

NISSAN SHATAI CO., LTD.

FY 2016

Financial Results

(Fiscal year ended March 31, 2017)



May 2017

FY 2016

Major Achievements in FY2011-2016

[1] Become the global benchmark for overall capabilities in QCT*(Nissan Shatai Kyushu)

- After starting operations, the new Kyushu Plant began assembling a new model in four consecutive years.
- The new Kyushu Plant received Infiniti certification and Infiniti vehicles made at this plant continue to rank among the leaders in the J.D. Power North America Initial Quality Study.
- Consistent and reliable production using three teams and three shifts for the first time at a Nissan plant in Japan.

[2] Create a flexible manufacturing facility for high-mix, low-volume production(Shonan Plant)

- Actions were taken to further improve production efficiency, the nucleus of reorganization measures as vehicle production outside Japan grows.
- Established a production system for light commercial vehicles (LCV) with the flexibility to meet the diverse needs of customers.
- Maintained a high ranking among Nissan plants worldwide and received the Plant of the Year Award (2012, 2013).
- Made a minor change to the NV150 AD commercial vehicle (safety system: automatic brake system).

[3] Strengthen global LCV business capability

- Rapidly expanded preparations for the overseas base development and production project.
- Upgraded overseas support capabilities regarding both education and the use of associated skills; created a framework for implementing the overseas project; established the LCV Global Technical Center; provided support to overseas bases for quality and cost improvements.

[4] Actively expand production and sales

- Market surveys centered on direct feedback from customers were used for internal activities for the timely planning and fast introductions of vehicles and for extensive sales support measures
- Big improvement in the appeal of the Patrol pickup contributed to the growth in production volume; conversion sales were about four times higher.

FY 2016

Earnings Results Highlights

Sales and earnings increased as the higher sales volume of passenger vehicles made a big contribution.

Vehicle sales volume

Increased 7.8% year-on-year to 230 thousand units because of higher production of the Armada for North America, a model Nissan Shatai started producing in June 2016

Net sales

Increased 11.1% year-on-year to 565.8 billion yen on expansion in vehicle sales volume

Operating income

Increased 6.2% year-on-year to 12.1 billion yen mainly because of the growth in sales volume and reduction in cost of goods sold, among other factors

Profit attributable to owners of parent

Increased 3.6% year-on-year to 8.2 billion yen, including the effects of special extra retirement payments and amendments to Japan's Corporate Income Tax Act in 2016

Capital expenditure

About 9.7 billion yen mainly for investments for minor changes that make vehicles more appealing and for the rationalization and improvement of manufacturing facilities

