

# **FY 2005 Third Quarter Review**

February 2, 2006  
Nissan Motor Co., Ltd

## Agenda

**Third quarter news update**

Sales performance

Financial results

Appendix

*3 month results*

*Sales financing*

## Third quarter news update

- Oct** 1) Presented 8 vehicles at Tokyo Motor Show  
*GT-R proto, Pivo, Foria, Amenio, Note inspired by Adidas, Wingroad preview, Bluebird Sylphy preview, Moco preview*
- Nov** 1) Announced expansion of Yokohama production capacity  
*Engine : 430k units (FY05 plan) to 680k units (FY07 plan)*  
2) Released new Wingroad wagon  
*7,650 orders in one month (plan : 3,500 units)*
- Dec** 1) Announced domestic restructuring plan of consolidated dealer network  
*Aim at building stronger sales network and improving asset efficiency*  
2) Released new Bluebird Sylphy sedan  
3) Announced opening of 100 LCV pro-shops in Japan  
4) Ranked highest in JDP (APEAL) in China  
*Teana and Tiida ranked highest among PVs*

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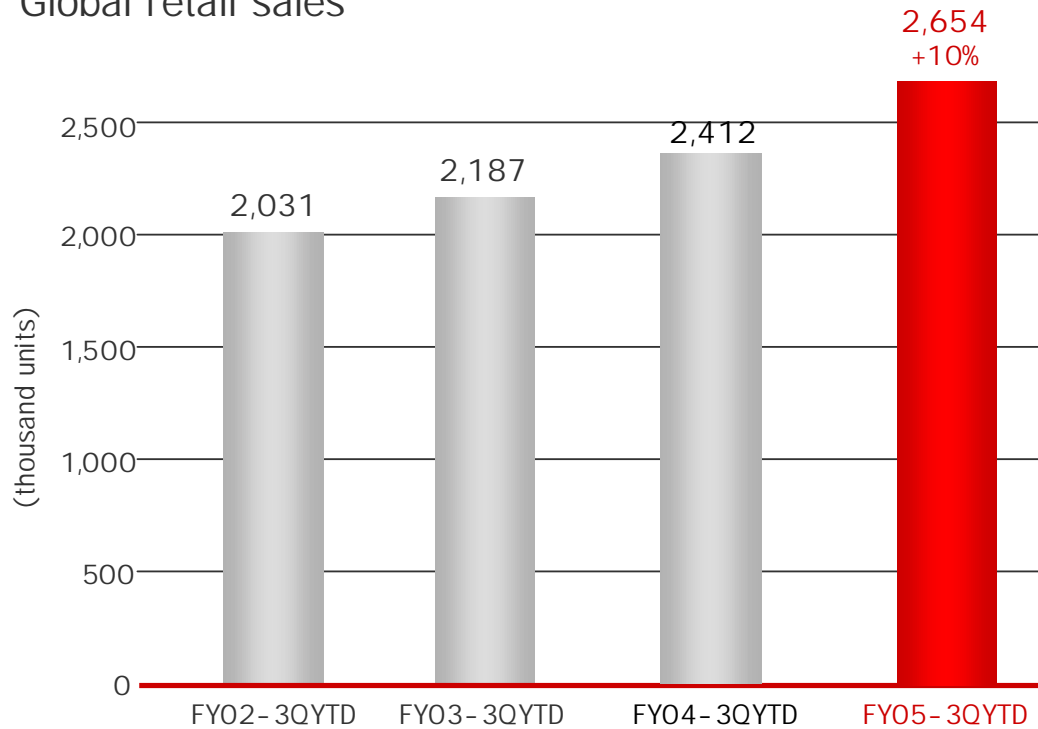
Appendix

*3 month results*

*Sales financing*

## Sales performance (9 months)

Global retail sales

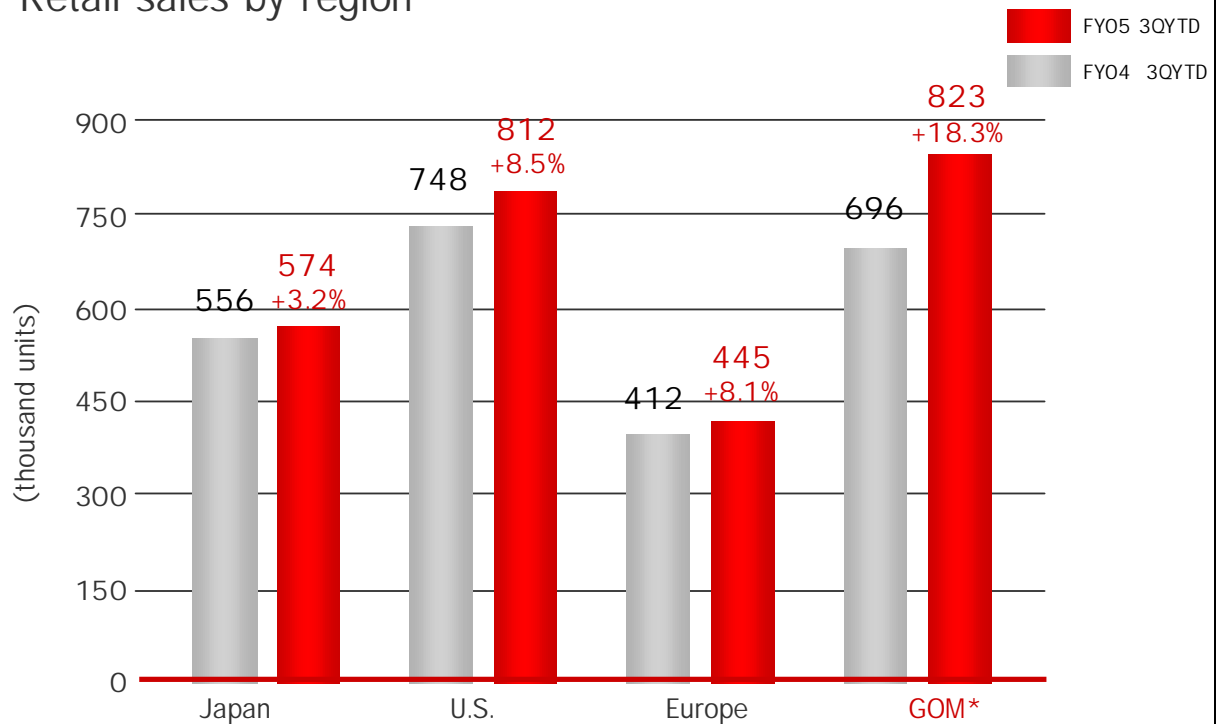


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## Sales performance (9 months)

