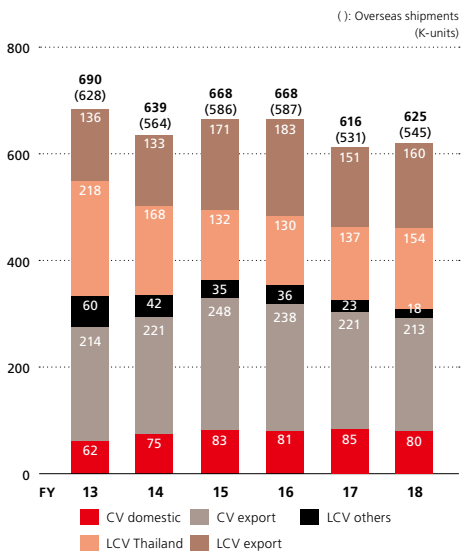


Establishing a platform for supplying optimal products to individual markets with a "3+2" global manufacturing structure

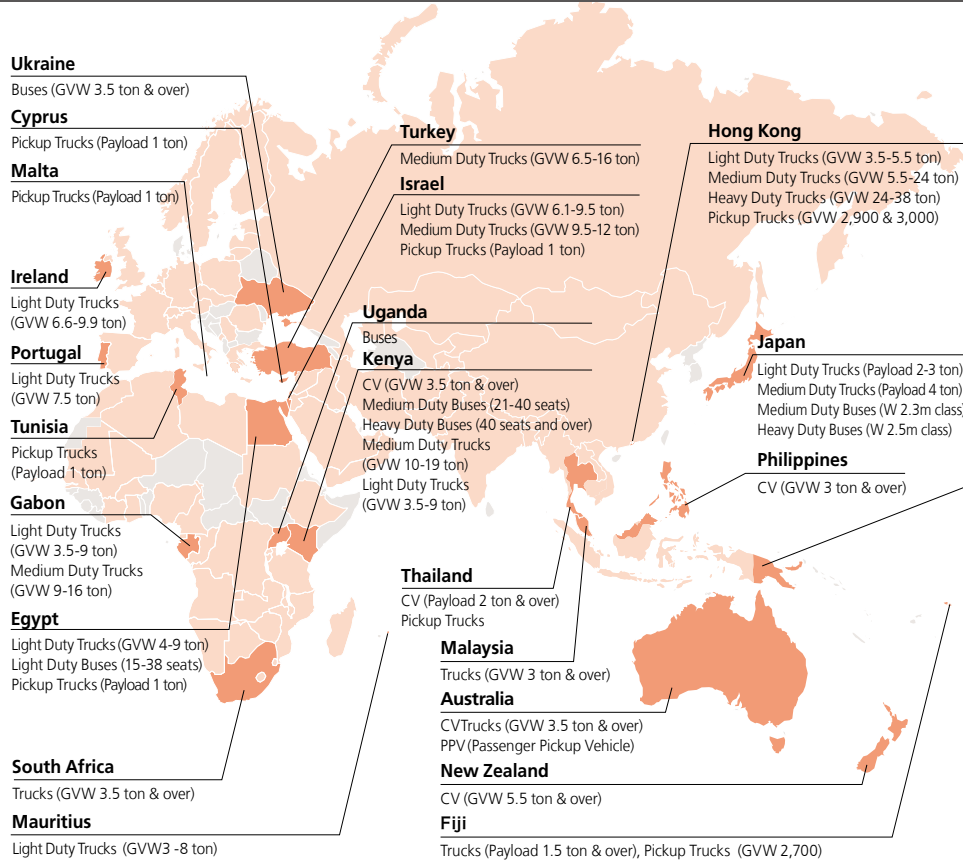
While actively investing resources to build a manufacturing system centered on the ASEAN region, China, and India, Isuzu Motors is working to expand sales in fast-growing emerging markets and to stabilize and streamline its businesses in developed markets.

During the fiscal year ended March 2018, shipments of CVs (commercial vehicles) and LCVs (pickup trucks and derivatives) rose 9,000 units (1.4%) from the previous year to 625,000 units. While shipments of CVs fell due to factors including slowing sales in the Middle East, shipments of LCVs grew in Thailand thanks to the country's economic recovery.

Global CV/LCV shipments



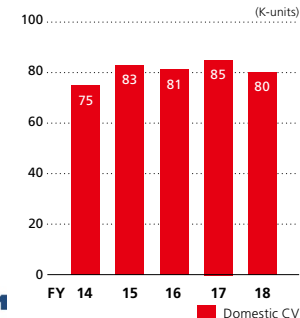
No. 1 Market Share in 2017 (Based on sales figures compiled by Isuzu)



Japan

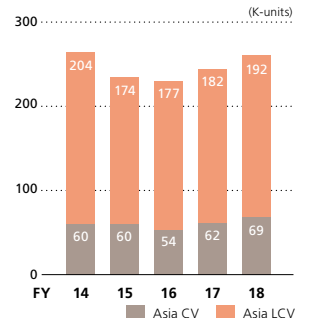
Shipments fell during the fiscal year ended March 2018 compared to the previous year, when shipments benefited from rush demand in advance of the entry of new emissions regulations. The Isuzu Group has actively launched products with exceptional environmental and safety performance, including trucks and buses, high-efficiency diesel engines featuring the next-generation with excellent environmental performance and world-class preventive safety technologies. The Group is helping customers implement sophisticated operational management and stable operations by making available services such as MIMAMORI, the first professional-grade

telematics service for commercial vehicles, and PREISM, an advanced genuine maintenance service, available retroactively for older vehicles.



