

# FY2018 THIRD-QUARTER FINANCIAL RESULTS

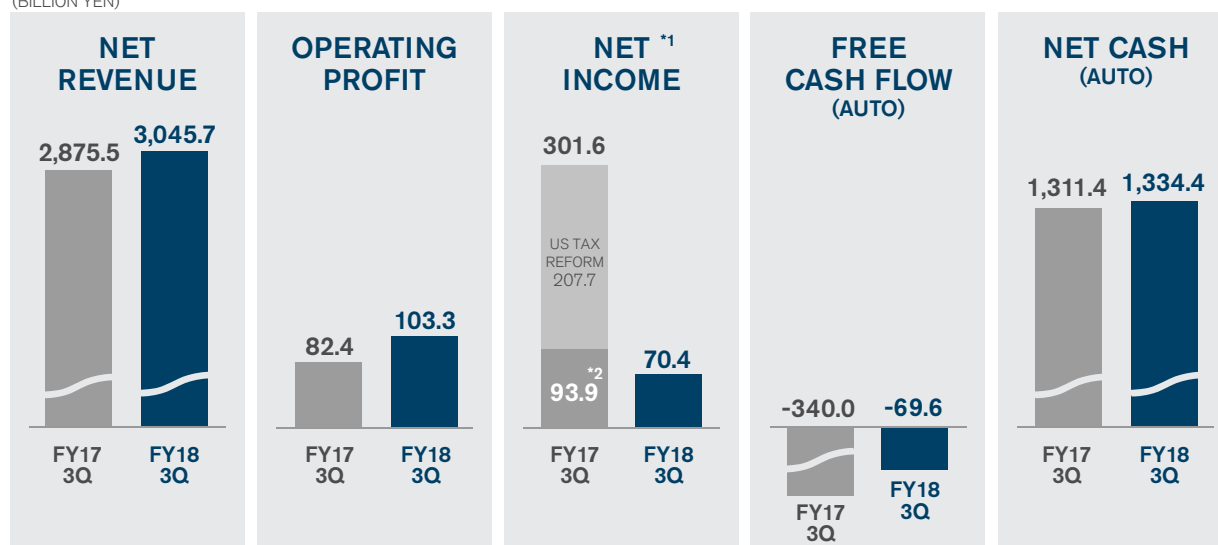
Nissan Motor Co., Ltd.  
February 12<sup>th</sup>, 2019

NISSAN MOTOR CORPORATION



## FY18 3Q (3 MONTHS) HEADLINE FINANCIAL RESULTS (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)



3Q YTD:	8,528.0	8,578.4	364.2	313.7	578.1	316.7	-100.3	-105.9	1,311.4	1,334.4
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\*1: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

\*2: EXCLUDES 207.7 BILLION YEN ONE-TIME IMPACT FROM US TAX REFORM

# HIGHLIGHT OF 3Q (3 MONTHS) FINANCIAL RESULTS

## SALES

RETAIL SALES VOLUME DECREASED BY 2.6%, BUT OUTPERFORMED THE MARKET WHICH DECREASED BY 3.6%

(THOUSAND UNITS)	FY17 3Q	FY18 3Q	CHANGE vs FY17
TIV	22,970	22,152	-3.6%
RETAIL SALES	1,375	1,340	-2.6%

Nissan outperformed the market in:

- Japan (Nissan +32.2%, TIV +6.4%)
- China (Nissan +1.6%, TIV -5.4%)
- Thailand (Nissan +24.5%, TIV +17.4%)
- Philippines (Nissan +36.9%, TIV -19.0%)
- Latin America (Nissan +3.2%, TIV +2.1%)

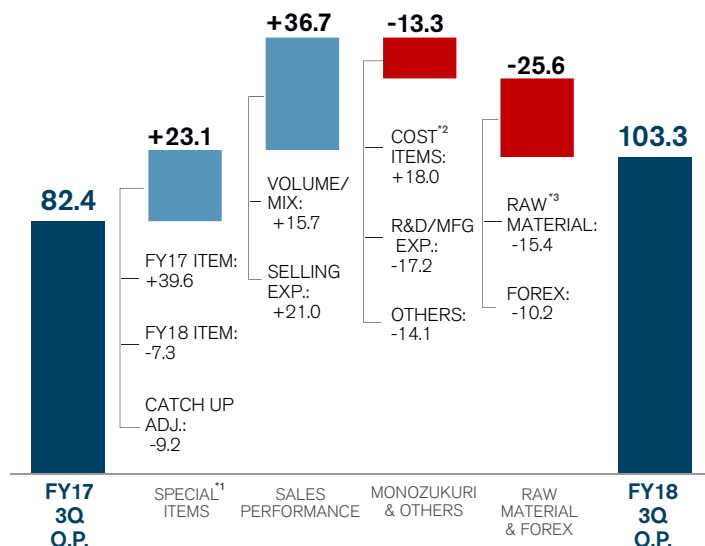
Nissan continues to address issues in:

- US (normalization of sales)
- Europe (WLTP, Brexit etc.)

## PROFIT

### 3Q OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



\*1: INCLUDES INSPECTION IMPACT  
 \*2: INCLUDES PURCHASE COST REDUCTION AND PRODUCT ENRICHMENT  
 \*3: INCLUDES US TARIFF IMPACT

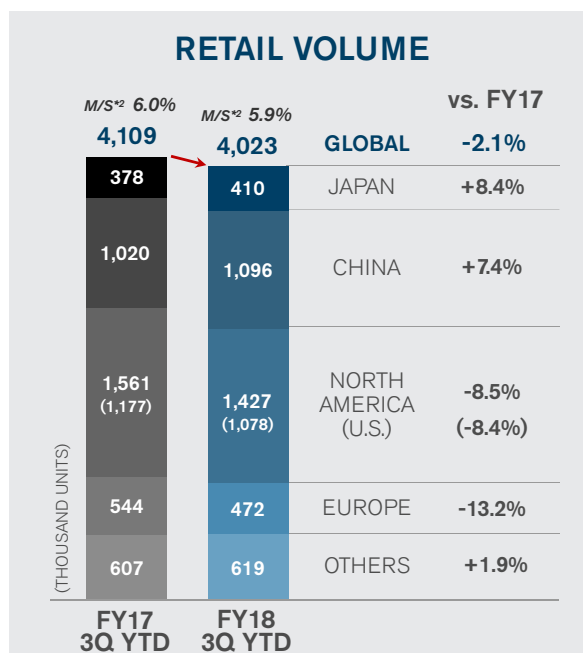
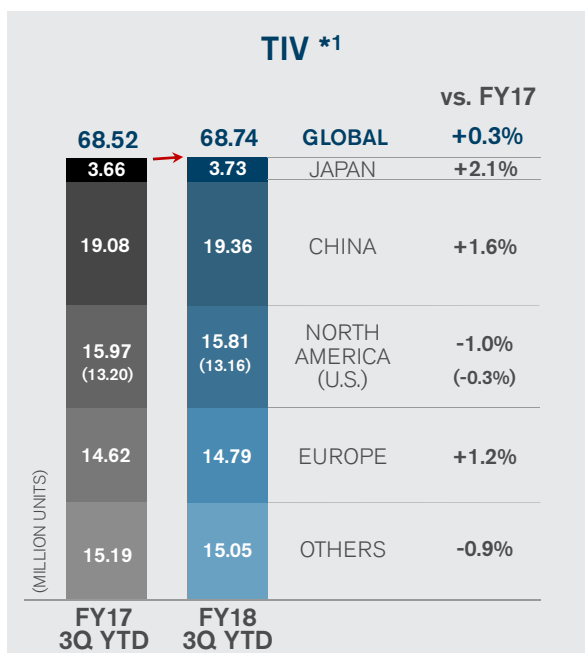
## AGENDA

