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

<FOR THE FIRST QUARTER ENDED JUNE 30, 2005>

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## 1.Consolidated Statements of Income

| (in millions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2005 <br> first quarter <br> (For the quarter ended Jun 30, 2005) | FY2004 <br> first quarter <br> (For the quarter ended Jun 30, 2004) | Change | (Reference) <br> FY2004 <br> (For the fiscal year ended Mar 31, 2005) |
| Net sales | 2,144,860 | 1,904,669 | 240,191 | 8,576,277 |
|  | 9.6\% | 9.8\% |  | 10.0\% |
| Operating income | 206,257 | 186,322 | 19,935 | 861,160 |
| Non-operating income (expenses) | 4,527 | $(6,731)$ | 11,258 | $(5,460)$ |
|  | 9.8\% | 9.4\% |  | 10.0\% |
| Ordinary income | 210,784 | 179,591 | 31,193 | 855,700 |
| Extra ordinary gains (losses) | $(36,026)$ | 3,752 | $(39,778)$ | $(62,467)$ |
|  | 8.1\% | 9.6\% |  | 9.2\% |
| Income before income taxes and minoritv interests | 174,758 | 183,343 | $(8,585)$ | 793,233 |
| Income taxes | 62,587 | 55,359 | 7,228 | 258,063 |
| Minority interests | 6,468 | 4,754 | 1,714 | 22,889 |
|  | 4.9\% | 6.5\% |  | 6.0\% |
| Net income | 105,703 | 123,230 | $(17,527)$ | 512,281 |

## 2.Consolidated Balance Sheets

|  |  |  |  | (in millions of Yen) |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { as of } \\ & \quad \text { Jun } 30,2005 \end{aligned}$ | $\begin{array}{r} \text { as of } \\ \quad \text { Jun } 30,2004 \end{array}$ | Change | (Reference) as of $\quad$ Mar 31, 2005 |
| [ ASSETS ] |  |  |  |  |
| Current assets | 5,397,190 | 4,277,118 | 1,120,072 | 5,139,394 |
| Cash on hand and in banks | 269,934 | 328,686 | $(58,752)$ | 300,274 |
| Notes \& accounts receivable | 520,358 | 444,534 | 75,824 | 538,029 |
| Finance receivables | 3,129,911 | 2,385,140 | 744,771 | 3,026,788 |
| Marketable securities | 11,583 | 6,407 | 5,176 | 13,426 |
| Inventories | 846,323 | 651,718 | 194,605 | 708,062 |
| Deferred tax assets | 280,440 | 237,303 | 43,137 | 291,210 |
| Other current assets | 338,641 | 223,330 | 115,311 | 261,605 |
| Fixed assets | 4,872,750 | 4,229,855 | 642,895 | 4,708,078 |
| Property, plant and equipment | 3,916,568 | 3,336,447 | 580,121 | 3,796,947 |
| Intangible assets | 178,551 | 110,854 | 67,697 | 178,160 |
| Investment securities | 360,514 | 296,585 | 63,929 | 361,921 |
| Deferred tax assets | 164,740 | 166,680 | $(1,940)$ | 125,081 |
| Other fixed assets | 252,377 | 319,289 | $(66,912)$ | 245,969 |
| Deferred assets | 916 | 1,459 | (543) | 1,051 |
| Total assets | 10,270,856 | 8,508,432 | 1,762,424 | 9,848,523 |
| [ LIABILITIES ] |  |  |  |  |
| Current liabilities | 4,278,266 | 3,399,592 | 878,674 | 3,974,714 |
| Notes \& accounts payable | 935,421 | 768,106 | 167,315 | 939,786 |
| Short-term borrowings | 2,194,925 | 1,706,971 | 487,954 | 1,925,618 |
| Deferred tax liabilities | 2,734 | 2,546 | 188 | 2,401 |
| Lease obligation | 62,196 | 43,197 | 18,999 | 58,332 |
| Other current liabilities | 1,082,990 | 878,772 | 204,218 | 1,048,577 |
| Long-term liabilities | 3,183,575 | 2,867,998 | 315,577 | 3,151,358 |
| Bonds and debentures | 721,456 | 465,457 | 255,999 | 493,125 |
| Long-term borrowings | 1,397,838 | 1,224,799 | 173,039 | 1,373,504 |
| Deferred tax liabilities | 443,334 | 402,390 | 40,944 | 438,942 |
| Accrued retirement benefits | 286,969 | 460,034 | $(173,065)$ | 508,203 |
| Lease obligation | 89,133 | 80,295 | 8,838 | 96,544 |
| Other long-term liabilities | 244,845 | 235,023 | 9,822 | 241,040 |
| Total liabilities | 7,461,841 | 6,267,590 | 1,194,251 | 7,126,072 |
| Minority interests in consolidated subsidiaries | 261,709 | 130,034 | 131,675 | 256,701 |
| [ SHAREHOLDERS' EQUITY ] |  |  |  |  |
| Common stock | 605,814 | 605,814 | 0 | 605,814 |
| Capital surplus | 804,470 | 804,470 | 0 | 804,470 |
| Retained earnings | 1,774,037 | 1,370,545 | 403,492 | 1,715,099 |
| Unrealized holding gain on securities | 7,751 | 4,970 | 2,781 | 7,355 |
| Translation adjustments | $(360,899)$ | $(428,763)$ | 67,864 | $(400,099)$ |
| Treasury stock | $(283,867)$ | $(246,228)$ | $(37,639)$ | $(266,889)$ |
| Total shareholders' equity | 2,547,306 | 2,110,808 | 436,498 | 2,465,750 |
| Total liabilities,Minority interests \& shareholders' equity | 10,270,856 | 8,508,432 | 1,762,424 | 9,848,523 |