FY 2016

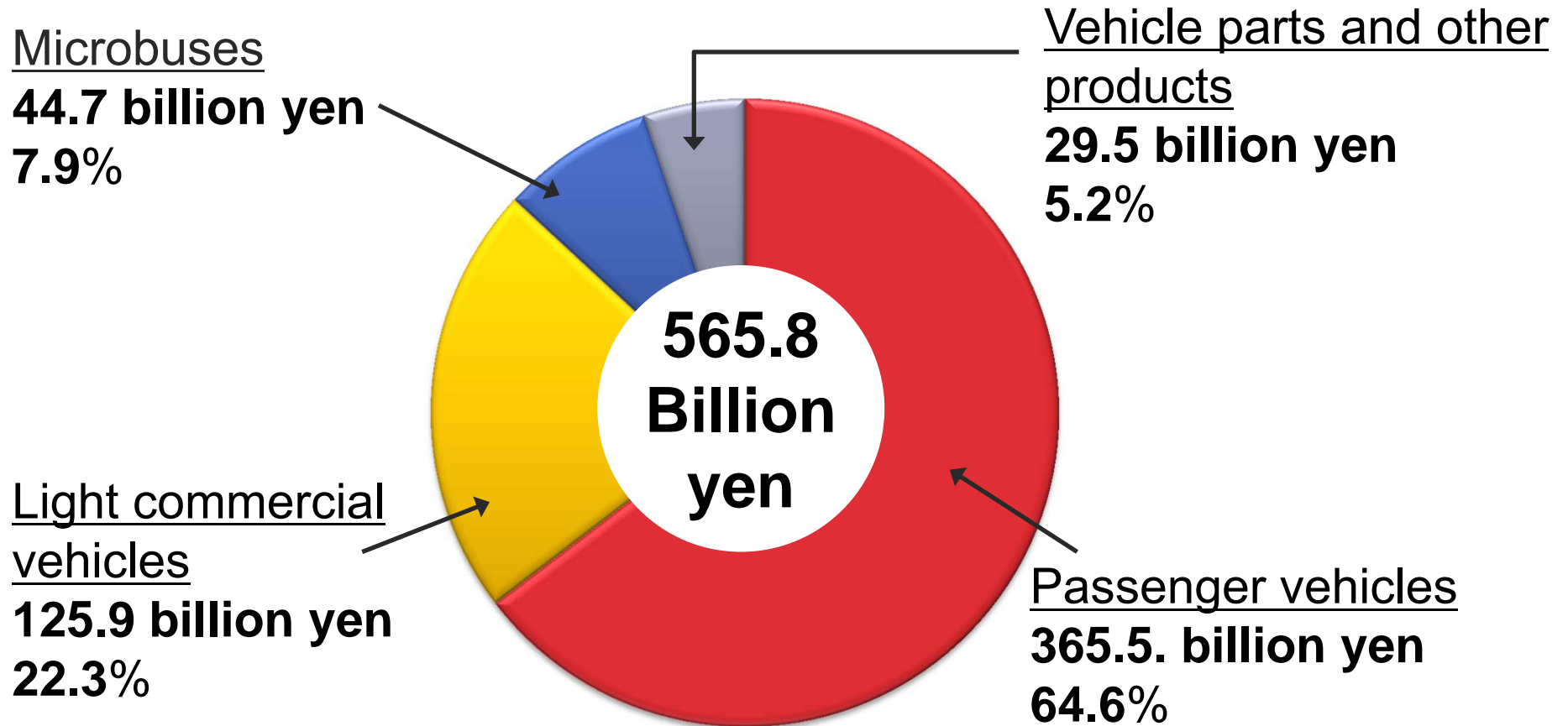
Financial Performance Highlights

| | FY2015 (FY2016/3) | FY2016 (FY2017/3) | Variance | Change vs. FY15 (%) |
|--|----------------------|----------------------|----------|------------------------|
| Net sales | 509.4 | 565.8 | 56.4 | 11.1% |
| Operating income | 11.4 | 12.1 | 0.7 | 6.2% |
| Ordinary income | 11.9 | 12.7 | 0.7 | 6.2% |
| Profit attributable to owners of parent | 7.9 | 8.2 | 0.2 | 3.6% |

(Billion yen)

