

**ISUZU**

# FY2008 1Q Financial Results



July 30, 2007

**ISUZU MOTORS LIMITED**

# Contents

- 1. FY2008 1Q Highlight and Market Information**  
Director: MASANORI KATAYAMA
- 2. FY2008 1Q Financial Summary**  
Executive: MASAYUKI FUJIMORI
- 3. Q&A Session**

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. FY2008 1Q Highlight**

## FY08 1Q Consolidated Results

- Year-on-year Comparison -

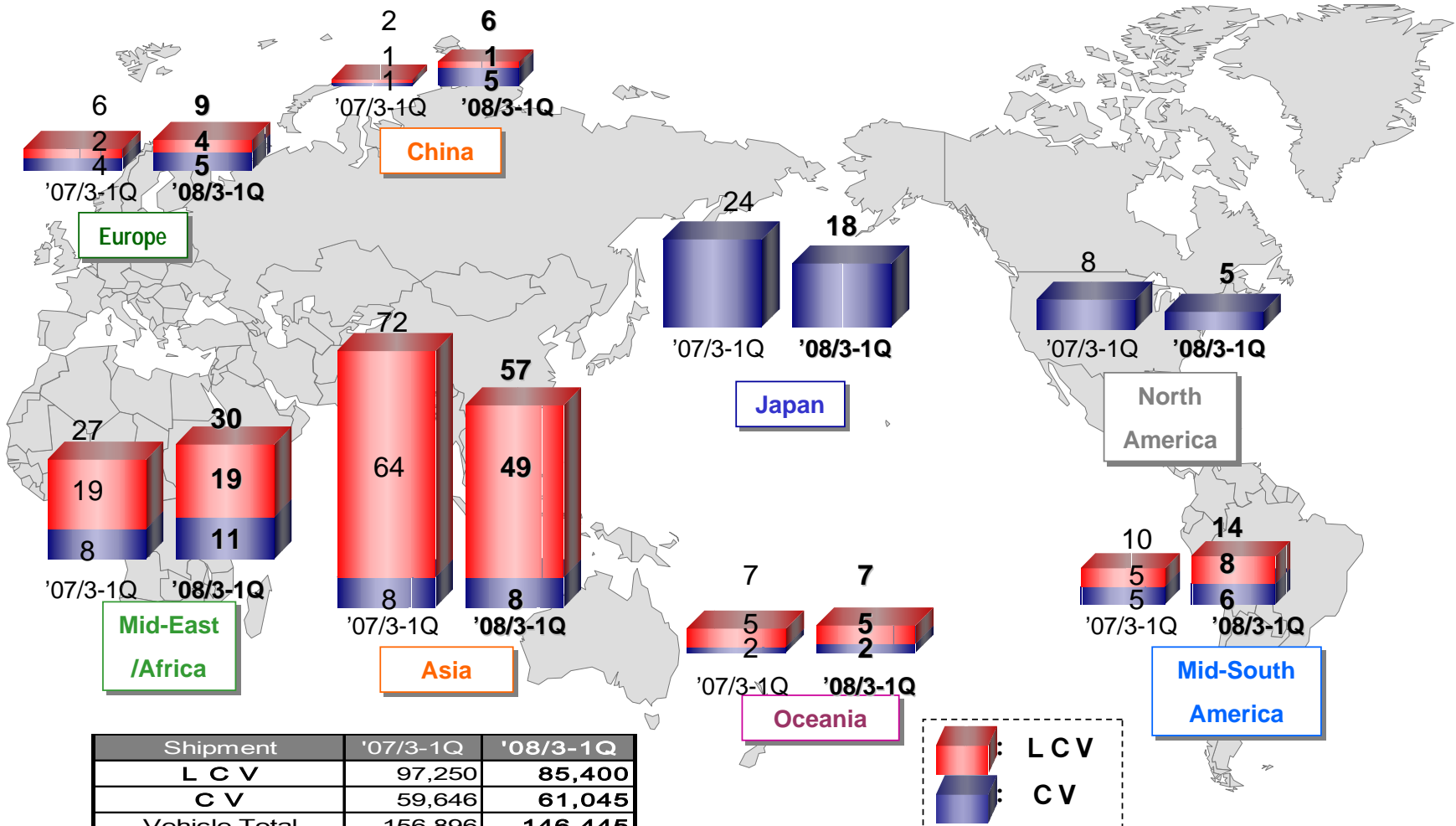
(JPY Bil.)	FY08 1Q	FY07 1Q	Changes
<b>Sales Revenue</b>	<b>402.1</b>	396.0	<b>+ 6.1</b>
<b>Operating Profit</b>	<b>23.3</b>	23.9	<b>- 0.6</b>
<b>Working Profit</b>	<b>26.4</b>	25.3	<b>+ 1.1</b>
<b>Net Income</b>	<b>21.2</b>	18.5	<b>+ 2.7</b>

