

NISSAN SHATAI CO., LTD.

# FY 2020 Third Quarter

(Fiscal Year-to-Date)

# Financial Results

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(Fiscal year ending March 31, 2021)



February 2021

# FY 2020 Third Quarter (Fiscal Year-to-Date) Earnings Results Highlights

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Sales and earnings decreased because of a big downturn from one year earlier in vehicle sales volume. This was attributable mainly to big declines in the production of the Armada for North America and the Patrol Y62 for the Middle East.

## Vehicle sales volume

Decreased 47 thousand units year-on-year to 90 thousand units, the result of decreases in the volume of passenger vehicles, commercial vehicles and microbus.

## Net sales

Decreased 36.8% year-on-year to 236.3 billion yen due to lower vehicle sales Volume and a more unfavorable mixture of vehicle models.

## Operating Loss

Down 10.4 billion yen year-on-year to 4.1 billion yen due to lower vehicle sales volume and a more unfavorable mixture of vehicle models.

## Loss attributable to owners of parent

Down 5.3 billion yen year-on-year to 1.3 billion yen due to decrease in sales, operating income and impact of special losses

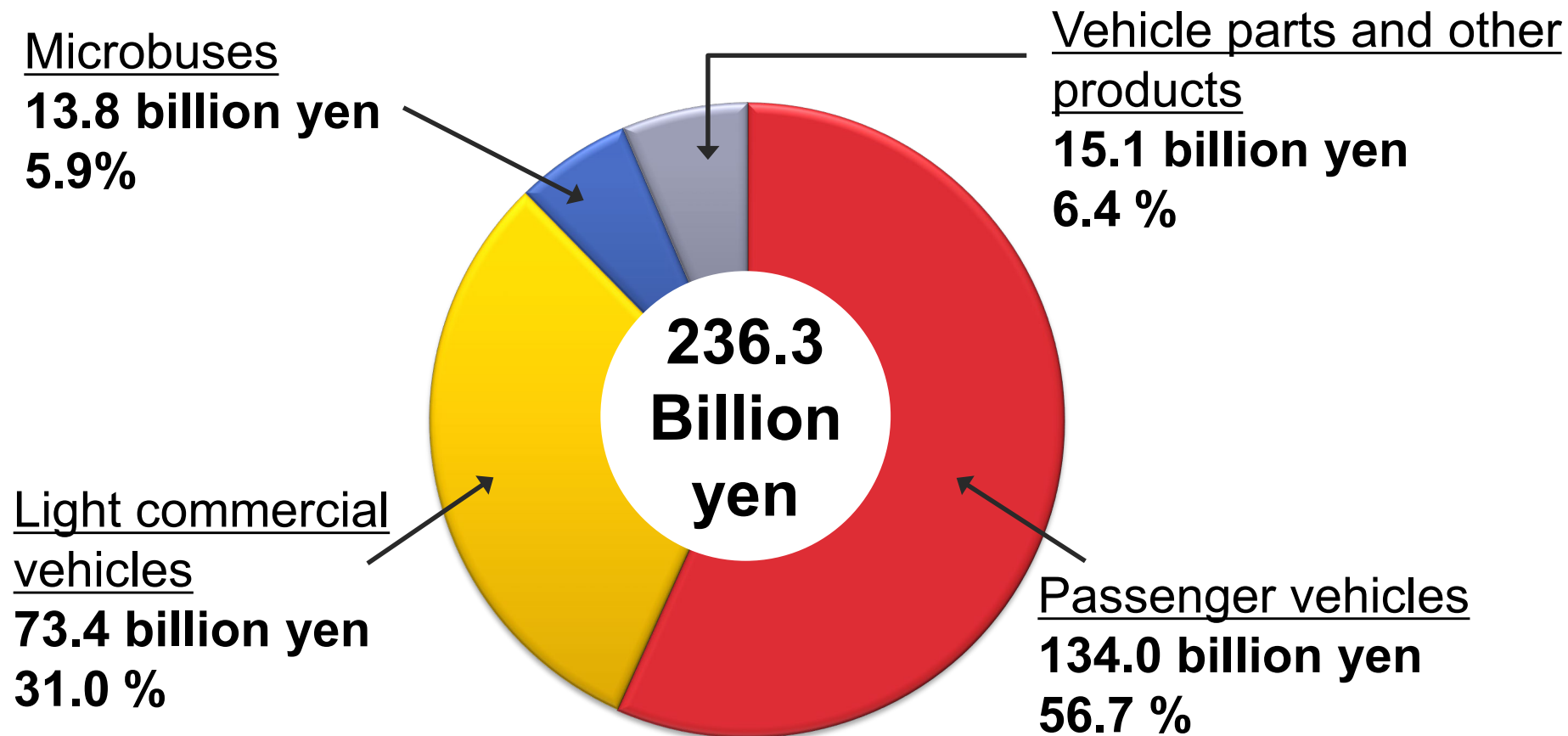
# FY 2020 Third Quarter (Fiscal Year-to-Date) Financial Performance Highlights

