

NISSAN MOTOR COMPANY



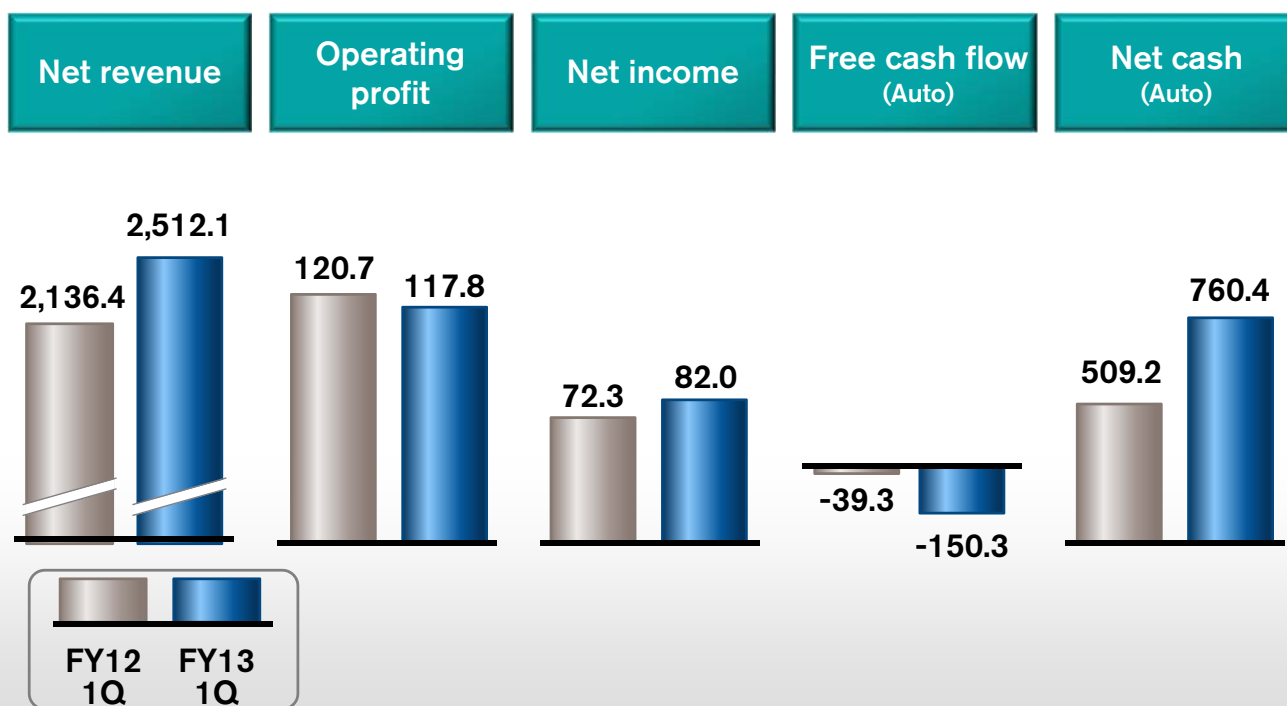
# FY2013 first-quarter financial results

Nissan Motor Co., Ltd  
July 25, 2013

www.nissan-global.com

## Key performance indicators: financial results (management pro forma basis\*)

(billion yen)



