

# 1Q FY3/2024 Financial Results

August 9, 2023  
ISUZU MOTORS LIMITED

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Statements contained in this presentation, except for historical or current facts, are based on certain assumptions and our management's judgment in light of currently available information. Therefore, these statements may be susceptible to various factors, such as uncertainty contained in the assumptions and management's judgment and economic changes in the future, which may cause to bring about different results in Isuzu's future earnings and operating results.

Moreover, this presentation is not intended to solicit investment in Isuzu. Isuzu assumes no responsibility for any losses and liabilities that may be incurred because of the information in this presentation.

# 1. Overview

## **1. 1Q FY3/2024 Results**

- New record high of sales, operating income, and ordinary income for the first quarter.
- Though unit sales increased in developed countries with softening of parts shortages, was hit by downturns in emerging countries. CV units sales as a whole dropped.
- Units sales of LCVs for Thailand decreased due to slumping demand. Unit sales for export rose especially in Australia where vehicle delivery in the prior year was stagnated by parts shortages.
- Material price hike, etc. was offset by improvements in destination mix and model mix, promotion of price realization and cost reduction. Recorded profit growth.

## **2. FY3/2024 Revised Full-Year Outlook (Comparison to Previous Plan)**

- Though weak demand for CVs continues in emerging countries, demand remains robust in developed countries. Expects same level of CV units as a whole.
- Delayed demand recovery impacts LCVs for the Thai market. On the other hand, shall revise outlook of unit sales of LCVs for export upward particularly in regions where vehicle delivery fell behind in the previous year.
- Though started off well in 1Q and material costs etc. remain below our assumed prices, uncertainties remain especially in future demand. Shall make no changes to the forecast of the earnings.

**Refer to page 16 for explanation of the following words:**

CV (Commercial Vehicle)=Trucks & Buses

LCV (Light Commercial Vehicle)=Pickup trucks and vehicles deriving from pickup trucks

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# Overview -1st Quarter FY3/2024 Results-

Global Unit Sales (K-units)		1Q FY3/2024	1Q FY3/2023	Changes	
CV Total	CV-Japan	17	11	6	53%
	CV-Overseas	54	66	-12	-18%
		71	77	-6	-8%
LCV Total	LCV-Thailand	35	48	-13	-26%
	LCV-Export	58	52	6	10%
		93	100	-7	-7%
Total		164	177	-13	-7%

## Financial Results (Bil. Yen)

Sales	775.5	688.2	87.3	13%
Operating Income	68.6	54.8	13.8	25%
Ordinary Income	74.9	58.8	16.1	27%
Net Income	45.0	36.1	8.9	25%

# Overview -FY3/2024 Full-Year Outlook-

Global Unit Sales (K-units)		FY3/2024 Revised Plan	FY3/2024 Previous Plan	Changes	
CV Total	CV-Japan	90	90	No Changes to Unit Sales of CVs	
	CV-Overseas	275	275		
		365	365		
LCV Total	LCV-Thailand	149	181	-32	-18%
	LCV-Export	241	224	17	7%
Total		755	770	-15	-4%
Total				-15	-2%

