

**ISUZU**

# FY2013 3Q Financial Results



**February 8, 2013**

**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 3Q Outline**

## FY2013 3Q Consolidated Results

- Year-on-year Comparison -

( JPY Bil. )	FY13 3Q	FY12 3Q	Changes
Net Sales	405.7	306.4	99.3
Operating Income	33.0	20.4	12.6
Ordinary Income	34.5	21.3	13.2
Net Income	22.6	15.0	7.6

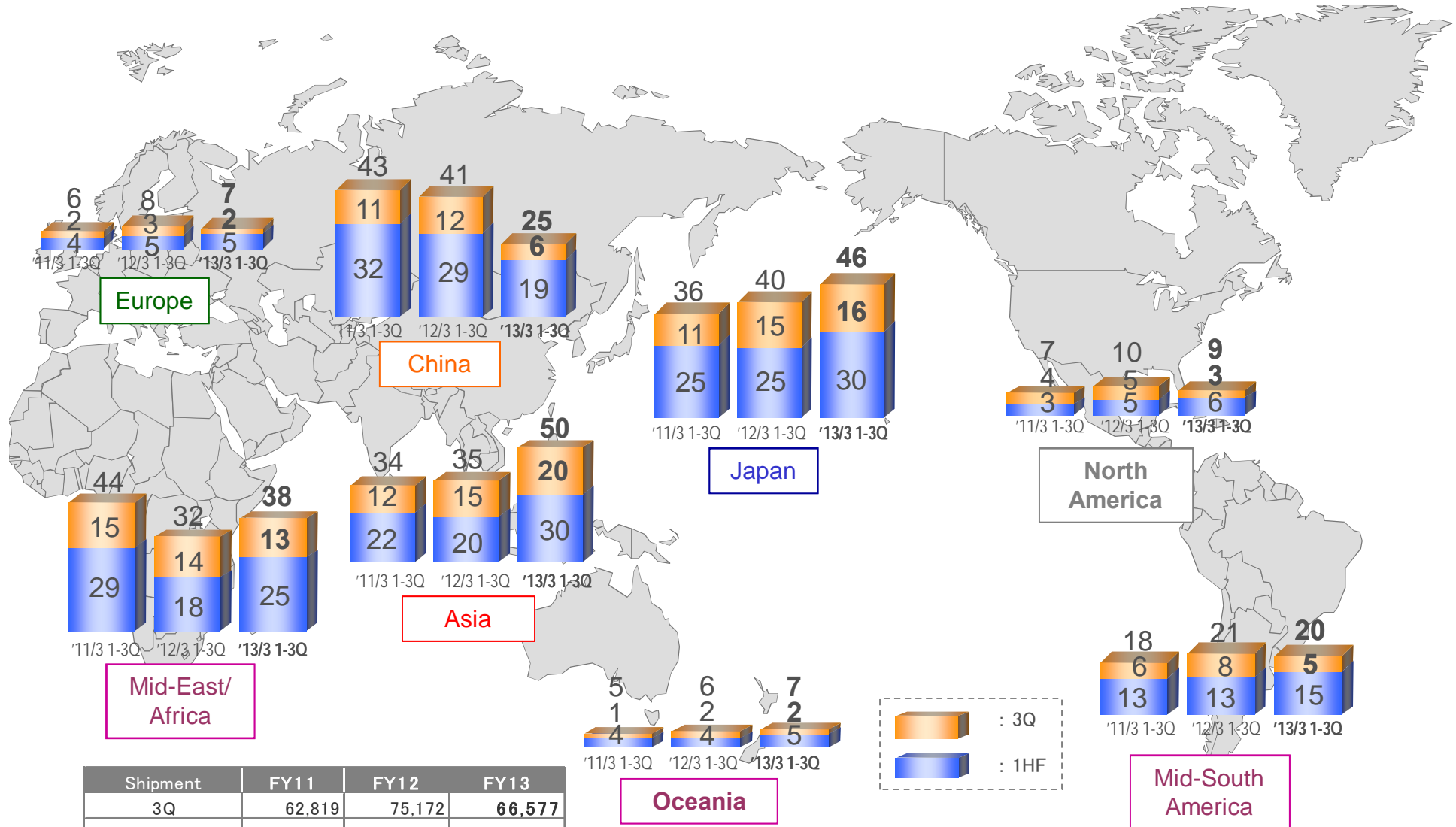
FX : FY2013 3Q: 80JPY/\$

FY2012 3Q: 78JPY/\$

<b>【 9 months 】</b>	<b>FY13 1-3Q</b>	<b>FY12 1-3Q</b>	<b>Changes</b>
Net Sales	1,185.8	964.5	221.3
Operating Income	90.3	64.2	26.1
Ordinary Income	94.9	66.5	28.4
Net Sales	64.7	48.7	16.0

