,117                                    |
| Dividends income  | 257,194                                   | 380,016                                   |
| Exchange gain   | 14,901                                    | 20,658                                    |
| Other   | 16,219                                    | 17,261                                    |
| Total non-operating income                                      | 300,514                                   | 430,053                                   |
| Non-operating expenses  |   |   |
| Interest expense  | 12,533                                    | 10,050                                    |
| Amortization of net retirement benefit obligation at transition | 8,054                                     | 8,048                                     |
| Derivative loss   | 5,234                                     | 8,563                                     |
| Other   | 4,669                                     | 3,840                                     |
| Total non-operating expenses                                    | 30,491                                    | 30,502                                    |
| Ordinary income   | 457,281                                   | 540,154                                   |
| Special gains   |   |   |
| Gain on sales of fixed assets                                   | 147                                       | 600                                       |
| Gain on contribution of securities to retirement benefit trust  | 12,175                                    | 17,725                                    |
| Other   | 945                                       | 373                                       |
| Total special gains   | 13,268                                    | 18,698                                    |
| Special losses  |   |   |
| Loss on sales of fixed assets                                   | 447                                       | 791                                       |
| Loss on disposal of fixed assets                                | 4,110                                     | 4,463                                     |
| Impairment loss   | —   | 1,713                                     |
| Loss on valuation of shares of subsidiaries and affiliates      | —   | 9,492                                     |
| Other   | 327                                       | 4,393                                     |
| Total special losses  | 4,885                                     | 20,854                                    |
| Income before income taxes                                      | 465,664                                   | 537,997                                   |
| Income taxes-current  | 16,145                                    | 65,458                                    |
| Income taxes-deferred   | 24,023                                    | (19,031)                                  |
| Total income taxes  | 40,169                                    | 46,427                                    |
| Net income  | 425,494                                   | 491,570                                   |

【Non-Consolidated】

**(3) Non-Consolidated Statements of Changes in Net Assets**

FY 2013 (From April 1, 2013 To March 31, 2014)

(in millions of yen)

|   | Shareholders' equity |                       |                       |                       |   |                                  |                                  |           |                         |
|---|----------------------|-----------------------|-----------------------|-----------------------|---|----------------------------------|----------------------------------|-----------|-------------------------|
|   | Common stock         | Capital surplus       |                       |                       | Legal reserve   | Retained earnings                |                                  |           |                         |
|   |                      | Legal capital surplus | Other capital surplus | Total capital surplus |   | Other retained earnings          |                                  |           | Total retained earnings |
|   |                      |                       |                       |                       | Reserve for reduction of replacement cost of specified properties | Reserve for special depreciation | Unappropriated retained earnings |           |                         |
| Balance at the beginning of current period                      | 605,813              | 804,470               | —                     | 804,470               | 53,838  | 64,820                           | 143                              | 271,497   | 390,300                 |
| Cumulative effect of changes in accounting policies             |                      |                       |                       |                       |   |                                  |                                  |           |                         |
| Restated Balance  | 605,813              | 804,470               | —                     | 804,470               | 53,838  | 64,820                           | 143                              | 271,497   | 390,300                 |
| Changes of items during the period                              |                      |                       |                       |                       |   |                                  |                                  |           |                         |
| Cash dividends paid   |                      |                       |                       |                       |   |                                  |                                  | (123,470) | (123,470)               |
| Provision of reserve for reduction entry of replaced properties |                      |                       |                       |                       |   | 17                               |                                  | (17)      | —                       |
| Reversal of reserve for reduction entry of replaced properties  |                      |                       |                       |                       |   | (5,419)                          |                                  | 5,419     | —                       |
| Provision of reserve for special depreciation                   |                      |                       |                       |                       |   |                                  | 4                                | (4)       | —                       |
| Reversal of reserve for special depreciation                    |                      |                       |                       |                       |   |                                  | (80)                             | 80        | —                       |
| Net income  |                      |                       |                       |                       |   |                                  |                                  | 425,494   | 425,494                 |
| Purchases of treasury stock                                     |                      |                       |                       |                       |   |                                  |                                  |           |                         |
| Disposal of treasury stock                                      |                      |                       | 15                    | 15                    |   |                                  |                                  |           |                         |
| Net changes of items other than those in shareholders' equity   |                      |                       |                       |                       |   |                                  |                                  |           |                         |
| Total changes of items during the period                        |                      |                       | 15                    | 15                    |   | (5,402)                          | (75)                             | 307,501   | 302,023                 |
| Balance at the end of current period                            | 605,813              | 804,470               | 15                    | 804,485               | 53,838  | 59,418                           | 67                               | 578,999   | 692,324                 |

