

NISSAN SHATAI CO., LTD.

FY 2020 Financial Results

(Fiscal year ending March 31, 2021)



May 2021

FY 2020

Events and Major Achievements in FY2020

【Build a stronger foundation for supporting all activities】

Even during the COVID-19 pandemic, commercial vehicles and special-purpose vehicles, which are the primary products of Nissan Shatai, have played a vital role in many industries and for the provision of public services. Consequently, Nissan Shatai continued manufacturing activities while implementing rigorous COVID-19 preventive measures.

[1] More competitive vehicles (Producing highly appealing vehicles to increase production and sales)

Started production of the new model of Elgrand, with a revised exterior and advanced safety equipment,

Started production of a special version of the NV350 Caravan called the Premium GX Black Gear

Made minor changes to the Armada, including a larger navigation monitor and revisions to its exterior.

[2] More competitive plants (Operating plants with the best quality that can earn the trust of customers)

In a 2020 quality survey, the Armada was ranked first among large SUVs for both initial quality and driver appeal.

[3] More competitive technologies and skills (Establishing global technology bases for LCV and frame-vehicle manufacturing)

Develop production technologies specifically for the distinctive chassis structure of LCV.

Develop the technologies that will be needed for next-generation frame-vehicles.

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Earnings Results Highlights

Although production has been recovering slowly, sales and earnings decreased because of a big decline in the number of vehicles produced because of the COVID-19 pandemic and other reasons.

Vehicle sales volume Down 26.3% year-on-year to 134 thousand units because of the sharp downturn in the first half of the fiscal year.

Net sales Down 27.3% year-on-year to 362.8 billion yen due to lower vehicle sales volume.

Operating income Down 94.8% year-on-year to 0.4 billion yen because of the much smaller gross profit caused by the decrease in orders from Nissan Motor Co., Ltd. and an unfavorable mixture of vehicle models.

Profit attributable to owners of parent Special gains increased because of sales of real estate, but a 67.1% decrease to 1.9 billion yen mainly because of a fixed asset impairment loss.

Capital expenditure About 6.8 billion yen mainly for investments for new vehicles, minor changes that make vehicles more appealing, for the rationalization of manufacturing facilities and improvement of other facilities.

