

NISSAN MOTOR CORPORATION

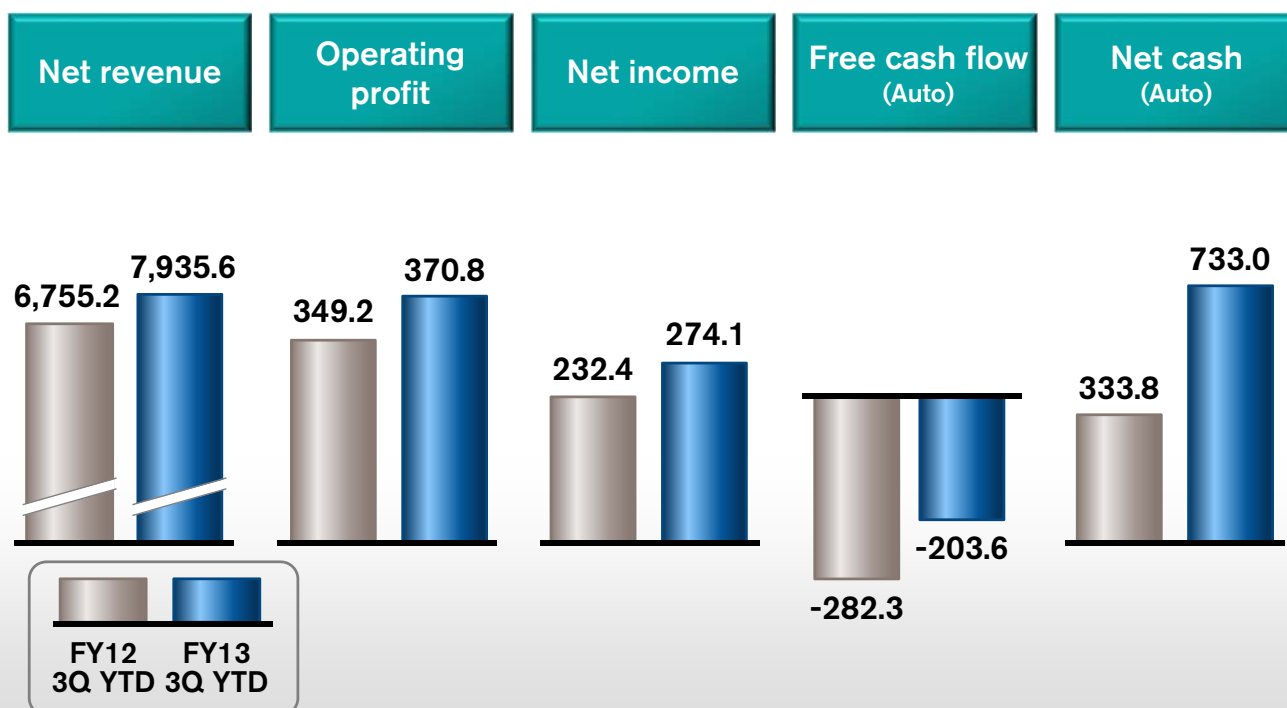


FY2013 third-quarter financial results

Nissan Motor Co., Ltd
February, 10, 2014

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 sales performance (9 months)

FY13 consolidated financial performance (9 months)

