

- FY2024 Q3 YTD Financial Results
- FY2024 Outlook
- Turnaround Progress







FY2024 Q3 YTD Summary

NET REVENUE

9,143.2 B

-0.3% YEAR OVER YEAR

OPERATING PROFIT

64.0 B

-86.6% YEAR OVER YEAR

NET INCOME

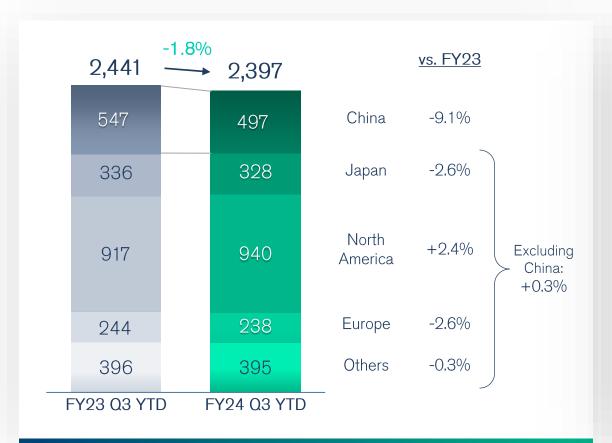
5.1 B

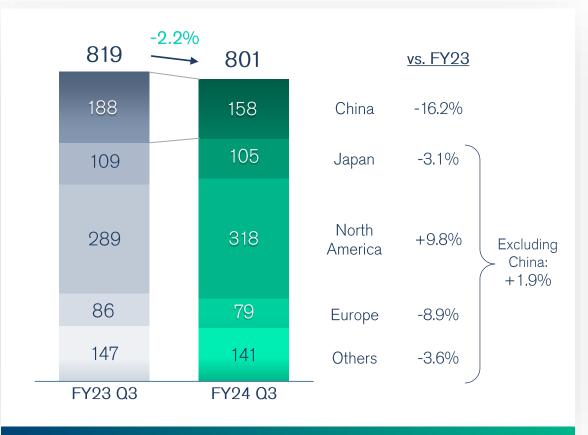
-98.4% YEAR OVER YEAR



FY24 Q3 Retail Sales Results

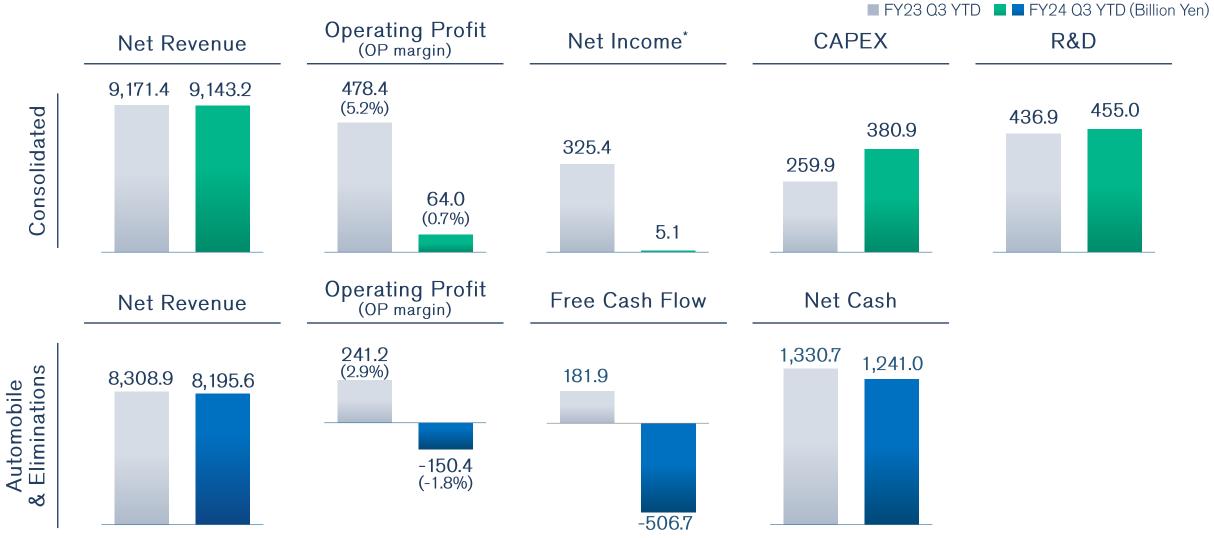
Q3 YTD (Thousand units) Q3







FY24 Q3 YTD Financial Performance



^{*} Net income attributable to owners of the parent

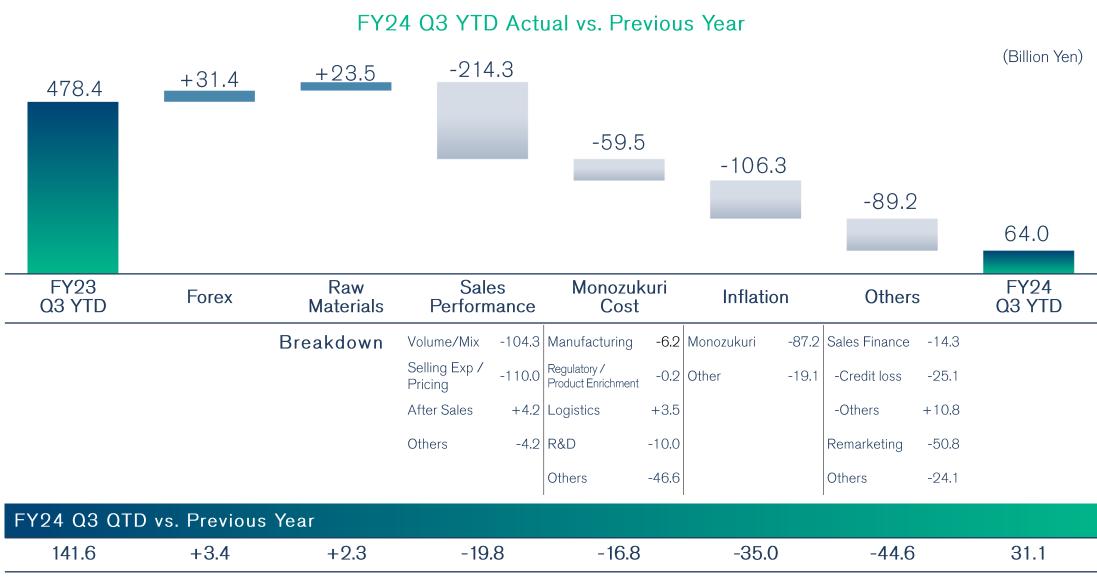


Liquidity Status (as of December 31, 2024)

2. Unused committed credit lines: 1,775.9 billion yen

^{1.} Auto cash and cash equivalent: 2,023.3 billion yen

Operating Profit Variance Analysis







FY24 Volume Outlook

Retail Sales

(Thousand units)

Production Volume







FY24 Outlook

(Billion Yen)

