### Nissan reports strong April-June results for fiscal year 2021

- · Achieved operating profit of 75.7 billion yen by steady implementation of Nissan NEXT
  - · Upgraded full-year outlook driven by new vehicles launches and high quality sales

**YOKOHAMA, Japan** (July 28, 2021) – Nissan Motor Co., Ltd. today announced strong financial results for the three months ended June 30, 2021, and has revised upward its full-year profit outlook for fiscal year 2021.

In the first quarter of the fiscal year, consolidated net revenue was 2.008 trillion yen, consolidated operating profit was 75.7 billion yen, and the operating profit margin was 3.8%. The net income<sup>1</sup> in the first quarter was 114.5 billion yen.

Supported by favorable market conditions, profitability improved as Nissan continued to improve the performance in the U.S. market and quality of sales in each market, through the solid implementation of Nissan NEXT transformation plan. Nissan also made effective use of its inventory and conducted strategic production during the first quarter, which minimized the impact of the semiconductor shortage and contributed to operating profit.

#### First-quarter financial highlights

The following table summarizes Nissan's financial results for the three months ended June 30, 2021, calculated under the equity accounting method for the group's China joint venture.

(TSE report basis – China JV equity basis)<sup>2</sup>

Yen in billions	FY20 Q1	FY21 Q1	% change year on year
Revenue	1,174.2	2,008.2	+834.0
Operating profit	-153.9	75.7	+229.6
Operating margin	-13.1%	3.8%	+16.9 points
Ordinary profit	-232.3	90.3	+322.6
Net income <sup>1</sup>	-285.6	114.5	+400.1

Based on average foreign exchange rates of JPY 109.5/USD and JPY 131.9/EUR for FY21 Q1  $\,$ 

On a management pro forma basis, which includes the proportionate consolidation of results from Nissan's joint venture operation in China, the operating profit was 103.7

billion yen, equivalent to an operating margin of 4.5%. Net income<sup>1</sup> amounted to 114.5 billion yen.

#### FY2021 outlook

The shortage of semiconductor supply is expected to have a significant impact on Nissan's sales volume in the second quarter. Nissan expects the issue will continue. However, sales volume will contribute to the operating profit supported by new vehicle launches.

For the full fiscal year, Nissan is forecasting net revenue of 9.75 trillion yen and an operating profit of 150.0 billion yen. A net income<sup>1</sup> of 60.0 billion yen is expected, which is 120.0 billion yen above the previous outlook.

The company has filed the following fiscal year outlook to the Tokyo Stock Exchange. Calculated under the equity accounting method for Nissan's joint venture in China, the forecasts for the fiscal year ending March 31, 2022, are:

#### (TSE report basis - China JV equity basis)<sup>2</sup>

Yen in billions	Previous FY21 outlook	Revised FY21 outlook	Variance vs Previous outlook
Net revenue	9,100	9,750	+650.0
Operating profit	±0	150.0	+150.0
Net income <sup>1</sup>	-60.0	60.0	+120.0

"We have delivered a strong performance in the first three months of our new fiscal year and continued to advance the Nissan NEXT business transformation plan," said Nissan chief executive officer Makoto Uchida. "For the remainder of the year, we anticipate uncertainties will remain across our operating environment. We will carefully monitor and manage potential risks as we continue to improve quality of sales and maintain financial discipline. We expect a recovery in the second half supported when several new models will go on sale in core markets. Nissan will firmly pursue our goal of achieving a 2% operating margin in fiscal year 2021<sup>3</sup>, which is an important milestone under Nissan NEXT."

To learn more about Nissan's financial performance, visit <a href="https://www.nissan-global.com/EN/IR/FINANCIAL/">https://www.nissan-global.com/EN/IR/FINANCIAL/</a>.

<sup>1</sup> Net income or net loss attributable to owners of the parent

<sup>2</sup> Since the beginning of fiscal year 2013, Nissan has reported figures calculated under the equity method accounting for its joint venture with Dong Feng in China. Although net income reporting remains unchanged under this accounting method, the equity-accounting income statements no longer include Dong Feng-Nissan's results in revenue and operating profit.

<sup>3</sup> On a management pro forma basis

For more information about Nissan's products, services and commitment to sustainable mobility, visit <a href="mailto:nissan-global.com">nissan-global.com</a>. You can also follow us on <a href="mailto:Facebook">Facebook</a>, <a href="mailto:Instagram">Instagram</a>, <a href="mailto:Twitter">Twitter</a> and <a href="mailto:LinkedIn">LinkedIn</a> and see all our latest videos on <a href="mailto:YouTube">YouTube</a>.