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

## 3.Segment information

for the quarter ended June 30, 2005 and 2004

## 1. Business segment information

First quarter FY2005
(in millions of Yen)

| $4 / 1 / 05-6 / 30 / 05$ | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to third parties | $2,028,996$ | 115,864 | $2,144,860$ | - | $2,144,860$ |
| (2) Inter-group sales and transfers | 5,654 | 3,516 | 9,170 | $(9,170)$ | 0 |
| Total | $2,034,650$ | 119,380 | $2,154,030$ | $(9,170)$ | $2,144,860$ |
| Operating expenses | $1,851,066$ | 102,466 | $1,953,532$ | $(14,929)$ | $1,938,603$ |
| Operating income | 183,584 | 16,914 | 200,498 | 5,759 | 206,257 |

First quarter FY2004
(in millions of Yen)

| $4 / 1 / 04-6 / 30 / 04$ | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Net sales |  |  |  |  |  |
| (1) Sales to third parties | $1,811,688$ | 92,981 | $1,904,669$ | - | $1,904,669$ |
| (2) Inter-group sales and transfers | 5,350 | 2,614 | 7,964 | $(7,964)$ | 0 |
| Total | $1,817,038$ | 95,595 | $1,912,633$ | $(7,964)$ | $1,904,669$ |
| Operating expenses | $1,648,900$ | 79,452 | $1,728,352$ | $(10,005)$ | $1,718,347$ |
| Operating income | 168,138 | 16,143 | 184,281 | 2,041 | 186,322 |

## (Reference)

Fiscal year 2004
(in millions of Yen)

| 4/1/04-3/31/05 | Automobile | Sales <br> Financing | Total | Eliminations | Consolidated |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Net sales <br> (1) Sales to third parties <br> (2) Inter-group sales and transfers | 23,742 | 13,509 | 37,251 | $(37,251)$ | 0 |
| 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 for the 1st quarter of fiscal year ended March 31, 2006 are;
(1) Automobile : Passenger cars, Light trucks and buses, Forklift, Parts for production, etc.
(2) Sales Financing : Credit, Lease, etc.

