

NISSAN SHATAI CO., LTD.

FY 2019 Second Quarter

(Fiscal Year-to-Date)

Financial Results

(Fiscal year ending March 31, 2020)



November 2019

FY 2019 Second Quarter (Fiscal Year-to-Date) Earnings Results Highlights

Sales volume was lower than one year earlier due to a decline in the Patrol (Y61) (Y62) for the Middle East, Infiniti QX80 for North America and other vehicles.

Vehicle sales volume

Decreased 31 thousand units year-on-year to 86 thousand units, the result of decreases in the volume of passenger vehicles, commercial vehicles and microbus.

Net sales

Decreased 24.3% year-on-year to 229.6 billion yen due to lower vehicle sales volume

Operating income

Decreased 41.1% year-on-year to 1.9 billion yen due to lower sales

Profit attributable to owners of parent

Decreased 36.9% year-on-year to 1.5 billion yen mainly because of lower sales and operating income

FY 2019 Second Quarter (Fiscal Year-to-Date)

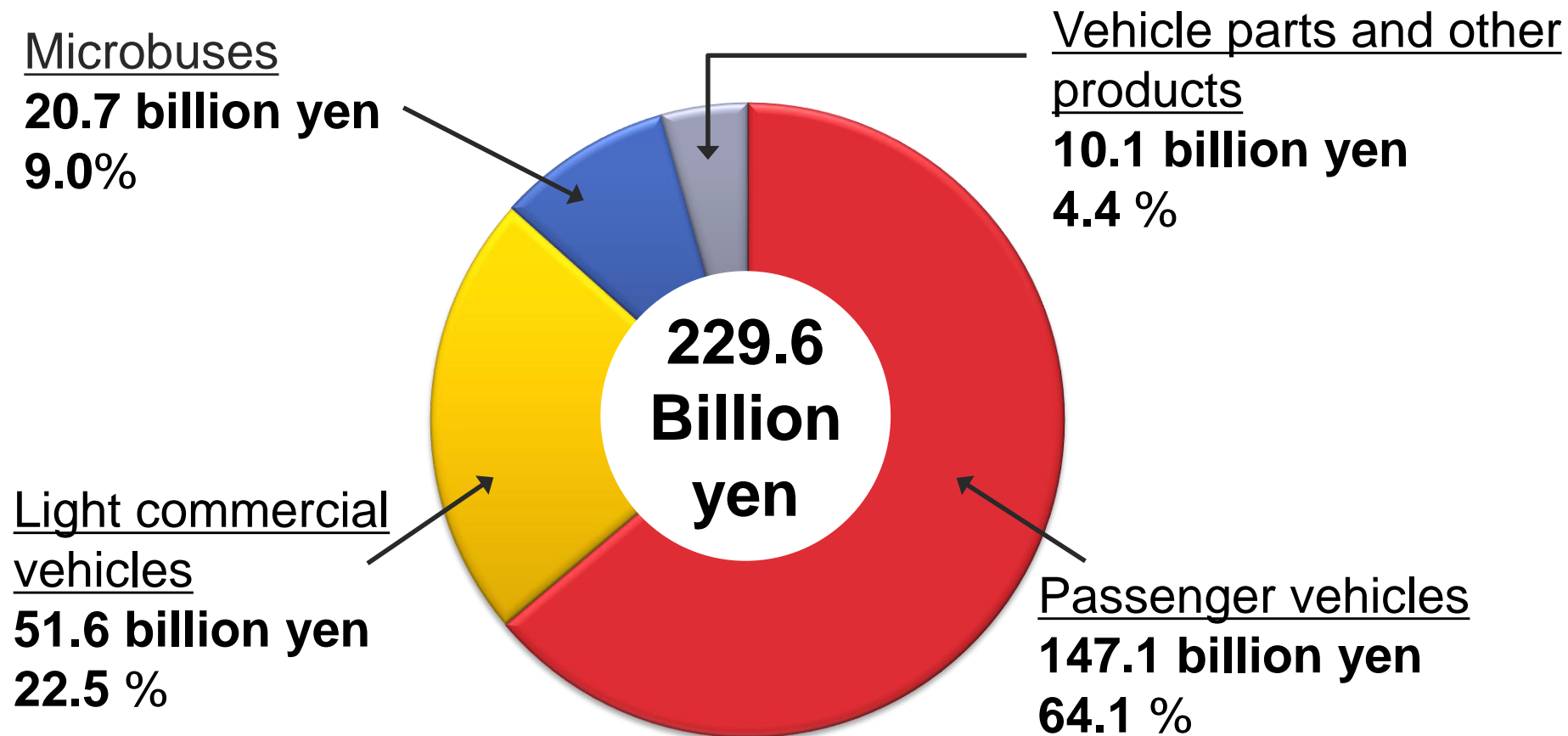
Financial Performance Highlights

	FY2018 2Q FYTD (2018/4-9)	FY2019 2Q FYTD (2019/4-9)	Variance (Change vs. FY18 2Q(%))		FY2019 (Forecast)
Net sales	303.3	229.6	(73.6)	(24.3%)	501.6
Operating income	3.3	1.9	(1.3)	(41.1%)	7.0
Ordinary income	3.5	2.2	(1.3)	(36.9%)	7.4
Profit attributable to owners of parent	2.4	1.5	(0.9)	(36.9%)	4.6

(Billion yen)

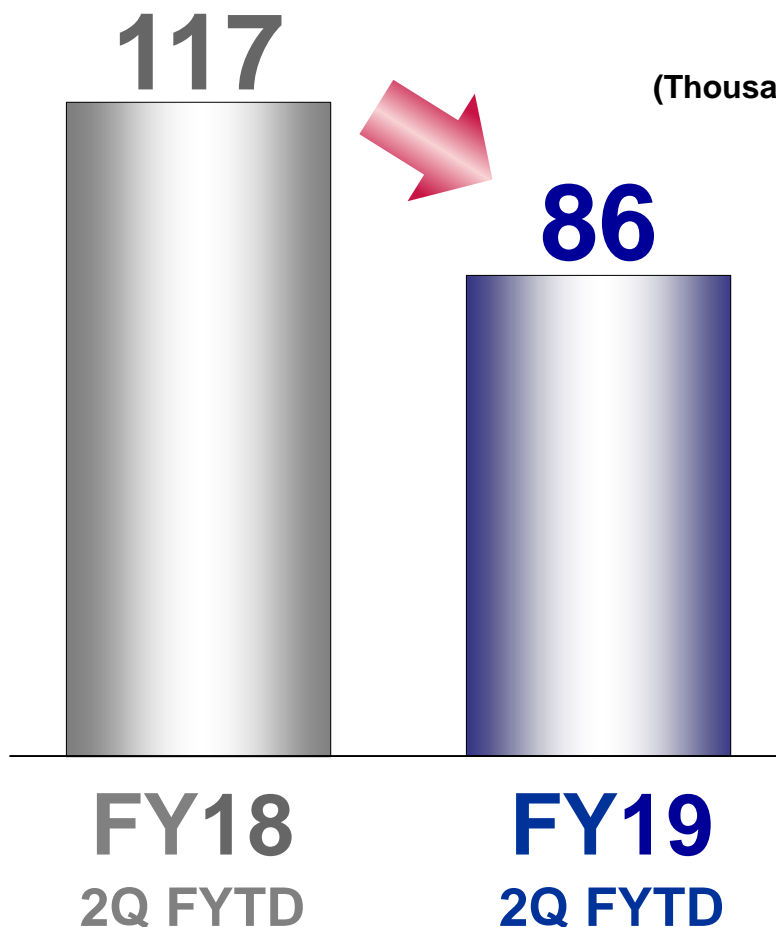
FY 2019 Second Quarter (Fiscal Year-to-Date)

