



Nissan reports first-half results for fiscal year 2019

YOKOHAMA, Japan (November 12, 2019) – Nissan Motor Co., Ltd. today announced financial results for the six-month period ending September 30, 2019.

In the first half of the fiscal year, consolidated net revenue was 5.00 trillion yen, consolidated operating profit was 31.6 billion yen, with an operating profit margin of 0.6%. First half net income¹ decreased by 73.5% to 65.4 billion yen.

In the second quarter of the fiscal year, consolidated net revenue was 2.63 trillion yen, consolidated operating profit was 30.0 billion yen, with an operating profit margin of 1.1%. Second quarter net income¹ decreased by 54.8% to 59.0 billion yen. Major factors in the decrease were external, such as exchange rate fluctuations, regulatory compliance expenses, and increased raw material costs, combined with increased quality-related costs.

Although decreased vehicle sales volume had a large effect on first-quarter profitability, in the second quarter the decline was offset by decreases in selling expenses, thereby resulting in a positive contribution to profit.

One pillar of Nissan's business transformation plan is the recovery of U.S. operations, where benefits are starting to be seen from efforts to improve quality of sales. For the second quarter, operating profit for North America³ was close to the previous year's level.

Fiscal Year 2019 Second Quarter Financial Highlights

The following table summarizes Nissan's financial results for the three-month period to September 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 Q2</i>	<i>FY19 Q2</i>	<i>% change year on year</i>
<i>Revenues</i>	2,816.1	2,630.7	-6.6
<i>Operating profit</i>	101.2	30.0	-70.4
<i>Net income¹</i>	130.4	59.0	-54.8

Based on average foreign exchange rates of JPY 107.4/USD and JPY 119.4/EUR for FY19 Q2



Fiscal Year 2019 First-half Financial Highlights

The following table summarizes Nissan's financial results for the first-half period of fiscal year 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 first half</i>	<i>FY19 first half</i>	<i>% change year on year</i>
<i>Revenues</i>	5,532.7	5,003.1	-9.6
<i>Operating profit</i>	210.3	31.6	-85.0
<i>Operating profit margin %</i>	3.8	0.6	-3.2 ppt
<i>Ordinary profit</i>	329.9	115.6	-64.9
<i>Net income¹</i>	246.3	65.4	-73.5

Based on average foreign exchange rates of JPY 108.6/USD and JPY 121.4/EUR for the first half of FY19

On a management pro forma basis, which includes the proportionate consolidation of results from Nissan's joint venture operation in China, operating profit was 117.8 billion yen, equivalent to an operating profit margin of 2.1%, and net income¹ was 65.4 billion yen.

Sales performance

In the first half of fiscal year 2019, global total industry volume decreased 5.9% to 43.85 million units, while Nissan's global unit sales decreased 6.8% to 2.50 million units.

In Japan, Nissan's sales decreased 1.3% to 281,000 units. The all-new Nissan Dayz continued to sell well, and the new Skyline launched in September, which features the world-first advanced driver support technology ProPILOT 2.0 and performance-enhanced turbo engine, has also been well received.

In China, where Nissan reports figures on a calendar-year basis, total industry volume decreased by 12.8%. Notwithstanding, Nissan's sales were 718,000 units, on par with the same period of the previous year, and market share increased 0.8 percentage points to 6.2%. This was driven by continued strong sales of core models including the Sylphy sedan and the Qashqai and X-Trail crossovers.

In the U.S., due to an aged product portfolio and continuing efforts to normalize sales, sales decreased 4.3% to 679,000 units.

Nissan sales in Europe, including Russia, decreased by 19.7% to 265,000 units, amid ongoing challenging conditions due to changes in environmental regulations and an aged model portfolio.

In other markets, including Asia and Oceania, Latin America, the Middle East and Africa, Nissan's sales decreased 11.4% to 360,000 units.



Fiscal Year 2019 Full-year Forecast

Nissan is progressing steadily towards its business transformation and profit recovery. However, operating profit for the first half is behind the original plan. In addition, the yen has strengthened against Nissan's original assumption of 110 yen to the U.S. dollar set at the beginning of the financial year. Furthermore, Nissan foresees ongoing economic uncertainties and slowdown in total industry volume. In consideration of these factors, Nissan has revised its forecast for the full fiscal year.

