

## Nissan reports April-June progress for fiscal year 2022

- Operating profit of 64.9 billion yen and net income of 47.1 billion yen reported in the first quarter
- Significant increase in revenue per unit of key models as quality of sales continues to improve

**YOKOHAMA, Japan** (July 28, 2022) – Nissan Motor Co., Ltd. today announced financial results for the three months ended June 30, 2022.

In the first quarter of the fiscal year, consolidated net revenue was 2.14 trillion yen, consolidated operating profit was 64.9 billion yen, and operating profit margin was 3.0%. Net income<sup>1</sup> in the first quarter was 47.1 billion yen.

During the first quarter, the extremely challenging business environment put pressure on earnings, as production was constrained by the Shanghai lockdown caused by spread of the new coronavirus and semiconductor supply shortages, while external factors such as soaring raw material prices and logistics costs also intensified their impact. However, Nissan managed to offset some of the impact by continuous efforts to improve the quality of sales in each market leading to an increase in revenue per unit of key models. Nissan's focus on financial discipline and diligent control over fixed costs, along with the tailwind from the weak yen helped to maintain positive revenue and ordinary profit.

### First-quarter financial highlights

The following table summarizes Nissan's financial results for the three months ended June 30, 2022, 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	FY21 Q1	FY22 Q1	Variance vs FY21
Revenue	2,008.2	2,137.3	+129.1
Operating profit	75.7	64.9	-10.8
Operating margin	3.8%	3.0%	-0.8 points
Ordinary profit	90.3	104.0	+13.7
Net income <sup>1</sup>	114.5	47.1	-67.4

Based on average foreign exchange rates of JPY 130/USD and JPY 138/EUR for FY22 Q1

# NISSAN

MOTOR CORPORATION

On a management pro forma basis, which includes the proportionate consolidation of results from Nissan's joint venture operation in China, operating profit was 98.8 billion yen, equivalent to an operating margin of 4.0%. Net income<sup>1</sup> amounted to 47.1 billion yen.

Commenting on the results, Nissan President and CEO Makoto Uchida said: "In the first quarter, the business environment remained more challenging than expected. We believe our progress in this environment is proof that Nissan's business foundation has been steadily strengthened through the Nissan NEXT business transformation plan, and that we are changing to a profit structure that is more resilient against external factors. Although the business environment will remain uncertain, in addition to the new Sakura EV, which continues to receive strong orders, we will also launch our global volume model, the X-Trail, with e-POWER and e-4ORCE in Europe following the recent launch in Japan. We will further improve our profit structure while maximizing the effects of these new vehicles."

<sup>1</sup> Net income 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.

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

For more information about Nissan's products, services and commitment to sustainable mobility, visit [nissan-global.com](https://www.nissan-global.com). You can also follow us on [Facebook](#), [Instagram](#), [Twitter](#) and [LinkedIn](#) and see all our latest videos on [YouTube](#).

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CONSOLIDATED FINANCIAL INFORMATION -1

(July 28, 2022)  
 NISSAN MOTOR CO., LTD.  
 Global Communications Division

(BILLIONS OF YEN)	RESULTS 1st quarter of FY2022 22/4-22/6		RESULTS 1st quarter of FY2021 21/4-21/6		RESULTS FY2021 21/4-22/3		FORECAST FY2022 22/4-23/3
<b>NET SALES (1)</b>	2,137.3	6.4%	2,008.2	71.0%	8,424.6	7.1%	10,000.0
JAPAN	734.3	-2.5%	752.9	59.1%	3,122.1	-2.7%	
NORTH AMERICA	1,165.5	9.0%	1,069.2	86.4%	4,345.2	9.3%	
EUROPE	260.6	6.8%	243.9	127.6%	1,107.2	1.1%	
ASIA	306.2	-4.1%	319.4	56.7%	1,279.8	10.7%	
OTHERS	253.9	23.3%	205.9	221.7%	866.6	38.9%	
SUB-TOTAL	2,720.5	5.0%	2,591.3	82.3%	10,720.9	6.6%	
ELIMINATION	-583.2	-	-583.1	-	-2,296.3	-	
<b>OPERATING INCOME (1)</b>	64.9	-14.2%	75.7	( - )	247.3	( - )	250.0
JAPAN	-51.7	( - )	-50.2	( - )	-229.8	( - )	
NORTH AMERICA	76.8	-30.0%	109.8	( - )	330.7	613.7%	
EUROPE	0.3	( - )	-19.0	( - )	-28.4	( - )	
ASIA	19.3	-6.5%	20.6	165.1%	94.4	307.4%	
OTHERS	21.6	95.4%	11.0	( - )	55.7	3532.2%	
SUB-TOTAL	66.3	-8.2%	72.2	( - )	222.6	( - )	
ELIMINATION	-1.4	-	3.5	-	24.7	-	
<b>ORDINARY INCOME</b>	104.0	15.2%	90.3	( - )	306.1	( - )	
<b>NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT</b>	47.1	-58.9%	114.5	( - )	215.5	( - )	150.0
<b>BASIC EARNINGS PER SHARE(YEN)</b>	12.04		29.26		55.07		38.32
<b>DILUTED EARNINGS PER SHARE (YEN)</b>	12.04		29.26		55.07		
<b>FOREIGN EXCHANGE RATE</b>							
YEN/USD	130		110		112		120
YEN/EUR	138		132		131		130
<b>CAPITAL EXPENDITURE (2)</b>	43.2		55.3		345.0		440.0
<b>DEPRECIATION (2)</b>	76.4		70.9		289.4		320.0
<b>RESEARCH &amp; DEVELOPMENT COSTS</b>	115.5		115.1		484.1		550.0
<b>TOTAL ASSETS</b>	16,878.4		15,888.4		16,371.5		
<b>NET ASSETS</b>	5,363.0		4,488.6		5,029.6		
<b>EQUITY RATIO (%)</b>	29.0		25.7		28.0		
<b>PERFORMANCE DESCRIPTION</b>	Increased net sales and decreased profit (Ordinary income is increased)		Increased net sales and profit		Increased 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.

(THOUSAND UNITS)	RESULTS 1st quarter of FY2022 22/4-22/6		RESULTS 1st quarter of FY2021 21/4-21/6		RESULTS FY2021 21/4-22/3		FORECAST FY2022 22/4-23/3
	<b>SALES VOLUME</b>						
<b>GLOBAL RETAIL</b>							
JAPAN (INCL.MINI)	89	-0.1%	90	6.8%	428	-10.3%	510
NORTH AMERICA	247	-34.8%	378	70.3%	1,183	-2.4%	1,200
USA ONLY	183	-38.6%	298	68.1%	893	-3.7%	-
EUROPE	68	-25.2%	91	68.5%	340	-13.3%	320
ASIA	338	-15.7%	400	67.5%	1,572	-4.7%	-
CHINA ONLY	299	-15.2%	352	70.6%	1,381	-5.2%	1,380
OTHERS	77	-12.6%	89	99.6%	353	10.3%	(1) 590
TOTAL	819	-21.8%	1,048	62.9%	3,876	-4.3%	4,000
<b>PRODUCTION VOLUME</b>							
JAPAN	104	-0.2%	104	74.6%	446	-13.8%	/
NORTH AMERICA (2)	217	-5.8%	230	264.1%	930	-2.4%	
EUROPE (3)	68	24.3%	55	323.7%	276	-17.8%	
ASIA (4)	391	-3.4%	404	117.6%	1,646	-5.2%	
OTHERS (5)	32	21.9%	26	1028.4%	105	15.5%	
TOTAL	812	-1.0%	820	153.0%	3,404	-6.3%	

