

# FY2006 First Half Financial Results



November 15, 2006  
NISSAN DIESEL MOTOR CO.,LTD.

# Agenda

.FY2006 First Half Financial Results (consolidated)

.Outlook in Fiscal year 2006 (consolidated)

# .FY2006 First Half Financial Results (consolidated)



## Profit and loss results (consolidated)

(Hundred million yen)

	<b>FY06</b> <b>1st half</b>	FY05 1st half	Change in (%)
Net sales	<b>2,438</b>	2,394	102%
Operating income	<b>148</b>	156	95%
Operating margin (%)	<b>6.1%</b>	6.5%	-
Non - operating income	<b>2</b>	0	-
Ordinary income	<b>146</b>	156	94%
Extraordinary income	<b>7</b>	9	-
Tax	<b>52</b>	5	-
Net income	<b>87</b>	170	51%

## Profit and loss results - Quarter (consolidated)

(Hundred million yen)

	FY06		FY05		Change	
	1 Q	2 Q	1 Q	2 Q	1 Q	2 Q
Net sales	1,056	1,382	1,034	1,360	22	22
Operating income	49	99	60	96	11	3
Operating margin (%)	4.6%	7.2%	5.8%	7.1%	1.2%	0.1%
Non - operating income	0	2	3	3	3	1
Ordinary income	49	97	63	93	14	4
Extraordinary income	2	5	1	10	1	15
Tax	29	23	4	9	25	32
Net income	19	68	59	111	40	43

## Domestic sales results

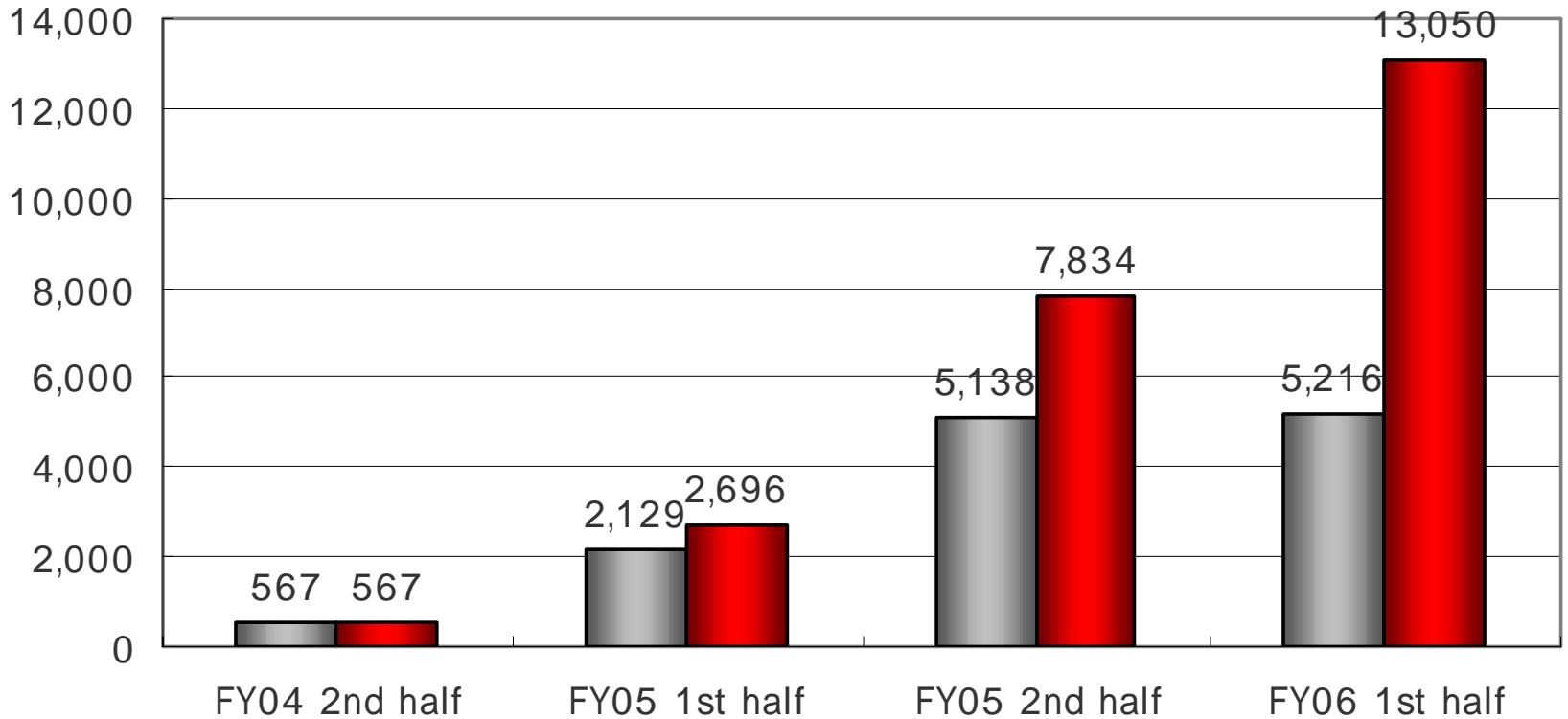
(units)

	<b>FY06 1st half</b>	FY05 1st half	Change in (%)
Domestic Total Registration	<b>56,428</b>	52,118	108%
ND's Domestic Registration (Payload Capacities of 4 or More Metric Tons) ( Share )	<b>9,789</b> <b>17.3%</b>	9,736 18.7%	101%
ND's Heavy-duty trucks Registration (Payload Capacities of 8 or More Metric Tons) ( Share )	<b>5,424</b> <b>21.2%</b>	5,784 24.0%	94%
ND's Heavy-duty trucks Registration (Payload Capacities of 5 ~ 7 Metric Tons) ( Share )	<b>739</b> <b>15.5%</b>	565 15.1%	131%
ND's Medium-duty trucks Registration (Payload Capacities of 4 Metric Tons) ( Share )	<b>3,626</b> <b>13.9%</b>	3,387 14.0%	107%

