

FY 2010 third-quarter financial results

February 9, 2011
Nissan Motor Co., Ltd.

FY10 third-quarter financial results

Key performance indicators: Financial results

(billion yen)

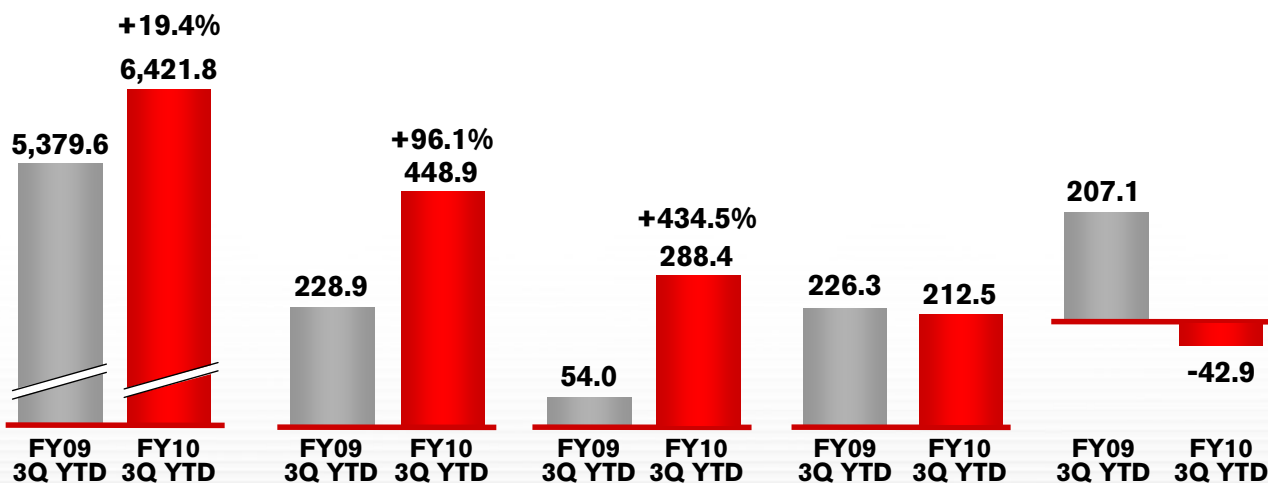
Net revenue

Operating profit

Net income

Free cash flow (Auto)

Net debt (Auto)



FY10 third-quarter update

Nissan LEAF



Start of production in Oppama, Japan (Oct.)



Start of sales in US and Japan (Dec.)

FY10 third-quarter update

Awards

Nissan LEAF

- ✓ Car of the Year 2011 (Europe)
- ✓ Ward's 10 Best Engines (US)
- ✓ 2010 Good Design Gold Award (Japan)
- ✓ Best Concept Design Award (China)



2010 グッドデザイン金賞
電気自動車「日産リーフ」の普及と
ゼロ・エミッション社会の推進のための包括的な取り組み

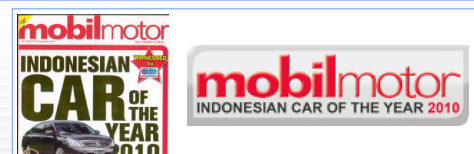
March

- ✓ Fashion Color Award
in Auto Color Awards 2011 (Japan)



Teana

- ✓ Car of the Year (Indonesia)



