

ISUZU

FY2014 3Q Financial Results



February 7, 2014

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 3Q Outline

FY2014 3Q Consolidated Results

- Year-on-year Comparison -

(JPY Bil.)	FY14 3Q	FY13 3Q	Changes
Net Sales	417.0	405.7	11.3
Operating Income	42.6	33.0	9.6
Ordinary Income	46.0	34.5	11.5
Net Income	32.7	22.6	10.1

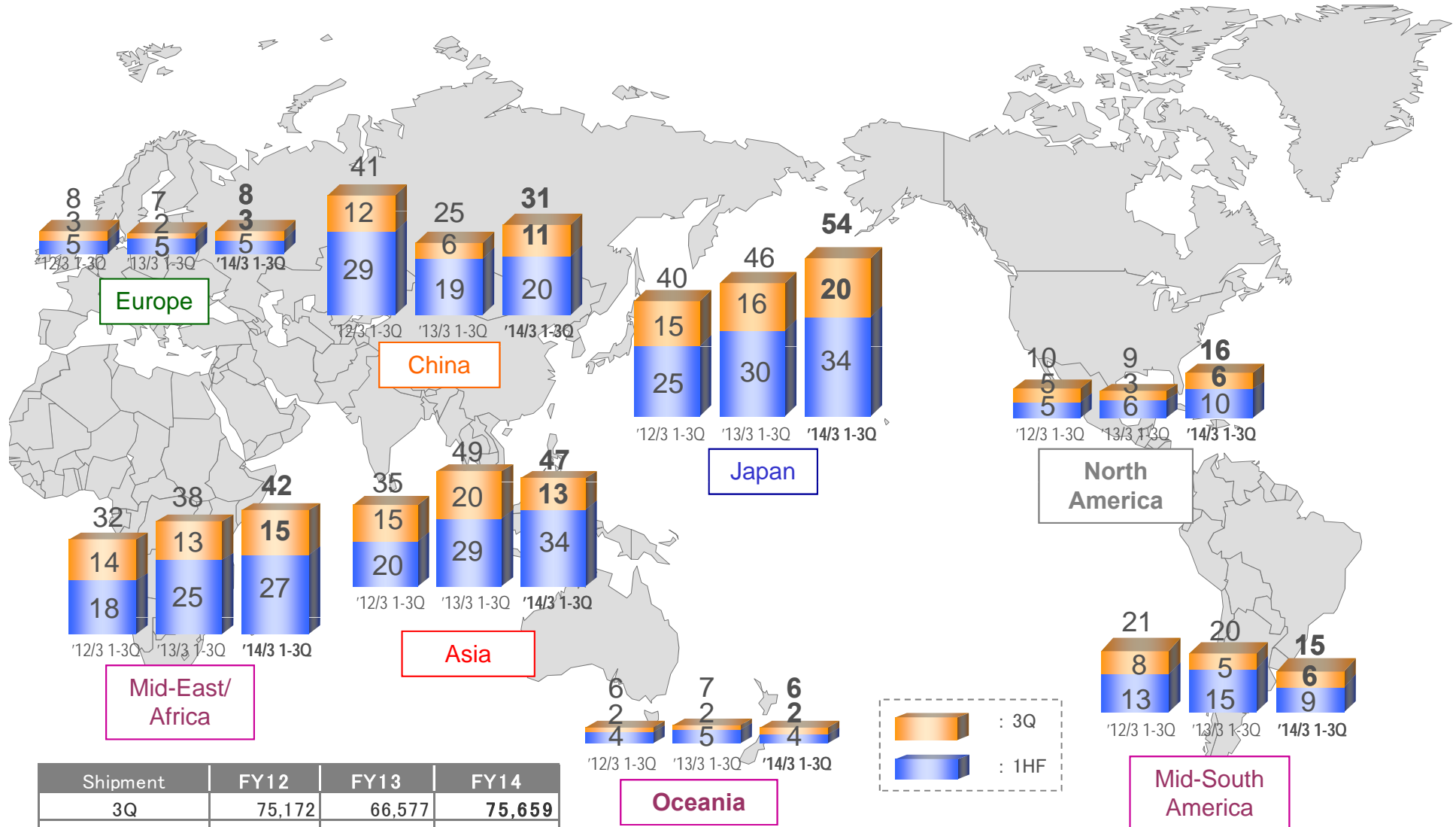
FX : FY2014 3Q: 100JPY/\$

FY2013 3Q: 80JPY/\$

【 9 months 】	FY14 1-3Q	FY13 1-3Q	Changes
Net Sales	1,292.2	1,185.8	106.4
Operating Income	132.9	90.3	42.6
Ordinary Income	142.6	94.9	47.7
Net Income	89.5	64.7	24.8

