

NISSAN MOTOR CORPORATION



Fiscal year 2013 Financial results

Nissan Motor Co., Ltd
May 12, 2014

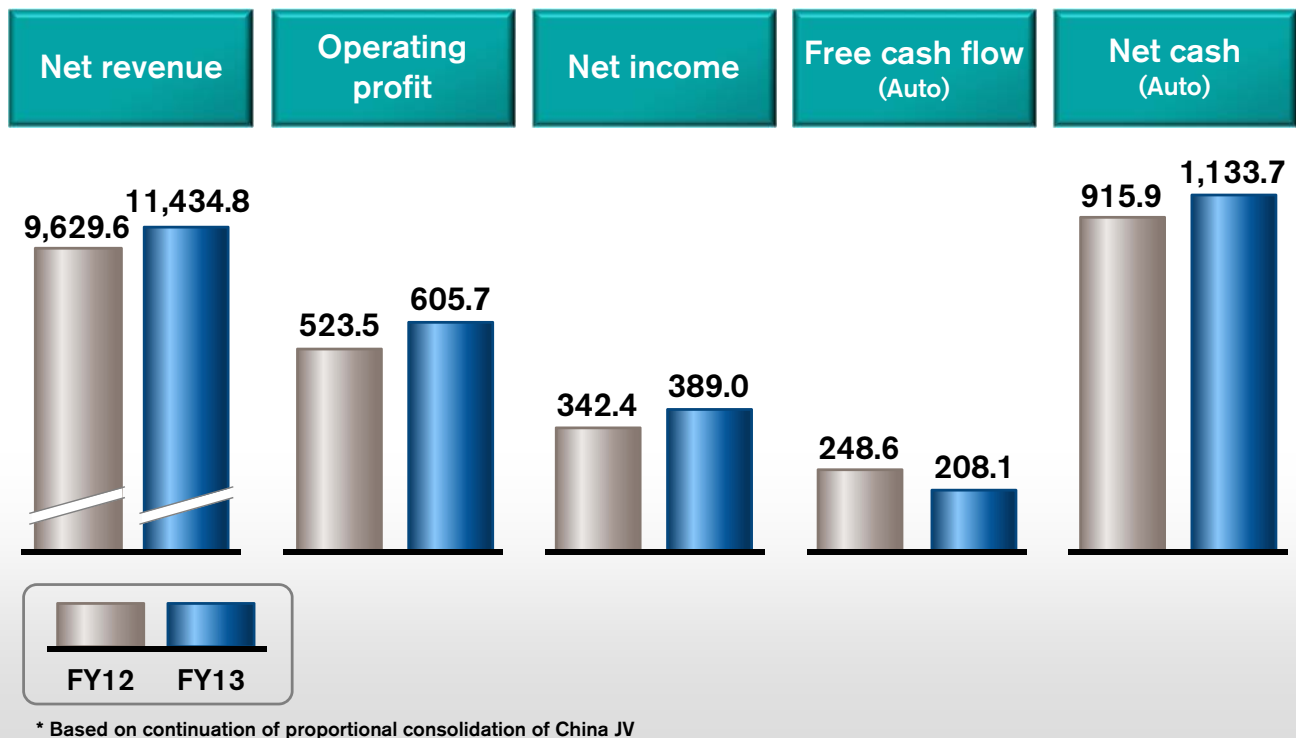
FY13 results

Mid-term action plan

FY14 outlook

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

(billion yen)



