

# FY2015 1Q Financial Results



August 4, 2014

**ISUZU MOTORS LIMITED**

# Contents

## I . FY2015 1Q Outline

Director : Makoto Kawahara

## II . FY2015 1Q Financial Summary

Executive Officer : Kenji Miyazaki

## III . Q&A

**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.**

# **I . FY2015 1Q Outline**

# FY2015 1Q Consolidated Results

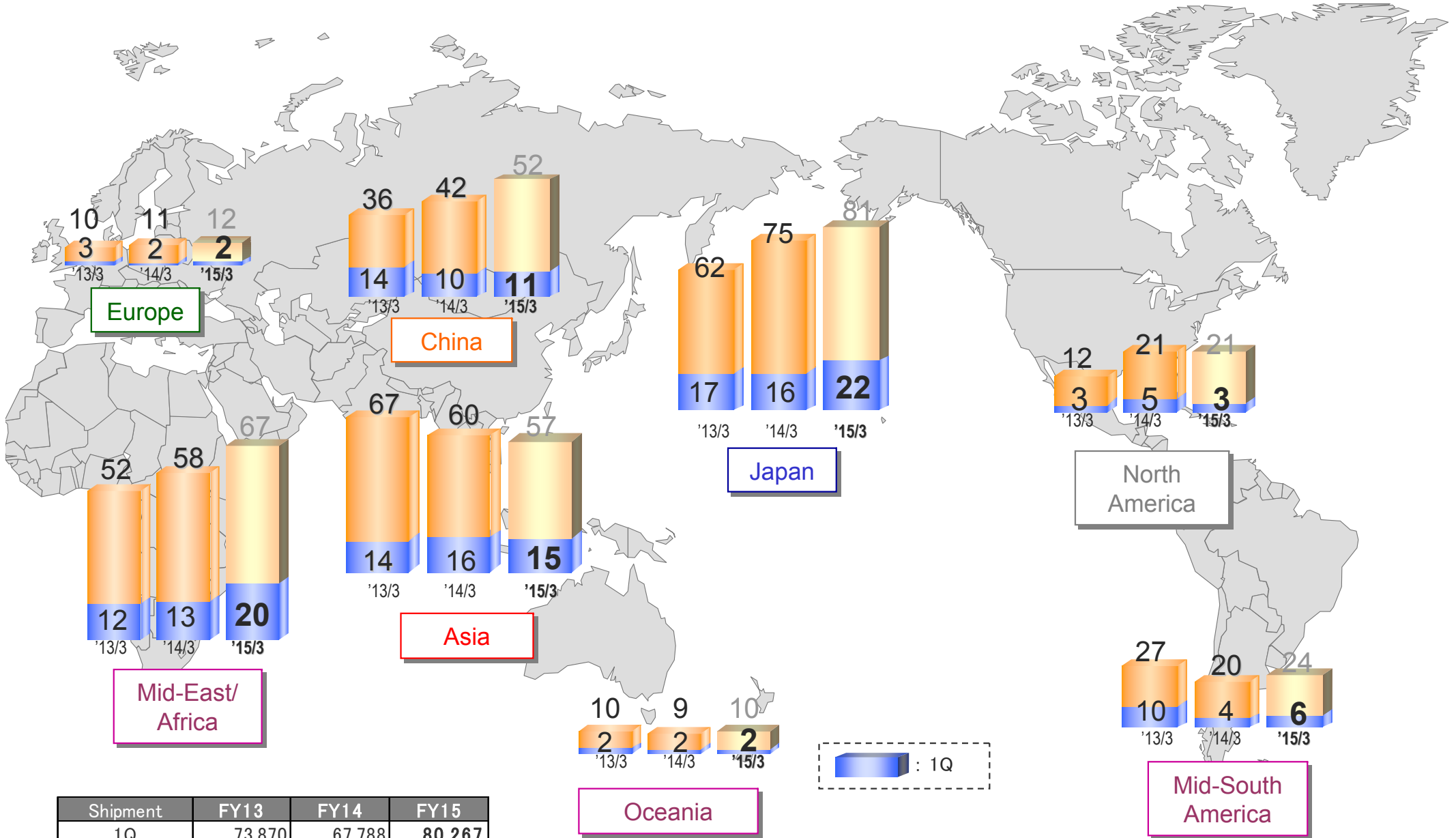
- Year-on-year Comparison -

(JPY Bil.)	FY15 1Q	FY14 1Q	Changes
<b>Net Sales</b>	<b>404.9</b>	<b>422.4</b>	<b>-17.5</b>
<b>Operating Income</b>	<b>37.2</b>	<b>44.5</b>	<b>-7.3</b>
<b>Ordinary Income</b>	<b>38.3</b>	<b>47.4</b>	<b>-9.1</b>
<b>Net Income</b>	<b>21.4</b>	<b>27.6</b>	<b>-6.2</b>

