



FY2008 3Q Financial Results

Apr. – Dec. '07 / Oct. – Dec. '07



February 7, 2008

ISUZU MOTORS LIMITED

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1. FY2008 3Q Highlight

FY08 3Q Consolidated Results

- Year-on-year Comparison -

(JPY Bil.)	FY08 3Q	FY07 3Q	Changes
Sales Revenue	430.0	401.5	+ 28.5
Operating Profit	28.0	28.0	+ 0.0
Working Profit	31.2	30.5	+ 0.7
Net Income	24.4	21.9	+ 2.5

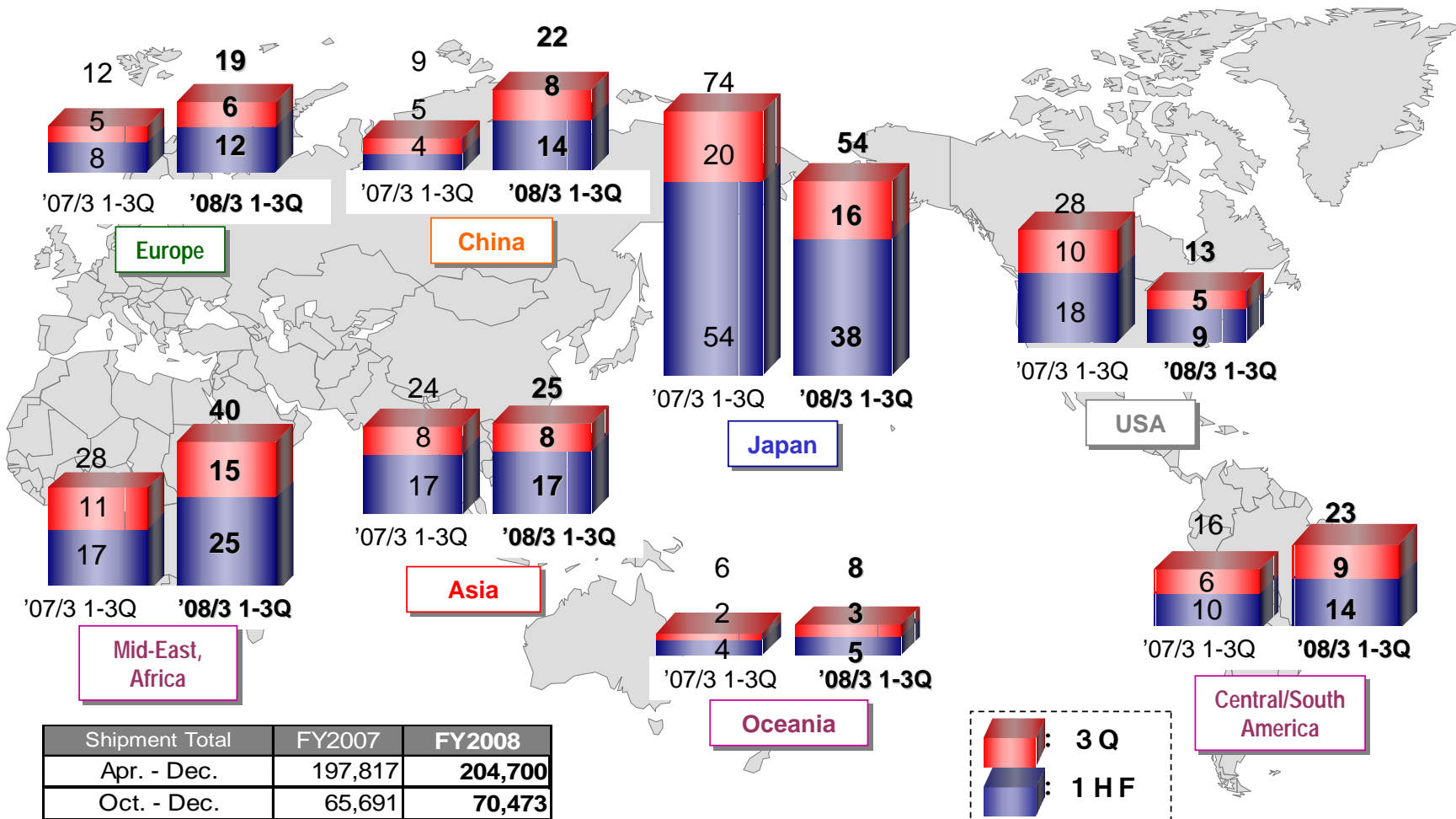
* FX: FY08 3Q = 114JPY/US\$
FY07 3Q= 116JPY/US\$

Apr. to Dec.'07	FY08 1-3Q	FY07 1-3Q	Changes
Sales Revenue	1,304.5	1,226.2	+ 78.3
Operating Profit	76.4	85.6	- 9.2
Working Profit	85.0	93.2	- 8.2
Net Income	61.4	77.3	- 15.9

