

NISSAN MOTOR CORPORATION

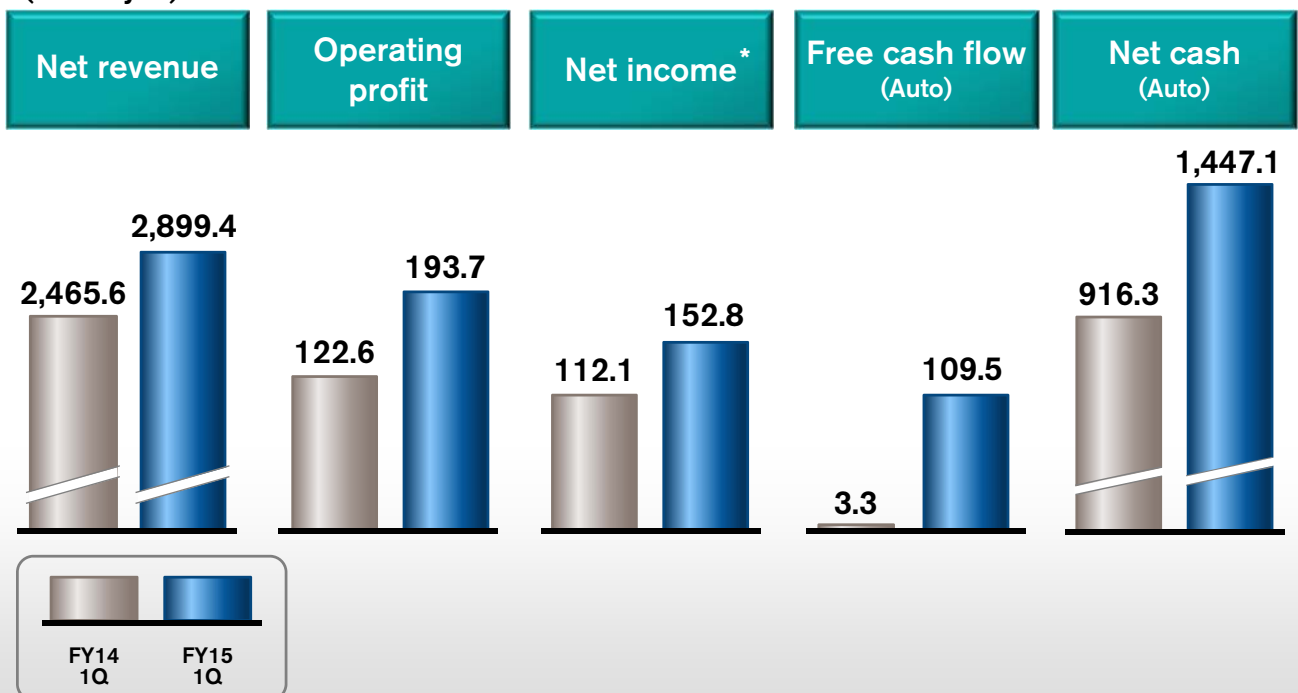


# FY2015 First-quarter Financial Results

Nissan Motor Co., Ltd  
July 29, 2015

## Key performance indicators : financial results (TSE report basis - China JV Equity basis)

(billion yen)



