

NISSAN SHATAI CO., LTD.

**FY 2024 Third Quarter**

(Fiscal Year-to-Date)

**Financial Results**

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(Fiscal year ending March 31, 2025)



February 2025

# FY 2024 Third Quarter (Fiscal Year-to-Date)

## Earnings Results Highlights

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Regarding the environment surrounding the Nissan Shatai Group, the uncertain outlook continued due to the rise in raw material prices, demand fluctuations, etc.

In this environment, net sales increased due to the increase in sales of the new models, which have higher sales prices than previous models, although vehicle sales volume decreased compared to the same period last year. However, income and loss decreased due to additional costs incurred in the first half of the fiscal year for the production of the new model, etc.

### Vehicle sales volume

Decreased by 2.6% compared to the same period last year to 107,320 units, although there were increased sales of the all-new INFINITI QX80 for North America which commenced production in April 2024, sales of other vehicles decreased, mainly due to the end of production of the Y61 and UY61 Patrol.

### Net sales

Increased by 8.2% to 251.1 billion yen due to the increase in sales of the all-new INFINITI QX80, the all-new Patrol and the all-new Armada, which have higher sales prices than previous models.

### Operating income

Decreased by 24.8% compared to the same period last year to 2.2 billion yen due to additional costs incurred in the first half of the fiscal year for the production of the new model, etc., although operating income improved compared to the first half of the fiscal year, mainly due to the launch of the all-new Armada in the third quarter.

### Ordinary income

Decreased by 17.8% to 2.7 billion yen.

### Income attributable to owners of parent

Decreased by 15.1% to 1.7 billion yen.

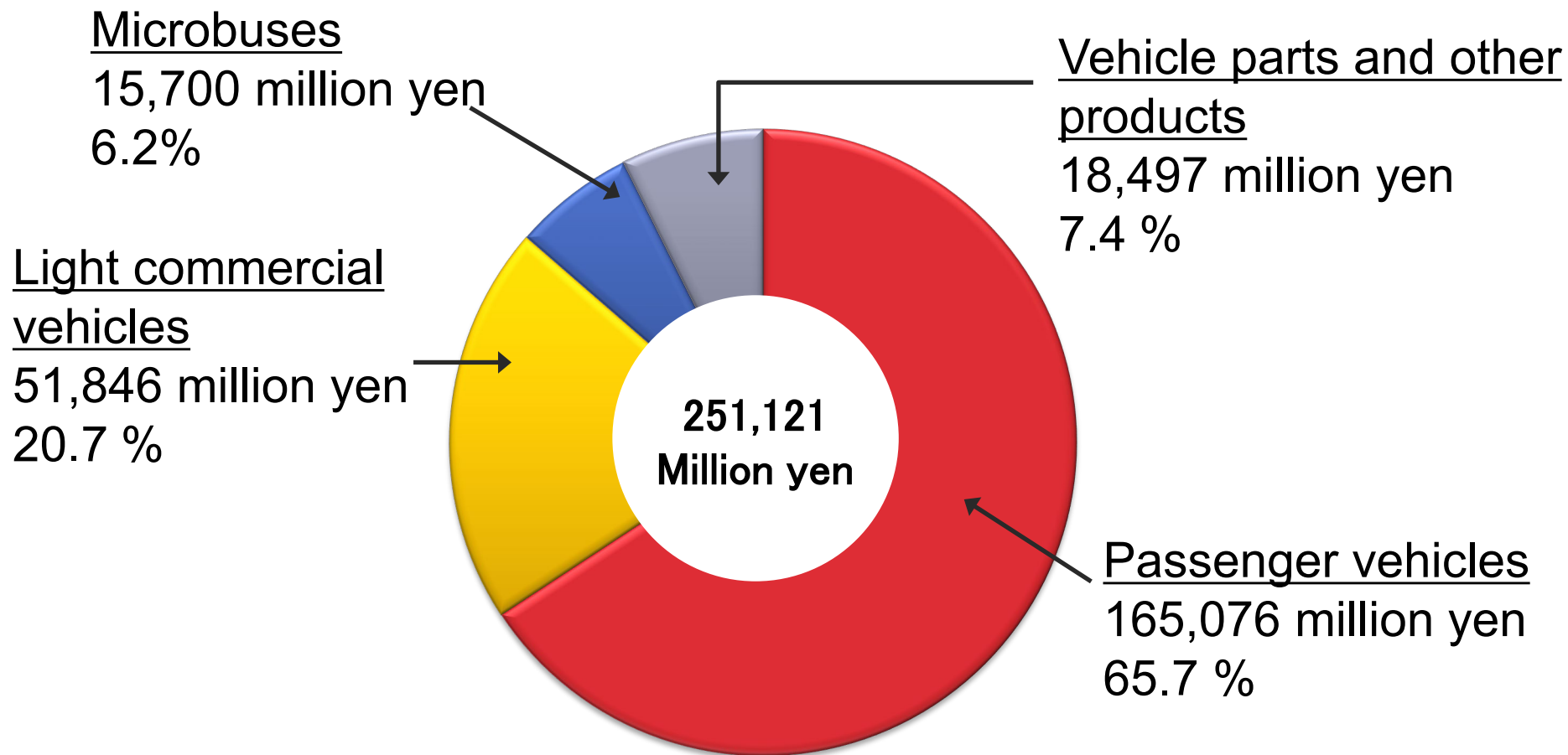
# FY 2024 Third Quarter (Fiscal Year-to-Date) Financial Performance Highlights

