## **ISUZU MOTORS LIMITED**



July 27, 2006



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Executive Officer: MASANORI KATAYAMA

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**Executive: MASAYUKI MATSUMOTO** 

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Statements contained in this presentation, except for historical or current facts, are based on certain assumptions and our management's judgment in light of currently available information. Therefore, these statements may be susceptible to various factors, such as uncertainty contained in the assumptions and management's judgment and economic changes in the future, which may cause to bring about different results in Isuzu's future earnings and operating results.

Moreover, this presentation is not intended to solicit investment in Isuzu. Isuzu assumes no responsibility for any losses and liabilities that may be incurred because of the information in this presentation.



# 1. FY2007 1Q Highlight



- Year-on-year Comparison -

(JPY Bil.)	FY07-1Q	FY06-1Q	Changes	Cons
Sales Revenue	396.0	355.3	+ 40.7	1.
Operating Profit	23.9	17.0	+ 6.9	1.
Working Profit	25.3	17.9	+ 7.4	1.
Net Income	18.5	12.9	+ 5.6	1.

Conslto- Parent Ratio
1.8
1.4
1.4
1.0

\* FX: FY06 = 114JPY/US\$ FY05 = 107JPY/US\$



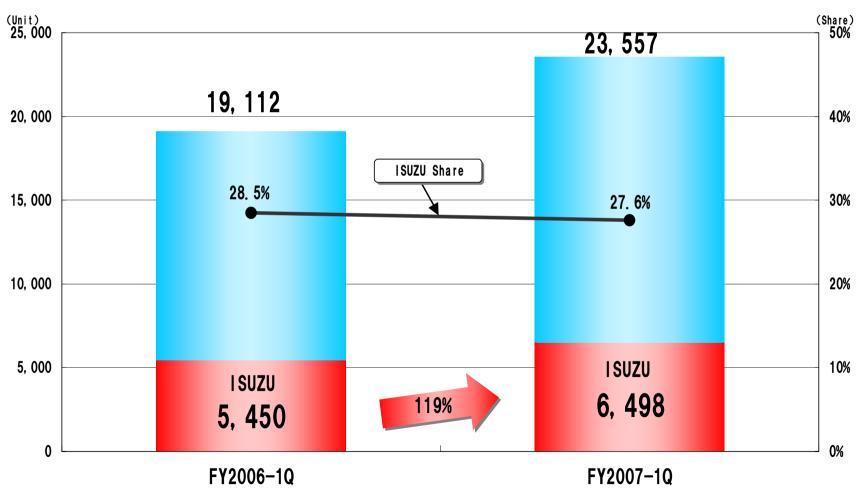
# 2-1. Market Information



## FY2007-1Q Japan industrial sales and share - 1



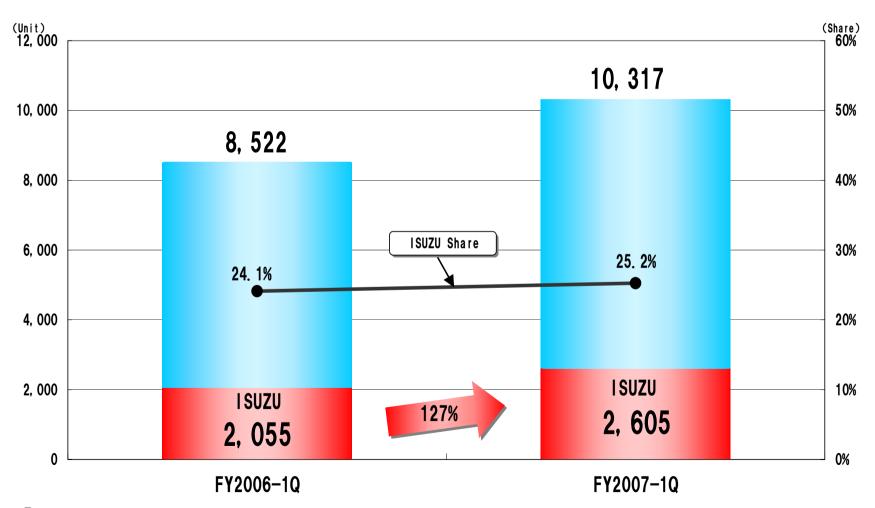
- Heavy-duty and Medium-duty Truck, 4ton or above -





