# FINANCIAL RESULTS OF <br> NISSAN MOTOR CO., LTD. 

<FOR THE 1st HALF FISCAL YEAR ENDING MARCH 31, 2003>

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Please note that the year "2002," as used throughout this report, refers to the fiscal year starting April 1, 2002 and ending March 31, 2003.

## 1. The general situation of the corporate group

The Nissan group consists of Nissan Motor Co., Ltd. (the "Company"), subsidiaries, affiliates, and other associated companies. Its main business includes sales and production of vehicles and parts. As other divisions for products and services, the group has Industrial machinery division and marine division. And also the group is engaged in the various services accompanying its main business, such as logistics and sales finance.
The company established Global Nissan (GNX) as a global headquarters function which is to focus on utilizing regional activities by 4 Regional Management Committees and cross regional functions like R\&D, Purchasing, Manufacturing, etc., and Global Nissan Group is composed of this matrix.
The corporate group structure is as follows:


* Consolidated Subsidiaries
** Companies accounted for by equity method
- There are other associated companies; *Nissan Trading Co., Ltd., *Nissan Real Estate Development Co., Ltd. to support distribution and services.
- Our subsidiaries listed in stock exchange markets are follows.

Nissan Shatai Co., Ltd.---Tokyo, Osaka Aichi Machine Industry Co., Ltd.---Tokyo, Osaka, Nagoya

## 2. NISSAN 180 Update

NISSAN 180 is working. Six months into our new three-year plan, Nissan reported record half-year operating income for the fifth time in a row. NISSAN 180's performance is driven by the powerful combination of leaner, more efficient operations, increasing volumes and decreasing costs.

NISSAN 180 aims to grow sales by one million additional units by the end of fiscal year 2004, to achieve an $8 \%$ operating margin and to reduce net automotive debt to zero.

The first six months show that we are firmly on course. For the first half of fiscal year 2002, Nissan achieved an operating income of 348.3 billion yen, $84.5 \%$ higher than the first half of fiscal year 2001. Our consolidated operating margin is at $10.6 \%$, an industryleading accomplishment. Revenues are up $10.3 \%$ and global sales volume is up $7.5 \%$. Net income is 287.7 billion yen, $24.9 \%$ higher than last year. Net automotive indebtedness was 270.1 billion yen at the end of the first half.

Nissan is only halfway through its revival process, which began with the implementation of the Nissan Revival Plan in April 2000. Even in the midst of a fiercely competitive and highly volatile business environment, our confidence is growing. Our vision is clear. Our commitment to long-term success is unwavering.

## 3. Fiscal Year 2002 Business Performance

Globally, in the first half of FY02, Nissan sold 1,386,000 vehicles marking an increase of 7.5\% compared to the first half of FY01. In all of our markets, this performance is being driven primarily by our product plan. Of the 28 all-new products we will launch under NISSAN 180, 12 of them will come in this fiscal year. As of November 2002, we have launched seven.
In Japan, Nissan sold 383,000 units in the first half of fiscal year 02, up $12.1 \%$ from the same period last year. The all-important entry-level segments have driven this increase, where we have launched three new cars recently - the March, Moco, and Cube. Our market share (including mini-cars) has started to grow again, totaling $13.8 \%$, up 1.6 points from the first half of FY01. With the all-new Elgrand and Fairlady Z deployed in the market and new models still to come, Nissan is in line with our target to sell an additional 300,000 units in Japan.

In the United States, Nissan sold 378,000 units, up 8.3\% compared to the first half of FY01. The Altima continues on its initial strong pace, and the 350 Z is also off to a strong start. In the Infiniti channel, the launch of the G35 proves to be a true success to the luxury franchise in the U.S. These sales have been driven by the strength of our products, not by incentives, as we continue to build our brand power and focus on profitability. Our U.S. market share is now 4.2\%, up from $4.0 \%$ in an extremely competitive market.

In Europe, Nissan sold 251,000 units from January to June, down 9.4\% from the same period in 2001. Our market share declined to $2.5 \%$ from $2.7 \%$. In preparation for the production of the new Micra at the end of the November, we are expecting this year to be a challenge. Profitability remains a priority in the European market, but, again, we will not chase volumes that cannot satisfy our profit targets.

Finally, in the General Overseas Markets*, our performance has been strong with 374,000 unit sales in the first half of the fiscal year, up $16.2 \%$ from the same period of last year. In particular, sales in Mexico increased by $18.4 \%$ to 105,000 units. This increase is supported by the launch of the all-new Platina, a new model derived from the Renault Clio, complementing sales of the popular Tsuru. While we announced a joint partnership with Dongfeng this September which will set the stage for a major expansion of Nissan's presence, our sales in China also increased by $80 \%$ compared to the same period last year**, amounting to 36,000 units.

* includes Mexico and Canada,
** calculated on basis from April to September 2002

Revenues reached 3,285.5 billion yen in the first half of fiscal 02, up $10.3 \%$ from the same period in fiscal year 01, driven primarily by higher volumes and mix.

Consolidated operating income improved by $84.5 \%$ to 348.3 billion yen, compared to the first half of fiscal year 01 . The operating margin came to $10.6 \%$, exceeding, for this six-month period, our commitment to reach $8 \%$ over the three years of NISSAN 180. This is the strongest operating performance ever reported by Nissan for a six-month period in its history, placing us at the top level of operating performance of the automotive industry.

The effect of foreign exchange rates to first-half operating income was minimal. In total, the impact of all currencies was a positive 7 billion yen to operating income. The average dollar rate came to 123.1 yen compared to 122.2 in the first half of last year while the euro moved from 108.1 yen to 116.3.

The change in sales incentive accounting had no effect on operating income, but the change in scope

Combined higher volumes and mix contributed 64 billion yen in operating income in the first half of fiscal year 02 compared to fiscal year 01 . Strong volumes in Japan, the United States and General Overseas Markets more than offset the drop in volumes in Europe. Globally, the mix effect was slightly negative, as a lower mix in Japan offset a higher model mix in every other location.

As our volume has grown, so have the activities of our finance companies, creating a positive contribution of 7 billion yen.

The reduction in selling expenses produced a slight positive impact, contributing 2 billion yen in operating income. Our incentives are well controlled, with incentives being lower in all markets except Europe.

Lower manufacturing expenses and other items produced a positive impact of 30.5 billion yen.

Purchasing continued to turn in a strong performance as lower purchasing costs generated a positive contribution of 102 billion yen to operating income. This amount represents a purchasing cost reduction rate close to $7 \%$, much higher than our yearly commitment of $5 \%$. In addition to the benefits of higher volumes under NISSAN 180, we are seeing today a follow-through of the purchasing policy implemented under Nissan Revival Plan. The higher level of efficiency brought on by Nissan's purchasing policy since 1999 is now making a significant positive impact on Nissan's suppliers as well.

Product enrichment and the cost of regulations had a negative impact of 32 billion yen.

Expected higher R\&D expenses generated a negative impact of 20 billion yen as we continue to reinforce technology and product development under NISSAN 180.

Slightly higher general and administrative expenses produced a small negative impact of 4 billion yen, an indication that our administrative expenses are being managed effectively even in a period of growth.

Total non-operating profits moved from a loss of 28.5 billion yen in the first half of fiscal year 01 to a loss of 24.8 billion yen this first half. Net financial cost reduction from 12.1 billion yen to 8.0 billion yen contributed to this improvement. It was mainly the outcome of progress made in reduction of net automotive indebtedness and more efficient global treasury management.

As a consequence of all these items, consolidated ordinary income came to 323.5 billion yen, $101.8 \%$ higher than first half of fiscal year 01.

In extraordinary items, profits increased from 5.1 billion yen in the first half of fiscal year 01 to 41.5 billion yen in this first half. This was mainly due to the fact that gain on sales of fixed assets was increased from 11.0 billion yen in the same period of fiscal year 01 to 60.7 billion yen, recording the sales of part of former Murayama plant site.

As a result, net income before tax came to 365.0 billion yen, improved by $120.6 \%$ from the first half of fiscal year 01.

Current taxes and deferred taxes came to 46.6 billion yen and 32.7 billion yen respectively. We will no longer benefit from the recognition of deferred tax assets that had been created by prior years' losses. Our net income after tax will not rise as much as our operating profits as we progressively return to a

In the retail finance business segment, net sales was increased $11.5 \%$ to 195.9 billion yen from the first half of fiscal year 01. It is mainly due to higher penetration of new car sales in North America. Operating income came to 28.7 billion yen up $32.9 \%$ from the same period in last year, due to sales increase and reduced funding rate. Net income was increased by $31.1 \%$ to 16.9 billion yen compared to the first half of fiscal year 01 .

On the balance sheet side, our net automotive indebtedness resulted in 270.1 billion yen at the end of the first half, down from 431.7 billion yen at the end of fiscal year 01 . Asset sales, which had contributed 530 billion yen in debt reduction in two years under NRP contributed 73.4 billion yen in the first half of fiscal year 02. In addition, improved cash from operations have further driven debt reduction.

## 4. Fiscal Year 2002 Financial Forecast

Nissan operates in the context of a changing world with risks and opportunities in front of us.

Risks include the potential U.S. downturn and weakened confidence in the Japanese financial markets.

Our major opportunity lies within NISSAN 180 itself. Restructurings are largely behind us. Our focus now is on growth-related actions and the successful roll-out of the most intensive product plan in Nissan's history. This year, we have 12 all-new products, leading to 21 regional product launches worldwide, 10 of which are yet to impact the second half.

For the second half, Nissan revised its financial forecasts upward. We expect full-year revenues to reach 6.8 trillion yen, operating profits to be 720 billion yen, which would give a $10.6 \%$ operating margin, ordinary profit to reach 660 billion yen and a net profit after tax of 490 billion yen. In addition, we are forecasting net automotive indebtedness to fall to 80 billion yen by the end of the fiscal year.

## 5. Consolidated Financial Statements

## 5-1) Consolidated Statements of Income

(1st half FY2002, 1st half FY2001 and FY2001)
[in millions of Yen, ( ) indicates loss or minus]

The following information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

|  | FY2002 <br> 1st half | FY2001 <br> 1st half | Change |  | FY2001 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |  |
| NET SALES | 3,285,463 | 2,977,543 | 307,920 | 10.3 | 6,196,241 |
| COST OF SALES | 2,350,751 | 2,179,627 | 171,124 |  | 4,547,314 |
| Gross profit before adjustment of income from installment sales | 934,712 | 797,916 | 136,796 | 17.1 | 1,648,927 |
| ADJUSTMENT OF INCOME FROM INSTALLMENT SALES | - | 227 | (227) |  | 788 |
| Gross profit | 934,712 | 798,143 | 136,569 | 17.1 | 1,649,715 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 586,413 | 609,366 | $(22,953)$ |  | 1,160,500 |
| Operating income | 348,299 | 188,777 | 159,522 | 84.5 | 489,215 |
| NON-OPERATING INCOME | 18,177 | 15,861 | 2,316 |  | 27,267 |
| Interest and dividend income | 4,865 | 5,728 | (863) |  | 13,837 |
| Equity in earnings of unconsolidated subsidiaries \& affiliates | 527 | 2,497 | $(1,970)$ |  | 921 |
| Other non-operating income | 12,785 | 7,636 | 5,149 |  | 12,509 |
| NON-OPERATING EXPENSES | 42,976 | 44,325 | $(1,349)$ |  | 101,738 |
| Interest expense | 12,827 | 17,807 | $(4,980)$ |  | 34,267 |
| Amortization of net retirement benefit obligation at transition | 12,075 | 12,093 | (18) |  | 23,925 |
| Other non-operating expenses | 18,074 | 14,425 | 3,649 |  | 43,546 |
| Ordinary income | 323,500 | 160,313 | 163,187 | 101.8 | 414,744 |
| EXTRAORDINARY GAINS | 70,965 | 32,204 | 38,761 |  | 67,100 |
| EXTRAORDINARY LOSSES | 29,457 | 27,092 | 2,365 |  | 117,628 |
| Income before income taxes and minority interests | 365,008 | 165,425 | 199,583 | 120.6 | 364,216 |
| INCOME TAXES-CURRENT | 46,599 | 29,521 | 17,078 |  | 87,446 |
| INCOME TAXES-DEFERRED | 32,657 | $(97,952)$ | 130,609 |  | $(102,148)$ |
| MINORITY INTERESTS | $(1,953)$ | 3,560 | $(5,513)$ |  | 6,656 |
| NET INCOME | 287,705 | 230,296 | 57,409 | 24.9 | 372,262 |

