# FY2009 Second Quarter Financial Results 

(April 1, 2008 through September 30, 2008)
English Translation of the Original Japanese-Language Document

Company name
Stock exchange on which the shares are listed
Code number
URL
Representative
Contact
Expected Starting Date for Distribution of Cash Dividends
Expal S Dat : Novenbe 13, 2008
: ISUZU MOTORS LIMITED
: Tokyo Stock Exchange in Japan : 7202
: http://www.isuzu.co.jp/world/investor/index.html
: Susumu Hosoi, President
: Hirotoshi Koyama, General manager,
General Affairs \& HR Department Tel. (03) 5471-1141
: December 8, 2008
: November 13, 2008

1. Consolidated Financial Highlights (April 1, 2008 through September 30, 2008)
$<1>$ Consolidated Financial Results (\% indicates increase/decrease from previous 2nd quarter.)

|  | Net Sales | Operating Income | Ordinary Income |  | Net Income |  |  |  |
| :--- | :---: | ---: | :---: | ---: | ---: | ---: | ---: | ---: |
|  | millions of yen | $\%$ | millions of yen | $\%$ | millions of yen | $\%$ | millions of yen | $\%$ |
| FY2009 2nd Quarter | 859,715 | - | 39,202 | - | 40,075 | - | 30,077 | - |
| FY2008 2nd Quarter | 874,479 | 6.0 | 48,319 | $(16.2)$ | 53,774 | $(14.3)$ | 37,009 | $(33.2)$ |


|  | Net Income per Share | Net Income per Share after <br> Dilution of Potential Stock |
| :--- | ---: | ---: |
| FY2009 2nd Quarter | 17.74 | yen |
| FY2008 2nd Quarter | 21.60 | - |

$<2>$ Consolidated Financial Position

|  | Total Assets | Net Assets | Shareholders' Equity Ratio | Net Assets per Share |
| :---: | :---: | :---: | ---: | ---: |
|  | millions of yen | millions of yen |  | Yen |
| FY2009 2nd Quarter | $1,240,326$ | 430,988 | 30.3 | 221.63 |
| FY2008 | $1,245,947$ | 415,278 | 28.9 | 212.53 |

[Note] Total Amount of Shareholders' Equity
2. Cash Dividends

|  | Dividend per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Quarter | 2nd Quarter | 3rd Quarter | Year End | Total |
| $\begin{array}{\|l\|l} \text { FY2008 } \\ \text { FY2009 } \end{array}$ | yen | $\begin{array}{r\|} \hline \text { yen } \\ 0.00 \\ 3.00 \\ \hline \end{array}$ | yen | yen 5.00 | yen 5.00 |
| $\begin{aligned} & \hline \text { FY2009 } \\ & \text { (Forecast) } \end{aligned}$ |  |  | - | 3.00 | 6.00 |

[Note] Revision to Forecasted Cash Dividends of FY2009: None
3. Consolidated Forecast for FY2009 (April 1, 2008 through March 31, 2009)

|  | Net Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | millions of yen | \% | millions of yen | \% | millions of yen | \% | millions of yen | \% | yen |
| Year-End | 1,650,000 | (14.3) | 60,000 | (45.2) | 60,000 | (50.9) | 40,000 | (47.4) | 23.60 |

[^0]
## 4. Others

$<1>$ Change in the Scope of Principal Subsidiaries : None
$<2>$ Adoption of Simplified Method of Accounting and
Specific Accounting Method of Quarterly Consolidated Financial Reporting : Adopted
$<3>$ Adoption of New Accounting Standards, Principles and Presentation for Consolidation
Adoption due to Revision of Accounting Standards : Adopted
Adoption due to Factors Other than Revision of Accounting Standards : None
$<4>$ Number of Shares Issued (Common Stock)
Number of Shares Issued and Outstanding at the End of the Term (Inclusive of Treasury Stock)
Number of Treasury Stock at the End of the Term
Average Number of Stocks Issued

| FY2009 2nd Quarter | $1,696,845,339$ | Shares |
| ---: | ---: | ---: |
| FY2008 | $1,696,845,339$ | Shares |
| FY2009 2nd Quarter | $1,868,907$ | Shares |
| FY2008 | $1,759,316$ | Shares |
| FY2009 2nd Quarter | $1,695,051,384$ | Shares |
| FY2008 2nd Quarter | $1,695,230,122$ | Shares |