➔ FY18 SALES PERFORMANCE

FY18 FINANCIAL PERFORMANCE

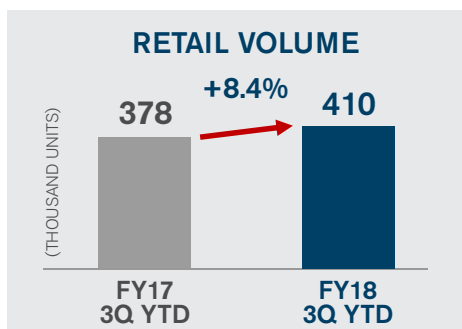
FY18 OUTLOOK

# FY18 SALES PERFORMANCE (9 MONTHS) GLOBAL



\*1: NISSAN ESTIMATION  
\*2: MARKET SHARE

# FY18 SALES PERFORMANCE (9 MONTHS) JAPAN



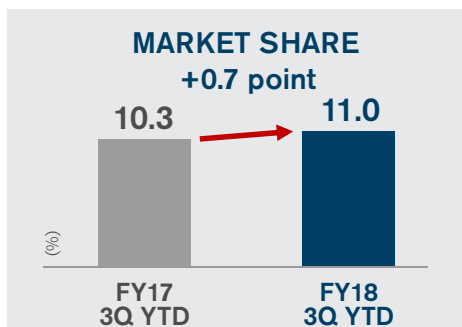
TIV: 3.73 million units, +2.1%

Sales: 410 k units, +8.4%

Market share: 11.0%, +0.7 point



NISSAN LEAF

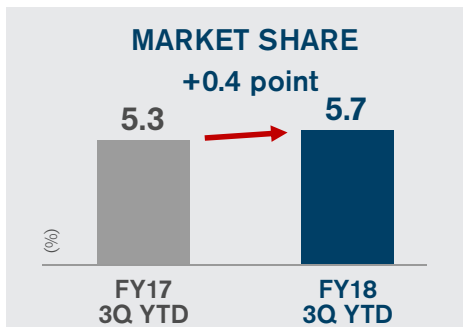


NOTE e-POWER  
NOTE: Top-selling registered model in calendar year 2018



SERENA e-POWER

# FY18 SALES PERFORMANCE (9 MONTHS) CHINA



\* 1: PV: RETAIL SALES BASE, LCV: WHOLESALE BASE

\* 2: PV AND LCV ONLY

## FY18 3Q YTD (Jan. to Sep.)

TIV <sup>\*2</sup> : 19.36 million units, +1.6%

Sales <sup>\*1</sup> : 1,096 k units, +7.4%

Market share: 5.7%, +0.4 point



X-Trail



Sylphy Zero Emission

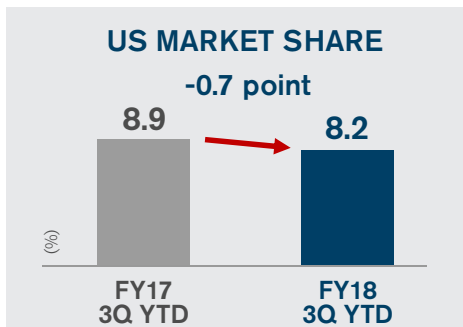
## FY18 Full Year (Jan. to Dec.)

TIV <sup>\*2</sup> : 26.60 million units, -2.7%

Sales <sup>\*1</sup> : 1,564 k units, +2.9%

Market share: 5.9%, +0.3 point

# FY18 SALES PERFORMANCE (9 MONTHS) NORTH AMERICA



## US

- TIV: 13.16 million units, -0.3%
- Sales: 1,078 k units, -8.4%
- Market share: 8.2%, -0.7 point



Rogue



New Altima

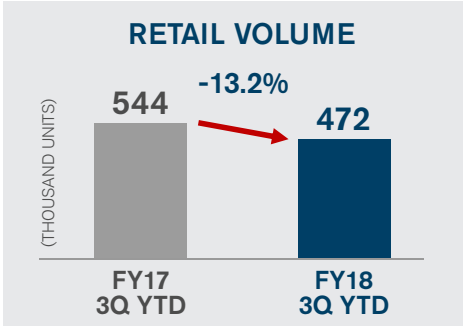
## Canada

- TIV: 1.56 million units, -3.8%
- Sales: 115 k units, +2.0%
- Market share: 7.4%, +0.4 point

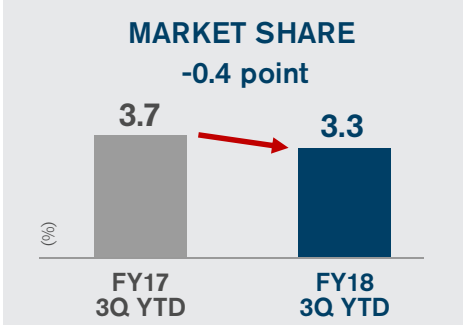
## Mexico

- TIV: 1.08 million units, -5.9%
- Sales: 233 k units, -13.5%
- Market share: 21.5%, -1.9 points

# FY18 SALES PERFORMANCE (9 MONTHS) EUROPE (INCLUDING RUSSIA)



- Europe excluding Russia**
- TIV: 13.39 million units, +0.3%
  - Sales: 391 k units, -15.8%
  - Market share: 3.0%, -0.5 point



- Russia**
- TIV: 1.40 million units, +10.2%
  - Sales: 81 k units, +1.9%
  - Market share: 5.8%, -0.5 point

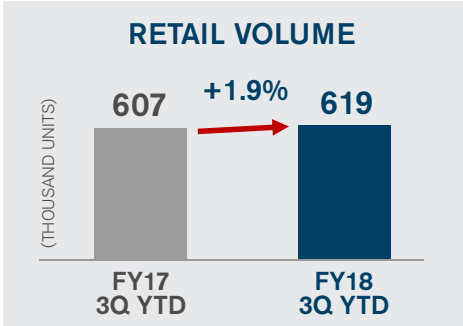


Qashqai



NISSAN LEAF

# FY18 SALES PERFORMANCE (9 MONTHS) OTHER MARKETS



- Sales: 619 k units, +1.9%**
- Asia & Oceania: 240 k units, -3.3% (TIV: +4.9%)
  - Latin America: 173 k units, +14.3% (TIV: +5.0%)
  - Middle East: 128 k units, -6.9% (TIV: -25.4%)
  - Africa & others: 78 k units, +11.1% (TIV: -14.2%)