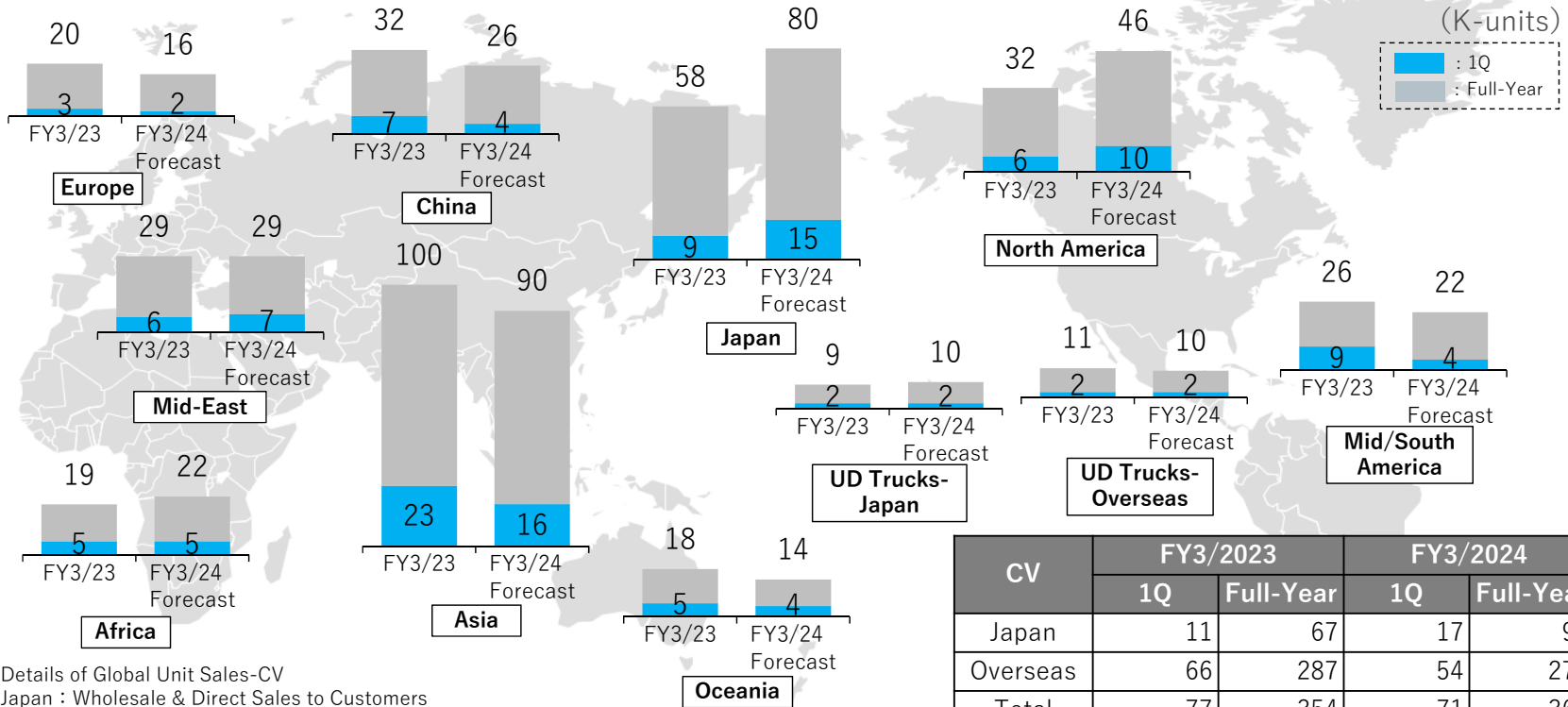
## Financial Forecast (Bil. Yen)

Sales	3,300.0	3,300.0	No Changes to Sales, Incomes, and Dividends	
Operating Income	260.0	260.0		
Ordinary Income	275.0	275.0		
Net Income	155.0	155.0		
Dividends	80 Yen	80 Yen		

# 2. 1Q FY3/2024 Financial Results

# Global Unit Sales (CV)

■ 1Q Unit Sales: Unit sales in Japan and North America increased as parts procurement improved. Only, CV units sales as a whole decreased as Asia and Mid/South America was negatively impacted by interest rate hike and inflation, and some regions were affected by shipping shortages.