FY10 third-quarter update

Product launches

Japan



Serena



Fuga Hybrid

North America



Nissan LEAF



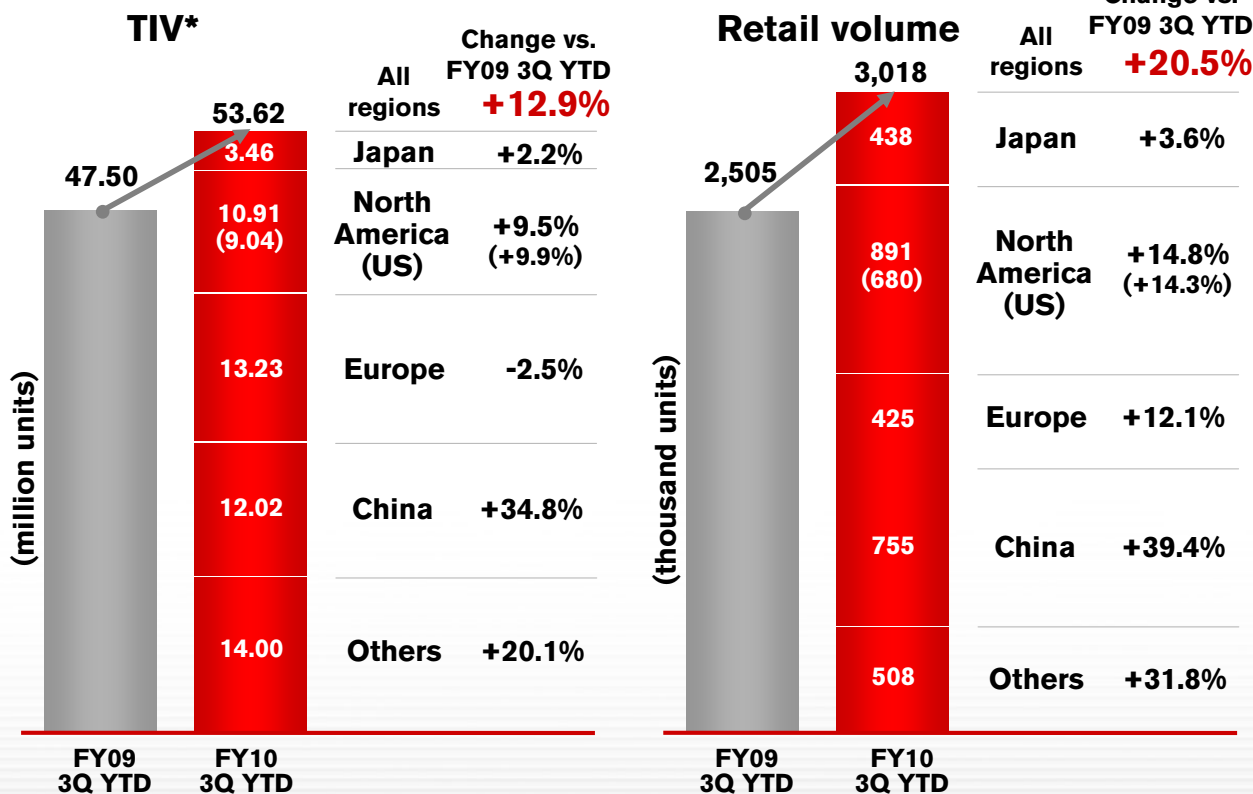
Juke

FY10 sales performance (9 months)

FY10 financial performance (9 months)

FY10 outlook

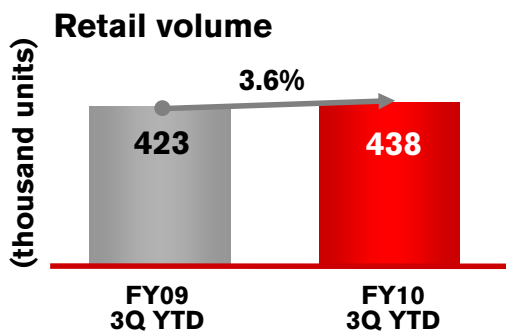
FY10 sales performance (9 months): Global



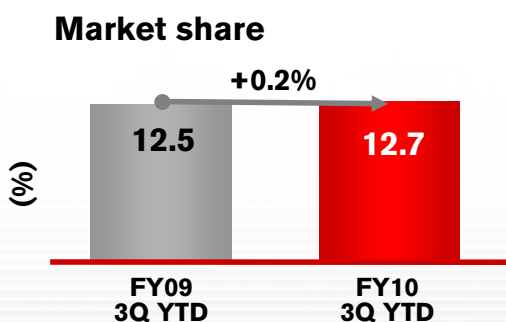
6 *Nissan's estimation

FY10 third-quarter financial results

Sales performance (9 months): Japan



- TIV increased 2.2% to 3.5 million units
- Nissan sales increased 3.6% to 438 k units and market share improved 0.2% to 12.7%, driven by new models Juke, March and Elgrand
- TIV in 3Q decreased 24% but Nissan's market share improved 0.5% to 12%