Kicks



Terra

# AGENDA

FY18 SALES PERFORMANCE

➔ **FY18 FINANCIAL PERFORMANCE**

FY18 OUTLOOK

## FY18 FINANCIAL PERFORMANCE (9 MONTHS) (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY17 3Q YTD	FY18 3Q YTD	VARIANCE	CHANGE vs. FY17 (%)
<b>NET REVENUE</b>	<b>8,528.0</b>	<b>8,578.4</b>	<b>+50.4</b>	<b>+0.6%</b>
<b>OPERATING PROFIT</b>	<b>364.2</b>	<b>313.7</b>	<b>-50.5</b>	<b>-13.9%</b>
OP MARGIN	4.3%	3.7%		
NON-OPERATING	132.5	158.1		
<b>ORDINARY PROFIT</b>	<b>496.7</b>	<b>471.8</b>	<b>-24.9</b>	<b>-5.0%</b>
EXTRAORDINARY	-8.3	-10.5		
<b>PROFIT BEFORE TAX</b>	<b>488.4</b>	<b>461.3</b>	<b>-27.1</b>	<b>-5.6%</b>
TAXES	101.5	-128.2		
EFFECTIVE TAX RATE	-20.8%	27.8%		
MINORITY INTEREST *1	-11.8	-16.4		
<b>NET INCOME *2</b>	<b>578.1</b> <sup>*3</sup>	<b>316.7</b>	<b>-261.4</b>	<b>-45.2%</b>
FX RATE (USD/JPY)	111.7	111.1	-0.6	
(EUR/JPY)	128.6	129.5	+0.9	

\*1: NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

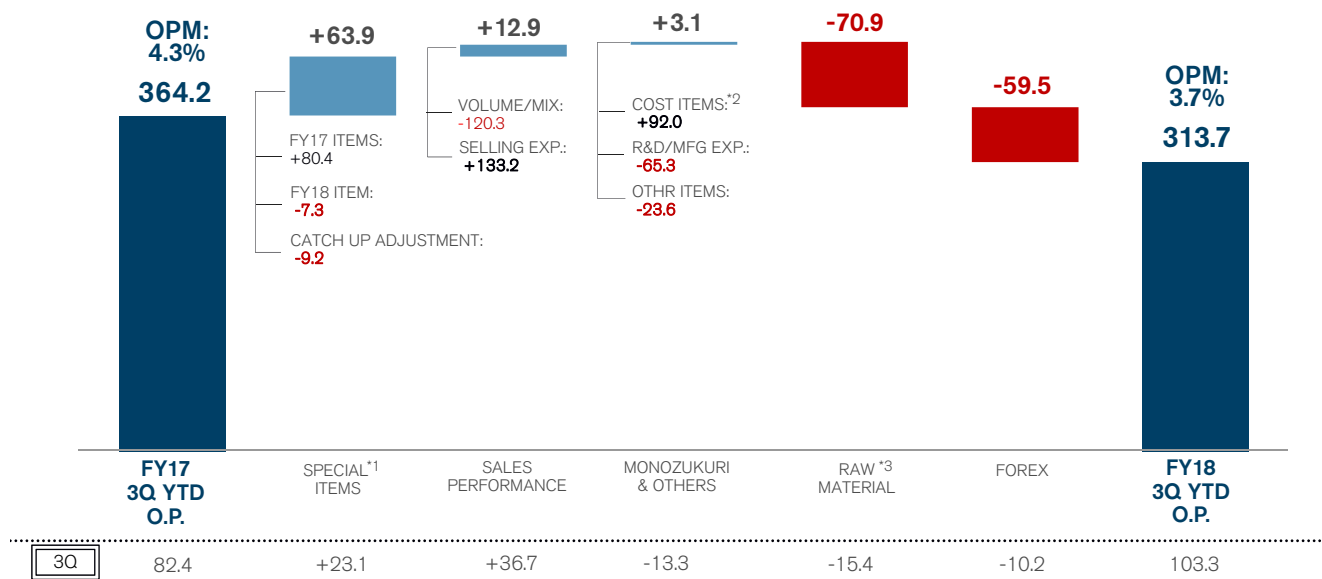
\*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

\*3: INCLUDES 207.7 BILLION YEN ONE-TIME IMPACT FROM US TAX REFORM

# FY18 FINANCIAL PERFORMANCE (9 MONTHS) (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



\*1: INCLUDES INSPECTION IMPACT, CLASS ACTION SETTLEMENT

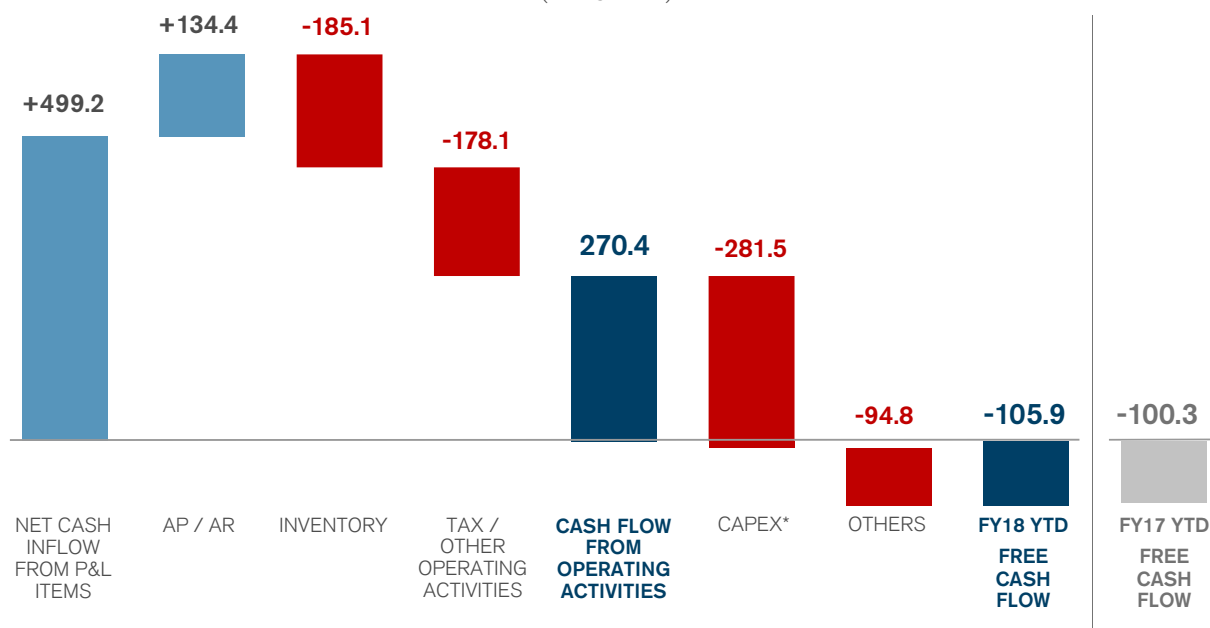
\*2: INCLUDES PURCHASE COST REDUCTION AND PRODUCT ENRICHMENT

\*3: INCLUDES US TARIFF IMPACT

# FY18 FINANCIAL PERFORMANCE (9 MONTHS) (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## FREE CASH FLOW (AUTO BUSINESS)

