

**ISUZU**

# FY2015 3Q Financial Results



February 6, 2015

**ISUZU MOTORS LIMITED**

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Director : Makoto Kawahara

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Executive Officer : Kenji Miyazaki

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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.**

# **I . FY2015 3Q Outline**

## FY2015 3Q Consolidated Results

- Year-on-year Comparison -

( JPY Bil. )	FY15 3Q	FY14 3Q	Changes
Net Sales	467.0	417.0	50.0
Operating Income	46.0	42.6	3.4
Ordinary Income	51.2	46.0	5.2
Net Income	32.8	32.7	0.1

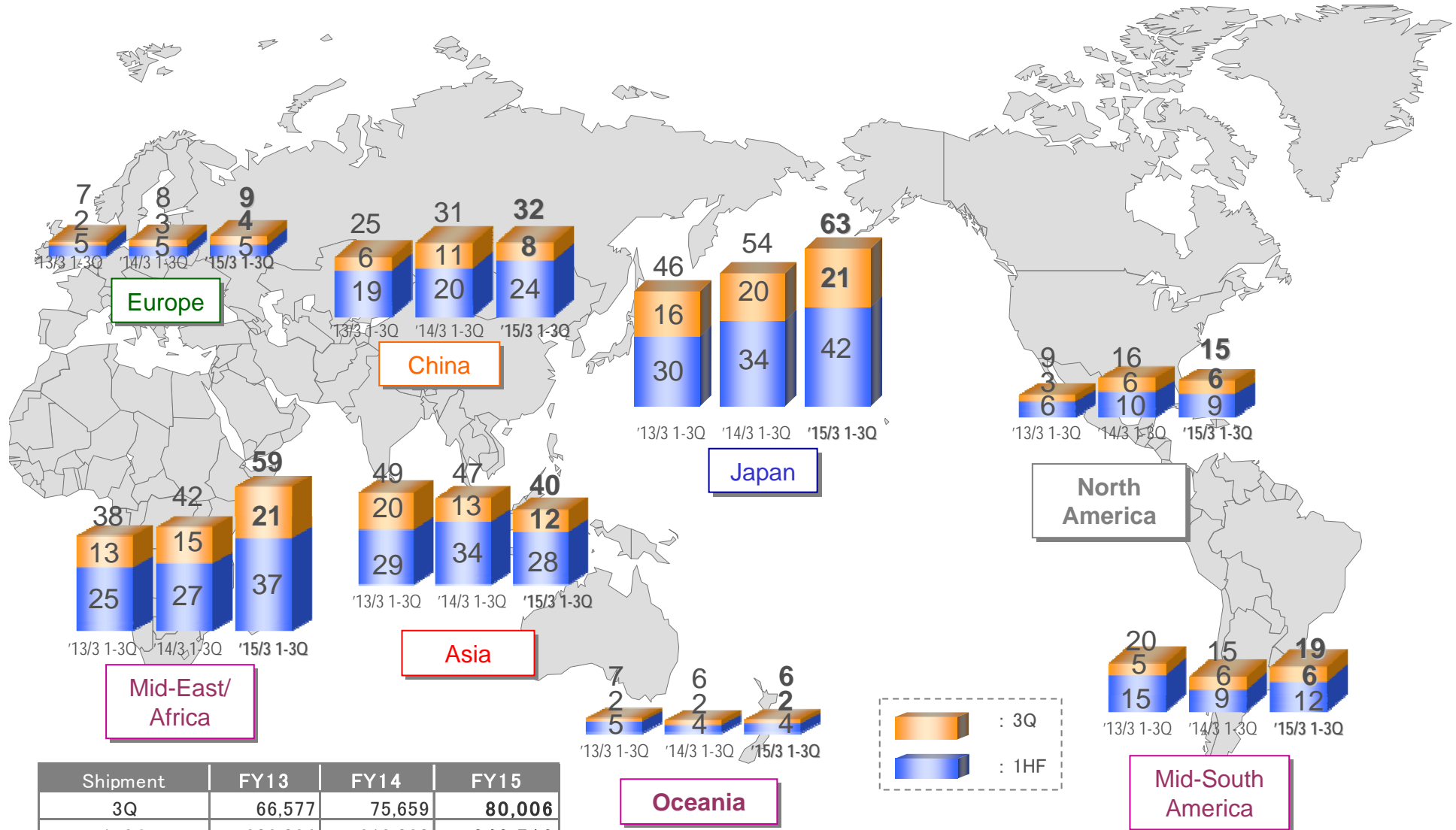
※FX : FY2015 3Q: 109JPY/\$

FY2014 3Q:100JPY/\$

<b>【 9 months 】</b>	<b>FY15 1-3Q</b>	<b>FY14 1-3Q</b>	<b>Changes</b>
Net Sales	1,349.1	1,292.2	56.9
Operating Income	123.0	132.9	-9.9
Ordinary Income	135.9	142.6	-6.7
Net Income	82.4	89.5	-7.1