\* Net income attributable to owners of the parent

## FY15 business update

### FY15 1st quarter sales performance

### FY15 1st quarter consolidated financial performance

## FY15 business update

### Product offensive continues

#### Maxima in US



#### Lannia in China



# FY15 business update

## Common Module Families update

### X-Trail Hybrid in Japan



### Rogue production in Kyushu



# FY15 business update

## LCV business

### NV200 Taxi in Japan



### NP300 Frontier



# FY15 business update

## Quality and Brand

### Quality enhancement

- Largest rank improvement in J.D. Power 2015 Initial Quality Study



23rd

5th

### Brand value improvement

- UEFA champions league partnership



- Nissan Stadium in US



# FY15 business update

## Zero-emission leadership

### Infrastructure

- “No Charge to Charge” in US



- Partnership with Yokosuka city



### Business expansion

- Commercial use for second-life lithium-ion vehicle batteries



# FY15 business update

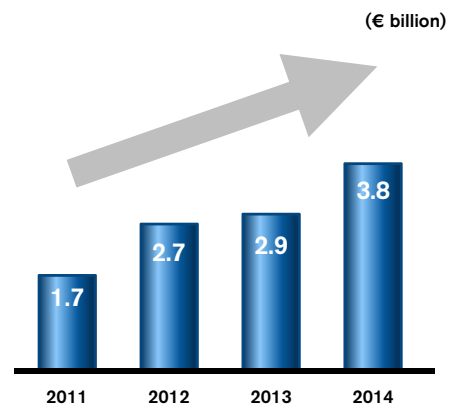
## Alliance



■ Cumulative EV sales of Alliance reached 250,000 units



■ Posted record synergies of 3.8 billion euros in 2014

