

# FY2016 Consolidated Financial Results (Japan GAAP)

(April 1, 2015 through March 31, 2016)

English Translation of the Original Japanese-Language Document



May 11, 2016

Company name : ISUZU MOTORS LIMITED  
 Stock exchange on which the shares are listed : Tokyo Stock Exchange in Japan  
 Code number : 7202  
 URL : <http://www.isuzu.co.jp/world/investor/index.html>  
 Representative : Masanori Katayama, President  
 Contact : Tatsumasa Horii, Senior Expert,  
 General Affairs & HR Department Tel. (03) 5471 - 1141  
 Scheduled date for general meeting of shareholders : June 29, 2016  
 Expected starting date for distribution of cash dividends : June 30, 2016  
 Scheduled date for submission of financial statements : June 29, 2016  
 The supplement materials of the quarterly financial results : Yes  
 Holding of the quarterly financial results meeting : Yes

(Amounts are rounded down to the nearest million yen.)

## 1. Consolidated Financial Highlights (April 1, 2015 through March 31, 2016)

### <1> Consolidated Financial Results

(% indicates increase/decrease from previous term.)

	Net Sales		Operating Income		Ordinary Income		Net Income attributable to owners of parent	
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%
FY2016	1,926,967	2.5	171,559	0.3	186,690	(0.4)	114,676	(2.0)
FY2015	1,879,442	6.7	171,111	(1.8)	187,411	0.4	117,060	(1.9)

[Note] Comprehensive Income  
 FY2016 77,561 millions of yen (64.7%)  
 FY2015 219,711 millions of yen 30.2%

	Net Income per Share	Ratio of Net Income to Shareholders' Equity	Ratio of Ordinary Income to Total Assets	Ratio of Operating Income to Net Sales
	yen	%	%	%
FY2016	138.43	15.2	10.3	8.9
FY2015	139.34	17.0	11.3	9.1

[Note] Equity Income from affiliated companies  
 FY2016 9,191 millions of yen  
 FY2015 9,789 millions of yen

\*The company has implemented the share consolidation of common stocks in a rate of one share for every two shares effective on October 1, 2014.

Accordingly, net income per-share is calculated on the assumption that the share consolidation was implemented at the beginning of the previous fiscal year.

### <2> Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio	Net Assets per Share
	millions of yen	millions of yen	%	yen
FY2016	1,809,270	897,650	41.5	953.01
FY2015	1,801,918	914,451	41.9	905.35

[Note] Total Amount of Shareholders' Equity  
 FY2016 751,364 millions of yen  
 FY2015 754,543 millions of yen

\*The company has implemented the share consolidation of common stocks in a rate of one share for every two shares effective on October 1, 2014.

Accordingly, net assets per-share is calculated on the assumption that the share consolidation was implemented at the beginning of the previous fiscal year.

### <3> Consolidated Cash Flows

	Net Cash Provided by (Used in) Operating Activities	Net Cash Provided by (Used in) Investing Activities	Net Cash Provided by (Used in) Financing Activities	Cash and Cash Equivalents at End of Period
	millions of yen	millions of yen	millions of yen	millions of yen
FY2016	132,972	(96,754)	(66,690)	259,276
FY2015	151,558	(97,352)	14,569	305,563

## 2. Cash Dividends

	Dividend per Share					Total Amount of Cash Dividends	Dividend Payout Ratio (Consolidated)	Dividend on Net Assets (Consolidated)
	The End of 1st Quarter	The End of 2nd Quarter	The End of 3rd Quarter	Year-End	Total			
FY2015	-	7.00	-	16.00	-	25,085	21.5	3.6
FY2016	-	16.00	-	16.00	32.00	25,951	23.1	3.4
FY2017 (Forecast)	-	16.00	-	16.00	32.00		21.9	

\*The company has implemented the share consolidation of common stocks in a rate of one share for every two shares effective on October 1, 2014.

Dividend per-share at the end of the second quarter for the fiscal year ending March 2015 is the actual amount paid before the share consolidation, and the dividend for the fiscal year ending March 2015 is indicated as "-".

If the share consolidation was taken into consideration, the dividend at the end of second quarter for the fiscal year ending March 2015 and the total of the fiscal year ending March 2015 would be 14.00 yen and 30.00 yen, respectively.

## 3. Consolidated Financial Forecast for FY2016 (April 1, 2015 through March 31, 2016)

(% indicates increase/decrease from previous term.)

	Net Sales		Operating Income		Ordinary Income		Net Income attributable to owners of parent		Net Income per Share
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%	yen
2nd Quarter	881,000	(9.3)	71,000	(17.6)	78,000	(20.9)	40,000	(24.7)	50.73
Year-End	1,860,000	(3.5)	175,000	2.0	187,000	0.2	115,000	0.3	145.86

4. Notes

<1> Changes in significant subsidiaries during this period : None

Newly consolidated : -

Excluded from the scope of consolidation : -

(Note) This item indicates whether there were changes in significant subsidiaries affecting the scope of consolidation during this period.

<2> Changes in accounting policies, procedures and disclosures

Changes due to revisions of accounting standards : None

Changes due to factors other than revisions of accounting standards : None

Changes in accounting estimates : None

Retrospective restatement : None

<3> Number of shares issued (common stock)

Number of shares issued and outstanding FY2016 848,422,669 Shares

at the end of the term (inclusive of treasury stock) FY2015 848,422,669 Shares

Number of treasury stock at the end of the term FY2016 60,007,155 Shares

FY2015 14,996,522 Shares

Average number of stocks issued FY2016 828,435,751 Shares

FY2015 840,083,865 Shares

\*The company has implemented the share consolidation of common stocks in a rate of one share for every two shares effective on October 1, 2014.

Average number of stocks issued during the fiscal year ending March 2015 is calculated on the assumption that the share consolidation was implemented at the beginning of previous fiscal year.

(Reference) Non-consolidated Financial Results

Non-consolidated Financial Highlights (April 1, 2015 through March 31, 2016)

<1> Non-consolidated Financial Results

(% indicates increase/decrease from previous term.)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%
FY2016	1,076,360	1.5	64,304	(2.4)	108,624	37.6	91,905	37.0
FY2015	1,060,028	7.4	65,893	(10.5)	78,931	(0.5)	67,070	18.6

	Net Income per Share
	yen
FY2016	110.93
FY2015	79.83

\*The company has implemented the share consolidation of common stocks in a rate of one share for every two shares effective on October 1, 2014.

\*Net Income per Share is calculated on the assumption that the share consolidation was implemented at the beginning of previous fiscal year.