FY13 business update

1st CMF launched and unveiled

Rogue



X-Trail



Qashqai



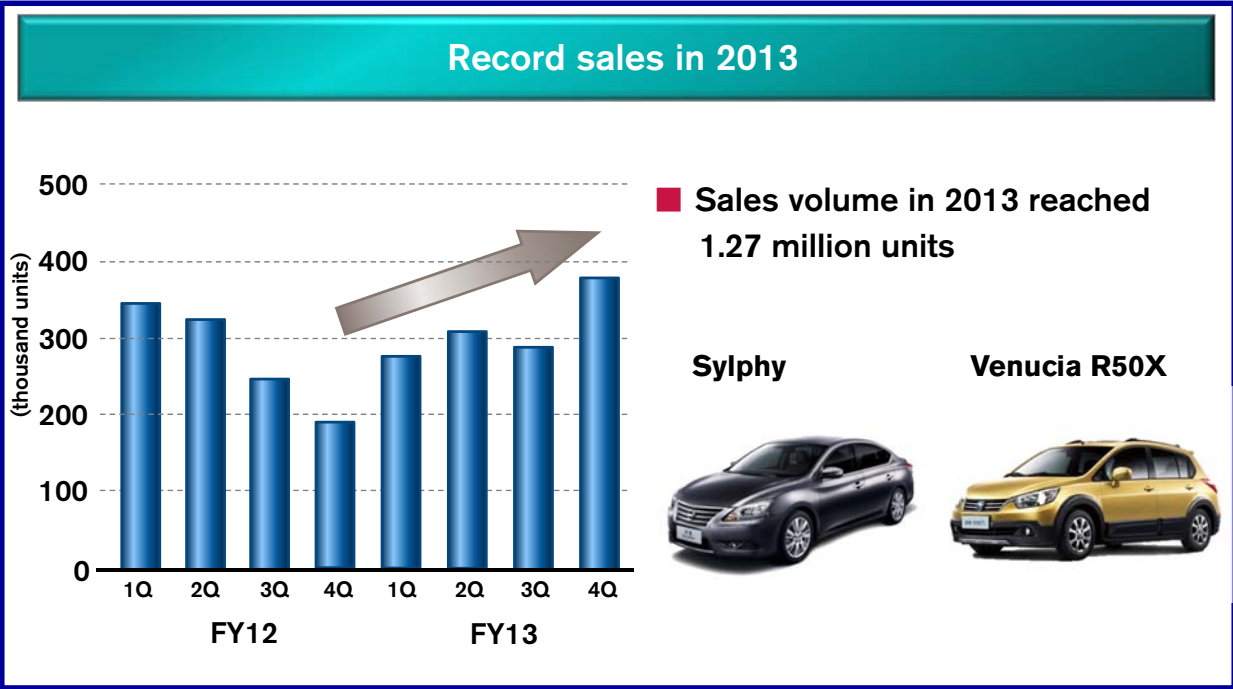
FY13 business update

Opened 3rd plant in Mexico



FY13 business update

China sales recovery



FY13 business update

Zero-emission leadership



- ### EV momentum
- Commercial EV e-NV200
 - Choimobi - Japan's first full scale car sharing service
 - OEM joint development of charging infrastructure in Japan
-

New organization



FY13 business update

Projects to accelerate Alliance synergies



■ Launch convergence projects in four key functions

- Purchasing
- Research & Development
- Manufacturing & Logistics
- Human Resources

■ Focus on improving operational performance and leverage economies of scale

■ Target to achieve at least €4.3 billion annualized synergies by 2016

FY13 business update

Alliance sales volume

8.3 million unit sales in CY2013



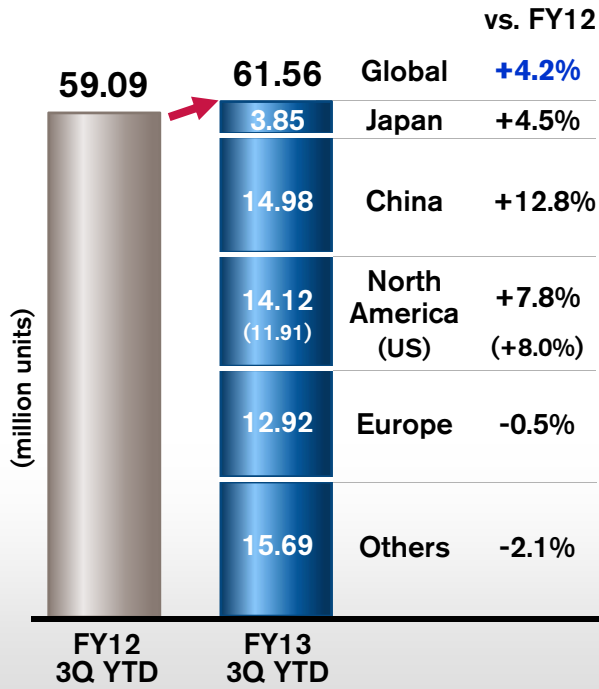
FY13 business update

FY13 sales performance (9 months)

FY13 consolidated financial performance (9 months)

