

NISSAN SHATAI CO., LTD.

FY 2013 Second Quarter Financial Results

(Fiscal year ending March 31, 2014)



November 2013

FY 2013 Second Quarter

Earnings Results Highlights

Sales and earnings decreased mainly because of the reaction to the Eco-car subsidy of FY2012, and a slowdown in domestic sales

Vehicle sales volume

Decreased 15.9% year-on-year to 84 thousand units to due to lower demand for passenger vehicles and other factors

Net sales

Decreased 18.3% year-on-year to 200.0 billion yen due to lower vehicle sales volume

Operating income

Decreased 74.6% year-on-year to 2.0 billion yen mainly because of lower sales and deterioration in the composition of models and market conditions for raw materials

Quarterly net income

Decreased 79.5% year-on-year to 0.9 billion yen mainly because of lower operating income and other factors

FY 2013 Second Quarter

Financial Performance Highlights

	FY2012 2Q FYTD (2012/9)	FY2013 2Q FYTD (2013/9)	Variance (Change vs. FY12 2Q(%))		FY2013 (Forecast)
Net sales	244.7	200.0	(44.7)	(18.3%)	439.0
Operating income	7.8	2.0	(5.8)	(74.6%)	6.2
Ordinary income	7.6	1.7	(5.8)	(76.8%)	5.7
Net income	4.5	0.9	(3.6)	(79.5%)	3.0
Vehicle sales volume (Thousand units)	100	84	(16)	(15.9%)	180

(Billion yen)