(Million yen)

	FY2023 3Q FYTD (2023/4-12)	FY2024 3Q FYTD (2024/4-12)	Variance		FY2024 Forecast
Net sales	232,101	251,121	19,020	8.2%	351,300
Operating income/loss	2,991	2,250	▲ 741	▲24.8%	4,400
Ordinary Income/loss	3,296	2,709	▲ 587	▲17.8%	4,900
Income/loss attributable to owners of parent	2,033	1,727	▲ 306	▲15.1%	2,400

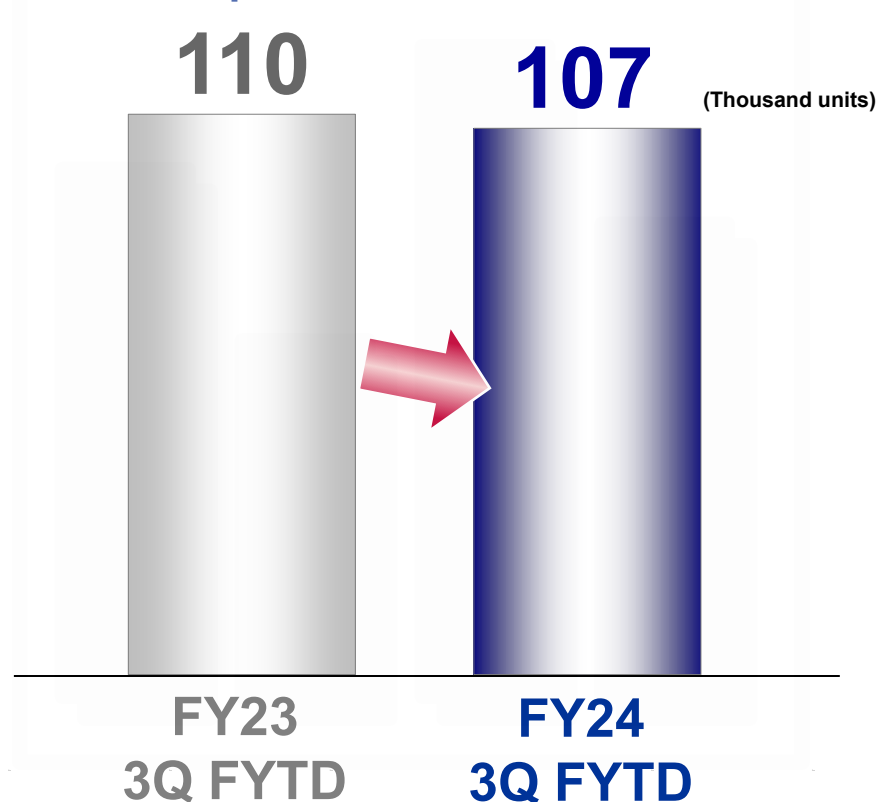
## FY 2024 Third Quarter (Fiscal Year-to-Date) Sales Breakdown by Product Area

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# FY 2024 Third Quarter (Fiscal Year-to-Date) Vehicle Sales Volume

Decreased by 2.6% compared to the same period last year to 107,320 units, although there were increased sales of the all-new INFINITI QX80 for North America which commenced production in April 2024, sales of other vehicles decreased, mainly due to the end of production of the Y61 and UY61 Patrol.