\* Based on continuation of proportional consolidation of China JV



**POWER**

**Brand & sales  
power**

**8**

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

**8**

**Sustainable  
COP  
(%)**

## FY13 business update

### FY13 1st quarter sales performance

### FY13 1st quarter consolidated financial performance

# FY13 business update

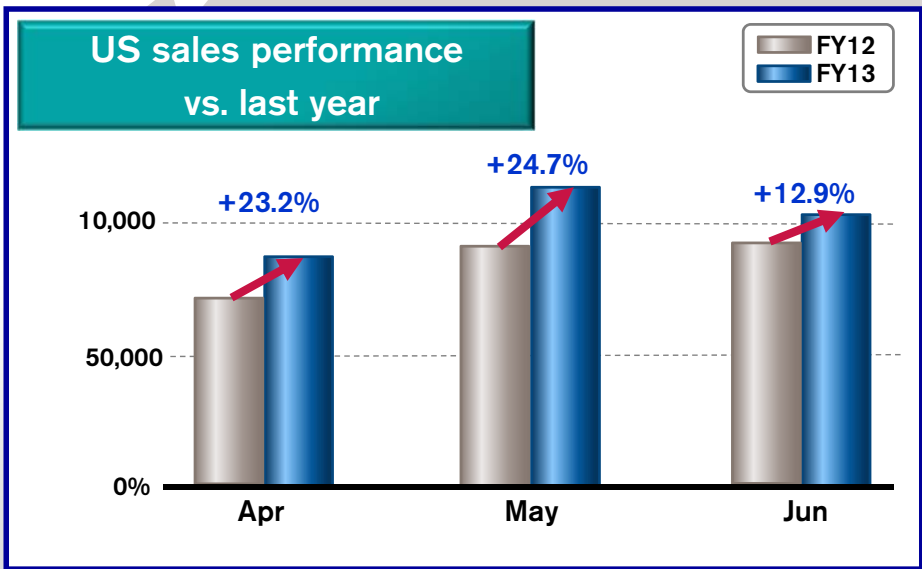
Launched all-new minicar DAYZ in Japan



# FY13 business update

US status

■ Full momentum for FY12 new models



Altima



Pathfinder



Sentra

# FY13 business update

## China status

- Sales momentum on track
- Positive response to new models (Teana and Livina)

### New cars launches



Teana



Livina

# FY13 business update



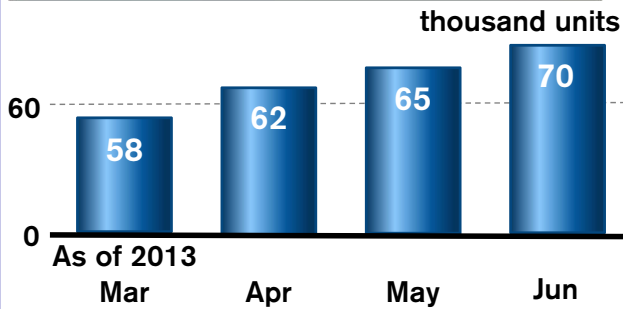
## First Infiniti Q50 rolls off the production line at Tochigi



# FY13 business update

## EV sales momentum

### Cumulative Nissan LEAF sales



### 100 k units EV sales in Alliance



### Production sites

Japan



US



UK



NISSAN MOTOR COMPANY

[www.nissan-global.com](http://www.nissan-global.com)

(C) Copyright NISSAN MOTOR CO., LTD.  
2013 All rights reserved.

9

# FY13 business update

## Datsun GO world premiere



NISSAN MOTOR COMPANY

[www.nissan-global.com](http://www.nissan-global.com)

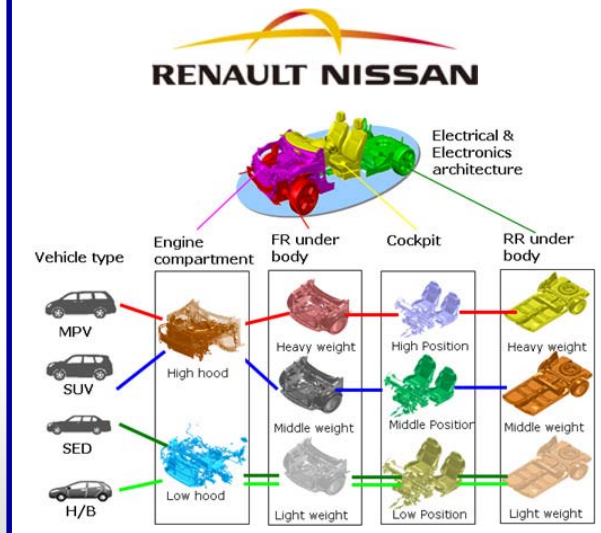
(C) Copyright NISSAN MOTOR CO., LTD.  
2013 All rights reserved.

