

# FY2010 Q1 Financial Results



August 4, 2009

**ISUZU MOTORS LIMITED**

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## **1. FY2010 Q1 Highlight and Market Information**

Director: YASUAKI SHIMIZU

## **2. FY2010 Q1 Financial Summary**

Director: CHIKAO MITSUZAKI

Executive: KENJI MIYAZAKI

## **3. Q&A Session**

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. FY2010 Q1 Highlight**

## FY10 Q1 Consolidated Results

- Year-on-year Comparison -

(JPY Bil.)	FY10 Q1	FY09 Q1	Changes
<b>Sales Revenue</b>	<b>187.4</b>	<b>415.2</b>	<b>- 227.8</b>
<b>Operating Profit</b>	<b>-14.6</b>	<b>20.3</b>	<b>- 34.9</b>
<b>Working Profit</b>	<b>-16.2</b>	<b>21.9</b>	<b>- 38.1</b>
<b>Net Income</b>	<b>-16.6</b>	<b>17.7</b>	<b>- 34.3</b>

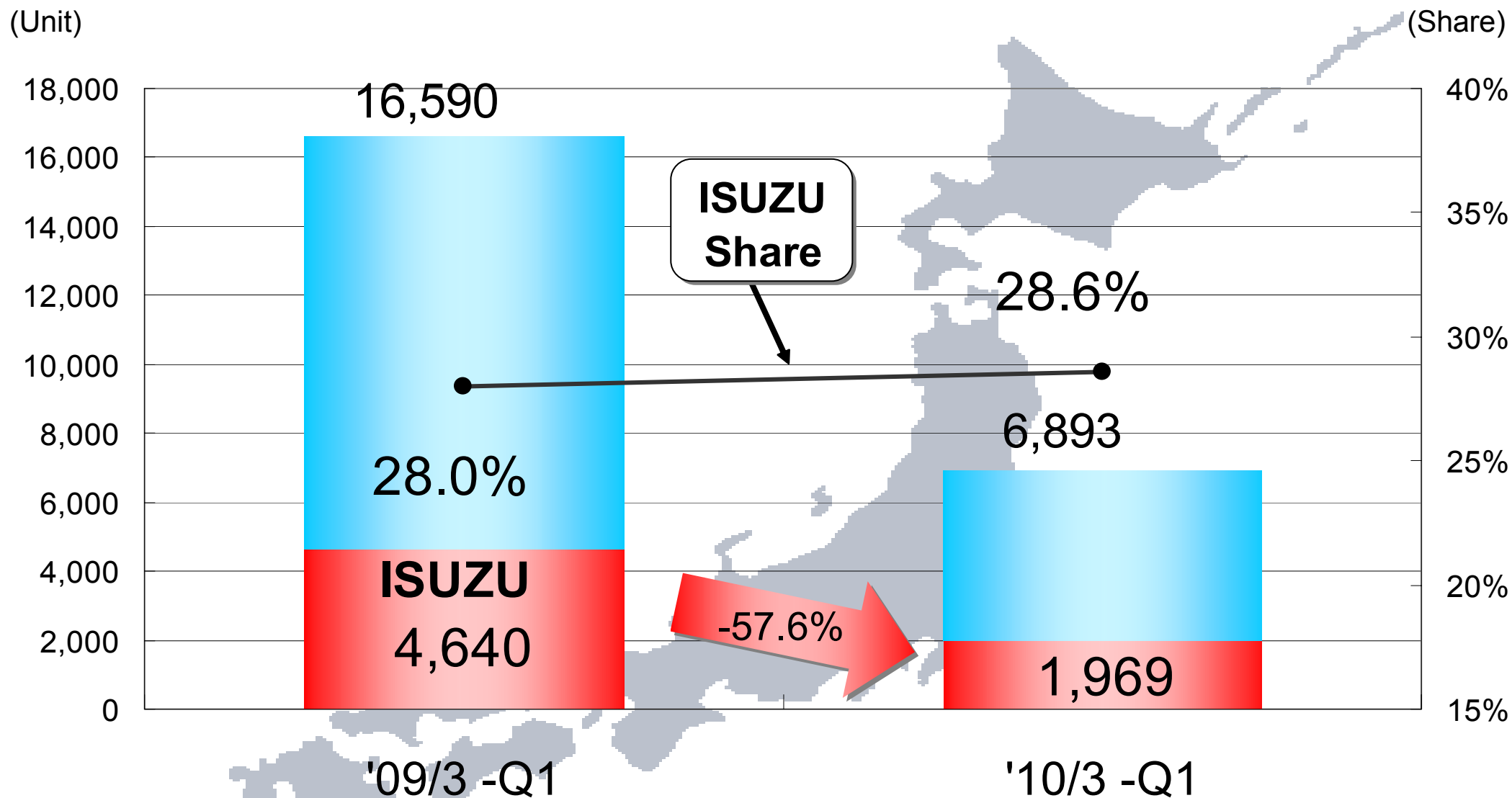
\* FX: FY10 Q1 = 97JPY/US\$  
 FY09 Q1= 104JPY/US\$

