

NISSAN SHATAI CO., LTD.

# FY 2023 Financial Results

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(Fiscal year ending March 31, 2024)



May 2023

# Earnings Results Highlights

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Regarding the environment surrounding the Nissan Shatai Group, production activities recovered compared to the previous fiscal year which was impacted by the constraint on economic activities arising from the spread of the COVID-19 infections and supply problems for some parts, but we ended up in a tough situation due to component supply shortages caused by the impact of the Noto Peninsula Earthquake which occurred in January 2024, and other factors such as demand fluctuations. In this environment, net sales and income decreased as a result of vehicle sales volume decreased.

## Vehicle sales volume

Decreased by 2.0% compared to the previous fiscal year to 139,121 units.

## Net sales

Decreased by 2.1% to year-on-year to 301 billion yen mainly due to a decrease in the volume of orders for passenger vehicles such as the ARMADA, etc., even though sales of commercial vehicles such as the NV200 Vanette, etc. grew.

## Operating income/loss

Decreased by 77.7% to million yen due to the decrease in the volume of orders, deterioration of model mix, impact of market fluctuations, and other factors.

## Ordinary income/loss

Decreased by 72.8% to 1.3 billion yen.

## Income/loss attributable to owners of parent

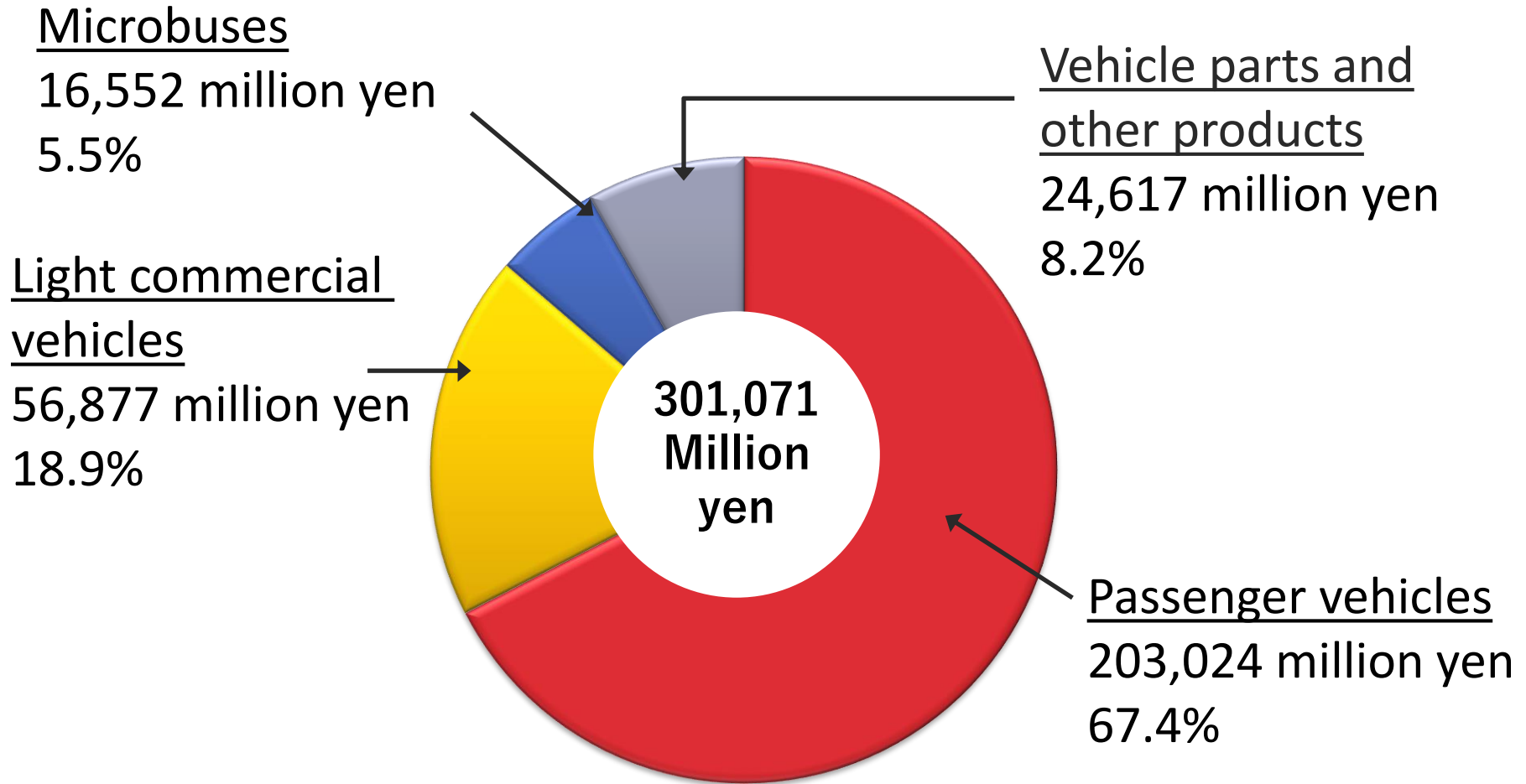
Decreased by 89.5% to 400 million yen.