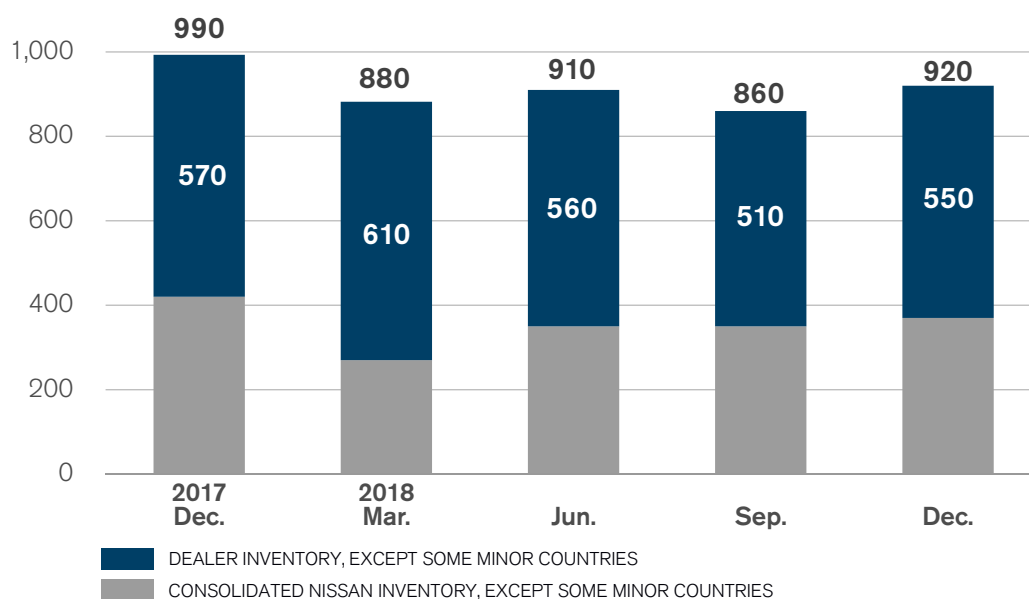
(BILLION YEN)



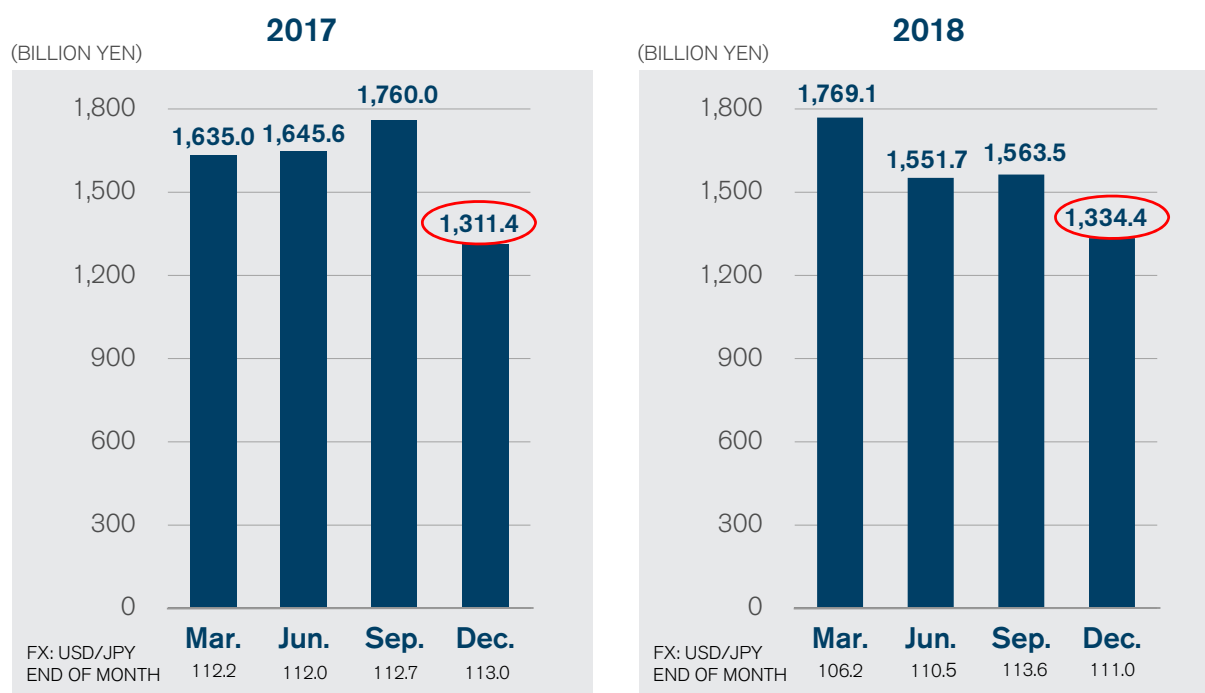
\* CAPEX DOES NOT INCLUDE FINANCE LEASE-RELATED INVESTMENTS

# INVENTORY MANAGEMENT (EXCLUDING CHINA JV)

## INVENTORY STATUS (THOUSAND UNITS)



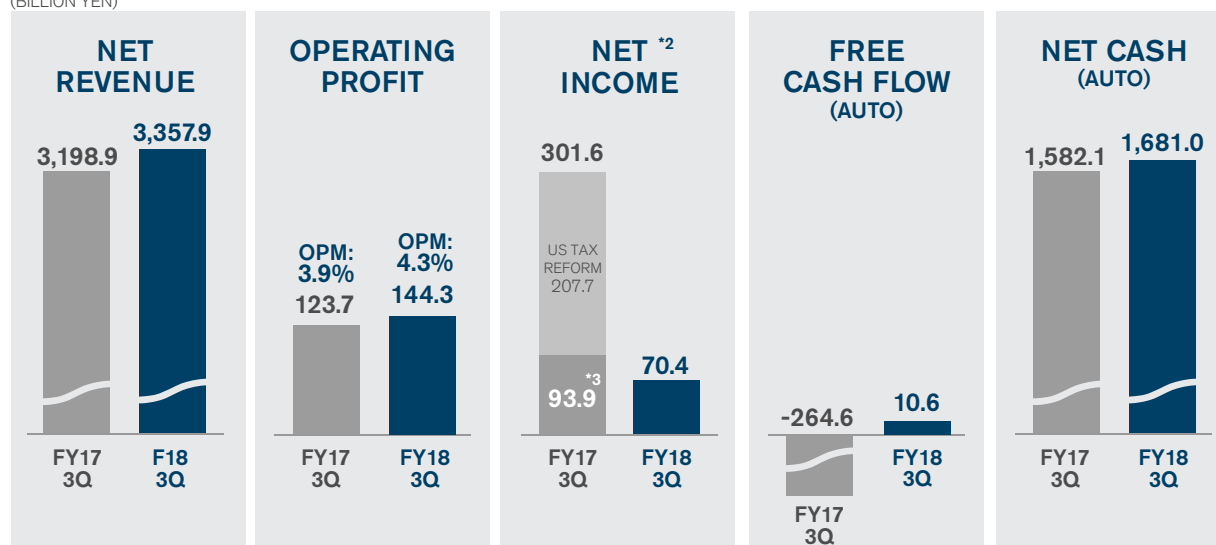
# NET CASH (AUTO BUSINESS) (TSE REPORT BASIS — CHINA JV EQUITY BASIS)





# FY18 3Q (3 months) KEY PERFORMANCE INDICATORS (MANAGEMENT PRO FORMA BASIS \*1)

(BILLION YEN)



