

Supplement Material:

Aug-3-2011  
Corporate Communications  
Isuzu Motors Limited

Financial Summary: FY2012 First-Quarter Consolidated Results

- April 1 2011 through June 30 2011 -

Unit: JPY in billion  
Fraction less than half omitted  
Volume in thousand units

|  | FY2011-Q1<br>(April '10 to June '10)          |        | FY2012-Q1<br>(April '11 to June '11)   |        | FY2012 Forecast<br>(April '11 to March '12) |        |
|--|---|--------|--|--------|---|--------|
| Sales:                                       | 366.3   | 95.5%  | 284.4                                  | -22.4% | 1,480.0                                     | 4.6%   |
| Japan  | 118.2   | 50.6%  | 97.4                                   | -17.6% | 510.0                                       | 2.3%   |
| Overseas                                     | 248.1   | 127.9% | 187.0                                  | -24.6% | 970.0                                       | 5.8%   |
| Operating Profit                             | 23.8  | (-)    | 14.4                                   | -39.7% | 80.0  | -9.3%  |
| % to sales                                   | 6.5%  |        | 5.1%                                   |        | 5.4%  |        |
| Ordinary Profit                              | 23.1  | (-)    | 14.4                                   | -37.9% | 80.0  | -12.3% |
| % to sales                                   | 6.3%  |        | 5.0%                                   |        | 5.4%  |        |
| Net Profit                                   | 12.4  | (-)    | 8.7                                    | -29.6% | 65.0  | 26.0%  |
| % to sales                                   | 3.4%  |        | 3.1%                                   |        | 4.4%  |        |
| Operating Profit :<br>Increase or Decrease   | /   |        | <b>Profit increase due to:</b>         |        | <b>Profit increase due to:</b>              |        |
|  |   |        | <b>Material cost reduction</b>         | 1.2    | Sales / Model mix                           | 12.0   |
|  |   |        | <b>Fixed cost fluctuation</b>          | 3.8    | Material cost reduction                     | 8.0    |
|  |   |        | <b>Profit decrease due to:</b>         |        | <b>Profit decrease due to:</b>              |        |
|  |   |        | <b>Sales / Model mix</b>               | -12.3  | Steel, oil price etc.<br>fluctuations       | -14.0  |
|  | <b>Steel, oil price etc.<br/>fluctuations</b> | -0.6   | Fixed cost fluctuation                 | -12.0  |   |        |
|  | <b>FX</b>                                     | -1.5   | FX                                     | -2.2   |   |        |
| Exchange rate                                | JPY 93/US \$                                  |        | JPY 82/US \$                           |        | JPY 80/US \$                                |        |
| Facility Investment                          | 8.4   | 16.7%  | 6.6                                    | -21.4% | 47.0  | 59.9%  |
| Depreciation                                 | 9.2   | -7.1%  | 9.1                                    | -1.1%  | 39.0  | 7.1%   |
| R&D  | 13.1  | 7.4%   | 13.4                                   | 2.3%   | 61.0  | 4.1%   |
| Performance<br>Evaluation, etc.              |   |        | •Decreases both in sales and<br>profit |        | •Increases both in sales and<br>net profit  |        |
| Sales vol. : Japan                           | 11  | 55.3%  | 8                                      | -25.4% | 49  | 3.9%   |
| Sales vol. : Overseas                        | 93  | 153.2% | 69                                     | -26.2% | 370   | 2.7%   |
| Overseas Shipment Total<br>( Incl ; KD-Set ) | 150   | 168.4% | 105                                    | -30.2% | 577   | 4.5%   |

<The geographical(location of company) P/L information>

| FY2012-Q1<br>(April '11 to June '11) | Japan             | Asia | Others | Total | Consl. adj. | Consolidated |
|--------------------------------------|-------------------|------|--------|-------|-------------|--------------|
|                                      | (Billions of yen) |      |        |       |             |              |
| Total sales                          | 199.2             | 94.7 | 37.9   | 331.8 | -47.4       | 284.4        |
| Operating profit                     | 6.0               | 6.1  | 2.0    | 14.1  | 0.3         | 14.4         |

| FY2011-Q1<br>(April '10 to June '10) | Japan             | Asia  | Others | Total | Consl. adj. | Consolidated |
|--------------------------------------|-------------------|-------|--------|-------|-------------|--------------|
|                                      | (Billions of yen) |       |        |       |             |              |
| Total sales                          | 250.7             | 121.5 | 36.5   | 408.7 | -42.3       | 366.3        |
| Operating profit                     | 15.0              | 7.1   | 2.5    | 24.7  | -0.9        | 23.8         |