FY 2020

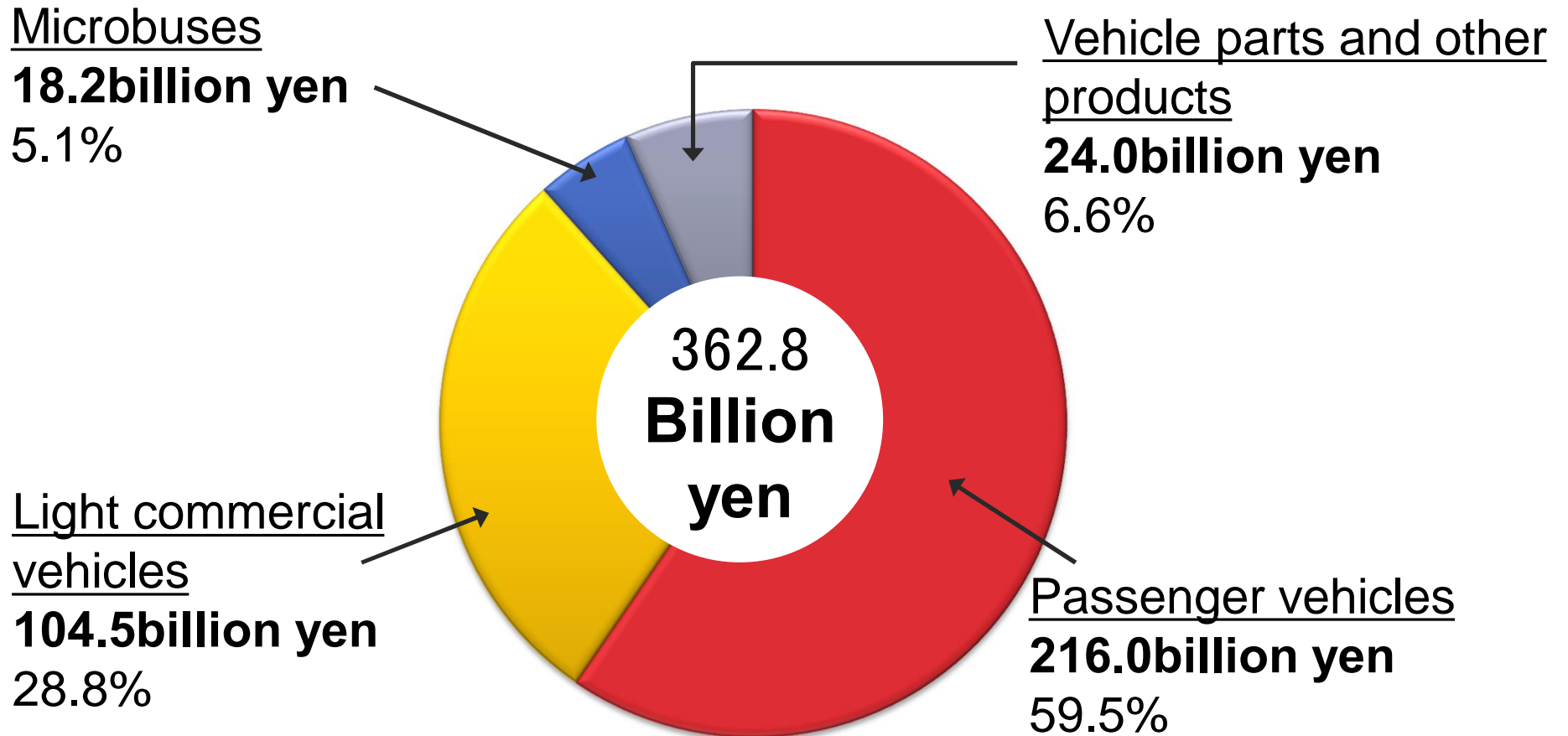
Financial Performance Highlights

	FY2019 (2020/3)	FY2020 (2021/3)	Variance	Change vs. FY19 (%)
Net sales	498.8	362.8	(136.0)	(27.3%)
Operating income	9.3	0.4	(8.8)	(94.8%)
Ordinary income	9.8	1.9	(7.8)	(79.9%)
Profit attributable to owners of parent	5.8	1.9	(3.9)	(67.1%)

(Billion yen)

FY 2020

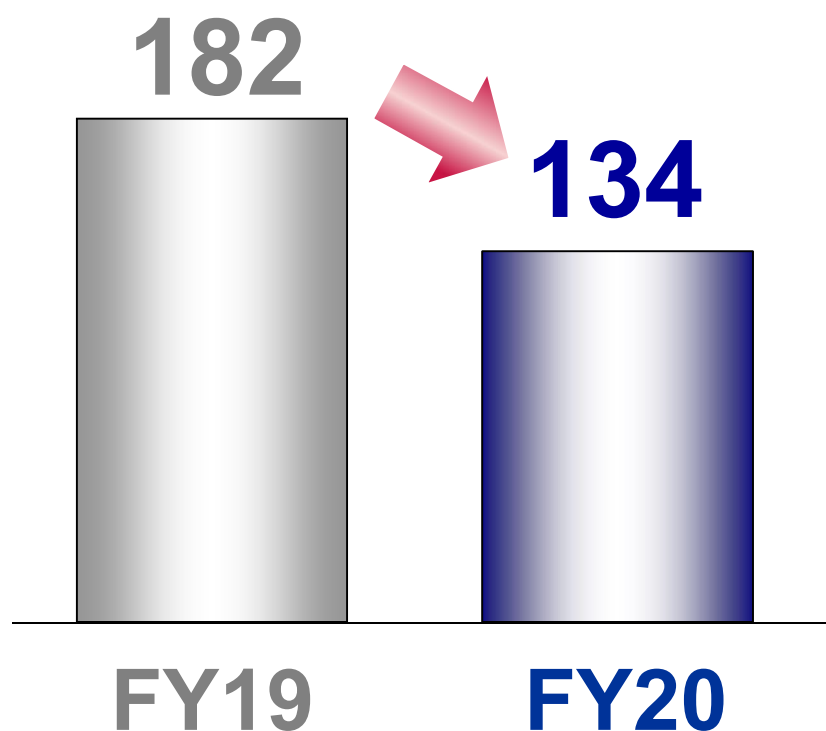
Sales Breakdown by Product Area



FY 2020 Vehicle Sales Volume

Recovering slowly, but down 26.3% year-on-year to 134 thousand units because of the big decrease in first half production.