3Q YTD:	9,421.8	9,557.6	OPM: 5.0%	OPM: 4.7%	578.1	316.7	9.1	12.4	1,582.1	1,681.0
			474.8	451.0						

\*1: BASED ON CONTINUATION OF PROPORTIONATE CONSOLIDATION OF CHINA JV

\*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

\*3: EXCLUDES 207.7 BILLION YEN ONE-TIME IMPACT FROM US TAX REFORM

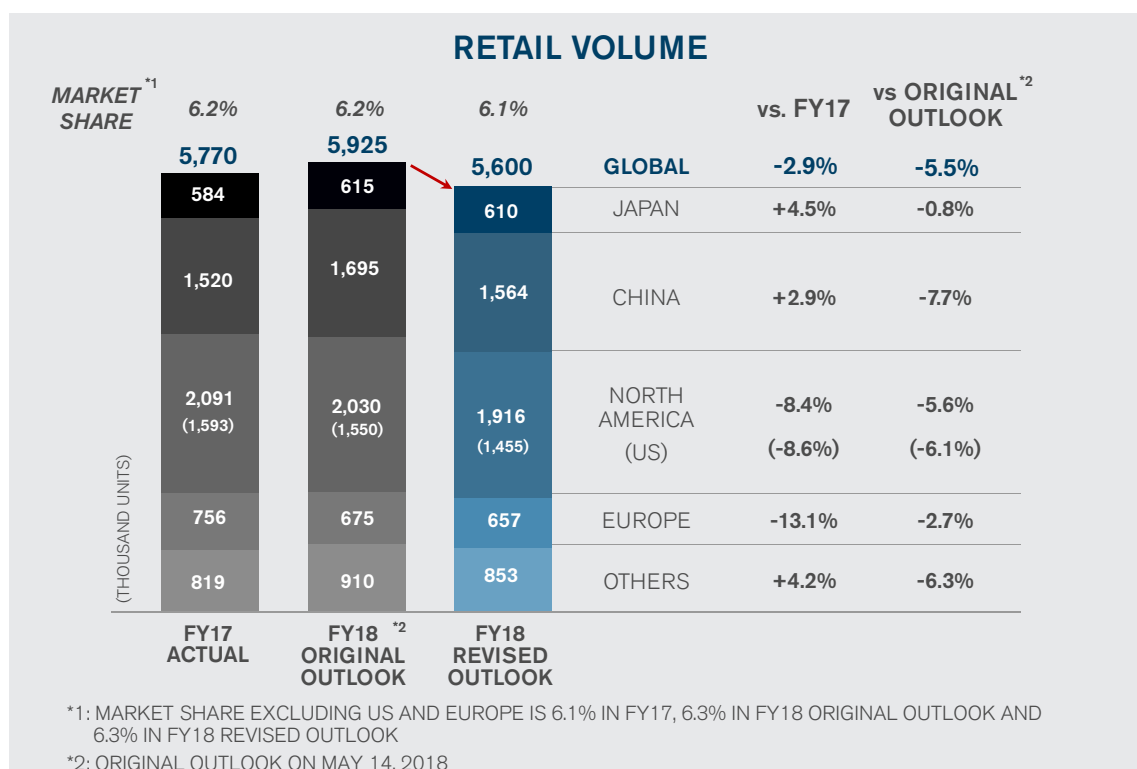
## AGENDA

FY18 SALES PERFORMANCE

FY18 FINANCIAL PERFORMANCE

➔ FY18 OUTLOOK

# FY18 SALES OUTLOOK



## FY18 OUTLOOK (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY18 ORIGINAL OUTLOOK <sup>*1</sup>	FY18 REVISED OUTLOOK	VARIANCE vs. ORIGINAL OUTLOOK <sup>*1</sup>
RETAIL VOLUME (K. units)	5,925	5,600	-325
NET REVENUE	12,000	11,600	-400
OPERATING PROFIT OP MARGIN	540 4.5%	450 3.9%	-90 -0.6 point
NET INCOME <sup>*2</sup> NET INCOME RATIO <sup>*2</sup>	500 4.2%	410 3.5%	-90 -0.7 point
USD/JPY ASSUMPTION	105.0	110.6 <sup>*3</sup>	+5.6