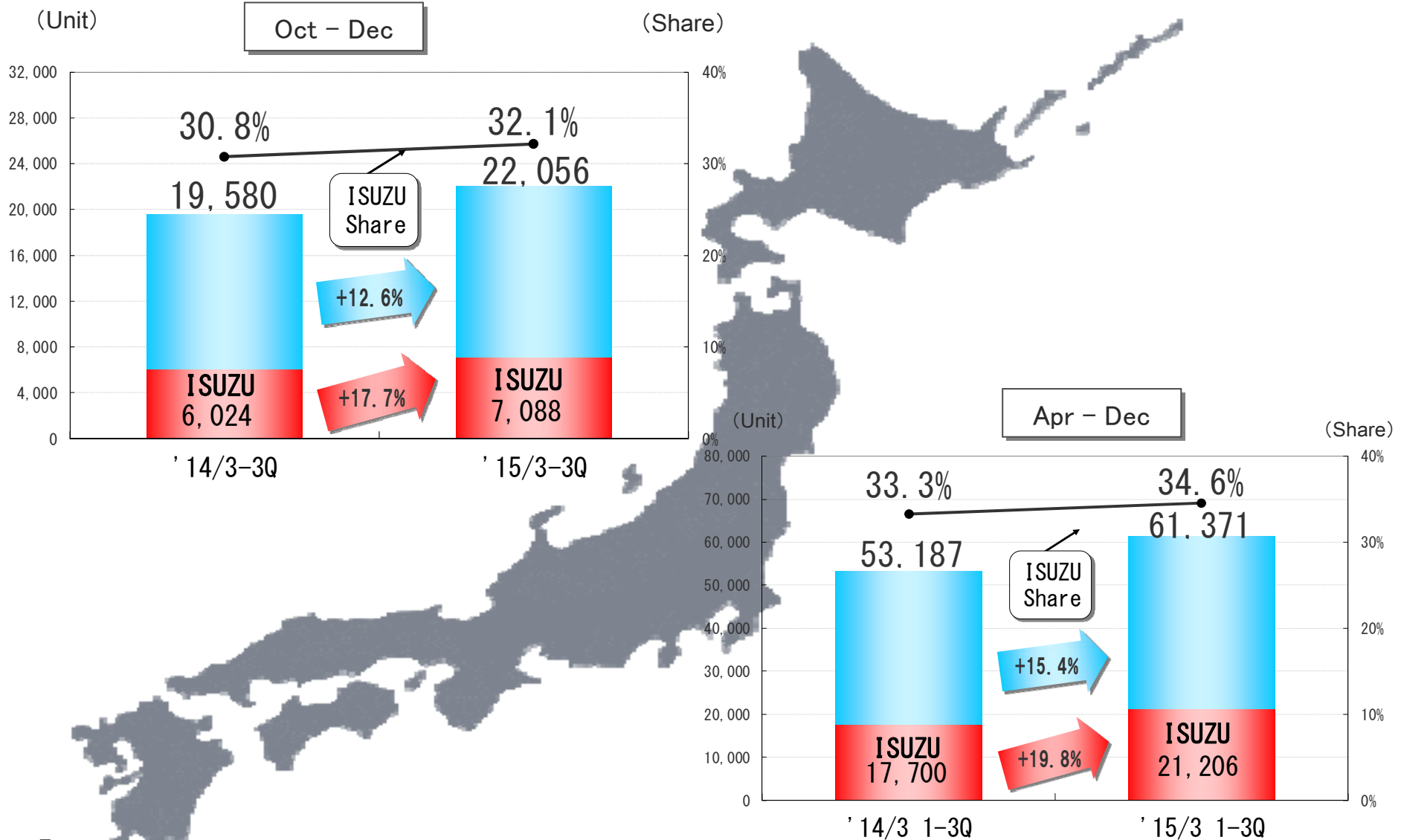
## **II -1. Market Information**

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



