

**ISUZU**

# FY2013 1Q Financial Results



**August 3, 2012**

**ISUZU MOTORS LIMITED**

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Director : Toshio Sasaki

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Executive Officer : Masayuki Fujimori

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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.**

# **I . FY2013 1Q Outline**

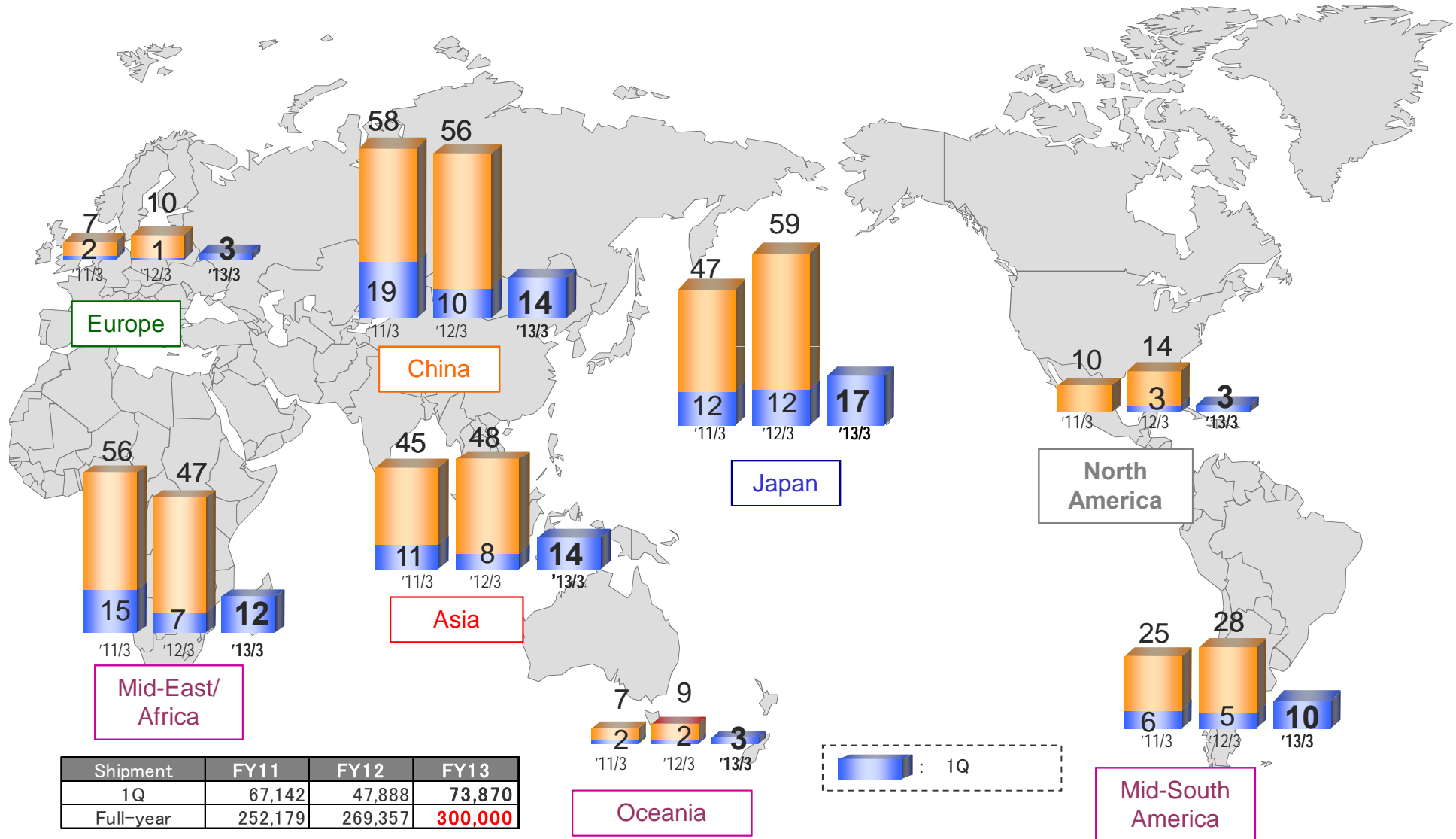
**FY2013 1Q Consolidated Results****- Year-on-year Comparison -**

