

NISSAN IR DATASHEET
Global Retail Volume

(units)

		FY2016	FY2017							FY2018													
		Full Year	1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	vs. FY2017	2Q	vs. FY2017	1H	vs. FY2017	3Q	vs. FY2017	4Q	vs. FY2017	2H	vs. FY2017	Full Year	vs. FY2017
Japan	TIV	5,078,001	1,204,793	1,278,038	2,482,831	1,173,583	1,540,942	2,714,525	5,197,356	1,192,238	-1.0%	1,291,506	1.1%	2,483,744	0.0%	1,248,840	6.4%	1,528,434	-0.8%	2,777,274	2.3%	5,261,018	1.2%
	Nissan	557,490	130,901	152,302	283,203	94,685	206,165	300,850	584,053	129,800	-0.8%	154,798	1.6%	284,598	0.5%	125,203	32.2%	186,286	-9.6%	311,489	3.5%	596,087	2.1%
	Share	11.0%	10.9%	11.9%	11.4%	8.1%	13.4%	11.1%	11.2%	10.9%	0.0pts	12.0%	0.1pts	11.5%	0.1pts	10.0%	1.9pts	12.2%	-1.2pts	11.2%	0.1pts	11.3%	0.1pts
USA	TIV	17,488,638	4,419,665	4,422,020	8,841,685	4,355,960	4,110,542	8,466,502	17,308,187	4,500,262	1.8%	4,284,742	-3.1%	8,785,004	-0.6%	4,378,721	0.5%	4,006,667	-2.5%	8,385,388	-1.0%	17,170,392	-0.8%
	Nissan	1,581,110	402,797	376,553	779,350	397,223	416,003	813,226	1,592,576	364,692	-9.5%	343,987	-8.6%	708,679	-9.1%	369,195	-7.1%	365,851	-12.1%	735,046	-9.6%	1,443,725	-9.3%
	Share	9.0%	9.1%	8.5%	8.8%	9.1%	10.1%	9.6%	9.2%	8.1%	-1.0pts	8.0%	-0.5pts	8.1%	-0.7pts	8.4%	-0.7pts	9.1%	-1.0pts	8.8%	-0.8pts	8.4%	-0.8pts
Canada	TIV	1,966,468	617,179	552,385	1,169,564	446,841	429,035	875,876	2,045,440	607,173	-1.6%	529,078	-4.2%	1,136,251	-2.8%	418,942	-6.2%	411,324	-4.1%	830,266	-5.2%	1,966,517	-3.9%
	Nissan	137,773	41,300	39,388	80,688	32,353	33,841	66,194	146,882	42,708	3.4%	39,436	0.1%	82,144	1.8%	33,132	2.4%	31,545	-6.8%	64,677	-2.3%	146,821	0.0%
	Share	7.0%	6.7%	7.1%	6.9%	7.2%	7.9%	7.6%	7.2%	7.0%	0.3pts	7.5%	0.4pts	7.2%	0.3pts	7.9%	0.7pts	7.7%	-0.2pts	7.8%	0.2pts	7.5%	0.3pts
Mexico	TIV	1,634,594	364,803	363,797	728,600	423,469	337,229	760,698	1,489,298	343,470	-5.8%	347,680	-4.4%	691,150	-5.1%	393,079	-7.2%	334,085	-0.9%	727,164	-4.4%	1,418,314	-4.8%
	Nissan	409,293	88,001	85,870	173,871	96,121	80,709	176,830	350,701	74,160	-15.7%	76,109	-11.4%	150,269	-13.6%	83,145	-13.5%	71,908	-10.9%	155,053	-12.3%	305,322	-12.9%
	Share	25.0%	24.1%	23.6%	23.9%	22.7%	23.9%	23.2%	23.5%	21.6%	-2.5pts	21.9%	-1.7pts	21.7%	-2.2pts	21.2%	-1.5pts	21.5%	-2.4pts	21.3%	-1.9pts	21.5%	-2.0pts
Others	TIV	9,256	1,877	2,011	3,888	2,331	2,150	4,481	8,369	1,975	5.2%	998	-50.4%	2,973	-23.5%	2,381	2.1%	1,943	-9.6%	4,324	-3.5%	7,297	-12.8%
	Nissan	1,415	270	348	618	347	370	717	1,335	238	-11.9%	248	-28.7%	486	-21.4%	282	-18.7%	453	22.4%	735	2.5%	1,221	-8.5%
	Share	15.3%	14.4%	17.3%	15.9%	14.9%	17.2%	16.0%	16.0%	12.1%	-2.3pts	24.8%	7.5pts	16.3%	0.4pts	11.8%	-3.1pts	23.3%	6.1pts	17.0%	1.0pts	16.7%	0.7pts
North America	TIV	21,098,956	5,403,524	5,340,213	10,743,737	5,228,601	4,878,956	10,107,557	20,851,294	5,452,880	0.9%	5,162,498	-3.3%	10,615,378	-1.2%	5,193,123	-0.7%	4,754,019	-2.6%	9,947,142	-1.6%	20,562,720	-1.4%
	Nissan	2,129,591	532,368	502,159	1,034,527	526,044	530,923	1,056,967	2,091,494	481,798	-9.5%	459,780	-8.4%	941,578	-9.0%	485,754	-7.7%	469,757	-11.5%	955,511	-9.6%	1,897,089	-9.3%
	Share	10.1%	9.9%	9.4%	9.6%	10.1%	10.9%	10.5%	10.0%	8.8%	-1.1pts	8.9%	-0.5pts	8.9%	-0.7pts	9.4%	-0.7pts	9.9%	-1.0pts	9.6%	-0.9pts	9.2%	-0.8pts
Russia	TIV	1,428,798	393,618	407,638	801,256	471,824	396,671	868,495	1,669,751	463,636	17.8%	440,187	8.0%	903,823	12.8%	499,007	5.8%	391,311	-1.4%	890,318	2.5%	1,794,141	7.4%
	Nissan	93,427	23,096	26,165	49,261	30,582	24,788	55,370	104,631	22,966	-0.6%	27,460	4.9%	50,426	2.4%	30,924	1.1%	26,005	4.9%	56,929	2.8%	107,355	2.6%
	Share	6.5%	5.9%	6.4%	6.1%	6.5%	6.2%	6.4%	6.3%	5.0%	-0.9pts	6.2%	-0.2pts	5.6%	-0.5pts	6.2%	-0.3pts	6.6%	0.4pts	6.4%	0.0pts	6.0%	-0.3pts