Details of Global Unit Sales-CV

Japan : Wholesale & Direct Sales to Customers

North America / Australia: Wholesale of Local Distributors

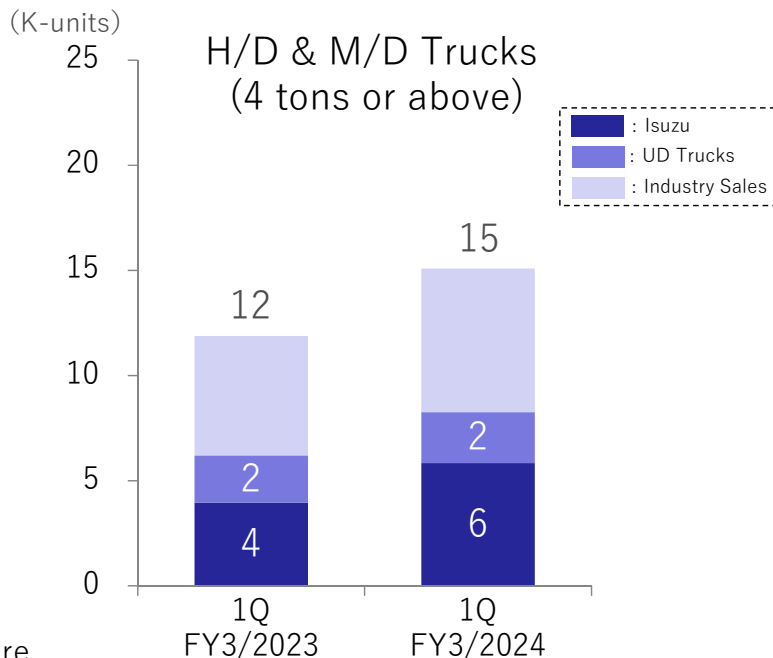
Other Regions: Shipment from Japan

CV	FY3/2023		FY3/2024	
	1Q	Full-Year	1Q	Full-Year
Japan	11	67	17	90
Overseas	66	287	54	275
Total	77	354	71	365

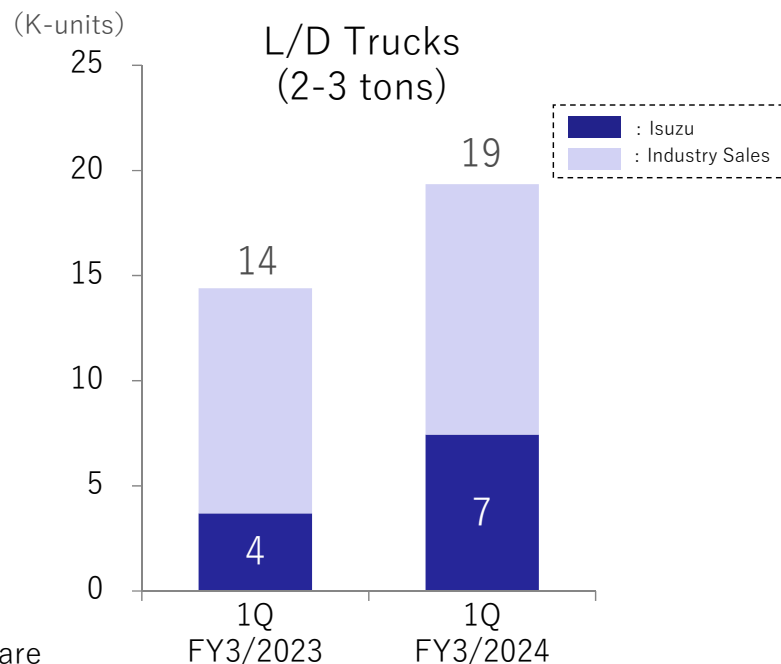


# Japan Industry Sales and Isuzu Share

- **Industry Sales:** Industry sales of both H/D & M/D and L/D trucks grew due to improvements in parts shortages.
- **Share:** Shares in both categories rose thanks to favorable progress in parts shortages.