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#### Contact

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	RESUL 1st quart FY202	er of 21	RESUL 1st quart FY202	er of 20	RESUL FY202	20	FORECAST FY2021
(BILLIONS OF YEN)	21/4-2	1/6	20/4-20	0/6	20/4-2	1/3	21/4-22/3
NET SALES (1)	2,008.2	71.0%	1,174.2	-50.5%	7,862.6	-20.4%	9,750.0
JAPAN	752.9	59.1%	473.1	-50.6%	3,208.0	-19.5%	
NORTH AMERICA	1,069.2	86.4%	573.7	-55.2%	3,975.2	-22.7%	
EUROPE	243.9	127.6%	107.1	-69.3%	1,095.1	-26.0%	
ASIA	319.4	56.7%	203.9	-38.7%	1,156.7	-14.6%	
OTHERS	205.9	221.7%	64.0	-62.1%	623.9	-29.4%	
SUB-TOTAL	2,591.3	82.3%	1,421.8	-53.9%	10,058.9	-21.7%	
ELIMINATION	-583.1	-	-247.6	-	-2,196.3	-	
OPERATING INCOME (1)	75.7	( - )	-153.9	( - )	-150.7	( - )	150.0
JAPAN	-50.2	( - )	-123.3	( - )	-203.1	( - )	
NORTH AMERICA	109.8	( - )	-25.8	( - )	46.3	( - )	
EUROPE	-19.0	( - )	-17.4	( - )	-30.7	( - )	
ASIA	20.6	165.1%	7.8	-26.9%	23.2	-40.7%	
OTHERS	11.0	( - )	-4.7	( - )	1.5	( - )	
SUB-TOTAL	72.2	( - )	-163.4	( - )	-162.8	( - )	
ELIMINATION	3.5	-	9.5	-	12.1	-	
ORDINARY INCOME	90.3	( - )	-232.3	( - )	-221.2	( - )	
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	114.5	( - )	-285.6	( - )	-448.7	( - )	60.0
BASIC EARNINGS PER SHARE(YEN)	29.26		-73.00		-114.67		
DILUTED EARNINGS PER SHARE (YEN)	29.26		-		-		
FOREIGN EXCHANGE RATE							
YEN/USD	109.5		107.6		106.1		108.4
YEN/EUR	131.9		118.6		123.8		129.0
CAPITAL EXPENDITURE (2)	55.3		69.3		405.4		450.0
DEPRECIATION (2)	70.9		67.5		270.3		320.0
RESEARCH & DEVELOPMENT COSTS	115.1		116.8		503.5		545.0
TOTAL ASSETS	15,888.4		15,830.8		16,452.1		
NET ASSETS	4,488.6		4,054.7		4,339.8		
EQUITY RATIO (%)	25.7		23.4		24.0		
PERFORMANCE DESCRIPTION	Increased net sal	les and profit	Decreased net sa	les and profit	Decreased net sa	les and profit	

#### Notes:

<sup>\*</sup> TSE report basis / China JV Equity basis

<sup>\*</sup> The % figures, unless otherwise described, show the changes over the same period of the previous FY.

<sup>(1)</sup> Sales and profits or losses by region: Major countries and areas which belong to segments other than Japan are as follows:

<sup>\*</sup> North America: U.S.A., Canada and Mexico

<sup>\*</sup> Europe: France, U.K., Spain, Russia and other European countries

<sup>\*</sup> Asia: China, Thailand, India and other Asian countries

 $<sup>^{\</sup>star}$  Others: Oceania, Middle East, South Africa, and Central & South America excluding Mexico

<sup>(2)</sup> Including finance leases related amount.

Global Retail Sales Volume & Production Volume

THOUSAND UNITS)		RESULTS 1st quarter of FY2021 21/4-21/6		RESULTS 1st quarter of FY2020 20/4-20/6		RESULTS FY2020 20/4-21/3		
ALES VOLUM	Ē							
JAPAN (INC			90	6.8%	84	-33.7%	478	-10.6%
NORTH AMI	ERICA		378	70.3%	222	-50.8%	1,213	-25.1%
	USA ONLY		298	68.1%	177	-49.5%	927	-25.1%
EUROPE			91	68.5%	54	-60.1%	391	-24.8%
ASIA			400	67.5%	239	-42.5%	1,649	-9.4%
	CHINA ONLY		352	70.6%	207	-39.9%	1,457	-5.8%
OTHERS	<u>-</u>		89	99.6%	44	-56.7%	320	-26.29
TOTAL			1,048	62.9%	643	-47.7%	4,052	-17.8%
RODUCTION \	/OLUME							
JAPAN			104	74.6%	60	-67.1%	517	-31.89
NORTH AMI	ERICA	(1)	230	264.1%	63	-82.1%	953	-28.8%
EUROPE		(2)	55	323.7%	13	-90.2%	336	-33.9%
ASIA		(3)	404	117.6%	186	-58.6%	1,737	-12.8%
OTHERS		(4)	26	1028.4%	2	-94.5%	91	-43.2%
TOTAL			820	153.0%	324	-72.0%	3,634	-23.6%