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) Includes Asia (except China)

(2) U.S.A. and Mexico production

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

(4) Taiwan, Thailand, Philippines, China and India production

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

(THOUSAND UNITS)	RESULTS 1st quarter of FY2022 22/4-22/6		RESULTS 1st quarter of FY2021 21/4-21/6		RESULTS FY2021 21/4-22/3	
	<b>CONSOLIDATED WHOLESALE VOLUME</b>					
JAPAN	98	3.0%	95	23.5%	418	-9.5%
OVERSEAS	422	-7.4%	455	122.3%	1,876	-6.7%
TOTAL	519	-5.6%	550	95.3%	2,294	-7.2%
<b>CONSOLIDATED PRODUCTION VOLUME</b>						
JAPAN	104	-0.2%	104	74.6%	446	-13.8%
OVERSEAS CONSOLIDATED SUBSIDIARIES	366	0.4%	365	328.1%	1,548	-1.7%
TOTAL	470	0.3%	469	223.8%	1,994	-4.7%

Notes:

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

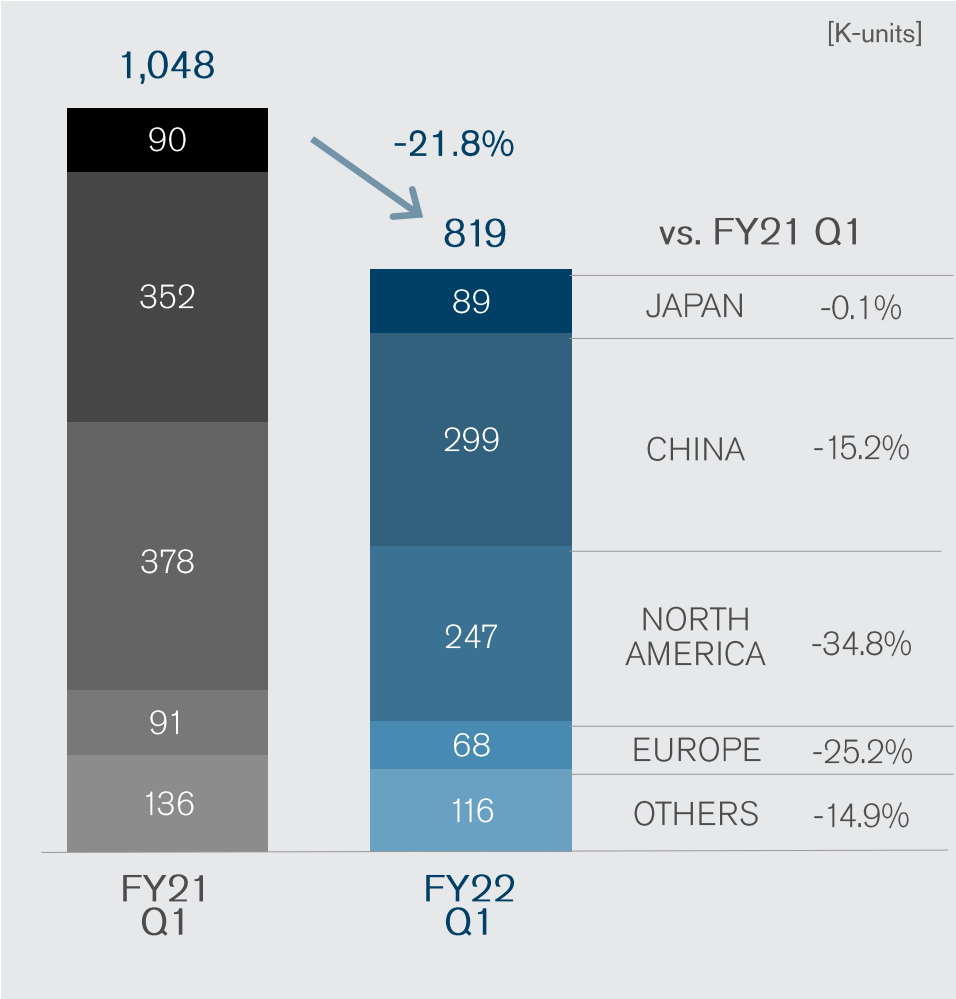
**NISSAN**  
**MOTOR CORPORATION**

FISCAL YEAR 2022  
FIRST-QUARTER FINANCIAL RESULTS

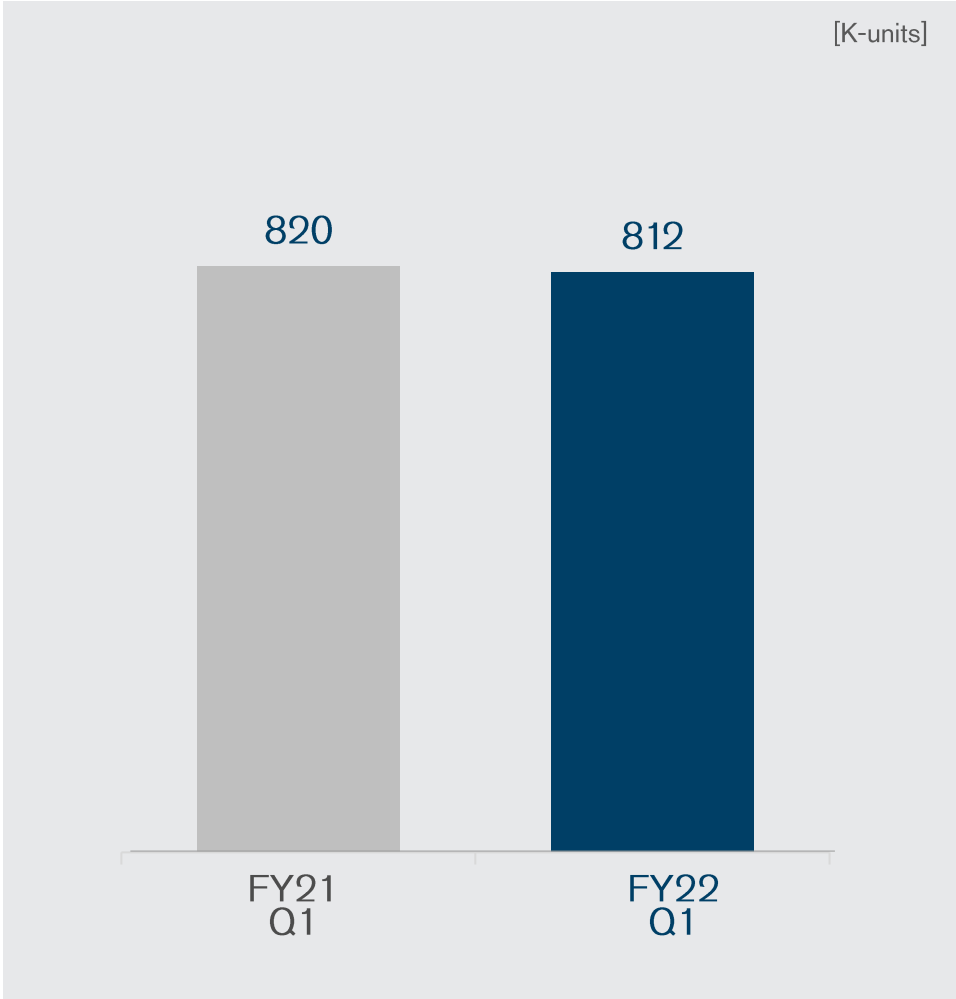
Nissan Motor Co., Ltd.  
July 28<sup>th</sup>, 2022

