

95th Ordinary General Shareholders Meeting



NISSAN SHATAI CO., LTD.

Report on the Number of Voting Rights

Report on the Number of Voting Rights

Total number of shareholders as at the end of the 95th fiscal period	4,464
---	--------------

Total number of shares issued	157,239,691
--------------------------------------	--------------------

Number of shareholders with voting rights	3,988
--	--------------

Number of voting rights owned	1,354,260
--------------------------------------	------------------

Audit Report by the Accounting Auditor and Board of Statutory Auditors

**Please refer to pages 42 - 43 of the reference
materials appended to the Notice of Convocation.**

95th Ordinary General Shareholders Meeting



NISSAN SHATAI CO., LTD.

Items to be Reported

1. 95th fiscal period (April 1, 2017 – March 31, 2018)

Business Report and Consolidated Financial Statements

2. 95th fiscal period (April 1, 2017 – March 31, 2018)

Report on Financial Statements

Items Pertaining to the Current State of the Corporate Group



ARMADA



Infiniti QX80



NV200
VANETTE



WINGROAD



NV150
AD



NV350
CARAVAN



ELGRAND



CIVILIAN



ATLAS F24

Vehicle Sales Volume

(Units)

$\Delta 7.9\%$

250,000

200,000

150,000

100,000

50,000

0

195,686

213,635

230,331

212,198

Microbuses

Commercial
Vehicles

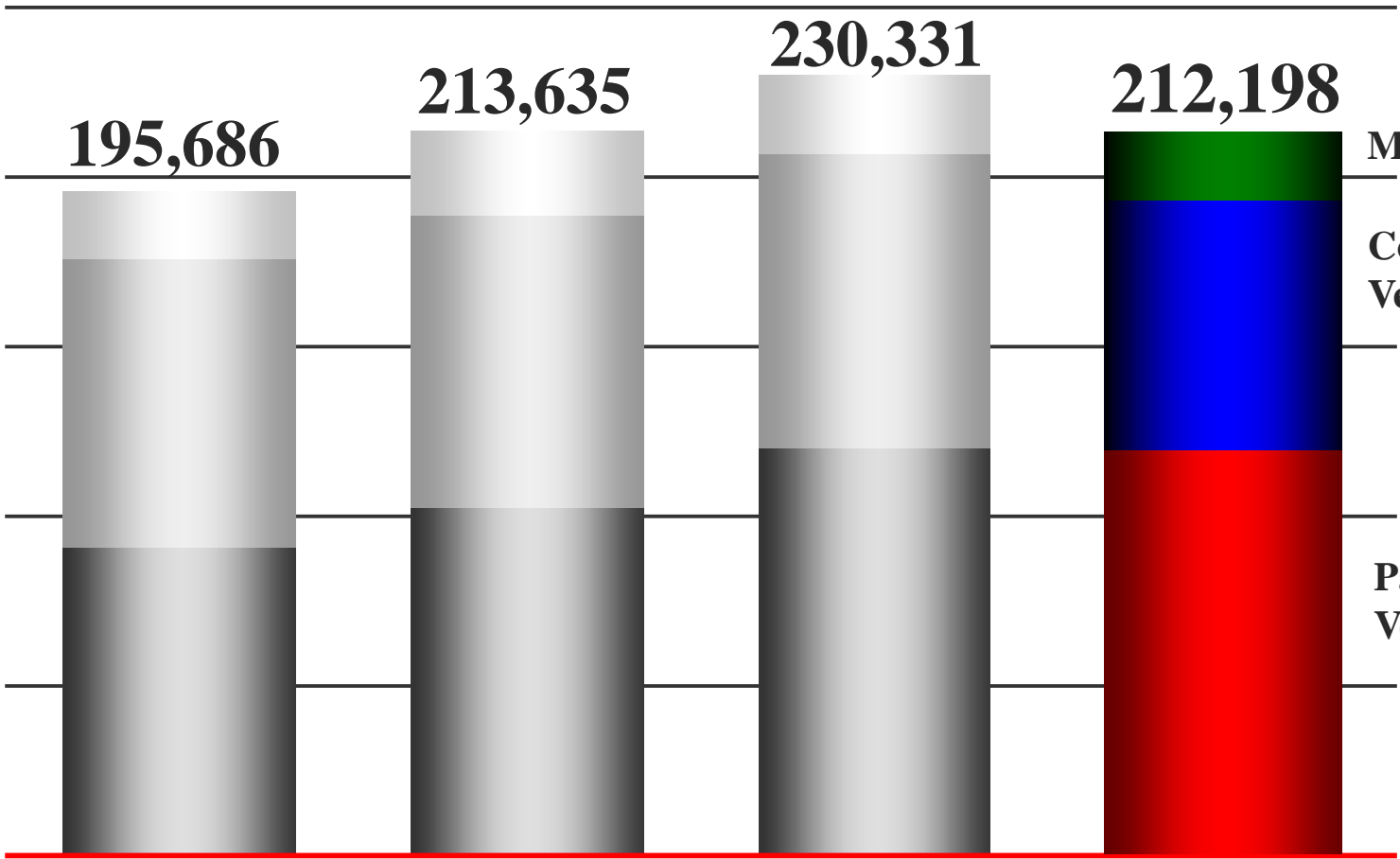
Passenger
Vehicles

Fiscal 2014

Fiscal 2015

Fiscal 2016