## 2.Geographical segment information

First quarter FY2005
(in millions of Yen)

| 4/1/05-6/30/05 | Japan | North America | Europe | Other foreign countries | Total | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties | 633,686 | 896,398 | 324,386 | 290,390 | 2,144,860 | - | 2,144,860 |
| (2) Inter-group sales and transfers | 515,145 | 24,418 | 10,666 | 2,738 | 552,967 | $(552,967)$ | 0 |
| Total | 1,148,831 | 920,816 | 335,052 | 293,128 | 2,697,827 | $(552,967)$ | 2,144,860 |
| Operating expenses | 1,045,067 | 836,115 | 331,838 | 277,077 | 2,490,097 | $(551,494)$ | 1,938,603 |
| Operating income | 103,764 | 84,701 | 3,214 | 16,051 | 207,730 | $(1,473)$ | 206,257 |

First quarter FY2004
(in millions of Yen)

| 4/1/04-6/30/04 | Japan | North <br> America | Europe | Other foreign countries | Total | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties | 544,909 | 866,826 | 294,278 | 198,656 | 1,904,669 | - | 1,904,669 |
| (2) Inter-group sales and transfers | 462,345 | 15,005 | 8,945 | 951 | 487,246 | $(487,246)$ | 0 |
| Total | 1,007,254 | 881,831 | 303,223 | 199,607 | 2,391,915 | $(487,246)$ | 1,904,669 |
| Operating expenses | 934,192 | 786,736 | 297,583 | 190,089 | 2,208,600 | $(490,253)$ | 1,718,347 |
| Operating income | 73,062 | 95,095 | 5,640 | 9,518 | 183,315 | 3,007 | 186,322 |

## (Reference)

Fiscal year 2004 (in millions of Yen)

| 4/1/04-3/31/05 | 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 | $(2,121,629)$ | 0 |
| 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 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

## 3. Overseas Net Sales

Overseas net sales and the those as a percentages of the consolidated net sales are summarized as follows:
(in millions of Yen)

| $4 / 1 / 05-6 / 30 / 05$ | North <br> America | Europe | Other <br> foreign <br> countries | Total |
| :--- | :---: | :---: | :---: | :---: |
| (1) Overseas net sales | 874,451 | 328,443 | 392,878 | $1,595,772$ |
| (2) Consolidated net sales |  |  |  | $2,144,860$ |
| (3) Overseas net sales as a percentage of consolidated net sales [\%] | 40.8 | 15.3 | 18.3 | 74.4 |

## (Reference)

(in millions of Yen)

| $4 / 1 / 04-3 / 31 / 05$ | North <br> America | Europe | Other <br> foreign <br> countries | Total |
| :--- | :---: | :---: | :---: | :---: |
| (1) Overseas net sales | $3,662,436$ | $1,269,204$ | $1,401,592$ | $6,333,232$ |
| (2) Consolidated net sales |  |  |  | $8,576,277$ |
| (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.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
(Units)

|  | FY2005 first quarter | FY2004 <br> first quarter | Change | (Reference) <br> FY2004 |
| :---: | :---: | :---: | :---: | :---: |
| Japan | 190,582 | 169,755 | 20,827 | 819,152 |
| North America | 324,777 | 319,249 | 5,528 | 1,394,099 |
| Europe | 135,726 | 133,036 | 2,690 | 554,901 |
| Others | 190,003 | 153,480 | 36,523 | 702,270 |
| Total | 841,088 | 775,520 | 65,568 | 3,470,422 |

[^0]
## Non-Consolidated Financial Statements

Non-Consolidated Statements of Income
(in millions of Yen)

|  | FY2005 <br> first quarter <br> (For the quarter ended <br> Jun 30, 2005) | FY2004 <br> first quarter <br> (For the quarter ended <br> Jun 30, 2004) | Change |  |
| :--- | ---: | ---: | ---: | ---: |
| Net sales | 930,197 | 800,110 | 130,087 | (Reference) <br> FY2004 |
| Operating income | $\mathbf{8 9 , 5 7 5}$ | $\mathbf{6 1 , 4 6 9}$ | $\mathbf{2 8 , 1 0 5}$ | $3,718,720$ |
| Non-operating income (expenses) | $(5,953)$ | $(8,125)$ | 2,172 | $\mathbf{2 3 1 , 7 6 4}$ |
| Ordinary income | $\mathbf{8 3 , 6 2 1}$ | $\mathbf{5 3 , 3 4 4}$ | $\mathbf{3 0 , 2 7 7}$ | $\mathbf{2 0 3 , 0 5 3 )}$ |
| Extra ordinary gains (losses) | $(18,887)$ | 4,184 | $(23,072)$ | $(51,666)$ |
| Income before income taxes | $\mathbf{6 4 , 7 3 3}$ | $\mathbf{5 7 , 5 2 8}$ | $\mathbf{7 , 2 0 5}$ | $\mathbf{1 5 2 , 0 4 4}$ |
| Income taxes | 22,223 | 9,141 | 13,081 | 49,628 |
| Net income | $\mathbf{4 2 , 5 1 0}$ | $\mathbf{4 8 , 3 8 7}$ | $\mathbf{( 5 , 8 7 6 )}$ | $\mathbf{1 0 2 , 4 1 5}$ |