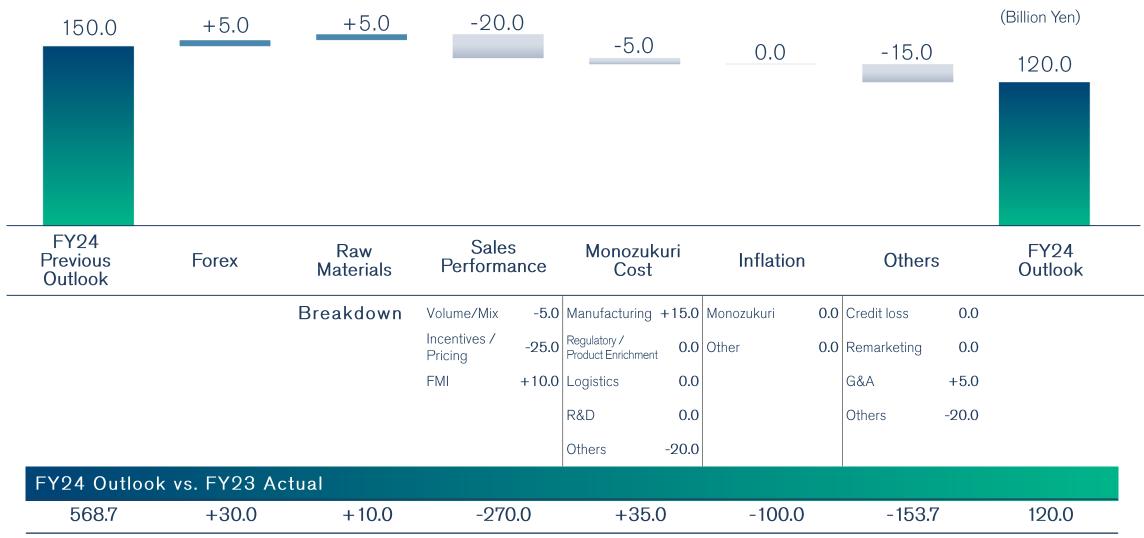
	FY23 Actual	FY24 Previous Outlook	FY24 Outlook	Variance vs FY23	Variance vs Previous Outlook
Net Revenue	12,685.7	12,700.0	12,500.0	-185.7	-200.0
Operating Profit OP Margin	568.7 4.5%	150.0 1.2%	120.0 1.0%	-448.7 -3.5 points	-30.0 -0.2 points
Net Income*1	426.6	TBD	-80.0	-506.6	-
FX Rate ^{*2} (USD/JPY) (EUR/JPY)	145 157	149 164	152 163	+7 +6	+3 -1
CAPEX	486.1	580.0	580.0	+93.9	0.0
R&D	609.9	650.0	650.0	+40.1	0.0



^{*1:} Net income attributable to owners of the parent
*2: FY24 FX assumption rate for Q4 is 150 yen for USD/JPY and 157 yen for EUR/JPY

Operating Profit Variance Analysis







Turnaround Progress

Turnaround Actions



Stabilize & Right-size business

Even at 3.5 million units annual sales, ensure sustainable profitability and cash generation for healthy future growth



Reinforce product / Ensure growth

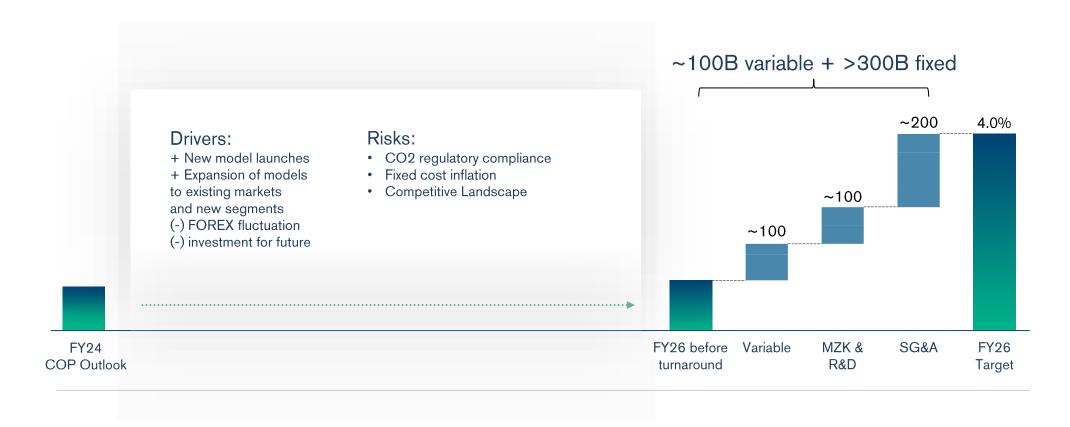
Drive topline growth with enhanced product competitiveness and explore strategic partnerships

Restructure organization & management and streamline processes



Operating profit walk

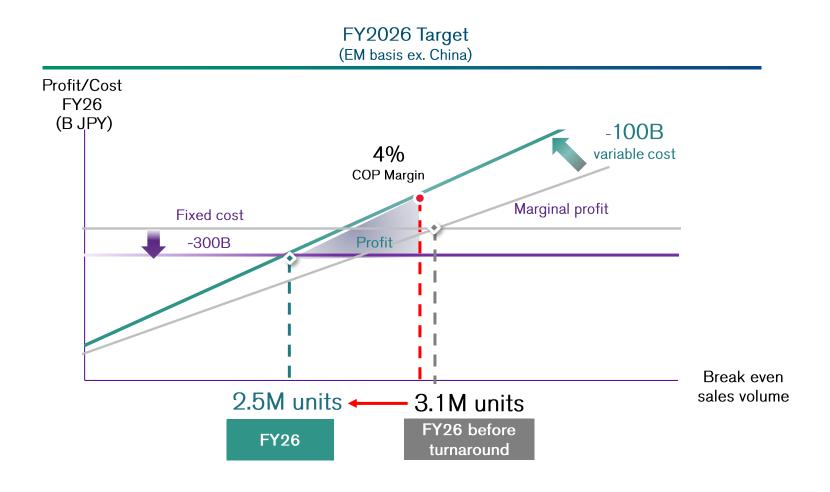
Adjust company cost structure to global 3.5M volume level