# FY22 Q1 VOLUME RESULTS

## RETAIL SALES

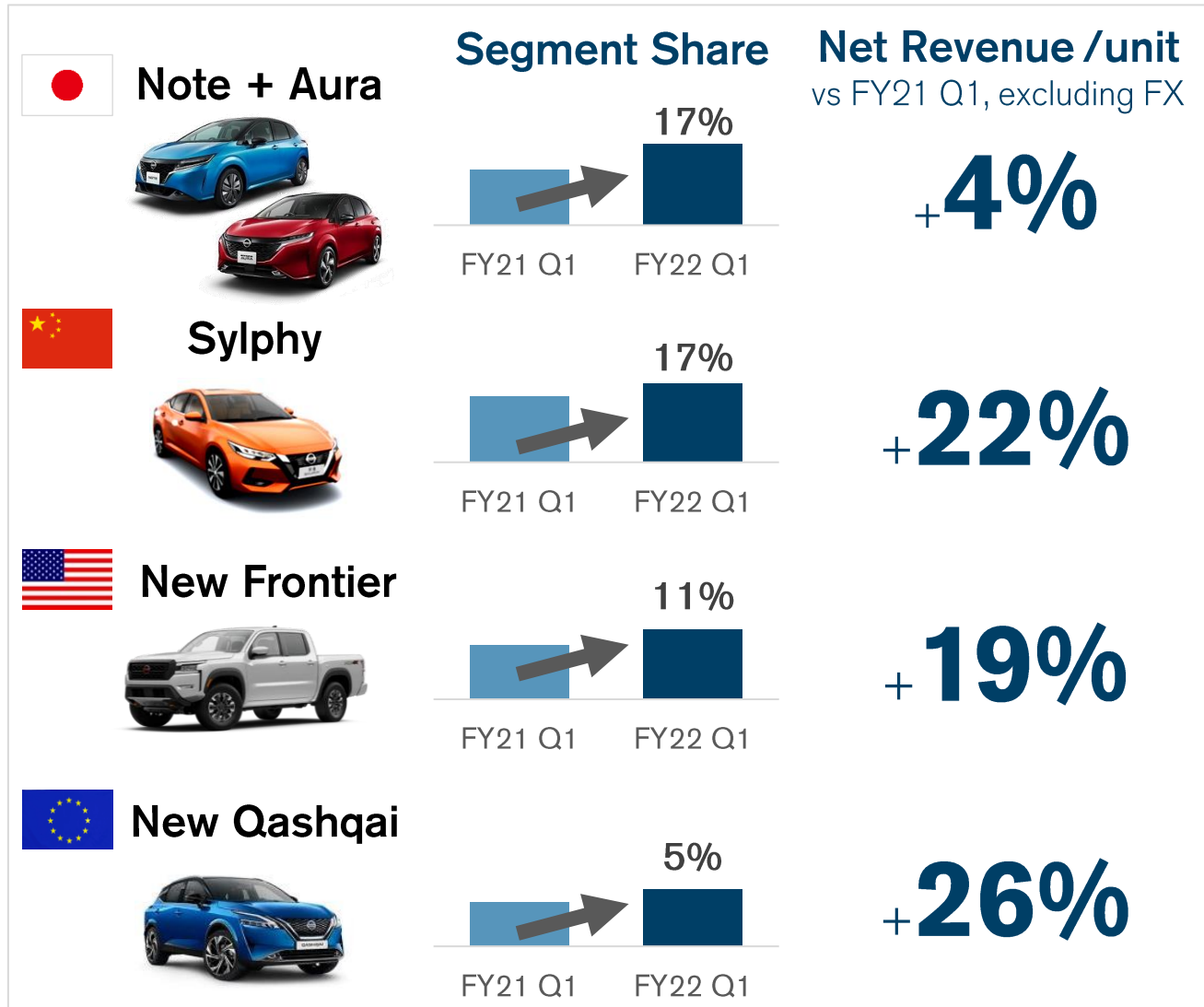


## PRODUCTION VOLUME

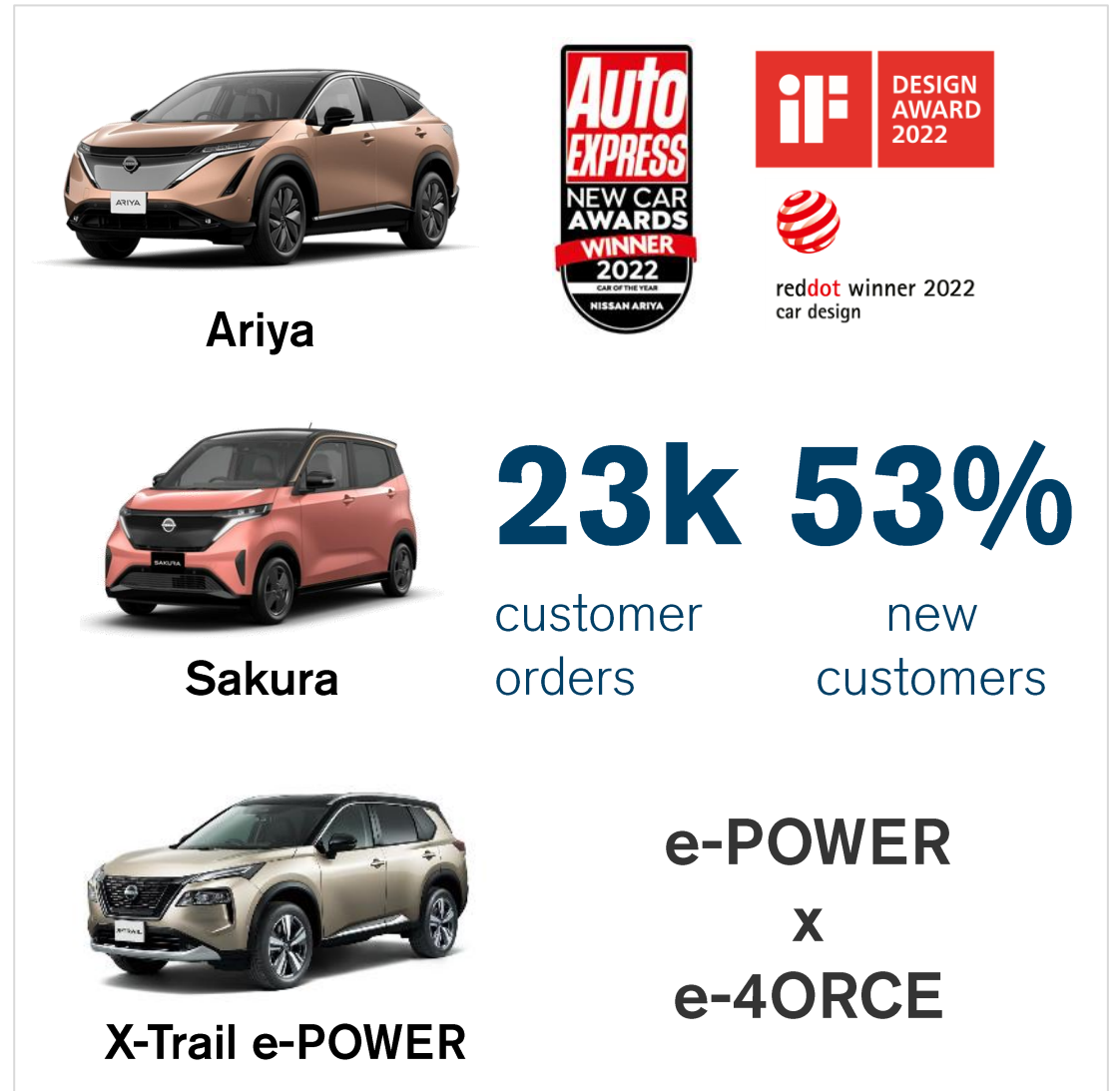


# FY22 Q1 CORE MODEL ACCEPTANCE

## REGION CORE MODELS



## ELECTRIFICATION



# FY22 Q1 FINANCIAL PERFORMANCE

(EQUITY BASIS)

