# FY2010 Third Quarter Financial Results 

(April 1, 2009 through December 31, 2009)
English Translation of the Original Japanese-Language Document

February 5, 2010

Company name
Stock exchange on which the shares are listed
Code number
URL
Representative
Contact
: ISUZU MOTORS LIMITED
Tokyo Stock Exchange in Japan : 7202
: http://www.isuzu.co.jp/world/investor/index.html
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Scheduled Date for Submission of Quarterly Financial Statements : February 10, 2010
Expected Starting Date for Distribution of Cash Dividends
(Amounts are rounded down to the nearest million yen.)

1. Consolidated Financial Highlights (April 1, 2009 through December 31, 2009)
$<1>$ Consolidated Financial Results (\% indicates increase/decrease from previous 3rd quarter.)

|  | Net Sales |  | Operating Income | Ordinary Income | Net Income |  |  |
| :--- | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
|  | millions of yen | $\%$ | millions of yen | $\%$ | millions of yen | $\%$ | millions of yen |
| FY2010 3rd Quarter | 727,886 | $(39.3)$ | $(5,667)$ | - | $(7,663)$ | - | $(16,550)$ |
| FY2009 3rd Quarter | $1,200,107$ | - | 37,567 | - | 36,357 | - | 18,361 |


|  | Net Income per Share | Net Income per Share after <br> Dilution of Potential Stock |
| :--- | ---: | ---: |
| FY2010 3rd Quarter | yen | yen |
| FY2009 3rd Quarter | $(9.77)$ | - |

$<2>$ Consolidated Financial Position

|  | Total Assets | Net Assets | Shareholders' Equity Ratio | Net Assets per Share |
| :---: | ---: | ---: | ---: | ---: |
|  | millions of yen | millions of yen | $\%$ | yen |
| FY2010 3rd Quarter | $1,073,736$ | 319,970 | 24.8 | 157.24 |
| FY2009 | $1,026,786$ | 331,773 | 27.3 | 165.61 |

[Note] Total Amount of Shareholders' Equity

| FY2010 3rd Quarter | 266,436 millions of yen |
| :--- | :--- |
| FY2009 | 280,636 millions of yen |

2. Cash Dividends

|  | Dividend per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Quarter | 2nd Quarter | 3rd Quarter | Year-End | Total |
| $\begin{aligned} & \text { FY2009 } \\ & \text { FY2010 } \end{aligned}$ | $\begin{array}{r}\text { yen } \\ - \\ \hline\end{array}$ | $\begin{array}{r} \text { yen } \\ 3.00 \\ 0.00 \end{array}$ | yen | yen 0.00 | yen 3.00 |
| $\begin{aligned} & \hline \text { FY2010 } \\ & \text { (Forecast) } \end{aligned}$ |  |  |  | - | - |

[Note] Revision to the projected dividend for FY2010: None The projected dividend for the Year-End of FY2010 has not been decided yet.
3. Consolidated Forecast for FY2010 (April 1, 2009 through March 31, 2010)

|  | Net Sales | Operating Income | Ordinary Income | Net Income | Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Year-End | $\begin{array}{cr} \hline \text { millions of yen } & \% \\ 1,060,000 & (25.6) \\ \hline \end{array}$ | millions of yen $\%$ <br> $(5,000)$ - | millions of yen $\%$ <br> $(7,000)$ - | millions of yen $\%$ <br> $(5,000)$ - | $\begin{array}{r} \text { yen } \\ (2.95) \end{array}$ |

[Note] Revision to Consolidated Forecast for FY2010: Yes
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 Statements : Adopted
$<3>$ Adoption of New Accounting Standards, Principles and Presentation for Consolidation

| Adoption due to Revision of Accounting Standards | : None |
| :--- | :--- |
| 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

| FY2010 3rd Quarter | $1,696,845,339$ | Shares |
| ---: | ---: | ---: |
| FY2009 | $1,696,845,339$ | Shares |
| FY2010 3rd Quarter | $2,334,277$ | Shares |
| FY2009 | $2,234,999$ | Shares |
| FY2010 3rd Quarter | $1,694,543,074$ | Shares |
| FY2009 3rd Quarter | $1,694,987,184$ | Shares |

※Explanation on the usage of the financial projection and others
$<1>$ With the release of this FY2010 Third Quarter Financial Results, the company revised the financial projection announced on November 9, 2009.
$<2>$ 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 a variation of factors.
$<3>$ Considering the financial projection calculated at present, the projected dividend for the Year-End of FY2010 has not been decided yet. The projected dividend amount for the Year-End of FY2010 will be proposed soon after it becomes possible to announce the amount.

