

NISSAN

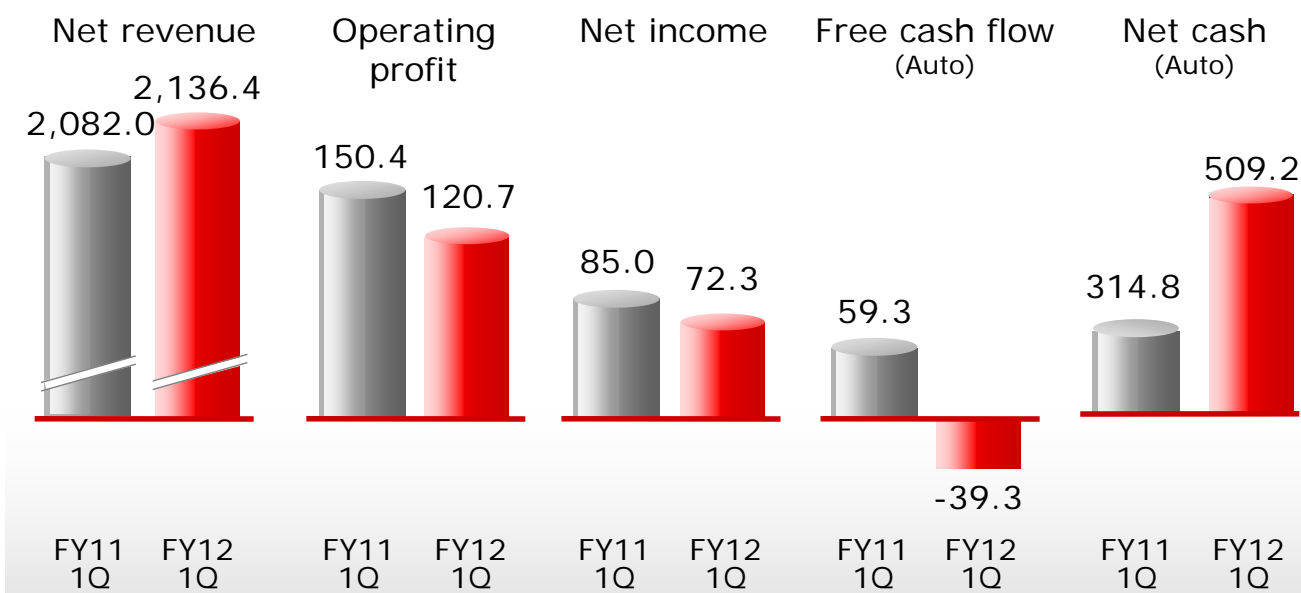
FY2012 first-quarter financial results

Nissan Motor Co., LTD.
July 26, 2012

www.nissan-global.com

Key performance indicators: financial results

(billion yen)



NISSAN



**NISSAN
POWER
88**

POWER

**Brand & sales
power**

8

**Global market
share by FY16
(%)**

8

**Sustainable
COP
(%)**

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FY12

Business update

FY12

1st quarter sales performance

FY12

**1st quarter
consolidated financial performance**

Conclusion

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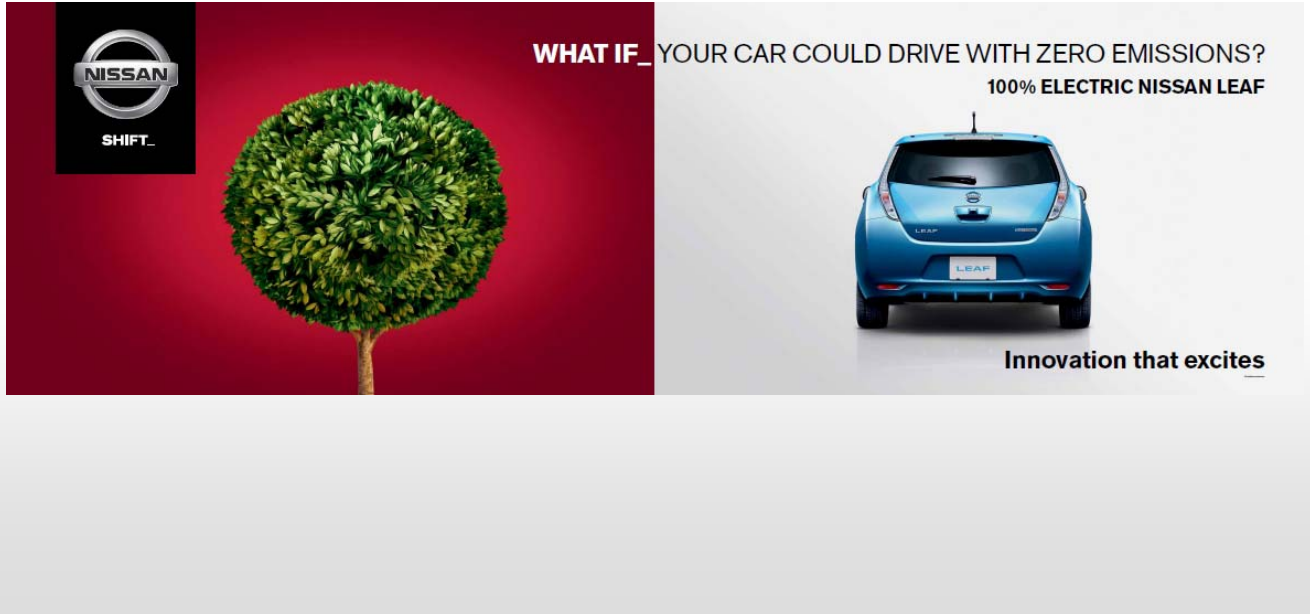
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FY12 business update