(BILLION YEN)	FY21 Q1	FY22 Q1	VARIANCE
NET REVENUE	2,008.2	2,137.3	+ 129.1
OPERATING PROFIT	75.7	64.9	-10.8
OP MARGIN	3.8%	3.0%	-0.8 points
NON-OPERATING *1	14.6	39.1	
ORDINARY PROFIT	90.3	104.0	+ 13.7
EXTRAORDINARY *2	80.2	1.6	
PROFIT BEFORE TAX	170.5	105.6	-64.9
TAXES	-48.8	-53.2	
MINORITY INTEREST	-7.2	-5.3	
NET INCOME	114.5	47.1	-67.4
FX RATE			
(USD/JPY)	110	130	+20
(EUR/JPY)	132	138	+6

\*1: Includes following item:

- Profit in companies under equity method: 18.3 billion yen in FY21 Q1, 33.6 billion yen in FY22 Q1

\*2: Includes following item:

- Gain on sales of Daimler shares: 76.1 billion yen in FY21 Q1

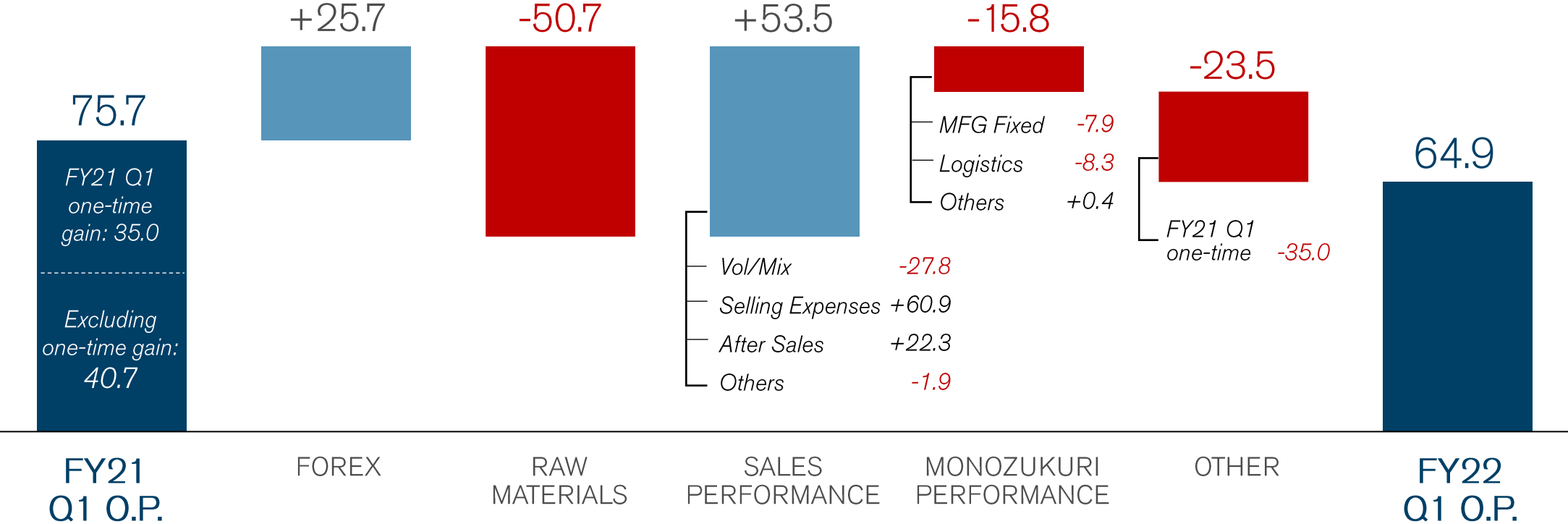


# FY22 Q1 FINANCIAL PERFORMANCE

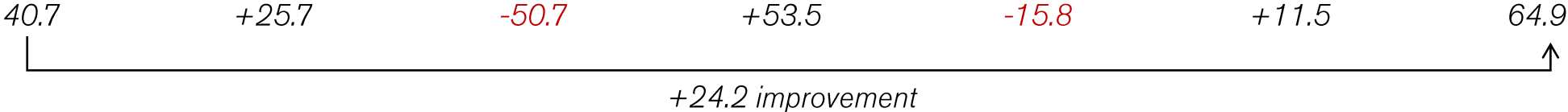
(EQUITY BASIS)

## OPERATING PROFIT VARIANCE ANALYSIS FY22 Q1 vs. PREVIOUS YEAR

(BILLION YEN)