Breakeven Sales Volume

Reduce automobile business breakeven volume to 2.5M units







Stabilize & Right-size

Key Turnaround Measures

Ensure sustainable profitability and financial flexibility



Fixed Cost Reduction

1. SG&A Reduction

2. Restructuring Manufacturing Base

3. Development Efficiency Improvement

>300B JPY by FY26



Variable Cost Reduction

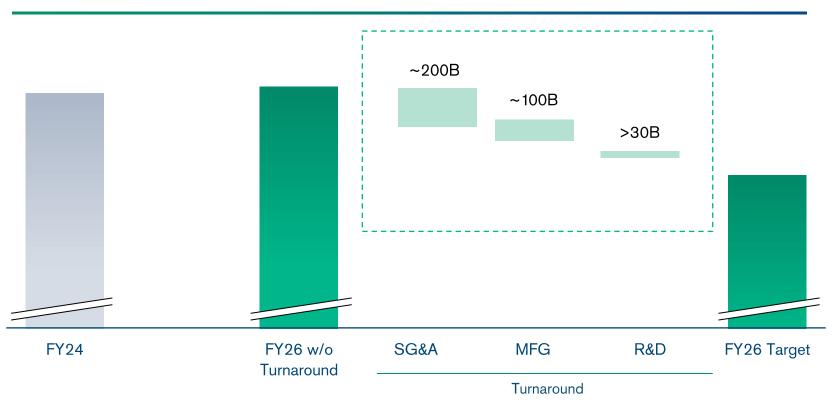
~100B JPY by FY26



Fixed Cost Reduction

Achieve >300B in cost reduction

FIXED COST VARIANCE ANALYSIS





SG&A Reduction

Target ~200B cost savings

KEY MEASURES

KEY ACTIONS



Reduce labor cost & expenses

- Reduce global indirect workforce by 2,500
 - Streamline organization through position reduction
 - Enforce hiring reductions and accelerate VSP**
- Realize unit labor cost reduction
 - Expand shared services center expertise by 1000 positions
- Lower overall expenditures by **35B**

**Voluntary Separation Program



FMI efficiency

- Prioritize all global and regional marketing activity and sponsorships for strongest ROI
- Transform planning and buying strategy media: Streamline foundational fixed costs



Restructuring Manufacturing Base

KEY MEASURES



Right sizing / Reformation



Engineering & operation efficiency

Target ~100B cost savings

KEY ACTIONS

- Vehicle & Powertrain plants: Reduce headcount by **5300** by FY25; additional **1200** by FY26
 - 3 plant closures: Thailand #1 in FY25 Q1, two others in FY25 Q3 and FY26
 - Shift changes: Smyrna #2, Canton #2 in FY25
 - Realize 47B/year fixed cost savings; 40B/year variable cost savings

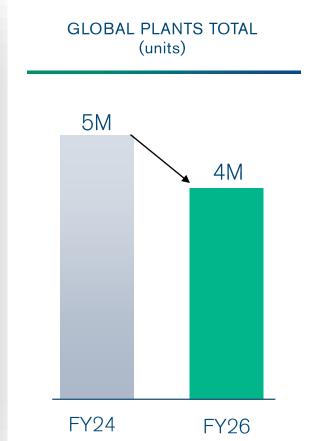
TYPE OF ACTION	TYPE OF LABOR	FY25	FY26
Plant/Line	In/Semi direct	1000	500
optimization	Direct	2900	700
Shift change	In/Semi direct	350	0
	Direct	1050	0

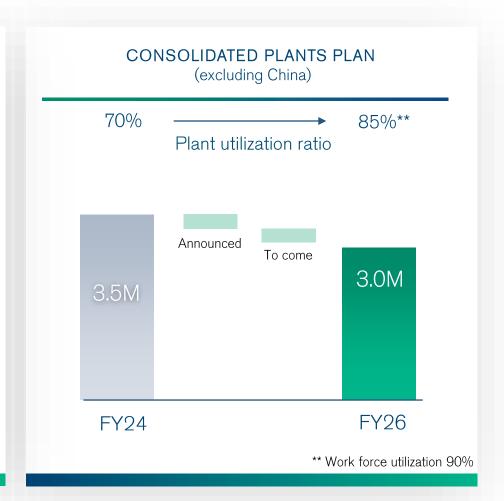
- Improve efficiency in launching new models
- Reduce capital expenditures and costs associated with product introductions

Restructuring Manufacturing Base

-20% global production capacity & workforce optimization









Development Efficiency Improvement

Target >30B cost efficiency

KEY MEASURES



Reduce development cost & speed

KEY ACTIONS

- Shorten development lead time by 15 months for lead model and 20 months for subsequent model
- Reduce **20B** by implementing family development

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Optimize development base

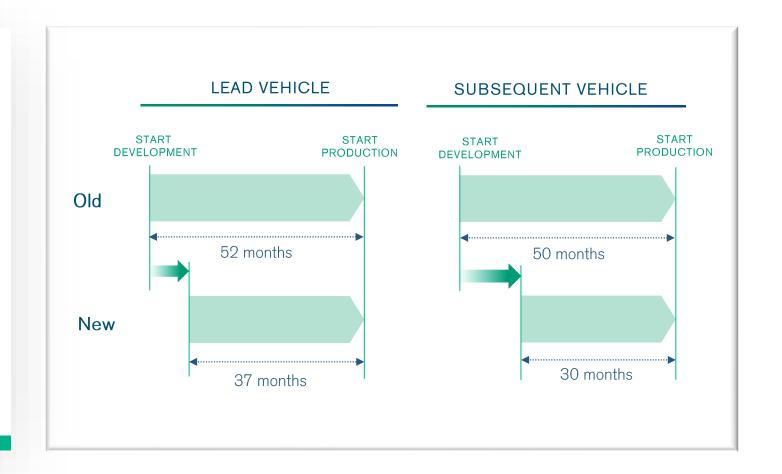
Streamline outsourced development and leverage cost efficient locations

Development Efficiency Improvement



Accelerate time to market and lower development costs via family development

- Minimize planning and development cycles, along with physical lots
- First model utilizing the new process to be launched in FY26
- Apply to ongoing projects and realize **cost savings from 2025** onwards through integrated implementation





Variable Cost Reduction

Target ~100B cost savings

KEY MEASURES



Design simplification



Manufacturing operational cost reduction

KEY ACTIONS

- Achieve a **60B** design-driven cost reduction
 - Adjust performance and content to latest market standards, delivering customer value at competitive prices.
 - Starting with current 6 major global products
- Reduce parts complexity by up to **70%.**
- Improve production planning to eliminate supply chain inefficiencies and lower warehouse costs.
- Enhance efficiency and reduce costs in after-sales parts warehousing.



Reinforce product / Ensure growth

Enhance Product Portfolio

FY24 refreshed and reinforced models

Qashqai



Segment pioneer with advanced connectivity

Juke



Bold coupe-crossover with extensive personalization

Kicks



Expressive compact crossover with Intelligent All-Wheel Drive.