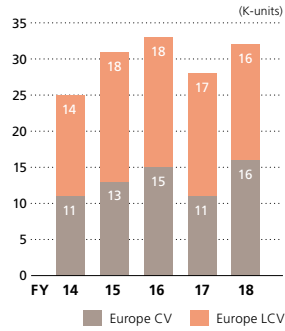
Asia

Shipments of CVs and LCVs rose in Thailand thanks to the economic recovery, and in Indonesia where public investment is fueling construction-related demand. Isuzu retained No. 1 market share for CVs in Thailand, the Philippines, Malaysia, and other countries in the region.



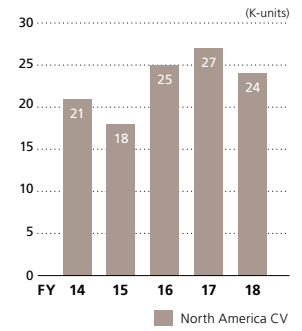
Europe

Shipments of CVs in Western Europe recovered from a downtrend that was triggered by a switchover in emissions regulations the previous fiscal year. Shipments of LCVs remained on par with the previous year's performance.

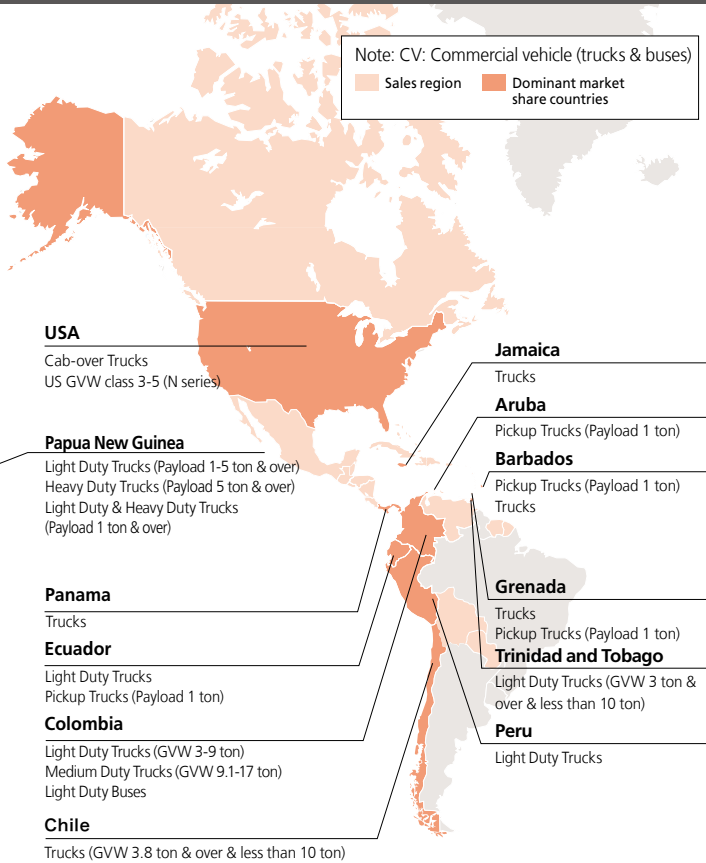


North America

Sales of Isuzu vehicles firmed as total demand recovered. In addition to a line of competitive light-duty diesel trucks, the development and introduction of models unavailable from competitors (gasoline-powered models and walk-in vans) contributed to a further strengthening of Isuzu's position. Isuzu resumed sales of medium-duty trucks in April 2017. Isuzu maintained high market share in the cab-over truck segment (classes 3 to 5). (Isuzu has enjoyed No. 1 market share in this segment for 32 years running.)



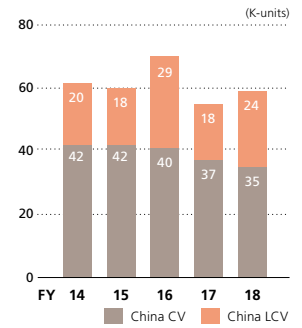
Source: Isuzu Motors



China

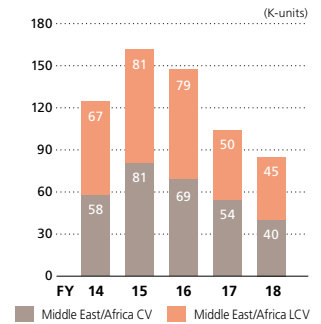
Shipments of CVs fell for the second straight year due to factors including a lag in the supply of vehicles complying with new emissions regulations. Shipments of

LCVs reversed course, rising on the back of a recovery in overall demand.



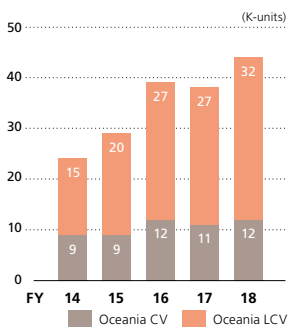
Middle East/Africa

Shipments of both CVs and LCVs grew in Africa, reversing last year's declines, thanks to an economic recovery in Egypt. Sales in the Middle East stagnated in Saudi Arabia due to factors including an extended period of low oil prices. Isuzu continued to maintain dominant market share in the light-duty truck segment in Saudi Arabia and in the light-duty truck and pickup truck segments in Egypt. In South Africa, Isuzu achieved No. 1 market share for the fifth successive year for CVs with a GVW of 3.5 tons and over.



Oceania

Isuzu has enjoyed No. 1 market share for 29 straight years in the Australian CV market (GVW of 4.5 ton and over). In addition, the LCV market share continued to grow.



Central and South America

Shipments of LCVs rose as an economic slowdown in oil-producing countries such as Colombia bottomed out. Isuzu maintained No. 1 market share in every class of CV in Colombia.

