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

## <FOR THE NINE MONTHS ENDED AND THE THIRD QUARTER ENDED DECEMBER 31, 2005>

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## 1) Consolidated Statements of Income

The nine-month period ended December 31
(in millions of Yen)

|  | $\begin{gathered} \text { FY2005 } \\ \text { third quarter } \\ \text { (The nine-month) } \end{gathered}$ | $\begin{array}{\|c} \text { FY2004 } \\ \text { third quarter } \\ \text { (The nine-month) } \end{array}$ | Change |  | Fiscal year 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |  |
| NET SALES | $\begin{aligned} & 100 \% \\ & \mathbf{6 , 7 9 2 , 2 5 9} \end{aligned}$ | $\begin{aligned} & \text { 100\% } \\ & \mathbf{6 , 0 9 9 , 8 8 9} \end{aligned}$ | 692,370 | 11.4 \% | $\begin{aligned} & \text { 100\% } \\ & \mathbf{8 , 5 7 6 , 2 7 7} \end{aligned}$ |
| COST OF SALES | 5,064,453 | 4,508,597 | 555,856 |  | 6,351,269 |
| Gross profit | $\begin{aligned} & 25.4 \% \\ & 1,727,806 \end{aligned}$ | $\begin{aligned} & \text { 26.1\% } \\ & 1,591,292 \end{aligned}$ | 136,514 | 8.6 \% | $\begin{aligned} & 25.9 \% \\ & 2,225,008 \end{aligned}$ |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 1,096,647 | 979,166 | 117,481 |  | 1,363,848 |
| Operating income | $\begin{aligned} & 9.3 \% \\ & \mathbf{6 3 1 , 1 5 9} \end{aligned}$ | $\begin{aligned} & 10.0 \% \\ & \mathbf{6 1 2 , 1 2 6} \end{aligned}$ | 19,033 | 3.1 \% | $\begin{aligned} & 10.0 \% \\ & \mathbf{8 6 1 , 1 6 0} \end{aligned}$ |
| NON-OPERATING INCOME | 50,510 | 53,203 | $(2,693)$ |  | 71,949 |
| Interest and dividend income | 17,061 | 11,861 | 5,200 |  | 16,274 |
| Equity in earnings of unconsolidated subsidiaries \& affiliates | 20,975 | 23,701 | $(2,726)$ |  | 36,790 |
| Other non-operating income | 12,474 | 17,641 | $(5,167)$ |  | 18,885 |
| NON-OPERATING EXPENSES | 76,198 | 53,404 | 22,794 |  | 77,409 |
| Interest expense | 18,837 | 20,413 | $(1,576)$ |  | 26,656 |
| Amortization of net retirement benefit obligation at transition | 8,386 | 8,836 | (450) |  | 11,795 |
| Foreign exchange loss | 28,910 | - | 28,910 |  | - |
| Other non-operating expenses | 20,065 | 24,155 | $(4,090)$ |  | 38,958 |
| Ordinary income | $\begin{aligned} & 8.9 \% \\ & \mathbf{6 0 5 , 4 7 1} \end{aligned}$ | $\begin{aligned} & 10.0 \% \\ & \mathbf{6 1 1 , 9 2 5} \end{aligned}$ | $(6,454)$ | (1.1) \% | $\begin{aligned} & 10.0 \% \\ & \mathbf{8 5 5 , 7 0 0} \end{aligned}$ |
| EXTRAORDINARY GAINS | 48,468 | 17,355 | 31,113 |  | 43,098 |
| EXTRAORDINARY LOSSES | 71,144 | 51,467 | 19,677 |  | 105,565 |
| Income before income taxes and minority interests | $\begin{aligned} & \text { 8.6\% } \\ & \mathbf{5 8 2 , 7 9 5} \end{aligned}$ | $\begin{aligned} & 9.5 \% \\ & 577,813 \end{aligned}$ | 4,982 | 0.9 \% | 9.2\% 793,233 |
| INCOME TAXES | 188,736 | 187,769 | 967 |  | 258,063 |
| MINORITY INTERESTS | 28,374 | 17,035 | 11,339 |  | 22,889 |
| NET INCOME | $\begin{aligned} & 5.4 \% \\ & \mathbf{3 6 5 , 6 8 5} \end{aligned}$ | $\begin{aligned} & \text { 6.1\% } \\ & \mathbf{3 7 3 , 0 0 9} \end{aligned}$ | $(7,324)$ | (2.0) \% | $\begin{aligned} & 6.0 \% \\ & \mathbf{5 1 2 , 2 8 1} \end{aligned}$ |