# “Q u o n” sales performance

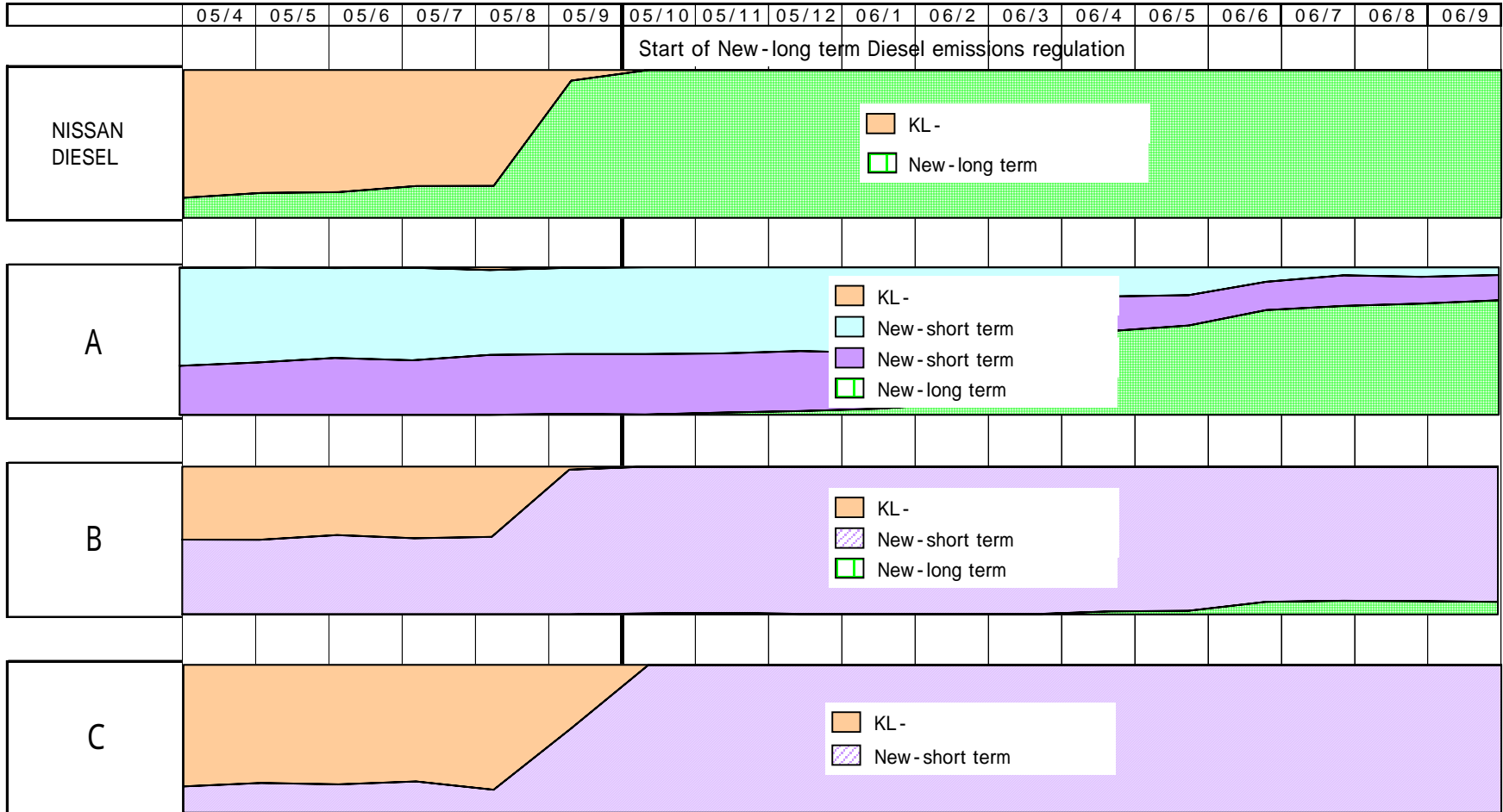
(units)

■ Sales volume ■ Total sales volume



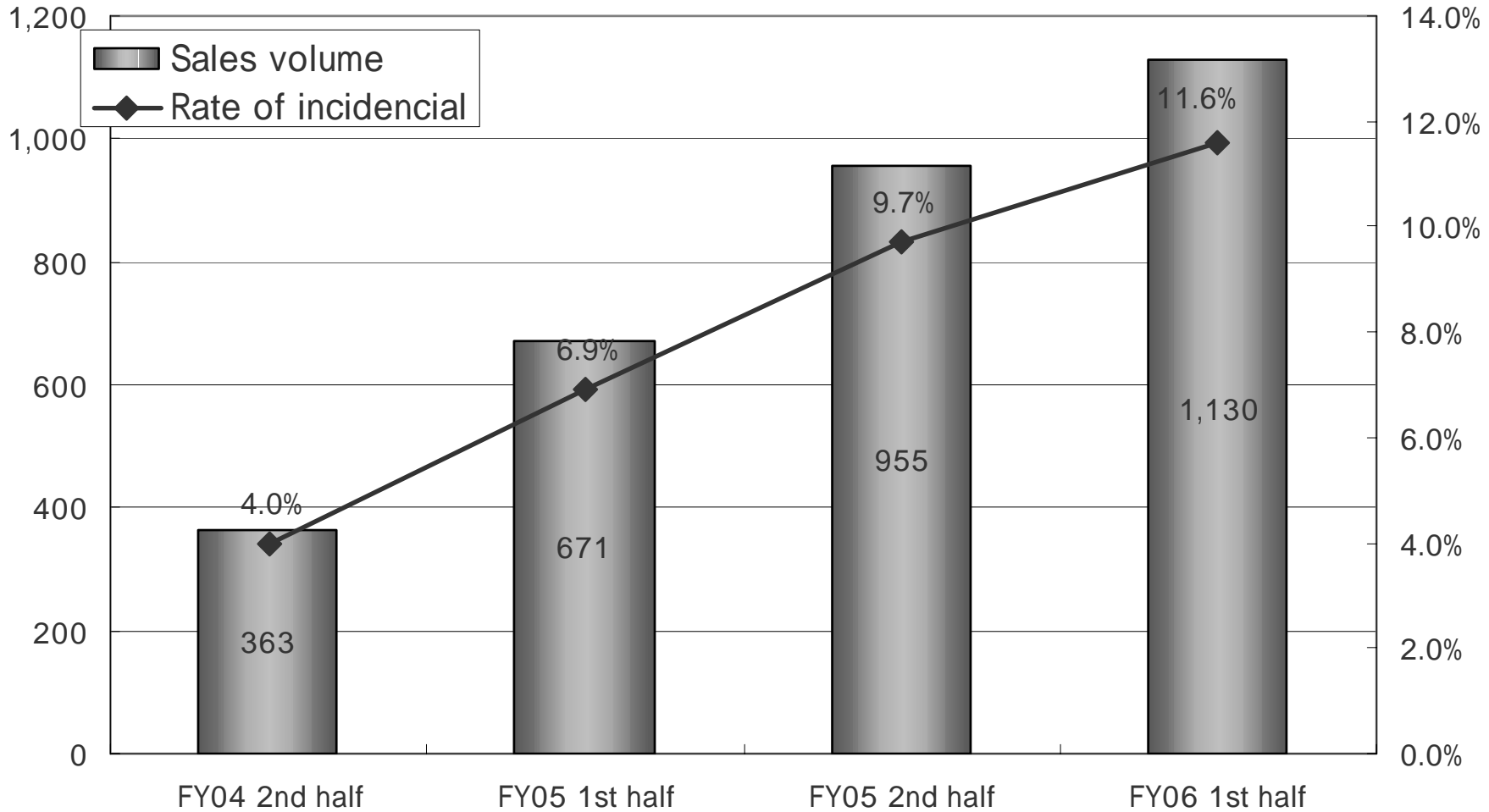
# Strategy to diesel emissions regulation by heavy-duty truck manufacturers