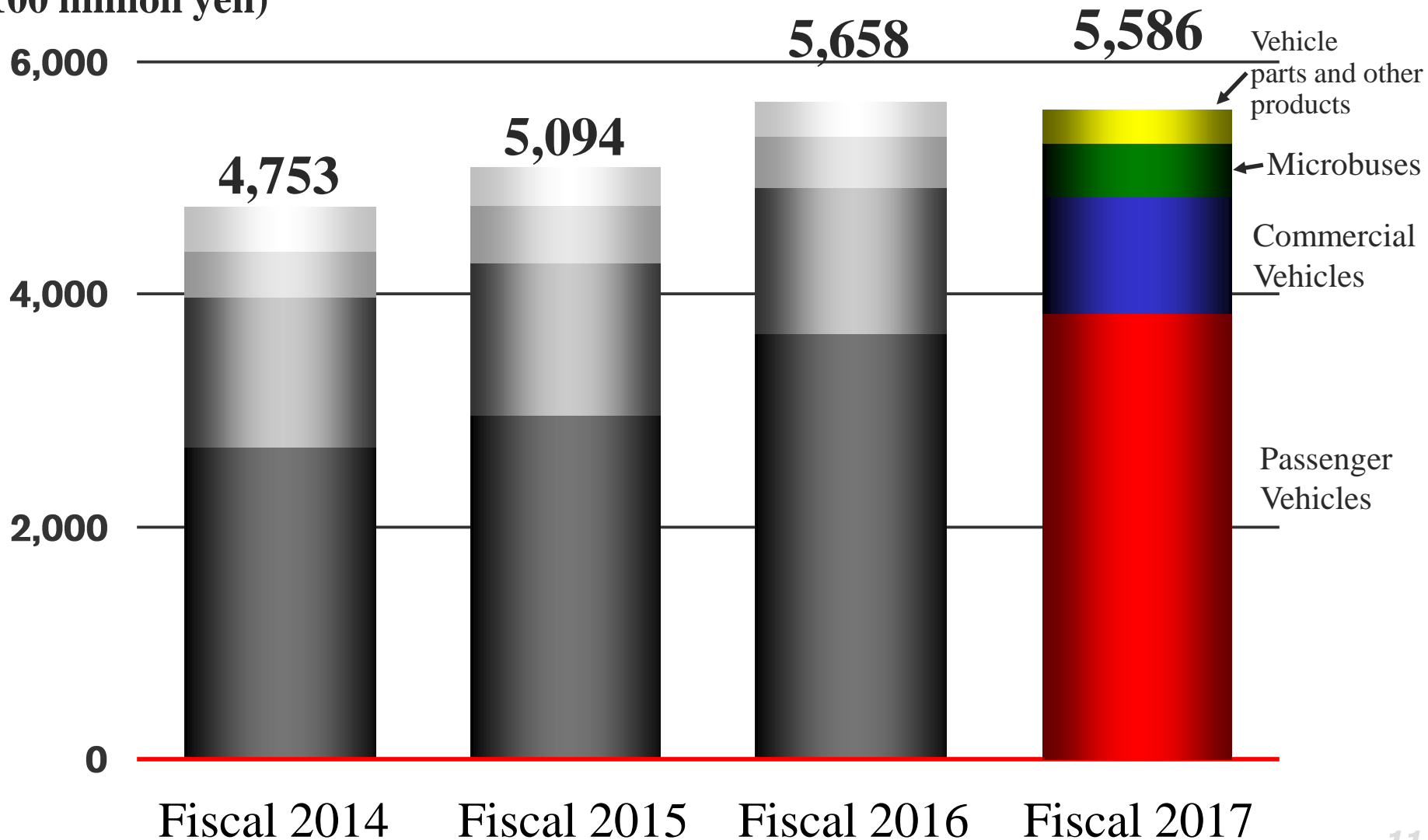
Fiscal 2017



Net Sales (Consolidated)

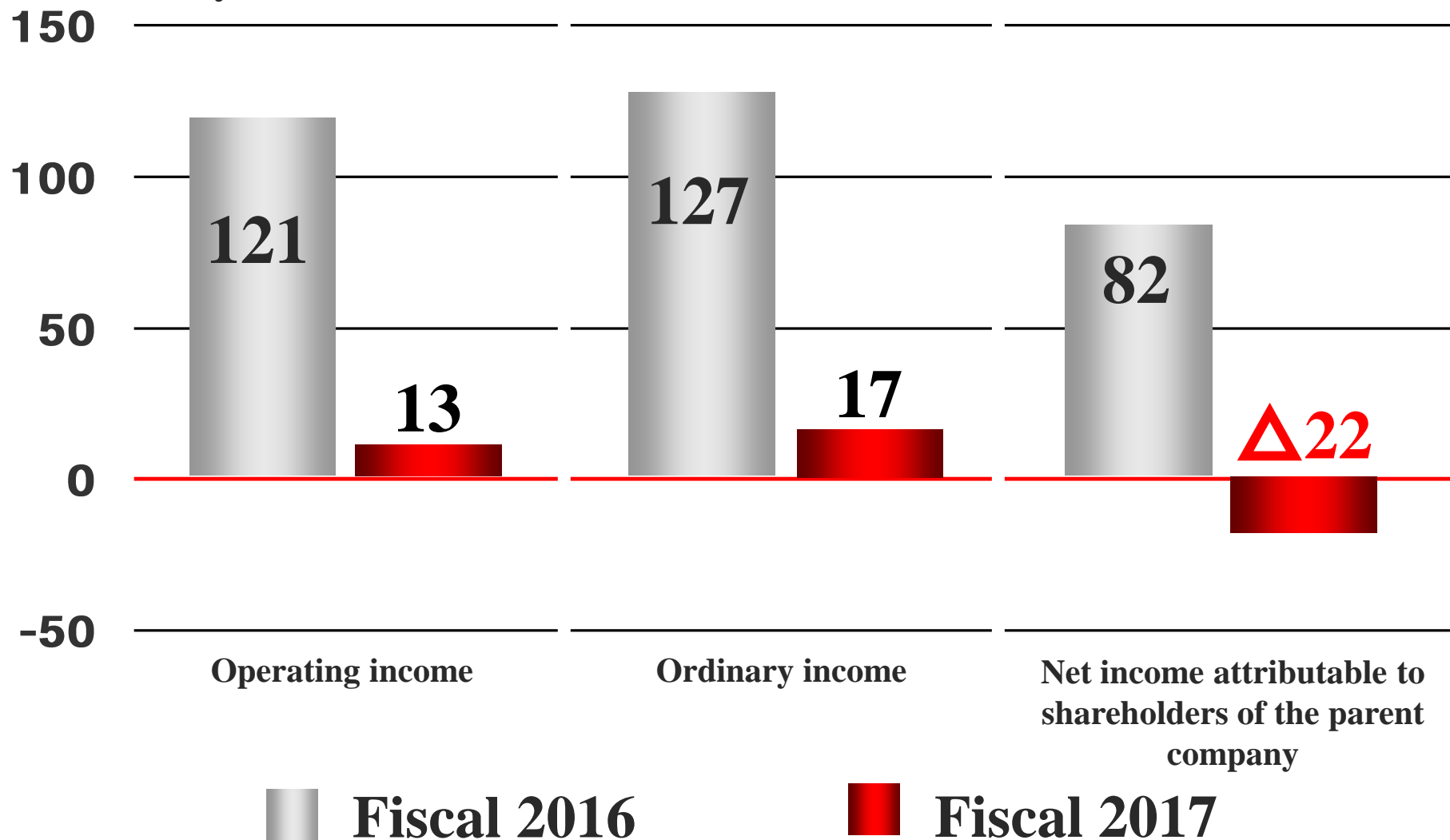
$\Delta 1.3\%$

(100 million yen)



Comparison of Income/Loss (Consolidated)

(100 million yen)



Funding Activities

Capital Expenditures

Total of approximately ¥14.4 billion

- **New vehicles, boosting our vehicles' appeal through minor changes**
- **Streamlining and enhancing various corporate equipment and facilities**

Development of Systems to Ensure Proper Conduct of Business (Internal Control)

Please refer to pages 15 - 21 of the reference materials appended to the Notice of Convocation.

Consolidated Financial Statements

Please refer to pages 22 - 29 of the reference materials appended to the Notice of Convocation.

Consolidated Balance Sheet

As of March 31, 2018

Consolidated Balance Sheet (Summary)

(100 million yen)

Item	Amount	YoY Difference	Item	Amount	YoY Difference
Assets	2,730	Δ214	Liabilities	1,113	Δ37
Current assets	2,126		Current liabilities	969	
Fixed assets	603		Fixed liabilities	143	
Tangible fixed assets	560		Net assets	1,617	Δ176
Intangible fixed assets	12		Shareholders' equity	1,633	
Investments and other assets	30		Common stock	79	
			Capital surplus	85	
			Retained earnings	1,695	
			Treasury stock	Δ226	
			Other accumulated comprehensive income	Δ15	
Total	2,730		Total	2,730	

*Please refer to page 22 of the reference materials appended to the Notice of Convocation for details.