Global brand campaign



The advertisement is split into two main sections. On the left, a vibrant red background features a perfectly spherical, topiary-style tree. In the top left corner of this section is the Nissan logo with the slogan "SHIFT_" below it. On the right, a white background shows the rear view of a blue Nissan Leaf. Above the car, the text reads "WHAT IF_ YOUR CAR COULD DRIVE WITH ZERO EMISSIONS?" and "100% ELECTRIC NISSAN LEAF". Below the car, it says "Innovation that excites_".

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New York debut of Taxi of Tomorrow



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FY12 business update

All-new models

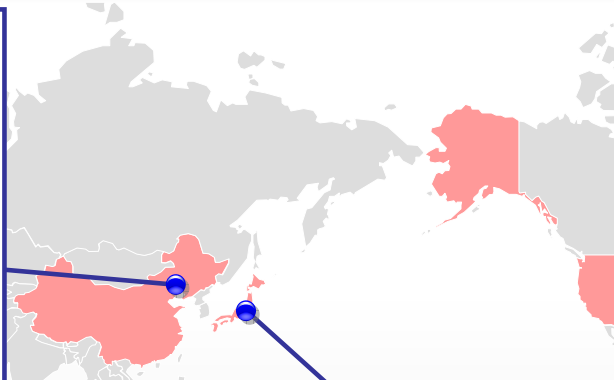
Infiniti M LWB



Sylphy



Venucia D50

Altima



Note



CIMA



NV350 Caravan



FY12 business update

Production capacity expansion

- All-new hatchback production in 2014, Sunderland, UK
- Double capacity to 100k units in 2014, St Petersburg, Russia
- 4-cylinder engines for Infiniti and Mercedes-Benz in 2014, Tennessee, US
- Infiniti model production in 2014, Xiangyang, China
- Build new plant in 2014, Dalian, China
- Build new plant in 2013, Aguascalientes, Mexico
- Capacity to 250 k units during Mid-term plan period, Indonesia
- Build new plant in 2014, Resende, Brazil

