



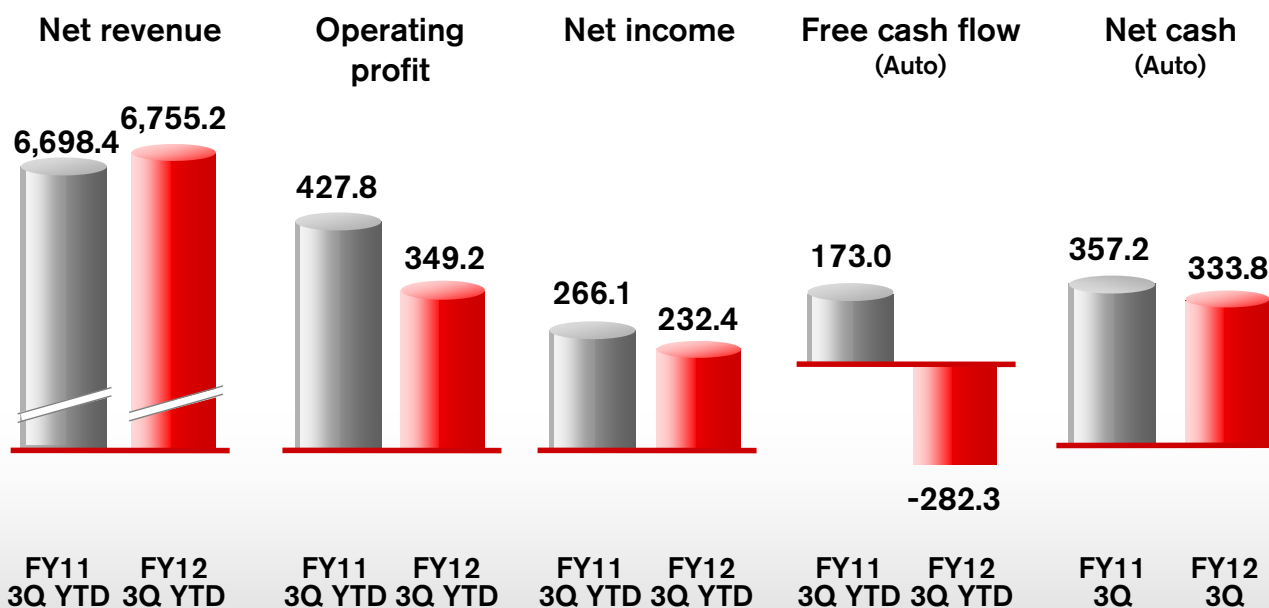
# FY2012 third-quarter financial results

Nissan Motor Co., LTD.  
February 8, 2013

www.nissan-global.com

## Key performance indicators: financial results

(billion yen)





**NISSAN  
POWER  
88**

**POWER**

**Brand & sales  
power**

**8**

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

**8**

**Sustainable COP  
(%)**

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**FY12**

**business update**

**FY12**

**sales performance (9 months)**

**FY12**

**consolidated financial performance  
(9 months)**

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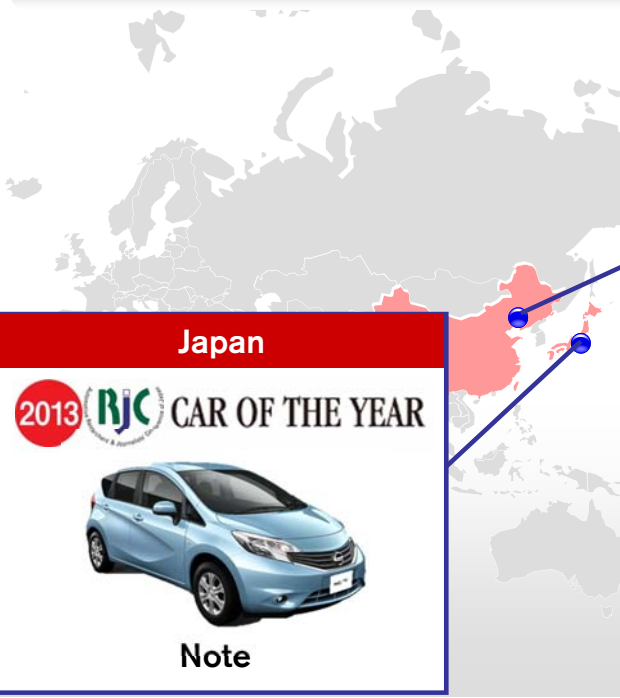
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# FY12 business update