<b>(JPY Bil.)</b>	<b>FY13 1Q</b>	<b>FY12 1Q</b>	<b>Changes</b>
<b>Net Sales</b>	<b>391.7</b>	<b>284.4</b>	<b>107.3</b>
<b>Operating Income</b>	<b>28.1</b>	<b>14.4</b>	<b>13.7</b>
<b>Ordinary Income</b>	<b>28.9</b>	<b>14.4</b>	<b>14.5</b>
<b>Net Income</b>	<b>21.6</b>	<b>8.7</b>	<b>12.9</b>

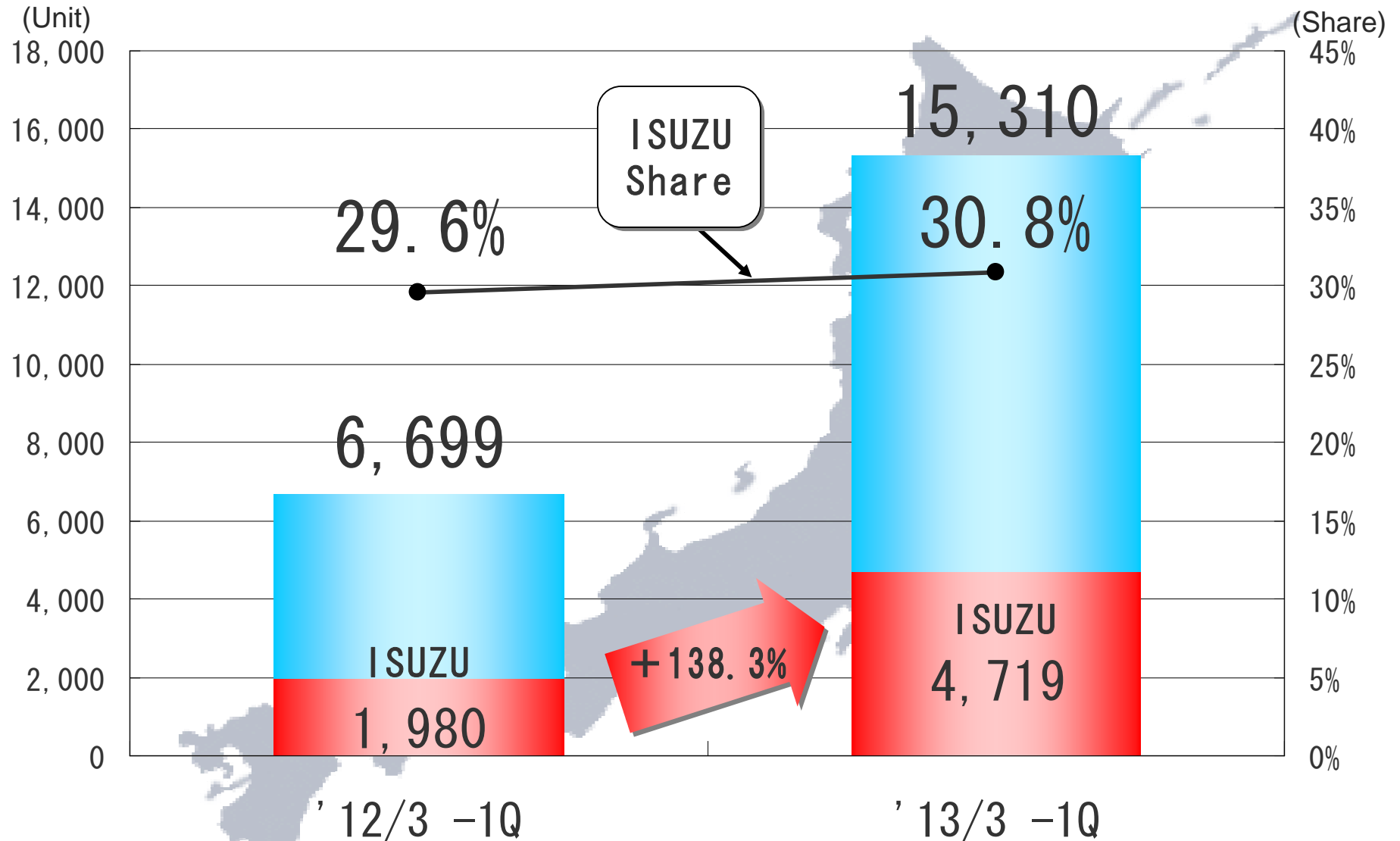
\* FX: FY13 1Q = 80JPY/US\$  
FY12 1Q= 82JPY/US\$