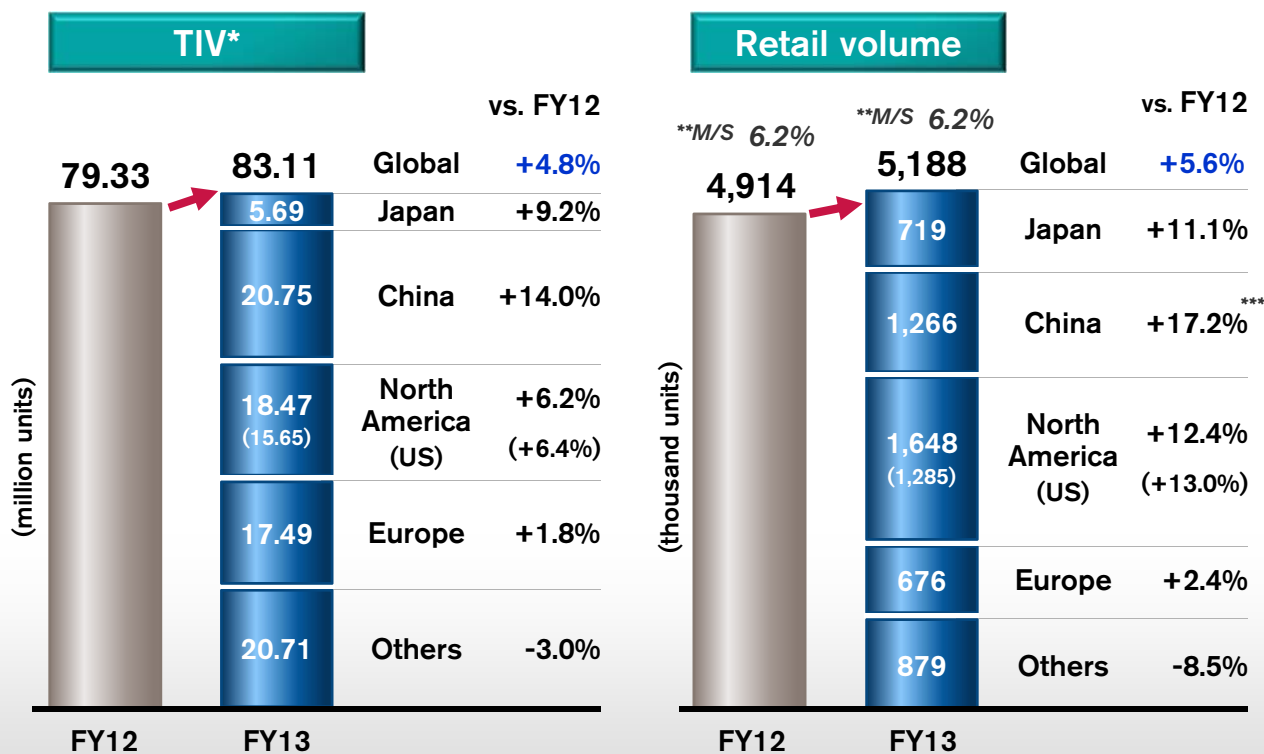
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3

FY13 sales performance: Global



*Nissan's estimation

** Market Share

*** After adjustment of CV spin off

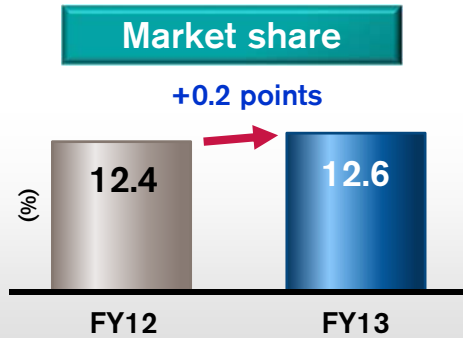
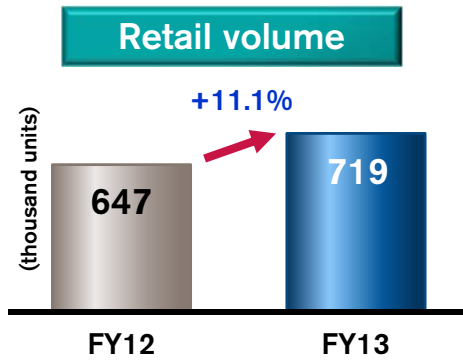
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4

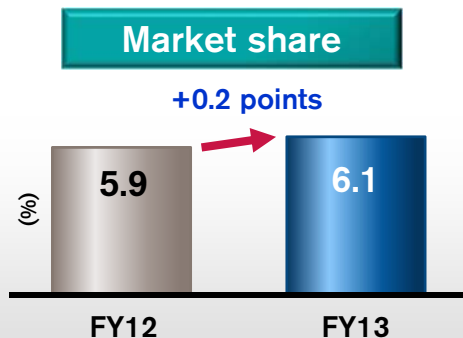
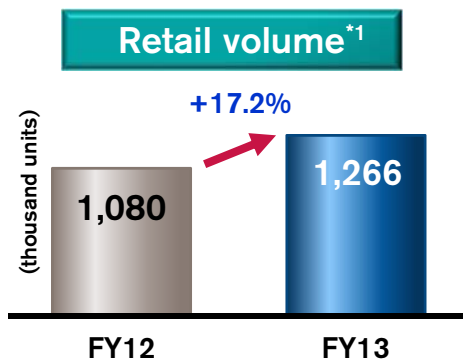
FY13 sales performance: Japan



- TIV: 5.69 million units, +9.2%
- Sales: 719 k units, +11.1%
- Market share: 12.6%, +0.2 points
- New X-Trail: 24.0 k units since launch
- DAYZ / DAYZ ROOX: 139.8 k units since launch



FY13 sales performance: China (Jan. to Dec.)