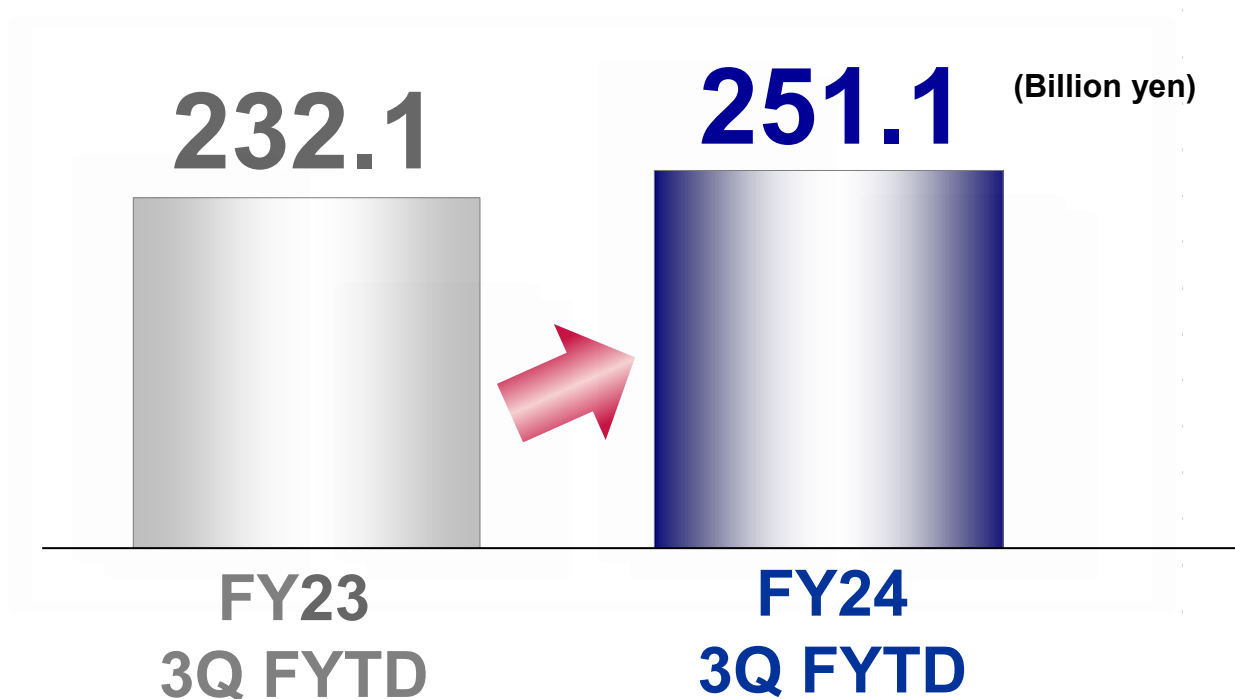
(Thousand units)

	FY2022 3Q FYTD	FY2023 3Q FYTD	Variance
Passenger vehicles	60	57	▲5.9%
Light commercial vehicles	40	40	0.8%
Microbuses	10	10	3.9%
Total	110	107	▲2.6%

## FY 2024 Third Quarter (Fiscal Year-to-Date) Net Sales

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Increased by 8.2% to 251.1 billion yen due to the increase in sales of the all-new INFINITI QX80, the all-new Patrol and the all-new Armada, which have higher sales prices than previous models.

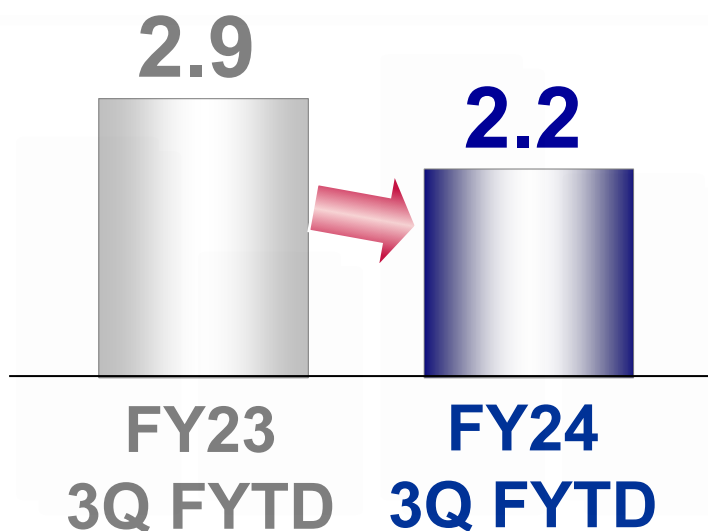


## FY 2024 Third Quarter (Fiscal Year-to-Date)

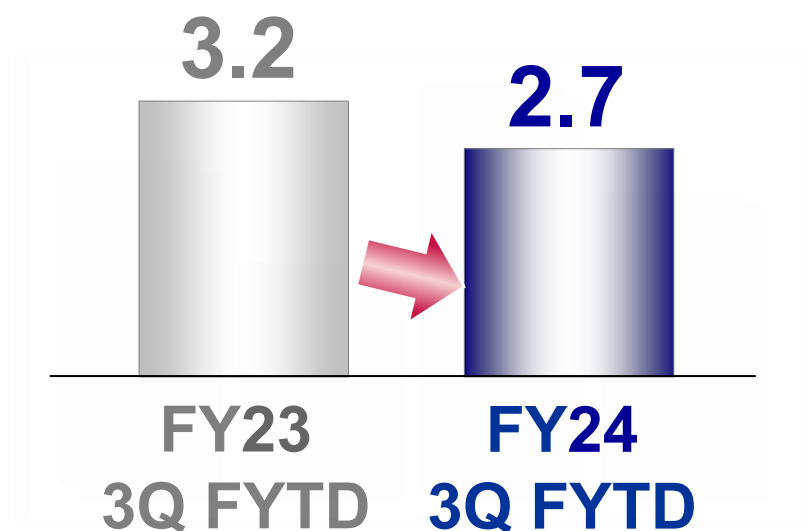
# Operating Income/Loss    Ordinary Income/Loss