(Thousand units)



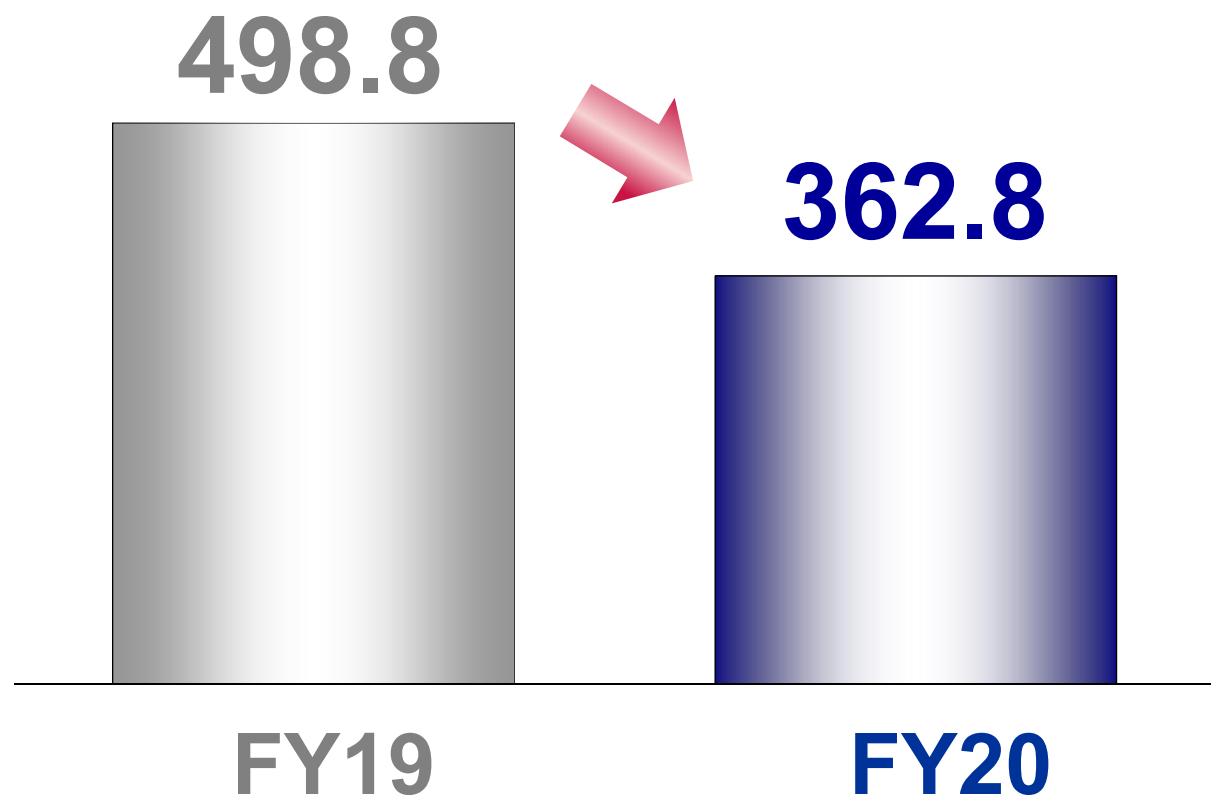
(Unit: thousand units)

	FY2019	FY2020	Variance
Passenger vehicles	93	61	(34.9%)
Light commercial vehicles	67	66	(2.4%)
Microbuses	22	8	(62.6%)
Total	182	134	(26.3%)

FY 2020 Net Sales

Net sales down 27.3% year-on-year to 362.8 billion yen due to lower production volume and other reasons as the business climate remained extremely challenging.