\* FX: FY15 1Q = 103 JPY/US\$  
 FY14 1Q = 95 JPY/US\$

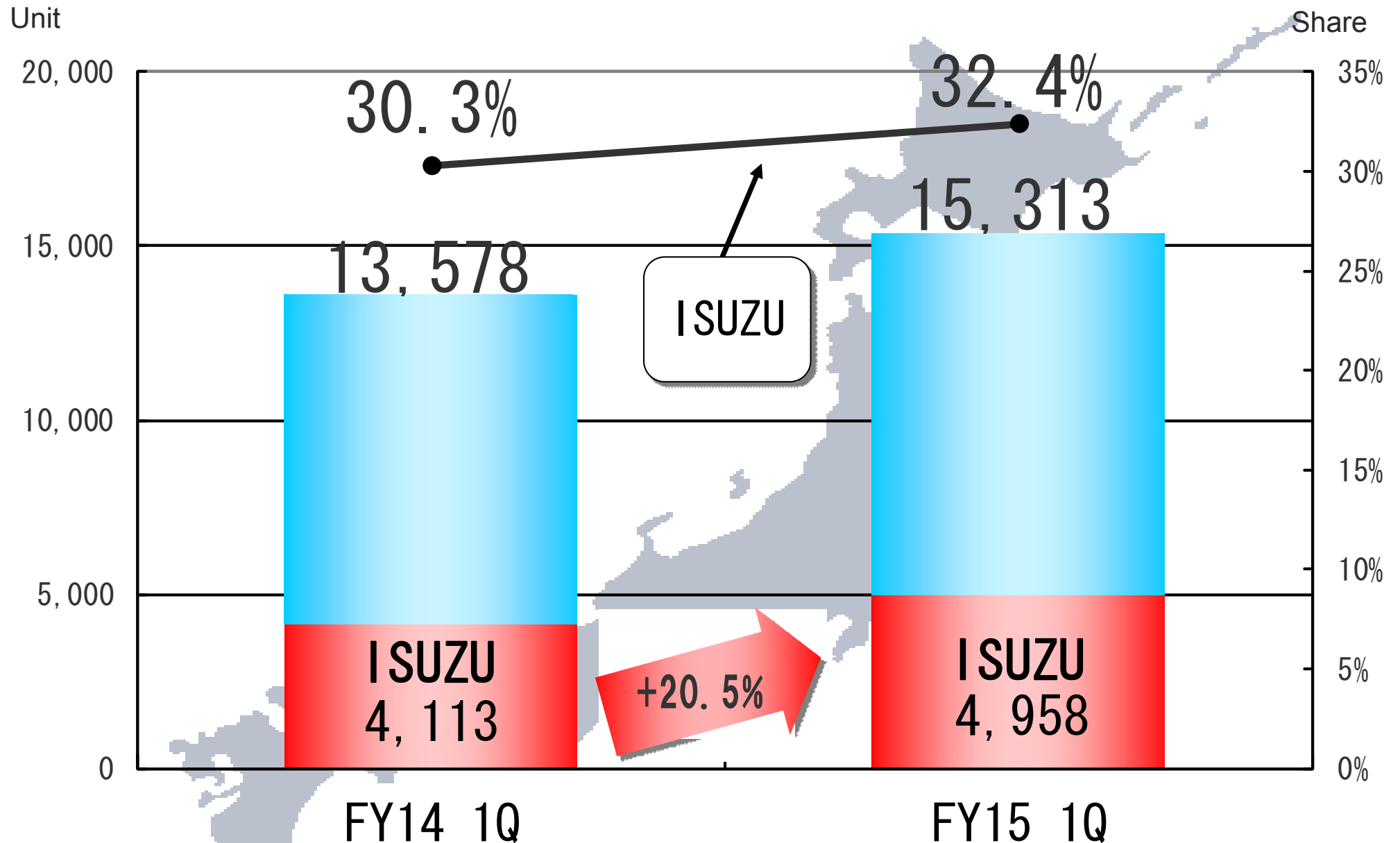
# **II -1. Market Information**

## CV Global Shipment - Vehicle and KD-SET, etc: K-units -

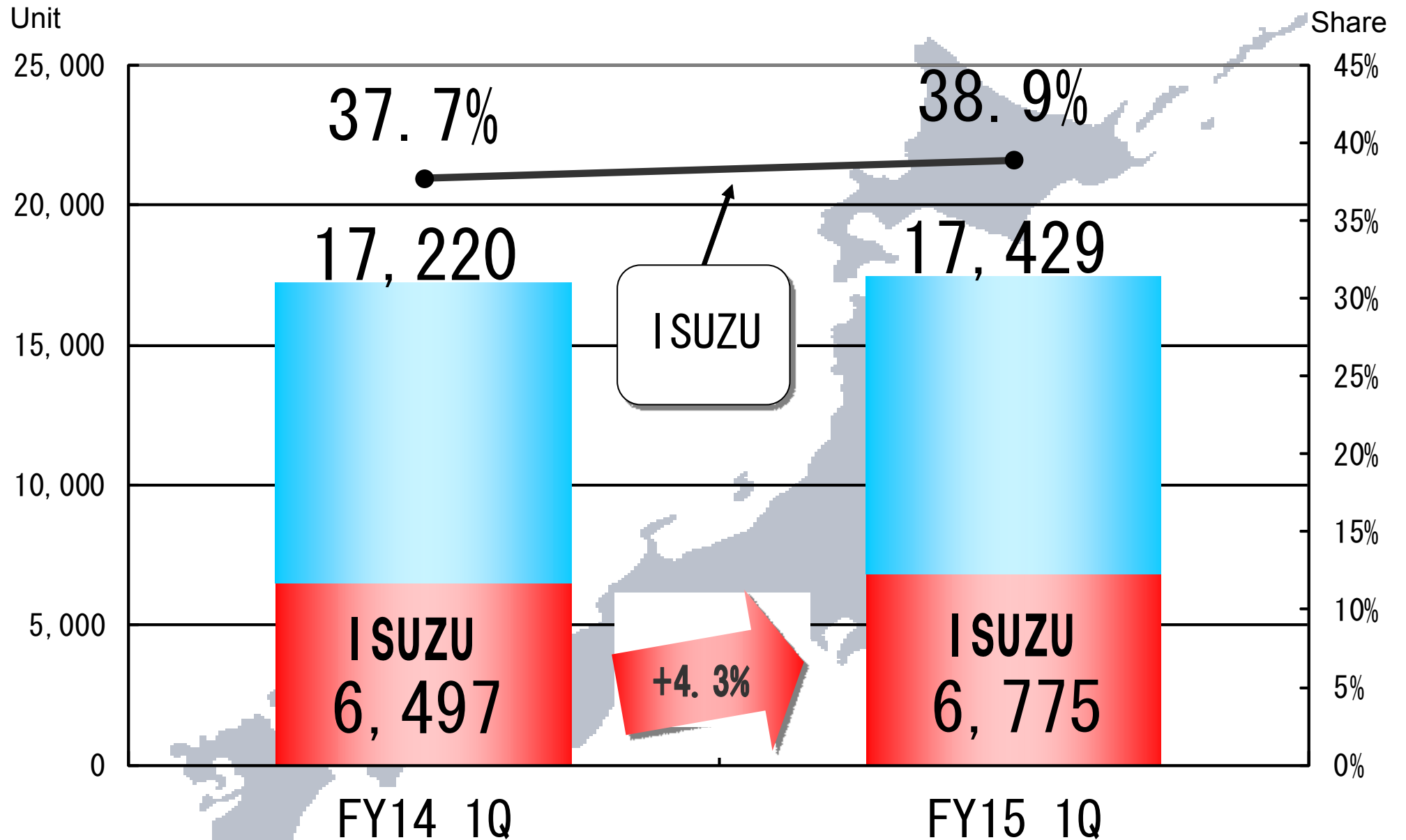


Shipment	FY13	FY14	FY15
1Q	73,870	67,788	80,267

## Japan Industry Sales and Isuzu Share - H/D, M/D Truck: 4ton or above -

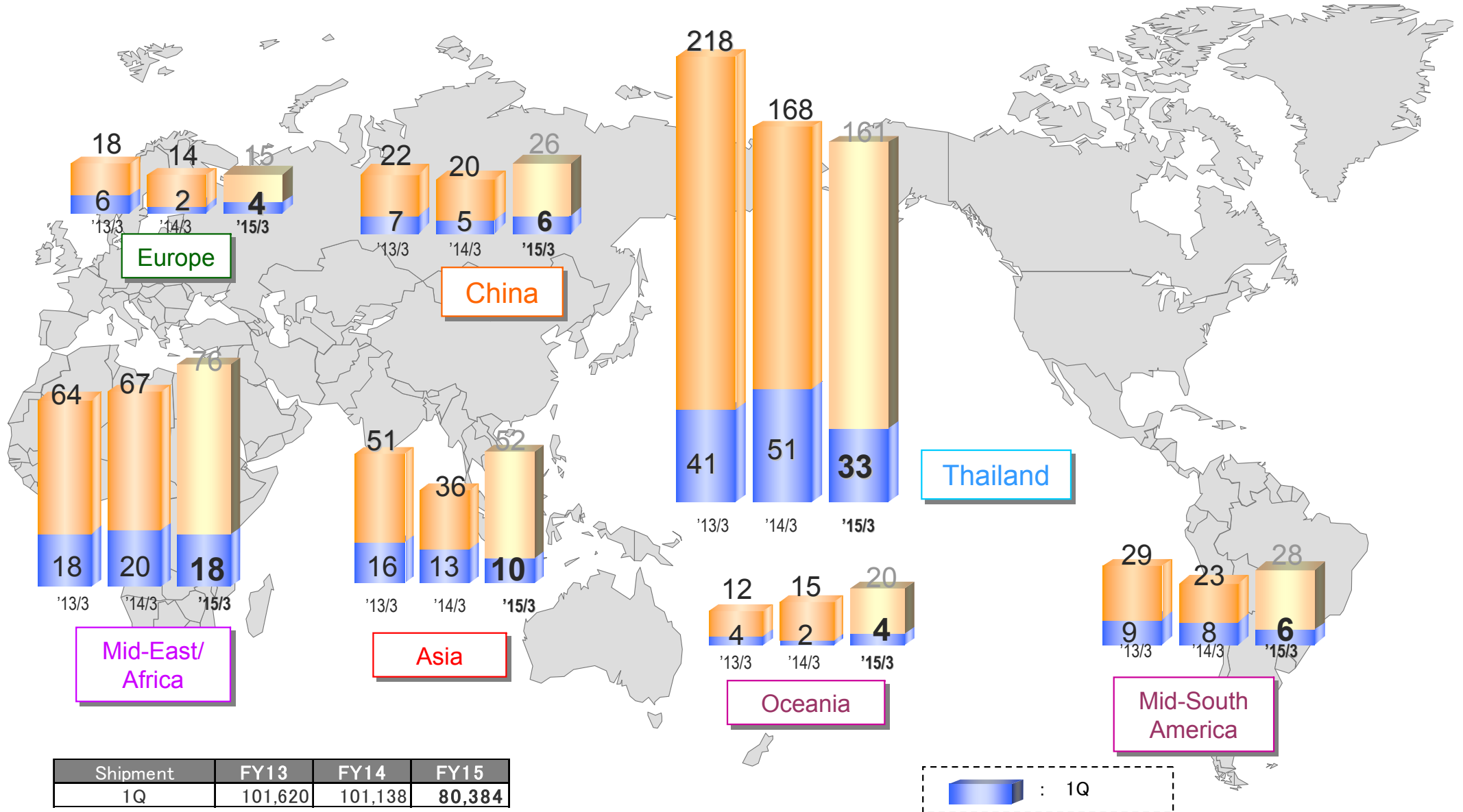


## Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -

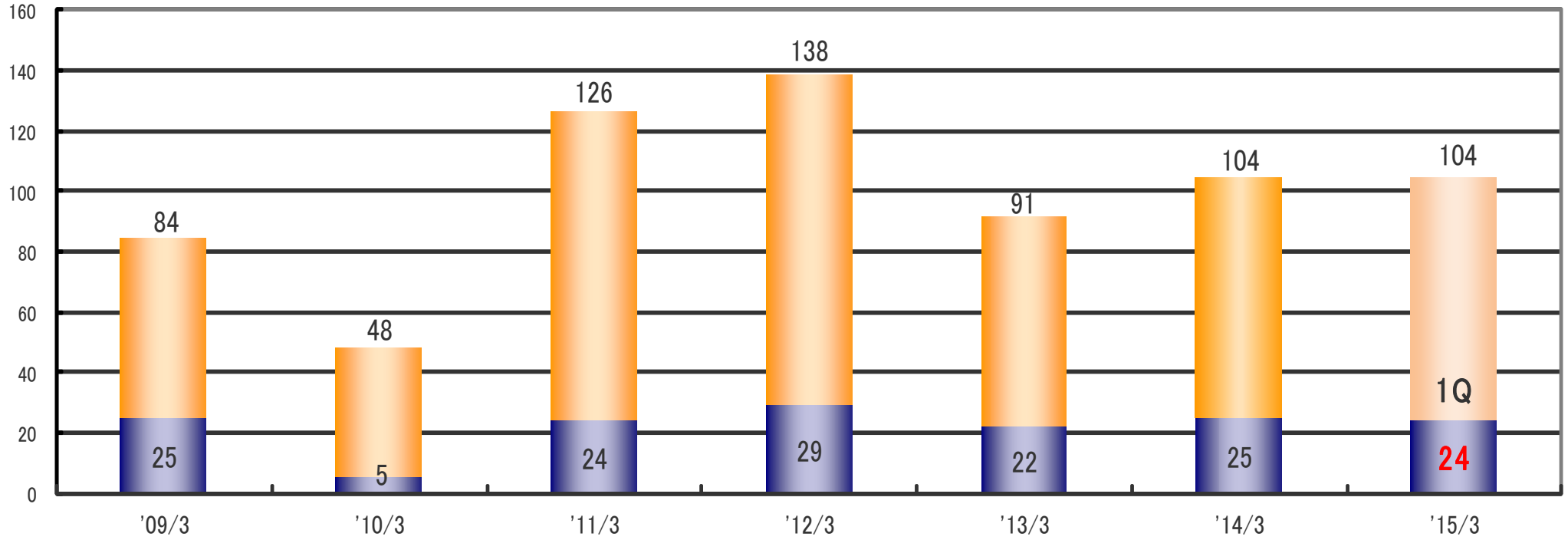




## LCV Global Shipment - Vehicle and KD-SET, etc: K-units -



## Industrial Engine Global Shipment - K-Units-



C(IDI) C(DI) 4L 4J 4H 6H 6U 6W

Industrial Engine



# **II -2. FY2015 1Q Financial Summary**

## FY2015 1Q Consolidated Results

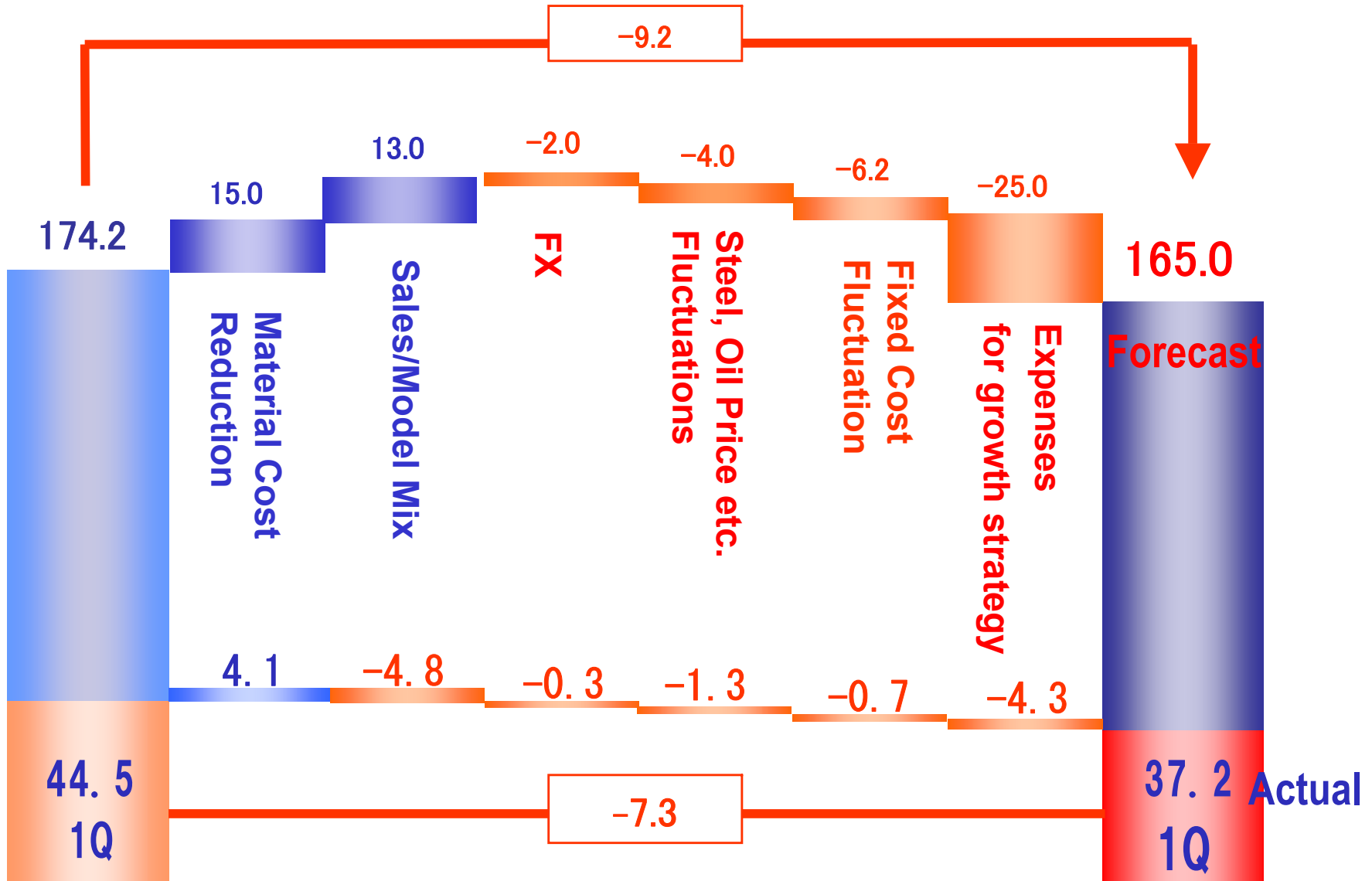
