

NISSAN SHATAI CO., LTD.

## **FY 2014 Second Quarter**

(Fiscal Year-to-Date)

# **Financial Results**

(Fiscal year ending March 31, 2015)



November 2014

# FY 2014 Second Quarter (Fiscal Year-to-Date) Earnings Results Highlights

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Sales and earnings increased mainly because of the high production volume of NV 350 Caravan, the Patrol and other models for export

**Vehicle sales volume** Increased 13.2% year-on-year to 95 thousand units to due to growth in sales in the light commercial vehicles and all other vehicle categories

**Net sales** Increased 15.1% year-on-year to 230.2 billion yen due to higher vehicle sales volume

**Operating income** Increased 151.1% year-on-year to 5.0 billion yen mainly because of higher sales and rationalization measures

**Quarterly net income** Increased 196.4% year-on-year to 2.7 billion yen mainly because of higher operating income

## FY 2014 Second Quarter (Fiscal Year-to-Date)

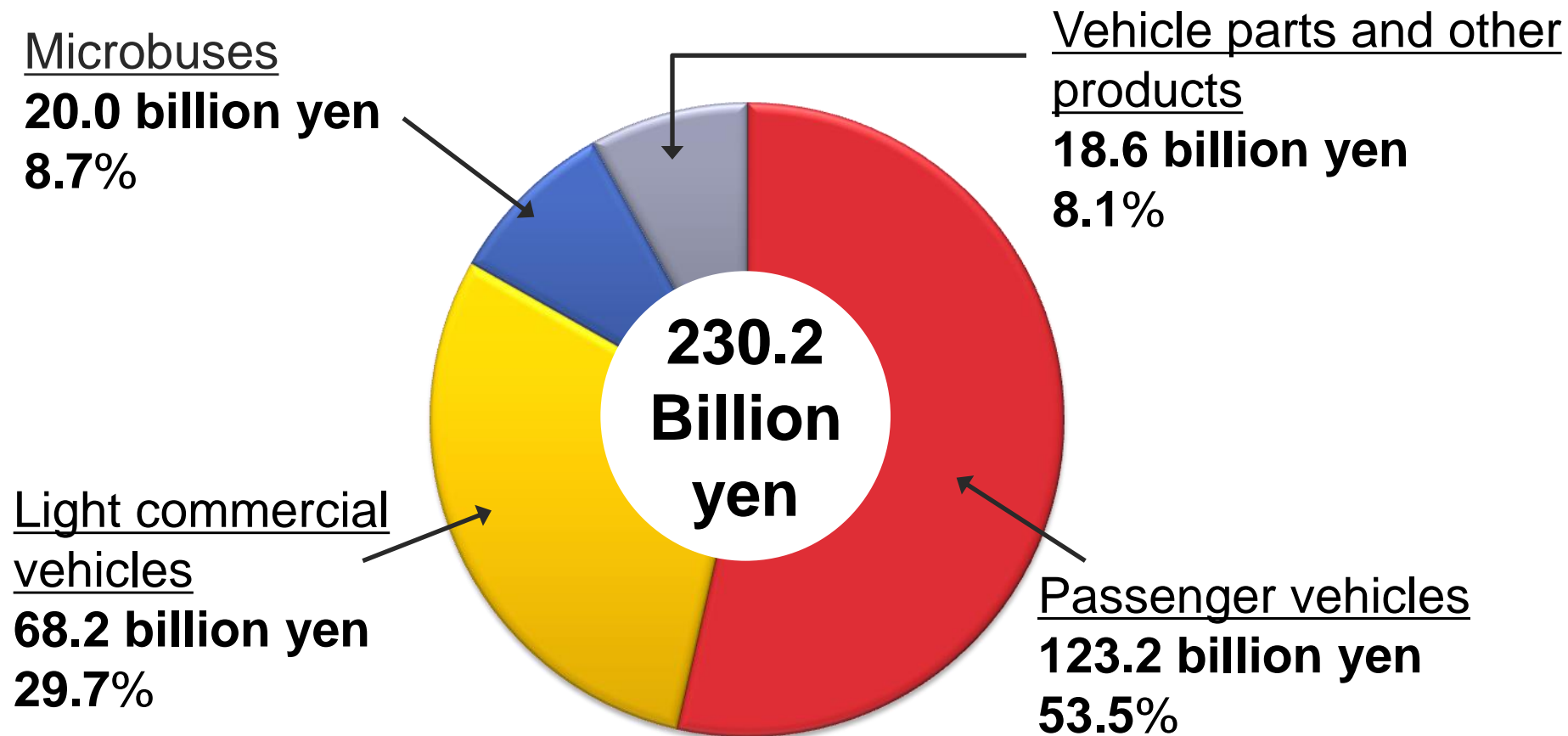