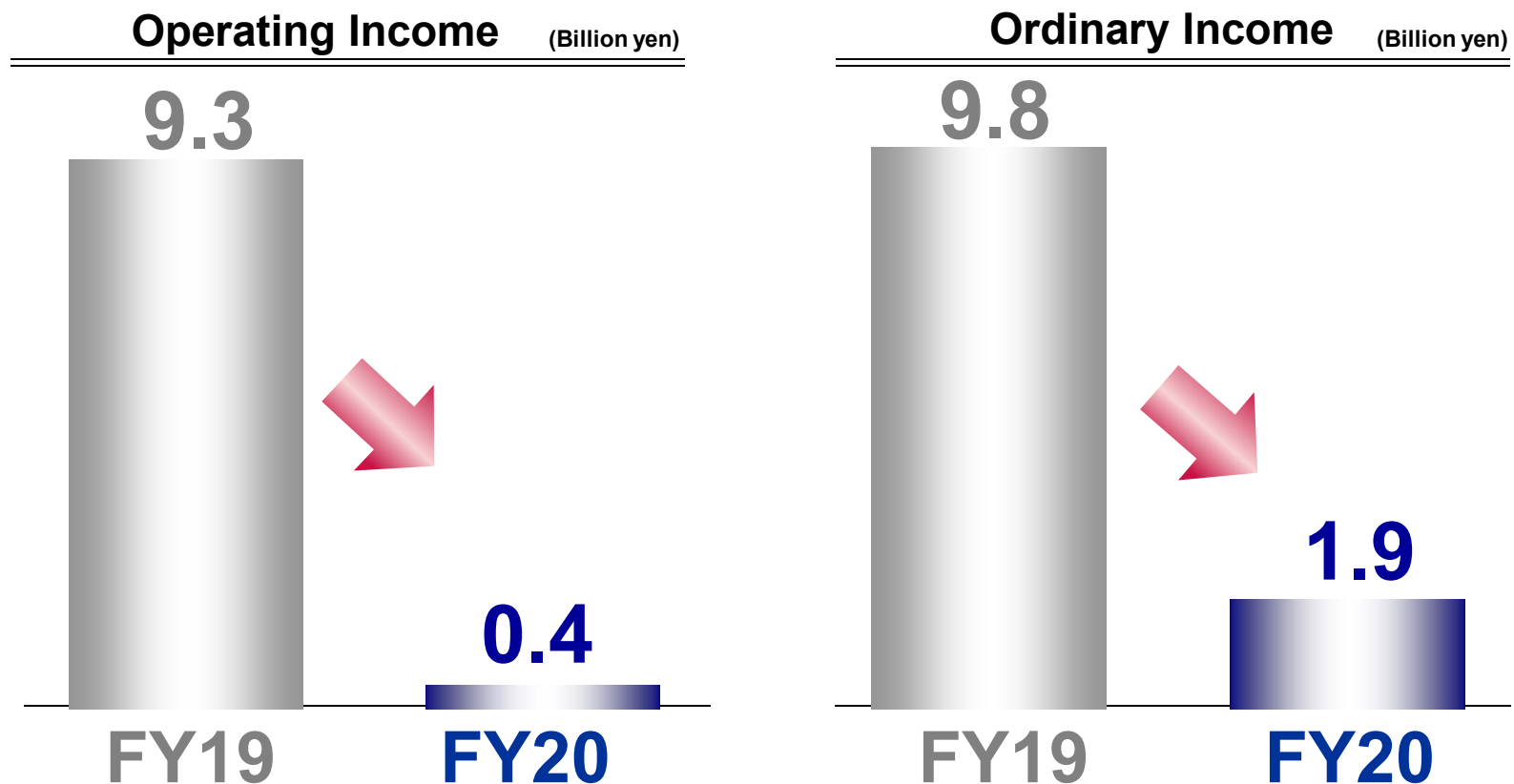
(Billion yen)



