

NISSAN MOTOR CORPORATION

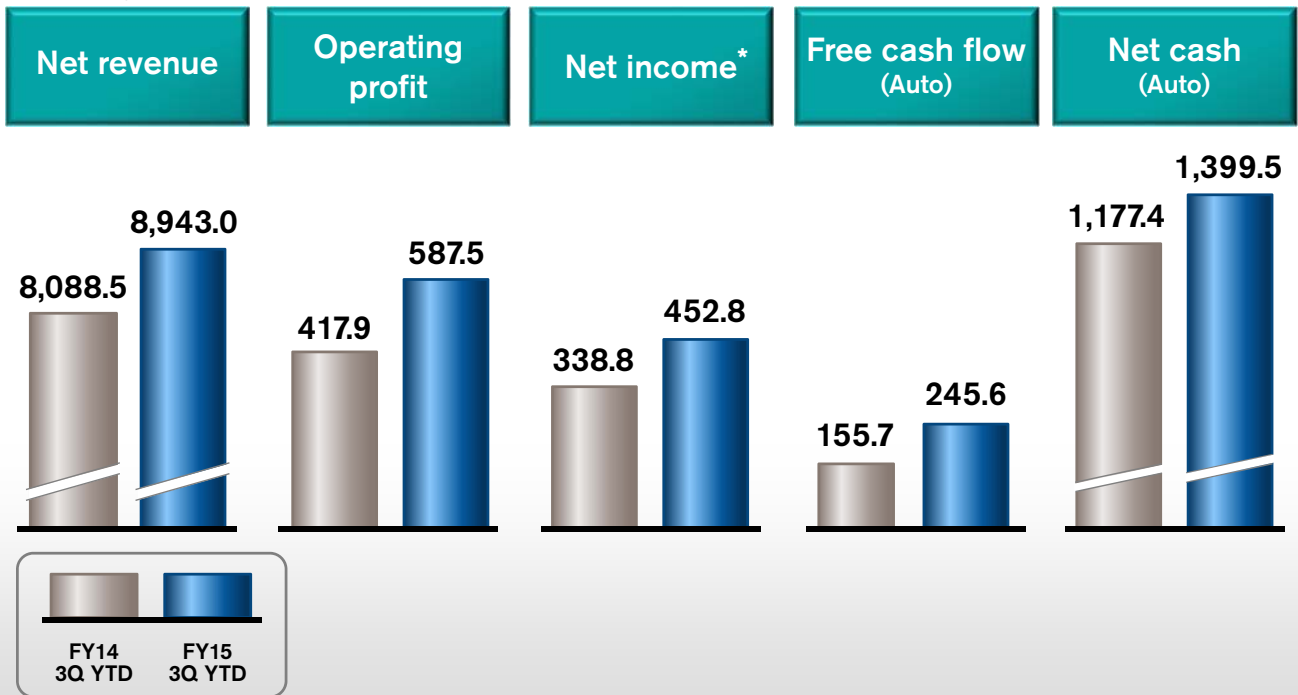


# FY2015 third-quarter financial results

Nissan Motor Co., Ltd  
February 10, 2016

## Key performance indicators (9 months) (TSE report basis - China JV Equity basis)

(billion yen)



\* Net income attributable to owners of the parent

## FY15 business update

### FY15 sales performance (9 months)

### FY15 consolidated financial performance (9 months)

## FY15 business update

### Product offensive continues



Titan XD

# FY15 business update

Product offensive continues



Q30

# FY15 business update

Product offensive continues



QX30

# FY15 business update

Product offensive continues



Q60

# FY15 business update

Brand

■ Sports sponsorship



PROUD SUPPORTER OF COLLEGE ATHLETICS

# FY15 business update

## Technology

### ■ Zero-emission leadership

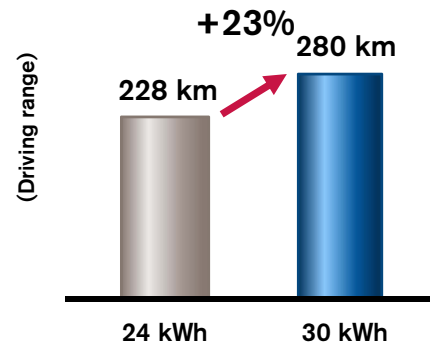
#### Nissan LEAF

- Cumulative global sales reached 200 k units



#### EV sales

- Enhanced-range Nissan LEAF launched in Japan



# FY15 business update

## Technology

- The Alliance will launch more than 10 vehicles with autonomous drive technology through 2020



