

ISUZU

FY2014 1Q Financial Results



August 6, 2013

ISUZU MOTORS LIMITED

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Director : Masanori Katayama

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Executive Officer : Kenji Miyazaki

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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 . FY2014 1Q Outline

FY2014 1Q Consolidated Results

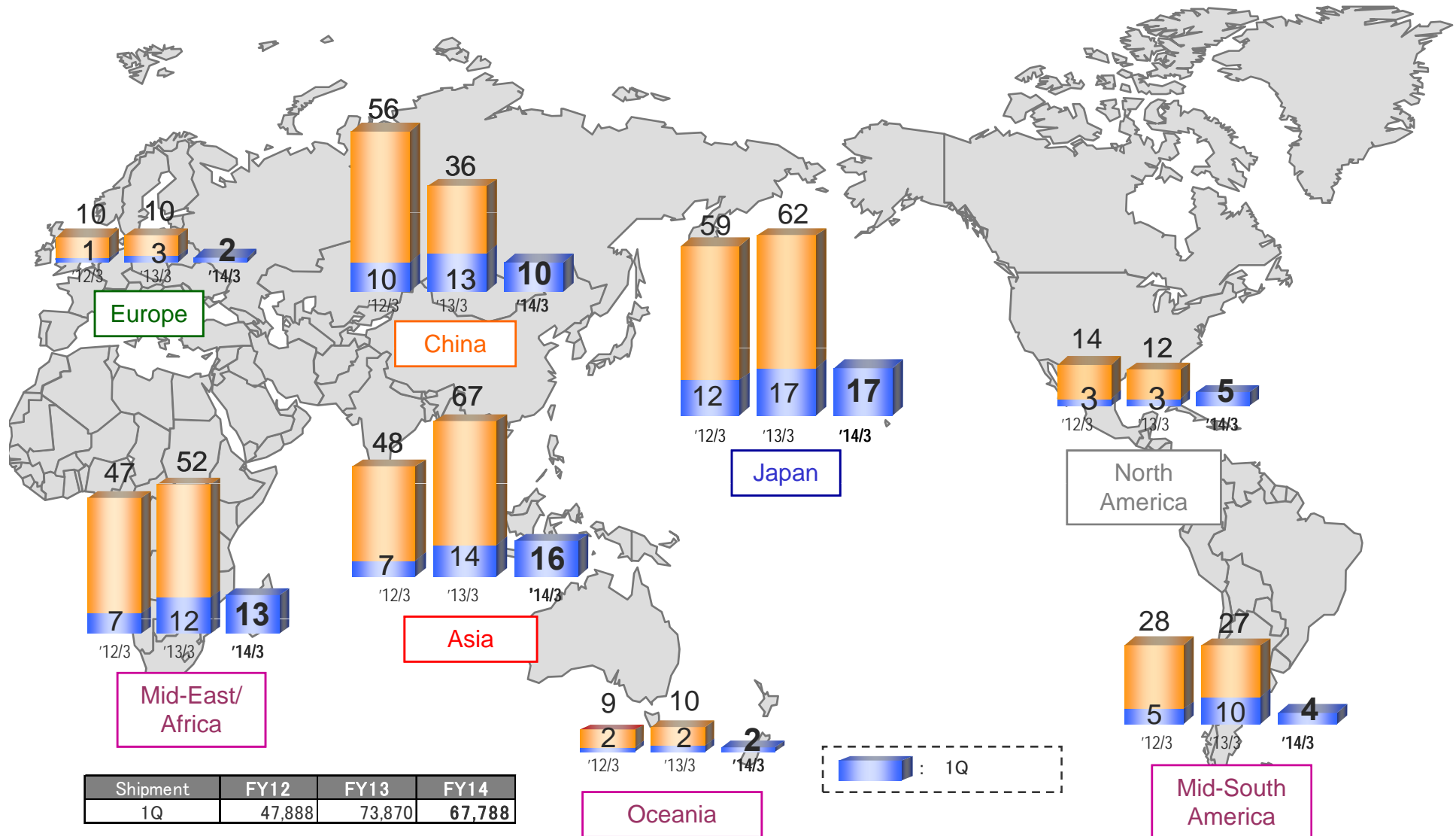
- Year-on-year Comparison -

(JPY Bil.)	FY14 1Q	FY13 1Q	Changes
Net Sales	422.4	391.7	30.7
Operating Income	44.5	28.1	16.4
Ordinary Income	47.4	28.9	18.5
Net Income	27.6	21.6	6.0