Retail sales by region



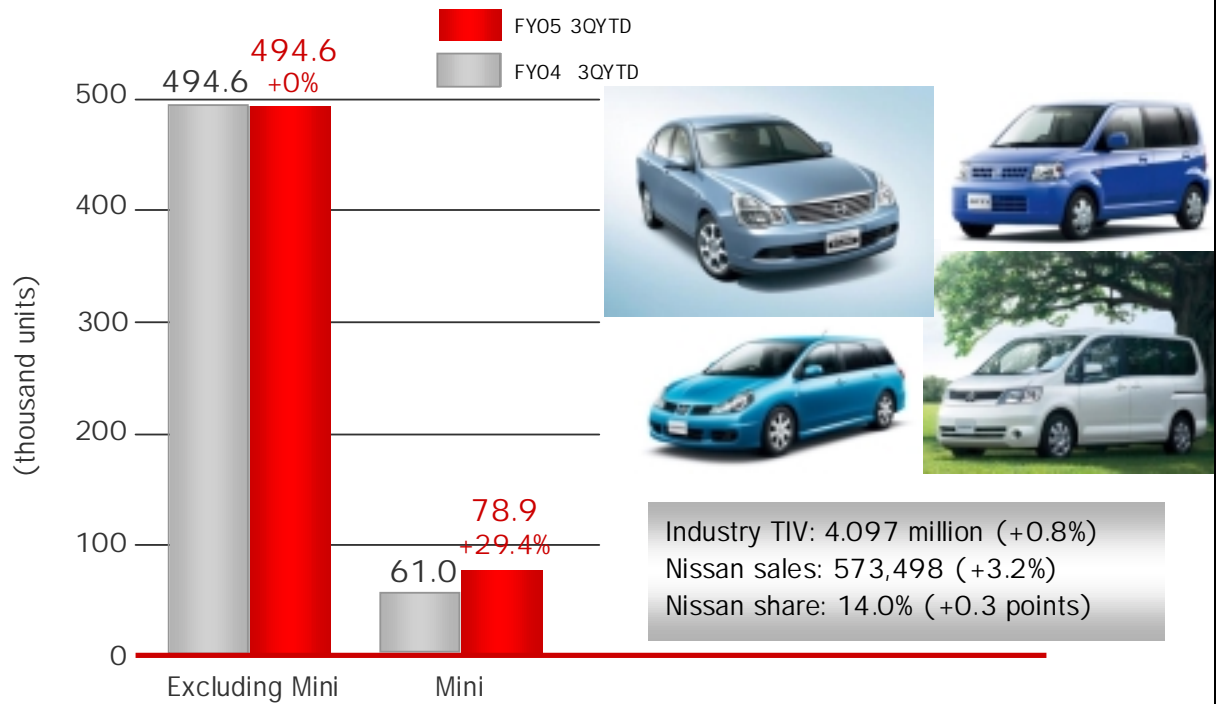
\*GOM: Including Mexico and Canada

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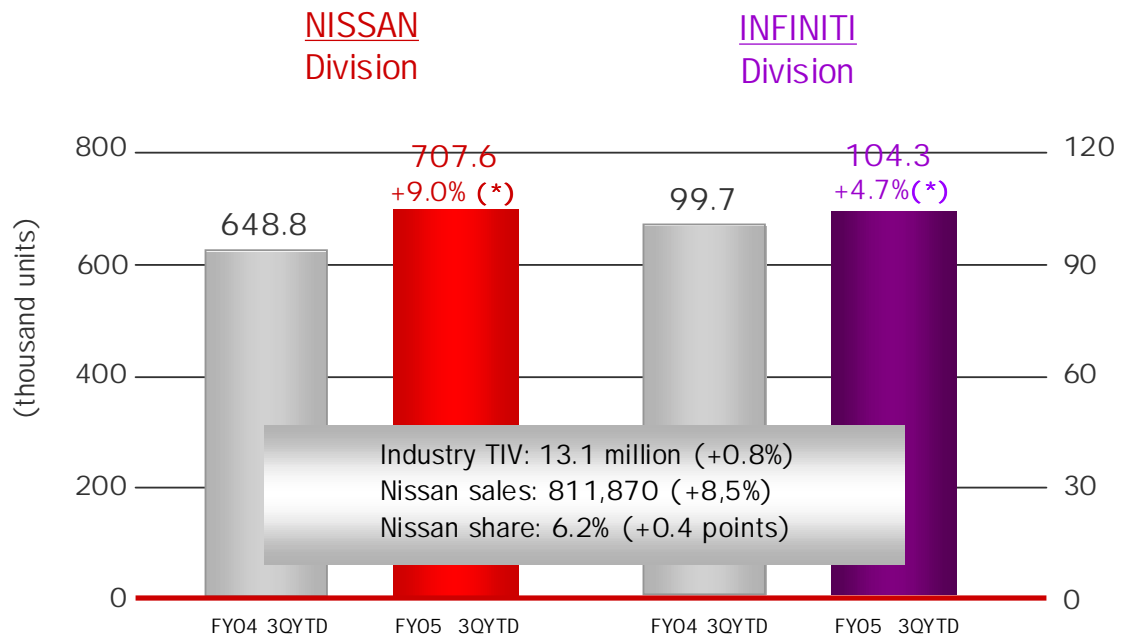
# Sales performance (9 months)

## Retail sales by region : Japan



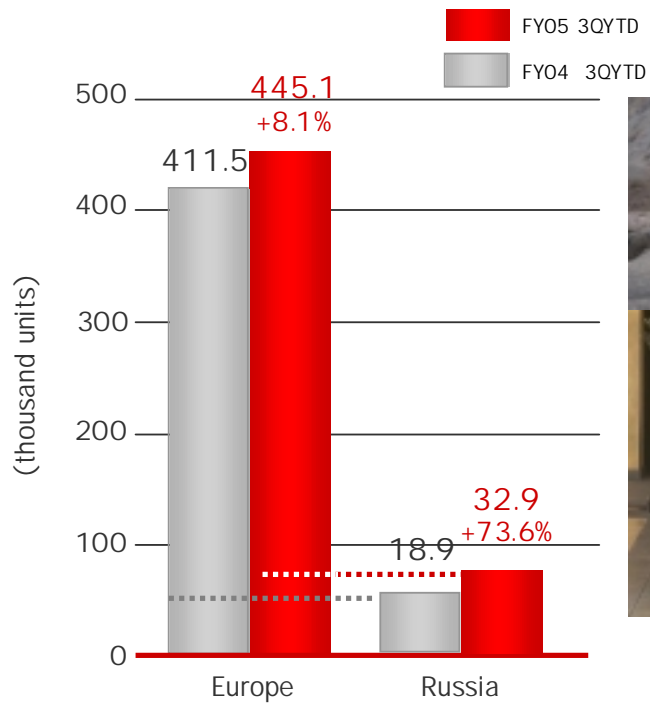
# Sales performance (9 months)