## Award-winning cars




**Japan**

2013 RJC CAR OF THE YEAR





Note

**China**



*Car of the year*



Sylphy

*Most economical vehicle*



Venucia R50

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# FY12 business update

## Zero-emission leadership

**(Japan)**

New-generation Nissan LEAF now available

- 228 km\* of range achieved at full charge
- More affordable price
- New enhancements and equipment




\* JC08 mode

**(US)**

Local production starts

- New-generation Nissan LEAF assembled at Smyrna, TN,



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# FY12 business update

## Infiniti momentum

### Geographic expansion

- Singapore, Chile, Dominican Republic, South Africa and Australia in 2012
- Hong kong in 2013
- Brazil in 2014

### Infiniti Red Bull Racing team

INFINITI  
Red Bull RACING



### Infiniti's first premium compact to be produced in UK from 2015



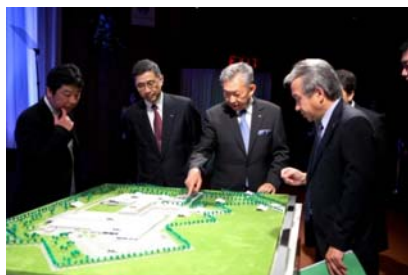
### Infiniti Q50 world debut at Detroit auto show



# FY12 business update

## Monozukuri enhancement in ASEAN

- Thailand production capacity expansion: increase 150 k units to reach 370 k units by the end of mid-term business plan
- NTCSEA, regional R&D function, expansion: engineering responsibility, and testing facilities



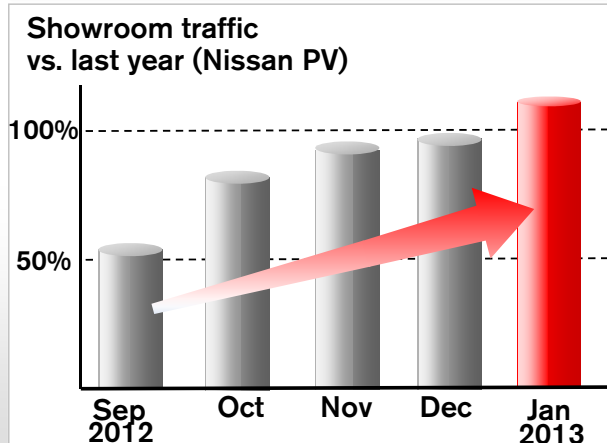
# FY12 business update

## China updates

### Operation status

- **Plant operations**
  - Returned to 2 shifts in Huadu and Zhengzhou plant in Jan. 2013
- **Sales**
  - CY12 sales : 1,181 k units
  - Jan 2013 sales : 115.7 k units, +22.2%

### Showroom traffic recovery



# FY12 business update

## Transfer H/M CV Business to Dongfeng Motor Group



# FY12 business update

## Alliance updates



8.1 million unit sales  
in CY2012



Created joint venture for  
strategic partnership with  
AVTOVAZ



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# FY12 business update

## Strategic cooperation for FCEV technology

DAIMLER



RENAULT NISSAN



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FY12

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FY12

sales performance (9 months)

FY12

consolidated financial performance  
(9 months)

