

**ISUZU**

# FY2016 3Q Financial Results



February 8, 2016

**ISUZU MOTORS LIMITED**

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Director of the Board and Managing Executive Officer :  
Makoto Kawahara

### II . FY2016 3Q Financial Summary

Associate Division Executive Corporate Planning & Finance Division:  
Hirokazu Ookubo

### 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 . FY2016 3Q Outline**

## FY2016 3Q Consolidated Results

- Year-on-year Comparison -

( JPY Bil. )	FY16 3Q	FY15 3Q	Changes
Net Sales	445.3	467.0	-21.7
Operating Income	38.3	46.0	-7.7
Ordinary Income	40.2	51.2	-11.0
* Net Income	26.5	32.8	-6.3

※Net income attributable to owners of parent

※FX : FY2016 3Q: 122 JPY/\$

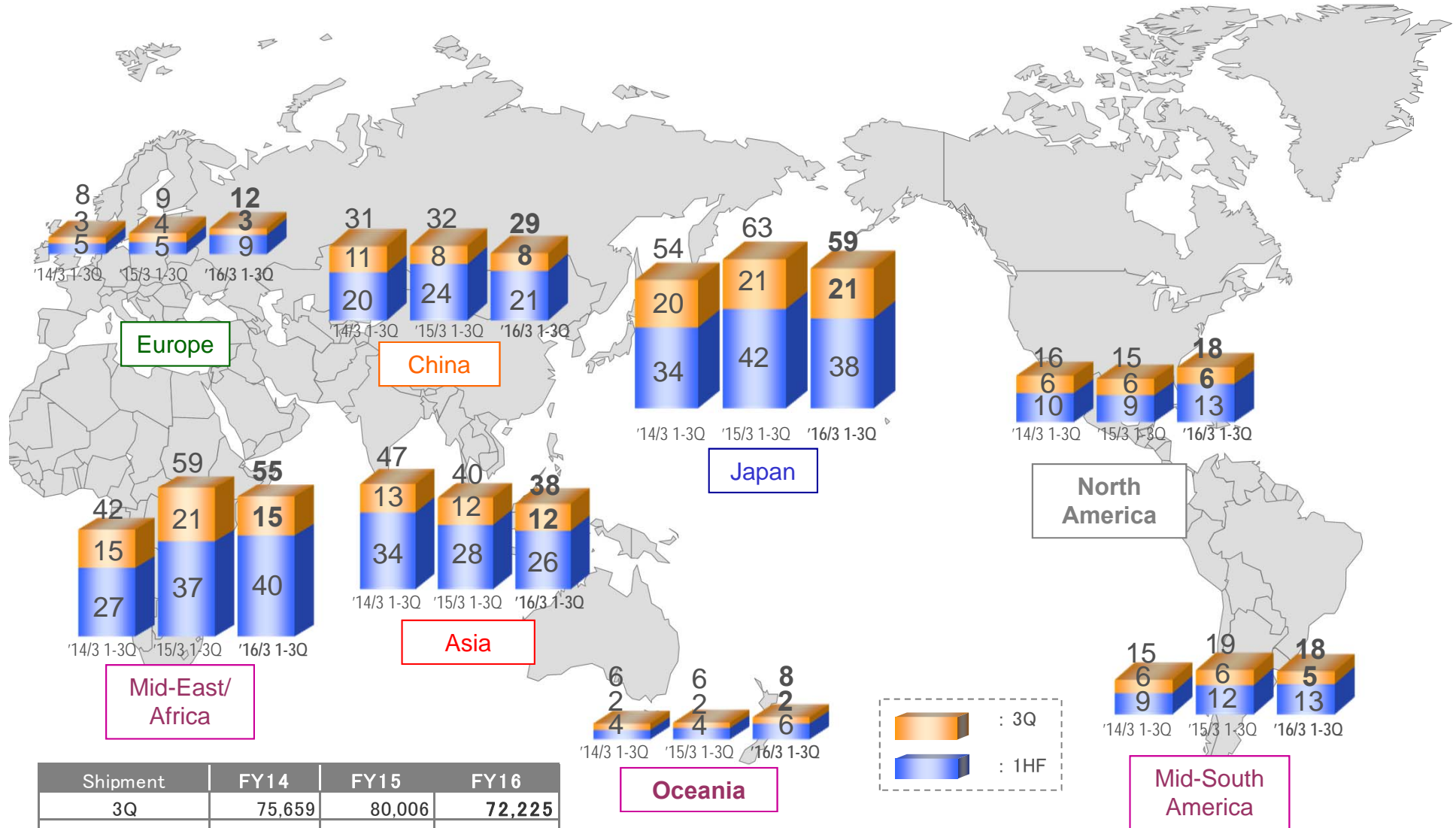
FY2015 3Q: 109 JPY/\$

<b>【 9 months 】</b>	<b>FY16 1-3Q</b>	<b>FY15 1-3Q</b>	<b>Changes</b>
Net Sales	1,416.3	1,349.1	67.2
Operating Income	124.5	123.0	1.5
Ordinary Income	138.8	135.9	2.9
*Net Income	79.6	82.4	-2.8

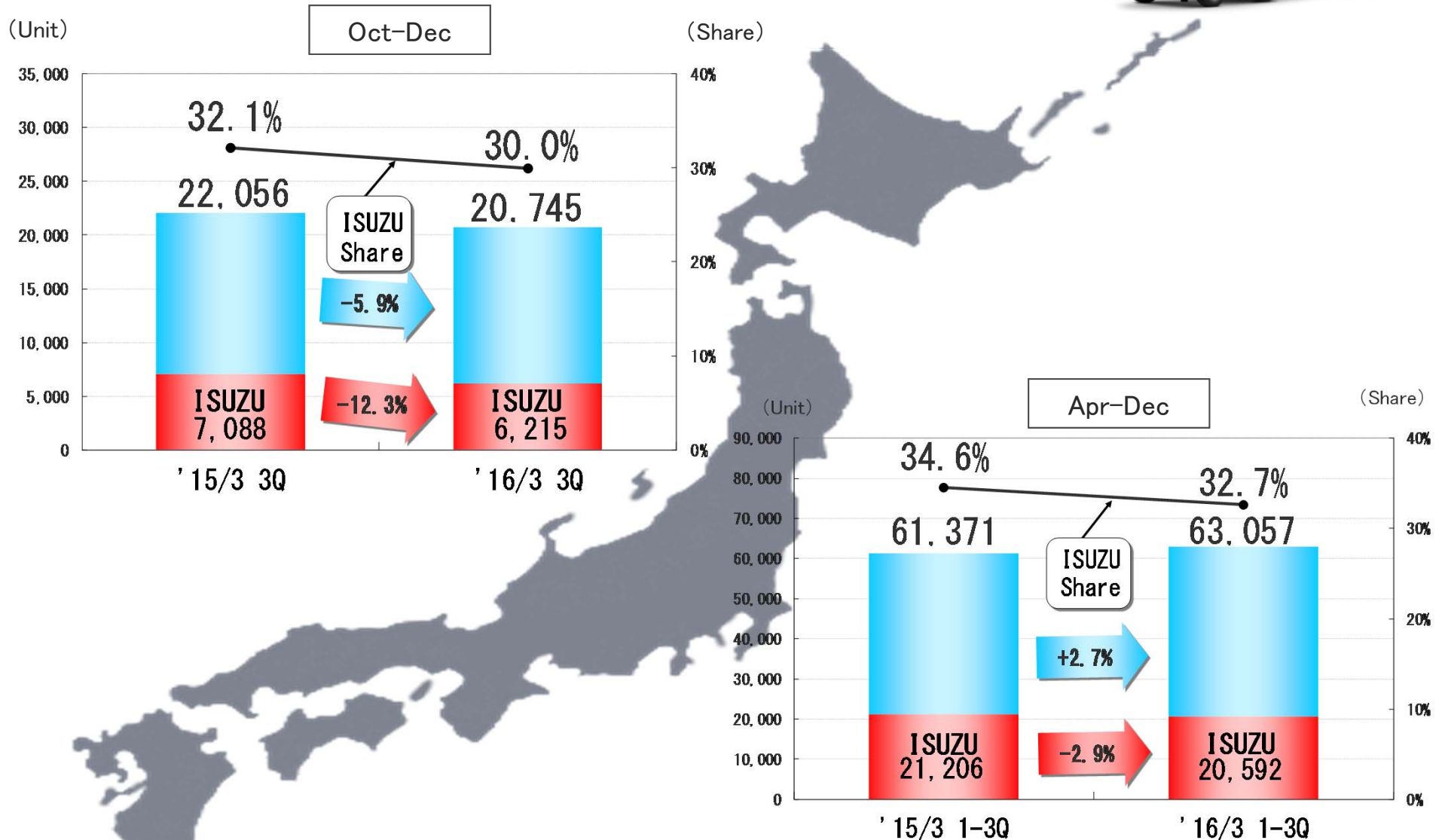
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## II -1. Market Information