10

# FY13 business update

## Alliance update

### Common module family



### Cooperation with Avtovaz



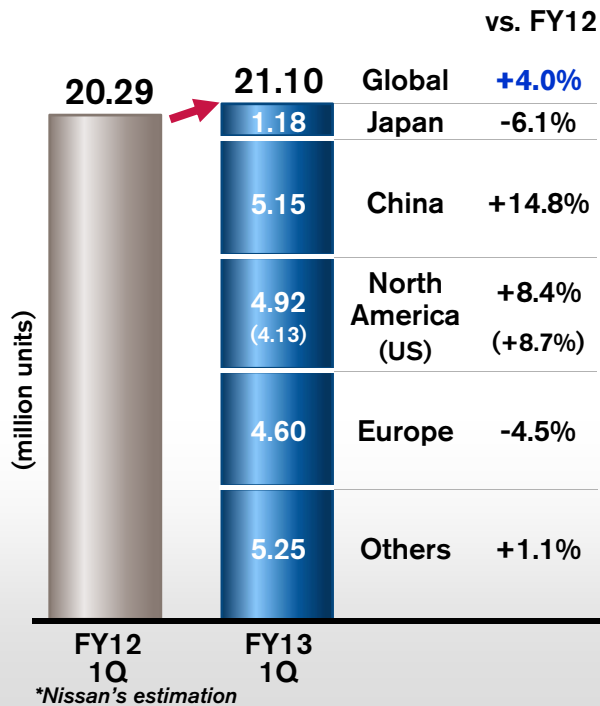
# FY13 business update

## FY13 1st quarter sales performance

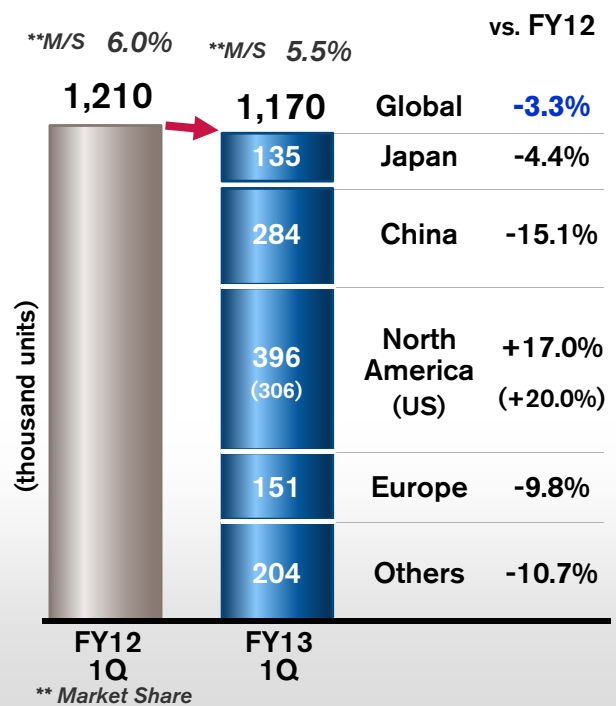
## FY13 1st quarter consolidated financial performance