The amounts shown are rounded down to the nearest 100 million yen.

Consolidated Statement of Income

**From April 1, 2017
To March 31, 2018**

Consolidated Statement of Income (Summary)

(100 million yen)

Item	Amount
Net sales	5,586
Cost of sales	5,505
Gross profit	80
Selling, general, and administrative expenses	67
Operating income	13
Non-operating income	6
Non-operating expenses	2
Ordinary income	17
Special gains	0
Special losses	46
Total income taxes	△5
Net losses attributable to shareholders of the parent company	△22

* Please refer to page 23 of the reference materials appended to the Notice of Convocation for details.
The amounts shown are rounded down to the nearest 100 million yen.

Consolidated Statement of Changes in Shareholders' Equity, etc.

**From April 1, 2017
To March 31, 2018**

**Please refer to pages 24 - 25 of the reference
materials appended to the Notice of Convocation.**

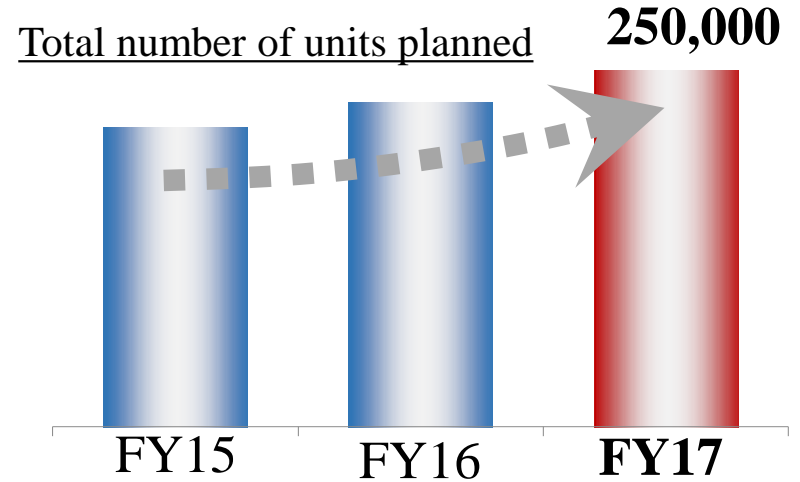
Financial Statements

Please refer to pages 30 - 39 of the reference materials appended to the Notice of Convocation.

Initiatives to Address Challenges

Review of FY2017

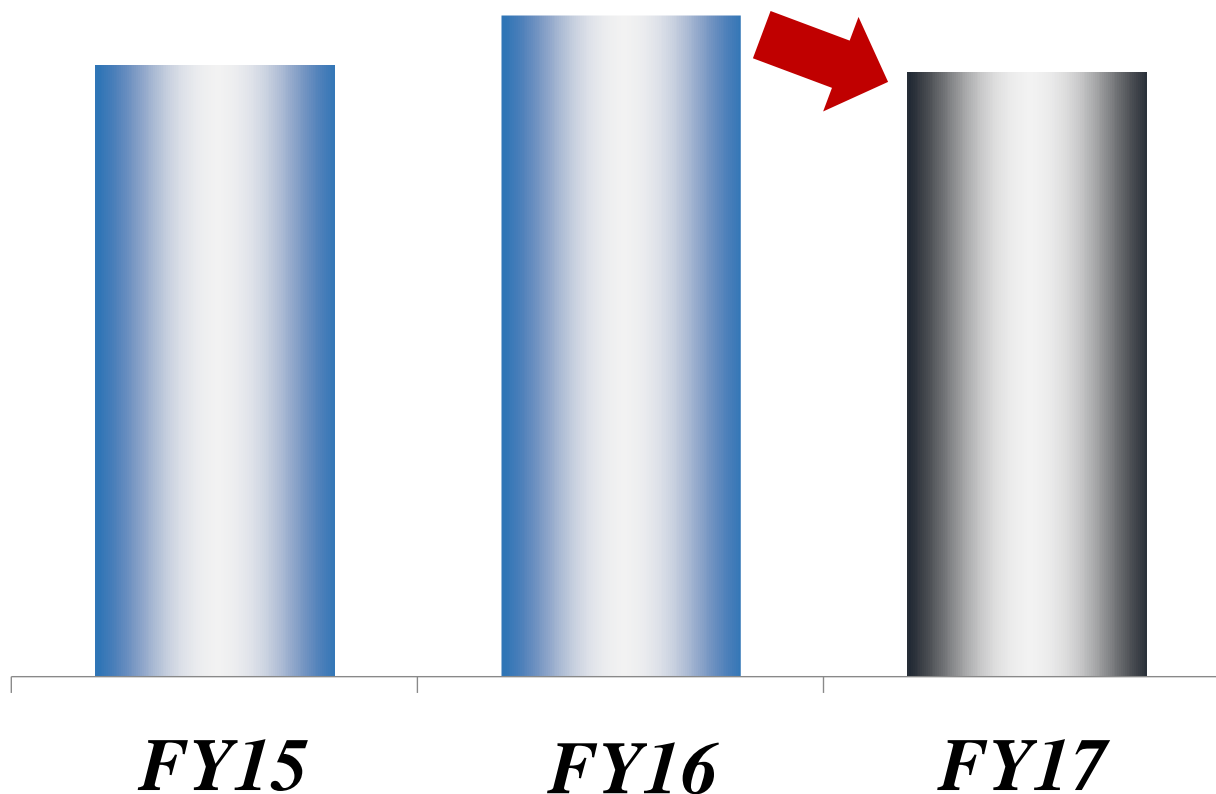
Concurrent production of the Armada starts at Shonan Plant



