

NISSAN SHATAI CO., LTD.

FY 2022 Financial Results

(Fiscal year ending March 31, 2023)



May 2022

Reflecting on the Fiscal 2017-2022 Medium-term Management Plan

More competitive vehicles

Nissan Shatai has refurbished the external appearance of "Patrol", "Patrol NISMO", and "Elgrand", and has introduced leading edge safety features. Furthermore, we have met the requirements of a range of more stringent regulations while enhancing fuel efficiency, by revamping the powertrains of commercial vehicles including "AD" and "NV200 Vanette". For example, we installed in "Caravan" a new model diesel engine which greatly enhances fuel efficiency and quietness. In this way, we continuously tackled the maintenance and expansion of the competitiveness of our products. Auto Works Kyoto launched a new model "PARAMEDIC" for the first time in 20 years and took the opportunity of the end of production of mass-produced vehicle models to be reborn as a plant specializing in specially equipped vehicles and work toward enhancing its product variations.

More competitive plants

The Shonan Plant is optimizing its fixed costs and variable costs and has started further right-sizing initiatives. Furthermore, Nissan Shatai Kyushu tackled high goals for quality, cost, and speed during high operation.

More competitive technologies and skills

Through the Technology Committee, Nissan Shatai built up LCV-specific technologies (LCV: Light Commercial Vehicles) and also established the technologies which will be key when producing the frame vehicles.

The foundation for all our activities

We have promoted diversity centered on the active participation of women and we have enhanced our various systems (childcare leave, family support leave, etc.). Furthermore, we have taken the opportunity of the final vehicle inspections issue to improve compliance and problem solutions and strengthen our ES (Employee Satisfaction) enhancement.

Earnings Results Highlights

The uncertain outlook continued. In addition to the chaos in supply chains caused by the Shanghai lockdown until the second quarter, a situation in which the supply of parts was restricted as a consequence of the semiconductor shortages continued. From the third quarter onwards, production activities greatly recovered compared to the previous fiscal year, which was greatly impacted by the semiconductor shortages, but price rises for materials and energy had an impact. In this environment, net sales and income increased as a result of passenger vehicle sales volume growth.

Vehicle sales volume

Increased 24.8% year-on-year to 141,983 units.

Net sales

Increased by 92.1 billion yen year-on-year to 307.5 billion yen because sales of passenger vehicles such as the Patrol and Armada, etc. grew.

Operating income/loss

Increased by 7.9 billion yen to 4.3 billion yen due to the increase in the volume of orders.

Ordinary income/loss

Increased by 7.6 billion yen to 5.1 billion yen

Income/loss attributable to owners of parent

Increased by 6.1 billion yen to 3.8 billion yen due to the booking of extraordinary income of reversal of recall expenses, and other factors.