Europe excl. Russia	TIV	18,033,113	4,860,093	4,202,482	9,062,575	4,280,398	4,966,666	9,247,064	18,309,639	5,134,906	5.7%	4,244,846	1.0%	9,379,752	3.5%	4,007,536	-6.4%	4,847,983	-2.4%	8,855,519	-4.2%	18,235,271	-0.4%
	Nissan	683,008	162,167	163,904	326,071	137,703	188,055	325,758	651,829	138,781	-14.4%	140,773	-14.1%	279,554	-14.3%	111,026	-19.4%	145,510	-22.6%	256,536	-21.2%	536,090	-17.8%
	Share	3.8%	3.4%	3.8%	3.6%	3.2%	3.8%	3.5%	3.6%	2.9%	-0.5pts	3.5%	-0.3pts	3.2%	-0.4pts	2.6%	-0.6pts	3.0%	-0.8pts	2.8%	-0.7pts	3.0%	-0.6pts
Europe*	TIV	19,461,911	5,253,711	4,610,120	9,863,831	4,752,222	5,363,337	10,115,559	19,979,390	5,598,542	6.6%	4,685,033	1.6%	10,283,575	4.3%	4,506,543	-5.2%	5,239,294	-2.3%	9,745,837	-3.7%	20,029,412	0.3%
	Nissan	776,435	185,263	190,069	375,332	168,285	212,843	381,128	756,460	161,747	-12.7%	168,233	-11.5%	329,980	-12.1%	141,950	-15.6%	171,515	-19.4%	313,465	-17.8%	643,445	-14.9%
	Share	4.0%	3.6%	4.1%	3.8%	3.6%	4.0%	3.8%	3.8%	3.1%	-0.5pts	3.8%	-0.3pts	3.4%	-0.4pts	3.0%	-0.6pts	3.2%	-0.8pts	3.1%	-0.7pts	3.3%	-0.5pts
China**	TIV	26,876,412	6,642,645	5,956,391	12,599,036	6,479,011	8,275,914	14,754,925	27,353,961	6,787,831	2.3%	6,440,684	8.2%	13,228,515	5.1%	6,129,526	-5.4%	7,246,869	-12.4%	13,376,395	-9.3%	26,604,910	-2.7%
	Nissan	1,354,552	314,347	336,178	650,525	369,237	499,952	869,189	1,519,714	336,131	6.9%	384,316	14.3%	720,447	10.7%	375,131	1.6%	468,408	-6.3%	843,539	-3.0%	1,563,986	2.9%
	Share	5.0%	4.7%	5.6%	5.2%	5.7%	6.0%	5.9%	5.6%	5.0%	0.3pts	6.0%	0.4pts	5.4%	0.2pts	6.1%	0.4pts	6.5%	0.5pts	6.3%	0.4pts	5.9%	0.3pts
Asia(Incl. China, India)	TIV	37,374,373	9,218,310	8,796,021	18,014,331	9,313,723	11,064,072	20,377,795	38,392,126	9,656,340	4.8%	9,332,250	6.1%	18,988,590	5.4%	9,026,071	-3.1%	9,995,751	-9.7%	19,021,822	-6.7%	38,010,412	-1.0%
	Nissan	1,695,373	396,848	418,629	815,477	452,728	582,893	1,035,621	1,851,098	412,549	4.0%	465,740	11.3%	878,289	7.7%	457,540	1.1%	551,959	-5.3%	1,009,499	-2.5%	1,887,788	2.0%
	Share	4.5%	4.3%	4.8%	4.5%	4.9%	5.3%	5.1%	4.8%	4.3%	0.0pts	5.0%	0.2pts	4.6%	0.1pts	5.1%	0.2pts	5.5%	0.2pts	5.3%	0.2pts	5.0%	0.2pts
Others	TIV	8,801,656	2,126,981	2,316,075	4,443,056	2,501,575	2,160,027	4,661,602	9,104,658	2,234,620	5.1%	1,983,767	-14.3%	4,218,387	-5.1%	2,177,858	-12.9%	1,832,965	-15.1%	4,010,823	-14.0%	8,229,210	-9.6%
	Nissan	467,416	105,299	119,644	224,943	133,726	128,512	262,238	487,181	123,723	17.5%	125,027	4.5%	248,750	10.6%	129,812	-2.9%	112,729	-12.3%	242,541	-7.5%	491,291	0.8%
	Share	5.3%	5.0%	5.2%	5.1%	5.3%	5.9%	5.6%	5.4%	5.5%	0.5pts	6.3%	1.1pts	5.9%	0.8pts	6.0%	0.7pts	6.2%	0.3pts	6.0%	0.4pts	6.0%	0.6pts
Overseas Total	TIV	86,736,896	22,002,526	21,062,429	43,064,955	21,796,121	23,466,392	45,262,513	88,327,468	22,942,382	4.3%	21,163,548	0.5%	44,105,930	2.4%	20,903,595	-4.1%	21,822,029	-7.0%	42,725,624	-5.6%	86,831,554	-1.7%
	Nissan	5,068,815	1,219,778	1,230,501	2,450,279	1,280,783	1,455,171	2,735,954	5,186,233	1,179,817	-3.3%	1,218,780	-1.0%	2,398,597	-2.1%	1,215,056	-5.1%	1,305,960	-10.3%	2,521,016	-7.9%	4,919,613	-5.1%
	Share	5.8%	5.5%	5.8%	5.7%	5.9%	6.2%	6.0%	5.9%	5.1%	-0.4pts	5.8%	0.0pts	5.4%	-0.3pts	5.8%	-0.1pts	6.0%	-0.2pts	5.9%	-0.1pts	5.7%	-0.2pts
Global (Incl. Japan mini car)	TIV	91,814,897	23,207,319	22,340,467	45,547,786	22,969,704	25,007,334	47,977,038	93,524,824	24,134,620	4.0%	22,455,054	0.5%	46,589,674	2.3%	22,152,435	-3.6%	23,350,463	-6.6%	45,502,898	-5.2%	92,092,572	-1.5%
	Nissan	5,626,305	1,350,679	1,382,803	2,733,482	1,375,468	1,661,336	3,036,804	5,770,286	1,309,617	-3.0%	1,373,578	-0.7%	2,683,195	-1.8%	1,340,259	-2.6%	1,492,246	-10.2%	2,832,505	-6.7%	5,515,700	-4.4%
	Share	6.1%	5.8%	6.2%	6.0%	6.0%	6.6%	6.3%	6.2%	5.4%	-0.4pts	6.1%	-0.1pts	5.8%	-0.2pts	6.1%	0.1pts	6.4%	-0.2pts	6.2%	-0.1pts	6.0%	-0.2pts