FY 2020

Operating Income / Ordinary Income

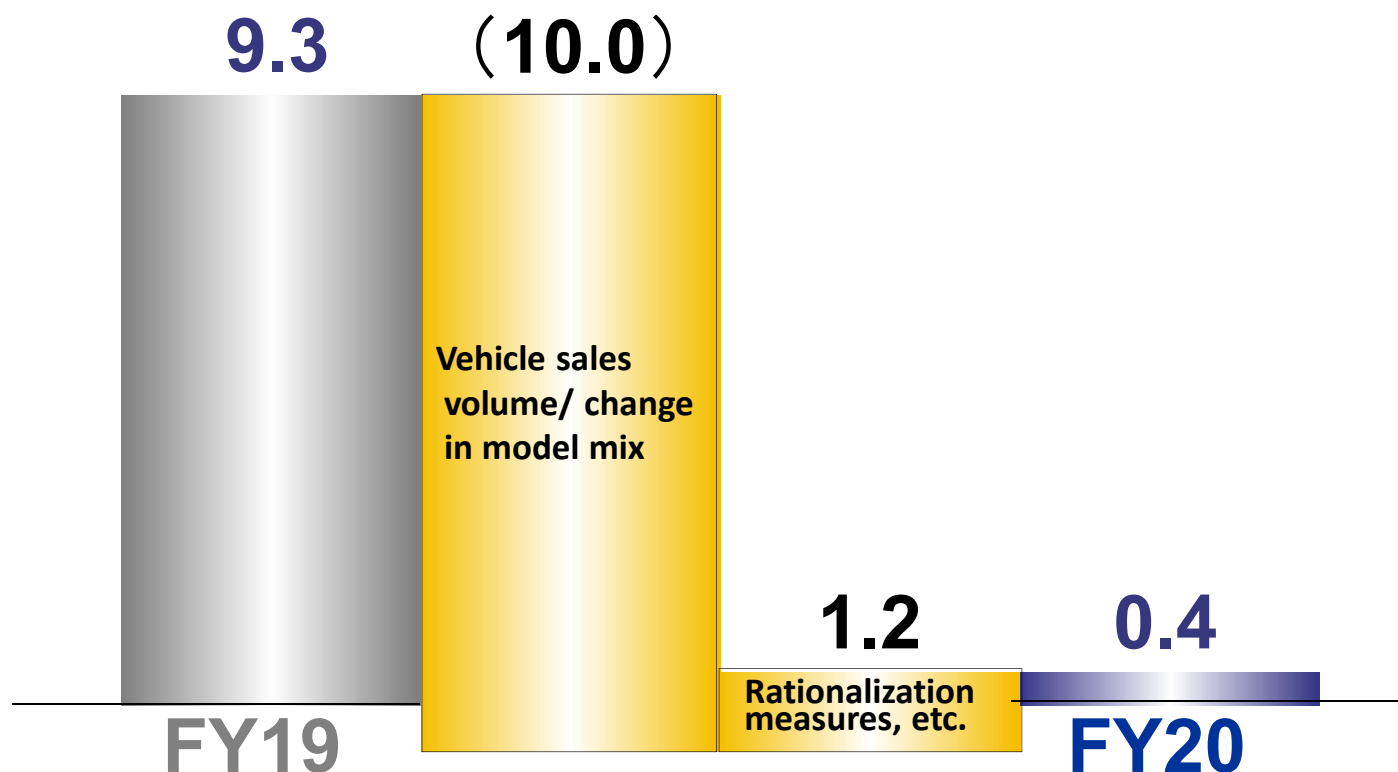
Operating and ordinary income were far below earnings in the previous fiscal year because of lower sales and an unfavorable mixture of vehicle models.