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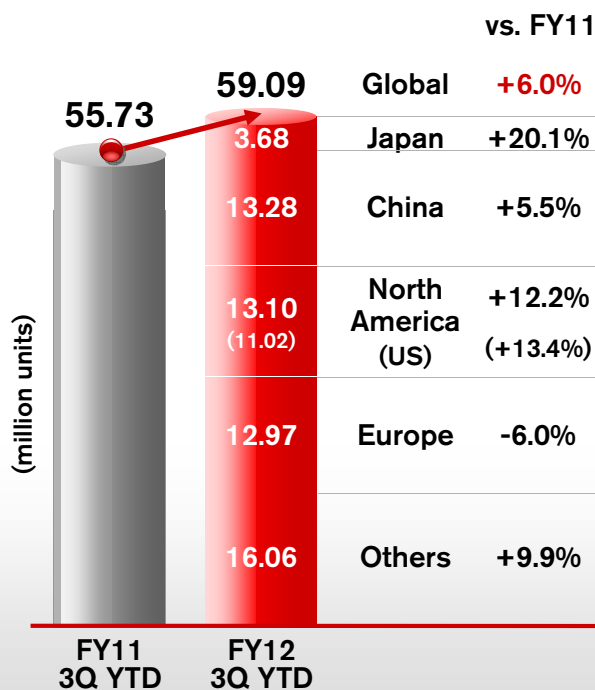
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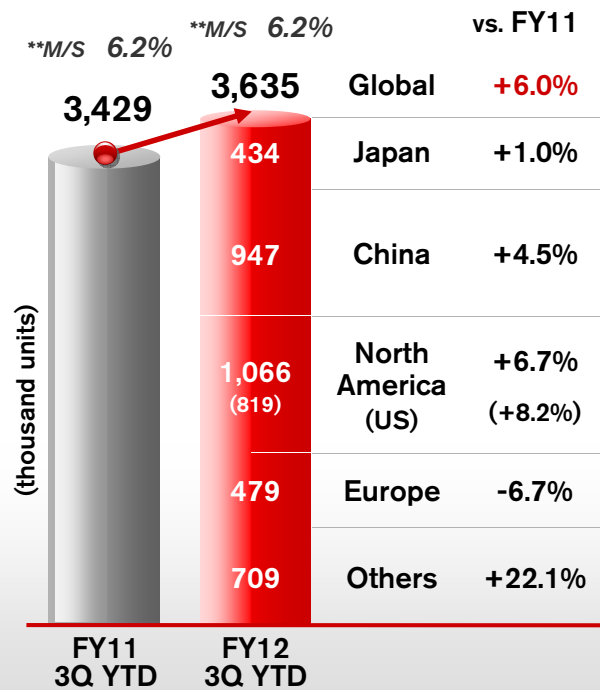
## FY12 sales performance (9 months) : Global

TIV\*



\*Nissan's estimation

Retail volume



\*\* Market Share

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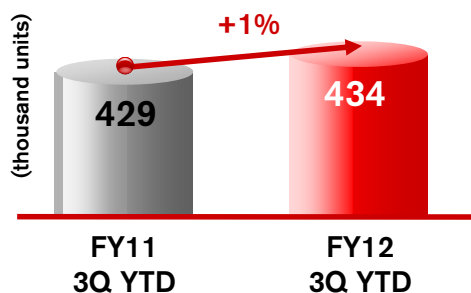
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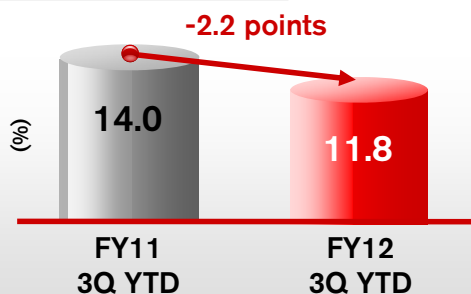
## FY12 sales performance (9 months) : Japan