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

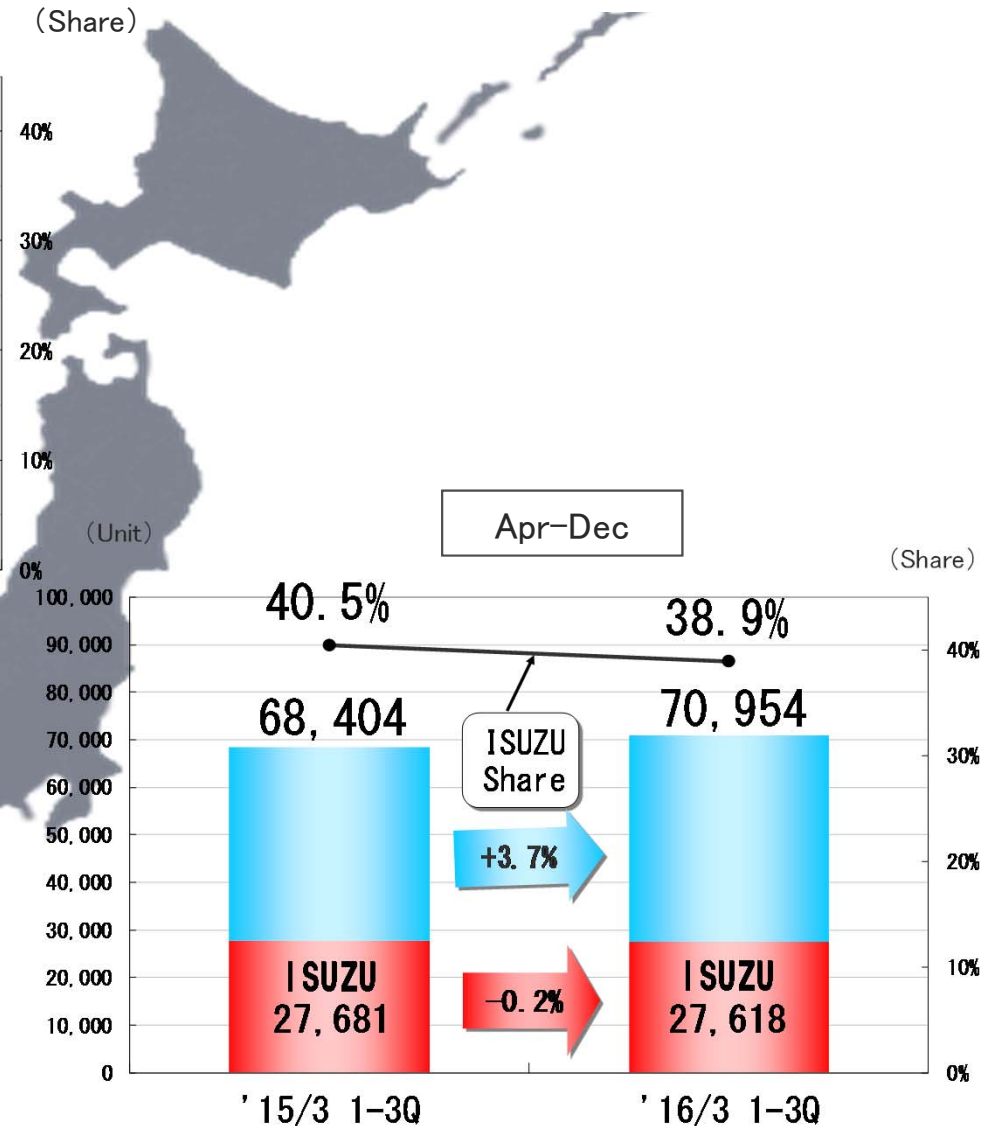
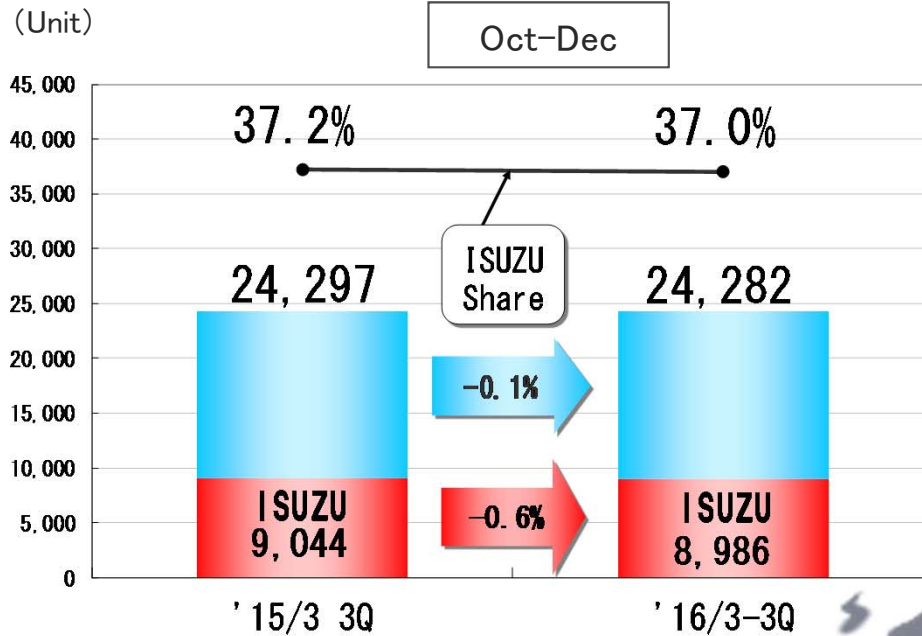


