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**ISUZU ENHANCES CUSTOMER SUPPORT SUITE WITH WORLD FIRST FINANCE OFFER**

In an initiative designed to enhance and evolve the market leading\* company’s customer offer, Isuzu Australia Limited (IAL) has announced the establishment of a finance and leasing company, Isuzu Financial Services Australia (IFSA).

With operations due to commence in the third quarter of 2026, the undertaking in Australia is the first leasing company founded by the Isuzu Group outside Japan and is a joint venture between IAL with 80 per cent of shares and experienced global financiers, Tokyo Century Corporation (TCC) with the remaining 20 per cent share.

The move is part of the broader Isuzu Motors medium term business plan which focuses on the strengthening of existing operations and evolving the company’s product and service suite.

According to IAL Managing Director and Chief Executive Officer, Mr Takeo Shindo, the launch of IFSA was the latest and boldest initiative in the local company’s efforts to ensure it provided an industry-best product and service offering covering all aspects of commercial vehicle ownership.

“Isuzu has a long and proud record in Australia and our success is built on understanding the complexities and sophistication of the local truck market and delivering a fit for purpose product, backed by industry-best support,” Mr Shindo said.

“Australia is regarded as one of the premiere markets for Isuzu worldwide, and Isuzu Australia is a centre of expertise in the global Isuzu family.

“With the launch of IFSA, we are achieving a goal for Isuzu internationally, and we are adding another key product for our customers – an integrated finance solution.

“We’re looking to support our customers across their commercial vehicle ownership experience, and IFSA provides us with critical competency of vehicle finance and leasing.

“For our customers, it’s a compelling offer of expert support in commercial vehicle acquisition, maintenance, finance and lifecycle planning,” he said.

The Isuzu maintained operating lease will be available at the point of vehicle sale through the Isuzu Dealer Network and will include the vehicle and body, registration, comprehensive service agreement, roadside assistance and other services.

Further, the asset risk and responsibility for disposal or resale at the conclusion of the lease is also covered in the maintained operating lease.

IAL Director and Chief Operating Officer, Mr Andrew Harbison commented on the impact the new company would have on Isuzu’s full-service product suite for Australian commercial vehicle owners and operators.

“The addition of a finance and maintenance package is a significant enhancement to the suite of support services we have available for our customers,” Mr Harbison said.

“Uptime and productivity are key deliverables in the operation of capital equipment. As business becomes more complex, partnering with experts for core proficiencies such as commercial vehicle asset procurement, financing, maintenance and the eventual turn-over of assets is an increasingly desirable option for many of our customers.

“With our existing stable of customer support products such as Service Agreements and Isuzu insurance, this is another tool for customers to manage their total cost of ownership and allows for the business efficiencies of known monthly and overall costs.

“It’s about providing our customers with the confidence that we’ve got their commercial vehicle requirements covered and they can focus on what they do best – their business,” he said.

The establishment of Isuzu Financial Service Australia was formally announced by Isuzu Motors Limited and Tokyo Century Corporation, in Tokyo, Japan on Tuesday 5, August, 2025.

On the announcement of the company, founding partner Tokyo Century Corporation Senior Executive Officer, Mr Toshio Kitamura commented:

“We are truly honoured to establish this new joint venture in Australia with Isuzu Motors, one of our most important international partners.

“Expanding the strong collaborative model, we have built together in the U.S. market into Australia, a key growth market, represents a significant milestone in our global strategy.

“With the success of this new partnership, we aim to achieve sustainable growth and enhanced corporate value for both companies,” Mr Kitamura said.

***\*****According to T-Mark reports issued by Truck Industry Council (TIC), owner and compiler of the official T-Mark truck market sales database.*

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