## 5-2) Consolidated Balance Sheets

(as of Sep 30, 2002, Mar 31, 2002 and Sep 30, 2001)
[ in millions of Yen, ( ) indicates loss or minus]

The following information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

|  | as of Sep 30, 2002 | $\begin{aligned} & \text { as of } \\ & \text { Mar 31, } 2002 \end{aligned}$ | Change | $\left\lvert\, \begin{aligned} & \text { as of } \\ & \text { Sep 30, } 2001 \end{aligned}\right.$ |
| :---: | :---: | :---: | :---: | :---: |
| [ASSETS] |  |  |  |  |
| CURRENT ASSETS | 3,452,386 | 3,517,255 | $(64,869)$ | 2,943,133 |
| Cash on hand and in banks | 249,766 | 280,289 | $(30,523)$ | 181,795 |
| Notes \& accounts receivable | 475,753 | 532,936 | $(57,183)$ | 458,501 |
| Finance receivables | 1,738,354 | 1,716,024 | 22,330 | 1,395,038 |
| Marketable securities | 481 | 30 | 451 | 1,407 |
| Inventories | 564,114 | 534,051 | 30,063 | 539,185 |
| Deferred tax assets | 162,456 | 180,432 | $(17,976)$ | 134,811 |
| Other current assets | 261,462 | 273,493 | $(12,031)$ | 232,396 |
| FIXED ASSETS | 3,523,369 | 3,695,070 | $(171,701)$ | 3,421,525 |
| Property, plant and equipment | 2,839,052 | 2,879,158 | $(40,106)$ | 2,758,530 |
| Intangible assets | 36,369 | 38,934 | $(2,565)$ | 33,733 |
| Investment securities | 288,267 | 399,113 | $(110,846)$ | 242,372 |
| Long-term loans receivable | 14,249 | 15,591 | $(1,342)$ | 17,882 |
| Deferred tax assets | 226,474 | 231,697 | $(5,223)$ | 249,284 |
| Other fixed assets | 118,958 | 130,577 | $(11,619)$ | 119,724 |
| DEFERRED ASSETS | 2,408 | 2,680 | (272) | 2,950 |
| TOTAL ASSETS | 6,978,163 | 7,215,005 | $(236,842)$ | 6,367,608 |
| [LIABILITIES] |  |  |  |  |
| CURRENT LIABILITIES | 2,771,287 | 3,008,015 | $(236,728)$ | 2,767,072 |
| Notes \& accounts payable | 617,958 | 611,311 | 6,647 | 574,119 |
| Short-term borrowings | 1,273,851 | 1,424,804 | $(150,953)$ | 1,284,101 |
| Deferred tax liabilities | 4 | 16 | (12) | 10 |
| Other current liabilities | 879,474 | 971,884 | $(92,410)$ | 908,842 |
| LONG-TERM LIABILITIES | 2,457,026 | 2,508,879 | $(51,853)$ | 2,365,519 |
| Bonds and debentures | 834,233 | 796,158 | 38,075 | 798,435 |
| Long-term borrowings | 720,439 | 808,797 | $(88,358)$ | 726,519 |
| Deferred tax liabilities | 230,561 | 209,414 | 21,147 | 175,571 |
| Accrued warranty costs | 151,526 | 160,938 | $(9,412)$ | 151,945 |
| Accrual for losses on business restructuring | 41,498 | 49,591 | $(8,093)$ | 61,932 |
| Accrued retirement benefits | 412,113 | 400,342 | 11,771 | 383,873 |
| Other long-term liabilities | 66,656 | 83,639 | $(16,983)$ | 67,244 |
| TOTAL LIABILITIES | 5,228,313 | 5,516,894 | $(288,581)$ | 5,132,591 |
| MINORITY INTERESTS IN CONSOLIDATED SUBSIDIARIES | 85,935 | 77,289 | 8,646 | 75,682 |
| [SHAREHOLDERS' EQUITY] |  |  |  |  |
| COMMON STOCK | 604,559 | 604,556 | 3 | 496,606 |
| CAPITAL SURPLUS | 803,215 | 803,212 | 3 | 690,262 |
| RETAINED EARNINGS | 689,355 | 430,751 | 258,604 | 286,170 |
| UNREALIZED HOLDING GAIN ON SECURITIES | 2,072 | 4,406 | $(2,334)$ | $(11,024)$ |
| TRANSLATION ADJUSTMENTS | $(313,396)$ | $(221,973)$ | $(91,423)$ | $(301,174)$ |
| TREASURY STOCK | $(121,890)$ | (130) | $(121,760)$ | (2) |
| TREASURY STOCK OWNED BY SUBSIDIARIES | - | 0 | 0 | $(1,503)$ |
| TOTAL SHAREHOLDERS' EQUITY | 1,663,915 | 1,620,822 | 43,093 | 1,159,335 |
| TOTAL LIABILITIES, MINORITY INTERESTS \& SHAREHOLDERS' EQUIT | 6,978,163 | 7,215,005 | $(236,842)$ | 6,367,608 |

Note 1: The amount of short-term borrowings includes import bills payable, current maturities of long-term borrowings, bonds and debentures, and commercial paen
Note 2: The "Accounting Standard for Treasury Stock and Reversal of Legal Reserves" has been adopted effective April 1, 2002.

## 5-3) Consolidated Statements of Retained Earnings

(1st half FY2002, 1st half FY2001 and FY2001)
[in millions of Yen, ( ) indicates loss or minus]

The following information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

|  | FY2002 <br> 1st half | FY2001 <br> 1st half | Change | FY2001 |
| :---: | :---: | :---: | :---: | :---: |
| (Capital surplus) |  |  |  |  |
| Capital surplus at beginning of the period | 803,212 | 690,262 | 112,950 | 690,262 |
| Increase | 3 | - | 3 | 112,950 |
| Increase due to exercise of warrants | - | - | - | 112,950 |
| Increase due to conversion of convertible bonds | 3 | - | 3 | - |
| Capital surplus at end of the period | 803,215 | 690,262 | 112,953 | 803,212 |
| (Retained earnings) |  |  |  |  |
| Retained earnings at beginning of the period | 430,751 | 87,626 | 343,125 | 87,626 |
| Increase | 296,251 | 230,566 | 65,685 | 373,731 |
| Net income | 287,705 | 230,296 | 57,409 | 372,262 |
| Increase due to inclusion in consolidation | - | 14 | (14) | 14 |
| Increase due to exclusion from consolidation | 309 | - | 309 | - |
| Adjustment for revaluation of the accounts of the consolidated subsidiary in Mexico based on general price Other | 8,237 | 256 | 8,237 $(256)$ | 1,455 |
| Decrease | 37,647 | 32,022 | 5,625 | 30,606 |
| Cash dividends paid | 33,976 | 27,841 | 6,135 | 27,841 |
| Bonuses to directors and statutory auditors | 407 | 286 | 121 | 286 |
| Decrease due to exclusion from consolidation | - | 2,432 | $(2,432)$ | 2,432 |
| Decrease due to exclusion from the equity method of accounting | 3,245 | - | 3,245 | 47 |
| Adjustment for revaluation of the accounts of the consolidated subsidiary in Mexico based on general price Loss on disposal of treasury stock | 19 | 1,463 | $(1,463)$ 19 | - - |
| Retained earnings at end of the period | 689,355 | 286,170 | 403,185 | 430,751 |

Note : The "Accounting Standard for Treasury Stock and Reversal of Legal Reserves" has been adopted effective April 1, 2002. The information with respect to FY2001 and FY2001 1st half has been restated to conform to the FY2002 1st half presentation for convenience.

## 5-4) Consolidated Statements of Cash Flows

(1st half FY2002, 1st half FY2001 and FY2001)
[in millions of Yen, ( ) indicates out flows]
The following information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

|  | 1st half FY2002 | 1st half FY2001 | FY2001 |
| :---: | :---: | :---: | :---: |
| Operating activities <br> Income before income taxes and minority interests <br> Depreciation and amortization (fixed assets excluding leased vehicles) <br> Depreciation and amortization (long-term prepaid expenses) <br> Depreciation and amortization (leased vehicles) <br> Provision for doubtful receivables <br> Unrealized loss on investments <br> Interest and dividend income <br> Interest expense <br> Gain on sales of property, plant and equipment <br> Loss on disposals of property, plant and equipment <br> (Gain) loss on sales of investment securities <br> Decrease in trade receivables <br> Increase in finance receivables <br> (Increase) decrease in inventories <br> (Decrease) increase in trade payables <br> Amortization of net retirement benefit obligation at transition <br> Provision for accrued retirement benefits <br> Retirement benefits paid <br> Business restructuring costs paid <br> Other | 365,008 109,628 2,696 78,611 $(1,606)$ 343 $(4,865)$ 44,206 $(60,744)$ 5,639 $(2,236)$ 67,576 $(139,014)$ $(51,332)$ $(35,744)$ 12,075 34,680 $(34,040)$ $(2,437)$ $(24,644)$ | 165,425 102,700 2,741 88,195 9,862 13,367 $(5,728)$ 51,800 $(10,962)$ 3,949 $(13,937)$ 90,520 $(263,033)$ 13,456 $(55,143)$ 12,093 28,719 $(48,552)$ $(4,767)$ $(29,179)$ | 364,216 199,550 6,064 169,213 39,273 6,757 $(13,837)$ 102,656 $(28,229)$ 11,285 26,823 7,334 $(434,665)$ 53,162 78,255 23,925 60,870 $(81,326)$ $(9,213)$ $(172,448)$ |
| Sub-total <br> Interest and dividends received <br> Interest paid <br> Income taxes paid | 363,800 <br> 4,702 <br> $(45,603)$ <br> $(51,793)$ | 151,526 4,959 $(53,972)$ $(66,982)$ | $\begin{array}{r} \hline 409,665 \\ 11,483 \\ (104,958) \\ (93,976) \\ \hline \end{array}$ |
| Total | 271,106 | 35,531 | 222,214 |
| Investing activities <br> Decrease in short-term investments <br> Purchases of fixed assets <br> Proceeds from sales of property, plant and equipment <br> Purchases of leased vehicles <br> Proceeds from sales of leased vehicles <br> Collection of long-term loans receivable <br> Long-term loans made <br> Purchases of investment securities <br> Proceeds from sales of investment securities <br> Proceeds from sales of subsidiaries' shares resulting in changes <br> in the scope of consolidation <br> Additional acquisition of shares of consolidated subsidiaries Other | 112 $(113,117)$ 65,098 $(265,777)$ 142,971 8,820 $(543)$ $(29,478)$ 15,105 7,468 $(692)$ $(2,275)$ | 1,562 $(128,500)$ 28,170 $(206,683)$ 109,033 16,247 $(98)$ $(7,084)$ 47,999 7,785 - $(8,383)$ | 3,411 <br> $(293,800)$ <br> 108,935 <br> $(396,213)$ <br> 185,152 <br> 6,978 <br> $(8,730)$ <br> $(230,397)$ <br> 99,666 <br>  <br> 13,639 <br> $(2,634)$ <br> $(10,396)$ <br> $(524,389)$ |
| Financing activities <br> (Decrease) increase in short-term borrowings <br> Increase in long-term borrowings <br> Increase in bonds and debentures <br> Repayment or redemption of long-term debt <br> Proceeds from issuance of new shares of common stock <br> Purchases of treasury stock <br> Proceeds from sales of treasury stock <br> Repayment of lease obligations <br> Cash dividends paid <br> Total | $\begin{array}{r} (99,862) \\ 228,974 \\ 85,000 \\ (292,861) \\ - \\ (8,889) \\ 40 \\ (5,745) \\ (33,976) \\ \hline(127,319) \end{array}$ | $\begin{array}{r} (41,077) \\ 240,129 \\ 150,000 \\ (323,325) \\ - \\ - \\ - \\ (4,936) \\ (27,841) \\ \hline(7,050) \end{array}$ | 308,869 <br> 631,451 <br> 246,822 <br> $(1,092,066)$ <br> 220,899 <br> - <br> 2,324 <br> $(9,543)$ <br> $(27,841)$ <br> 280,915 |
| Effect of exchange rate changes on cash and cash equivalents | $(3,732)$ | 1,615 | 10,371 |
| Decrease in cash and cash equivalents | $(32,253)$ | $(109,856)$ | $(10,889)$ |
| Cash and cash equivalent at beginning of the period | 279,653 | 288,536 | 288,536 |
| Increase due to inclusion in consolidation | 2,297 | 2,006 | 2,006 |
| Decrease due to exclusion from consolidation | (4) | - | - |
| Cash and cash equivalent at end of the period | 249,693 | 180,686 | 279,653 |