# **Ⅱ -1. Market Information**

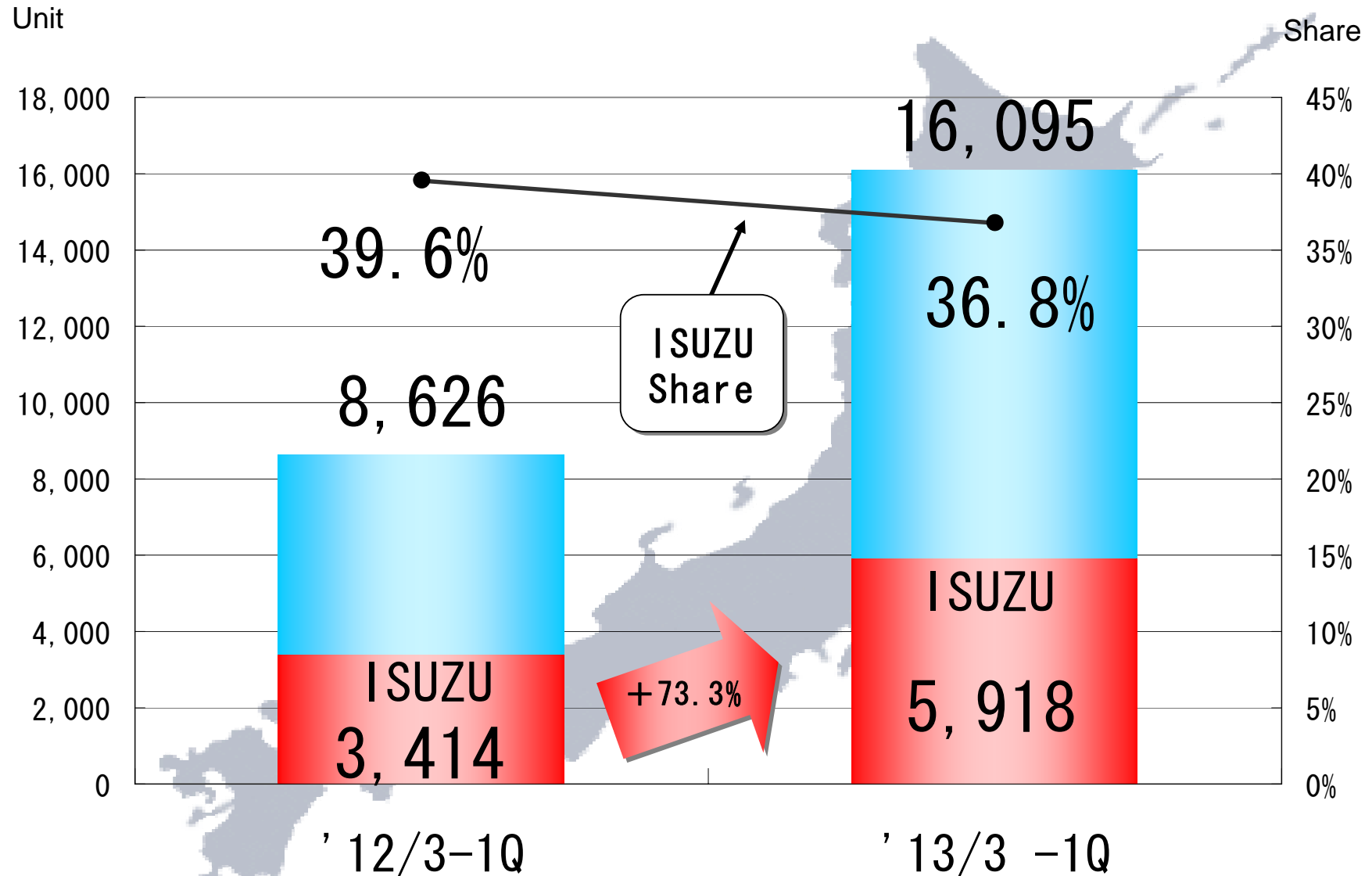
## CV Global Shipment - Vehicle and KD-SET, etc: K-units -