# Financial Performance Highlights

	FY2013 2Q FYTD (2013/9)	FY2014 2Q FYTD (2014/9)	Variance (Change vs. FY13 2Q(%))		FY2014 (Forecast)
<b>Net sales</b>	200.0	<b>230.2</b>	30.2	15.1%	455.0
<b>Operating income</b>	2.0	<b>5.0</b>	3.0	151.1%	8.5
<b>Ordinary income</b>	1.7	<b>4.8</b>	3.1	174.5%	8.3
<b>Net income</b>	0.9	<b>2.7</b>	1.8	196.4%	13.8
<b>Vehicle sales volume</b> (Thousand units)	84	<b>95</b>	11	13.2%	189

(Billion yen)

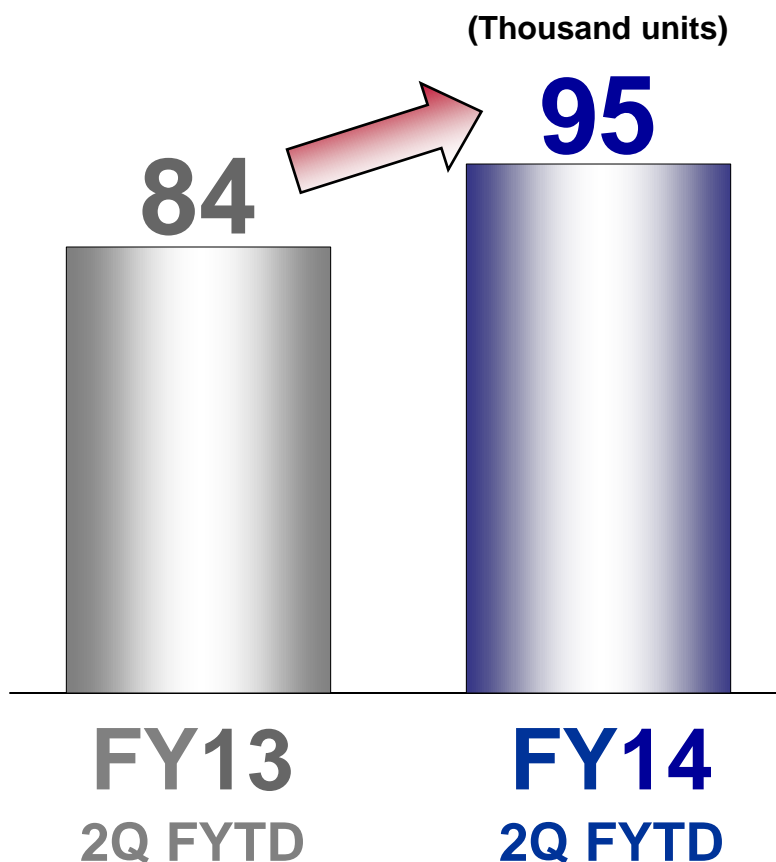
FY 2014 Second Quarter (Fiscal Year-to-Date)

# Sales Breakdown by Product Area



# FY 2014 Second Quarter (Fiscal Year-to-Date) Vehicle Sales Volume

Vehicle sales volume up 13.2% year-on-year to 95 thousand



(Thousand units)

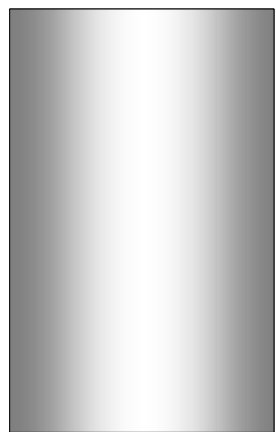
	FY2013 2Q FYTD	FY2014 2Q FYTD	Variance
Passenger vehicles	38	41	9.8%
Light commercial vehicles	40	44	10.5%
Microbuses	6	10	51.3%
<b>Total</b>	<b>84</b>	<b>95</b>	<b>13.2%</b>