QX80

Armada



Full-size SUV with effortless off-road capability

Patrol



7th generation with iconic off-road capability

Magnite



Entry level B-SUV Made in India for the world

Sophisticated compact hatchback with e-POWER

Note / Aura



Flagship Luxury with advanced driver assist technologies

Murano



4th generation with streamlined connectivity



Enhance Product Portfolio

Meet diverse needs with upcoming models



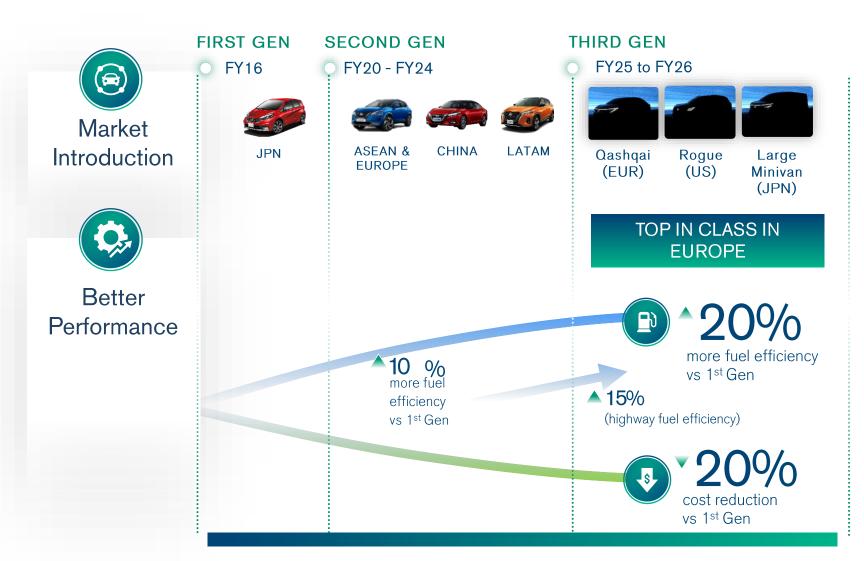
RIGHT EV (NEV) TO RIGHT MARKET



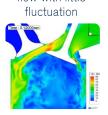


*SOP

Expand 3rd generation e-POWER



e-POWER Evolution Dedicated engine with new concept combustion system Strong tumble Retains tumble flow with little vortex until ignition fluctuation timina

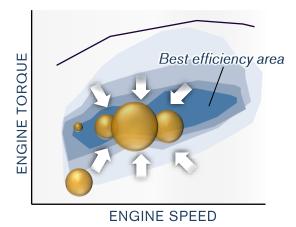




Adjust the flow to the spark



Specialized energy management technology for best efficiency area





Innovations that Differentiate



DISTINCTIVE TECHNOLOGIES

Cutting-edge Intelligent cockpit and driver assistance



Nissan Google Built-in System
(24MY Rogue~)

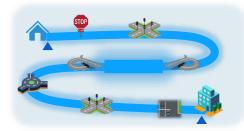


Intelligent Around view monitor (25MY QX80~) 3D View and Invisible hood view.

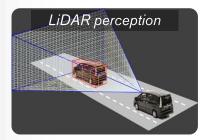


PIONEERING FUTURE INNOVATIONS

Revolutionizing AD Experiences



Door to door autonomous driving with Large Language Model (LLM) AI on Nissan SDV platform





Ground Truth Perception System with Evasive Steering (World 1st)

Progressive Driverless Mobility Services



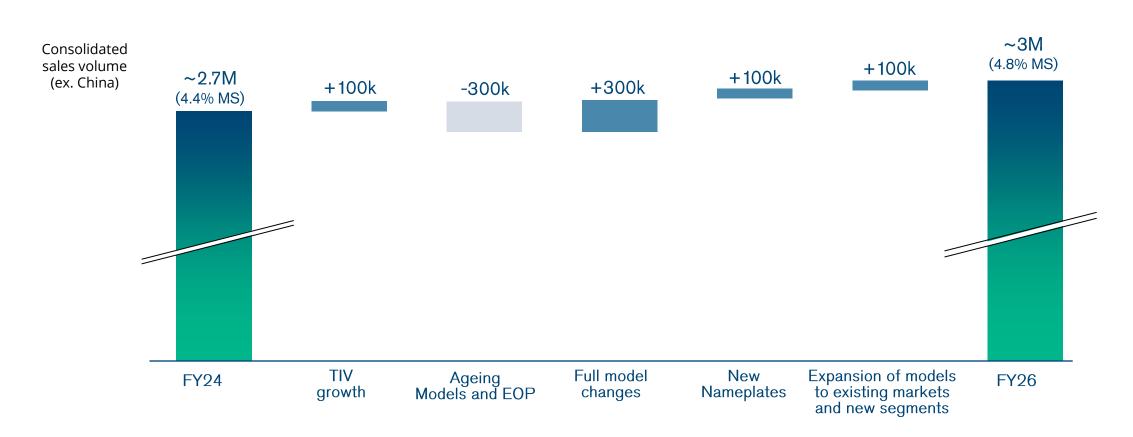
JPN 1st urban mixed traffic operation @Yokohama

- 1st driverless operation (Mar. '25)
- Large-scale & daily Mobility Service operation (Sep. '25)



Top Line Growth

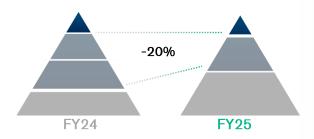
Drive growth through new model launches, market expansion, and strategic initiatives





Streamlining Organization & Processes

Restructure top management



Transition to a single-layer, nonofficer corporate executive framework
by eliminating corporate officer
system and reducing positions by
20%.



Streamline hierarchical structure



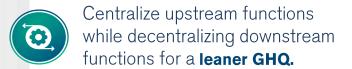
Streamline organizational layers and expand span of control to improve decision-making speed.



Evaluate and reclassify roles and management positions to align with business objectives using a **new unified global system.**

Establish clear R&R between global and regions









Next Steps

Building on current measures to proactively advance the next phase of restructuring by seizing every possible measure for improvement



Business & Portfolio Restructuring

- Review market presence and determine where we remain and outline our operational strategy for rest of the markets.
- Optimize further core products, platforms, and powertrains to prioritize and streamline investments
- Accelerate collaborative projects with the Alliance partners, Honda, and other partners.



Asset Optimization

- Rigorously evaluate company assets to uncover every opportunity for substantial cost reductions and efficiency enhancements.
- Explore business carve-outs, asset leasebacks, asset consolidation and restructuring options.

Conduct strategic review to actively explore partnership opportunities



New Partnership

 Pursue strategic partnership opportunities that have the potential to significantly enhance Nissan's corporate value.





