

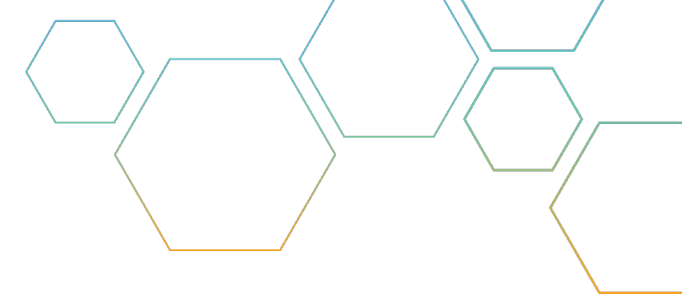


**NISSAN MOTOR COMPANY:  
U.S. MARKET PERFORMANCE FOR  
SECOND QUARTER FY2023  
(July – September)**

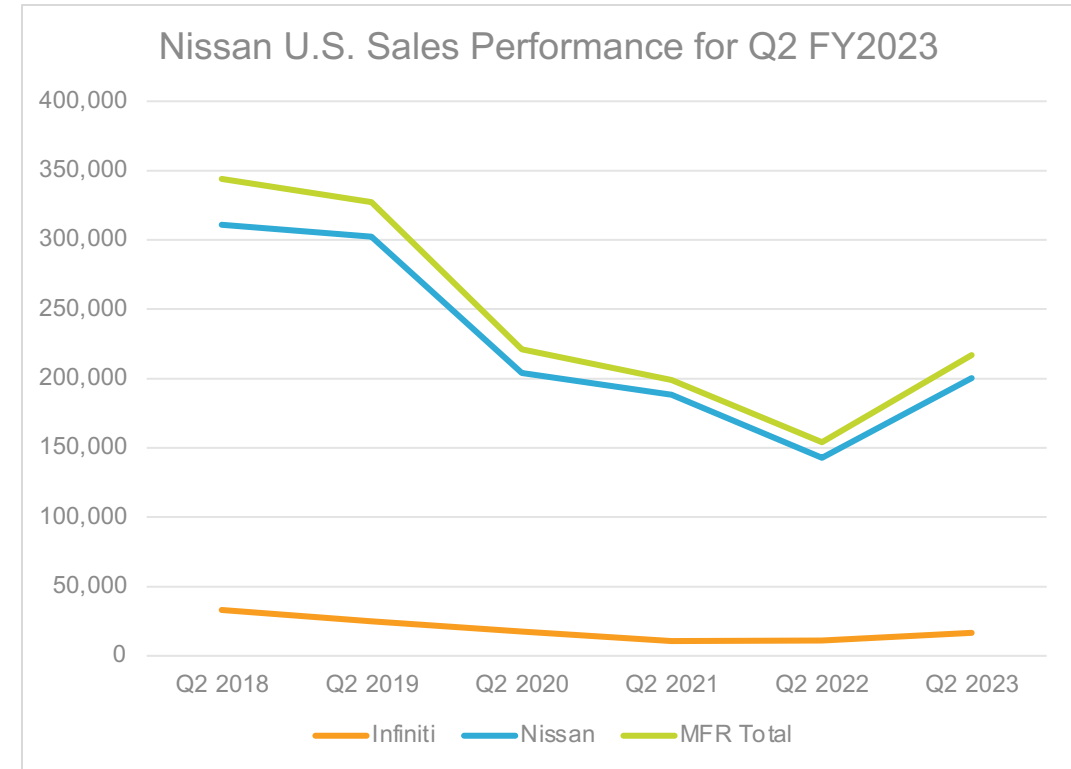


COX AUTOMOTIVE

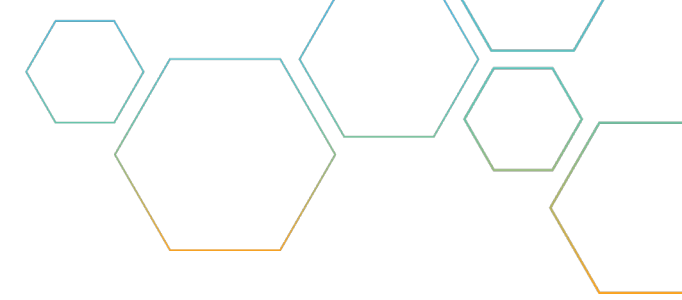
# NISSAN MOTOR U.S. SALES PERFORMANCE FOR SECOND QUARTER FY2023



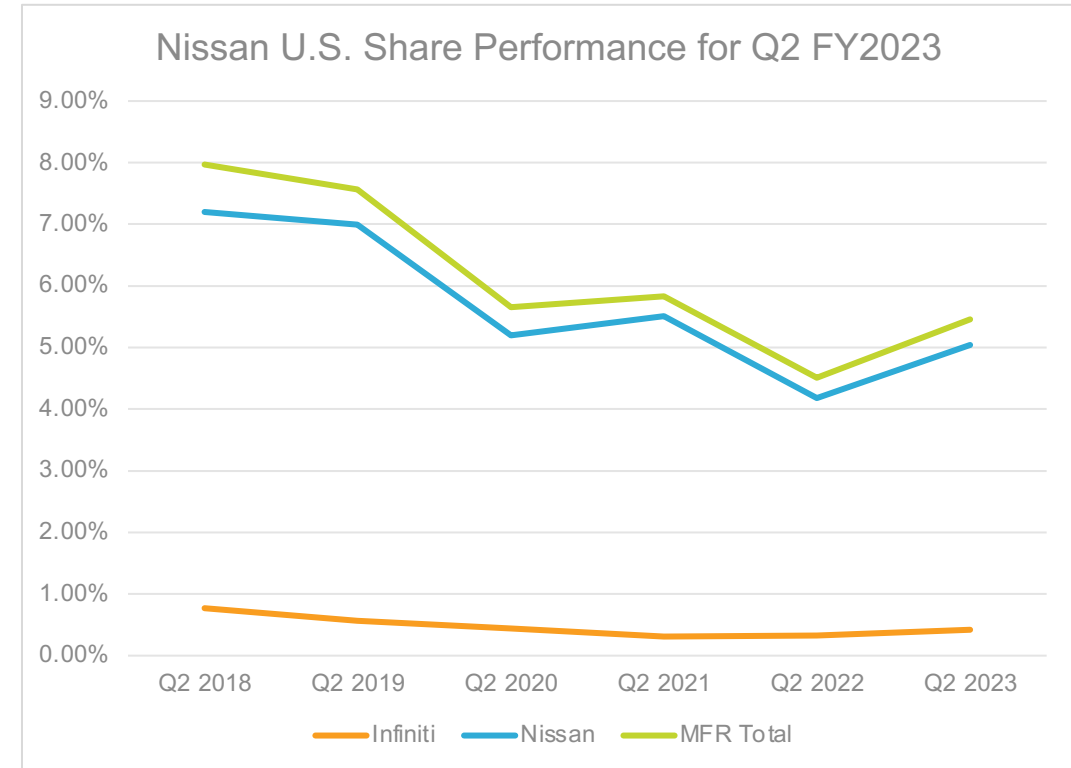
	Infiniti	Nissan	MFR Total
<b>Q2 FY2018</b>	33,079	310,908	343,987
<b>Q2 FY2019</b>	24,876	302,478	327,354
<b>Q2 FY2020</b>	17,367	203,783	221,150
<b>Q2 FY2021</b>	10,666	188,289	198,955
<b>Q2 FY2022</b>	11,241	142,845	154,086
<b>Q2 FY2023</b>	16,544	200,334	216,878
<b>YOY Change</b>	47%	40%	41%



# NISSAN MOTOR U.S. SHARE PERFORMANCE FOR SECOND QUARTER FY2023



	Infiniti	Nissan	MFR Total
<b>Q2 FY2018</b>	0.77%	7.20%	7.97%
<b>Q2 FY2019</b>	0.57%	6.99%	7.57%
<b>Q2 FY2020</b>	0.44%	5.20%	5.65%