### Retail volume



- TIV: 3.68 million units, +20.1%
- Sales: 434 k units, +1%, thanks to Serena and Note
- Market share: 11.8%, -2.2 points

### Market share



Serena



Note



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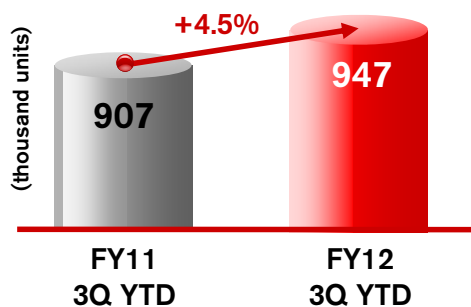
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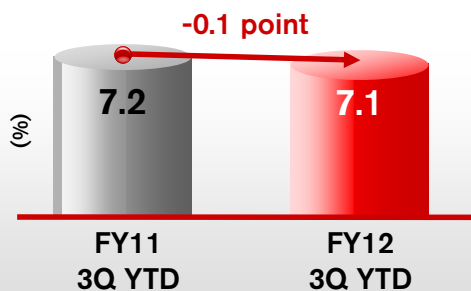
## FY12 sales performance (9 months) : China (Jan. to Sep.)

### Retail volume



- FY12 3Q (Jan. to Sep.)
  - TIV\* : 13.3 million units, +5.5%
  - Sales: 947 k units, +4.5%, thanks to Tiida, Sunny and Qashqai
  - Market share: 7.1%, -0.1 point

### Market share



- FY12 4Q (Oct. to Dec.)
  - Sales: 234 k units, -31.2%
  - Market share: 4.7%, -2.7 points

Tiida



Sylphy



\*TIV for China : Passenger and LCV only

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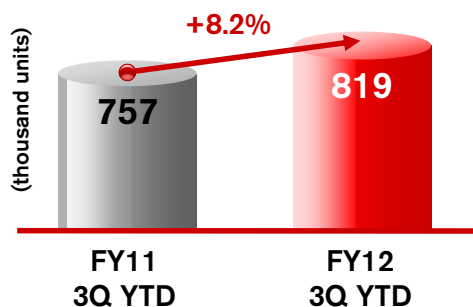
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## FY12 sales performance (9 months) : North America

### US Retail volume



### ■ US

- TIV: 11.02 million units, +13.4%
- Sales: 819 k units, +8.2% thanks to Rogue and Pathfinder
- Market share: 7.4%, -0.4 points

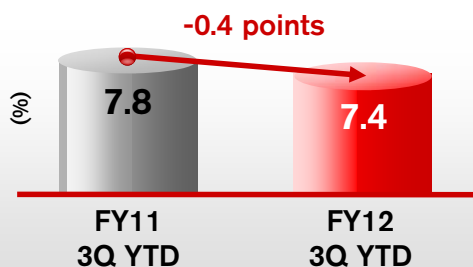
### ■ Canada

- Sales: 61 k units, -8%
- Market share: 4.6%, -0.7 points

### ■ Mexico

- Sales: 184 k units, +6%
- Market share: 24.5%, -0.5 points

### US Market share



Altima



Pathfinder



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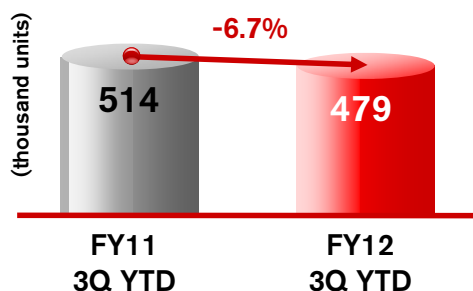
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## FY12 sales performance (9 months) : Europe