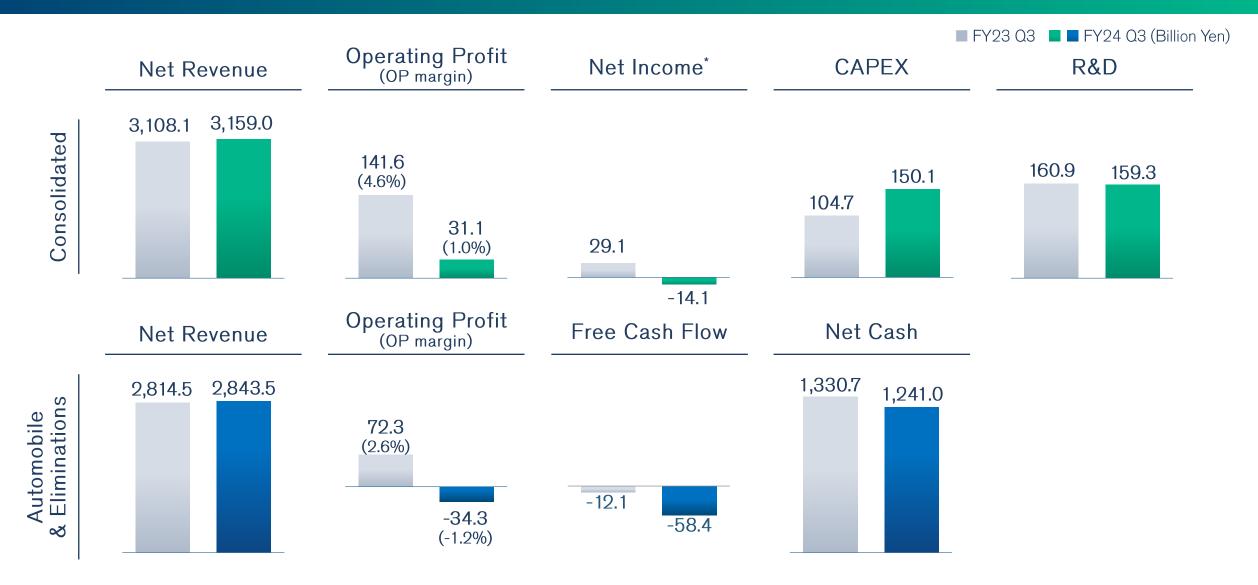
NISSAN MOTOR CORPORATION

Appendix



APPENDIX

FY24 Q3 Financial Performance





Financial Performance

(Billion Yen)

	FY23 Q3 YTD	FY24 Q3 YTD	Variance		FY23 Q3	FY24 Q3	Variance
Net Revenue	9,171.4	9,143.2	-28.2	•	3,108.1	3,159.0	+50.9
Operating Profit	478.4	64.0	-414.4		141.6	31.1	-110.5
OP Margin	5.2%	0.7%	-4.5 points		4.6%	1.0%	-3.6 points
Non-Operating*1	61.7	95.4			-14.2	12.3	
Ordinary Profit	540.1	159.4	-380.7		127.4	43.4	-84.1
Extraordinary*2	-98.4	-65.8			-62.1	-40.4	
Profit Before Tax	441.8	93.6	-348.2		65.4	3.0	-62.4
Taxes	-113.7	-77.1			-45.1	-15.9	
Minority Interest*3	-2.7	-11.4			8.9	-1.2	
Net Income*4	325.4	5.1	-320.2		29.1	-14.1	-43.2
FX Rate (USD/JPY)	143	153	+9	•	148	152	+5
(EUR/JPY)	155	165	+10		159	163	+4

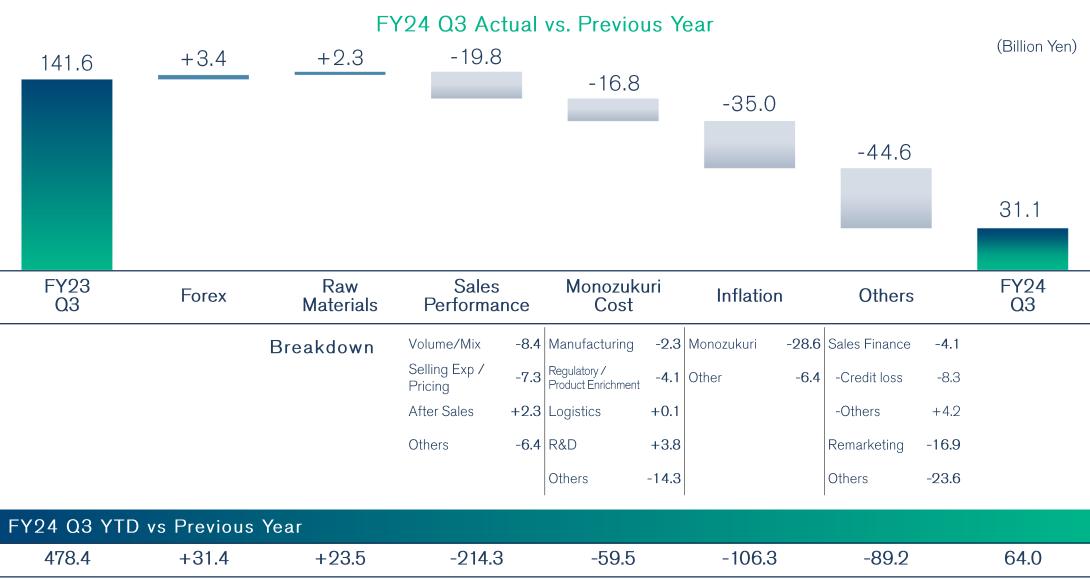
^{*1:} Includes profit in companies under equity method of 81.8 billion yen in FY23 Q3 YTD and 42.5 billion yen in FY24 Q3 YTD *2: Includes loss related to litigation (41.0 billion yen) and India impairment loss (53.6 billion yen) in FY23 Q3 YTD

^{*4:} Net income attributable to owners of the parent



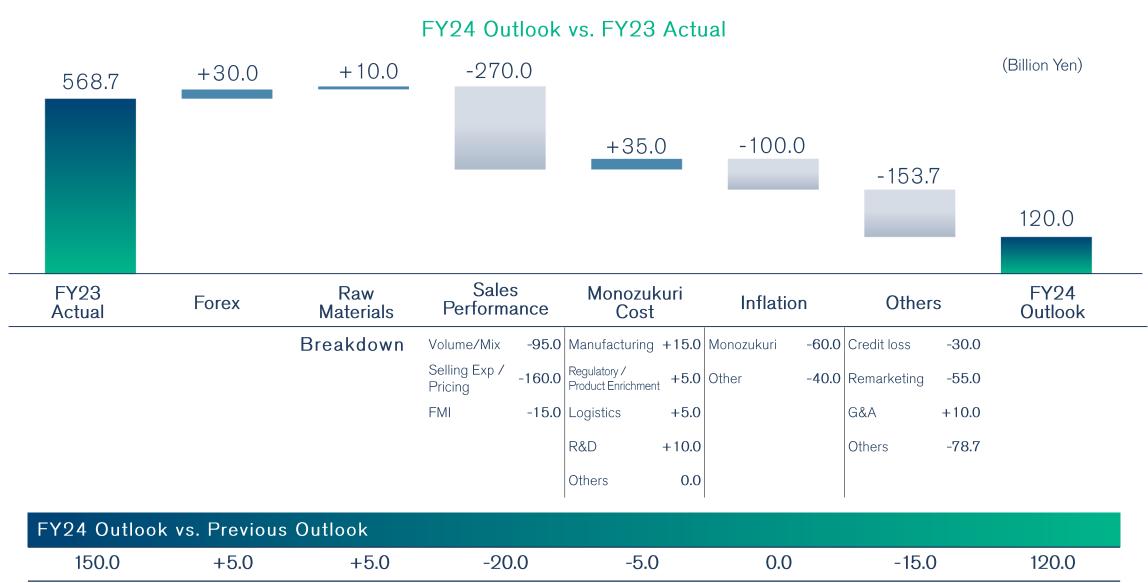
^{*3:} Net income attributable to non-controlling interests