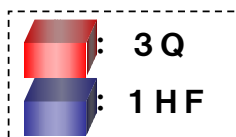
2. Market Information

ISUZU Vehicle Shipment by Area

- Vehicle(CV), KD-set, Compo. : K-units -

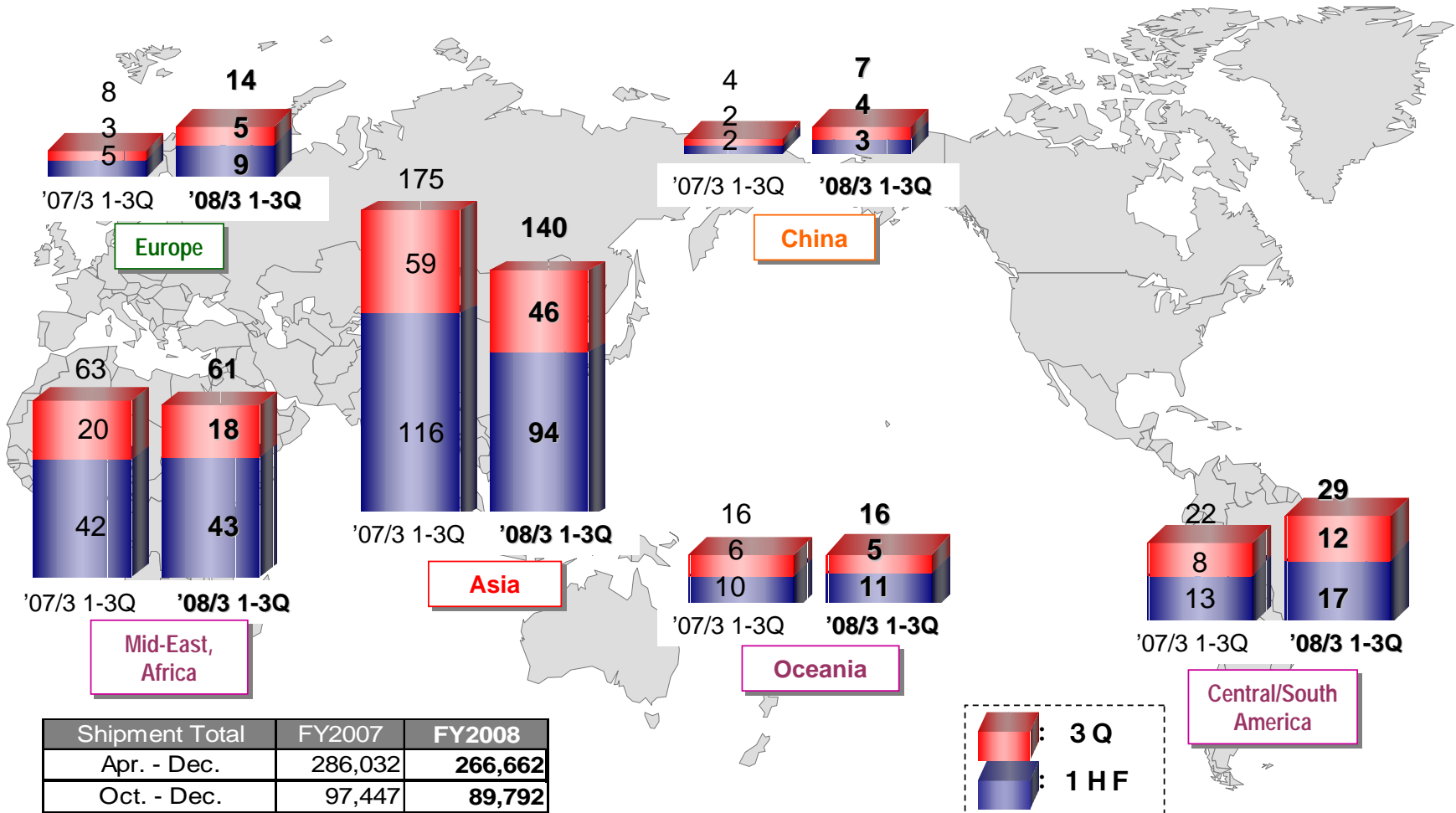


Shipment Total	FY2007	FY2008
Apr. - Dec.	197,817	204,700
Oct. - Dec.	65,691	70,473