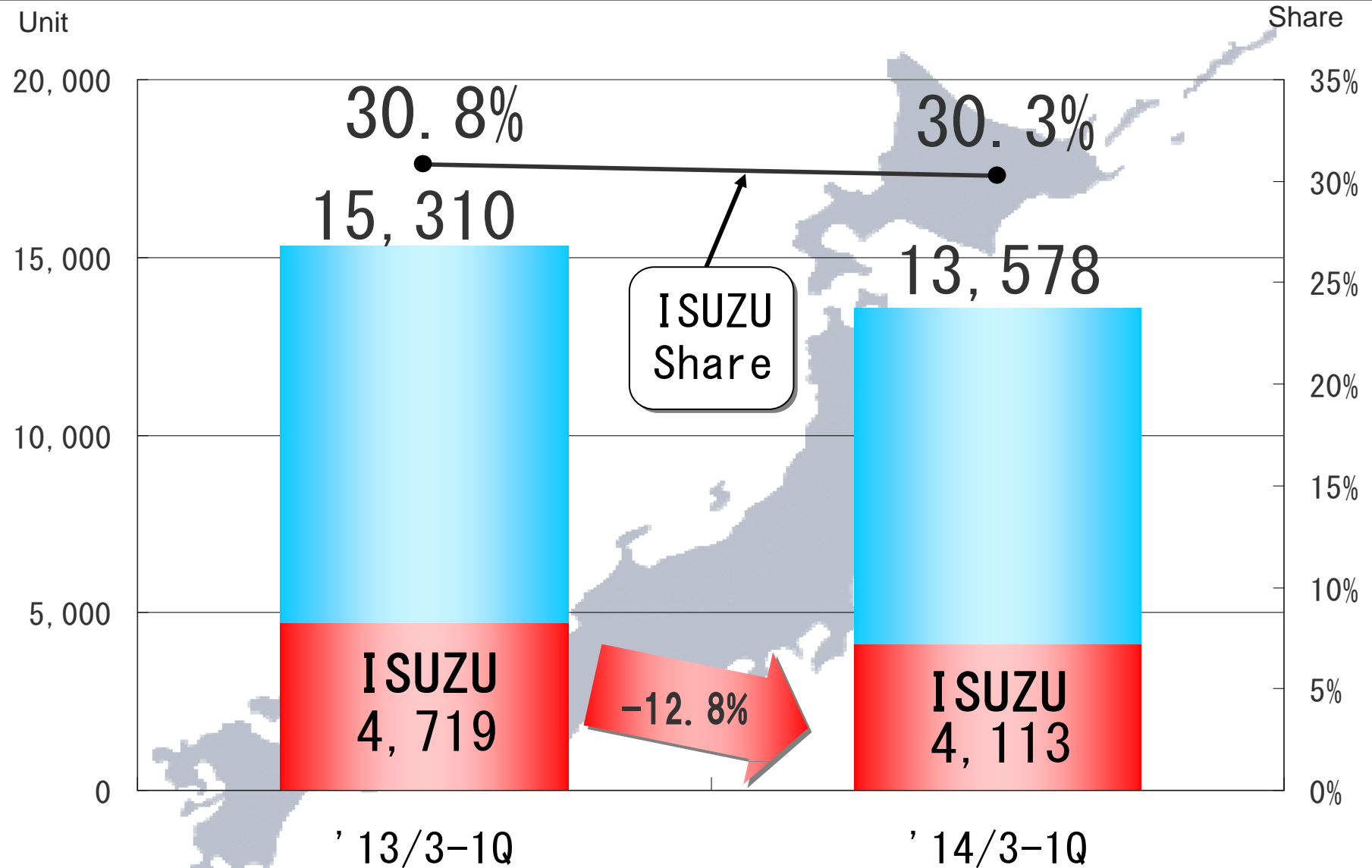
* FX: FY14 1Q = 95 JPY/US\$
FY13 1Q = 80 JPY/US\$