**Nissan Shatai
Kyushu**

**Shonan
Plant**

FY17 Production Results



Review of FY2017

Countermeasures to avoid re-occurrence of final inspection issue

① Hard responses



Automatic shutters
with face detection



Security gates &
face detection system

② Soft responses

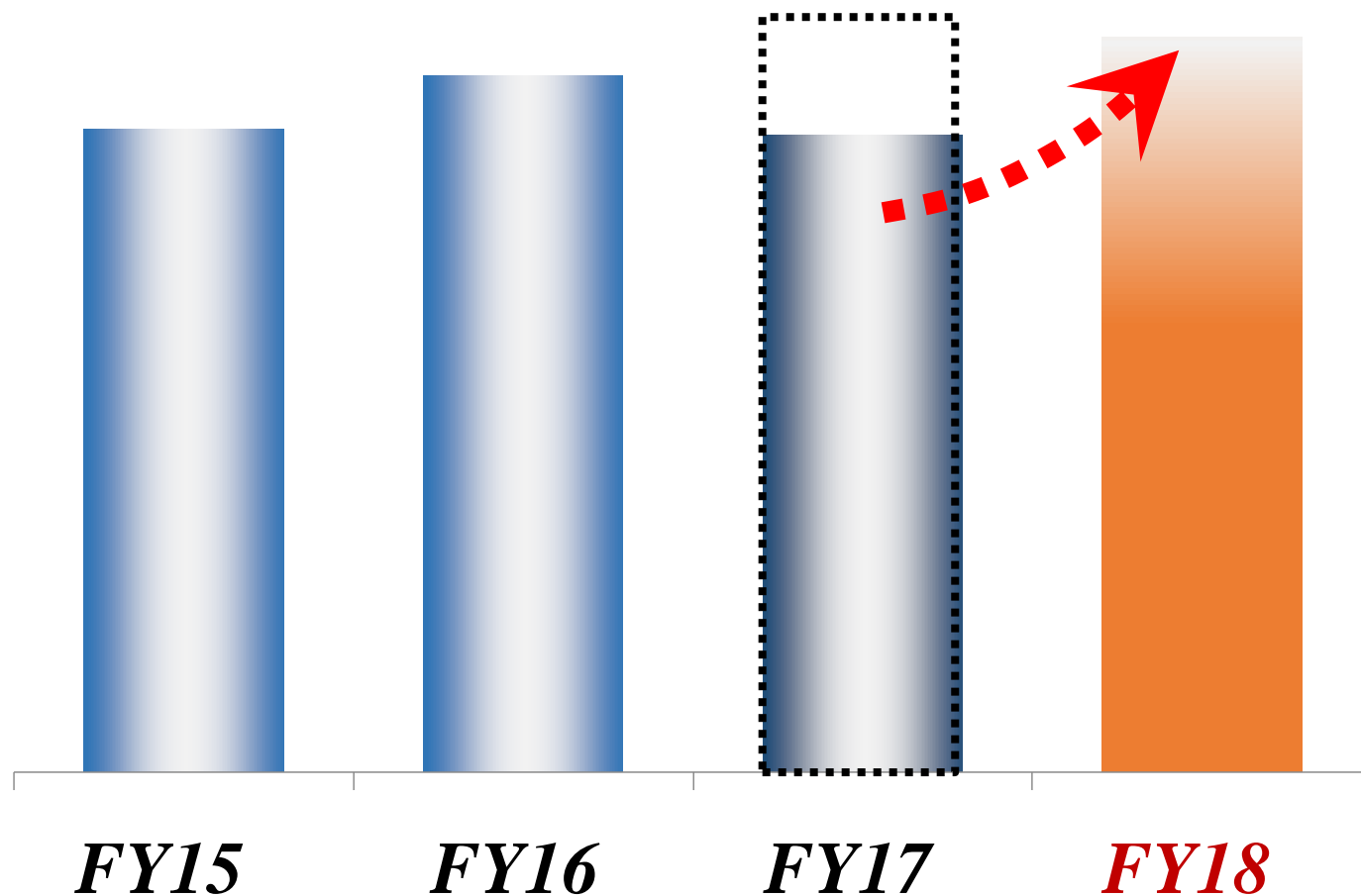


Practical training:
Brake inspections



Classroom training


FY18 Production Plan



Review of FY2017


Primary new models announced and sold in FY17

April	May	June	July	August	September	October	November	December	January	February	March




NV350 Caravan Big-Minor

- V Motion Grill
- Intelligent Around View Monitor
- Automatic Brakes as standard




Infiniti QX80 Big-Minor

- Latest navigation system
- Intelligent rear-view mirror




- FR, RR Exterior Changes
- Latest navigation system
- Intelligent rear-view mirror


Next-Generation Paramedic Motor Show Presentation



Y62 Patrol Minor



Y62 Armada Minor



NV200 Vanette Added 4WD

Efforts for FY 2018

2017-2022 Mid-Term Business Plan

[Fundamental Direction]

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

[Company-Wide Mid-Term Goals]

More Competitive Vehicles	Producing highly appealing vehicles to increase production and sales
More Competitive Plants	Operating plants with the best quality that can earn the trust of customers
More Competitive Technologies and Skill	Establishing global technology bases for LCV and frame-vehicle manufacturing

Acting as a foundation to support all of our activities

Efforts for FY 2018

2017-2022 Mid-Term Business Plan

[Fundamental Direction]

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

[Company-Wide Mid-Term Goals]

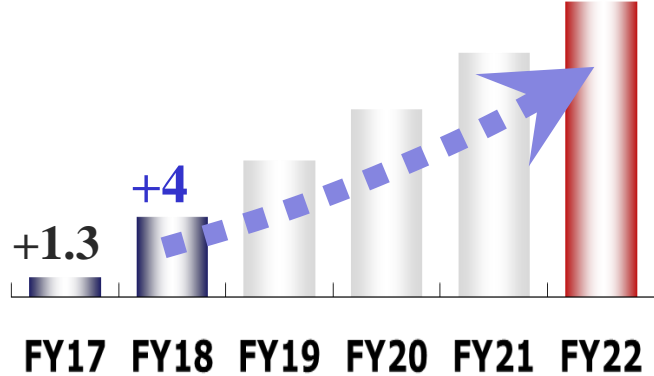
More Competitive Vehicles	Producing highly appealing vehicles to increase production and sales
More Competitive Plants	Operating plants with the best quality that can earn the trust of customers
More Competitive Technologies and Skill	Establishing global technology bases for LCV and frame-vehicle manufacturing