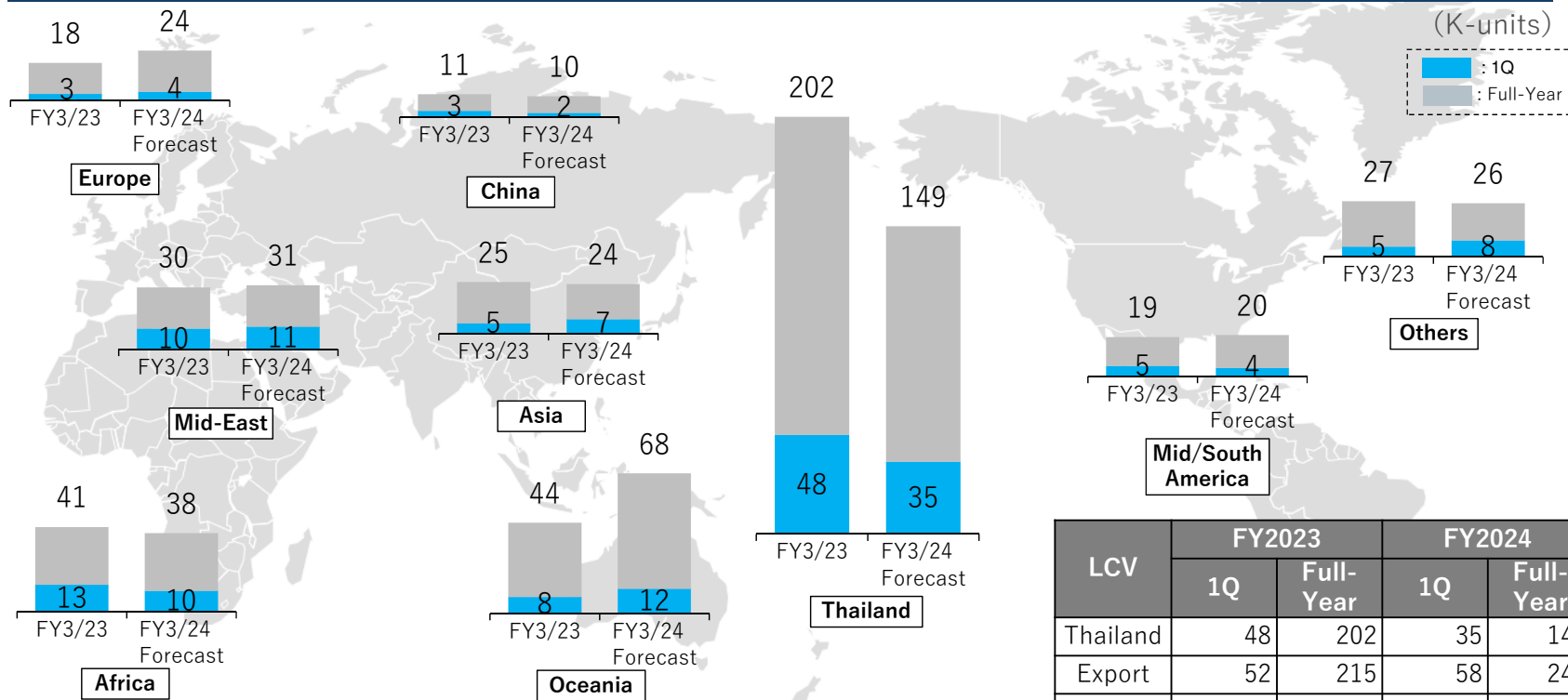
Isuzu	33%	39%
UD Trucks	19%	16%



Isuzu	26%	38%
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# Global Unit Sales (LCV) -1

■ 1Q Unit Sales: Units sales in Thailand has fallen as demand fades. Units sales for export has risen especially in Australia where Isuzu was unable to supply enough vehicles in FY3/2023 due to parts shortages.

