

**ISUZU**

# FY2018 3Q Financial Results



February 7, 2018

**ISUZU MOTORS LIMITED**

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Senior Executive Officer, Corporate Planning and Finance Division Executive :  
**Koichi Seto**

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Associate Division Executive Corporate Planning & Finance Division :  
**Hirokazu Okubo**

## 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 . FY2018 3Q Outline

## FY2018 3Q Consolidated Results

- Year-on-year Comparison -

( JPY Bil. )	FY18 3Q	FY17 3Q	Changes
Net Sales	514.9	476.4	38.5
Operating Income	48.9	41.3	7.6
Ordinary Income	50.8	45.2	5.6
* Net Income	31.1	30.1	1.0

\* Net income attributable to owners of parent

※FX : FY2018 3Q: 112 JPY/\$

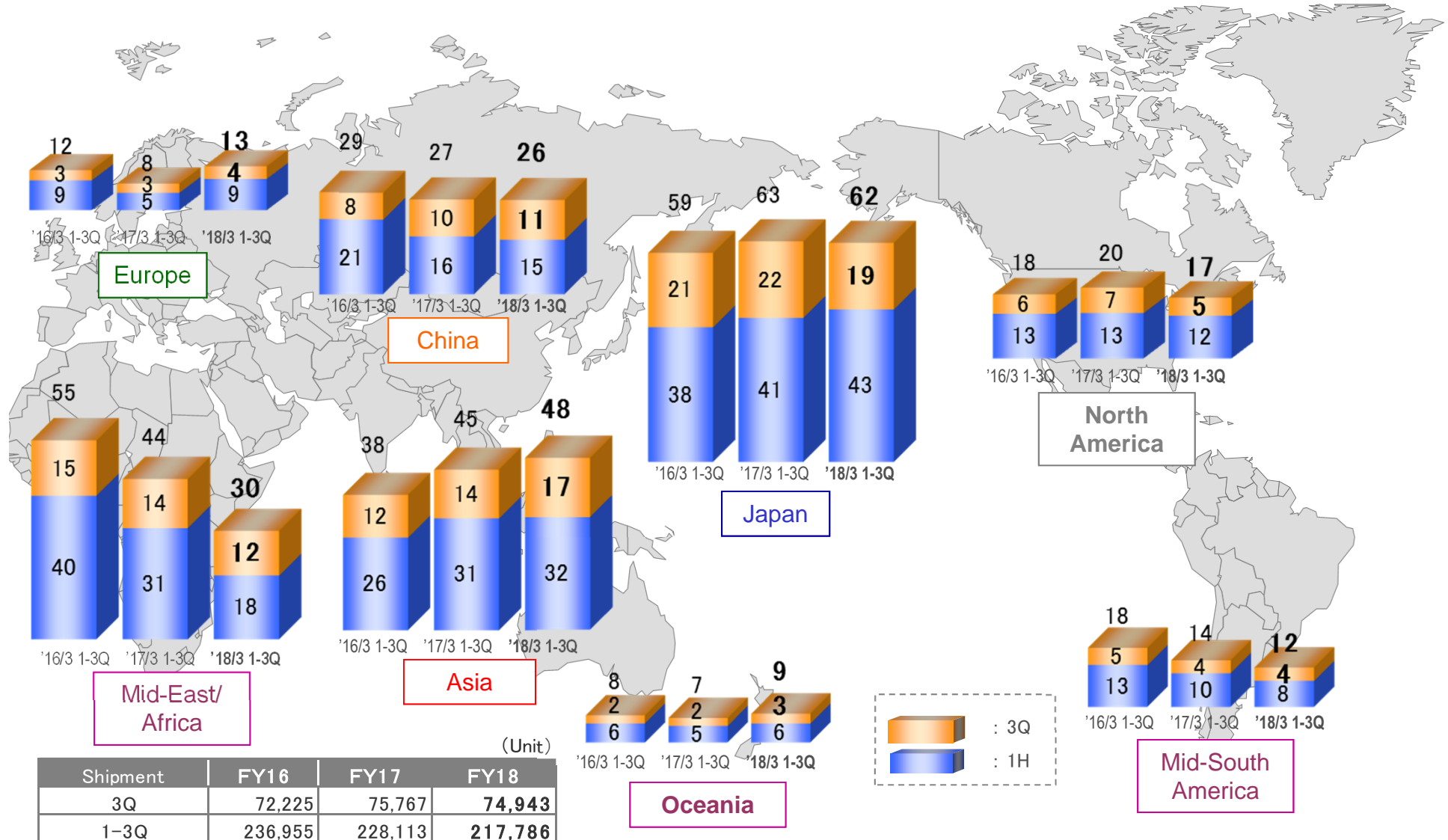
FY2017 3Q: 106 JPY/\$

<b>【9 months】</b>	<b>FY18 1-3Q</b>	<b>FY17 1-3Q</b>	<b>Changes</b>
Net Sales	1,499.6	1,384.5	115.1
Operating Income	123.0	109.7	13.3
Ordinary Income	133.6	117.5	16.1
*Net Income	83.8	68.9	14.9

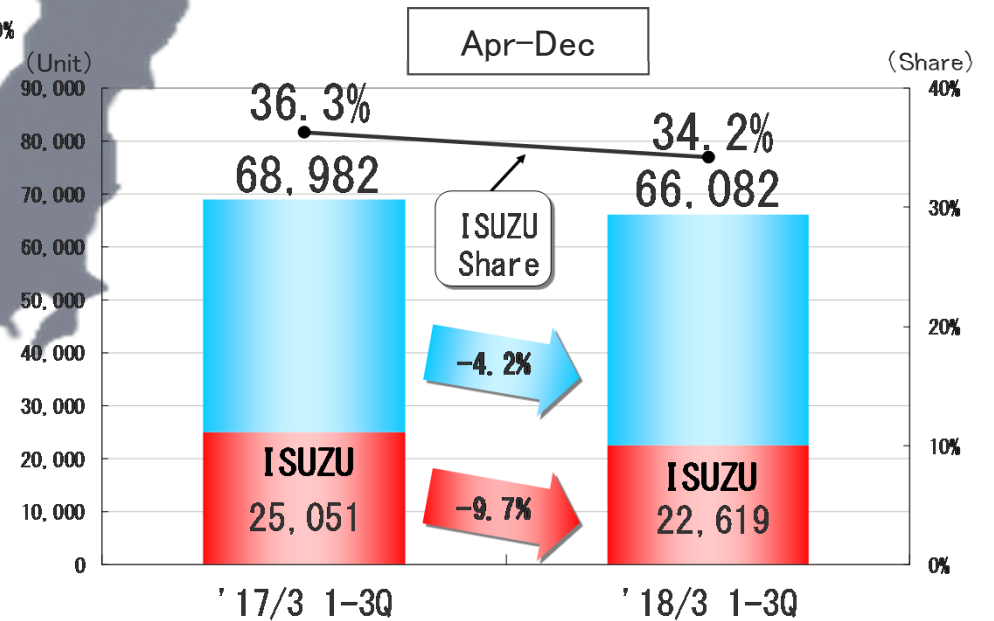
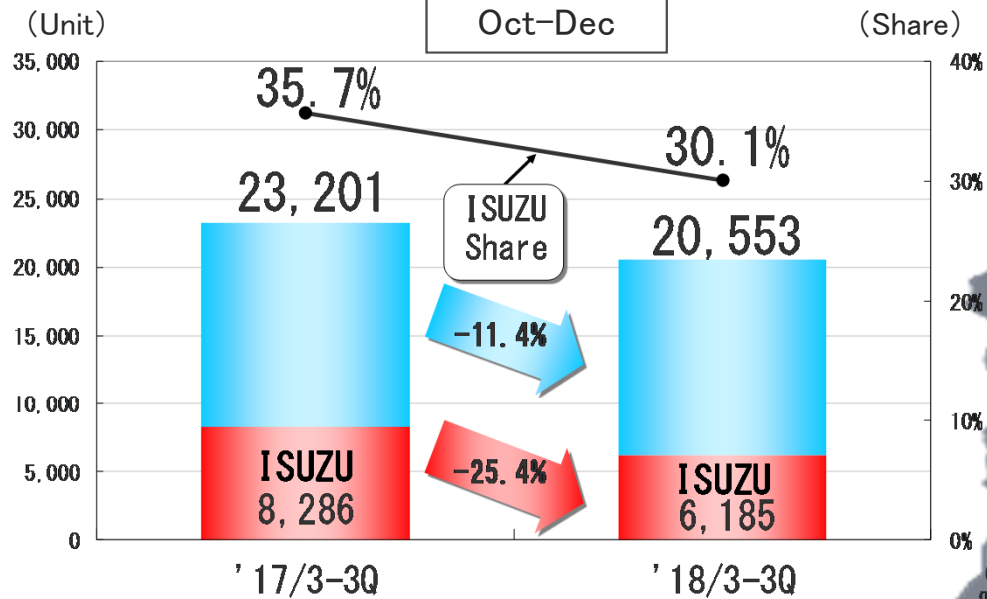
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## Ⅱ -1. Market Information

