

Supplement Material:

Nov-7-2016
Corporate Communications
Isuzu Motors Limited

Financial Summary: FY2017 First-half Consolidated Results
- April 1 2016 through September 30 2016 -

Unit: JPY in billion
Fraction less than half omitted
Volume in thousand units

	FY2016 H1 (April '15 to September '15)		FY2017 H1 (April '16 to September '16)		FY2016 (April '15 to March '16)		FY2017 Forecast (April '16 to March '17)	
Net Sales:	971.0	10.1%	908.1	-6.5%	1,927.0	2.5%	1,860.0	-3.5%
Japan	334.1	1.2%	377.6	13.0%	693.1	1.7%	750.0	8.2%
Overseas	636.8	15.4%	530.4	-16.7%	1,233.8	3.0%	1,110.0	-10.0%
Operating Income	86.2	11.9%	68.4	-20.7%	171.6	0.3%	150.0	-12.6%
% to sales	8.9%		7.5%		8.9%		8.1%	
Ordinary Income	98.6	16.5%	72.3	-26.7%	186.7	-0.4%	153.0	-18.0%
% to sales	10.2%		8.0%		9.7%		8.2%	
*Net Income	53.1	7.0%	38.8	-27.0%	114.7	-2.0%	90.0	-21.5%
% to sales	5.5%		4.3%		6.0%		4.8%	
Operating Income : Increase or Decrease			<i>Profit increase due to:</i> Material Cost Reduction 9.0 Steel, Oil Price etc. 6.0 Fluctuations <i>Profit decrease due to:</i> FX -16.2 Sales / Model mix -11.3 Expenses for growth strategy -4.3 Fixed Cost Fluctuations -1.0				<i>Profit increase due to:</i> Material Cost Reduction 20.0 Steel, Oil Price etc. 7.0 Fluctuations Sales / Model mix 3.4 Fixed Cost Fluctuations 1.0 <i>Profit decrease due to:</i> FX -41.0 Expenses for growth strategy -12.0	
Exchange rate	JPY 121/US \$		JPY 110/US \$		JPY 120/US \$		JPY 107/US \$	
Facility Investment	49.9	52.6%	40.9	-18.1%	98.0	25.6%	110.0	12.3%
Depreciation	26.6	16.1%	28.7	7.8%	55.8	15.8%	60.0	7.6%
R&D	47.3	27.7%	47.7	0.9%	91.1	17.4%	97.0	6.5%
Performance Evaluation, etc.			*Decreases both in sales and net income				*Decreases both in sales and net income	
Sales vol. : Japan	34	-3.0%	38	11.3%	71	-3.1%	78	10.0%
Sales vol. : Overseas	220	6.4%	205	-7.0%	438	-0.2%	430	-1.7%
Shipment vol. : CV Overseas	127	5.0%	112	-11.8%	238	-3.9%	230	-3.5%
Shipment vol. : CV Overseas	181	7.9%	143	-21.2%	349	3.3%	322	-7.6%
Overseas Shipment Volume (Incl ; KD-Set)	307	6.7%	254	-17.3%	587	0.2%	552	-5.9%

*Net income attributable to owners of parent

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

FY2017-H1 (April '16 to September '16)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	650.0	293.1	129.7	1,072.9	-164.8	908.1
Operating income	34.5	25.5	7.1	67.0	1.3	68.4

FY2016-H1 (April '15 to September '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	658.4	366.4	127.6	1,152.4	-181.5	971.0
Operating income	38.0	44.2	5.9	88.1	-2.0	86.2