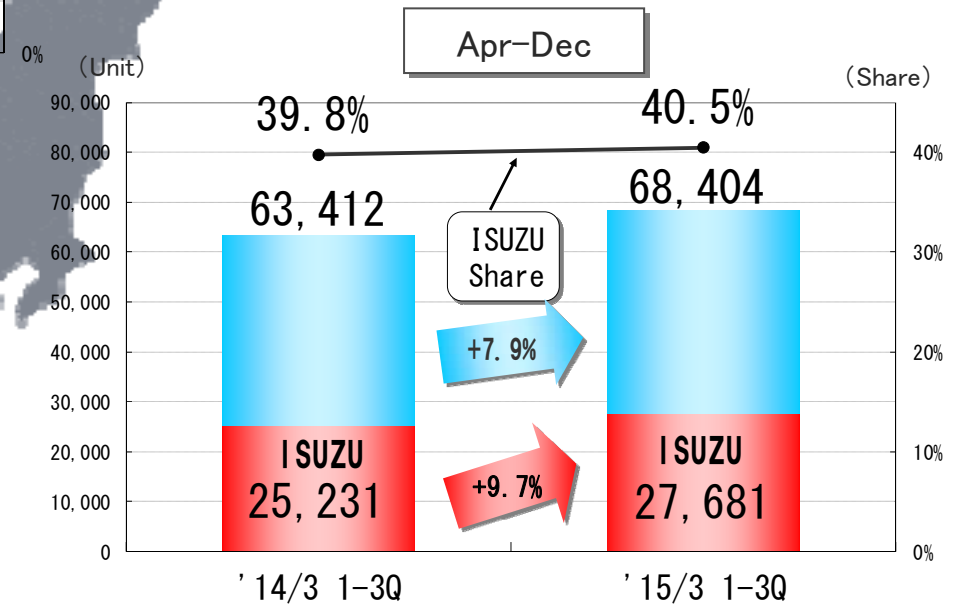
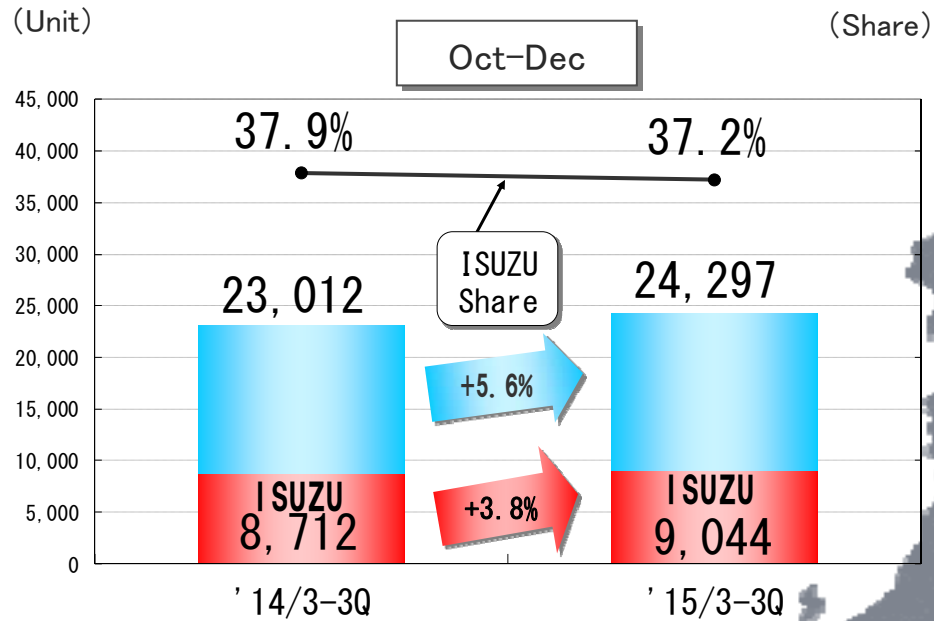