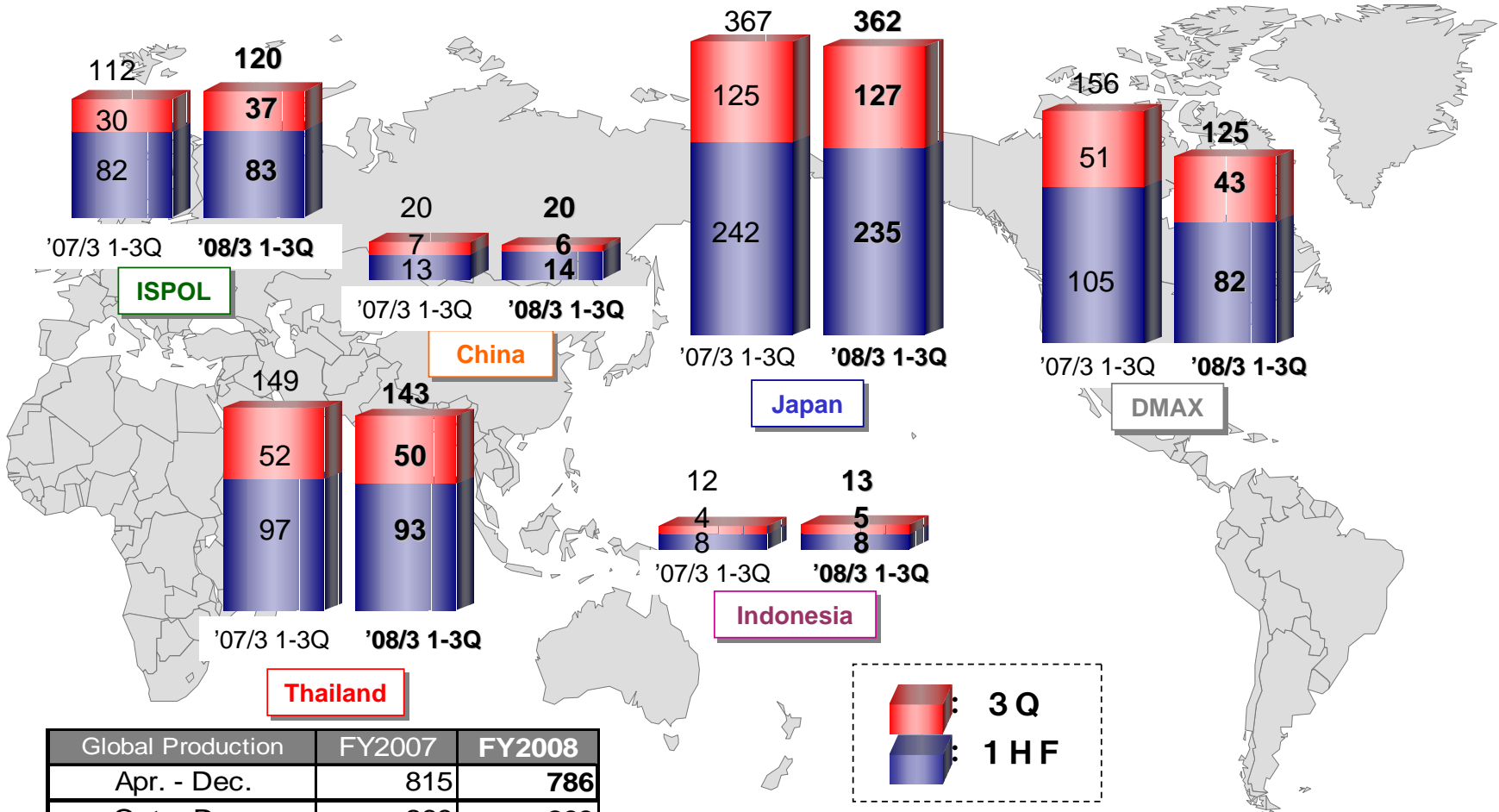
ISUZU Vehicle Shipment by Area

- Vehicle(LCV), KD-set, Compo. : K-units -



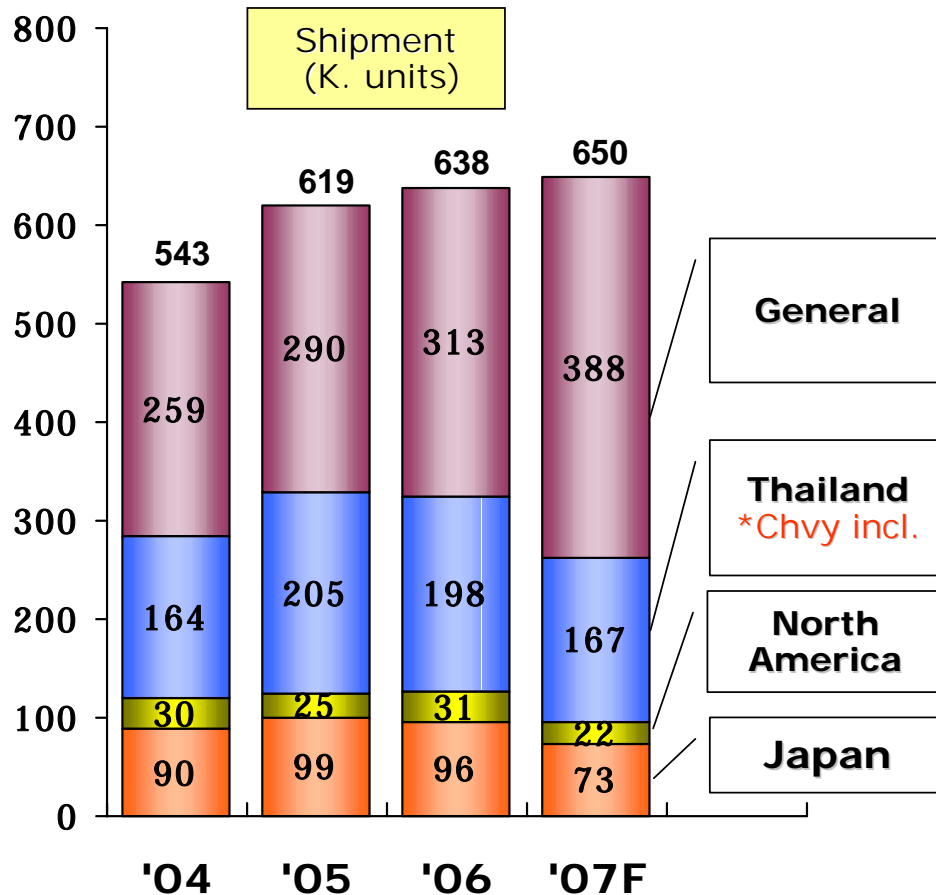
ISUZU Diesel Engine Production by Country

- K-units -



Sales by Market

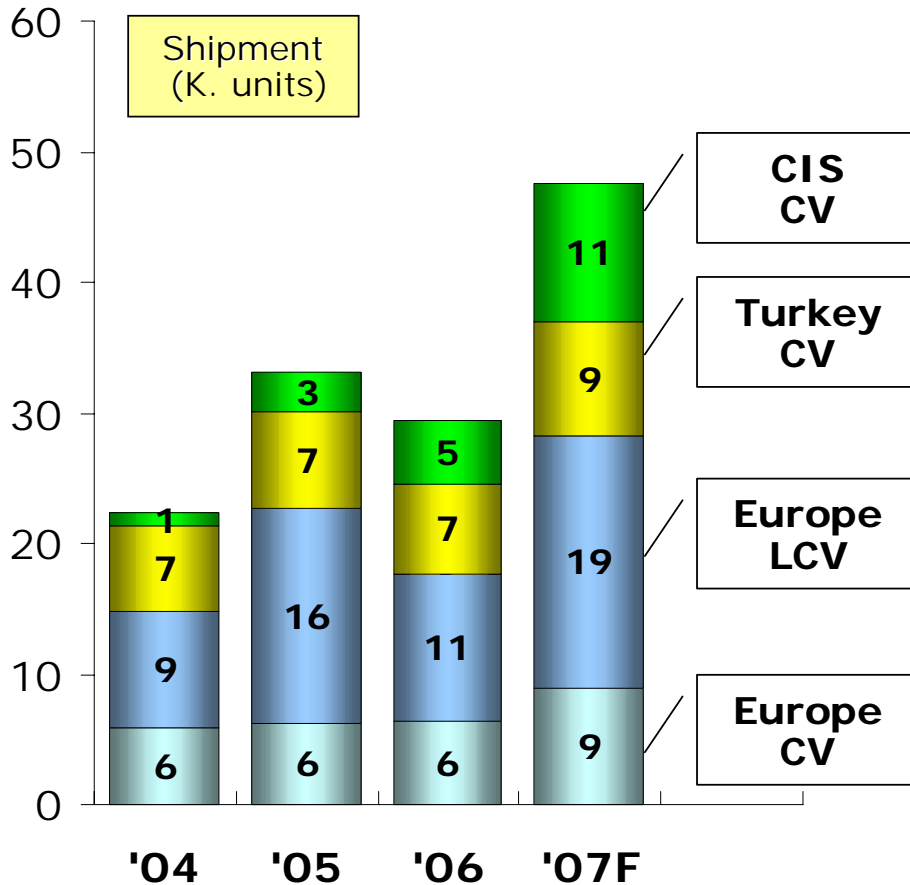
● **General market sharply growing, but mature market stable.**