## Japan Industry Sales and Isuzu Share - H/D, M/D Truck:4ton or above



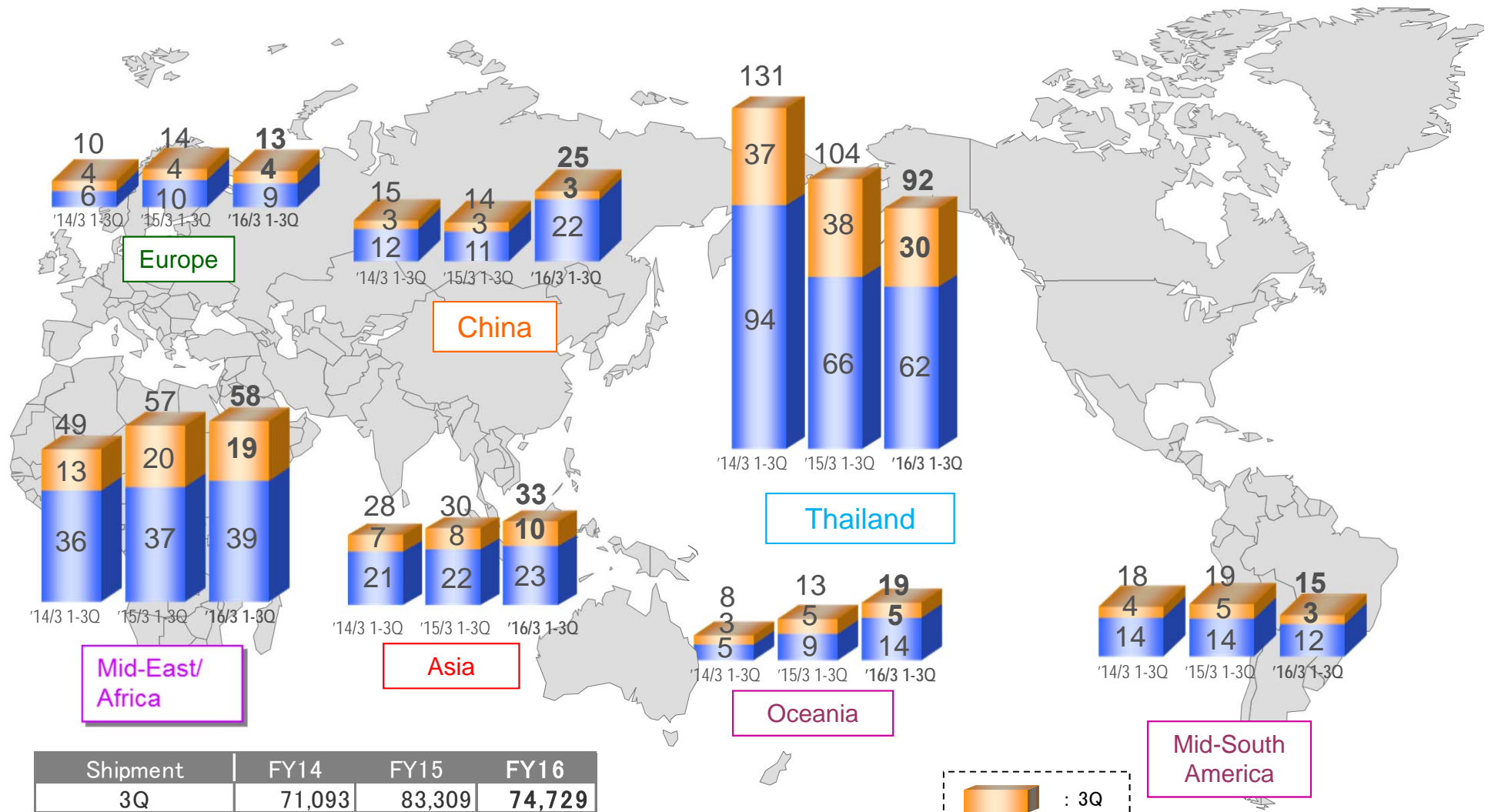


## Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -

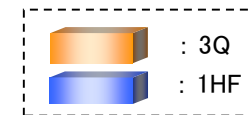