### Retail volume



- TIV: 12.97 million units, -6%

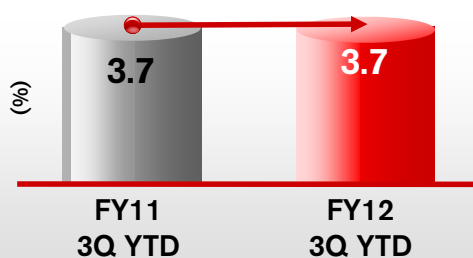
- Europe excluding Russia: 361 k units, -9.1%

- Russia: 118 k units, +1.5%

- Market share:

	FY11 3Q YTD	FY12 3Q YTD
Russia	5.4%	5.1%
Europe excl. Russia	3.4%	3.4%

### Market share



Qashqai



Juke



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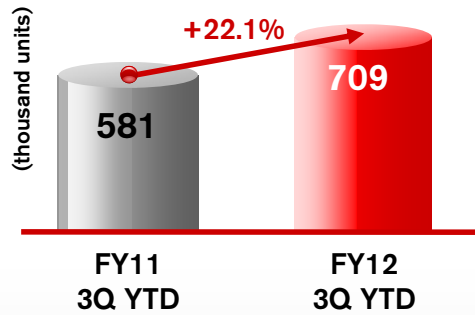
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# FY12 sales performance (9 months) : Other markets

## Retail volume



- Asia & Oceania: 321 k units, +33.3%
  - Thailand: 96.5 k units, +96.3%
  - Indonesia: 51.6 k units, +16.2%
  - India: 30.5 k units, +77.2%
- Latin America: 173.8 k units, +8.5%
  - Brazil: 77.4 k units, +44%
- Middle East : 132.1 k units, +26.3%

V-platform series



FY12

business update

FY12

sales performance (9 months)

FY12

consolidated financial performance  
(9 months)

## FY12 financial performance (9 months)

(billion yen)	FY11 3Q YTD	FY12 3Q YTD	Variance	Change vs. FY11 (%)
Net revenue	6,698.4	6,755.2	+56.8	+0.8%
Operating profit	427.8	349.2	-78.6	-18.4%
<i>OP margin</i>	6.4%	5.2%		
<i>Non-operating</i>	-11.0	+15.4		
Ordinary profit	416.8	364.6	-52.2	-12.5%
<i>Extraordinary</i>	-21.0	-9.6		
Profit before tax	395.8	355.0	-40.8	-10.3%
<i>Taxes</i>	-104.9	-102.4		
<i>Effective tax rate</i>	26.5%	28.8%		
<i>Minority interest</i>	-24.8	-20.2		
Net income	266.1	232.4	-33.7	-12.7%
<i>FX rate</i>	79.0 JPY/USD 110.6 JPY/EUR	80.0 JPY/USD 102.0 JPY/EUR	+1.0 JPY/USD -8.6 JPY/EUR	