※Explanation on the usage of the financial projection and others
$<1>$ With the release of this FY2009 Second Quarter Financial Results, the company revised the financial projection for the year-end of FY2009 announced on May 12, 2008.
$<2>$ The financial projection is calculated based on the information available and assumptions at the date of the announcement on uncertain factors that may give an impact to the financial results. There are possibilities that the actual financial result may differ largely due to the variation of factors.
$<3>$ Effective April 1, 2008, the Company has adopted the ASBJ Statement No. 12 "Accounting Standard for Quarterly Financial Reporting" and ASBJ Guidance No. 14 "Guidance on Accounting Standard for Quarterly Financial Reporting".
The Quarterly Financial Statements has been described based on the revised "Regulations on Quarterly Financial Statements" (Cabinet Order No. 50 of August 7, 2008).

|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | September 30, $2008$ | $\begin{gathered} \hline \text { March 31, } \\ 2008 \\ \hline \end{gathered}$ |
| [ASSETS] |  |  |
| CURRENT ASSETS |  |  |
| Cash and deposits | 136,656 | 139,503 |
| Notes and accounts receivable-trade | 228,467 | 256,802 |
| Short-term investment securities | - | 5,400 |
| Merchandise and finished goods | 125,025 | 100,186 |
| Work in process | 11,337 | 18,379 |
| Raw materials and supplies | 42,770 | 33,502 |
| Deferred tax assets | 27,903 | 28,428 |
| Other | 31,177 | 32,639 |
| Allowance for doubtful accounts | $(2,221)$ | $(2,342)$ |
| Total Current Assets | 601,118 | 612,499 |
| NON-CURRENT ASSETS |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 103,237 | 101,425 |
| Machineries, equipments and vehicles, net | 92,942 | 89,569 |
| Land | 267,240 | 268,680 |
| Construction in progress | 16,684 | 17,284 |
| Other, net | 14,851 | 16,518 |
| Total Property, Plant and Equipment | 494,956 | 493,478 |
| Intangible assets |  |  |
| Other | 8,904 | 8,607 |
| Total Intangible Assets | 8,904 | 8,607 |
| Investments and other assets |  |  |
| Investment securities | 103,070 | 104,585 |
| Long-term loans receivable | 4,248 | 3,799 |
| Deferred tax assets | 14,987 | 10,298 |
| Other | 21,612 | 21,545 |
| Allowance for doubtful accounts | $(8,571)$ | $(8,867)$ |
| Total Investments and Other Assets | 135,346 | 131,362 |
| Total Non-Current Assets | 639,208 | 633,448 |
| TOTAL ASSETS | 1,240,326 | 1,245,947 |


|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September 30, } \\ 2008 \end{gathered}$ | $\begin{gathered} \hline \text { March } 31, \\ 2008 \end{gathered}$ |
| [LIABILITIES] |  |  |
| CURRENT LIABILITIES |  |  |
| Notes and accounts payable-trade | 324,568 | 323,664 |
| Short-term loans payable | 69,823 | 69,833 |
| Current portion of bonds | - | 12 |
| Income taxes payable | 7,813 | 13,478 |
| Accrued expenses | 46,422 | 52,710 |
| Provision for bonuses | 13,261 | 13,063 |
| Provision for product warranties | 4,240 | 4,205 |
| Deposits received | 3,838 | 3,410 |
| Other | 25,844 | 33,540 |
| Total Current Liabilities | 495,811 | 513,920 |
| NON-CURRENT LIABILITIES |  |  |
| Bonds payable | 50,000 | 50,048 |
| Long-term loans payable | 135,371 | 136,883 |
| Deferred tax liabilities | 3,407 | 3,843 |
| Deferred tax liabilities for land revaluation | 55,818 | 55,827 |
| Provision for retirement benefits | 57,586 | 57,186 |
| Long-term deposits received | 1,353 | 1,386 |
| Negative goodwill | 458 | 612 |
| Other | 9,531 | 10,960 |
| Total Non-Current Liabilities | 313,526 | 316,748 |
| TOTAL LIABILITIES | 809,338 | 830,668 |
| [NET ASSETS] |  |  |
| SHAREHOLDERS' EQUITY |  |  |
| Capital stock | 40,644 | 40,644 |
| Capital surplus | 50,427 | 50,427 |
| Retained earnings | 207,429 | 185,601 |
| Treasury stock | (516) | (463) |
| Total Shareholders' Equity | 297,985 | 276,209 |
| VALUATION AND TRANSLATION ADJUSTMENTS |  |  |
| Valuation difference on available-for-sale securities | 5,476 | 7,415 |
| Deferred gains or losses on hedges | 267 | 245 |
| Revaluation reserve for land | 73,195 | 73,956 |
| Foreign currency translation adjustment | $(1,265)$ | 2,428 |
| Total Valuation and Translation Adjustments | 77,674 | 84,047 |
| MINORITY INTERESTS | 55,328 | 55,021 |
| TOTAL NET ASSETS | 430,988 | 415,278 |
| TOTAL LIABILITIES AND NET ASSETS | 1,240,326 | 1,245,947 |