\* FX: FY08 1Q = 120JPY/US\$  
 FY07 1Q= 114JPY/US\$

# **1-2. Market Information**

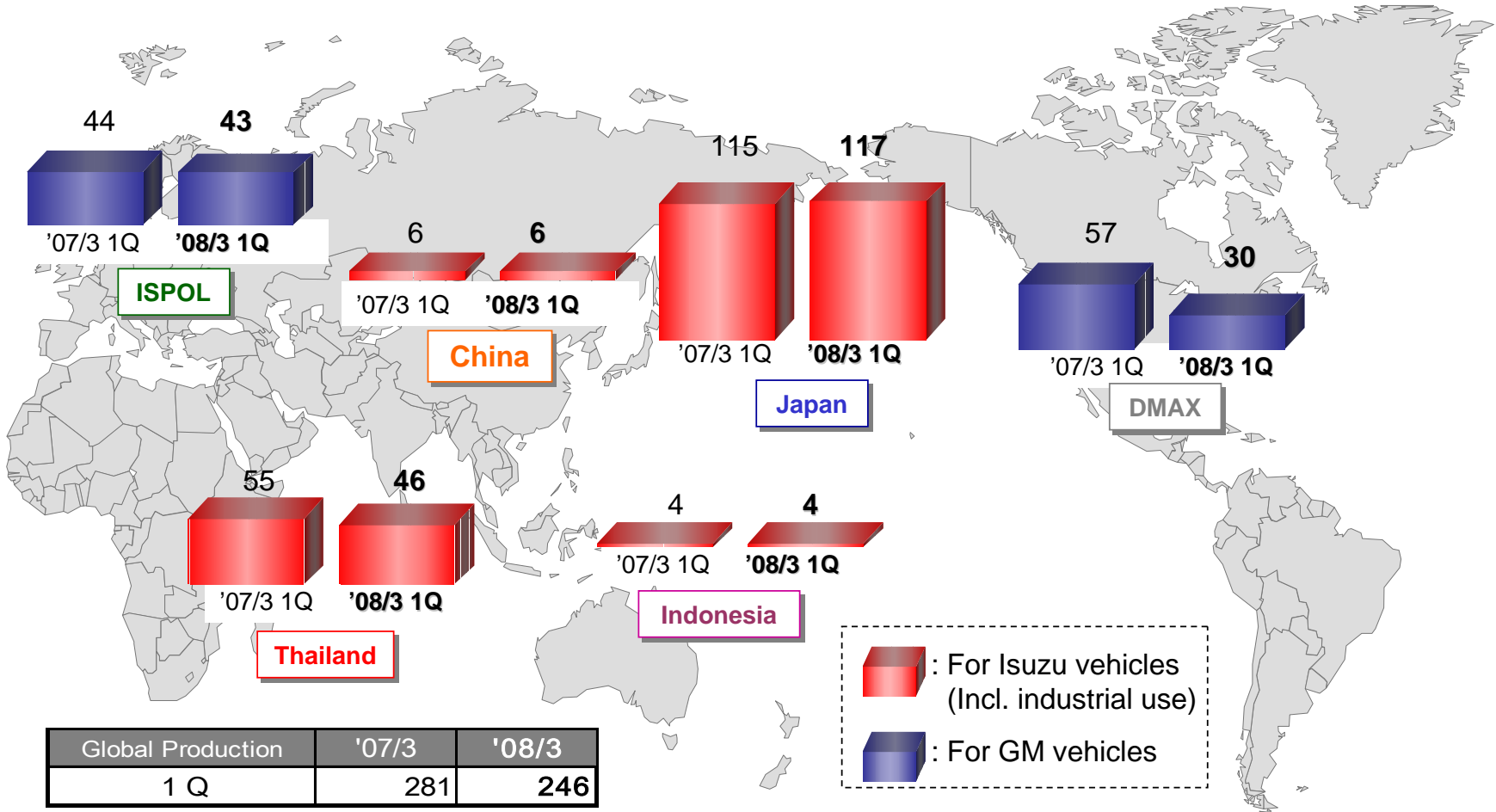
## ISUZU Vehicle Shipment by