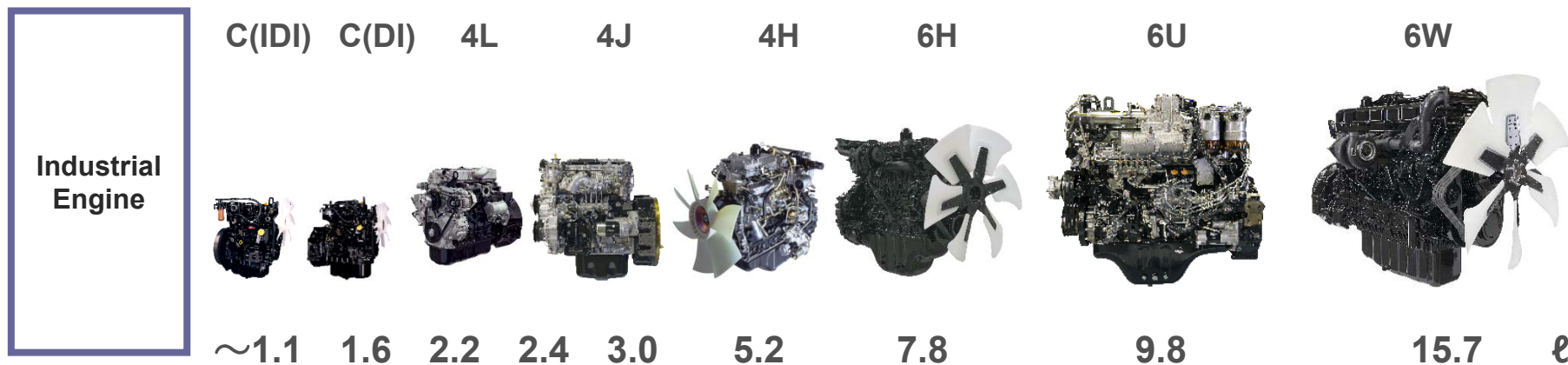
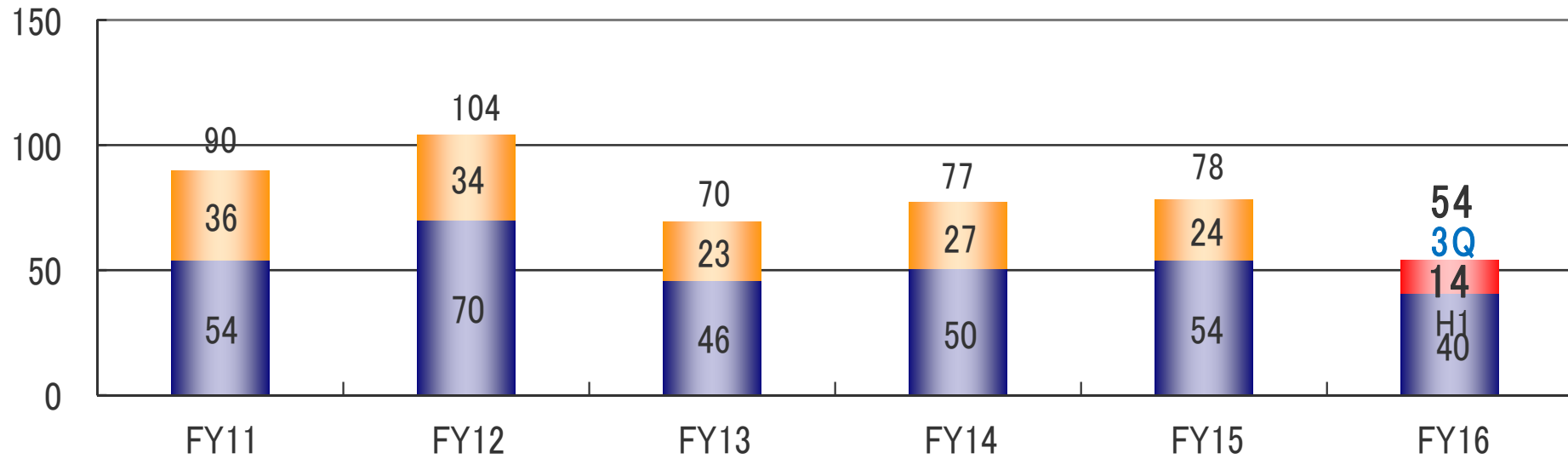
## LCV Global Shipment - Vehicle and KD-SET, etc: K-units -



Shipment	FY14	FY15	FY16
3Q	71,093	83,309	<b>74,729</b>
1-3Q	257,906	250,864	<b>255,536</b>