II -1. Market Information

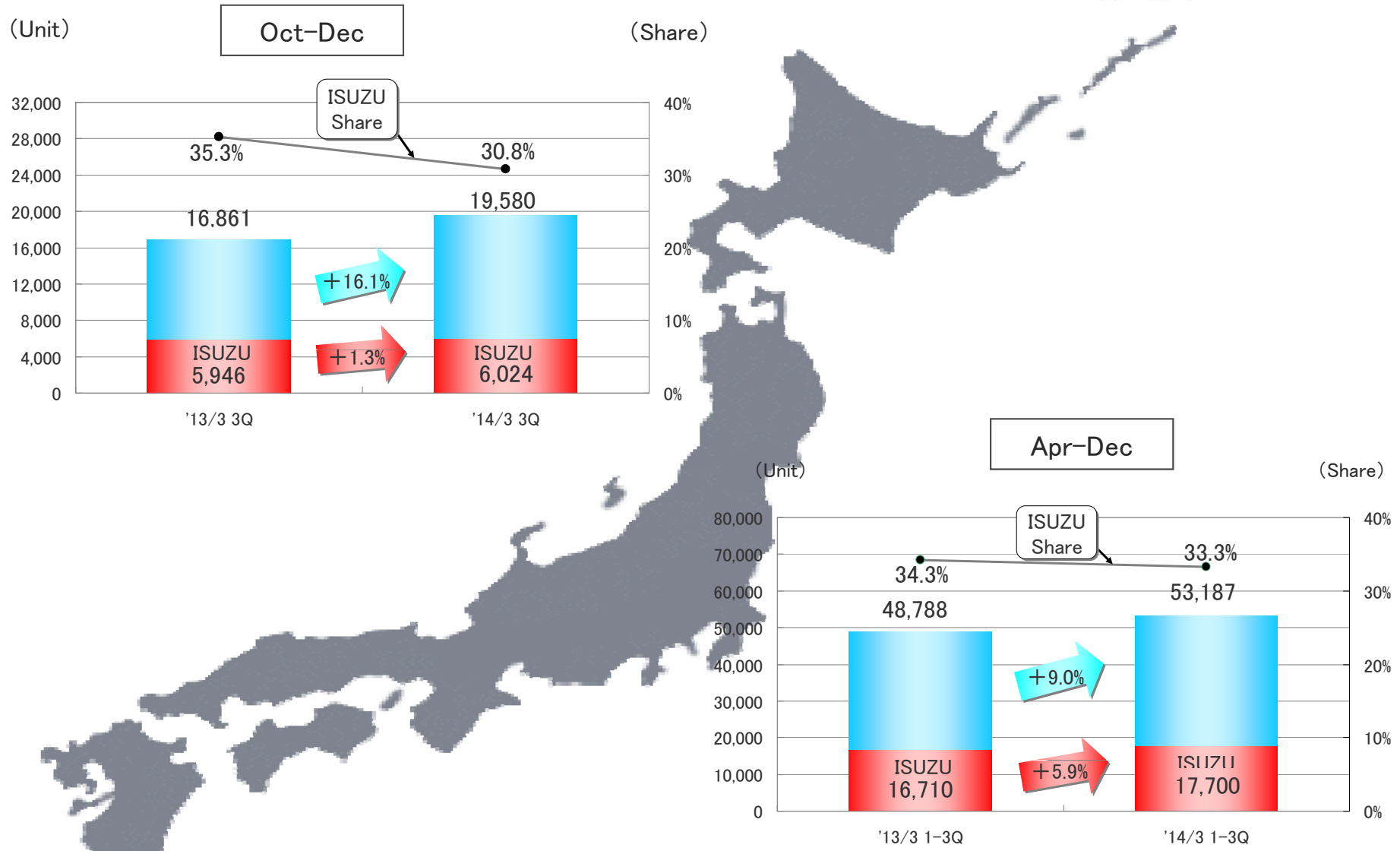
CV Global Shipment - Vehicle and KD-SET, etc: K-units -