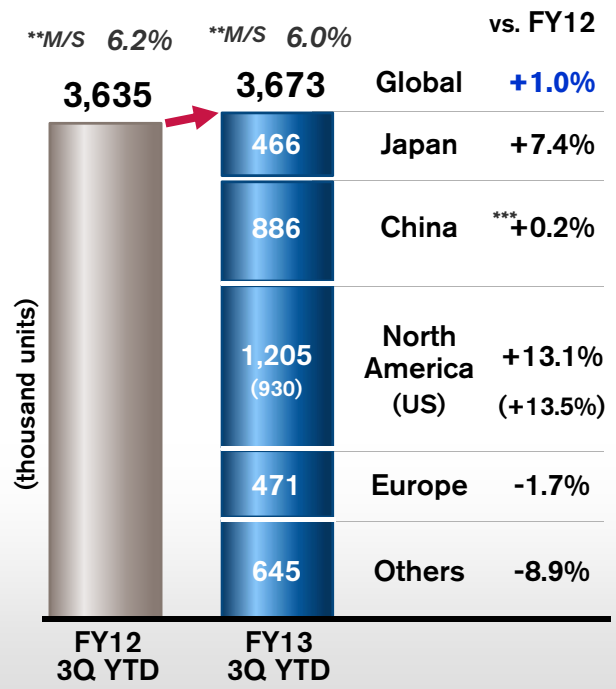
FY13 sales performance (9 months) : Global

TIV*



*Nissan's estimation

Retail volume

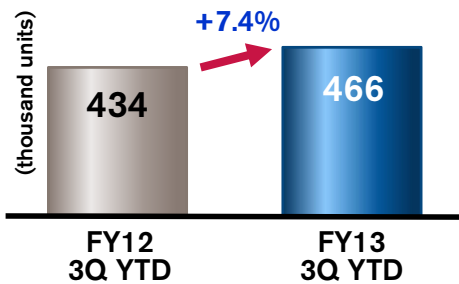


** Market Share

*** After adjustment of CV spin off

FY13 sales performance (9 months) : Japan

Retail volume



■ TIV: 3.85 million units, +4.5%

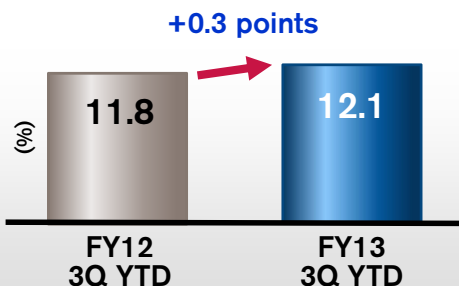
■ Sales: 466 k units, +7.4%

■ Market share: 12.1%, +0.3 points

■ Note: 95.3 k units, +50.8%

■ DAYZ: 78.9 k units since launch in June

Market share



Note

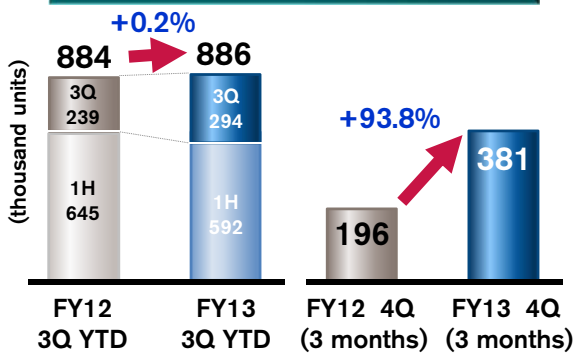


DAYZ



FY13 sales performance (9 months) : China (Jan. to Sep.)

Retail volume*1



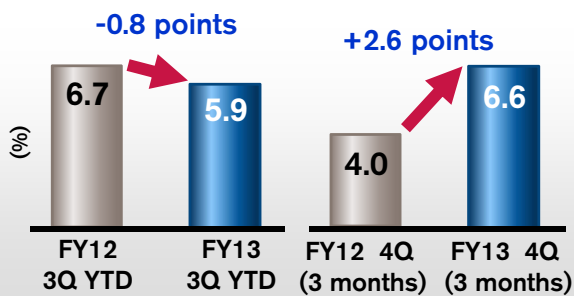
FY13 3Q YTD (Jan. to Sep.)

- TIV*2 : 14.98 million units, +12.8%
- Sales*3: 886 k units, +0.2%,
- Market share*3: 5.9%, -0.8 points
- Sylphy sales: 171 k units, +78.4%

FY13 4Q (Oct. to Dec.)

