



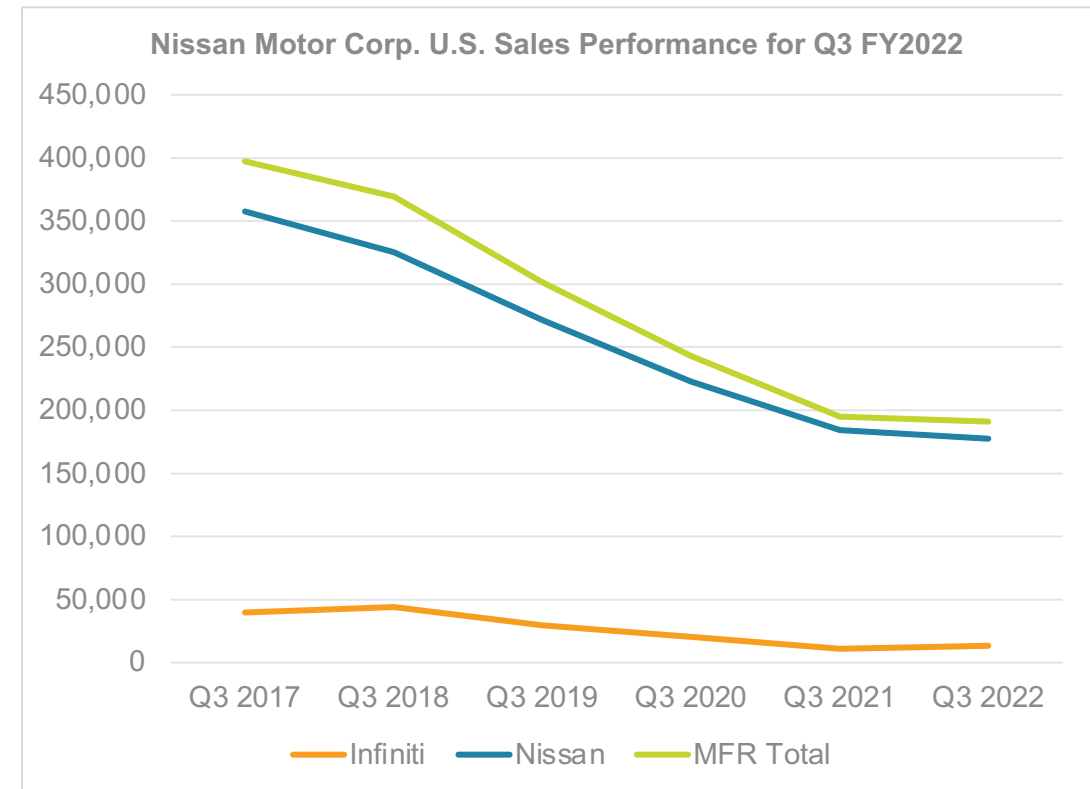
# **Nissan Motor Corporation: U.S. Market Performance for Third Quarter FY2022 (October – December)**