(1	- THOUSA	ND UNITS)		FORECAST FY2021 21/4-22/3
S	ALES V	DLUME		
	GLOBA	L RETAIL		
	JAPA	N (INCL.MIN	I)	510
	NOR <sup>3</sup>	TH AMERICA	1,420	
	EUR	OPE	380	
	ASIA	/ OTHERS	2,090	
		CHINA ONL	Y	1,530
	TOTAL	_		4,400
Ρ	RODUC	TION VOLUME	≣	
	JAPAI	N		/
	NORT	H AMERICA	(1)	] /
	EURC	)PE	(2)	
	ASIA		(3)	
	OTHE	RS	(4)	/
	TOTAL	-		/

#### Notes:

- $^{\star}$  The % figures, unless otherwise described, show the changes over the same period of the previous FY.
- \* Global Retail and Production volume of China and Taiwan are results for the Jan Dec period.
- (1) U.S.A. and Mexico production
- (2) U.K.,Spain,Russia and France production
- (3) Taiwan, Thailand, Philippines, Indonesia, China and India production
- (4) South Africa, Brazil, Egypt and Argentina production

(THOUSAND UNITS)	RESULTS 1st quarter of FY2021 21/4-21/6		RESULTS 1st quarter of FY2020 20/4-20/6		RESULTS FY2020 20/4-21/3	
CONSOLIDATED WHOLESALE VOLUME						
JAPAN	95	23.5%	77	-37.8%	462	-10.2%
OVERSEAS	455	122.3%	205	-69.5%	2,010	-29.1%
TOTAL	550	95.3%	282	-64.6%	2,471	-26.2%
CONSOLIDATED PRODUCTION VOLUME						
JAPAN	104	74.6%	60	-67.1%	517	-31.8%
OVERSEAS CONSOLIDATED SUBSIDIARIES	365	328.1%	85	-85.3%	1,575	-30.0%
TOTAL	469	223.8%	145	-81.0%	2,092	-30.4%

#### Notes:

<sup>\*</sup> Consolidated wholesale volume and production volume are based on financial statements.

## NISSAN MOTOR CORPORATION

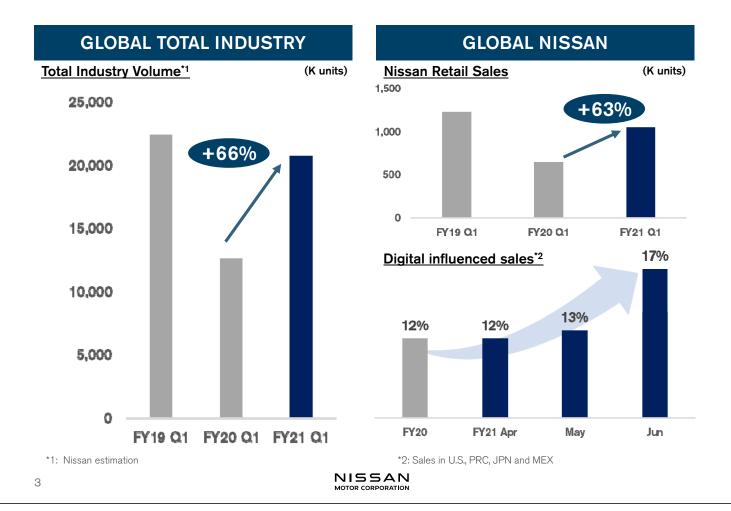
## FISCAL YEAR 2021 FIRST-QUARTER FINANCIAL RESULTS