Fuga Hybrid



March



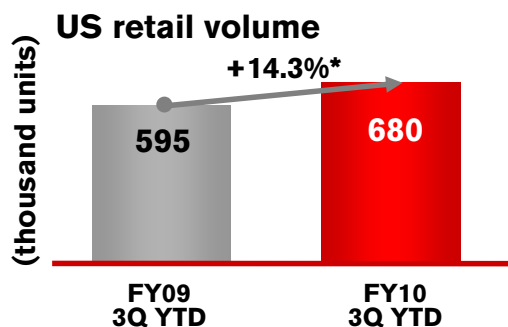
Serena



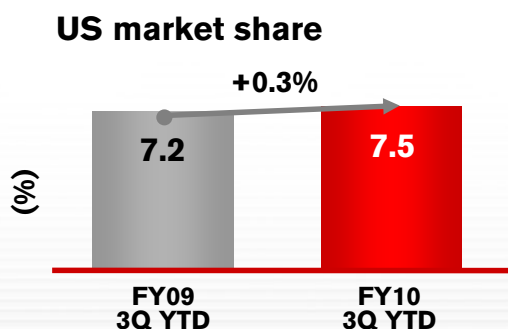
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FY10 third-quarter financial results

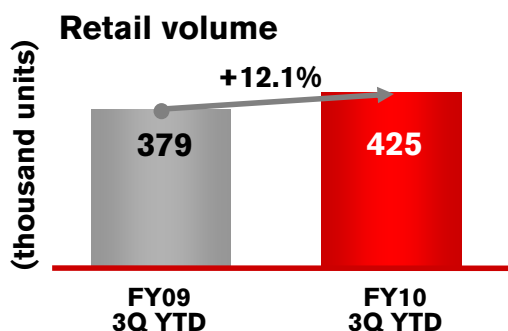
Sales performance (9 months): North America



- TIV increased 9.9%* to 9 million units in US
- 3Q sales in US increased 23.7% to 234.9 k units, trucks increased 40.3% to 82.1 k units and Infiniti increased 35% to 28.6 k units
- Canada: Sales increased 4.1% to 65 k units, market share stable at 5.3%
- Mexico: Sales increased 23.4% to 144.3 k units, market share improved 2.0% to 22.9%

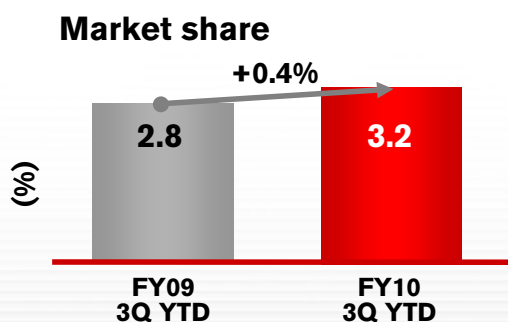


Sales performance (9 months): Europe



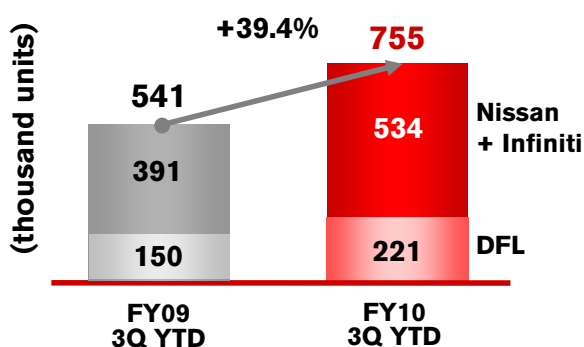
- TIV decreased 2.5% to 13.2 million units
- Sales in Western Europe, increased by 4.4% to 326.7 k units
- Sales in Russia increased 65.5% from 44 k units to 72.9 k units
- Market share:

	FY09 3Q YTD	FY10 3Q YTD
Russia	4.1%	4.5%
Europe excl. Russia	2.7%	3.0%



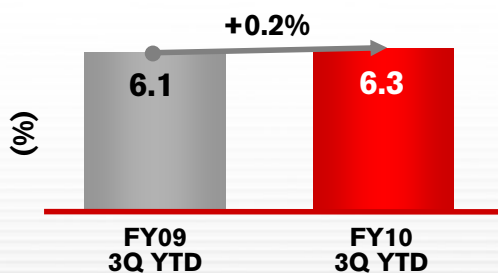
Sales performance (9 months): China (Jan. to Sep.)