(Its own examination)



# UD - T R U S T sales performance

(units)



## Overseas sales results (major countries)

(units)

	<b>FY06 1st half</b>	FY05 1st half	Change in (%)
Total volume (Including light-duty trucks)	<b>10,847</b>	9,502	114%
China	<b>175</b>	476	37%
South Africa	<b>1,958</b>	1,649	119%
U.S.A	<b>1,474</b>	1,325	111%
Thailand	<b>457</b>	666	69%
Indonesia	<b>985</b>	1,261	78%
Malaysia	<b>1,078</b>	1,119	96%
Australia	<b>541</b>	445	122%
Major 7 countries total	<b>6,668</b>	6,941	96%

## Overseas sales results (regional)

(units)

	<b>FY06 1st half</b>	FY05 1st half	Change in (%)
Asia	<b>4,144</b>	4,799	86%
Africa	<b>2,922</b>	1,951	150%
North America	<b>1,474</b>	1,325	111%
Middle East	<b>1,231</b>	631	195%
Oceania	<b>710</b>	584	122%
Central and South America	<b>358</b>	198	181%
Europe	<b>8</b>	14	57%
Total volume	<b>10,847</b>	9,502	114%

# Net sales by segment (consolidated)

(Hundred million yen)

	<b>FY06 1st half</b>	FY05 1st half	Change in (%)
Total sales	<b>2,438</b>	2,394	102%
Domestic ( distribution ratio )	<b>1,554 63.7%</b>	1,539 64.3%	101% -
Nissan business ( distribution ratio )	<b>368 15.1%</b>	455 19.0%	81% -
Overseas ( distribution ratio )	<b>516 21.2%</b>	400 16.7%	129% -

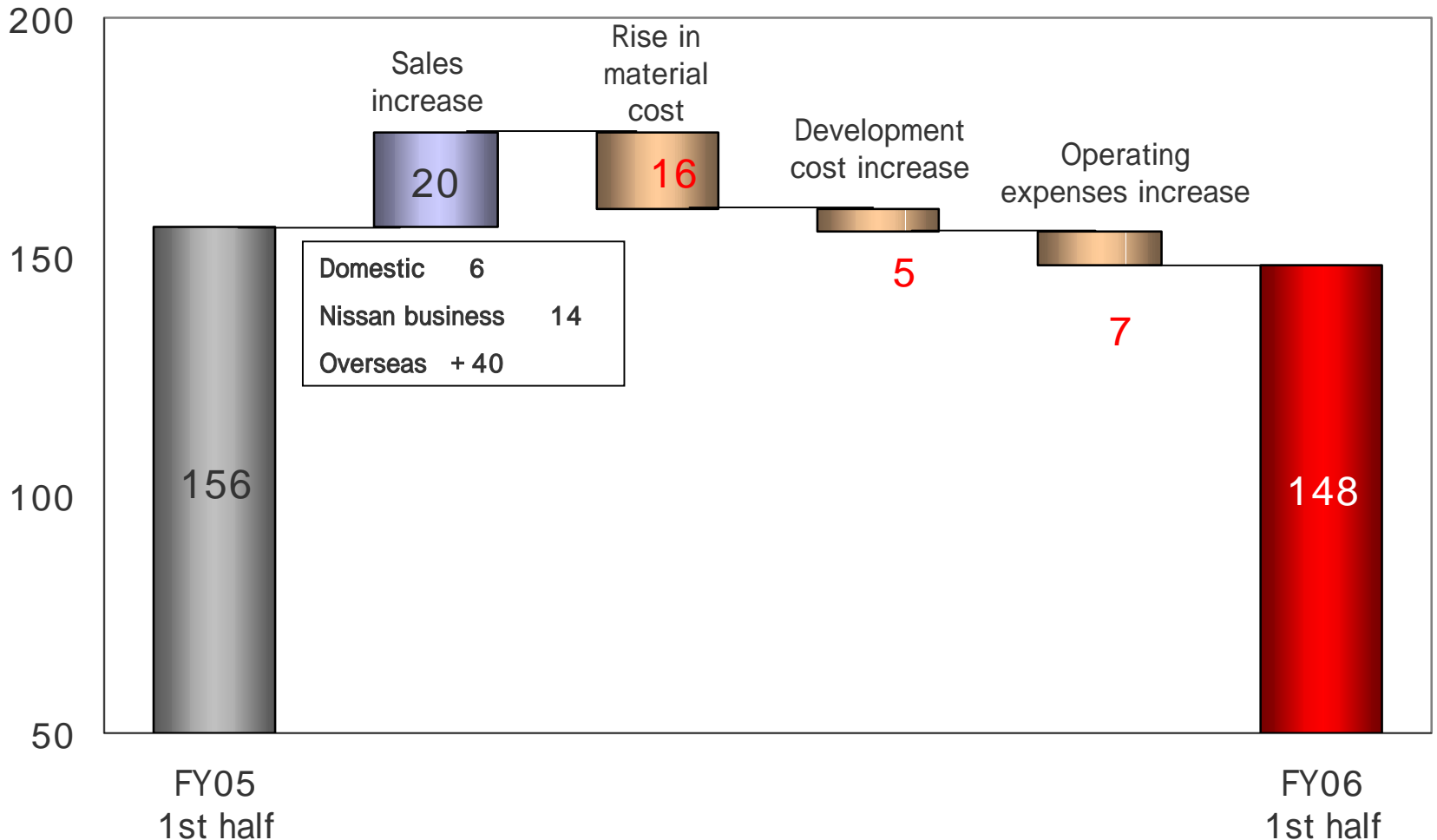
# Net sales and operating income by company