\*1: ORIGINAL OUTLOOK ON MAY 14, 2018

\*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

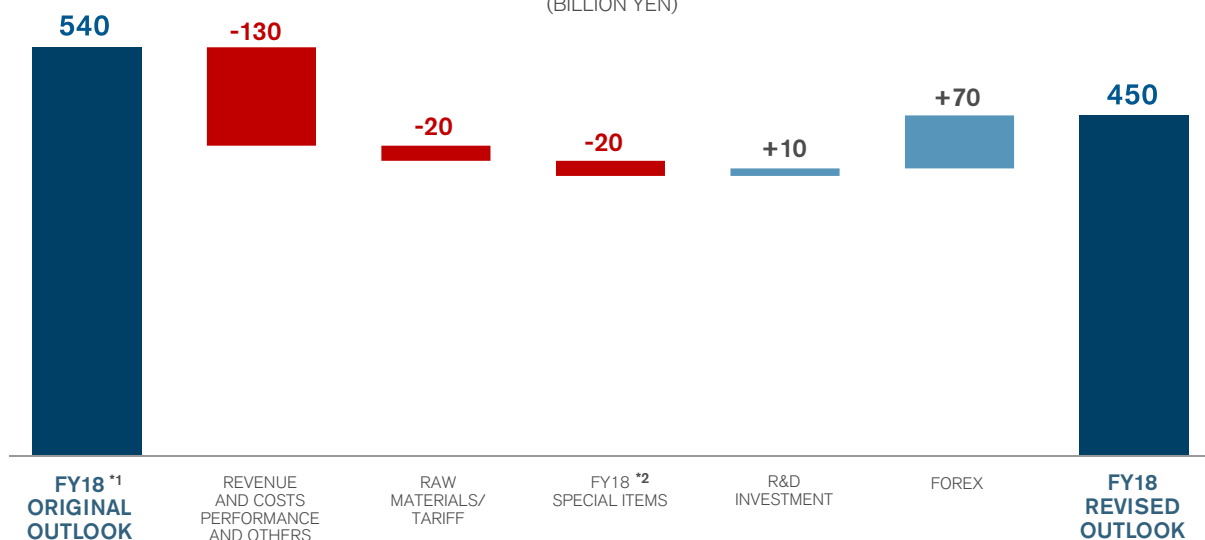
\*3: USD/JPY ASSUMPTION FOR Q4: 109.0

# FY18 OUTLOOK

(TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS

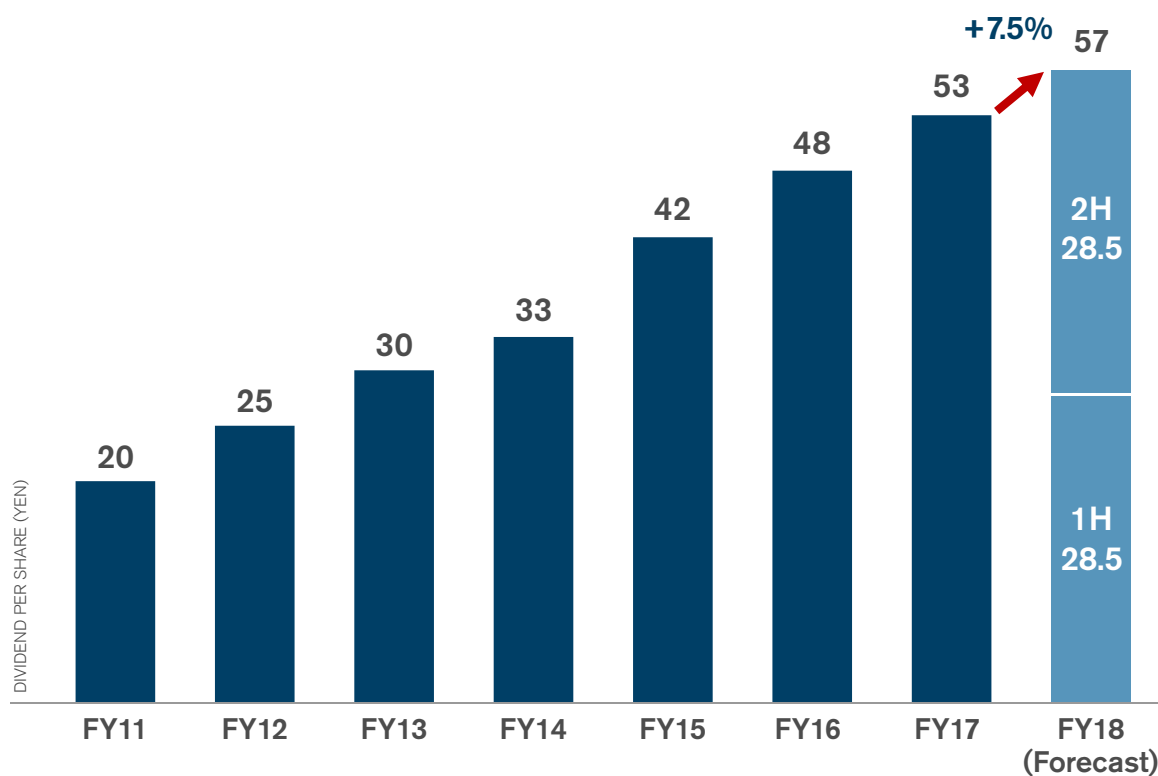
(BILLION YEN)



\*1: ORIGINAL OUTLOOK ON MAY 14, 2018

\*2: INCLUDES INSPECTION IMPACT AND CATCH UP ADJUSTMENT

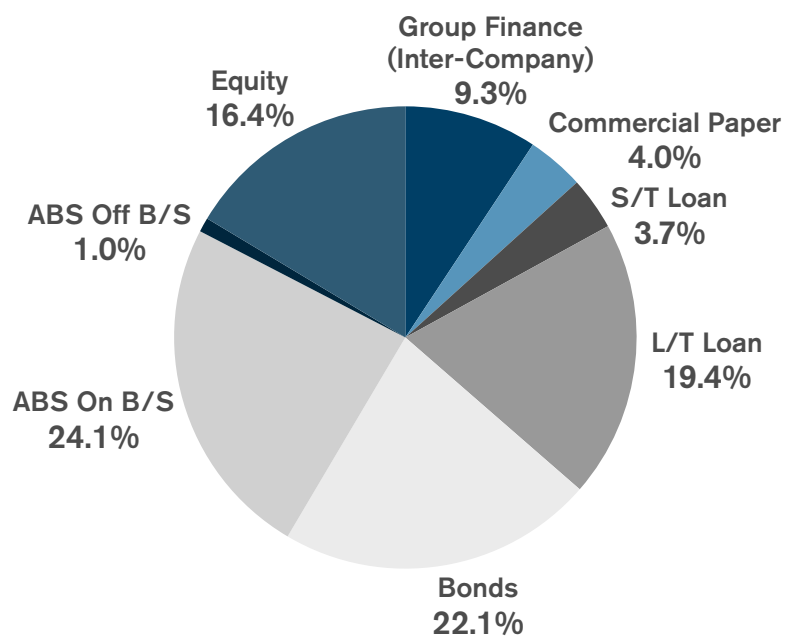
## FY18 SHAREHOLDER RETURN OUTLOOK



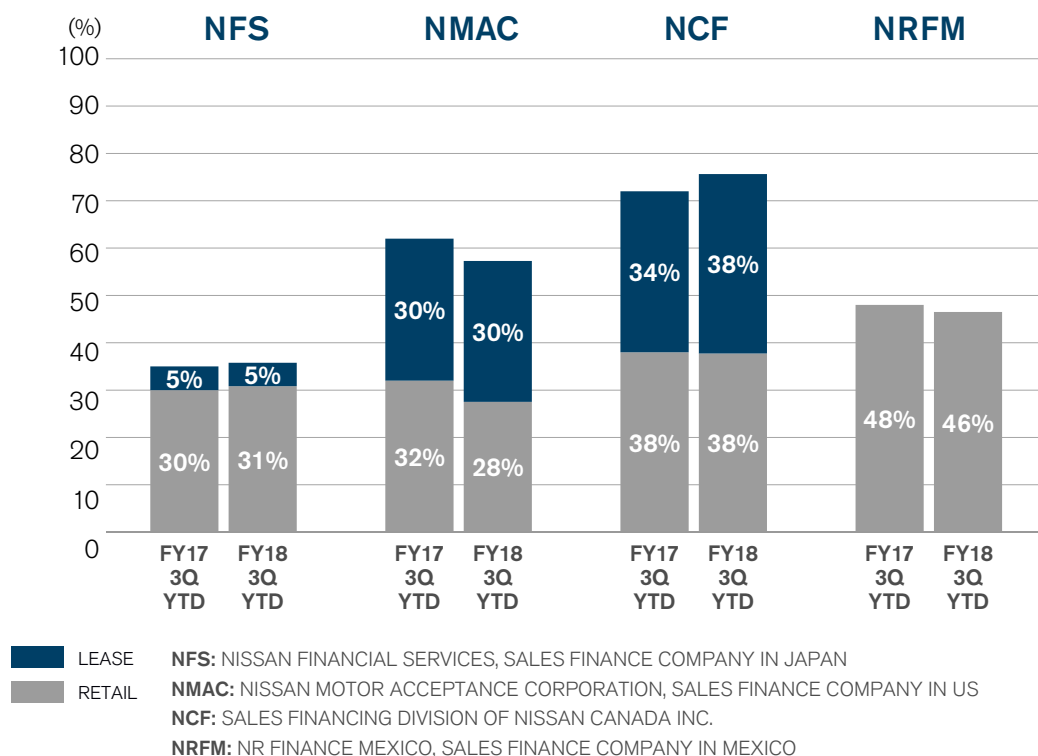
# Appendix

## SALES FINANCING: FUNDING SOURCES (AS OF DECEMBER 2018)

TOTAL FUNDING AMOUNT: 10,042 BILLION YEN



# SALES FINANCING: PENETRATION



# SALES FINANCING NET CREDIT LOSS RATIO

	FY17 3Q YTD	FY18 3Q YTD	VARIANCE
NFS	Lease: <b>0.02%</b>	Lease: <b>0.03%</b>	Lease: <b>+0.01%</b>
	Retail: <b>0.09%</b>	Retail: <b>0.08%</b>	Retail: <b>-0.01%</b>
NMAC	Lease: <b>0.57%</b>	Lease: <b>0.47%</b>	Lease: <b>-0.10%</b>
	Retail: <b>1.38%</b>	Retail: <b>1.53%</b>	Retail: <b>+0.15%</b>
NCF	Lease: <b>0.10%</b>	Lease: <b>0.07%</b>	Lease: <b>-0.03%</b>
	Retail: <b>0.28%</b>	Retail: <b>0.22%</b>	Retail: <b>-0.06%</b>