The three-month period ended December 31
(in millions of Yen)

|  | FY2005 <br> third quarter <br> (The three-month) | FY2004 third quarter (The three-month) | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% |
| NET SALES | $\begin{aligned} & 100 \% \\ & \mathbf{2 , 3 0 1 , 2 8 4} \end{aligned}$ | $\begin{aligned} & 100 \% \\ & \mathbf{2 , 0 9 1 , 9 4 7} \end{aligned}$ | 209,337 | 10.0 \% |
| COST OF SALES | 1,708,690 | 1,556,851 | 151,839 |  |
| Gross profit | $\begin{aligned} & 25.8 \% \\ & 592,594 \end{aligned}$ | $\begin{aligned} & 25.6 \% \\ & 535,096 \end{aligned}$ | 57,498 | 10.7 \% |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES | 372,973 | 326,407 | 46,566 |  |
| Operating income | $\begin{aligned} & 9.5 \% \\ & \mathbf{2 1 9 , 6 2 1} \end{aligned}$ | $\begin{aligned} & 10.0 \% \\ & \mathbf{2 0 8 , 6 8 9} \end{aligned}$ | 10,932 | 5.2 \% |
| NON-OPERATING INCOME | 13,607 | 20,779 | $(7,172)$ |  |
| Interest and dividend income | 4,991 | 4,567 | 424 |  |
| Equity in earnings of unconsolidated subsidiaries \& affiliates | 4,308 | 8,540 | $(4,232)$ |  |
| Other non-operating income | 4,308 | 7,672 | $(3,364)$ |  |
| NON-OPERATING EXPENSES | 23,396 | 18,900 | 4,496 |  |
| Interest expense | 6,085 | 7,153 | $(1,068)$ |  |
| Amortization of net retirement benefit obligation at transition | 2,717 | 2,948 | (231) |  |
| Foreign exchange loss | 5,701 | - | 5,701 |  |
| Other non-operating expenses | 8,893 | 8,799 | 94 |  |
| Ordinary income | $\begin{aligned} & \text { 9.1\% } \\ & \mathbf{2 0 9 , 8 3 2} \end{aligned}$ | $\begin{aligned} & 10.1 \% \\ & \mathbf{2 1 0 , 5 6 8} \end{aligned}$ | (736) | (0.3) \% |
| EXTRAORDINARY GAINS | 22,506 | 2,568 | 19,938 |  |
| EXTRAORDINARY LOSSES | 16,984 | 5,803 | 11,181 |  |
| Income before income taxes and minority interests | $\begin{aligned} & 9.4 \% \\ & 215,354 \end{aligned}$ | $\begin{aligned} & 9.9 \% \\ & \mathbf{2 0 7 , 3 3 3} \end{aligned}$ | 8,021 | 3.9 \% |
| INCOME TAXES | 71,570 | 67,082 | 4,488 |  |
| MINORITY INTERESTS | 8,801 | 6,050 | 2,751 |  |
| NET INCOME | $\begin{aligned} & 5.9 \% \\ & \mathbf{1 3 4 , 9 8 3} \end{aligned}$ | $\begin{aligned} & 6.4 \% \\ & \mathbf{1 3 4 , 2 0 1} \end{aligned}$ | 782 | 0.6 \% |

2) Consolidated Balance Sheets


Note. The amount of short-term borrowings includes current maturities of long-term borrowings, bonds and debentures, and commercial paper.