(Hundred million yen)

	FY06 1st half		FY05 1st half		Change in (%)	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Nissan Diesel	1,789	88	1,780	126	101%	70%
Domestic subsidiary	1,733	30	1,700	26	102%	115%
Overseas operation company	212	17	161	12	132%	142%
Consolidated adjustment	1,296	13	1,247	8	104%	-
<b>Total</b>	<b>2,438</b>	<b>148</b>	<b>2,394</b>	<b>156</b>	<b>102%</b>	<b>95%</b>

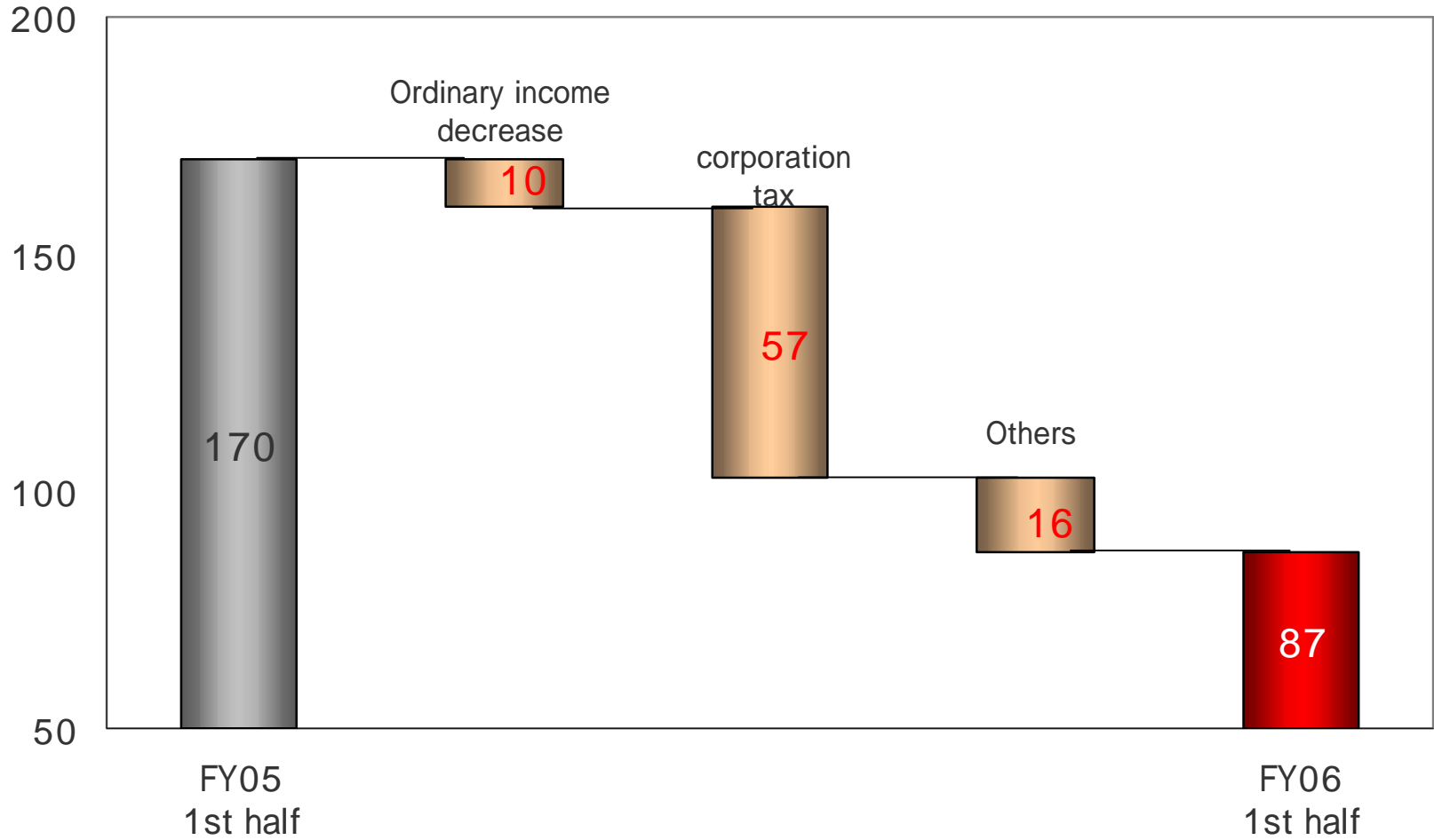
# Operating income variance analysis

(Hundred million yen)