Japan (Excl. mini car)	TIV	3,358,027	777,480	830,482	1,607,962	752,071	978,192	1,730,263	3,338,225	754,173	-3.0%	823,580	-0.8%	1,577,753	-1.9%	792,053	5.3%	966,824	-1.2%	1,758,877	1.7%	3,336,630	0.0%
	Nissan	417,380	89,226	103,640	192,866	59,006	144,758	203,764	396,630	92,338	3.5%	107,123	3.4%	199,461	3.4%	82,044	39.0%	130,486	-9.9%	212,530	4.3%	411,991	3.9%
	Share	12.4%	11.5%	12.5%	12																		

Global Retail Volume Detail

(units)

	FY2016 Full Year	FY2017																		FY2018									
		1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	vs. FY2017 vol.	%	2Q	vs. FY2017 vol.	%	1H	vs. FY2017 vol.	%	3Q	vs. FY2017 vol.	%	4Q	vs. FY2017 vol.	%	2H	vs. FY2017 vol.	%	Full Year	vs. FY2017 vol.	%
North America	2,129,591	532,368	502,159	1,034,527	526,044	530,923	1,056,967	2,091,494	481,798	-50,570	-9.5%	459,780	-42,379	-8.4%	941,578	-92,949	-9.0%	485,754	-40,290	-7.7%	469,757	-61,166	-11.5%	955,511	-101,456	-9.6%	1,897,089	-194,405	-9.3%
USA	1,581,110	402,797	376,553	779,350	397,223	416,003	813,226	1,592,576	364,692	-38,105	-9.5%	343,987	-32,566	-8.6%	708,679	-70,671	-9.1%	369,195	-28,028	-7.1%	365,851	-50,152	-12.1%	735,046	-78,180	-9.6%	1,443,725	-148,851	-9.3%
Guam	1,415	270	348	618	347	370	717	1,335	238	-32	-11.9%	248	-100	-28.7%	486	-132	-21.4%	282	-65	-18.7%	453	83	22.4%	735	18	2.5%	1,221	-114	-8.5%
Mexico	409,293	88,001	85,870	173,871	96,121	80,709	176,830	350,701	74,160	-13,841	-15.7%	76,109	-9,761	-11.4%	150,269	-23,602	-13.6%	83,145	-12,976	-13.5%	71,908	-8,801	-10.9%	155,053	-21,777	-12.3%	305,322	-45,379	-12.9%
Canada	137,773	41,300	39,388	80,688	32,353	33,841	66,194	146,882	42,708	1,408	3.4%	39,436	48	0.1%	82,144	1,456	1.8%	33,132	779	2.4%	31,545	-2,296	-6.8%	64,677	-1,517	-2.3%	146,821	-61	0.0%
Europe	776,435	185,263	190,069	375,332	168,285	212,843	381,128	756,460	161,747	-23,516	-12.7%	168,233	-21,836	-11.5%	329,980	-45,352	-12.1%	141,950	-26,335	-15.6%	171,515	-41,328	-19.4%	313,465	-67,663	-17.8%	643,445	-113,015	-14.9%
Western Europe	640,350	150,069	152,225	302,294	125,968	174,643	300,611	602,905	126,972	-23,097	-15.4%	128,220	-24,005	-15.8%	255,192	-47,102	-15.6%	100,911	-25,057	-19.9%	135,141	-39,502	-22.6%	236,052	-64,559	-21.5%	491,244	-111,661	-18.5%
UK	179,920	36,053	47,195	83,248	27,145	39,151	66,296	149,544	27,546	-8,507	-23.6%	29,427	-17,768	-37.6%	56,973	-26,275	-31.6%	20,790	-6,355	-23.4%	32,850	-6,301	-16.1%	53,640	-12,656	-19.1%	110,613	-38,931	-26.0%
Germany	80,371	18,546	18,821	37,367	16,790	18,744	35,534	72,901	13,372	-5,174	-27.9%	13,785	-5,036	-26.8%	27,157	-10,210	-27.3%	9,950	-6,840	-40.7%	11,838	-6,906	-36.8%	21,788	-13,746	-38.7%	48,945	-23,956	-32.9%
Spain	70,458	19,534	16,484	36,018	18,354	21,951	40,305	76,323	17,145	-2,389	-12.2%	18,212	1,728	10.5%	35,357	-661	-1.8%	15,635	-2,719	-14.8%	18,582	-3,369	-15.3%	34,217	-6,088	-15.1%	69,574	-6,749	-8.8%
Italy	68,550	19,031	16,227	35,258	15,332	22,011	37,343	72,601	15,697	-3,334	-17.5%	11,880	-4,347	-26.8%	27,577	-7,681	-21.8%	12,511	-2,821	-18.4%	15,338	-6,673	-30.3%	27,849	-9,494	-25.4%	55,426	-17,175	-23.7%
France	84,257	20,888	16,646	37,534	18,006	21,021	39,027	76,561	17,903	-2,985	-14.3%	17,629	983	5.9%	35,532	-2,002	-5.3%	10,340	-7,666	-42.6%	13,715	-7,306	-34.8%	24,055	-14,972	-38.4%	59,587	-16,974	-22.2%
Holland	15,499	3,512	3,491	7,003	3,146	4,455	7,601	14,604	4,245	733	20.9%	3,891	400	11.5%	8,136	1,133	16.2%	4,495	1,349	42.9%	4,499	44	1.0%	8,994	1,393	18.3%	17,130	2,526	17.3%
Switzerland	7,827	1,620	1,724	3,344	1,696	1,726	3,422	6,766	1,471	-149	-9.2%	1,347	-377	-21.9%	2,818	-526	-15.7%	1,407	-289	-17.0%	1,914	188	10.9%	3,321	-101	-3.0%	6,139	-627	-9.3%
Austria	8,767	1,881	2,291	4,172	1,865	1,973	3,838	8,010	1,661	-220	-11.7%	2,169	-122	-5.3%	3,830	-342	-8.2%	1,304	-561	-30.1%	1,308	-665	-33.7%	2,612	-1,226	-31.9%	6,442	-1,568	-19.6%