## U.S. retail sales by division



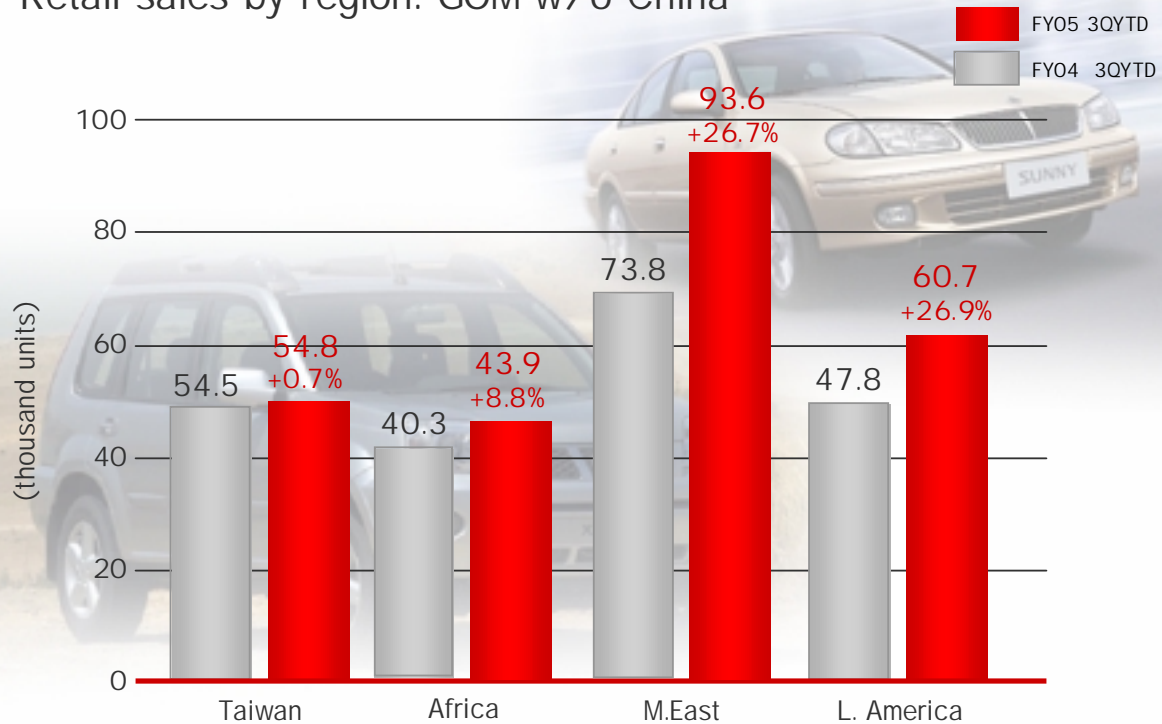
# Sales performance (9 months)

