

# **FY2023 1Q Financial Results**

August 5, 2022  
ISUZU MOTORS LIMITED

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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.

**Senior Executive Officer,  
Deputy Division Executive,  
Corporate Planning &  
Finance Division  
Group Chief Financial Officer**

**Naoto Nakamata**

# 1. Overview

# Overview -1

## 1. FY2023 1Q Financial Results

(Year-over-Year Comparison)

- Sales units of CVs dropped in result of insufficient parts supplies caused by the Shanghai lockdown.
- Sales units of LCVs increased thanks to improvement in parts procurement.
- Though LCV sales units grew and FX rates moved in our favor, profits decreased mainly due to soaring prices of raw materials and logistic fees.

(Comparison with Full-Year Outlook)

- Profits overpassed our assumptions with favorable FX rates.

## 2. FY2023 Full-Year Outlook

- Demand remains robust for both CVs and LCVs in markets outside Japan.
- Normalization of chips supplies for CVs shall take more time than our original assumptions. Making thorough discussions to minimize the financial impact in the full-year.
- No revisions to our full-year outlook.

# Overview -2

## 3. Affects from Supply Chain Disruptions

	FY2023 1Q	FY2023 2Q-4Q
Japan	<ul style="list-style-type: none"><li>• Shortage of semiconductors continues</li><li>• Saw disruptions in supply of parts for H/D and L/D trucks owing to lockdown in Shanghai.</li><li>• Was forced to reduce production units by temporarily stopping production lines.</li></ul>	<ul style="list-style-type: none"><li>• Burdens caused by Shanghai lockdown has been cleared.</li><li>• Chip supply is forecasted to normalize some time in the latter half of the fiscal year.</li></ul>
Thailand	<ul style="list-style-type: none"><li>• Though supply of specific components are still unstable, affects to production is limited.</li></ul>	<ul style="list-style-type: none"><li>• While uncertainty in procurement of some components remains, planning high-level of production.</li></ul>

# Overview -FY2023 1<sup>st</sup> Quarter Results-

Global Sales Units (K-units)		FY2023 1Q	FY2022 1Q	Changes	
CV Total	CV-Japan	11	*17	-6	-35%
	CV-Overseas	66	*62	4	7%
		77	*79	-2	-2%
LCV Total	LCV-Thailand	48	37	11	30%
	LCV-Export	52	48	4	9%
		100	85	15	18%
Total		177	164	13	8%

\*Above FY2022 1Q figures includes sales units of UD Trucks (2K-units for both CV-Japan and CV-Overseas.)

## Financial Results (Bil. Yen)

Sales	*688.2	529.6	*158.6	30%
Operating Income	54.8	59.3	-4.5	-8%
Ordinary Income	58.8	62.2	-3.4	-5%
Net Income	36.1	46.4	-10.3	-22%