Sales Breakdown by Product Area



FY 2019 Second Quarter (Fiscal Year-to-Date) Vehicle Sales Volume

Vehicle sales volume down 26.5% year-on-year to 86 thousand



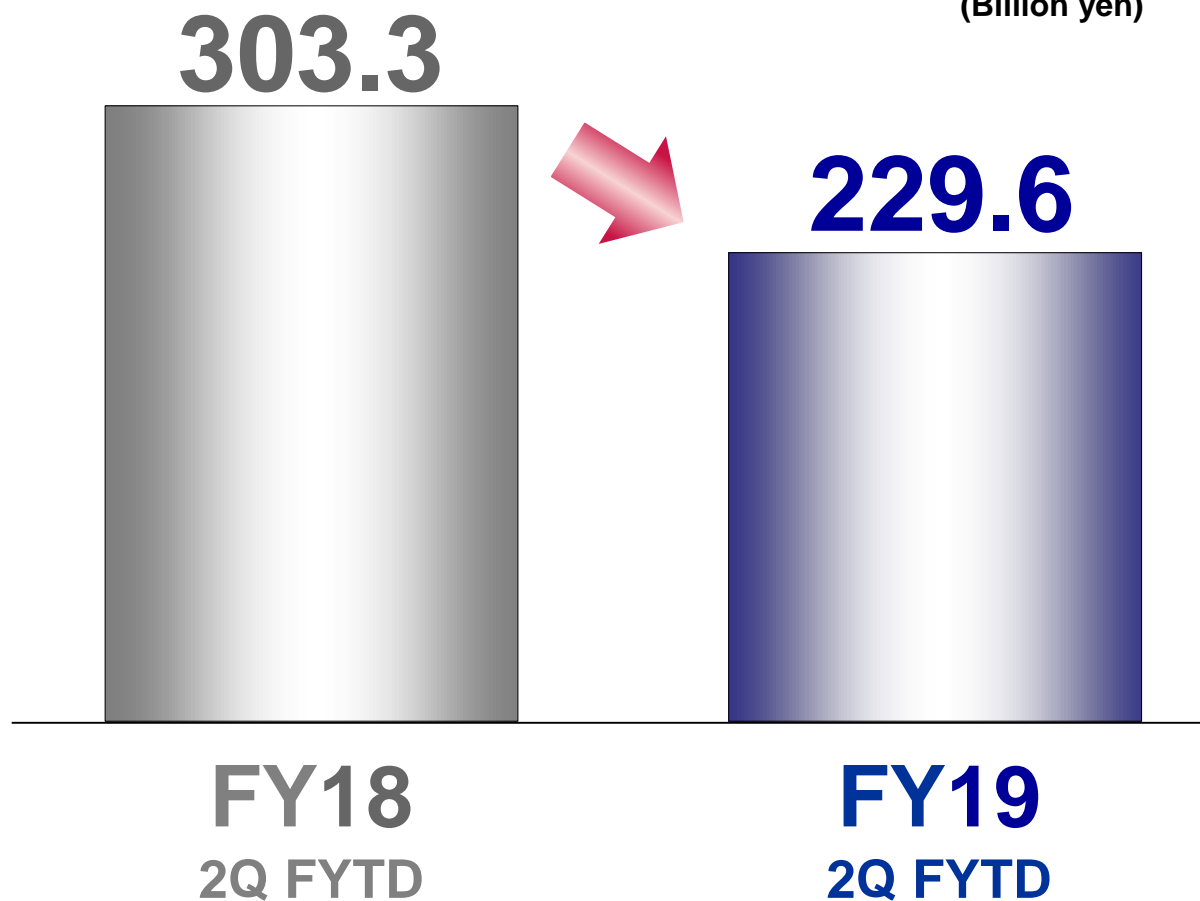
(Thousand units)

	FY2018 2Q FYTD	FY2019 2Q FYTD	Variance
Passenger vehicles	65	43	(33.7%)
Light commercial vehicles	40	33	(18.8%)
Microbuses	11	10	(12.4%)
Total	117	86	(26.5%)

FY 2019 Second Quarter (Fiscal Year-to-Date) Net Sales

Net sales down 24.3% year-on-year to 229.6 billion yen

(Billion yen)

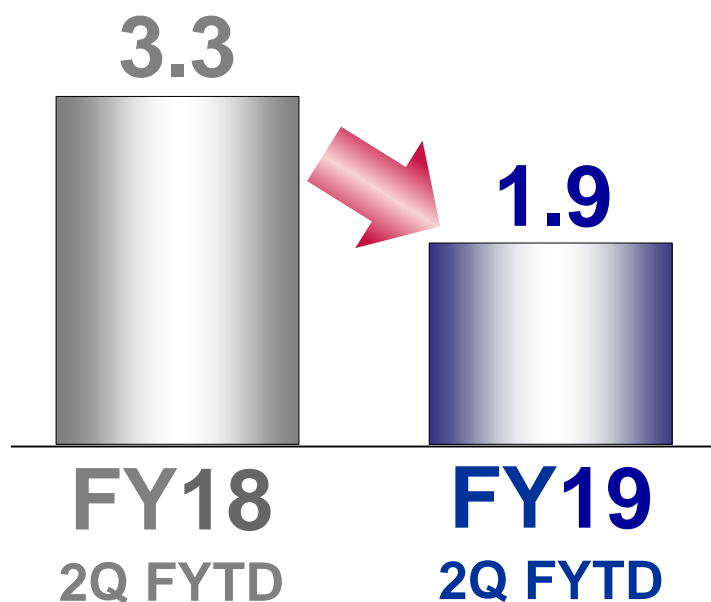


FY 2019 Second Quarter (Fiscal Year-to-Date)