# Net income variance analysis

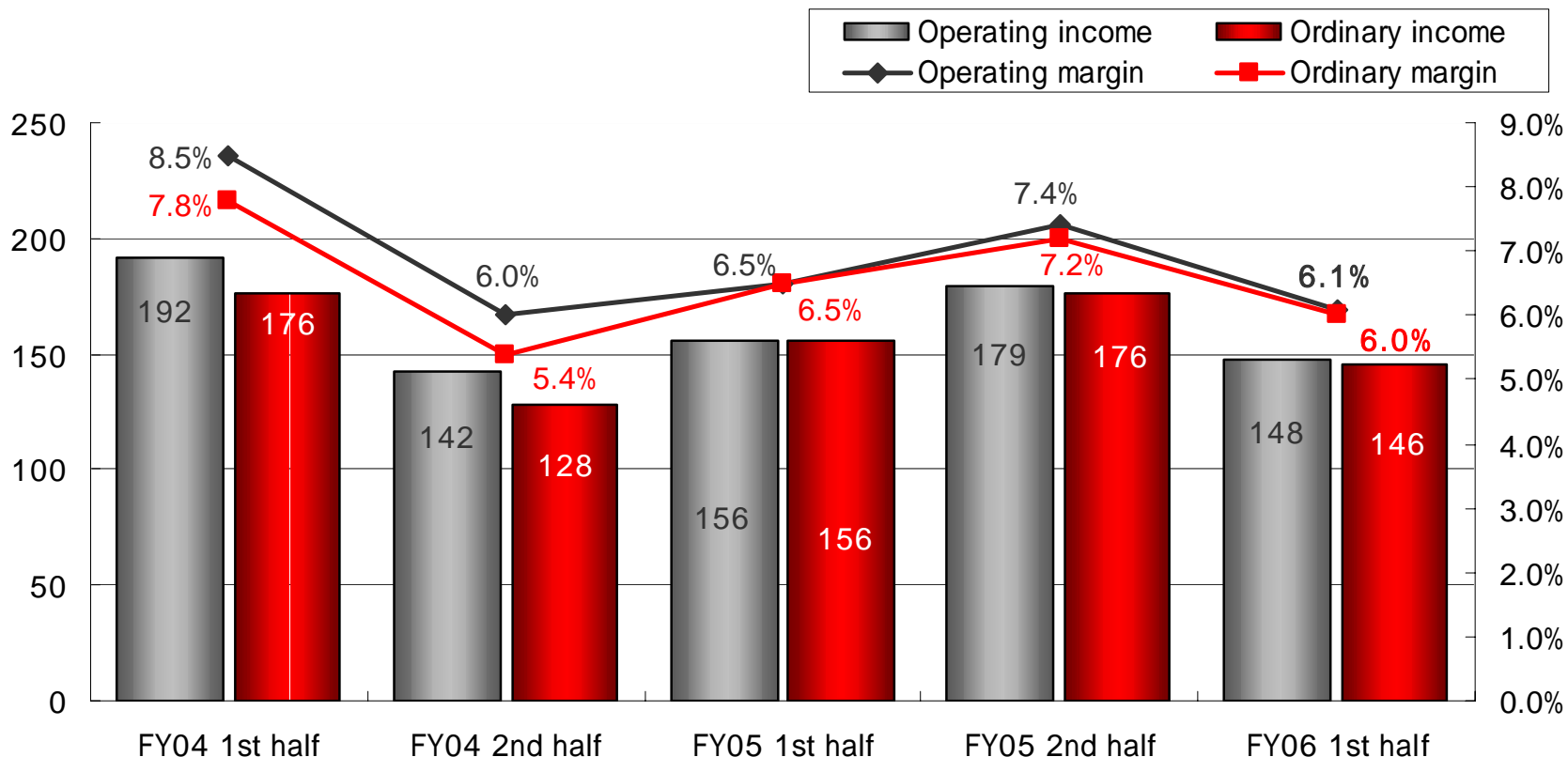
(Hundred million yen)



# Transition of performance (half year)

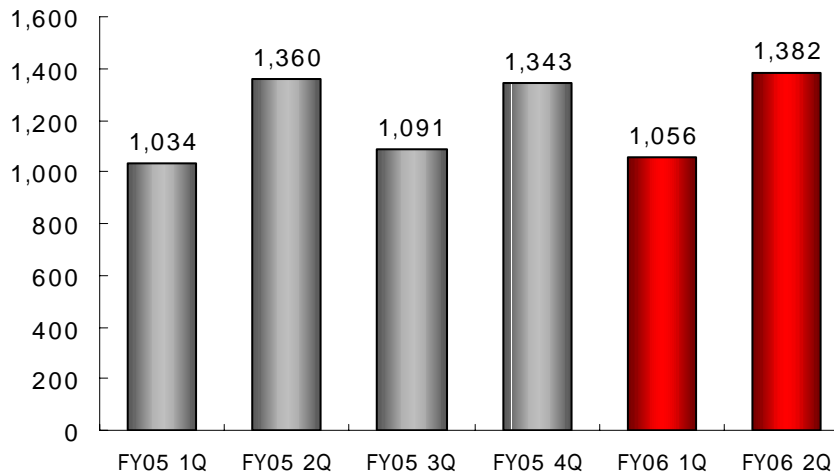
## Operating income and Ordinary income (consolidated)

(Hundred million yen)