Operating Profit Variance Analysis





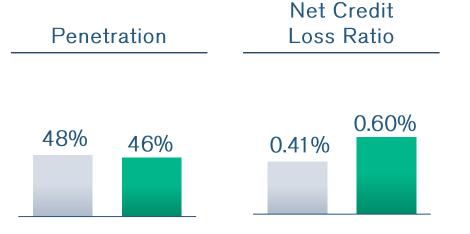
Operating Profit Variance Analysis





Sales Financing

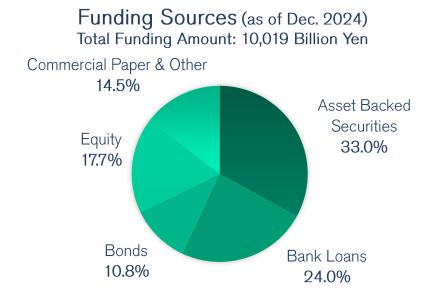




■ FY23 Q3 YTD

FY24 Q3 YTD (Billion Yen)

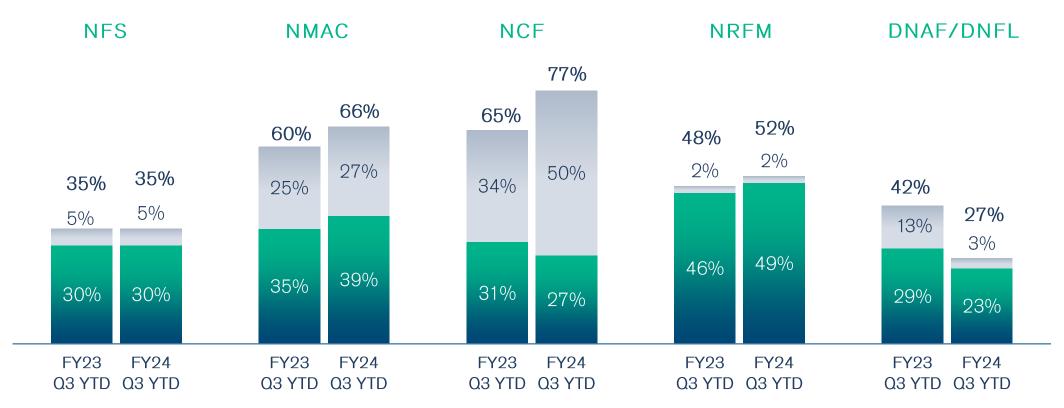
- Excluding one-time accounting adjustment of FY23, profits are slightly lower year over year. Foreign exchange benefit partially offset normalization of credit losses and higher funding cost. (FY24 Q3 YTD Net Credit Losses are comparable to industry average)
- Assets increased year over year mainly due to favorable foreign exchange and growth in the US partially offset by lower retail sales in China
- Diversified funding sources, strong liquidity and equity position





Penetration

■ Lease ■ Retail



NFS: Nissan Financial Services, sales finance company in Japan

NMAC: Nissan Motor Acceptance Company LLC, sales finance company in US

NCF: Sales financing division of Nissan Canada Inc.

NRFM: NR Finance Mexico, sales finance company in Mexico

DNAF: Dongfeng Nissan Auto finance company in China

DNFL: Dongfeng Nissan Financial Leasing in China



Net Credit Loss Ratio

	NFS			NMAC	MAC NCF		DNA	DNAF/DNFL				
	<u>Lease</u>	<u>Retail</u>	<u>Total</u>	<u>Lease</u>	<u>Retail</u>	<u>Total</u>	<u>Lease</u>	<u>Retail</u>	Total	<u>Lease</u>	<u>Retail</u>	Total
FY23 Q3 YTD	0.02%	0.05%	0.05%	0.04%	0.63%	0.40%	0.00%	0.06%	0.03%	0.91%	0.52%	0.57%
FY24 Q3 YTD	0.01%	0.06%	0.05%	0.42%	0.84%	0.69%	0.05%	0.14%	0.09%	1.06%	0.75%	0.82%
Variance	-0.01 pt	+0.01pt	0.00pt	+0.38pt	+0.21pt	+0.29pt *1	+0.05pt	+0.08pt	+0.06pt	+0.15pt	+0.23pt	+0.25pt*2

NFS: Nissan Financial Services (Japan)

NMAC: Nissan Motor Acceptance Company LLC (US)

NCF: Sales financing division of Nissan Canada Inc. (Canada)

DNAF: Dongfeng Nissan Auto Finance (China)

DNFL: Dongfeng Nissan Financial Leasing (China)



^{*1} NMAC lease: Due to used car price normalization and higher delinquency in US

Operating Profit & Asset

	NFS (Billion JPY)		NMAC (Million USD)		NCF (Million CAD)		NRFM (Million MXN)			DNAF/DNFL (Million CNY)	
	<u>Asset</u>	<u>OP</u>	Asset	<u>OP</u>	<u>Asset</u>	<u>OP</u>	<u>Asset</u>	<u>OP</u>	<u>Asset</u>	<u>OP</u>	
FY23 Q3 YTD	1,392.9	24.6	40,523	818	6,624	161	97,977	3,417	47,873	1,757	
FY24 Q3 YTD	1,476.5	27.2	40,740	652	6,953	160	121,123	3,544	35,897	971	
Variance	+83.6	+2.5	+218	-166 ^{*1}	+329	-2	+23,146	+ 127	-11,976	-786 ^{*2}	

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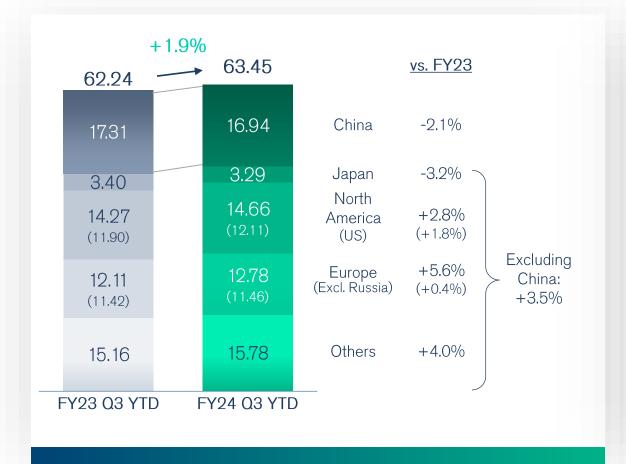


^{*1} NMAC OP: Excluding one-time accounting adjustment of 122M USD in FY23, profit lower year over year by 45M USD

^{*2} DNAF/DNFL OP: Mainly due to significantly lower assets driven by lower retail sales and penetration