## 5-5) Basis of Consolidated Financial Statements

## 1. Number of Consolidated Subsidiaries and Companies Accounted for by the Equity Method

(1) Consolidated subsidiaries ; 286 companies ( Domestic 198, Overseas 88)

## Domestic Car Dealers, Parts Distributors

Aichi Nissan Motor Co., Ltd., Tokyo Nissan Motor Co., Ltd. Nissan Satio Osaka Co., Ltd., Nissan Prince Tokyo Motor Sales Co., Ltd. Nissan Tokyo Kanagawa Parts Sales Co., Ltd. and other 170 companies

Domestic Parts Manufacturers
Nissan Shatai Co.,Ltd., Aichi Machine Industry Co., Ltd., JATCO Ltd. and other 2 companies

Domestic Logistics \& Services Companies
Nissan Trading Co., Ltd., Nissan Financial Service Co., Ltd., Autech Japan, Inc. and other 15 companies

Overseas subsidiaries
Nissan North America, Inc., Nissan Europe N.V.
Nissan Motor Manufacturing (UK) Ltd.
Nissan Mexicana, S.A. de C.V. and other 84 companies
Unconsolidated Subsidiaries; 167 (Domestic 135, Overseas 32)
These 167 companies are excluded from consolidation because the effect of not consolidating them was immaterial to the Company's consolidated financial statements.
(2) Companies Accounted for by the Equity Method

Unconsolidated subsidiaries; 12 (Domestic 6, Overseas 6) Affiliates;

33 (Domestic 25, Overseas 8)
Domestic Nissan Diesel Motor Co., Ltd., Calsonic Kansei Corporation, Unisia JECS Corporation and other 28 companies
Overseas Renault S.A.,Yulon Motor Co., Ltd., Siam Nissan Automobile Co., Ltd.
\& Siam group 5 companies and other 6 companies
The 155 unconsolidated subsidiaries and 32 affiliates other than the above 331 companies were not accounted for by the equity method because the effect of not adopting the equity method to them was immaterial to the Company's consolidated net income and retained earnings.
(3) Change in the Scope of Consolidation and Equity Method of Accounting

The change in the scope of consolidation compared with fiscal year 2001 was summarized as follows:
Newly included in consolidation; 5 subsidiaries (P.T.Nissan Motor Indonesia, Diamondmatic Co.,Ltd. and other 3 companies)

Excluded from consolidation ; 16 subsidiaries (Rhythm Corporation, and other 15 companies)
Number of companies newly accounted for by the equity method; 3 (Renault S.A., and other 2 companies)
Number of companies excluded from the equity method of accounting; 7 (Unipres Corporation P.T.Nissan Motor Indonesia, and other 5 companies )

The increase in the number of consolidated subsidiaries and companies accounted for by the equity method was primarily attributable to those newly acquired or became material to the consolidated financial statements. The decrease was mainly due to sales or liquidations.

## 2. Fiscal Period of Consolidated Subsidiaries

1)End of the 1st half of FY2002 of the following consolidated subsidiaries is different from that of the Company (September 30)

June 30 : Nissan Mexicana,S.A.de C.V., Nissan Motor Company South Africa (Proprietary) Limited and other 47 overseas subsidiaries
July 31 : Yokohama Marinos Ltd.
2)With respect to the above 50 companies, the effect of the difference in fiscal period is properly adjusted in consolidation.

## 3. Significant Accounting Policies

1)Valuation methods for assets

## 1.Securities

Held-to-maturity debt securities ..... Held-to maturity debt securities are stated at amortized cost.
Other securities
Marketable securities ..... Marketable securities classified as other securities are carried at fair value with changes in unrealized holding gain or loss, net of the applicable income taxes, directly included in shareholders' equity.
Cost of securities sold is calculated by the moving average method.

Non-marketable securities .. Non-marketable securities classified as other securities are carried at cost determined by the moving average method.
2.Derivative transactions

Derivatives are carried at fair value except for forward foreign exchange contracts entered in order to hedge receivables and payables denominated in foreign currencies.

## 3.Finished products

Finished products are stated principally at lower of cost or market, cost being determined by the average method.

## 4. Other inventories

Work in process and purchased parts included in raw materials \& supplies are stated primarily at the lower of cost determined by the average method or market.
Raw materials \& supplies other than purchased parts are stated at the lower of cost determined by the last-in, first-out method or market.
2) Depreciation of property, plant and equipment

Depreciation of property, plant and equipment is calculated principally by straight-line method based on the estimated useful lives and economic residual value determined by the Company.
3) Basis for Reserves and Allowances

Allowance for Doubtful Accounts
Allowance for doubtful accounts is provided for possible bad debt at the amount estimated based on past bad debts experience for normal receivables plus uncollectible amounts determined by reference to the collectibility of individual accounts for doubtful receivables.

## Accrued Warranty Costs

Accrued warranty costs are provided to cover the cost of all services anticipated to be incurred during the entire warranty period in accordance with the warranty contracts and based on past experience.

## Accrual for losses on business restructuring

Accrual for losses on business restructuring is provided to cover the costs reasonably estimated to be incurred for business restructuring based on the Nissan Revival Plan.

## Accrued retirement benefits

Accrued retirement benefits are provided principally at an amount calculated based on the estimated amount incurred at the end of the period, which is, in turn, calculated based on the retirement benefit obligation and the fair value of the pension plan assets at the end of the current fiscal year.
The net retirement benefit obligation at transition is being amortized over a period of 15 years by the straight-line method.
Prior service cost is being amortized as incurred by the straight-line method over periods which are shorter than the average remaining years of service of the eligible employees.
Actuarial gain or loss is amortized in the year following the year in which the gain or loss is recognized primarily by the straight-line method over periods which are shorter than the average remaining years of service of the eligible employees.
4) Lease transactions

Noncancelable lease transactions are primarily accounted for as operating leases (whether such leases are classified as operating or finance leases) except that lease agreements which stipulate the transfer of ownership of the leased assets to the lessee are accounted for as finance leases.
5) Hedge accounting

Hedge accounting
Deferral hedge accounting is adopted for derivatives which qualify as hedges, under which unrealized gain or loss is deferred. When forward foreign exchange contracts and other derivative transactions are entered into in order to hedge receivables and payables denominated in foreign currencies, such receivables and payables are recorded at the contract rates. Hedging instruments and hedged items

Hedging instruments - Derivative transactions
Hedged items - Hedged items are subject to the risk of loss as a result of market fluctuation and such changes are not reflected in their valuation.
Hedging policy
It is the Company's policy that all transactions denominated in foreign currencies are to be hedged. Assessment of hedge effectiveness

Hedge effectiveness is determined by comparing the cumulative changes in cash flows or fair values from the hedging instruments with those from the hedged items.
Risk management policy with respect to hedge accounting
The Company manages its derivative transactions in accordance with its internal
"Policies and Procedures for Risk Management."
6) Consumption Tax

Transactions subject to consumption tax are recorded at amounts exclusive of consumption tax.
7) Accounting policies adopted by foreign consolidated subsidiaries

The financial statements of the Company's subsidiary in Mexico have been prepared based on general pricelevel accounting. The related revaluation adjustments made to reflect the effect of inflation in Mexico are charged or credited to operations and directly reflected in retained earnings in the accompanying consolidated financial statements.

## 4.Cash and cash equivalents

Cash and cash equivalents in consolidated statements of cash flows includes cash, deposits which can be withdrawn on demand and highly liquid short-term investments exposed to insignificant risk of changes in value with a maturity of three months or less when purchased.

## 5-6) Notes to Consolidation Financial Statements

## (1) Contingent Liabilities

At September 30, 2002, the Company and its consolidated subsidiaries had the following contingent liabilities:
(Millions of yen)

1) As guarantor of employees' housing loans from banks and others

232,681
(192,531 for employees, 40,150 for others)
2) Commitment to provide guarantees of indebtedness of unconsolida
subsidiaries and affiliates at the request of lending banks
3) Letters of awareness to financial institutions to whom trade receiva 107,160 were sold
4) The outstanding balance of installment receivables sold with recou 239
(2) Research and Development costs included in cost of sales and general and administrative expenses
(Millions of yen)
131,859

## (3) Cash Flows

Cash and cash equivalents at the end of 1st half fiscal year 2002 are reconciled to the accounts reported in the consolidated balance sheet as follows:

| (as of Sep. 30 2002) | (Millions of yen) |
| :--- | :---: |
| Cash on hand and in banks | 249,766 |
| Time deposits with maturities of more than three months | $(73)$ |
| Cash and cash equivalents | 249,693 |

## (4) Lease transactions

## [Lessees' Accounting]

(1) Finance lease except for those under which the ownership of leased assets is transferred to lessee.

1. The pro forma amounts for acquisition cost, accumulated depreciation and net book value of leased assets

|  | as of Sep 302002 |  |  | as of Sep 302001 |  |  | as of Mar 312002 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Acquisition cost | Accumulated depreciation | Net book value | Acquisition cost | Accumulated depreciation | Net book value | Acquisition cost | Accumulated depreciation | Net book value |
| Machinery, equipment and vehicles Other | $\begin{array}{r} 78,858 \\ 120,424 \end{array}$ | $\begin{aligned} & 30,030 \\ & 67,980 \end{aligned}$ | $\begin{aligned} & 48,828 \\ & 52,444 \end{aligned}$ | $\begin{array}{r} 55,321 \\ 139,168 \end{array}$ | $\begin{aligned} & 19,081 \\ & 76,219 \end{aligned}$ | $\begin{aligned} & 36,240 \\ & 62,949 \end{aligned}$ | $\begin{array}{r} 64,835 \\ 132,844 \end{array}$ | $\begin{aligned} & 22,940 \\ & 77,903 \end{aligned}$ | $\begin{aligned} & 41,895 \\ & 54,941 \end{aligned}$ |
| Total | 199,282 | 98,010 | 101,272 | 194,489 | 95,300 | 99,189 | 197,679 | 100,843 | 96,836 |

2. Future lease payments

|  | as of Sep 302002 |  |  | as of Sep 302001 |  |  | as of Mar 312002 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Within one year | Over one year | Total | Within one year | Over one year | Total | Within one year | Over one year | Total |
|  | 36,480 | 66,988 | 103,468 | 39,311 | 61,300 | 100,611 | 37,437 | 61,152 | 98,589 |

3. Lease payments, depreciation and interest expense

|  | FY2002 1st half |  |  | FY2001 1st half |  |  | FY2001 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Lease payments | Depreciation | Interest expenses | Lease payments | Depreciation | Interest expenses | Lease payments | Depreciation | Interest expenses |
|  | 23,072 | 21,548 | 1,507 | 24,374 | 22,966 | 1,651 | 47,317 | 44,282 | 3,207 |

Method of calculation of depreciation
Depreciation of leased assets is calculated by the straight-line method over the respective lease terms with the residual value of zero.
Method of calculation of interest portion
The interest portion included in the lease payments is calculated as the difference between the aggregate lease payments during the lease term and the relevant pro forma acquisition costs. Interest expense is allocated to each period by the interest method over each respective lease term.
(2) Operating lease

Future lease payments

|  | as of Sep 30 2002 |  |  | as of Sep 302001 |  |  | as of Mar 31 2002 |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Within one year | Over one year | Total | Within one year | Over one year | Total | Within one year | Over one year | Total |
|  | 3,846 | 24,873 | 28,719 | 3,455 | 20,198 | 23,653 | 4,335 | 20,859 | 25,194 |

## [Lessors' Accounting]

(Millions of yen)
(1) Finance lease except for those under which the ownership of leased assets is transferred to lessee.