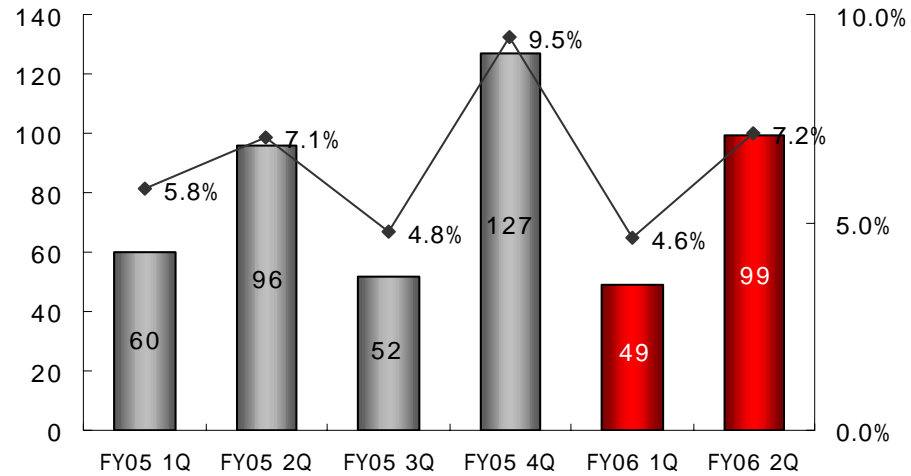


# Transition of performance(Quarter)

Net sales  
(Hundred million yen)

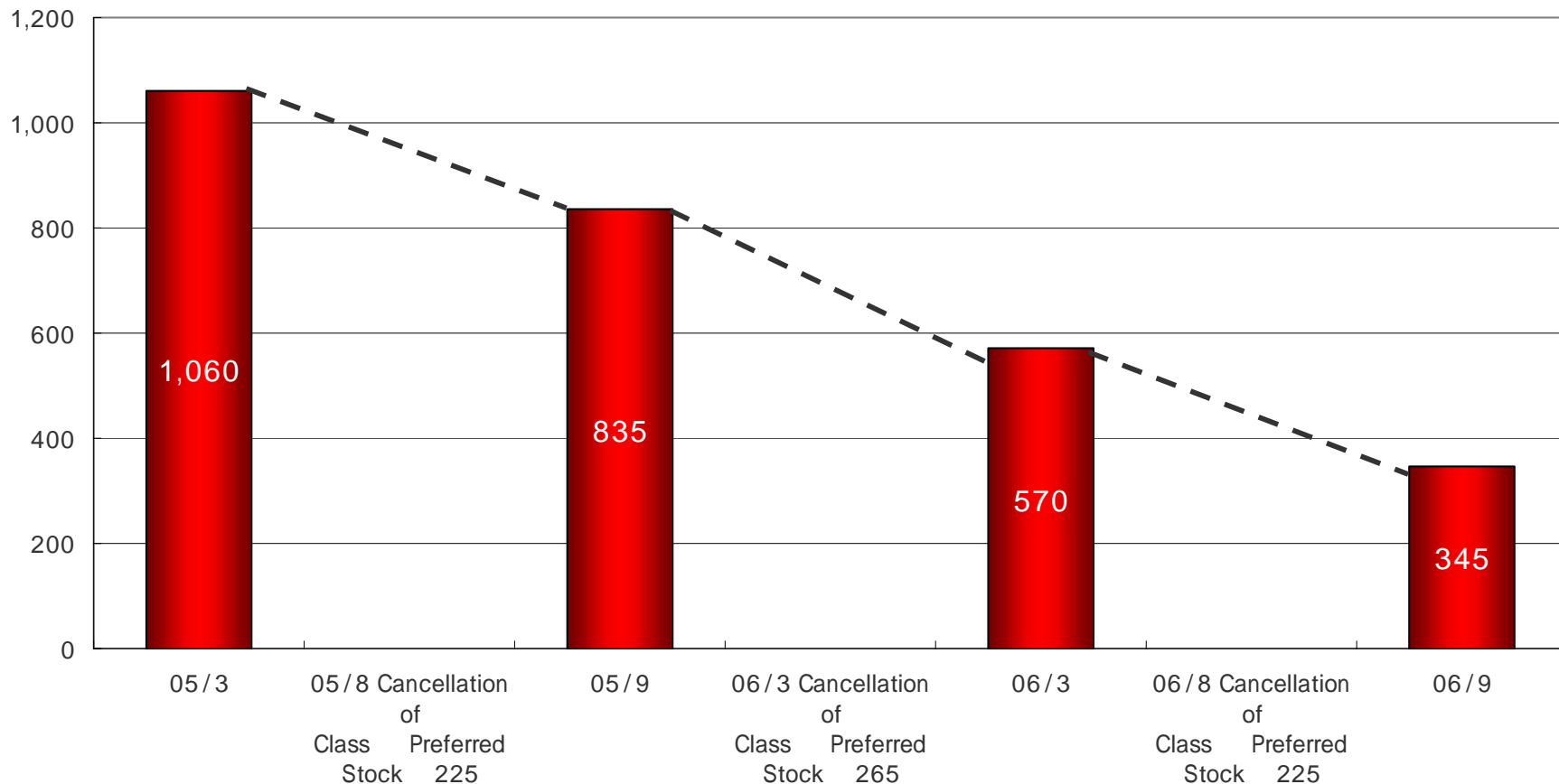


Operating income · Operating margin  
(Hundred million yen)



# Transition of preferred stock outstanding issue

(Hundred million yen)



# FY06 1<sup>st</sup> half main management index

		<b>FY06 1st half</b>	FY05 1st half	Change in (%)
<b>Net sales</b>	(hundred million yen)	<b>2,438</b>	2,394	102%
<b>Operating income</b>	(hundred million yen)	<b>148</b>	156	95%
<b>Operating margin</b>	(%)	<b>6.1%</b>	6.5%	-
<b>Ordinary income</b>	(hundred million yen)	<b>146</b>	156	94%
<b>Ordinary margin</b>	(%)	<b>6.0%</b>	6.5%	-
<b>Net income</b>	(hundred million yen)	<b>87</b>	170	51%
<b>ROE</b>	(%)	<b>8.9%</b>	18.2%	-
<b>Income per share</b>	(yen)	<b>28.46</b>	69.66	41%
<b>Interest-bearing debt</b>	(hundred million yen)	<b>1,370</b>	1,640	84%
<b>Cash</b>	(hundred million yen)	<b>251</b>	288	87%
<b>Net interest-bearing debt</b>	(hundred million yen)	<b>1,119</b>	1,352	83%
<b>Shareholder's equity</b>	(hundred million yen)	<b>974</b>	934	104%
<b>Equity ratio</b>	(%)	<b>24.3%</b>	21.9%	-
<b>Net interest-bearing debt / Shareholder's equity (DE ratio)</b>	(times)	<b>1.1</b>	1.4	-
<b>ROIC (operating income /invested capital)</b>	(%)	<b>10.6%</b>	10.3%	-