Ⅱ-1. Market Information

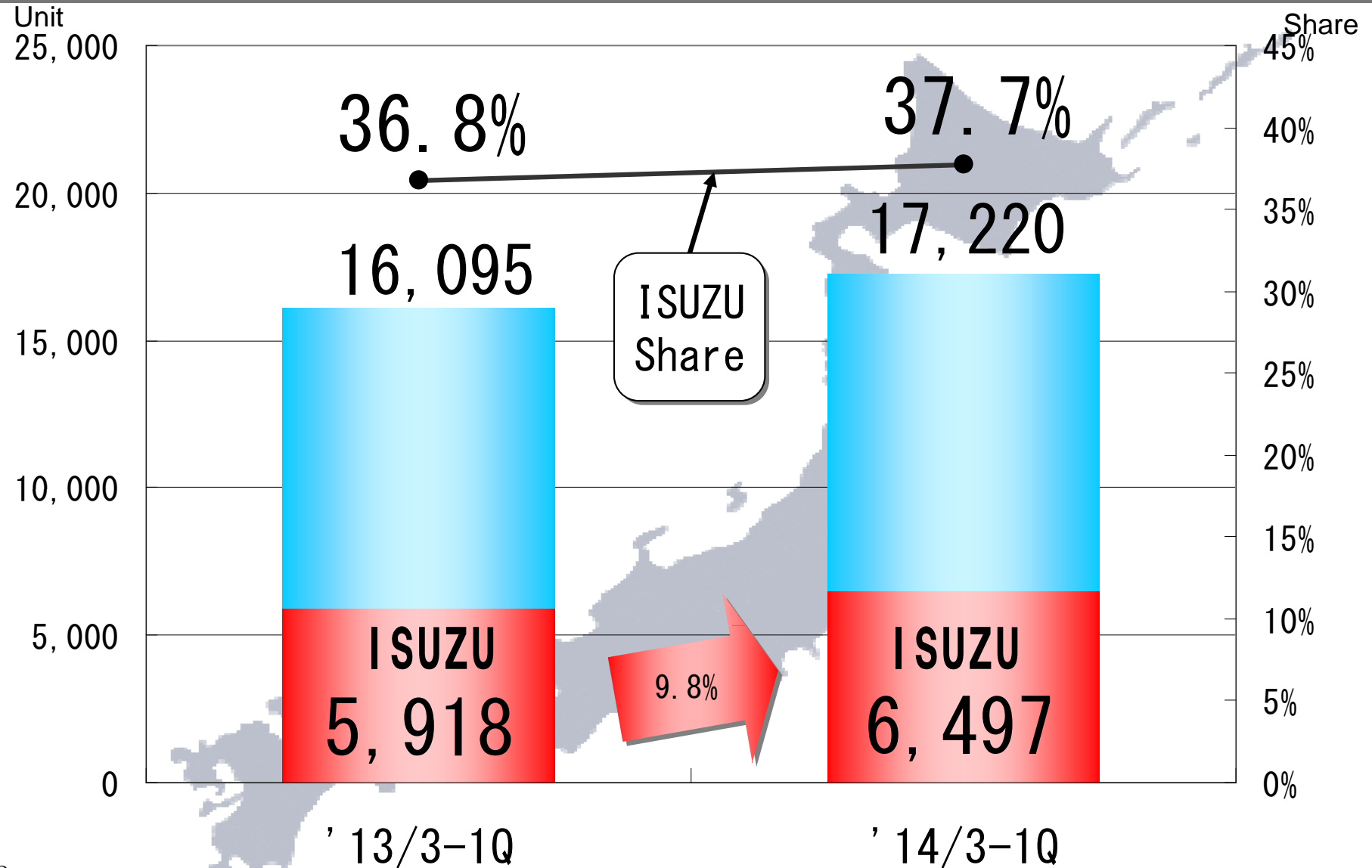
CV Global Shipment - Vehicle and KD-SET, etc: K-units -