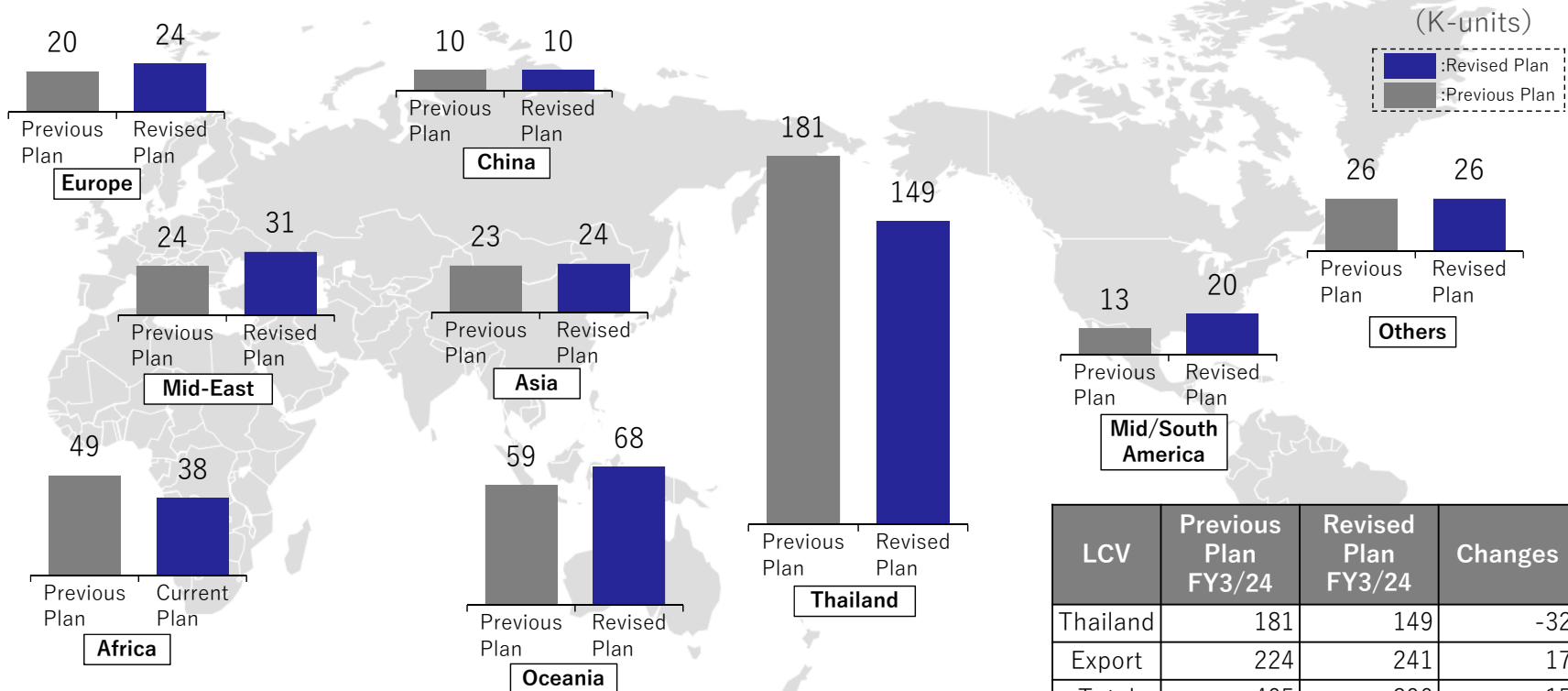


LCV	FY2023		FY2024	
	1Q	Full-Year	1Q	Full-Year
Thailand	48	202	35	149
Export	52	215	58	241
Total	100	417	93	390