FY06 1st half Operating income × 2

# Sales performance by segment

(Hundred million yen)

	FY06 1st half		FY05 1st half		Change	
	Unit	Sales	Unit	Sales	Unit	Sales
Domestic	-	1,554	-	1,539	-	15
Vehicle	10,565	925	10,720	924	155	1
Others	-	629	-	615	-	14
Nissan business	-	368	-	455	-	87
Vehicle	13,905	185	18,926	239	5,021	54
Others	-	183	-	216	-	33
Overseas	-	516	-	400	-	116
Vehicle	10,847	434	9,502	334	1,345	100
Others	-	82	-	66	-	16
<b>Total sales</b>	-	<b>2,438</b>	-	<b>2,394</b>	-	<b>44</b>

# . Outlook in Fiscal year 2006 (consolidated)



## FY06 Financial forecast (consolidated)

(Hundred million yen)

	<b>FY06 Forecast</b>	FY05	Change in (%)
Net sales	<b>4,870</b>	4,828	101%
Operating income	<b>270</b>	335	81%
Operating margin (%)	<b>5.5%</b>	6.9%	-
Non - operating income	<b>10</b>	3	333%
Ordinary income	<b>260</b>	332	78%
Extraordinary income	<b>10</b>	9	-
Tax	<b>95</b>	50	190%
Net income	<b>155</b>	291	53%

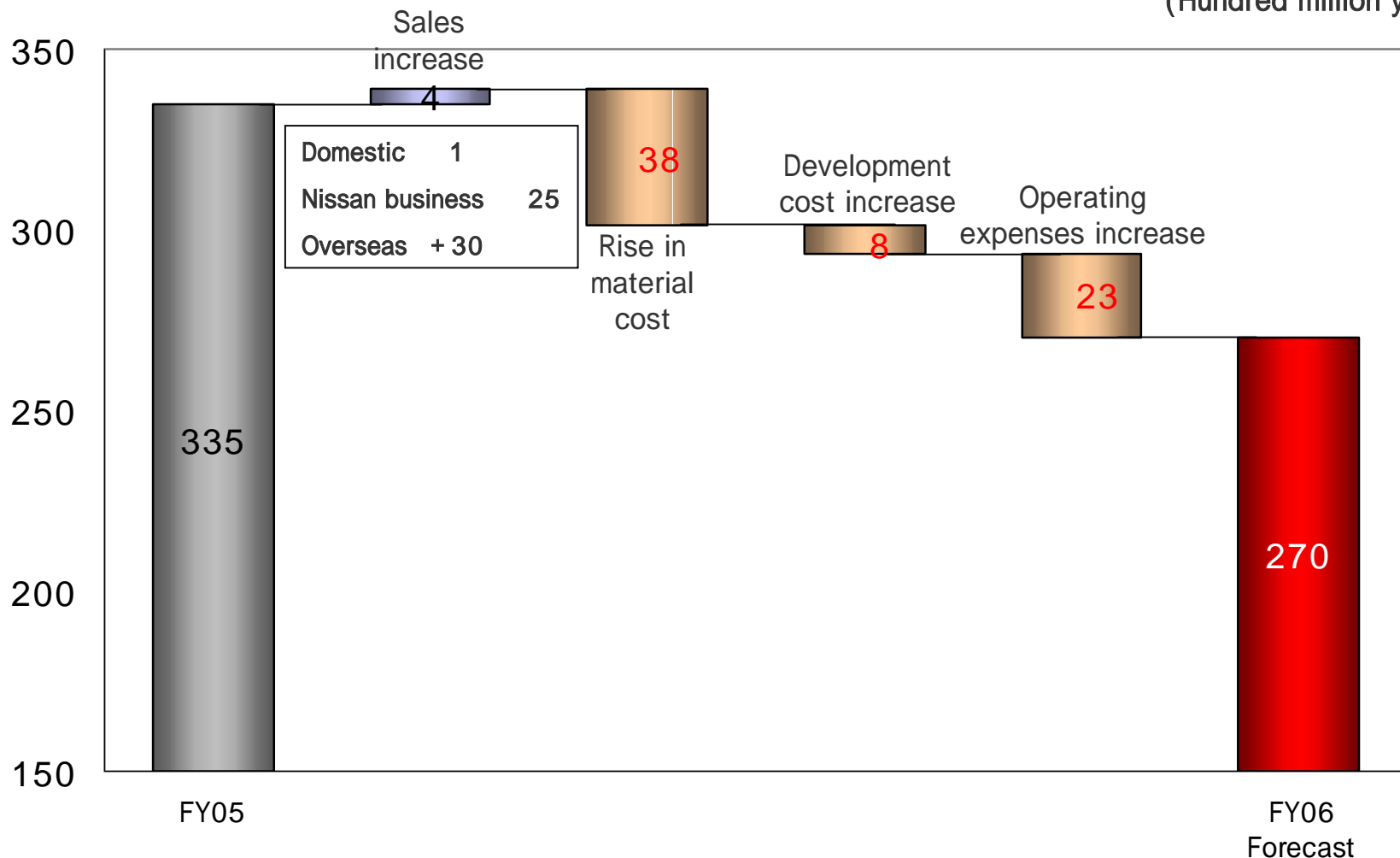
# Net sales and operating income forecast by company

(Hundred million yen)

