

Supplement Material:

Nov-12-2013  
Corporate Communications  
Isuzu Motors Limited

Financial Summary: FY2014 First-half Consolidated Results

- April 1 2013 through September 30 2013 -

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

	FY2013 H1 (April '12 to September '12)		FY2014 H1 (April '13 to September '13)		FY2013 (April '12 to March '13)		FY2014 Forecast (April '13 to March '14)	
Net Sales:	780.1	18.5%	875.2	12.2%	1,655.6	18.3%	1,820.0	9.9%
Japan	279.4	19.3%	289.4	3.6%	592.2	6.1%	620.0	4.7%
Overseas	500.7	18.1%	585.8	17.0%	1,063.4	26.3%	1,200.0	12.8%
Operating Income	57.3	30.8%	90.3	57.5%	130.8	34.3%	180.0	37.6%
% to sales	7.4%		10.3%		7.9%		9.9%	
Ordinary Income	60.4	33.8%	96.6	60.0%	141.7	37.7%	190.0	34.1%
% to sales	7.7%		11.0%		8.6%		10.4%	
Net Profit	42.1	24.8%	56.8	35.0%	96.5	5.8%	115.0	19.1%
% to sales	5.4%		6.5%		5.8%		6.3%	
Operating Income : Increase or Decrease			<b>Profit increase due to:</b> Material cost reduction 8.9 Sales / Model mix 11.3 FX 16.5  <b>Profit decrease due to:</b> Fixed cost fluctuation -3.3 Steel, oil price etc. fluctuations -0.4				<b>Profit increase due to:</b> Material cost reduction 20.2 Sales / Model mix 16.0 FX 25.0  <b>Profit decrease due to:</b> Fixed cost Fluctuations -7.0 Steel, Oil Price etc. Fluctuations -5.0	
Exchange rate	JPY 80/US \$		JPY 96/US \$		JPY 82/US \$		JPY 96/US \$	
Facility Investment	26.9	102.3%	34.8	29.2%	57.5	72.6%	100.0	73.9%
Depreciation	16.9	-6.1%	19.5	15.2%	35.6	-0.9%	40.0	12.2%
R&D	29.8	4.6%	33.9	13.8%	61.2	4.0%	64.0	4.6%
Performance Evaluation, etc.			•Record-high Sales Operating, Ordinary and Net income				•Record-high Operating, Ordinary and Net income •Record-high shipment for CV overseas	
Sales vol. : Japan	30	40.2%	32	5.1%	63	17.0%	70	9.9%
Sales vol. : Overseas	218	35.2%	223	2.0%	471	44.1%	433	-8.0%
Sales vol. : CV Overseas	106	12.5%	108	2.2%	214	1.7%	225	5.1%
Sales vol. : LCV Overseas	198	21.1%	187	-5.5%	414	38.5%	373	-9.9%
Overseas Shipment Volume ( Incl ; KD-Set )	303	18.0%	295	-2.8%	628	23.3%	598	-4.8%

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

FY2014-H1 (April '13 to September '13)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	566.2	380.6	91.1	1,037.9	-162.6	875.2
Operating income	42.2	47.1	3.2	92.5	-2.2	90.3

FY2013-H1 (April '12 to September '12)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	572.3	270.9	80.5	923.7	-143.6	780.1
Operating income	40.2	15.2	3.9	59.3	-2.0	57.3