1. Acquisition cost, accumulated depreciation and net book value of leased assets

|  | as of Sep 302002 |  |  | as of Sep 302001 |  |  | as of Mar 312002 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Acquisition cost | Accumulated depreciation | Net book value | Acquisition cost | Accumulated depreciation | Net book value | $\begin{aligned} & \text { Acquisition } \\ & \text { cost } \end{aligned}$ | Accumulated depreciation | Net book value |
| Machinery, equipment and vehicles Other | $\begin{aligned} & 90,834 \\ & 12,783 \end{aligned}$ | $\begin{array}{r} 42,369 \\ 7,002 \end{array}$ | $\begin{array}{r} 48,465 \\ 5,781 \end{array}$ | $\begin{array}{r} 101,845 \\ 3,191 \end{array}$ | $\begin{array}{r} 47,421 \\ 2,037 \end{array}$ | $\begin{array}{r} 54,424 \\ 1,154 \end{array}$ | $\begin{array}{r} 91,035 \\ 5,018 \end{array}$ | $\begin{array}{r} 43,055 \\ 3,163 \end{array}$ | $\begin{array}{r} 47,980 \\ 1,855 \end{array}$ |
| Total | 103,617 | 49,371 | 54,246 | 105,036 | 49,458 | 55,578 | 96,053 | 46,218 | 49,835 |

2. Future lease income

|  | as of Sep 30 2002 |  |  | as of Sep 30 2001 |  | as of Mar 31 2002 |  |  |  |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Within one year | Over one year | Total | Within one year | Over one year | Total | Within one year | Over one year | Total |
|  | 18,131 | 38,077 | 56,208 | 21,228 | 38,556 | 59,784 | 18,537 | 33,385 | 51,922 |

3. Lease income, depreciation and interest portion equivalent

|  | FY2002 1st half |  |  | FY2001 1st half |  |  | FY2001 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Lease income | Depreciation | Interest income | Lease income | Depreciation | Interest income | Lease income | Depreciation | Interest income |
|  | 11,700 | 9,580 | 1,406 | 18,757 | 11,357 | 809 | 21,850 | 18,946 | 3,452 |

Method of calculation of interest
The interest portion included in lease income is calculated as the difference between the aggregate lease income during the lease term plus the estimated residual value of the leased assets and the acquisition costs of respective leased assets. Interest income is allocated to each period by the interest method over each respective lease term.
(2) Operating lease

Future lease income

|  | as of Sep 302002 |  |  | as of Sep 302001 |  |  | as of Mar 312002 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Within one year | Over one year | Total | Within one year | Over one year | Total | Within one year | Over one year | Total |
|  | 157,723 | 218,098 | 375,821 | 129,675 | 110,325 | 240,000 | 149,501 | 154,890 | 304,391 |

## (5) Securities

[in millions of Yen, ( ) indicates loss or minus]
1 Marketable held-to-maturity debt securities
(Millions of yen)

|  | as of Sept 302002 |  |  | as ofSept 302001 |  |  | as ofMar 312002 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying value | Estimated fair value | Unrealized gain (loss) | Carrying value | Estimated fair value | Unrealized gain (loss) | Carrying value | Estimated fair value | Unrealized gain (loss) |
| (1) National \& local government bonds | 61 | 64 | 3 | 60 | 62 | 2 | 67 | 70 | 3 |
| (2) Corporate bonds | 319 | 336 | 17 | 1,813 | 1,802 | (11) | 1,748 | 1,626 | (122) |
| (3) Other bonds | 1,956 | 1,956 | 0 | 179 | 179 | 0 | - | - | - |
| Total | 2,336 | 2,356 | 20 | 2,052 | 2,043 | (9) | 1,815 | 1,696 | (119) |



3 Details and book value of securities whose fair value is not available
(Millions of yen)

|  | $\begin{gathered} \text { as of } \\ \text { Sept } 302002 \end{gathered}$ | $\begin{gathered} \text { as of } \\ \text { Sept } 302001 \end{gathered}$ | $\begin{gathered} \text { as of } \\ \text { Mar } 312002 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | Carrying value | Carrying value | Carrying value |
| (1) Held-to-maturity debt securities |  |  |  |
| Unlisted domestic bonds | 5,000 | 5,000 | 5,000 |
| (2) Other Securities |  |  |  |
| Unlisted domestic stocks (excruaing tnose traaea on the over-the-counter markat | 6,329 | 6,944 | 6,402 |
| Unlisted foreign stocks | 3,587 | 5,008 | 3,588 |
| Unlisted foreign bonds | 20,000 | 42,387 | 39,550 |

## (6) Fair Value of Derivative Transactions

Notional amount, Fair Value and Unrealized Gain (Loss) of Derivative Transactions
(Millions of yen)

|  |  | As of September 30, 2002 |  |  | As of September 30, 2001 |  |  | As of March 31, 2002 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Notional amount | Fair Value | Unrealized Gain or Loss | Notional amount | Fair Value | Unrealized <br> Gain or Loss | Notional amount | Fair Value | Unrealized Gain or Loss |
| Currency | Forward foreign exchange <br> Sell <br> GBP <br> US \$ <br> AU \$ <br> Others <br> Buy <br> GBP <br> US \$ <br> Euro <br> Others | $\begin{gathered} 8,242 \\ - \\ - \\ 1,388 \\ \\ 26,856 \\ - \\ 704 \\ 787 \\ \hline \end{gathered}$ | $\begin{gathered} 8,186 \\ - \\ - \\ 1,351 \\ \\ 26,298 \\ - \\ 686 \\ 773 \\ \hline \end{gathered}$ | $\begin{gathered} 56 \\ - \\ - \\ 37 \\ (558) \\ - \\ (18) \\ (14) \end{gathered}$ | 6,722 <br> 870 <br> 16,398 <br> 21,886 <br> 16,671 <br> 2,024 | $\begin{gathered} 6,705 \\ - \\ - \\ 827 \\ \\ 16,136 \\ 21,672 \\ 16,464 \\ 2,197 \\ \hline \end{gathered}$ | $\begin{gathered} 17 \\ - \\ - \\ 43 \\ (262) \\ (214) \\ (207) \\ 173 \end{gathered}$ | 1,919 <br> 705 <br> 438 <br> 15,064 <br> 22,744 <br> 33,280 <br> 1,301 | $\begin{array}{r} 1,904 \\ 706 \\ 520 \\ \\ 14,786 \\ 22,525 \\ 33,691 \\ 1,223 \\ \hline \end{array}$ | $\begin{array}{r}15 \\ (1) \\ (82) \\ \\ (278) \\ (219) \\ 411 \\ (78) \\ \hline\end{array}$ |
|  | Currency Swaps US \$ GBP CAN\$ Euro Others | 4,534 32,900 2,114 28,642 $-\quad$ | 27 185 $(25)$ $(1,155)$ - | 27 185 $(25)$ $(1,155)$ $-\quad$ | $\begin{gathered} 4,416 \\ 4,367 \\ 2,068 \\ - \\ 823 \end{gathered}$ | $\begin{array}{r} (21) \\ 1,388 \\ (14) \\ - \\ 232 \end{array}$ | $\begin{array}{r} (21) \\ 1,388 \\ (14) \\ - \\ 232 \end{array}$ | $\begin{array}{r} 4,927 \\ 4,755 \\ 2,284 \\ 912 \end{array}$ | $(45)$ 677 $(114)$ 148 | $\begin{array}{r}(45) \\ 677 \\ (114) \\ 148 \\ \hline\end{array}$ |
| Interest | Interest rate swaps <br> Receive float / Pay fix Receive fix / Pay float Receive float / Pay float | $\begin{array}{r} 257,428 \\ 249,742 \\ 2,500 \end{array}$ | $\begin{array}{r} (4,082) \\ 8,130 \\ (38) \end{array}$ | $\begin{array}{r} (4,082) \\ 8,130 \\ (38) \end{array}$ | $\begin{array}{r} 224,020 \\ 255,967 \\ 2,500 \end{array}$ | $\begin{array}{r} (4,560) \\ 9,339 \\ (54) \end{array}$ | $\begin{array}{r} (4,560) \\ 9,339 \\ (54) \end{array}$ | $\begin{array}{r} 260,996 \\ 244,650 \\ 2,500 \end{array}$ | $\begin{array}{r} (5,327) \\ 8,347 \\ (48) \end{array}$ | $\begin{array}{r} (5,327) \\ 8,347 \\ (48) \end{array}$ |
|  | Option <br> Cap, sold <br> (Premium) <br> Cap, purchased <br> (Premium) | $\begin{gathered} 457,368 \\ (\quad-) \\ 457,368 \\ (\quad-) \end{gathered}$ | $\begin{gathered} (3,333) \\ 3,333 \end{gathered}$ | $\begin{gathered} (3,333) \\ 3,333 \end{gathered}$ | $\begin{gathered} 263,867 \\ (-) \\ 263,867 \\ (\quad-) \end{gathered}$ | $\begin{gathered} (1,314) \\ 1,314 \end{gathered}$ | $\begin{array}{r} (1,314) \\ 1,314 \end{array}$ | $\begin{gathered} 448,872 \\ (-) \\ 448,872 \\ (\quad-) \end{gathered}$ | $\begin{gathered} (5,092) \\ 5,092 \end{gathered}$ | $\begin{gathered} (5,092) \\ 5,092 \end{gathered}$ |
| Stock | Options <br> Call, sold <br> Put, purchased | - - - | - | - | $\begin{aligned} & 28,824 \\ & 12,241 \end{aligned}$ | $\begin{array}{r} (420) \\ 452 \end{array}$ | $\begin{array}{r} (420) \\ 452 \end{array}$ | - - | - |  |
|  | Total | - | - | 2,545 | - | - | 5,892 | - | - | 3,406 |

Notes:

1. Calculation of fair value
(1) Fair value of forward foreign exchange contracts is based on the forward rates.
(2) Fair value of options and swaps is based on the prices obtained from the financial institutions
2. The notional amounts of forward foreign exchange contracts presented above exclude those entered into hedge receivables and payable denominated in foreign currencies which have been translated and are reflected at their corresponding contracted rates in the accompanying consolidated balance sheets.
3. In accordance with the revised accounting standard for foreign currency translation, the notional amounts of currency swaps presented above exclude those entered into hedge receivables and payables denominated in foreign currencies which have been translated and are reflected at their corresponding contracted rates in the accompanying consolidated balance sheets
4. In accordance with "Practical Guidelines for Accounting for Financial Instruments (Accounting Committee Report No. 14)" issued by the Accounting Committee of the Japanese Institute of Certified Public Accountants on July 3, 2001, certain swaps which qualify for special treatment have been excluded from the notional amounts presented above.
5. The notional amounts of the derivative transactions presented above exclude those for which hedge accounting has been adopted.

## (7) Segment Information

(for the 1st half FY2002, 1st half FY2001 and FY2001)
[in millions of Yen, () indicates minus]

## [1] BUSINESS SEGMENT INFORMATION

| 4/1/02 - 9/30/02 | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | :---: | ---: | ---: |
| I. NET SALES <br> (1) Sales to third parties <br> (2) Intergroup sales and transfers | $3,096,294$ | 189,169 | $3,285,463$ | - | $3,285,463$ |
| TOTAL | $3,117,193$ | 195,907 | $3,313,100$ | $(27,637)$ | $3,285,463$ |
| OPERATING EXPENSES | $2,801,126$ | 167,212 | $2,968,338$ | $(31,174)$ | $2,937,164$ |
| OPERATING INCOME | 316,067 | 28,695 | 344,762 | 3,537 | 348,299 |


| 4/1/01-9/30/01 | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: |
| I. NET SALES <br> (1) Sales to third parties <br> (2) Intergroup sales and transfers | $2,820,632$ | 14,614 | 156,911 | $2,977,543$ | - |
| TOTAL | $2,835,246$ | 175,665 | $3,010,911$ | $(33,368)$ | $2,977,543$ |
| OPERATING EXPENSES | $2,677,456$ | 154,072 | $2,831,528$ | $(42,762)$ | $2,788,766$ |
| OPERATING INCOME | 157,790 | 21,593 | 179,383 | 9,394 | 188,777 |


| 4/1/01-3/31/02 | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: |
| I. NET SALES <br> (1) Sales to third parties <br> (2) Intergroup sales and transfers | $5,842,648$ | 353,595 | 13,059 | $6,196,241$ | - |
| TOTAL | $5,892,403$ | 366,652 | $6,259,055$ | $(62,814)$ | $6,196,241$ |
| OPERATING EXPENSES | $5,435,656$ | 328,536 | $5,764,192$ | $(57,166)$ | $5,707,026$ |
| OPERATING INCOME | 456,747 | 38,116 | 494,863 | $\mathbf{( 5 , 6 4 8 )}$ | 489,215 |

Notes 1. Businesses are segmented based on their proximity in terms of the type, nature and markets of their products.
2. Main products of each business segment are;
(1) Automobile $\qquad$ Passenger cars, Light trucks and buses, Forklifts, Parts for production etc.
(2) Sales financing $\qquad$ .Credit, Lease etc.