# FY13 1st quarter sales performance: Global

## TIV\*

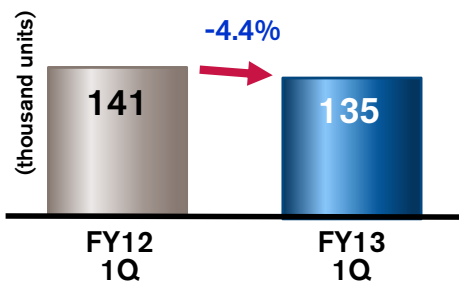


## Retail volume



# FY13 1st quarter sales performance: Japan

## Retail volume



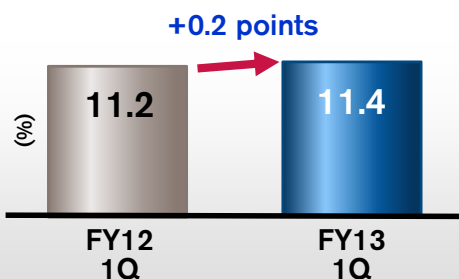
■ TIV: 1.18 million units, -6.1%

■ Sales: 135 k units, -4.4%

■ Market share: 11.4%, +0.2 points

■ DAYZ sales: 12 k units in June

## Market share



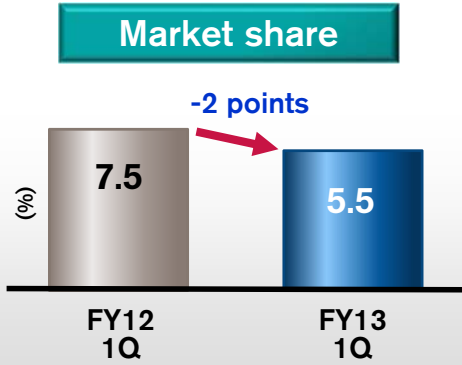
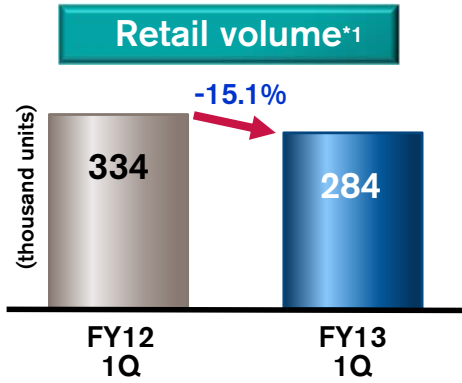
DAYZ



Note



# FY13 1st quarter sales performance: China (Jan. to Mar.)



## FY13 1Q (Jan. to Mar.)

- TIV\*2 : 5.15 million units, +14.8%
- Sales: 284 k units, -15.1%,
- Market share: 5.5%, -2 points
- Sylphy sales: 55 k units, +93.3%

## FY13 2Q (Apr. to Jun.)

- TIV\*2 : 4.99 million units, +10.3%
- Sales \*3: 308 k units, -1%,
- Market share \*3: 6.2%, -0.7 points

Sylphy



Teana

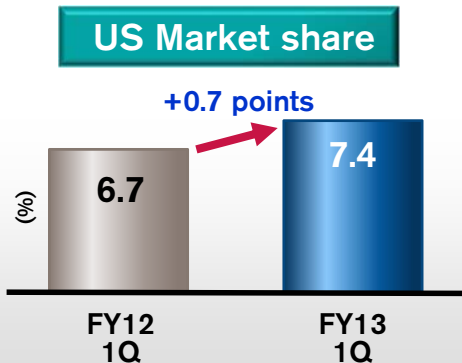
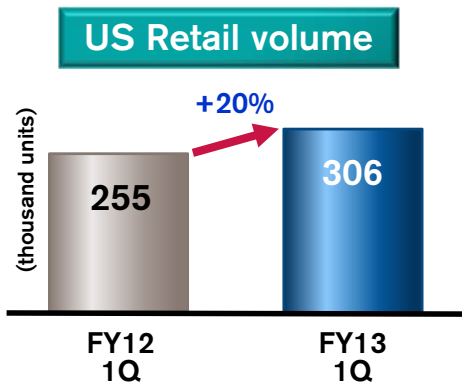


\* 1: Sales to dealers

\* 2: TIV for China : Passenger and LCV only

\* 3: After adjustment of CV spin off

# FY13 1st quarter sales performance: North America



## US

- TIV: 4.13 million units, +8.7%
- Sales: 306 k units, +20% thanks to Altima, Pathfinder and Sentra
- Market share: 7.4%, +0.7 points