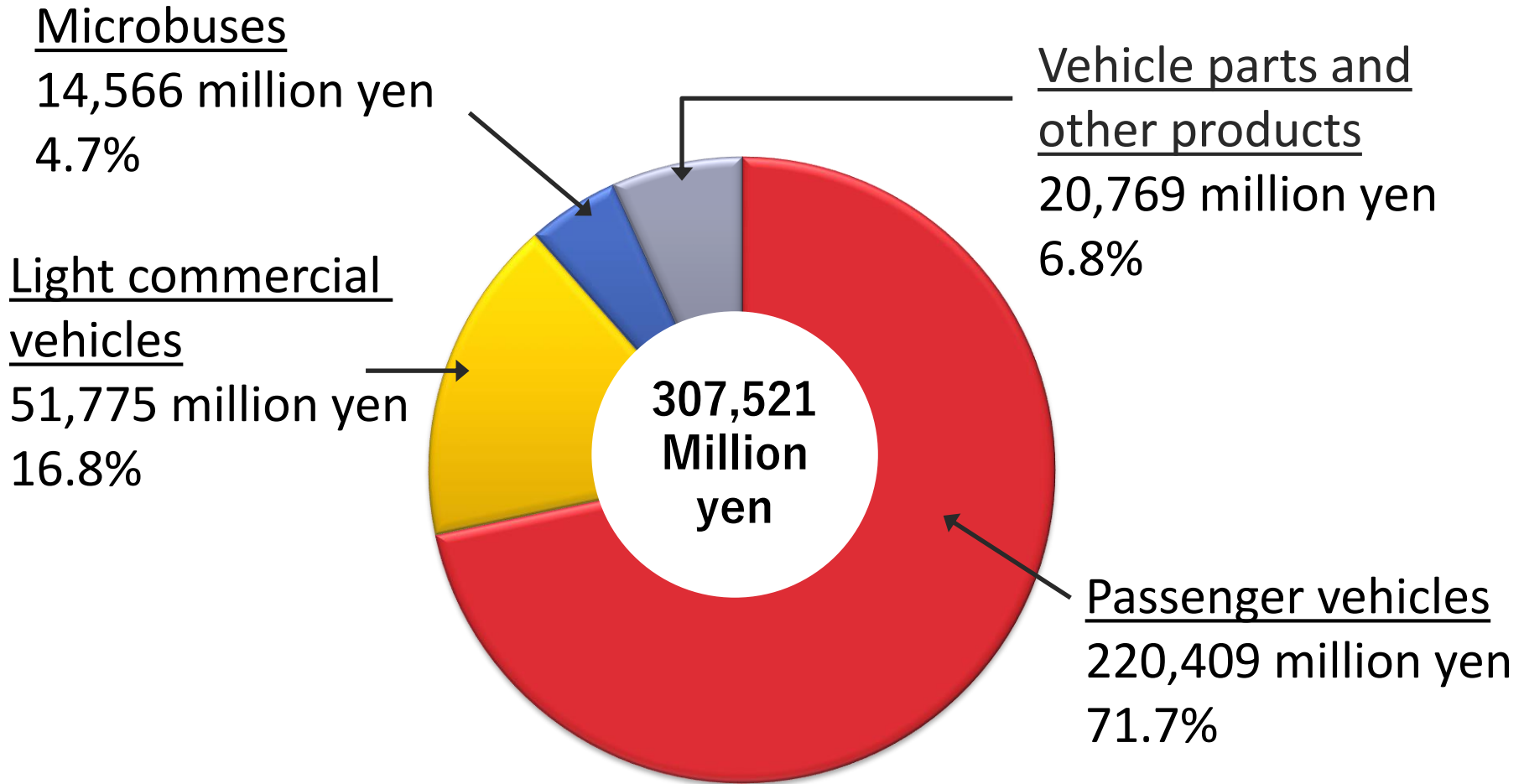
Financial Performance Highlights

(Million yen)

	FY2021 (2022/3)	FY2022 (2023/3)	Variance		2022年度 計画
Net sales	215,359	307,521	92,162	42.8%	309,600
Operating income/loss	(3,538)	4,390	7,928	—	3,800
Ordinary Income/loss	(2,541)	5,118	7,659	—	4,500
Income/loss attributable to owners of parent	(2,217)	3,883	6,100	—	3,100