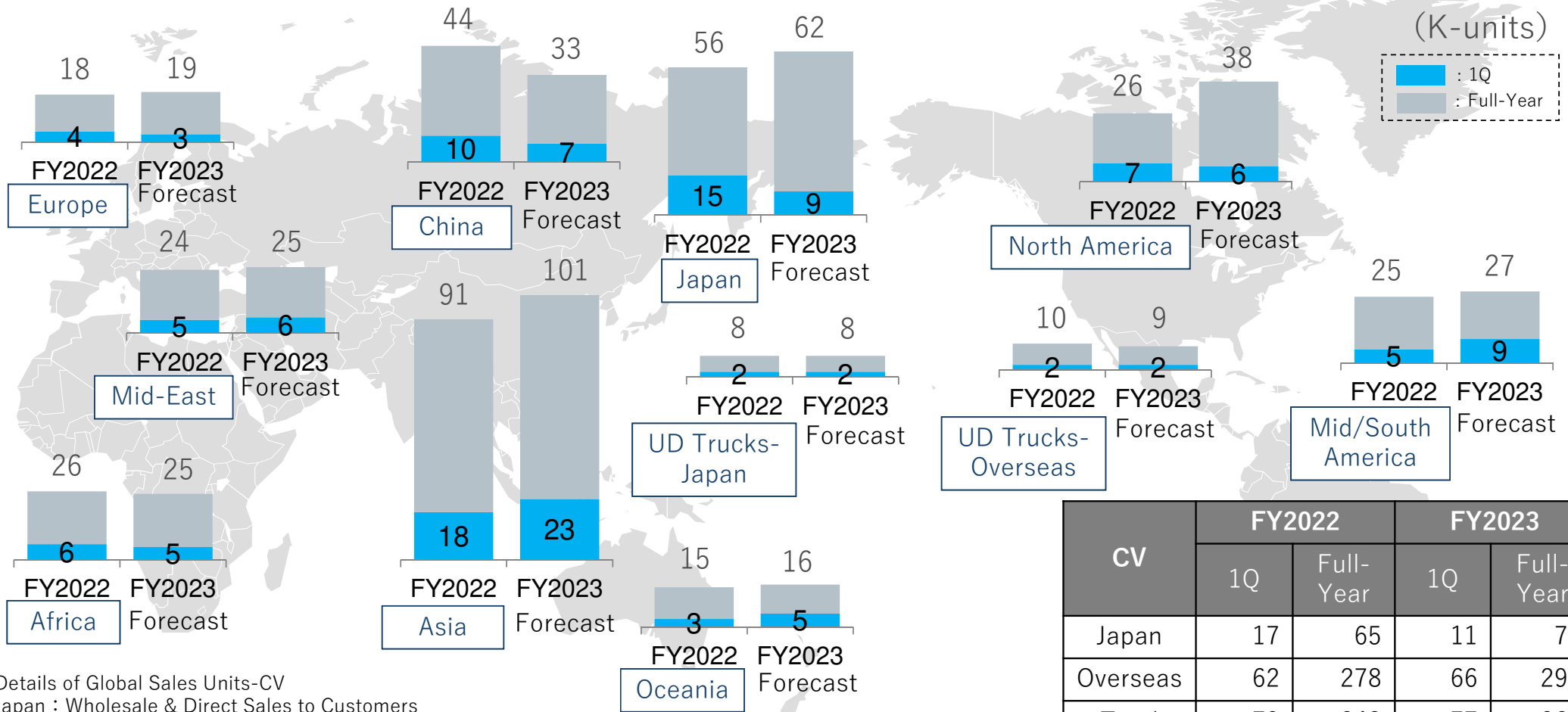
\*79.3 billion yen increase in sales is recorded as result of consolidation of UD Trucks.

# 2. FY2023 1Q Financial Results



# Global Sales Units-CV

■ Demand stays strong. Affects from Shanghai lockdown etc. caused 1Q sales units to remain the same level as the previous year.



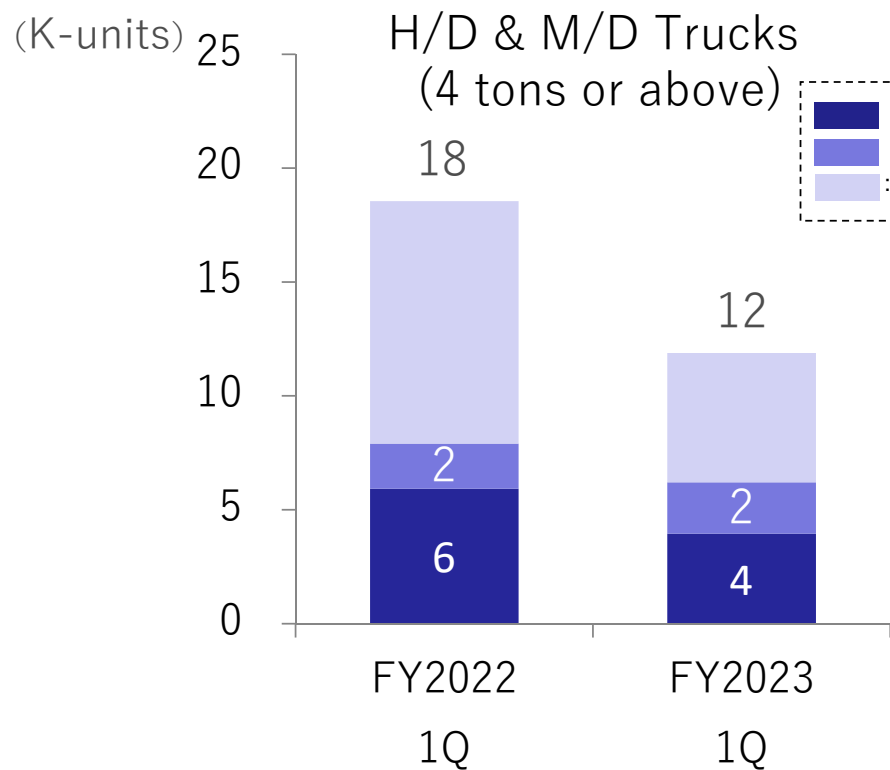
Details of Global Sales Units-CV  
 Japan : Wholesale & Direct Sales to Customers  
 North America / Australia: Wholesale of Local Distributors  
 8 Other Regions: Shipment from Japan