#### FY2007-1Q Mid-term Business Plan Initiative

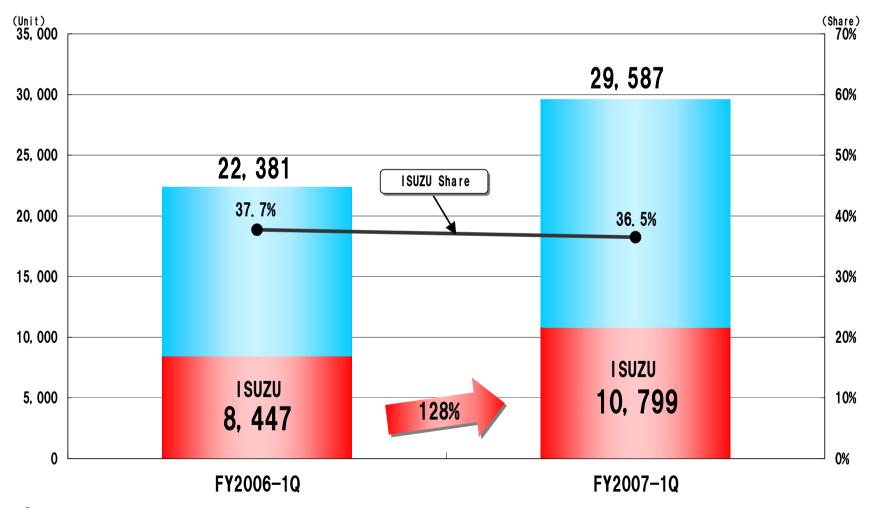
- Tractor head and 10ton or above -





## FY2007-1Q Japan industrial sales and share - 2 - Light-duty Truck, 2-3ton -



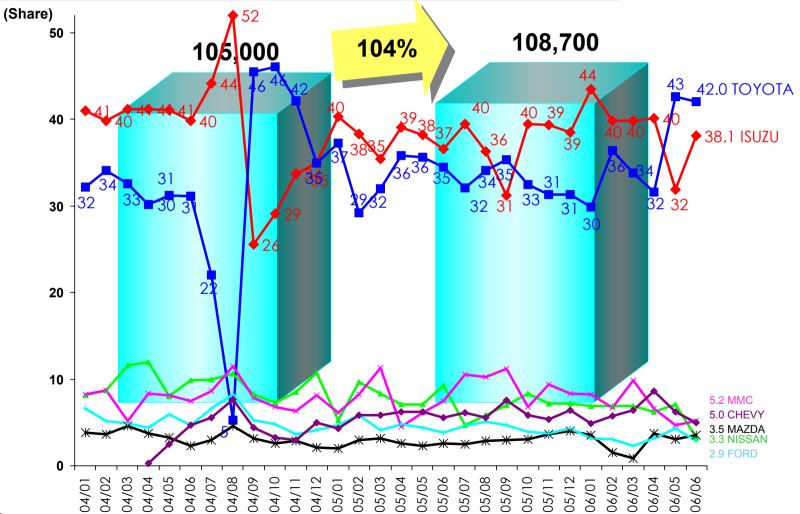






## FY2007-1Q Thailand pick-up truck market

- Industrial sales (Jan.-Mar.), Share (-Jun.) -





# 2-2. FY2007 1Q Financial Summary



- Sales Revenue, Year-on-year by Segment -

(JPY Bil.)	FY07-1Q	FY06-1Q	Changes
Sales Revenue	396.0	355.3	+ 40.7
Operating Profit	23.9	17.0	+ 6.9
Working Profit	25.3	17.9	+ 7.4
Net Income	18.5	12.9	+ 5.6

Sales
Revenue
by
Segment

	FY07-1Q	FY06-1Q	Changes
Isuzu Parent	225.5	200.5	+ 25.0
<b>Domestic Dealers</b>	116.5	102.3	+ 14.2
North America	38.7	37.6	+ 1.1
ASEAN	151.7	134.1	+ 17.6
Others	69.1	48.9	+ 20.2
Consl. Adj.	- 205.5	- 168.1	- 37.4
Total	396.0	355.3	+ 40.7



- Operating Profit, Year-on-year by Segment -

(JPY Bil.)	FY07-1Q	FY06-1Q	Changes
Sales Revenue	396.0	355.3	+ 40.7
Operating Profit	23.9	17.0	+ 6.9
Working Profit	25.3	17.9	+ 7.4
Net Income	18.5	12.9	+ 5.6

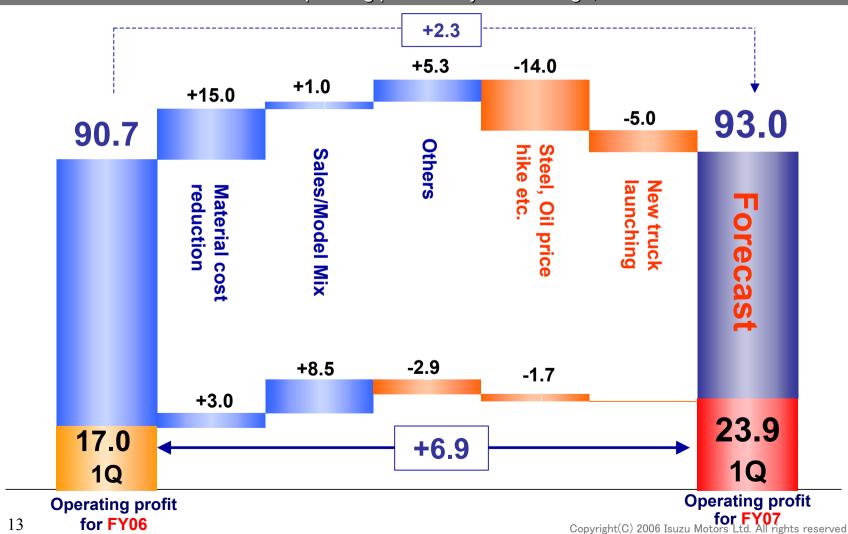
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	FY07-1Q	FY06-1Q	Changes
Isuzu Parent	17.7	10.8	+ 6.9
<b>Domestic Dealers</b>	- 1.1	- 0.3	- 0.8
North America	1.9	1.3	+ 0.6
ASEAN	5.1	4.1	+ 1.0
Others	2.4	2.1	+ 0.3
Consl. Adj.	- 2.1	- 1.0	- 1.1
Total	23.9	17.0	+ 6.9