## Retail sales by region : Europe

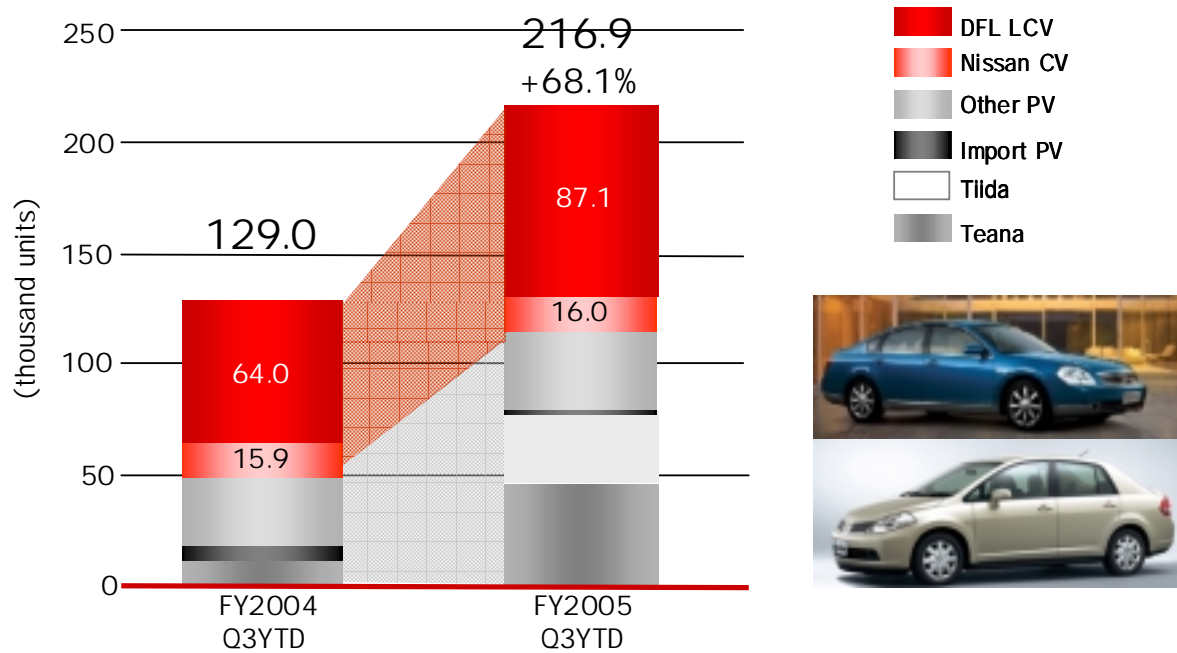


# Sales performance (9 months)

## Retail sales by region: GOM w/o China

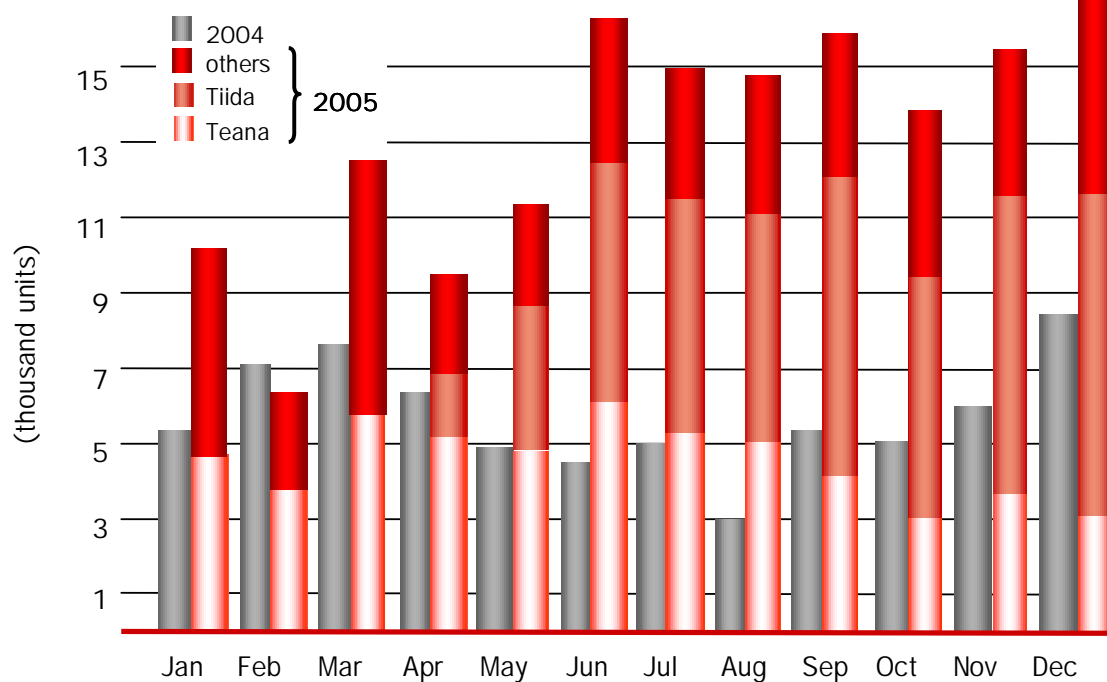


## Sales performance: China Segment breakdown



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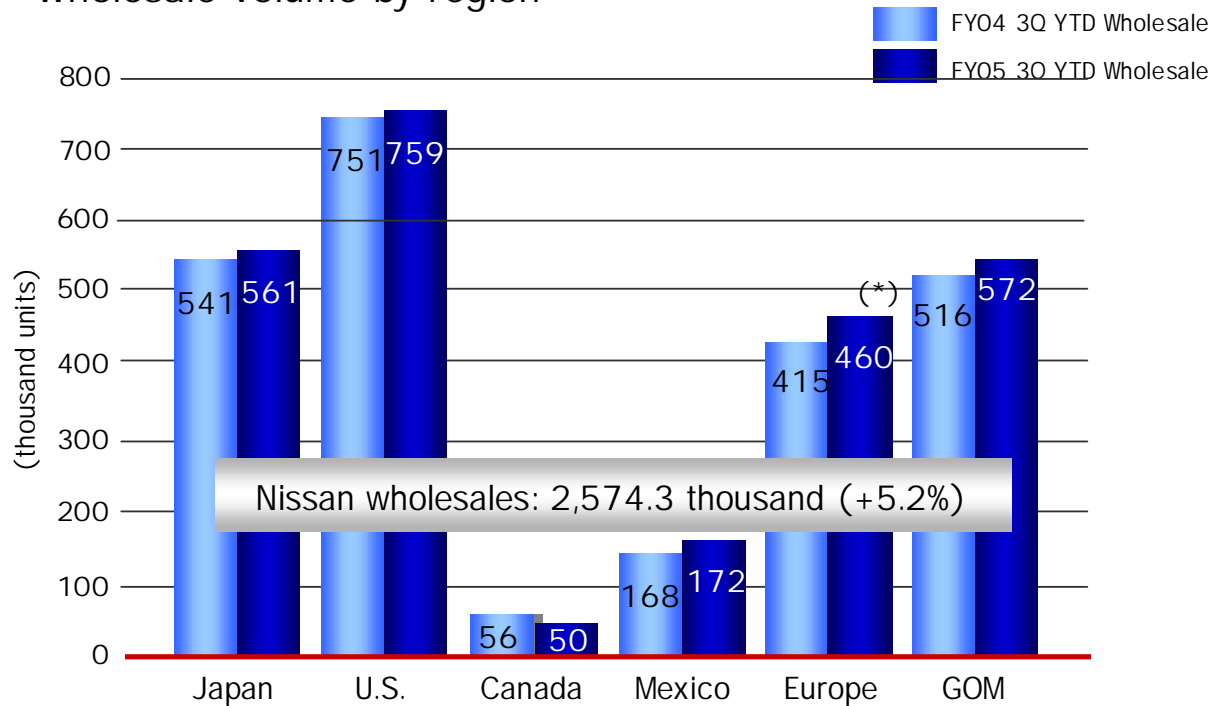
## Sales performance: China Passenger vehicles / monthly sales



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## Sales performance

### Wholesale volume by region



(\* ) Including sales to Renault (Traffic/Primaster)

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**Financial results**

Appendix

*3 month results*

*Sales financing*

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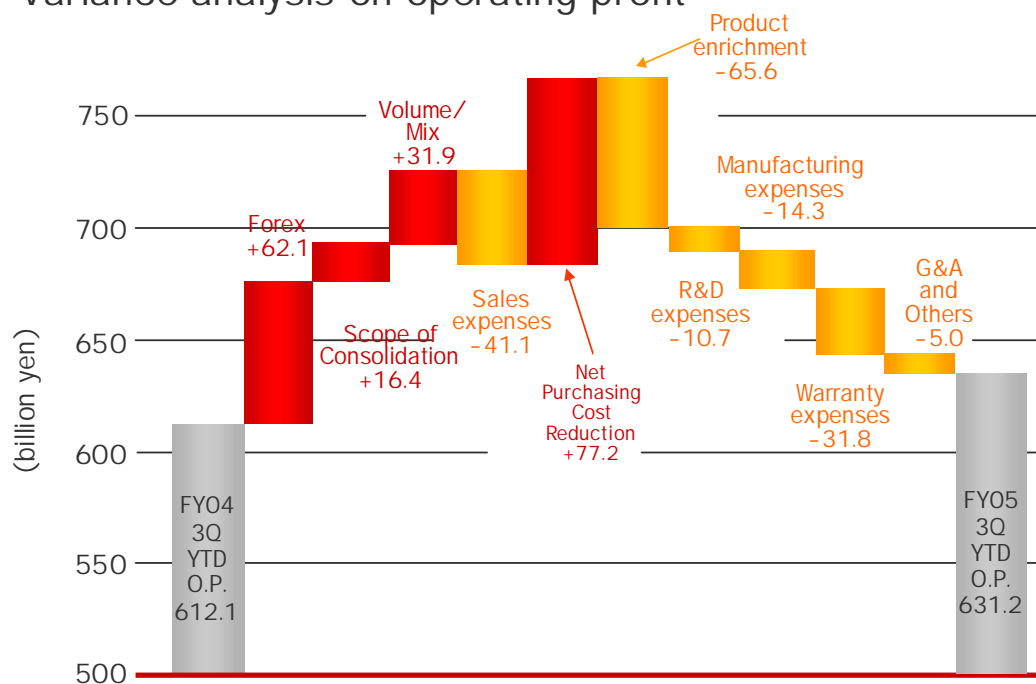
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## Financial results (9 months)