Nissan IDS concept

# FY15 business update

## Technology

- All-new 3.0-liter V6 twin-turbo engine



# FY15 business update

## Alliance

**8.5 million unit sales in CY2015**  
Nissan sales: 5.4 million units (CY14: 5.3 million units)

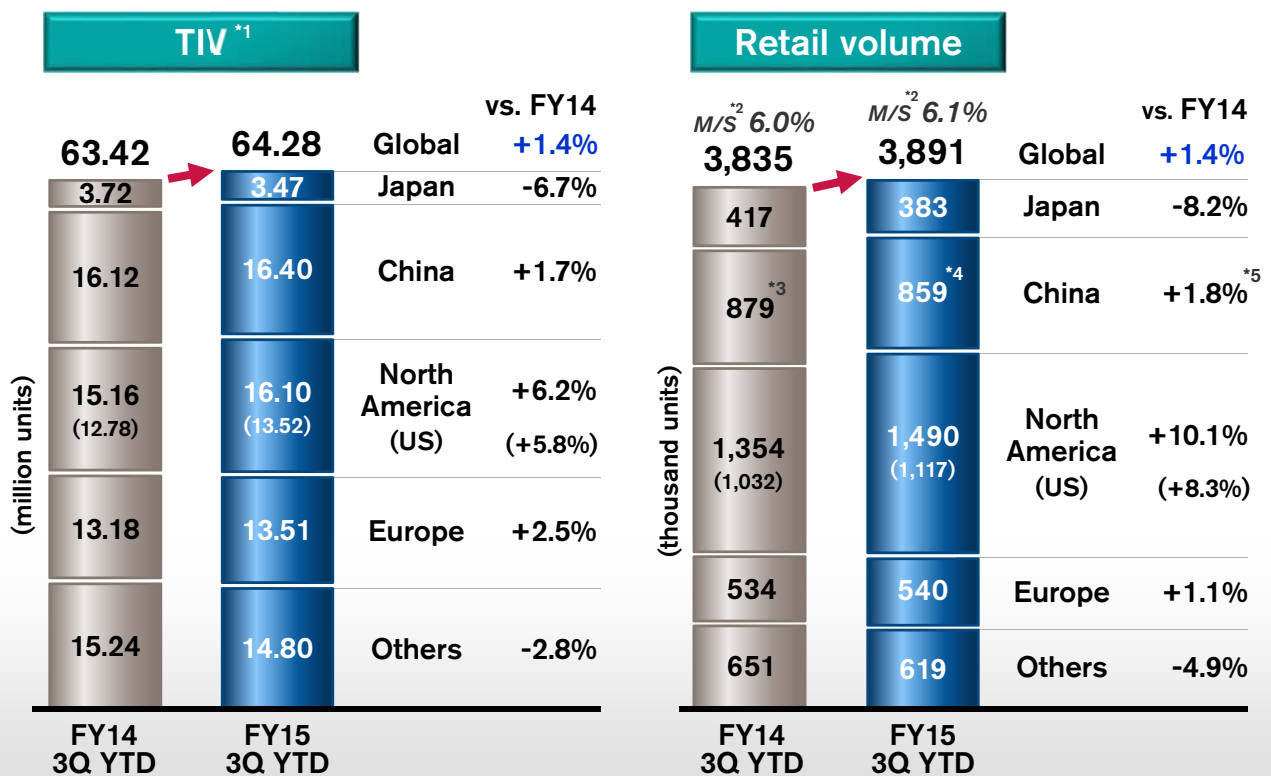


# FY15 business update

## FY15 sales performance (9 months)

## FY15 consolidated financial performance (9 months)

## FY15 sales performance (9 months): Global

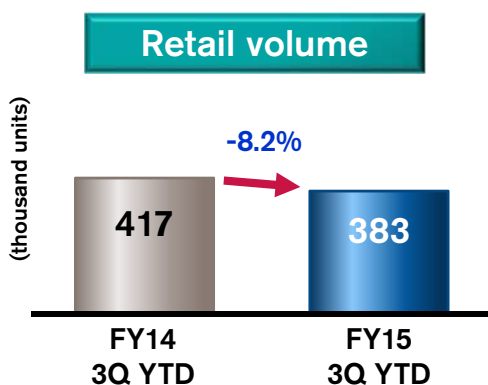


\*1: Nissan's estimation

\*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 sales performance (9 months): Japan