FY 2016

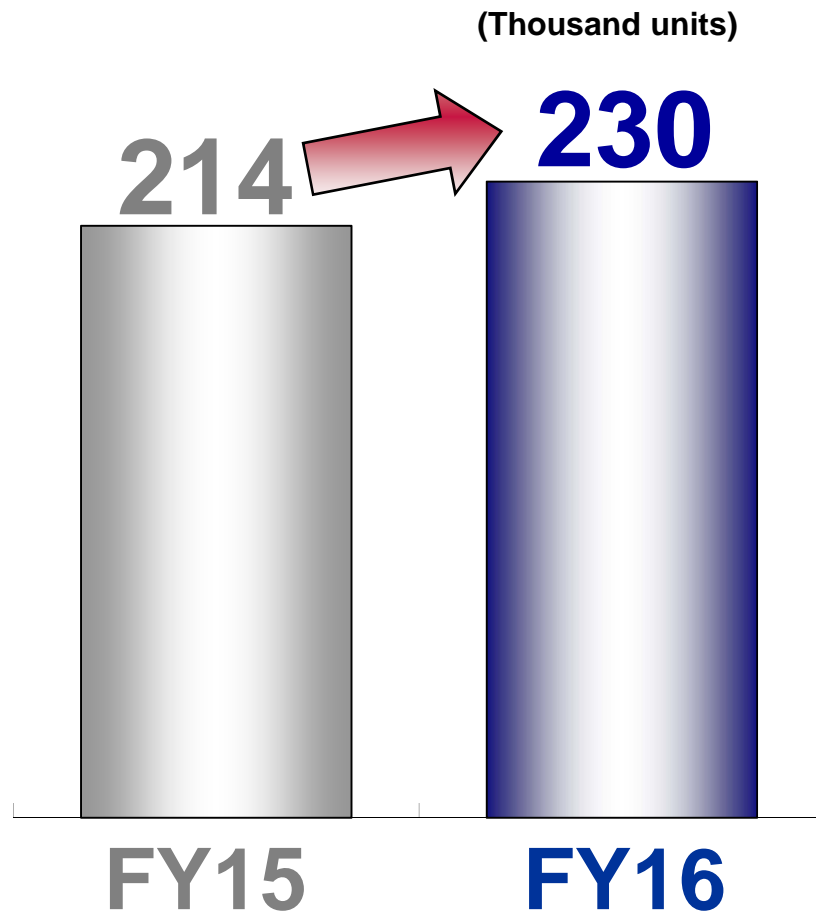
Sales Breakdown by Product Area



FY 2016

Vehicle Sales Volume

Vehicle sales volume up 7.8% year-on-year to 230 thousand



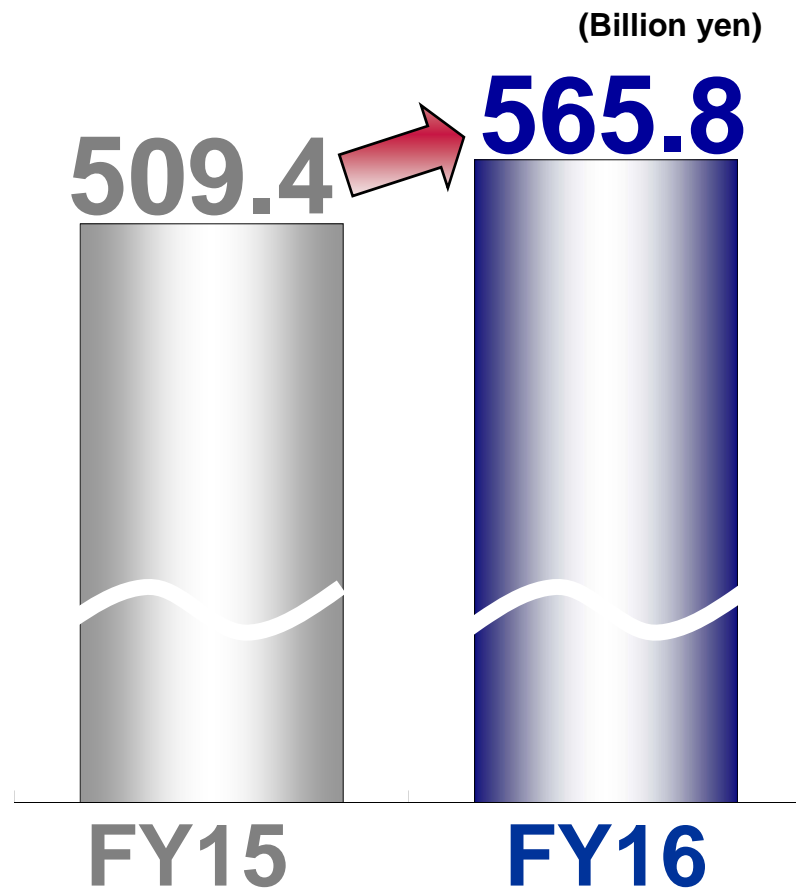
(Unit: thousand units)

| | FY2015 | FY2016 | Variance |
|---------------------------|------------|------------|-------------|
| Passenger vehicles | 103 | 120 | 17.2% |
| Light commercial vehicles | 86 | 87 | 0.7% |
| Microbuses | 25 | 23 | (6.3%) |
| Total | 214 | 230 | 7.8% |