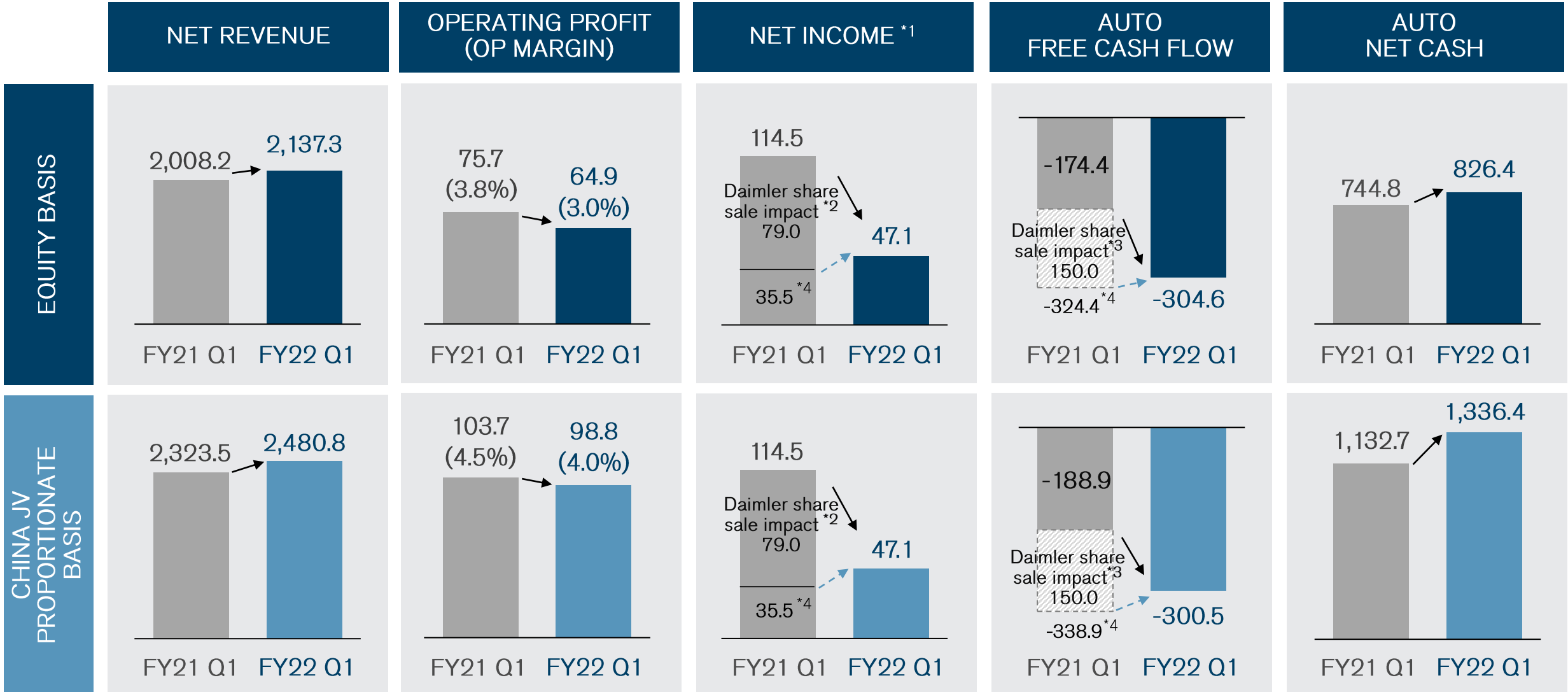


*Operating profit variance excluding FY21 Q1 one-time gain impact:*



# FY22 Q1 FINANCIAL PERFORMANCE

(BILLION YEN)



## LIQUIDITY STATUS (as of June 30, 2022)

- Auto cash and cash equivalent: 1,387.5 billion yen on equity basis, 1,927.3 billion yen on China JV proportionate basis
- Unused committed credit lines : approx. 2.1 trillion yen

\*1: Net income attributable to owners of the parent

\*2: Gain on sale of Daimler shares of 76.1 billion yen and dividend income from Daimler of 2.9 billion yen

\*3: Net proceeds from sale of Daimler shares of 150.0 billion yen

\*4: Excludes Daimler share sale impact

# FY22 Q2 AND ONWARD

## CHALLENGES

### Shanghai Lockdown

- ▶ Recovered full operations of logistics, suppliers and dealers

### Semiconductor Shortage

- ▶ Alternative chip, 2<sup>nd</sup> source development
- ▶ Mid term procurement / supply agreements

### Raw Material Price Hikes

- ▶ Physical and Financial hedging
- ▶ Development for optimized material usage

## OPPORTUNITIES

### Quality of sales

- ▶ Strong customer demand converting to Net revenue per unit increase

### Diligent operational efficiencies

- ▶ Agile and resilient adaptation to changing external environment

### FOREX

- ▶ Favorable USD/JPY

## CONFIDENCE IN OUR OUTLOOK

- ▶ Challenging ourselves to deliver a global sales volume of 4.0 M units
- ▶ To stay at 250 billion yen operating profit
- ▶ Aim for net income of 150 billion yen

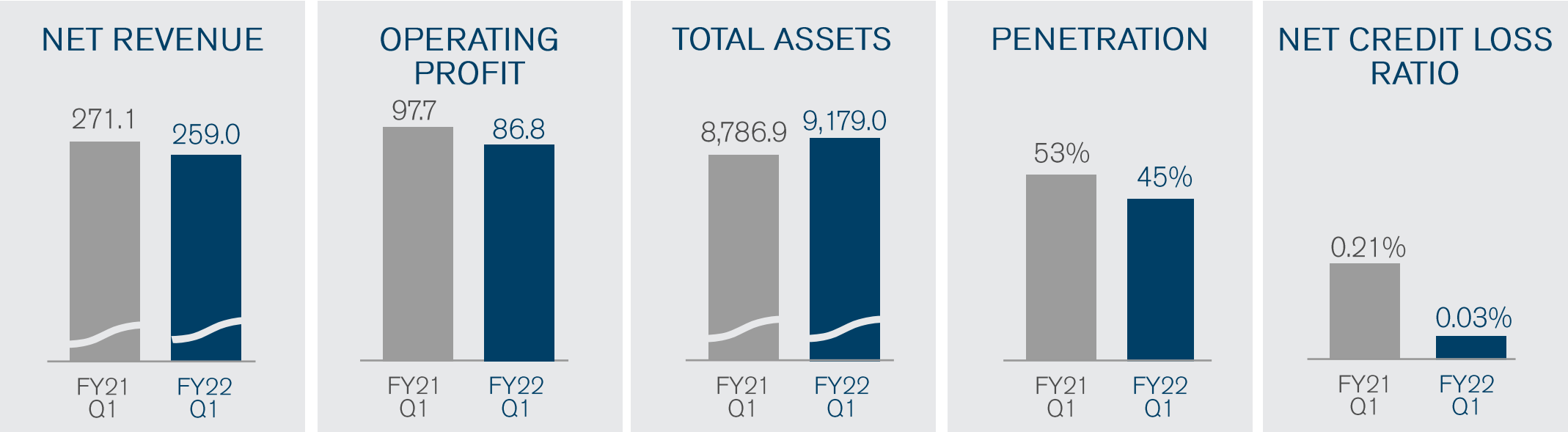
# DRIVING INNOVATION TO ENRICH PEOPLE'S LIVES



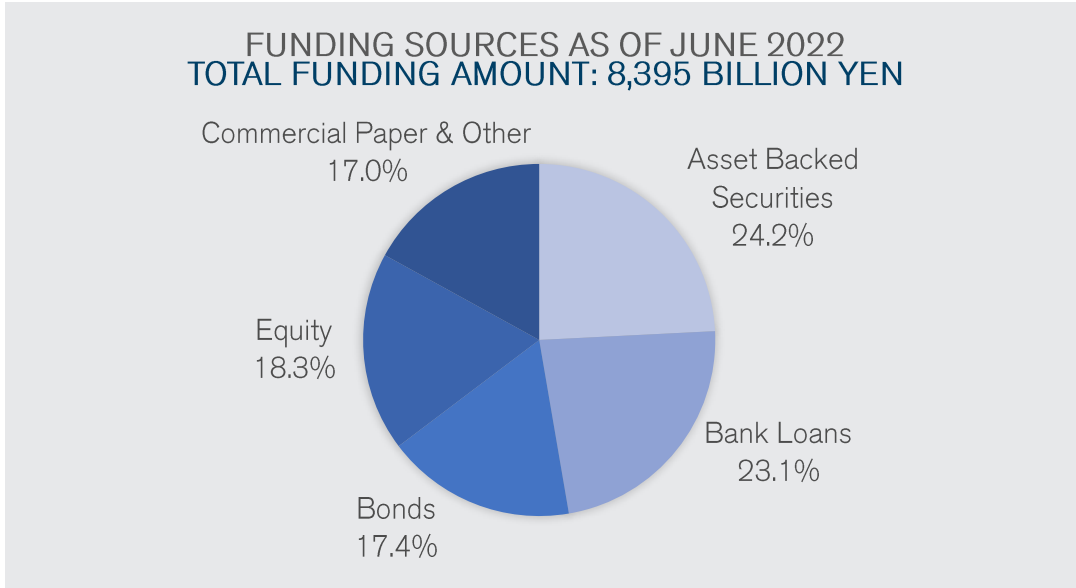
# Appendix

# SALES FINANCING

(BILLION YEN)

