

# Nissan Reports Nine-Month Results for Fiscal Year 2017

**YOKOHAMA, Japan** (February 8, 2018) – Nissan Motor Co., Ltd. today announced financial results for the nine-month period to December 31, 2017.

Nissan generated an operating profit of 364.2 billion yen on net revenues of 8.53 trillion yen, equivalent to an operating margin of 4.3%. During the period, the Group's performance was adversely impacted by special items related to the final vehicle inspection issue in Japan, along with slowing sales growth, negative pricing trends and inventory adjustments in the U.S. market.

Net Income reached 578.1 billion yen, up 163.9 billion yen, as the reduction in operating profit was more than offset by increased net non-operating income and the favourable impact of U.S. tax reform.

## Nine-Month Financial Highlights

The following table summarizes Nissan's financial results for the nine-month period to December 31, 2017, calculated under the equity accounting method for the Group's China joint venture.

### (TSE report basis – China JV equity basis)<sup>1</sup>

<i>Yen in billions</i>	<i>FY16 Q3 YTD</i>	<i>FY17 Q3 YTD</i>	<i>% change year on year</i>
<i>Revenues</i>	8,264.8	8,528.0	+3.2
<i>Operating profit</i>	503.2	364.2	-27.6
<i>Operating margin %</i>	6.1	4.3	-1.8ppt
<i>Ordinary profit</i>	590.2	496.7	-15.8
<i>Net income<sup>2</sup></i>	414.2	578.1	+39.6

Year-on-year comparisons impacted by FY17 special items related primarily to final vehicle inspection issue in Japan and FY16 divestiture of Calsonic Kansei.

Based on average foreign exchange rates of JPY 111.7/USD and JPY 128.6/EUR

Under the equity accounting method for the joint venture in China, Nissan reported an operating profit of 122.0 billion yen for the three-month period ending December 31, 2017, excluding the special items. The loss on special items in the third quarter totaled 39.6 billion yen – resulting from production disruption and higher domestic sales expenses associated with the final vehicle inspection issue. Including these special items, operating profit for the three-month period ending December 31, 2017 was 82.4 billion yen.

For the nine-month period, on a management pro forma basis which includes the proportionate consolidation of results from Nissan's joint venture operation in China, operating profit was 474.8 billion yen on net revenues of 9.42 trillion yen.

## Sales performance

For the nine-month period to December 31, 2017, Nissan's global unit sales were 4.109 million units, an increase of 2.9% over the same period of fiscal year 2016.

In Japan, unit sales increased by 9.7% to 378,000 units as a sharp rise in mini-car demand offset a 3.4% decrease in registered car sales to 252,000 units due to the final vehicle inspection issue.

In the U.S., Nissan sales increased by 1.1% to 1.177 million units as demand continued for the Rogue and Rogue Sport.

Nissan unit sales in China, which reports figures on a calendar-year basis, increased 9.8% to 1.02 million units, representing a market share of 5.3% for the nine-month period, up 0.3 percentage points. For the 12 months to the end of December, Nissan sales outpaced the market and increased 12.2% to 1.52 million units. The company's calendar-year market share reached 5.6%, up 0.6 percentage points versus the prior year.

In Europe, including Russia, sales rose 0.3% to 544,000 units, equivalent to a market share of 3.7%. In other markets including Asia and Oceania, Latin America, the Middle East and Africa, sales increased by 2% to 607,000 units due amid increased demand for models such as the Nissan Kicks and Datsun redi-GO.

## Outlook

Given the performance in the first nine months of the year, the company has revised its full-year forecasts. It expects to sell 5.78 million units in fiscal 2017.

The company has filed the following revised fiscal-year forecasts 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, 2018 are:

### (FY17 Outlook: TSE report basis – China JV equity basis)<sup>1</sup>

<i>Yen in billions</i>	Previous FY17 Forecast	Revised FY17 Forecast	% Change in Forecast
<i>Net revenue</i>	11,800	11,800	Unchanged
<i>Operating profit</i>	645	565	-12.4
<i>Net income</i> <sup>2</sup>	535	705	+31.8

<sup>1</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 revenues and operating profit.