FY12 business update

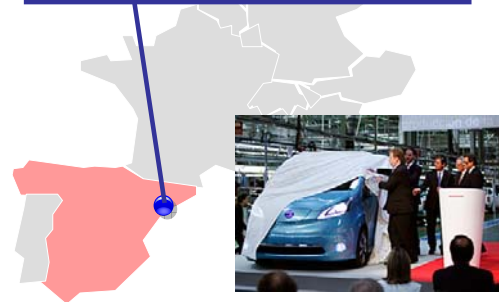
Zero-emission leadership

LEAF to Home



Electric van production

e-NV200 production
in 2013, Barcelona, Spain



FY12 business update

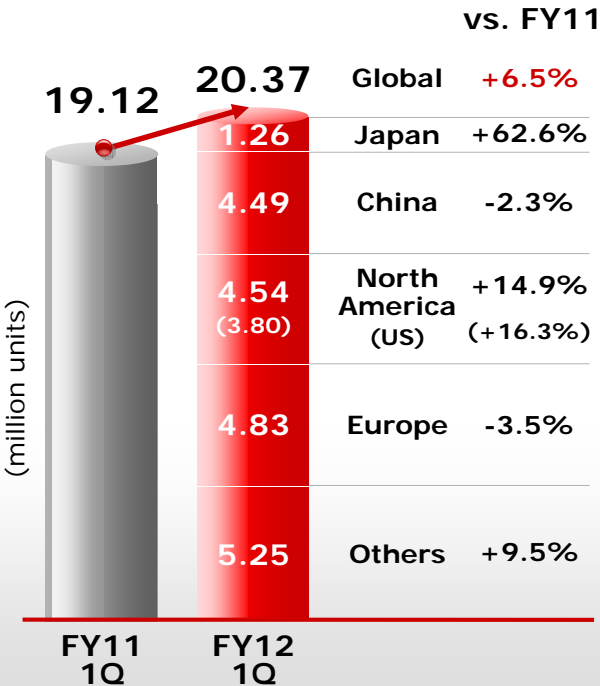
Alliance update



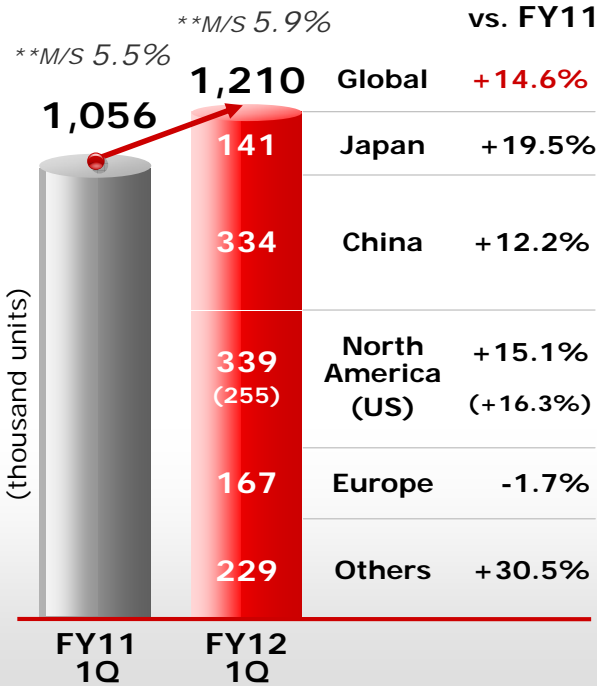
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FY12 first-quarter sales performance : Global

TIV*

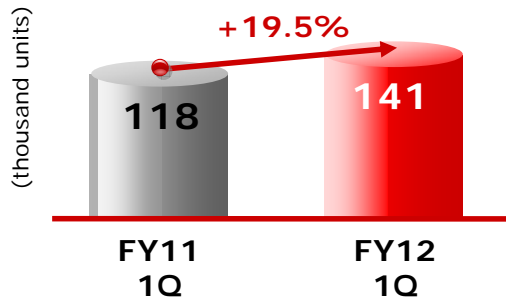


Retail volume



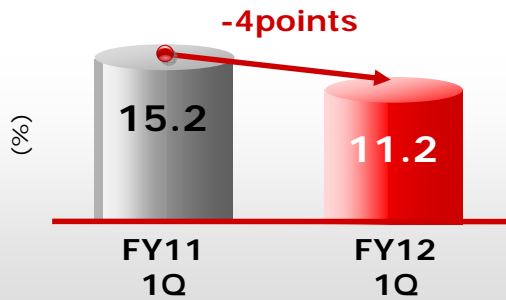
FY12 first-quarter sales performance : Japan

Retail volume



- TIV: 1.26 million units, +62.6%
- Sales: 141 k units, +19.5%, thanks to Serena and Note
- Market share: 11.2%, -4 points
- Nissan LEAF sales: 3.4 k units

Market share



Serena

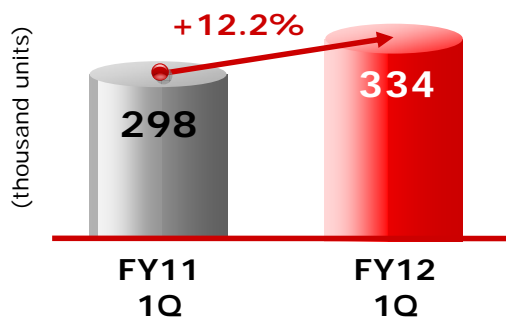


Nissan LEAF



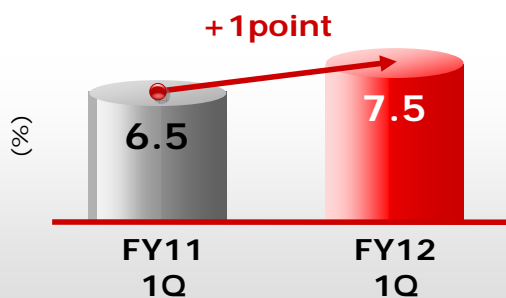
FY12 first-quarter sales performance : China (Jan. to Mar.)