<2> Non-consolidated Financial Position

	Total Assets	Net Assets	Ratio of Shareholders' Equity	Net Assets per Share
	millions of yen	millions of yen	%	yen
FY2016	965,977	475,388	49.2	602.92
FY2015	936,803	468,720	50.0	562.36

Note: Total amount of shareholders' equity FY2016 475,388 millions of yen  
FY2015 468,720 millions of yen

\*The company has implemented the share consolidation of common stocks in a rate of one share for every two shares effective on October 1, 2014.

\*Information regarding the implementation of audit procedures

These financial results are not subject to audit procedures based on the Financial Instruments and Exchange Act. At the date of the announcement, financial results audit procedures based on the Financial Instruments and Exchange Act have not been completed.

\*Cautionary Statements with Respect to Forward-Looking Statements and Other Notes

•The financial forecast and other descriptions of the future presented in this document are based on currently available information and assumptions which are deemed reasonable at the time of the issuance of financial reports.

Consequently, the actual financial performance may vary significantly from the forecast due to various factors.

For such assumptions and notes with respect to performance forecast, please refer to

"1. Financial Results and Financial Position- (1) Analysis of Financial Results, ②Forecast for Consolidated Business Results "

•The Company has posted its financial results on its web site on Wednesday, May 11, 2016.

## List of Contents of Attachments

1. Financial Results and Financial Position .....	4
(1) Analysis of Financial Results .....	4
(2) Analysis of Financial Position.....	4
(3) Basic Policy regarding Earnings Appropriation and Dividend for FY 2016 and FY2017.....	5
2. Management Policy.....	5
(1) Basic Policy for Corporate Management .....	5
(2) Mid- to Long-Term Corporate Business Strategy and Challenges to Address .....	5
3. Basic Concept on Choice of Accounting Standards .....	6
4. Consolidated Financial Statements .....	7
(1) Consolidated Balance Sheets .....	7
(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income.....	9
(Consolidated Statements of Income) .....	9
(Consolidated Statements of Comprehensive Income).....	10
(3) Consolidated Statement of Changes in Net Assets .....	11
(4) Consolidated Statements of Cash Flows .....	13
(5) Notes on Consolidated Financial Statements.....	14
(Notes on Premise of A Going Concern).....	14
(Changes in Accounting Policies) .....	14
(Segment Information).....	14
(Per Share Information).....	14
(Significant Subsequent Events) .....	14
(Additional Information).....	14
5. Non-consolidated Financial Statements .....	15
(1) Non-consolidated Balance Sheets .....	15
(2) Non-consolidated Statements of Income.....	17
(3) Non-consolidated Statements of Changes in Net Assets .....	18
6. Other .....	20
(1) Appointment and Retirement of Directors .....	20
(2) Other .....	21

# 1. Financial Results and Financial Position

## (1) Analysis of Financial Results

### ① Financial Results

In the current consolidated fiscal year, Isuzu vehicle sales in Japan decreased by 2,271 units or 3.1 % to 70,529 units compared with the previous consolidated fiscal year. Overseas, Isuzu vehicle sales dipped 924 units or 0.2% from the previous year to 437,567 units due to a sales drop in emerging and resource-rich economies which is partially offset by strong sales in North America and other advanced economies. In all, total Isuzu unit sales - Japan and overseas combined - came to 508,096 units, a decrease of 3,195 units or 0.6% year-on-year.

A model mix resulting in increased vehicle sales amount and a sales growth in after-sales business helped the Company to increase net sales to 1,926.9 billion yen, a gain of 47.5 billion yen or 2.5%. This comprises 693.1 billion yen posted for Japan, up 1.7% year-on-year, and 1,233.8 billion yen for the rest of the world, an increase of 3.0% over the previous year.

Operating income edged up 0.3% year-on-year to 171.5 billion yen thanks to a lean cost structure achieved by cost reduction activities which more than offset high spending on R&D for future business growth under the growth strategy. Ordinary income came to 186.6 billion yen, down 0.4% year-on-year, and net income attributable to the parent company's shareholders amounted to 114.6 billion yen, a decrease of 2.0% from the previous year.

### ② Forecast for Consolidated Business Results

In FY2017, we expect demand in advanced countries - Japan, North America and Australia - will remain firm, while uncertainty over emerging and resource-rich economies will persist. Also, our profitability will inevitably be subject to an impact from wild currency swings.

Under these assumed circumstances, Isuzu plans to continuously invest in its growth strategy measures in FY2017 as it did the previous year, and aims to increase its profits through its efforts for sales expansion in the Japanese market and after-sales business as well as further cost reduction activities and optimized prices.

The Company forecasts the consolidated business results for the year ending March 31, 2017 as follows:

Net sales	1,860 billion yen
Operating income	175 billion yen
Ordinary income	187 billion yen
Net income attributable to owners of the parent	115 billion yen

\*This forecast for FY2017 consolidated fiscal year is considered reasonable by the Company based on information available today. Hence, this forecast is subject to uncertainty arising from a possible change to world economic and/or market conditions and exchange rates as well as other risk factors.

Actual financial results may differ considerably from this forecast. The above, therefore, should not be the sole basis for any investment decision.

## (2) Analysis of Financial Position

### ① Assets, Liabilities and Net Assets

Total assets as of the end of the current consolidated fiscal year rose 7.3 billion yen to 1,809.2 billion yen.

This is primarily attributable to gains in lease investment assets of 20.5 billion yen, inventory assets of 16.0 billion yen, tangible fixed assets of 26.6 billion yen, and deferred tax assets of 6.9 billion. They are partially offset by a decrease in cash and deposits of 54.0 billion yen and investment securities of 11.6 billion yen.

Liabilities grew 24.1 billion yen to 911.6 billion yen from March 31, 2015, primarily due to an increase in interest-bearing loans of 30.9 billion yen which is partially offset by a drop in net defined benefit liability of 3.4 billion yen.

Net assets decreased 16.8 billion yen to 897.6 billion yen from March 31, 2015.

This primarily reflects declines in retained earnings of 26.6 billion yen as a result of the dividend payment, the Company's repurchase of its own stock of 49.5 billion yen, foreign exchange translation adjustment of 32.2 billion yen, and non-controlling interest of 13.6 billion yen, which are partially offset by 114.6 billion yen posted as net income attributable to the parent company's shareholders.

The capital adequacy ratio came to 41.5% compared with 41.9% as of March 31, 2015.

### ② Cash flows Data

Cash and cash equivalents (hereinafter referred to as "funds") at the end of the current consolidated fiscal year stood at 259.2 billion yen, a decrease of 46.2 billion yen from March 31, 2015. Funds of 132.9 billion yen provided by operating activities were used in investing activities and financing activities, resulting in outflows of 96.7 billion yen and 66.6 billion yen respectively.