# **2-1. Market Information**



## FY2010 Q1 Japan industrial sales and share - 1

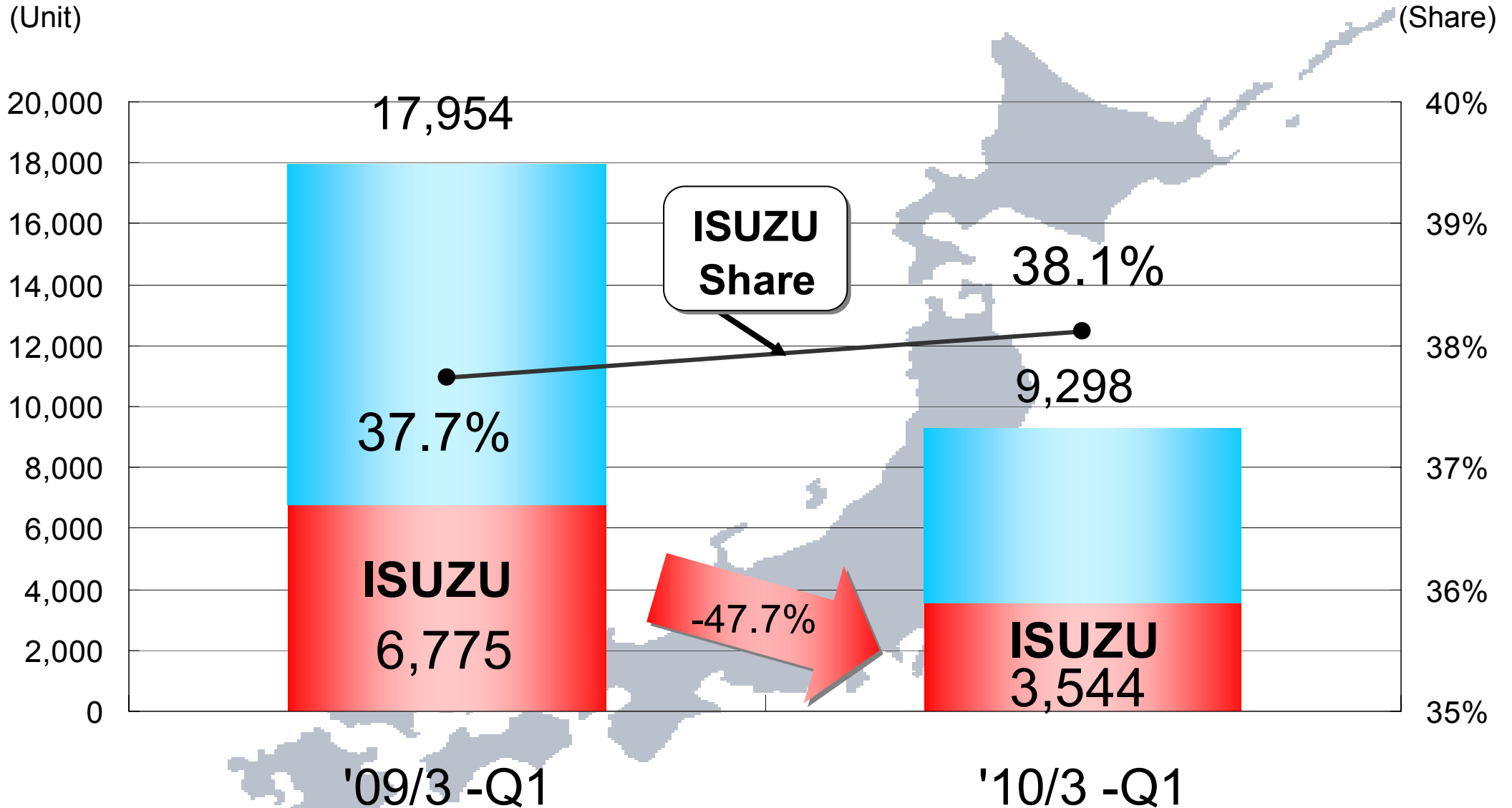
- Heavy-duty and Medium-duty Truck, 4ton or above -