FY 2016

Net Sales

Net sales up 11.1% year-on-year to 565.8 billion yen



ARMADA



PATROL Y62



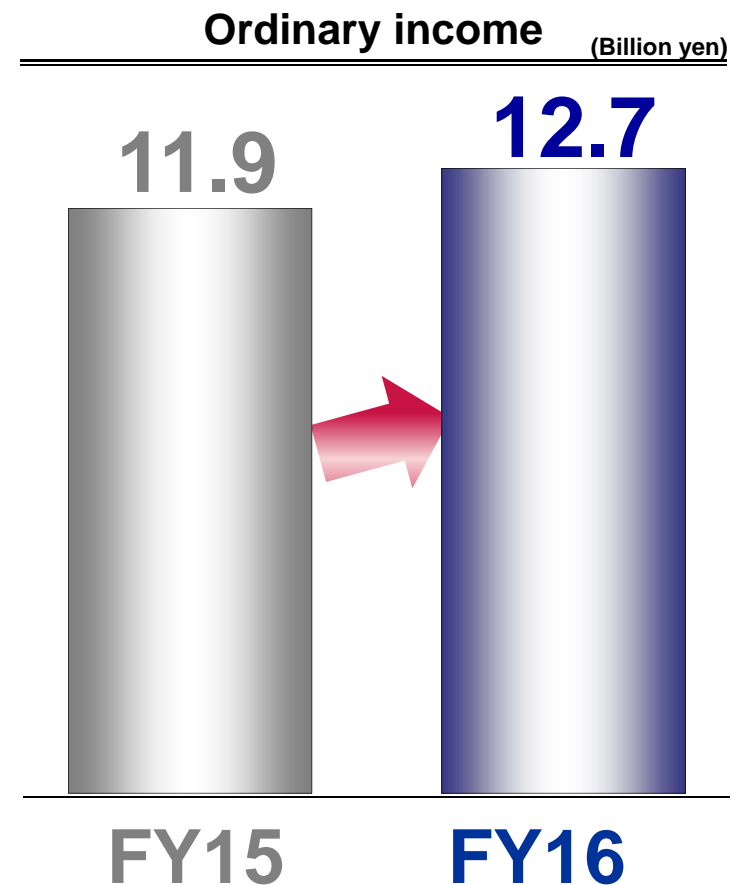
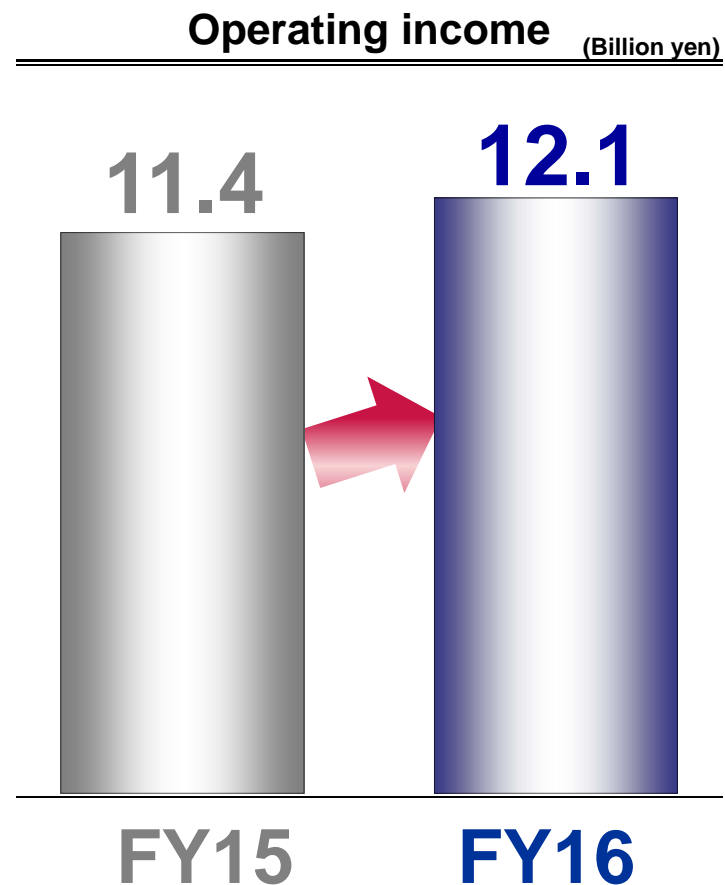
Infiniti QX80



