



Nissan reports first-quarter results for fiscal year 2019

YOKOHAMA, Japan (July 25, 2019) – Nissan Motor Co., Ltd. today announced financial results for the three-month period ending June 30, 2019.

In the first quarter of the fiscal year, Nissan generated an operating profit of 1.6 billion yen on net revenues of 2.37 trillion yen, equivalent to an operating margin of 0.1%. First quarter net income¹ fell by 94.5% to 6.4 billion yen.

Global total industry volume remained weak during the quarter, and Nissan's unit sales decreased as the company continued its efforts to normalize sales. Profitability was negatively impacted by the decrease in revenues and external factors such as raw material costs, exchange rate fluctuations and investments to meet regulatory standards.

First Quarter Financial Highlights

The following table summarizes Nissan's financial results for the three-month period to June 30, 2019, calculated under the equity accounting method for the group's China joint venture.

(TSE report basis – China JV equity basis)²

<i>Yen in billions</i>	<i>FY18 Q1</i>	<i>FY19 Q1</i>	<i>% change year on year</i>
<i>Revenues</i>	2,716.6	2,372.4	-12.7
<i>Operating profit</i>	109.1	1.6	-98.5
<i>Operating margin %</i>	4.0	0.1	-3.9 ppt
<i>Ordinary profit</i>	158.9	35.3	-77.8
<i>Net income¹</i>	115.8	6.4	-94.5

Based on average foreign exchange rates of JPY 109.9/USD and JPY 123.5/EUR for FY19 Q1

On a management pro forma basis, which includes the proportionate consolidation of results from Nissan's joint venture operation in China, operating profit was 40.1 billion yen, equivalent to an operating margin of 1.5%, and net income¹ amounted to 6.4 billion yen.

Sales performance

In the first quarter of fiscal year 2019, global total industry volume decreased 6.8% to 22.5 million units, while Nissan's global unit sales decreased 6.0% to 1.23 million units.

¹ Net income attributable to owners of the parent.

² 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.

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In Japan, Nissan's sales decreased 2.6% to 126,000 units. The all-new Nissan Dayz was well received when it went on sale in March, with demand remaining very strong throughout the quarter.

In China, where Nissan reports figures on a calendar-year basis, unit sales increased 2.3% to 344,000 units, representing a market share of 5.7%, a 0.7 percentage point increase from the comparable period in the prior year. This was driven by strong demand for models including the Sylphy sedan and Qashqai and X-Trail crossovers, as well as Venucia-brand models such as the T60 crossover.

In the U.S., Nissan's sales totalled 351,000 units, equivalent to a market share of 7.9%.

Nissan sales in Europe, including Russia, fell by 16.3% to 135,000 units. Market share in Europe was 2.5%. Unit sales in Russia decreased 21.7% to 18,000 units, equivalent to a market share of 4.1%.

In other markets, including Asia and Oceania, Latin America, the Middle East and Africa, Nissan's sales decreased 13.1% to 174,000 units.

Progress of operational restructuring initiatives

Nissan is implementing strategic reforms in order to build an operational base that will ensure consistent and sustainable profitability over the medium term.

The company is moving quickly to optimize cost structures and manufacturing operations, while also enhancing brand value, steadily refreshing its lineup and achieving consistent growth globally, including in the U.S.

To improve its overall utilization rate, Nissan will reduce its global production capacity by 10% by the end of fiscal year 2022. In line with production optimizations, the company will reduce headcount by roughly 12,500. Furthermore, the company will reduce the size of its product lineup by at least 10% by the end of fiscal year 2022 in order to improve product competitiveness by focusing investment on global core models and strategic regional models.

While some of these initiatives are already underway, the company expects that substantial improvements in its performance will take time.

As a driving force for growth and transformation, the company will leverage its Nissan Intelligent Mobility vision as a core strength in continuing to make substantial investments in technologies that will strengthen the product competitiveness. This includes the ongoing rollout and evolution of the company's ProPILOT driver assistance system, as well as the launch of vehicles with electrified powertrains, including e-POWER models and battery-electric models, in new markets.

Additionally, Nissan will continue to expand into new business areas, as demonstrated by the recently-announced exclusive agreement with Waymo to explore driverless mobility services in Japan and France, and public field tests of new mobility services with DeNA.

For detailed Nissan financial information and presentations:
www.nissan-global.com/EN/IR/FINANCIAL/

NISSAN MOTOR CORPORATION



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 2018, the company sold 5.52 million vehicles globally, generating revenue of 11.6 trillion yen. Nissan's global headquarters in Yokohama, Japan, manages operations in six regions: Asia & Oceania; Africa, the Middle East & India; China; Europe; Latin America; and North America. Nissan has partnered with French manufacturer Renault since 1999 and acquired a 34% stake in Mitsubishi Motors in 2016. The Renault-Nissan-Mitsubishi alliance sold 10.76 million vehicles combined in calendar year 2018.