Area

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



## ISUZU Diesel Engine Production by Country

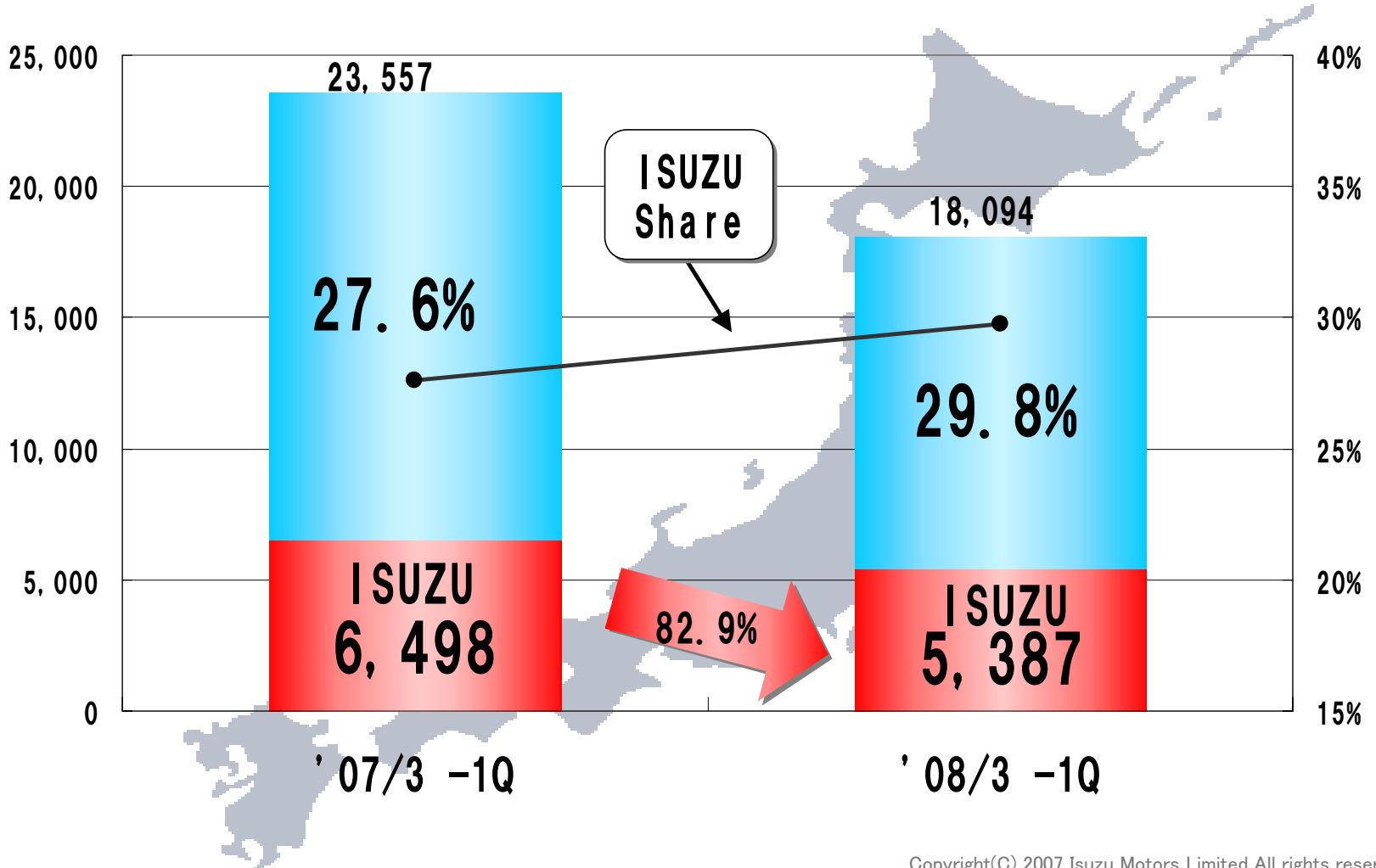
- K-units -