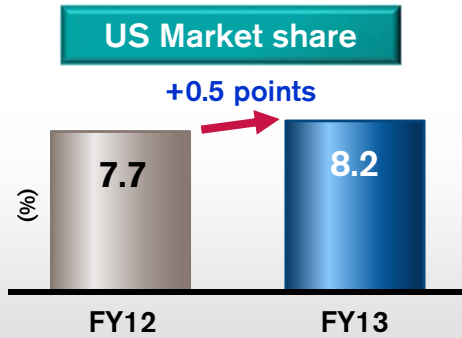
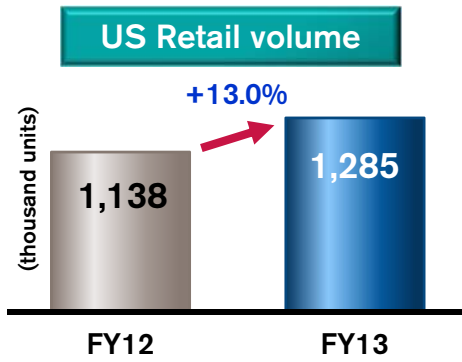


- TIV^{*2}: 20.75 million units, +14.0%
- Sales: 1,266 k units, +17.2%^{*3}
- Market share: 6.1%, +0.2 points^{*3}
- Qashqai sales: 124.6 k units, +18.5%
- Sylphy sales: 259.5 k units, +94.0%



* 1: Sales to dealers
 * 2: TIV for China : Passenger and LCV only
 * 3: After adjustment of CV spin off

FY13 sales performance: North America



■ US

- TIV: 15.65 million units, +6.4%
- Sales: 1,285 k units, +13.0%
- Market share: 8.2%, +0.5 points

■ Canada

- Sales: 96 k units, +20.9%
- Market share: 5.5%, +0.7 points

■ Mexico

- Sales: 265 k units, +7.1%
- Market share: 24.9%, +0.1 points

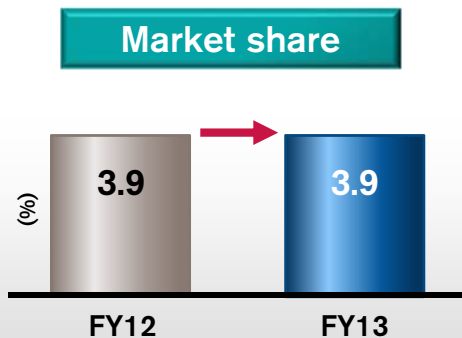
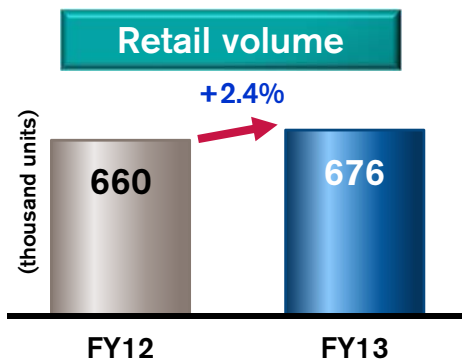
Altima



Rogue



FY13 sales performance: Europe



■ TIV: 17.49 million units, +1.8%

■ Europe excluding Russia: 511 k units, +1.7%

■ Russia: 164 k units, +4.9%

■ Market share:

