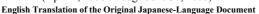
# **FY2009 First Quarter Financial Results**

(April 1, 2008 through June 30, 2008)





August 4, 2008

Company name

Stock exchange on which the shares are listed

Code number

Contact

URL Representative

Scheduled Date for Submission of Quarterly Securities Report

: ISUZU MOTORS LIMITED

: Tokyo Stock Exchange in Japan

: 7202

: http://www.isuzu.co.jp/world/investor/index.htm

: Susumu Hosoi, President

: Hirotoshi Koyama, General manager,

General Affairs & HR Department Tel. (03) 5471 - 1141

: August 7, 2008

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

### 1. Consolidated Financial Highlights (April 1, 2008 through June 30, 2008)

#### <1> Consolidated Financial Results

(% indicates increase/decrease from previous 1st quarter.)

|                    | Net Sales       |     | Operating Income |       | Operating Income Ordinary Income |     | Net Income      |      |
|--------------------|-----------------|-----|------------------|-------|----------------------------------|-----|-----------------|------|
|                    | millions of yen | %   | millions of yen  | %     | millions of yen                  | %   | millions of yen | %    |
| FY2009 1st Quarter | 415,195         | -   | 20,261           | -     | 21,925                           | -   | 17,689          | -    |
| FY2008 1st Quarter | 402,128         | 1.6 | 23,286           | (2.8) | 26,407                           | 4.4 | 21,160          | 14.1 |

|                    | Net Income per Share | Net Income per Share after<br>Dilution of Potential Stock |
|--------------------|----------------------|---|
|                    | yen                  | yen   |
| FY2009 1st Quarter | 10.44                | -   |
| FY2008 1st Quarter | 12.24                | 12.01   |

#### <2> Consolidated Financial Position

|                    | Total Assets    | Net Assets      | Shareholders' Equity Ratio | Net Assets per Share |
|--------------------|-----------------|-----------------|----------------------------|----------------------|
|                    | millions of yen | millions of yen | %                          | Yen                  |
| FY2009 1st Quarter | 1,239,215       | 414,839         | 29.1                       | 212.96               |
| FY2008             | 1,245,947       | 415,278         | 28.9                       | 212.53               |

[Note] Total Amount of Shareholders' Equity

FY2009 1st Quarter FY2008 360,985 millions of yen 360,257 millions of yen

### 2. Cash Dividends

|                  |             | Dividend per Share |             |          |             |  |  |  |  |
|------------------|-------------|--------------------|-------------|----------|-------------|--|--|--|--|
|                  | 1st Quarter | 2nd Quarter        | 3rd Quarter | Year End | Total       |  |  |  |  |
| FY2008           | yen<br>-    | yen<br>0.00        |             | 5.00     | yen<br>5.00 |  |  |  |  |
| FY2009<br>FY2009 | -           | 3.00               | -           | 3.00     | 6.00        |  |  |  |  |
| (Forecast)       | 10 15:11    | CENTO000 N         |             |          |             |  |  |  |  |

[Note] Revisions to Forecasted Cash Dividends of FY2009: None

### 3. Consolidated Forecast for FY2009 (April 1, 2008 through March 31, 2009)

(% indicates increase/decrease from previous term/1st half period.)

|          | Net Sale        | es    | Operating Inc   | ome   | Ordinary Inco   | ome   | Net Incor       | ne    | Net Income per Share |
|----------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|----------------------|
|          | millions of yen | %     | yen                  |
| 1st Half | 910,000         | 4.1   | 45,000          | (6.9) | 50,000          | (7.0) | 35,000          | (5.4) | 20.65                |
| Year-End | 1,850,000       | (3.9) | 105,000         | (4.2) | 115,000         | (6.0) | 85,000          | 11.8  | 50.14                |

[Note] Revision to Consolidated Forecast for FY2009: None

#### 4. Others

<1> Change in the Scope of Principal Subsidiaries : None

<2> Adoption of Simplified Method of Accounting and Specific Accounting Methods of Quarterly Consolidated Financial Statements: Adopted

<3> Adoption of New Accounting Standards, Principles and Presentation for Consolidation

Adoption due to Revision of Acounting 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              | FY2009 1st Quarter | 1,696,845,339 | Shares |
|--|--------------------|---------------|--------|
| at the End of the Term (Inclusive of Treasury Stock) | FY2008             | 1,696,845,339 | Shares |
| Number of Treasury Stock at the End of the Term      | FY2009 1st Quarter | 1,785,003     | Shares |
|  | FY2008             | 1,759,316     | Shares |
| Average Number of Stocks Issued                      | FY2009 1st Quarter | 1,695,078,953 | Shares |
|  | FY2008 1st Quarter | 1,695,339,130 | Shares |