## Canada

- Sales: 25 k units, -2.5%
- Market share: 4.8%, -0.4 points

## Mexico

- Sales: 64 k units, +12.4%
- Market share: 25.1%, +0.2 points

Altima



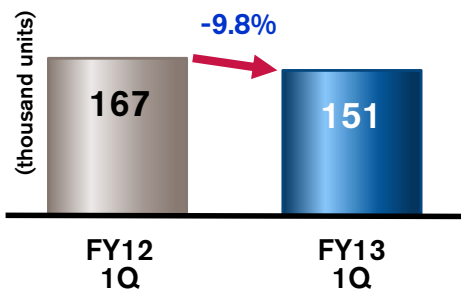
Pathfinder





# FY13 1st quarter sales performance: Europe

## Retail volume



■ TIV: 4.6 million units, -4.5%

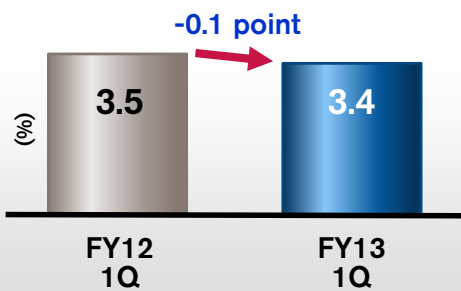
■ Europe excluding Russia: 121 k units, -5.1%

■ Russia: 29 k units, -25.3%

■ Market share:

	FY12 1Q	FY13 1Q
Russia	4.9%	4.1%
Europe excl. Russia	3.2%	3.2%

## Market share



Qashqai

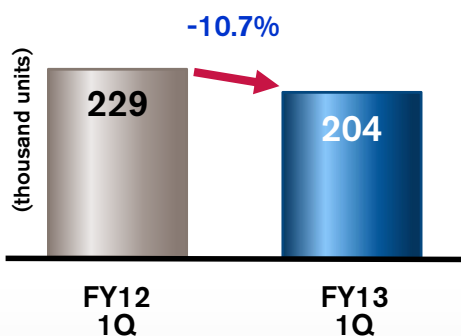


Juke



# FY13 1st quarter sales performance: Other markets

## Retail volume



■ Estimated TIV: 5.25 million units, +1.1%

■ Sales: 204 k units, -10.7%

Asia & Oceania: 84.9 k units, -15.1%

Latin America: 48.9 k units, -22.9%

Middle East: 47.5 k units, +16.4%

V-platform series



# FY13 business update

## FY13 1st quarter sales performance

### FY13 1st quarter consolidated financial performance

### FY13 1st quarter financial performance (management pro forma basis\*)

(billion yen)