|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2009 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2009 \\ \hline \end{gathered}$ |
| [ASSETS] |  |  |
| CURRENT ASSETS |  |  |
| Cash and deposits | 153,120 | 111,245 |
| Notes and accounts receivable-trade | 153,848 | 132,781 |
| Merchandise and finished goods | 80,935 | 77,425 |
| Work in process | 9,363 | 9,371 |
| Raw materials and supplies | 32,266 | 33,029 |
| Deferred tax assets | 9,215 | 9,492 |
| Other | 21,096 | 27,863 |
| Allowance for doubtful accounts | $(1,371)$ | $(1,570)$ |
| Total Current Assets | 458,475 | 399,638 |
| NON-CURRENT ASSETS |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 111,295 | 102,372 |
| Machinery, equipment and vehicles, net | 88,779 | 92,475 |
| Land | 269,054 | 269,289 |
| Lease assets, net | 6,181 | 3,777 |
| Construction in progress | 14,664 | 31,811 |
| Other, net | 9,721 | 12,681 |
| Total Property, Plant and Equipment | 499,696 | 512,408 |
| Intangible assets |  |  |
| Other | 8,130 | 8,970 |
| Total Intangible Assets | 8,130 | 8,970 |
| Investments and other assets |  |  |
| Investment securities | 81,160 | 81,732 |
| Long-term loans receivable | 4,070 | 4,107 |
| Deferred tax assets | 8,487 | 7,734 |
| Other | 23,397 | 21,834 |
| Allowance for doubtful accounts | $(9,682)$ | $(9,640)$ |
| Total Investments and Other Assets | 107,434 | 105,769 |
| Total Non-Current Assets | 615,261 | 627,148 |
| TOTAL ASSETS | 1,073,736 | 1,026,786 |

CONSOLIDATED QUARTERLY BALANCE SHEETS

|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { December 31, } \\ 2009 \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2009 \end{gathered}$ |
| [LIABILITIES] |  |  |
| CURRENT LIABILITIES |  |  |
| Notes and accounts payable-trade | 209,582 | 161,516 |
| Short-term loans payable | 77,159 | 84,287 |
| Current portion of bonds | 30,000 | 10,000 |
| Lease obligations | 1,726 | 1,351 |
| Income taxes payable | 3,686 | 3,187 |
| Accrued expenses | 28,109 | 32,472 |
| Provision for bonuses | 6,110 | 10,835 |
| Provision for product warranties | 2,660 | 3,565 |
| Deposits received | 4,804 | 3,674 |
| Other | 17,243 | 26,942 |
| Total Current Liabilities | 381,083 | 337,833 |
| NON-CURRENT LIABILITIES |  |  |
| Bonds payable | 23,000 | 43,000 |
| Long-term loans payable | 216,049 | 184,521 |
| Lease obligations | 4,881 | 2,704 |
| Deferred tax liabilities | 4,301 | 4,366 |
| Deferred tax liabilities for land revaluation | 55,818 | 55,818 |
| Provision for retirement benefits | 60,434 | 57,702 |
| Long-term deposits received | 1,284 | 1,249 |
| Negative goodwill | 343 | 379 |
| Other | 6,569 | 7,438 |
| Total Non-Current Liabilities | 372,683 | 357,179 |
| TOTAL LIABILITIES | 753,766 | 695,012 |
| [NET ASSETS] |  |  |
| SHAREHOLDERS' EQUITY |  |  |
| Capital stock | 40,644 | 40,644 |
| Capital surplus | 50,427 | 50,427 |
| Retained earnings | 128,711 | 145,407 |
| Treasury stock | (593) | (570) |
| Total Shareholders' Equity | 219,190 | 235,908 |
| VALUATION AND TRANSLATION ADJUSTMENTS |  |  |
| Valuation difference on available-for-sale securities | 2,321 | 1,340 |
| Deferred gains or losses on hedges | (41) | (45) |
| Revaluation reserve for land | 73,340 | 73,195 |
| Foreign currency translation adjustment | $(28,374)$ | $(29,762)$ |
| Total Valuation and Translation Adjustments | 47,246 | 44,727 |
| MINORITY INTERESTS | 53,533 | 51,137 |
| TOTAL NET ASSETS | 319,970 | 331,773 |
| TOTAL LIABILITIES AND NET ASSETS | 1,073,736 | 1,026,786 |