# Financial Performance Highlights

(Million yen)

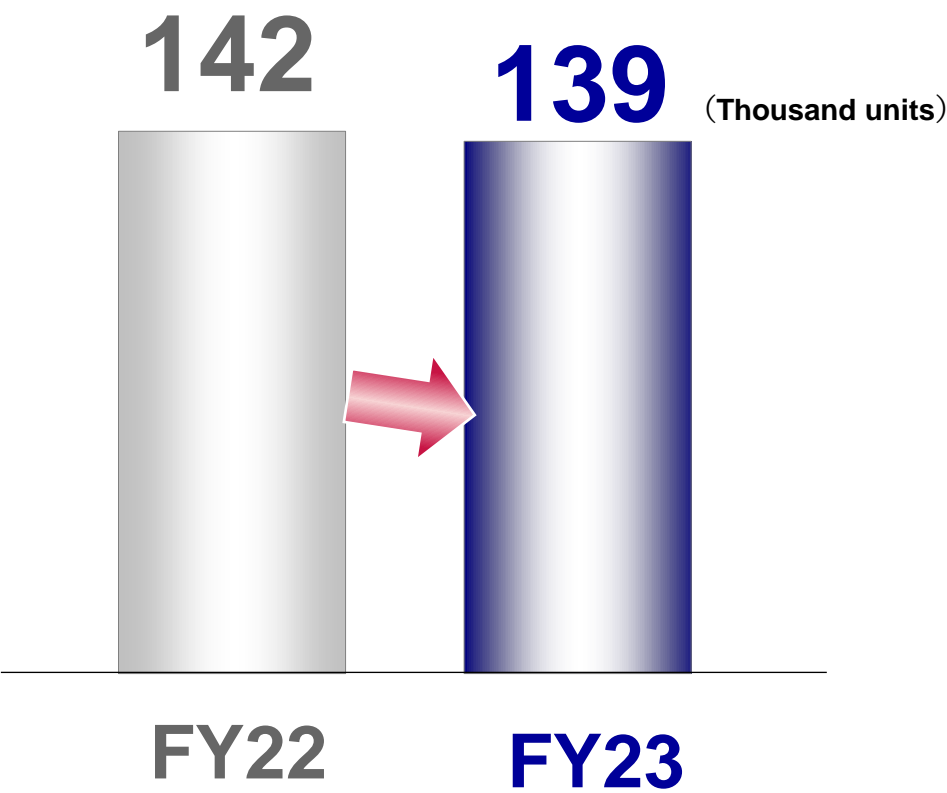
	FY2022 (2023/3)	FY2023 (2024/3)	Variance	FY2024 Forecast
Net sales	307,521	301,071	(6,450) -2.1%	309,600
Operating income/loss	4,390	979	(3,411) —	3,800
Ordinary Income/loss	5,118	1,392	(3,726) —	4,500
Income/loss attributable to owners of parent	3,883	407	(3,476) —	3,100

# Sales Breakdown by Product Area



# Vehicle Sales Volume

Decreased by 2.0% compared to the previous fiscal year to 139,121 units.