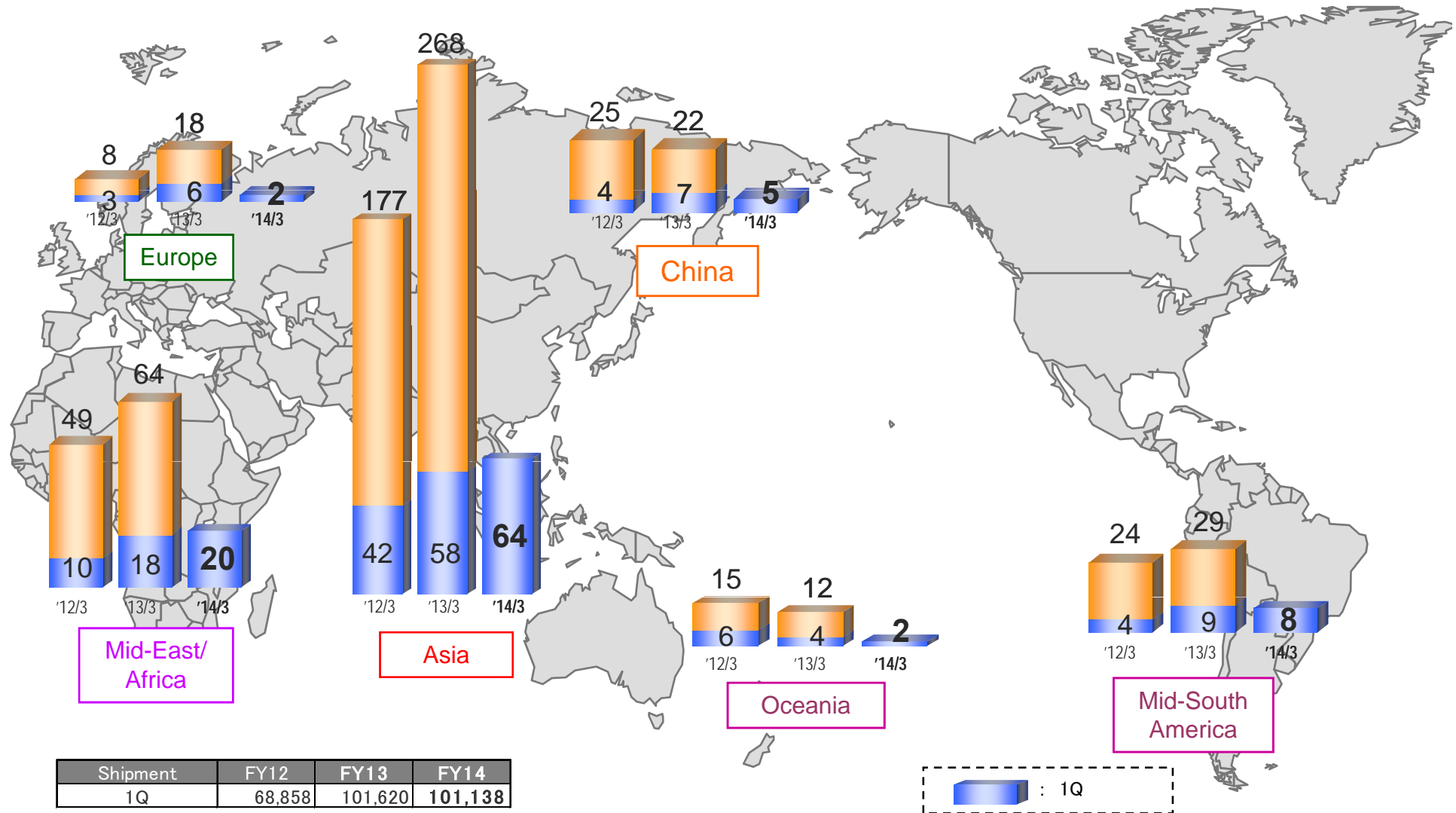
Japan Industry Sales and Isuzu Share - H/D, M/D Truck: 4ton or above -