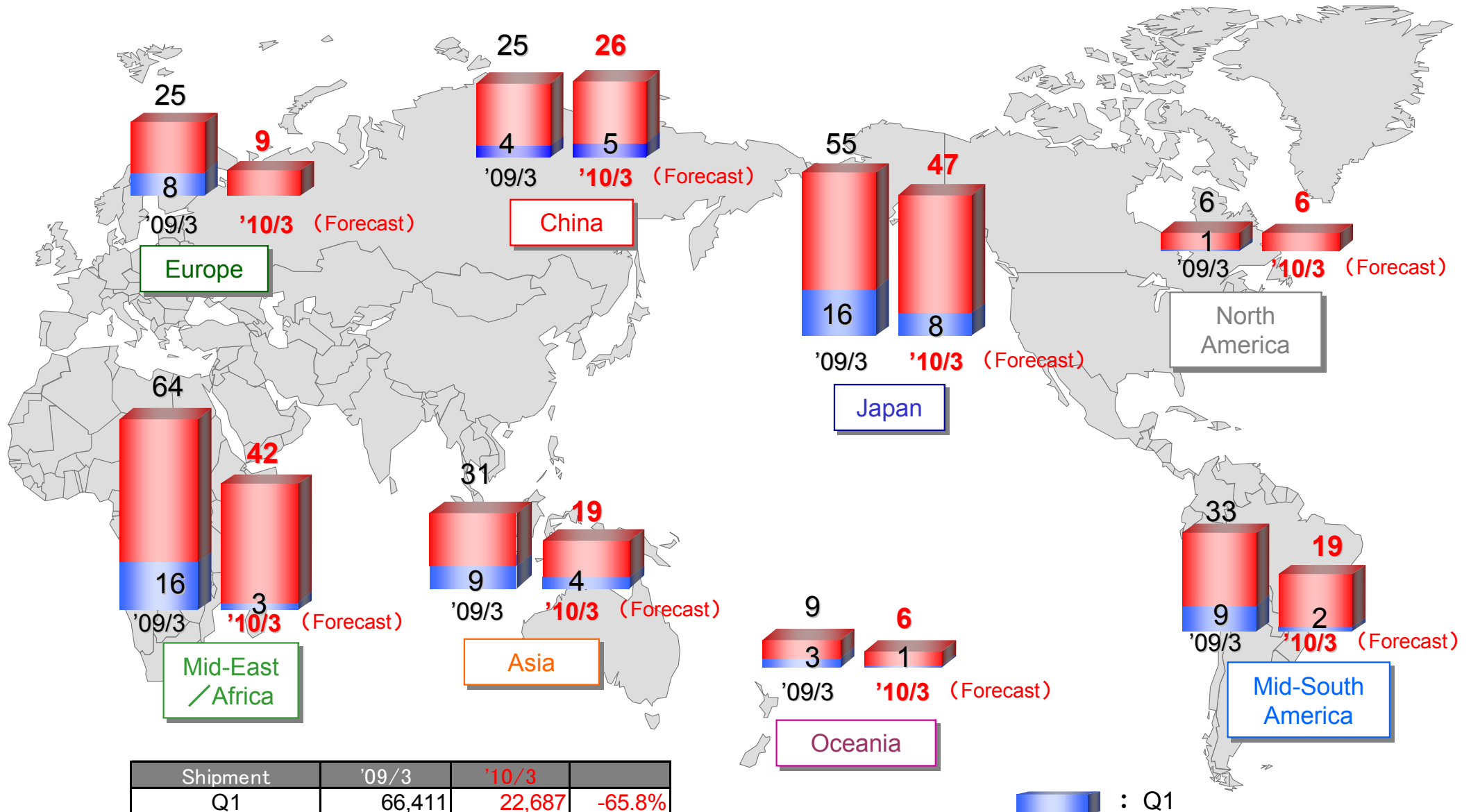
## FY2010 Q1 Japan industrial sales and share - 2