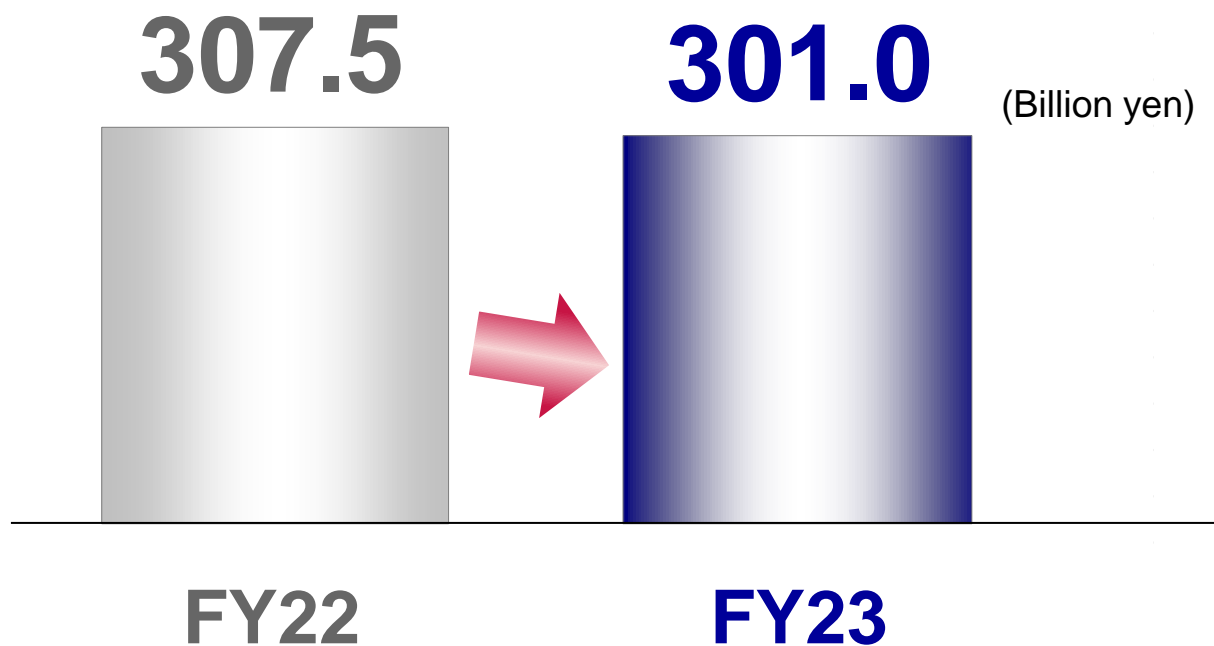


	(Thousand units)		
	FY2022	FY2023	Variance
Passenger vehicles	85	79	-7.1%
Light commercial vehicles	45	48	5.5%
Microbuses	11	12	6.3%
Total	142	139	-2.0%

## Net Sales

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Decreased by 2.1% to year-on-year to 301 billion yen mainly due to a decrease in the volume of orders for passenger vehicles such as the ARMADA, etc., even though sales of commercial vehicles such as the NV200 Vanette, etc. grew.