## **II -1. Market Information**

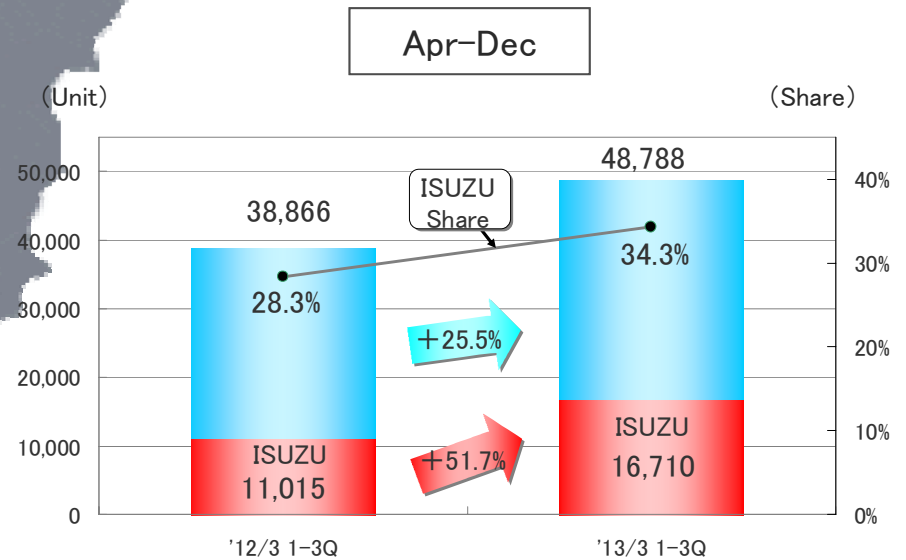
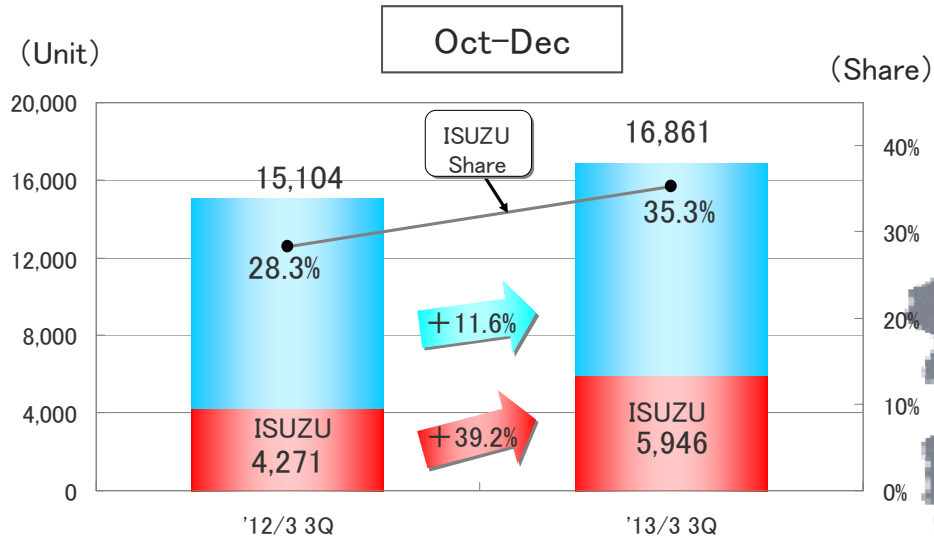
## CV Global Shipment - Vehicle and KD-SET, etc: K-units -



Shipment	FY11	FY12	FY13
3Q	62,819	75,172	<b>66,577</b>
1-3Q	194,097	193,660	<b>202,024</b>