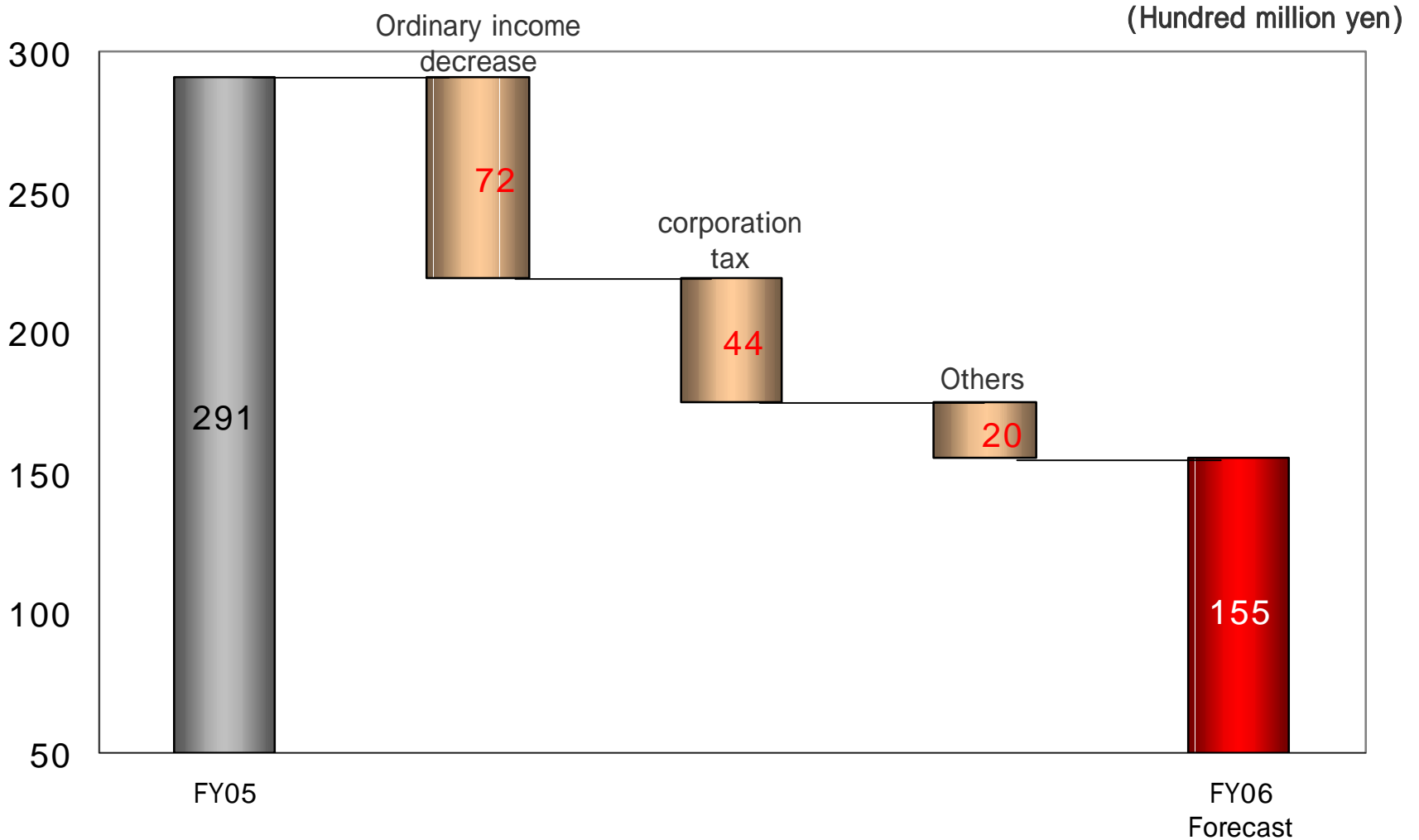
	FY06 Forecast		FY05		Change in (%)	
	Net sales	Operating income	Net sales	Operating income	Net sales	Operating income
Nissan Diesel	3,520	155	3,664	253	96%	61%
Domestic subsidiary	3,563	65	3,476	77	103%	84%
Overseas operation company	393	24	341	29	115%	83%
Consolidated adjustment	2,606	26	2,653	24	98%	-
Total	4,870	270	4,828	335	101%	81%

# FY06 forecast - Operating income variance analysis

(Hundred million yen)



# FY06 forecast - Net income variance analysis



## FY06 forecast - Main management index

		FY06 Forecast	FY05
Net sales	(hundred million yen)	4,870	4,828
Operating income	(hundred million yen)	270	335
Operating margin	(%)	5.5%	6.9%
Ordinary income	(hundred million yen)	260	332
Ordinary margin	(%)	5.3%	6.9%
Net income	(hundred million yen)	155	291
ROE	(%)	14.9%	23.9%
Income per share	(yen)	49.13	108.73
Interest-bearing debt	(hundred million yen)	1,280	1,300
Cash	(hundred million yen)	250	473
Net interest-bearing debt	(hundred million yen)	1,030	827
Shareholder's equity	(hundred million yen)	1,042	1,219
Equity ratio	(%)	1.0	0.7
Net interest-bearing debt/ Shareholder's equity (DE ratio)	(times)	25.6%	28.2%
ROIC (operating income/invested capital)	(%)	10.0%	10.9%

# NISSAN DIESEL MOTOR CO.,LTD



## Notes on this material clarification.

### Exemption matters

There is a possibility of influencing by the change in the economic environment in the uncertainty and the future that was judged one division and our company concerning the past and a present fact from present on the basis of the available information and the hypothesis as for the contents described in this material, and is included in the hypothesis and the judgment etc. , and is a possibility different from our bottom line in the future as a consequence.

### Notes concerning insider regulation

The one to fall under "Material fact" by the definition of Securities and Exchange Law Section 166 is included in information described in this material, and receiving the transmission of "Material fact" becomes so-called "The first information pernor" concerning the insider regulation.

"The first information pernor" cannot do our stock certificate etc. in buying and selling etc. if it is not "After the dissemination" under the provision of Securities and Exchange Law Section 166 and give care to me, please.

Our company has .."Material fact".. passage of 12 hours from dissemination Shite in the news organization etc. by providing about Cabinet Order of the Securities and Exchange Law Section 30 etc. and it becomes "Dissemination".