|   | Shareholders' equity |                            | Valuation, translation adjustments and others  |   |   | Share subscription rights | Total net assets |
|---|----------------------|----------------------------|--|---|---|---------------------------|------------------|
|   | Treasury stock       | Total shareholders' equity | Unrealized holding gain and loss on securities | Unrealized gain and loss from hedging instruments | Total valuation, translation adjustments and others |                           |                  |
| Balance at the beginning of current period                      | (31,402)             | 1,769,181                  | 18,761   | (5)   | 18,756  | 2,415                     | 1,790,353        |
| Cumulative effect of changes in accounting policies             |                      |                            |  |   |   |                           |                  |
| Restated Balance  | (31,402)             | 1,769,181                  | 18,761   | (5)   | 18,756  | 2,415                     | 1,790,353        |
| Changes of items during the period                              |                      |                            |  |   |   |                           |                  |
| Cash dividends paid   |                      | (123,470)                  |  |   |   |                           | (123,470)        |
| Provision of reserve for reduction entry of replaced properties |                      |                            |  |   |   |                           |                  |
| Reversal of reserve for reduction entry of replaced properties  |                      |                            |  |   |   |                           |                  |
| Provision of reserve for special depreciation                   |                      |                            |  |   |   |                           |                  |
| Reversal of reserve for special depreciation                    |                      |                            |  |   |   |                           |                  |
| Net income  |                      | 425,494                    |  |   |   |                           | 425,494          |
| Purchases of treasury stock                                     | (9)                  | (9)                        |  |   |   |                           | (9)              |
| Disposal of treasury stock                                      | 126                  | 141                        |  |   |   |                           | 141              |
| Net changes of items other than those in shareholders' equity   |                      |                            | 51,945   | (158)   | 51,787  | (14)                      | 51,772           |
| Total changes of items during the period                        | 116                  | 302,155                    | 51,945   | (158)   | 51,787  | (14)                      | 353,928          |
| Balance at the end of current period                            | (31,285)             | 2,071,337                  | 70,707   | (163)   | 70,543  | 2,400                     | 2,144,281        |

【Non-Consolidated】

FY 2014 (From April 1, 2014 To March 31, 2015)

(in millions of yen)

|   | Shareholders' equity |                       |                       |                       |               |   |                                  |                                  |                         |
|---|----------------------|-----------------------|-----------------------|-----------------------|---------------|---|----------------------------------|----------------------------------|-------------------------|
|   | Common stock         | Capital surplus       |                       |                       | Legal reserve | Retained earnings   |                                  |                                  |                         |
|   |                      | Legal capital surplus | Other capital surplus | Total capital surplus |               | Other retained earnings   |                                  |                                  | Total retained earnings |
|   |                      |                       |                       |                       |               | Reserve for reduction of replacement cost of specified properties | Reserve for special depreciation | Unappropriated retained earnings |                         |
| Balance at the beginning of current period                      | 605,813              | 804,470               | 15                    | 804,485               | 53,838        | 59,418  | 67                               | 578,999                          | 692,324                 |
| Cumulative effect of changes in accounting policies             |                      |                       |                       |                       |               |   |                                  | (34,578)                         | (34,578)                |
| Restated Balance  | 605,813              | 804,470               | 15                    | 804,485               | 53,838        | 59,418  | 67                               | 544,421                          | 657,746                 |
| Changes of items during the period                              |                      |                       |                       |                       |               |   |                                  |                                  |                         |
| Cash dividends paid   |                      |                       |                       |                       |               |   |                                  | (141,432)                        | (141,432)               |
| Provision of reserve for reduction entry of replaced properties |                      |                       |                       |                       |               | 2,910   |                                  | (2,910)                          | —                       |
| Reversal of reserve for reduction entry of replaced properties  |                      |                       |                       |                       |               | (4,054)   |                                  | 4,054                            | —                       |
| Provision of reserve for special depreciation                   |                      |                       |                       |                       |               |   | 5                                | (5)                              | —                       |
| Reversal of reserve for special depreciation                    |                      |                       |                       |                       |               |   | (43)                             | 43                               | —                       |
| Net income  |                      |                       |                       |                       |               |   |                                  | 491,570                          | 491,570                 |
| Purchases of treasury stock                                     |                      |                       |                       |                       |               |   |                                  |                                  |                         |
| Disposal of treasury stock                                      |                      |                       | 81                    | 81                    |               |   |                                  |                                  |                         |
| Net changes of items other than those in shareholders' equity   |                      |                       |                       |                       |               |   |                                  |                                  |                         |
| Total changes of items during the period                        |                      |                       | 81                    | 81                    |               | (1,143)   | (37)                             | 351,320                          | 350,138                 |
| Balance at the end of current period                            | 605,813              | 804,470               | 96                    | 804,566               | 53,838        | 58,274  | 30                               | 895,741                          | 1,007,884               |