W. Others	124,701	29,004	29,346	58,350	23,634	43,611	67,245	125,595	27,932	-1,072	-3.7%	29,880	534	1.8%	57,812	-538	-0.9%	24,479	845	3.6%	35,097	-8,514	-19.5%	59,576	-7,669	-11.4%	117,388	-8,207	-6.5%
Others (=Eastern Europe)	136,085	35,194	37,844	73,038	42,317	36,200	80,517	153,555	34,775	-419	-1.2%	40,013	2,169	5.7%	74,788	1,750	2.4%	41,039	-1,278	-3.0%	36,374	-1,826	-4.8%	77,413	-3,104	-3.9%	152,201	-1,354	-0.9%
Russia	93,427	23,096	26,165	49,261	30,582	24,788	55,370	104,631	22,966	-130	-0.6%	27,460	1,295	4.9%	50,426	1,165	2.4%	30,924	342	1.1%	26,005	1,217	4.9%	56,929	1,559	2.8%	107,355	2,724	2.6%
others	42,658	12,098	11,679	23,777	11,735	13,412	25,147	48,924	11,809	-289	-2.4%	12,553	874	7.5%	24,362	585	2.5%	10,115	-1,620	-13.8%	10,369	-3,043	-22.7%	20,484	-4,663	-18.5%	44,846	-4,078	-8.3%
Others	2,162,789	502,147	538,273	1,040,420	586,454	711,405	1,297,859	2,338,279	536,272	34,125	6.8%	590,767	52,494	9.8%	1,127,039	86,619	8.3%	587,352	898	0.2%	664,688	-46,717	-6.6%	1,252,040	-45,819	-3.5%	2,379,079	40,800	1.7%
Asia & Oceania	340,821	82,501	82,451	164,952	83,491	82,941	166,432	331,384	76,418	-6,083	-7.4%	81,424	-1,027	-1.2%	157,842	-7,110	-4.3%	82,409	-1,082	-1.3%	83,551	610	0.7%	165,960	-472	-0.3%	323,802	-7,582	-2.3%
Taiwan	44,723	11,352	10,877	22,229	9,777	10,622	20,399	42,628	9,492	-1,860	-16.4%	9,405	-1,472	-13.5%	18,897	-3,332	-15.0%	6,810	-2,967	-30.3%	11,000	378	3.6%	17,810	-2,589	-12.7%	36,707	-5,921	-13.9%
Thailand	44,331	13,815	14,434	28,249	17,105	16,965	34,070	62,319	16,481	2,666	19.3%	17,644	3,210	22.2%	34,125	5,876	20.8%	21,304	4,199	24.6%	18,958	1,993	11.7%	40,262	6,192	18.2%	74,387	12,068	19.4%
Philippines	18,529	5,374	6,714	12,088	7,630	7,439	13,413	25,501	7,439	2,065	38.4%	11,285	4,571	68.1%	18,724	6,636	54.9%	10,445	2,815	36.9%	11,239	5,956	94.3%	21,684	8,271	61.7%	40,408	14,907	58.5%
Malaysia	34,680	7,420	6,769	14,189	6,076	6,750	12,826	27,015	6,738	-682	-9.2%	7,233	464	6.9%	13,971	-218	-1.5%	5,917	-159	-2.6%	7,129	379	5.6%	13,046	220	1.7%	27,017	2	0.0%
Indonesia	35,273	7,530	7,639	15,169	5,994	6,844	12,838	28,007	3,177	-4,353	-57.8%	2,836	-4,803	-62.9%	6,013	-9,156	-60.4%	3,754	-2,240	-37.4%	4,641	-2,203	-32.2%	8,395	-4,443	-34.6%	14,408	-13,599	-48.6%
Australia	65,416	15,255	12,359	27,614	14,422	15,866	30,288	57,902	14,180	-1,075	-7.0%	14,050	1,691	13.7%	28,230	616	2.2%	14,266	-156	-1.1%	13,003	-2,863	-18.0%	27,269	-3,019	-10.0%	55,499	-2,403	-4.2%
New Zealand	8,703	2,029	1,956	3,985	1,751	2,066	3,817	7,802	1,212	92	4.5%	2,128	172	8.8%	4,249	264	6.6%	2,056	305	17.4%	2,224	158	7.6%	4,280	463	12.1%	8,529	727	9.3%
Singapore	10,436	2,628	2,290	4,918	3,250	1,266	4,516	9,434	1,705	-923	-35.1%	1,591	-699	-30.5%	3,296	-1,622	-33.0%	1,688	-1,562	-48.1%	1,372	106	8.4%	3,060	-1,456	-32.2%	6,356	-3,078	-32.6%
Hong Kong	1,715	315	735	1,050	666	638	1,304	2,354	494	179	56.8%	474	-261	-35.5%	968	-82	-7.8%	543	-123	-18.5%	697	59	9.2%	1,240	-64	-4.9%	2,208	-146	-6.2%
India	56,615	12,048	13,557	25,605	12,127	11,018	23,145	48,750	10,764	-1,284	-10.7%	9,549	-4,008	-29.6%	20,313	-5,292	-20.7%	10,174	-1,953	-16.1%	8,166	-2,852	-25.9%	18,340	-4,805	-20.8%	38,653	-10,097	-20.7%
others	20,400	4,735	5,121	9,856	4,693	5,123	9,816	19,672	3,827	-908	-19.2%	5,229	108	2.1%	9,056	-800	-8.1%	5,452	759	16.2%	5,122	-1	0.0%	10,574	758	7.7%	19,630	-42	-0.2%
China	1,354,552	314,347	336,178	650,525	369,237	499,952	869,189	1,519,714	336,131	21,784	6.9%	384,316	48,138	14.3%	720,447	69,922	10.7%	375,131	5,894	1.6%	468,408	-31,544	-6.3%	843,539	-25,650	-3.0%	1,563,986	44,272	2.9%
Middle East 1	150,565	31,528	33,530	65,058	35,098	36,242	71,340	136,398	34,177	2,649	8.4%	32,329	-1,201	-3.6%	66,506	1,448	2.2%	30,757	-4,341	-12.4%									