Nissan Motor Co., Ltd. July 28<sup>th</sup>, 2021

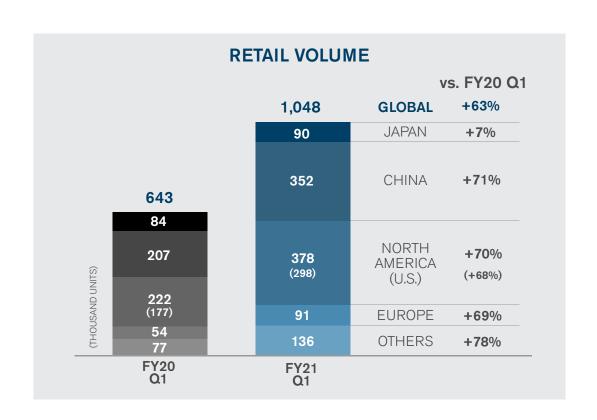


FY21 OUTLOOK

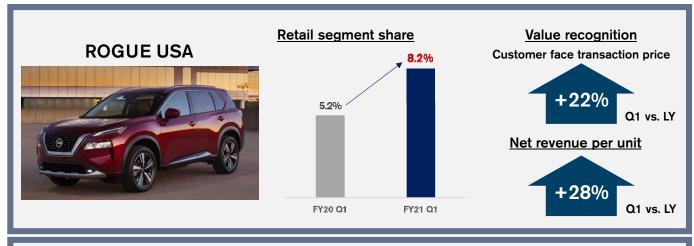
## **FY21 Q1 AUTOMOTIVE TREND**

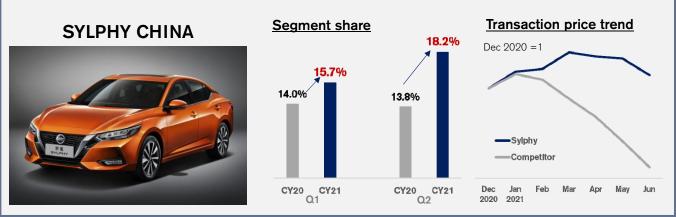


## **FY21 Q1 SALES PERFORMANCE**



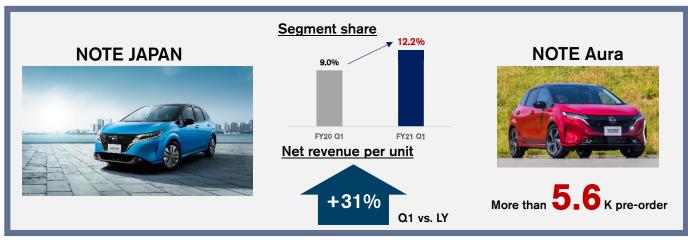
### **CORE MODEL PERFORMANCE**





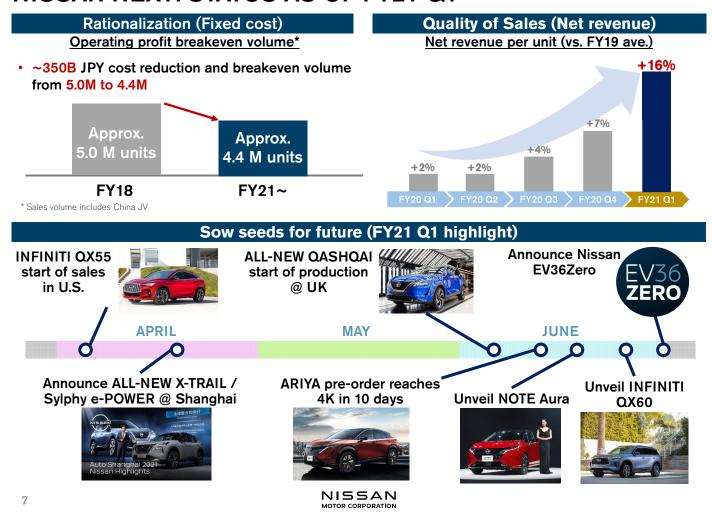
NISSAN MOTOR CORPORATION

## **CORE MODEL / NEW MODEL PERFORMANCE**

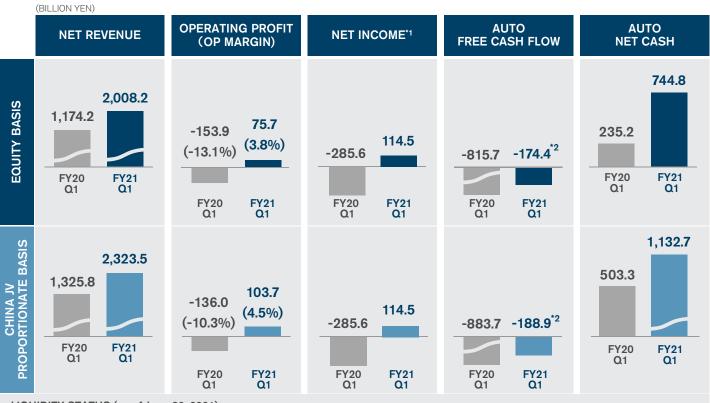




### NISSAN NEXT: STATUS AS OF FY21 Q1



### FINANCIAL PERFORMANCE



LIQUIDITY STATUS (as of June 30, 2021)