Acting as a foundation to support all of our activities

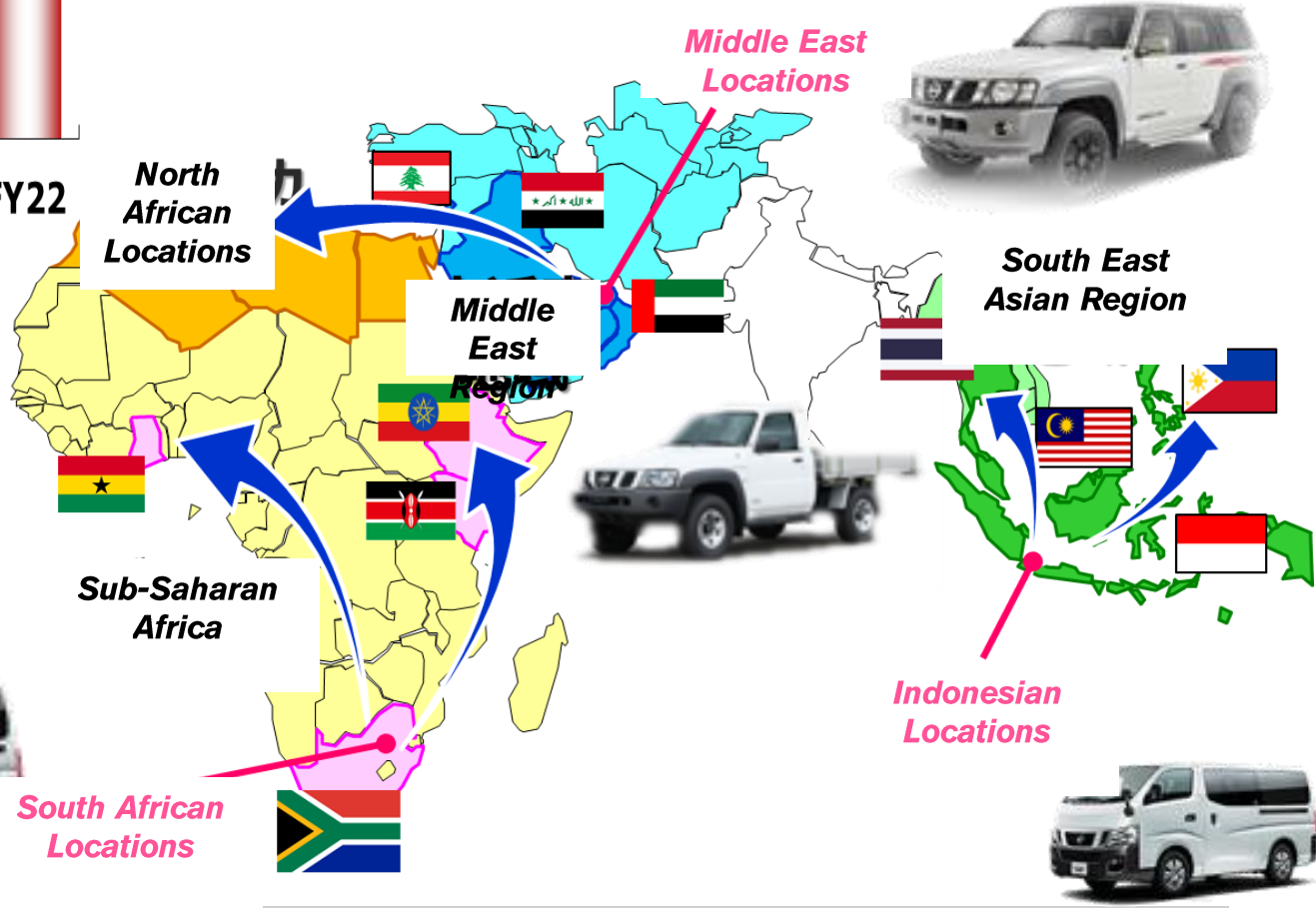
Efforts in FY 2018

More Competitive Vehicles

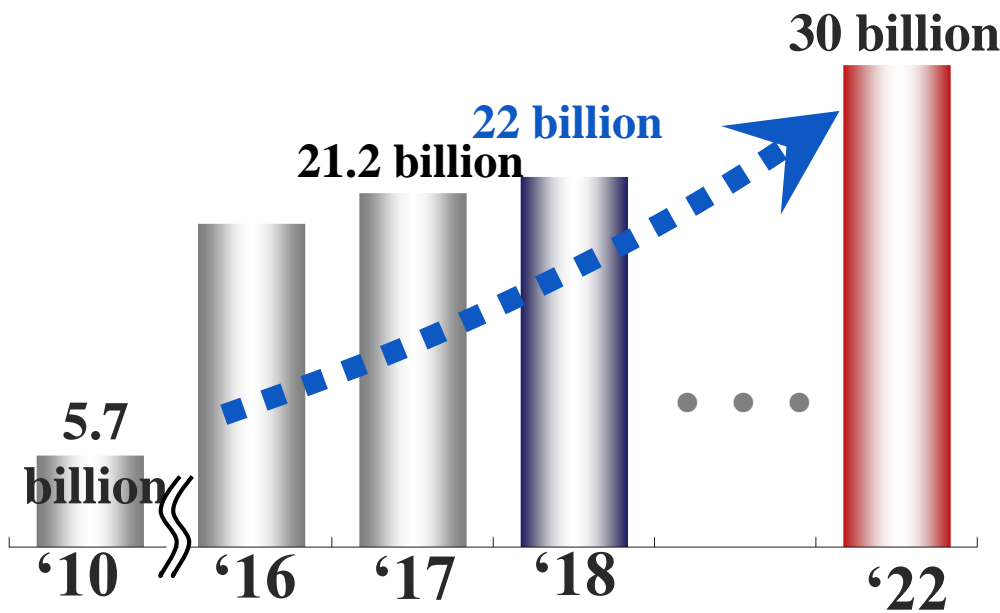
Initiatives to win through units produced **+15 (thousand units)**



Expansion of initiatives to **Africa and Southeast Asia**



Expansion of conversion sales



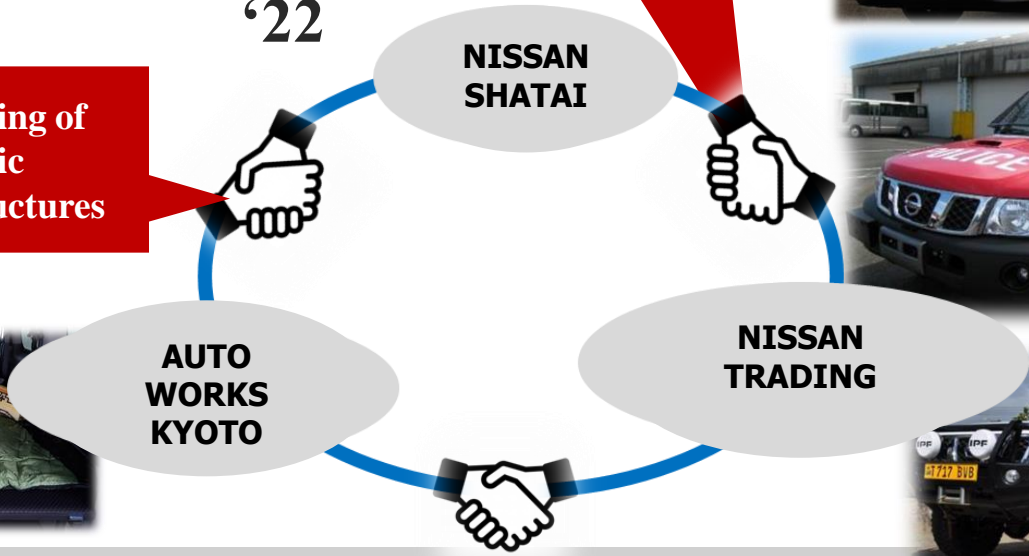
New-Model Paramedic



Expansion of business overseas
 • Vehicles for PKO
 • Special purpose vehicles for domestic market



Strengthening of domestic business structures



Efforts for FY 2018

2017-2022 Mid-Term Business Plan

[Fundamental Direction]

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

[Company-Wide Mid-Term Goals]

More Competitive Vehicles	Producing highly appealing vehicles to increase production and sales
More Competitive Plants	Operating plants with the best quality that can earn the trust of customers
More Competitive Technologies and Skill	Establishing global technology bases for LCV and frame-vehicle manufacturing

Acting as a foundation to support all of our activities

Efforts in FY 2018 More Competitive Plants

Operating plants with the best quality that can earn the trust of customers



**QCT is the Source of Quality
Aiming for Best Quality through Company-Wide
Integrated Manufacturing**

FY17 Nissan Group Japanese Market Initial Quality Assessment 3MIS



NV200
VANETTE



NV150
AD



ATLAS
F24

	FY12	FY13	FY14	FY15	FY16	FY17
1st						
2nd					Note	
3rd			Cube	Note	Cube	

Efforts for FY 2018

2017-2022 Mid-Term Business Plan

[Fundamental Direction]