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



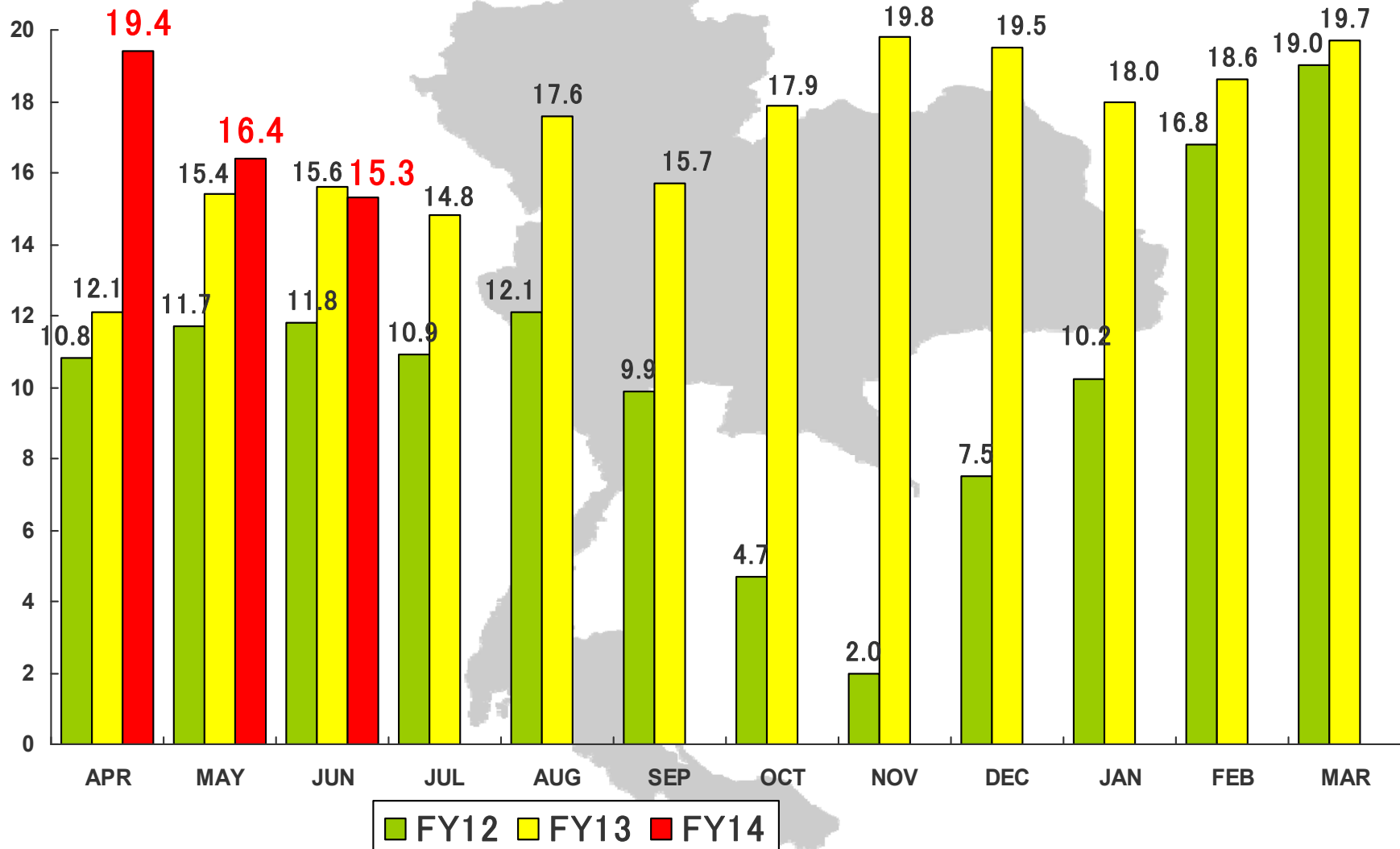
LCV Global Shipment - Vehicle and KD-SET, etc: K-units -