Consolidated Sales Volume by region

(units)

	FY2017															
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	Total
1Q	123,652	392,779	36,773	107,751	170,883	87,719	12,995	4,137	70,587	110,946	17,074	32,609	40,475	20,537	251	1,030,503
2Q	148,392	355,416	34,435	93,807	199,754	108,587	16,189	5,917	86,481	123,113	15,877	31,671	49,496	25,749	320	1,063,504
1H	272,044	748,195	71,208	201,558	370,637	196,306	29,184	10,054	157,068	234,059	32,951	64,280	89,971	46,286	571	2,094,007
3Q	96,237	353,235	34,458	89,688	177,054	92,485	16,951	6,038	69,496	139,901	14,680	42,349	56,695	25,950	227	983,058
4Q	195,983	420,332	41,340	89,296	244,950	97,846	16,821	7,191	73,834	162,173	17,099	55,206	63,071	26,384	413	1,251,920
2H	292,220	773,567	75,798	178,984	422,004	190,331	33,772	13,229	143,330	302,074	31,779	97,555	119,766	52,334	640	2,234,978
Full Year	564,264	1,521,762	147,006	380,542	792,641	386,637	62,956	23,283	300,398	536,133	64,730	161,835	209,737	98,620	1,211	4,328,985

	FY2018															
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	Total
1Q	124,302	328,373	40,183	64,055	154,609	77,524	15,807	4,238	57,479	138,593	15,270	42,948	53,816	26,316	243	927,639
2Q	145,275	316,289	34,918	75,395	147,939	86,675	17,779	3,893	65,003	149,527	16,027	42,548	62,016	28,656	280	956,018
1H	269,577	644,662	75,101	139,450	302,548	164,199	33,586	8,131	122,482	288,120	31,297	85,496	115,832	54,972	523	1,883,657
3Q	130,734	399,319	33,382	84,900	152,117	83,978	22,800	3,161	58,017	149,357	15,087	51,492	55,404	27,143	231	1,033,787
4Q	174,919	363,609	35,455	73,434	180,617	93,019	19,034	4,731	69,254	135,224	15,552	35,534	56,234	27,567	337	1,056,277
2H	305,653	762,928	68,837	158,334	332,734	176,997	41,834	7,892	127,271	284,581	30,639	87,026	111,638	54,710	568	2,090,064
Full Year	575,230	1,407,590	143,938	297,784	635,282	341,196	75,420	16,023	249,753	572,701	61,936	172,522	227,470	109,682	1,091	3,973,721

	Variance FY2017 vs FY2018															
	Japan	U.S. (incl. Guam)	Canada	Mexico	Europe*	Asia	Thailand	China	Others	Others	Oceania	M.East	Latin.A	Africa	Others	Total
1Q	650	Δ 64,406	3,410	Δ 43,696	Δ 16,274	Δ 10,195	2,812	101	Δ 13,108	27,647	Δ 1,804	10,339	13,341	5,779	Δ 8	Δ 102,864
2Q	Δ 3,117	Δ 39,127	483	Δ 18,412	Δ 51,815	Δ 21,912	1,590	Δ 2,024	Δ 21,478	26,414	150	10,877	12,520	2,907	Δ 40	Δ 107,486
1H	Δ 2,467	Δ 103,533	3,893	Δ 62,108	Δ 68,089	Δ 32,107	4,402	Δ 1,923	Δ 34,586	54,061	Δ 1,654	21,216	25,861	8,686	Δ 48	Δ 210,350
3Q	34,497	46,084	Δ 1,076	Δ 4,788	Δ 24,937	Δ 8,507	5,849	Δ 2,877	Δ 11,479	9,456	407	9,143	Δ 1,291	1,193	4	50,729
4Q	Δ 21,064	Δ 56,723	Δ 5,885	Δ 15,862	Δ 64,333	Δ 4,827	2,213	Δ 2,460	Δ 4,580	Δ 26,949	Δ 1,547	Δ 19,672	Δ 6,837	1,183	Δ 76	Δ 195,643
2H	13,433	Δ 10,639	Δ 6,961	Δ 20,650	Δ 89,270	Δ 13,334	8,062	Δ 5,337	Δ 16,059	Δ 17,493	Δ 1,140	Δ 10,529	Δ 8,128	2,376	Δ 72	Δ 144,914
Full Year	10,966	Δ 114,172	Δ 3,068	Δ 82,758	Δ 157,359	Δ 45,441	12,464	Δ 7,260	Δ 50,645	36,568	Δ 2,794	10,687	17,733	11,062	Δ 120	Δ 355,264

*: Including sales to Renault OEM

Global Production Volume

(units)