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

[Company-Wide Mid-Term Goals]


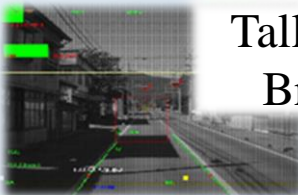

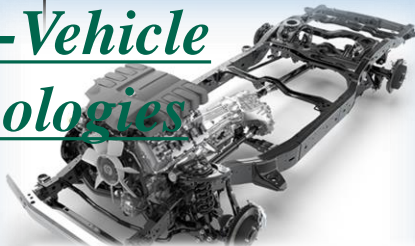
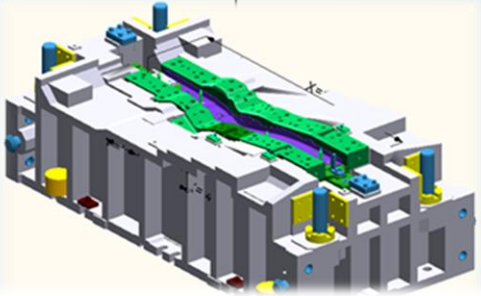

More Competitive Vehicles	Producing highly appealing vehicles to increase production and sales
More Competitive Plants	Operating plants with the best quality that can earn the trust of customers
More Competitive Technologies and Skill	Establishing global technology bases for LCV and frame-vehicle manufacturing

Acting as a foundation to support all of our activities

Efforts in FY 2018 More Competitive Technologies and Skill

Efforts Relating to Technological Challenges in FY18

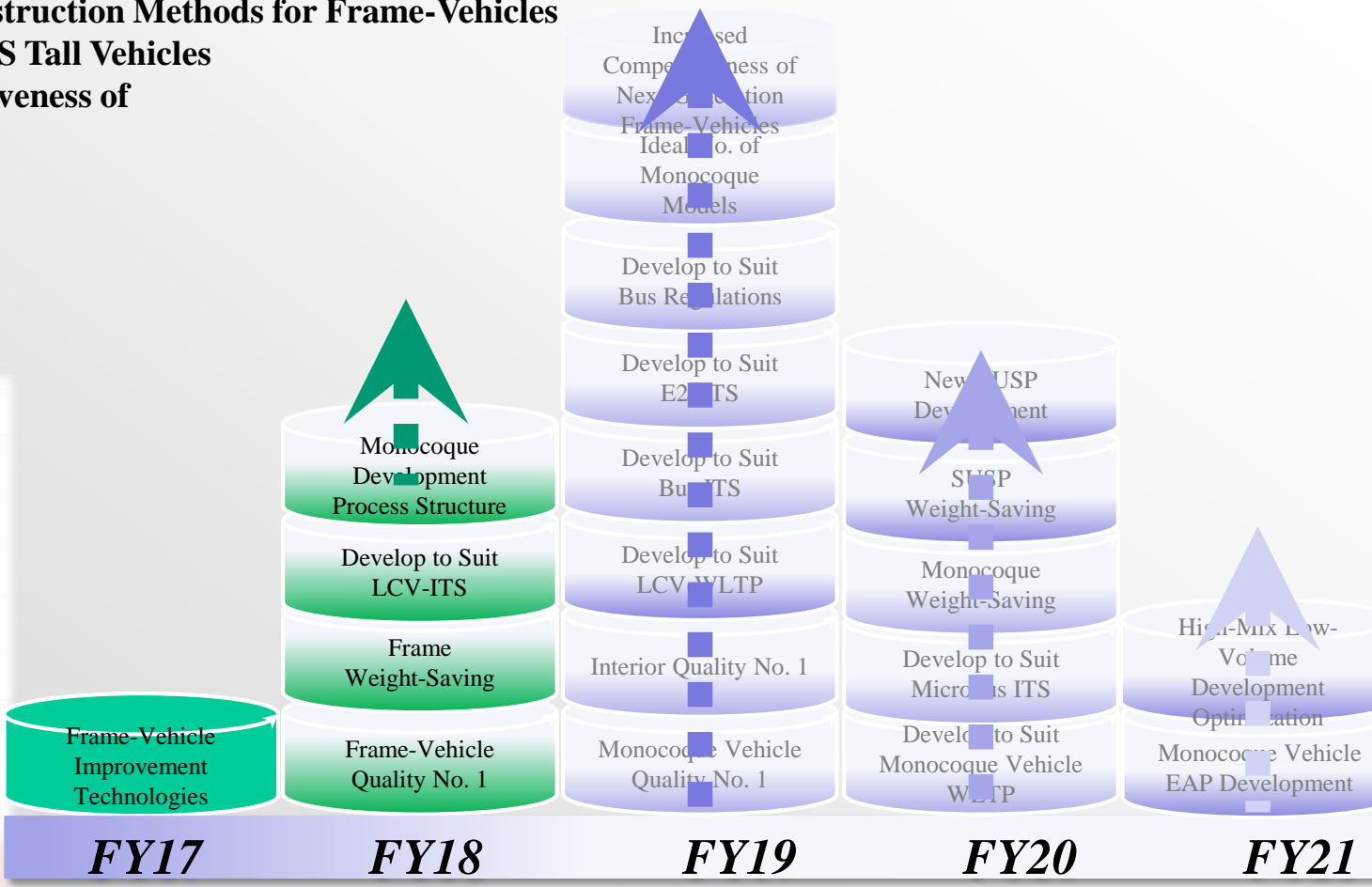
※ITS: Intelligent Transport System

Q1	Q2	Q3	Q4
<p><u>Monocoque, Cab-Over Vehicle Technologies</u></p>  <p>PF Weight-Saving Technologies</p>	<p><u>LCV-ITS</u></p>  <p>Tall-Vehicle Automatic Brake Technologies</p>	<p><u>Frame-Vehicle Technologies</u></p>  <p>Next-Generation Frame-Vehicle Technologies</p>	<p><u>Frame-Vehicle Technologies</u></p>  <p>Next-Generation Frame-Vehicle Technologies</p>
<p><u>Next-Generation Frame-Vehicle Technologies</u></p>  <p>Frame part accuracy assurance</p>		<p><u>Improve Working Environment Throughout Processes</u></p>  <p>Assistive device technology</p>	

Efforts in FY 2018 More Competitive Technologies and Skill

Primary Efforts in FY18 Related to Technologies

- ✓ **Monocoque Cab-Over Vehicle Weight-Saving Technologies**
- ✓ **New Structure, Construction Methods for Frame-Vehicles**
- ✓ **Applying to LCV-ITS Tall Vehicles**
- ✓ **Increased Competitiveness of Vehicles**



Promote Accumulation of Technologies

Efforts for FY 2018

2017-2022 Mid-Term Business Plan

[Fundamental Direction]

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

[Company-Wide Mid-Term Goals]