## [2] Financial Statements by Business Segment

* The sales financing segment consists of Nissan Financial Services Co., Ltd.(Japan), Nissan Motor Acceptance Corporation(USA) and Nissan Canada Finance Inc.(Canada).
* The financial data on the automobile and eliminations segment represents the difference between the consolidated figures and those for the sales financing segment.
1). Balance Sheets by business segment
(Millions of yen)

|  |  |  |  |  |  |  | Consolidated total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Automobile \& eliminations |  |  | Sales Financing |  |  |  |  |  |
|  | as of $\mathbf{9 / 3 0 / 0 2}$ | as of 3/31/02 | Change | as of 9/30/02 | as of 3/31/02 | Change | as of 9/30/02 | as of 3/31/02 | Change |
| Current assets | 1,421,797 | 1,523,094 | $(101,297)$ | 2,030,589 | 1,994,161 | 36,428 | 3,452,386 | 3,517,255 | $(64,869)$ |
| Cash on hand and in banks | 243,568 | 273,363 | $(29,795)$ | 6,198 | 6,926 | (728) | 249,766 | 280,289 | $(30,523)$ |
| Notes \& accounts receivable | 469,280 | 525,866 | $(56,586)$ | 6,473 | 7,070 | (597) | 475,753 | 532,936 | $(57,183)$ |
| Finance receivables | $(165,641)$ | $(135,274)$ | $(30,367)$ | 1,903,995 | 1,851,298 | 52,697 | 1,738,354 | 1,716,024 | 22,330 |
| Marketable securities | 481 | 30 | 451 |  | - | - | 481 | 30 | 451 |
| Inventories | 551,117 | 521,577 | 29,540 | 12,997 | 12,474 | 523 | 564,114 | 534,051 | 30,063 |
| Other current assets | 322,992 | 337,532 | $(14,540)$ | 100,926 | 116,393 | $(15,467)$ | 423,918 | 453,925 | $(30,007)$ |
| Fixed assets | 2,677,178 | 2,826,671 | $(149,493)$ | 846,191 | 868,399 | $(22,208)$ | 3,523,369 | 3,695,070 | $(171,701)$ |
| Property, plant and equipment | 2,075,299 | 2,103,261 | $(27,962)$ | 763,753 | 775,897 | $(12,144)$ | 2,839,052 | 2,879,158 | $(40,106)$ |
| Investment securities | 272,565 | 373,379 | $(100,814)$ | 15,702 | 25,734 | $(10,032)$ | 288,267 | 399,113 | $(110,846)$ |
| Other fixed assets | 329,314 | 350,031 | $(20,717)$ | 66,736 | 66,768 | (32) | 396,050 | 416,799 | $(20,749)$ |
| Deferred assets | 2,408 | 2,680 | (272) | - | - | - | 2,408 | 2,680 | (272) |
| Total assets | 4,101,383 | 4,352,445 | $(251,062)$ | 2,876,780 | 2,862,560 | 14,220 | 6,978,163 | 7,215,005 | $(236,842)$ |
| Current liabilities | 867,764 | 1,103,979 | $(236,215)$ | 1,903,523 | 1,904,036 | (513) | 2,771,287 | 3,008,015 | $(236,728)$ |
| Notes \& accounts payable | 609,504 | 602,967 | 6,537 | 8,454 | 8,344 | 110 | 617,958 | 611,311 | 6,647 |
| Short-term borrowings *1 | $(494,562)$ | $(317,818)$ | $(176,744)$ | 1,768,413 | 1,742,622 | 25,791 | 1,273,851 | 1,424,804 | $(150,953)$ |
| Other current liabilities | 752,822 | 818,830 | $(66,008)$ | 126,656 | 153,070 | $(26,414)$ | 879,478 | 971,900 | $(92,422)$ |
| Long-term liabilities | 1,748,181 | 1,792,157 | $(43,976)$ | 708,845 | 716,722 | $(7,877)$ | 2,457,026 | 2,508,879 | $(51,853)$ |
| Bonds and debentures | 827,303 | 786,258 | 41,045 | 6,930 | 9,900 | $(2,970)$ | 834,233 | 796,158 | 38,075 |
| Long-term borrowings | 180,869 | 236,016 | $(55,147)$ | 539,570 | 572,781 | $(33,211)$ | 720,439 | 808,797 | $(88,358)$ |
| Other long-term liabilities | 740,009 | 769,883 | $(29,874)$ | 162,345 | 134,041 | 28,304 | 902,354 | 903,924 | $(1,570)$ |
| Total liabilities | 2,615,945 | 2,896,136 | $(280,191)$ | 2,612,368 | 2,620,758 | $(8,390)$ | 5,228,313 | 5,516,894 | $(288,581)$ |
| Minority interests | 85,935 | 77,289 | 8,646 | - | - | - | 85,935 | 77,289 | 8,646 |
| Common stock | 522,452 | 534,949 | $(12,497)$ | 82,107 | 69,607 | 12,500 | 604,559 | 604,556 | 3 |
| Capital surplus | 773,148 | 785,645 | $(12,497)$ | 30,067 | 17,567 | 12,500 | 803,215 | 803,212 | 3 |
| Retained earnings and unrealized holding gain on securities | 562,372 | 322,751 | 239,621 | 129,055 | 112,406 | 16,649 | 691,427 | 435,157 | 256,270 |
| Translation adjustments | $(336,579)$ | $(264,195)$ | $(72,384)$ | 23,183 | 42,222 | $(19,039)$ | $(313,396)$ | $(221,973)$ | $(91,423)$ |
| Treasury stock | $(121,890)$ | (130) | $(121,760)$ | - | - | - | $(121,890)$ | (130) | $(121,760)$ |
| Total shareholders' equity | 1,399,503 | 1,379,020 | 20,483 | 264,412 | 241,802 | 22,610 | 1,663,915 | 1,620,822 | 43,093 |
| Total liabilities, Minority interests and shareholders' equity | 4,101,383 | 4,352,445 | $(251,062)$ | 2,876,780 | 2,862,560 | 14,220 | 6,978,163 | 7,215,005 | $(236,842)$ |

Note: 1. Finance receivable of Automobile \& eliminations indicates the eliminated amount of intercompany transaction related to the transfer of
wholesale finance to Sales Financing Business.
2. Borrowings of Automobile \& eliminations indicates the amount after deducting the amount of internal loan receivables to Sales Financing. (02/3 776,063 million yen, 02/9 859,982 million yen)
( Interest bearing debt by business segment )
(Millions of yen)

|  |  |  |  |  |  |  | Consolidated total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Automobile \& eliminations |  |  | Sales Financing |  |  |  |  |  |
|  | as of 9/30/02 | as of 3/31/02 | Change | as of 9/30/02 | as of 3/31/02 | Change | as of 9/30/02 | as of 3/31/02 | Change |
| Short-term borrowings from Third Party Internal Loans to Sales Financing | $\begin{gathered} 359,120 \\ (853,682) \\ \hline \end{gathered}$ | $\begin{gathered} 444,998 \\ (762,816) \\ \hline \end{gathered}$ | $\begin{aligned} & (85,878) \\ & (90,866) \\ & \hline \end{aligned}$ | $\begin{aligned} & 914,731 \\ & 853,682 \end{aligned}$ | $\begin{aligned} & 979,806 \\ & 762,816 \\ & \hline \end{aligned}$ | $\begin{gathered} (65,075) \\ 90,866 \\ \hline \end{gathered}$ | 1,273,851 | 1,424,804 | $(150,953)$ |
| Short-term borrowings (Booked on B/S) | $(494,562)$ | $(317,818)$ | $(176,744)$ | 1,768,413 | 1,742,622 | 25,791 | 1,273,851 | 1,424,804 | $(150,953)$ |
| Bonds and debentures | 827,303 | 786,258 | 41,045 | 6,930 | 9,900 | $(2,970)$ | 834,233 | 796,158 | 38,075 |
| Long-term borrowings from Third Party Internal Loans to Sales Financing | $\begin{array}{r} 187,169 \\ (6,300) \\ \hline \end{array}$ | $\begin{gathered} 249,263 \\ (13,247) \end{gathered}$ | $\begin{gathered} (62,094) \\ 6,947 \\ \hline \end{gathered}$ | $\begin{array}{r} 533,270 \\ 6,300 \end{array}$ | $\begin{array}{r} 559,534 \\ 13,247 \end{array}$ | $\begin{array}{r} (26,264) \\ (6,947) \end{array}$ | 720,439 | $808,797$ | $(88,358)$ |
| Long-term borrowings (Booked on B/S) | 180,869 | 236,016 | $(55,147)$ | 539,570 | 572,781 | $(33,211)$ | 720,439 | 808,797 | $(88,358)$ |
| Total interest bearing debt | 513,610 | 704,456 | $(190,846)$ | 2,314,913 | 2,325,303 | $(10,390)$ | 2,828,523 | 3,029,759 | $(201,236)$ |
| Cash on hand | 243,510 | 272,742 | $(29,232)$ | 6,183 | 6,911 | (728) | 249,693 | 279,653 | $(29,960)$ |
| Net interest bearing debt | 270,100 | 431,714 | $(161,614)$ | 2,308,730 | 2,318,392 | $(9,662)$ | 2,578,830 | 2,750,106 | $(171,276)$ |


| (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | Change | Consolidated total |  | Change |
|  | Automobile \& eliminations |  |  | Sales Financing |  |  |  |  |  |
|  | $\begin{aligned} & \text { 4/102 } \\ & 9 / 30 / 02 \end{aligned}$ | $\begin{aligned} & \hline \text { 4/1/01- } \\ & 9 / 30 / 01 \end{aligned}$ | Change | $\begin{aligned} & \text { 4/1/02 - } \\ & \text { 9/30/02 } \end{aligned}$ | $\begin{aligned} & \text { 4/1/01 - } \\ & 9 / 3 / 30 \end{aligned}$ |  | $\begin{aligned} & \text { 4/1/02 - } \\ & 9 / 30 / 02 \end{aligned}$ | $\begin{aligned} & \text { 4/1/01- } \\ & 9 / 30 / 01 \end{aligned}$ |  |
| Net sales | 3,089,556 | 2,801,878 | 287,678 | 195,907 | 175,665 | 20,242 | 3,285,463 | 2,977,543 | 307,920 |
| Cost of sales | 2,223,906 | 2,055,519 | 168,387 | 126,845 | 123,881 | 2,964 | 2,350,751 | 2,179,400 | 171,351 |
| Gross profit | 865,650 | 746,359 | 119,291 | 69,062 | 51,784 | 17,278 | 934,712 | 798,143 | 136,569 |
| Percentage of Operating profit to Net sales | 10.3\% | 6.0\% | 4.3\% | 14.6\% | 12.3\% | 2.3\% | 10.6\% | 6.3\% | 4.3\% |
| Operating profit | 319,604 | 167,184 | 152,420 | 28,695 | 21,593 | 7,102 | 348,299 | 188,777 | 159,522 |
| Net financial cost | $(7,964)$ | $(12,079)$ | 4,115 | 2 | - | 2 | $(7,962)$ | $(12,079)$ | 4,117 |
| Others | $(16,727)$ | $(16,447)$ |  | (110) | 62 | (172) | $(16,837)$ | $(16,385)$ | (452) |
| Ordinary profit | 294,913 | 138,658 | 156,255 | 28,587 | 21,655 | 6,932 | 323,500 | 160,313 | 163,187 |
| Income before income taxes and minority interests | 336,532 | 144,489 | 192,043 | 28,476 | 20,936 | 7,540 | 365,008 | 165,425 | 199,583 |
| Net income | 270,792 | 217,392 | 53,400 | 16,913 | 12,904 | 4,009 | 287,705 | 230,296 | 57,409 |

## Net financial cost

| Net financial cost by segment | $(4,997)$ | $(9,083)$ | 4,086 | 2 | - | 2 | $(4,995)$ | $(9,083)$ | 4,088 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Elimination | $(2,967)$ | $(2,996)$ | 29 | - | - | - | $(2,967)$ | $(2,996)$ | 29 |
| Total | $(7,964)$ | $(12,079)$ | 4,115 | 2 | - | 2 | $(7,962)$ | $(12,079)$ | 4,117 |