FY 2016

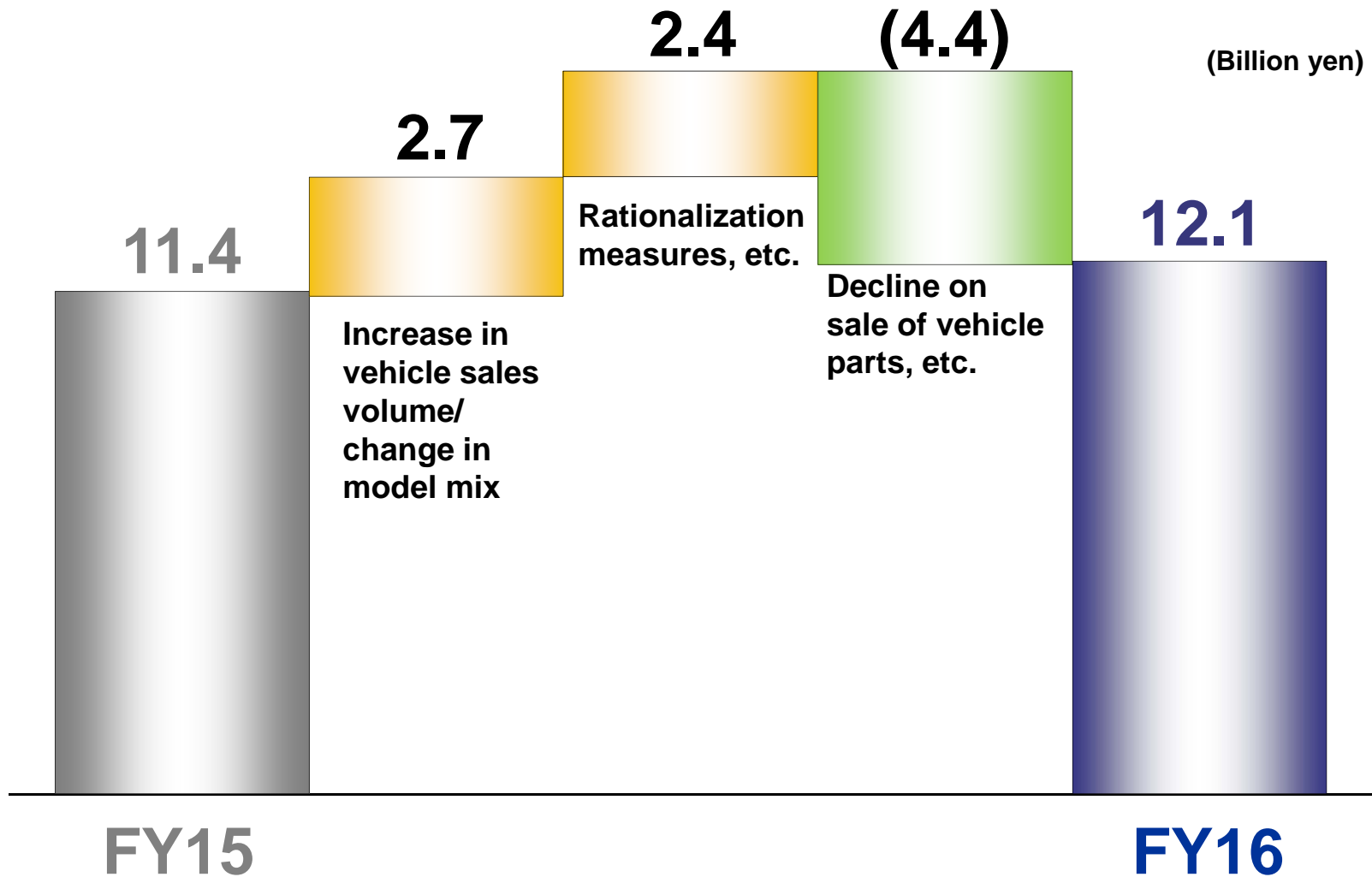
Operating Income/Ordinary Income

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



FY 2016

Factors for Operating Income

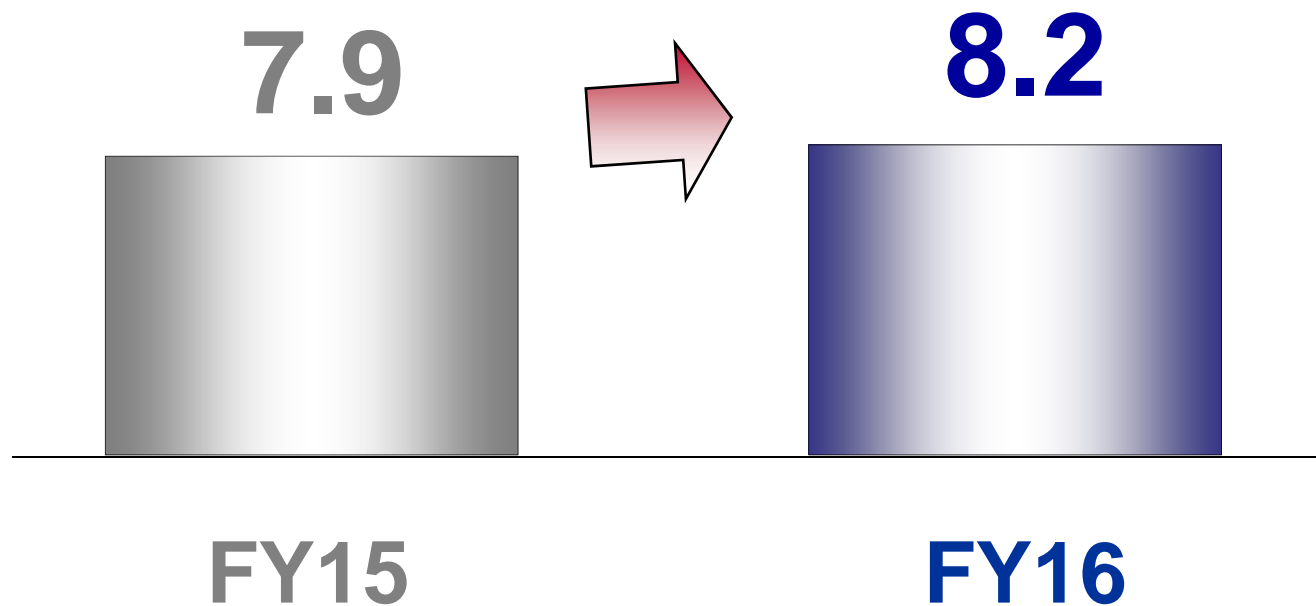


FY 2016

Net Income

Profit attributable to owners of parent increased 3.6% year-on-year to 8.2 billion yen

(Billion yen)



FY2017 Forecast

Consolidated

FY 2017

Major Initiatives in FY2017

<Changes in the automotive industry's operating environment>

- Overseas production rises while domestic production stays flat
- Faster pace of technological progress involving safety, the environment, convenience and other vehicle characteristics

< Major Initiatives >

Fiscal 2017-2022 Medium-term Management Plan

Build a powerful and long-lasting foundation for success by focusing on LCV and frame-vehicle * technological expertise as well as supplying vehicles with outstanding quality and appeal to customers.

- **Frame-vehicle:** Vehicles consisting of a rugged frame used for trucks and buses along with a power train and other drive components and a cabin. Nissan Shatai's frame-vehicles are the Patrol large SUV, the Infiniti QX80, the Patrol pickup, the Atlas F24, and the Civilian microbus.

The Three Pillars for Becoming More Competitive

1. More competitive vehicles

Produce highly appealing vehicles to increase production and sales

2. More competitive plants

Operate plants with the best quality that can earn the trust of customers

3. More competitive technologies and skills

Establish global technology bases for LCV and frame-vehicle manufacturing

FY 2017

Forecast of Operating Results for FY2017

We are planning on higher sales and earnings, although the outlook is uncertain due to the effects of movements in foreign exchange rates and stock prices, the risk of an economic downturn in China and other emerging Asian countries, and other reasons.

| | FY2016 (FY2017/3) | FY2017 (FY2018/3) | Variance | Change vs. FY16(%) |
|--|----------------------|----------------------|----------|-----------------------|
| Net sales | 565.8 | 670.0 | 104.1 | 18.4% |
| Operating income | 12.1 | 14.0 | 1.8 | 14.8% |
| Ordinary income | 12.7 | 14.5 | 1.7 | 14.1% |
| Profit attributable to owners of parent | 8.2 | 9.6 | 1.3 | 16.7% |