COX AUTOMOTIVE

# Nissan Motor Corp. U.S. Sales Performance for Third Quarter FY2022



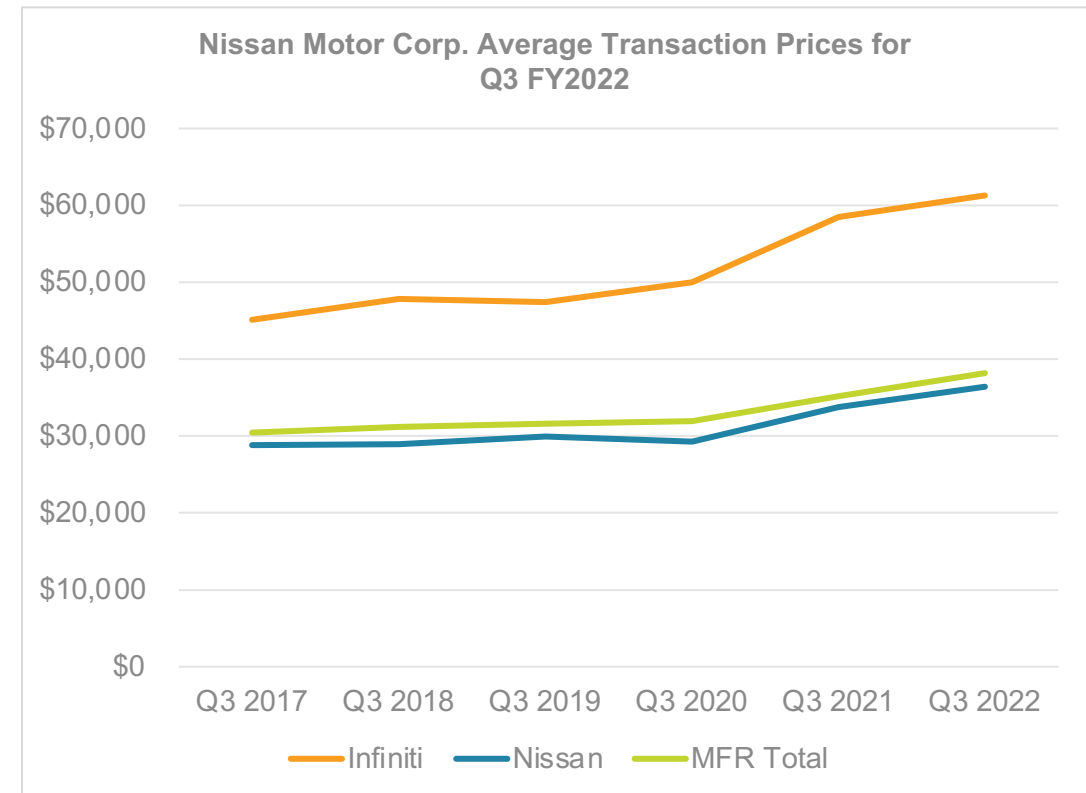
	Infiniti	Nissan	MFR Total
<b>Q3 2017</b>	39,701	357,522	397,223
<b>Q3 2018</b>	44,031	325,164	369,195
<b>Q3 2019</b>	29,774	271,517	301,291
<b>Q3 2020</b>	20,482	222,651	243,133
<b>Q3 2021</b>	10,950	184,033	194,983
<b>Q3 2022</b>	13,573	177,439	191,012
<b>YOY Change</b>	24.0%	-3.6%	-2.0%