For the 2019 full fiscal year, Nissan has reduced its global vehicle sales forecast by 5.4% from the initial to 5.24 million units.

Nissan has filed the following fiscal year forecast revisions with 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, 2020, are:

(TSE report basis – China JV equity basis)²

<i>Yen in billions</i>	<i>Previous FY19 forecast</i>	<i>Revised FY19 forecast</i>	<i>% change</i>
<i>Revenues</i>	11,300	10,600	-6.2
<i>Operating profit</i>	230	150	-34.8
<i>Net income¹</i>	170	110	-35.3

Based on average foreign exchange rates of JPY 107/USD (JPY 105 for the second half) and JPY 120/EUR for FY19

Fiscal Year 2019 Shareholder Return

Today, the Nissan Board of Directors decided on an interim dividend of 10 yen per share, given the slower-than-expected progress of results in the first six months of the year and the downward revision of the earnings fiscal year forecast.

Although the current full-year plan is for a dividend of 40 yen, Nissan plans to propose a dividend following internal discussion of the dividend plan and the midterm business plan.

For detailed Nissan financial information and presentations:

www.nissan-global.com/EN/IR/FINANCIAL/

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

³ Regional operating profit based on geographical segmentation

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

(November 12, 2019)
 NISSAN MOTOR CO., LTD.
 Global Communications Division

	RESULTS		RESULTS		RESULTS		RESULTS		FORECAST
(BILLIONS OF YEN)	1st half of FY2019 19/4-19/9		1st half of FY2018 18/4-18/9		2nd quarter of FY2019 19/7-19/9		2nd quarter of FY2018 18/7-18/9		FY2019 19/4-20/3
NET SALES (1)	5,003.1	-9.6%	5,532.7	-2.1%	2,630.7	-6.6%	2,816.1	-2.6%	10,600.0
JAPAN	2,016.8	-10.9%	2,263.4	-2.9%	1,059.1	-8.4%	1,156.6	-6.0%	
NORTH AMERICA	2,660.7	-8.2%	2,896.9	-6.7%	1,381.1	-5.5%	1,460.8	-2.8%	
EUROPE	718.4	-19.6%	893.4	-4.4%	369.6	-17.0%	445.4	-13.2%	
ASIA	687.4	-10.5%	768.1	3.7%	355.1	-9.7%	393.3	1.7%	
OTHERS	416.2	-22.9%	539.8	23.4%	247.2	-7.6%	267.4	17.4%	
SUB-TOTAL	6,499.5	-11.7%	7,361.6	-2.5%	3,412.1	-8.4%	3,723.5	-3.6%	
ELIMINATION	-1,496.4	-	-1,828.9	-	-781.4	-	-907.4	-	
OPERATING INCOME (1)	31.6	-85.0%	210.3	-25.4%	30.0	-70.4%	101.2	-21.3%	150.0
JAPAN	-8.6	-	114.0	-37.5%	-26.8	-	56.4	-35.4%	
NORTH AMERICA	36.5	-57.2%	85.4	3.2%	35.9	-0.3%	36.0	12.5%	
EUROPE	-21.4	-	-17.0	-	-10.1	-	-12.2	-	
ASIA	21.8	-26.1%	29.6	4.3%	11.2	-4.6%	11.7	8.2%	
OTHERS	-4.0	-	0.1	-	1.2	409.5%	0.2	-	
SUB-TOTAL	24.3	-88.6%	212.1	-24.4%	11.4	-87.6%	92.1	-23.8%	
ELIMINATION	7.3	-	-1.8	-	18.6	-	9.1	-	
ORDINARY INCOME	115.6	-64.9%	329.9	-10.7%	80.3	-53.0%	171.0	-4.9%	
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	65.4	-73.5%	246.3	-10.9%	59.0	-54.8%	130.4	-7.9%	110.0
BASIC EARNINGS PER SHARE(YEN)	16.70		62.97		15.07		33.35		
DILUTED EARNINGS PER SHARE (YEN)	16.70		62.97		15.07		33.35		
FOREIGN EXCHANGE RATE									
YEN/USD	108.6		110.3		107.4		111.4		107.0
YEN/EUR	121.4		129.8		119.4		129.6		120.0
CAPITAL EXPENDITURE (2)	200.9		179.1		116.0		118.6		560.0
DEPRECIATION (2)	180.0		187.1		82.8		88.8		379.0
RESEARCH & DEVELOPMENT COSTS	255.9		254.5		134.4		131.7		540.0
TOTAL ASSETS	18,052.9		19,130.6		-		-		
NET ASSETS	5,452.2		5,776.7		-		-		
EQUITY RATIO (%)	28.2		28.6		-		-		
PERFORMANCE DESCRIPTION	Decreased net sales and profit		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.