FY 2013 Second Quarter

Sales Breakdown by Product Area

Microbuses

14.0 billion yen

7.0%

Vehicle parts and other products

18.6 billion yen

9.3%

Light commercial vehicles

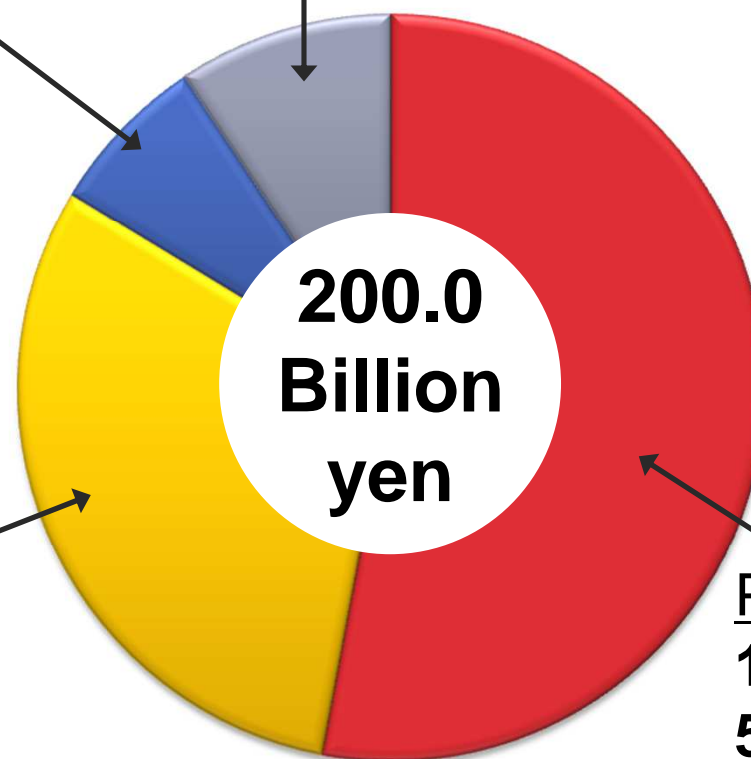
61.4 billion yen

30.7%

Passenger vehicles

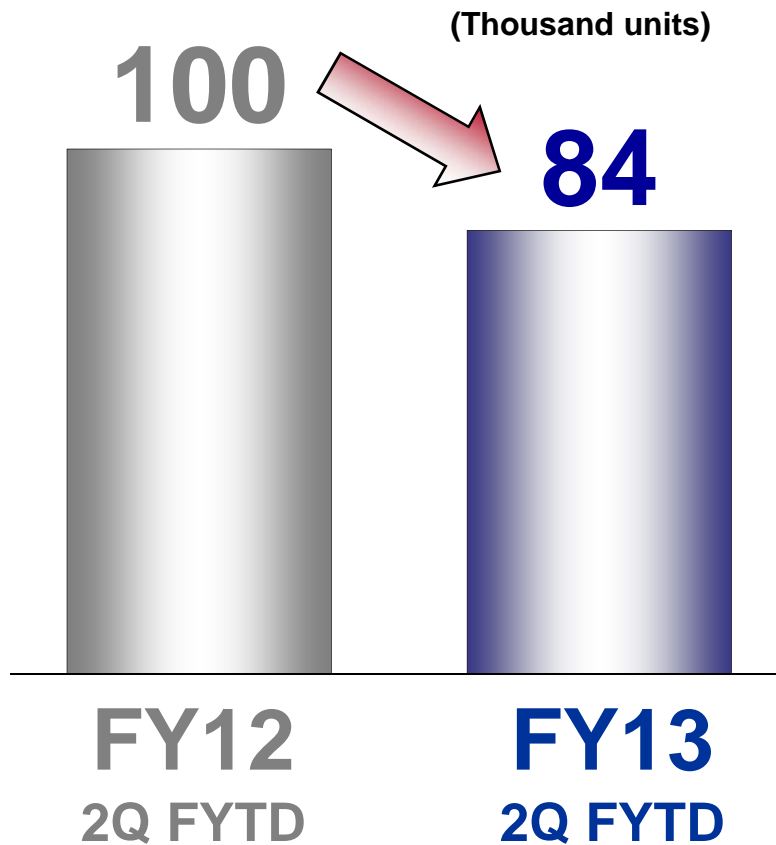
105.8 billion yen

52.9%



FY 2013 Second Quarter Vehicle Sales Volume

Vehicle sales volume down 15.9% year-on-year to 84 thousand

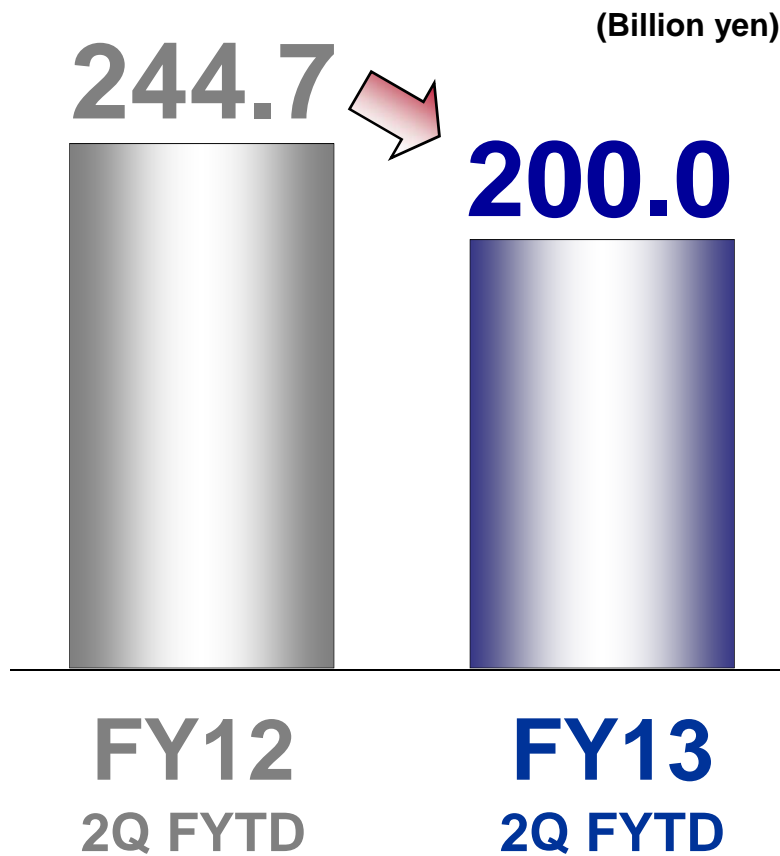


(Thousand units)