Free cash flow, calculated as operating cash flow minus investing cash flow, recorded an inflow of 36.2 billion yen

(a decrease of 33.2% from the previous year)

[Cash Flow from Operating Activities]

Funds provided by operating activities came to 132.9 billion yen, a decrease of 12.2% year-on-year. On one hand, inflows of 186.3 billion yen and 58.6 billion yen were recorded for net income before taxes and minority interests, and depreciation respectively, while on the other, outflows were posted: an increase in accounts receivable-trade of 17.3 billion yen, an increase in inventory of 26.6 billion yen, an increase in lease investment assets of 20.5 billion yen, and the payment of corporate tax of 53.4 billion yen.

[Cash flow from Investing Activities]

Funds used in investing activities amounted to 96.7 billion yen, a decrease of 0.6% year-on-year, mainly due to expenditure for property purchase of 106.2 billion yen.

[Cash flow from Financing Activities]

Funds used in financing activities stood at 66.6 billion yen (as opposed to cash-in of 14.5 billion yen as of March 31, 2015).

This primarily reflects an inflow of 88.0 billion yen for long-term borrowings being offset by outflows of 53.3 billion yen for the repayment of long-term borrowings, of 26.6 billion yen for the dividend payment, of 49.5 billion yen for the repurchase of the Company's own stock, and of 22.7 billion yen for the dividend payment to non-controlling interest.

### **(3) Basic Policy regarding Earnings Appropriation and Dividend for FY2016 and FY2017**

The Company deems dividend payment to shareholders and repurchase of its own stock as important actions for corporate management. Thus, when it decides to do so, it carefully assesses and secures an optimal balance between rewarding shareholders in a continuous and stable manner and securing an optimal amount of retained earnings for building a stronger business foundation and future business development.

In the reporting consolidated fiscal year, in addition to the planned dividend payment, the Company repurchased its own stock for the sake of greater return to shareholders, improved capital efficiency, and implementation of flexible capital policy.

The Company plans to submit a proposal to its ordinary general meeting of shareholders that it will pay a year-end dividend of 16 yen per share.

In the next term, it plans to pay an interim dividend of 16 yen per share and a year-end dividend of 16 yen per share.

The company purchased 45 million treasury shares which amount to 49.5 billion yen, for more return to shareholders, an efficient use of capital and achieving mobile capital planning.

## **2. Management Policy**

### **(1) Basic Policy for Corporate Management**

In pursuit of harmony with society and the environment, Isuzu Group aspires to grow together with customers as their trustworthy partner. Towards this goal, we have the following corporate vision and mission:

Corporate Vision: Isuzu will always mean the best

A leader in transportation, commercial vehicles and diesel engines, supporting our customers and respecting the environment

Isuzu Corporate Mission: Trust, Action, Excellence

A global team delivering inspired products and services committed to exceeding expectations

### **(2) Mid- to Long-Term Corporate Business Policy and Challenges to Address**

The Company has developed a new Mid-Term Business Plan (from April 2015 through March 2018). This new Mid-Term Business Plan calls for further expansion of the Company's growth strategy under the previous mid-term business plan, propelled by two operations of engineering, sourcing and manufacturing, and of after-sales, the two of which will be closely linked and seamlessly run like two wheels.

Under the new business plan, Isuzu will focus more on “Isuzu Involvement in Distribution Business” and “Enhancement of Aftersales Business”, the tasks carried over from the previous mid-term business plan, and in doing so it will firmly put in place “Operation to Minimize Downtime” (after-sales) in addition to the already established “Engineering, Purchasing and Manufacturing Operations”. To that end, the plan sets forth six initiatives as described below, and by pushing for these initiatives, Isuzu aims to increase its global presence to that extent that it will be genuinely needed by customers around the world.

#### ■ Six Initiatives

- 1) Push for global 3 plus 2 core business organizations.
- 2) Boost product portfolio and technology.
- 3) Expand after-sales business in emerging countries while refining the business model in advanced nations.
- 4) Move marketing function closer to markets.
- 5) Link two operations of engineering, sourcing and manufacturing, and of after-sales.
- 6) Lay a corporate foundation in support of next generation.

Through its efforts to achieve the above, Isuzu will aim to expand the scope of its business and to build a two-wheel-model where “Engineering, Sourcing and Manufacturing Operations” and “Operation to Minimize Downtime” are closely linked and seamlessly run like two wheels. At the same time, this effort will help the Company realize its corporate vision “Isuzu will always mean the best: A leader in transportation, commercial vehicles and diesel engines, supporting our customers and respecting environment”.

Meanwhile, Isuzu will keep proper capital efficiency. At the same time it will maintain and improve the stable profitability and financial structure, while sufficiently investing in the growth strategy in order for its sustainable growth to stay on its desired path.

By setting the targets of global shipment in FY2018 of 380,000 units for CV (331,000 units for FY2015) and of 440,000 units for LCV (338,000 units for FY2015), the Company aims for further growth and expansion of its business.

### 3. Basic Concept on Choice of Accounting Standards

The Company prepares its consolidated financial statements under standards applicable in Japan in light of the ability to compare businesses and periods of financial statements.

Isuzu may consider the application of international accounting standards upon reviewing circumstances in and outside Japan.

#### 4. Consolidated Financial Statements

##### (1) Consolidated Balance Sheets

(millions of yen)

	As of March 31, 2015	As of March 31, 2016
<b>[ASSETS]</b>		
<b>CURRENT ASSETS</b>		
Cash and deposits	339,747	285,686
Notes and accounts receivable-trade	250,137	249,331
Lease receivables and investment assets	44,141	64,728
Merchandise and finished goods	156,743	174,918
Work in process	14,853	15,793
Raw materials and supplies	61,438	58,363
Deferred tax assets	31,196	32,460
Other	42,217	49,358
Allowance for doubtful accounts	(1,039)	(935)
<b>Total Current Assets</b>	<b>939,436</b>	<b>929,705</b>
<b>NON-CURRENT ASSETS</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	324,404	332,546
Accumulated depreciation	(192,456)	(194,715)
Buildings and structures, net	131,947	137,830
Machinery, equipment and vehicles	648,341	667,098
Accumulated depreciation	(508,846)	(505,954)
Machinery, equipment and vehicles, net	139,494	161,144
Land	274,750	276,225
Leased assets	16,564	17,964
Accumulated depreciation	(7,100)	(8,217)
Leased assets, net	9,463	9,747
Vehicles on operating leases	16,140	25,794
Accumulated depreciation	(1,971)	(4,658)
Vehicles on operating leases, net	14,168	21,136
Construction in progress	36,167	23,261
Other	107,879	110,174
Accumulated depreciation	(96,156)	(95,162)
Other, net	11,723	15,012
<b>Total Property, Plant and Equipment</b>	<b>617,714</b>	<b>644,357</b>
<b>Intangible assets</b>		
Goodwill	1,709	3,303
Other	12,253	13,145
<b>Total Intangible Assets</b>	<b>13,962</b>	<b>16,449</b>
<b>Investments and other assets</b>		
Investment securities	157,273	145,688
Long-term loans receivable	1,598	1,466
Net Defined Benefit Asset	29	367
Deferred tax assets	27,642	33,319
Other	46,137	39,852
Allowance for doubtful accounts	(1,876)	(1,937)
<b>Total Investments and Other Assets</b>	<b>230,804</b>	<b>218,757</b>
<b>Total Non-Current Assets</b>	<b>862,481</b>	<b>879,564</b>
<b>TOTAL ASSETS</b>	<b>1,801,918</b>	<b>1,809,270</b>