<b>Q2 FY2021</b>	0.31%	5.51%	5.83%
<b>Q2 FY2022</b>	0.33%	4.18%	4.51%
<b>Q2 FY2023</b>	0.42%	5.04%	5.46%
<b>Point Change</b>	0.09%	0.86%	0.95%



# HIGHLIGHTS OF NISSAN BRAND U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



	Q2 FY2023 Sales	YOY Change
<b>Rogue</b>	63,346	49%
<b>Altima</b>	29,270	6%
<b>Frontier</b>	11,756	-11%
<b>Pathfinder</b>	13,669	3%
<b>Sentra</b>	31,612	70%
<b>Leaf</b>	1,570	23%
<b>Ariya</b>	4,504	-

	Q2 FY2023 ATP	YOY Change
<b>Rogue</b>	\$35,094	0%
<b>Altima</b>	\$30,714	-1%
<b>Frontier</b>	\$43,012	4%
<b>Pathfinder</b>	\$46,962	-4%
<b>Sentra</b>	\$24,064	-4%
<b>Leaf</b>	\$32,265	-14%
<b>Ariya</b>	\$50,955	-
<b>Nissan Brand Overall</b>	\$34,502	-2.0%

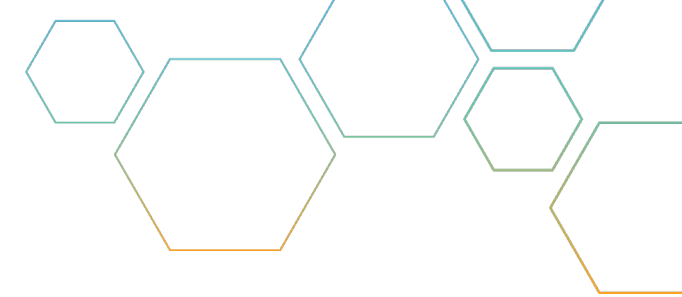
# HIGHLIGHTS OF INFINITI BRAND U.S. SALES AND PRICES BY MODEL FOR SECOND QUARTER FY2023