## 3). Statements of Cash flows by business segment

|  | FY02 1st half |  |  | FY01 1st half |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Automobile \& eliminations | $\begin{array}{\|c\|} \hline \text { Cons } \\ \hline \text { Sales Financing } \\ \hline \end{array}$ | dated total | Automobile \& eliminations | $\begin{array}{\|r\|} \hline \text { Cons } \\ \hline \text { Sales Financing } \\ \hline \end{array}$ | dated total |
| Operating activities |  |  |  |  |  |  |
| Income before income taxes and minority interests | 336,532 | 28,476 | 365,008 | 144,489 | 20,936 | 165,425 |
| Depreciation and amortization | 112,835 | 78,100 | 190,935 | 108,425 | 85,211 | 193,636 |
| (Increase) decrease in finance receivables | 30,367 | $(169,381)$ | $(139,014)$ | - | $(263,033)$ | $(263,033)$ |
| Others | $(154,783)$ | 8,960 | $(145,823)$ | $(6,813)$ | $(53,684)$ | (60,497) |
| Total | 324,951 | $(53,845)$ | 271,106 | 246,101 | $(210,570)$ | 35,531 |
| Investing activities |  |  |  |  |  |  |
| Proceeds from sales of investment securities | 13,738 | 8,835 | 22,573 | 55,443 | 341 | 55,784 |
| Proceeds from sales of property, plant and equipment | 65,098 | - | 65,098 | 28,118 | 52 | 28,170 |
| Purchases of fixed assets | $(113,017)$ | (100) | $(113,117)$ | $(127,400)$ | $(1,100)$ | $(128,500)$ |
| Purchases of leased vehicles | $(26,451)$ | $(239,326)$ | $(265,777)$ | $(27,377)$ | $(179,306)$ | $(206,683)$ |
| Proceeds from sales of leased vehicles | 20,550 | 122,421 | 142,971 | 16,067 | 92,966 | 109,033 |
| Others | $(20,799)$ | $(3,257)$ | $(24,056)$ | $(8,453)$ | 10,697 | 2,244 |
| Total | $(60,881)$ | $(111,427)$ | $(172,308)$ | $(63,602)$ | $(76,350)$ | $(139,952)$ |
| Financing activities |  |  |  |  |  |  |
| (Decrease) increase in short-term borrowings | $(224,887)$ | 125,025 | $(99,862)$ | $(251,474)$ | 210,397 | $(41,077)$ |
| (Decrease) increase in long-term borrowings | $(78,914)$ | 15,027 | $(63,887)$ | $(161,897)$ | 78,701 | $(83,196)$ |
| Increase in bonds and debentures | 85,000 | - | 85,000 | 150,000 | - | 150,000 |
| Others | $(73,570)$ | 25,000 | $(48,570)$ | (32,777) | - | (32,777) |
| Total | $(292,371)$ | 165,052 | $(127,319)$ | $(296,148)$ | 289,098 | $(7,050)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(3,224)$ | (508) | $(3,732)$ | 1,845 | (230) | 1,615 |
| (Decrease) increase in cash and cash equivalents | $(31,525)$ | (728) | $(32,253)$ | $(111,804)$ | 1,948 | $(109,856)$ |
| Cash and cash equivalents at beginning of the period | 272,742 | 6,911 | 279,653 | 283,717 | 4,819 | 288,536 |
| Increase due to inclusion in consolidation | 2,297 | - | 2,297 | 2,006 | - | 2,006 |
| Decrease due to exclusion from consolidation | (4) | - | (4) | - | - | - |
| Cash and cash equivalents at end of the period | 243,510 | 6,183 | 249,693 | 173,919 | 6,767 | 180,686 |

## [3] Geographical Segment Information

| 4/1/02 - 9/30/02 | Japan | North <br> America | Europe | Other foreign <br> countries | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| I. NET SALES <br> (1) Sales to third parties <br> (2) Inter-area sales and transfers | $1,226,161$ | $1,372,286$ | 461,110 | 225,906 | $3,285,463$ | - |  |
| TOTAL | $2,047,954$ | $1,384,302$ | 474,556 | 228,141 | $4,134,953$ | $(849,490)$ | $3,285,463$ |
| OPERATING EXPENSES | $1,873,775$ | $1,235,494$ | 467,587 | 216,860 | $3,793,716$ | $(856,552)$ | $2,937,164$ |
| OPERATING INCOME | 174,179 | 148,808 | 6,969 | 11,281 | 341,237 | 7,062 | 348,299 |


| 4/1/01-9/30/01 | Japan | North <br> America | Europe | Other foreign <br> countries | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| I. NET SALES |  |  |  |  |  |  |  |
| (1) Sales to third parties | $1,159,399$ | $1,224,982$ | 430,326 | 162,836 | $2,977,543$ | - | $2,977,543$ |
| (2) Inter-area sales and transfers | 655,055 | 5,512 | 14,287 | 2,441 | 677,295 | $(677,295)$ | 0 |
| TOTAL | $1,814,454$ | $1,230,494$ | 444,613 | 165,277 | $3,654,838$ | $(677,295)$ | $2,977,543$ |
| OPERATING EXPENSES | $1,686,260$ | $1,153,049$ | 449,166 | 162,958 | $3,451,433$ | $(662,667)$ | $2,788,766$ |
| OPERATING INCOME (LOSS) | 128,194 | 77,445 | $(4,553)$ | 2,319 | 203,405 | $(14,628)$ | 188,777 |


| 4/1/01-3/31/02 | Japan | North <br> America | Europe | Other foreign <br> countries | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| I. NET SALES |  |  |  |  |  |  |  |
| (1) Sales to third parties | $2,370,162$ | $2,649,212$ | 818,555 | 358,312 | $6,196,241$ | - | $6,196,241$ |
| (2) Internal transactions | $1,458,965$ | 15,475 | 32,912 | 4,709 | $1,512,061$ | $(1,512,061)$ | 0 |
| TOTAL | $3,829,127$ | $2,664,687$ | 851,467 | 363,021 | $7,708,302$ | $(1,512,061)$ | $6,196,241$ |
| OPERATING EXPENSES | $3,539,431$ | $2,455,062$ | 848,239 | 356,794 | $7,199,526$ | $(1,492,500)$ | $5,707,026$ |
| OPERATING INCOME (LOSS) | 289,696 | 209,625 | 3,228 | 6,227 | 508,776 | $(19,561)$ | 489,215 |

Notes 1. Segmentation of countries and regions are based on geographical degree of proximity and relevancy of business activity.
2. Major countries and regions included in each segment are;
(1) North America
: U.S.A., Canada, Mexico
(2) Europe
: The Netherlands, Spain, U.K. and other European countries
(3) Others : Asia, Oceania, the Middle and Near East, Central and South America excluding Mexico and South Africa

## [4] Overseas Net Sales

Overseas net sales and the related percentages of the sales to the total consolidated net sales are summarized as follows:

| 4/1/02-9/30/02 |  | North <br> America | Europe | Other foreign <br> countries | Total |
| :--- | ---: | :---: | :---: | :---: | :---: |
| (1) Overseas net sales | (Millions of yen) | $1,328,476$ | 467,483 | 382,884 | $2,178,843$ |
| (2) Consolidated net sales | (Millions of yen) |  |  |  | $3,285,463$ |
| (3) Overseas net sales / Consolidated net sales | [\%] | 40.4 | 14.2 | 11.7 | 66.3 |


| $4 / 1 / 01-9 / 30 / 01$ |  | North <br> America | Europe | Other foreign <br> countries | Total |
| :--- | ---: | :---: | :---: | :---: | :---: |
| (1) Overseas net sales | (Millions of yen) | $1,190,170$ | 433,735 | 308,146 | $1,932,051$ |
| (2) Consolidated net sales | (Millions of yen) |  |  |  | $2,977,543$ |
| (3) Overseas net sales / Consolidated net sales | [\%] | 40.0 | 14.6 | 10.3 | 64.9 |


| $4 / 1 / 01-3 / 31 / 02$ |  | North <br> America | Europe | Other foreign <br> countries | Total |
| :--- | ---: | :---: | :---: | :---: | :---: |
| (1) Overseas net sales | (Millions of yen) | $2,588,300$ | 825,696 | 670,556 | $4,084,552$ |
| (2) Consolidated net sales | (Millions of yen) |  |  |  | $6,196,241$ |
| (3) Overseas net sales / Consolidated net sales | [\%] | 41.8 | 13.3 | 10.8 | 65.9 |

Note: 1 . Overseas net sales include export sales of the company and its domestic consolidated subsidiaries and sales (other than exports to Japan) of its foreign consolidated subsidiaries.
2. Segmentation of countries and regions are based on geographical degree of proximity and relevancy of business activity.
3. Main countries and regions included in each segment are;
(1) North America : USA, Canada, Mexico
(2) Europe : Germany, U.K., Spain and other European countries
(3) Other foreign countries : Asia, Oceania, the Middle and Near East, Central and South America excluding Mexico and South Africa

## (8) Production and sales

[1] Consolidated production volume
(Units)

|  | 1st half FY02 | 1st half FY01 | Change |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  | Units | $\%$ |
| Japan | 681,559 | 606,620 | 74,939 | 12.4 |
| U.S.A. | 205,318 | 156,427 | 48,891 | 31.3 |
| Mexico | 176,788 | 160,616 | 16,172 | 10.1 |
| U.K. | 165,272 | 164,880 | 392 | 0.2 |
| Spain | 41,438 | 84,466 | $(43,028)$ | $(50.9)$ |
| South Africa | 13,518 | 14,390 | $(872)$ | $\left(\begin{array}{c}6.1\end{array}\right.$ |
| Total | $1,283,893$ | $1,187,399$ | 96,494 | 8.1 |

Note: Period of counting units
Japan, U.S.A April/2002-September/2002
Others January/2002-June/2002
[2] Consolidated wholesale units by region
(Units)

|  | 1st half FY02 | 1st half FY01 | Change |  |
| :--- | ---: | ---: | ---: | :---: |
|  |  |  | Units | $\%$ |
| Japan | 376,902 | 333,945 | 42,957 | 12.9 |
| North America | 501,837 | 440,829 | 61,008 | 13.8 |
| Europe | 226,178 | 253,532 | $(27,354)$ | $(10.8)$ |
| Others | 180,484 | 172,991 | 7,493 | 4.3 |
| Total | $1,285,401$ | $1,201,297$ | 84,104 | 7.0 |

Note: Period of counting units
Japan , North America ( except Mexico ) April/2002-September/2002
North America ( Mexico only) , Europe January/2002-June/2002

## FY2002 Semi-Annual Non-Consolidated Financial Results

(Six months ended September 30, 2002)

Company name
Stock exchanges on which the shares are listed
Code number
Location of the head office
URL
Representative person
Contact person

Date of the meeting of the Board of Directors
for FY2002 semi-annual financial results
Provision for interim cash dividends
Date of starting actual payment of interim cash dividends
Number of shares in unit share system
: Nissan Motor CO.,Ltd
: Tokyo, Osaka, Nagoya, Fukuoka and Sapporo Stock Exchanges in Japan
: 7201
: Tokyo
: http://www.nissan-global.com/JP/IR/BS_PL/
: Carlos Ghosn, President
: Sadayuki Hamaguchi, Deputy general manager, Global Communications and Investor Relations Department
Tel. (03) 3543-5523
: November 19, 2002
: Provision exists.
: December 10, 2002
: 100 shares

## 1.Results of FY2002 semi-annual period (April 1,2002 through September 30,2002)

$<1>$ Results of non-consolidated operations (Amounts less than one million yen are omitted.)

|  | Net sales |  | Operating income |  | Ordinary income |  |
| :--- | :---: | ---: | ---: | ---: | ---: | :---: |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |  |


|  | Net income |  | Net income per share |
| :--- | :---: | ---: | :---: |
|  | Millions of yen | $\%$ | Yen |
| FY2002 1st half | 21,057 | $(88.6)$ | 4.67 |
| FY2001 1st half | 184,832 | 88.7 | 46.47 |
| FY2001 | 183,449 |  | 45.61 |

Note 1: Average number of shares issued and outstanding in each period FY02 1st half 4,513,355,667 shares
FY01 1st half 3,977,285,981 shares