Shipment	FY12	FY13	FY14
3Q	75,172	66,577	75,659
1-3Q	193,660	202,024	218,030

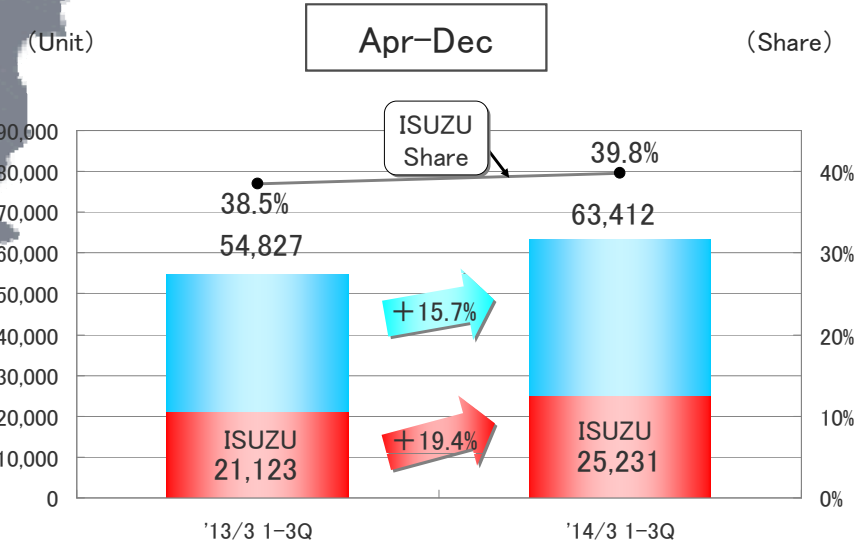
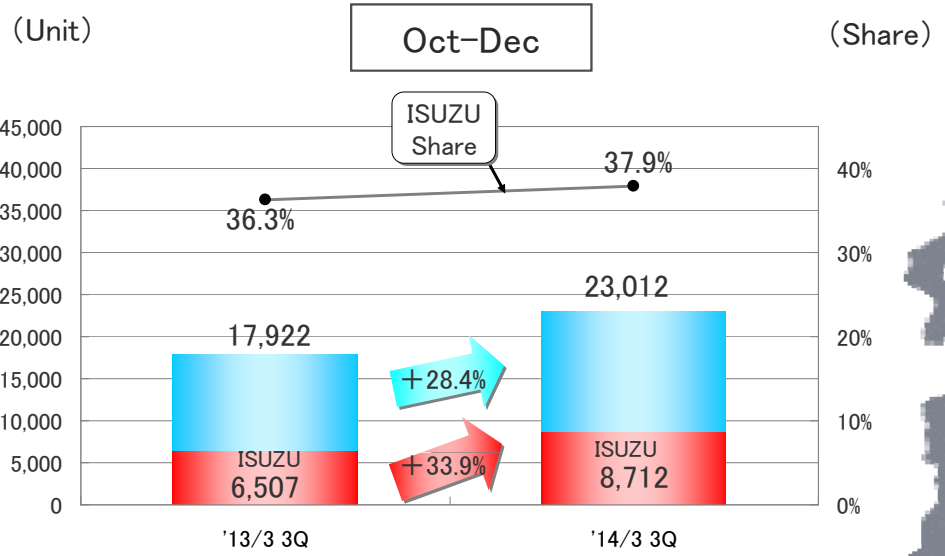