(billion yen)	FY04 3QYTD	FY05 3QYTD	Change
Consolidated net revenue	6,099.9	6,792.3	+11.4%
Consolidated operating profit	612.1	631.2	+3.1%
Consolidated operating margin	10.0%	9.3%	-0.7pts

FX rate	¥108.5/USD	¥112.1/USD
	¥133.5/EUR	¥136.1/EUR

## Financial results (9 months) Variance analysis on operating profit





## Financial results (9 months) Variance analysis on operating profit

(billion yen)

FX impact : 62.1

<i>USD : 37.1</i>	<i>EUR(*) : 4.3</i>	<i>Peso(*) : 8.9</i>
<i>ASR : 5.2</i>	<i>CAD : 6.2</i>	<i>Others : 0.4</i>

(\*) Net impact of calendar year in local and fiscal year in NML

Scope change : 16.4

<i>CK group: 14.8</i>	<i>Others : 1.6</i>
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Volume & Mix : 31.9

<i>Japan : -7.2</i>	<i>US : 11.9</i>	<i>Europe : 22.8</i>	<i>GOM : 4.4</i>
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Selling expenses : -41.1

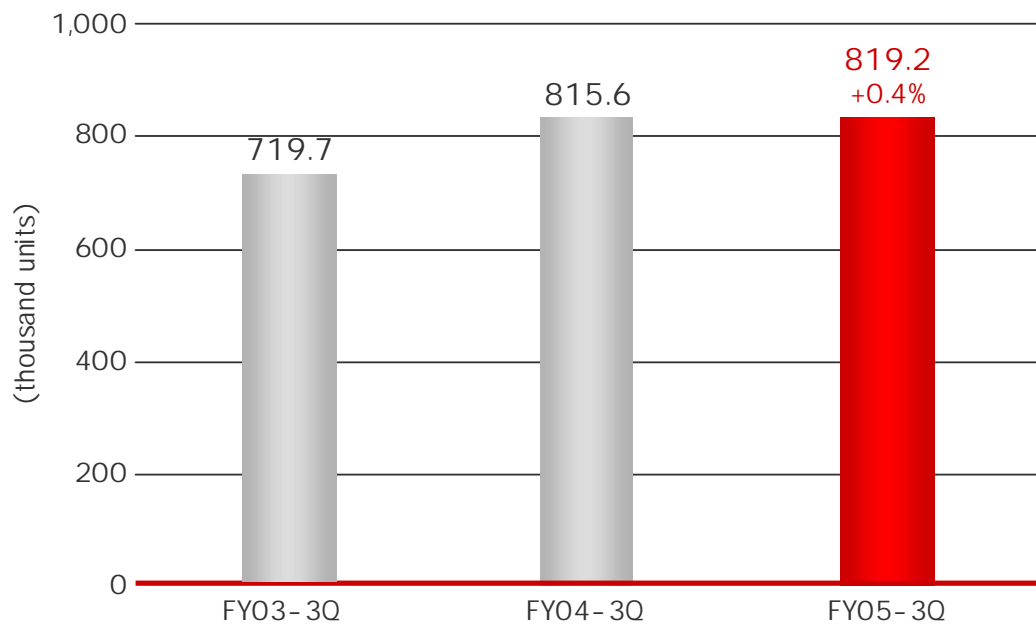
<i>Japan : 11.7</i>	<i>US&amp;CAN : -21.9</i>	<i>Europe : -15.9</i>	<i>GOM : -15.0</i>
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## Financial results (9 months)

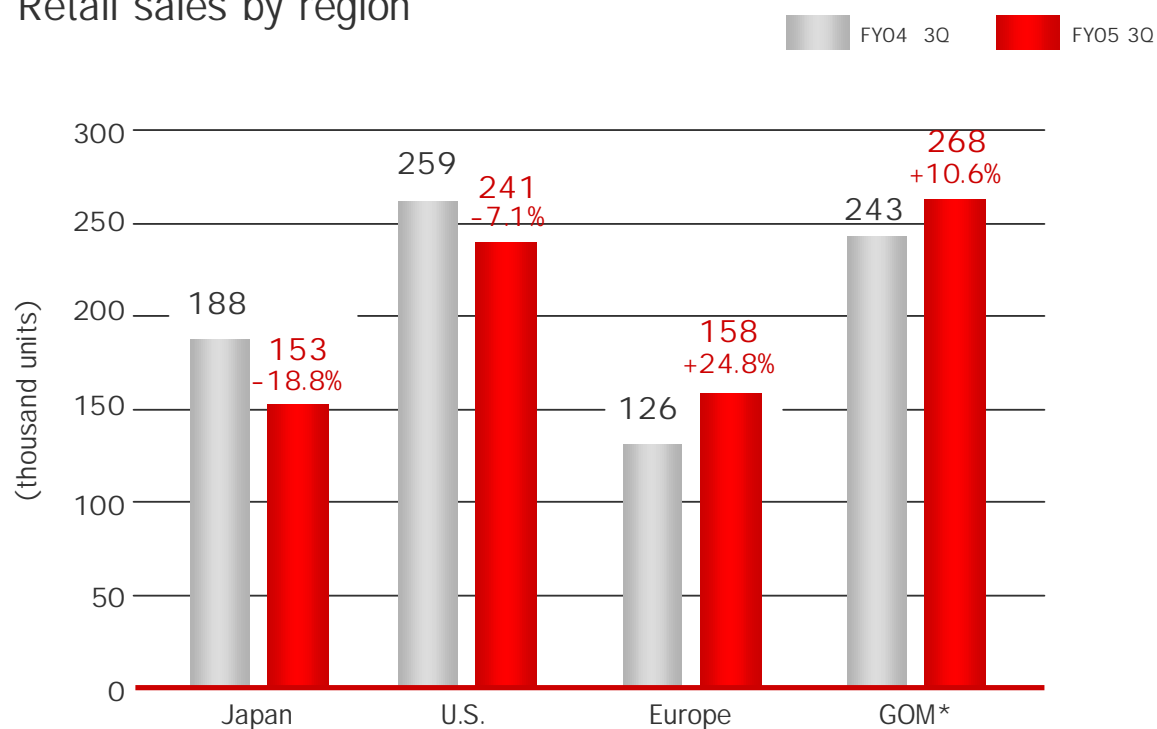
(billion yen)	FY04 3QYTD	FY05 3QYTD	Change
Consolidated operating profit	612.1	631.2	+3.1%
Net non-operating	-0.2	-25.7	
Ordinary profit	611.9	605.5	-1.1%
Net extraordinary	-34.1	-22.7	
Income before tax	577.8	582.8	+0.9%
Tax & Minority interest	-204.8	-217.1	
Net income	373.0	365.7	-2.0%
FX rate	¥108.5/USD ¥133.5/EUR	¥112.1/USD ¥136.1/EUR	