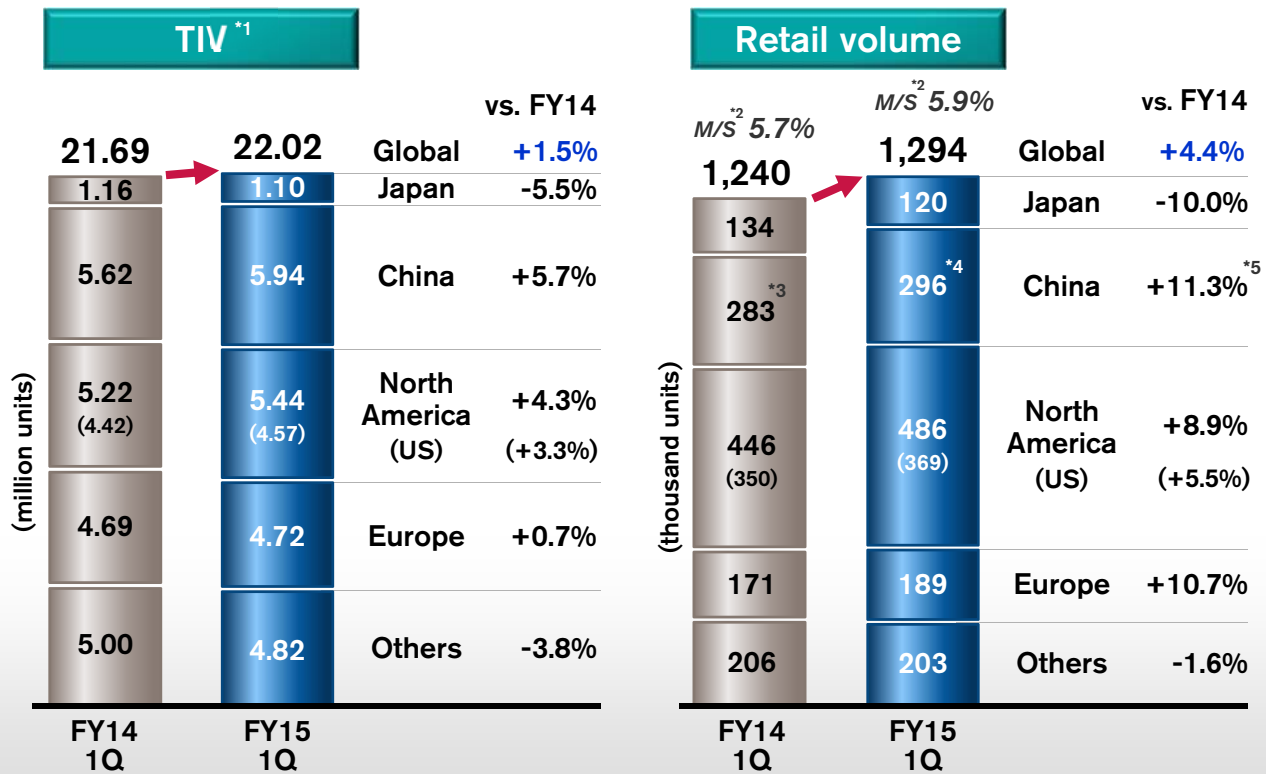


# FY15 business update

## FY15 1st quarter sales performance

## FY15 1st quarter consolidated financial performance

# FY15 1st quarter sales performance: Global



\*1: Nissan's estimation

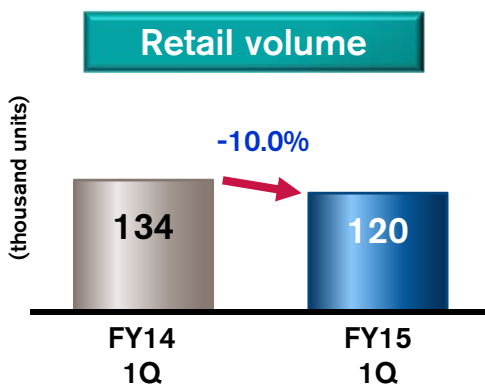
\*2: Market Share

\*4: PV: Retail sales base, LCV: Wholesale base

\*3: Wholesale base

\*5: After adjustment for PV in 2014 to retail base

# FY15 1st quarter sales performance: Japan



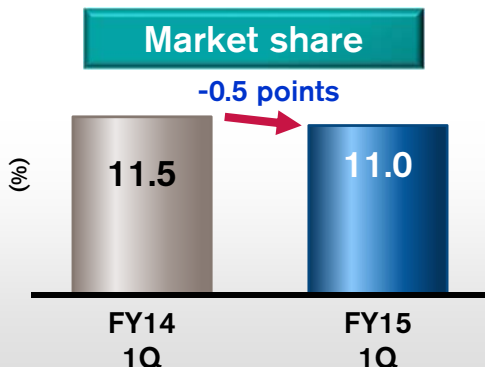
■ TIV: 1.10 million units, -5.5%

■ Sales: 120 k units, -10.0%

■ Market share: 11.0%, -0.5 points

■ X-Trail: 11.7 k units

■ DAYZ / DAYZ ROOX: 28.2 k units

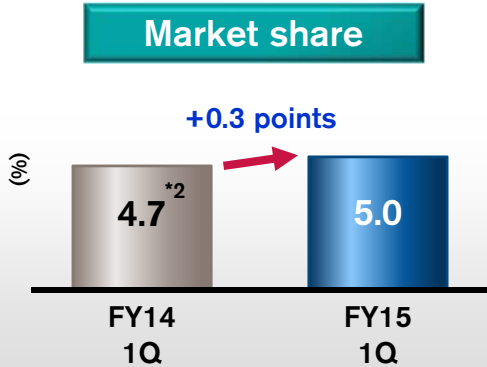
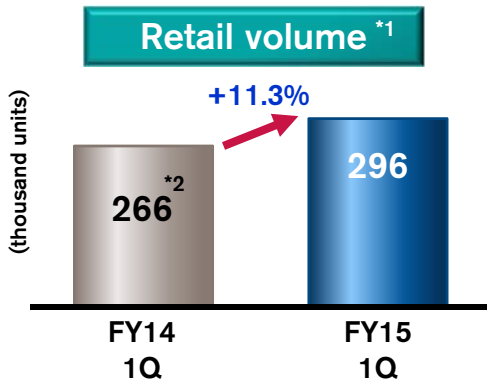


X-Trail

DAYZ ROOX



# FY15 1st quarter sales performance: China



## FY15 1Q (Jan. to Mar.)

- TIV <sup>\*3</sup>: 5.94 million units, +5.7%
- Sales: 296 k units, +11.3%<sup>\*2</sup>
- Market share: 5.0%, +0.3 points<sup>\*2</sup>
- Sylphy series: 79.7 k units

## FY15 2Q (Apr. to Jun.)

- TIV <sup>\*3</sup>: 5.46 million units, +0.4%
- Sales: 292 k units, +0.5%<sup>\*2</sup>
- Market share: 5.3%, 0.0 points<sup>\*2</sup>