	FY12	FY13
Russia	5.3%	5.9%
Europe excl. Russia	3.6%	3.5%

Qashqai



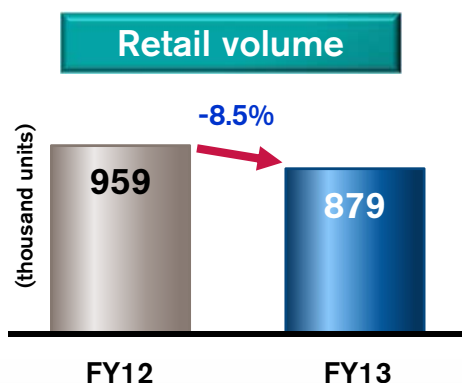
Juke



FY13 sales performance: Other markets

■ Estimated TIV: 20.70 million units, -3.0%

■ Sales: 879 k units, -8.5%



Asia & Oceania: 363.3 k units, -17.8%

Latin America: 186.3 k units, -16.1%

Middle East: 226.4 k units, +22.5%

Datsun GO



Terrano



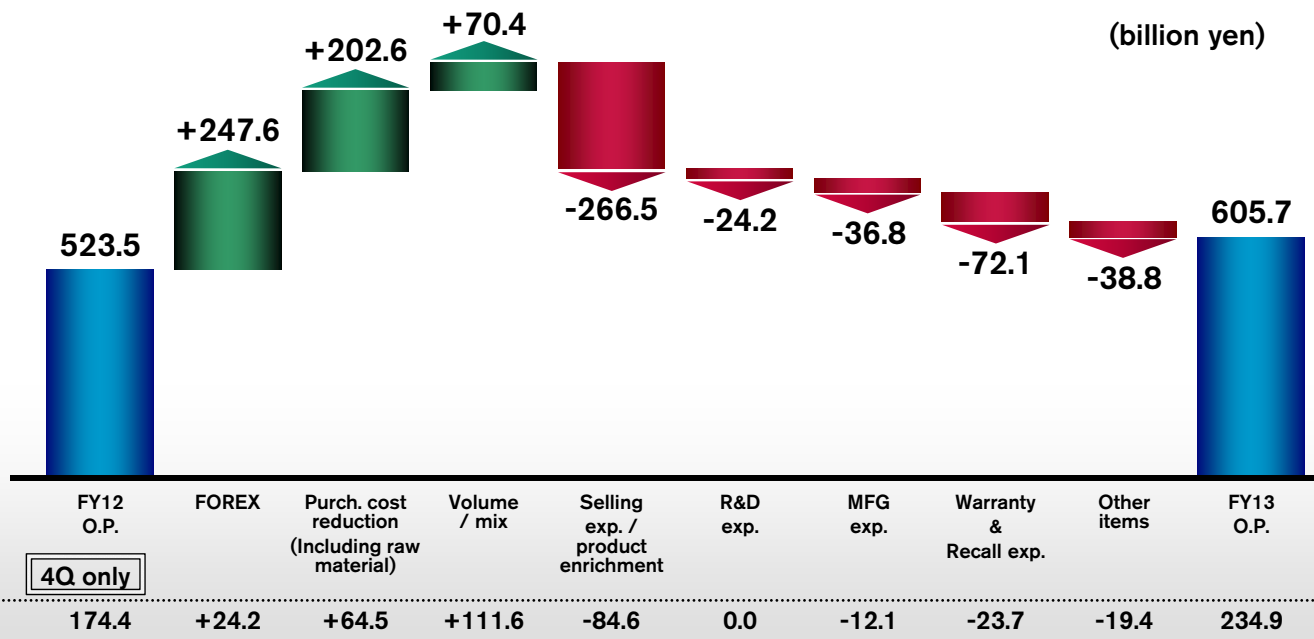
FY13 financial performance (management pro forma basis*)

	FY12	FY13	Variance	(billion yen) Change vs. FY12 (%)
Net revenue	9,629.6	11,434.8	+1,805.2	+18.7%
Operating profit	523.5	605.7	+82.2	+15.7%
<i>OP margin</i>	5.4%	5.3%		
<i>Non-operating</i>	5.8	-53.3		
Ordinary profit	529.3	552.4	+23.1	+4.4%
<i>Extraordinary</i>	-12.6	26.0		
Profit before tax	516.7	578.4	+61.7	+11.9%
<i>Taxes</i>	-146.3	-149.8		
<i>Effective tax rate</i>	28.3%	25.9%		
<i>Minority interest</i>	-28.0	-39.6		
Net income	342.4	389.0	+46.6	+13.6%
<i>FX rate</i>	82.9 JPY/USD 106.8 JPY/EUR	100.2 JPY/USD 134.2 JPY/EUR	+17.3 JPY/USD +27.4 JPY/EUR	

* Based on continuation of proportional consolidation of China JV

FY13 financial performance (management pro forma basis*)

