

Supplement Material:

22-Jun-2011

Corporate Communications

Isuzu Motors Limited

Financial Summary: FY2012 Consolidated Forecast

- April 1 2011 through March 31 2012 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2010 (April '09 to March '10)		FY2011 (April '10 to March '11)		FY2012 Forecast (April '11 to March '12)		
Sales:	1,080.9	-24.1%	1,415.5	31.0%	1,480.0	4.6%	
Japan	433.0	-18.9%	498.6	15.2%	510.0	2.3%	
Overseas	647.9	-27.3%	916.9	41.5%	970.0	5.8%	
Operating Profit	11.0	-49.1%	88.2	701.3%	80.0	-9.3%	
% to sales	1.0%		6.2%		5.4%		
Ordinary Profit	11.4	-25.2%	91.3	701.0%	80.0	-12.3%	
% to sales	1.1%		6.4%		5.4%		
Net Profit	8.4	(-)	51.6	514.2%	65.0	26.0%	
% to sales	0.8%		3.6%		4.4%		
Operating Profit: Increase or Decrease	/		<i>Profit increase due to:</i>		<i>Profit increase due to:</i>		
			Sales / Model mix	70.5	Sales / Model mix	12.0	
			Material cost reduction	17.7	Material cost reduction	8.0	
			Fixed cost Fluctuations	1.2	<i>Profit decrease due to:</i>		
			<i>Profit decrease due to:</i>		Steel, Oil Price etc.		
			Steel, Oil Price etc. Fluctuations	-9.8	Fluctuations	-14.0	
	FX	-2.4	Fixed cost Fluctuations	-12.0			
				FX	-2.2		
Exchange rate	JPY 91/US \$		JPY 85/US \$		JPY 80/US \$		
Facility Investment	25.7	-61.5%	29.4	14.4%	47.0	59.9%	
Depreciation	39.5	-0.3%	36.4	-7.8%	39.0	7.1%	
R&D	55.2	-18.5%	58.6	6.2%	61.0	4.1%	
Performance Evaluation, etc.	/		•Increases both in sales and profit		•Increases both in sales and net profit		
Sales vol. : Japan			42	-26.7%	47	10.5%	49
Sales vol. : Overseas	246	-28.2%	361	46.5%	370	2.7%	
Overseas Shipment Total (Incl ; KD-Set)	385	-23.0%	552	43.4%	577	4.5%	