### X-Trail



### Sylphy

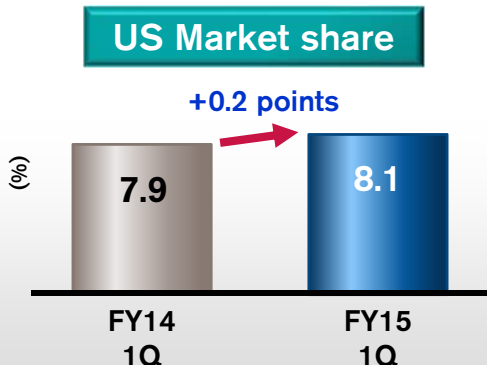
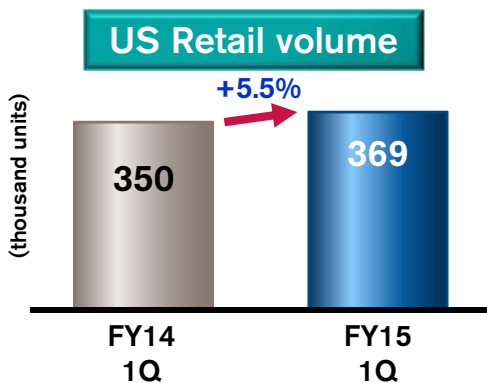


\* 1: PV: Retail sales base, LCV: Wholesale base

\* 2: PV volume was restated to retail sales base for comparison

\* 3: PV and LCV only

# FY15 1st quarter sales performance: North America



## US

- TIV: 4.57 million units, +3.3%
- Sales: 369 k units, +5.5%
- Market share: 8.1%, +0.2 points

## Canada

- Sales: 37 k units, +13.6%
- Market share: 6.5%, +0.5 points

## Mexico

- Sales: 80 k units, +25.0%
- Market share: 26.3%, +0.7 points

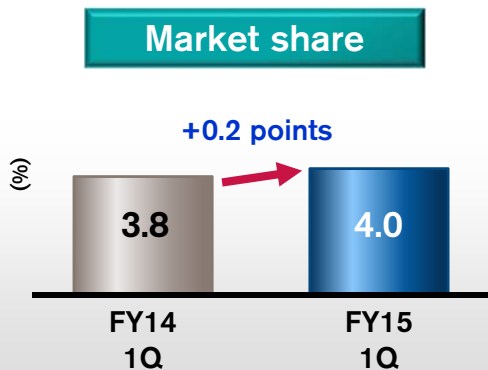
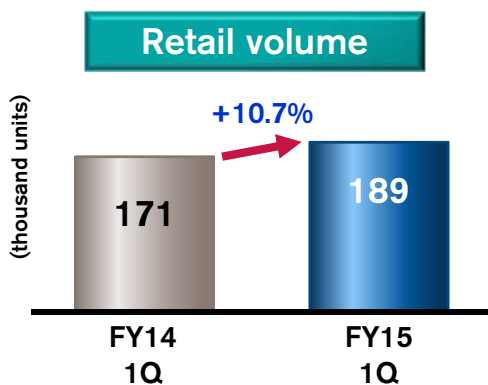
### Altima



### Rogue



# FY15 1st quarter sales performance: Europe



- TIV: 4.72 million units, +0.7%
- Europe excluding Russia: 155 k units, +17.5%
- Russia: 34 k units, -12.6%
- Market share:

	FY14	FY15
Europe excl. Russia	3.4%	3.6%
Russia	6.1%	8.5%

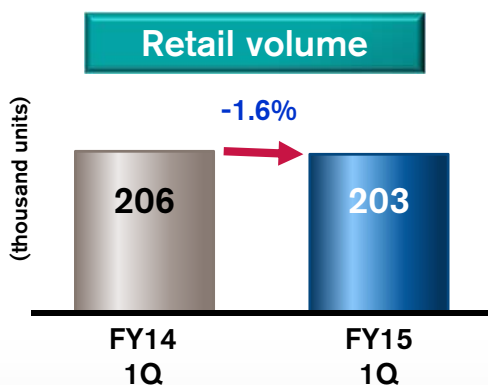
**Qashqai**



**Pulsar**



# FY15 1st quarter sales performance: Other markets



- Estimated TIV: 4.82 million units, -3.8%
- Sales: 203 k units, -1.6%
- Asia & Oceania: 87 k units, -3.9%
- Latin America: 42 k units, -2.5%
- Middle East: 49 k units, -6.3%
- Africa: 25 k units, +22.3%