## Industrial Engine Global Shipment - K-Units-



## **Ⅱ -2. FY2016 3Q Financial Summary**

## FY2016 3Q Consolidated Results (Oct.–Dec. 2015)

- Year-on-year Comparison -

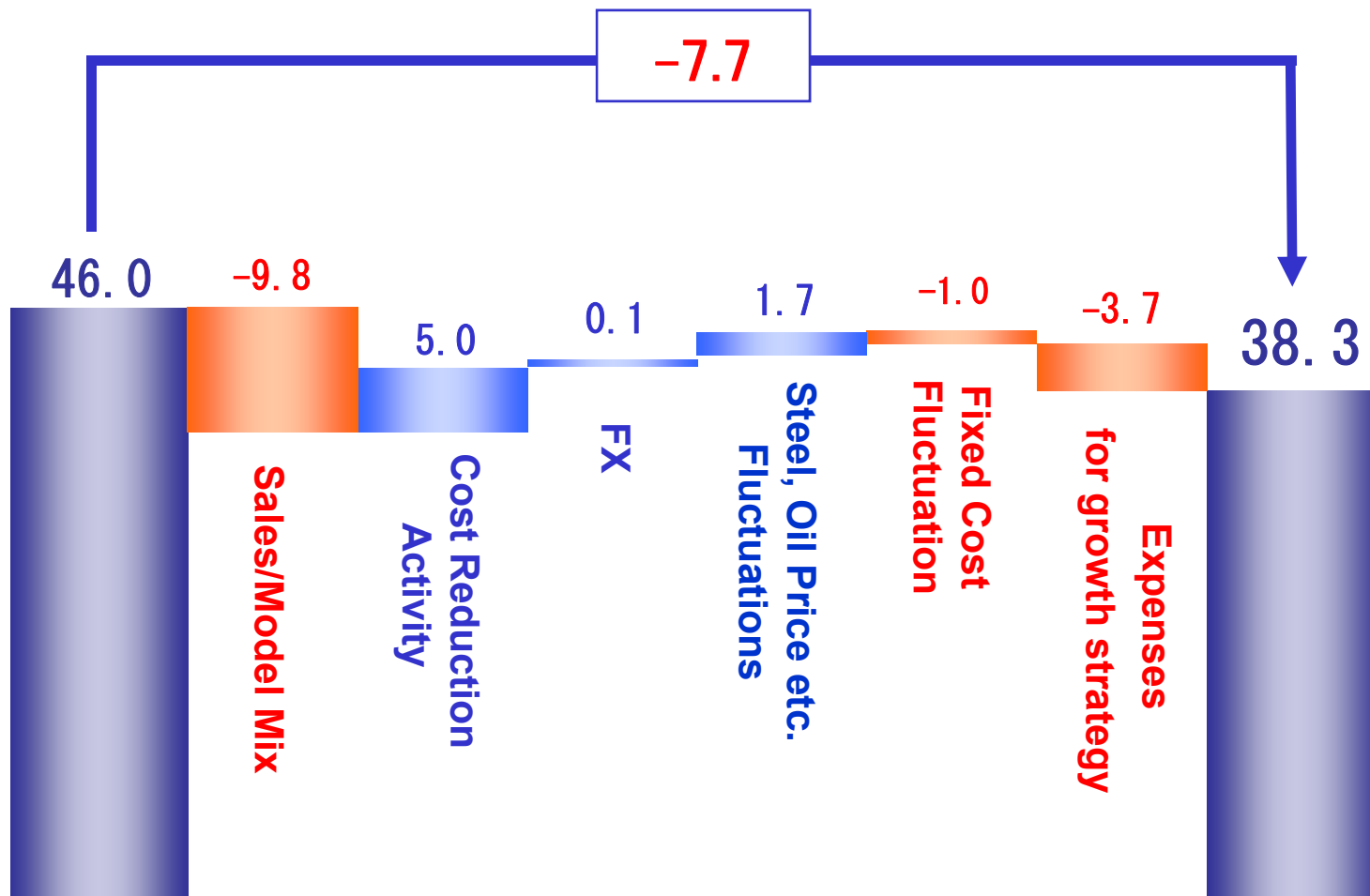
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※Net income attributable to owners of parent

※FX: FY2016 3Q: 122JPY/\$  
FY2015 3Q: 109JPY/\$

## FY2015 3Q vs. FY2016 3Q Fluctuations

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



Operating Income for **FY15 3Q**

Operating Income for **FY16 3Q**

## FY2016 3Q Consolidated Results (Oct.–Dec. 2015)

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

( JPY Bil. )	FY16 3Q	FY15 3Q	Changes
Net Sales	445.3	467.0	-21.7
Operating Income	38.3	46.0	-7.7
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*Net Income	26.5	32.8	-6.3

※Net income attributable to owners of parent

<b>Ordinary Income</b>	<b>Operating Income Change</b>	<b>-7.7</b>
	* Equity in Earnings of Affiliates	-1.0
	* Financial account balance / FX gain and loss, Other	-2.3
	<b>Total</b>	<b>-11.0</b>

<b>Extra Profit / Loss etc.</b>	<b>Ordinary Income</b>	<b>40.2</b>
	*Loss on disposal of non-current assets	-0.2
	* Tax / Net income attributable to non- controlling shareholder	-13.5
	<b>*Net Income</b>	<b>26.5</b>

※Net income attributable to owners of parent

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