Operating profit variance analysis



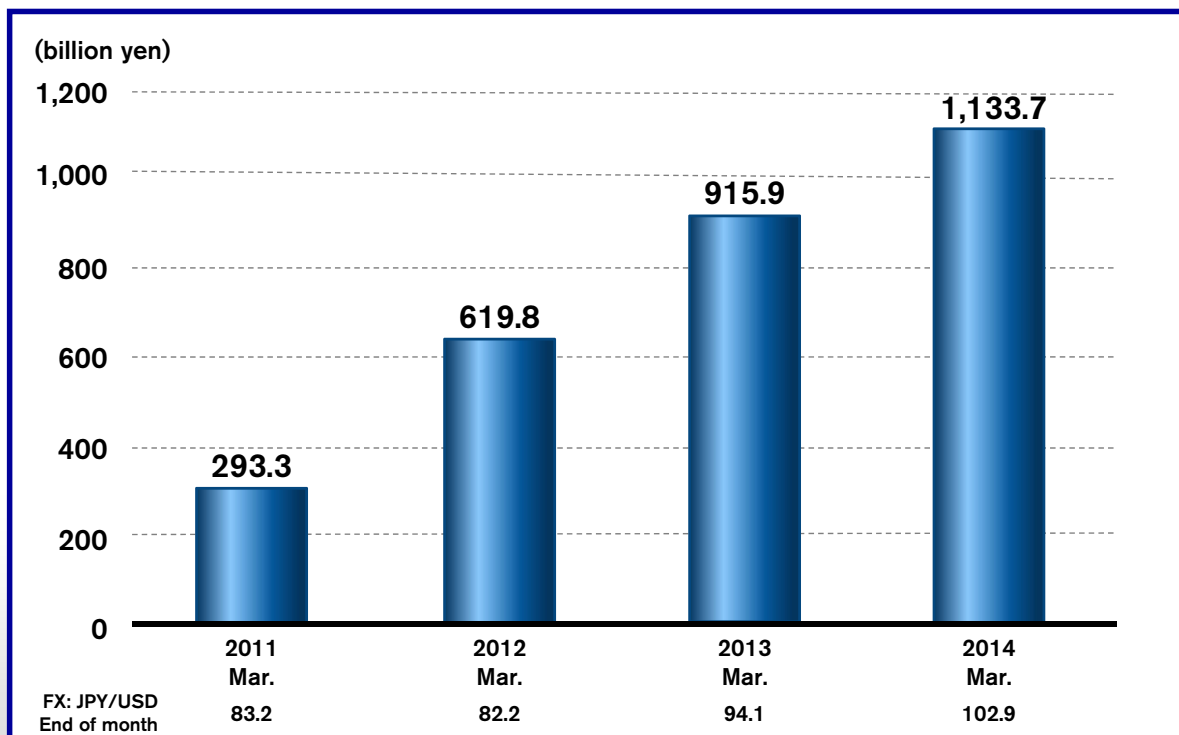
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11

Net Cash Auto business (management pro forma basis*)



* Based on continuation of proportional consolidation of China JV

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12

FY13 financial performance

(TSE report basis - China JV Equity basis)

(billion yen)

	FY12	FY13	Variance	Change vs. FY12 (%)
Net revenue	8,737.3	10,482.5	+1,745.2	+20.0%
Operating profit	438.8	498.4	+59.6	+13.6%
<i>OP margin</i>	5.0%	4.8%		
<i>Non-operating</i>	65.6	28.8		
Ordinary profit	504.4	527.2	+22.8	+4.5%
<i>Extraordinary</i>	-17.1	2.2		
Profit before tax	487.3	529.4	+42.1	+8.6%
<i>Taxes</i>	-124.3	-115.1		
<i>Effective tax rate</i>	25.5%	21.7%		
<i>Minority interest</i>	-21.9	-25.3		
Net income	341.1	389.0	+47.9	+14.0%
<i>FX rate</i>	82.9 JPY/USD 106.8 JPY/EUR	100.2 JPY/USD 134.2 JPY/EUR	+17.3 JPY/USD +27.4 JPY/EUR	