## FY2008 1Q Japan industrial sales and share - 1

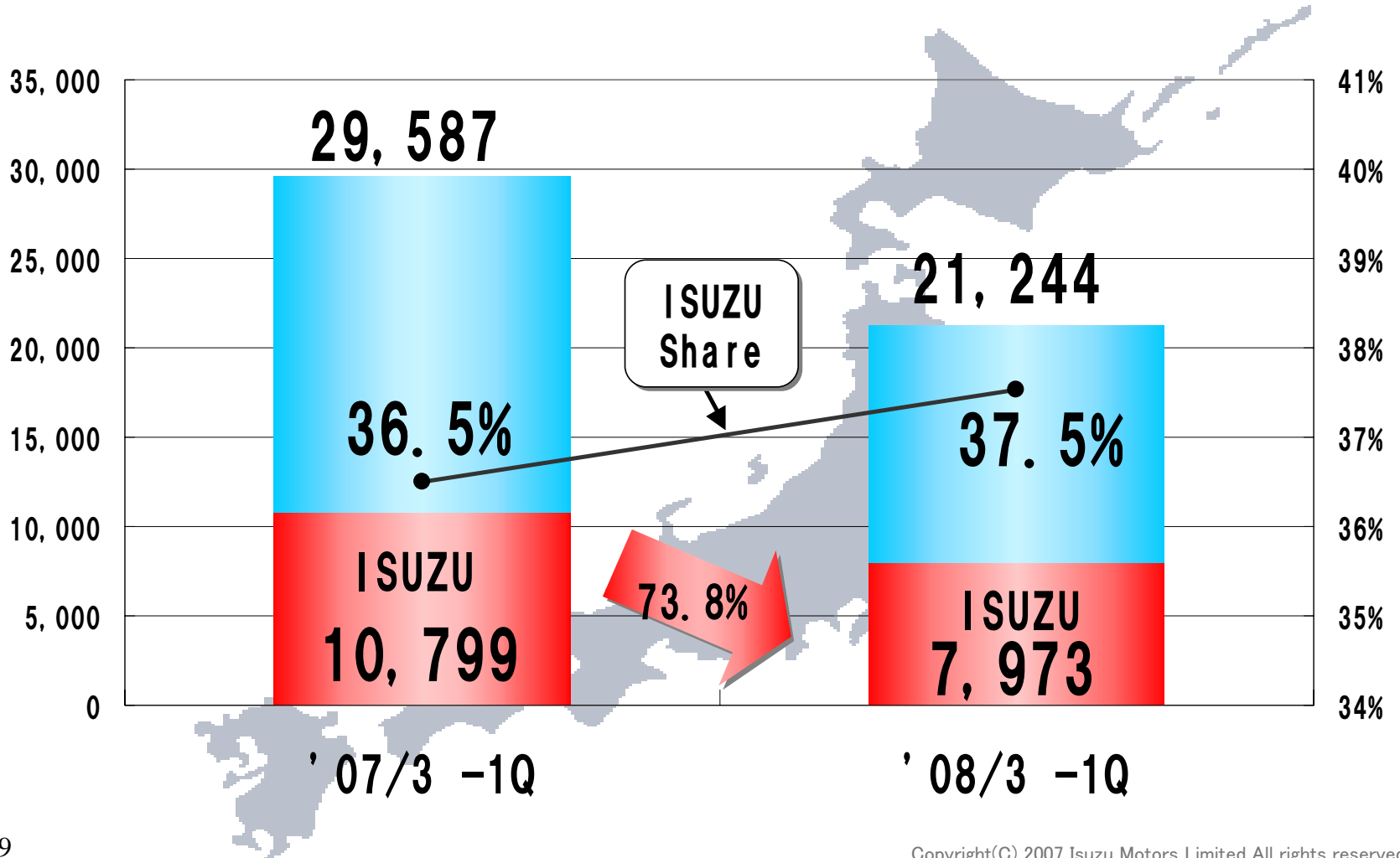
- Heavy-duty and Medium-duty Truck, 4ton or above -