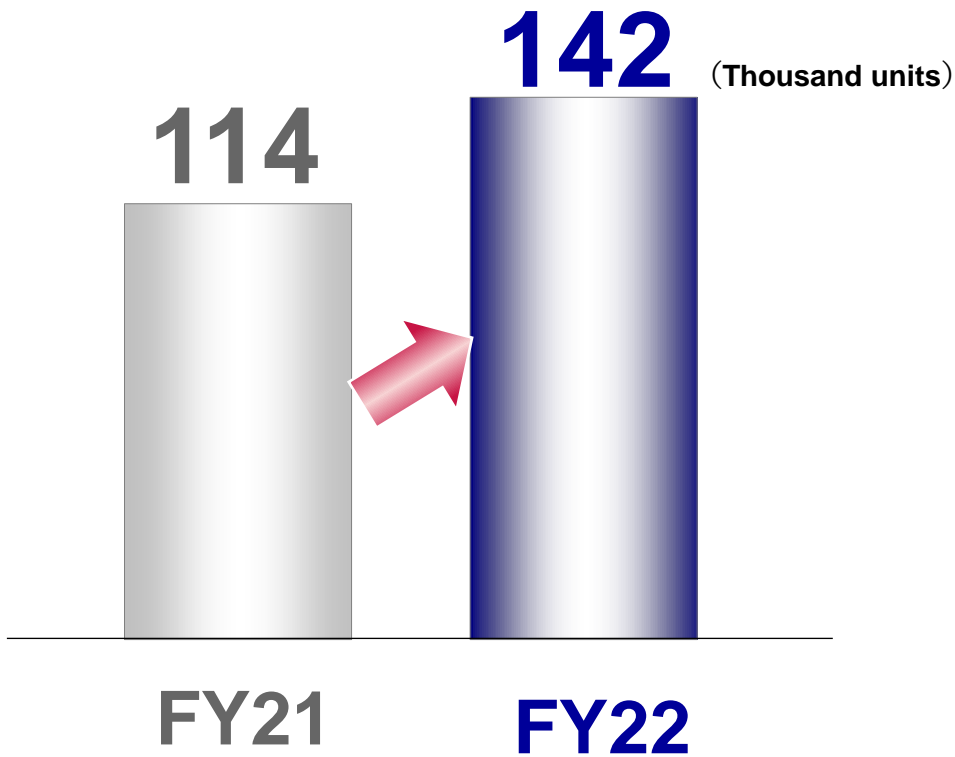
Note: Nissan Shatai has applied the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. effective from the beginning of FY2021. The Accounting Standard for Revenue Recognition has been accounted for in the consolidated financial results for the fiscal year ending in March 2022, and the year-on-year increase/decrease of net sales is not presented as the application of the Accounting Standard for Revenue Recognition will have significant effect on net sales.

Sales Breakdown by Product Area



Vehicle Sales Volume

Increased 24.8% year-on-year to 141,983 units.