(millions of yen)

	As of March 31, 2015	As of March 31, 2016
<b>[LIABILITIES]</b>		
<b>CURRENT LIABILITIES</b>		
Notes and accounts payable-trade	332,092	328,621
Electronically recorded obligations - operating	21,072	23,297
Short-term loans payable	81,597	68,530
Lease obligations	3,311	3,184
Income taxes payable	21,499	21,415
Accrued expenses	47,003	47,279
Provision for bonuses	17,473	18,242
Provision for directors' bonuses	-	100
Provision for product warranties	8,779	7,845
Deposits received	3,433	3,235
Other	48,830	43,524
<b>Total Current Liabilities</b>	<b>585,093</b>	<b>565,277</b>
<b>NON-CURRENT LIABILITIES</b>		
Long-term loans payable	136,341	180,067
Lease obligations	6,522	6,957
Deferred tax liabilities	2,746	2,161
Deferred tax liabilities for land revaluation	44,535	42,135
Net defined benefit liability	101,963	102,911
Long-term deposits received	1,422	1,442
Other	8,839	10,666
<b>Total Non-Current Liabilities</b>	<b>302,373</b>	<b>346,342</b>
<b>TOTAL LIABILITIES</b>	<b>887,467</b>	<b>911,620</b>
<b>[NET ASSETS]</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Capital stock	40,644	40,644
Capital surplus	41,786	41,610
Retained earnings	547,465	635,691
Treasury shares	(20,716)	(70,259)
<b>Total Shareholders' Equity</b>	<b>609,181</b>	<b>647,686</b>
<b>ACCUMULATED OTHER COMPREHENSIVE INCOME</b>		
Valuation difference on available-for-sale securities	23,644	12,025
Deferred gains or losses on hedges	(25)	174
Revaluation reserve for land	82,147	84,212
Foreign currency translation adjustment	52,569	20,302
Remeasurements of defined benefit plans	(12,972)	(13,036)
<b>Total Accumulated Other Comprehensive Income</b>	<b>145,362</b>	<b>103,677</b>
<b>Non-controlling interests</b>	<b>159,907</b>	<b>146,285</b>
<b>TOTAL NET ASSETS</b>	<b>914,451</b>	<b>897,650</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>1,801,918</b>	<b>1,809,270</b>



## (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

## Consolidated Statements of Income

(millions of yen)

	FY2015 Fiscal year ending March 31, 2015	FY2016 Fiscal year ending March 31, 2016
Net sales	1,879,442	1,926,967
Cost of sales	1,543,661	1,574,885
<b>GROSS PROFIT</b>	<b>335,780</b>	<b>352,081</b>
<b>Selling, general and administrative expenses</b>		
Haulage expenses	25,004	25,754
Promotion expenses	18,176	21,628
Advertising expenses	3,513	4,696
Unpaid repair expenses	13,955	9,968
Provision for product warranties	6,509	4,231
Salaries and allowances	61,498	66,785
Provision for bonuses	8,711	9,872
Provision for directors' bonuses	-	100
Retirement benefit expenses	3,783	4,068
Depreciation	5,012	5,851
Other	18,502	27,565
Total Selling, general and administrative expenses	164,669	180,522
<b>OPERATING INCOME</b>	<b>171,111</b>	<b>171,559</b>
<b>Non-operating income</b>		
Interest income	3,647	3,515
Dividends income	2,605	1,766
Share of profit of entities accounted for using equity method	9,789	9,191
Rent income	480	397
Foreign exchange gains	3,945	2,601
Other	3,941	4,361
<b>Total non-operating income</b>	<b>24,408</b>	<b>21,834</b>
<b>Non-operating expenses</b>		
Interest expenses	2,193	1,982
Litigation settlement	1,923	844
Other	3,992	3,876
<b>Total non-operating expenses</b>	<b>8,109</b>	<b>6,704</b>
<b>ORDINARY INCOME</b>	<b>187,411</b>	<b>186,690</b>
<b>Extraordinary income</b>		
Gain on sales of noncurrent assets	272	1,905
Gain on sales of investment securities	1	47
Gain on sales of shares of subsidiaries	56	-
Gain on step acquisitions	-	888
Other	46	-
<b>Total extraordinary income</b>	<b>377</b>	<b>2,840</b>
<b>Extraordinary losses</b>		
Loss on disposal of noncurrent assets	2,320	2,809
Unrealized holding loss on non-consolidated subsidiaries and affiliates	38	-
Impairment loss	829	342
Other	347	-
<b>Total extraordinary losses</b>	<b>3,536</b>	<b>3,151</b>
<b>Profit before income taxes</b>	<b>184,251</b>	<b>186,379</b>
<b>Income taxes-current</b>	<b>52,260</b>	<b>51,655</b>
<b>Income taxes-deferred</b>	<b>(7,971)</b>	<b>(1,612)</b>
<b>Total Income taxes</b>	<b>44,289</b>	<b>50,042</b>
<b>Profit</b>	<b>139,962</b>	<b>136,336</b>
<b>Profit attributable to non-controlling interests</b>	<b>22,902</b>	<b>21,659</b>
<b>NET INCOME</b>	<b>117,060</b>	<b>114,676</b>

**Consolidated Statements of Comprehensive Income**

(millions of yen)

	FY2015 Fiscal year ending March 31, 2015	FY2016 Fiscal year ending March 31, 2016
<b>Profit</b>	139,962	136,336
<b>Other comprehensive income</b>		
Valuation difference on available-for-sale securities	11,723	(11,743)
Deferred gains or losses on hedges	76	199
Revaluation reserve for land	4,521	2,039
Foreign currency translation adjustment	49,560	(42,094)
Remeasurements of defined benefit plans, net of tax	5,031	(503)
Share of other comprehensive income of entities accounted for using equity method	8,835	(6,672)
Total other comprehensive income	<b>79,749</b>	<b>(58,774)</b>
<b>Comprehensive income</b>	<b>219,711</b>	<b>77,561</b>
<b>Comprehensive income attributable to</b>		
Comprehensive income attributable to owners of parent	183,057	72,966
Comprehensive income attributable to non-controlling interests	36,654	4,595