# Nissan Motor Corp. Average Transaction Prices for Third Quarter FY2022



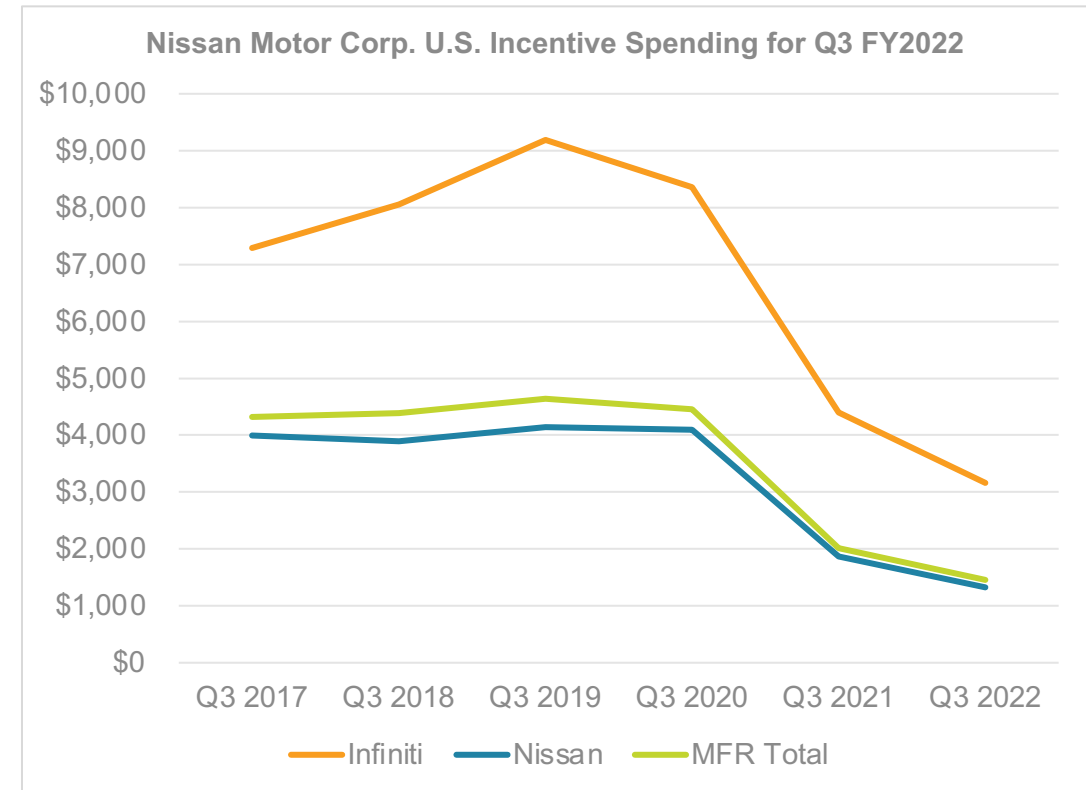
	Infiniti	Nissan	MFR Total
<b>Q3 2017</b>	\$45,124	\$28,822	\$30,452
<b>Q3 2018</b>	\$47,839	\$28,961	\$31,212
<b>Q3 2019</b>	\$47,406	\$29,918	\$31,646
<b>Q3 2020</b>	\$49,981	\$29,284	\$31,927
<b>Q3 2021</b>	\$58,513	\$33,759	\$35,149
<b>Q3 2022</b>	\$61,297	\$36,417	\$38,185
<b>YOY Change</b>	4.8%	7.9%	8.6%



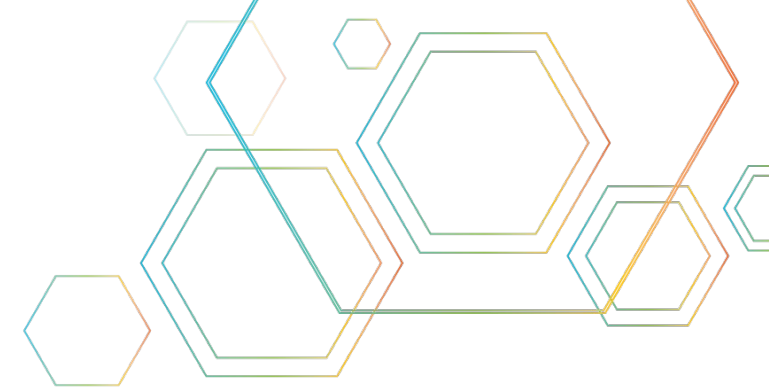
# Nissan Motor Corp. U.S. Incentive Spending for Third Quarter FY2022