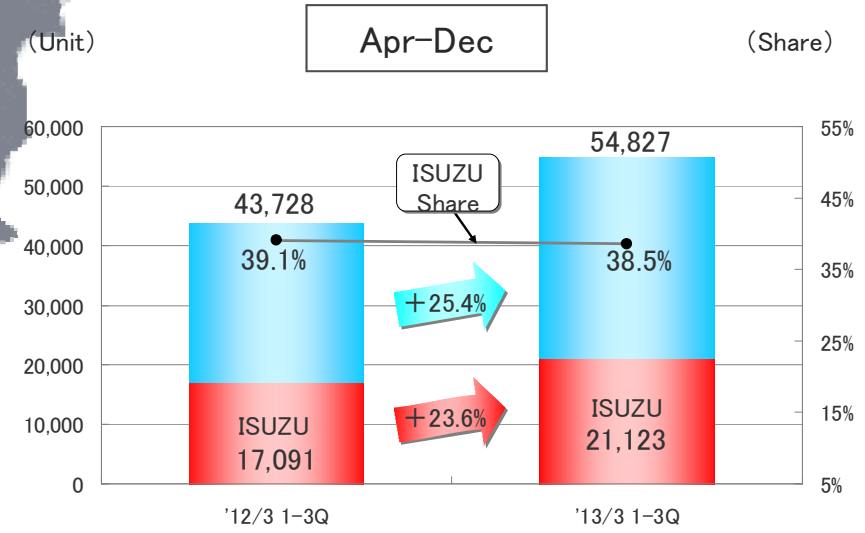
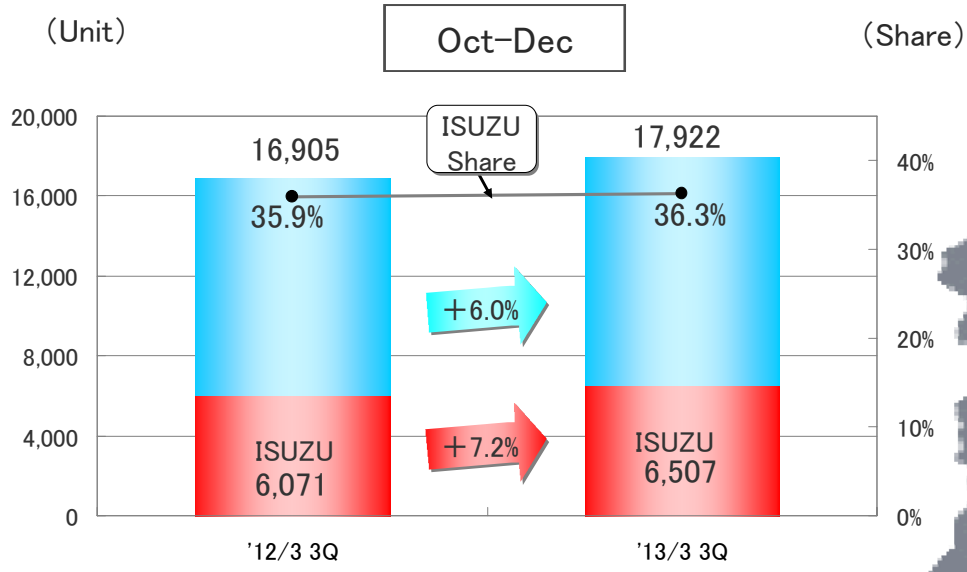