CV	FY2022		FY2023	
	1Q	Full-Year	1Q	Full-Year
Japan	17	65	11	70
Overseas	62	278	66	294
Total	79	343	77	364

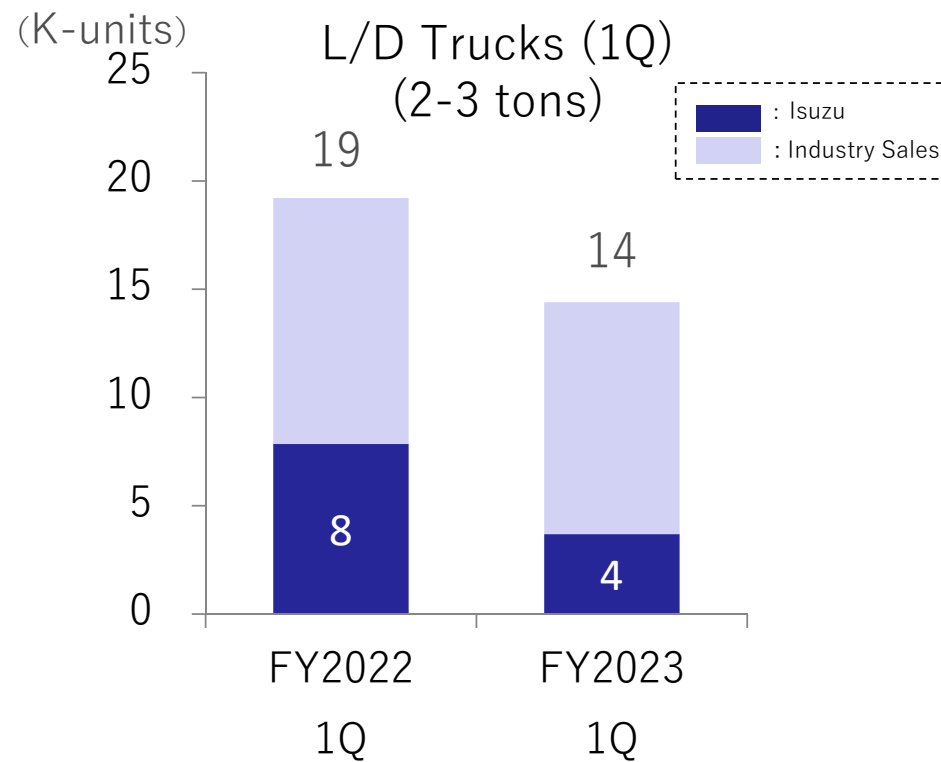
# Japan Industry Sales and Isuzu Share



- Industry sales dropped from the previous year due to production restrictions. Both Isuzu and UD Trucks' share rose in the H/D & M/D trucks segment.
- Affects from production constraints for L/D trucks is critical; caused Isuzu's share to plummet.