**NP300 Navara**



**Datsun GO+ Panca**





# FY15 business update

## FY15 1st quarter sales performance

### FY15 1st quarter consolidated financial performance

## FY15 1st quarter financial performance (TSE report basis - China JV Equity basis)

(billion yen)	FY14 1Q	FY15 1Q	Variance	Change vs. FY14 (%)
<b>Net revenue</b>	<b>2,465.6</b>	<b>2,899.4</b>	<b>+433.8</b>	<b>+17.6%</b>
<b>Operating profit</b>	<b>122.6</b>	<b>193.7</b>	<b>+71.1</b>	<b>+58.0%</b>
<i>OP margin</i>	5.0%	6.7%		
<i>Non-operating</i>	26.2	22.2		
<b>Ordinary profit</b>	<b>148.8</b>	<b>215.9</b>	<b>+67.1</b>	<b>+45.2%</b>
<i>Extraordinary</i>	-1.5	-1.9		
<b>Profit before tax</b>	<b>147.3</b>	<b>214.0</b>	<b>+66.7</b>	<b>+45.3%</b>
<i>Taxes</i>	-30.8	-58.1		
<i>Effective tax rate</i>	20.9%	27.1%		
<i>Minority interest*</i>	-4.4	-3.1		
<b>Net income**</b>	<b>112.1</b>	<b>152.8</b>	<b>+40.7</b>	<b>+36.3%</b>
<i>FX rate</i>	102.2 JPY/USD 140.1 JPY/EUR	121.4 JPY/USD 134.2 JPY/EUR	+19.2 JPY/USD -5.9 JPY/EUR	

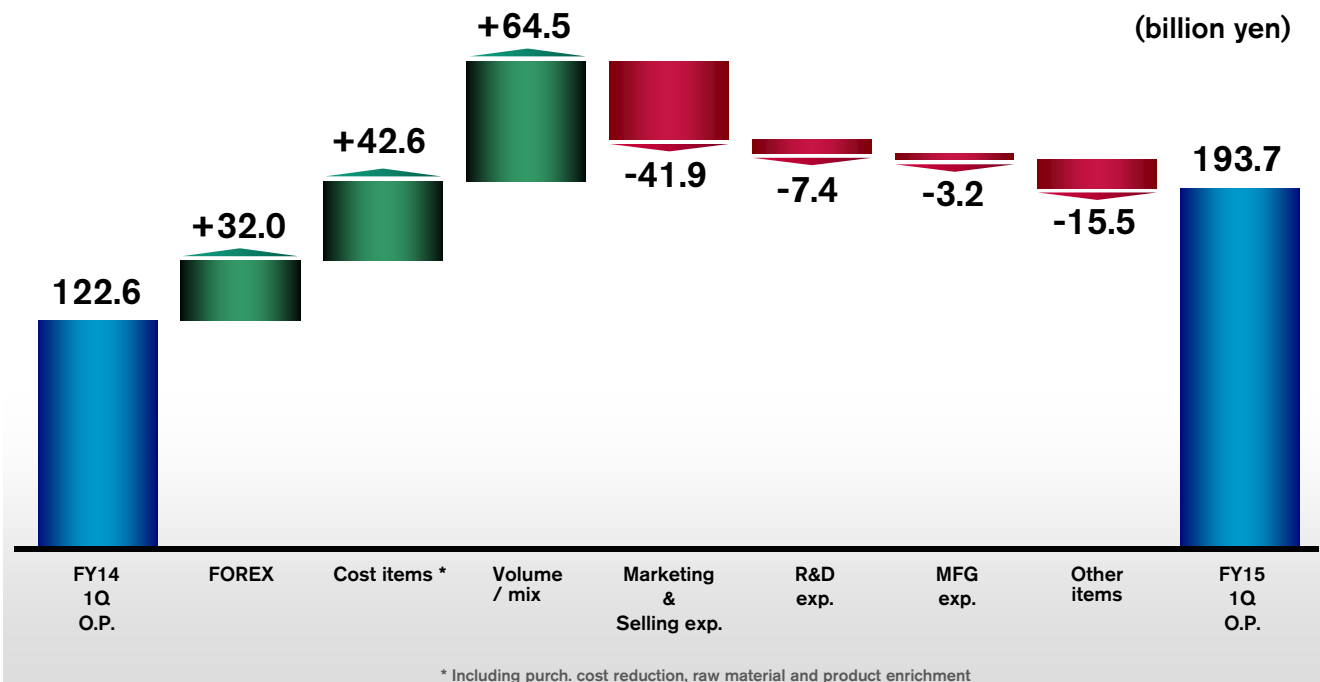
\* Net income attributable to non-controlling interests