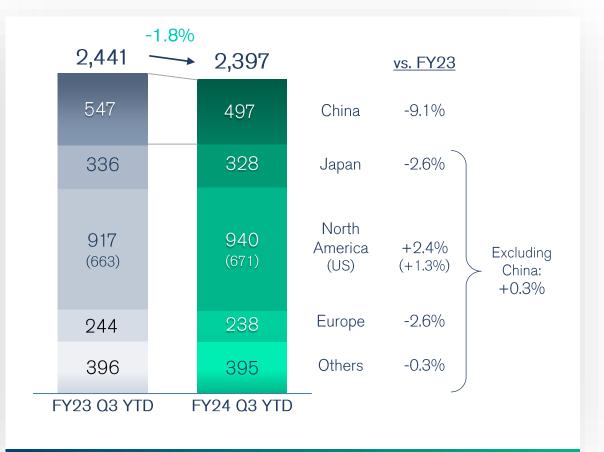
FY24 Q3 YTD Sales Performance





Retail Volume

(Thousand units)

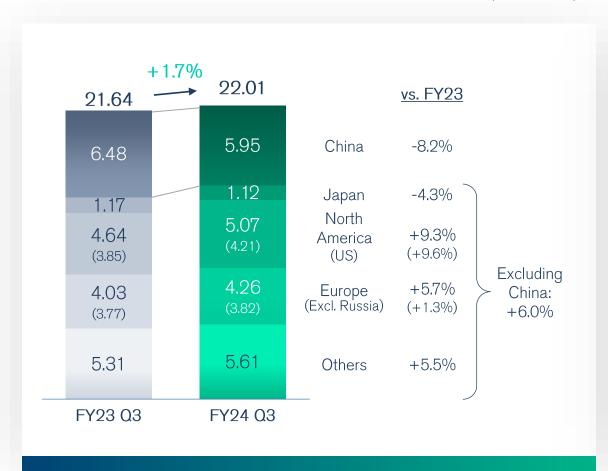


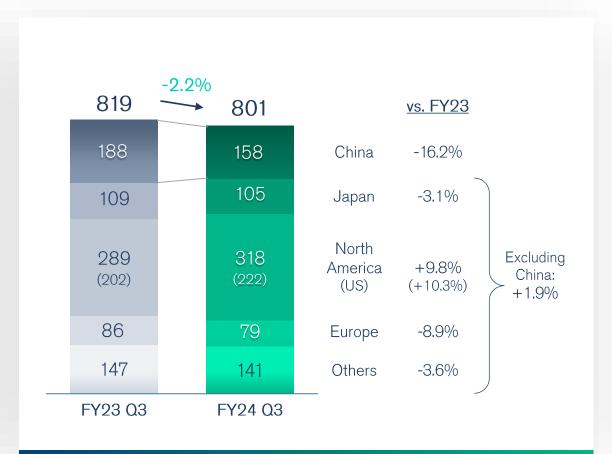
^{*}Nissan estimation for TIV includes China local brands and LCV



FY24 Q3 QTD Sales Performance

TIV (Million units) Retail Volume (Thousand units)

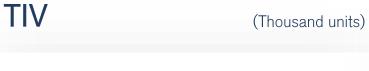


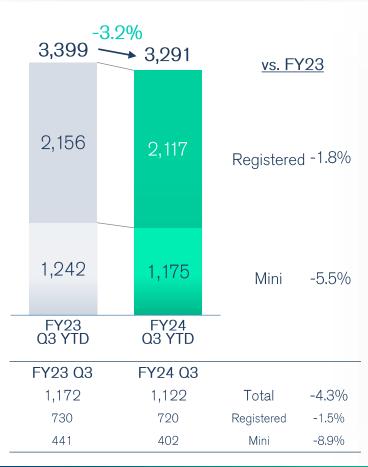


^{*}Nissan estimation for TIV includes China local brands and LCV



Japan





Retail Sales

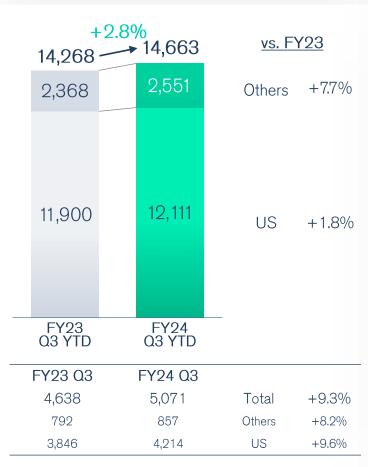




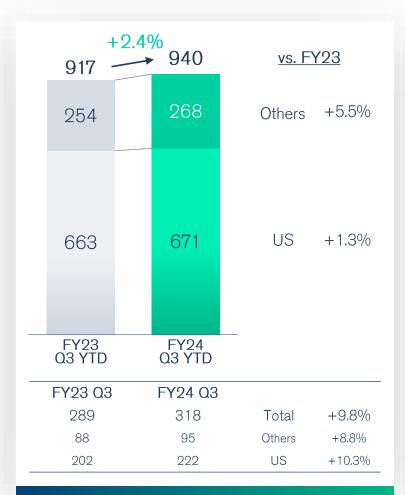


North America





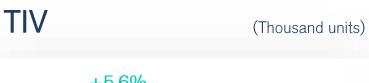
Retail Sales







Europe Europe





Retail Sales

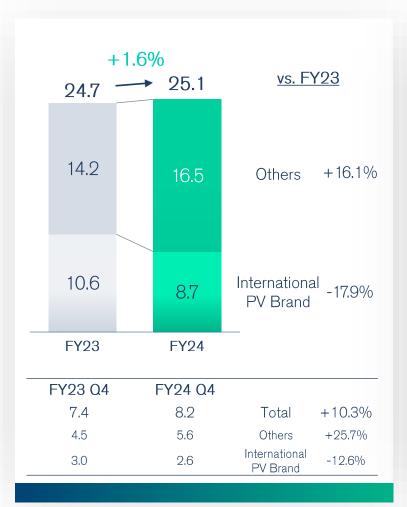






APPENDIX China

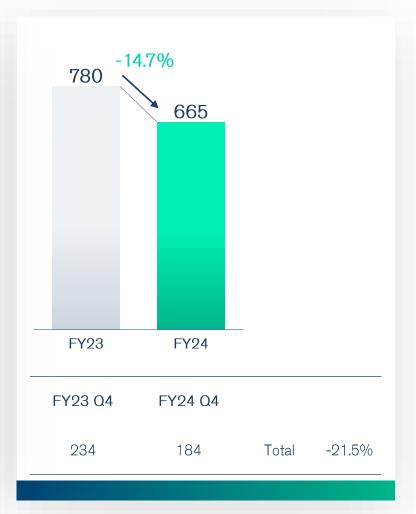
TIV (Million units)



Retail Sales

(Thousand units)