Retail volume



- FY12 1Q (Jan. to Mar.)
 - TIV*: 4.49 million units, -2.3%
 - Sales: 334 k units, +12.2%
 - Market share: 7.5%, +1 point, thanks to Tiida, Sunny and Qashqai

Market share



- FY12 2Q (Apr. to Jun.)
 - Sales: 344 k units, +15.9%
 - Market share: 7.6%, +0.1 point

Tiida



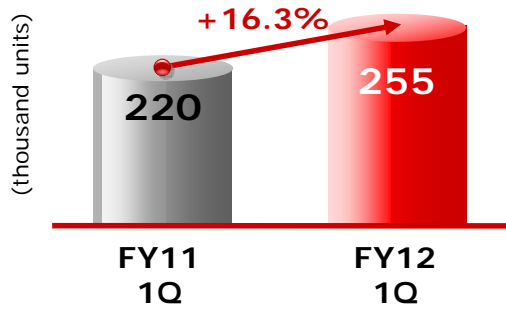
Sunny



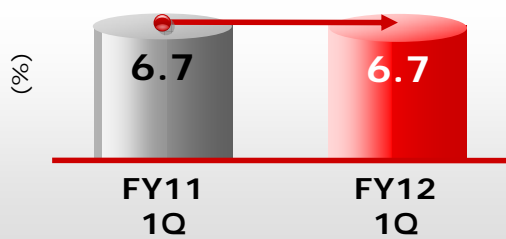
*TIV for China : Passenger and LCV only

FY12 first-quarter sales performance : North America

US Retail volume



US Market share



■ US

- TIV: 3.8 million units, +16.3%
- Sales: 255 k units, +16.3% thanks to Rogue and Versa
- Market share: 6.7%

■ Canada

- Sales: 26 k units, +2.8%
- Market share: 5.2%, -0.1 point

■ Mexico

- Sales: 57 k units, +16%
- Market share: 24.9%, +0.6 points

Rogue

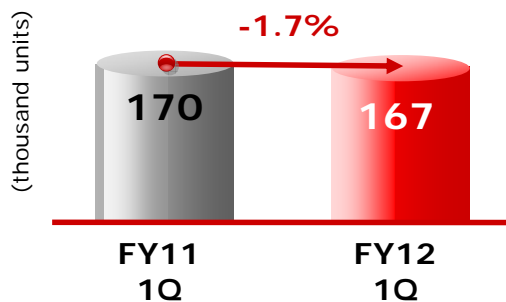


Versa

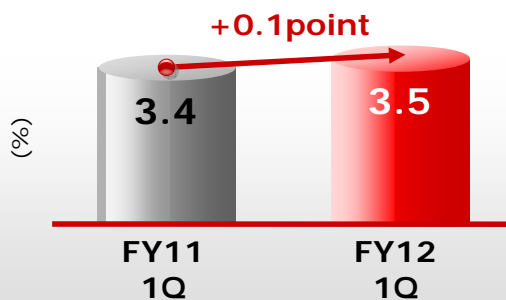


FY12 first-quarter sales performance : Europe

Retail volume



Market share



■ TIV: 4.83 million units, -3.5%

■ Europe excluding Russia: 128 k units, -6.8%

■ Russia: 39 k units, +19.6%

■ Market share:

	FY11 1Q	FY12 1Q
Russia	4.6%	4.9%
Europe excl. Russia	3.2%	3.3%

Qashqai

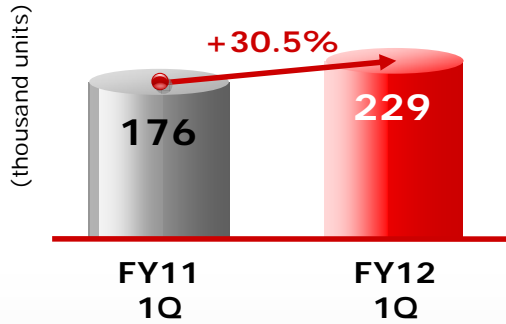


Juke



FY12 first-quarter sales performance : Other markets

Retail volume



- Asia & Oceania: 100 k units, +29.9%
 - Thailand: 24.1 k units, +44%
 - Indonesia: 16.9 k units, +45.6%
 - India: 10.5 k units, +124%
- Latin America: 63.5 k units, +36%
 - Brazil: 30.7 k units, +133.6%