Non-Consolidated Balance Sheets
(in millions of Yen)

|  | $\begin{aligned} & \text { as of } \\ & \quad \text { Jun } 30,2005 \\ & \hline \end{aligned}$ | $\begin{array}{\|l\|} \hline \text { as of } \\ \text { Jun } 30,2004 \\ \hline \end{array}$ | Change | (Reference) <br> as of <br> Mar 31, 2005 |
| :---: | :---: | :---: | :---: | :---: |
| [ASSETS] |  |  |  |  |
| Current assets | 1,547,733 | 1,639,651 | $(91,918)$ | 1,545,768 |
| Cash on hand and in banks | 60,803 | 96,001 | $(35,198)$ | 74,425 |
| Trade accounts receivable | 350,225 | 330,841 | 19,384 | 311,146 |
| Short-term loans receivable | 819,175 | 944,457 | $(125,281)$ | 895,762 |
| Other current assets | 317,529 | 268,351 | 49,178 | 264,433 |
| Fixed assets | 2,419,809 | 2,323,523 | 96,285 | 2,433,601 |
| Property, plant \& equipment | 728,428 | 676,385 | 52,043 | 748,773 |
| Intangible assets | 44,189 | 42,016 | 2,172 | 45,546 |
| Investments \& other assets | 1,647,191 | 1,605,121 | 42,070 | 1,639,281 |
| Deferred assets | 2,338 | 3,331 | (992) | 2,544 |
| Total assets | 3,969,881 | 3,966,506 | 3,375 | 3,981,914 |
| [LIABILITIES] |  |  |  |  |
| Current liabilities | 1,519,765 | 1,363,065 | 156,700 | 1,529,709 |
| Notes \& accounts payable | 451,049 | 397,766 | 53,282 | 482,425 |
| Short-term borrowings | 671,886 | 650,670 | 21,215 | 610,412 |
| Other current liabilities | 396,830 | 314,628 | 82,201 | 436,870 |
| Long-term liabilities | 793,141 | 895,568 | $(102,426)$ | 766,311 |
| Bonds | 590,800 | 492,800 | 98,000 | 362,800 |
| Long-term borrowings | 87,566 | 96,392 | $(8,826)$ | 87,566 |
| Accrued retirement benefits | 38,409 | 241,367 | $(202,957)$ | 231,974 |
| Other long-term liabilities | 76,366 | 65,009 | 11,357 | 83,970 |
| Total liabilities | 2,312,907 | 2,258,634 | 54,273 | 2,296,021 |
| [SHAREHOLDERS' EQUITY] |  |  |  |  |
| Common stock | 605,813 | 605,813 | 0 | 605,813 |
| Capital surplus | 804,470 | 804,470 | 0 | 804,470 |
| Retained earnings | 413,563 | 428,099 | $(14,535)$ | 425,177 |
| Unrealized holding gain on securities | 5,074 | 3,767 | 1,307 | 5,108 |
| Treasury stock | $(171,947)$ | $(134,278)$ | $(37,669)$ | $(154,676)$ |
| Total shareholders' equity | 1,656,973 | 1,707,872 | $(50,898)$ | 1,685,893 |
| Total liabilities \& shareholders' equity | 3,969,881 | 3,966,506 | 3,375 | 3,981,914 |

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


[^0]:    Note: $\quad$ Period of counting units
    Japan, North America ( except for Mexico ) April / 2005 - June / 2005
    North America ( Mexico only), Europe January / 2005 - March / 2005