	FY2019 3Q FYTD (2019/4-12)	FY2020 3Q FYTD (2020/4-12)	Variance (Change vs. FY19 3Q(%))		FY2020 (Forecast)
Net sales	374.0	<b>236.3</b>	(137.7)	(36.8%)	361.6
Operating income (loss)	6.3	<b>(4.1)</b>	(10.4)	-	(2.0)
Ordinary income (loss)	6.7	<b>(2.7)</b>	(9.5)	-	(0.4)
Profit (Loss) attributable to owners of parent	3.9	<b>(1.3)</b>	(5.3)	-	0.0

(Billion yen)

# FY 2020 Third Quarter (Fiscal Year-to-Date) Sales Breakdown by Product Category

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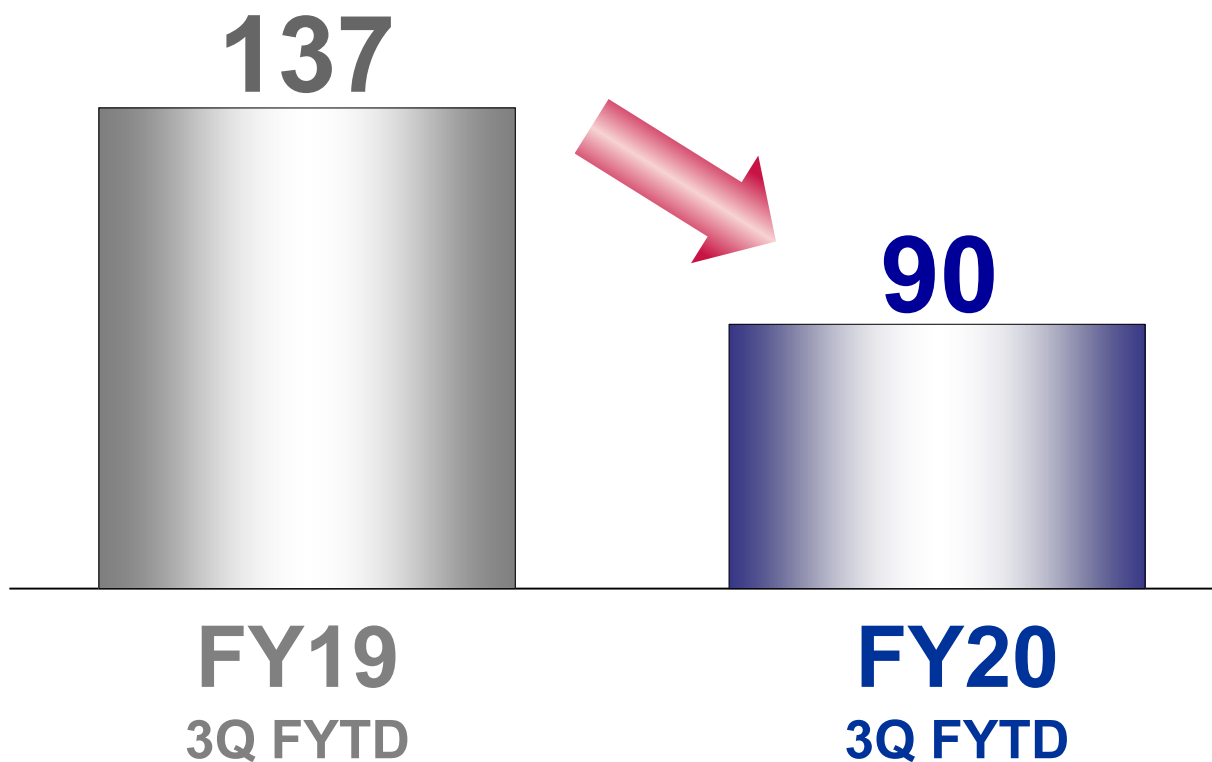


# FY 2020 Third Quarter (Fiscal Year-to-Date) Vehicle Sales Volume

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Vehicle sales volume down 34.1% year-on-year to 90 thousand

(Thousand units)