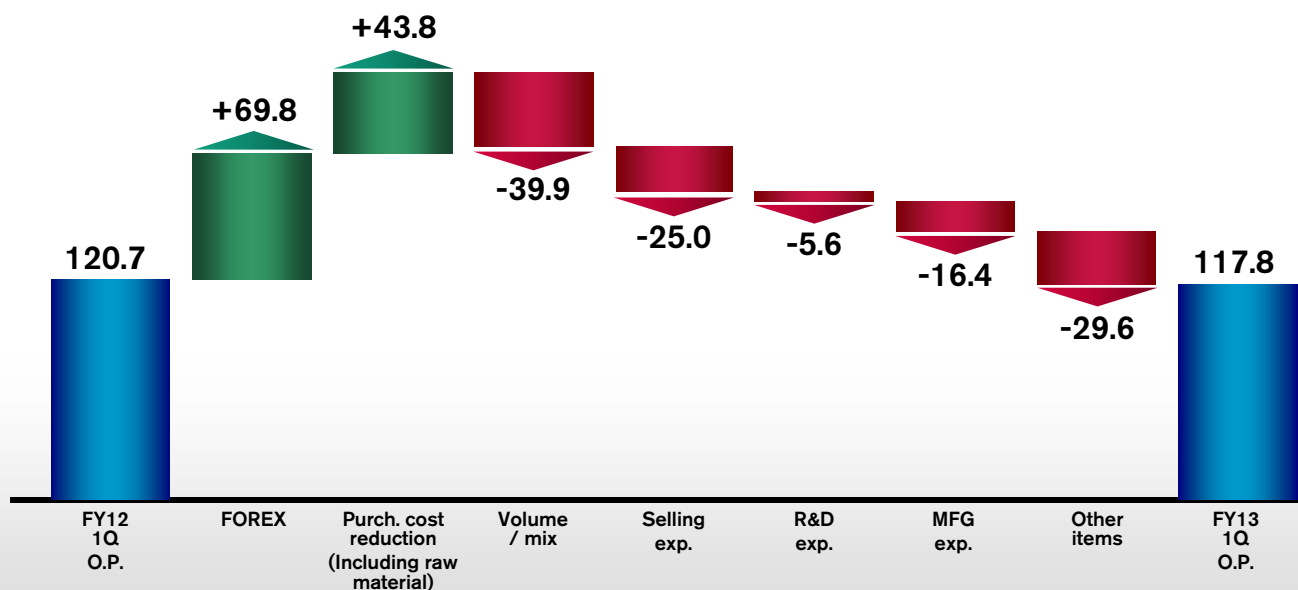
	FY12 1Q	FY13 1Q	Variance	Change vs. FY12 (%)
<b>Net revenue</b>	<b>2,136.4</b>	<b>2,512.1</b>	<b>+375.7</b>	<b>+17.6%</b>
<b>Operating profit</b>	<b>120.7</b>	<b>117.8</b>	<b>-2.9</b>	<b>-2.4%</b>
<i>OP margin</i>	5.6%	4.7%		
<i>Non-operating</i>	-9.2	-16.2		
<b>Ordinary profit</b>	<b>111.5</b>	<b>101.6</b>	<b>-9.9</b>	<b>-8.9%</b>
<i>Extraordinary</i>	-0.3	+22.2		
<b>Profit before tax</b>	<b>111.2</b>	<b>123.8</b>	<b>+12.6</b>	<b>+11.4%</b>
<i>Taxes</i>	-33.1	-35.4		
<i>Effective tax rate</i>	29.8%	28.6%		
<i>Minority interest</i>	-5.8	-6.4		
<b>Net income</b>	<b>72.3</b>	<b>82.0</b>	<b>+9.7</b>	<b>+13.5%</b>
<i>FX rate</i>	80.2 JPY/USD 102.8 JPY/EUR	98.8 JPY/USD 129.0 JPY/EUR	+18.6 JPY/USD +26.2 JPY/EUR	

\* Based on continuation of proportional consolidation of China JV

## FY13 1st quarter financial performance (management pro forma basis\*)

### Operating profit variance analysis

(billion yen)



\* Based on continuation of proportional consolidation of China JV

NISSAN MOTOR COMPANY

www.nissan-global.com

(C) Copyright NISSAN MOTOR CO., LTD.  
2013 All rights reserved.

21

## FY13 1st quarter financial performance (TSE report basis - China JV Equity basis )

(billion yen)

	FY12 1Q	FY13 1Q	Variance	Change vs. FY12 (%)
Net revenue	1,895.3	2,232.9	+337.6	+17.8%
Operating profit	87.9	108.1	+20.2	+23.0%
<i>OP margin</i>	4.6%	4.8%		
<i>Non-operating</i>	13.5	6.7		
Ordinary profit	101.4	114.8	+13.4	+13.2%
<i>Extraordinary</i>	-0.5	0.2		
Profit before tax	100.9	115.0	+14.1	+13.9%
<i>Taxes</i>	-24.7	-27.8		
<i>Effective tax rate</i>	24.5%	24.2%		
<i>Minority interest</i>	-4.2	-5.2		
Net income	72.0	82.0	+10.0	+14.0%
<i>FX rate</i>	80.2JPY/USD 102.8 JPY/EUR	98.8 JPY/USD 129.0 JPY/EUR	+18.6 JPY/USD +26.2 JPY/EUR	