**(3) Consolidated Statements of Changes in Net Assets**

FY2015 (Fiscal year ending March 31, 2015)

(millions of yen)

	Shareholders' Equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	<b>40,644</b>	<b>50,554</b>	<b>463,492</b>	<b>(677)</b>	<b>554,014</b>
Cumulative effects of changes in accounting policies			(11,169)		(11,169)
Restated balance	<b>40,644</b>	<b>50,554</b>	<b>452,323</b>	<b>(677)</b>	<b>542,845</b>
Changes of items during period					
Dividends of surplus			(21,917)		(21,917)
Profit attributable to owners of parent			117,060		117,060
Reversal of revaluation reserve for land					-
Purchase of treasury shares				(20,038)	(20,038)
Purchase of shares of consolidated subsidiaries		(8,767)			(8,767)
Net changes of items other than shareholders' equity					
Total changes of items during period	-	(8,767)	95,142	(20,038)	66,335
Balance at end of current period	<b>40,644</b>	<b>41,786</b>	<b>547,465</b>	<b>(20,716)</b>	<b>609,181</b>

	Accumulated other comprehensive income						Non-controlling interest	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at beginning of current period	<b>12,095</b>	<b>(101)</b>	<b>77,625</b>	<b>7,750</b>	<b>(18,003)</b>	<b>79,365</b>	<b>135,573</b>	<b>768,953</b>
Cumulative effects of changes in accounting policies								(11,169)
Restated balance	<b>12,095</b>	<b>(101)</b>	<b>77,625</b>	<b>7,750</b>	<b>(18,003)</b>	<b>79,365</b>	<b>135,573</b>	<b>757,784</b>
Changes of items during period								
Dividends of surplus								(21,917)
Profit attributable to owners of parent								117,060
Reversal of revaluation reserve for land								-
Purchase of treasury shares								(20,038)
Purchase of shares of consolidated subsidiaries								(8,767)
Net changes of items other than shareholders' equity	11,548	76	4,521	44,818	5,031	65,996	24,334	90,331
Total changes of items during period	11,548	76	4,521	44,818	5,031	65,996	24,334	156,666
Balance at the end of current period	<b>23,644</b>	<b>(25)</b>	<b>82,147</b>	<b>52,569</b>	<b>(12,972)</b>	<b>145,362</b>	<b>159,907</b>	<b>914,451</b>

	Shareholders' Equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	<b>40,644</b>	<b>41,786</b>	<b>547,465</b>	<b>(20,716)</b>	<b>609,181</b>
Cumulative effects of changes in accounting policies					-
Restated balance	<b>40,644</b>	<b>41,786</b>	<b>547,465</b>	<b>(20,716)</b>	<b>609,181</b>
Changes of items during period					
Dividends of surplus			(26,671)		(26,671)
Profit attributable to owners of parent			114,676		114,676
Reversal of revaluation reserve for land			220		220
Purchase of treasury shares				(49,543)	(49,543)
Purchase of shares of consolidated subsidiaries		(176)			(176)
Net changes of items other than shareholders' equity					
Total changes of items during period	-	(176)	88,225	(49,543)	38,505
Balance at end of current period	<b>40,644</b>	<b>41,610</b>	<b>635,691</b>	<b>(70,259)</b>	<b>647,686</b>

	Accumulated other comprehensive income						Non-controlling interest	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income		
Balance at the beginning of current period	<b>23,644</b>	<b>(25)</b>	<b>82,147</b>	<b>52,569</b>	<b>(12,972)</b>	<b>145,362</b>	<b>159,907</b>	<b>914,451</b>
Cumulative effects of changes in accounting policies								-
Restated balance	<b>23,644</b>	<b>(25)</b>	<b>82,147</b>	<b>52,569</b>	<b>(12,972)</b>	<b>145,362</b>	<b>159,907</b>	<b>914,451</b>
Changes of items during period								
Dividends of surplus								(26,671)
Profit attributable to owners of parent								114,676
Reversal of revaluation reserve for land								220
Purchase of treasury stock								(49,543)
Purchase of shares of consolidated subsidiaries								(176)
Net changes of items other than shareholders' equity	(11,618)	199	2,065	(32,266)	(63)	(41,684)	(13,622)	(55,306)
Total changes of items during period	(11,618)	199	2,065	(32,266)	(63)	(41,684)	(13,622)	(16,801)
Balance at end of current period	<b>12,025</b>	<b>174</b>	<b>84,212</b>	<b>20,302</b>	<b>(13,036)</b>	<b>103,677</b>	<b>146,285</b>	<b>897,650</b>

**(4) Consolidated Statements of Cash Flows**

(millions of yen)

	FY2015 Fiscal year ending March 31, 2015	FY2016 Fiscal year ending March 31, 2016
<b>Cash flows from operating activities</b>		
Profit before income taxes	184,251	186,379
Depreciation	49,650	58,625
Share of (profit) loss of entities accounted for using equity method	(9,789)	(9,191)
Increase (decrease) in provision for product warranties	2,189	(686)
Increase (decrease) in provision for bonuses	1,032	814
Increase (decrease) in provision for directors' bonuses	-	100
Amortization of goodwill	672	910
Increase (decrease) in allowance for doubtful accounts	(35)	(51)
Increase (decrease) in net defined benefit liability	(849)	600
Interest and dividends income	(6,252)	(5,282)
Interest expenses	2,193	1,982
Loss (gain) on sales of noncurrent assets	(272)	(1,905)
Loss (gain) on disposal of noncurrent assets	2,320	2,809
Loss (gain) on sales of investment securities	(19)	(47)
Impairment loss	829	342
Other extraordinary loss (income)	41	(888)
Decrease (increase) in notes and accounts receivable-trade	27,404	(17,357)
Net decrease (increase) in lease receivables and investment assets	(25,615)	(20,587)
Decrease (increase) in inventories	(31,907)	(26,667)
Decrease (increase) in other current assets	(12,515)	(9,962)
Increase (decrease) in notes and accounts payable-trade	9,912	16,883
Increase (decrease) in accrued expenses	4,412	675
Increase (decrease) in deposits received	867	(172)
Increase (decrease) in other liabilities	4,028	(374)
Other , net	(144)	1,780
(Subtotal)	<u>202,408</u>	<u>178,728</u>
Interest and dividends income received	9,956	9,545
Interest expenses paid	(2,222)	(1,843)
Income taxes paid	<u>(58,583)</u>	<u>(53,457)</u>
Net cash provided by (used in) operating activities	<b>151,558</b>	<b>132,972</b>
<b>Cash flows from investing activities</b>		
Purchase of investment securities	(2,724)	(2,141)
Proceeds from sales of investment securities	214	220
Purchase of noncurrent assets	(87,293)	(106,275)
Proceeds from sales of noncurrent assets	3,735	5,812
Payments of long-term loans receivable	(300)	(269)
Collection of long-term loans receivable	330	264
Net decrease (increase) in short-term loans receivable	(300)	22
Net decrease (increase) in time deposits	(5,773)	6,834
Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation	416	-
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	△568
Other , net	(5,655)	△654
Net cash provided by (used in) investing activities	<u>(97,352)</u>	<u>(96,754)</u>
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term loans payable	(5,271)	(2,516)
Proceeds from long-term loans payable	118,759	88,000
Repayments of long-term loans payable	(32,399)	(53,379)
Proceeds from share issuance to non-controlling shareholders	7,453	3,374
Repayments of lease obligations	(2,874)	(2,937)
Purchase of treasury shares	(20,037)	(49,542)
Cash dividends paid	(21,912)	(26,667)
Dividends paid to non-controlling interests	(19,101)	(22,796)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	(10,046)	(226)
Net cash provided by (used in) financing activities	<u>14,569</u>	<u>(66,690)</u>
<b>Effect of Exchange Rate Change on Cash and Cash Equivalents</b>	<b>25,971</b>	<b>(17,355)</b>
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>94,747</b>	<b>(47,828)</b>
<b>Cash and Cash Equivalents at Beginning of Period</b>	<b>210,710</b>	<b>305,563</b>
<b>Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation</b>	<b>105</b>	<b>1,540</b>
<b>Cash and Cash Equivalents at End of Period</b>	<b>305,563</b>	<b>259,276</b>