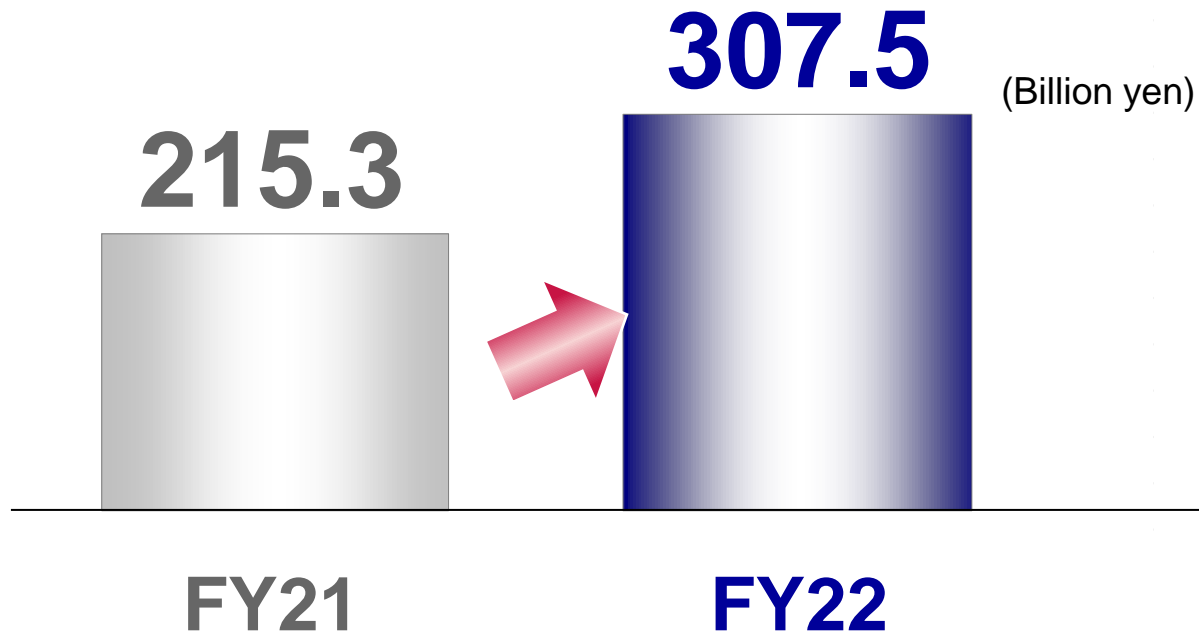


(Thousand units)

	FY2021	FY2022	Variance
Passenger vehicles	57	85	50.3%
Light commercial vehicles	49	45	-7.5%
Microbuses	8	11	41.6%
Total	114	142	24.8%

Net Sales

Increased by 92.1 billion yen year-on-year to 307.5 billion yen because sales of passenger vehicles such as the Patrol and Armada, etc. grew.



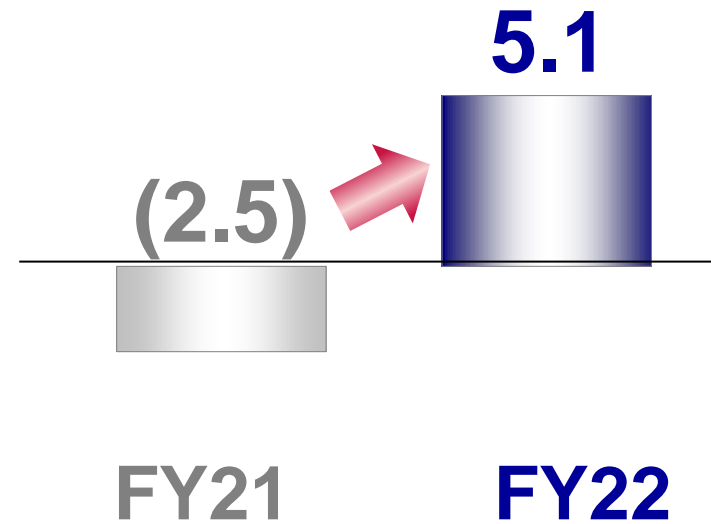
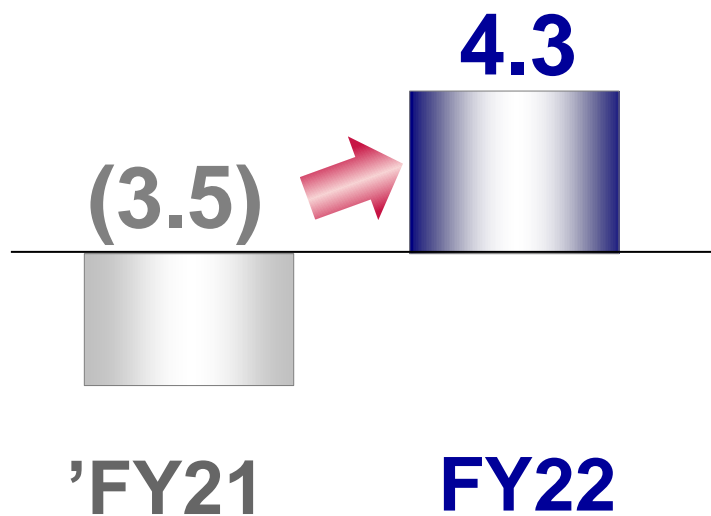
Operating Income/Loss Ordinary Income/Loss

Operating income increased by 7.9 billion yen to 4.3 billion yen due to the increase in the volume of orders.