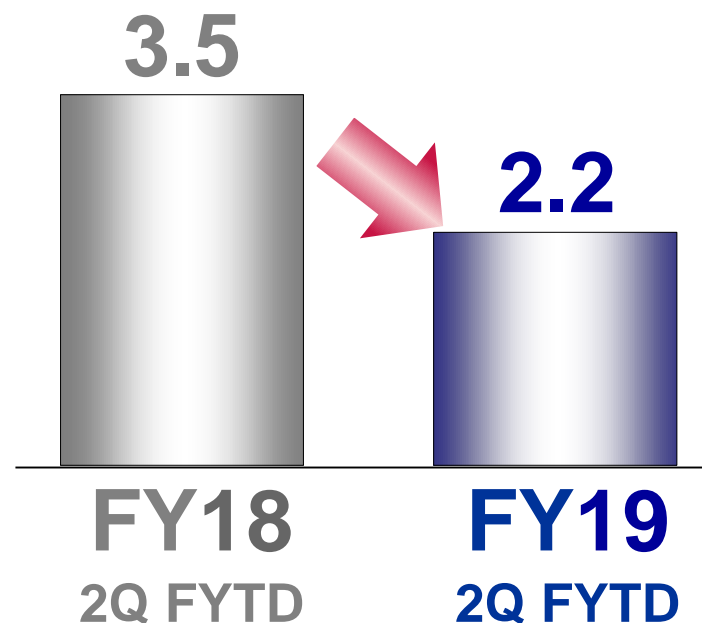
Operating Income/Ordinary Income

Operating income and ordinary income both down year-on-year

Operating Income (Billion yen)