Japan Industry Sales and Isuzu Share - H/D, M/D Truck:4ton or above

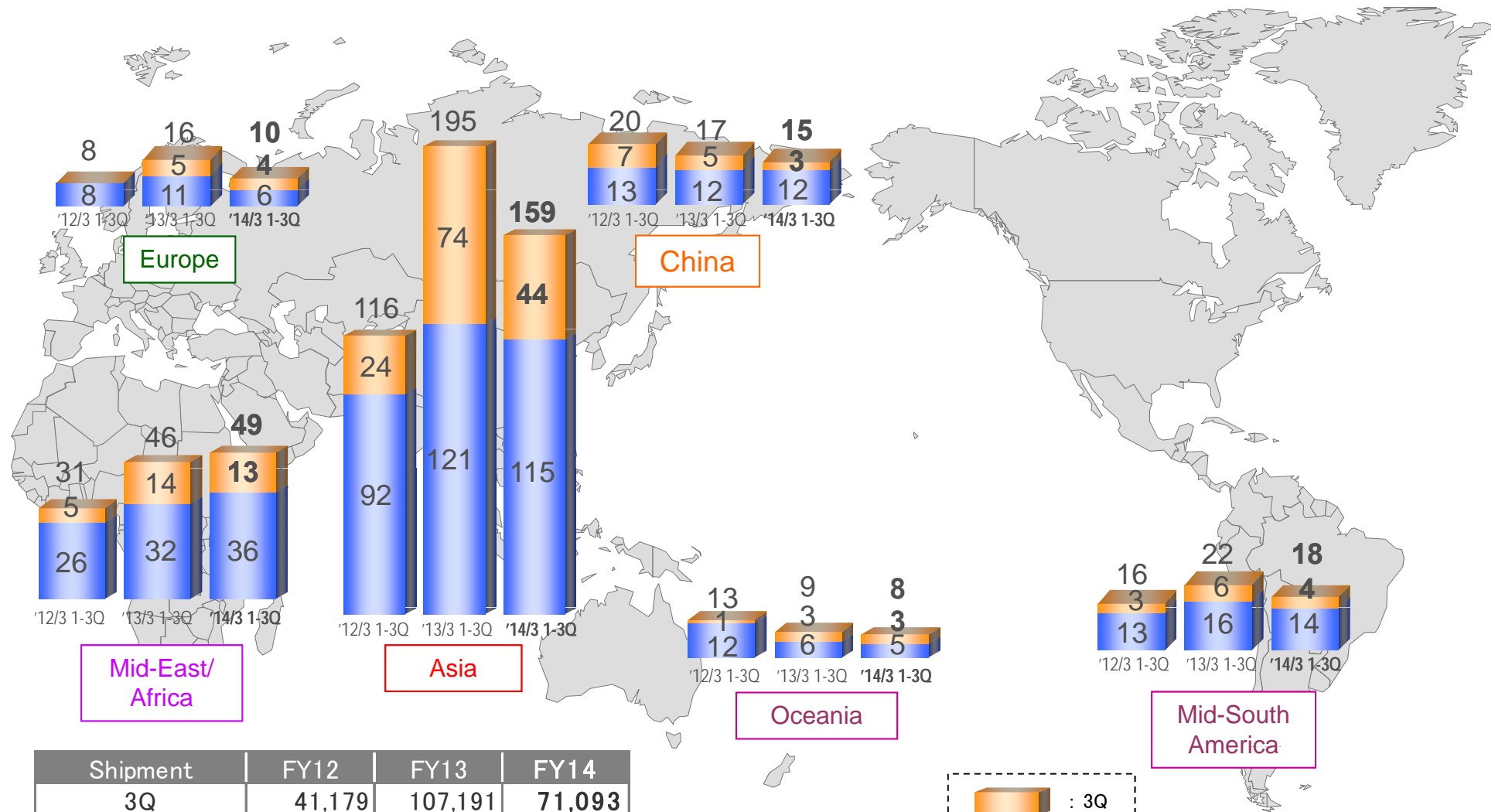




Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -



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