Note: Other IFRS change included

NISSAN MOTOR COMPANY

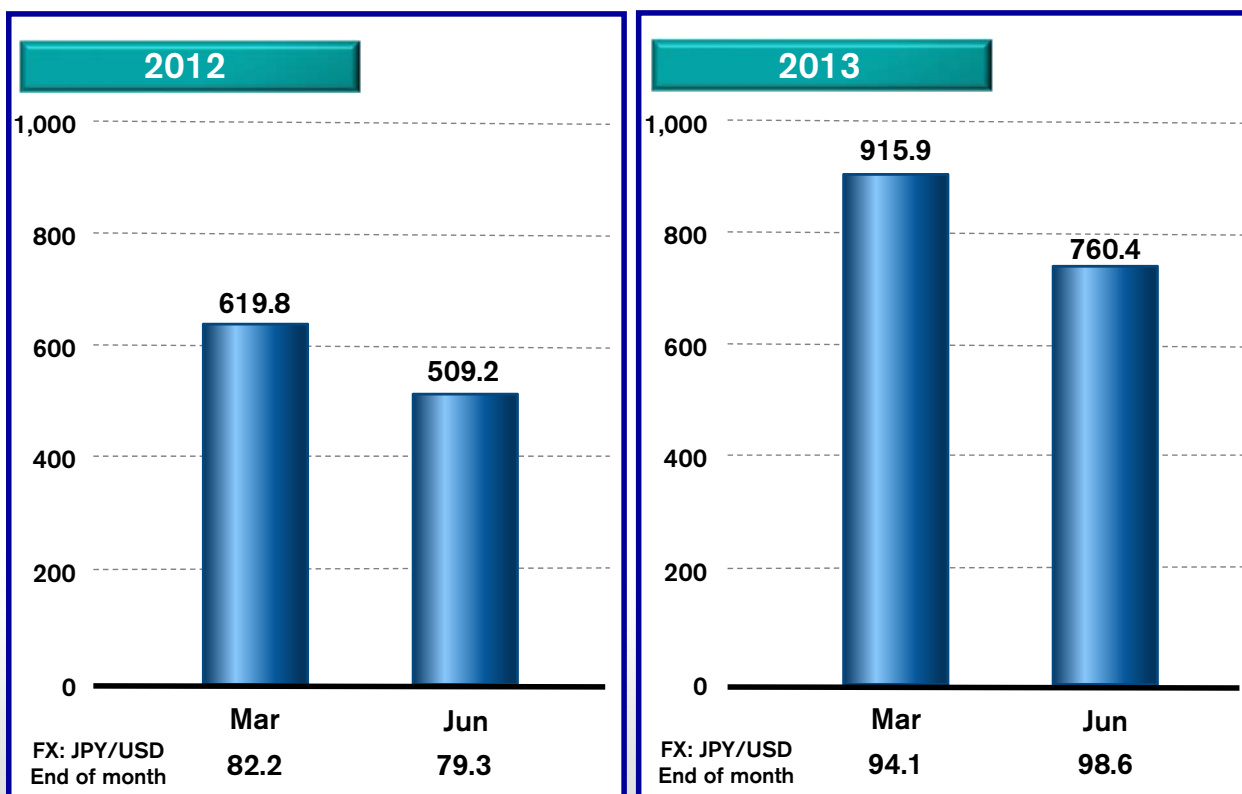
www.nissan-global.com

(C) Copyright NISSAN MOTOR CO., LTD.  
2013 All rights reserved.

22

# Net Cash Auto business (management pro forma basis\*)

(billion yen)



\* Based on continuation of proportional consolidation of China JV

## FY13 new product launches

New model offensive continues

Europe, Middle East,  
Africa, India

Asia & Oceania

Americas

**Note**  
**Qashqai**  
**Tiida**  
**Terrano**  
**Infiniti Q50**  
**Datsun GO**

**DAYZ**  
**DAYZ Roox**  
**Livina**  
**NV100 Clipper**  
**NT100 Clipper**  
**Pathfinder**  
**Teana / Altima**  
**Teana LWB**  
**X-Trail**  
**New sedan**  
**Infiniti Q50**

**NV200**  
**Rogue**  
**Versa Note**  
**Infiniti Q50**

**Scheduled Launches**  
**from 2Q**  
**Launched in 1Q**

# Nissan Power 88



NISSAN MOTOR COMPANY

[www.nissan-global.com](http://www.nissan-global.com)

(C) Copyright NISSAN MOTOR CO., LTD.  
2013 All rights reserved.

25

# NISSAN MOTOR COMPANY