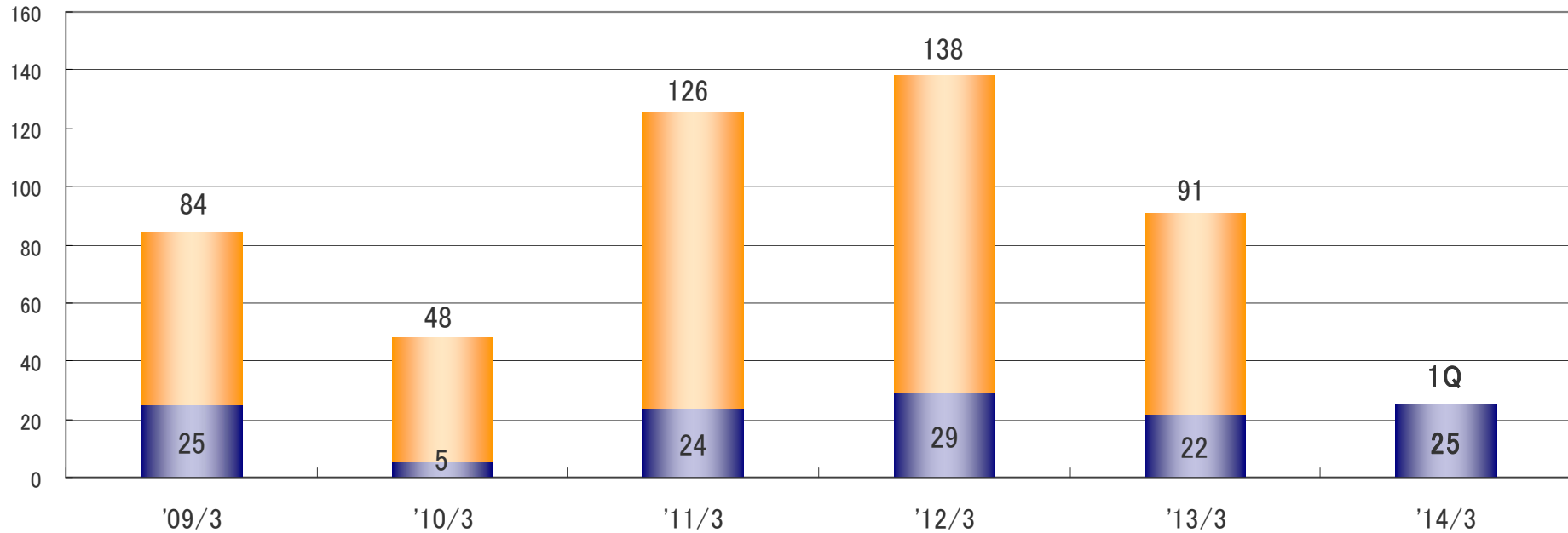
Pick-up truck monthly sales in Thailand

(K-Unit)







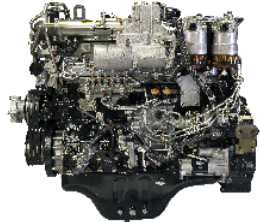



Industrial Engine Global Shipment - K-Units-

(K-Unit)