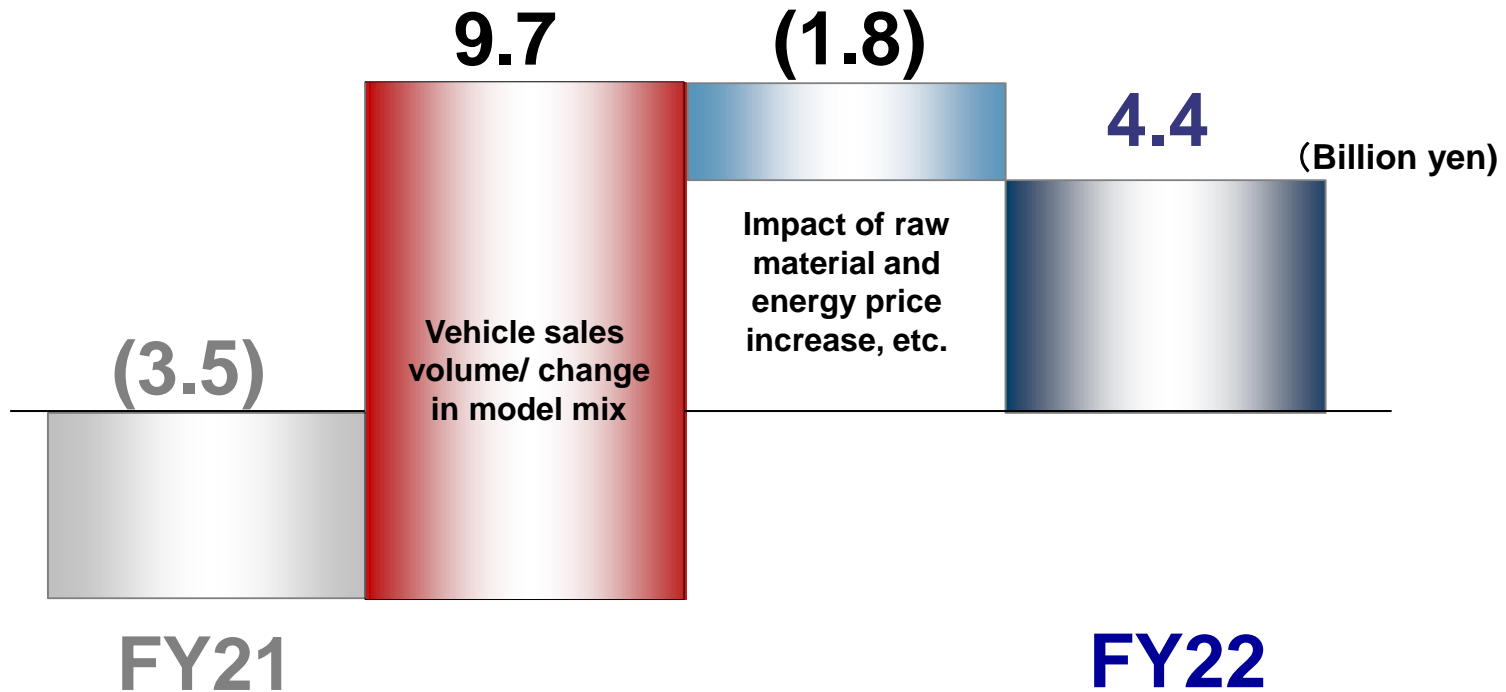
Ordinary income increased by 7.6 billion yen to 5.1 billion yen

Operating Income/Loss (Billion yen)

Ordinary Income/Loss (Billion yen)