- Light-duty Truck, 2-3ton -





## ISUZU CV Global Shipment - Vehicle and KD-SET, etc: K-units -

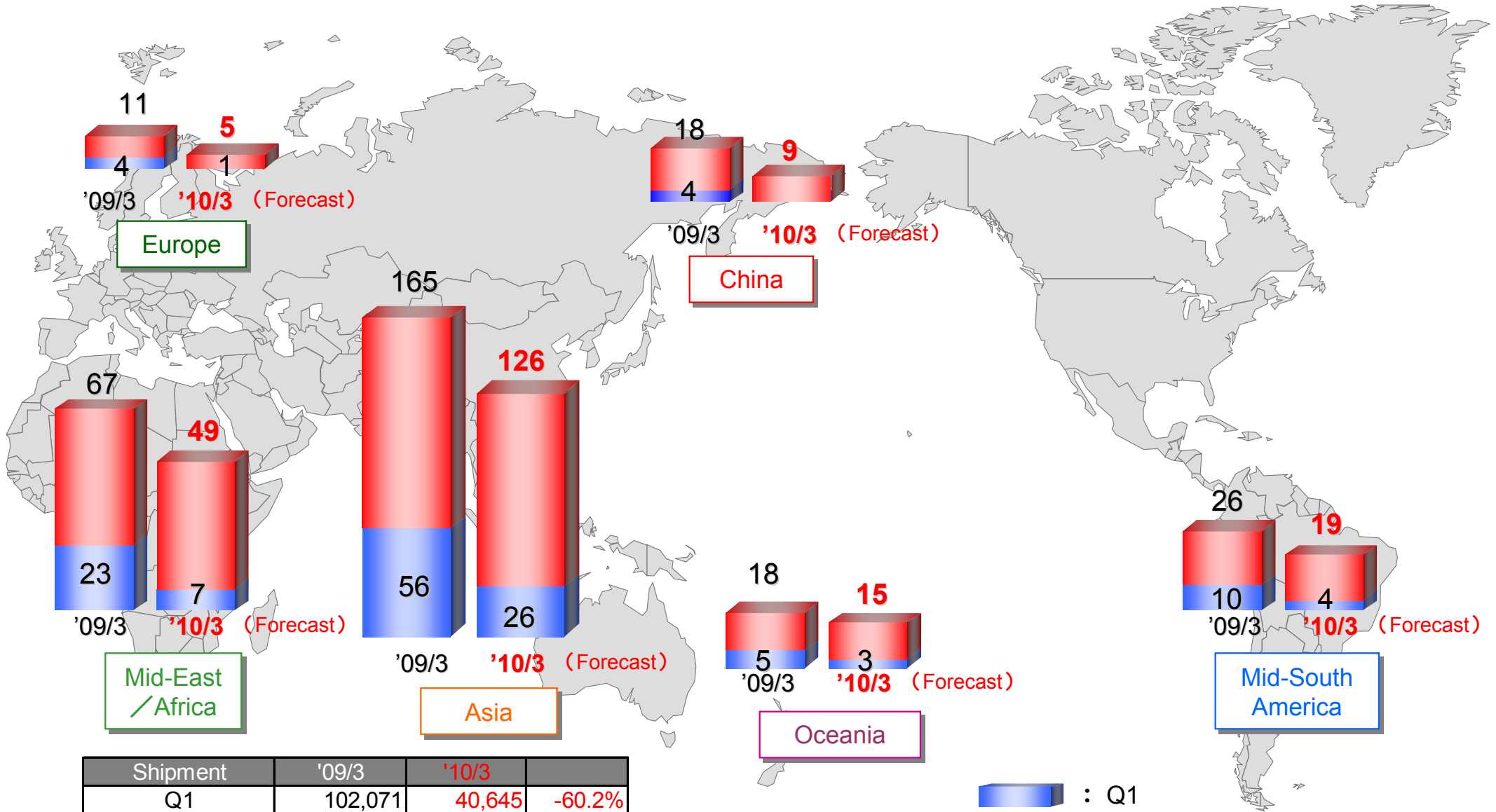


Shipment	'09/3	'10/3	
Q1	66,411	22,687	-65.8%
Full-Year	248,423	174,000	-30.0%

(Forecast)



