

2002 Isuzu Production & Sales Plan  
(January - December 2002)

|                     |
|---------------------|
| PRODUCTION IN JAPAN |
|---------------------|

|                                 |                   | PRODUCTION        |                   |             | SALES( SHIPMENT ) |                   |             |
|---------------------------------|-------------------|-------------------|-------------------|-------------|-------------------|-------------------|-------------|
|                                 |                   | 2001 Actual       | 2002 Plan         | Variance(%) | 2001 Actual       | 2002 Plan         | Variance(%) |
| HEAVY DUTY<br>TRUCKS            | DOMESTIC<br>(BUS) | 19,001<br>(1,036) | 21,000<br>(1,100) | 11          | 19,333<br>(978)   | 22,000<br>(1,200) | 14          |
|                                 | EXPORT            | 13,121            | 15,000            | 14          | 12,634            | 15,000            | 19          |
|                                 | TOTAL             | 32,122            | 36,000            | 12          | 31,967            | 37,000            | 16          |
| LIGHT DUTY<br>TRUCKS            | DOMESTIC<br>(OEM) | 41,994<br>(4,352) | 40,000<br>(4,000) | ▲ 5         | 42,232<br>(4,348) | 43,000<br>(4,000) | 2           |
|                                 | EXPORT            | 54,187            | 53,000            | ▲ 2         | 55,794            | 53,000            | ▲ 5         |
|                                 | TOTAL             | 96,181            | 93,000            | ▲ 3         | 98,026            | 96,000            | ▲ 2         |
| RV<br>(Including Pickup Trucks) | DOMESTIC          | 2,942             | 1,500             | ▲ 49        | 4,513             | 4,500             | ▲ 0         |
|                                 | EXPORT            | 87,299            | 61,000            | ▲ 30        | 90,064            | 62,000            | ▲ 31        |
|                                 | TOTAL             | 90,241            | 62,500            | ▲ 31        | 94,577            | 66,500            | ▲ 30        |
| PASSENGER<br>CARS               | DOMESTIC          | -                 | -                 | -           | 537               | 500               | ▲ 7         |
|                                 | TOTAL             | -                 | -                 | -           | 537               | 500               | ▲ 7         |
| TOTAL                           | DOMESTIC          | 63,937            | 62,500            | ▲ 2         | 66,615            | 70,000            | 5           |
|                                 | EXPORT            | 154,607           | 129,000           | ▲ 17        | 158,492           | 130,000           | ▲ 18        |
|                                 | TOTAL             | 218,544           | 191,500           | ▲ 12        | 225,107           | 200,000           | ▲ 11        |
| *OVERSEAS PRODUCTION            |                   | 236,009           | 213,000           | ▲ 10        |                   |                   |             |
| GRAND TOTAL                     |                   | 454,553           | 404,500           | ▲ 11        |                   |                   |             |

(Bus) Included in domestic H/D trucks

(OEM) 2-3 ton payload trucks for Nissan and Nissan Diesel, and included domestic L/D trucks

\* Overseas Production including the RV component for SIA(USA), IBC(UK) and IMCT(Thailand)