- General
 - New market development
 - Sales enjoyed favorable economy in Resource Riches
- Thailand
 - Sales declined after the political confusion
- North America
 - Sales declined due to the transition to 07EPA, and slow cycle of facility investment
- Japan
 - Sales declined due to the reaction of emission-regulation demand

Sales by General market 1 Europe & CIS

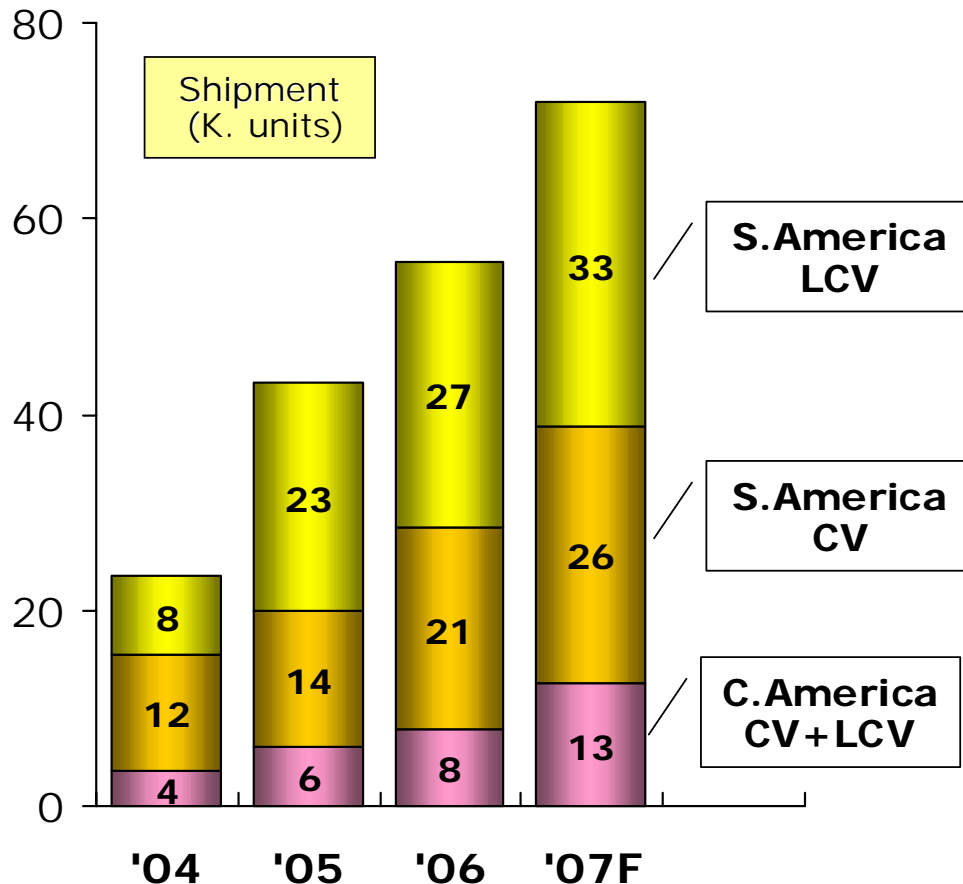
- Europe & Turkey steadily growing; CIS region rapidly increasing



- Europe
 - Sales temporarily dropped due to the transition to Euro4 in 2006, but in an upward trend as a whole
- Turkey
 - CV achieved share increase
- CIS
 - New markets (Russia, Ukraine, Uzbekistan, Azerbaijan & Kazakhstan)