# Appendix

## FY2005 Third quarter (3 months) Global retail sales



## FY2005 Third quarter (3 months) Retail sales by region



\*GOM: Including Mexico and Canada

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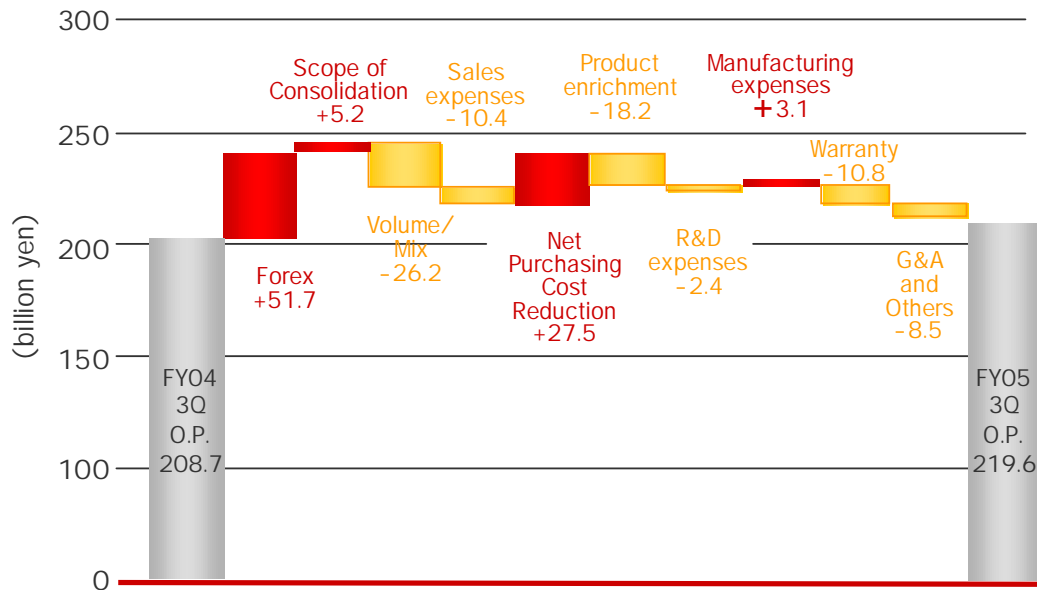
## FY2005 Third quarter (3 months)

(billion yen)	FY04- 3Q	FY05- 3Q	Change
Consolidated net revenue	2,091.9	2,301.3	+10.0%
Consolidated operating profit	208.7	219.6	+5.2%
Consolidated operating margin	10.0%	9.5%	-0.5pts
Ordinary profit	210.6	209.8	-0.3%
Net income	134.2	135.0	+0.6%
FX rate	¥105.9/USD ¥134.3/EUR	¥117.3/USD ¥135.7/EUR	

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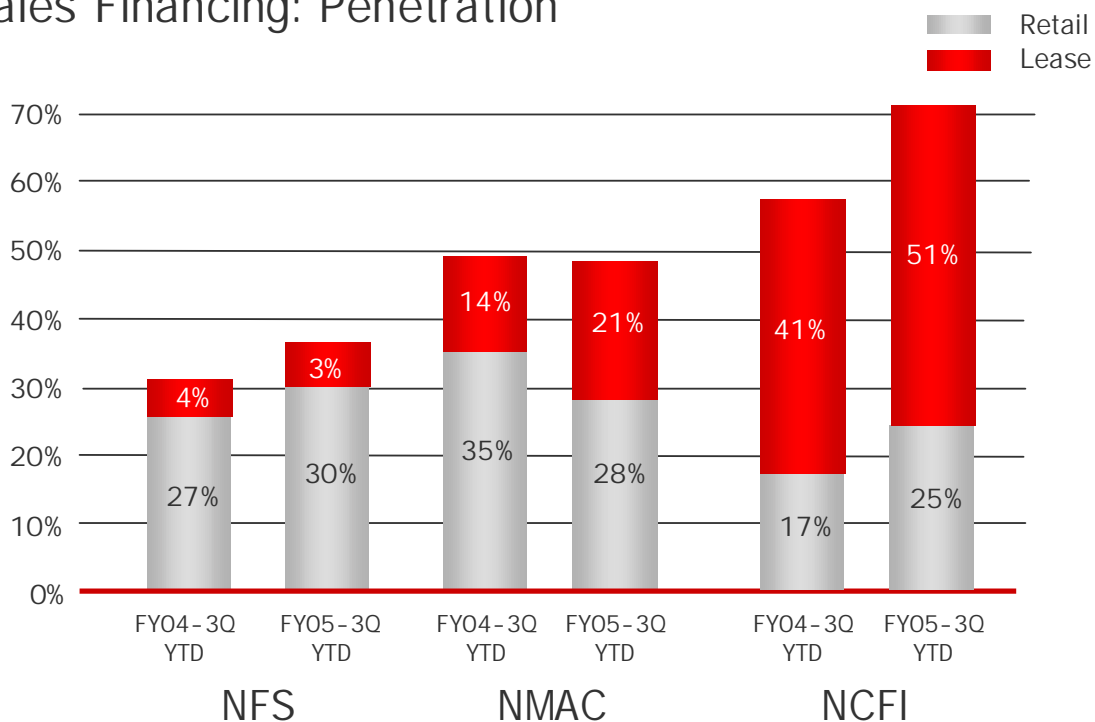
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## FY2005 Third quarter (3 months) Impact on operating profit