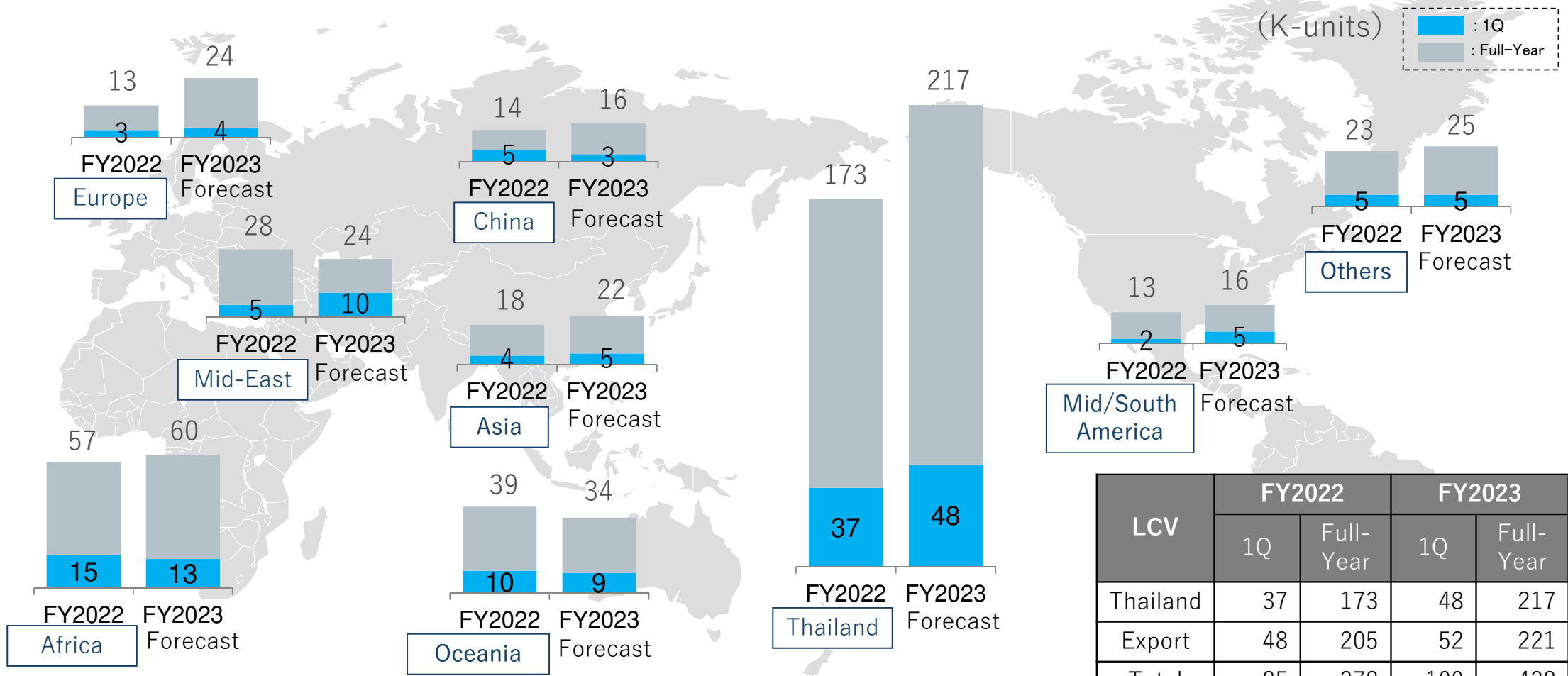
1Q Share	Isuzu	FY2022	FY2023
		31.9%	33.3%
	UD Trucks	10.7%	19.0%



1Q Share	Isuzu	FY2022	FY2023
		40.9%	25.6%

# Global Sales Units-LCV

■ Thanks to robust demand, sales units surpassed that of the previous year, principally in Thailand.