## Japan Industry Sales and Isuzu Share - H/D, M/D Truck:4ton or above



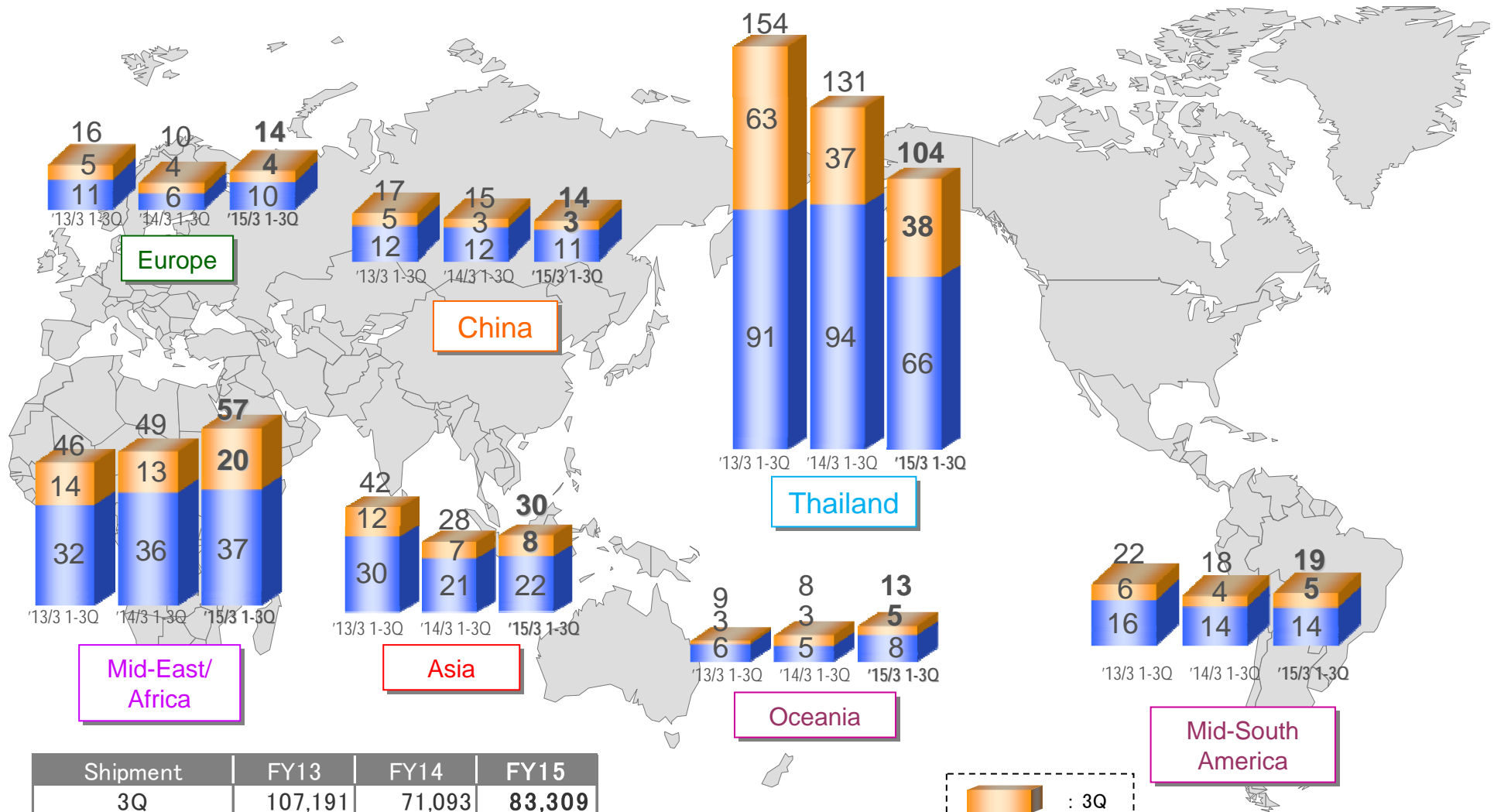


## Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -