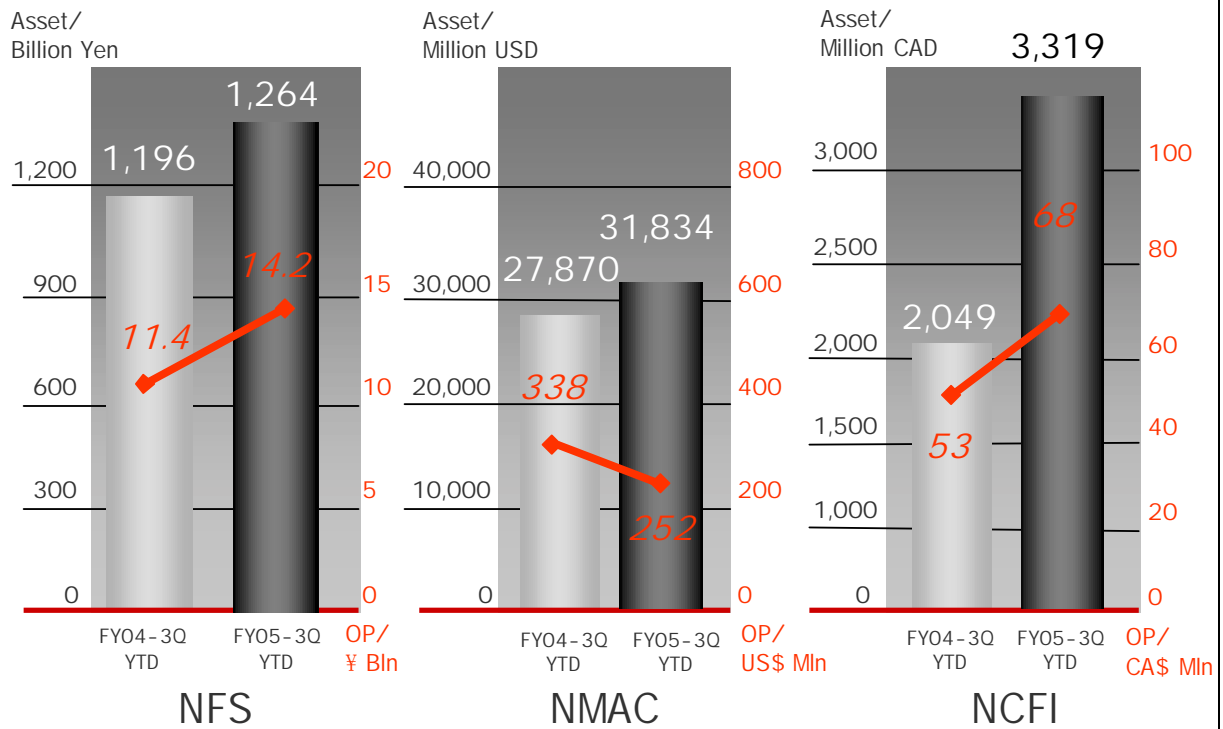
\* Results for FY2003 third quarter are un-audited and for reference purpose only.

## Sales Financing: Penetration



NFS: Nissan Financial Service, sales finance company in Japan  
 NMAC: Nissan Motor Acceptance Corporation, sales finance company in USA  
 NCFI: Nissan Canada Finance, sales finance division in Canada

## Sales Financing: Operating profit & Asset



NFS: Nissan Financial Service, sales finance company in Japan  
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## Sales Financing: Net Loss Ratio

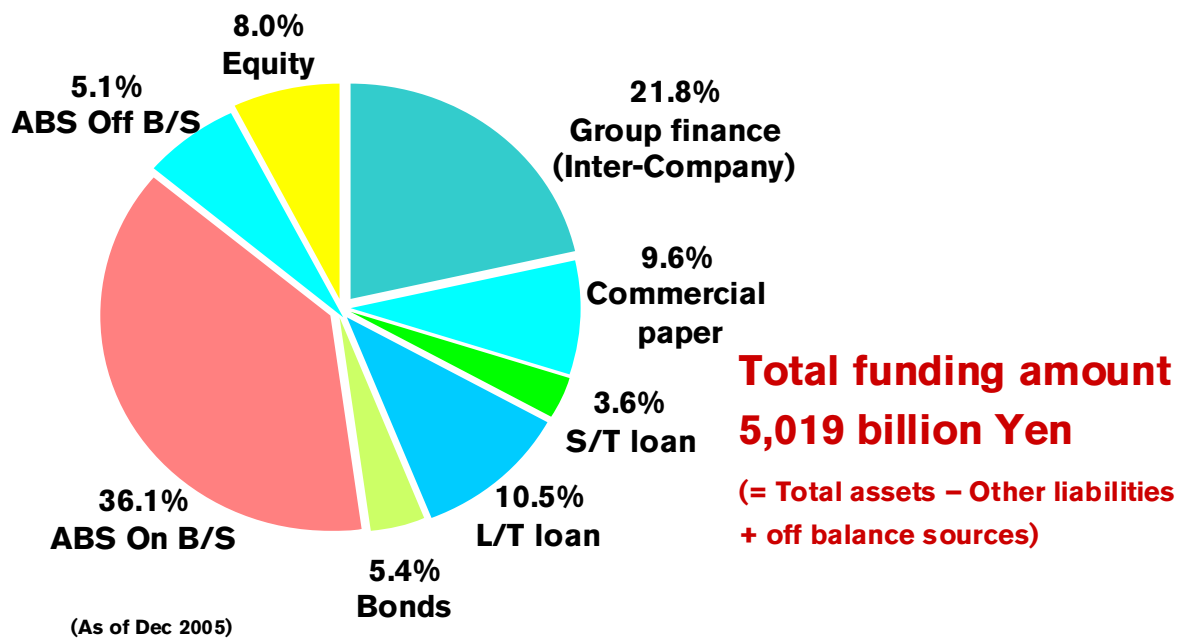
	FY04 - 3QYTD	FY05 - 3QYTD	Variance
NFS	Retail: 0.24% Lease: 0.06%	Retail: 0.22% Lease: 0.06%	Retail: -0.02% Lease: 0%
NMAC	Retail: 1.10% Lease: 0.37%	Retail: 1.00% Lease: 0.34%	Retail: -0.10% Lease: -0.03%
NCFI	Retail: 0.11% Lease: 0.07%	Retail: 0.14% Lease: 0.08%	Retail: +0.03% Lease: +0.01%

