

Supplement Material:

Nov-7-2012
Corporate Communications
Isuzu Motors Limited

Financial Summary: FY2013 First-half Consolidated Results

- April 1 2012 through September 30 2012 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2012 H1 (April '11 to September '11)		FY2013 H1 (April '12 to September '12)		FY2012 (April '11 to March '12)		FY2013 Forecast (April '12 to March '13)	
Net Sales:	658.1	-9.2%	780.1	18.5%	1,400.1	-1.1%	1,630.0	16.4%
Japan	234.2	-8.2%	279.4	19.3%	558.4	12.0%	590.0	5.7%
Overseas	424.0	-9.8%	500.7	18.1%	841.7	-8.2%	1,040.0	23.6%
Operating Income	43.8	-6.2%	57.3	30.8%	97.4	10.4%	126.0	29.4%
% to sales	6.7%		7.4%		7.0%		7.7%	
Ordinary Income	45.1	-5.3%	60.4	33.8%	102.9	12.7%	133.0	29.3%
% to sales	6.9%		7.7%		7.3%		8.2%	
Net Profit	33.7	15.5%	42.1	24.8%	91.3	76.9%	91.0	-0.3%
% to sales	5.1%		5.4%		6.5%		5.6%	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i>				<i>Profit increase due to:</i>	
			Material cost reduction	3.4			Material cost reduction	8.0
			Sales / Model mix	22.3			Sales / Model mix	32.5
			Steel, oil price etc. fluctuations	1.2			Steel, oil price etc. fluctuations	2.5
			<i>Profit decrease due to:</i>				<i>Profit decrease due to:</i>	
			Fixed cost fluctuation	-11.4			Fixed cost fluctuation	-11.4
			FX	-1.7			FX	-1.5
			Effect of previous FY (Earthquake disaster / Fixed cost)	-0.3			Effect of previous FY (Earthquake disaster / Fixed cost)	-1.5
Exchange rate	JPY 81/US \$		JPY 80/US \$		JPY 79/US \$		JPY 80/US \$	
Facility Investment	13.3	-11.9%	26.9	102.3%	33.3	13.3%	67.0	101.2%
Depreciation	18.0	-1.6%	16.9	-6.1%	36.0	-1.1%	35.0	-2.8%
R&D	28.5	0.0%	29.8	4.6%	58.8	0.3%	63.0	7.1%
Performance Evaluation, etc.			•Increases both in sales and net income				•Record-high Operating income and Ordinary income	
Sales vol. : Japan	21	-14.5%	30	40.2%	54	15.6%	61	13.6%
Sales vol. : Overseas	161	-9.8%	218	35.2%	327	-9.4%	471	44.3%
Sales vol. : CV Overseas	94	-11.5%	106	12.5%	211	2.4%	221	5.1%
Sales vol. : LCV Overseas	163	-9.0%	198	21.1%	299	-13.8%	407	36.3%
Overseas Shipment Volume (Incl ; KD-Set)	257	-9.9%	303	18.0%	509	-7.7%	628	23.4%

<The geographical(location of company) P/L information>

FY2012-H1 (April '12 to September '12)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	572.3	270.9	80.5	923.7	-143.6	780.1
Operating income	40.2	15.2	3.9	59.3	-2.0	57.3

FY2011-H1 (April '11 to September '11)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	492.2	210.9	73.7	776.8	-118.7	658.1
Operating income	32.9	14.7	3.8	51.4	-7.6	43.8