**NFS:** NISSAN FINANCIAL SERVICES, SALES FINANCE COMPANY IN JAPAN

**NMAC:** NISSAN MOTOR ACCEPTANCE CORPORATION, SALES FINANCE COMPANY IN US

**NCF:** SALES FINANCING DIVISION OF NISSAN CANADA INC.

# SALES FINANCING OPERATING PROFIT & ASSET

(NFS : billion yen, NMAC : million USD, NCF : million CAD, NRFM : million MXN)

	FY17 3Q YTD	FY18 3Q YTD	VARIANCE
<b>NFS</b>	Asset: <b>1,308.4</b> OP: <b>23.9</b>	Asset: <b>1,402.6</b> OP: <b>27.4</b>	Asset: <b>+94.2</b> OP: <b>+3.5</b>
<b>NMAC</b>	Asset: <b>66,299</b> OP: <b>679</b>	Asset: <b>62,000</b> OP: <b>784</b>	Asset: <b>-4,299</b> OP: <b>+105</b>
<b>NCF</b>	Asset: <b>7,582</b> OP: <b>160</b>	Asset: <b>8,463</b> OP: <b>147</b>	Asset: <b>+881</b> OP: <b>-13</b>
<b>NRFM</b>	Asset: <b>127,146</b> OP: <b>2,644</b>	Asset: <b>126,585</b> OP: <b>2,758</b>	Asset: <b>-561</b> OP: <b>+114</b>

**NFS:** NISSAN FINANCIAL SERVICES, SALES FINANCE COMPANY IN JAPAN

**NMAC:** NISSAN MOTOR ACCEPTANCE CORPORATION, SALES FINANCE COMPANY IN US

**NCF:** SALES FINANCING DIVISION OF NISSAN CANADA INC.

**NRFM:** NR FINANCE MEXICO, SALES FINANCE COMPANY IN MEXICO

## FY18 3Q YTD (9 MONTHS) FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

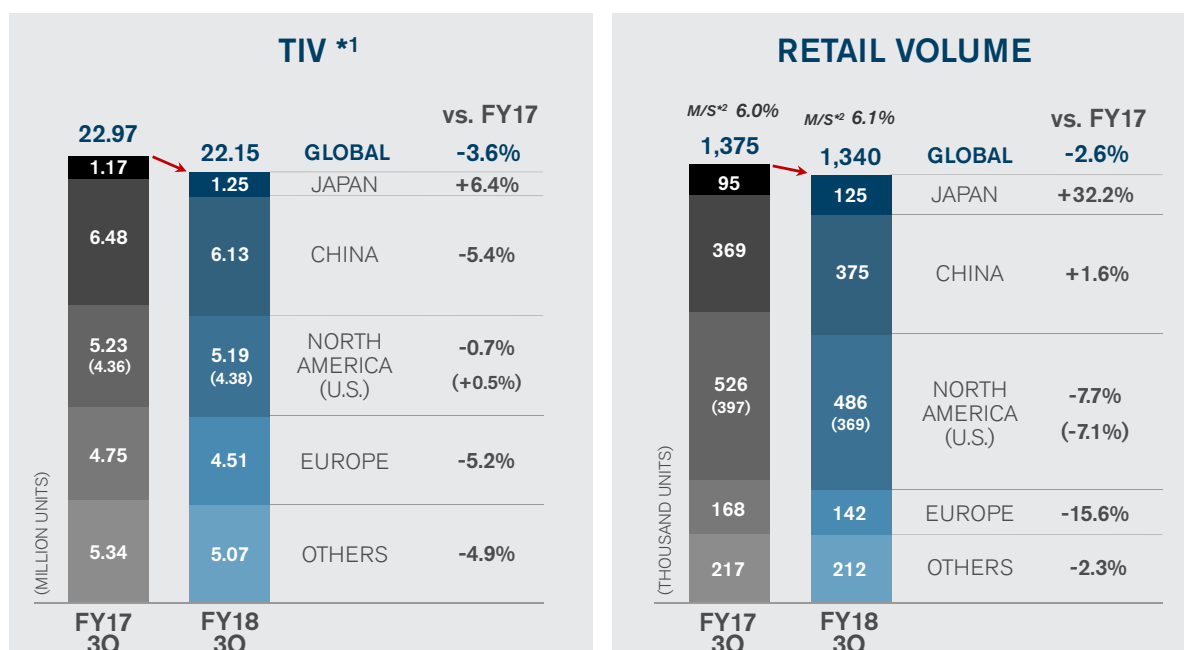
### OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)

FOREIGN EXCHANGE IMPACT	VOLUME /MIX	SELLING EXPENSES
<b>-59.5</b>	<b>-120.3</b>	<b>+133.2</b>
<b>TRY -16.3</b> (30.8 ⇒ 21.9)	<b>JPN -1.5</b> VOL*: -1.7 MIX: +0.2	<b>JPN +7.1</b> INCENTIVES: +6.8 OTHERS: +0.3
<b>RUB -12.1</b> (1.92 ⇒ 1.72)	<b>US -87.7</b> VOL*: -69.3 MIX: -18.4	<b>US +47.3</b> INCENTIVES: +56.7 OTHERS: -9.4
<b>BRL -6.4</b> (34.8 ⇒ 29.4)	<b>EUR -89.9</b> VOL*: -81.8 MIX: -8.1	<b>EUR +60.5</b> INCENTIVES: +49.4 OTHERS: +11.1
<b>ARS -5.8</b> (6.64 ⇒ 3.77)	<b>MEX&amp;CAN -10.8</b>	<b>MEX&amp;CAN +7.5</b>
<b>AUD -4.7</b> (86.0 ⇒ 81.7)	<b>OTHERS +69.6</b>	<b>OTHERS +10.8</b>
<b>USD -4.3</b> (111.7 ⇒ 111.1)		
<b>OTHERS -9.9</b>		

\* INCLUDES COUNTRY MIX

# FY18 3Q (3 MONTHS) SALES PERFORMANCE GLOBAL



\*1: NISSAN ESTIMATION  
\*2: MARKET SHARE

# FY18 3Q (3 MONTHS) FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	FY17 3Q	FY18 3Q	VARIANCE	CHANGE vs. FY17 (%)
<b>NET REVENUE</b>	<b>2,875.5</b>	<b>3,045.7</b>	<b>+170.2</b>	<b>+5.9%</b>
<b>OPERATING PROFIT</b>	<b>82.4</b>	<b>103.3</b>	<b>+20.9</b>	<b>+25.4%</b>
OP MARGIN	2.9%	3.4%		
NON-OPERATING	44.7	38.6		
<b>ORDINARY PROFIT</b>	<b>127.1</b>	<b>141.9</b>	<b>+14.8</b>	<b>+11.6%</b>
EXTRAORDINARY	-3.6	-4.5		
<b>PROFIT BEFORE TAX</b>	<b>123.5</b>	<b>137.4</b>	<b>+13.9</b>	<b>+11.3%</b>
TAXES	180.4	-61.5		
EFFECTIVE TAX RATE	-146.1%	44.8%		
MINORITY INTEREST *1	-2.3	-5.5		
<b>NET INCOME *2</b>	<b>301.6*3</b>	<b>70.4</b>	<b>-231.2</b>	<b>-76.7%</b>
FX RATE (USD/JPY)	113.0	112.9	-0.1	
FX RATE (EUR/JPY)	133.0	128.8	-4.2	