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

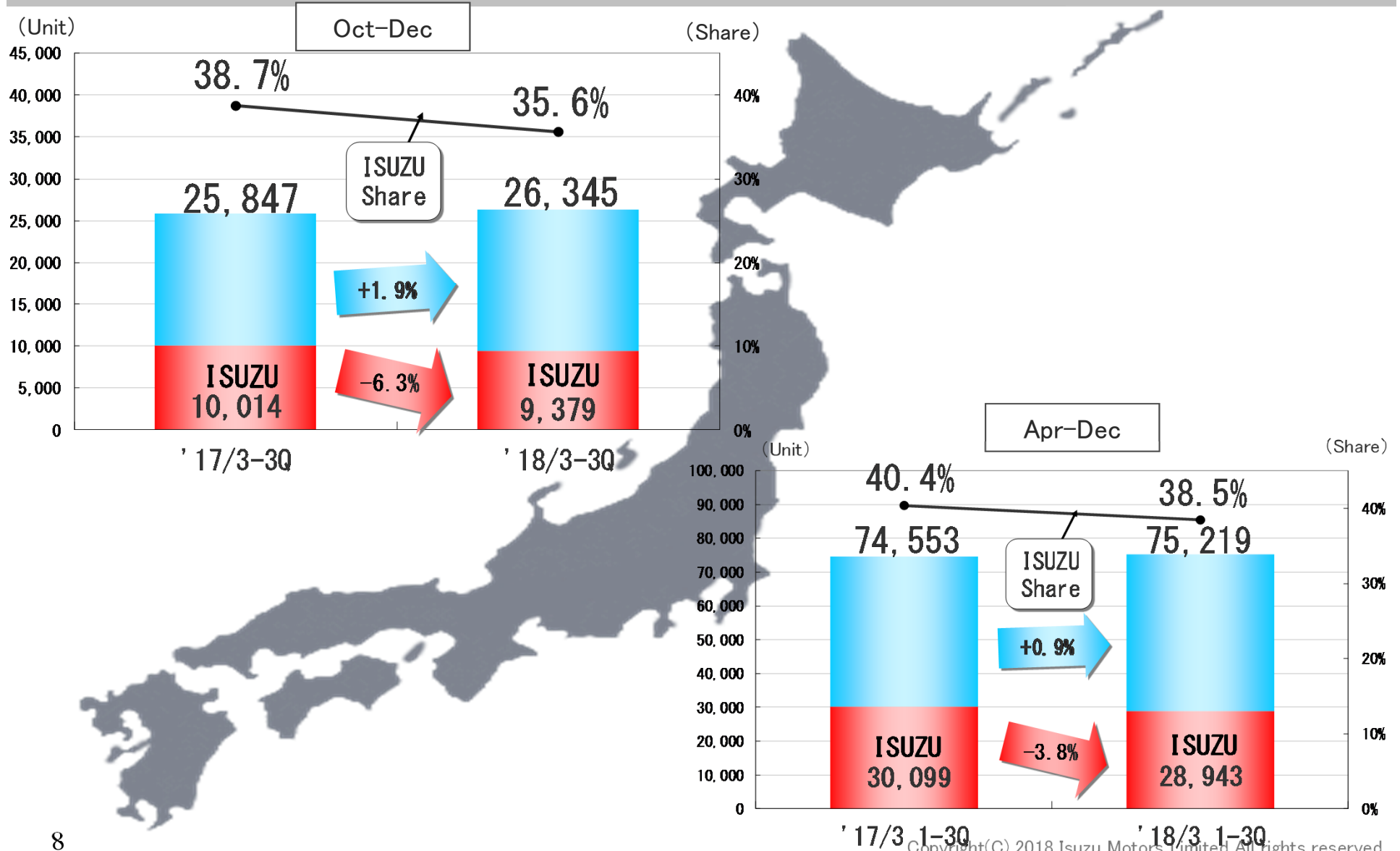


## Japan Industry Sales and Isuzu Share - H/D, M/D Truck:4ton or above -



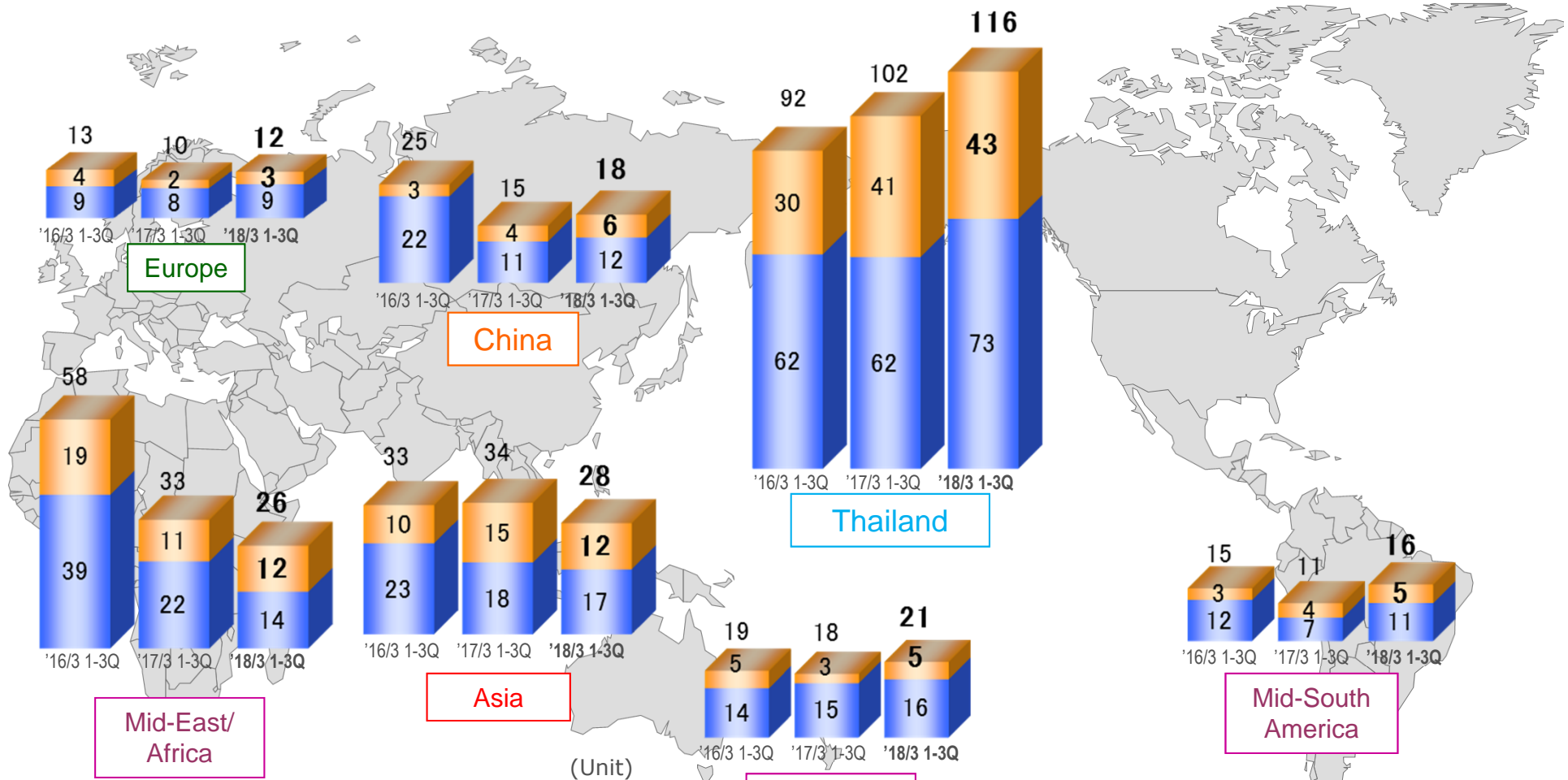


## Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -

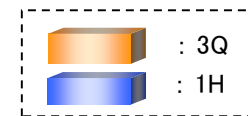




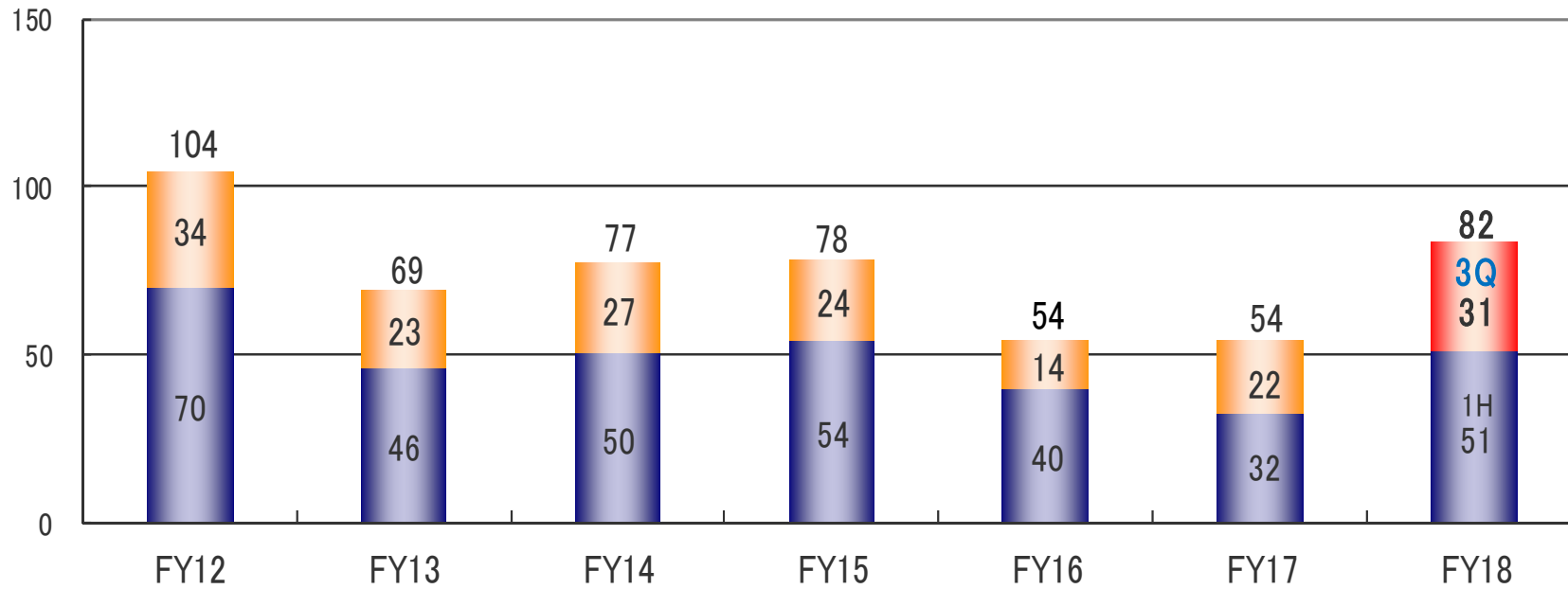
## LCV Global Shipment - Vehicle and KD-SET, etc: K-units -