<sup>2</sup> Net income attributable to owners of the parent

For detailed Nissan financial information and presentations:  
[www.nissan-global.com/EN/IR/FINANCIAL/](http://www.nissan-global.com/EN/IR/FINANCIAL/)

**About Nissan Motor Co., Ltd.**

Nissan is a global full-line vehicle manufacturer that sells more than 60 models under the Nissan, Infiniti and Datsun brands. In fiscal year 2016, the company sold 5.63 million vehicles globally, generating revenue of 11.72 trillion yen. Nissan engineers, manufactures and markets the world's best-selling all-electric vehicle in history, the Nissan LEAF. Nissan's global headquarters in Yokohama, Japan, manages operations in six regions: Asia & Oceania; Africa, Middle East & India; China; Europe; Latin America; and North America. Nissan has a global workforce of 247,500 and has been partnered with French manufacturer Renault under the Renault-Nissan Alliance since 1999. In 2016, Nissan acquired a 34% stake in Mitsubishi Motors, which became the third member of the Alliance – a grouping with combined annual sales of almost 10 million units a year. For more information about our products, services and commitment to sustainable mobility, visit [nissan-global.com](http://nissan-global.com). You can also follow us on [Facebook](#), [Instagram](#), [Twitter](#) and [LinkedIn](#) and see all our latest videos on [YouTube](#).

**CONSOLIDATED FINANCIAL INFORMATION -1**

(February 8, 2018)

 NISSAN MOTOR CO., LTD.  
Global Communications Division

		9 months Results				3 months Results				FORECAST FY2017 17/4-18/3
		RESULTS FY2017 17/4-17/12		RESULTS FY2016 16/4-16/12		RESULTS FY2017 17/10-17/12		RESULTS FY2016 16/10-16/12		
(BILLIONS OF YEN)										
NET SALES (1)		8,528.0	3.2%	8,264.8	-7.6%	2,875.5	-2.3%	2,943.7	-2.2%	11,800.0
	JAPAN	3,434.6	3.1%	3,332.5	-0.3%	1,104.7	-14.4%	1,290.5	13.7%	
	NORTH AMERICA	4,679.3	3.0%	4,541.1	-6.1%	1,573.5	-2.2%	1,609.2	-0.6%	
	EUROPE	1,462.0	8.8%	1,343.7	-3.2%	527.5	10.8%	476.0	2.1%	
	ASIA	1,147.4	-1.7%	1,167.5	-11.8%	406.7	0.1%	406.2	-11.6%	
	OTHERS	698.1	-4.6%	732.1	-17.8%	260.5	-1.4%	264.1	-15.3%	
	SUB-TOTAL	11,421.4	2.7%	11,116.9	-5.6%	3,872.9	-4.3%	4,046.0	1.4%	
	ELIMINATION	-2,893.4	-	-2,852.1	-	-997.4	-	-1,102.3	-	
OPERATING INCOME (1)		364.2	-27.6%	503.2	-14.3%	82.4	-49.6%	163.5	-15.1%	565.0
	JAPAN	231.0	-22.6%	298.7	22.6%	48.6	-66.6%	145.4	79.7%	
	NORTH AMERICA	99.6	-41.3%	169.7	-42.0%	16.9	-37.3%	26.9	-72.0%	
	EUROPE	-3.3	( - )	1.3	( - )	2.0	( - )	-8.4	( - )	
	ASIA	42.7	-20.0%	53.3	-9.1%	14.3	-18.2%	17.5	-16.6%	
	OTHERS	-11.1	( - )	0.7	-92.4%	-3.3	( - )	-1.5	( - )	
	SUB-TOTAL	358.9	-31.5%	523.7	-12.8%	78.5	-56.4%	179.9	-6.0%	
	ELIMINATION	5.3	-	-20.5	-	3.9	-	-16.4	-	
ORDINARY INCOME		496.7	-15.8%	590.2	-6.5%	127.1	-34.2%	193.3	-4.9%	
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT		578.1	39.6%	414.2	-8.5%	301.6	129.0%	131.7	3.5%	705.0
BASIC EARNINGS PER SHARE(YEN)		147.81		102.92		77.12		33.50		
DILUTED EARNINGS PER SHARE (YEN)		147.80		102.91		77.11		33.50		
FOREIGN EXCHANGE RATE										
	YEN/USD	111.7		106.6		113.0		109.4		111.0
	YEN/EUR	128.6		118.0		133.0		117.9		130.2
CAPITAL EXPENDITURE (2)		286.1		261.6		123.7		91.6		510.0
DEPRECIATION (2)		283.3		279.5		98.3		95.0		374.0
RESEARCH & DEVELOPMENT COSTS		354.6		348.9		125.1		124.3		525.0
TOTAL ASSETS		19,565.4		18,343.1		-		-		
NET ASSETS		5,601.6		4,904.6		-		-		
EQUITY RATIO (%)		27.1		24.4		-		-		
PERFORMANCE DESCRIPTION		Increased net sales and decreased profit (Net income attributable to owners of the parent is increased)		Decreased net sales and profit		Decreased net sales and profit (Net income attributable to owners of the parent is increased)		Decreased net sales and profit (Net income attributable to owners of the parent is increased)		