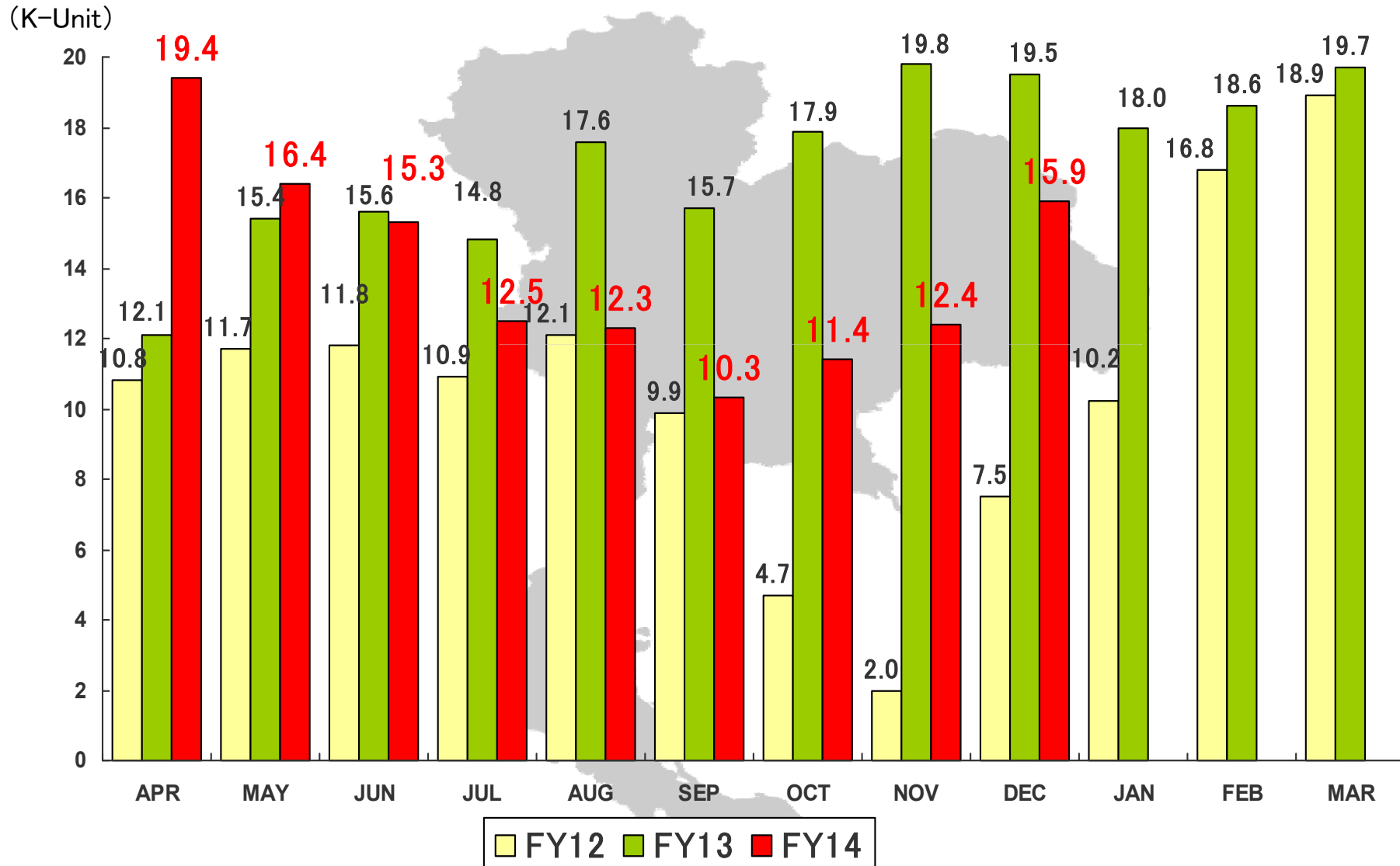


Shipment	FY12	FY13	FY14
3Q	41,179	107,191	71,093
1-3Q	204,288	304,853	257,906

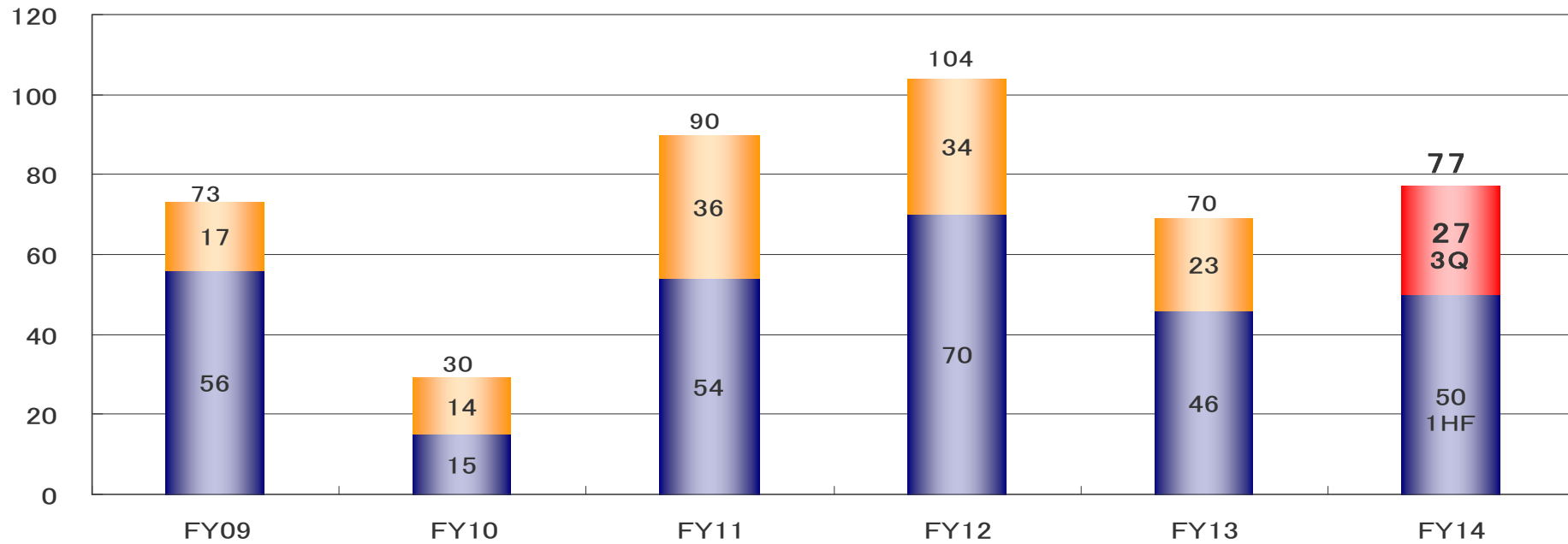




Pick-up truck monthly sales in Thailand

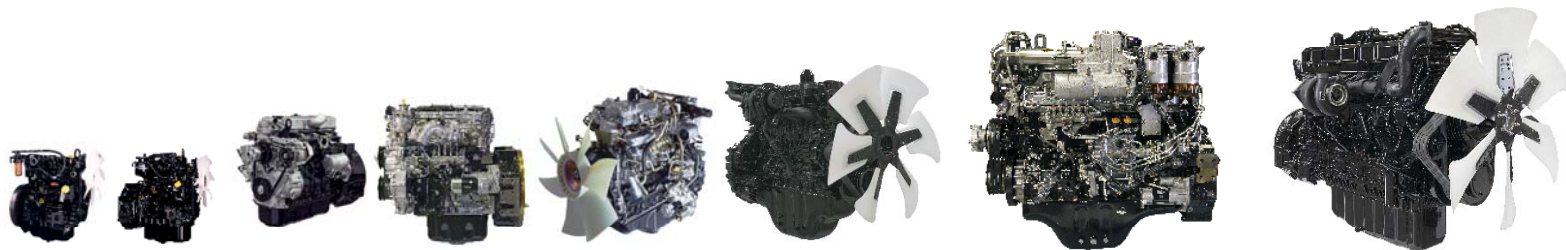


Industrial Engine Global Shipment - K-Units-



C(IDI) C(DI) 4L 4J 4H 6H 6U 6W

Industrial Engine



~1.1 1.6 2.2 2.4 3.0 5.2 7.8 9.8 15.7 ℓ

II -2. FY2014 3Q Financial Summary

FY2014 3Q Consolidated Results (Oct.–Dec. 2013)

