

Supplement Material:

Aug-4-2016
Corporate Communications
Isuzu Motors Limited

Financial Summary: FY2017 First-Quarter Consolidated Results

- April 1 2016 through June 30 2016 -

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

	FY2016-1Q (April '15 to June '15)		FY2017-1Q (April '16 to June '16)		FY2016 (April '15 to March '16)		FY2017 Forecast (April '16 to March '17)	
Net Sales:	473.1	16.8%	432.5	-8.6%	1,927.0	2.5%	1,860.0	-3.5%
Japan	145.9	5.8%	167.1	14.5%	693.1	1.7%	720.0	3.9%
Overseas	327.2	22.5%	265.4	-18.9%	1,233.8	3.0%	1,140.0	-7.6%
Operating Income	49.3	32.6%	36.8	-25.2%	171.6	0.3%	175.0	2.0%
% to sales	10.4%		8.5%		8.9%		9.4%	
Ordinary Income	54.7	42.6%	36.8	-32.7%	186.7	-0.4%	187.0	0.2%
% to sales	11.6%		8.5%		9.7%		10.1%	
*Net Income	35.0	63.9%	23.0	-34.2%	114.7	-2.0%	115.0	0.3%
% to sales	7.4%		5.3%		6.0%		6.2%	
Operating Income : Increase or Decrease			Profit increase due to: Cost Reduction Activity 4.1 Steel, Oil Price etc. Fluctuations 2.3 Profit decrease due to: Sales / Model mix -3.8 Fixed Cost Fluctuations -2.9 Expenses for growth strategy -4.0 FX -8.2		Profit increase due to: Cost Reduction Activity 21.0 Steel, Oil Price etc. Fluctuations 7.3 FX 7.5 Profit decrease due to: Sales / Model mix -4.1 Fixed Cost Fluctuations -6.1 Expenses for growth strategy -25.1		Profit increase due to: Sales / Model mix 1.4 Cost Reduction Activity 20.0 Steel, Oil Price etc. Fluctuations 7.0 Fixed Cost Fluctuations 1.0 Profit decrease due to: Expenses for growth strategy -9.0 FX -17.0	
Exchange rate	JPY 120/US \$		JPY 114/US \$		JPY 120/US \$		JPY 110/US \$	
Facility Investment	23.9	67.2%	19.8	-17.3%	98.0	25.6%	110.0	12.3%
Depreciation	12.9	17.5%	14.3	10.6%	55.8	15.8%	60.0	7.6%
R&D	20.5	29.0%	22.2	8.3%	91.1	17.4%	94.0	3.2%
Performance Evaluation, etc.			•Decrease in both sales and profit		•Record-high Sales •Increased Operating income		•Record-high Operating income	
Sales vol. : Japan	14	0.5%	17	15.9%	71	-3.1%	77	8.7%
Sales vol. : Overseas	112	12.9%	104	-6.6%	438	-0.2%	411	-6.2%
Shipment vol. : CV Overseas	65	10.5%	54	-16.3%	238	-3.9%	230	-3.3%
Shipment vol. : LCV Overseas	96	18.8%	72	-25.0%	349	3.3%	329	-5.7%
Overseas Shipment Volume (Incl ; KD-Set)	160	15.3%	126	-21.5%	587	0.2%	559	-4.7%

*Net income attributable to owners of parent

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

FY2017-1Q (April '16 to June '16)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	302.0	152.5	60.1	514.7	-82.2	432.5
Operating income	20.0	15.4	3.0	38.4	-1.6	36.8

FY2016-1Q (April '15 to June '15)	Japan	Asia	Others	Total	Consl. adj.	Consolidated
	(Billions of yen)					
Total sales	304.1	192.6	61.9	558.6	-85.5	473.1
Operating income	22.1	25.1	2.8	50.0	-0.7	49.3