Note: Other IFRS change included

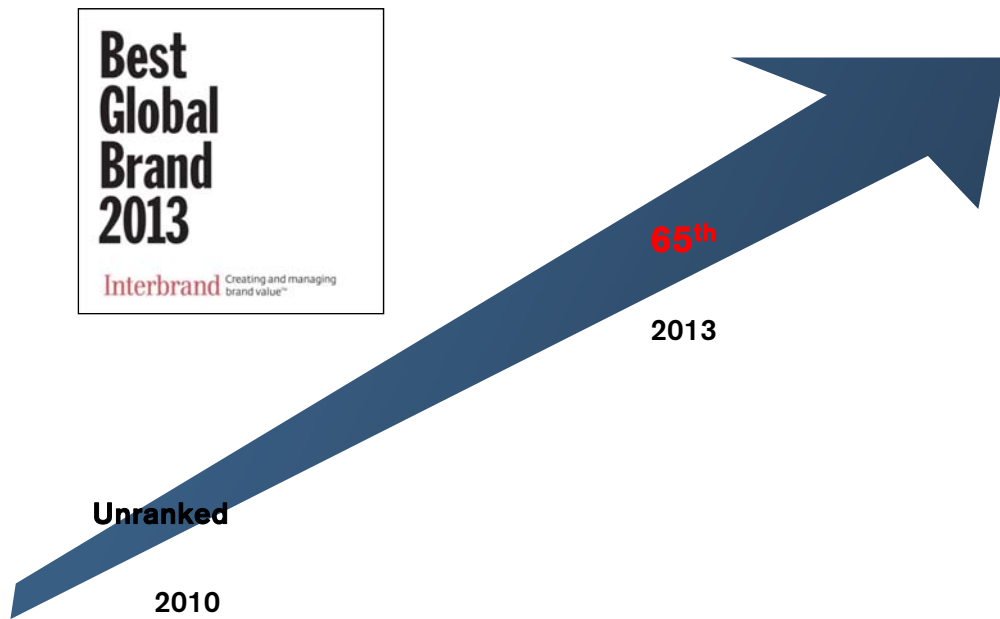
FY13 results

Mid-term action plan

FY14 outlook

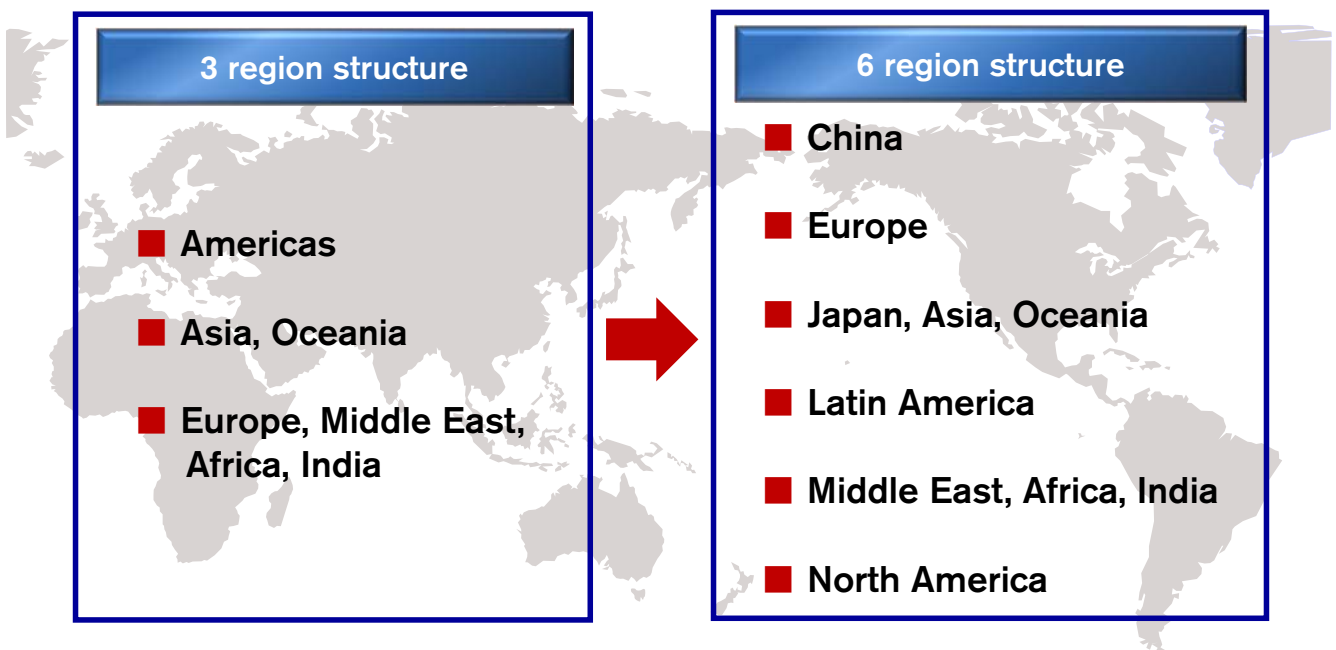
Mid-term action plan

Brand and sales power



Mid-term action plan

Management focus



Mid-term action plan

Zero-emission leadership



Nissan e-NV200



Nissan LEAF



Nissan LEAF Taxi

Mid-term action plan

New capacity coming online



Mid-term action plan

Accelerating Alliance synergies



Converged four key business functions

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

Launched 1st Alliance CMF vehicles



Target : >€4.3 billion annualized synergies