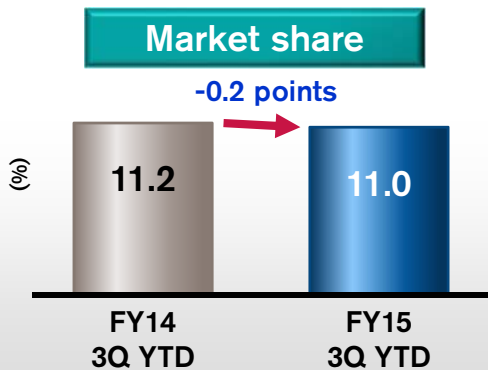
■ TIV: 3.47 million units, -6.7%

■ Sales: 383 k units, -8.2%

■ Market share: 11.0%, -0.2 points

■ X-Trail: 41.2 k units

■ DAYZ / DAYZ ROOX: 91.5 k units



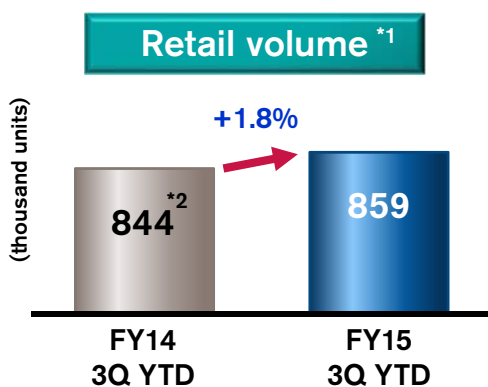
X-Trail



DAYZ ROOX



## FY15 sales performance (9 months): China

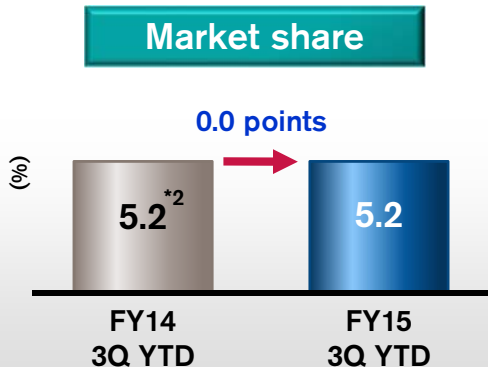


■ FY15 3Q YTD (Jan. to Sep.)

- TIV <sup>\*3</sup>: 16.40 million units, +1.7%
- Sales: 859 k units, +1.8%<sup>\*2</sup>
- Market share: 5.2%, 0.0 points<sup>\*2</sup>
- Sylphy series: 230.6 k units

■ FY15 YTD (Jan. to Dec.)

- TIV <sup>\*3</sup>: 23.68 million units, +6.0%
- Sales: 1,250 k units, +6.3%<sup>\*2</sup>
- Market share: 5.3%, 0.0 points<sup>\*2</sup>



X-Trail



Sylphy



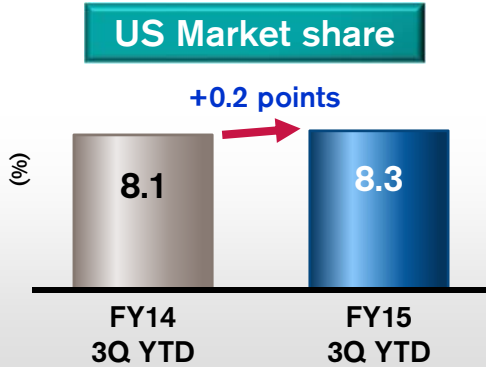
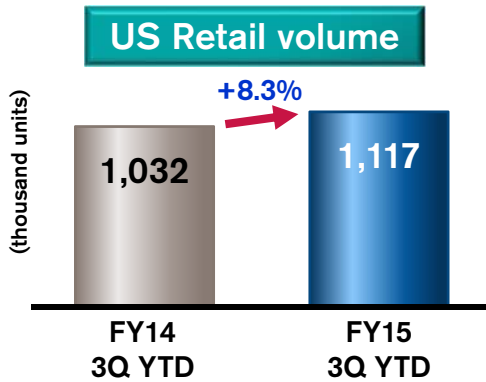
\* 1: PV: Retail sales base, LCV: Wholesale base