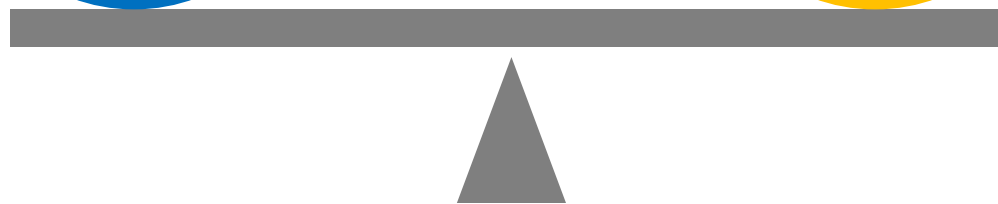
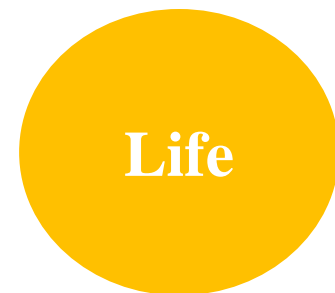
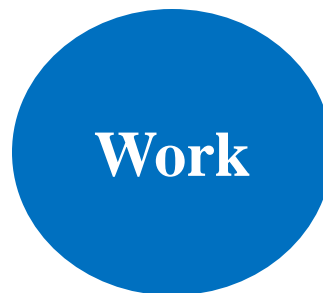
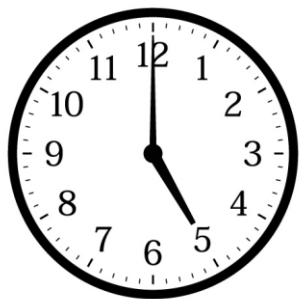
More Competitive Vehicles	Producing highly appealing vehicles to increase production and sales
More Competitive Plants	Operating plants with the best quality that can earn the trust of customers
More Competitive Technologies and Skill	Establishing global technology bases for LCV and frame-vehicle manufacturing

Acting as a foundation to support all of our activities

Promotion of Diversity

“Realizing workplaces in which it is easy to work for all”

- Improve numbers of men taking parental leave
- Reduce long working hours



Efforts for FY 2018

2017-2022 Mid-Term Business Plan

[Fundamental Direction]

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

[Company-Wide Mid-Term Goals]

More Competitive Vehicles	Producing highly appealing vehicles to increase production and sales
More Competitive Plants	Operating plants with the best quality that can earn the trust of customers
More Competitive Technologies and Skill	Establishing global technology bases for LCV and frame-vehicle manufacturing

Acting as a foundation to support all of our activities

Initiatives to Address Challenges

95th Ordinary General Shareholders Meeting



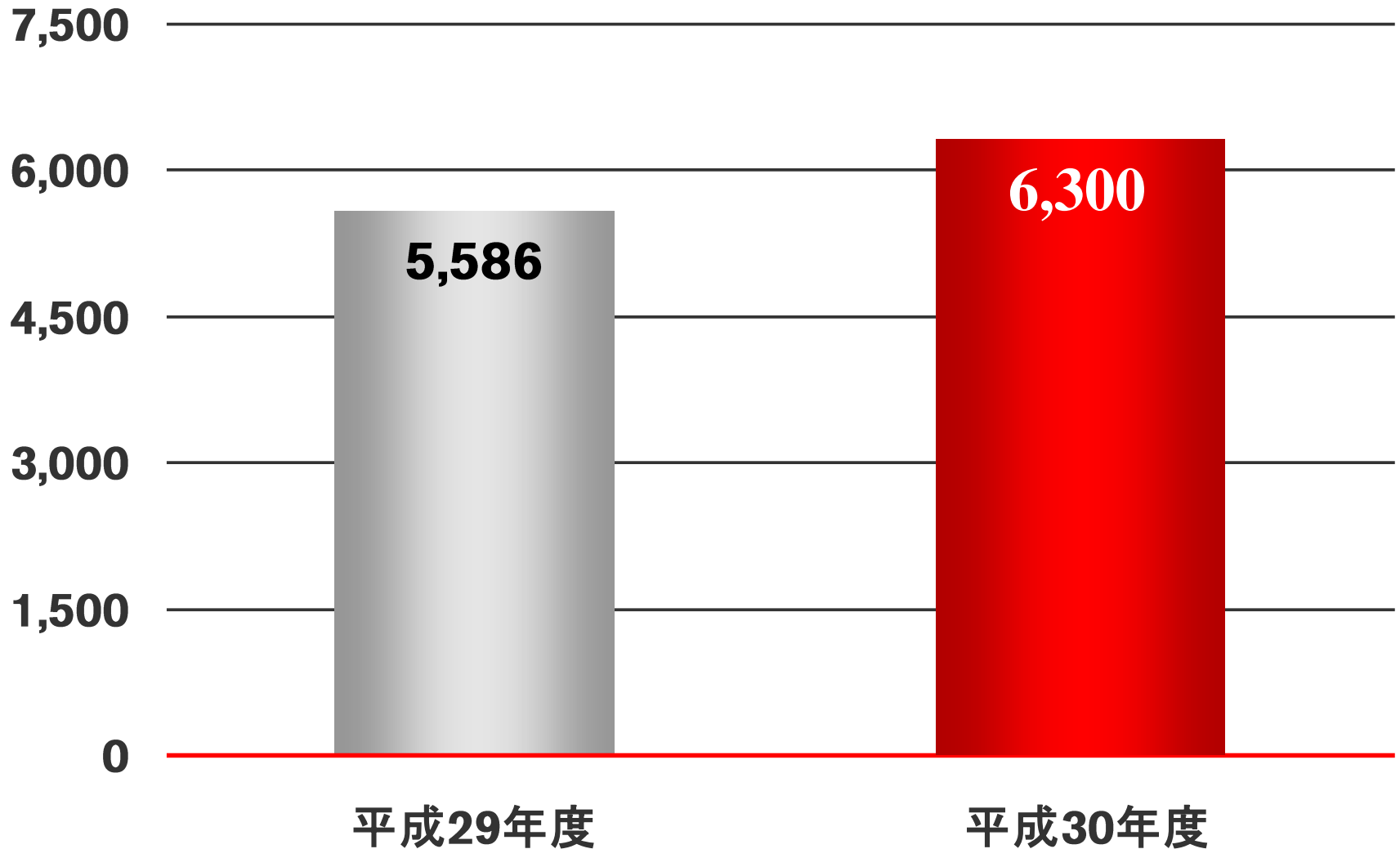
NISSAN SHATAI CO., LTD.