## 3.Segment information

## 1. Business segment information

The nine-month period ended December 31, 2005
(in millions of Yen)

|  | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to third parties | $6,406,856$ | 385,403 | $6,792,259$ | - | $6,792,259$ |
| (2) Inter-group sales and transfers | 19,467 | 10,659 | 30,126 | $(30,126)$ | - |
| Total | $6,426,323$ | 396,062 | $6,822,385$ | $(30,126)$ | $6,792,259$ |
| Operating expenses | $5,868,697$ | 345,653 | $6,214,350$ | $(53,250)$ | $6,161,100$ |
| Operating income | 557,626 | 50,409 | 608,035 | 23,124 | 631,159 |

The nine-month period ended December 31, 2004
(in millions of Yen)

|  | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales <br> (1) Sales to third parties <br> (2) Inter-group sales and transfers | 18,096 | 8,507 | 26,603 | $(26,603)$ | - |
| Total | $5,805,567$ | 294,322 | $6,099,889$ | $6,099,889$ |  |
| Operating expenses | $5,823,663$ | 302,829 | $6,126,492$ | $(26,603)$ | $6,099,889$ |
| Operating income | 548,200 | 52,139 | 600,339 | 11,787 | 612,126 |

Note: 1.Businesses are segmented based on their proximity in terms of types, nature and markets of their products.
2.Major products and services included in each segment are;
(1) Automobile : Passenger cars, Light trucks and buses, Forklift, Parts for production, etc.
(2) Sales Financing : Credit, Lease, etc.

The three-month period ended December 31, 2005
(in millions of Yen)

|  | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to third parties | $2,161,003$ | 140,281 | $2,301,284$ | - | $2,301,284$ |
| (2) Inter-group sales and transfers | 5,197 | 3,401 | 8,598 | $(8,598)$ | - |
| Total | $2,166,200$ | 143,682 | $2,309,882$ | $(8,598)$ | $2,301,284$ |
| Operating expenses | $1,973,326$ | 127,696 | $2,101,022$ | $(19,359)$ | $2,081,663$ |
| Operating income | 192,874 | 15,986 | 208,860 | 10,761 | 219,621 |

The three-month period ended December 31, 2004
(in millions of Yen)

|  | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to third parties | $1,990,275$ | 101,672 | $2,091,947$ | - | $2,091,947$ |
| (2) Inter-group sales and transfers | 6,418 | 2,918 | 9,336 | $(9,336)$ | - |
| Total | $1,996,693$ | 104,590 | $2,101,283$ | $(9,336)$ | $2,091,947$ |
| Operating expenses | $1,811,256$ | 88,455 | $1,899,711$ | $(16,453)$ | $1,883,258$ |
| Operating income | 185,437 | 16,135 | 201,572 | 7,117 | 208,689 |

Fiscal year 2004
(in millions of Yen)
Fiscal year 2004

|  | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to third parties | $8,177,841$ | 398,436 | $8,576,277$ | - | $8,576,277$ |
| (2) Inter-group sales and transfers | 23,742 | 13,509 | 37,251 | $(37,251)$ | - |
| Total | $8,201,583$ | 411,945 | $8,613,528$ | $(37,251)$ | $8,576,277$ |
| Operating expenses | $7,429,760$ | 338,388 | $7,768,148$ | $(53,031)$ | $7,715,117$ |
| Operating income | 771,823 | 73,557 | 845,380 | 15,780 | 861,160 |

Note: 1.Businesses are segmented based on their proximity in terms of types, nature and markets of their products.
2.Major products and services included in each segment are;
(1) Automobile : Passenger cars, Light trucks and buses, Forklift, Parts for production, etc.
(2) Sales Financing: Credit, Lease, etc.

## 2.Geographical segment information

The nine-month period ended December 31, 2005
(in millions of Yen)

|  | Japan | North <br> America | Europe | Other <br> foreign <br> countries | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales(1) Sales to third parties <br> (2) Inter-group sales and transfers | $1,628,999$ | 91,473 | 50,069 | 8,336 | $1,778,877$ | $(1,778,877)$ | - |
| Total | $3,541,447$ | $3,000,984$ | $1,106,803$ | 921,902 | $8,571,136$ | $(1,778,877)$ | $6,792,259$ |
| Operating expenses | $3,247,152$ | $2,735,652$ | $1,061,710$ | 876,910 | $7,921,424$ | $(1,760,324)$ | $6,161,100$ |
| Operating income | 294,295 | 265,332 | 45,093 | 44,992 | 649,712 | $(18,553)$ | 631,159 |

