

Message from the President

Becoming a company that inspires broad admiration for its exceptional CV, LCV, and powertrain products

“Current business deepening” and “New engagements for the next generation”

Financial results for FY2018

During the fiscal year ended March 2018, domestic vehicle sales volume fell 8,079 units (down 10.1%) from the previous year to 72,262 units.

Overseas sales volume rose 3,652 units (up 0.9%) from the previous year to 429,630 units as a sales recovery in emerging markets was bolstered by strong sales of pickup trucks in Thailand. Combined consolidated domestic and overseas sales volume fell 4,427 units (down 0.9%) from the previous year to 501,892 units.

Concerning sales of non-vehicle products, sales of parts for overseas production rose ¥13.5 billion (up 23.4%) from the previous year to ¥71.5 billion, while sales of engine components rose ¥23.7 billion (up 22.9%) from the previous year to ¥127.0

billion. Other sales rose ¥25.7 billion (up 6.7%) from the previous year to ¥408.9 billion on growth in after-sales and related businesses.

As a result of the above, net sales rose ¥117.1 billion (up 6.0%) from the previous year to ¥2,070.3 billion thanks to growth in pickup truck and engine component sales in the Thai market as well as in other Group businesses. This figure includes domestic sales of ¥786.9 billion (down 0.2%) and overseas sales of ¥1,283.4 billion (up 10.2%).

Operating income rose to ¥166.7 billion (up 13.9%) from the previous year thanks to the sales growth described above, favorable exchange rates, and cost control initiatives targeting manufacturing costs and other expenses. Profit before extraordinary items rose 14.2% to ¥173.6 billion, while profit attributable to owners of the parent rose 12.6% to ¥105.6 billion.





FY2019 forecast

We expect revenue to rise as sales growth driven by a recovery in emerging markets and growth in industrial engine sales combine to offset an anticipated fall in Japanese vehicle sales.

We will look to increase profits by aggressively lowering costs and increasing sales to offset the worsening exchange rate and rising raw material costs.

As a result of the above, we expect to post net sales of ¥2,140.0 billion, operating income of ¥176.0 billion, profit before extraordinary items of ¥184.0 billion, and profit attributable to owners of the parent of ¥110.0 billion in FY2019.

Midterm Business Plan (April 2018 to March 2021)

This May, we announced a newly formulated Midterm Business Plan that outlines objectives we plan to achieve by the fiscal year ending March 2021. Our new Medium- and Long-term Vision outlines our goal of becoming a “company that inspires broad admiration for its exceptional CV, LCV, and powertrain products.” In addition to taking maximum advantage of the foundation provided by the manufacturing and operational

support businesses that we built under the previous Midterm Business Plan, our effort to achieve the new vision will include a series of initiatives to address seven key issues guided by the twin priorities of deepening existing businesses and developing new engagements for the next generation. Isuzu will continue to contribute to the planet and the sustained growth of society through these initiatives.

As we actively drive to generate sustained growth and earning power and to achieve these goals, we at Isuzu Motors look forward to your renewed understanding and support.

Masanori Katayama
President and Representative Director