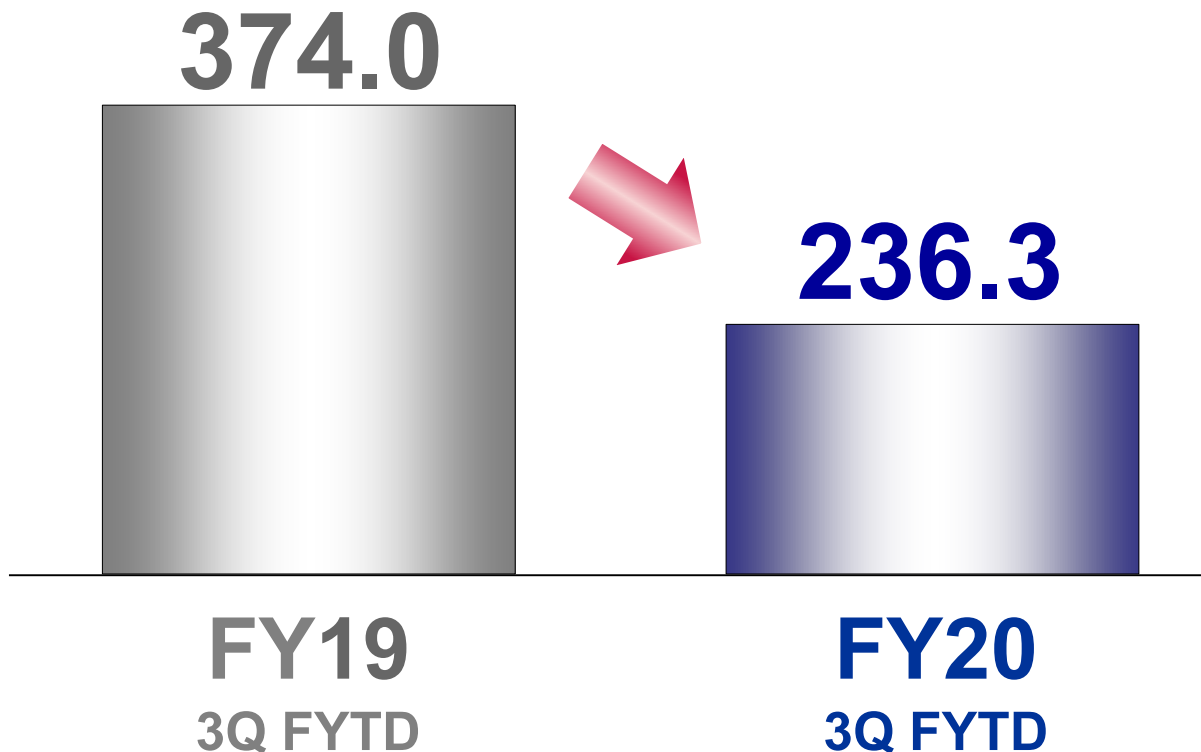


# FY 2020 Third Quarter (Fiscal Year-to-Date) Net Sales

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Net sales down 36.8% year-on-year to 236.3 billion yen

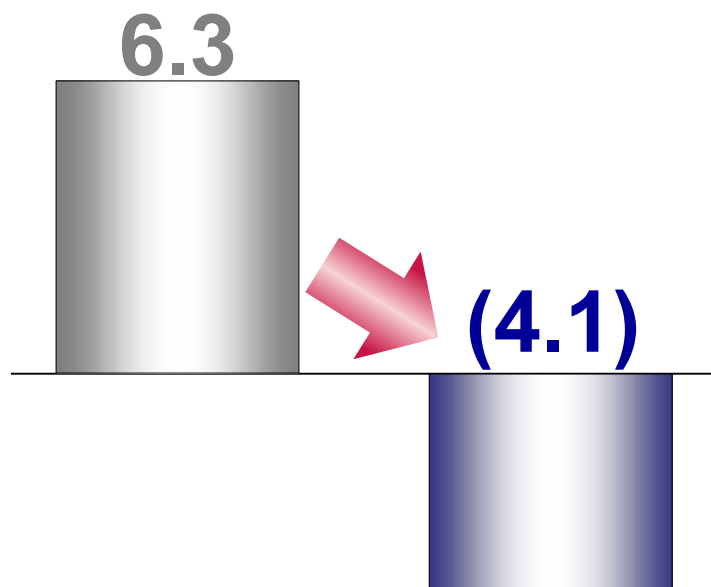
(Billion yen)