The nine-month period ended December 31, 2004
(in millions of Yen)

|  | Japan | North <br> America | Europe | Other foreign countries | Total | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties | 1,758,604 | 2,649,748 | 923,650 | 767,887 | 6,099,889 | - | 6,099,889 |
| (2) Inter-group sales and transfers | 1,483,393 | 52,263 | 35,202 | 4,509 | 1,575,367 | $(1,575,367)$ | - |
| Total | 3,241,997 | 2,702,011 | 958,852 | 772,396 | 7,675,256 | $(1,575,367)$ | 6,099,889 |
| Operating expenses | 3,002,590 | 2,407,023 | 918,280 | 732,079 | 7,059,972 | $(1,572,209)$ | 5,487,763 |
| Operating income | 239,407 | 294,988 | 40,572 | 40,317 | 615,284 | $(3,158)$ | 612,126 |

Note: 1. Countries and areas are segmented based on their geographical proximity and their mutual operational relationshir
2. Major countries and areas which belong to segments other than Japan are as follow:
(1) North America
U.S.A., Canada, Mexico
(2) Europe
: France, U.K., Spain and other European countries
(3) Others
: Asia, Oceania, the Middle and Near East, Central and South America excluding Mexicc and South Africa

The three-month period ended December 31, 2005
(in millions of Yen)

|  | Japan | North <br> America | Europe | Other <br> foreign <br> countries | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties <br> (2) Inter-group sales and transfers | 584,553 | $1,053,588$ | 365,663 | 297,480 | $2,301,284$ | - | $2,301,284$ |
| Total | $1,169,017$ | $1,090,981$ | 381,074 | 300,289 | $2,941,361$ | $(640,077)$ | $2,301,284$ |
| Operating expenses | $1,074,105$ | 991,015 | 354,167 | 288,624 | $2,707,911$ | $(626,248)$ | $2,081,663$ |
| Operating income | 94,912 | 99,966 | 26,907 | 11,665 | 233,450 | $(13,829)$ | 219,621 |

The three-month period ended December 31, 2004
(in millions of Yen)


Fiscal year 2004
(in millions of Yen)

|  | Japan | North <br> America | Europe | Other foreign countries | Total | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales <br> (1) Sales to third parties | 2,556,683 | 3,726,456 | 1,254,007 | 1,039,131 | 8,576,277 | - | 8,576,277 |
| (2) Inter-group sales and transfers | 1,981,104 | 81,794 | 51,109 | 7,622 | 2,121,629 | $(2,121,629)$ | - |
| Total | 4,537,787 | 3,808,250 | 1,305,116 | 1,046,753 | 10,697,906 | $(2,121,629)$ | 8,576,277 |
| Operating expenses | 4,196,667 | 3,392,676 | 1,249,110 | 996,529 | 9,834,982 | $(2,119,865)$ | 7,715,117 |
| Operating income | 341,120 | 415,574 | 56,006 | 50,224 | 862,924 | $(1,764)$ | 861,160 |

Note: 1. Countries and areas are segmented based on their geographical proximity and their mutual operational relationship
2. Major countries and areas which belong to segments other than Japan are as follows:
(1) North America : U.S.A., Canada, Mexico
(2) Europe : France, U.K., Spain and other European countries
(3) Others : Asia, Oceania, the Middle and Near East, Central and South America excluding Mexicc and South Africa

## 3. Overseas Net Sales

Overseas net sales and the related percentages of the sales to the total consolidated net sales are summarized as follows:
(in millions of Yen)
The nine-month period ended December 31, 2005

|  |  | North <br> America | Europe | Other <br> foreign <br> countries | Total |
| :--- | :--- | :---: | :---: | :---: | :---: |
| (1) Overseas net sales |  | $2,854,355$ | $1,063,399$ | $1,212,417$ | $5,130,171$ |
| (2) Consolidated net sales |  |  |  |  | $6,792,259$ |
| (3) Overseas net sales as a percentage of consolidated net sales | $[\%]$ | 42.0 | 15.7 | 17.8 | 75.5 |