- TIV*2 : 5.78 million units, +17.1%
- Sales*3: 381 k units, +93.8%
- Market share*3: 6.6%, +2.6 points

Market share



Sylphy



Teana



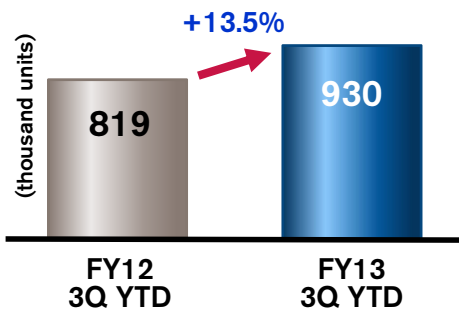
* 1: Sales to dealers

* 2: TIV for China : Passenger and LCV only

* 3: After adjustment of CV spin off

FY13 sales performance (9 months) : North America

US Retail volume



US

- TIV: 11.91 million units, +8.0%
- Sales: 930 k units, +13.5%
- Market share: 7.8%, +0.4 points

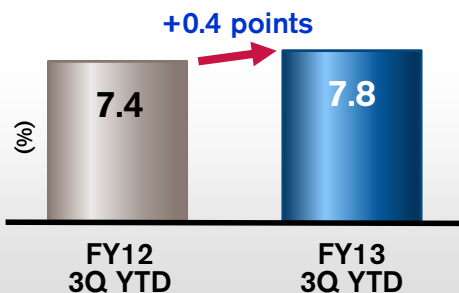
Canada

- Sales: 73 k units, +19.2%
- Market share: 5.2%, +0.6 points

Mexico

- Sales: 201 k units, +9.0%
- Market share: 24.6%, +0.1 points

US Market share



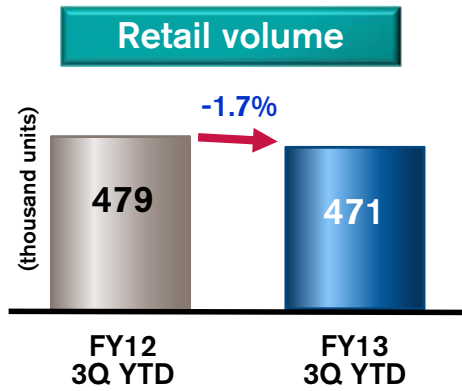
Altima



Pathfinder



FY13 sales performance (9 months) : Europe



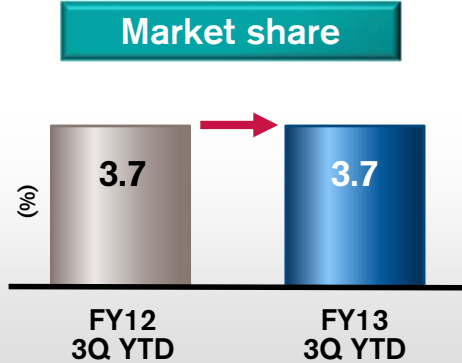
■ TIV: 12.92 million units, -0.5%

■ Europe excluding Russia: 355 k units, -1.8%

■ Russia: 116 k units, -1.5%

■ Market share:

	FY12 3Q YTD	FY13 3Q YTD	FY13 3Q 3months
Russia	5.1%	5.4%	6.5%
Europe excl. Russia	3.4%	3.3%	3.3%



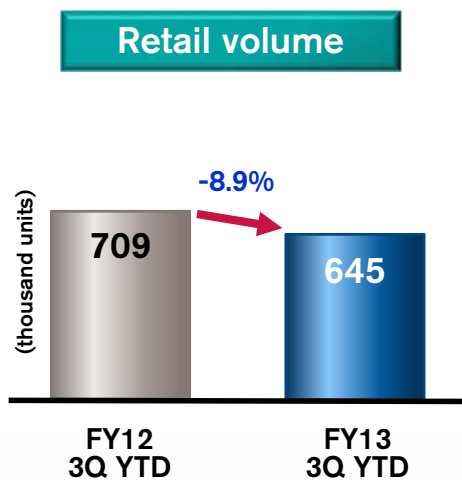
Note



Juke



FY13 sales performance (9 months) : Other markets



■ Estimated TIV: 15.69 million units, -2.1%

■ Sales: 645 k units, -8.9%

Asia & Oceania: 271.9 k units, -15.3%

Latin America: 146.5 k units, -15.7%

Middle East: 151.9 k units, +15.0%

Micra / March



Terrano



FY13 business update

FY13 sales performance (9 months)