## Japan Industry Sales and Isuzu Share - H/D, M/D Truck: 4ton or above -

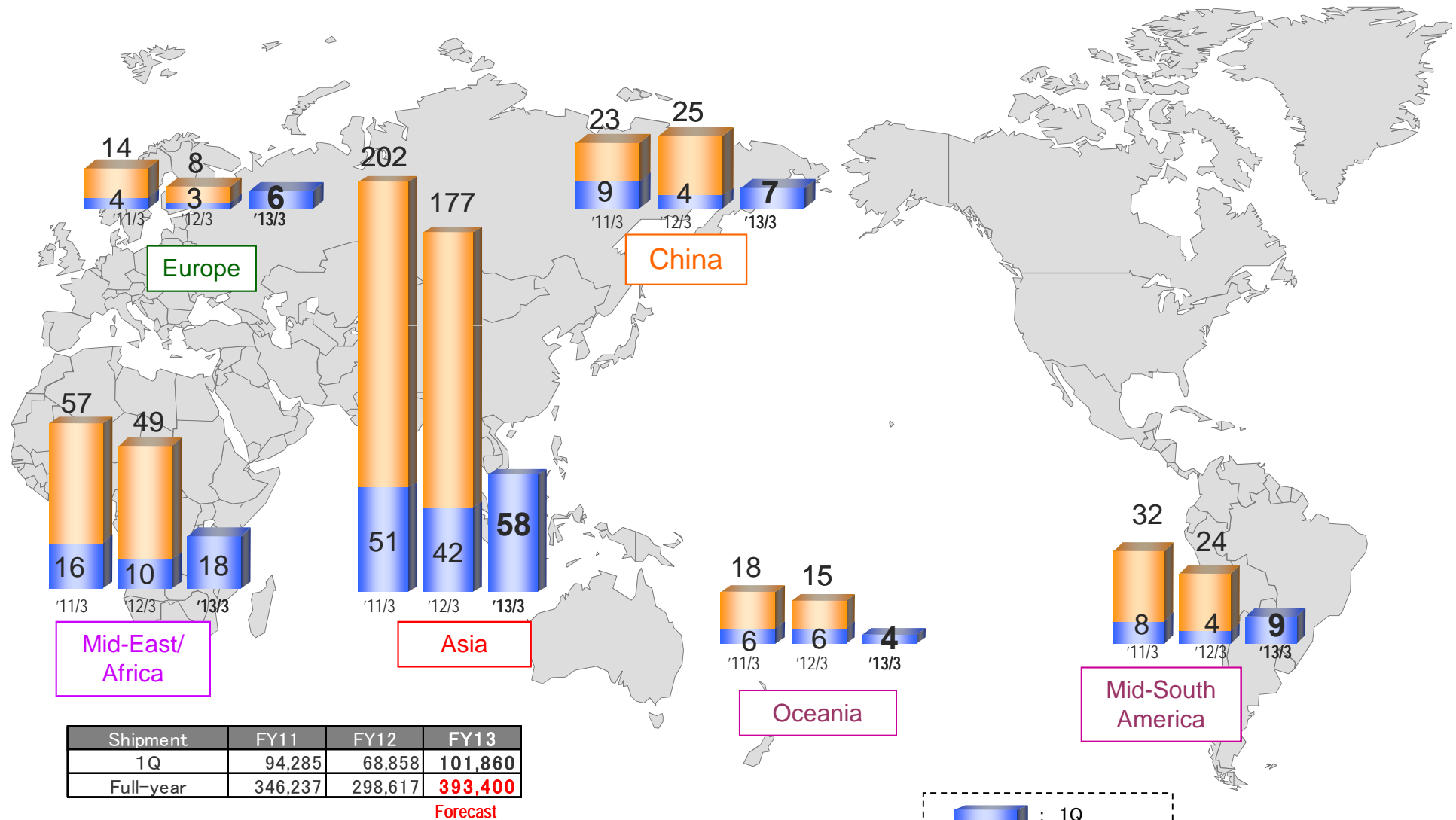


## Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -





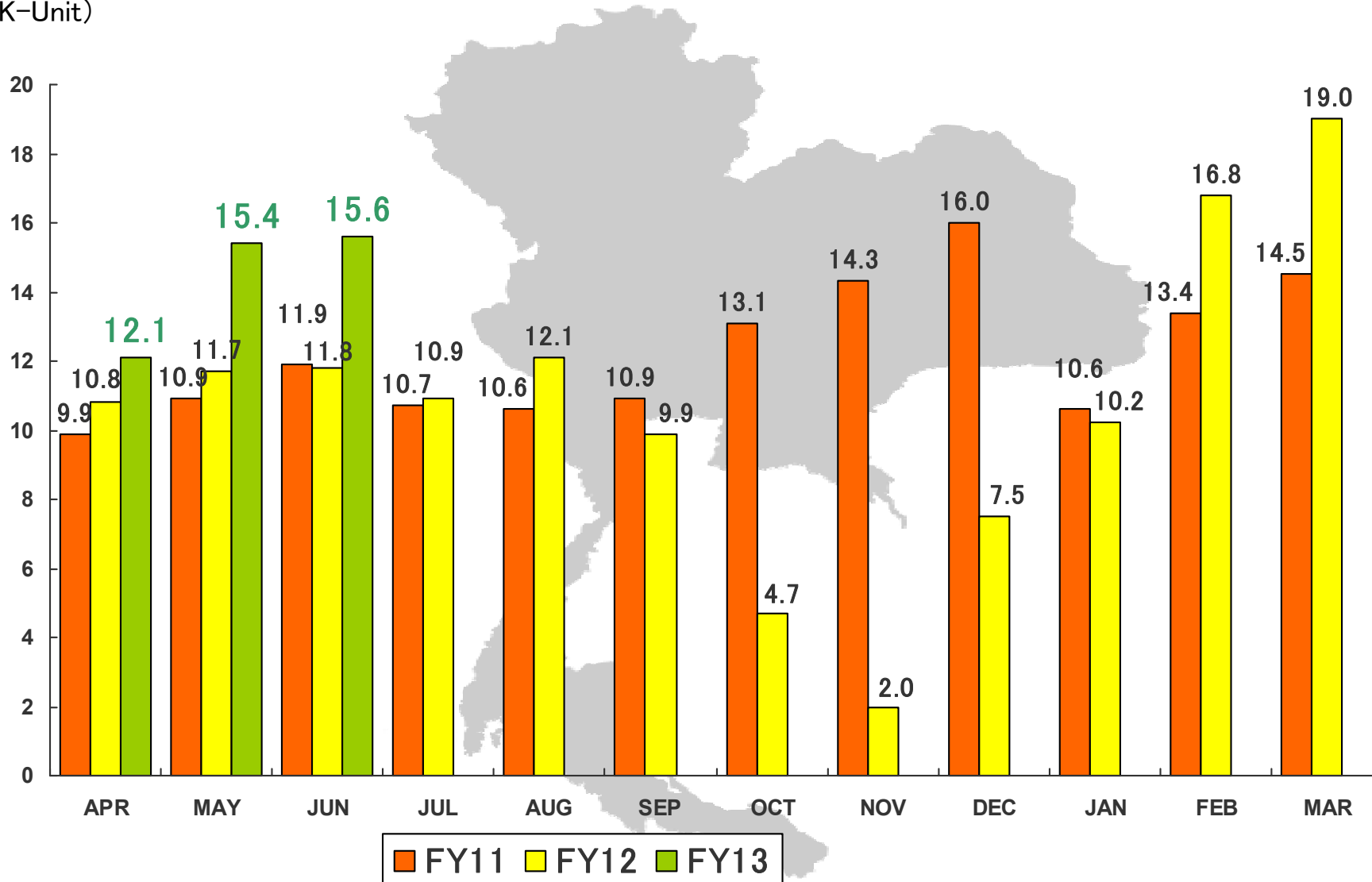
## LCV Global Shipment - Vehicle and KD-SET, etc: K-units -