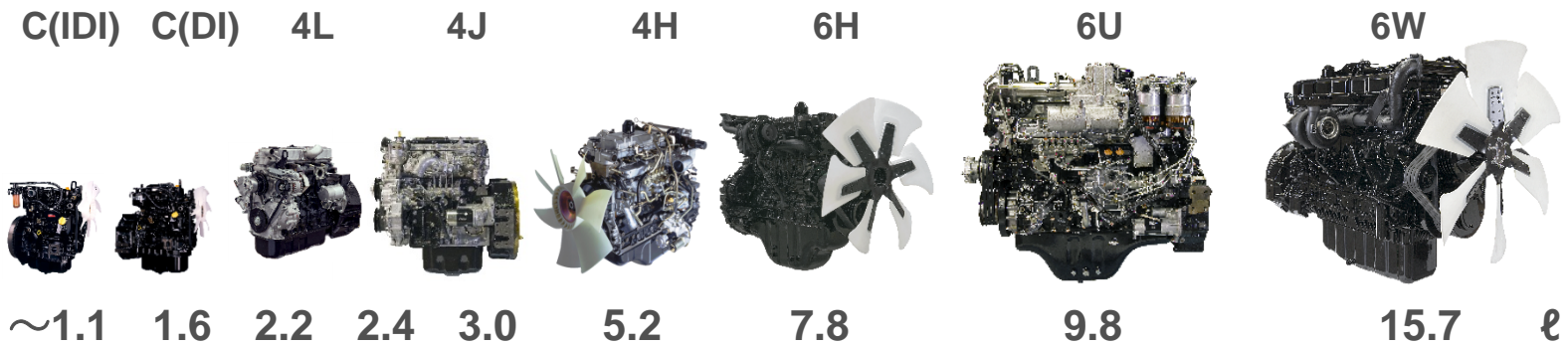
Shipment	FY16	FY17	FY18
3Q	74,729	79,651	85,741
1-3Q	255,536	222,186	237,169