## ISUZU LCV Global Shipment - Vehicle and KD-SET, etc: K-units -

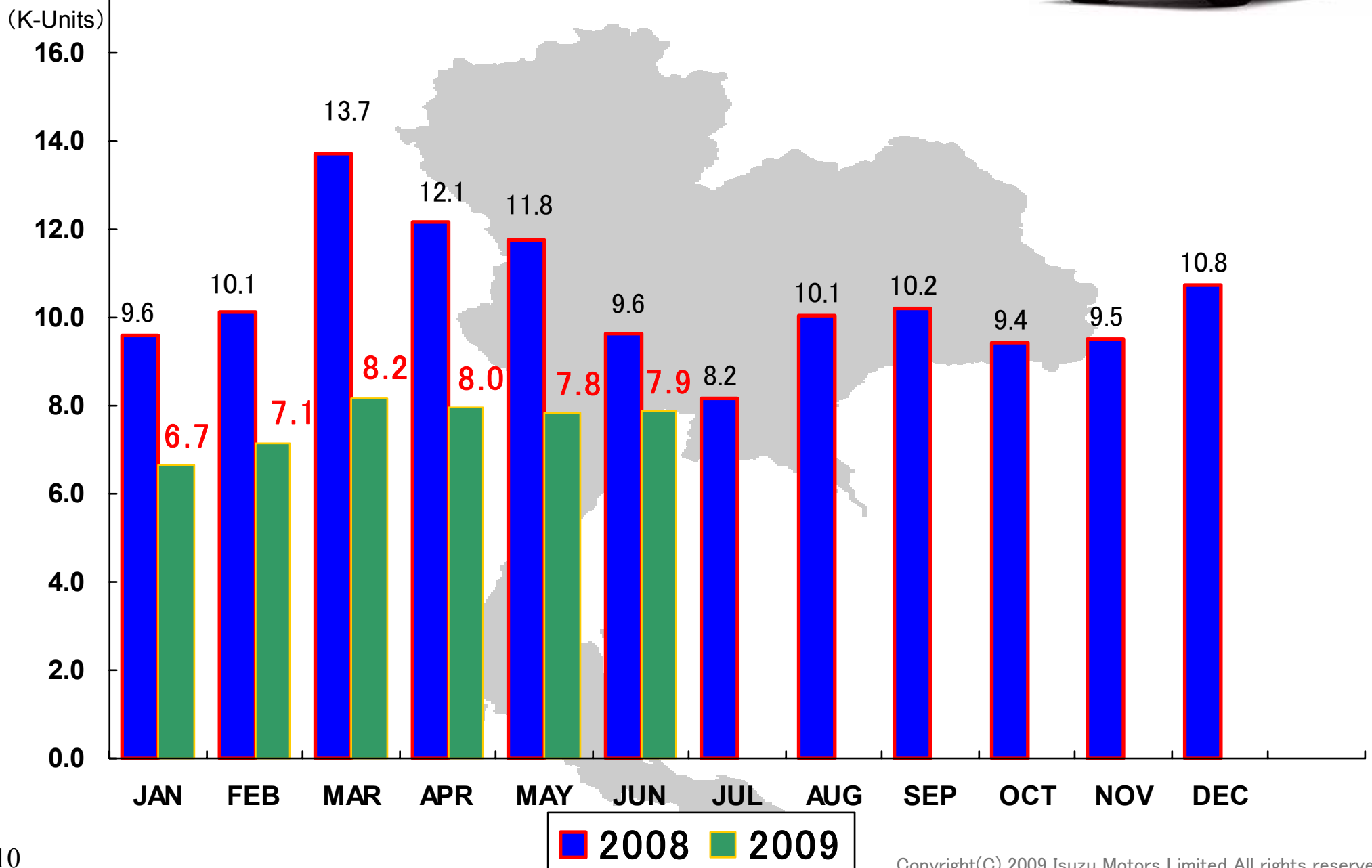


Shipment	'09/3	'10/3	
Q1	102,071	40,645	-60.2%
Full-Year	305,801	223,000	-27.1%

(Forecast)