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

\* 3: PV and LCV only



# FY15 sales performance (9 months): North America



## ■ US

- TIV: 13.52 million units, +5.8%
- Sales: 1,117 k units, +8.3%
- Market share: 8.3%, +0.2 points

## ■ Canada

- Sales: 104 k units, +13.0 %
- Market share: 6.8 %, +0.6 points

## ■ Mexico

- Sales: 267 k units, +16.9%
- Market share: 25.6%, No.1 brand for 79 consecutive months

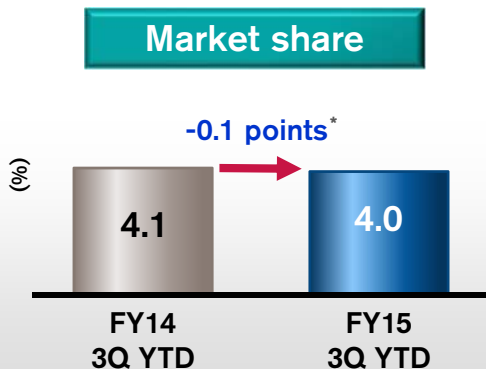
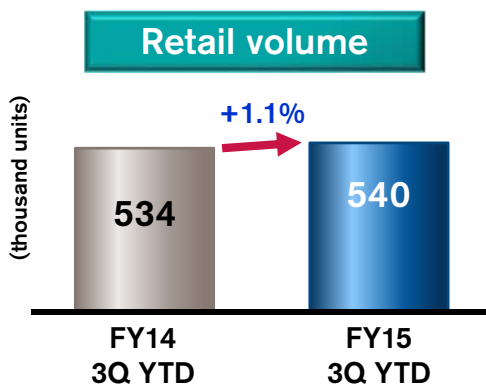
### Altima



### Rogue



# FY15 sales performance (9 months): Europe



## ■ Europe excluding Russia

- TIV: 12.29 million units, +8.7%
- Sales: 450 k units, +12.5%
- Market share: 3.7%, +0.1 points

## ■ Russia

- TIV: 1.22 million units, -35.2%
- Sales: 90 k units, -32.7%
- Market share: 7.4%, +0.3 points

### Qashqai



### Nissan LEAF



\* Market share decreased due to country mix, though both market share for Europe excl. Russia and Russia increased

# FY15 sales performance (9 months): Other markets

■ Estimated TIV: 14.80 million units, -2.8 %

■ Sales: 619 k units, -4.9%

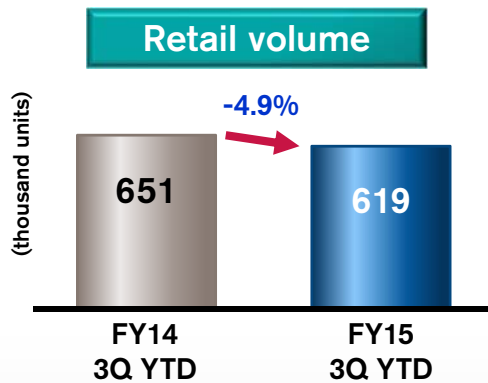
Asia & Oceania: 263 k units, -1.5% M/S\* ↓