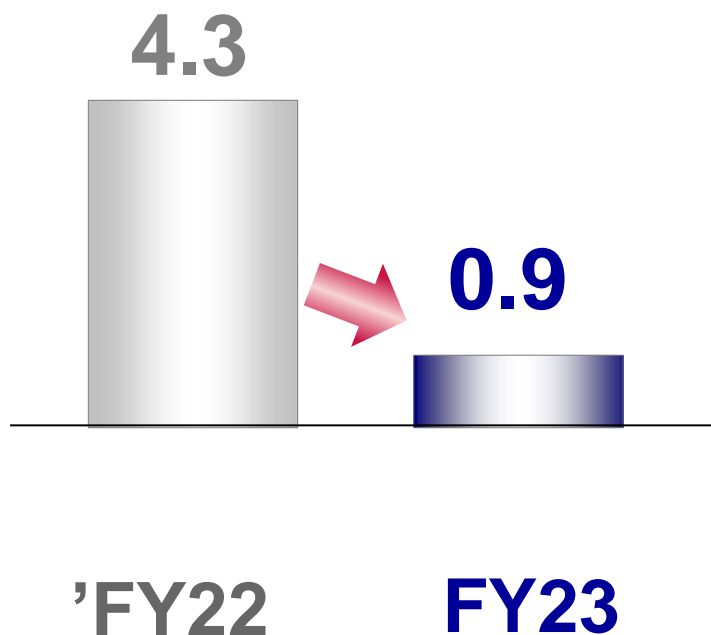


# Operating Income/Loss   Ordinary Income/Loss

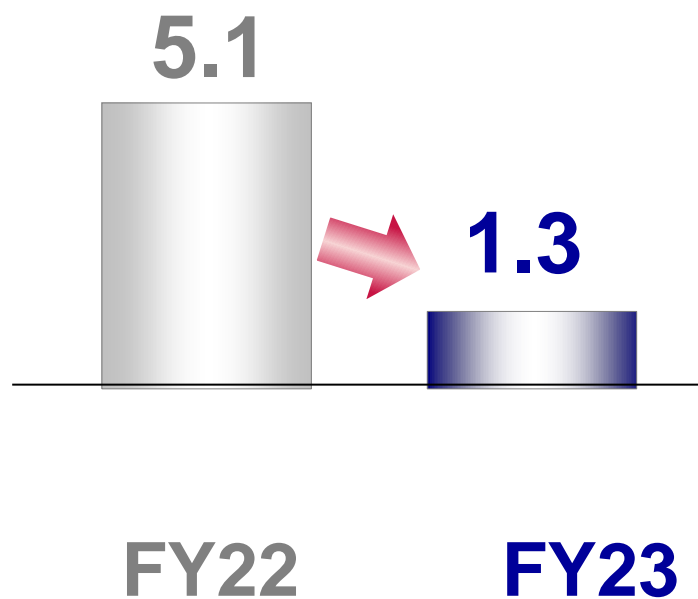
Operating income decreased by 77.7% to million yen due the decrease in the volume of orders, deterioration of model mix, impact of market fluctuations, and other factors.

Ordinary income decreased by 72.8% to 1.3 billion yen.

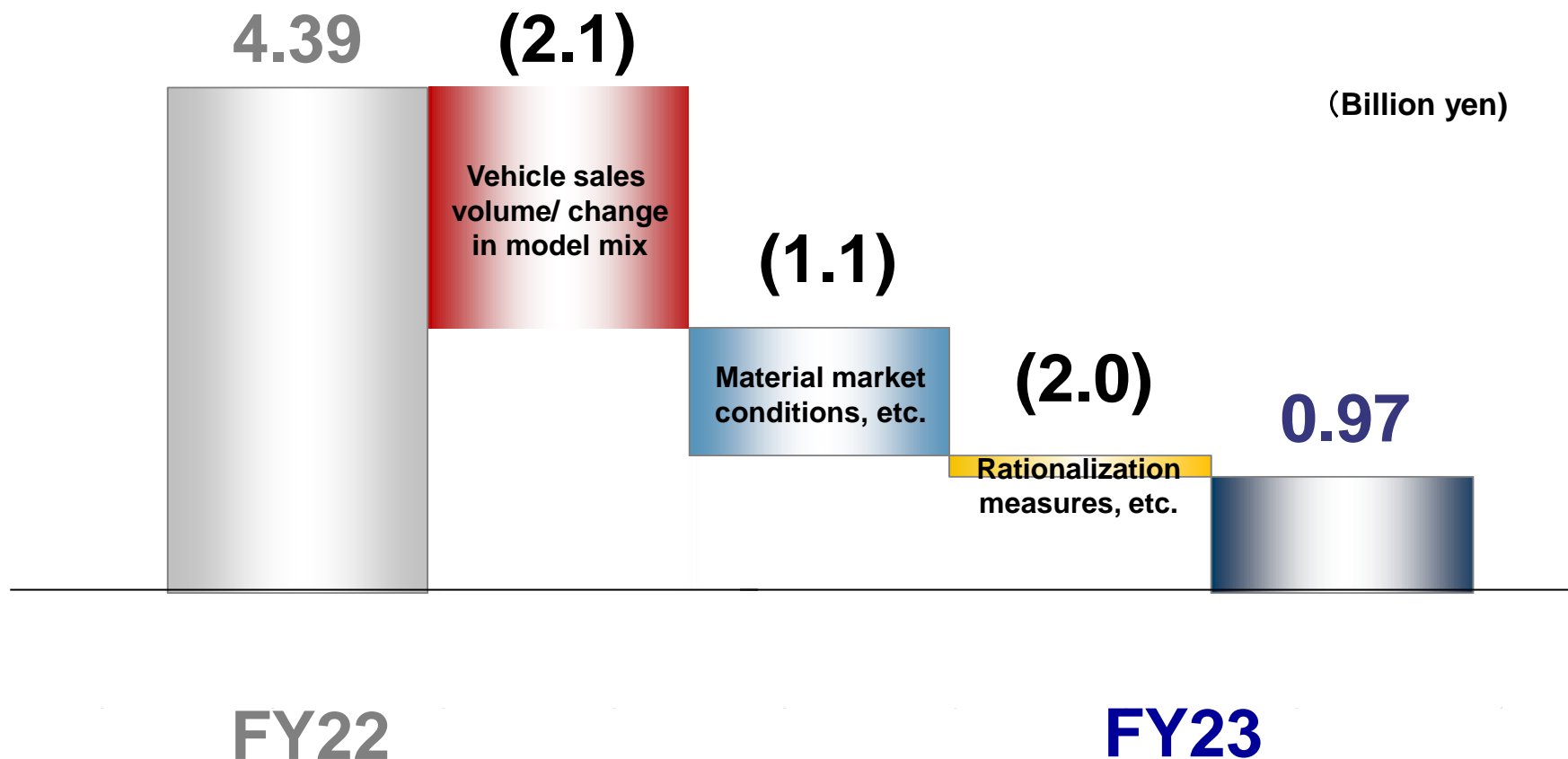
Operating Income/Loss (Billion yen)