Notes:

\* TSE report basis / China JV Equity basis

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

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

\* North America: U.S.A., Canada, and Mexico

\* Europe: France, U.K., Spain, Russia and other European countries

\* Asia: China, Thailand, India, and other Asian countries

\* Others: Oceania, Middle East, Middle &amp; South American countries excluding Mexico, and South Africa

(2) Including finance leases related amount.

**CONSOLIDATED FINANCIAL INFORMATION -2**  
Global Retail Sales Volume & Production Volume

(February 8, 2018)  
NISSAN MOTOR CO., LTD.  
Global Communications Division

		9 months Results				3 months Results				FORECAST FY2017 17/4-18/3
		RESULTS FY2017 17/4-17/12		RESULTS FY2016 16/4-16/12		RESULTS FY2017 17/10-17/12		RESULTS FY2016 16/10-16/12		
(THOUSAND UNITS)										
SALES VOLUME GLOBAL RETAIL										
JAPAN (INCL.MINI)		378	9.7%	344	-10.0%	95	-28.9%	133	13.1%	575
NORTH AMERICA		1,561	-1.4%	1,582	6.2%	526	-1.4%	534	7.9%	2,090
	USA ONLY	1,177	1.1%	1,164	4.2%	397	4.1%	381	5.2%	1,600
EUROPE		544	0.3%	542	0.4%	168	-6.5%	180	4.0%	750
ASIA		1,268	7.2%	1,183	5.5%	453	12.0%	404	10.8%	1,850
	CHINA ONLY	1,020	9.8%	929	8.2%	369	15.7%	319	17.9%	1,520
OTHERS		358	4.9%	342	-4.2%	133	3.7%	129	3.7%	515
TOTAL		4,109	2.9%	3,993	2.6%	1,375	-0.3%	1,380	8.3%	5,780
PRODUCTION VOLUME GLOBAL BASIS										
JAPAN		733	0.7%	728	16.1%	211	-28.8%	296	40.8%	975
NORTH AMERICA ( 1 )		1,279	-6.9%	1,374	2.3%	404	-10.7%	453	-1.0%	1,800
EUROPE ( 2 )		577	8.8%	530	7.8%	199	13.8%	175	7.0%	750
ASIA ( 3 )		1,453	5.2%	1,381	12.6%	501	6.2%	472	15.5%	2,125
OTHERS ( 4 )		105	43.1%	73	0.7%	41	73.3%	23	21.7%	(CHINA ONLY 1,375)
TOTAL		4,147	1.5%	4,086	8.6%	1,356	-4.5%	1,419	12.7%	5,650

Notes:

\* 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) France, Spain, U.K., and Russia production

(3) Taiwan, Thailand, Philippines, Indonesia, China, India, and Korea production

(4) South Africa, Brazil and Egypt production

	9 months Results				3 months Results			
	RESULTS FY2017 17/4-17/12		RESULTS FY2016 16/4-16/12		RESULTS FY2017 17/10-17/12		RESULTS FY2016 16/10-16/12	
(THOUSAND UNITS)								
CONSOLIDATED WHOLESALE VOLUME								
JAPAN	368	10.1%	334	-11.1%	96	-27.4%	132	7.9%
OVERSEAS	2,709	-3.4%	2,805	6.5%	887	-7.2%	956	6.2%
TOTAL	3,077	-2.0%	3,139	4.3%	983	-9.7%	1,088	6.4%
CONSOLIDATED PRODUCTION VOLUME								
JAPAN	733	0.7%	728	16.1%	211	-28.8%	296	40.8%
OVERSEAS CONSOLIDATED SUBSIDIARIES	2,145	-6.6%	2,296	6.7%	705	-5.9%	749	3.6%
TOTAL	2,878	-4.8%	3,024	8.8%	916	-12.4%	1,045	12.0%

Notes:

\* Consolidated wholesale volume and production volume are based on financial statements.