

Isuzu Motors Limited, Parent Company's Financial Information for Fiscal Year Ended March 2002

(Unit: Billions of Yen)

	Results FY99 (through Mar, '01) Y-to-Y Changes		Results FY100 (through Mar, '02) Y-to-Y Changes		Forecast FY101 (through Mar, '03) Y-to-Y Changes	
	Sales revenue	829.9	4.2%	761.9	-8.2%	710.0
Japan	341.6	2.8%	308.0	-9.8%	300.0	-2.6%
Overseas	488.3	5.0%	453.9	-7.0%	410.0	-9.7%
Operating Profit	-3.7	-	8.1	-	19.0	134.6%
OP margin	-0.4%	-	1.1%	-	2.7%	-
Working Profit	-10.6	-	2.1	-	10.0	376.2%
WP margin	-1.2%	-	0.3%	-	1.4%	-
Net Income	-57.9	-	-56.2	-	8.0	-
Net profit margin	-7.0%	-	-7.4%	-	1.1%	-
Factors for Operating Profit Changes	<i>Favorable factors:</i>		<i>Favorable factors:</i>		<i>Favorable factors:</i>	
	- Rationalization	22.0	- Expense reduction	17.0	- Expense reduction	18.0
	- Sales/mix	2.4	- Rationalization	11.0	- Rationalization	8.5
	- Engineering cost, expense reduction	20.0	- Foreign exchange	3.0	- Price adjustment	2.0
	<i>Unfavorable factors:</i>		<i>Unfavorable factors:</i>		<i>Unfavorable factors:</i>	
- Foreign exchange	1.5	- Sales/mix	19.2	- Sales/mix	17.6	
Foreign exchange rate	110 yen/USD		125 yen/USD		125 yen/USD	
Capital expenditures	14.4	-33.9%	10.9	-24.3%	14.0	28.4%
Breakdown	- Product development	8.4	- Product development	7.1	- Product development	8.0
	- Manf. related	4.0	- Manf. related	2.0	- Manf. related	4.0
	- Other	2.0	- Other	1.8	- Other	2.0
Depreciation	33.1	17.8%	24.7	-25.4%	24.0	-2.8%
R&D	69.2	-2.5%	56.6	-18.2%	54.0	-4.6%
Assessment of operating results	- Significant reduction in losses through rationalization, etc.		- Achieved positive operating and working profits after 3-year consecutive losses.		- Forecast positive net income after 5-year losses.	
	(000 units)		(000 units)		(000 units)	
Production in Japan	234	-9.3%	218	-6.8%	203	-6.9%
Sales in Japan	75	2.7%	64	-14.7%	61	-4.7%
Export Sales	170	-16.3%	162	-4.7%	146	-9.9%
Production abroad	310	0.6%	199	-35.8%	236	18.6%

Note: Units in billions of yen, or thousands of units, adopting rounding convention for numbers less than 10 million yen or 100 units.