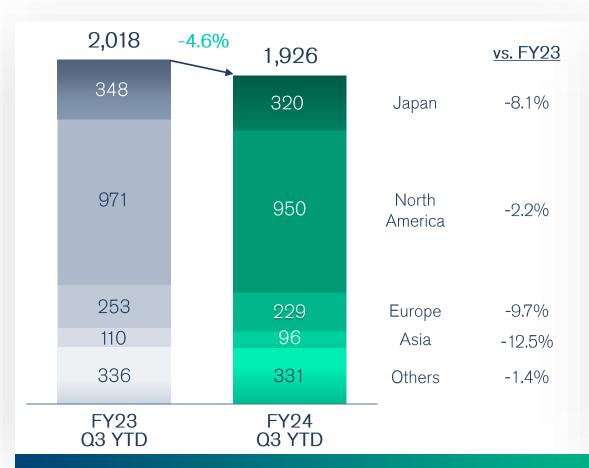


Consolidated Sales Volume

FY24 Q3 YTD

(Thousand units)

FY24 Q3







Operating Profit Variance Analysis Forex

Currency	FY23 Q3 YTD Rate	FY24 Q3 YTD Rate	OP Impact (Billion Yen)	Currency	FY23 Q3 Rate	FY24 Q3 Rate	OP Impact (Billion Yen)
USD	143.3	152.6	84.5	USD	147.9	152.4	19.2
CAD	106.3	110.9	12.1	MXN	8.4	7.6	8.7
MXN	8.2	8.2	10.4	GBP	183.5	195.4	2.5
GBP	179.6	195.5	9.9	AUD	96.3	99.5	1.1
AUD	94.3	100.8	7.7	CAD	108.6	109.0	0.2
EUR	155.3	164.9	-7.1	TWD	4.6	4.6	0.2
EGP	4.6	3.1	-9.9	BRL	29.8	26.1	-3.1
THB	4.1	4.3	-10.3	THB	4.2	4.5	-4.4
ARS	0.5	0.2	-13.4	CNY	19.9	20.9	-4.9
TRY	5.7	4.6	-18.6	TRY	5.2	4.4	-5.7
CNY	19.6	21.0	-22.8	EGP	4.8	3.1	-6.4
Others			-11.1	Others			-3.8
Total			31.4	Total			3.4



Operating Profit Variance Analysis Sales Performance

(Billion Yen)

FY24 Q3 YTD

FY24 Q3

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Japan
US
Europe
MEX/CAN
Others
Total

Volume ^{*1}	Mix	Incentives*2	Total
-5.0	+2.1	+1.9	-1.0
-54.2	-50.2	+26.7	-77.7
-32.3	-12.2	+22.9	-21.5
+16.4	-20.1	+0.9	-2.8
-3.1	-6.9	+8.7	-1.3
-78.2	-87.2	+61.1	-104.3

Volume*1	Mix	Incentives*2	Total
-1.2	-1.0	+0.5	-1.6
-10.7	-8.3	+6.4	-12.6
-19.7	-3.8	+ 17.3	-6.2
+3.8	-8.8	+1.0	-4.1
+10.9	+3.7	+ 1.7	+16.2
-17.0	-18.2	+26.9	-8.4

Expenses	ricing
ling	₫
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	Incentives ^{*3} / Pricing	Others	Total
Japan	+8.4	-1.6	+6.8
US	-100.0	-25.8	-125.8
Europe	-67.8	+4.0	-63.8
MEX/CAN	-12.1	-3.9	-16.0
Others	+90.2	-1.4	+88.9
Total	-81.3	-28.7	-110.0

	Incentives*3/ Pricing	Others	Total
•	+1.8	+0.3	+2.1
	+0.4	-9.6	-9.2
	-31.7	+4.4	-27.3
	-4.9	-0.7	-5.6
	+33.9	-1.2	+32.7
	-0.5	-6.8	-7.3

NISSAN

^{*1:} Includes country mix

^{*2:} Volume/mix impact on incentives

^{*3:} Impact of change in incentive/unit

Automotive Free Cash Flow

				(Billion Yen)
	Q1	Q2	Q3	FY24 YTD
Net Cash Inflow from P&L Items	+75.4	-8.2	+ 113.8	+181.1
AP/AR Inventory	-98.5 -47.9	+4.2 -42.6	-121.6 +113.4	-215.8 +22.8
Working Capital	-146.4	-38.4	-8.3	-193.1
Tax/Other Operating Activities	-121.1	+4.7	-109.5	-226.0
Cash Flow from Operating Activities	-192.1	-41.9	-4.0	-238.0
CAPEX*	-122.6	-114.8	-131.1	-368.5
Others	+11.9	+11.1	+76.7	+99.6
Automotive Free Cash Flow	-302.8	-145.6	-58.4	-506.7
	Q1	Q2	Q3	FY23 YTD
FY23 Automotive Free Cash Flow	+109.5	+84.4	-12.1	181.9

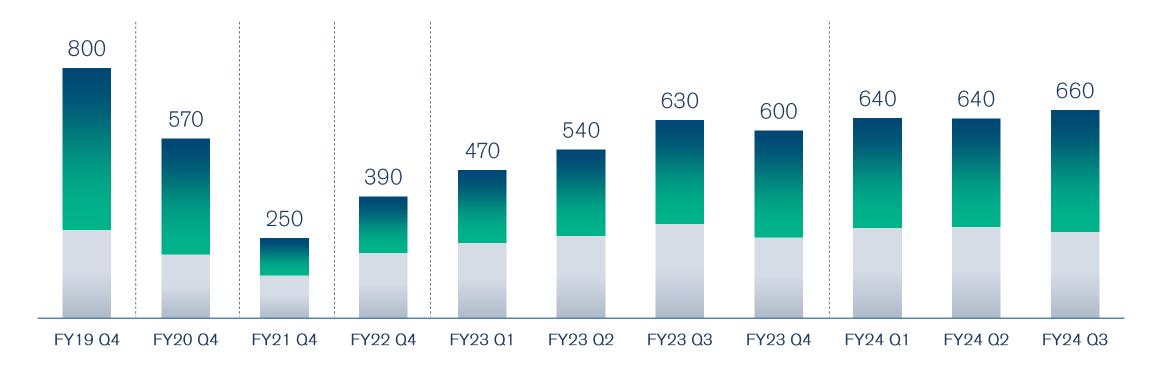
^{*}CAPEX does not include finance lease-related investments



Inventory Status (Excluding China JV)

Dealer inventory (except some minor countries)Consolidated Nissan inventory (except some minor countries)

(Thousand units)





Net Cash by Business Segment

(Billion Yen)

	AS OF	MARCH 31,	, 2024	AS OF DECEMBER 31, 2024			
	Automobile & Eliminations	Sales Financing	Total	Automobile & Eliminations	Sales Financing	Total	
Borrowings from Third Parties	2,028.3	5,783.1	7,811.4	2,117.9	6,579.6	8,697.4	
Internal Loan to Sales Financing (Net)	-1,560.0	1,560.0	0.0	-1,335.5	1,335.5	0.0	
Cash and Cash Equivalent	2,014.3	111.9	2,126.2	2,023.3	68.4	2,091.8	
Net Cash	1,546.0	-7,231.2	-5,685.2	1,241.0	-7,846.7	-6,605.6	



This presentation contains forward-looking statements, based on judgments and estimates that have been made on the basis of currently available information. By nature, such statements are subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned statements due to changes in economic environments related to our business, market trends and exchange rate, etc.