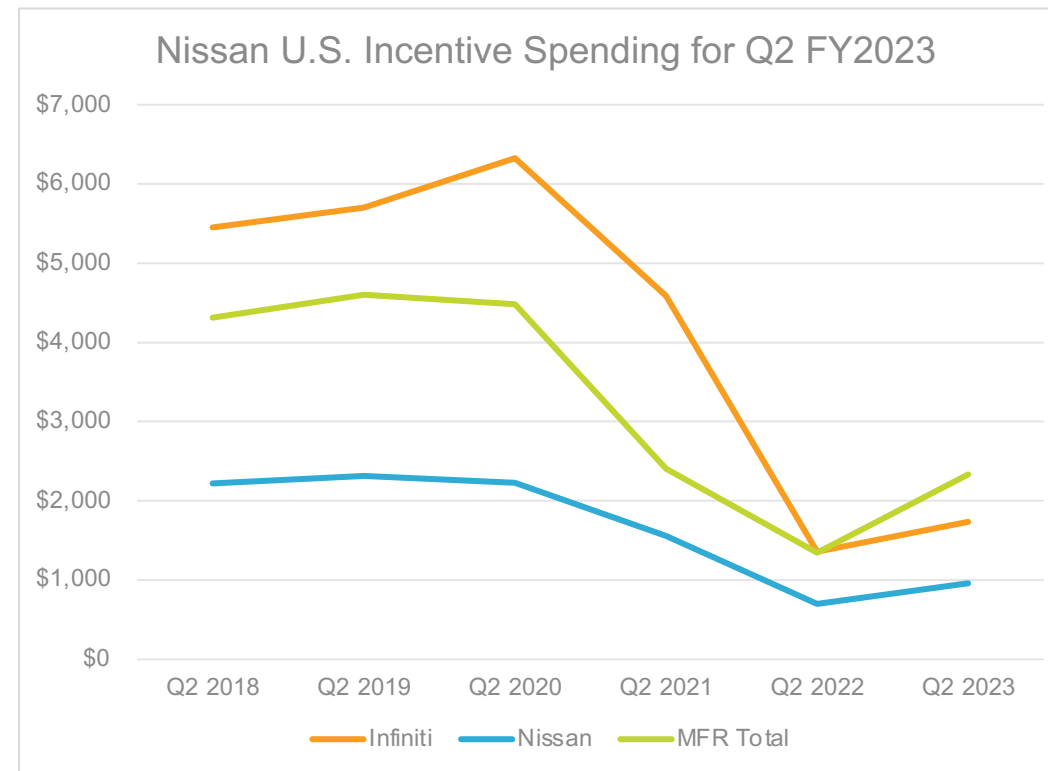
	Q2 FY 2023 Sales	YOY Change
<b>QX60</b>	7,554	66%
<b>QX50</b>	2,435	-19%

	Q2 FY 2023 ATP	YOY Change
<b>QX60</b>	\$59,984	-5%
<b>QX50</b>	\$47,729	0%
<b>Infiniti Brand Overall</b>	\$59,839	-1%

# NISSAN MOTOR U.S. INCENTIVE SPENDING FOR SECOND QUARTER FY2023



	Infiniti	Nissan	MFR Total
<b>Q2 FY2018</b>	\$6,759	\$4,052	\$4,312
<b>Q2 FY2019</b>	\$7,944	\$4,327	\$4,602
<b>Q2 FY2020</b>	\$7,550	\$4,224	\$4,485
<b>Q2 FY2021</b>	\$5,993	\$2,205	\$2,408
<b>Q2 FY2022</b>	\$2,443	\$1,259	\$1,346
<b>Q2 FY2023</b>	\$5,711	\$2,059	\$2,337
<b>YOY Change</b>	134%	64%	74%



# NISSAN MOTOR U.S. AVERAGE TRANSACTION PRICES FOR SECOND QUARTER FY2023



	Infiniti	Nissan	MFR Total
<b>Q2 FY2018</b>	\$47,264	\$29,282	\$31,012
<b>Q2 FY2019</b>	\$47,098	\$29,667	\$30,992
<b>Q2 FY2020</b>	\$46,068	\$29,798	\$31,076
<b>Q2 FY2021</b>	\$52,452	\$32,528	\$33,596
<b>Q2 FY2022</b>	\$60,314	\$35,268	\$37,095
<b>Q2 FY2023</b>	\$59,839	\$34,502	\$36,435
<b>YOY Change</b>	-1%	-2%	2%