# FY 2014 Second Quarter (Fiscal Year-to-Date) Net Sales

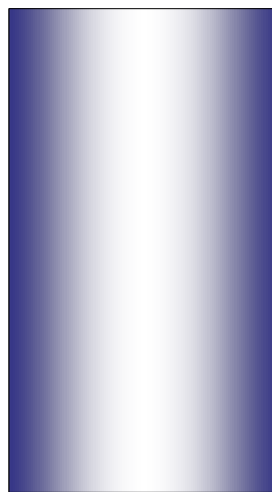
Net sales up 15.1% year-on-year to 230.2 billion yen

(Billion yen)

200.0 → 230.2



**FY13**  
2Q FYTD



**FY14**  
2Q FYTD

**NV350**  
CARAVAN



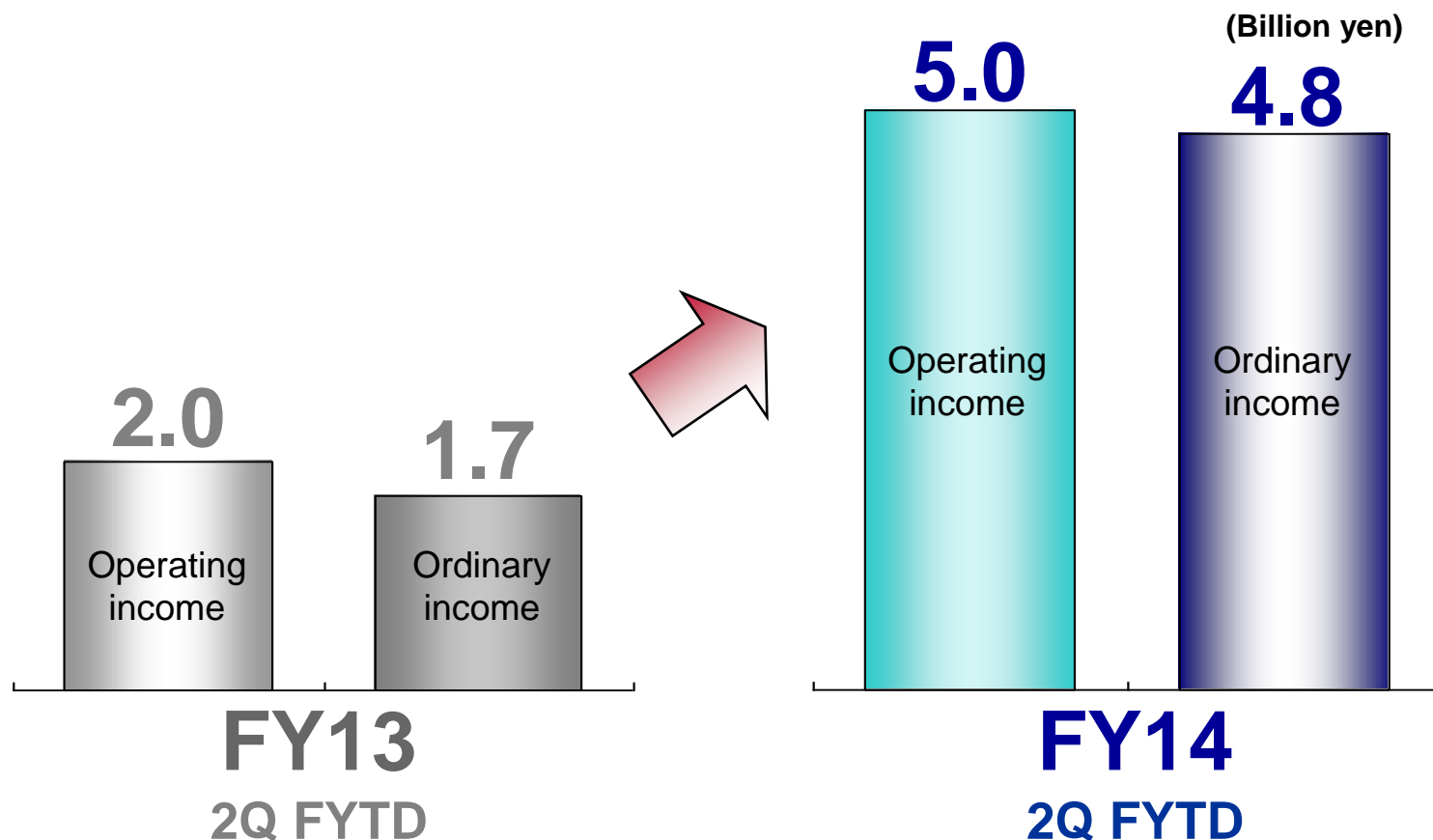
**PATROL** Y62



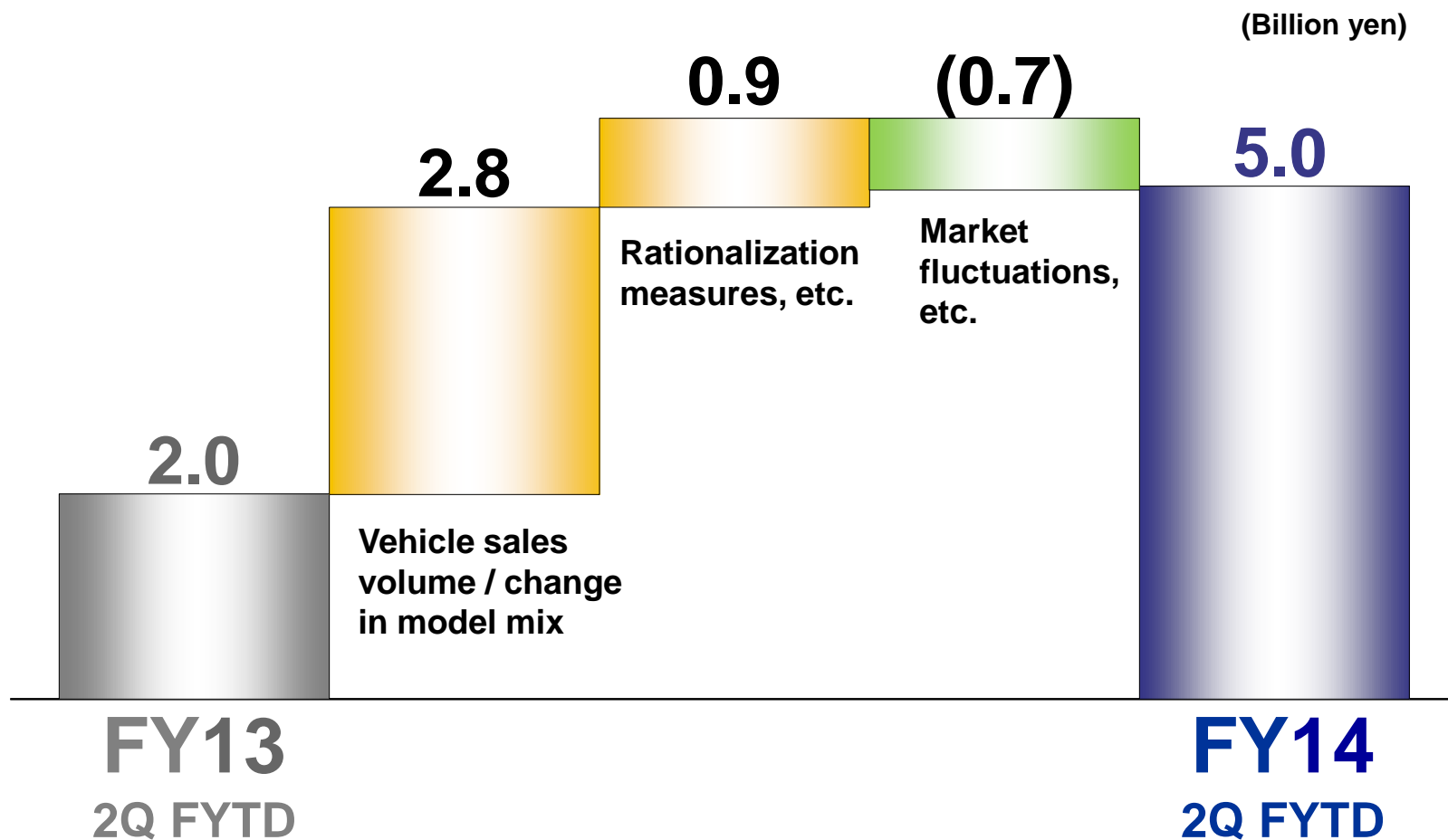
FY 2014 Second Quarter (Fiscal Year-to-Date)

# Operating Income/Ordinary Income

Operating income and ordinary income both up remarkably year-on-year



# FY 2014 Second Quarter (Fiscal Year-to-Date) Factors for Operating Income





# FY 2014 Second Quarter (Fiscal Year-to-Date) Net Income

Net income for the quarter up 196.4% year-on-year to 2.7 billion yen