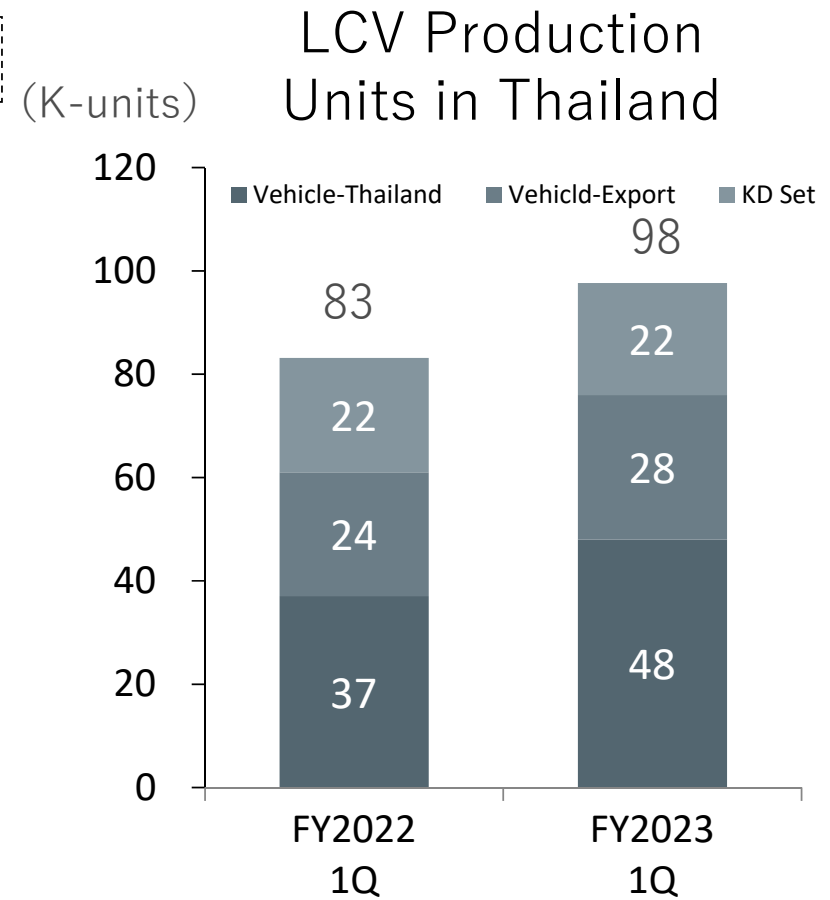
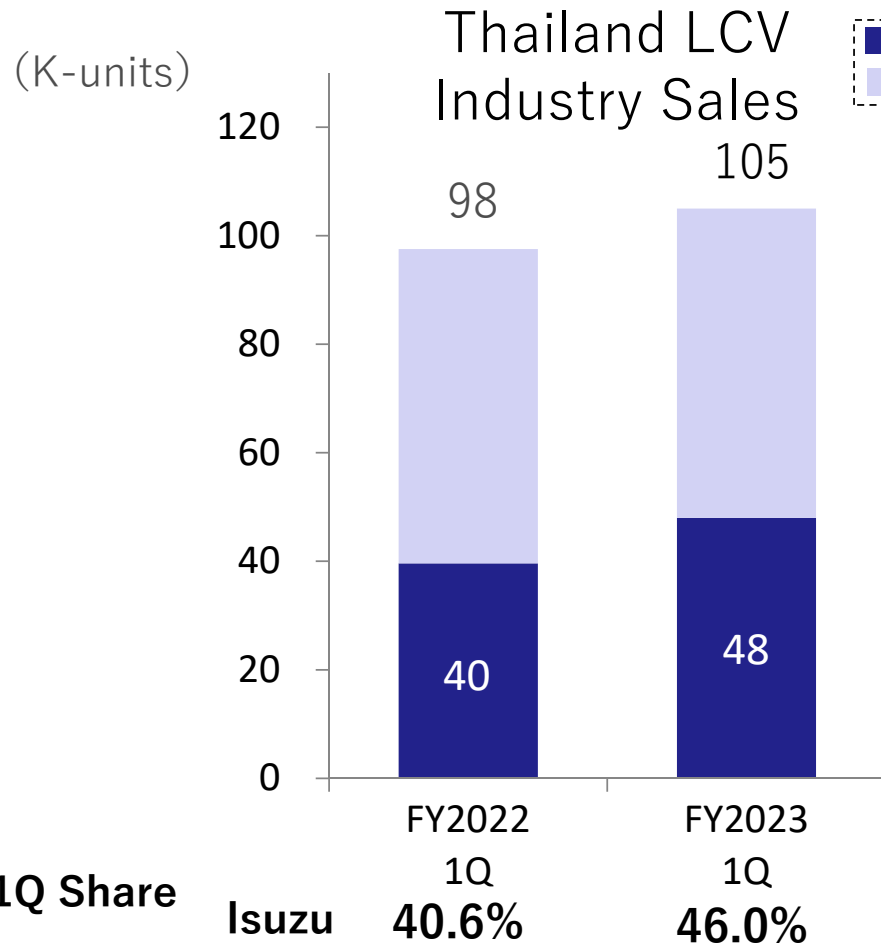