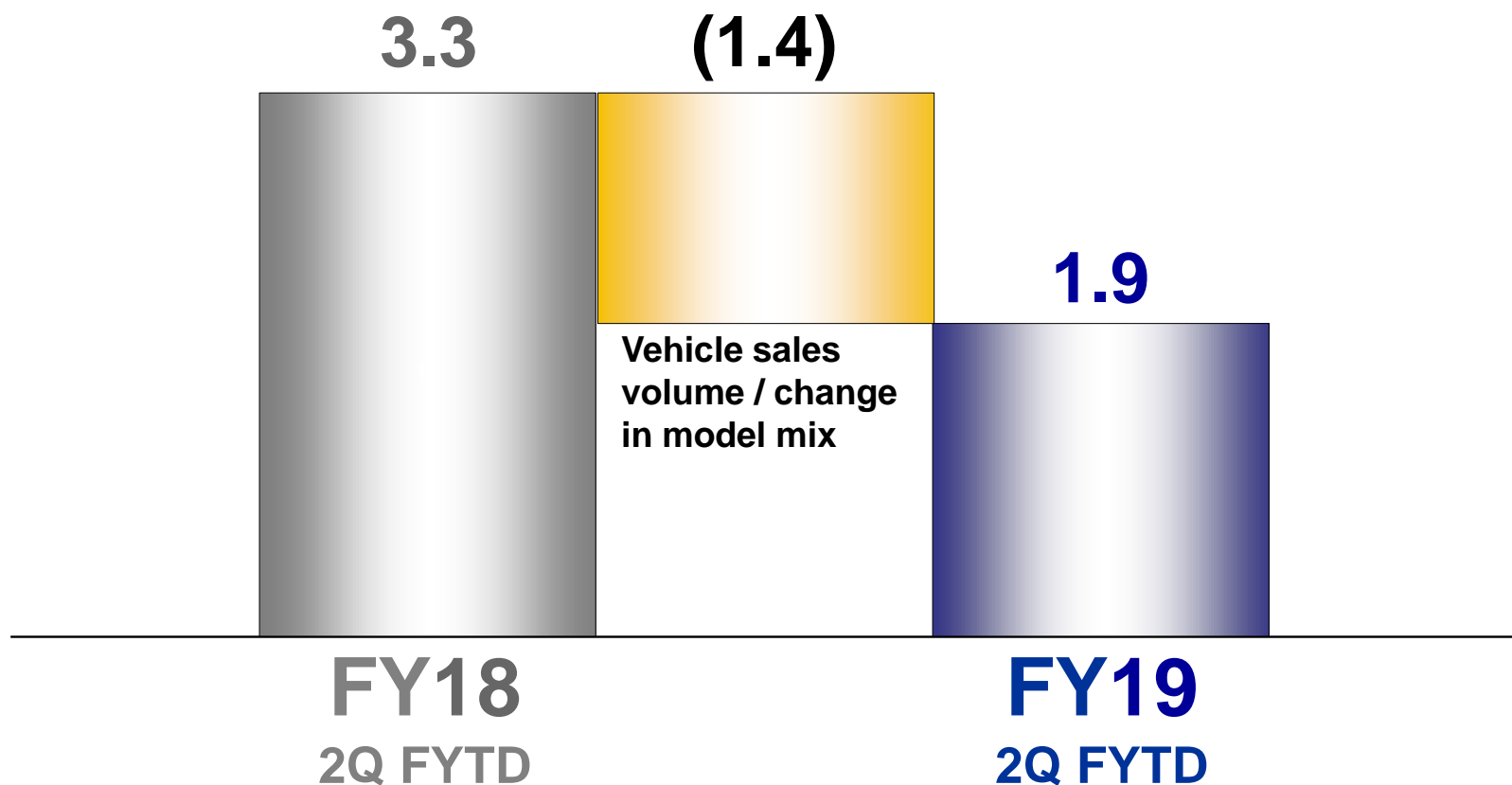


Ordinary Income (Billion yen)



FY 2019 Second Quarter (Fiscal Year-to-Date) Factors for Operating Income

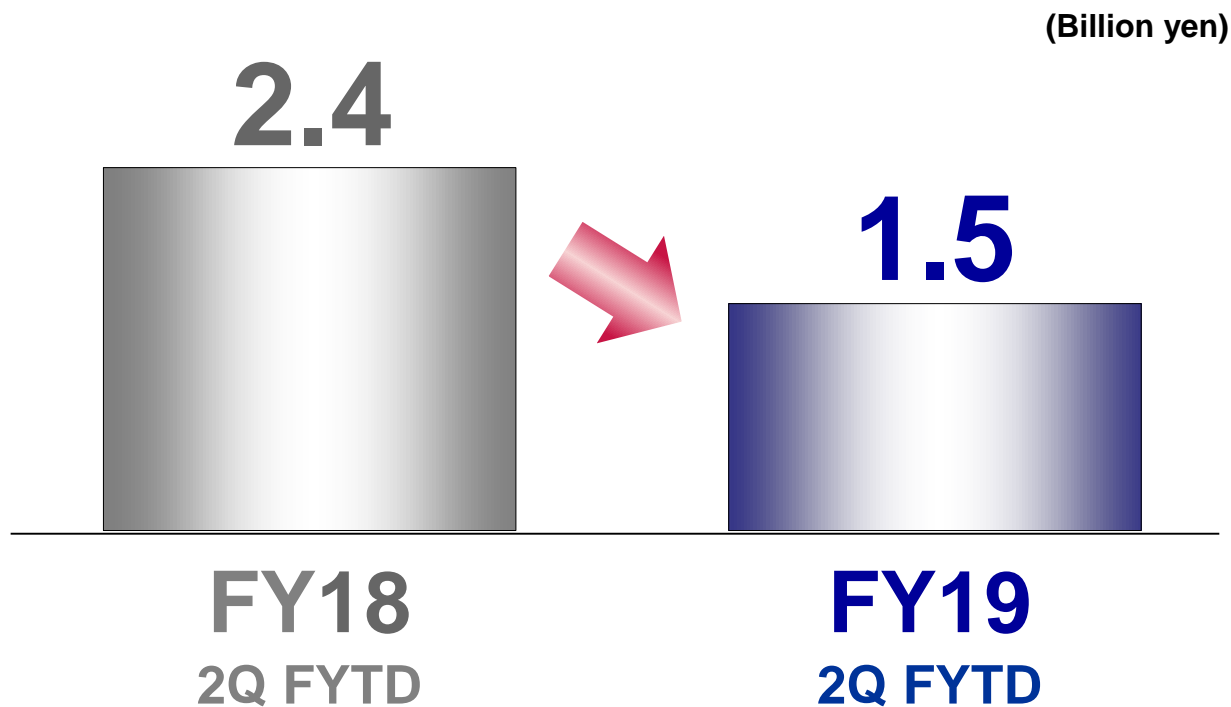
(Billion yen)



FY 2019 Second Quarter (Fiscal Year-to-Date)

Profit attributable to owners of parent

Profit attributable to owners of parent down 36.9% year on year to 1.5 billion yen because of lower sales



Return to Shareholders

Dividends

Steady dividend with a view to sustainable growth