## FY06 vs. FY07 Expense fluctuations

- Consolidated operating profit: analysis of change, JPY:Bil. -





- Working profit, Net income: Year-on-year -

(JPY Bil.)	FY07-1Q	FY06-1Q	Changes
Sales Revenue	396.0	355.3	+ 40.7
Operating Profit	23.9	17.0	+ 6.9
Working Profit	25.3	17.9	+ 7.4
Net Income	18.5	12.9	+ 5.6



Operating Profit Change		+ 6.9
Favorable	* Financial income, etc.	+ 0.9
	* Equity-method affiliates	- 0.4
	Total	+ 7.4

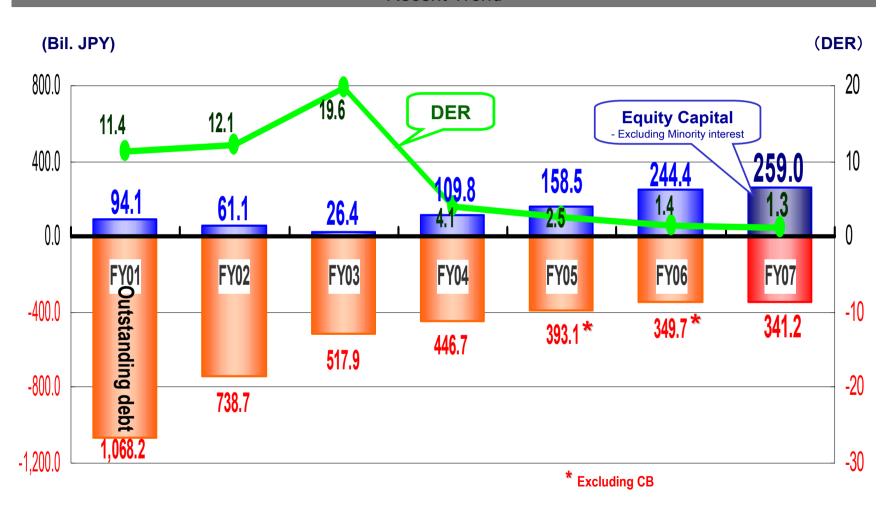


Working Pro	fit	25.3
Unfavorable	* Property Loss, etc.	- 0.5
	* Tax, others	- 6.3
Net Income		18.5



## Outstanding Debt and Equity Capital (Consolidated)

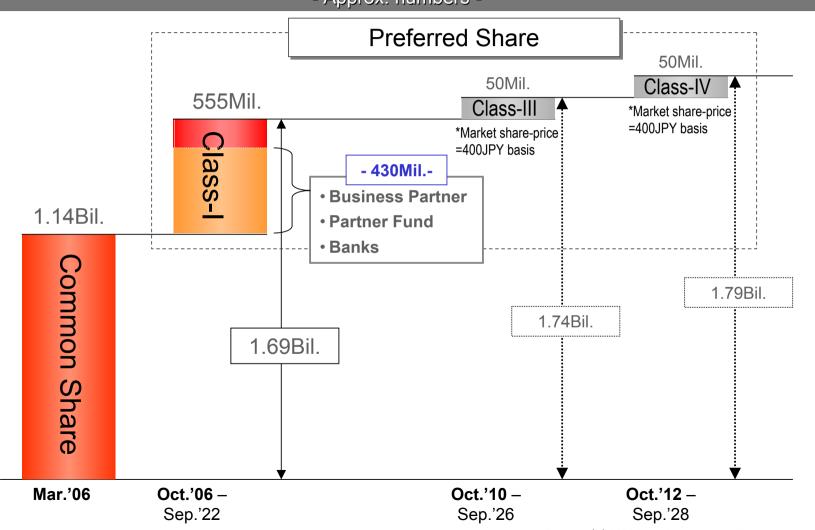
- Recent Trend -





#### **Potential Share**

- Approx. numbers -



# Trucks for life SUZU