

# Nissan: U.S. Market Performance for Second Quarter 2022



COX AUTOMOTIVE

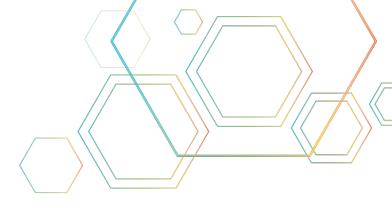
#### Nissan U.S. Sales Performance for Second Quarter 2022



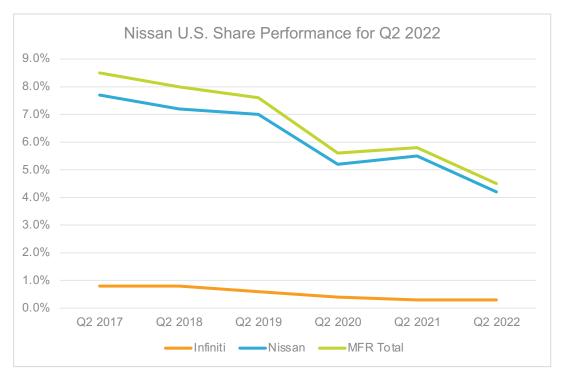
	Infiniti	Nissan	MFR Total
Q2 2017	34,571	341,982	376,553
Q2 2018	33,079	310,908	343,987
Q2 2019	24,876	302,478	327,354
Q2 2020	17,367	203,783	221,150
Q2 2021	10,666	188,289	198,955
Q2 2022	11,241	142,845	154,086
YOY Change	5.4%	-24.1%	-22.6%



#### Nissan U.S. Share Performance for Second Quarter 2022



	Infiniti	Nissan	MFR Total
Q2 2017	0.8%	7.7%	8.5%
Q2 2018	0.8%	7.2%	8.0%
Q2 2019	0.6%	7.0%	7.6%
Q2 2020	0.4%	5.2%	5.6%
Q2 2021	0.3%	5.5%	5.8%
Q2 2022	0.3%	4.2%	4.5%
Point Change	0.0%	-1.3%	-1.3%



#### Highlights of Nissan and Infiniti's U.S. Sales by Model for Second Quarter 2022



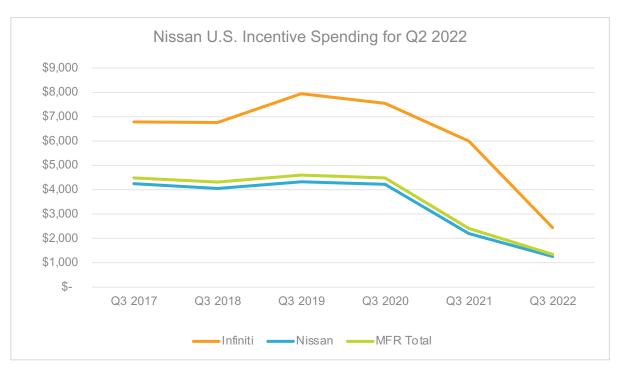
	Q3 Sales	YOY Change
Rogue	42,460	-18.9%
Altima	27,512	102.6%
Frontier	13,187	13.0%
Pathfinder	13,304	-13.2%
Sentra	18,565	-43.7%
Leaf	1,276	-45.6%

	Q3 Sales	YOY Change
QX60	4,549	6589.7%
QX50	2,986	-7.9%

#### Nissan U.S. Incentive Spending for Second Quarter 2022



	Infiniti	Nissan	MFR Total
Q3 2017	\$6,782	\$4,250	\$4,483
Q3 2018	\$6,759	\$4,052	\$4,312
Q3 2019	\$7,944	\$4,327	\$4,602
Q3 2020	\$7,550	\$4,223	\$4,484
Q3 2021	\$5,993	\$2,206	\$2,409
Q3 2022	\$2,443	\$ 1,259	\$1,345
YOY Change	-59.2%	-42.9%	-44.2%





## Nissan Brand U.S. Average Transaction Prices for Second Quarter 2022



	Q2 ATP	YOY Change
Rogue	\$35,092	7.7%
Altima	\$30,977	2.2%
Frontier	\$41,355	13.2%
Pathfinder	\$48,926	8.1%
Sentra	\$25,173	7.0%
Leaf	\$37,398	-3.9%

## Infiniti Brand U.S. Average Transaction Prices for Second Quarter 2022



	Q2 ATP	YOY Change
QX60	\$63,292	40.9%
QX50	\$47,481	6.1%