10 \*Details of Global Sales Units-LCV: Shipment from Thailand

# Thailand LCV Industry Sales & Share / LCV Production Units



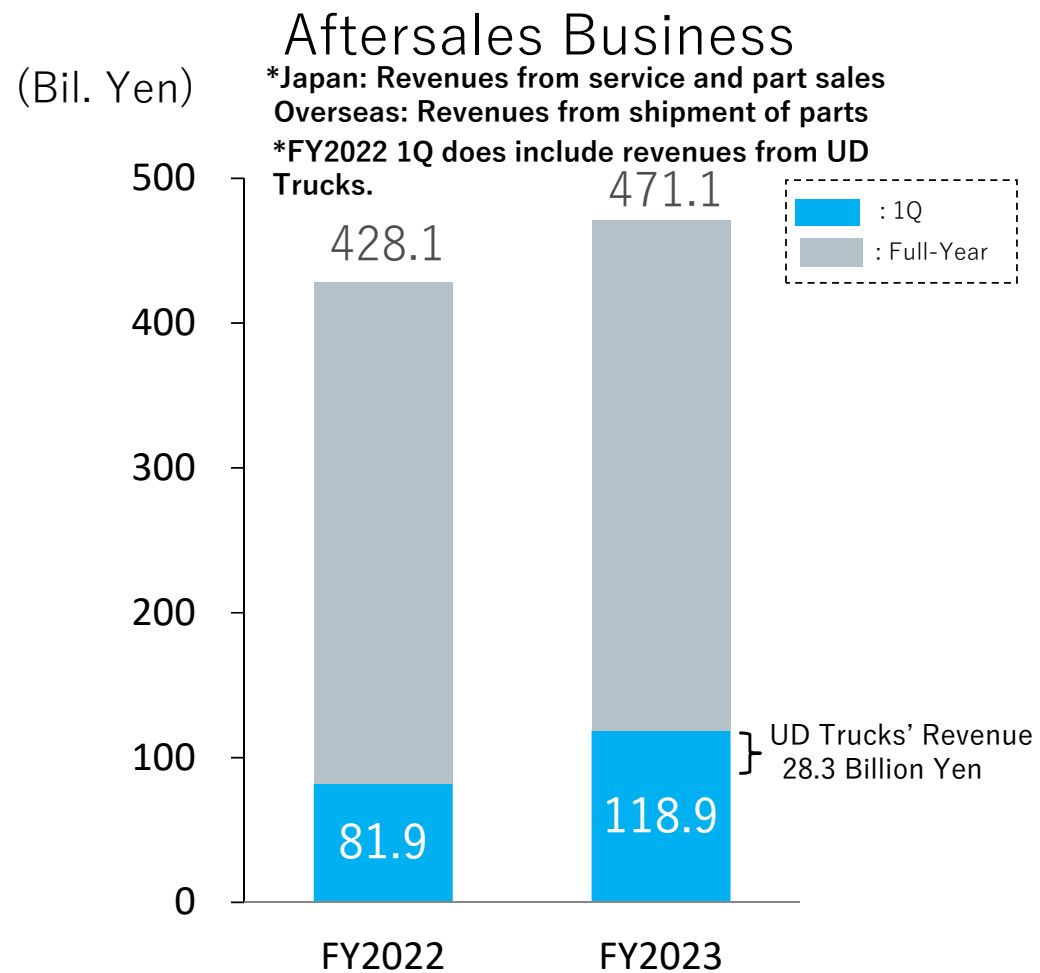
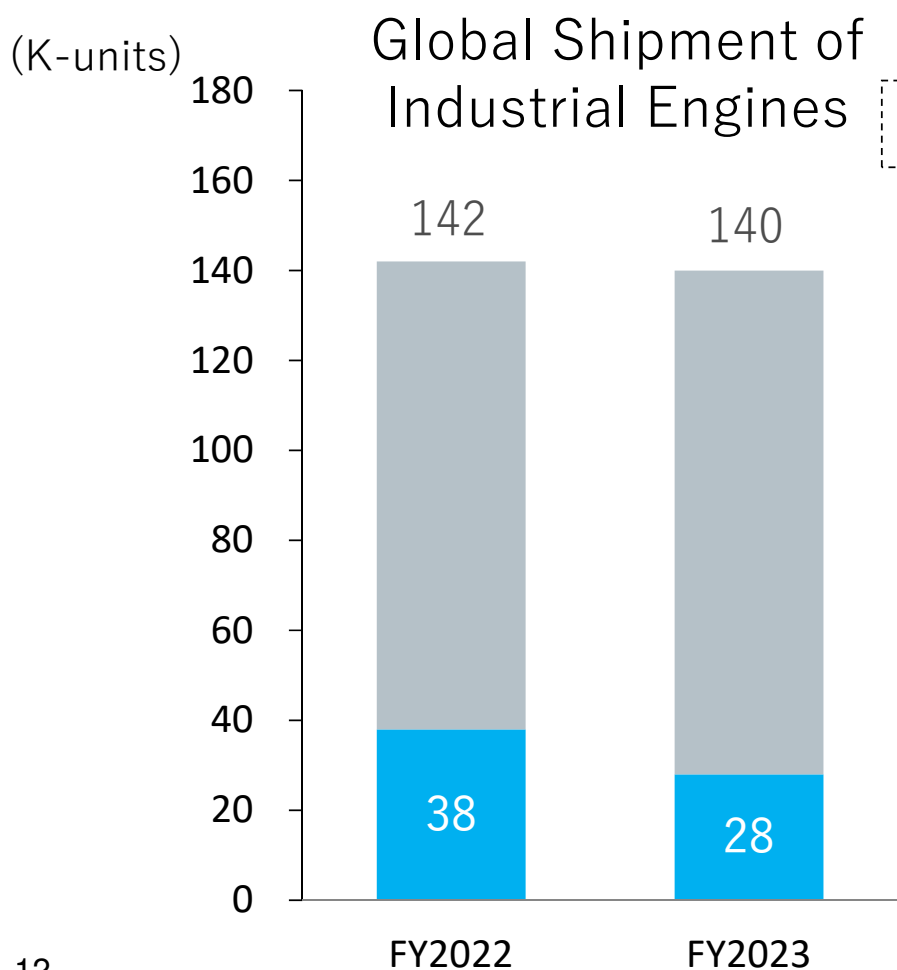
- Unstablensness remains for some parts. Thus, 1Q industry sales saw only a slight increase.
- Taking advantage of improvements in parts procurement, both Isuzu's production units and share saw a rise from the previous 1Q.