# Global Unit Sales (LCV) -2

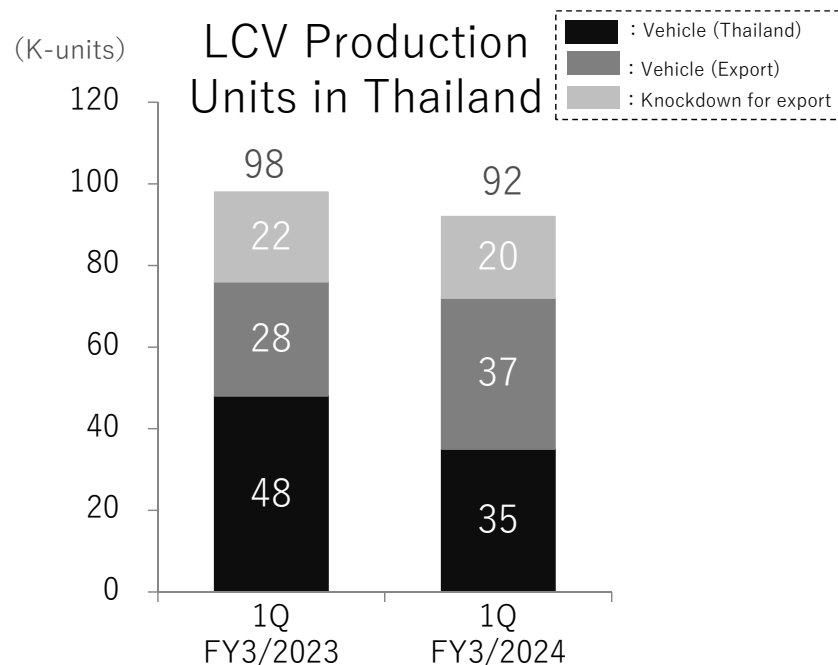
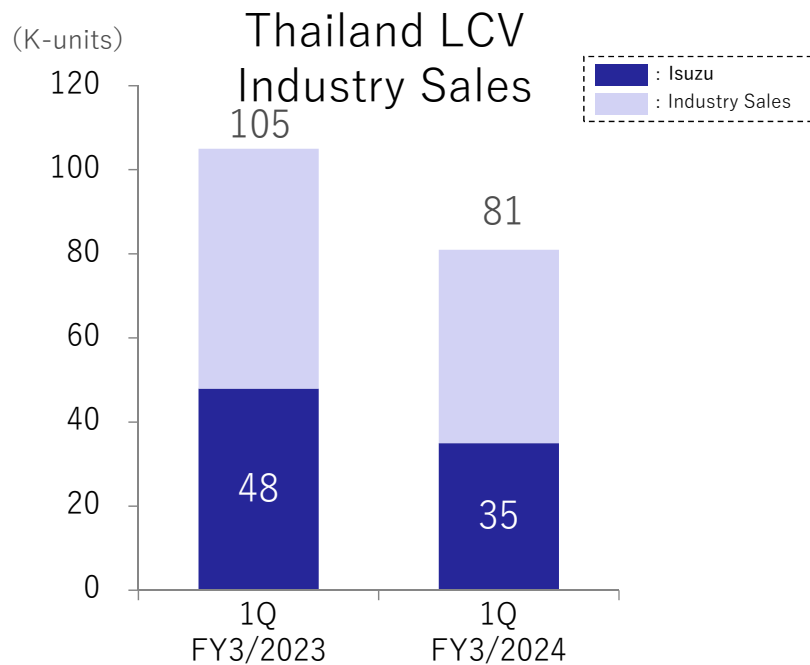
## (Comparison of Full-Year Outlook from those announced in May)