\*\* Net income attributable to owners of the parent

# FY15 1st quarter financial performance

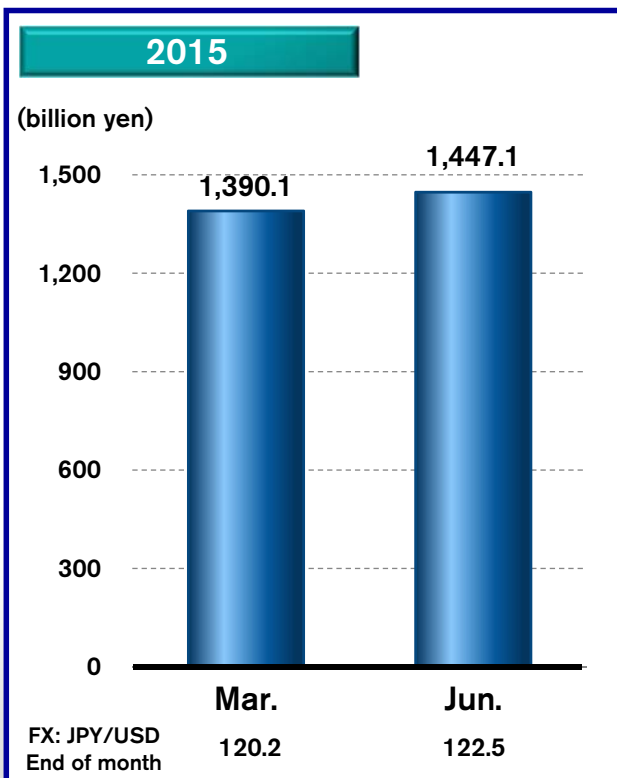
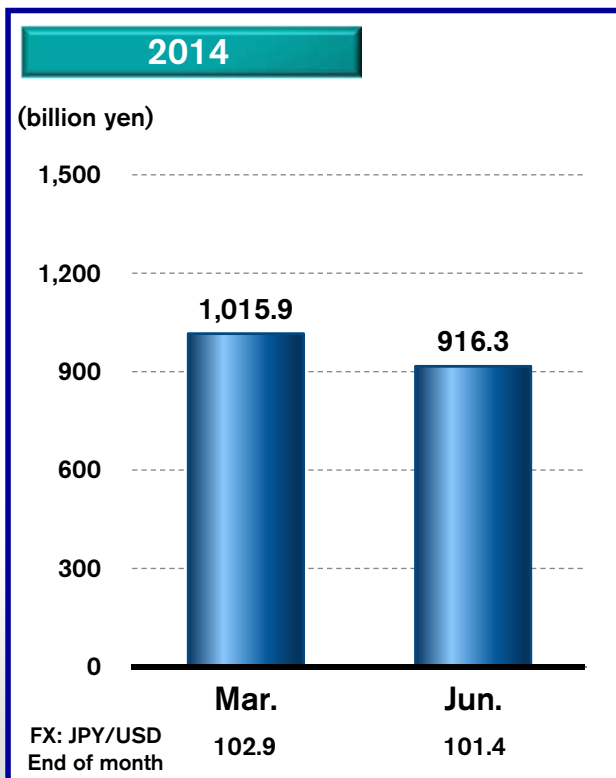
(TSE report basis - China JV Equity basis)