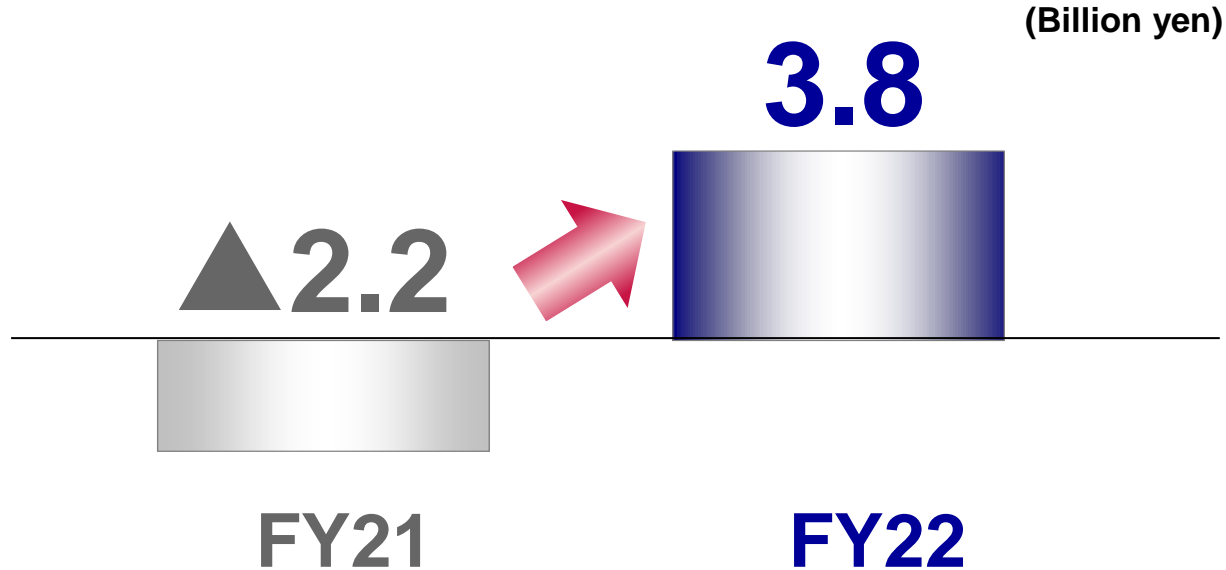


Factors for Operating Income/Loss



Income/loss attributable to owners of parent

Increased by 6.1 billion yen to 3.8 billion yen due to the booking of extraordinary income of reversal of recall expenses, and other factors.



FY2023 Forecast Consolidated

FY2023-2027 Medium-term Management Plan

【Our Vision for our Future】

Contribute to society through our commercial vehicles, premium cars. Specially equipped vehicles, and support businesses and become the one and only presence trusted by our customers.

Sustainable corporate foundation

Nissan Shatai will realize carbon neutral by 2050.

Through the efforts of all of our employees we will realize a company climate in which anyone can work with motivation and peace of mind.

Creation of appealing products

Nissan Shatai will meet the diversifying needs of our customers in a timely manner and create products and value which excite our customers.

Evolution and deepening of uniqueness

Nissan Shatai will continue to explore innovation, efficiency and flexibility through technologies and ideas brimming with uniqueness.

Forecast of Operating Results for FY2022

<Outlook for the Market Conditions>

Regarding the environment surrounding the Nissan Shatai Group, an uncertain situation including slowdowns in overseas economies, etc. is forecast. Although the impact of the semiconductor shortages will remain, the production activities of Nissan Shatai are in a recovery trend, and we expect to receive larger volume of orders than that of FY2022.

(million yen)

	FY2022 (Actual)	FY2023 (Forecast)	Variance	Change vs. FY22(%)
Net sales	307,521	339,400	31,879	10.4%
Operating income/loss	4,390	8,800	4,410	100.4%
Ordinary Income/loss	5,118	8,900	3,782	73.9%
Income/loss attributable to owners of parent	3,883	5,600	1,717	44.2%

Return to Shareholders

Dividends

Plan to pay a fiscal year dividend of 13 yen per share based on the policy of maintaining a stable dividend.

■ Interim dividend ■ Year-end dividend