|  | (millions of yen) |
| :---: | :---: |
|  | FY2009 |
|  | 2nd Quarter |
| Net sales | 859,715 |
| Cost of sales | 753,865 |
| GROSS PROFIT | 105,850 |
| Selling, general and administrative expenses | 66,647 |
| OPERATING INCOME | 39,202 |
| Non-operating income |  |
| Interest income | 2,456 |
| Dividends income | 801 |
| Amortization of negative goodwill | 154 |
| Equity in earnings of affiliates | 4,736 |
| Rent income | 135 |
| Other | 1,763 |
| Total non-operating income | 10,048 |
| Non-operating expenses |  |
| Interest expenses | 3,572 |
| Litigation settlement | 2,462 |
| Other | 3,140 |
| Total non-operating expenses | 9,175 |
| ORDINARY INCOME | 40,075 |
| Extraordinary income |  |
| Gain on sales of non-current assets | 17 |
| Other | 512 |
| Total extraordinary income | 529 |
| Extraordinary loss |  |
| Loss on disposal of non-current assets | 748 |
| Loss on valuation of inventories | 712 |
| Other | 626 |
| Total extraordinary losses | 2,086 |
| INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS | 38,518 |
| Income taxes | 3,163 |
| Minority interests in income | 5,276 |
| NET INCOME | 30,077 |


|  | (millions of yen) |
| :---: | :---: |
|  | FY2009 |
|  | 2nd Quarter |
| Cash Flows from Operating Activities |  |
| Income before income taxes and minority interests | 38,518 |
| Depreciation and amortization | 19,775 |
| Amortization of negative goodwill | (154) |
| Equity in losses (earnings) of affiliates | $(4,736)$ |
| Increase (decrease) in provision for retirement benefits | 438 |
| Increase (decrease) in provision for product warranties | 34 |
| Increase (decrease) in provision for bonuses | 224 |
| Increase (decrease) in allowance for doubtful accounts | (271) |
| Interest and dividends income | $(3,258)$ |
| Interest expenses | 3,572 |
| Loss (gain) on sales of non-current assets | (17) |
| Loss (gain) on disposal of non-current assets | 748 |
| Other extraordinary loss (income) | 640 |
| Decrease (increase) in notes and accounts receivable-trade | 24,719 |
| Decrease (increase) in inventories | $(29,626)$ |
| Decrease (increase) in other current assets | $(1,990)$ |
| Increase (decrease) in notes and accounts payable-trade | 2,865 |
| Increase (decrease) in accrued expenses | $(5,702)$ |
| Increase (decrease) in deposits received | 376 |
| Increase (decrease) in other liabilities | $(1,860)$ |
| Other, net | (174) |
| (Subtotal) | 44,120 |
| Interest and dividends income received | 7,131 |
| Interest expenses paid | $(3,624)$ |
| Income taxes paid | $(11,858)$ |
| Net Cash Provided by (Used in) Operating Activities | 35,770 |
| Cash Flows from Investment Activities |  |
| Purchase of investment securities | (970) |
| Proceeds from sales of investment securities | 8 |
| Purchase of non-current assets | $(29,831)$ |
| Proceeds from sales of non-current assets | 500 |
| Payments of long-term loans receivable | (962) |
| Collection of long-term loans receivable | 62 |
| Decrease (increase) in short-term loans receivable | 52 |
| Decrease (increase) in time deposits | 438 |
| Other, net | 186 |
| Net Cash Provided by (Used in) Investment Activities | $(30,514)$ |
| Cash Flows from Financing Activities |  |
| Net increase (decrease) in short-term loans payable | $(5,806)$ |
| Proceeds from long-term loans payable | 28,626 |
| Repayment of long-term loans payable | $(25,172)$ |
| Redemption of bonds | (60) |
| Purchase of treasury stock | (46) |
| Cash dividends paid | $(8,456)$ |
| Cash dividends paid to minority shareholders | $(2,794)$ |
| Net Cash Provided by (Used in) Financing Activities | $(13,709)$ |
| Effect of Exchange Rate Change on Cash and Cash Equivalents | $(2,439)$ |
| Net Increase (Decrease) in Cash and Cash Equivalents | $(10,893)$ |
| Cash and Cash Equivalents at the Beginning of the Period Increase (Decrease) in Cash and Cash Equivalents | 149,721 |
| Resulting from Change of Scope of Consolidation | 901 |
| Cash and Cash Equivalents at the End of the Period | 139,729 |