	FY2012 2Q FYTD	FY2013 2Q FYTD	Variance
Passenger vehicles	50	38	(25.1%)
Light commercial vehicles	44	40	(8.8%)
Microbuses	6	6	10.5%
Total	100	84	(15.9%)

FY 2013 Second Quarter Net Sales

Net sales down 18.3% year-on-year to 200.0 billion yen



Infiniti QX80



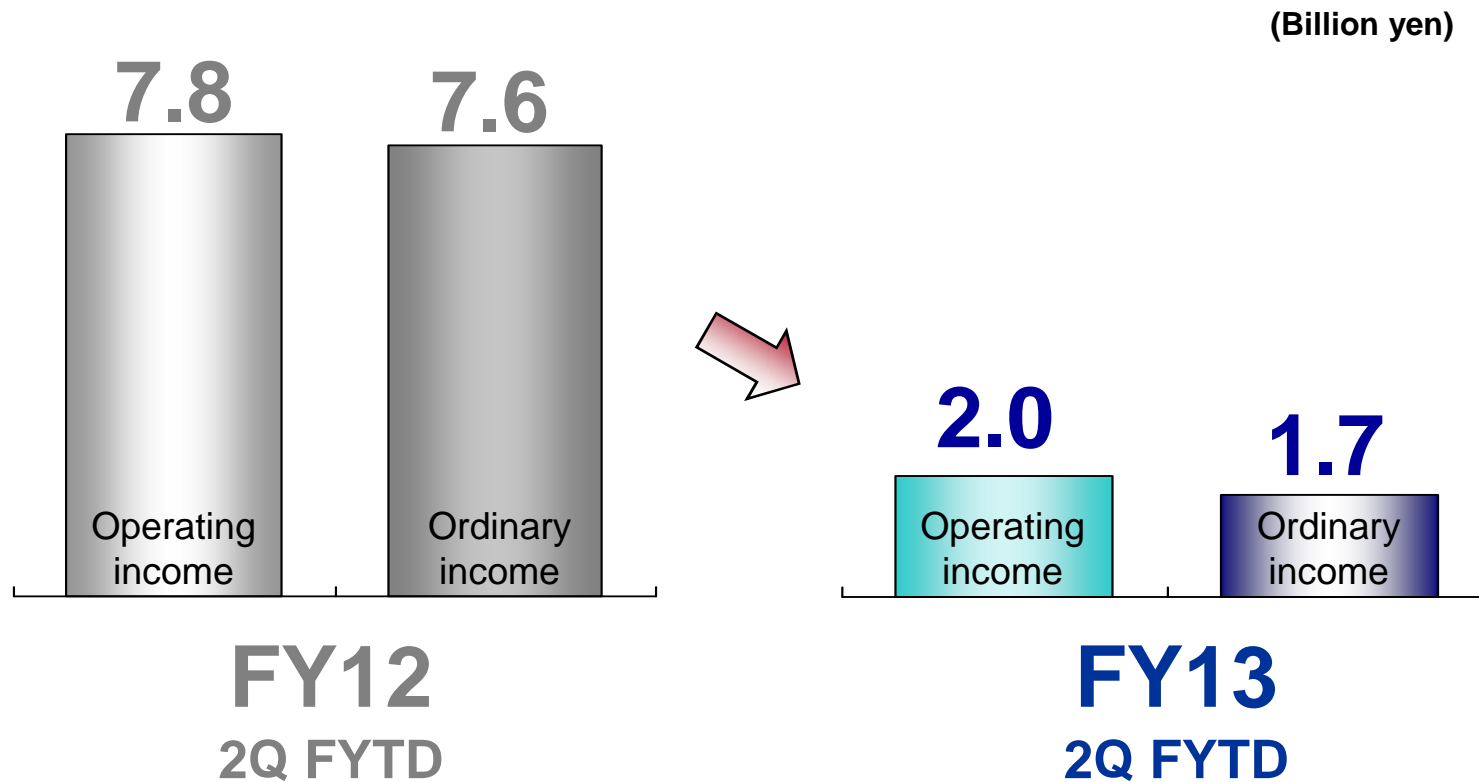
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FY 2013 Second Quarter

