

Supplement Material:

Aug-3-2012
Corporate Communications
Isuzu Motors Limited

Financial Summary: FY2013 First-Quarter Consolidated Results

- April 1 2012 through June 30 2012 -

Unit: JPY in billion

Fraction less than half omitted

Volume in thousand units

	FY2012-Q1 (April '11 to June '11)		FY2013-Q1 (April '12 to June '12)		FY2013 Forecast (April '12 to March '13)	
Net Sales:	284.4	-22.4%	391.7	37.7%	1,630.0	16.4%
Japan	97.4	-17.6%	131.0	34.6%	590.0	5.7%
Overseas	187.0	-24.6%	260.7	39.4%	1,040.0	23.6%
Operating Income	14.4	-39.7%	28.1	95.6%	123.0	26.3%
% to sales	5.1%		7.2%		7.5%	
Ordinary Income	14.4	-37.9%	28.9	101.6%	127.0	23.4%
% to sales	5.0%		7.4%		7.8%	
Net Income	8.7	-29.6%	21.6	147.3%	81.0	-11.2%
% to sales	3.1%		5.5%		5.0%	
Operating Income : Increase or Decrease			Profit increase due to: Sales / Model mix 20.8 Material cost reduction 1.5 Profit decrease due to: Fixed cost fluctuation -6.8 Steel, oil price etc. fluctuations -0.4 FX -1.1 Effect of previous FY (Loss on disaster / Fixed cost) -0.3		Profit increase due to: Sales / Model mix 32.0 Material cost reduction 8.0 Profit decrease due to: Fixed cost fluctuation -12.4 FX -0.5 Steel, oil price etc. fluctuations 0.0 Effect of previous FY (Loss on disaster / Fixed cost) -1.5	
Exchange rate	JPY 82/US \$		JPY 80/US \$		JPY 80/US \$	
Facility Investment	6.6	-21.4%	12.6	90.9%	66.0	98.2%
Depreciation	9.1	-1.1%	8.3	-8.8%	35.0	-2.8%
R&D	13.4	2.3%	13.4	0.0%	63.0	7.1%
Performance Evaluation, etc.			•Record-high Operating income, Ordinary income and Net income		•Record-high Operating income and Ordinary income	
Sales vol. : Japan	8	-25.4%	14	65.8%	58	7.6%
Sales vol. : Overseas	69	-26.2%	108	57.7%	448	37.3%
Sales vol. : CV Overseas	36	-35.6%	57	60.2%	243	15.3%
Sales vol. : LCV Overseas	69	-27.0%	102	47.9%	393	31.7%
Overseas Shipment Volume (Incl ; KD-Set)	105	-30.2%	159	52.1%	636	24.9%

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

FY2013-Q1 (April '12 to June '12)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	281.6	134.0	42.0	457.5	-65.8	391.7
Operating income	18.8	7.0	2.2	28.1	0.1	28.1

FY2012-Q1 (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 income	6.0	6.1	2.0	14.1	0.3	14.4