The three-month period ended December 31, 2005

|  |  | North <br> America | Europe | Other <br> foreign <br> countries | Total |
| :--- | :--- | :---: | :---: | :---: | :---: |
| (1) Overseas net sales |  | $1,042,721$ | 365,144 | 395,787 | $1,803,652$ |
| (2) Consolidated net sales | $[\%]$ | 45.3 | 15.9 | 17.2 | 78.4 |
| (3) Overseas net sales as a percentage of consolidated net sales |  |  |  | $2,301,284$ |  |

Fiscal year 2004
(in millions of Yen)

|  |  | North <br> America | Europe | Other <br> foreign <br> countries | Total |
| :--- | ---: | :---: | :---: | :---: | :---: |
| (1) Overseas net sales | $[\%]$ |  | $3,662,436$ | $1,269,204$ | $1,401,592$ |
| (2) Consolidated net sales |  |  |  |  |  |
| (3) Overseas net sales as a percentage of consolidated net sales | $[\%]$ | 42.7 | 14.8 | 16.3 | 73.8 |

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. Countries and areas are segmented based on their geographical proximity and their mutual operational relationship.
3. Major countries and areas which belong to segments other than Japan are as follows:
(1) North America : USA, Canada, Mexico
(2) Europe : France, 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

## 4.Consolidated Sales Volume

## Consolidated wholesale units by region

The nine-month period ended December 31.
(Units)

|  | FY2005 third quarter | FY2004 third quarter | Fiscal year 2004 |
| :--- | ---: | ---: | ---: |
| Japan | 561,246 | 541,125 | 819,152 |
| North America | 980,881 | 974,869 | $1,394,099$ |
| Europe | 460,434 | 415,399 | 554,901 |
| Others | 571,766 | 515,494 | 702,270 |
| Total | $2,574,327$ | $2,446,887$ | $3,470,422$ |

Note: Period of counting units
Japan , North America ( except for Mexico ) April/2005 - December/2005 North America ( Mexico only), Europe January/2005-September/2005

The three-month period ended December 31.
(Units)

|  | FY2005 third quarter | FY2004 third quarter |
| :--- | :---: | :---: |
| Japan | 155,037 | 180,332 |
| North America | 334,961 | 340,094 |
| Europe | 157,437 | 131,387 |
| Others | 187,784 | 183,213 |
| Total | 835,219 | 835,026 |

Note: Period of counting units
Japan, North America ( except for Mexico ) October/2005 - December/2005
North America ( Mexico only), Europe July/2005-September/2005

## 【Reference】

## Non-Consolidated Financial Statements

Non-Consolidated Statements of Income
The nine-month period ended December 31

|  | FY2005third quarter(The nine-month) |  | FY2004third quarter(The nine-month) |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NET SALES | 100\% | 2,839,449 | 100\% | 2,649,434 | 190,014 |
| COST OF SALES |  | 2,321,311 |  | 2,184,845 | 136,465 |
| Gross profit | 18.2\% | 518,138 | 17.5\% | 464,589 | 53,548 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES |  | 298,977 |  | 275,918 | 23,059 |
| Operating income | 7.7\% | 219,160 | 7.1\% | 188,671 | 30,489 |
| NON-OPERATING INCOME |  | 8,927 |  | 7,223 | 1,703 |
| Interest and dividend income |  | 6,411 |  | 3,354 | 3,057 |
| Foreign exchange gains |  |  |  | 1,071 | $(1,071)$ |
| Other non-operating income |  | 2,515 |  | 2,797 | (282) |
| NON-OPERATING EXPENSES |  | 44,080 |  | 24,646 | 19,433 |
| Interest expense |  | 7,706 |  | 9,481 | $(1,775)$ |
| Amortization of net retirement benefit obligation at transition |  | 6,244 |  | 6,653 | (408) |
| Foreign exchange loss |  | 22,050 |  |  | 22,050 |
| Other non-operating expenses |  | 8,078 |  | 8,512 | (434) |
| Ordinary income | 6.5\% | 184,007 | 6.5\% | 171,247 | 12,759 |
| EXTRAORDINARY GAINS |  | 10,666 |  | 18,314 | $(7,647)$ |
| EXTRAORDINARY LOSSES |  | 39,502 |  | 39,317 | 184 |
| Income before income taxes | 5.5\% | 155,172 | 5.7\% | 150,244 | 4,927 |
| Income taxes |  | 49,856 |  | 42,624 | 7,232 |
| Net income | 3.7\% | 105,315 | 4.1\% | 107,619 | $(2,304)$ |