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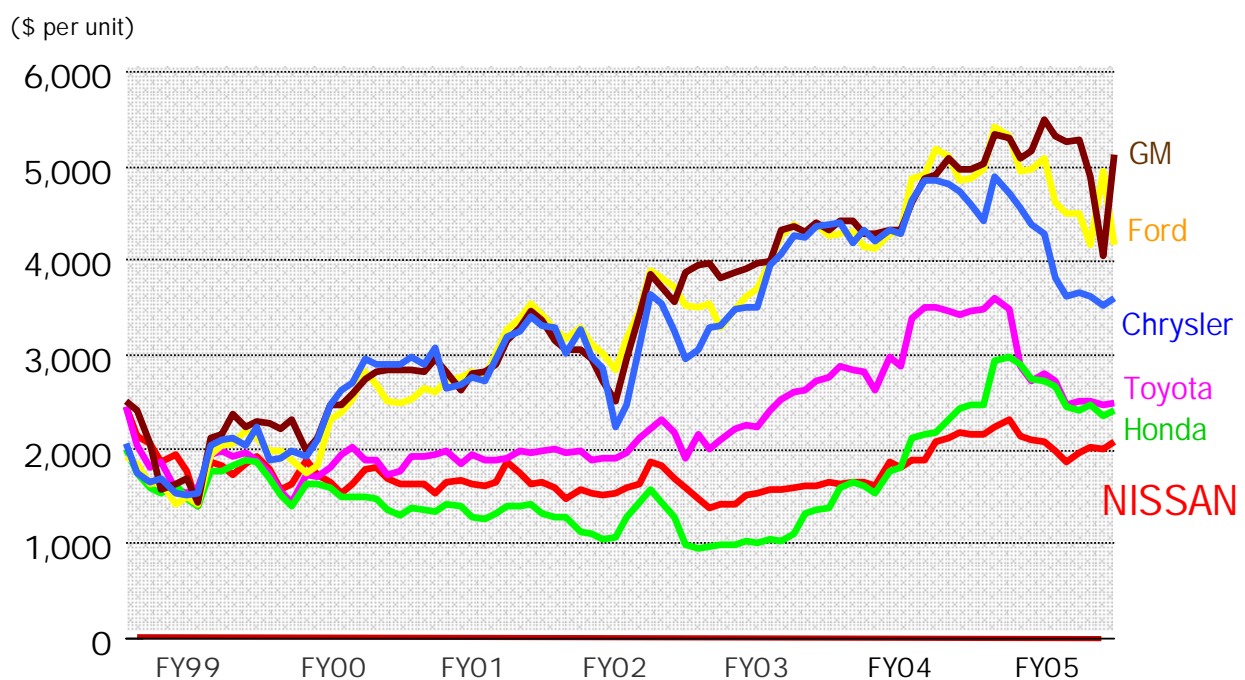
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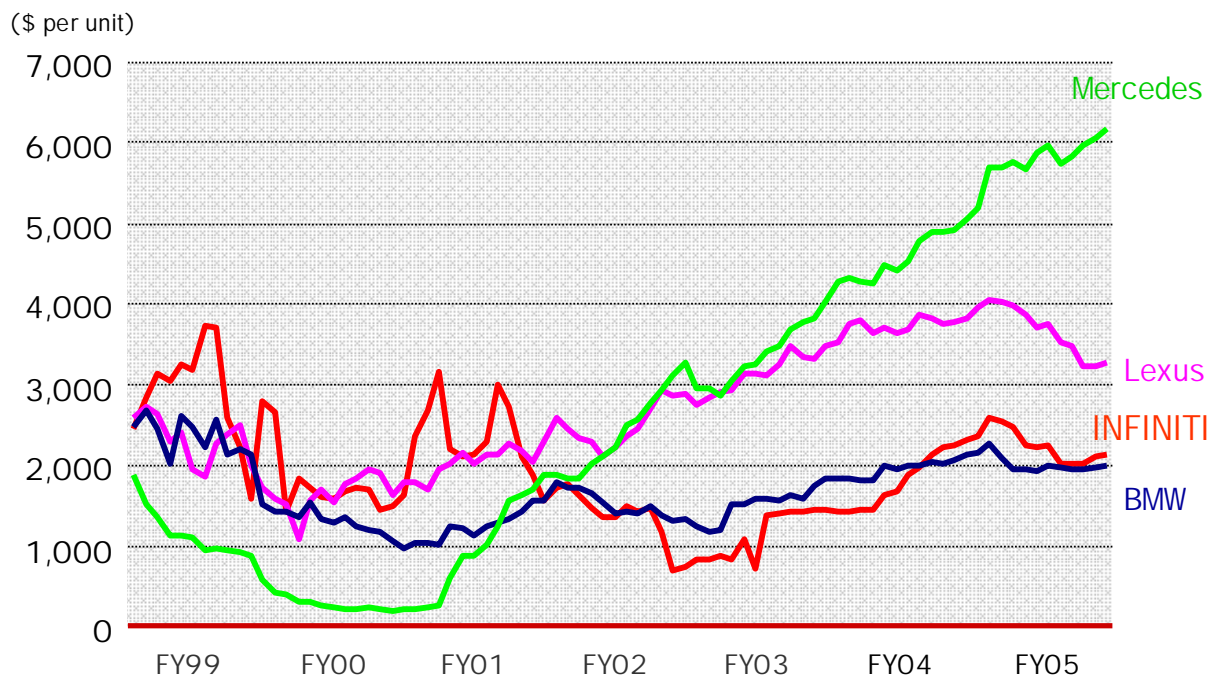
## Sales Financing: Funding sources



## Sales performance: Nissan Division Incentive per unit in U.S.



## Sales performance: Infiniti Division Incentive per unit in U.S.



Source: CNW Marketing Research

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## Coming events for IR

- ✓ Geneva Auto show                      February 28<sup>th</sup>-March 1<sup>st</sup>
- ✓ Tech event                                      March 14<sup>th</sup>
- ✓ China IR tour                                  March 24<sup>th</sup> Plant tour
- ✓ NY Auto Show                                April 10<sup>th</sup>-12<sup>th</sup>
- ✓ FY05 Financial results                      Late April

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