Sales by General market 2 Central & Latin America

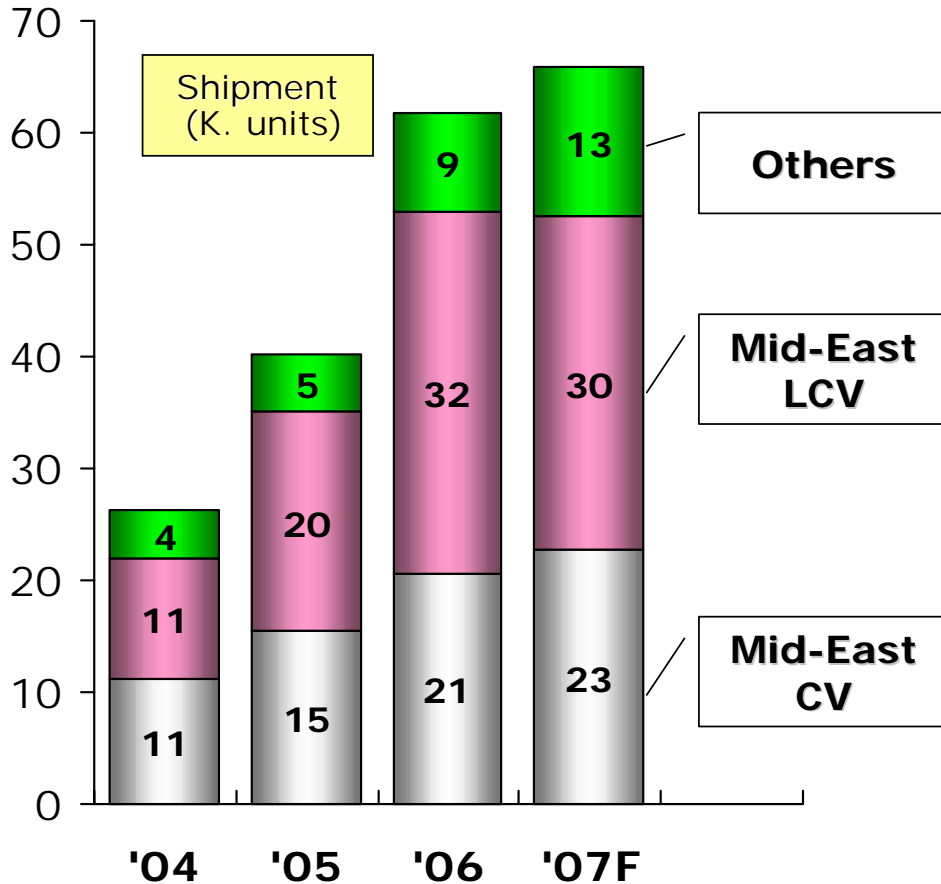
● Successfully achieved significant growth in Latin America



- South America
 - LCV enjoyed brisk sales
 - CV sales increasing as a result of expansion efforts
- Central America
 - All distributors & dealers increased sales
 - Successfully penetrated into the Mexico market.

Sales by General market 3 Middle East

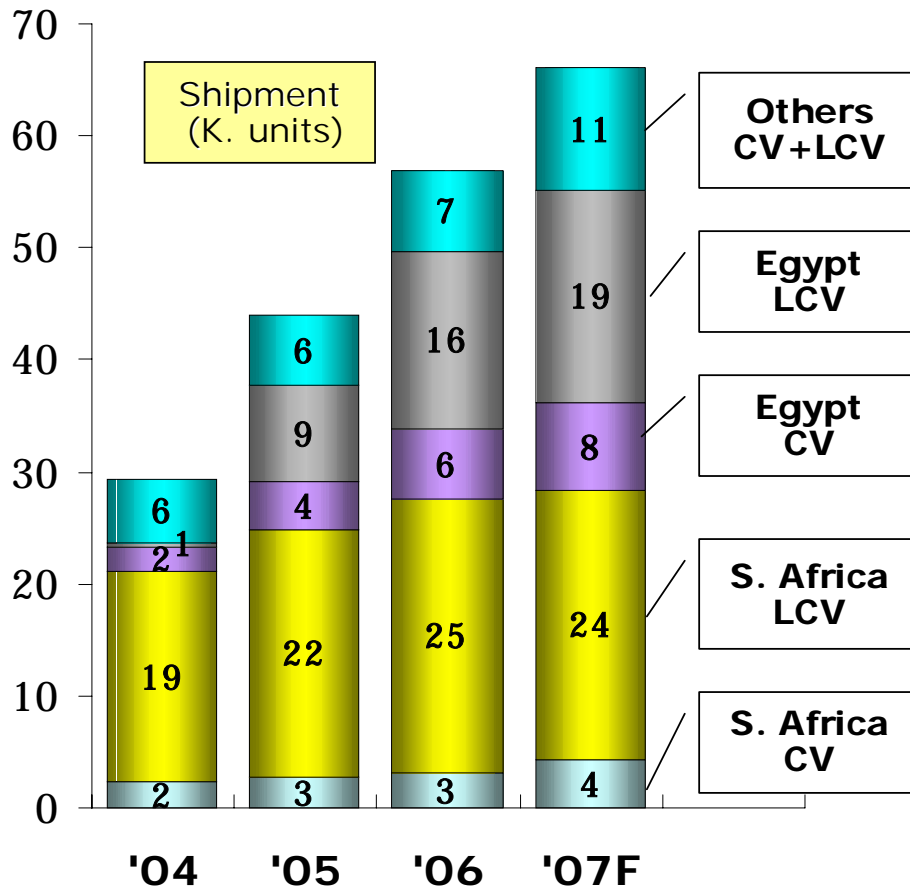
● Sales of CV and LCV in the Middle East increasing greatly.



- Middle East CV
 - N-series maintains commanding share in Saudi Arabia.
 - F-series sales expanding
- Middle East LCV
 - P'up maintains 2nd share, following TOYOTA.
- Others
 - Sales in Iran growing rapidly