\*Explanation on the usage of the financial projection and others

- <1> No revisions was made to the financial projection announced on May 12, 2008. The financial projection is calculated based on information available and assumptions at the date of the announcement on uncertain factors that may give impact to the financial results. There are possibilities that the actual financial result may differ largely due to the variation of factors.
- <2> The Company has adpoted the ASBJ Statement No. 12 "Accounting Standard for Quarterly Financial Reporting" and ASBJ Guidance No. 14 "Guidance on Accounting Standard for Quarterly Financial Reporting" beginning this term. The quarterly financial statements has been calculated based on the "Regulations on Quaterly Financial Statements".

## **CONSOLIDATED QUARTERLY BALANCE SHEETS**

|  | June 30,  | (millions of yen)  March 31, |
|--|-----------|------------------------------|
|  | 2008      | 2008                         |
| [ASSETS]                               |           |                              |
| CURRENT ASSETS                         |           |                              |
| Cash and deposits                      | 148,746   | 139,503                      |
| Notes and accounts receivable-trade    | 225,409   | 256,802                      |
| Short-term investment securities       | -         | 5,400                        |
| Merchandise and finished goods         | 118,807   | 100,186                      |
| Work in process                        | 20,931    | 18,379                       |
| Raw materials and supplies             | 36,087    | 33,502                       |
| Deferred tax assets                    | 28,511    | 28,428                       |
| Other                                  | 31,224    | 32,639                       |
| Allowance for doubtful accounts        | (2,254)   | (2,342)                      |
| Total Current Assets                   | 607,464   | 612,499                      |
| NONCURRENT ASSETS                      |           |                              |
| Property, plant and equipment          |           |                              |
| Buildings and structures, net          | 103,449   | 101,425                      |
| Machinery, equipment and vehicles, net | 92,324    | 89,569                       |
| Land                                   | 267,367   | 268,680                      |
| Construction in progress               | 13,972    | 17,284                       |
| Other, net                             | 15,527    | 16,518                       |
| Total Property, Plant and Equipment    | 492,640   | 493,478                      |
| Intangible assets                      |           |                              |
| Other                                  | 8,535     | 8,607                        |
| Total Intangible Assets                | 8,535     | 8,607                        |
| Investments and other assets           |           |                              |
| Investment securities                  | 101,202   | 104,585                      |
| Long-term loans receivable             | 4,303     | 3,799                        |
| Deferred tax assets                    | 13,192    | 10,298                       |
| Other                                  | 20,753    | 21,545                       |
| Allowance for doubtful accounts        | (8,877)   | (8,867)                      |
| Total Investments and Other Assets     | 130,574   | 131,362                      |
| Total Noncurrent Assets                | 631,751   | 633,448                      |
| TOTAL ASSETS                           | 1,239,215 | 1,245,947                    |

## **CONSOLIDATED QUARTERLY BALANCE SHEETS**

|   | June 30,  | March 31, |
|---|-----------|-----------|
|   | 2008      | 2008      |
| [LIABILITIES]   |           |           |
| CURRENT LIABILITIES                                   |           |           |
| Notes and accounts payable-trade                      | 327,185   | 323,664   |
| Short-term loans payable                              | 60,902    | 69,833    |
| Current portion of bonds                              | -         | 12        |
| Income taxes payable                                  | 8,942     | 13,478    |
| Accrued expenses                                      | 48,308    | 52,710    |
| Provision for bonuses                                 | 19,026    | 13,063    |
| Provision for product warranties                      | 4,424     | 4,205     |
| Deposits received                                     | 3,900     | 3,410     |
| Other   | 33,169    | 33,540    |
| Total Current Liabilities                             | 505,859   | 513,920   |
| NONCURRENT LIABILITIES                                |           |           |
| Bonds payable   | 50,000    | 50,048    |
| Long-term loans payable                               | 140,462   | 136,883   |
| Deferred tax liabilities                              | 3,370     | 3,843     |
| Deferred tax liabilities for land revaluation         | 55,827    | 55,827    |
| Provision for retirement benefits                     | 57,379    | 57,186    |
| Long-term deposits received                           | 1,780     | 1,386     |
| Negative goodwill                                     | 535       | 612       |
| Other   | 9,161     | 10,960    |
| Total Noncurrent Liabilities                          | 318,517   | 316,748   |
| TOTAL LIABILITIES                                     | 824,376   | 830,668   |
| [NET ASSETS]  |           |           |
| SHAREHOLDERS' EQUITY                                  |           |           |
| Capital stock   | 40,644    | 40,644    |
| Capital surplus                                       | 50,427    | 50,427    |
| Retained earnings                                     | 195,142   | 185,601   |
| Treasury stock  | (479)     | (463)     |
| Total Shareholders' Equity                            | 285,735   | 276,209   |
| VALUATION AND TRANSLATION ADJUSTMENTS                 |           |           |
| Valuation difference on available-for-sale securities | 7,709     | 7,415     |
| Deferred gains or losses on hedges                    | (85)      | 245       |
| Revaluation reserve for land                          | 73,094    | 73,956    |
| Foreign currency translation adjustment               | (5,468)   | 2,428     |
| Total Valuation and Translation Adjustments           | 75,249    | 84,047    |
| MINORITY INTERESTS                                    | 53,853    | 55,021    |
| TOTAL NET ASSETS                                      | 414,839   | 415,278   |
| TOTAL LIABILITIES AND NET ASSETS                      | 1,239,215 | 1,245,947 |