# FY 2020 Third Quarter (Fiscal Year-to-Date) Operating Income (Loss) / Ordinary Income (Loss)

Operating and ordinary income fell sharply from one year earlier to losses

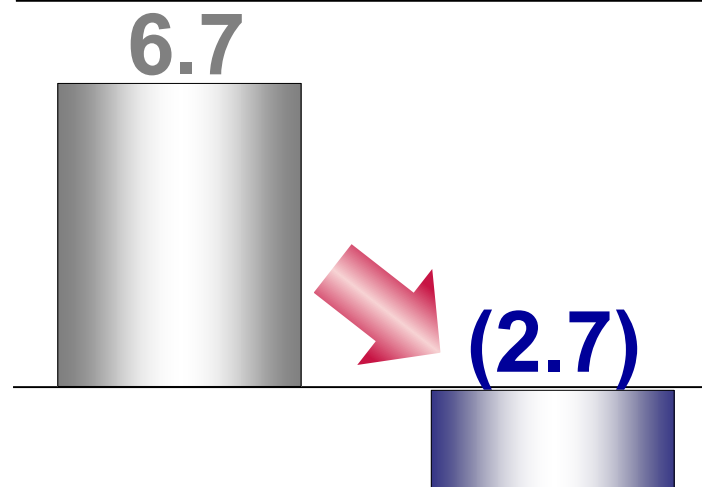
Operating Income (Loss) (Billion yen)



**FY19**  
3Q FYTD

**FY20**  
3Q FYTD

Ordinary Income (Loss) (Billion yen)



**FY19**  
3Q FYTD

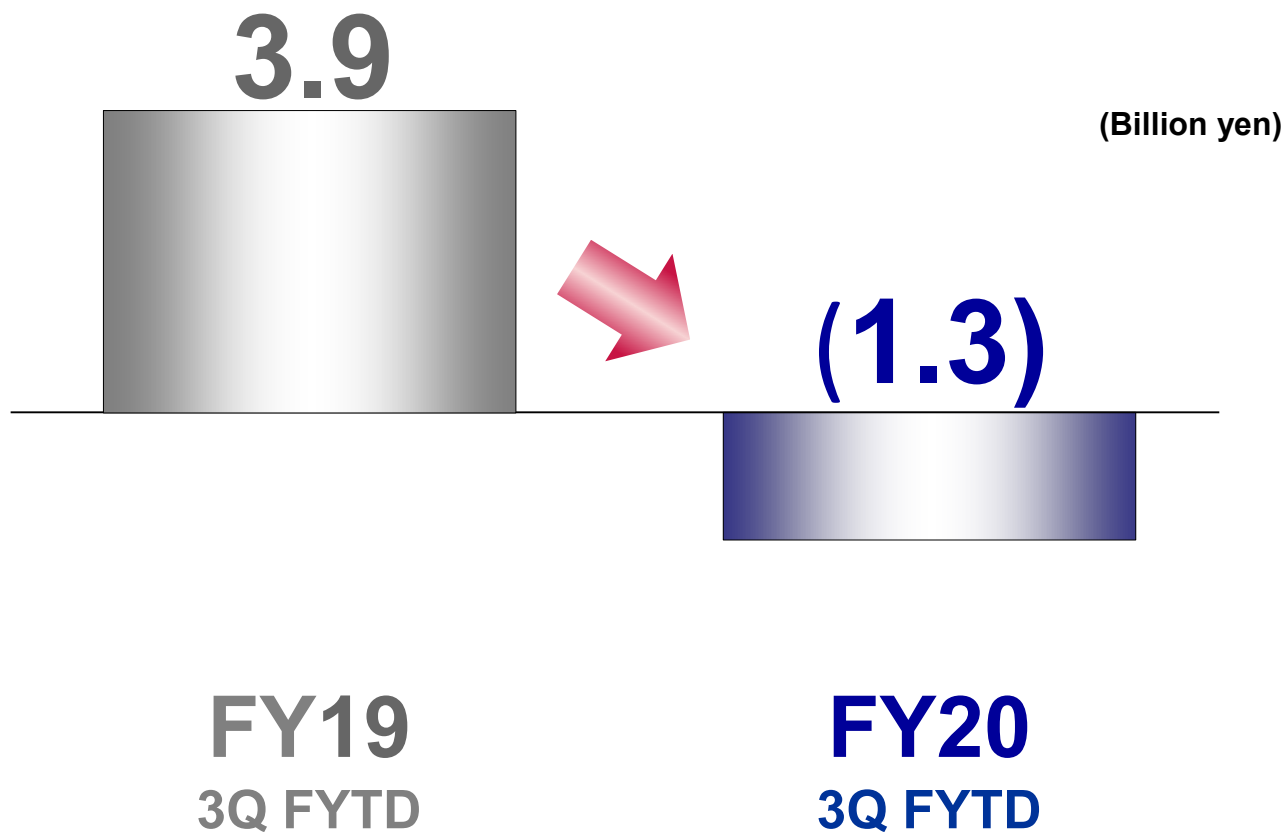
**FY20**  
3Q FYTD

FY 2020 Third Quarter (Fiscal Year-to-Date)

## Profit (Loss) attributable to owners of parent

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Loss attributable to owners of parent was 1.3 billion yen, down 5.3 billion yen from one year earlier.





# Return to Shareholders

## Dividends

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