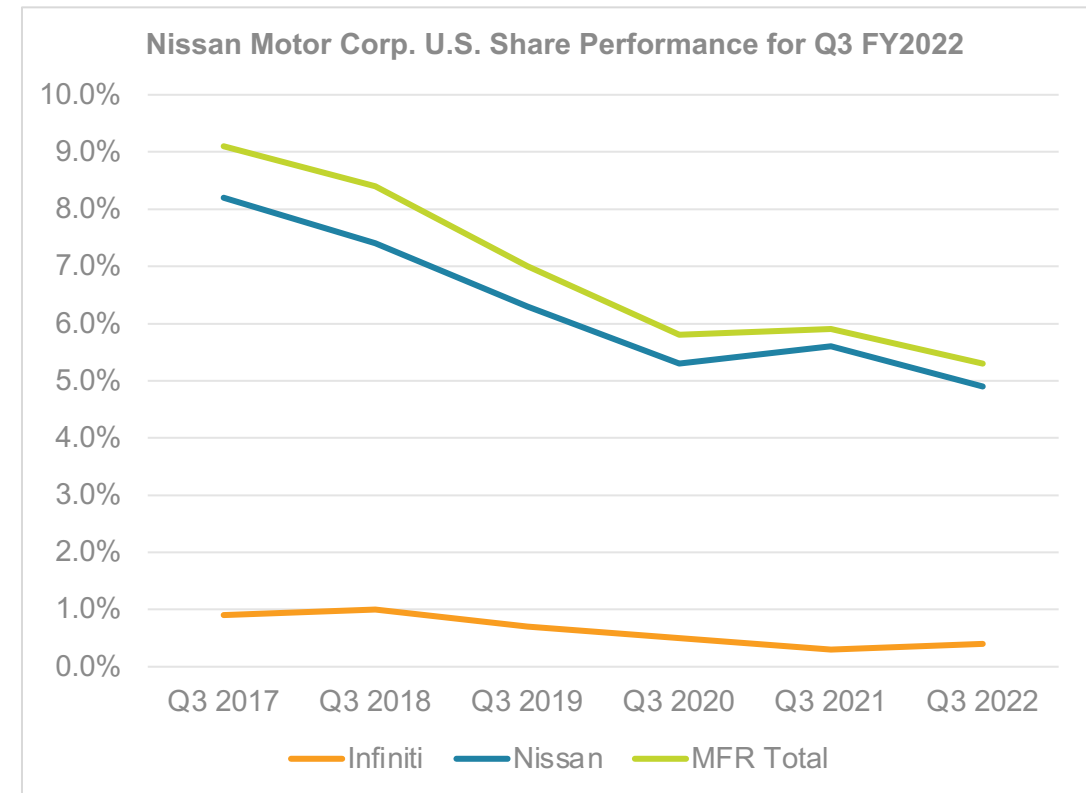
	Infiniti	Nissan	MFR Total
<b>Q3 2017</b>	\$7,288	\$3,996	\$4,325
<b>Q3 2018</b>	\$8,060	\$3,893	\$4,390
<b>Q3 2019</b>	\$9,189	\$4,141	\$4,640
<b>Q3 2020</b>	\$8,361	\$4,098	\$4,458
<b>Q3 2021</b>	\$4,404	\$1,868	\$2,010
<b>Q3 2022</b>	\$3,161	\$1,325	\$1,456
<b>YOY Change</b>	-28.2%	-29.1%	-27.6%



# Nissan Motor Corp. U.S. Share Performance for Third Quarter FY2022



	Infiniti	Nissan	MFR Total
<b>Q3 2017</b>	0.9%	8.2%	9.1%
<b>Q3 2018</b>	1.0%	7.4%	8.4%
<b>Q3 2019</b>	0.7%	6.3%	7.0%
<b>Q3 2020</b>	0.5%	5.3%	5.8%
<b>Q3 2021</b>	0.3%	5.6%	5.9%
<b>Q3 2022</b>	0.4%	4.9%	5.3%
<b>Point Change</b>	0.0%	-0.7%	-0.6%



# Nissan Brand's U.S. Sales and Prices by Key Models for Third Quarter FY2022



	Q3 Sales	YOY Change
<b>Rogue</b>	56,345	10.6%
<b>Altima</b>	33,833	19.7%
<b>Frontier</b>	19,830	-12.4%
<b>Pathfinder</b>	20,280	63.0%
<b>Sentra</b>	14,183	-16.8%
<b>Leaf</b>	3,127	-24.9%

	Q3 ATP	YOY Change
<b>Rogue</b>	\$34,847	6.1%
<b>Altima</b>	\$31,725	4.4%
<b>Frontier</b>	\$41,641	4.8%
<b>Pathfinder</b>	\$47,792	7.6%
<b>Sentra</b>	\$24,969	3.0%
<b>Leaf</b>	\$35,957	2.1%

# Infiniti Brand's U.S. Sales and Prices by Key Models for Third Quarter FY2022



	Q3 Sales	YOY Change
<b>QX60</b>	6,243	329.1%
<b>QX50</b>	2,557	16.0%

	Q3 ATP	YOY Change
<b>QX60</b>	\$61,746	-0.2%
<b>QX50</b>	\$47,539	5.3%