## <Geographical Segment Information>

Current 2nd Quarter (April 1, 2008 through September 30, 2008)

|  | (millions of yen) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Japan | North America | Asia | Other | Total | Eliminations | Consolidated |
| Total sales |  |  |  |  |  |  |  |
| Sales to third parties | 548,553 | 44,764 | 224,656 | 41,741 | 859,715 | - | 859,715 |
| Interarea sales and transfers | 77,253 | 3,944 | 28,717 | 2,189 | 112,104 | $(112,104)$ | - |
| Total sales | 625,806 | 48,708 | 253,373 | 43,930 | 971,819 | $(112,104)$ | 859,715 |
| Operating income | 21,106 | 1,300 | 15,336 | 1,680 | 39,423 | $(220)$ | 39,202 |

1. This segmentation is based on the geographical area.
2. Major countries or areas included
(1) North America---USA
(2) Asia---Singapore, China, Philippines, Thailand, Indonesia
(3) Other---Australia, South Africa, United Kingdom, Germany
3. There were no unallocated operating expenses during the period.

## <Overseas Sales>

Current 2nd Quarter (April 1, 2008 through September 30, 2008)

| (millions of yen) |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :---: | :---: | :---: |
|  | North America | Asia | Other | Consolidated |  |  |  |
| 1 Overseas sales | 45,987 |  |  |  |  |  |  |
| 2 Consolidated sales |  |  | 235,763 |  |  |  |  |

1. This segmentation is based on the geographical area.
2. Major countries or areas included
(1) North America---USA
(2) Asia---China, Thailand, Indonesia, Philippines
(3) Other---United Kingdom, Germany, Spain, Chile, South Africa, Australia
3. Overseas sales are sales to all countries and areas excluding Japan made by the parent company and consolidated subsidiaries.

## <Reference>

(1) Consolidated Quarterly Statements of Income for Previous 2nd Quarter (April 1, 2007 through September 30, 2007)

|  | (millions of yen) |
| :---: | :---: |
|  | FY2008 |
|  | 2nd Quarter |
| Net sales | 874,479 |
| Cost of sales | 755,581 |
| GROSS PROFIT | 118,897 |
| Selling, general and administrative expenses | 70,578 |
| OPERATING INCOME | 48,319 |
| Non-operating income |  |
| Interest and dividends income | 2,772 |
| Amortization of negative goodwill | 10 |
| Equity in earnings of affiliates | 7,272 |
| Other | 2,383 |
| Total non-operating income | 12,438 |
| Non-operating expenses |  |
| Interest expenses | 4,424 |
| Other | 2,558 |
| Total non-operating expenses | 6,983 |
| ORDINARY INCOME | 53,774 |
| Extraordinary income |  |
| Gain on sales of non-current assets | 229 |
| Gain on sales of investment securities | 9 |
| Other | 6 |
| Total extraordinary income | 245 |
| Extraordinary loss |  |
| Loss on disposal of non-current assets | 2,086 |
| Unrealized holding loss on non-consolidated subsidiaries \& affiliates | 529 |
| Loss on sales of investment securities | 12 |
| Loss on impairment of non-current assets | 12 |
| Special warranty expense | 1,374 |
| Other | 842 |
| Total extraordinary losses | 4,858 |
| INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS | 49,161 |
| Income taxes (current) | 9,072 |
| Income taxes (deferred) | (253) |
| Minority interests in income | 3,333 |
| NET INCOME | 37,009 |