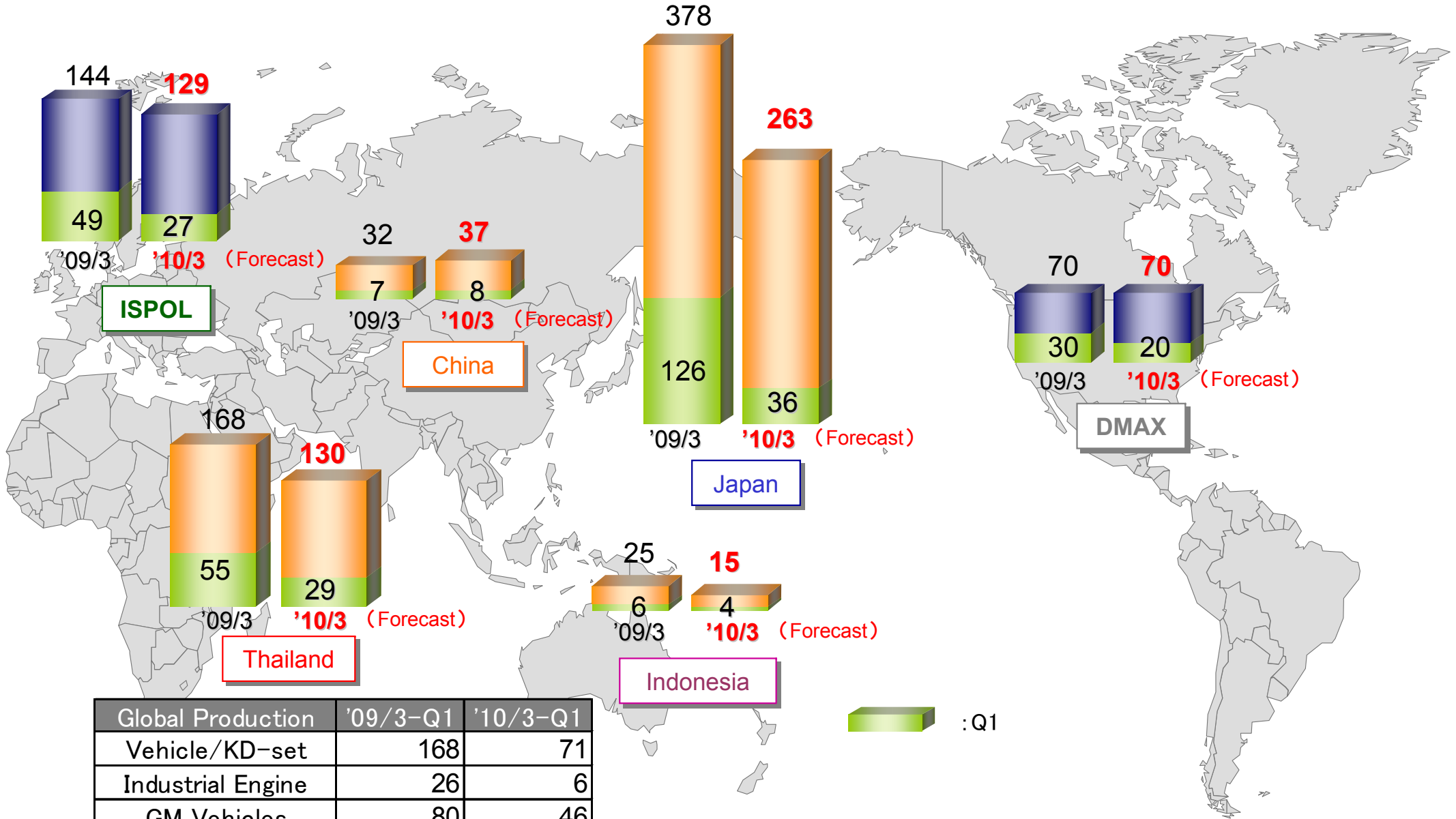


## Isuzu pick-up truck monthly sales in Thailand



## ISUZU Global Production

- Country Segment, Diesel Engine: K-units -



Global Production	'09/3-Q1	'10/3-Q1
Vehicle/KD-set	168	71
Industrial Engine	26	6
GM Vehicles	80	46
Total	274	123