\*1: NET INCOME ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

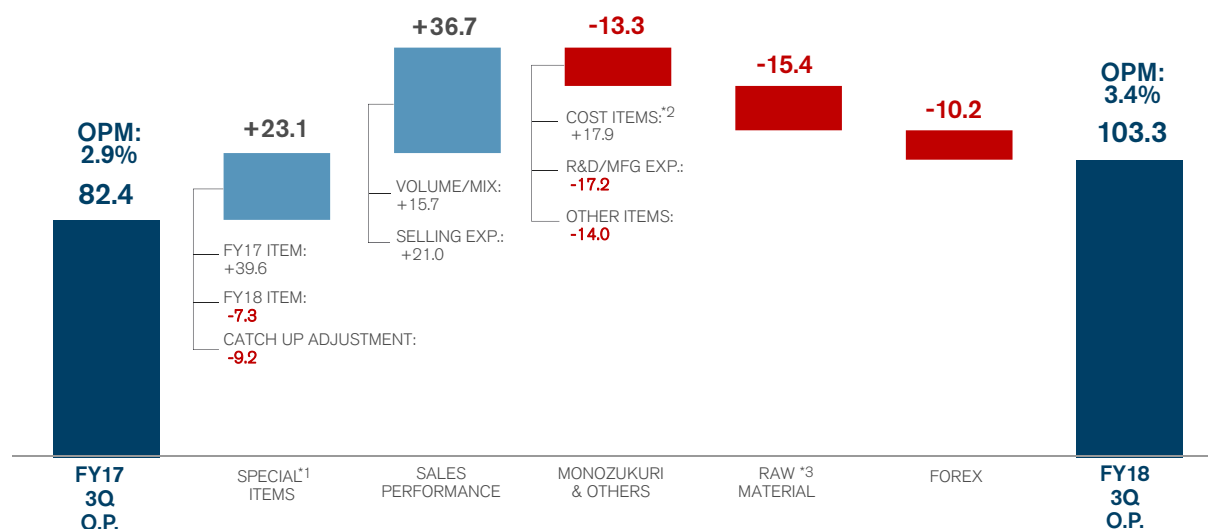
\*2: NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT

\*3: INCLUDES 207.7 BILLION YEN ONE-TIME IMPACT FROM US TAX REFORM

# FY18 3Q (3 MONTHS) FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)



\*1: INCLUDES INSPECTION IMPACT

\*2: INCLUDES PURCHASE COST REDUCTION AND PRODUCT ENRICHMENT

\*3: INCLUDES US TARIFF IMPACT

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# FY18 3Q (3 MONTHS) FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)

FOREIGN EXCHANGE IMPACT	VOLUME /MIX	SELLING EXPENSES
<b>-10.2</b>	<b>+15.7</b>	<b>+21.0</b>
<b>RUB -5.4</b> (1.93 ⇒ 1.70)	<b>JPN +1.6</b> VOL*: +4.2 MIX: -2.6	<b>JPN +1.6</b> INCENTIVES: -0.6 OTHERS: +2.2
<b>BRL -2.6</b> (34.7 ⇒ 29.6)	<b>US +35.1</b> VOL*: +51.0 MIX: -15.9	<b>US -18.3</b> INCENTIVES: -17.6 OTHERS: -0.7
<b>CAD -2.4</b> (88.9 ⇒ 85.6)	<b>EUR -35.9</b> VOL*: -26.0 MIX: -9.9	<b>EUR +28.4</b> INCENTIVES: +23.1 OTHERS: +5.3
<b>AUD -2.1</b> (86.9 ⇒ 81.1)	<b>MEX&amp;CAN -1.4</b>	<b>MEX&amp;CAN +3.9</b>
<b>TRY -1.0</b> (29.8 ⇒ 20.5)	<b>OTHERS +16.3</b>	<b>OTHERS +5.4</b>
<b>OTHERS +3.3</b>		

\* INCLUDES COUNTRY MIX

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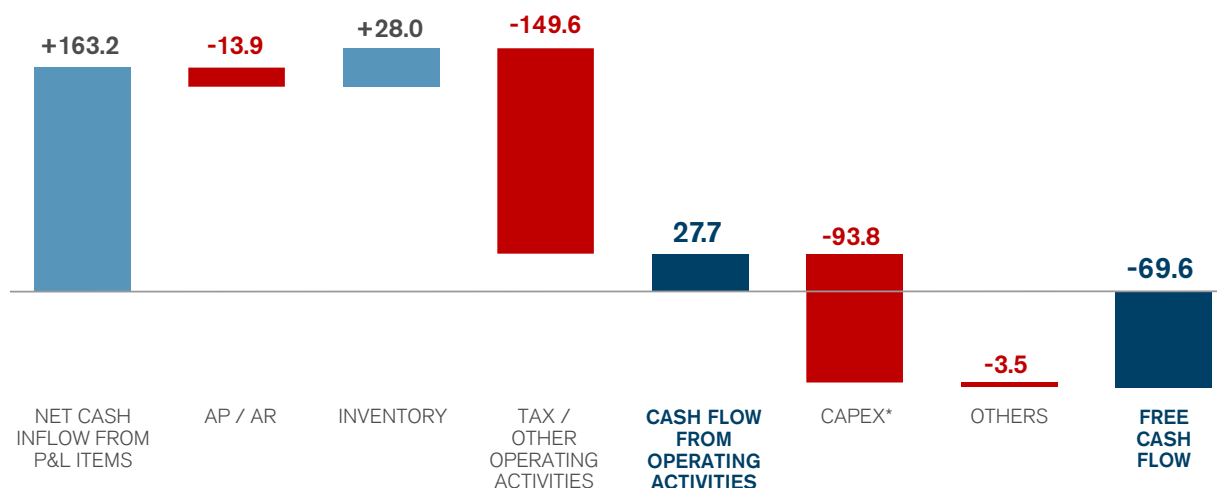
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# FY18 3Q (3 MONTHS) FINANCIAL PERFORMANCE (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

## FREE CASH FLOW (AUTO BUSINESS) (BILLION YEN)



\* CAPEX DOES NOT INCLUDE FINANCE LEASE-RELATED INVESTMENTS

## NET CASH BY BUSINESS SEGMENT (TSE REPORT BASIS — CHINA JV EQUITY BASIS)

(BILLION YEN)	AS OF MARCH 31, 2018			AS OF DECEMBER 31, 2018		
	AUTOMOBILE & ELIMINATIONS	SALES FINANCING	TOTAL	AUTOMOBILE & ELIMINATIONS	SALES FINANCING	TOTAL
BORROWINGS FROM THIRD PARTIES	571.5	7,166.9	7,738.4	854.3	7,356.4	8,210.7
INTERNAL LOAN TO SALES FINANCING (NET)	-1,200.0	1,200.0	0	-938.6	938.6	0
CASH AND CASH EQUIVALENT	1,140.6	65.4	1,206.0	1,250.1	74.5	1,324.6
<b>NET CASH</b>	<b>1,769.1</b>	<b>-8,301.5</b>	<b>-6,532.4</b>	<b>1,334.4</b>	<b>-8,220.5</b>	<b>-6,886.1</b>

**This presentation contains forward-looking statements, based on judgments and estimates that have been made on the basis of currently available information. By nature, such statements are subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned statements due to changes in economic environments related to our business, market trends and exchange rate, etc.**