Retail volume by brand



- TIV* increased 34.8% to 12 million units
- Sales in China increased 39.4% to 755 k units
- 3Q sales in China increased 20.4% to 251.9 k units, driven by QASHQAI, Sylphy and Teana
- 4Q TIV increased 24% to 4.6 million units, while Nissan's sales increased 25.5% to 268.6 k units
- Annual sales in China increased 35.5% to 1,023.6 k units

Market share*



Teana



Sylphy

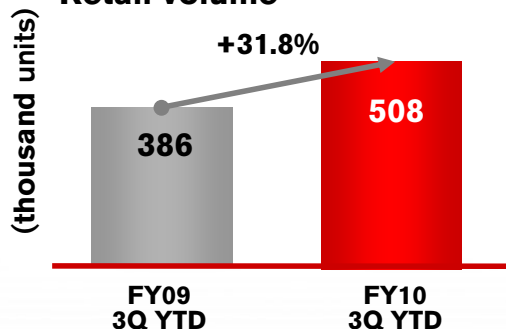


10 *TIV for China : Passenger and LCV only

FY10 third-quarter financial results

Sales performance (9 months): Other markets

Retail volume



- Sales in Latin America increased 70.4% to 120 k units (3Q sales: +76.4% to 48.1 k units)
- Sales in Thailand increased 78.8% to 44.9 k units (3Q sales: +53.7% to 16.3 k units)
- Sales in Indonesia increased 69.6% to 28.8 k units (3Q sales: +46.9% to 10.1 k units)
- Sales in Middle East increased 8.4% to 132.9 k units (3Q sales: +4.8% to 46.0 k units)



March/Micra



Livina series

FY10 sales performance (9 months)

FY10 financial performance (9 months)

FY10 outlook

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FY10 third-quarter financial results

FY10 financial performance (9 months)

(billion yen)	FY09 3Q YTD	FY10 3Q YTD	Variance	Change vs FY09 (%)
Net revenue	5,379.6	6,421.8	+1,042.2	+19.4%
Operating profit	228.9	448.9	+220.0	+96.1%
<i>OP margin</i>	<i>(4.3%)</i>	<i>(7.0%)</i>		
<i>Non-operating</i>	-83.0	7.3		
Ordinary profit	145.9	456.2	+310.3	+212.7%
<i>Extraordinary</i>	-37.0	-7.7		
Profit before tax	108.9	448.5	+339.6	+312.0%
<i>Taxes</i>	-49.9	-137.4		
<i>Effective tax rate</i>	<i>(45.8%)</i>	<i>(30.6%)</i>		
<i>Minority interest</i>	-5.0	-22.7		
Net income	54.0	288.4	+234.4	+434.5%
FX rate	93.6 JPY/USD 133.0 JPY/EUR	86.8 JPY/USD 113.3 JPY/EUR	-6.8 JPY/USD -19.7 JPY/EUR	