## Industrial Engine Global Shipment - K-Units-



Industrial Engine



## **Ⅱ -2. FY2018 3Q Financial Summary**

## FY2018 3Q Consolidated Results (Oct.–Dec. 2017)

- Year-on-year Comparison -

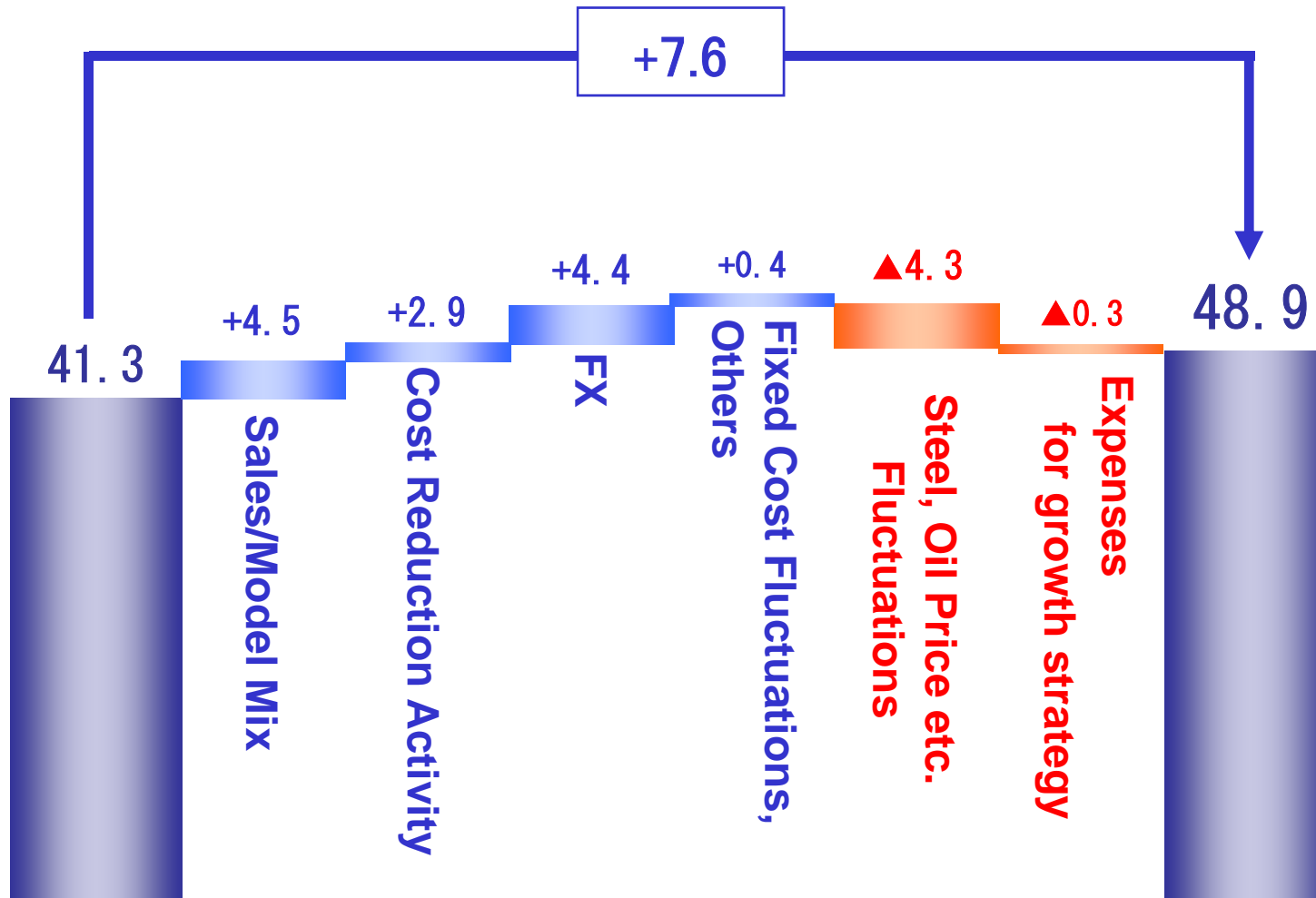
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※FX:           FY2018 3Q=112JPY/\$  
                   FY2017 3Q=106JPY/\$

## FY2017 3Q vs. FY2018 3Q Fluctuations

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



Operating Income for **FY17 3Q**

Operating Income for **FY18 3Q**

## FY2018 3Q Consolidated Results (Oct.–Dec. 2017)

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

( JPY Bil. )	FY18 3Q	FY17 3Q	Changes
Net Sales	514.9	476.4	38.5
Operating Income	48.9	41.3	7.6
Ordinary Income	<b>50.8</b>	<b>45.2</b>	<b>5.6</b>
*Net Income	<b>31.1</b>	<b>30.1</b>	<b>1.0</b>

\*Net income attributable to owners of parent

<b>Ordinary Income</b>	Operating Income Change	<b>7.6</b>
	Equity in Earnings of Affiliates	-0.3
	Financial account balance / FX gain and loss, Other	-1.7
	<b>Total</b>	<b>5.6</b>
<b>Extra Profit / Loss etc.</b>	Ordinary Income	<b>50.8</b>
	Loss on disposal of non-current assets	-0.1
	Tax / Net income attributable to non- controlling shareholder	-19.6
	<b>*Net Income</b>	<b>31.1</b>

\*Net income attributable to owners of parent

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