For more information about our products, services and commitment to sustainable mobility, visit 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

(July 25, 2019)
 NISSAN MOTOR CO., LTD.
 Global Communications Division

	RESULTS 1st quarter of FY2019 19/4-19/6		RESULTS 1st quarter of FY2018 18/4-18/6		RESULTS FY2018 18/4-19/3	
(BILLIONS OF YEN)						
NET SALES (1)	2,372.4	-12.7%	2,716.6	-1.6%	11,574.2	-3.2%
JAPAN	957.7	-13.5%	1,106.9	0.7%	4,574.9	-1.6%
NORTH AMERICA	1,279.6	-10.9%	1,436.1	-10.4%	6,097.3	-5.1%
EUROPE	348.8	-22.1%	448.0	6.3%	1,838.1	-12.1%
ASIA	332.3	-11.3%	374.7	5.9%	1,573.4	1.3%
OTHERS	169.0	-37.9%	272.3	29.8%	1,062.7	5.6%
SUB-TOTAL	3,087.4	-15.1%	3,638.0	-1.3%	15,146.4	-3.7%
ELIMINATION	-715.0	-	-921.4	-	-3,572.2	-
OPERATING INCOME (1)	1.6	-98.5%	109.1	-28.8%	318.2	-44.6%
JAPAN	18.1	-68.6%	57.6	-39.5%	167.9	-40.9%
NORTH AMERICA	0.7	-98.6%	49.5	-2.6%	72.1	-64.0%
EUROPE	-11.4	(-)	-4.7	(-)	-16.7	(-)
ASIA	10.6	-40.3%	17.8	1.9%	71.1	32.7%
OTHERS	-5.1	(-)	-0.2	(-)	-5.5	(-)
SUB-TOTAL	12.9	-89.3%	120.0	-24.8%	288.9	-46.3%
ELIMINATION	-11.3	-	-10.9	-	29.3	-
ORDINARY INCOME	35.3	-77.8%	158.9	-16.2%	546.5	-27.2%
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	6.4	-94.5%	115.8	-14.1%	319.1	-57.3%
BASIC EARNINGS PER SHARE(YEN)	1.63		29.62		81.59	
DILUTED EARNINGS PER SHARE (YEN)	1.63		29.62		81.59	
FOREIGN EXCHANGE RATE						
YEN/USD	109.9		109.1		110.9	
YEN/EUR	123.5		130.0		128.4	
CAPITAL EXPENDITURE (2)	84.9		60.5		509.9	
DEPRECIATION (2)	97.2		98.4		377.8	
RESEARCH & DEVELOPMENT COSTS	121.6		122.8		523.1	
TOTAL ASSETS	18,175.5		18,672.9		18,952.3	
NET ASSETS	5,489.5		5,594.1		5,623.5	
EQUITY RATIO (%)	28.2		28.4		28.0	
PERFORMANCE DESCRIPTION	Decreased net sales and profit		Decreased net sales and profit		Decreased net sales and profit	

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, South Africa, and Central & South America excluding Mexico

(2) Including finance leases related amount.

	RESULTS 1st quarter of FY2019 19/4-19/6		RESULTS 1st quarter of FY2018 18/4-18/6		RESULTS FY2018 18/4-19/3	
(THOUSAND UNITS)						
SALES VOLUME						
GLOBAL RETAIL						
JAPAN (INCL.MINI)	126	-2.6%	130	-0.8%	596	2.1%
NORTH AMERICA	452	-6.3%	482	-9.5%	1,897	-9.3%
USA ONLY	351	-3.7%	365	-9.5%	1,444	-9.3%
EUROPE	135	-16.3%	162	-12.7%	643	-14.9%
ASIA	415	0.7%	413	4.0%	1,888	2.0%
CHINA ONLY	344	2.3%	336	6.9%	1,564	2.9%
OTHERS	103	-17.2%	123	17.5%	492	0.8%
TOTAL	1,231	-6.0%	1,310	-3.0%	5,516	-4.4%
PRODUCTION VOLUME						
GLOBAL BASIS						
JAPAN	181	-20.9%	229	-6.6%	901	-8.6%
NORTH AMERICA (1)	354	-8.7%	388	-15.2%	1,587	-6.3%
EUROPE (2)	132	-30.8%	191	-3.5%	661	-15.0%
ASIA (3)	449	-3.8%	466	4.3%	2,046	-1.2%
OTHERS (4)	42	-1.5%	43	70.7%	167	15.8%
TOTAL	1,158	-12.0%	1,317	-4.0%	5,362	-5.5%

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

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

(4) South Africa, Brazil, Egypt and Argentina production

	RESULTS 1st quarter of FY2019 19/4-19/6		RESULTS 1st quarter of FY2018 18/4-18/6		RESULTS FY2018 18/4-19/3	
(THOUSAND UNITS)						
CONSOLIDATED						
WHOLESALE VOLUME						
JAPAN	124	-0.4%	124	0.5%	575	1.9%
OVERSEAS	672	-16.4%	804	-11.4%	3,399	-9.7%
TOTAL	796	-14.2%	928	-10.0%	3,974	-8.2%
CONSOLIDATED						
PRODUCTION VOLUME						
JAPAN	181	-20.9%	229	-6.6%	901	-8.6%
OVERSEAS CONSOLIDATED SUBSIDIARIES	581	-14.2%	678	-8.1%	2,642	-7.9%
TOTAL	762	-15.9%	907	-7.7%	3,543	-8.0%

Notes:

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