FY13 consolidated financial performance (9 months)

FY13 financial performance (9 months) (management pro forma basis*)

(billion yen)

	FY12 3Q YTD	FY13 3Q YTD	Variance	Change vs. FY12 (%)
Net revenue	6,755.2	7,935.6	+1,180.4	+17.5%
Operating profit	349.2	370.8	+21.6	+6.2%
<i>OP margin</i>	5.2%	4.7%		
<i>Non-operating</i>	15.4	-32.9		
Ordinary profit	364.6	337.9	-26.7	-7.3%
<i>Extraordinary</i>	-9.6	+33.5		
Profit before tax	355.0	371.4	+16.4	+4.6%
<i>Taxes</i>	-102.4	-67.0		
<i>Effective tax rate</i>	28.8%	18.0%		
<i>Minority interest</i>	-20.2	-30.3		
Net income	232.4	274.1	+41.7	+17.9%
<i>FX rate</i>	80.0 JPY/USD 102.0 JPY/EUR	99.4 JPY/USD 132.2 JPY/EUR	+19.4 JPY/USD +30.2 JPY/EUR	

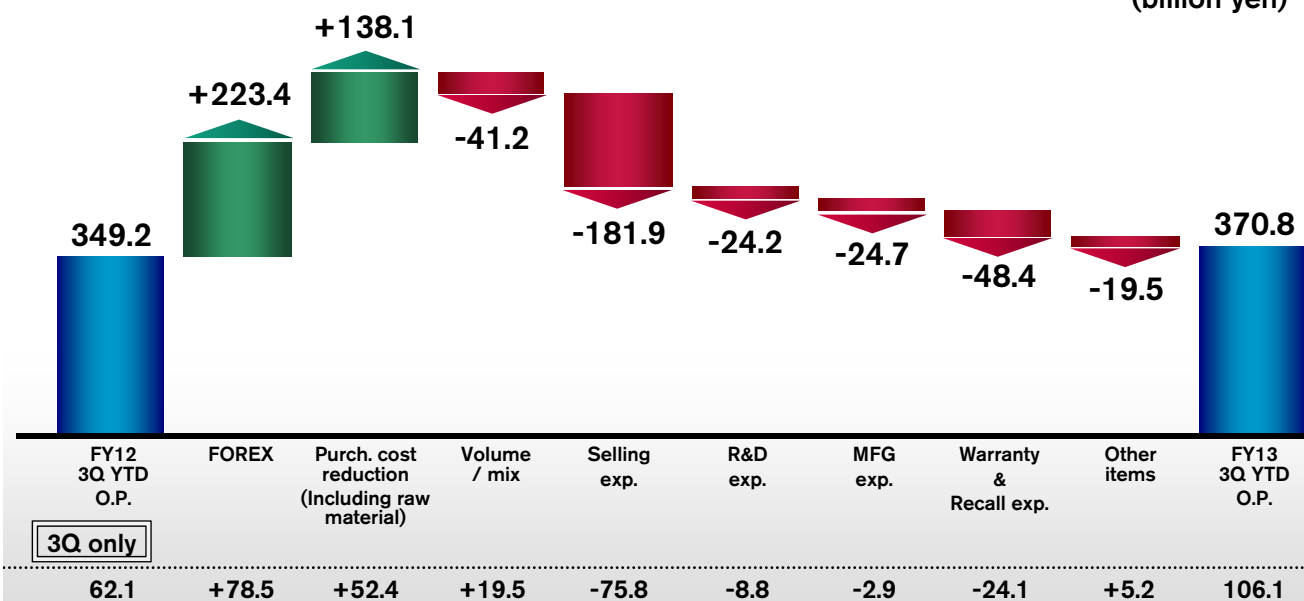
* Based on continuation of proportional consolidation of China JV

FY13 financial performance (9 months)

(management pro forma basis*)

Operating profit variance analysis

(billion yen)



* Based on continuation of proportional consolidation of China JV

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FY13 financial performance (9 months)

(TSE report basis - China JV Equity basis)

(billion yen)