| (in millions of Yen) |  |
| ---: | ---: |
| Fiscal year 2004 |  |
| $100 \%$ |  |
|  | $\mathbf{3 , 7 1 8 , 7 2 0}$ |
|  | $3,072,398$ |
| $17.4 \%$ | 646,322 |
|  | 414,557 |
| $6.2 \%$ | $\mathbf{2 3 1 , 7 6 4}$ |
|  | $\mathbf{8 , 8 2 7}$ |
|  | 3,752 |
|  | 844 |
|  | 4,230 |
|  | $\mathbf{3 6 , 8 8 0}$ |
|  | 12,264 |
|  | 8,871 |
|  |  |
|  | 15,745 |
| $5.5 \%$ | $\mathbf{2 0 3 , 7 1 1}$ |
|  | $\mathbf{4 0 , 3 1 8}$ |
|  | $\mathbf{9 1 , 9 8 5}$ |
| $4.1 \%$ | $\mathbf{1 5 2 , 0 4 4}$ |
|  | 49,628 |
| $2.8 \%$ | $\mathbf{1 0 2 , 4 1 5}$ |

The three-month period ended December 31

|  | FY2005third quarter(The three-month) |  | FY2004third quarter(The three-month) |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| NET SALES | 100\% | 936,091 | 100\% | 918,036 | 18,054 |
| COST OF SALES |  | 765,522 |  | 763,456 | 2,066 |
| Gross profit | 18.2\% | 170,568 | 16.8\% | 154,580 | 15,988 |
| SELLING, GENERAL AND ADMINISTRATIVE EXPENSES |  | 94,820 |  | 91,236 | 3,583 |
| Operating income | 8.1\% | 75,748 | 6.9\% | 63,343 | 12,404 |
| NON-OPERATING INCOME |  | 2,314 |  | 5,997 | $(3,683)$ |
| Interest and dividend income |  | 1,052 |  | 912 | 140 |
| Foreign exchange gains |  |  |  | 3,921 | $(3,921)$ |
| Other non-operating income |  | 1,261 |  | 1,164 | 97 |
| NON-OPERATING EXPENSES |  | 11,517 |  | 7,334 | 4,183 |
| Interest expense |  | 2,490 |  | 2,919 | (429) |
| Amortization of net retirement benefit obligation at transition |  | 2,013 |  | 2,217 | (204) |
| Foreign exchange loss |  | 4,744 |  |  | 4,744 |
| Other non-operating expenses |  | 2,268 |  | 2,196 | 71 |
| Ordinary income | 7.1\% | 66,545 | 6.8\% | 62,007 | 4,538 |
| EXTRAORDINARY GAINS |  | 3,377 |  | 443 | 2,934 |
| EXTRAORDINARY LOSSES |  | 2,534 |  | 3,070 | (536) |
| Income before income taxes | 7.2\% | 67,389 | 6.5\% | 59,380 | 8,009 |
| Income taxes |  | 26,779 |  | 25,724 | 1,055 |
| Net income | 4.3\% | 40,609 | 3.7\% | 33,655 | 6,954 |