■ Delay in demand recovery triggers reduced units sales in Thailand. Revised upward LCVs for export due to eased parts shortages.



# Thailand LCV Industry Sales & Share /LCV Production Units

- Industry sales reduced significantly due to the deteriorating financing environment. High shares continues from the previous fiscal year.
- Production units decreased from same period last fiscal year with less vehicles for the Thai market.

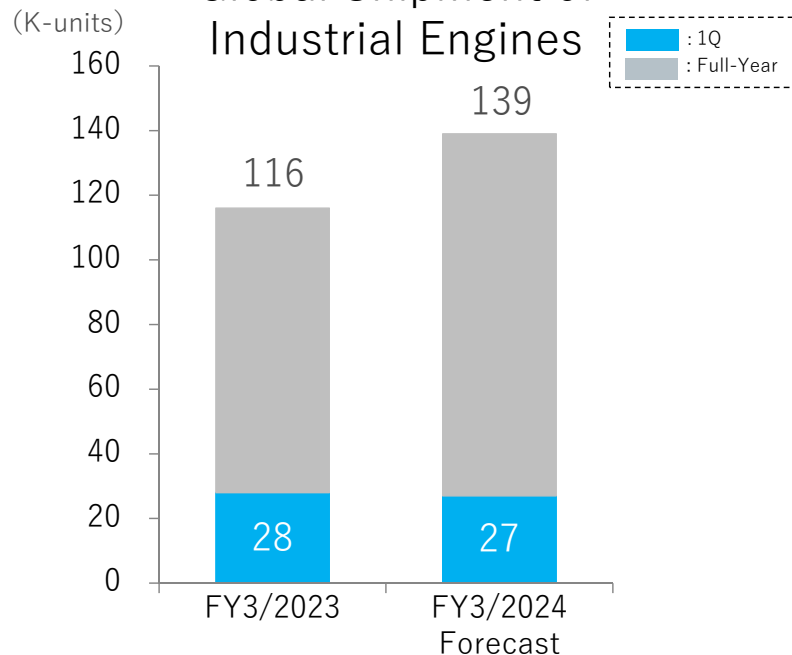


Share	Isuzu	46%	43%

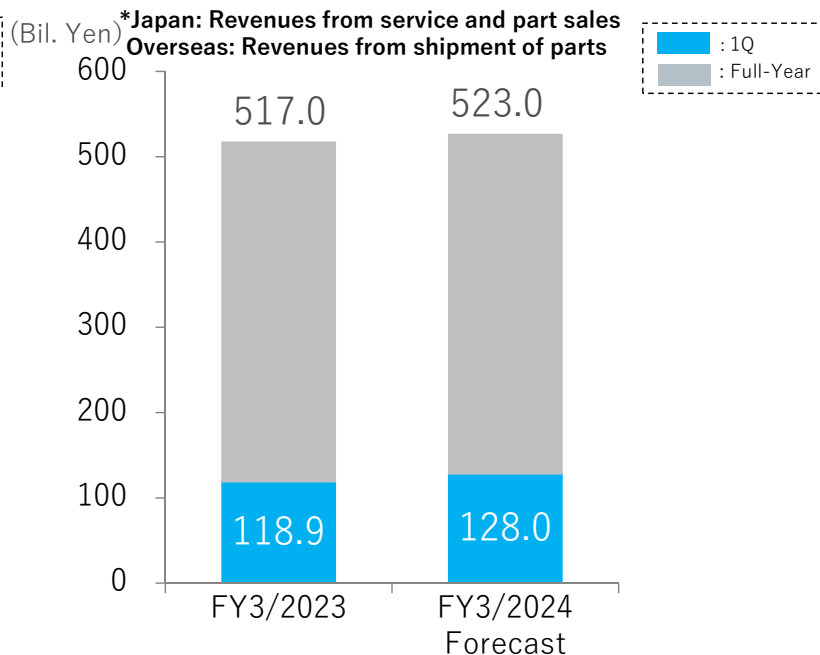
# Industrial Engine Global Shipment/Revenue from Aftersales Business

- **Industrial Engines:** As Chinese construction machinery demand saw a smaller recovery than anticipated, shipment volume remained the same level as the previous fiscal year.
- **Aftersales Business:** Progressing at a higher-than-expected pace mainly in Japan.