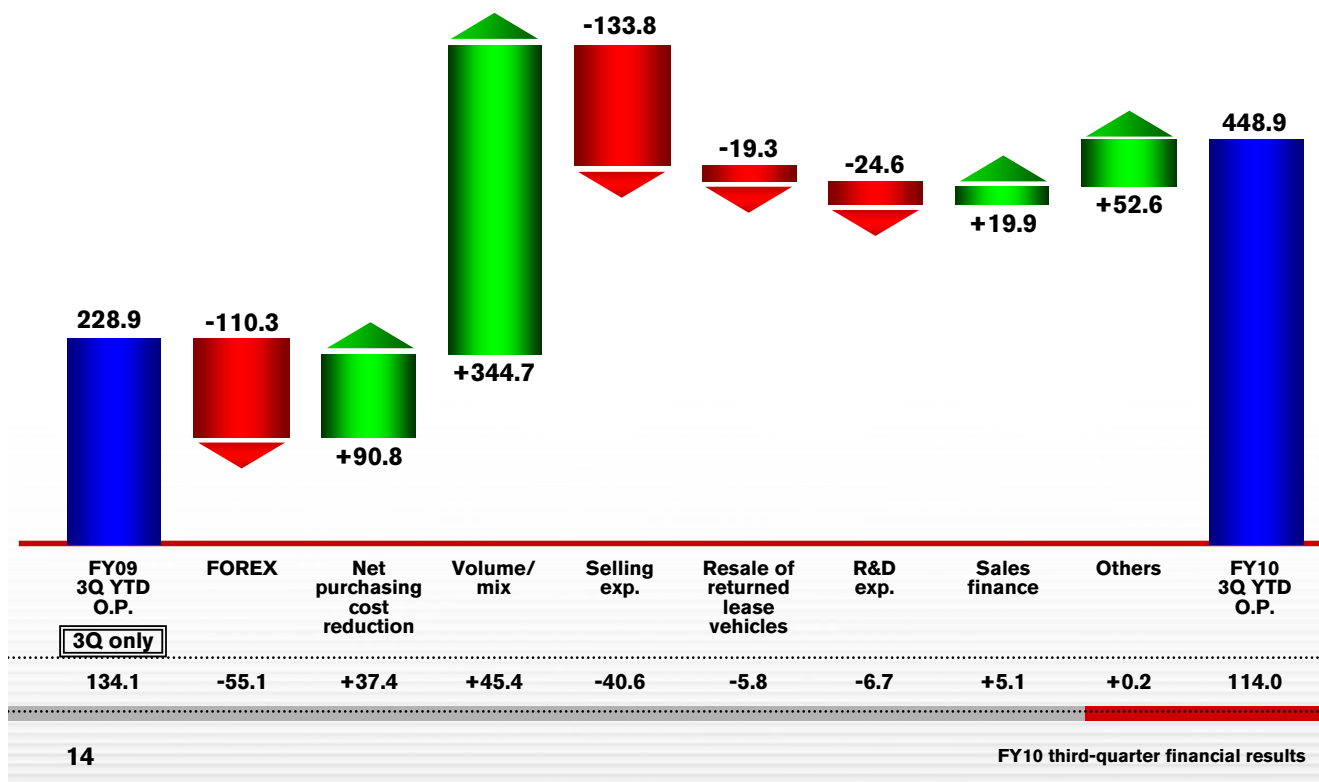
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FY10 third-quarter financial results