- 1. Auto cash and cash equivalent: 1,699.4 billion yen on equity basis, 2,101.0 billion yen on China JV proportionate basis
- 2. Unused committed credit lines : approx. 2.0 trillion yen

<sup>\*1:</sup> Net income attributable to owners of the parent

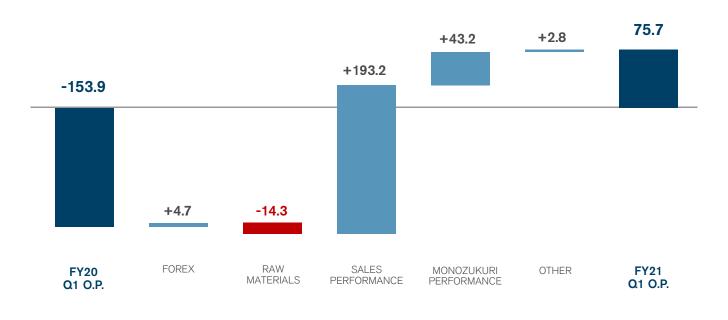
<sup>\*2:</sup> Includes net proceeds from sale of Daimler AG shares +150.0 billion yen

## FINANCIAL PERFORMANCE

(TSE REPORT BASIS)

### **OPERATING PROFIT VARIANCE ANALYSIS**

(BILLION YEN)



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NISSAN

## FINANCIAL PERFORMANCE

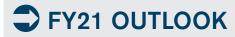
(TSE REPORT BASIS)

(BILLION YEN)		FY20 Q1	FY21 Q1	VARIANCE
NET REVENUE		1,174.2	2,008.2	+834.0
OPERATING PROFIT  OP MARGIN  NON-OPERATING		<b>-153.9</b> -13.1% -78.4*1	<b>75.7</b> 3.8% 14.6 <sup>*1</sup>	+229.6
ORDINARY PROFIT  EXTRAORDINARY		<b>-232.3</b> -72.3 <sup>*2</sup>	<b>90.3</b> 80.2 *3	+322.6
PROFIT BEFORE TAX  TAXES  MINORITY INTEREST *4		<b>-304.6</b> 20.3 -1.3	<b>170.5</b> -48.8 -7.2	+475.1
NET INCOME *5		-285.6	114.5	+400.1
FX RATE	(USD/JPY) (EUR/JPY)	107.6 118.6	109.5 131.9	+1.9 +13.3

<sup>\*1:</sup> Includes equity in earnings / losses of affiliates +18.3 billion yen in FY21 Q1 and -84.7 billion yen in FY20 Q1 \*2: Includes loss on shutdowns and others due to COVID-19 (net) -33.2 billion yen and restructuring charges -40.1 billion yen \*3: Includes gain on sale of Daimler AG shares +76.1 billion yen

<sup>\*4:</sup> Net income attributable to non-controlling interests
\*5: Net income attributable to owners of the parent

## FY21 Q1 RESULTS



NISSAN MOTOR CORPORATION

## **FY21 OUTLOOK** (TSE REPORT BASIS)

(BILLION YEN)		FY20 ACTUAL	FY21 PREVIOUS OUTLOOK'1	FY21 REVISED OUTLOOK	VARIANCE vs FY20	VARIANCE vs PREVIOUS OUTLOOK <sup>11</sup>
RETAIL VOL	UME	4,052	4,400	4,400	+348	-
RETAIL VOL excluding C (K. units)		2,595	2,870	2,870	+275	-
NET REVEN	IUE	7,862.6	9,100.0	9,750.0	+1,887.4	+650.0
OPERATING OP MARGIN	_	<b>-150.7</b> -1.9%	<b>0.0</b> 0.0%	<b>150.0</b> 1.5%	<b>+300.7</b> +3.4 points	<b>+150.0</b> +1.5 points
NET INCOM	1E *2	-448.7	-60.0	60.0	+508.7	+120.0
FX RATE *3	(USD/JPY) (EUR/JPY)	106.1 123.8	105.0 120.8	108.4 129.0	+2.3 +5.2	+3.4 +8.2