## CONSOLIDATED QUARTERLY STATEMENTS OF INCOME

|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | FY2009 3rd Quarter | FY2010 3rd Quarter |
| Net sales | 1,200,107 | 727,886 |
| Cost of sales | 1,061,392 | 654,661 |
| GROSS PROFIT | 138,715 | 73,224 |
| Selling, general and administrative expenses | 101,147 | 78,892 |
| OPERATING INCOME (LOSS) | 37,567 | $(5,667)$ |
| Non-operating income |  |  |
| Interest income | 3,036 | 812 |
| Dividends income | 812 | 312 |
| Amortization of negative goodwill | 237 | 67 |
| Equity in earnings of affiliates | 7,781 | 1,432 |
| Other | 2,217 | 2,874 |
| Total non-operating income | 14,085 | 5,500 |
| Non-operating expenses |  |  |
| Interest expenses | 5,141 | 4,861 |
| Foreign exchange losses | 3,846 | - |
| Litigation settlement | 3,219 | 776 |
| Other | 3,088 | 1,858 |
| Total non-operating expenses | 15,296 | 7,496 |
| ORDINARY INCOME (LOSS) | 36,357 | $(7,663)$ |
| Extraordinary income |  |  |
| Gain on sales of non-current assets | - | 235 |
| Gain on sales of investments in capital of subsidiaries and affiliates | 176 | - |
| Other | 368 | 166 |
| Total extraordinary income | 544 | 401 |
| Extraordinary loss |  |  |
| Loss on disposal of non-current assets | 981 | 533 |
| Impairment loss | - | 770 |
| Provision of allowance for doubtful accounts | 1,124 | - |
| Loss on valuation of inventories | 712 | - |
| Other | 1,627 | 520 |
| Total extraordinary losses | 4,444 | 1,824 |
| INCOME (LOSS) BEFORE INCOME TAXES AND MINORITY INTERESTS | 32,457 | $(9,087)$ |
| Income taxes | 8,879 | 4,789 |
| Minority interests in income | 5,216 | 2,673 |
| NET INCOME (LOSS) | 18,361 | $(16,550)$ |


|  | (millions of yen) |  |
| :---: | :---: | :---: |
|  | FY2009 3rd Quarter | $\begin{gathered} \text { FY2010 } \\ \text { 3rd Quarter } \end{gathered}$ |
| Cash Flows from Operating Activities |  |  |
| Income (loss) before income taxes and minority interests | 32,457 | $(9,087)$ |
| Depreciation and amortization | 29,648 | 29,838 |
| Amortization of negative goodwill | (237) | (67) |
| Equity in (earnings) losses of affiliates | $(7,781)$ | $(1,432)$ |
| Increase (decrease) in provision for retirement benefits | 814 | 2,739 |
| Increase (decrease) in provision for product warranties | (288) | $(1,084)$ |
| Increase (decrease) in provision for bonuses | $(6,268)$ | $(4,725)$ |
| Increase (decrease) in allowance for doubtful accounts | 1,201 | (148) |
| Interest and dividends income | $(3,849)$ | $(1,125)$ |
| Interest expenses | 5,141 | 4,861 |
| Loss (gain) on sales of non-current assets |  | (235) |
| Loss (gain) on disposal of non-current assets | 981 | 533 |
| Impairment loss |  | 770 |
| Other extraordinary loss (income) | 1,020 | 201 |
| Decrease (increase) in notes and accounts receivable-trade | 60,885 | $(20,426)$ |
| Decrease (increase) in inventories | $(22,122)$ | 884 |
| Decrease (increase) in other current assets | $(4,572)$ | 2,189 |
| Increase (decrease) in notes and accounts payable-trade | $(60,495)$ | 46,720 |
| Increase (decrease) in accrued expenses | $(15,444)$ | $(5,346)$ |
| Increase (decrease) in deposits received | 2,924 | 1,123 |
| Increase (decrease) in other liabilities | 2,714 | 2,416 |
| Other, net | (72) | 96 |
| (Subtotal) | 16,656 | 48,697 |
| Interest and dividends income received | 8,009 | 4,949 |
| Interest expenses paid | $(4,224)$ | $(4,353)$ |
| Income taxes paid | $(16,407)$ | $(5,376)$ |
| Net Cash Provided by (Used in) Operating Activities | 4,034 | 43,916 |
| Cash Flows from Investing Activities |  |  |
| Purchase of investment securities | $(1,473)$ | (29) |
| Proceeds from sales of investment securities | 19 | 4 |
| Purchase of non-current assets | $(45,215)$ | $(29,537)$ |
| Proceeds from sales of non-current assets | 692 | 2,621 |
| Payments of long-term loans receivable | $(1,024)$ | (134) |
| Collection of long-term loans receivable | 90 | 64 |
| Decrease (increase) in short-term loans receivable | 49 | (133) |
| Decrease (increase) in time deposits | 429 | (8) |
| Payments for investments in capital of subsidiaries and affiliates |  | $(1,233)$ |
| Other, net | $(1,625)$ | (191) |
| Net Cash Provided by (Used in) Investing Activities | $(48,056)$ | $(28,576)$ |
| Cash Flows from Financing Activities |  |  |
| Net increase (decrease) in short-term loans payable | 7,419 | $(15,113)$ |
| Proceeds from long-term loans payable | 49,413 | 76,509 |
| Repayment of long-term loans payable | $(25,573)$ | $(37,062)$ |
| Redemption of bonds | (60) | - |
| Repayments of lease obligations |  | $(1,130)$ |
| Purchase of treasury stock | (97) | (7) |
| Cash dividends paid | $(13,108)$ | (22) |
| Cash dividends paid to minority shareholders | $(3,231)$ | (575) |
| Net Cash Provided by (Used in) Financing Activities | 14,763 | 22,595 |
| Effect of Exchange Rate Change on Cash and Cash Equivalents | $(10,432)$ | 140 |
| Net Increase (Decrease) in Cash and Cash Equivalents | $(39,691)$ | 38,075 |
| Cash and Cash Equivalents at Beginning of Period | 149,721 | 116,198 |
| Increase (Decrease) in Cash and Cash Equivalents Resulting from Change of Scope of Consolidation | 901 | - |
| Cash and Cash Equivalents at End of Period | 110,931 | 154,274 |