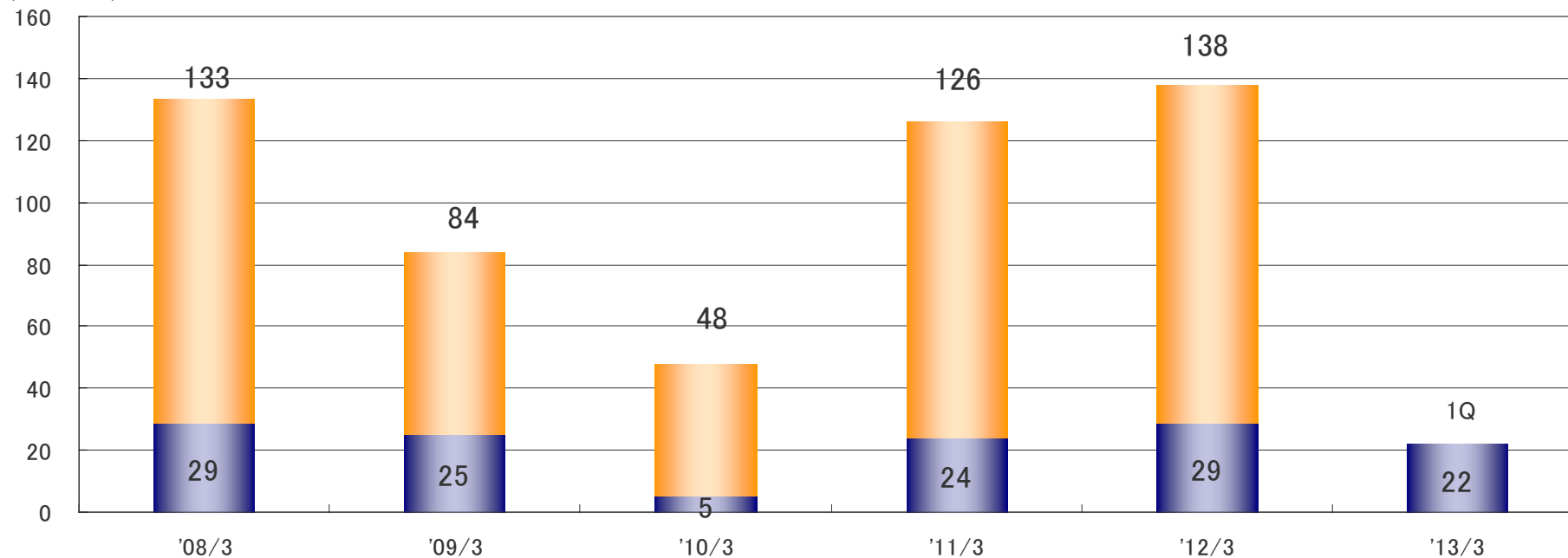
## Pick-up truck monthly sales in Thailand