## **2-2. FY2010 Q1 Financial Summary**

## FY2010 Q1 Consolidated Results

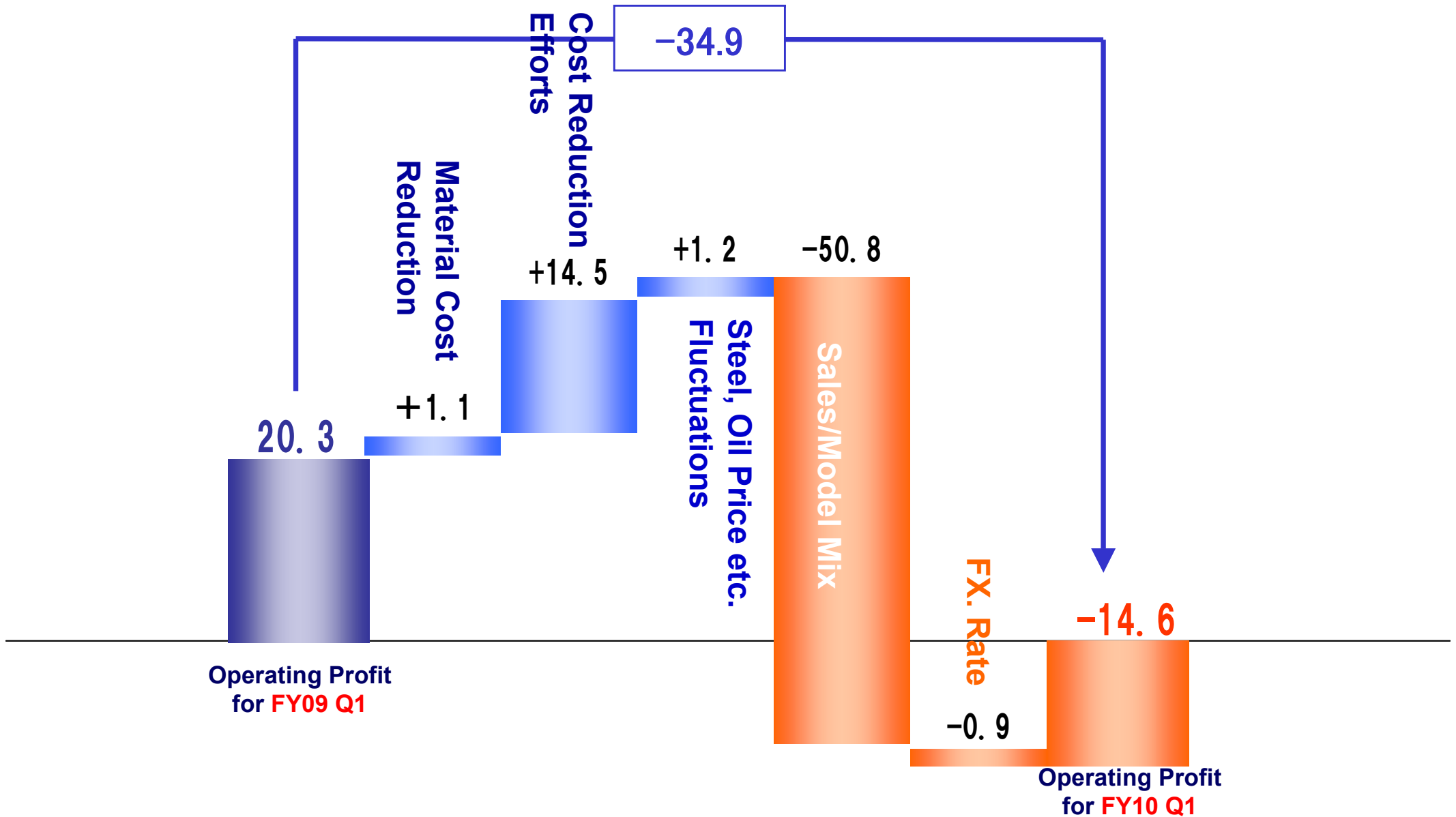
- Year-on-year Comparison -

( JPY Bil. )	FY10 Q1	FY09 Q1	Changes
<b>Sales Revenue</b>	187.4	415.2	-227.8
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※FX : FY10 Q1 = 97JPY/US\$  
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## FY09 vs. FY10 Q1 Expense Fluctuations

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



# FY2010 Q1 Consolidated Results

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

( JPY Bil. )	FY10 Q1	FY09 Q1	Changes
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Operating Profit	-14.6	20.3	-34.9
Working Profit	-16.2	21.9	-38.1
Net Income	-16.6	17.7	-34.3

**Working Profit**

Operating Profit Change	-34.9
* Equity-method Affiliates	-2.5
* Others	-0.7
<b>Total</b>	<b>-38.1</b>

**Extra Profit/  
Loss etc.**

Working Profit	-16.2
* Property Loss, etc.	-0.1
* Tax, others	-0.3
Net Income	<b>-16.6</b>

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