Operating income Decreased by 24.8% compared to the same period last year to 2.2 billion yen due to additional costs incurred in the first half of the fiscal year for the production of the new model, etc., although operating income improved compared to the first half of the fiscal year, mainly due to the launch of the all-new Armada in the third quarter. Ordinary income Decreased 17.8% to 2.7 billion yen.

### Operating Income/Loss (Billion yen)



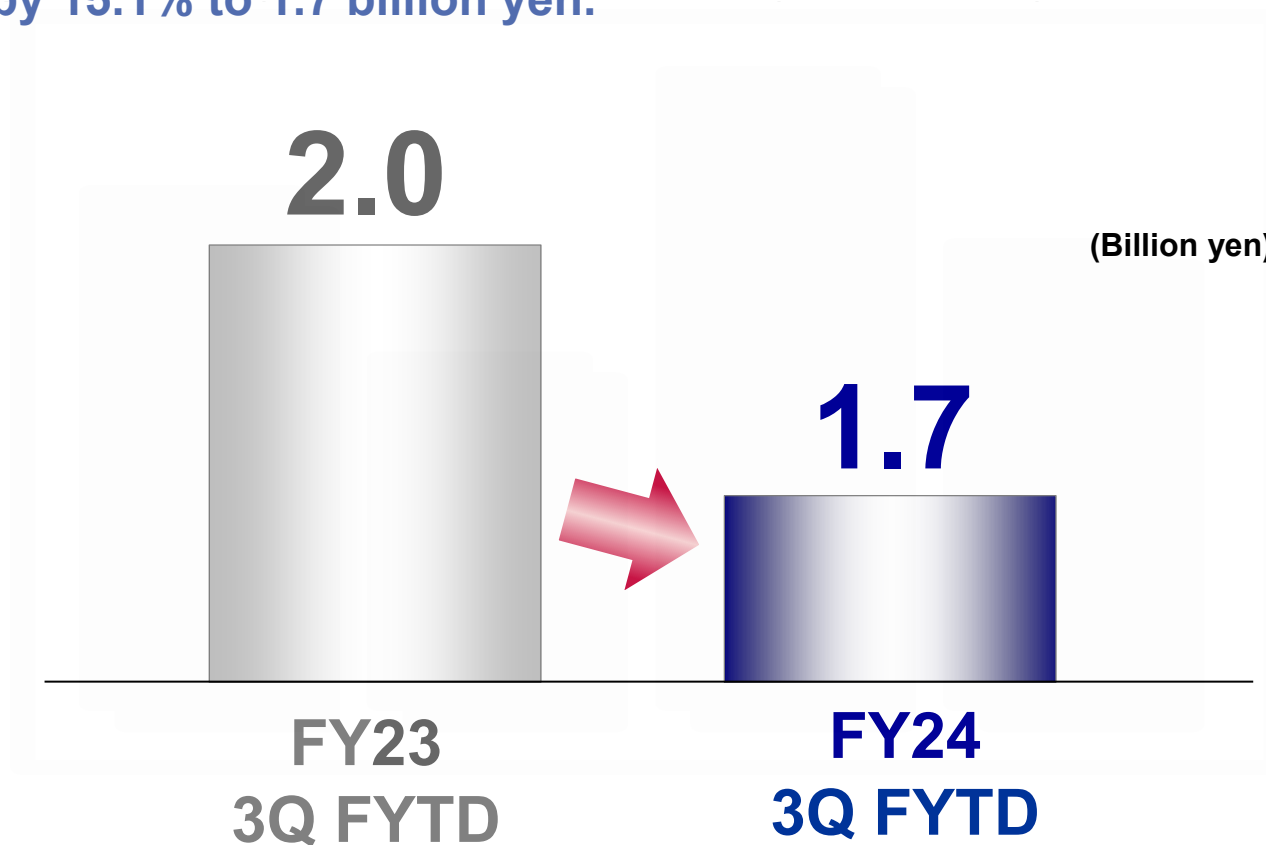
### Ordinary Income/Loss (Billion yen)



FY 2024 Third Quarter (Fiscal Year-to-Date)

## Income/loss attributable to owners of parent

Decreased by 15.1% to 1.7 billion yen.





## Return to Shareholders

# Dividends

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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