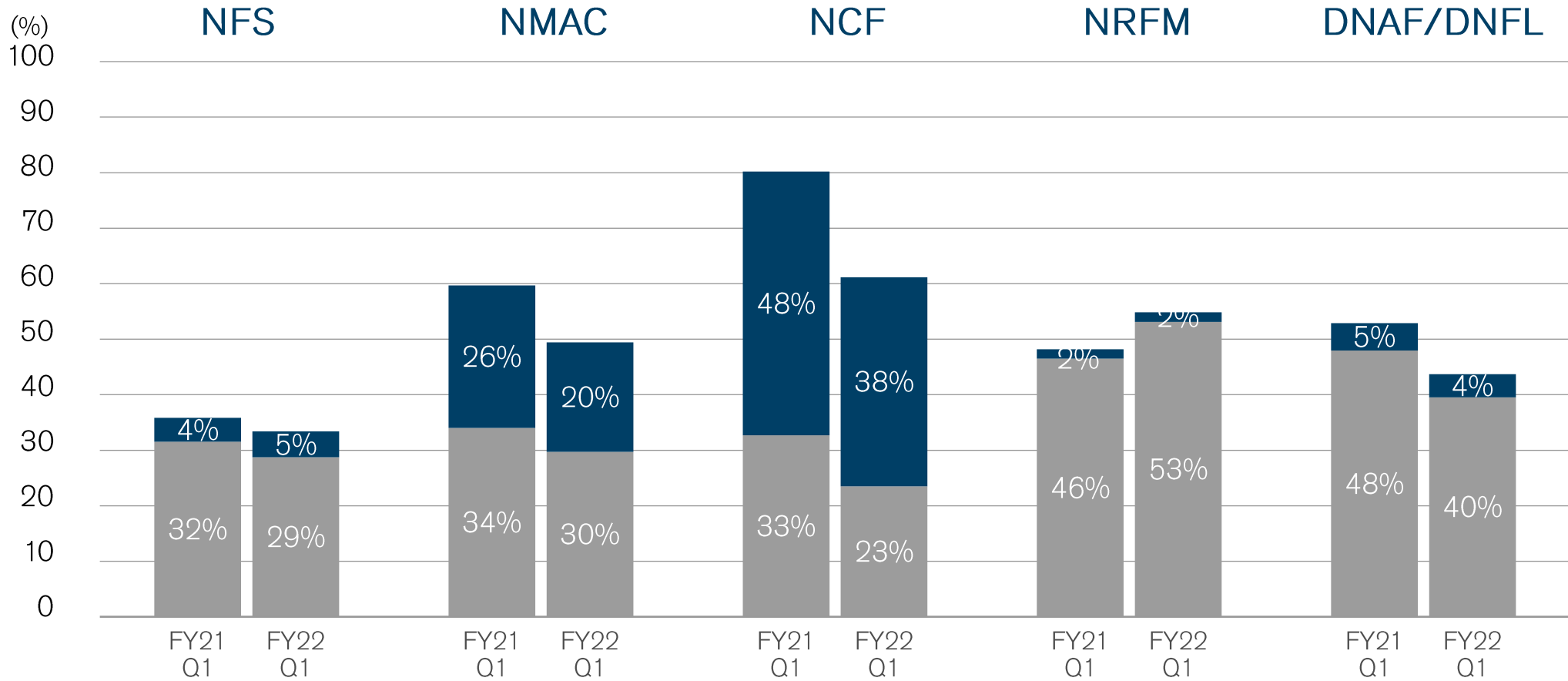


- Profits lower year over year due to declining assets (without FX) and decline in one-time items such as credit provision release and remarketing profits
- Without FX impact, Assets decreased year over year due to lower retail sales and lower dealer inventory
- Portfolio quality improvement and high used car values resulting in lower Net Credit Losses
- Diversified funding sources, strong liquidity and equity position



# SALES FINANCING

## PENETRATION



NFS: Nissan Financial Services, sales finance company in Japan

NMAC: Nissan Motor Acceptance Company LLC, sales finance company in US

NCF: Sales Financing division of Nissan Canada Inc.

NRFM: NR Finance Mexico, sales finance company in Mexico

DNAF: Dongfeng Nissan Auto finance company in China

DNFL: Dongfeng Nissan Financial Leasing in China



# SALES FINANCING

## NET CREDIT LOSS RATIO

	FY21 Q1		FY22 Q1		VARIANCE
NFS	Lease:	0.02%	Lease:	0.01%	Lease: -0.01 point
	Retail:	0.07%	Retail:	0.07%	Retail: 0.00 point
	Total:	0.06%	Total:	0.06%	Total: 0.00 point
NMAC	Lease:	-0.21%	Lease:	-0.84%	Lease: -0.63 point
	Retail:	0.32%	Retail:	0.18%	Retail: -0.14 point
	Total:	0.08%	Total:	-0.23%	Total: -0.31 point
NCF	Lease:	-0.02%	Lease:	-0.03%	Lease: -0.01 point
	Retail:	0.09%	Retail:	0.06%	Retail: -0.03 point
	Total:	0.04%	Total:	0.02%	Total: -0.02 point
DNFL* DNAF	Lease:	0.71%	Lease:	1.40%	Lease: +0.69 point
	Retail:	0.10%	Retail:	0.18%	Retail: +0.08 point
	Total:	0.16%	Total:	0.31%	Total: +0.15 point

NFS: Nissan Financial Services, sales finance company in Japan

NMAC: Nissan Motor Acceptance Company LLC, sales finance company in US

NCF: Sales Finance division of Nissan Canada Inc.

DNAF: Dongfeng Nissan Auto finance company in China

DNFL: Dongfeng Nissan Financial Leasing in China

\*Credit losses at DNFL are not stable as yet as DNFL business is still in early stage and higher risk profile of DNFL customers



# SALES FINANCING

## OPERATING PROFIT & ASSET

	FY21 Q1	FY22 Q1	VARIANCE
<b>NFS</b> (billion yen)	Asset: 1,355.7 OP: 9.0	Asset: 1,303.2 OP: 9.0	Asset: -52.5 OP: 0.0
<b>NMAC</b> (million USD)	Asset: 44,734 OP: 530	Asset: 37,589 OP: 345	Asset: -7,145 OP: -185
<b>NCF</b> (million CAD)	Asset: 8,059 OP: 70	Asset: 7,394 OP: 67	Asset: -665 OP: -3
<b>NRFM</b> (million MXN)	Asset: 98,518 OP: 1,294	Asset: 78,412 OP: 1,124	Asset: -20,106 OP: -170
<b>DNAF</b> <b>DNFL</b> (million CNY)	Asset: 71,169 OP: 789	Asset: 67,732 OP: 742	Asset: -3,437 OP: -47