|  |  |
| :---: | :---: |
|  |  |
| Cash Flows from Operating Activities |  |
| Income before income taxes and minority interests | 49,161 |
| Depreciation and amortization | 19,279 |
| Amortization of negative goodwill | (10) |
| Equity in losses (earnings) of affiliates | $(7,272)$ |
| Increase (decrease) in provision for retirement benefits | 836 |
| Increase (decrease) in provision for product warranties | 585 |
| Increase (decrease) in provision for bonuses | (978) |
| Increase (decrease) in allowance for doubtful accounts | 589 |
| Interest and dividends income | $(2,772)$ |
| Interest expenses | 4,424 |
| Loss (gain) on sales of non-current assets | (229) |
| Loss (gain) on disposal of non-current assets | 2,086 |
| Loss (gain) on sales of investment securities | 6 |
| Loss on impairment of property, plant and equipment | 12 |
| Other extraordinary loss (income) | 142 |
| Decrease (increase) in notes and accounts receivable-trade | 17,555 |
| Decrease (increase) in inventories | $(25,649)$ |
| Decrease (increase) in other current assets | 7,109 |
| Increase (decrease) in notes and accounts payable-trade | 8,859 |
| Increase (decrease) in accrued expenses | 774 |
| Increase (decrease) in deposits received | 554 |
| Increase (decrease) in other liabilities | 1,604 |
| Other, net | (469) |
| (Subtotal) | 76,200 |
| Interest and dividends income received | 6,838 |
| Interest expenses paid | $(4,467)$ |
| Income taxes paid | $(9,065)$ |
| Net Cash Provided by (Used in) Operating Activities | 69,506 |
| Cash Flows from Investment Activities |  |
| Purchase of investment securities | $(3,196)$ |
| Proceeds from sales of investment securities | 207 |
| Purchase of non-current assets | $(17,362)$ |
| Proceeds from sales of non-current assets | 196 |
| Payments of long-term loans receivable | (79) |
| Collection of long-term loans receivable | 71 |
| Decrease (increase) in short-term loans receivable | 705 |
| Decrease (increase) in time deposits | 191 |
| Other, net | $(2,358)$ |
| Net Cash Provided by (Used in) Investment Activities | $(21,624)$ |
| Cash Flows from Financing Activities |  |
| Net increase (decrease) in short-term loans payable | $(5,761)$ |
| Proceeds from long-term loans payable | 70 |
| Repayment of long-term loans payable | $(23,986)$ |
| Redemption of bonds | $(3,610)$ |
| Proceeds from minority shareholders | 1,428 |
| Purchase of preferred stock | $(40,000)$ |
| Purchase of treasury stock | (83) |
| Cash dividends paid | $(7,566)$ |
| Cash dividends paid to minority shareholders | $(2,766)$ |
| Net Cash Provided by (Used in) Financing Activities | $(82,275)$ |
| Effect of Exchange Rate Change on Cash and Cash Equivalents | 3,496 |
| Net Increase (Decrease) in Cash and Cash Equivalents | $(30,896)$ |
| Cash and Cash Equivalents at the Beginning of the Period Increase (Decrease) in Cash and Cash Equivalents | 140,363 |
| Resulting from Change of Scope of Consolidation | 2,874 |
| Cash and Cash Equivalents at the End of the Period | 112,341 |

(3) Consolidated Quarterly Statements of Segment Information
for Previous 2nd Quarter (April 1, 2007 through September 30, 2007)
<Geographical Segment Information>
Previous 2nd Quarter (April 1, 2007 through September 30, 2007)

| (millions of yen) |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Japan | North America | Asia | Other | Total | Eliminations | Consolidated |
| Total sales |  |  |  |  |  |  |  |
| Sales to third parties | 532,459 | 72,960 | 226,388 | 42,670 | 874,479 | $-874,479$ |  |
| Interarea sales and transfers | 77,967 | 1,402 | 28,039 | 1,357 | 108,768 | $(108,768)$ | - |
| Total sales | 610,427 | 74,363 | 254,428 | 44,028 | 983,247 | $(108,768)$ | 874,479 |
| Operating expense | 576,271 | 72,645 | 244,597 | 41,212 | 934,725 | $(108,565)$ | 826,160 |
| Operating income | 34,156 | 1,718 | 9,830 | 2,816 | 48,521 | $(202)$ | 48,319 |

1. This segmentation is based on the geographical area.
2. Major countries or areas included
(1) North America---USA
(2) Asia---Singapore, China, Philippines, Thailand, Indonesia
(3) Other---Australia, South Africa, United Kingdom, Germany
3. Amounts are rounded down to the nearest million yen.

## <Overseas Sales>

Previous 2nd Quarter (April 1, 2007 through September 30, 2007)
(millions of yen)

|  | North America | Asia | Other | Consolidated |
| :---: | :---: | :---: | :---: | :---: |
| 1 Overseas sales |  |  |  |  |
|  | 81,372 | 241,219 | 218,437 | 541,028 |
| 2 Consolidated sales |  |  |  |  |
|  | - | - | - | 874,479 |
| 3 Overseas sales |  |  |  |  |
| per Consolidated sales (\%) | 9.3 | 27.6 | 25.0 | 61.9 |

1. This segmentation is based on the geographical area.
2. Major countries or areas included
(1) North America---USA
(2) Asia---China, Thailand, Indonesia, Philippines
(3) Other---United Kingdom, Germany, Spain, Chile, South Africa, Australia
3. Overseas sales are sales to all countries and areas excluding Japan made by the parent company and consolidated subsidiaries.
4. Amounts are rounded down to the nearest million yen.

[^0]:    [Note] Revision to Consolidated Forecast for FY2009: Yes