Latin America: 130 k units, -7.9% M/S\* ↑

Middle East: 151 k units, -10.5% M/S\* ↓

Africa: 75 k units, +1.3% M/S\* ↑

\* Market Share



NP300 Navara



Datsun GO+ Panca



## FY15 business update

## FY15 sales performance (9 months)

## FY15 consolidated financial performance (9 months)

## FY15 financial performance (9 months) (TSE report basis - China JV Equity basis)

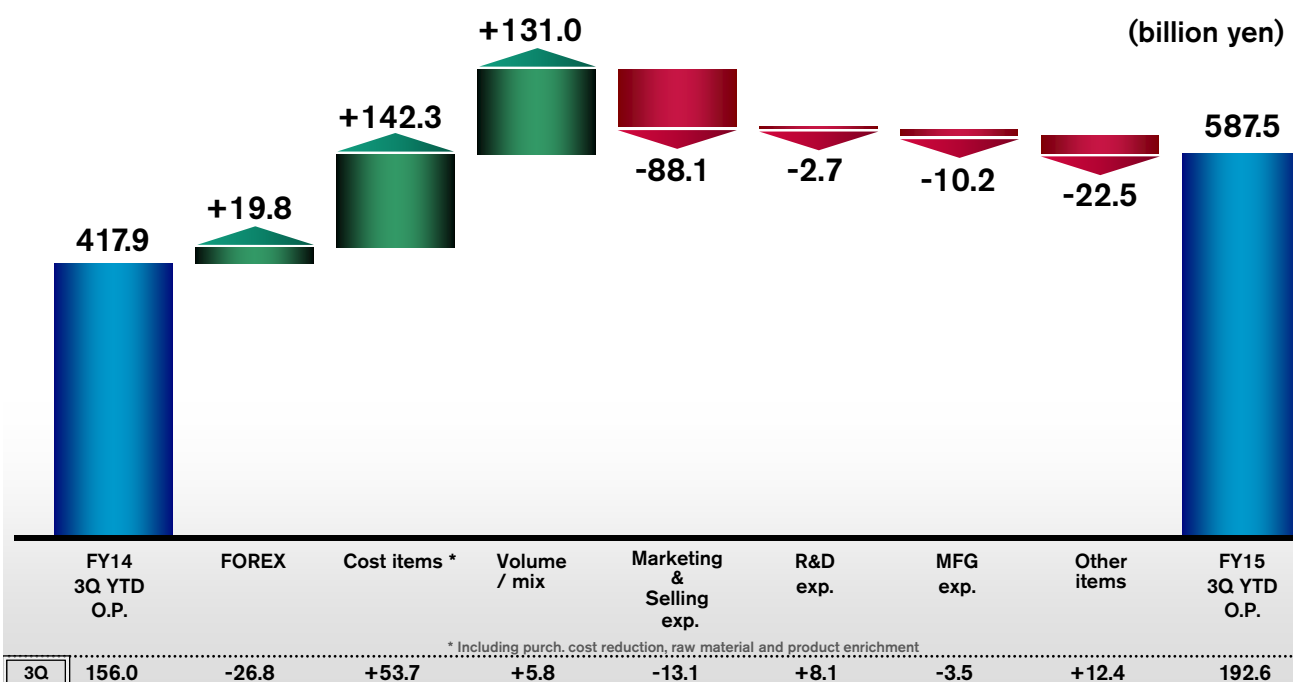
(billion yen)	FY14 3Q YTD	FY15 3Q YTD	Variance	Change vs. FY14 (%)
<b>Net revenue</b>	<b>8,088.5</b>	<b>8,943.0</b>	<b>+854.5</b>	<b>+10.6%</b>
<b>Operating profit</b>	<b>417.9</b>	<b>587.5</b>	<b>+169.6</b>	<b>+40.6%</b>
<i>OP margin</i>	5.2%	6.6%		
<i>Non-operating</i>	78.5	43.5		
<b>Ordinary profit</b>	<b>496.4</b>	<b>631.0</b>	<b>+134.6</b>	<b>+27.1%</b>
<i>Extraordinary</i>	-6.0	-17.8		
<b>Profit before tax</b>	<b>490.4</b>	<b>613.2</b>	<b>+122.8</b>	<b>+25.0%</b>
<i>Taxes</i>	-132.3	-141.6		
<i>Effective tax rate</i>	27.0%	23.1%		
<i>Minority interest</i> <sup>*1</sup>	-19.3	-18.8		
<b>Net income</b> <sup>*2</sup>	<b>338.8</b>	<b>452.8</b>	<b>+114.0</b>	<b>+33.7%</b>
<i>FX rate</i>	106.7 JPY/USD 140.2 JPY/EUR	121.7 JPY/USD 134.4 JPY/EUR	+15.0 JPY/USD -5.8 JPY/EUR	