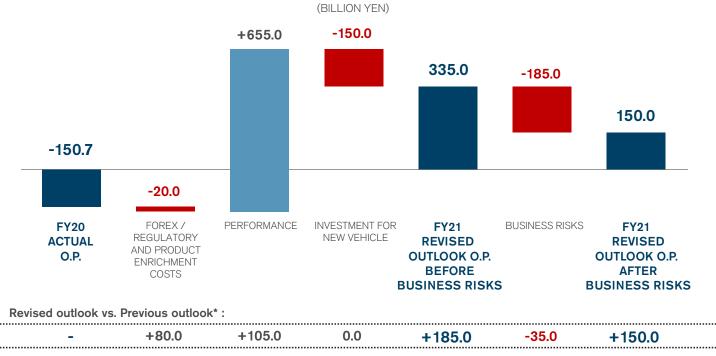
11

<sup>\*1:</sup> Previous outlook on May 11, 2021
\*2: Net income attributable to owners of the parent
\*3: FX rate assumption for Q2 and onwards is 108 yen for USD / JPY and 128 yen for EUR / JPY

## **FY21 OUTLOOK**

(TSE REPORT BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS FY21 REVISED OUTLOOK vs. FY20 ACTUAL and vs. PREVIOUS OUTLOOK\*



<sup>\*</sup> Previous outlook on May 11, 2021

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NISSAN MOTOR CORPORATION

### MAKING NISSAN SHINE AGAIN



## **ELECTRIFICATION RAMP-UP IN EACH MARKET**

## **EVs**







## e-POWER expansion











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NISSAN MOTOR CORPORATION

## **COMPETITIVENESS ENHANCEMENT**

### Maximizing Alliance collaboration



### **CMF-EV** platform



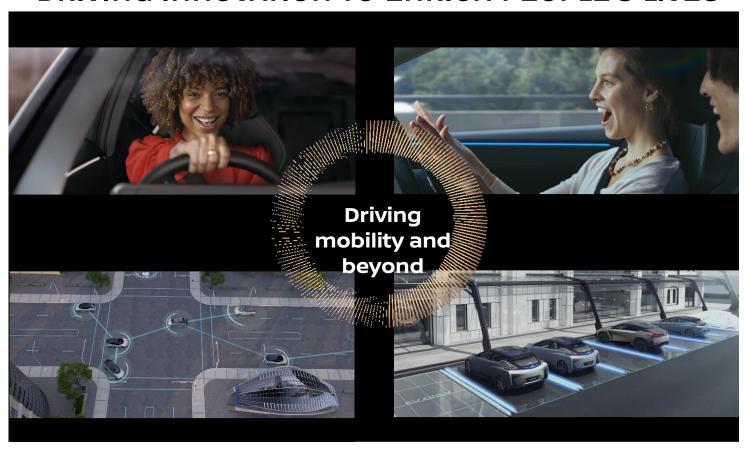


## **ELECTRIFICATION AND BEYOND**



NISSAN MOTOR CORPORATION

## DRIVING INNOVATION TO ENRICH PEOPLE'S LIVES



## **Appendix**

NISSAN

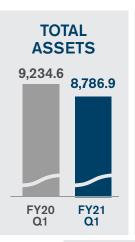
## SALES FINANCING

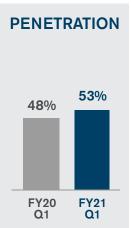
NET REVENUE
263.9 271.1

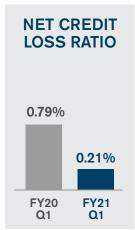
FY20 FY21 Q1

19

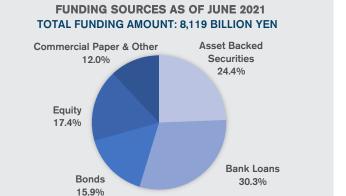






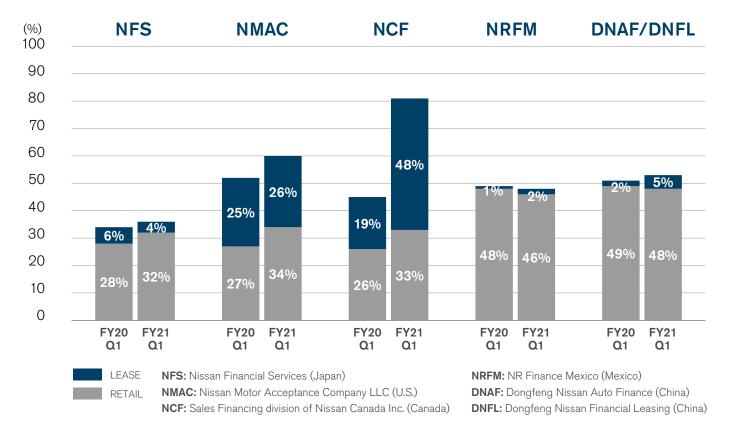


- Strong profit and penetration results
- Asset decline resulting from lower retail sales and lower dealer inventory
- Portfolio quality improvement and high used car values resulting in lower Net Credit Losses
- Diversified funding sources, strong liquidity and equity position