## FY2008 1Q Japan industrial sales and share - 2 - Light-duty Truck, 2-3ton -

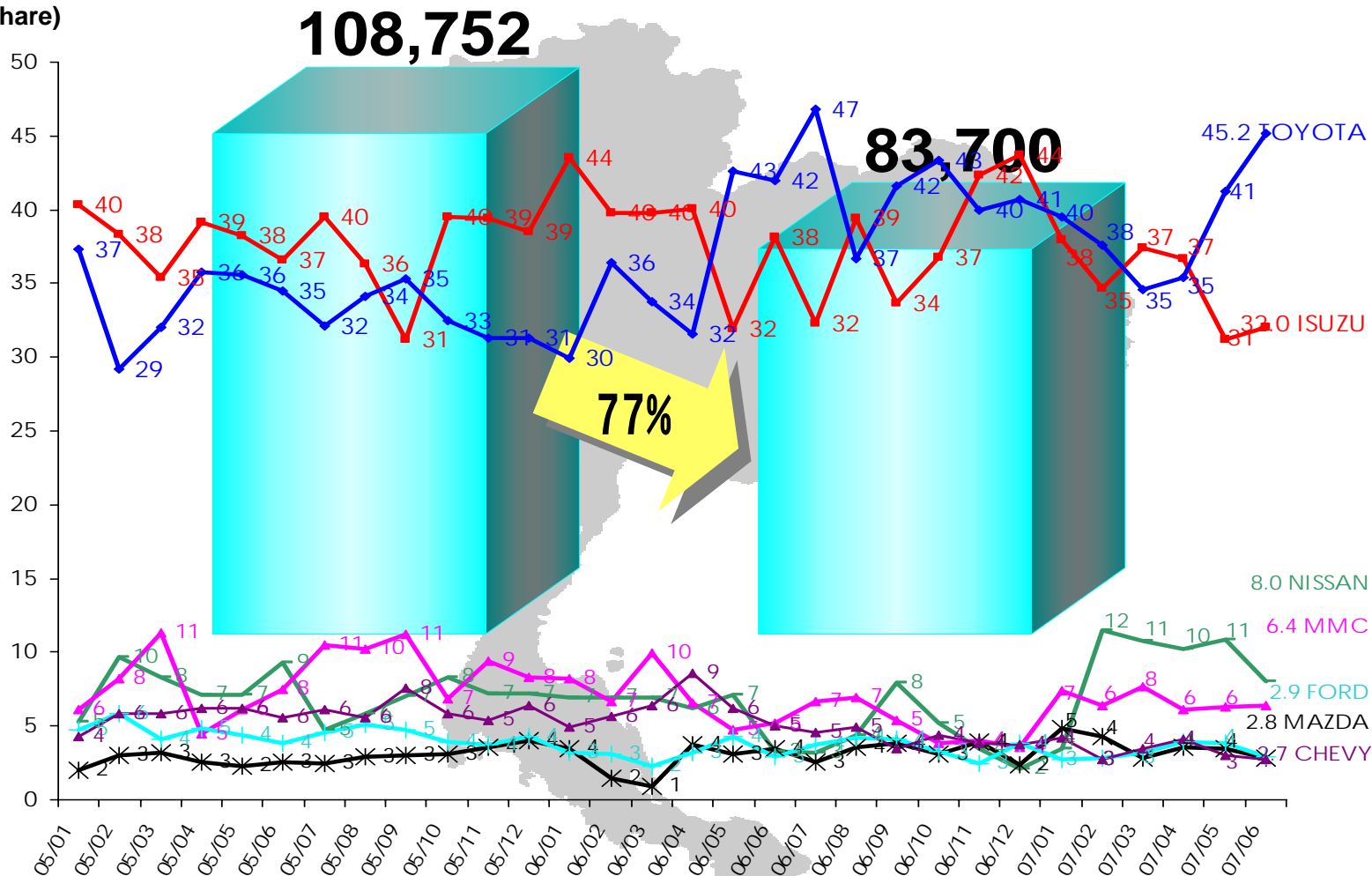




## FY2008 1Q Thailand pick-up truck market

- Industrial sales(Jan.-Mar.) ,Share(-Jun.)

(Share)



## **2. FY2008 1Q Financial Summary**

## FY08 1Q Consolidated Results: Apr.-Jun.

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

(JPY Bil.)	FY08 1Q	FY07 3Q	Changes
<b>Sales Revenue</b>	<b>402.1</b>	<b>396.0</b>	<b>+ 6.1</b>
Operating Profit	23.3	23.9	- 0.6
Working Profit	26.4	25.3	+ 1.1
Net Income	21.2	18.5	+ 2.7

Sales Revenue by Segment		FY08 1Q	FY07 1Q	Changes
	Parent: Domestic	106.2	114.3	- 8.1
	Export	127.4	111.2	+ 16.2
	Domestic Dealers	100.7	116.5	- 15.8
	North America	34.7	38.7	- 4.0
	ASEAN	121.4	112.1	+ 9.3
	Other Subsidiaries	73.0	69.1	+ 3.9
	Consl. Adj.	- 161.3	- 165.9	+ 4.6
<b>Total</b>	<b>402.1</b>	<b>396.0</b>	<b>+ 6.1</b>	