(K-Unit)

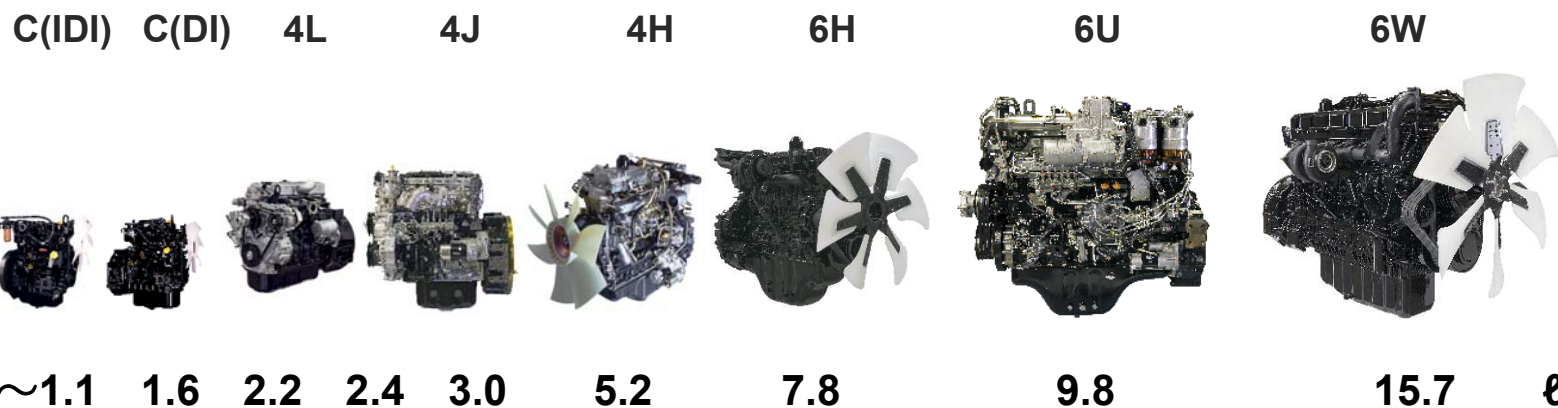


## Industrial Engine Global Shipment - K-Units-

(K-Unit)



