## **CONSOLIDATED FINANCIAL INFORMATION -1**

## (Apr. 26, 2004) NISSAN MOTOR CO., LTD.

Global Communic

	Global Communic							
	RESULTS FY 2003 03/4-04/3		RESU		RESULTS FY 2002		FORECAST FY 2004	
			1st Half of	FY 2003				
(BILLIONS OF YEN)			03/4-03/9		02/4-03/3		04/4-05/3	
NET SALES (1)	7,429.2	8.8%	3,556.2	8.2%	6,828.6	10.2%	8,176.0	10.1%
JAPAN	4,285.3	-0.8%	2,048.8	0.0%	4,320.5	12.8%		
NORTH AMERICA	3,043.1	15.5%	1,459.3	16.2%	2,633.7	10.5%		
EUROPE	1,195.7	20.8%	579.3	22.1%	990.2	16.3%		
Others	908.1	-4.2%	435.2	-9.3%	948.0	2.0%		
SUB-TOTAL	9,432.2	6.1%	4,522.6	6.2%	8,892.4	11.3%		
ADJUSTMENT	-2,003.0	-	-966.4	-	-2,063.8	-		
OPERATING INCOME (1) (4)	824.9	11.9%	401.1	15.2%	737.2	50.7%	860.0	4.3%
JAPAN	352.5	-9.8%	193.3	11.0%	390.6	34.8%		
NORTH AMERICA	351.8	45.4%	159.7	40.0%	242.0	52.3%		
EUROPE	49.2	124.7%	11.5	64.3%	21.9	584.4%		
Others	66.0	-14.9%	31.6	-29.6%	77.6	34.3%		
SUB-TOTAL	819.5	11.9%	396.1	16.4%	732.1	43.7%		
ADJUSTMENT	5.4	-	5.0	-	5.1	-		
ORDINARY INCOME	809.7	14.0%	390.3	20.7%	710.1	71.2%	846.0	4.5%
NET INCOME	503.7	1.7%	237.7	-17.4%	495.2	33.0%	510.0	1.3%
NET INCOME PER SHARE(YEN)	122.02		57.40		117.75			
FULLY DILUTED NET INCOME PER SHARE(YEN)	120.74		56.83		116.88			
FOREIGN EXCHANGE RATE								
YEN/USD	113.2		118.1		122.0		105.0	
YEN/EUR	131.2		131.4		118.1		125.0	
CAPITAL EXPENDITURE (2)	427.3		151.0		377.9		480.0	
DEPRECIATION (2)	234.5		115.9		204.2		265.0	
RESEARCH & DEVELOPMENT COSTS	354.3		162.5		300.3		410.0	
DEBT OUTSTANDING	203.8		434.5		371.1			
CASH & REPO	-190.2		-156.4		-263.1			
NET DEBT (AUTOMOTIVE BUSINESS) (3)	13.6	-215.9	278.1	20.8	108.0	-8.6	0.0	
DEBT OUTSTANDING	2,902.2		2,715.9		2,547.4			
CASH & REPO	-4.0		-4.1		-6.7			
NET DEBT (RETAIL FINANCE BUSINESS)	2,898.2		2,711.8		2,540.7			
TOTAL NET DEBT	2,911.8		2,989.9		2,648.7			
TOTAL ASSETS	7,859.9		7,752.9		7,349.2			
SHAREHOLDERS' EQUITY	2,024.0		1,899.1		1,808.3			
EQUITY RATIO (%)	25.8		24.5		24.6			
SHAREHOLDERS' EQUITY PER SHARE (yen)	493.85		461.30		434.11			
	*The best cons	olidated	*The best consolidated		*The best consolidated			
PERFORMANCE DESCRIPTION financial		ial result fin		financial result		ılt		

Notes:

\* The % figures, unless otherwise described, show the changes over the same period of the previous FY.

(1) In geographical segment information: Segmentation of countries and regions are different from what is applied in preparation of stat disclosed financial statements. (1st half of FY 2003 and FY02 have been restated in compliance with

the above segmentation.) Major countries and regions included in each segment are:

\*North America: U.S.A., Canada

\*Europe: France, U.K., Spain and other European countries

\*Others: Asia, Oceania, Middle East, Mexico, Middle&South American countries, South Africa

(2) Excluding finance leases related amount.