## Global Shipment of Industrial Engines



## Aftersales Business

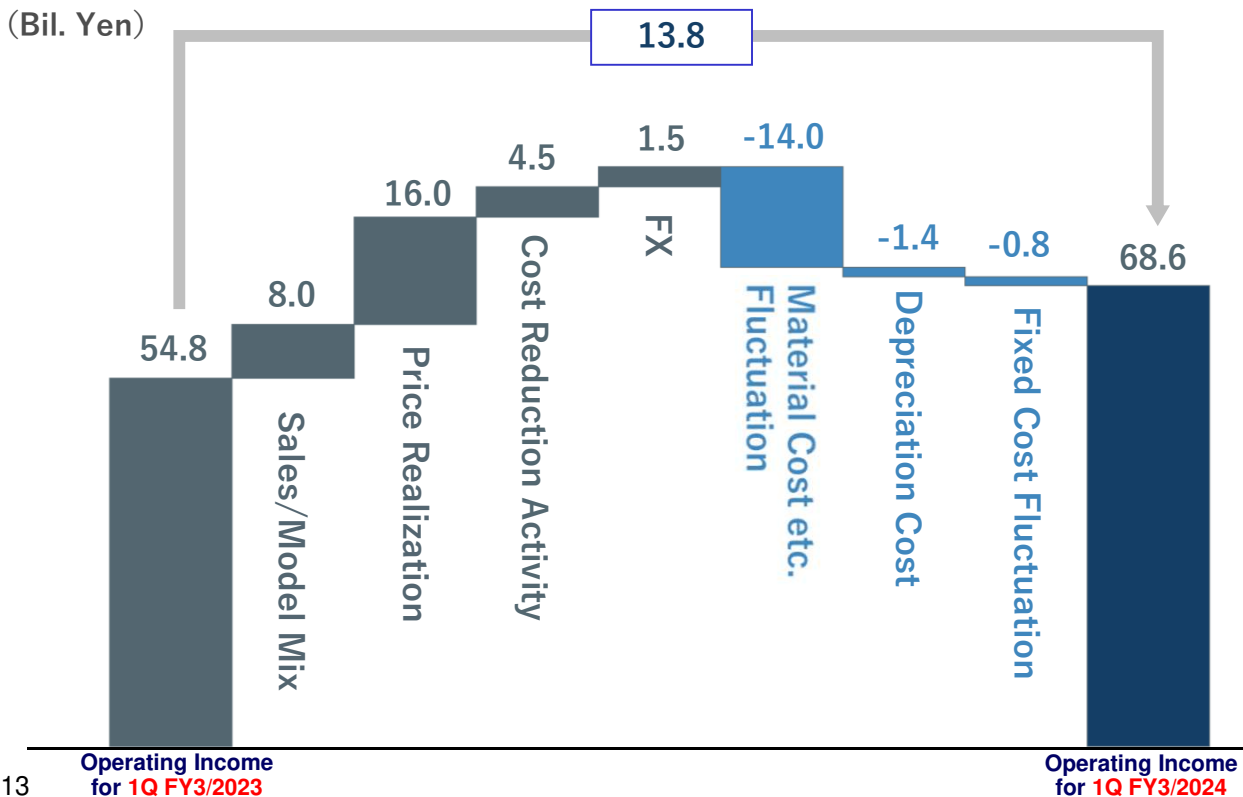


# 1Q FY3/2023 vs. 1Q FY3/2024 Fluctuations

## - Consolidated operating income : analysis of change -

- Operating income rose in back of improvements in destination and model mix, promotion of price realization and cost reduction activities, and positive effect of FX, despite higher material costs etc.

(Bil. Yen)



FX Rates	FY3/2023	FY3/2024
USD/JPY	129.8	137.5
THB/JPY	3.77	3.99
AUD/JPY	92.7	91.9

Breakdowns	FY3/2024
<b>Sales/Model Mix</b>	8.0
CV-Japan	9.0
CV-Overseas	-2.5
LCV	-1.0
Others	2.5
<b>FX</b>	1.5
USD	1.8
AUD	-0.2
THB & Other Currencies	-0.1
<b>Material Cost etc. Fluctuation</b>	-14.0
Material Cost	-16.5
Logistic Fees	3.5
Electricity, gas etc.	-1.0
<b>Fixed Cost Fluctuation</b>	-0.8
R&D	2.6
Labor Costs	-2.5
Others	-0.9

# 1st Quarter FY3/2024 Consolidated Results - Year-on-year Comparison -

(Bil. Yen)	1Q FY3/2024	1Q FY3/2023	Changes	
Sales	775.5	688.2	87.3	13%
Operating Income	68.6	54.8	13.8	25%
Ordinary Income	74.9	58.8	16.1	27%
* Net Income	45.0	36.1	8.9	25%

	1Q FY3/24	1Q FY3/23		1Q FY3/24	1Q FY3/23
Operating Income	68.6	54.8	Ordinary Income	74.9	58.8
Share of profit of entities accounted for using equity method	1.0	0.9	Gain/Loss on sales of investment securities, Loss on disposal of non- current assets, etc.	-2.4	-0.4
Foreign exchange gains/losses	3.4	1.8	Income Taxes	-16.3	-11.9
Others	1.9	1.3	Profit attributable to non-controlling interests	-11.2	-10.4
Ordinary Income	74.9	58.8	*Net Income	45.0	36.1

\* Net income attributable to owners of parent

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# (Reference) Word Glossary of Product Lineup

## CV (Commercial Vehicle)

- Collectively refers to trucks and buses
- Trucks are manufactured and exported mainly from Japan  
(Isuzu: Fujisawa Plant in Kanagawa Prefecture, UD Trucks: Ageo Plant in Saitama Prefecture)
- Buses are manufactured by J-Bus Limited, a joint venture with Hino Motors, Ltd and sold under both Isuzu and Hino brands

Major Product Lineups



C&E series and Quon heavy-duty trucks



F-Series medium-duty truck



N-Series light-duty truck



ERGA route bus



GALA sightseeing bus

## LCV (Light Commercial Vehicle)

- Collectively refers to 1-ton pickup trucks and PPV(Pick-up Passenger Vehicle) deriving from pickup trucks
- Mainly manufactured and exported from Thailand

Major Product Lineups



D-MAX pickup trucks



MU-X PPV

# (Reference) Comparison of Global Unit Sales and Consolidated Sales Results

Consolidated Sales Results: Unit Sales Disclosed in the English Translation of “Summary of Financial Results” (Kessan Tanshin)