# Industrial Engine Global Shipment/Revenue from Aftersales Business

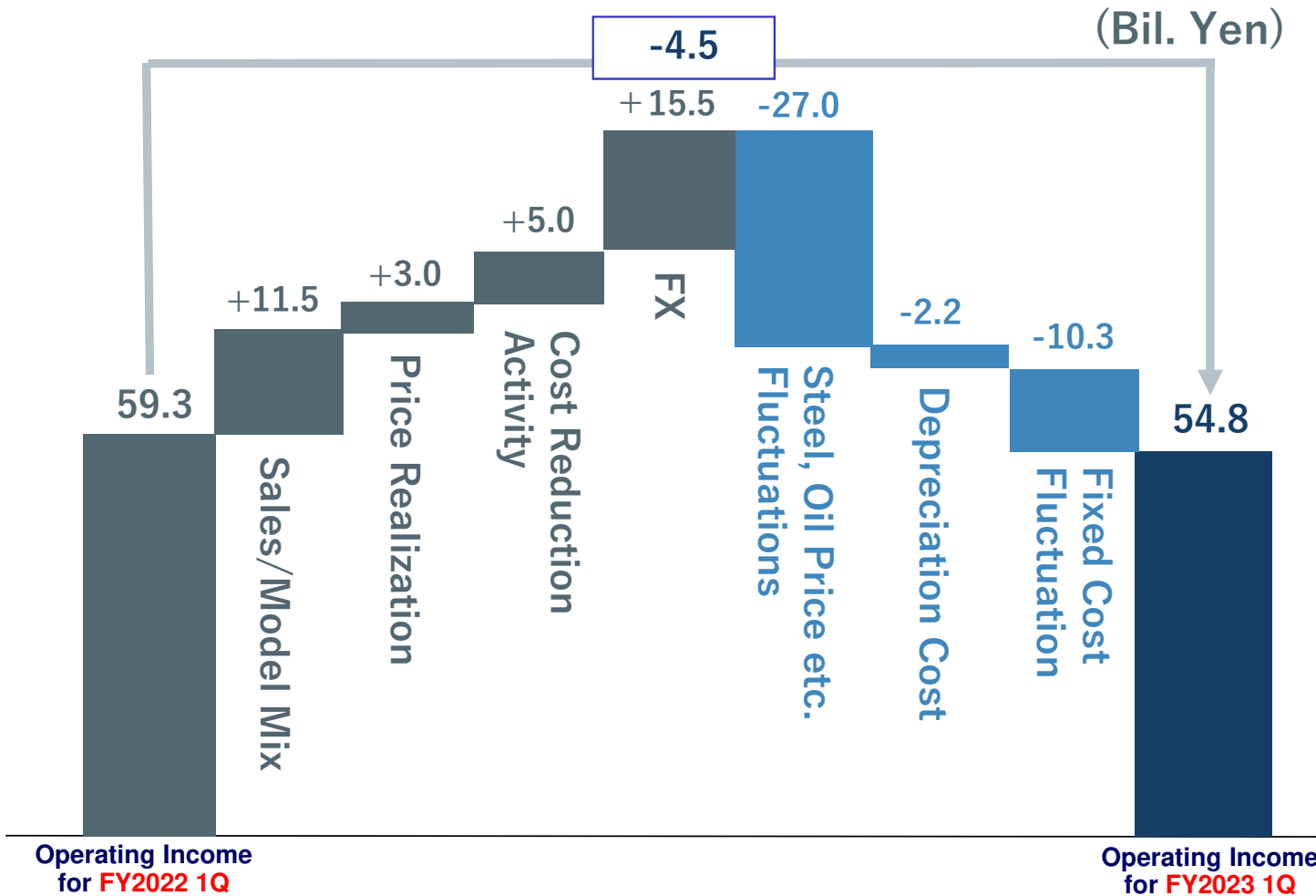


- Industrial Engines : With slowdowns in construction machinery demand in China, shipment fell accordingly.
- Aftersales Business : Not only revenues expanded due to consolidation of UD Trucks, but it also increased as Isuzu was successful in enlarging revenues in both Japan and overseas.



**FY2022 1Q vs. FY2023 1Q Fluctuations**  
**- Consolidated operating income : analysis of change -**

■ Despite growing sales units, promotion of cost reduction activities, and favorable FX rates, operating income dropped owing to steel, oil price etc. fluctuations and increase in other expenses.



FX Rates	FY2022	FY2023
USD/JPY	109.4	129.8
THB/JPY	3.49	3.77
AUD/JPY	84.3	92.7

Breakdowns	FY2023
Sales/Model Mix	+11.5
CV-Japan	-7.0
CV-Overseas	+3.5
LCV	+9.5
Others	+5.5
FX	+15.5
USD	+7.0
AUD	+1.0
THB & Other Currencies	+7.5
Fixed Cost Fluctuation	-10.3
R&D	-8.7
Labor Costs	-2.0
Others	+0.4

## FY2023 1<sup>st</sup> Quarter Consolidated Results - Year-on-year Comparison -

(Bil. Yen)	FY2023 1Q	FY2022 1Q	Changes	
<b>Sales</b>	688.2	529.6	158.6	30%
<b>Operating Income</b>	54.8	59.3	-4.5	-8%
<b>Ordinary Income</b>	58.8	62.2	-3.4	-5%
<b>*Net Income</b>	36.1	46.4	-10.3	-22%

<b>Operating Income</b>	<b>54.8</b>
Share of profit of entities accounted for using equity method	0.9
Foreign exchange gains/losses	1.8
Others	1.3
<b>Ordinary Income</b>	<b>58.8</b>

<b>Ordinary Income</b>	<b>58.8</b>
Loss on valuation of investment securities, Loss on disposal of non-current assets, etc.	-0.4
Income Taxes	-11.9
Profit attributable to non-controlling interests	-10.4
<b>*Net Income</b>	<b>36.1</b>

\* Net income attributable to owners of parent

**Trucks for life**  
**ISUZU**