(3) Italic figures are the debt amount excluding Canton Plant and Finance lease related debt.

(4) Variance of operating income between 737.2 billion yen in FY 02 and 824.9 billion yen in FY 03 are analysed as following:

	Billion yen
Foreign Exchange	-48.0
Lease accounting policy change	20.0
Scope of Consolidation	-4.0
Volume & Mix	185.0
S&M Expenses	-72.0
Purchasing Cost Reduction	183.0
Product Enrichment & Regulation Cost	-83.0
R&D Expenses	-54.0
Manufacturing Cost	-12.0
G&A Expenses etc.	-27.3
Total	87.7

## **CONSOLIDATED FINANCIAL INFORMATION -2**

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(Apr. 26, 2004)

Global Retail Sales Volume & Production V	/olume					NISSA	N MOTOR CO., LTD	
							vestor Relations Dep	
	RESULTS		RESULTS		RESULTS		FORECAST	
	FY 2003		1st Half of FY 2003		FY 2002		FY 2004	
(THOUSAND UNITS)	JSAND UNITS) 03/4-04/3		03/4-03/9		02/4-03/3		04/4-05/3	
SALES VOLUME								
GLOBAL RETAIL (1) (2)								
JAPAN (incl.Mini)	837	2.6%	387	0.9%	816	14.3%	870	
USA	856	17.9%	420	11.0%	726	1.1%	1,000	
EUROPE	542	14.3%	267	6.6%	474	-3.8%	538	
OTHERS								
Mexico	214	0.9%	99	-6.1%	212	11.1%	223	
Canada	70	6.1%	38	8.9%	66	12.4%	77	
Others	538	12.8%	256	9.8%	477	12.8%	672	
TOTAL	822	8.9%	393	5.3%	755	12.3%	972	
TOTAL	3,057	10.4%	1,467	5.9%	2,771	6.7%	3,380	
PRODUCTION VOLUME								
GLOBAL BASIS (3)								
JAPAN	1,475	2.1%	725	6.3%	1,444	13.5%	1,483	
NORTH AMERICA (Incl. Mexico)	928	26.6%	424	11.0%	733	5.9%	1,100	
EUROPE	449	17.2%	228	10.4%	383	-11.9%	448	
OTHERS (4)	212	19.8%	107	31.0%	177	32.2%	309	

Notes:

TOTAL

\* The % figures, unless otherwise described, show the changes over the same period of the previous FY.

<u>11.9%</u>

1,484

9.8%

2,737

8.0%

3,340

(1) Global Retail is including sales of vehicles locally assembled by equity accounted Nissan companies with knock down parts.

3,064

(2) Global Retail volume of Europe, Mexico and part of others are results of Jan.- Dec.

(3) Global Production volume of Europe, Mexico and part of others are results of Jan.- Dec.

Global Production volume of Full FY03 were restated in line with this definition. (4) Others include production in Taiwan, Thailand, Philippines, South Africa, Indonesia and China.

excluding CKD production.

	RESULTS FY 2003 03/4-04/3		RESULTS 1st Half of FY 2003 03/4-03/9		RESULTS FY 2002 02/4-03/3	
(THOUSAND UNITS)						
SALES VOLUME						
CONSOLIDATED WHOLESALE(5)						
JAPAN	799	0.8%	371	-1.6%	793	12.8%
OVERSEAS	2,148	16.5%	994	9.5%	1,843	4.8%
TOTAL	2,947	11.8%	1,365	6.2%	2,636	7.1%
PRODUCTION VOLUME CONSOLIDATED BASIS (5)						
JAPAN	1,475	2.1%	725	6.3%	1,444	13.5%
OVERSEAS CONSOLIDATED SUBSIDIARIES	1,408	23.2%	669	11.1%	1,143	-1.1%
TOTAL	2,883	11.5%	1,394	8.6%	2,587	6.5%

(5) Wholesale and Production volume are based on Japanese GAAP accounting and differ from global retail sales volume and production.