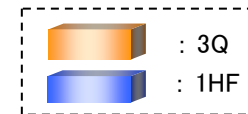




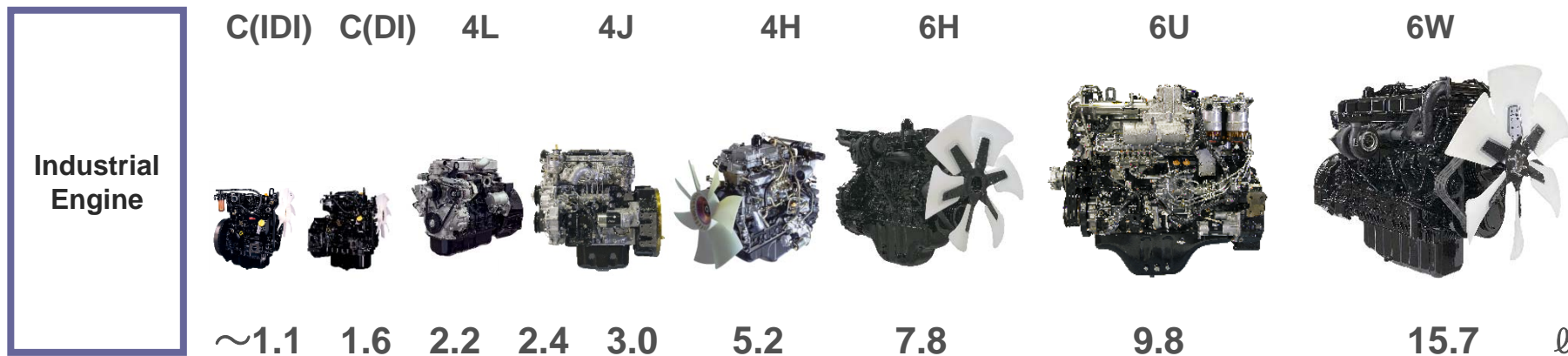
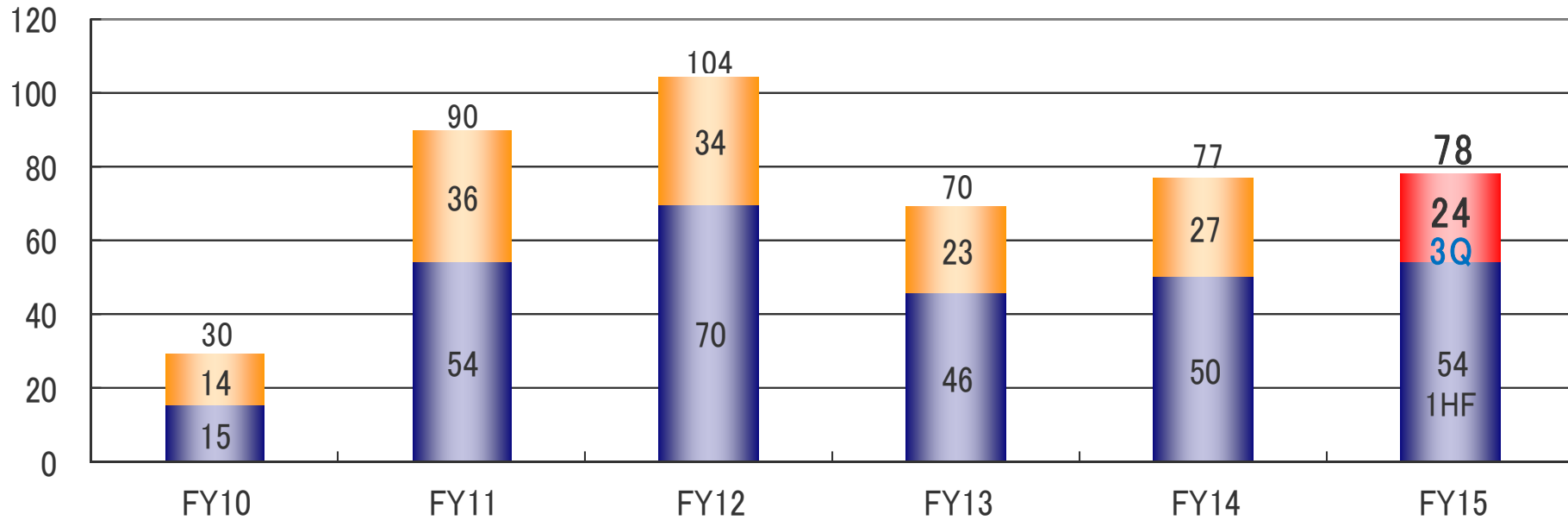
## LCV Global Shipment - Vehicle and KD-SET, etc: K-units -