- Year-on-year Comparison -

(JPY Bil.)	FY15 1Q	FY14 1Q	Changes
<b>Net Sales</b>	<b>404.9</b>	<b>422.4</b>	<b>-17.5</b>
<b>Operating Income</b>	<b>37.2</b>	<b>44.5</b>	<b>-7.3</b>
<b>Ordinary Income</b>	<b>38.3</b>	<b>47.4</b>	<b>-9.1</b>
<b>Net Income</b>	<b>21.4</b>	<b>27.6</b>	<b>-6.2</b>

\* FX: FY15 1Q = 103 JPY/US\$  
 FY14 1Q = 95 JPY/US\$

## FY2014 1Q vs. FY2015 1Q Fluctuations

- Consolidated operating income: analysis of change -



Operating Income for **FY14**

Operating Income for **FY15**

# FY2015 1Q Consolidated Results (Apr.–Jun. 2014)

- Ordinary income, Net income, Year-on-year -

( JPY Bil. )	FY15 1Q	FY14 1Q	Changes
Net Sales	404.9	422.4	-17.5
Operating Income	37.2	44.5	-7.3
Ordinary Income	38.3	47.4	-9.1
Net Income	21.4	27.6	-6.2

<b>Ordinary Income</b>	Operating Income Change	-7.3
	* Equity in Earnings of Affiliates	-1.3
	* Financial account balance/ FX gain and loss, Other	-0.5
	<b>Total</b>	<b>-9.1</b>

<b>Extra Income / Loss etc.</b>	Ordinary Income	38.3
	* Loss on disposal of noncurrent assets, etc	-0.5
	* Tax and minority interests	-16.4
	<b>Net Income</b>	<b>21.4</b>

**Trucks for life**  
**ISUZU**