Sales by General market 4 Africa

● **Markets for CV and LCV expanding and sales also increasing.**

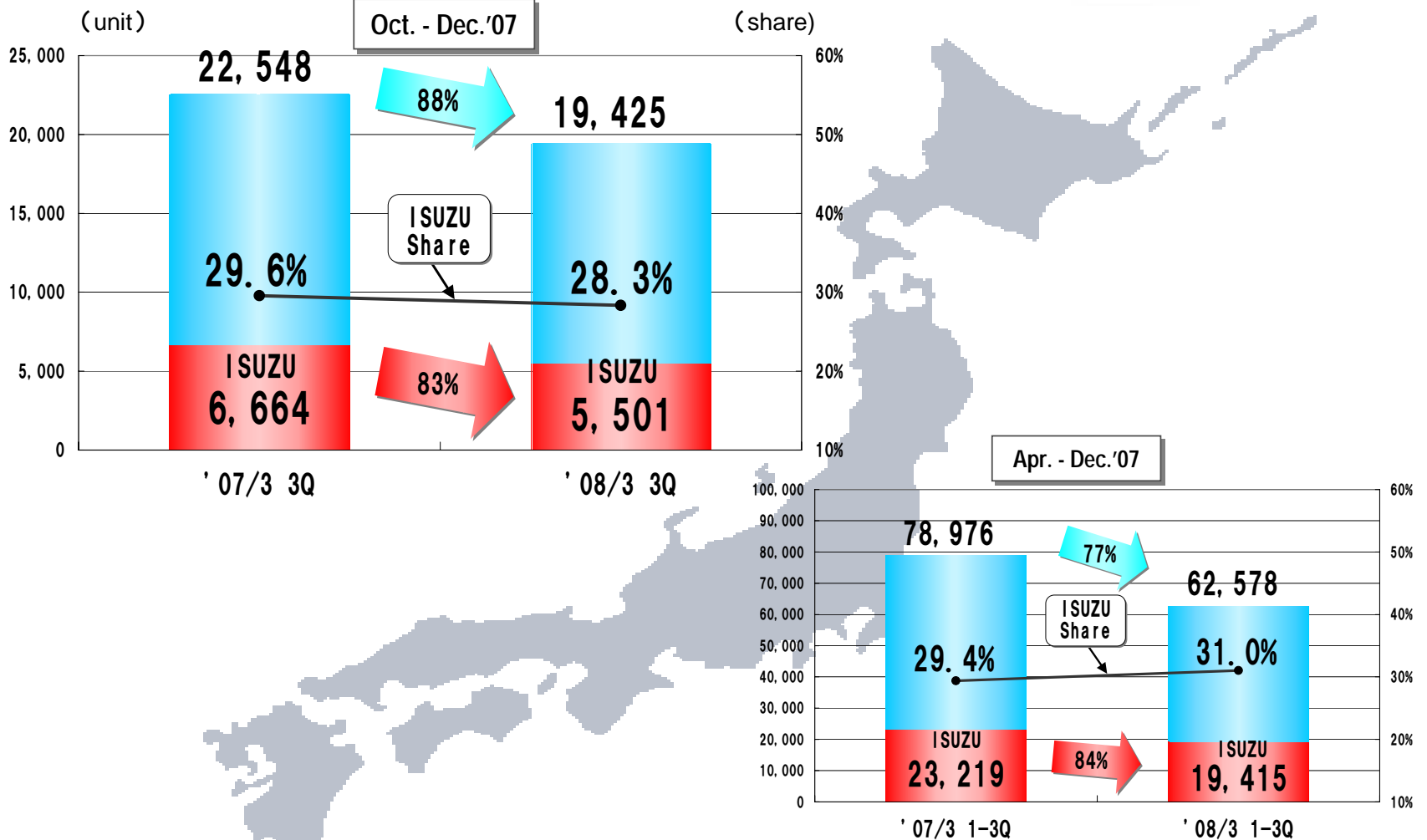


- South Africa
 - Market rapidly expanding
 - LCV maintains 2nd share
- Egypt
 - Enjoyed favorable economy
 - Sales of LCV & CV growing
- Others
 - Sales increasing in Morocco, Algeria and Kenya



FY2008 3Q Japan industrial sales and share - 1

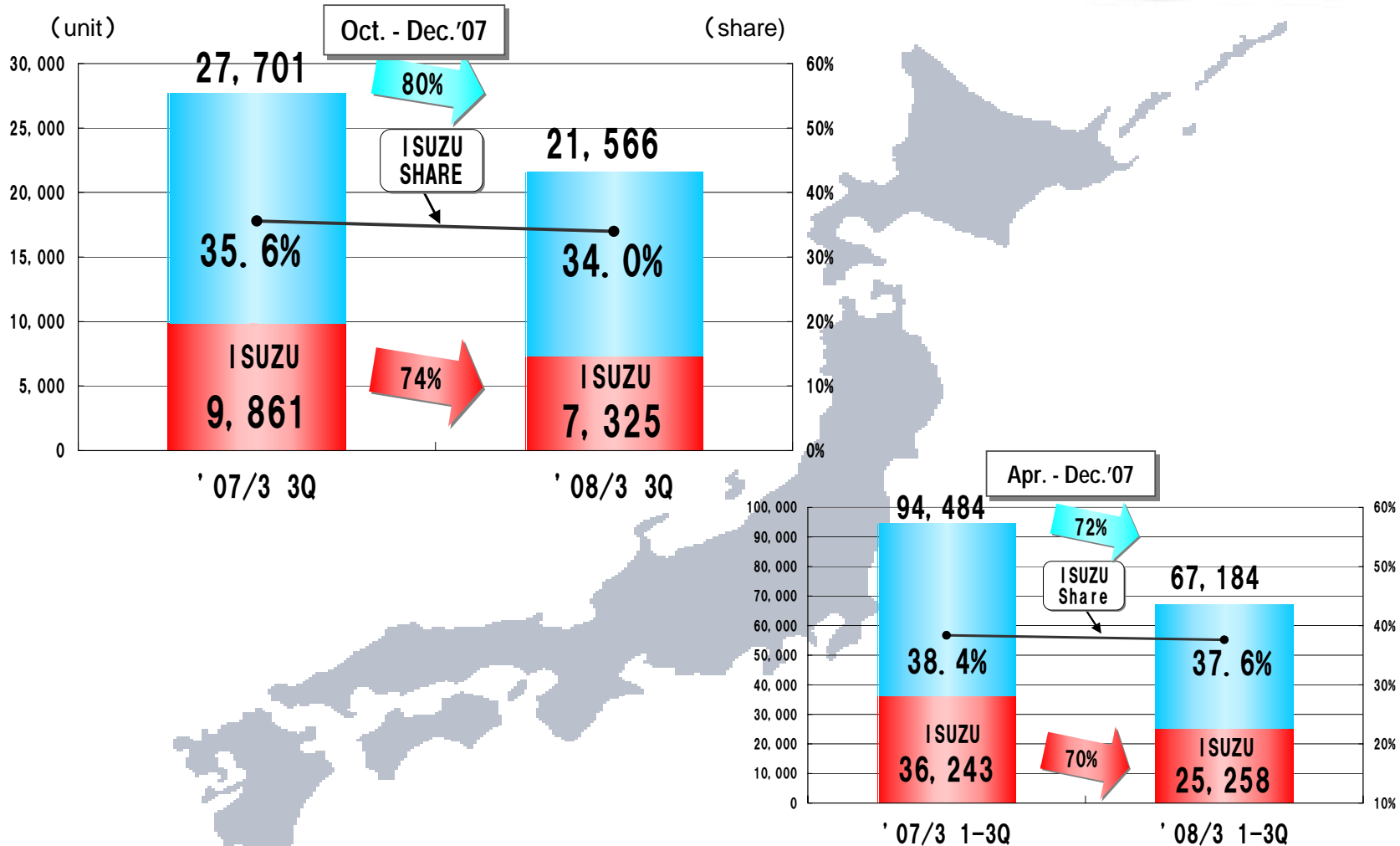
- Heavy-duty and Medium-duty Truck, 4ton or above -