Ordinary Income/Loss (Billion yen)



# Factors for Operating Income/Loss

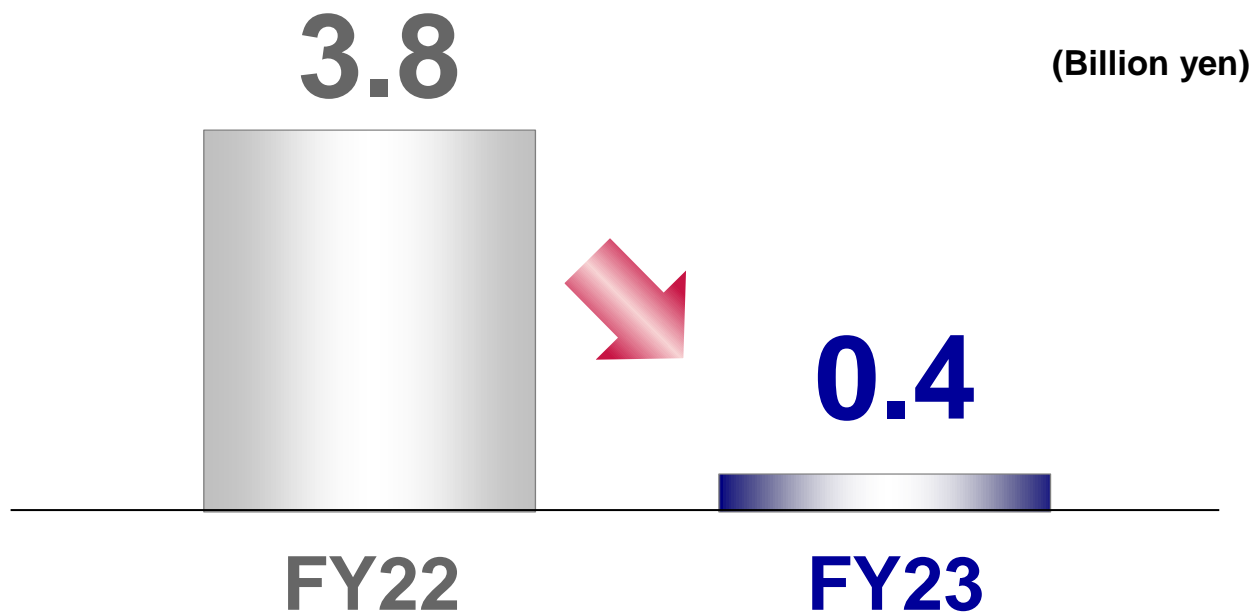




# Income/loss attributable to owners of parent

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Decreased by 89.5% to 400 million yen.



# FY2024 Forecast Consolidated

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# Forecast of Operating Results for FY2024

## <Outlook for the Market Conditions>

While component supply shortages caused by the Noto Peninsula Earthquake occurred in January 2024 has been resolved, it is expected to start production of a new model vehicle during FY2024. Thus, we expect to increase the volume of orders compared to FY2023.

			(million yen)	
	FY2023 (Actual)	FY2024 (Forecast)	Variance	Change vs. FY23(%)
Net sales	301,071	328,700	27,629	9.2%
Operating income/loss	979	8,700	7,721	100.4%
Ordinary Income/loss	1,392	9,000	7,608	546.6%
Income/loss attributable to owners of parent	407	5,400	4,993	1226.8%

# Return to Shareholders

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# Dividends

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