## Japan Industry Sales and Isuzu Share - H/D, M/D Truck:4ton or above



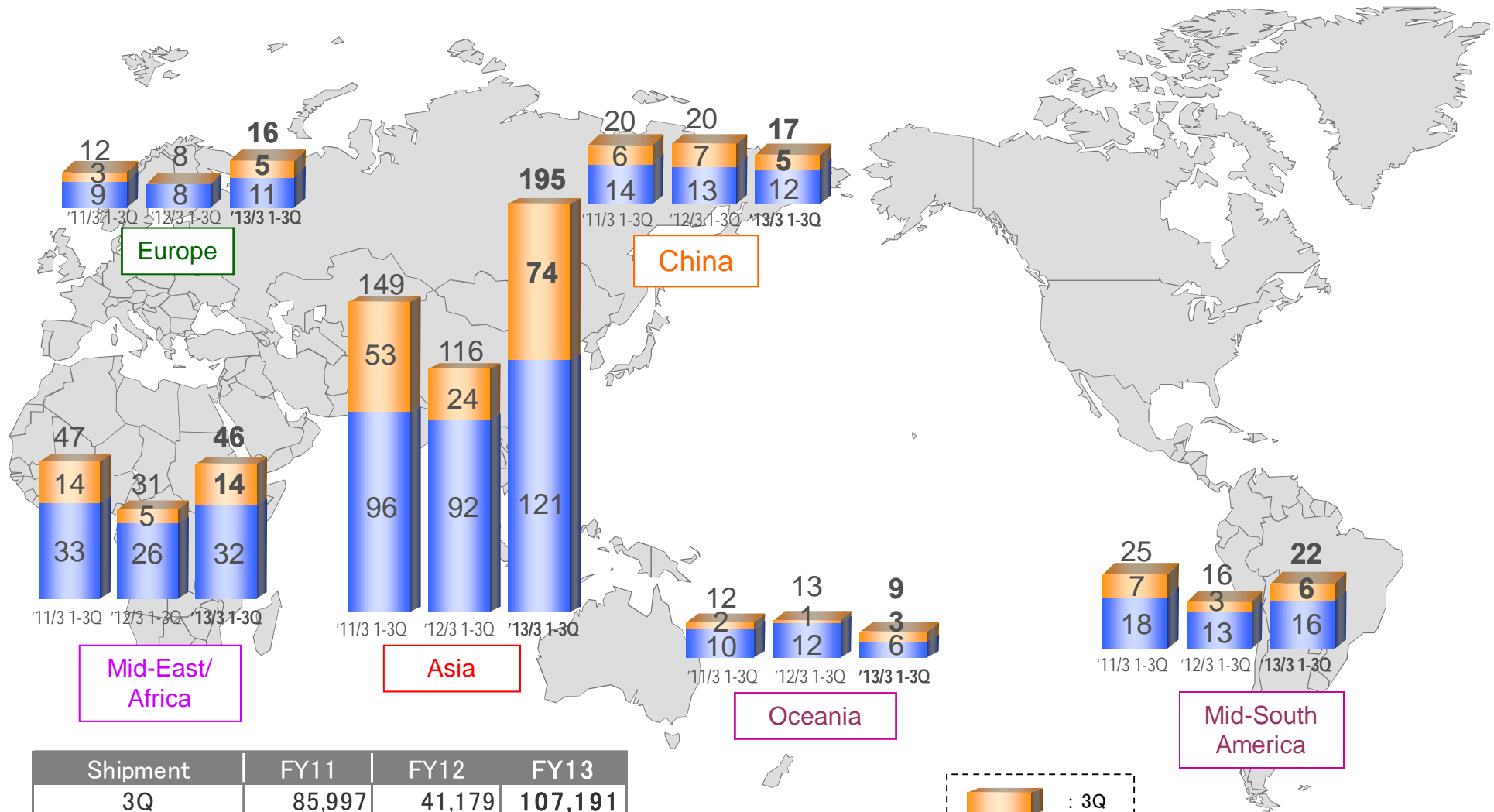


## Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -

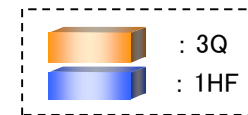