Shipment	FY13	FY14	FY15
3Q	107,191	71,093	<b>83,309</b>
1-3Q	304,853	257,906	<b>250,864</b>



## Industrial Engine Global Shipment - K-Units-



## **II -2. FY2015 3Q Financial Summary**

## FY2015 3Q Consolidated Results (Oct.–Dec. 2014)

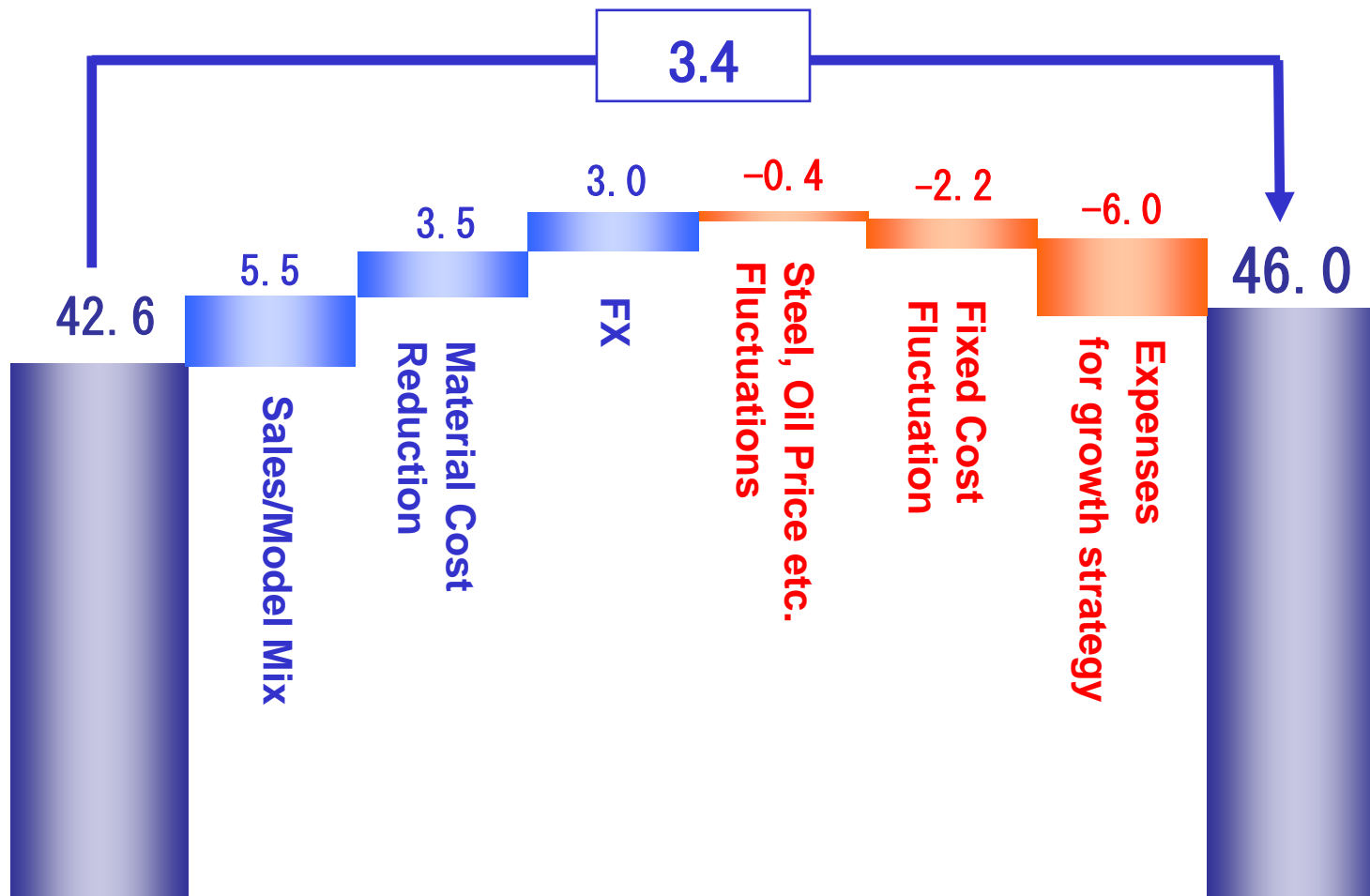
- Year-on-year Comparison -

(JPY Bil.)	FY15 3Q	FY 14 3Q	Changes
Net Sales	467.0	417.0	50.0
Operating Income	46.0	42.6	3.4
Ordinary Income	51.2	46.0	5.2
Net Income	32.8	32.7	0.1

※FX: FY2015 3Q: 109JPY/\$  
FY2014 3Q: 100JPY/\$

## FY2014 3Q vs. FY2015 3Q Fluctuations

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



Operating Income for **FY14 3Q**

Operating Income for **FY15 3Q**

## FY2015 3Q Consolidated Results (Oct.–Dec. 2014)

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

( JPY Bil. )	FY15 3Q	FY14 3Q	Changes
Net Sales	467.0	417.0	50.0
Operating Income	46.0	42.6	3.4
Ordinary Income	51.2	46.0	5.2
Net Income	32.8	32.7	0.1

Ordinary Income	Operating Income Change	3.4
	* Equity in Earnings of Affiliates	0.4
	* Financial account balance/ FX gain and loss	1.4
	<b>Total</b>	<b>5.2</b>
Extra Profit / Loss etc.	Ordinary Income	51.2
	* Loss on disposal of non-current assets	-0.8
	* Tax and minority interests	-17.6
	<b>Net Income</b>	<b>32.8</b>

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