## CONSOLIDATED QUARTERLY STATEMENTS OF INCOME

|   | (millions of yen)     |
|---|-----------------------|
|   | FY2009<br>1st Quarter |
| Net sales   | 415,195               |
| Cost of sales                                     | 359,362               |
| GROSS PROFIT                                      | 55,832                |
| Selling, general and administrative expenses      | 35,571                |
| OPERATING INCOME                                  | 20,261                |
| Non-operating income                              |                       |
| Interest income                                   | 1,361                 |
| Dividends income                                  | 208                   |
| Amortization of negative goodwill                 | 77                    |
| Equity in earnings of affiliates                  | 2,240                 |
| Rent income                                       | 245                   |
| Foreign exchange gains                            | 1,371                 |
| Other   | 830                   |
| Total non-operating income                        | 6,334                 |
| Non-operating expenses                            |                       |
| Interest expenses                                 | 1,910                 |
| Litigation settlement                             | 1,779                 |
| Other   | 981                   |
| Total non-operating expenses                      | 4,671                 |
| ORDINARY INCOME                                   | 21,925                |
| Extraordinary income                              |                       |
| Gain on sales of noncurrent assets                | 11                    |
| Other   | 54                    |
| Total extraordinary income                        | 66                    |
| Extraordinary loss                                |                       |
| Loss on disposal of noncurrent assets             | 88                    |
| Loss on valuation of inventories                  | 712                   |
| Other   | 296                   |
| Total extraordinary losses                        | 1,097                 |
| INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS | 20,894                |
| Income taxes                                      | 1,101                 |
| Minority interests in income                      | 2,102                 |
| NET INCOME  | 17,689                |

