

# **FY2008 Second Quarter Financial Results**



**SUZUKI MOTOR CORPORATION**

**October 31, 2008**

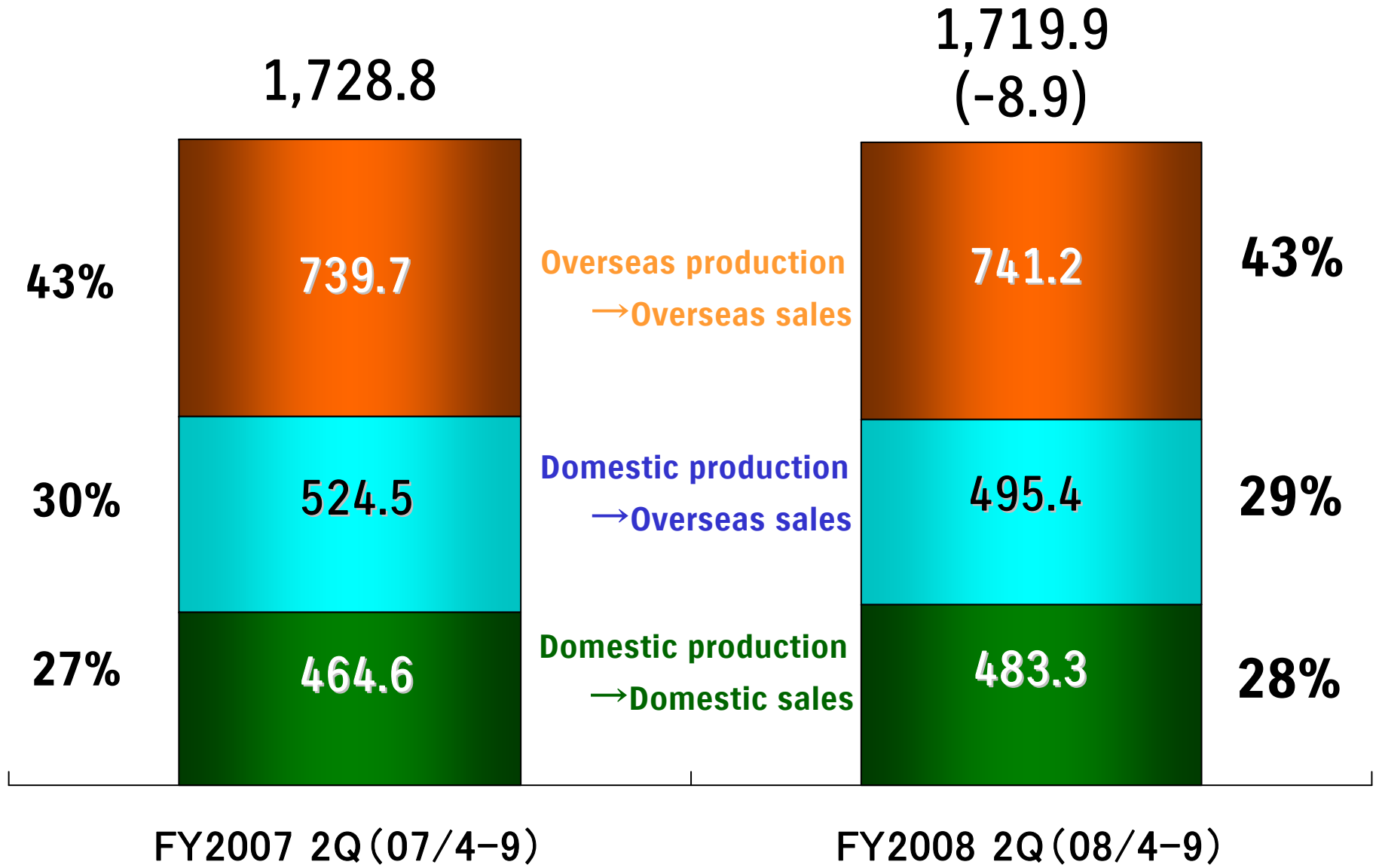
Amount: Billion Yen

	FY2007 2Q (07/4~9)	FY2008 2Q (08/4~9)	Change	
Net sales	1,728.8	1,719.9	- 8.9	- 0.5%
Operating income (Ratio)	78.7 (4.6%)	60.7 (3.5%)	- 18.0	- 22.9%
Ordinary income (Ratio)	85.2 (4.9%)	68.8 (4.0%)	- 16.4	- 19.2%
Net income (Ratio)	46.1 (2.7%)	34.2 (2.0%)	- 11.9	-25.7%