## **SALES FINANCING**

### **PENETRATION**



NISSAN MOTOR CORPORATION

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## SALES FINANCING

### **NET CREDIT LOSS RATIO**

	FY20 Q1	FY21 Q1	VARIANCE
NFS	Lease: <b>0.03</b> % Retail: <b>0.08</b> % Total: <b>0.07</b> %	Lease: <b>0.02%</b> Retail: <b>0.07%</b> Total: <b>0.06%</b>	Lease: -0.01 point Retail: -0.01 point Total: -0.01 point
NMAC	Lease: <b>0.70%</b> Retail: <b>1.18%</b> Total: <b>0.96%</b>	Lease: -0.21% Retail: 0.32% Total: 0.08%	Lease: -0.91 point Retail: -0.86 point Total: -0.88 point
NCF	Lease: <b>0.08%</b> Retail: <b>0.21%</b> Total: <b>0.15%</b>	Lease: -0.02% Retail: 0.09% Total: 0.04%	Lease: -0.10 point Retail: -0.12 point Total: -0.11 point
DNFL* DNAF	Lease: <b>0.09%</b> Retail: <b>0.09%</b> Total: <b>0.09%</b>	Lease: <b>0.71%</b> Retail: <b>0.10%</b> Total: <b>0.16%</b>	Lease: +0.62 point Retail: +0.01 point Total: +0.07 point

NFS: Nissan Financial Services (Japan)

NMAC: Nissan Motor Acceptance Company LLC (U.S.)
NCF: Sales Finance division of Nissan Canada Inc. (Canada)

**DNAF:** Dongfeng Nissan Auto Finance (China) **DNFL:** Dongfeng Nissan Financial Leasing (China)

\*Credit losses of DNFL is not yet stable as DNFL business is still at early stage

## **SALES FINANCING**

### **OPERATING PROFIT & ASSET**

	FY20 Q1	FY21 Q1	VARIANCE
NFS (billion yen)	Asset: <b>1,380.8</b> OP: <b>8.6</b>	Asset: <b>1,355.7</b> OP: <b>9.0</b>	Asset: <b>-25.1</b> OP: <b>+0.4</b>
NMAC (million USD)	Asset: <b>52,181</b> OP: <b>273</b>	Asset: <b>44,734</b> OP: <b>530</b>	Asset: <b>-7,447</b> OP: <b>+257</b>
NCF (million CAD)	Asset: <b>8,546</b> OP: <b>54</b>	Asset: <b>8,059</b> OP: <b>70</b>	Asset: <b>-487</b> OP: <b>+16</b>
NRFM (million MXN)	Asset: <b>116,859</b> OP: <b>1,049</b>	Asset: <b>98,518</b> OP: <b>1,294</b>	Asset: <b>-18,341</b> OP: <b>+245</b>
DNAF/DNFL (million CNY)	Asset: <b>62,808</b> OP: <b>729*</b>	Asset: <b>71,169</b> OP: <b>789</b>	Asset: <b>+8,361</b> OP: <b>+60</b>

NFS: Nissan Financial Services (Japan)

NMAC: Nissan Motor Acceptance Company LLC (U.S.)

NCF: Sales Financing division of Nissan Canada Inc. (Canada)

NRFM: NR Finance Mexico (Mexico)

**DNAF:** Dongfeng Nissan Auto Finance (China)

**DNFL:** Dongfeng Nissan Financial Leasing (China)

\*FY20 Q1 OP of DNAF/DNFL excludes Tax refund timing impact

NISSAN MOTOR CORPORATION

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# FINANCIAL PERFORMANCE (TSE REPORT BASIS)

### **OPERATING PROFIT VARIANCE ANALYSIS**

(BILLION YEN)

FOREIGN EXCHANGE IMPACT				
	+4.7			
CAD	<b>+7.5</b> (77.7 ⇒ 89.2)			
USD	<b>+4.1</b> (107.6 ⇒ 109.5)			
AUD	<b>+3.3</b> (70.7 ⇒ 84.3)			
EUR*	-5.2			
ARS	<b>-4.5</b> (1.59 ⇒ 1.17)			
THB	<b>-1.6</b> (3.37 ⇒ 3.50)			
OTHERS +1.1				
* Includes other European currencies (excludes RUB)				