	FY2016 Full Year	FY2017						FY2018						vs. FY2017 (1Q)		vs. FY2017 (2Q)		vs. FY2017 (1H)		vs. FY2017 (3Q)		vs. FY2017 (4Q)		vs. FY2017 (2H)		vs. FY2017 (Full Year)				
		1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	2Q	1H	3Q	3Q YTD	4Q	2H	Full Year	vol.	%	vol.	%	vol.	%	vol.	%	vol.	%	vol.	%	vol.	%
DOM	402,098	91,060	103,480	194,540	64,606	140,391	204,997	399,537	90,258	97,404	187,662	97,287	284,949	122,213	219,500	407,162	Δ 802	-0.9%	Δ 6,076	-5.9%	Δ 6,878	-3.5%	32,681	50.6%	Δ 18,178	-12.9%	14,503	7.1%	7,625	1.9%
EXP	612,935	154,329	172,704	327,033	146,376	112,595	258,971	586,004	138,959	119,751	258,710	134,352	393,062	100,557	234,909	493,619	Δ 15,370	-10.0%	Δ 52,953	-30.7%	Δ 68,323	-20.9%	Δ 12,024	-8.2%	Δ 12,038	-10.7%	Δ 24,062	-9.3%	Δ 92,385	-15.8%
Japan Total	1,015,033	245,389	276,184	521,573	210,982	252,986	463,968	985,541	229,217	217,155	446,372	231,639	678,011	222,770	454,409	900,781	Δ 16,172	-6.6%	Δ 59,029	-21.4%	Δ 75,201	-14.4%	20,657	9.8%	Δ 30,216	-11.9%	Δ 9,559	-2.1%	Δ 84,760	-8.6%
Nissan / Infiniti / Venucia	1,169,340	273,053	314,344	587,397	316,902	413,466	730,368	1,317,765	300,384	363,789	664,173	347,647	1,011,820	380,484	728,131	1,392,304	27,331	10.0%	49,445	15.7%	76,776	13.1%	30,745	9.7%	Δ 32,982	-8.0%	Δ 2,237	-0.3%	74,539	5.7%
DF	151,347	40,620	47,281	87,901	43,818	56,859	100,677	188,578	43,561	33,953	77,514	33,328	110,842	54,869	88,197	165,711	2,941	7.2%	Δ 13,328	-28.2%	Δ 10,387	-11.8%	Δ 10,490	-23.9%	Δ 1,990	-3.5%	Δ 12,480	-12.4%	Δ 22,867	-12.1%
China Total	1,320,687	313,673	361,625	675,298	360,720	470,325	831,045	1,506,343	343,945	397,742	741,687	380,975	1,122,662	435,353	816,328	1,558,015	30,272	9.7%	36,117	10.0%	66,389	9.8%	20,255	5.6%	Δ 34,972	-7.4%	Δ 14,717	-1.8%	51,672	3.4%
US NNA	990,938	236,673	223,750	460,423	216,923	222,137	439,060	899,483	200,075	193,189	393,264	219,920	613,184	207,343	427,263	820,527	Δ 36,598	-15.5%	Δ 30,581	-13.7%	Δ 67,159	-14.6%	2,997	1.4%	Δ 14,794	-6.7%	Δ 11,797	-2.7%	Δ 78,956	-8.9%
Mexico NMEX	863,915	220,444	194,158	414,602	186,754	186,520	373,274	787,876	179,134	184,511	363,645	184,766	548,411	185,893	370,659	734,304	Δ 41,310	-18.7%	Δ 9,647	-5.0%	Δ 50,957	-12.3%	Δ 1,988	-1.1%	Δ 627	-0.3%	Δ 2,615	-0.7%	Δ 53,572	-6.8%
Mexico COMPAS	0	0	0	0	443	6,484	6,927	6,927	8,566	11,015	19,581	7,908	27,489	4,424	12,332	31,913	8,566	-	11,015	-	19,581	-	7,465	1685.1%	Δ 2,060	-31.8%	5,405	78.0%	24,986	360.7%
North America Total	1,854,853	457,117	417,908	875,025	404,120	415,141	819,261	1,694,286	387,775	388,715	776,490	412,594	1,189,084	397,660	810,254	1,586,744	Δ 69,342	-15.2%	Δ 29,193	-7.0%	Δ 98,535	-11.3%	8,474	2.1%	Δ 17,481	-4.2%	Δ 9,007	-1.1%	Δ 107,542	-6.3%
UK NMUK	518,471	120,897	112,220	233,117	124,103	130,049	254,152	487,269	126,422	86,505	212,927	99,332	312,259	103,105	202,437	415,384	5,525	4.6%	Δ 25,715	-22.9%	Δ 20,190	-8.7%	Δ 24,771	-20.0%	Δ 26,944	-20.7%	Δ 51,715	-20.3%	Δ 71,905	-14.8%
Spain NMISA (Barcelona)	110,057	23,743	18,991	42,734	22,571	23,583	46,154	88,888	25,927	15,440	41,367	17,508	58,875	16,734	34,242	75,609	2,184	9.2%	Δ 3,551	-18.7%	Δ 1,367	-3.2%	Δ 5,063	-22.4%	Δ 6,849	-29.0%	Δ 11,912	-25.8%	Δ 13,279	-14.9%
Spain NMISA (Avilla)	14,823	2,675	1,992	4,667	2,321	2,703	5,024	9,691	3,209	2,750	5,959	3,210	9,169	3,901	7,111	13,070	534	20.0%	758	38.1%	1,292	27.7%	889	38.3%	1,198	44.3%	2,087	41.5%	3,379	34.9%
France Renault (Flins)	14,353	29,977	24,587	54,564	25,647	19,840	45,487	100,051	12,498	14,466	26,964	23,435	50,399	17,636	41,071	68,035	Δ 17,479	-58.3%	Δ 10,121	-41.2%	Δ 27,600	-50.6%	Δ 2,212	-8.6%	Δ 2,204	-11.1%	Δ 4,416	-9.7%	Δ 32,016	-32.0%