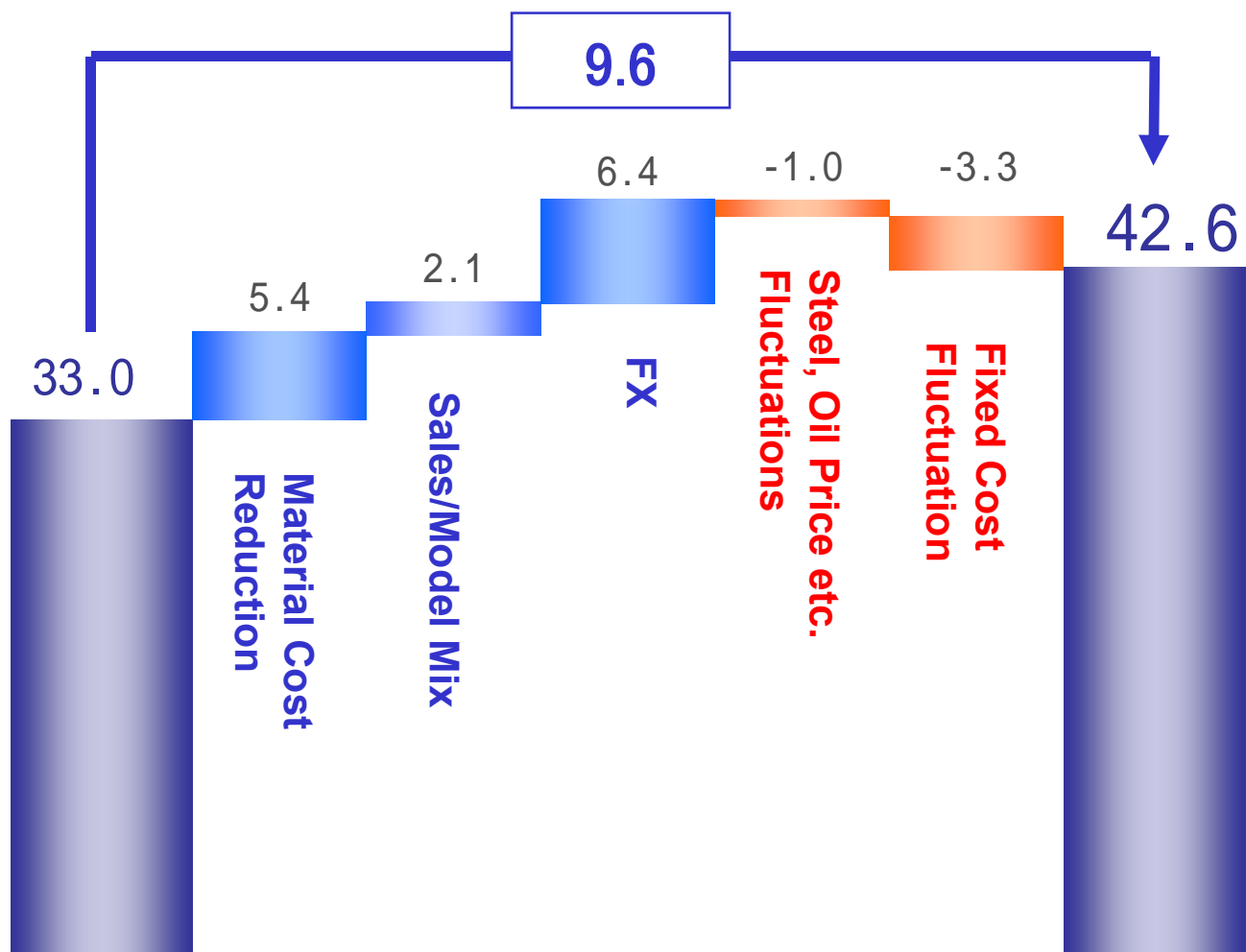
- Year-on-year Comparison -

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※FX: FY2014 3Q: 100JPY/\$
FY2013 3Q: 80JPY/\$

FY2013 3Q vs. FY2014 3Q Fluctuations

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



Operating Income for **FY13 3Q**

Operating Income for **FY14 3Q**

FY2014 3Q Consolidated Results (Oct.–Dec. 2013)

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

(JPY Bil.)	FY14 3Q	FY13 3Q	Changes
Net Sales	417.0	405.7	11.3
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Net Income	32.7	22.6	10.1

Ordinary Income	Operating Income Change	9.6
	* Equity in Earnings of Affiliates	0.0
	* FX gain and loss, Other	1.9
	Total	11.5
Extra Profit / Loss etc.	Ordinary Income	46.0
	* Extraordinary Profit and Loss	2.1
	* Tax and minority interests	-15.4
	Net Income	32.7

Trucks for life
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