## LCV Global Shipment - Vehicle and KD-SET, etc: K-units -



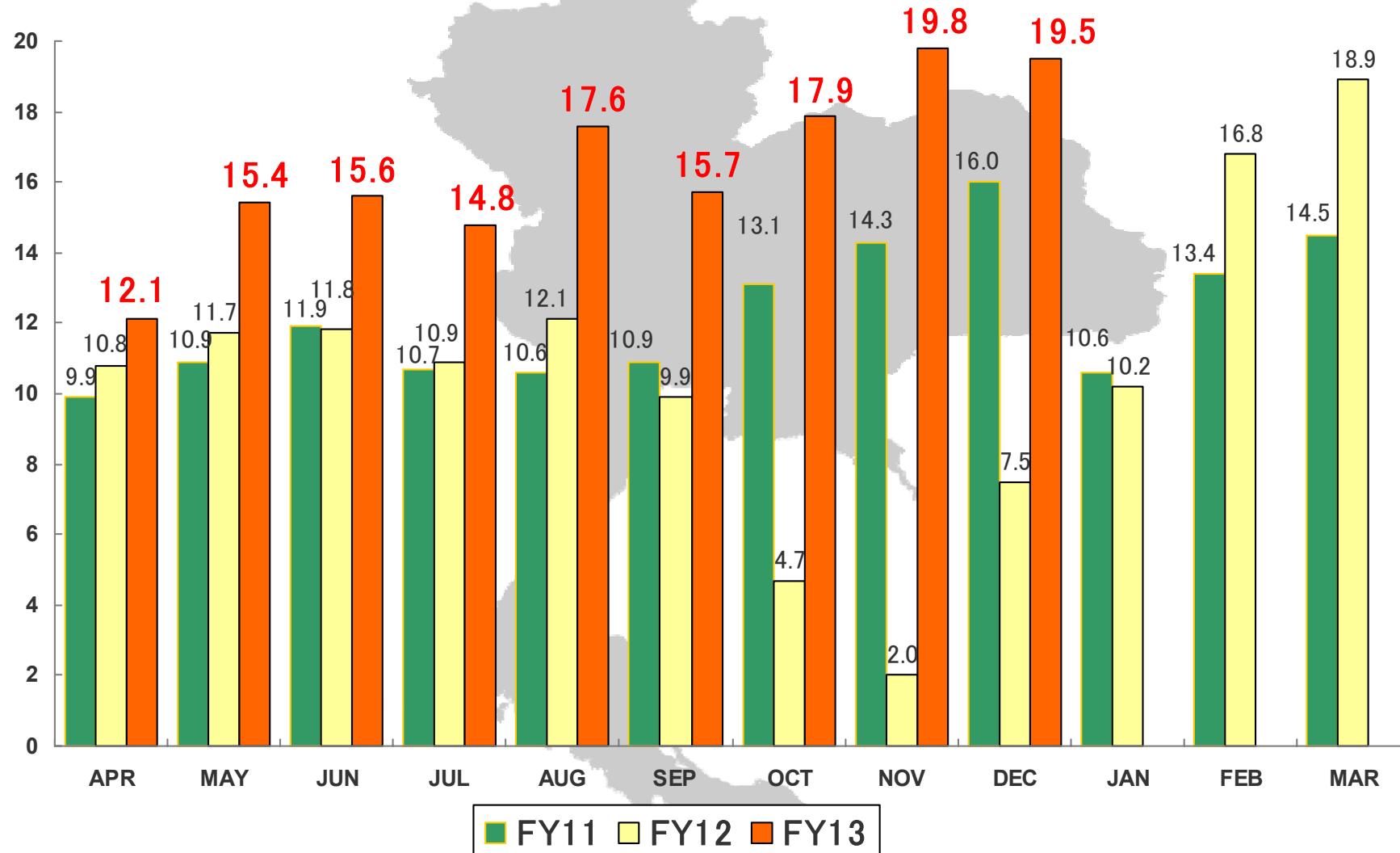
Shipment	FY11	FY12	FY13
3Q	85,997	41,179	107,191
1-3Q	265,169	204,228	304,756