**NFS:** Nissan Financial Services, sales finance company in Japan

**NMAC:** Nissan Motor Acceptance Company LLC, sales finance company in US

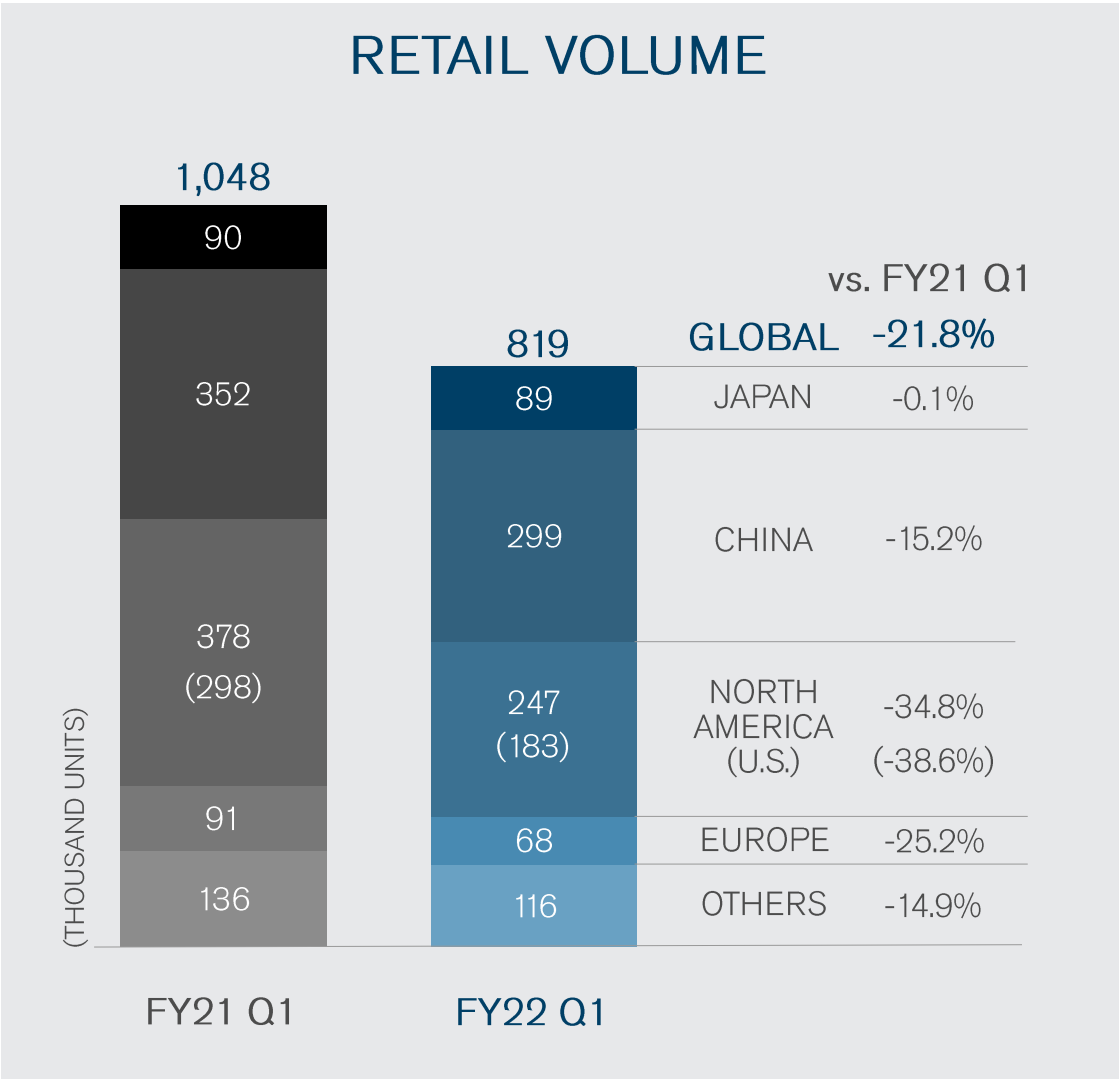
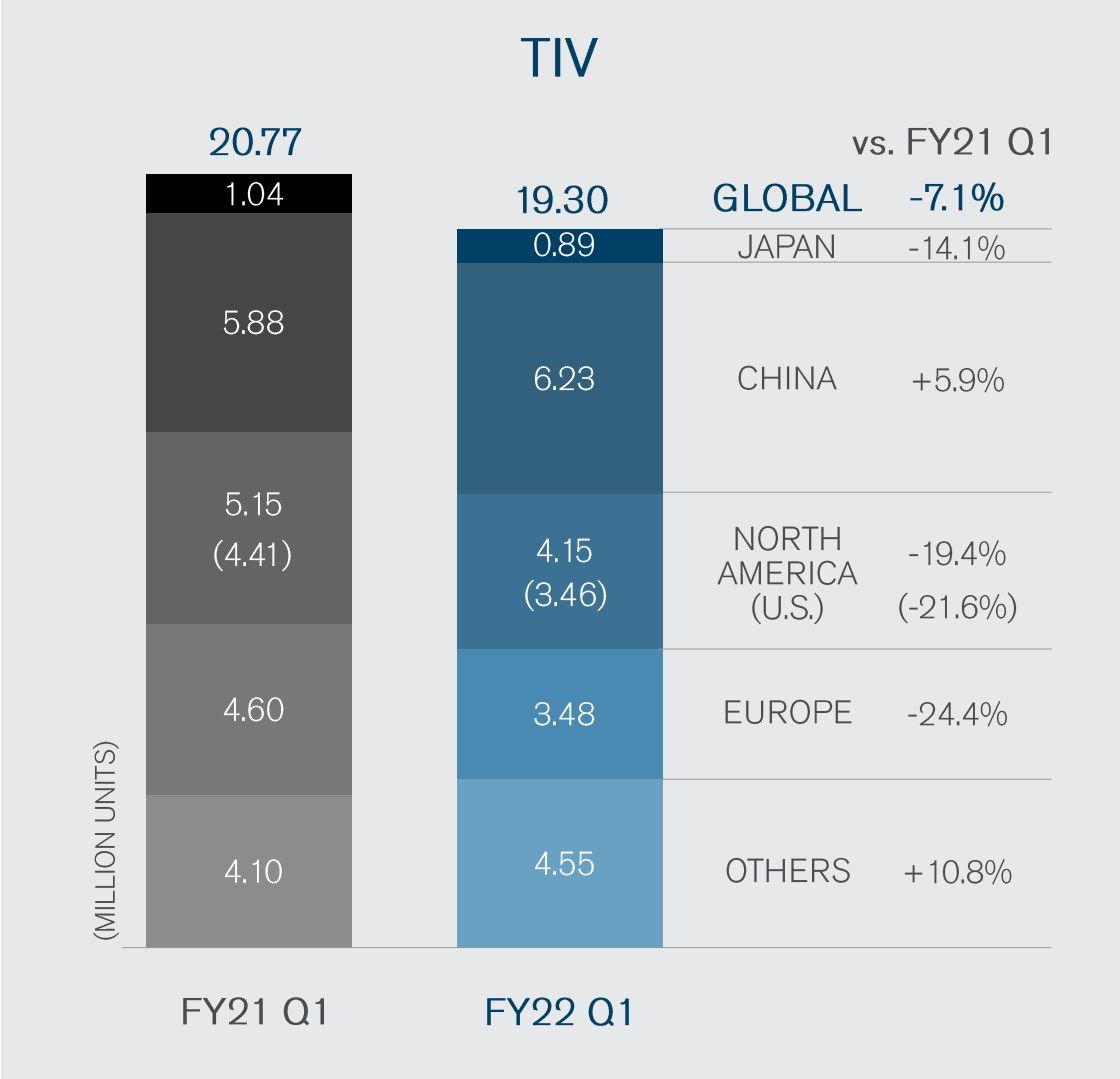
**NCF:** Sales Financing division of Nissan Canada Inc.