FY01 4,022,231,018 shares
Note 2: No change of accounting treatment method.
Note 3: Regarding net sales, operating income, ordinary income and net income, percent indications show percentage of changes from previous semi-annual period.
$<2>$ Cash dividends

|  | Interim cash dividends per share | Annual cash dividends per <br> share |
| :--- | ---: | :--- |
| FY2002 1st half | Yen |  |
| FY2001 1st half | 4.00 | - |
| FY2001 | 0.00 | - |

## FY2002 Semi-Annual Non-Consolidated Financial Results

(Six months ended September 30, 2002)
<3> Non-consolidated financial position

|  | Total assets | Shareholders' equity | Ratio of <br> shareholders' equity | Shareholders' <br> equity per share |
| :--- | ---: | ---: | ---: | ---: |
| FY2002 1st half | Millions of yen | Millions of yen | $\%$ | Yen |
| FY2001 1st half | $3,942,660$ | $1,806,550$ | 45.8 | 400.87 |
| FY2001 | $3,517,938$ | $1,595,940$ | 45.4 | 401.26 |

Note 1: Number of shares issued and outstanding at the end of each period

Note 2: Number of treasury stock at the end of each period

FY02 1st half FY01 1st half FY01

FY02 1st half FY01 1st half FY01

4,506,541,985 shares
3,977,293,048 shares
4,516,871,223 shares
10,511,979 shares
2,162 shares 173,987 shares
2.Non-consolidated forecast for FY02 (April 1, 2002 through March 31, 2003)

|  |  | Ordinary income | Net income | Cash dividends per share |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
|  | Net sales |  | final dividend |  |  |
|  | Millions of yen | Millions of yen | Millions of yen | Yen | Yen |
| FY02 | $3,300,000$ | 280,000 | 82,000 | 10.00 | 14.00 |

[^0]
## 1.Products and Sales

VEHICLE PRODUCTION
(FY2002 1st Half and FY2001 1st Half)

|  | FY2002 <br> 1st Half | FY2001 <br> 1st Half | Change |
| :--- | :--- | :--- | ---: |
| (Units) <br> Domestic |  |  |  |
| (\%) |  |  |  |

NON-CONSOLIDATED SALES BY PRODUCT LINE
(FY2002 1st Half and FY2001 1st Half)

|  | $\begin{aligned} & \text { FY2002 } \\ & \text { 1st Half } \end{aligned}$ | $\begin{aligned} & \text { FY2001 } \\ & \text { 1st Half } \end{aligned}$ | Change (\%) |
| :---: | :---: | :---: | :---: |
| Vehicle whole sales (Units) |  |  |  |
| Total vehicle whole sales | 717,969 | 606,206 | 18.4\% |
| Domestic | 388,315 | 340,702 | 14.0\% |
| Export | 329,654 | 265,504 | 24.2\% |
| Passenger vehicles | 616,383 | 503,286 | 22.5\% |
| Domestic | 337,310 | 284,082 | 18.7\% |
| Export | 279,073 | 219,204 | 27.3\% |
| Commercial vehicles | 101,586 | 102,920 | (1.3\%) |
| Domestic | 51,005 | 56,620 | (9.9\%) |
| Export | 50,581 | 46,300 | 9.2\% |
| Net sales (Millions of yen) |  |  |  |
| Total net sales | 1,601,748 | 1,395,678 | 14.8\% |
| Domestic | 708,097 | 672,397 | 5.3\% |
| Export | 893,651 | 723,281 | 23.6\% |
| Vehicles | 1,216,617 | 1,062,737 | 14.5\% |
| Domestic | 605,142 | 568,947 | 6.4\% |
| Export | 611,474 | 493,790 | 23.8\% |
| Parts and components |  |  |  |
| for overseas production | 151,114 | 137,162 | 10.2\% |
| Domestic |  | - |  |
| Export | 151,114 | 137,162 | 10.2\% |
| Automotive parts | 134,903 | 137,696 | (2.0\%) |
| Domestic | 93,762 | 95,352 | (1.7\%) |
| Export | 41,141 | 42,343 | (2.8\%) |
| Other | 82,947 | 41,357 | 100.6\% |
| Domestic | 2,004 | 608 | 229.3\% |
| Export | 80,942 | 40,748 | 98.6\% |
| Sub total of automotive business | 1,585,582 | 1,378,954 | 15.0\% |
| Domestic | 700,910 | 664,908 | 5.4\% |
| Export | 884,672 | 714,045 | 23.9\% |
| Forklifts equipment | 16,166 | 16,724 | (3.3\%) |
| Domestic | 7,187 | 7,488 | (4.0\%) |
| Export | 8,979 | 9,236 | (2.8\%) |

Other automotive business consists of royalty income, and equipment and tools for production.

## 2. Non-Consolidated Semi-Annual Financial Statements

## 2-1) Non-Consolidated Statements of Income

(1st half FY2002, 1st half FY2001 and FY2001)
[in millions of Yen, () indicates loss or minus]

The following information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

|  |  | FY2002 <br> 1st Half |  | $\begin{aligned} & \text { FY2001 } \\ & \text { 1st Half } \end{aligned}$ | Change |  | FY2001 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| [ORDINARY INCOME/LOSS] |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| OPERATING REVENUE | 100\% | 1,601,748 | 100\% | 1,395,678 | 206,069 | 100\% | 3,019,860 |
| Net sales |  | 1,601,748 |  | 1,395,678 | 206,069 |  | 3,019,860 |
| OPERATING EXPENSES |  | 1,449,548 |  | 1,281,872 | 167,675 |  | 2,777,581 |
| Cost of sales |  | 1,257,179 |  | 1,104,612 | 152,567 |  | 2,362,435 |
| Selling, general and administrative expenses |  | 192,369 |  | 177,260 | 15,108 |  | 415,145 |
| OPERATING INCOME | 9.5\% | 152,199 | 8.2\% | 113,805 | 38,394 | 8.0\% | 242,279 |
| NON-OPERATING INCOME/EXPENSES |  |  |  |  |  |  |  |
| NON-OPERATING INCOME |  | 10,621 |  | 8,549 | 2,072 |  | 13,367 |
| Interest and dividend income |  | 7,590 |  | 5,711 | 1,879 |  | 8,353 |
| Other non-operating income |  | 3,031 |  | 2,837 | 193 |  | 5,014 |
| NON-OPERATING EXPENSES |  | 24,228 |  | 25,372 | $(1,143)$ |  | 57,714 |
| Interest expense |  | 8,098 |  | 9,090 | (991) |  | 16,821 |
| Amortization of net retirement benefit obligation at transiti¢ |  | 9,109 |  | 9,109 | 0 |  | 18,218 |
| Other non-operating expenses |  | 7,020 |  | 7,172 | (151) |  | 22,675 |
| ORDINARY INCOME | 8.7\% | 138,593 | 6.9\% | 96,983 | 41,610 | 6.6\% | 197,932 |
| [EXTRAORDINARY GAINS/LOSSES] |  |  |  |  |  |  |  |
| EXTRAORDINARY GAINS |  | 59,659 |  | 33,237 | 26,422 |  | 63,328 |
| Gains on sales of investment securities |  | 3,005 |  | 27,379 | $(24,373)$ |  | 37,151 |
| Gains on sales of property, plant and equipment |  | 54,359 |  | 1,779 | 52,579 |  | 22,122 |
| Other extraordinary gains |  | 2,295 |  | 4,078 | $(1,783)$ |  | 4,054 |
| EXTRAORDINARY LOSSES |  | 168,109 |  | 58,781 | 109,328 |  | 188,244 |
| Devaluation loss on investments and receivables |  | 160,767 |  | 53,231 | 107,535 |  | 129,613 |
| Other extraordinary losses |  | 7,342 |  | 5,549 | 1,792 |  | 58,630 |
| INCOME BEFORE INCOME TAXES | 1.9\% | 30,143 | 5.1\% | 71,439 | $(41,295)$ | 2.4\% | 73,016 |
| INCOME TAXES-CURRENT |  | 5,360 |  | 2,404 | 2,956 |  | 7,941 |
| INCOME TAXES-DEFERRED |  | 3,726 |  | $(115,797)$ | 119,523 |  | $(118,373)$ |
| NET INCOME | 1.3\% | 21,057 | 13.2\% | 184,832 | $(163,774)$ | 6.1\% | 183,449 |
| RETAINED EARNINGS BROUGHT FORWARD |  | 267,452 |  | 120,295 | 147,157 |  | 120,295 |
| FROM PREVIOUS YEAR |  |  |  |  |  |  |  |
| LOSSES ON DISPOSAL OF TREASURY STOCK |  | (18) |  | - | (18) |  | - |
| UNAPPROPRIATED RETAINED EARNINGS |  | 288,491 |  | 305,127 | $(16,636)$ |  | 303,745 |

## 2-2) Non-Consolidated Balance Sheets

as of Sep 30, 2002, Mar 31, 2002 and Sep 30, 2001
[in millions of Yen, () indicates loss or minus]

The following information has been prepared in accordance with accounting principles and practices generally accepted in Japan.

|  | $\begin{gathered} \hline \text { as of } \\ 9 / 30 / 02 \end{gathered}$ | $\begin{gathered} \hline \text { as of } \\ 3 / 31 / 02 \end{gathered}$ | Change | $\begin{gathered} \hline \text { as of } \\ 9 / 30 / 01 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| [ASSETS] |  |  |  |  |
| CURRENT ASSETS | 1,853,283 | 1,680,664 | 172,618 | 1,163,853 |
| Cash on hand and in banks | 148,820 | 142,663 | 6,157 | 48,126 |
| Trade notes receivable | 0 | 3 | (3) | 22 |
| Trade accounts receivable | 293,749 | 355,054 | $(61,305)$ | 268,297 |
| Finished products | 57,237 | 52,052 | 5,184 | 65,570 |
| Work in process | 30,707 | 28,607 | 2,099 | 24,470 |
| Raw materials \& supplies | 25,229 | 22,495 | 2,734 | 23,516 |
| Deferred tax assets | 28,408 | 28,974 | (566) | 16,173 |
| Short-term loans receivable | 1,236,913 | 1,040,414 | 196,498 | 705,549 |
| Other accounts receivable | 48,124 | 38,763 | 9,361 | 37,007 |
| Other current assets | 35,459 | 25,200 | 10,258 | 20,659 |
| Allowance for doubtful accounts | $(51,366)$ | $(53,566)$ | 2,200 | $(45,542)$ |
| FIXED ASSETS | 2,084,211 | 2,228,675 | $(144,463)$ | 2,351,134 |
| Property, plant \& equipment | 543,360 | 545,922 | $(2,562)$ | 542,970 |
| Buildings | 139,222 | 142,582 | $(3,359)$ | 149,209 |
| Structures | 30,082 | 30,496 | (413) | 31,002 |
| Machinery \& equipment | 159,018 | 156,421 | 2,597 | 153,012 |
| Vehicles | 7,399 | 6,756 | 642 | 6,530 |
| Tools, furniture and fixtures | 35,487 | 35,596 | (108) | 30,285 |
| Land | 142,388 | 148,565 | $(6,177)$ | 152,579 |
| Construction in progress | 29,760 | 25,503 | 4,256 | 20,350 |
| Intangible assets | 20,476 | 22,431 | $(1,955)$ | 16,905 |
| Utility rights | 156 | 162 | (6) | 172 |
| Software | 19,521 | 21,472 | $(1,950)$ | 15,934 |
| Other intangible assets | 798 | 796 | 1 | 798 |
| Investments \& other assets | 1,520,374 | 1,660,320 | $(139,945)$ | 1,791,258 |
| Investment securities | 85,442 | 87,389 | $(1,947)$ | 135,518 |
| Investments in subsidiaries | 1,232,793 | 1,362,000 | $(129,207)$ | 1,412,013 |
| Long-term loans receivable | 28,355 | 37,705 | $(9,349)$ | 46,484 |
| Long-term prepaid expenses | 6,518 | 7,138 | (620) | 8,292 |
| Deferred tax assets | 183,897 | 186,800 | $(2,903)$ | 206,938 |
| Other investments | 12,385 | 15,083 | $(2,697)$ | 17,710 |
| Allowance for doubtful accounts | $(29,017)$ | $(35,797)$ | 6,780 | $(35,701)$ |
| DEFERRED ASSETS | 5,165 | 5,690 | (525) | 2,950 |
| Discounts on bonds | 5,165 | 5,690 | (525) | 2,950 |
| TOTAL ASSETS | 3,942,660 | 3,915,031 | 27,629 | 3,517,938 |

