## **CONSOLIDATED FINANCIAL INFORMATION -1**

(Apr. 25, 2005) NISSAN MOTOR CO., LTD. Global Communications CSR and IR Division

		RESULTS		RESULTS		RESULTS		FORECAST	
		FY 2004		1st Half of FY 2004		FY 2003		FY 2005	
(BILLIONS OF YEN)		04/4-05/3		04/4-04/9		03/4-04/3		05/4-06/3	
NET SALES	(1)	8,576.3	15.4%	4,007.9	12.7%	7,429.2	8.8%	9,000.0	4.9%
JAPAN		4,537.8	5.9%	2,129.9	····	4,285.3	-0.8%		
NORTH AMERICA		3,505.2	15.2%	<i>-</i>					
EUROPE		1,305.1	9.1%	642.5	10.9%	1,195.7	20.8%		
Others		1,562.0	72.0%	751.5	72.7%	908.1			
SUB-TOTAL		10,910.1	15.7%	5,148.3	13.8%	9,432.2	6.1%		
ADJUSTMENT		-2,333.8	-	-1,140.4	-	-2,003.0	-		
OPERATING INCOME	(1) (4)	861.2	4.4%					870.0	1.0%
JAPAN		341.1	-3.2%	162.4	-16.0%	352.5	-9.8%		
NORTH AMERICA		379.7	7.9%		;		45.4%		
EUROPE		56.0	13.9%	19.3	67.8%	49.2	124.7%		
Others			28.5%				-14.9%		
SUB-TOTAL		861.6	5.1%	403.3	1.8%	819.5	11.9%		
ADJUSTMENT		-0.4	-	0.1	-	5.4			
ORDINARY INCOME		855.7	5.7%	401.4	2.8%	809.7	14.0%	860.0	0.5%
NET INCOME		512.3	1.7%	238.8	0.5%	503.7	1.7%	517.0	0.9%
NET INCOME PER SHARE(YEN)		125.16		58.30		122.02			
FULLY DILUTED NET INCOME P	ER SHARE(YEN)	124.01		57.73		120.74	!		
FOREIGN EXCHANGE RATE									
YEN/USD		107.6		109.8		113.2		105.0	
YEN/EUR		134.4		133.1		131.2		130.0	
CAPITAL EXPENDITURE	(2)	477.5		185.0		427.3		540.0	
DEPRECIATION	(2)	257.4		128.8		234.5		306.0	
RESEARCH & DEVELOPMEN	IT COSTS	398.1		183.8		354.3		450.0	
DEBT OUTSTANDING		74.4		446.3		203.8			
CASH & REPO		-280.2		-346.1		-190.2			
NET DEBT (AUTOMOTIVE B	USINESS) (3)	-205.8	<i>-453.5</i>	100.2	-139.6	13.6	-215.9		
DEBT OUTSTANDING		3,872.7		3,294.2		2,902.2	ļ		
CASH & REPO		-9.6		-4.2		-4.0			
NET DEBT (RETAIL FINANC	E BUSINESS)	3,863.1		3,290.0		2,898.2			
TOTAL NET DEBT		3,657.3		3,390.2		2,911.8	!		
TOTAL ASSETS		9,848.5		9,115.5		7,859.9			
SHAREHOLDERS' EQUITY		2,465.8		2,256.7		2,024.0			
EQUITY RATIO (%)		25.0		24.8		25.8			
SHAREHOLDERS' EQUITY PER SHARE (yen)		604.49		550.94		493.85			
		*The best consolidated		*The best consolidated		*The best consolidated			
PERFORMANCE DESCRIPTION		financial result		financial result		financial result			

## 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 statutory disclosed financial statements. (1st half of FY 2004 and FY03 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 824.9 billion yen in FY 03 and 861.2 billion yen in FY 04 are analysed as following:

	Billion yen
Foreign Exchange	-78.0
Scope of Consolidation	31.0
Volume & Mix	284.0
S&M Expenses	-114.0
Purchasing Cost Reduction	131.0
Product Enrichment & Regulation Cost	-92.0
R&D Expenses	-44.0
Manufacturing Cost	-15.0
Warranty expenses	-41.0
G&A Expenses etc.	-25.7
Total	36.3

## **CONSOLIDATED FINANCIAL INFORMATION -2**

Global Retail Sales Volume & Production Volume

(Apr. 25, 2005) NISSAN MOTOR CO., LTD.

Global Communications CSR and IR Division

		RESULTS		RESULTS		JLTS	FORECAST
	FY 2	FY 2004		1st Half of FY 2004		003	FY 2005
(THOUSAND UNITS)	04/4	04/4-05/3		04/4-04/9		04/3	05/4-06/3
SALES VOLUME		 					
GLOBAL RETAIL (1) (2)		! ! !					
JAPAN (incl.Mini)	848	1.4%	368	-4.9%	837	2.6%	933
USA	1,013	18.4%	489	16.6%	856	17.9%	1,047
EUROPE OTHERS	544	0.3%	285	6.6%	542	14.3%	550
Mexico	235	9.7%	105	6.8%	214	0.9%	229
Canada	70	0.3%	36	-4.9%	70	6.1%	74
Others	678	25.9%	312	21.5%	538	12.8%	785
TOTAL	983	19.5%	454	15.2%	822	8.9%	1,088
TOTAL	3,388	10.8%	1,596	8.8%	3,057	10.4%	3,618
PRODUCTION VOLUME		 					
GLOBAL BASIS (3)		 					
JAPAN	1,482	0.4%	712	-1.7%	1,475	2.1%	1,479
NORTH AMERICA (Incl. Mexico	1,129	21.6%	512	20.8%	928	26.6%	1,172
EUROPE	463	3.1%	241	5.6%	449	17.2%	510
OTHERS (4)	304	43.4%	106	-1.1%	212	19.8%	416
TOTAL	3,378	10.2%	1,571	5.9%	3,064	11.9%	3,578

## Notes:

- \* The % figures, unless otherwise described, show the changes over the same period of the previous FY.
- (1) Global Retail is including sales of vehicles locally assembled by equity accounted Nissan companies with knock down parts.
- (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 2004		RESULTS 1st Half of FY 2004		RESULTS FY 2003	
(THOUSAND UNITS)		04/4-05/3		04/4-04/9		03/4-04/3	
SALES VOLUME		į					
	CONSOLIDATED WHOLESALE (5)						
	JAPAN	819	2.5%	361	-2.7%	799	0.8%
	OVERSEAS	2,651	23.5%	1,251	25.8%	2,148	16.5%
	TOTAL	3,470	17.8%	1,612	18.1%	2,947	11.8%
PI	RODUCTION VOLUME						
	CONSOLIDATED BASIS (5)	; ;			 		1
	JAPAN	1,482	0.4%	712	-1.7%	1 <b>,</b> 475	2.1%
	OVERSEAS CONSOLIDATED SUBSIDIARIES	1,811	28.6%	853	27.3%	1,408	23.2%
	TOTAL	3,293	14.2%	1,565	12.3%	2,883	11.5%

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