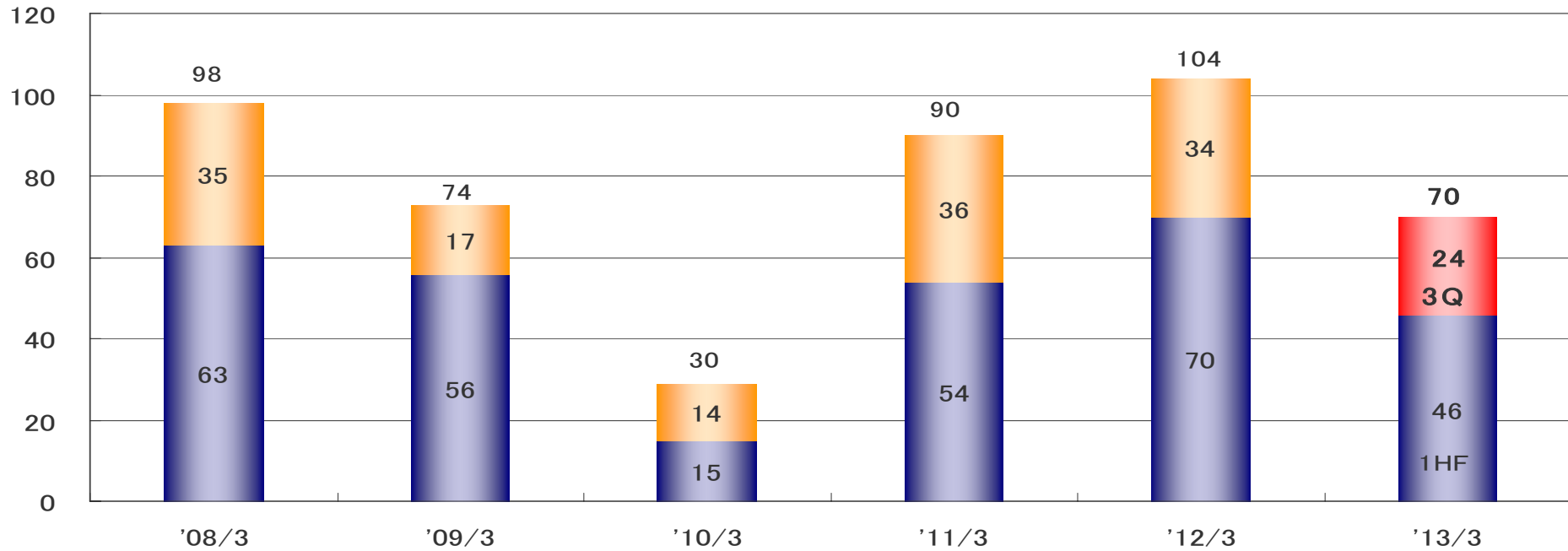


## Pick-up truck monthly sales in Thailand

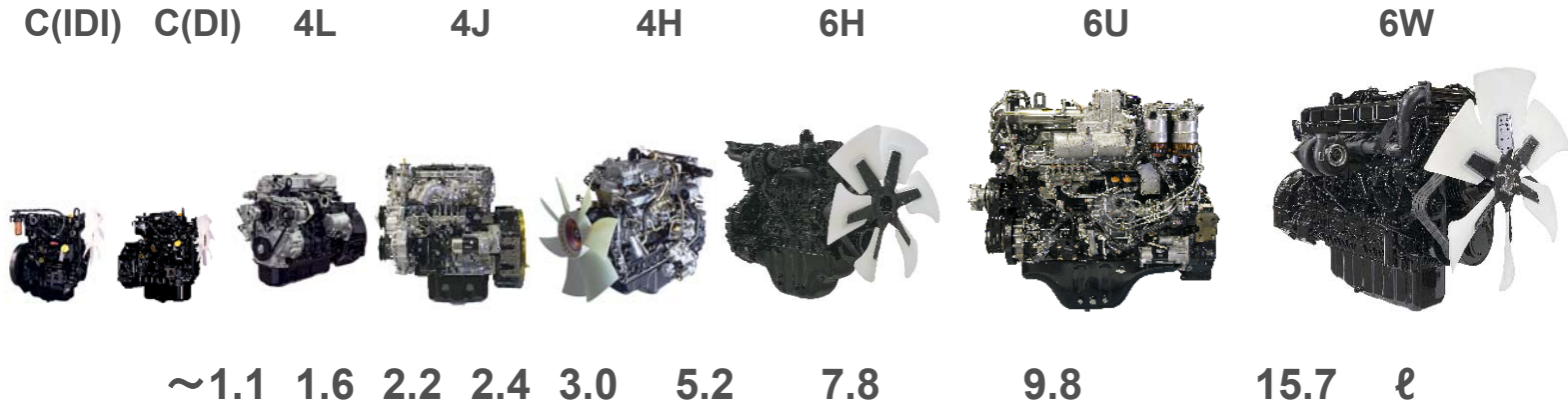
(K-Unit)