Russia NMGR	39,475	11,365	10,749	22,114	13,792	15,015	28,807	50,921	13,604	12,327	25,931	15,579	41,510	11,419	26,998	52,929	2,239	19.7%	1,578	14.7%	3,817	17.3%	1,787	13.0%	Δ 3,596	-23.9%	Δ 1,809	-6.3%	2,008	3.9%
Russia AvtoVAZ*	31,297	9,665	10,335	20,000	10,890	9,473	20,363	40,363	9,627	11,023	20,650	9,247	29,897	5,770	15,017	35,687	Δ 38	-0.4%	688	6.7%	650	3.3%	Δ 1,643	-15.1%	Δ 3,703	-39.1%	Δ 5,346	-26.3%	Δ 4,696	-11.6%
Europe Total	728,476	198,322	178,874	377,196	199,324	200,663	399,987	777,183	191,287	142,511	333,798	168,311	502,109	158,565	326,876	660,674	Δ 7,035	-3.5%	Δ 36,363	-20.3%	Δ 43,398	-11.5%	Δ 31,013	-15.6%	Δ 42,098	-21.0%	Δ 73,111	-18.3%	Δ 116,509	-15.0%
Taiwan Yulon*	41,291	9,613	10,598	20,211	9,355	9,494	18,849	39,060	7,790	8,698	16,488	7,915	24,403	9,622	17,537	34,025	Δ 1,823	-19.0%	Δ 1,900	-17.9%	Δ 3,723	-18.4%	Δ 1,440	-15.4%	128	1.3%	Δ 1,312	-7.0%	Δ 5,035	-12.9%
India RNAIPL	317,347	62,236	59,879	122,115	57,413	59,515	116,928	239,043	42,956	47,709	90,665	46,981	137,646	44,840	91,821	182,486	Δ 9,280	-31.0%	Δ 12,170	-20.3%	Δ 31,450	-25.8%	Δ 10,432	-18.2%	Δ 14,675	-24.7%	Δ 25,107	-21.5%	Δ 56,557	-23.7%
Thailand NMT	116,794	29,870	33,911	63,781	35,568	34,588	70,156	133,937	38,889	41,758	80,647	47,836	128,483	38,366	86,202	166,849	9,019	30.2%	7,847	23.1%	16,866	26.4%	12,268	34.5%	3,778	10.9%	16,046	22.9%	32,912	24.6%
Indonesia NMI	25,465	3,109	5,998	9,107	3,066	6,961	10,027	19,134	3,853	1,668	5,521	1,421	6,942	1,804	3,225	8,746	744	23.9%	Δ 4,330	-72.2%	Δ 3,586	-39.4%	Δ 1,645	-53.7%	Δ 5,157	-74.1%	Δ 6,802	-67.8%	Δ 10,388	-54.3%
Philippines Philippine*	3,772	1,294	1,601	2,895	1,888	1,740	3,628	6,523	1,047	1,176	2,223	1,065	3,288	1,376	2,441	4,664	Δ 247	-19.1%	Δ 425	-26.5%	Δ 672	-23.2%	Δ 823	-43.6%	Δ 364	-20.9%	Δ 1,187	-32.7%	Δ 1,859	-28.5%
Korea RSM*	130,700	26,972	31,711	58,683	32,896	34,385	67,281	125,964	27,687	20,317	48,004	24,862	72,866	18,039	42,901	90,905	715	2.7%	Δ 11,394	-35.9%	Δ 10,679	-18.2%	Δ 8,034	-24.4%	Δ 16,346	-47.5%	Δ 24,380	-36.2%	Δ 35,059	-27.8%
Asia (excl. China) Total	635,369	133,094	143,698	276,792	140,186	146,683	286,869	563,661	122,222	121,326	243,548	130,080	373,628	114,047	244,127	487,675	Δ 10,872	-8.2%	Δ 22,372	-15.6%	Δ 33,244	-12.0%	Δ 10,106	-7.2%	Δ 32,636	-22.2%	Δ 42,742	-14.9%	Δ 75,986	-13.5%
Brazil NBA	51,265	14,621	26,365	40,986	26,948	27,780	54,728	95,714	27,294	31,020	58,314	25,659	83,973	22,038	47,697	106,011	12,673	86.7%	Δ 4,655	17.7%	17,328	42.3%	Δ 1,289	-4.8%	Δ 5,742	-20.7%	Δ 7,031	-12.8%	10,297	10.8%
Argentina LATAM	0	0	0	0	0	0	0	0	0	824	824	4,214	5,038	1,735	5,949	6,773	0	-	824	-	824	-	4,214	-	1,735	-	5,949	-	6,773	-
S.Africa NSA	30,590	7,463	9,585	17,048	8,932	6,753	15,685	32,733	10,870	8,512	19,382	8,156	27,538	9,443	17,598	36,981	3,407	45.7%	Δ 1,073	-11.2%	2,334	13.7%	Δ 776	-8.7%	2,690	39.8%	1,914	12.2%	4,248	13.0%
Egypt NMEG	16,733	2,803	4,185	6,988	4,767	4,843	9,610	16,598	4,325	4,695	9,020	5,513	14,533	3,650	9,163	18,183	1,522	54.3%	510	12.2%	2,032	29.1%	746	15.6%	Δ 1,193	-24.6%	Δ 447	-4.7%	1,585	9.5%
Other overseas Total	98,588	24,887	40,135	65,022	40,647	39,376	80,023	145,045	42,489	45,051	87,540	43,542	131,082	36,866	80,408	167,948	17,602	70.7%	Δ 4,916	12.2%	22,518	34.6%	2,895	7.1%	Δ 2,510	-6.4%	385	0.5%	22,903	15.8%
Total	5,653,006	1,372,482	1,418,424	2,790,906	1,355,979	1,525,174	2,881,153	5,672,059	1,316,935	1,312,900	2,629,435	1,367,141	3,996,576	1,365,261	2,732,402	5,361,837	Δ 55,547	-4.0%	Δ 105,924	-7.5%	Δ 161,471	-5.8%	11,162	0.8%	Δ 159,913	-10.5%	Δ 148,751	-5.2%	Δ 310,222	<