New products

FY14 introductions



Nissan Murano

New products

FY14 introductions



Datsun on-DO

New products

FY14 introductions



Nissan e-NV200

New products

FY14 introductions

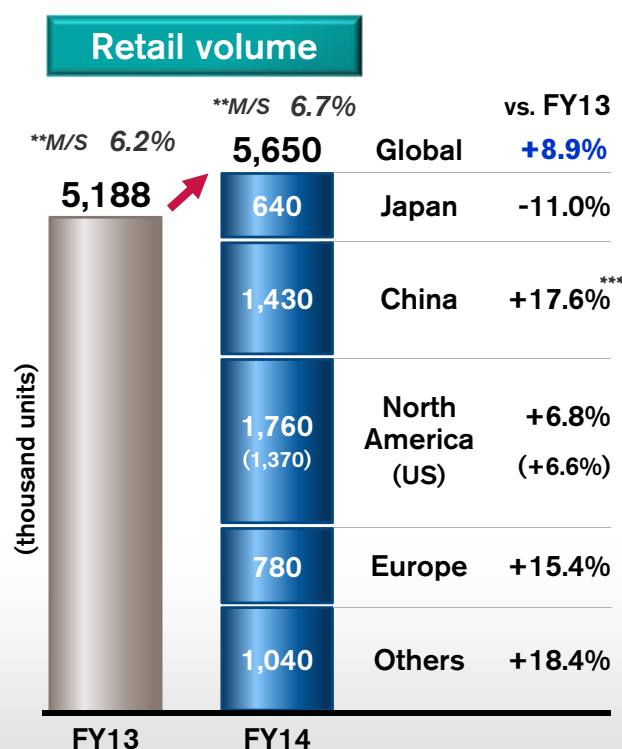
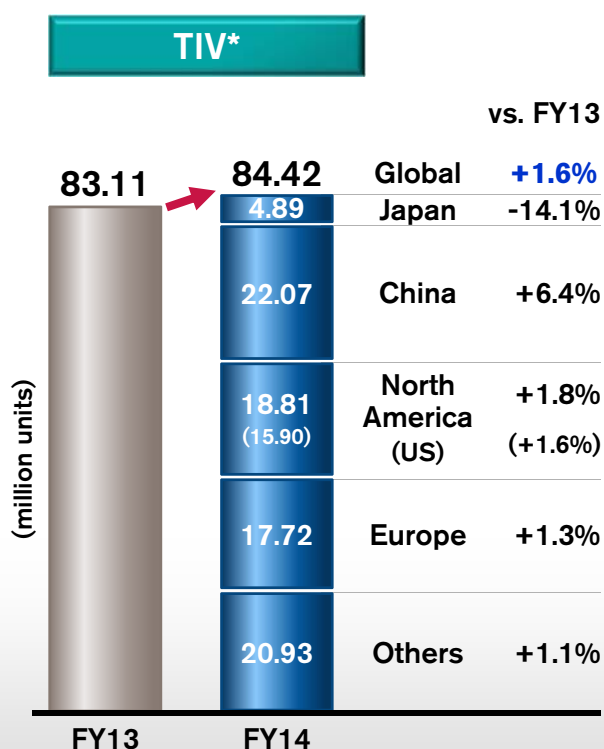
Nissan e-NV200
Nissan Murano
Nissan New global pick-up
Nissan New C-H/B
Infiniti Q50 LWB
Infiniti QX50 LWB
Datsun GO+
Datsun on-DO
Venucia R30
Venucia e30

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FY14 sales outlook



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25

FY14 outlook (TSE report basis - China JV Equity basis)