Industrial Engine



## **Ⅱ -2. FY2013 1Q Financial Summary**

## FY2013 Q1 Consolidated Results

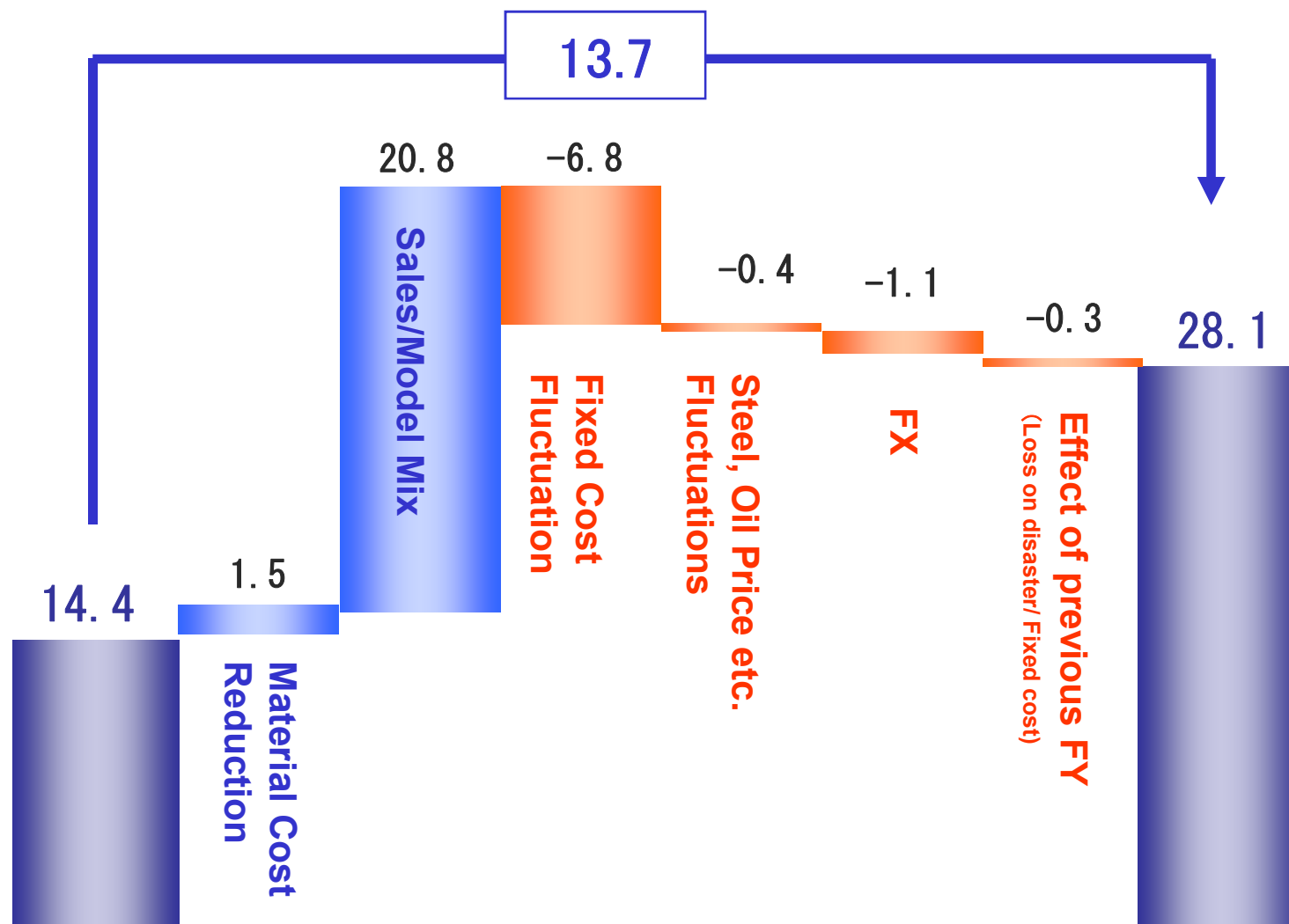
- Year-on-year Comparison -

(JPY Bil.)	FY13 1Q	FY12 1Q	Changes
<b>Net Sales</b>	<b>391.7</b>	<b>284.4</b>	<b>107.3</b>
<b>Operating Income</b>	<b>28.1</b>	<b>14.4</b>	<b>13.7</b>
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\* FX: FY13 1Q = 80JPY/US\$  
FY12 1Q = 82JPY/US\$

## FY2012 1Q vs. FY2013 1Q Fluctuations

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



Operating Income for **FY12 1Q**

Operating Income for **FY13 1Q**

## FY2013 1Q Consolidated Results (Apr.–Jun. 2012)

- Ordinary income, Net income, Year-on-year -

( JPY Bil. )	FY13 1Q	FY12 1Q	Changes
Net Sales	391.7	284.4	107.3
Operating Income	28.1	14.4	13.7
Ordinary Income	28.9	14.4	14.5
Net Income	21.6	8.7	12.9

Ordinary Income	Operating Income Change	13.7
	* Equity in Earnings of Affiliates	0.9
	* FX gain and loss, Other	-0.1
	Total	14.5
Extra Profit / Loss etc.	Ordinary Income	28.9
	* Loss on disposal of noncurrent assets, etc	-0.4
	* Tax and minority interests	-6.9
	Net Income	21.6

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