## (5) Notes on Consolidated Financial Statements

[Notes on Premise of A Going Concern]

None

[Changes in Accounting Policies]

None

[Segment Information]

The Company and its consolidated subsidiaries are composed of a single business segment, primarily engaged in manufacture and sale of vehicles and its components, industrial engines. Therefore the disclosure of segment information is omitted.

[Per Share Information]

FY2015		FY2016	
Net assets per share (yen)	905.35	Net assets per share (yen)	953.01
Net income per share (yen)	139.34	Net income per share (yen)	138.43

\*Net assets per share and Net income per share is calculated on the assumption that the share consolidation in a rate of one share for every two shares effective on October 1, 2014 was implemented at the beginning of the previous fiscal year.

[Note] Basis for the calculation of Net income per share is as follows.

	FY2015	FY2016
Net income (millions of yen)	117,060	114,676
Amount not attributable to common shareholders (millions of yen)	-	-
Net income associated with common shares (millions of yen)	117,060	114,676
Average number of shares (shares)	840,083,865	828,435,751

[Significant Subsequent Events]

None

[Additional information]

The Company has applied the Section 39 of "Revised Accounting Standard for Consolidated Financial Statements" (ASBJ Statement No.22, September 13, 2013), and therefore changed the disclosure of net income and reallocated minority interests into non-controlling interests.

This change has been applied retroactively and both of the quarterly consolidated financial statement for the previous second quarter and the consolidated financial statement for the previous year were also restated accordingly.

## 5. Non-Consolidated Financial Statements

### (1) Non-Consolidated Balance Sheets

(millions of yen)

	As of March 31, 2015	As of March 31, 2016
<b>[ASSETS]</b>		
<b>CURRENT ASSETS</b>		
Cash and deposits	91,717	64,522
Accounts receivable-trade	156,049	188,956
Finished goods	31,885	33,854
Work in process	8,944	8,396
Raw materials and supplies	20,973	23,455
Advance payments-trade	3,801	4,315
Prepaid expenses	2,484	3,061
Deferred tax assets	11,927	11,534
Short-term loans receivable	3,030	1,653
Accounts receivable-other	7,705	10,884
Other	1,656	6,729
<b>Total Current Assets</b>	<b>340,175</b>	<b>357,363</b>
<b>NON-CURRENT ASSETS</b>		
<b>Property, plant and equipment</b>		
Buildings	56,084	58,995
Structures	6,842	7,370
Machinery and equipment	49,228	63,026
Vehicles	570	742
Tools, furniture and fixtures	4,915	7,048
Land	197,639	197,321
Lease assets	1,654	1,573
Construction in progress	15,868	8,803
<b>Total Property, Plant and Equipment</b>	<b>332,802</b>	<b>344,881</b>
<b>Intangible assets</b>		
Software	4,645	5,769
Other	69	67
<b>Total intangible assets</b>	<b>4,714</b>	<b>5,836</b>
<b>Investments and other assets</b>		
Investment securities	73,286	56,102
Shares of subsidiaries and associates	126,201	138,632
Investments in capital	86	869
Investments in capital of subsidiaries and associates	43,986	45,197
Long-term loans receivable	4,106	6,141
Long-term prepaid expenses	366	426
Deferred tax assets	8,670	13,521
Other	6,976	1,577
Allowance for doubtful accounts	(3,801)	(3,806)
Allowance for investment loss	(767)	(767)
<b>Total Investments and Other Assets</b>	<b>259,111</b>	<b>257,895</b>
<b>Total Non-Current Assets</b>	<b>596,628</b>	<b>608,613</b>
<b>TOTAL ASSETS</b>	<b>936,803</b>	<b>965,977</b>

(millions of yen)

	As of March 31, 2015	As of March 31, 2016
<b>[LIABILITIES]</b>		
<b>CURRENT LIABILITIES</b>		
Notes payable-trade	7,119	5,646
Electronically recorded obligations - operating	15,889	16,421
Accounts payable-trade	179,014	182,654
Current portion of long-term loans payable	24,070	13,926
Lease obligations	1,081	970
Accounts payable-other	10,906	9,109
Accrued expenses	50,139	49,781
Income taxes payable	5,975	6,452
Advances received	171	1,323
Deposits received	13,348	16,061
Unearned revenue	304	298
Provision for product warranties	8,779	7,845
Provision for bonuses	9,254	9,388
Provision for directors' bonus	-	100
Notes payable-facilities	29	32
<b>Total Current Liabilities</b>	<b>326,082</b>	<b>320,013</b>
<b>NON-CURRENT LIABILITIES</b>		
Long-term loans payable	38,601	69,675
Lease obligations	471	350
Provision for retirement benefits	56,995	57,136
Asset retirement obligations	573	240
Deferred tax liabilities for land revaluation	43,567	41,266
Guarantee deposits received	413	459
Other	1,378	1,446
<b>Total Non-Current Liabilities</b>	<b>142,001</b>	<b>170,575</b>
<b>TOTAL LIABILITIES</b>	<b>468,083</b>	<b>490,588</b>
<b>[NET ASSETS]</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Capital stock	40,644	40,644
Capital surplus		
Legal capital surplus	49,855	49,855
Total capital surpluses	49,855	49,855
Retained earnings		
Other retained earnings		
Retained earnings brought forward	294,924	360,281
Total retained earnings	294,924	360,281
Treasury shares	(20,681)	(70,223)
<b>Total Shareholders' Equity</b>	<b>364,743</b>	<b>380,557</b>
<b>Valuation and translation adjustments</b>		
Valuation difference on available-for-sale securities	22,559	11,096
Deferred gains or losses on hedges	(25)	174
Revaluation reserve for land	81,443	83,560
Total valuation and translation adjustments	103,976	94,830
<b>TOTAL NET ASSETS</b>	<b>468,720</b>	<b>475,388</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>936,803</b>	<b>965,977</b>