**NRFM:** NR finance Mexico, sales finance company in Mexico

**DNAF:** Dongfeng Nissan Auto finance company in China

**DNFL:** Dongfeng Nissan Financial Leasing in China

# SALES PERFORMANCE



Includes China local brands and LCV  
Nissan estimation for TIV

# FINANCIAL PERFORMANCE

(EQUITY BASIS)

## FY22 Q1 OPERATING PROFIT VARIANCE ANALYSIS

(BILLION YEN)

FOREIGN EXCHANGE IMPACT		VOLUME/MIX				SELLING EXPENSES			
<b>+25.7</b>		<b>-27.8</b>				<b>+60.9</b>			
USD	+39.1 (109.5 ⇒129.7)	JPN	-0.3	Volume*1:	-0.4	JPN	-0.8	Incentives:	-1.6
CAD	+8.0 (89.2 ⇒101.7)			Mix:	-0.4			Others:	+0.7
MXN	-8.0 (5.5 ⇒6.5)			Incentives*2:	+0.4	US	+22.5	Incentives:	+20.4
CNY	-4.5 (16.4 ⇒18.3)	US	-27.7	Volume*1:	-37.2			Others:	+2.1
BRL	+3.9 (20.7 ⇒26.4)			Mix:	-9.5	EUR	+12.6	Incentives:	+11.4
TRY	-3.8 (13.1 ⇒8.2)			Incentives*2:	+19.1			Others:	+1.2
OTHERS	-9.0	EUR	+4.3	Volume*1:	+1.4	MEX&CAN	+8.8		
				Mix:	+8.2	OTHERS	+17.9		
				Incentives*2:	-5.3				
		MEX&CAN	-1.2					GLOBAL	Incentives: +53.6
		OTHERS	-2.8						Others: +7.3

\*1: Includes country mix

\*2: Volume impact on incentives

Incentives include impact of price revisions

# FINANCIAL PERFORMANCE

(EQUITY BASIS)

## FREE CASH FLOW (AUTO BUSINESS)

(BILLION YEN)	FY22 Q1
NET CASH INFLOW FROM P&L ITEMS	+46.5
AP/AR	-54.1
INVENTORY	-135.6
TAX/OTHER OPERATING ACTIVITIES	-75.0
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>-218.2</b>
CAPEX <sup>*1</sup>	-95.9
OTHERS	+9.5
<b>FREE CASH FLOW</b>	<b>-304.6</b>

FY21 FREE CASH FLOW <sup>*2</sup>	<u>Q1</u> -174.4
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\*1: CAPEX does not include finance lease-related investments

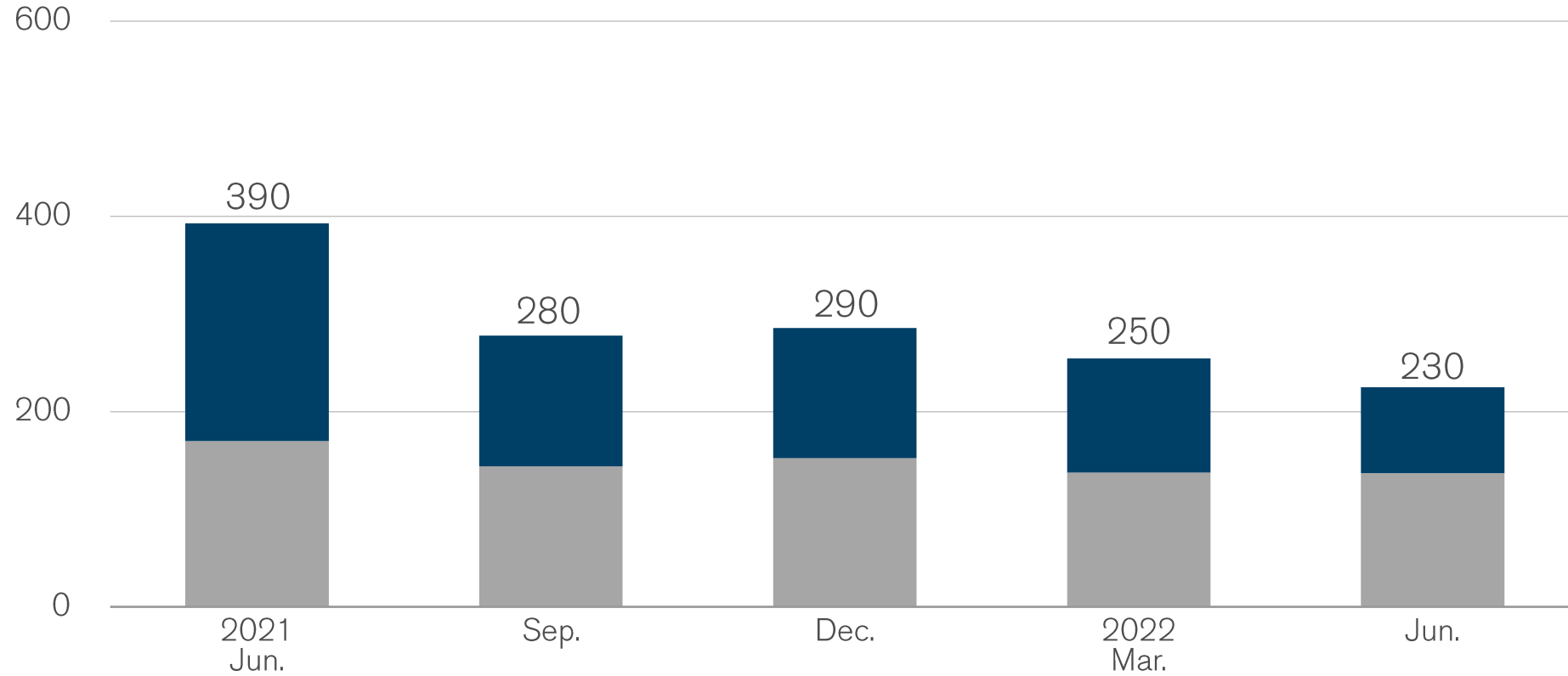
\*2: Includes net proceeds from sale of Daimler AG shares +150.0 billion yen in FY21 Q1

# INVENTORY STATUS

(EXCLUDING CHINA JV)

## INVENTORY STATUS

(THOUSAND UNITS)



- Dealer inventory, except some minor countries
- Consolidated Nissan inventory, except some minor countries

# NET CASH BY BUSINESS SEGMENT

(EQUITY BASIS)

(BILLION YEN)	AS OF MARCH 31, 2022			AS OF JUNE 30, 2022		
	AUTOMOBILE & ELIMINATIONS	SALES FINANCING	TOTAL	AUTOMOBILE & ELIMINATIONS	SALES FINANCING	TOTAL
BORROWINGS FROM THIRD PARTIES	1,867.5	5,264.9	7,132.4	1,898.7	5,275.0	7,173.7
INTERNAL LOAN TO SALES FINANCING (NET)	-894.5	894.5	0.0	-1,337.6	1,337.6	0.0
CASH AND CASH EQUIVALENT	1,701.0	91.7	1,792.7	1,387.5	81.7	1,469.2
NET CASH	728.0	-6,067.7	-5,339.7	826.4	-6,530.9	-5,704.5

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.