## FY08 1Q Consolidated Results: Apr.-Jun.

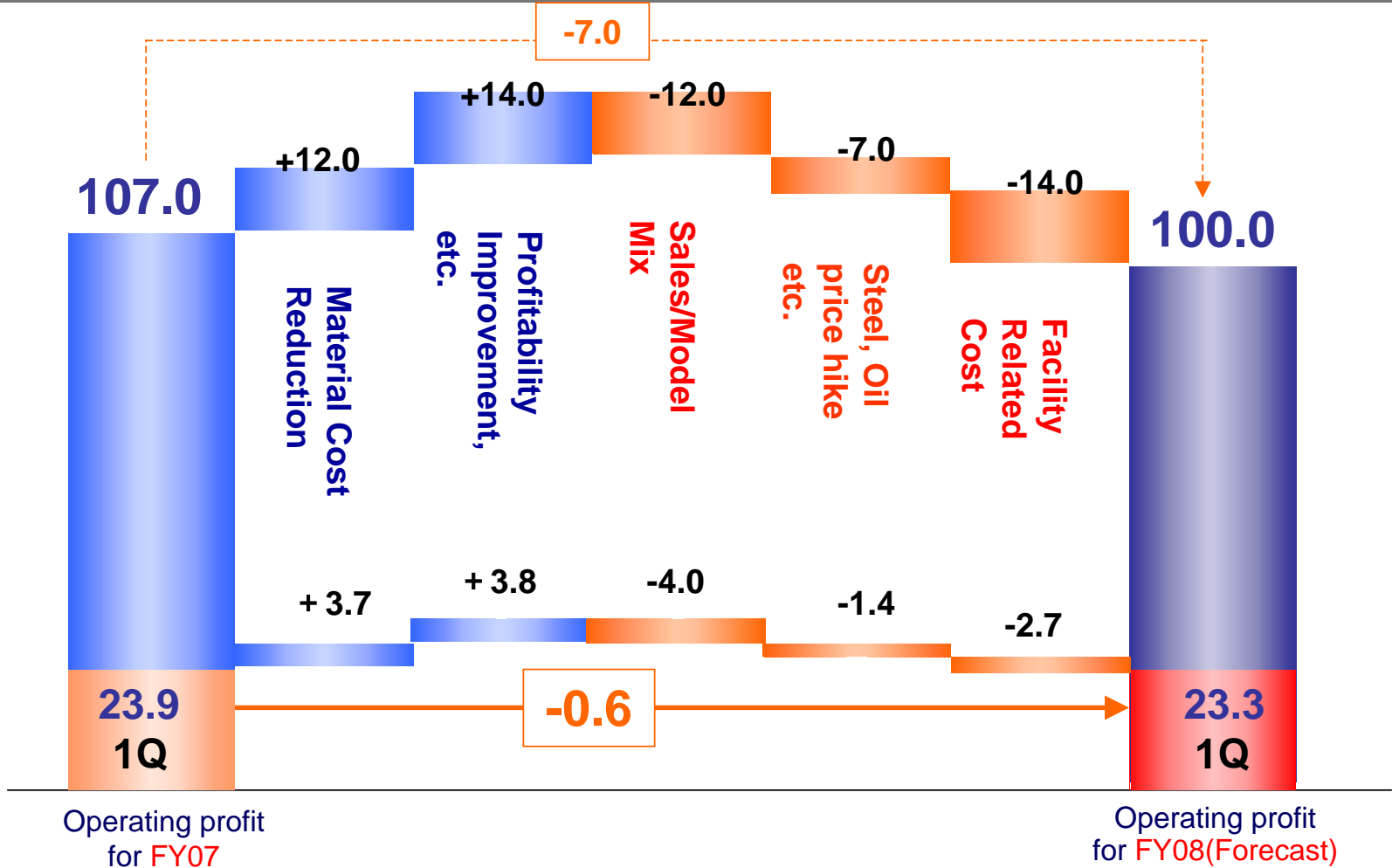
- Operating Profit, Year-on-year by Segment -

(JPY Bil.)	FY08 1Q	FY07 3Q	Changes
Sales Revenue	402.1	396.0	+ 6.1
<b>Operating Profit</b>	<b>23.3</b>	<b>23.9</b>	<b>- 0.6</b>
Working Profit	26.4	25.3	+ 1.1
Net Income	21.2	18.5	+ 2.7

OP by Segment		FY08 1Q	FY07 1Q	Changes
	Parent: Dom. & Exp.	17.7	17.7	+ 0.0
	Domestic Dealers	- 0.8	- 1.1	+ 0.3
	North America	1.2	1.9	- 0.7
	ASEAN	4.7	5.1	- 0.4
	Other Subsidiaries	1.8	2.4	- 0.6
	Consl. Adj.	- 1.3	- 2.1	+ 0.8
	<b>Total</b>	<b>23.3</b>	<b>23.9</b>	<b>- 0.6</b>

## FY07 vs. FY08 Expense fluctuations

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



## FY08 1Q Consolidated Results: Apr.-Jun.

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

(JPY Bil.)	FY08 1Q	FY07 3Q	Changes
Sales Revenue	402.1	396.0	+ 6.1
Operating Profit	23.3	23.9	- 0.6
<b>Working Profit</b>	<b>26.4</b>	<b>25.3</b>	<b>+ 1.1</b>
<b>Net Income</b>	<b>21.2</b>	<b>18.5</b>	<b>+ 2.7</b>

Working Profit

Operating Profit Change	<b>- 0.6</b>
* Financial income, etc.	+ 1.9
* Equity-method affiliates	- 0.2
<b>Total</b>	<b>+ 1.1</b>

Extra profit/  
Loss etc.

<b>Working Profit</b>	<b>26.4</b>
* Tax, others	- 5.2
<b>Net Income</b>	<b>21.2</b>

**Trucks for life**

**ISUZU**