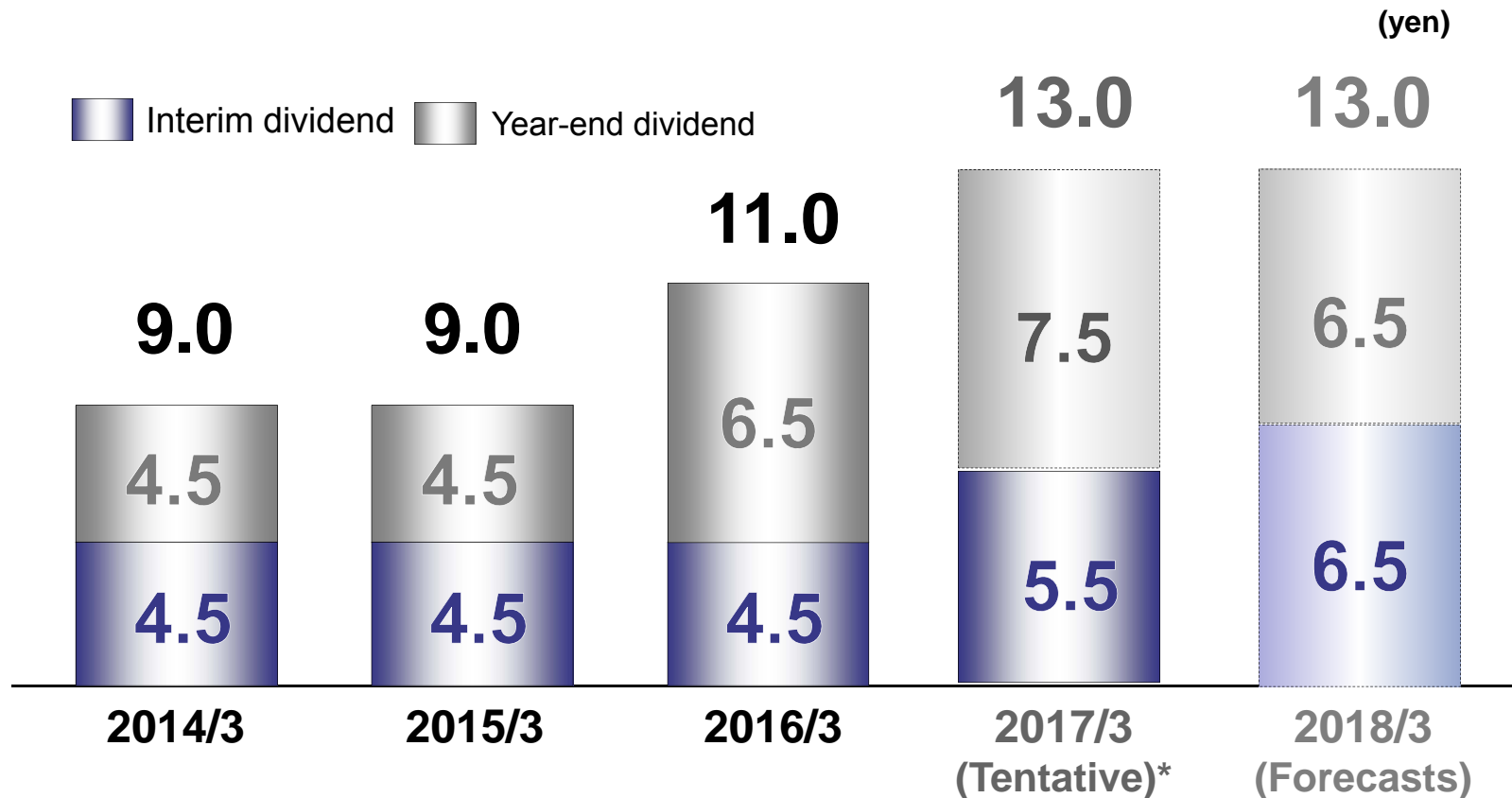
(Billion yen)

Return to Shareholders

Return to Shareholders

Dividends

Steady Dividend with a View to Sustainable Growth



- The amount of year-end dividend per share applicable to the fiscal year 2017 is as stated in the Financial Results released on May 11, 2017. The dividend will be officially approved at the 94th Ordinary General Shareholders Meeting scheduled for June 28, 2017.