## Operating profit variance analysis



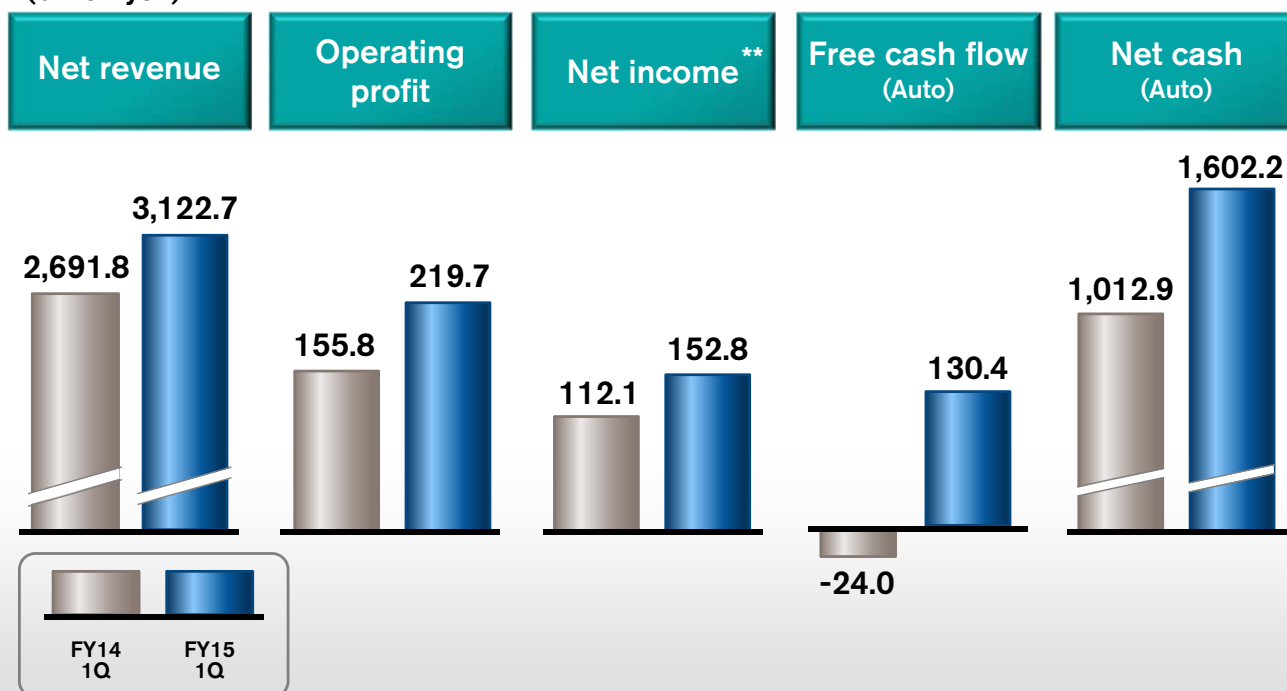
# Net Cash (Auto business)

(TSE report basis - China JV Equity basis)



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

(billion yen)



\* Based on continuation of proportionate consolidation of China JV

\*\* Net income attributable to owners of the parent

## FY15 1st quarter financial performance (management pro forma basis\*)

(billion yen)	FY14 1Q	FY15 1Q	Variance	Change vs. FY14 (%)
Net revenue	2,691.8	3,122.7	+430.9	+16.0%
Operating profit	155.8	219.7	+63.9	+41.0%
<i>OP margin</i>	5.8%	7.0%	+1.2%	
Net income **	112.1	152.8	+40.7	+36.3%
FX rate	102.2 JPY/USD 140.1 JPY/EUR	121.4 JPY/USD 134.2 JPY/EUR	+19.2 JPY/USD -5.9 JPY/EUR	

\* Based on continuation of proportionate consolidation of China JV

\*\* Net income attributable to owners of the parent

# FY15 shareholder return outlook