## <Geographical Segment Information>

Previous 3rd Quarter (April 1, 2008 through December 31, 2008)
(millions of yen)

|  | Japan | North America | Asia | Other | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Sales |  |  |  |  |  |  |  |
| Sales to third parties | 766,962 | 66,924 | 307,314 | 58,906 | $1,200,107$ | - | $1,200,107$ |
| Interarea sales and transfers | 101,081 | 4,604 | 39,238 | 2,716 | 147,640 | $(147,640)$ | - |
| Total sales | 868,043 | 71,528 | 346,553 | 61,622 | $1,347,748$ | $(147,640)$ | $1,200,107$ |
| Operating income | 14,470 | 2,634 | 19,050 | 1,841 | 37,996 | $(428)$ | 37,567 |

Current 3rd Quarter (April 1, 2009 through December 31, 2009)
(millions of yen)

|  | Japan | North America | Asia | Other | Total | Eliminations | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Total Sales |  |  |  |  |  |  |  |
| Sales to third parties | 457,906 | 39,787 | 195,833 | 34,359 | 727,886 | - | 727,886 |
| Interarea sales and transfers | 71,458 | 1,646 | 16,135 | 982 | 90,222 | $(90,222)$ | - |
| Total sales | 529,364 | 41,433 | 211,968 | 35,341 | 818,108 | $(90,222)$ | 727,886 |
| Operating income (loss) | $(20,065)$ | 1,567 | 11,584 | 130 | $(6,783)$ | 1,115 | $(5,667)$ |

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, Germany
3. There were no unallocated operating expenses during the period.
<Overseas Sales>
Previous 3rd Quarter (April 1, 2008 through December 31, 2008)

|  | (millions of yen) |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | North America | Asia | Other | Total |
| 1 Overseas sales |  |  |  |  |
|  | 68,178 | 323,437 | 384,533 | 776,148 |
| 2 Consolidated sales |  |  |  |  |
|  | - | - | - | $1,200,107$ |
| 3 Overseas sales <br> per Consolidated sales | $\%$ | $\%$ | $\%$ | $\%$ |

Current 3rd Quarter (April 1, 2009 through December 31, 2009)

 (millions of yen)

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---Saudi Arabia, Poland, Ecuador, South Africa, Australia
3. Overseas sales are sales to all countries and areas excluding Japan
made by the parent company and consolidated subsidiaries.