		UME MIX					
+81.0							
JPN	+4.8	VOL*1: MIX: NTIVES*2:	+3.7 +0.8 +0.3				
US		$VOL^{*1}$ :  MIX:  ITIVES $^{*2}$ :	-8.4				
EUR		VOL*1: MIX: NTIVES*2:	-4.1				
MEX	&CAN	+6.2					
OTHE	+33.0						

SELLING EXPENSES							
	+75.0						
JPN -1.7	' INCENTIVES: OTHERS:	+0.7 -2.4					
US +61.6	INCENTIVES: OTHERS:	+78.3 -16.7					
EUR +0.9	INCENTIVES: OTHERS:	+5.5 -4.6					
MEX&CAN	+4.2						
OTHERS	+10.0						

\*2: Volume impact on incentives

### FINANCIAL PERFORMANCE

(TSE REPORT BASIS)

### FREE CASH FLOW (AUTO BUSINESS)

(BILLION YEN)	FY21 Q1	
NET CASH INFLOW FROM P&L ITEMS	+23.3	
AP/AR	-244.6	
INVENTORY	-27.1	
TAX/OTHER OPERATING ACTIVITIES	+6.3	
CASH FLOW FROM OPERATING ACTIVITIES	-242.1	
CAPEX*1	-88.0	
OTHERS	+155.7 <sup>*2</sup>	
FREE CASH FLOW	-174.4	
	<u>Q1</u>	
FY20 FREE CASH FLOW	-815.7	

<sup>\*1:</sup> CAPEX does not include finance lease-related investments

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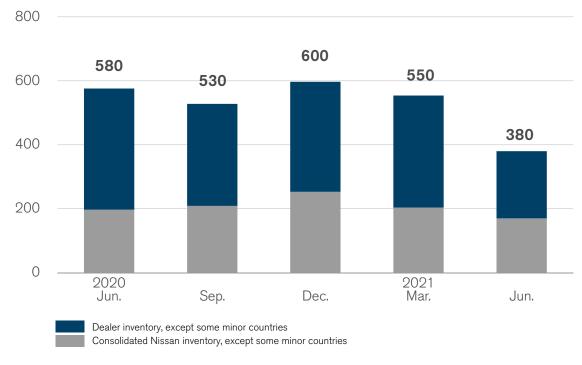
NISSAN MOTOR CORPORATION

## **INVENTORY STATUS**

(EXCLUDING CHINA JV)

### **INVENTORY STATUS**

(THOUSAND UNITS)



<sup>\*2:</sup> Includes net proceeds from sale of Daimler AG shares +150.0 billion yen

## **NET CASH BY BUSINESS SEGMENT**

(TSE REPORT BASIS)

(BILLION YEN)	AS OF MARCH 31, 2021			AS OF JUNE 30, 2021		
	AUTOMOBILE & ELIMINATIONS	SALES FINANCING	TOTAL	AUTOMOBILE & ELIMINATIONS	SALES FINANCING	TOTAL
BORROWINGS FROM THIRD PARTIES	2,094.6	5,504.6	7,599.2	1,872.0	5,476.9	7,348.9
INTERNAL LOAN TO SALES FINANCING (NET)	-834.5	834.5	0	-917.4	917.4	0
CASH AND CASH EQUIVALENT	1,896.1	137.9	2,034.0	1,699.4	204.1	1,903.5
NET CASH	636.0	-6,201.2	-5,565.2	744.8	-6,190.2	-5,445.4

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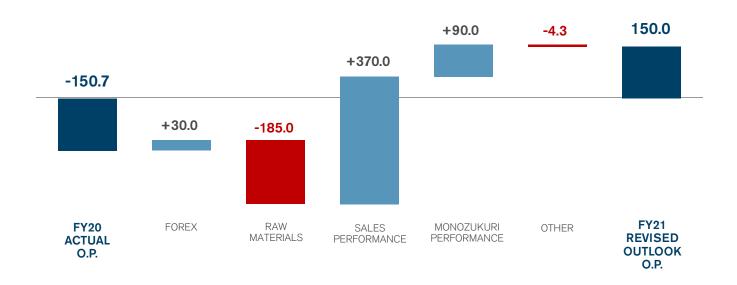
NISSAN MOTOR CORPORATION

## FY21 OUTLOOK

(TSE REPORT BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS FY21 REVISED OUTLOOK vs. FY20 ACTUAL

(BILLION YEN)



This presentation contains forward-looking statements, based on judgments and estimates that have been made on the basis of currently available information. By nature, such statements are subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned statements due to changes in economic environments related to our business, market trends and exchange rate, etc.