	FY12 3Q YTD	FY13 3Q YTD	Variance	Change vs. FY12 (%)
Net revenue	6,080.1	7,278.6	+1,198.5	+19.7%
Operating profit	274.5	300.7	+26.2	+9.5%
<i>OP margin</i>	4.5%	4.1%		
<i>Non-operating</i>	+64.5	+26.1		
Ordinary profit	339.0	326.8	-12.2	-3.6%
<i>Extraordinary</i>	-9.4	9.9		
Profit before tax	329.6	336.7	+7.1	+2.1%
<i>Taxes</i>	-82.1	-43.1		
<i>Effective tax rate</i>	24.9%	12.8%		
<i>Minority interest</i>	-16.1	-19.5		
Net income	231.4	274.1	+42.7	+18.4%
<i>FX rate</i>	80.0 JPY/USD 102.0 JPY/EUR	99.4 JPY/USD 132.2 JPY/EUR	+19.4 JPY/USD +30.2 JPY/EUR	

Note: Other IFRS change included

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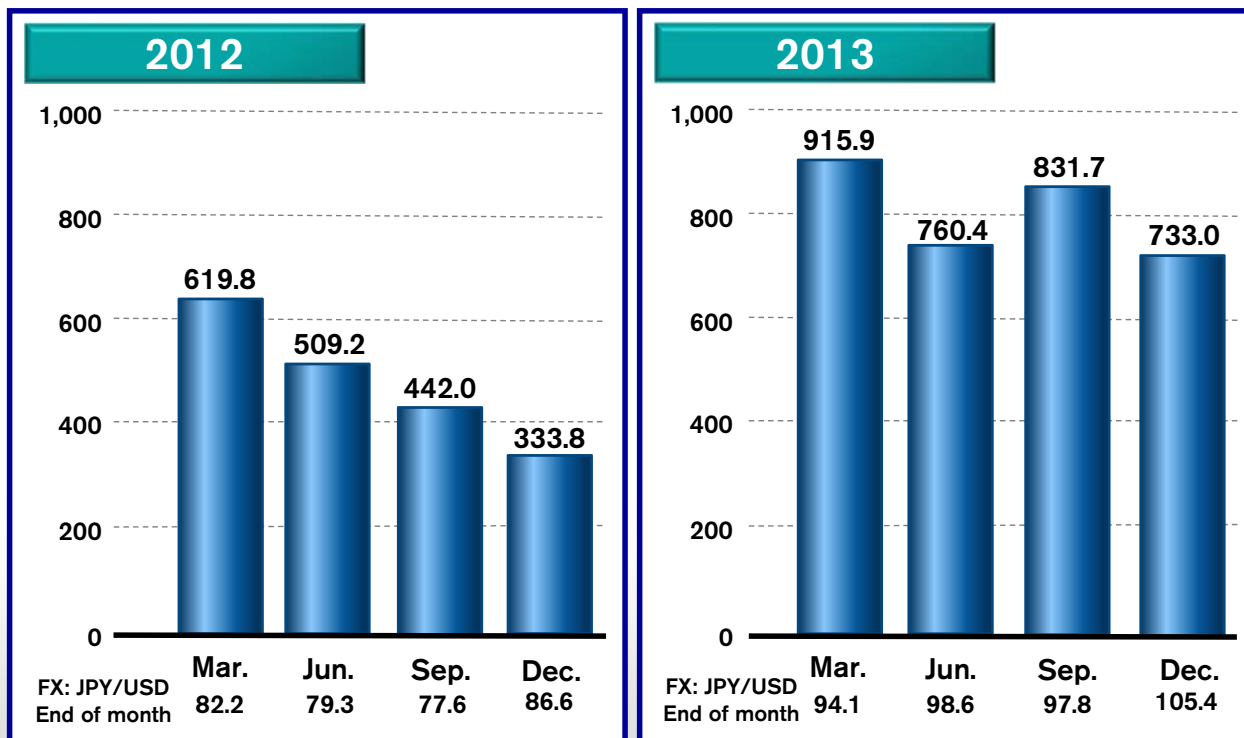
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Net Cash Auto business (management pro forma basis*)

(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
Skyline
Infiniti Q50

NV200
Rogue
Versa Note
Infiniti Q50

Launches from
Dec. to Mar.
Launched

Nissan Power 88



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