FY2008 3Q Japan industrial sales and share-2

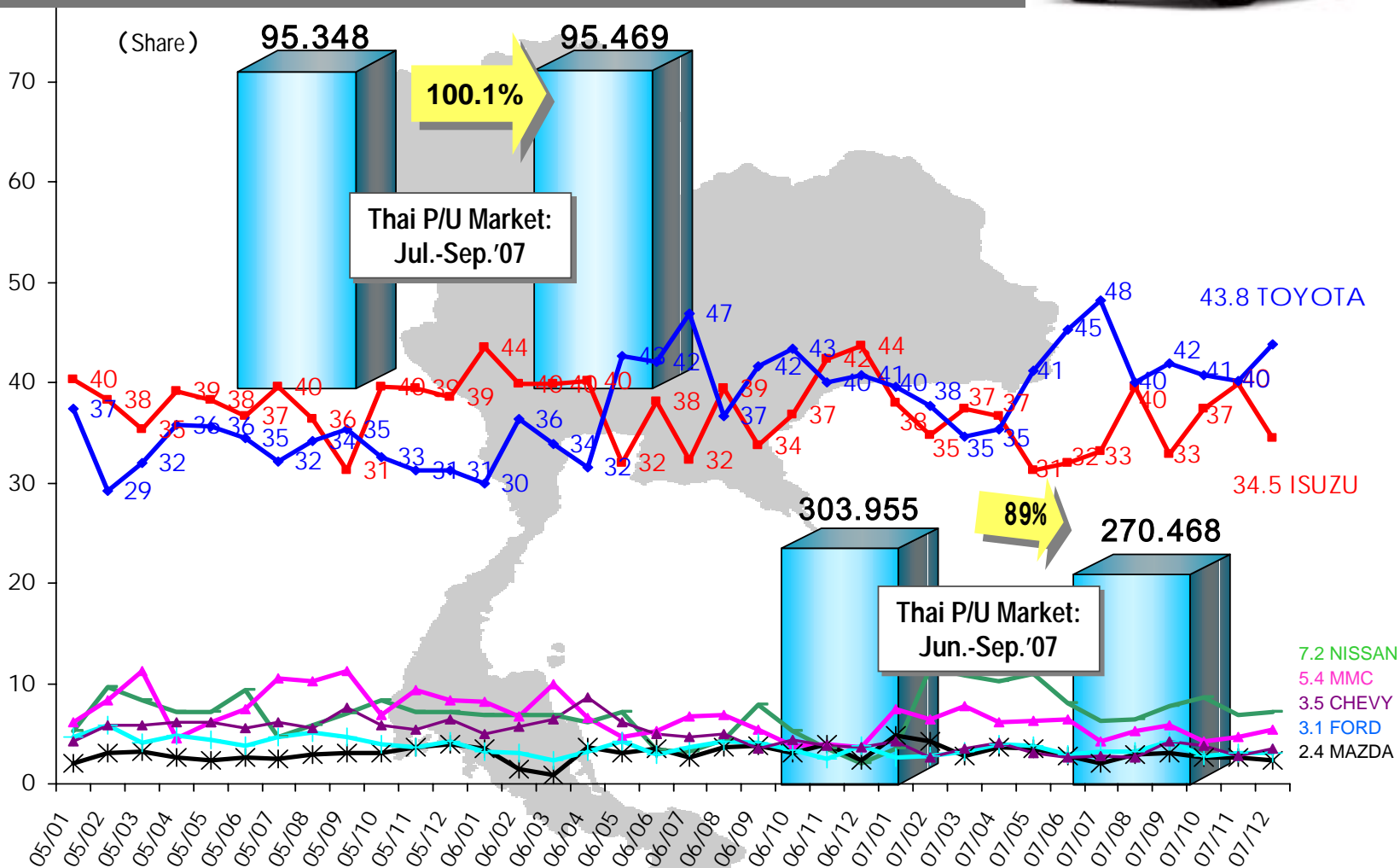
- Light-duty Truck, 2 to 3 ton -





FY2008 3Q Thailand pick-up truck market

- Industrial sales, Share (-Dec.)



3. FY2008 3Q Financial Summary

FY08 3Q Consolidated Results: Oct.-Dec.

- Sales Revenue, Year-on-year by Segment -

(JPY Bil.)	FY08 3Q	FY07 3Q	Changes
Sales Revenue	430.0	401.5	+ 28.5
Operating Profit	28.0	28.0	+ 0.0
Working Profit	31.2	30.5	+ 0.7
Net Income	24.4	21.9	+ 2.5

	FY08 3Q	FY07 3Q	Changes
Parent: Dom. & Exp.	256.3	232.1	+ 24.2
Domestic Dealers	103.4	112.2	- 8.8
North America	30.1	39.6	- 9.5
ASEAN	131.8	120.7	+ 11.1
Other Subsidiaries	85.7	71.5	+ 14.2
Consl. Adj.	- 177.3	- 174.6	- 2.7
Total	430.0	401.5	+ 28.5

Sales Revenue by Segment

FY08 3Q Consolidated Results: Oct.-Dec.