## Industrial Engine Global Shipment - K-Units-



Industrial Engine



## **II -2. FY2013 3Q Financial Summary**

## FY2013 3Q Consolidated Results (Oct.–Dec. 2012)

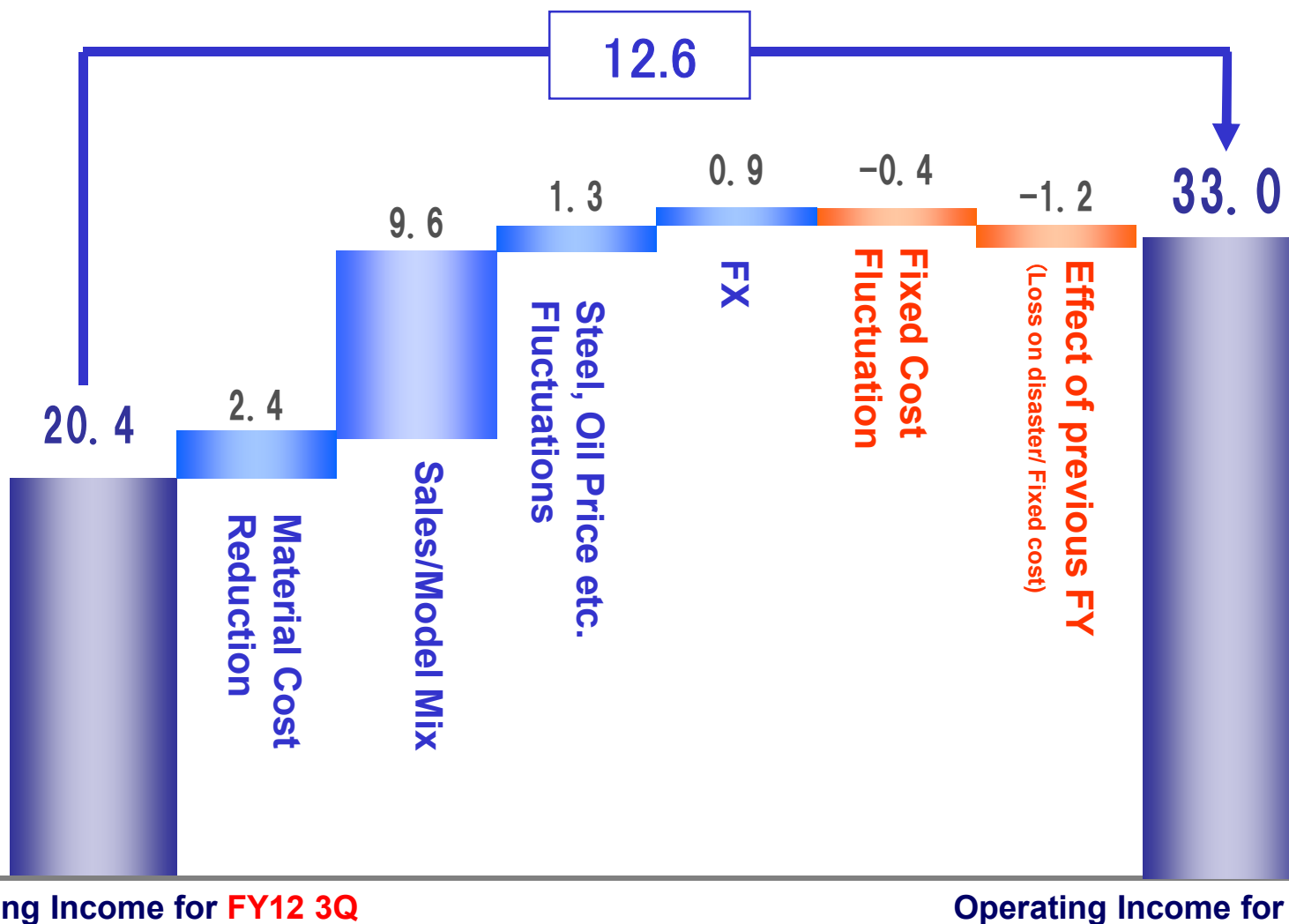
- Year-on-year Comparison -

(JPY Bil.)	FY13 3Q	FY 12 3Q	Changes
Net Sales	405.7	306.4	99.3
Operating Income	33.0	20.4	12.6
Ordinary Income	34.5	21.3	13.2
Net Income	22.6	15.0	7.6

※FX: FY2013 3Q: 80JPY/\$  
FY2012 3Q: 78JPY/\$

## FY2012 3Q vs. FY2013 3Q Fluctuations

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



## FY2013 3Q Consolidated Results (Oct.–Dec. 2012)

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

( JPY Bil. )	FY13 3Q	FY12 3Q	Changes
Net Sales	405.7	306.4	99.3
Operating Income	33.0	20.4	12.6
Ordinary Income	34.5	21.3	13.2
Net Income	22.6	15.0	7.6

Ordinary Income	Operating Income Change	12.6
	* Equity in Earnings of Affiliates	1.2
	* FX gain and loss, Other	-0.6
	Total	13.2
Extra Profit / Loss etc.	Ordinary Income	34.5
	* Extraordinary Profit and Loss	-0.4
	* Tax and minority interests	-11.5
	Net Income	22.6

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