\*1: Net income attributable to non-controlling interests

\*2: Net income attributable to owners of the parent

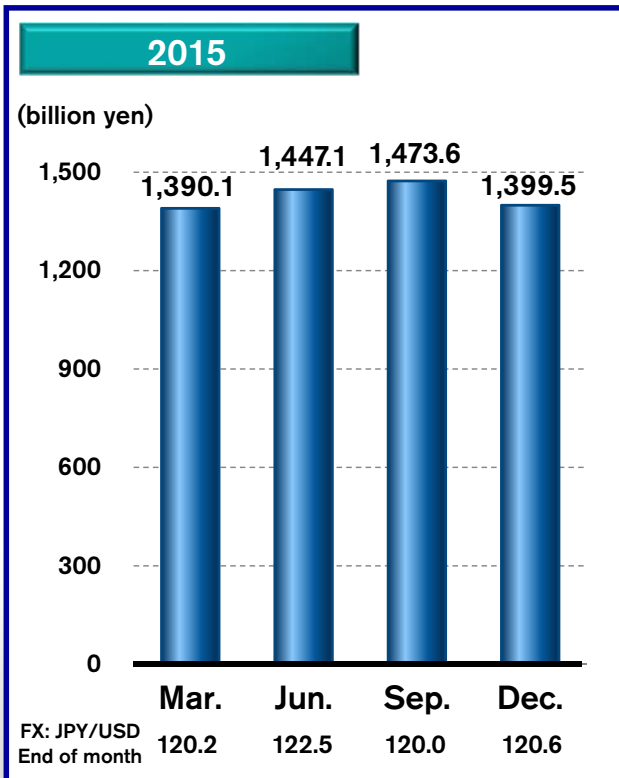
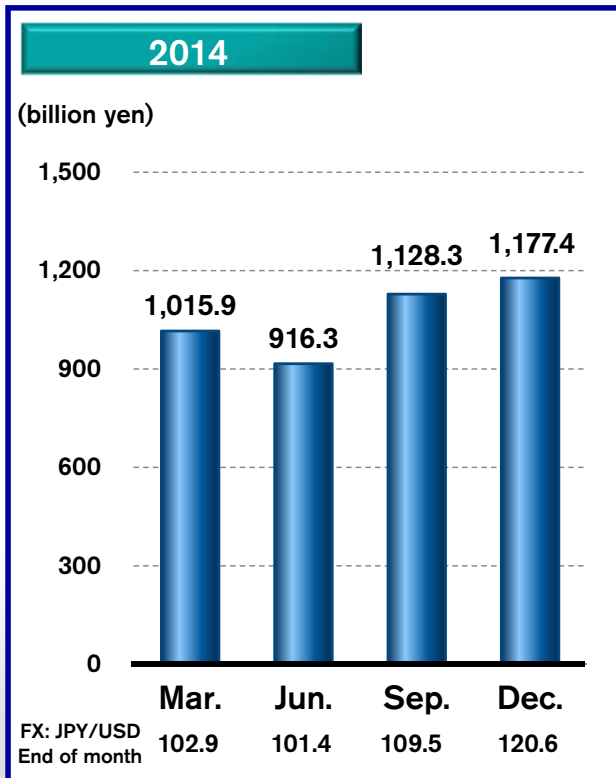
## FY15 financial performance (9 months) (TSE report basis - China JV Equity basis)