## Non-Consolidated Balance Sheets

|  | $\begin{aligned} & \text { as of } \\ & \text { Dec 31, } 2005 \end{aligned}$ | $\begin{aligned} & \text { as of } \\ & \text { Dec 31, } 2004 \end{aligned}$ | Change | $\begin{aligned} & \hline \text { as of } \\ & \text { Mar 31, } 2005 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| [ASSETS] |  |  |  |  |
| CURRENT ASSETS | 1,597,561 | 1,613,559 | $(15,997)$ | 1,545,768 |
| Cash on hand and in banks | 18,110 | 68,341 | $(50,230)$ | 74,425 |
| Trade accounts receivable | 444,300 | 295,750 | 148,550 | 311,146 |
| Inventories | 175,253 | 125,862 | 49,391 | 126,751 |
| Short-term loans receivable from subsidiaries \& affiliates | 807,188 | 997,593 | $(190,405)$ | 895,762 |
| Other | 181,214 | 149,928 | 31,285 | 168,397 |
| Allowance for doubtful accounts | $(28,506)$ | $(23,917)$ | $(4,589)$ | $(30,716)$ |
| FIXED ASSETS | 2,416,918 | 2,384,157 | 32,761 | 2,433,601 |
| Property, plant \& equipment | 737,393 | 721,889 | 15,503 | 748,773 |
| Intangible assets | 41,873 | 39,807 | 2,066 | 45,546 |
| Investments \& other assets | 1,637,651 | 1,622,459 | 15,191 | 1,639,281 |
| Investment securities | 18,720 | 16,437 | 2,282 | 19,388 |
| Investments in stock of subsidiaries \& affiliates | 1,478,800 | 1,444,143 | 34,656 | 1,486,014 |
| Long-term loans receivable | 1,422 | 1,909 | (486) | 1,855 |
| Other | 138,851 | 160,136 | $(21,284)$ | 132,214 |
| Allowance for doubtful accounts | (144) | (167) | 23 | (191) |
| DEFERRED ASSETS | 1,804 | 2,802 | (998) | 2,544 |
| Discounts on bonds | 1,804 | 2,802 | (998) | 2,544 |
| TOTAL ASSETS | 4,016,284 | 4,000,519 | 15,765 | 3,981,914 |
| [LIABILITIES] |  |  |  |  |
| CURRENT LIABILITIES | 1,693,448 | 1,498,970 | 194,478 | 1,529,709 |
| Notes \& accounts payable | 413,257 | 380,977 | 32,280 | 482,425 |
| Short-term borrowings | 866,033 | 774,199 | 91,833 | 610,412 |
| Accrued warranty costs | 28,966 | 25,201 | 3,764 | 26,271 |
| Capital lease obligations | 34,736 | 35,989 | $(1,252)$ | 38,877 |
| Other | 350,454 | 282,602 | 67,852 | 371,721 |
| LONG-TERM LIABILITIES | 648,536 | 813,684 | $(165,148)$ | 766,311 |
| Bonds | 490,800 | 407,800 | 83,000 | 362,800 |
| Long-term borrowings | 52,328 | 88,104 | $(35,776)$ | 87,566 |
| Accrued warranty costs | 46,929 | 39,246 | 7,683 | 43,676 |
| Accrued retirement benefits | 29,366 | 235,376 | $(206,010)$ | 231,974 |
| Capital lease obligations | 28,092 | 41,608 | $(13,515)$ | 38,785 |
| Other | 1,019 | 1,549 | (530) | 1,508 |
| TOTAL LIABILITIES | 2,341,985 | 2,312,654 | 29,330 | 2,296,021 |
| [SHAREHOLDERS' EQUITY] |  |  |  |  |
| COMMON STOCK | 605,813 | 605,813 | - | 605,813 |
| CAPITAL SURPLUS | 804,470 | 804,470 | - | 804,470 |
| RETAINED EARNINGS | 404,365 | 432,151 | $(27,785)$ | 425,177 |
| UNREALIZED HOLDING GAIN ON SECURITIES | 6,891 | 4,471 | 2,420 | 5,108 |
| TREASURY STOCK | $(147,241)$ | $(159,042)$ | 11,800 | $(154,676)$ |
| TOTAL SHAREHOLDERS' EQUITY | 1,674,299 | 1,687,864 | $(13,565)$ | 1,685,893 |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | 4,016,284 | 4,000,519 | 15,765 | 3,981,914 |

Note. The amount of short-term borrowings includes current maturities of long-term borrowings, bonds and debentures, and commercial paper