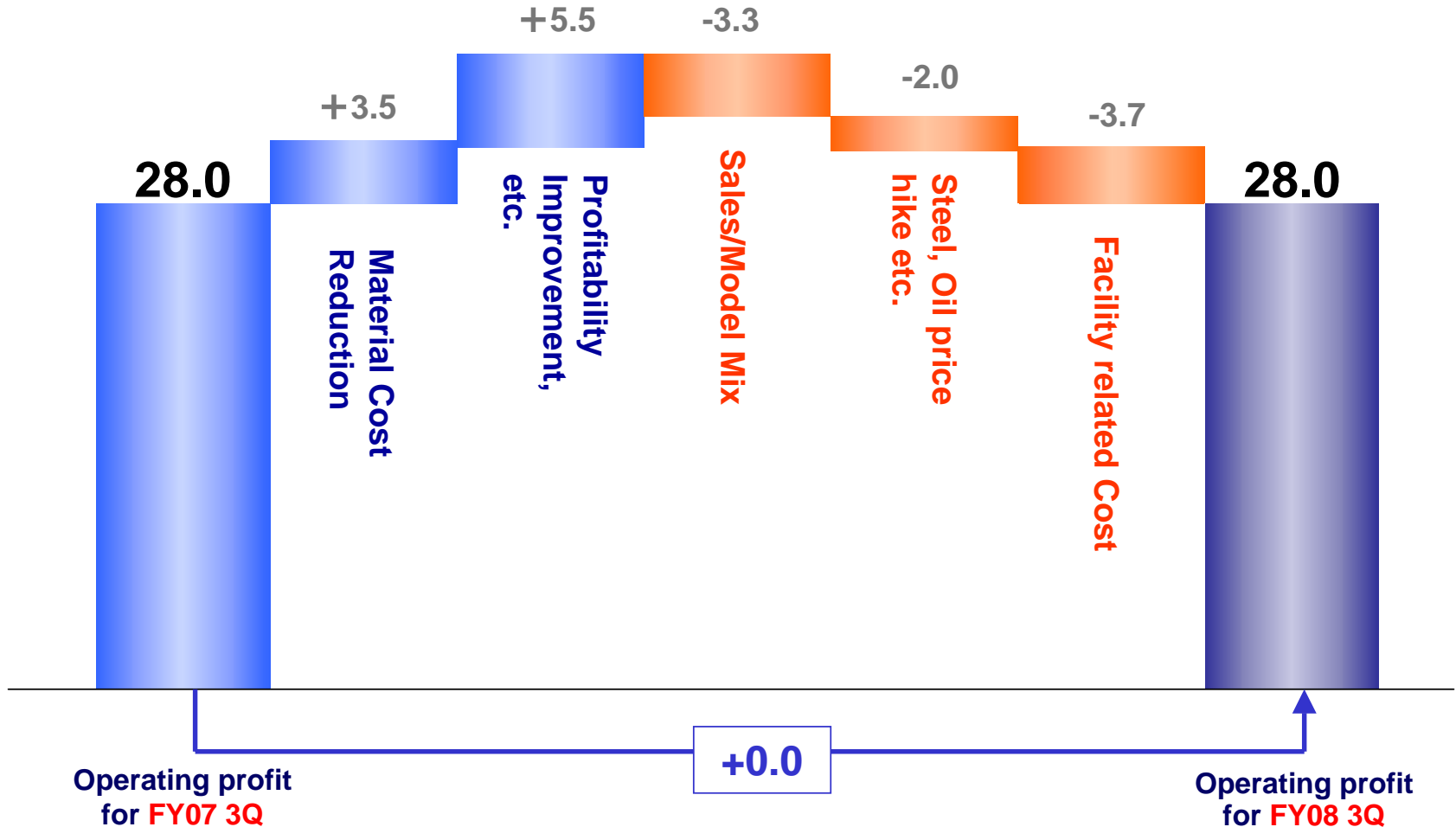
- Operating Profit, Year-on-year by Segment -

(JPY Bil.)	FY08 3Q	FY07 3Q	Changes
Sales Revenue	430.0	401.5	+ 28.5
Operating Profit	28.0	28.0	+ 0.0
Working Profit	31.2	30.5	+ 0.7
Net Income	24.4	21.9	+ 2.5

OP by Segment		FY08 3Q	FY07 3Q	Changes
	Parent: Dom. & Exp.	15.2	19.8	- 4.6
	Domestic Dealers	0.0	- 0.9	+ 0.9
	North America	0.2	2.0	- 1.8
	ASEAN	7.7	5.2	+ 2.5
	Other Subsidiaries	4.3	3.0	+ 1.3
	Consl. Adj.	0.6	- 1.1	+ 1.7
	Total	28.0	28.0	+ 0.0

FY07 vs. FY08 Expense fluctuations

- Consolidated operating profit: analysis of change, JPY: Bil. -



FY08 3Q Consolidated Results: Oct.-Dec.

- Working profit, Net income: Year-on-year -

(JPY Bil.)	FY08 3Q	FY07 3Q	Changes
Sales Revenue	430.0	401.5	+ 28.5
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Net Income	24.4	21.9	+ 2.5

Working Profit

Operating Profit Change	+ 0.0
* Financial income, etc.	+ 0.1
* Equity-method affiliates	+ 0.6
Total	+ 0.7

Extra profit/
Loss etc.

Working Profit	31.2
* Property Loss, etc.	- 1.5
* Tax, others	- 5.3
Net Income	24.4

Trucks for life

ISUZU