**(2) Non-Consolidated Statements of Income**

(millions of yen)

	FY2015 Fiscal year ending March 31, 2015	FY2016 Fiscal year ending March 31, 2016
<b>Net sales</b>	<b>1,060,028</b>	<b>1,076,360</b>
<b>Cost of sales</b>	<b>895,517</b>	<b>914,721</b>
<b>Gross profit</b>	<b>164,510</b>	<b>161,638</b>
<b>Selling, general and administrative expenses</b>	<b>98,616</b>	<b>97,334</b>
<b>Operating income</b>	<b>65,893</b>	<b>64,304</b>
<b>Non-operating income</b>		
Interest income	476	448
Dividend income	15,772	47,277
Foreign exchange gains	2,236	-
Other	527	841
Total non-operating income	<b>19,012</b>	<b>48,567</b>
<b>Non-operating expenses</b>		
Interest expenses	688	575
Litigation settlement	1,923	844
Foreign exchange losses	-	797
Currency option fee	394	465
Other	2,968	1,564
Total non-operating expenses	<b>5,974</b>	<b>4,247</b>
<b>Ordinary income</b>	<b>78,931</b>	<b>108,624</b>
<b>Extraordinary income</b>		
Gain on sales of non-current assets	3	1,371
Gain on sales of shares of subsidiaries and associates	841	20
Gain on sales of investment securities	338	-
Other	30	-
Total extraordinary income	<b>1,213</b>	<b>1,391</b>
<b>Extraordinary losses</b>		
Loss on disposal of non-current assets	1,125	2,072
Impairment loss	852	383
Other	36	4
Total extraordinary losses	<b>2,013</b>	<b>2,460</b>
<b>Income before income taxes</b>	<b>78,131</b>	<b>107,554</b>
<b>Income taxes-current</b>	<b>17,891</b>	<b>14,512</b>
<b>Income taxes-deferred</b>	<b>(6,830)</b>	<b>1,137</b>
<b>Total Income taxes</b>	<b>11,060</b>	<b>15,649</b>
<b>Net income</b>	<b>67,070</b>	<b>91,905</b>

**(3) Non-Consolidated Statements of Changes In Net Assets**

FY2015 (Fiscal year ending March 31, 2015)

(millions of yen)

	Shareholders' Equity						
	Capital stock	Capital surplus		Retained Earnings		Treasury shares	Total shareholders' equity
		Legal capital surplus	Total capital surplus	Other retained earnings	Total retained earnings		
				Retained earnings brought forward			
Balance at beginning of current period	<b>40,644</b>	<b>49,855</b>	<b>49,855</b>	<b>260,459</b>	<b>260,459</b>	<b>(640)</b>	<b>350,319</b>
Cumulative effects of changes in accounting policies				(10,786)	(10,786)		(10,786)
Restated balance	<b>40,644</b>	<b>49,855</b>	<b>49,855</b>	<b>249,673</b>	<b>249,673</b>	<b>(640)</b>	<b>339,533</b>
Changes of items during period							
Dividends of surplus				(21,917)	(21,917)		(21,917)
Profit attributable to owners of parent				67,070	67,070		67,070
Reversal of revaluation reserve for land						(20,040)	(20,040)
Purchase of treasury shares				97	97		97
Net changes of items other than shareholders' equity							
Total changes of items during period	-	-	-	45,250	45,250	(20,040)	25,209
Balance at the end of current period	<b>40,644</b>	<b>49,855</b>	<b>49,855</b>	<b>294,924</b>	<b>294,924</b>	<b>(20,681)</b>	<b>364,743</b>

	Valuation and translation adjustments				Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Total valuation and translation adjustments	
Balance at beginning of current period	<b>11,430</b>	<b>(101)</b>	<b>77,028</b>	<b>88,357</b>	<b>438,677</b>
Cumulative effects of changes in accounting policies					(10,786)
Restated balance	<b>11,430</b>	<b>(101)</b>	<b>77,028</b>	<b>88,357</b>	<b>427,890</b>
Changes of items during period					
Dividends of surplus					(21,917)
Profit attributable to owners of parent					67,070
Purchase of treasury shares					(20,040)
Reversal of revaluation reserve for land					97
Net changes of items other than shareholders' equity	11,128	76	4,414	15,619	15,619
Total changes of items during period	11,128	76	4,414	15,619	40,829
Balance at the end of current period	<b>22,559</b>	<b>(25)</b>	<b>81,443</b>	<b>103,976</b>	<b>468,720</b>

	Shareholders' Equity						
	Capital stock	Capital surplus		Retained Earnings		Treasury shares	Total shareholders' equity
		Legal capital surplus	Total capital surplus	Other retained earnings Retained earnings brought forward	Total retained earnings		
Balance at beginning of current period	<b>40,644</b>	<b>49,855</b>	<b>49,855</b>	<b>294,924</b>	<b>294,924</b>	<b>(20,681)</b>	<b>364,743</b>
Cumulative effects of changes in accounting policies							-
Restated balance	<b>40,644</b>	<b>49,855</b>	<b>49,855</b>	<b>294,924</b>	<b>294,924</b>	<b>(20,681)</b>	<b>364,743</b>
Changes of items during period							
Dividends of surplus				(26,671)	(26,671)		(26,671)
Profit attributable to owners of parent				91,905	91,905		91,905
Purchase of treasury shares						(49,542)	(49,452)
Reversal of revaluation reserve for land				123	123		123
Net changes of items other than shareholders' equity							
Total changes of items during period	-	-	-	65,357	65,357	(49,542)	15,814
Balance at the end of current period	<b>40,644</b>	<b>49,855</b>	<b>49,855</b>	<b>360,281</b>	<b>360,281</b>	<b>(70,223)</b>	<b>380,557</b>

	Valuation and translation adjustments				Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Revaluation reserve for land	Total valuation and translation adjustments	
Balance at beginning of current period	<b>22,559</b>	<b>(25)</b>	<b>81,443</b>	<b>103,976</b>	<b>468,720</b>
Cumulative effects of changes in accounting policies					-
Restated balance	<b>22,559</b>	<b>(25)</b>	<b>81,443</b>	<b>103,976</b>	<b>468,720</b>
Changes of items during period					
Dividends of surplus					(26,671)
Profit attributable to owners of parent					91,905
Purchase of treasury shares					(49,542)
Reversal of revaluation reserve for land					123
Net changes of items other than shareholders' equity	(11,463)	199	2,117	(9,146)	(9,146)
Total changes of items during period	(11,463)	199	2,117	(9,146)	6,668
Balance at the end of current period	<b>11,096</b>	<b>174</b>	<b>83,560</b>	<b>94,830</b>	<b>475,388</b>