NML Export Volume (export from Japan)

(units)

		FY2016									FY2018				vs. FY2017								
		Full Year	1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	2Q	1H	3Q	4Q	2H	Full Year	1Q	2Q	1H	3Q	4Q	2H	Full Year
North America	U.S.	292,641	74,434	90,066	164,500	92,252	45,311	137,563	302,063	57,248	57,694	114,942	78,359	57,874	136,233	251,175	-23.1%	-35.9%	-30.1%	-15.1%	27.7%	-1.0%	-16.8%
	Canada	14,660	5,726	8,008	13,734	5,724	6,224	11,948	25,682	11,636	6,216	17,852	6,370	6,724	13,094	30,946	103.2%	-22.4%	30.0%	11.3%	8.0%	9.6%	20.5%
	Total	307,301	80,160	98,074	178,234	97,976	51,535	149,511	327,745	68,884	63,910	132,794	84,729	64,598	149,327	282,121	-14.1%	-34.8%	-25.5%	-13.5%	25.3%	-0.1%	-13.9%
Europe	Russia	4,043	1,428	787	2,215	962	143	1,105	3,320	546	461	1,007	501	416	917	1,924	-61.8%	-41.4%	-54.5%	-47.9%	190.9%	-17.0%	-42.0%
	Others	86,670	23,898	21,360	45,258	13,626	12,026	25,652	70,910	17,727	3,260	20,987	1,169	3,973	5,142	26,129	-25.8%	-84.7%	-53.6%	-91.4%	-67.0%	-80.0%	-63.2%
	Total	90,713	25,326	22,147	47,473	14,588	12,169	26,757	74,230	18,273	3,721	21,994	1,670	4,389	6,059	28,053	-27.8%	-83.2%	-53.7%	-88.6%	-63.9%	-77.4%	-62.2%
Mid & South America	Mexico	46,840	8,931	12,129	21,060	7,926	2,745	10,671	31,731	9,054	7,081	16,135	7,401	5,867	13,268	29,403	1.4%	-41.6%	-23.4%	-6.6%	113.7%	24.3%	-7.3%
	Chile	3,271	1,142	1,687	2,829	750	878	1,628	4,457	992	1,551	2,543	987	458	1,445	3,988	-13.1%	-8.1%	-10.1%	31.6%	-47.8%	-11.2%	-10.5%
	Others	10,273	2,055	2,714	4,769	1,760	4,106	5,866	10,635	3,268	2,379	5,647	1,573	2,156	3,729	9,376	59.0%	-12.3%	18.4%	-10.6%	-47.5%	-36.4%	-11.8%
Total	60,384	12,128	16,530	28,658	10,436	7,729	18,165	46,823	13,314	11,011	24,325	9,961	8,481	18,442	42,767	9.8%	-33.4%	-15.1%	-4.6%	9.7%	1.5%	-8.7%	
Asia	China	13,172	4,207	4,735	8,942	4,063	2,486	6,549	15,491	2,864	1,575	4,439	2,558	341	2,899	7,338	-31.9%	-66.7%	-50.4%	-37.0%	-86.3%	-55.7%	-52.6%
	Others	30,585	5,807	7,509	13,316	8,725	4,205	12,930	26,246	7,696	7,836	15,532	7,070	9,165	16,235	31,767	32.5%	4.4%	16.6%	-19.0%	118.0%	25.6%	21.0%
	Total	43,757	10,014	12,244	22,258	12,788	6,691	19,479	41,737	10,560	9,411	19,971	9,628	9,506	19,134	39,105	5.5%	-23.1%	-10.3%	-24.7%	42.1%	-1.8%	-6.3%
Oceania	Australia	22,118	5,319	5,347	10,666	5,766	5,165	10,931	21,597	5,078	6,441	11,519	6,554	5,957	12,511	24,030	-4.5%	20.5%	8.0%	13.7%	15.3%	14.5%	11.3%
	Others	2,949	821	632	1,453	476	835	1,311	2,764	816	456	1,272	785	791	1,576	2,848	-0.6%	-27.8%	-12.5%	64.9%	-5.3%	20.2%	3.0%
	Total	25,067	6,140	5,979	12,119	6,242	6,000	12,242	24,361	5,894	6,897	12,791	7,339	6,748	14,087	26,878	-4.0%	15.4%	5.5%	17.6%	12.5%	15.1%	10.3%
Middle East	Saudi Arabia	9,519	24	414	438	516	2,103	2,619	3,057	996	1,784	2,780	1,100	2,389	3,489	6,269	4050.0%	330.9%	534.7%	113.2%	13.6%	33.2%	105.1%
	UAE	41,030	7,765	7,286	15,051	9,181	15,147	24,328	39,379	15,654	12,636	28,290	13,165	6,220	19,385	47,675	101.6%	73.4%	88.0%	43.4%	-58.9%	-20.3%	21.1%
	Others	22,940	3,167	4,085	7,252	2,876	6,956	9,832	17,084	4,676	7,143	11,819	4,889	3,888	8,777	20,596	47.6%	74.9%	63.0%	70.0%	-44.1%	-10.7%	20.6%
Total	73,489	10,956	11,785	22,741	12,573	24,206	36,779	59,520	21,326	21,563	42,889	19,154	12,497	31,651	74,540	94.7%	83.0%	88.6%	52.3%	-48.4%	-13.9%	25.2%	
Africa & Others	Total	9,745	2,243	3,371	5,614	1,690	1,951	3,641	9,255	2,188	2,639	4,827	1,815	1,939	3,754	8,581	-2.5%	-21.7%	-14.0%	7.4%	-0.6%	3.1%	-7.3%
Grand Total		610,456	146,967	170,130	317,097	156,293	110,281	266,574	583,671	140,439	119,152	259,591	134,296	108,158	242,454	502,045	-4.4%	-30.0%	-18.1%	-14.1%	-1.9%	-9.0%	-14.0%

* Regions are based on JAMA geographic division