### Operating profit variance analysis



# Net Cash (Auto business)

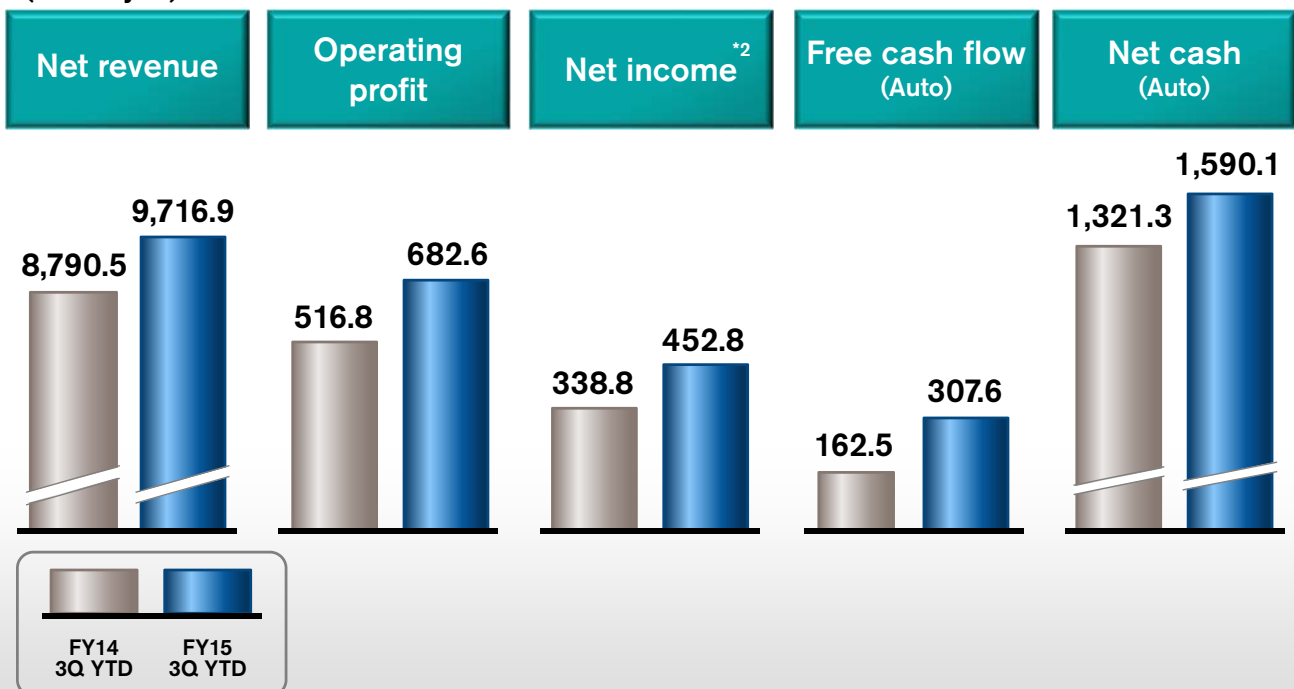
(TSE report basis - China JV Equity basis)



# Key performance indicators (9 months)

(management pro forma basis<sup>\*1</sup>)

(billion yen)



<sup>\*1</sup>: Based on continuation of proportionate consolidation of China JV  
<sup>\*2</sup>: Net income attributable to owners of the parent

## FY15 financial performance (9 months) (management pro forma basis<sup>\*1</sup>)

(billion yen)	FY14 3Q YTD	FY15 3Q YTD	Variance	Change vs. FY14 (%)
<b>Net revenue</b>	<b>8,790.5</b>	<b>9,716.9</b>	<b>+926.4</b>	<b>+10.5%</b>
<b>Operating profit</b>	<b>516.8</b>	<b>682.6</b>	<b>+165.8</b>	<b>+32.1%</b>
<i>OP margin</i>	<i>5.9%</i>	<i>7.0%</i>	<i>+1.1%</i>	
<b>Net income<sup>*2</sup></b>	<b>338.8</b>	<b>452.8</b>	<b>+114.0</b>	<b>+33.7%</b>
<b>FX rate</b>	106.7 JPY/USD 140.2 JPY/EUR	121.7 JPY/USD 134.4 JPY/EUR	+15.0 JPY/USD -5.8 JPY/EUR	

\*1: Based on continuation of proportionate consolidation of China JV

\*2: Net income attributable to owners of the parent

## FY15 outlook (TSE report basis - China JV Equity basis )

(billion yen)	FY14 Actual	FY15 <sup>*2</sup> Outlook	Variance	Change vs. FY14 (%)
<b>Net revenue</b>	<b>11,375.2</b>	<b>12,250.0</b>	<b>+874.8</b>	<b>+7.7%</b>
<b>Operating profit</b>	<b>589.6</b>	<b>730.0</b>	<b>+140.4</b>	<b>+23.8%</b>
<i>OP margin</i>	<i>5.2%</i>	<i>6.0%</i>	<i>+0.4%</i>	
<b>Net income<sup>*1</sup></b>	<b>457.6</b>	<b>535.0</b>	<b>+77.4</b>	<b>+16.9%</b>

\*1: Net income attributable to owners of the parent

\*2: Announced on November 2 2015

# FY15 shareholder return outlook

