

Supplement Material:

Nov-5-2014
Corporate Communications
Isuzu Motors Limited

Financial Summary: FY2015 First-half Consolidated Results

- April 1 2014 through September 30 2014 -

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

	FY2014 H1 (April '13 to September '13)		FY2015 H1 (April '14 to September '14)		FY2014 (April '13 to March '14)		FY2015 Forecast (April '14 to March '15)	
Net Sales:	875.2	12.2%	882.1	0.8%	1,760.9	6.4%	1,850.0	5.1%
Japan	289.4	3.6%	330.1	14.0%	630.6	6.5%	660.0	4.7%
Overseas	585.8	17.0%	552.0	-5.8%	1,130.3	6.3%	1,190.0	5.3%
Operating Income	90.3	57.5%	77.0	-14.7%	174.2	33.2%	165.0	-5.3%
% to sales	10.3%		8.7%		9.9%		8.9%	
Ordinary Income	96.6	60.0%	84.7	-12.4%	186.6	31.7%	175.0	-6.2%
% to sales	11.0%		9.6%		10.6%		9.5%	
Net Income	56.8	35.0%	49.6	-12.6%	119.3	23.6%	100.0	-16.2%
% to sales	6.5%		5.6%		6.8%		5.4%	
Operating Income : Increase or Decrease			Profit increase due to: Material cost reduction 6.6 FX 0.9 Profit decrease due to: Sales / Model mix -2.5 Steel, oil price etc. fluctuations -1.7 Fixed cost Fluctuations -4.5 Expenses for growth strategy -12.1				Profit increase due to: Material cost reduction 15.0 Sales / Model mix 10.0 FX 3.0 Profit decrease due to: Steel, Oil Price etc. Fluctuations -3.0 Fixed cost Fluctuations -9.2 Expenses for growth strategy -25.0	
Exchange rate	JPY 96/US \$		JPY 103/US \$		JPY 98/US \$		JPY 104/US \$	
Facility Investment	34.8	29.2%	32.7	-5.9%	81.9	42.4%	100.0	22.1%
Depreciation	19.5	15.2%	22.9	17.6%	41.6	16.7%	47.0	13.0%
R&D	33.9	13.8%	37.0	9.2%	66.6	8.9%	76.0	14.1%
Performance Evaluation, etc.			*Increases in sales and decreases in profit *Record-high shipment for CV overseas				*Increases in sales and decreases in profit *Record-high shipment for CV overseas	
Sales vol. : Japan	32	5.1%	36	12.4%	68	8.2%	74	8.1%
Sales vol. : Overseas	223	2.0%	207	-7.1%	427	-9.2%	437	2.3%
Sales vol. : CV Overseas	108	2.2%	121	11.6%	221	3.0%	243	10.3%
Sales vol. : LCV Overseas	187	-5.5%	168	-10.3%	343	-17.1%	354	3.3%
Overseas Shipment Volume (Incl ; KD-Set)	295	-2.8%	288	-2.3%	564	-10.2%	619	9.9%

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

FY2015-H1 (April '14 to September '14)	Japan	Asia	Other	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	601.3	297.1	113.5	1,011.9	-129.8	882.1
Operating income	40.0	32.4	4.3	76.8	0.3	77.0

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