|   | Shareholders' equity |                            | Valuation, translation adjustments and others  |   |   | Share subscription rights | Total net assets |
|---|----------------------|----------------------------|--|---|---|---------------------------|------------------|
|   | Treasury stock       | Total shareholders' equity | Unrealized holding gain and loss on securities | Unrealized gain and loss from hedging instruments | Total valuation, translation adjustments and others |                           |                  |
| Balance at the beginning of current period                      | (31,285)             | 2,071,337                  | 70,707   | (163)   | 70,543  | 2,400                     | 2,144,281        |
| Cumulative effect of changes in accounting policies             |                      | (34,578)                   |  |   |   |                           | (34,578)         |
| Restated Balance  | (31,285)             | 2,036,759                  | 70,707   | (163)   | 70,543  | 2,400                     | 2,109,703        |
| Changes of items during the period                              |                      |                            |  |   |   |                           |                  |
| Cash dividends paid   |                      | (141,432)                  |  |   |   |                           | (141,432)        |
| Provision of reserve for reduction entry of replaced properties |                      |                            |  |   |   |                           |                  |
| Reversal of reserve for reduction entry of replaced properties  |                      |                            |  |   |   |                           |                  |
| Provision of reserve for special depreciation                   |                      |                            |  |   |   |                           |                  |
| Reversal of reserve for special depreciation                    |                      |                            |  |   |   |                           |                  |
| Net income  |                      | 491,570                    |  |   |   |                           | 491,570          |
| Purchases of treasury stock                                     | (61)                 | (61)                       |  |   |   |                           | (61)             |
| Disposal of treasury stock                                      | 644                  | 725                        |  |   |   |                           | 725              |
| Net changes of items other than those in shareholders' equity   |                      |                            | 12,503   | 48  | 12,551  | (107)                     | 12,444           |
| Total changes of items during the period                        | 583                  | 350,803                    | 12,503   | 48  | 12,551  | (107)                     | 363,247          |
| Balance at the end of current period                            | (30,702)             | 2,387,562                  | 83,210   | (115)   | 83,094  | 2,293                     | 2,472,951        |

**(4) Events and Conditions which indicate there could be Substantial Doubt about Going Concern Assumption**

Not applicable.

**(5) Others**

① Vehicle Production

(Units)

|          | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | Change    |        |
|----------|---|---|-----------|--------|
|          |   |   | Units     | %      |
| Domestic | 1,000,190   | 870,608   | (129,582) | (13.0) |

② Vehicle Whole Sales

(Units)

|                                 | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | Change           |               |
|---------------------------------|---|---|------------------|---------------|
|                                 |   |   | Units            | %             |
| <b>Total vehicle wholesales</b> | <b>1,270,678</b>                                    | <b>1,140,443</b>                                    | <b>(130,235)</b> | <b>(10.2)</b> |
| Domestic                        | 724,024   | 638,936   | (85,088)         | (11.8)        |
| Export                          | 546,654   | 501,507   | (45,147)         | (8.3)         |

③ Net Sales

(in millions of yen)

|   | FY2013<br>(From April 1, 2013<br>To March 31, 2014) | FY2014<br>(From April 1, 2014<br>To March 31, 2015) | Change           |               |
|---|---|---|------------------|---------------|
|   |   |   | Amount           | %             |
| <b>Vehicles</b>   | <b>2,403,917</b>                                    | <b>2,195,875</b>                                    | <b>(208,041)</b> | <b>(8.7)</b>  |
| Domestic  | 1,068,104   | 941,669   | (126,434)        | (11.8)        |
| Export  | 1,335,812   | 1,254,205   | (81,607)         | (6.1)         |
| <b>Parts and components<br/>for overseas production</b> | <b>619,279</b>                                      | <b>548,745</b>                                      | <b>(70,533)</b>  | <b>(11.4)</b> |
| Domestic  | —   | —   | —                | —             |
| Export  | 619,279   | 548,745   | (70,533)         | (11.4)        |
| <b>Automotive parts</b>                                 | <b>324,599</b>                                      | <b>309,157</b>                                      | <b>(15,442)</b>  | <b>(4.8)</b>  |
| Domestic  | 223,287   | 204,741   | (18,546)         | (8.3)         |
| Export  | 101,312   | 104,416   | 3,104            | 3.1           |
| <b>Other</b>  | <b>390,048</b>                                      | <b>462,636</b>                                      | <b>72,587</b>    | <b>18.6</b>   |
| Domestic  | 4,934   | 4,327   | (606)            | (12.3)        |
| Export  | 385,114   | 458,308   | 73,194           | 19.0          |
| <b>Total net sales</b>                                  | <b>3,737,844</b>                                    | <b>3,516,415</b>                                    | <b>(221,429)</b> | <b>(5.9)</b>  |
| Domestic  | 1,296,326   | 1,150,738   | (145,587)        | (11.2)        |
| Export  | 2,441,518   | 2,365,676   | (75,841)         | (3.1)         |

Note: "Other" consists of royalty income and sales of equipment and tools for production.

## 6. OTHER

### **(1) Directors and statutory auditors changes**

The Company has already announced the changes in directors and statutory auditors on March 10, 2015 and May 8, 2015.

### **(2) Other**

Not applicable.