## **CONSOLIDATED QUARTERLY STATEMENTS OF CASH FLOWS**

|   | (millions of yen) |
|---|-------------------|
|   | FY2009            |
|   | 1st Quarter       |
| Cook Flows from Operation Activities  |                   |
| Cash Flows from Operating Activities Income before income taxes and minority interests    | 20,894            |
| Depreciation and amortization   | 9,927             |
| Amortization of negative goodwill   | (77)              |
| Equity in (earnings) losses of affiliates   | (2,240)           |
| Increase (decrease) in provision for retirement benefits                                  | 205               |
| Increase (decrease) in provision for product warranties                                   | 218               |
| Increase (decrease) in provision for bonuses  | 5,984             |
| Increase (decrease) in allowance for doubtful accounts                                    | 5,904             |
| Interest and dividends income   | (1,570)           |
| Interest expenses   | 1,910             |
| Loss (gain) on sales of noncurrent assets   | (11)              |
| Loss (gain) on disposal of noncurrent assets  | 88                |
| Other extraordinary loss (income)   | 765               |
| Decrease (increase) in notes and accounts receivable-trade                                | 29,477            |
| Decrease (increase) in inventories  | (28,881)          |
| Decrease (increase) in other current assets   | (2,919)           |
| Increase (decrease) in notes and accounts payable-trade                                   | 6,454             |
| Increase (decrease) in accrued expenses   | (4,242)           |
| Increase (decrease) in deposits received  | 907               |
| Increase (decrease) in other liabilities  | 2,343             |
| Other, net  | (61)              |
| (Subtotal)  | 39,233            |
| Interest and dividends income received  | 3,929             |
| Interest expenses paid  | (878)             |
| Income taxes paid   | (8,760)           |
| Net Cash Provided by (Used in) Operating Activities                                       | 33,524            |
|   |                   |
| Cash Flows from Investment Activities   |                   |
| Purchase of investment securities   | (988)             |
| Proceeds from sales of investment securities  | 0                 |
| Purchase of noncurrent assets   | (14,098)          |
| Proceeds from sales of noncurrent assets  | 160               |
| Payments of long-term loans receivable  | (477)             |
| Collection of long-term loans receivable  | 18                |
| Decrease (increase) in short-term loans receivable  | 59                |
| Decrease (increase) in time deposits  | 164               |
| Other, net  | 55                |
| Net Cash Provided by (Used in) Investment Activities                                      | (15,105)          |
| Cash Flows from Financing Activities  |                   |
| Cash Flows from Financing Activities  | (0.604)           |
| Net increase (decrease) in short-term loans payable Proceeds from long-term loans payable | (9,684)           |
| Repayment of long-term loans payable  | 4,035<br>(439)    |
| Repayment of long-term loans payable Redemption of bonds                                  | (60)              |
| Purchase of treasury stock  | (12)              |
| Cash dividends paid   | (12)<br>(7,648)   |
| Cash dividends paid to minority shareholders  | (2,238)           |
| Net Cash Provided by (Used in) Financing Activities                                       | (16,047)          |
| Effect of Exchange Rate Change on Cash and Cash Equivalents                               | (1,750)           |
| Net Increase (Decrease) in Cash and Cash Equivalents                                      | (1,750)           |
| Cash and Cash Equivalents at Beginning of Period  | 149,721           |
| Increase (Decrease) in Cash and Cash Equivalents  | 145,721           |
| Resulting from Change of Scope of Consolidation   | 901               |
|   |                   |
| Cash and Cash Equivalents at End of Period  | 151,243           |

### <Geographical Segment Information>

Current 1st Quarter (April 1, 2008 through June 30, 2008)

(millions of yen)

|                               | Japan   | North America | Asia    | Other  | Total   | Eliminations | Consolidated |
|-------------------------------|---------|---------------|---------|--------|---------|--------------|--------------|
| Total sales                   |         |               |         |        |         |              |              |
| Sales to third parties        | 253,674 | 22,308        | 119,083 | 20,130 | 415,195 | -            | 415,195      |
| Interarea sales and transfers | 37,899  | 567           | 14,856  | 522    | 53,844  | (53,844)     | _            |
| Total sales                   | 291,573 | 22,875        | 133,939 | 20,652 | 469,040 | (53,844)     | 415,195      |
| Operating income              | 10,009  | 778           | 8,413   | 1,368  | 20,569  | (308)        | 20,261       |

- 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 1st Quarter (April 1, 2008 through June 30, 2008)

(millions of yen)

|                        | North America | Asia    | Other   | Consolidated |
|------------------------|---------------|---------|---------|--------------|
| 1 Overseas sales       |               |         |         |              |
|                        | 23,609        | 127,090 | 126,134 | 276,834      |
| 2 Consolidated sales   |               |         |         |              |
|                        | -             | -       | -       | 415,195      |
| 3 Overseas sales       |               |         |         |              |
| per Consolidated sales | 5.7           | 30.6    | 30.4    | 66.7         |

- 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> Consolidated Quarterly Statements of Income (Abstract)

for Previous 1st Quarter (April 1, 2007 thru June 30, 2007)

|   | (millions or yen) |  |
|---|-------------------|--|
|   | FY2008            |  |
|   | 1st Quarter       |  |
| Net sales   | 402,128           |  |
| Cost of sales                                     | 345,924           |  |
| GROSS PROFIT                                      | 56,204            |  |
| Selling, general and administrative expenses      | 32,918            |  |
| OPERATING INCOME                                  | 23,286            |  |
| Non-operating income                              | 6,240             |  |
| Non-operating expenses                            | 3,119             |  |
| ORDINARY INCOME                                   | 26,407            |  |
| Extraordinary income                              | 227               |  |
| Extraordinary loss                                | 36                |  |
| INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS | 26,598            |  |
| Income taxes                                      | 3,834             |  |
| Minority interests in income                      | 1,603             |  |
| NET INCOME  | 21,160            |  |