Industrial Engine

C(IDI)	C(DI)	4L	4J	4H	6H	6U	6W		
									
~1.1	1.6	2.2	2.4	3.0	5.2	7.8	9.8	15.7	ℓ

II -2. FY2014 1Q Financial Summary

FY2014 1Q Consolidated Results

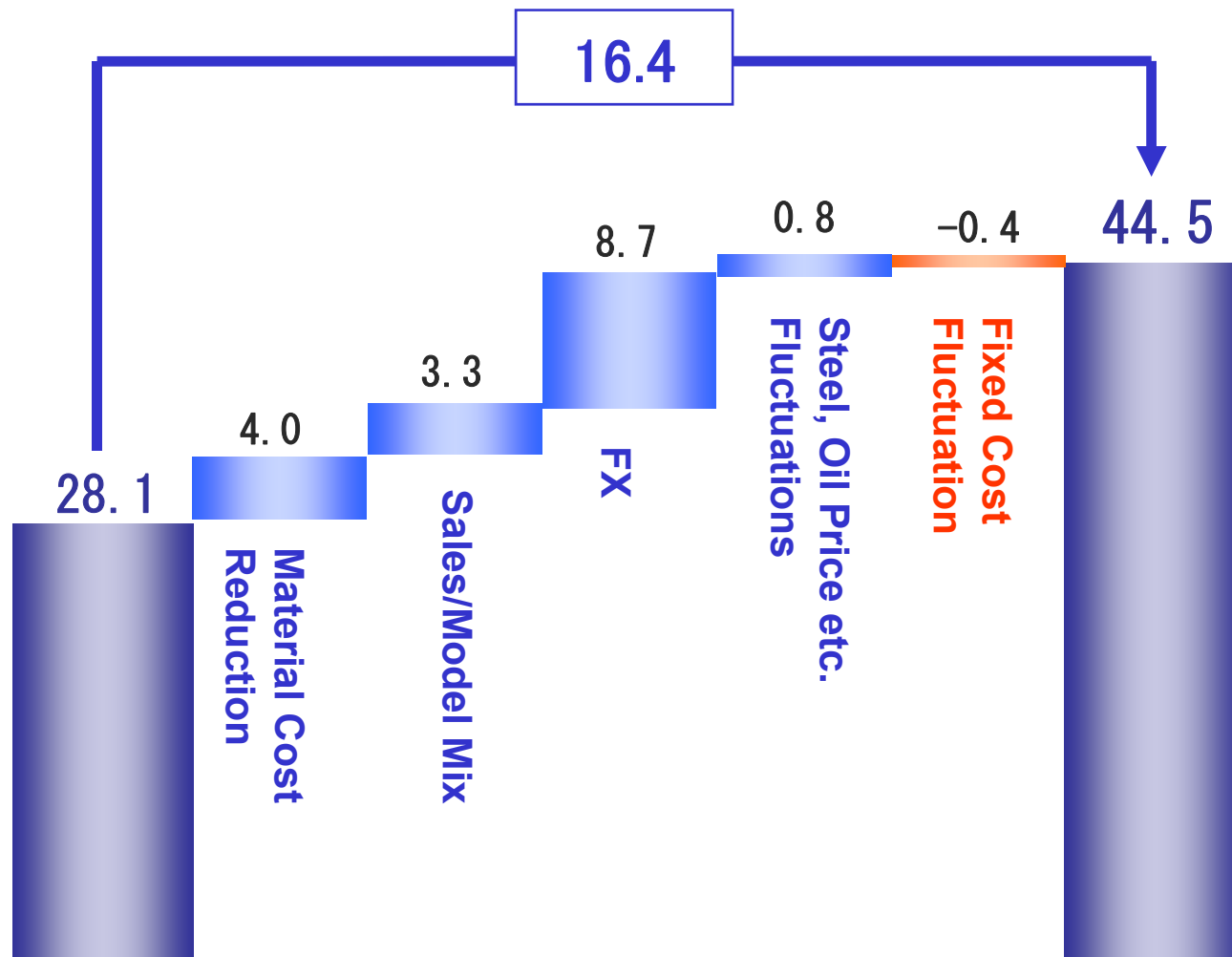
- Year-on-year Comparison -

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FY2013 1Q vs. FY2014 1Q Fluctuations

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



Operating Income for **FY13 1Q**

Operating Income for **FY14 1Q**

FY2014 1Q Consolidated Results (Apr.–Jun. 2013)

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

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Ordinary Income	Operating Income Change	16.4
	* Equity in Earnings of Affiliates	1.2
	* Financial account balance/ FX gain and loss, Other	0.9
	Total	18.5
Extra Profit / Loss etc.	Ordinary Income	47.4
	* Loss on disposal of noncurrent assets, etc	-0.2
	* Tax and minority interests	-19.6
	Net Income	27.6

Trucks for life
ISUZU