## 6. Other

### (1) Appointment and Retirement of Directors

1) Representative Director:

There is no change in standing representative director

2) Appointments and Retirements of Other Directors

① Candidate for new director:

Takao Shiomi, Director (currently Managing Executive Officer, Division Executive, Administration Division, Business Process Development Division)

Hiroshi Nakagawa, Director (currently Managing Executive Officer, Executive, LCV Long-term Strategy Project)

Jun Motoki, Director (currently Director of the Board, and Senior Executive Officer, Division Executive, Engineering Division and Manufacturing Division)

Hiroyuki Maekawa Director (currently advisor at Kawasaki Kisen Kaisha, Ltd.)

② Candidate for new standing corporate auditor:

Chikao Mitsuzaki, Auditor (currently Assistant to Administration Division. Chikao Mitsuzaki left the position of Chairman and Representative Director at Isuzu Leasing Service Ltd as of March 31, 2016)

③ Director scheduled to retire:

Takanobu Furuta, Director (Takanobu Furuta assumed the position of Chairman and Director at Isuzu Motors Sales LTD as of April 1, 2016.)

Katsumasa Nagai, Director (Katsumasa Nagai assumed the position of Chairman and Representative Director at Isuzu Advanced Engineering Center, LTD.)

④ Standing Corporate Auditor scheduled to retire:

Hiroshi Oyama, Auditor (Hiroshi Oyama will assume the position of auditor at IJT Technology Holdings Co., Ltd.)

3) The above appointments and retirements will become effective on June 29, 2016.

.

**(2) Other****① Sales Condition (Consolidated)**

&lt;Sales Results by Region&gt;

		FY2015 (Fiscal year ending March 31, 2015)		FY2016 (Fiscal year ending March 31, 2016)		Change	
		Volume (units)	Amount (millions of yen)	Volume (units)	Amount (millions of yen)	Volume (units)	Amount (millions of yen)
	Japan	29,604	244,479	31,225	254,770	1,621	10,291
	Overseas	39,376	173,123	35,938	176,831	(3,438)	3,707
	Total HD/MD vehicles	68,980	417,602	67,163	431,601	(1,817)	13,999
	Japan	43,196	139,993	39,304	136,852	(3,892)	(3,140)
	Overseas	399,115	777,910	401,629	813,572	2,514	35,662
	Total LD vehicles, etc	442,311	917,903	440,933	950,425	(1,378)	32,522
	Japan	72,800	384,472	70,529	391,622	(2,271)	7,150
	Overseas	438,491	951,033	437,567	990,404	(924)	39,370
	Total vehicles	511,291	1,335,506	508,096	1,382,027	(3,195)	46,521
	Overseas	-	92,161	-	81,764	-	(10,397)
	Parts for overseas production	-	92,161	-	81,764	-	(10,397)
	Japan	-	63,208	-	50,323	-	(12,884)
	Overseas	-	46,643	-	42,777	-	(3,865)
	Engines / Components	-	109,852	-	93,101	-	(16,750)
	Japan	-	233,920	-	251,201	-	17,280
	Overseas	-	108,001	-	118,871	-	10,870
	Other	-	341,922	-	370,073	-	28,151
	Japan	-	681,601	-	693,148	-	11,546
	Overseas	-	1,197,841	-	1,233,818	-	35,977
	Sales amount	-	1,879,442	-	1,926,967	-	47,524

(Note) The above amounts do not include consumption tax.

② Overseas Sales

FY2015 (April 1, 2014 through March 31, 2015)

(millions of yen)

	North America	Asia	Other	Total
1 Overseas sales	125,954	524,581	547,305	1,197,841
2 Consolidated sales	-	-	-	1,879,442
3 Overseas sales per Consolidated sales	% 6.7	% 27.9	% 29.1	% 63.7

1. This segmentation is based on the geographical area.

2. Major countries or areas included

(1) North America---USA

(2) Asia---Thailand, China, Indonesia, Hong Kong

(3) Other---Saudi Arabia, Australia, Colombia, South Africa, Turkey

3. Overseas sales are sales to all countries and areas excluding Japan

made by the parent company and consolidated subsidiaries.

FY2016 (April 1, 2015 through March 31, 2016)

(millions of yen)

	North America	Asia	Other	Total
1 Overseas sales	141,267	541,453	551,098	1,233,818
2 Consolidated sales	-	-	-	1,926,967
3 Overseas sales per Consolidated sales	% 7.3	% 28.1	% 28.6	% 64.0

1. This segmentation is based on the geographical area.

2. Major countries or areas included

(1) North America---USA

(2) Asia---Thailand, China, Vietnam, Philippine

(3) Other---Saudi Arabia, Australia, Colombia, South Africa, Italy

3. Overseas sales are sales to all countries and areas excluding Japan

made by the parent company and consolidated subsidiaries.

③ Sales Condition (Non-Consolidated)

(Units)

	FY2015			FY2016			Change		
	(Fiscal year ending March 31, 2015)			(Fiscal year ending March 31, 2016)					
	Japan	Export	Total	Japan	Export	Total	Japan	Export	Total
HD/MD Vehicles Truck and Bus	34,386	33,639	68,025	35,083	28,581	63,664	697	(5,058)	(4,361)
LD and Bus	48,223	157,425	205,648	45,884	150,046	195,930	(2,339)	(7,379)	(9,718)
TOTAL	82,609	191,064	273,673	80,967	178,627	259,594	(1,642)	(12,437)	(14,079)

(millions of yen)

	FY2015			FY2016			Change		
	(Fiscal year ending March 31, 2015)			(Fiscal year ending March 31, 2016)					
	Japan	Export	Total	Japan	Export	Total	Japan	Export	Total
HD/MD Vehicles Truck and Bus	233,419	127,695	361,115	236,701	124,219	360,920	3,281	(3,476)	(194)
MD and Bus	124,067	245,657	369,725	120,337	268,368	388,705	(3,730)	22,710	18,980
Total	357,487	373,353	730,840	357,038	392,587	749,626	(448)	19,234	18,785
Parts for overseas production	-	35,538	35,538	-	39,101	39,101	-	3,562	3,562
Engine/Component	137,596	156,053	293,649	123,623	164,010	287,633	(13,973)	7,956	(6,016)
Total	495,083	564,944	1,060,028	480,661	595,698	1,076,360	(14,421)	30,753	16,331