(billion yen)	FY13 Actual (A)	FY14 outlook (B)	vs. FY13 (B)-(A)	Change vs. FY13 (B)/(A)
Net revenue	10,482.5	10,790.0	+307.5	+2.9%
Operating profit	498.4	535.0	+36.6	+7.4%
<i>OP margin</i>	4.8%	5.0%	+0.2%	
Ordinary profit	527.2	620.0	+92.8	+17.6%
Net income	389.0	405.0	+16.0	+4.1%
<i>Net income ratio</i>	3.7%	3.8%	+0.1%	
CAPEX	536.3	525.0	-11.3	-2.1%
<i>Sales ratio</i>	5.1%	4.9%	-0.2%	
R&D	500.6	500.0	-0.6	-0.1%
<i>Sales ratio</i>	4.8%	4.6%	-0.2%	
FX rate assumptions (JPY/USD)	100.2	100.0	-0.2	
FX rate assumptions (JPY/EUR)	134.2	140.0	+5.8	

Note: Other IFRS change included

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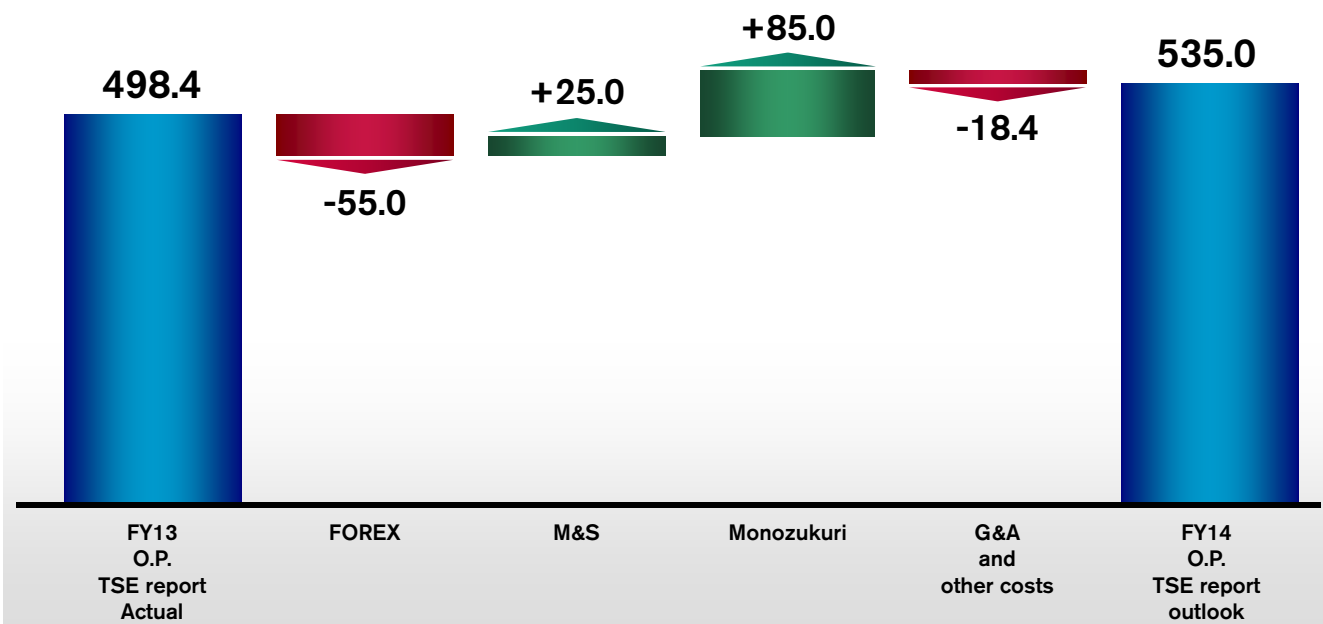
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26

FY14 outlook (TSE report basis - China JV Equity basis)

Operating profit variance analysis

(billion yen)



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27

FY14 outlook (management pro forma basis*)

(billion yen)	FY13 Actual (A)	FY14 outlook (B)	vs. FY13 (B)-(A)	Change vs. FY13 (B)/(A)
Net revenue	11,434.8	11,950.0	+515.2	+4.5%
Operating profit	605.7	680.0	+74.3	+12.3%
<i>OP margin</i>	5.3%	5.7%	+0.4%	
Ordinary profit	552.4	675.0	+122.6	+22.2%
Net income	389.0	405.0	+16.0	+4.1%
<i>Net income ratio</i>	3.4%	3.4%	0.0%	

* Based on continuation of proportional consolidation of China JV

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28

FY14 shareholder return outlook

■ Increase minimum targeted payout ratio from 25% to 30%