(Millions of yen)

|  | $\begin{gathered} \hline \text { as of } \\ 9 / 30 / 02 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { as of } \\ 3 / 31 / 02 \end{gathered}$ | Change | $\begin{gathered} \hline \text { as of } \\ 9 / 30 / 01 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| [LIABILITIES] |  |  |  |  |
| CURRENT LIABILITIES | 859,351 | 841,164 | 18,186 | 723,914 |
| Trade notes payable | 2,016 | 4,041 | $(2,025)$ | 3,161 |
| Trade accounts payable | 341,753 | 332,383 | 9,370 | 292,178 |
| Short-term borrowings | 49,040 | 80,000 | $(30,960)$ | 0 |
| Current portion of long-term borrowings | 65,455 | 32,925 | 32,530 | 39,280 |
| Commercial paper | 109,000 | 56,000 | 53,000 | 121,000 |
| Current maturities of bonds | 72,560 | 82,566 | $(10,006)$ | 55,000 |
| Other accounts payable | 12,415 | 21,647 | $(9,232)$ | 10,647 |
| Accrued expenses | 125,211 | 141,625 | $(16,413)$ | 119,566 |
| Deposits received | 10,421 | 5,049 | 5,372 | 5,622 |
| Employees' saving deposits | 59,714 | 58,698 | 1,015 | 64,131 |
| Other current liabilities | 11,763 | 26,228 | $(14,464)$ | 13,326 |
| LONG-TERM LIABILITIES | 1,276,759 | 1,244,813 | 31,945 | 1,198,083 |
| Bonds | 862,400 | 807,400 | 55,000 | 754,266 |
| Long-term borrowings | 115,410 | 135,118 | $(19,708)$ | 137,540 |
| Long-term deposits received | 2,254 | 2,294 | (39) | 2,487 |
| Accrued warranty costs | 65,695 | 68,385 | $(2,690)$ | 68,485 |
| Accrual for losses on business restructuring | 12,647 | 15,910 | $(3,262)$ | 21,990 |
| Accrued retirement benefits | 218,351 | 215,706 | 2,645 | 213,314 |
| TOTAL LIABILITIES | 2,136,110 | 2,085,978 | 50,131 | 1,921,997 |
| [SHAREHOLDERS' EQUITY] |  |  |  |  |
| COMMON STOCK | 604,559 | 604,556 | 2 | 496,606 |
| CAPITAL SURPLUS | 803,215 | 803,212 | 2 | 690,262 |
| Capital reserve | 803,215 | 803,212 | 2 | 690,262 |
| RETAINED EARNINGS | 405,713 | 419,041 | $(13,327)$ | 420,424 |
| Legal reserve | 53,838 | 53,838 | 0 | 53,838 |
| General reserve | 63,383 | 61,457 | 1,926 | 61,457 |
| Unappropriated retained earnings | 288,491 | 303,745 | $(15,253)$ | 305,127 |
| [Net income for the period] | [21,057] | [183,449] | $[(162,392)]$ | [184,832] |
| UNREALIZED HOLDING GAIN ON SECURITIES | 2,017 | 2,371 | (354) | $(11,350)$ |
| TREASURY STOCK | $(8,956)$ | (129) | $(8,826)$ | (1) |
| TOTAL SHAREHOLDERS' EQUITY | 1,806,550 | 1,829,052 | $(22,501)$ | 1,595,940 |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | 3,942,660 | 3,915,031 | 27,629 | 3,517,938 |

Note : The "Accounting Standard for Treasury Stock and Reversal of Legal Reserves" has been adopted effective April 1, 2002.
The information with respect to FY2001 and FY2001 1st half has been restated to conform to the FY2002 1st half presentation for convenience.

## 2-3) Significant Accounting Policies

1. Valuation methods for assets
(1) Valuation of inventories

Finished products, work in process and purchased parts included in raw materials and supplies are stated at the lower of cost or market. The cost is determined by the average method
Raw materials and supplies other than purchased parts are stated at the lower of cost or market. The cost is determined by the last-in, first-out method.
(2) Valuation of securities

1) Held-to-maturity debt securities are stated at amortized cost based on the straight-line method
2) Investments in stock of subsidiaries and affiliates are stated at cost determined by the moving average methoc 3)Other securities

| Marketable securities ..... | Marketable securities classified as other securities are carried at fair valut <br> with changes in unrealized holding gain or loss, net of the applicable |
| :--- | :--- |
| income taxes, directly included in shareholders' equity |  |

(3) Accounting for derivative financial instruments

Derivative financial instruments are stated at fair value.
2.Depreciation and amortization of fixed assets
(1) Depreciation of property, plant and equipment is calculated by straight-line method based on their estimated useful lives and economic residual value determined by the Company
(2) Amortization of intangible assets is calculated by the straight-line methoc
3.Basis for Reserves and Allowances
(1) Allowance for doubtful accounts

The allowance for doubtful accounts is provided for possible bad debt at the amount estimated based on the historical experience of bad debts for normal receivables plus an estimate of uncollectible amounts determined by reference to the collectibility of individual accounts for doubtful receivables
(2) Accrued warranty costs

Accrued warranty costs are provided to cover the cost of all services anticipated to be incurred during the entire warranty period in accordance with the warranty contracts and based on past experience
(3) Accrual for losses on business restructuring

Accrual for losses on business restructuring is provided to cover the costs reasonably estimated to b incurred for business restructuring based on the Nissan Revival Plan.
(4) Accrued retirement benefits Accrued retirement benefits are provided for the payment of retirement benefits at an amount calculater based on the retirement benefit obligation and the fair value of the pension plan assets at fiscal year end The net retirement benefit obligation at transition is being amortized over a period of 15 years by the straight line method.
Prior service cost is being amortized as incurred by the straight-line method over periods which are shorter than the average remaining years of service of the eligible employees
Actuarial gain or loss is amortized in the year following the year in which the gain or loss is recognize by the straight-line method over periods which are shorter than the average remaining years o: service of the eligible employees
4.Translation of assets or liabilities denominated in foreign currencies into Japanese yen Monetary assets and liabilities denominated in foreign currencies are translated into Japanese yen at th exchange rates prevailing at the balance sheet date and resulting translation gains and losses ar charged or credited to income.
5.Hedge accounting method

Hedge accounting
Deferral hedge accounting is adopted for derivatives which qualify as hedges, under which unrealized gain or loss is deferred. When forward foreign exchange contracts and other derivative transactions are entered into in order to hedge receivables and payable denominated in foreign currencies, such receivables and payables are recorded at the contract rates
Hedging instruments and hedged items
Hedging instruments - Derivative transactions
Hedged items - Hedged items are subject to the risk of loss as a result of market fluctuation and such changes are not reflected in their valuation
Hedging policy
It is the Company's policy that all transactions denominated in foreign currencies are to be hedged.
Assessment of hedge effectiveness
Hedge effectiveness is determined by comparing the cumulative changes in cash flows from or fair values of the hedging instruments with those from the hedged items.
Risk management policy with respect to hedge accounting
The Company manages its derivative transactions in accordance with its internal "Policies and Procedures for Risk Management."
6. Consumption Tax

Transactions subject to consumption tax are recorded at amounts exclusive of consumption tax

## 2-4) Notes to Non-Consolidated Semi-Annual Financial Statements

1.Accumulated depreciation of property, plant and equipment amounted to yen $1,331,290$ million.
2. Assets pledged as collateral: Investment securities: Yen 10,968 million
3. As endorser of documentary export bills discounted with banks: Yen 1,598 million
4. Guarantees and other items: ( )refers to those relating to subsidiaries

Guarantees total yen 377,410 million ( yen 177,200 million),
including a total of yen 174,492 million in employee's residence mortgages which is insured in full and yen 25,500 million mortgages with pledge.
And a total of yen 65,028 million in construction of Canton Plant is including.
Commitment to provide guarantees total yen 1,340 million .
Letters of awareness and others total yen 38,533 million ( yen 38,533 million)
Letters of awareness concerning transfers of receivables total yen 311,323 million ( yen 204,163 million)
The Company entered into Keepwell Agreements with certain overseas subsidiaries to support their credibirit Liabilities of such subsidiaries totaled yen $1,523,698$ million
5.Depriciation

Property, plant and equipment: Yen 22,236 million
6.Fair value information on securities of subsidiaries and affiliates
(Millions of yen)

|  | $\begin{gathered} \text { as of } \\ \text { Sept } 30,2002 \\ \hline \end{gathered}$ |  |  | as ofSept 30,2001 |  |  | $\begin{gathered} \text { as of } \\ \text { Mar 31, } 2002 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Book <br> Value | Fair Value | Differences | Book Value | Fair Value | differences | Book Value | Fair Value | Differences |
| Subsidiaries | 10,981 | 39,442 | 28,461 | 10,981 | 16,747 | 5,765 | 10,981 | 28,012 | 17,030 |
| Affiliates | 36,488 | 87,316 | 50,827 | 45,468 | 59,310 | 13,842 | 43,230 | 67,030 | 23,799 |
| Total | 47,470 | 126,759 | 79,289 | 56,450 | 76,058 | 19,608 | 54,212 | 95,042 | 40,83 |

## 7. Lease Transactions

(1) Finance leases (except for those under which the ownership of leased assets is transferred to lessee.)

1. The pro forma amounts of acquisition costs , accumulated depreciation and net book value of leased assets
(Millions of yen)

|  | $\begin{gathered} \text { as of } \\ \text { Sep } 30,2002 \end{gathered}$ |  |  | $\begin{gathered} \text { as of } \\ \text { Sep } 30,2001 \end{gathered}$ |  |  | $\begin{gathered} \hline \text { as of } \\ \text { Mar 31, } 2002 \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Acquisition costs <br> costs | Accumulated depreciation | Net <br> book value | Acquisition costs | Accumulated depreciation | Net <br> book value | Acquisition <br> costs | Accumulated depreciation | Net <br> book value |
| Buildings | 9,457 | 210 | 9,246 | - | - | - | - | - | - |
| Machinery \& | 1,686 | 591 | 1,095 | 1,686 | 363 | 1,322 | 1,686 | 477 | 1,209 |
| equipment Tools, |  |  |  |  |  |  |  |  |  |
|  <br> fixtures | 98,775 | 55,349 | 43,425 | 115,384 | 62,498 | 52,885 | 109,655 | 63,952 | 45,702 |
| Others | 1,033 | 597 | 436 | 1,009 | 587 | 421 | 985 | 595 | 390 |
| Total | 110,953 | 56,748 | 54,204 | 118,080 | 63,450 | 54,629 | 112,327 | 65,025 | 47,301 |

## 2. Future lease payments

|  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { as of } \\ \text { Sep } 30,2002 \end{gathered}$ |  |  | $\begin{gathered} \text { as of } \\ \text { Sep } 30,2001 \end{gathered}$ |  |  | $\begin{gathered} \text { as of } \\ \text { Mar 31, } 2002 \end{gathered}$ |  |  |
|  | within one year | over one year | Total | within one year | over one year | Total | within one year | over one year | Total |
|  | 21,584 | 33,563 | 55,148 | 26,565 | 29,255 | 55,821 | 24,059 | 24,332 | 48,391 |

3. Lease payments, depreciation and interest expense

|  | $\begin{aligned} & \hline \text { FY2002 } \\ & \text { 1st Half } \end{aligned}$ |  |  | $\begin{aligned} & \text { FY2001 } \\ & \text { 1st Half } \end{aligned}$ |  |  | FY2001 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  | Lease payments | Depreciation | Interest expense | Lease payments | Depreciation | Interest expense | Lease payments | Depreciation | Interest expense |
|  | 15,399 | 14,052 | 1,210 | 16,885 | 15,775 | 1,113 | 32,471 | 30,350 | 2,060 |

Method of calculation
of depreciation
Method of calculation of interest portion

Depreciation of leased assets is calculated by the straight-line method over the respective lease terms with the residual value of zero.

The interest portion included in the lease payments is calculated as the difference between the aggregate lease payments during the lease term and the relevant pro forma acquisition costs. Interest expense is allocated to each period by the interest method over each respective lease term.
(2) Operating leases

Future lease payments



[^0]:    Reference : Forecast of Net income per share (yen) 18.20