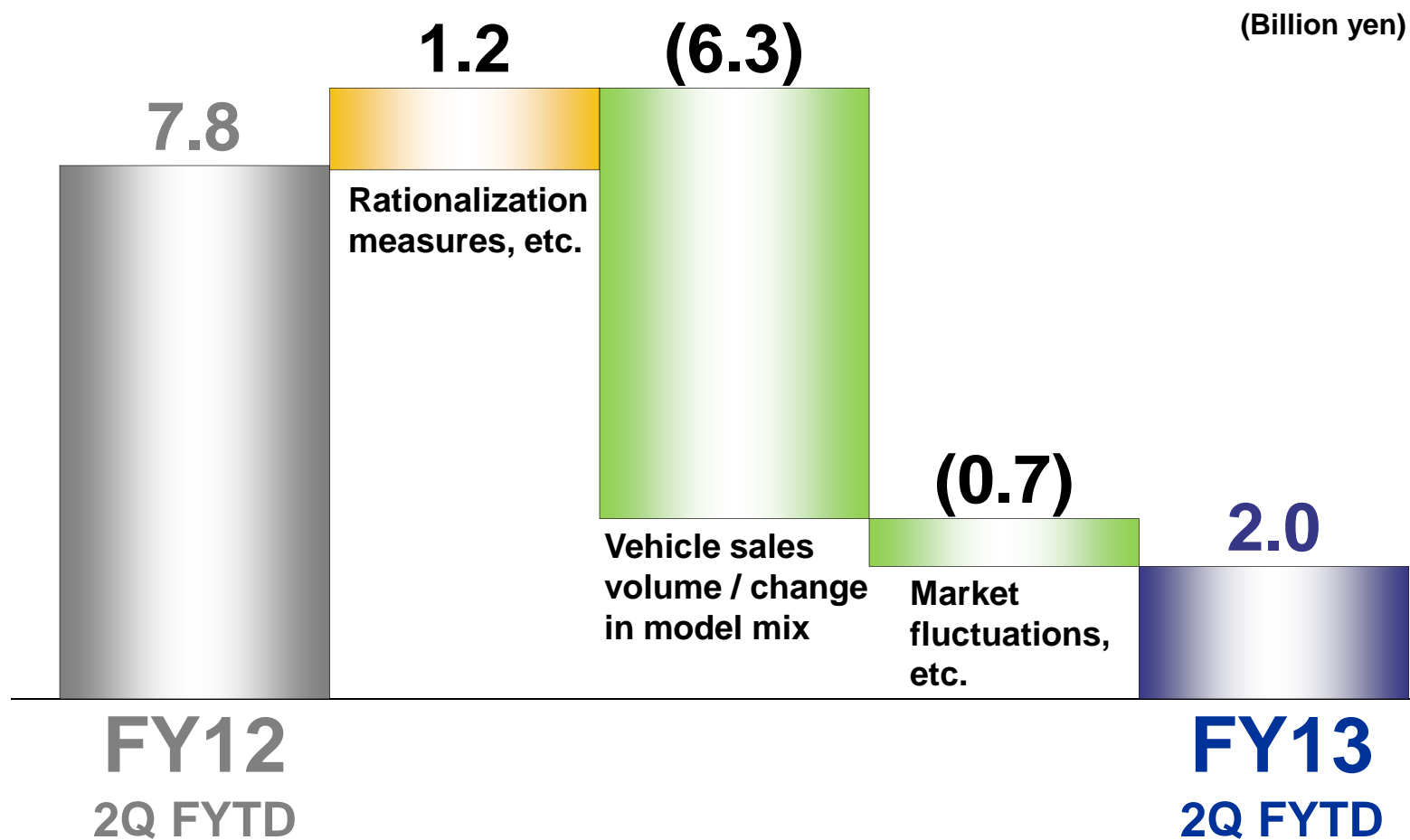
Operating Income/Ordinary Income

Operating income and ordinary income both fell heavily year-on-year



FY 2013 Second Quarter

Factors for Operating Income



FY 2013 Second Quarter Net Income

Net income for the quarter fell 79.5% year-on-year to 0.9 billion yen