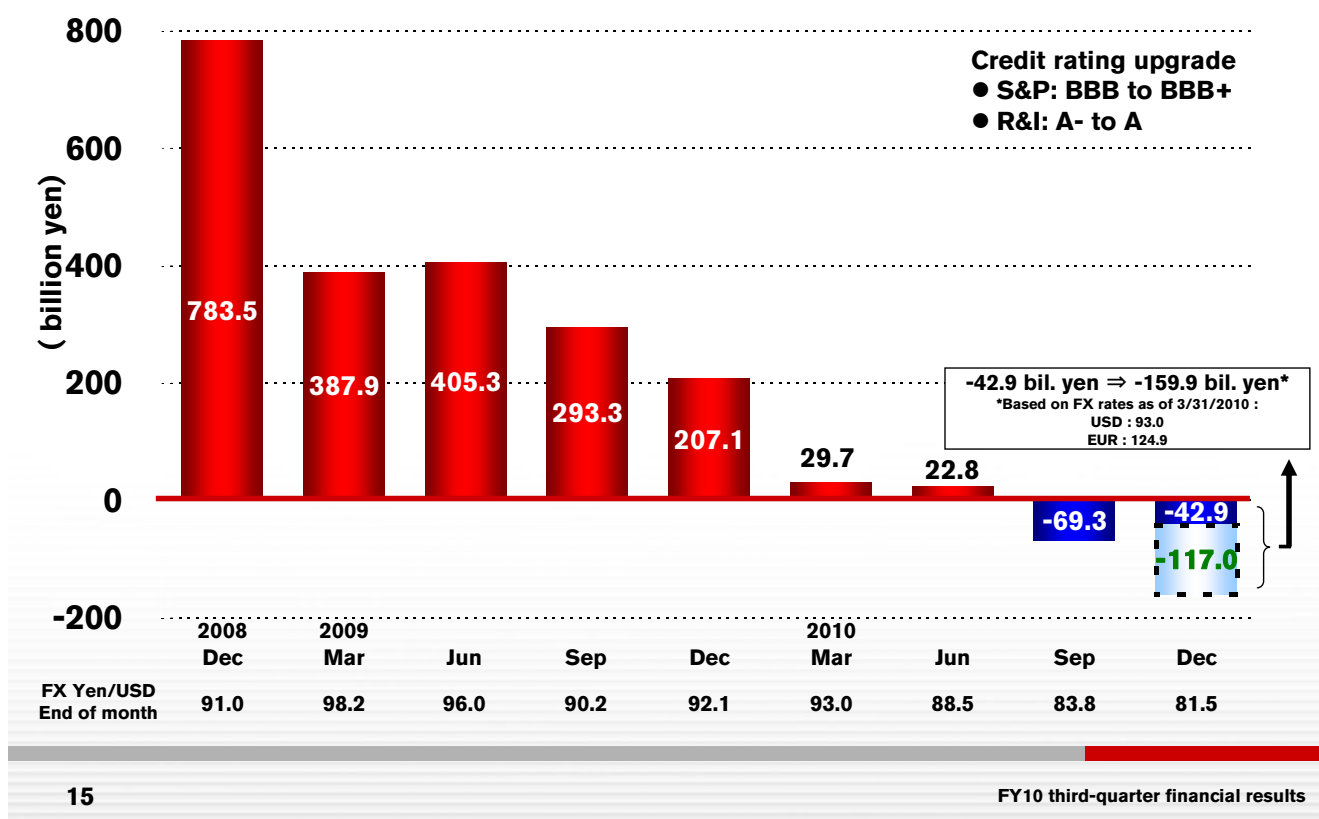
FY10 financial performance (9 months)

Operating profit variance analysis

(billion yen)



Net debt (Auto business)



FY10 sales performance (9 months)

FY10 financial performance (9 months)

FY10 outlook

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FY10 third-quarter financial results

FY10 outlook

	<u>Revised on Feb. 9, 2011</u>	(Actual)	(Previous) Nov. 4, 2010 (A)	(Revised) Feb. 9, 2011 (B)	(B)-(A) Variance
(billion yen)		FY09	FY10 *	FY10 *	
Sales volume (k units)		3,515	4,100	4,165	+65
Net revenue		7,517.3	8,770.0	8,800.0	+30.0
Operating profit		311.6	485.0	535.0	+50.0
Ordinary profit		207.7	450.0	530.0	+80.0
Net income		42.4	270.0	315.0	+45.0
CAPEX		273.6	340.0	340.0	
<i>sales ratio</i>		3.6%	3.9%	3.9%	
R&D		385.5	425.0	425.0	
<i>sales ratio</i>		5.1%	4.8%	4.8%	
FX rate assumption (JPY/USD)		92.9	84.4 (2H: 80.0)	85.4 (4Q: 80.9)	
(JPY/EUR)		131.2	111.9 (2H: 110.0)	112.5 (4Q: 110.2)	

17 * Forecast

FY10 third-quarter financial results

FY10 all-new product launches

10 all-new global launches

Europe

- Nissan LEAF
- Juke
- Micra
- QX
- M



Japan

- Juke
- Elgrand
- Serena
- Moco
- March
- Nissan LEAF



North America

- Nissan LEAF
- Quest
- Murano CrossCabriolet
- NV Series
- QX
- Juke



Other markets

- Sunny
- QX
- M



All-new global launches
Regional launches

Upcoming topics

China: Sunny



Upcoming topics

North America: NV series



Upcoming topics

North America: Quest



Upcoming topics

North America: Murano CrossCabriolet



Upcoming topics

Japan: Moco



Upcoming topics

Europe: Nissan LEAF



NISSAN