FY 2020

Factors for Operating Income

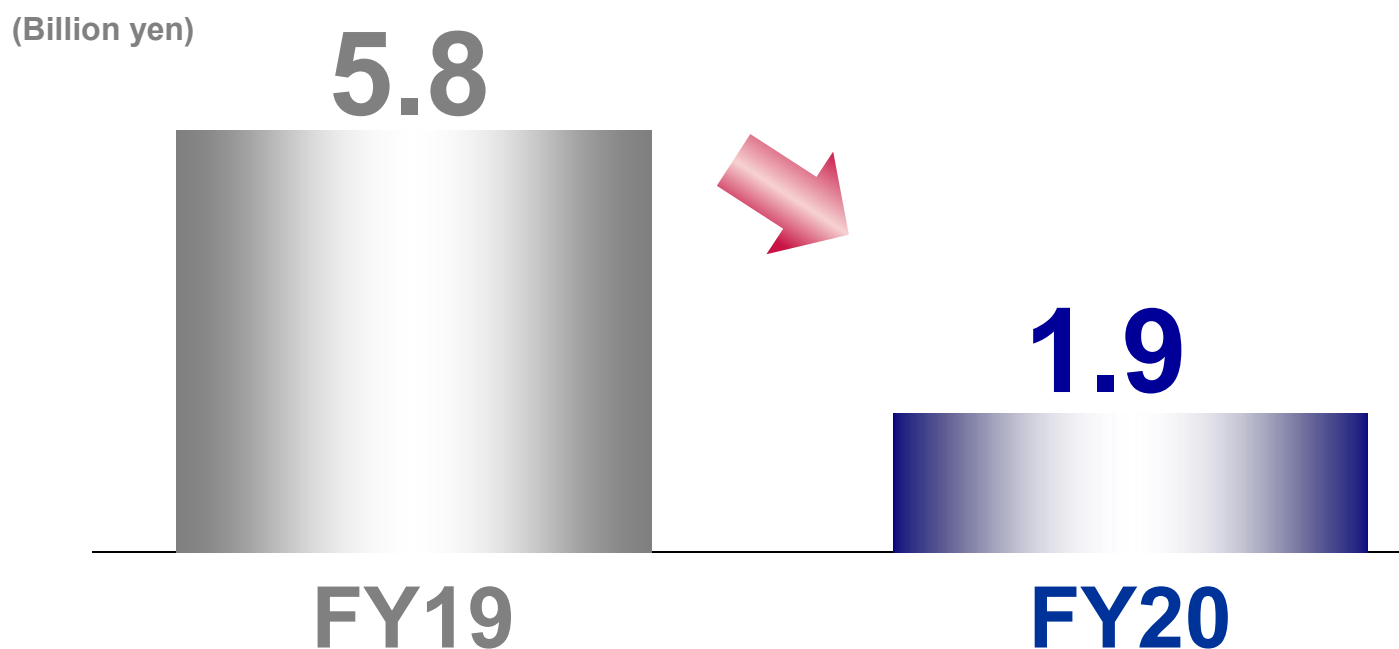
(Billion yen)



FY 2020

Profit attributable to owners of parent

Special gains increased because of sales of real estate, but a 67.1% decrease to 1.9 billion yen mainly because of a fixed asset impairment loss.



FY2021 Forecast

Consolidated

Major Initiatives in FY2021

< Operating environment for the automotive industry >

The business climate remains uncertain. The main reasons are the negative impact of the prolonged COVID-19 pandemic on consumer sentiment and concerns about limitations on vehicle production due to the global semiconductor shortage.

< Major Initiatives >

[1] More competitive vehicles (Producing highly appealing vehicles to increase production and sales)

Measures for compliance with new fuel efficiency and emission regulations in order to make all LCV models more competitive
Aiming increase sales of conversion vehicle.

[2] More competitive plants (Operating plants with the best quality that can earn the trust of customers)

Become more competitive in terms of quality, cost and speed by taking full advantage of the integrated manufacturing infrastructure extending from development to production that is Nissan Shatai's greatest strength.

[3] More competitive technologies and skills (Establishing global technology bases for LCV and frame-vehicle manufacturing)

Looking ahead to the expected growth of the LCV and frame-vehicle categories, Nissan Shatai will continue to take on technological challenges in order to meet social requirements, create vehicles that are even more competitive, and incorporate ITS and other highly advanced technologies in these vehicles.

FY 2021 Forecast

Forecast of Operating Results for FY2021

The business climate is expected to remain uncertain. The main reasons are the negative impact of the prolonged COVID-19 pandemic on consumer sentiment and concerns about limitations on vehicle production due to the global semiconductor shortage.

	FY2020 (Actual)	FY2021 (Forecast)	Variance	Change vs. FY20(%)
Net sales	362.8	412.6	49.8	13.7%
Operating income	0.4	7.8	7.4	–
Ordinary income	1.9	8.4	6.5	328.1%
Profit attributable to owners of parent	1.9	5.2	3.3	174.2%

(Billion yen)

Return to Shareholders

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.

(yen)