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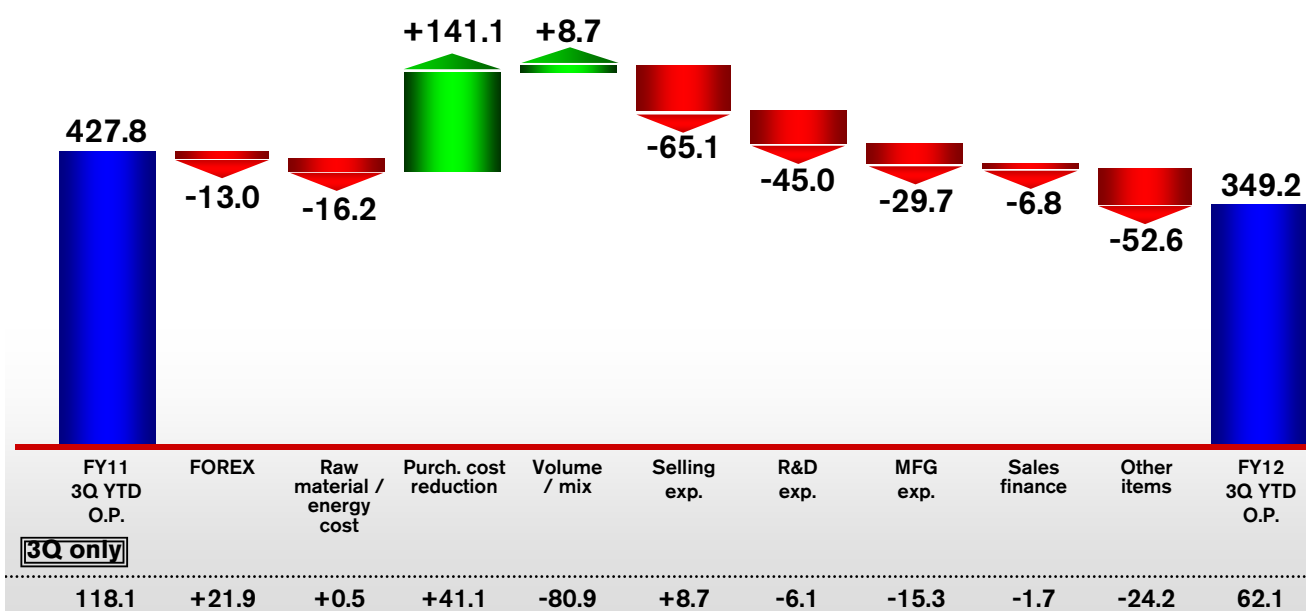
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## FY12 financial performance (9 months)

### Operating profit variance analysis

(billion yen)



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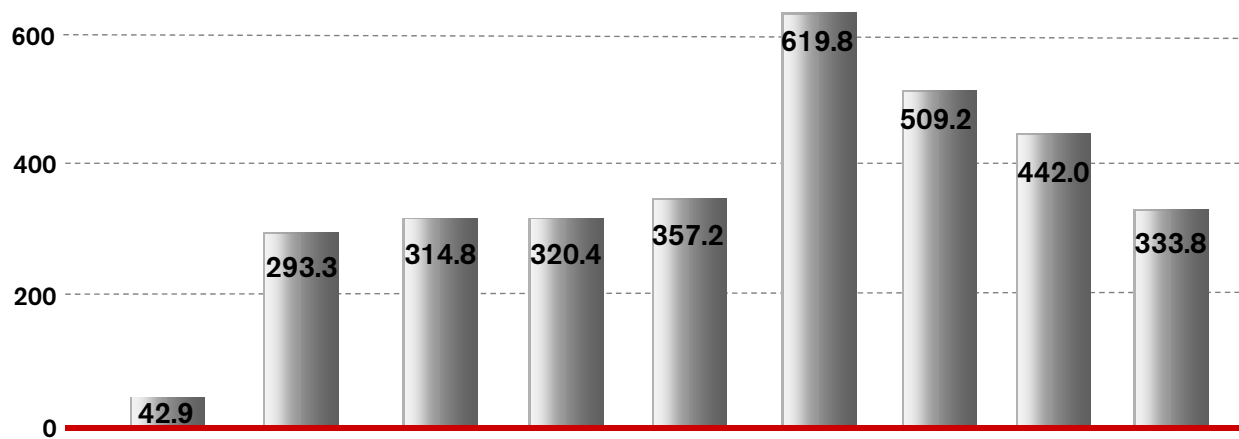
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# Net Cash (Auto business)

(billion yen)



	2010 Dec	2011 Mar	Jun	Sep	Dec	2012 Mar	Jun	Sep	Dec
FX: JPY/USD End of month	81.5	83.2	80.7	76.7	77.7	82.2	79.3	77.6	86.6

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## FY12 outlook

**Maintain our full year income guidance**

### Positives

- New models contribution
- Yen correction
- Disciplined cost management

### Risks/Negatives

- Competitive environment in pricing
- Sales volume evolution
- Higher than anticipated recovery costs in China
- Further weakening of the European market



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