Business Outlook for Fiscal 2018

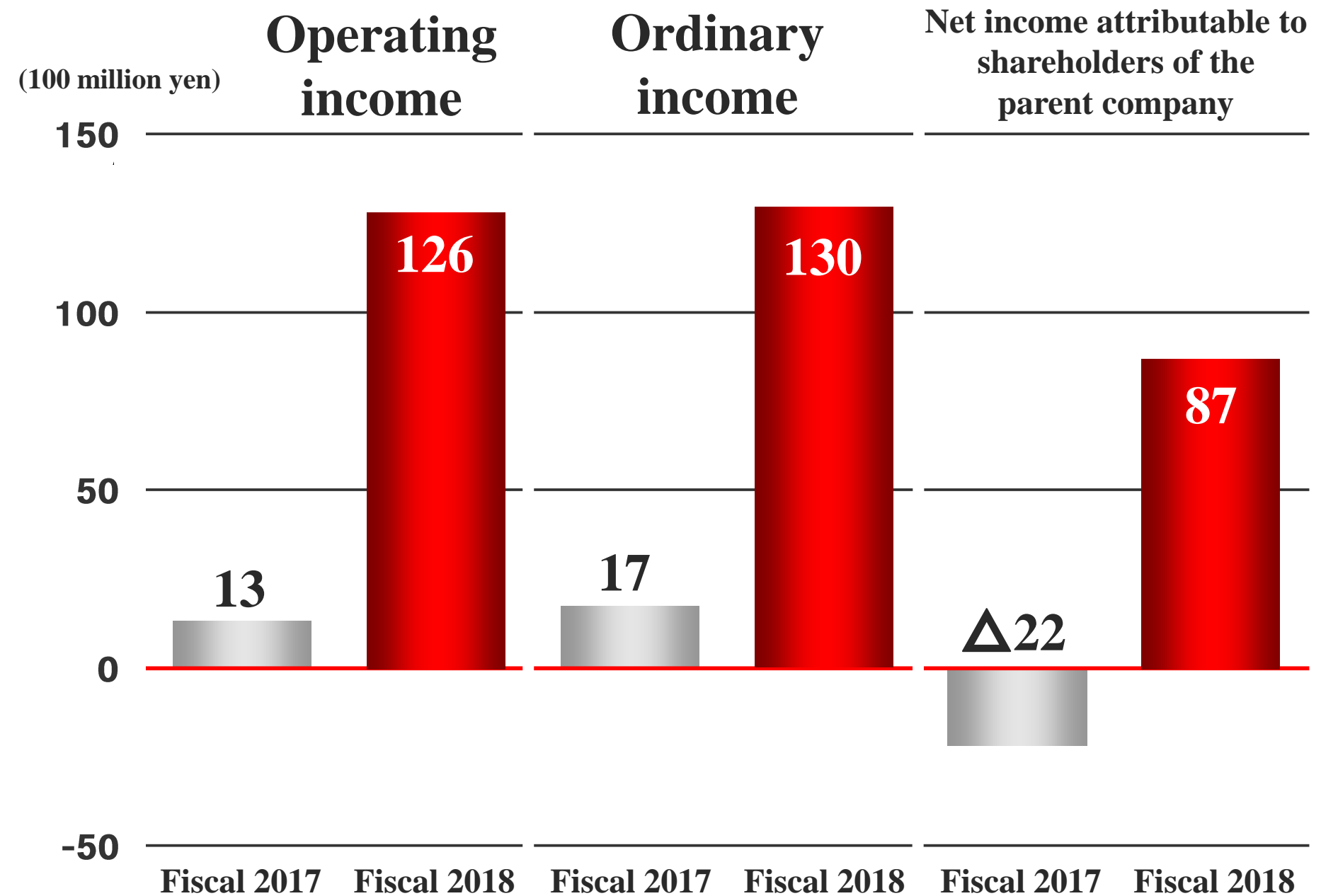
(Consolidated)

Net Sales

(100 million yen)

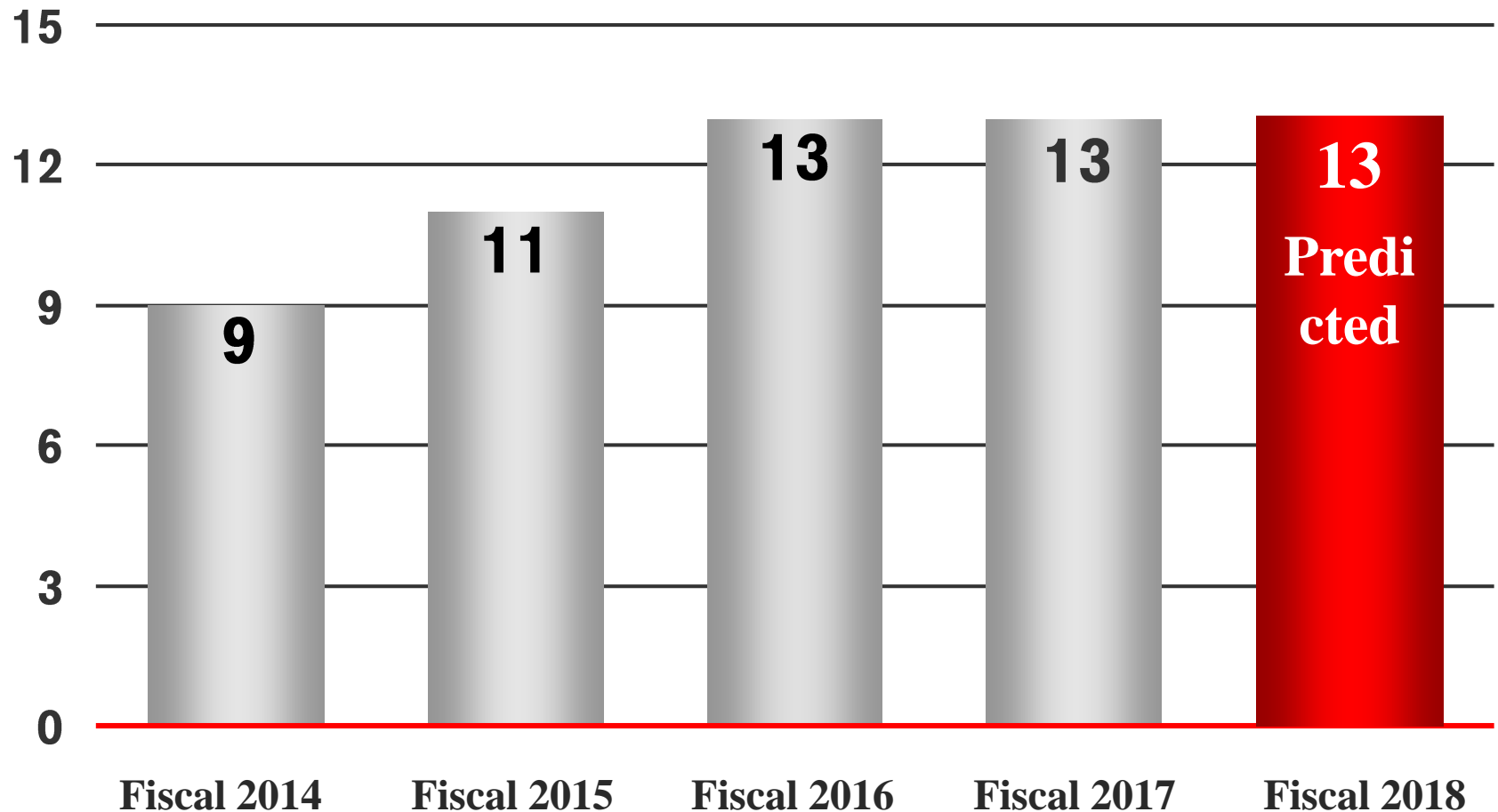


(Consolidated)



Annual dividend trends per-share

(Yen)



95th Ordinary General Shareholders Meeting



NISSAN SHATAI CO., LTD.