

Supplement Material:

Nov-6-2015  
Corporate Communications  
Isuzu Motors Limited

Financial Summary: FY2016 First-half Consolidated Results

- April 1 2015 through September 30 2015 -

Unit: JPY in billion  
Fraction less than half omitted  
Volume in thousand units

	FY2015 H1 (April '14 to September '14)		FY2016 H1 (April '15 to September '15)		FY2015 (April '14 to March '15)		FY2016 Forecast (April '15 to March '16)	
Net Sales:	882.1	0.8%	971.0	10.1%	1,879.4	6.7%	1,960.0	4.3%
Japan	330.1	14.0%	334.1	1.2%	681.6	8.1%	700.0	2.7%
Overseas	552.0	-5.8%	636.8	15.4%	1,197.8	6.0%	1,260.0	5.2%
Operating Income	77.0	-14.7%	86.2	11.9%	171.1	-1.8%	183.0	6.9%
% to sales	8.7%		8.9%		9.1%		9.3%	
Ordinary Income	84.7	-12.4%	98.6	16.5%	187.4	0.4%	198.0	5.7%
% to sales	9.6%		10.2%		10.0%		10.1%	
*Net Income	49.6	-12.6%	53.1	7.0%	117.1	-1.9%	120.0	2.5%
% to sales	5.6%		5.5%		6.2%		6.1%	
Operating Income : Increase or Decrease			<b>Profit increase due to:</b> Material Cost Reduction 7.1 Sales / Model mix 15.0 FX 9.1 Steel, Oil Price etc. Fluctuations 1.9 <b>Profit decrease due to:</b> Fixed Cost Fluctuations -5.6 Expenses for growth strategy -18.3				<b>Profit increase due to:</b> Material Cost Reduction 20.0 Sales / Model mix 13.0 FX 8.0 Steel, Oil Price etc. Fluctuations 4.0 <b>Profit decrease due to:</b> Fixed Cost Fluctuations -7.1 Expenses for growth strategy -26.0	
Exchange rate	JPY 103/US \$		JPY 121/US \$		JPY 107/US \$		JPY 120/US \$	
Facility Investment	32.7	-5.9%	49.9	52.6%	78.0	-4.8%	110.0	41.1%
Depreciation	22.9	17.6%	26.6	16.1%	48.1	15.7%	57.0	18.4%
R&D	37.0	9.2%	47.3	27.7%	77.6	16.5%	90.0	16.0%
Performance Evaluation, etc.			*Record-high Sales and Ordinary income *Record-high shipment for CV overseas				*Record-high Sales Operating, Ordinary and Net income *Record-high shipment for CV overseas	
Sales vol. : Japan	36	12.4%	34	-3.0%	73	6.3%	74	1.9%
Sales vol. : Overseas	207	-7.1%	220	6.4%	438	2.6%	432	-1.4%
Sales vol. : CV Overseas	121	11.6%	127	5.0%	248	12.5%	248	0.0%
Sales vol. : LCV Overseas	168	-10.3%	181	7.9%	338	-1.5%	346	2.4%
Overseas Shipment Volume ( Incl ; KD-Set )	288	-2.3%	307	6.7%	586	3.9%	594	1.4%

\*Net income attributable to owners of parent

<The geographical(location of company) P/L information>

FY2016-H1 (April '15 to September '15)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	658.4	366.4	127.6	1,152.4	-181.5	971.0
Operating income	38.0	44.2	5.9	88.1	-2.0	86.2

FY2015-H1 (April '14 to September '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	601.3	297.1	113.5	1,011.9	-129.8	882.1
Operating income	40.0	32.4	4.3	76.8	0.3	77.0