CONSOLIDATED FINANCIAL INFORMATION -2

Global Retail Sales Volume & Production Volume

(November12, 2019)
NISSAN MOTOR CO., LTD.
Global Communications Division

		RESULTS		RESULTS		RESULTS		RESULTS		FORECAST
		1st half of FY2019 19/4-19/9		1st half of FY2018 18/4-18/9		2nd quarter of FY2019 19/7-19/9		2nd quarter of FY2018 18/7-18/9		FY2019 19/4-20/3
(THOUSAND UNITS)										
SALES VOLUME										
GLOBAL RETAIL										
JAPAN (INCL.MINI)		281	-1.3%	285	0.5%	155	-0.2%	155	1.6%	580
NORTH AMERICA		877	-6.9%	942	-9.0%	425	-7.5%	460	-8.4%	1,710
	USA ONLY	679	-4.3%	709	-9.1%	327	-4.8%	344	-8.6%	1,310
EUROPE		265	-19.7%	330	-12.1%	130	-23.0%	168	-11.5%	570
ASIA		862	-1.8%	878	7.7%	447	-4.0%	466	11.3%	2,380
	CHINA ONLY	718	-0.3%	720	10.7%	375	-2.5%	384	14.3%	
OTHERS		216	-13.1%	248	10.6%	113	-9.0%	125	4.5%	(CHINA ONLY 1,560)
TOTAL		2,501	-6.8%	2,683	-1.8%	1,270	-7.5%	1,374	-0.7%	5,240
PRODUCTION VOLUME										
GLOBAL BASIS										
JAPAN		390	-12.6%	446	-14.4%	209	-3.8%	217	-21.4%	801
NORTH AMERICA (1)		706	-9.1%	776	-11.3%	352	-9.5%	389	-7.0%	1,414
EUROPE (2)		254	-23.8%	334	-11.5%	122	-14.4%	143	-20.3%	545
ASIA (3)		946	-4.0%	985	3.5%	497	-4.2%	519	2.7%	2,200
OTHERS (4)		88	0.7%	88	34.6%	46	2.8%	45	12.2%	(CHINA ONLY 1,550)
TOTAL		2,384	-9.3%	2,629	-5.8%	1,226	-6.6%	1,313	-7.5%	4,960

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		RESULTS		RESULTS		RESULTS	
(THOUSAND UNITS)	1st half of FY2019 19/4-19/9		1st half of FY2018 18/4-18/9		2nd quarter of FY2019 19/7-19/9		2nd quarter of FY2018 18/7-18/9	
CONSOLIDATED								
WHOLESALE VOLUME								
JAPAN	267	-1.0%	270	-0.9%	143	-1.4%	145	-2.1%
OVERSEAS	1,423	-11.8%	1,614	-11.4%	752	-7.3%	811	-11.4%
TOTAL	1,690	-10.3%	1,884	-10.0%	895	-6.4%	956	-10.1%
CONSOLIDATED								
PRODUCTION VOLUME								
JAPAN	390	-12.6%	446	-14.4%	209	-3.8%	217	-21.4%
OVERSEAS CONSOLIDATED SUBSIDIARIES	1,171	-10.6%	1,310	-9.1%	590	-6.7%	632	-10.1%
TOTAL	1,561	-11.1%	1,756	-10.5%	799	-5.9%	849	-13.3%

Notes:

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