V-platform series



FY12

Business update

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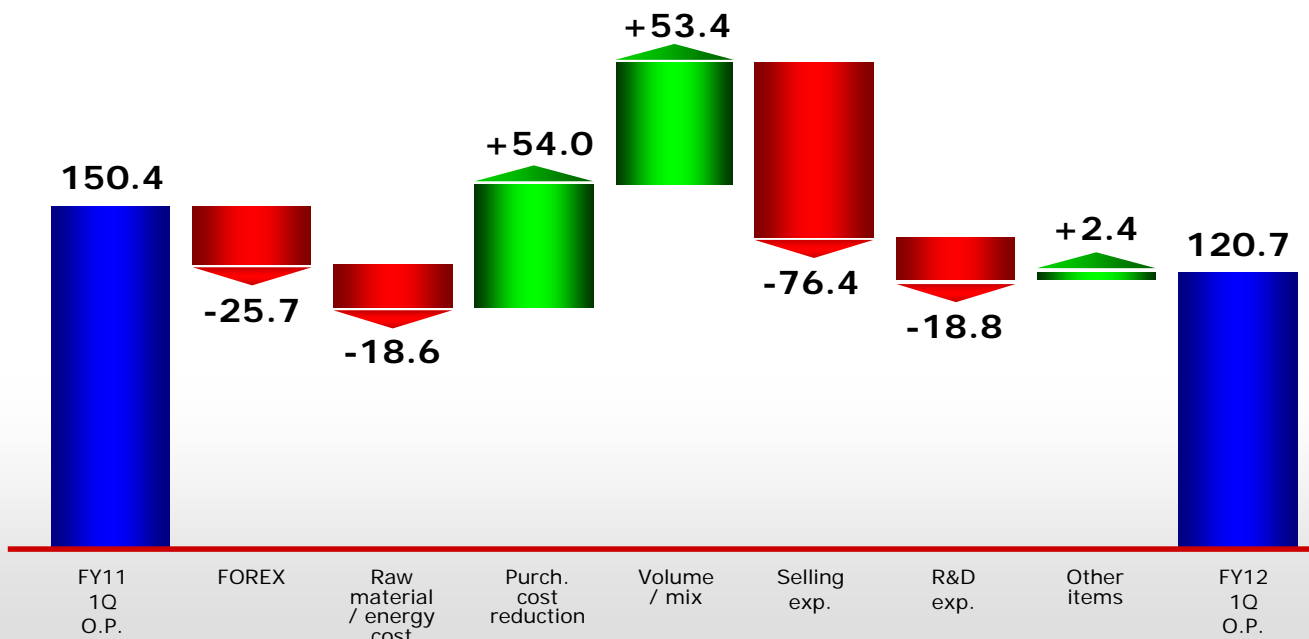
FY12 1st quarter financial performance

(billion yen)	FY11 1Q	FY12 1Q	Variance	Change vs. FY11 (%)
Net revenue	2,082.0	2,136.4	+54.4	+2.6%
Operating profit	150.4	120.7	-29.7	-19.7%
<i>OP margin</i>	7.2%	5.6%		
<i>Non-operating</i>	-2.7	-9.2		
Ordinary profit	147.7	111.5	-36.2	-24.5%
<i>Extraordinary</i>	-16.7	-0.3		
Profit before tax	131.0	111.2	-19.8	-15.1%
<i>Taxes</i>	-38.6	-33.1		
<i>Effective tax rate</i>	29.5%	29.8%		
<i>Minority interest</i>	-7.4	-5.8		
Net income	85.0	72.3	-12.7	-15.0%
<i>FX rate</i>	81.7 JPY/USD 117.4 JPY/EUR	80.2 JPY/USD 102.8 JPY/EUR	-1.5 JPY/USD -14.6 JPY/EUR	

FY12 1st quarter financial performance

Operating profit variance analysis

(billion yen)



Net Cash (Auto business)

(billion yen)



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FY12 all-new product launches

10 all-new global launches

Launched

- NV350 Caravan (Japan)
- Altima (US)



Scheduled Launches

- NV350 Caravan Wide
- Note
- Atlas
- Infiniti M (LWB)
- Sylphy
- Venucia D50
- Venucia new model
- Pathfinder



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