# Consolidated : Net Sales (2Q Cumulative)

Amount: Billion Yen



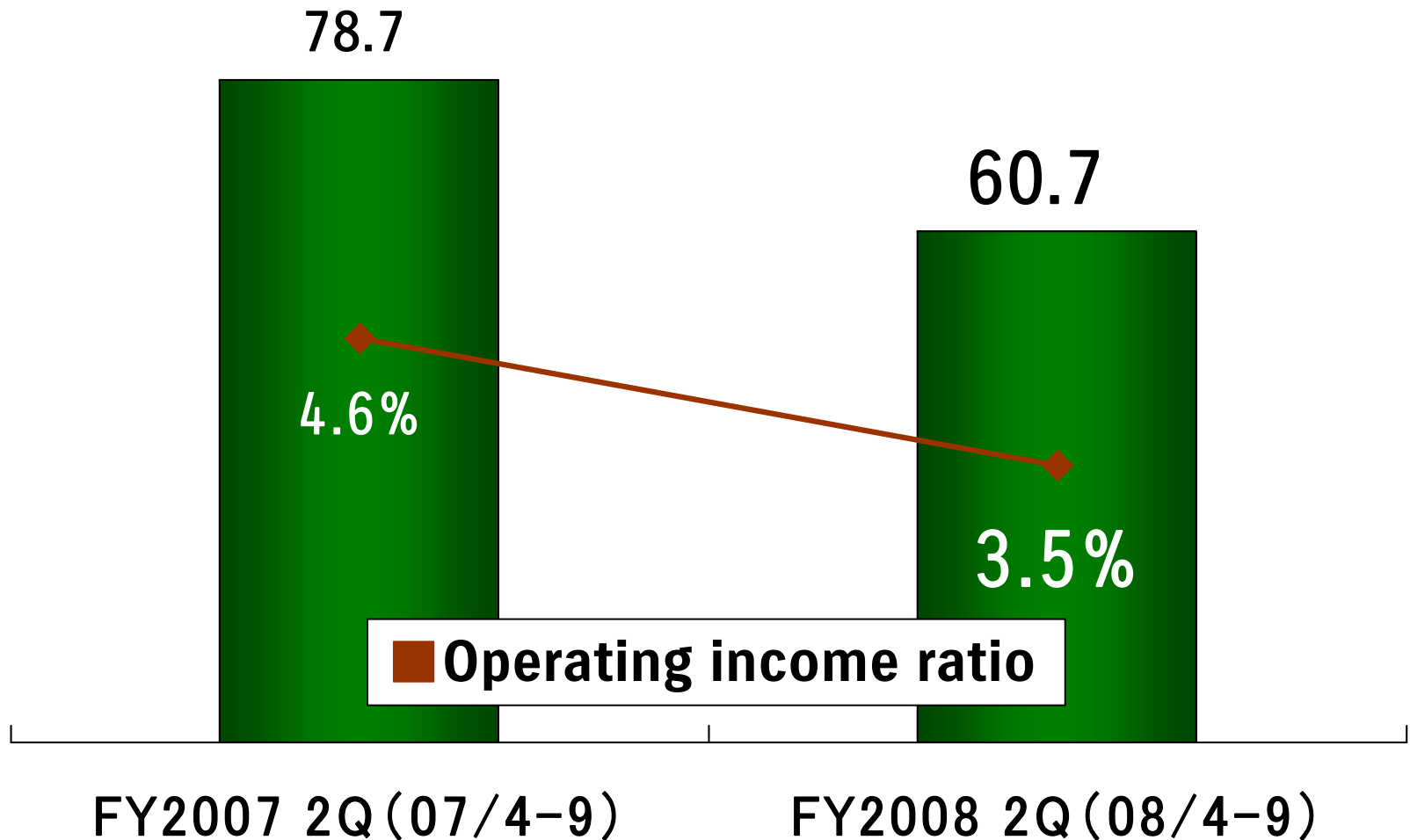
# Consolidated : Net Sales (Year-to-Year Comparison) (2Q Cumulative)

Amount: Billion Yen

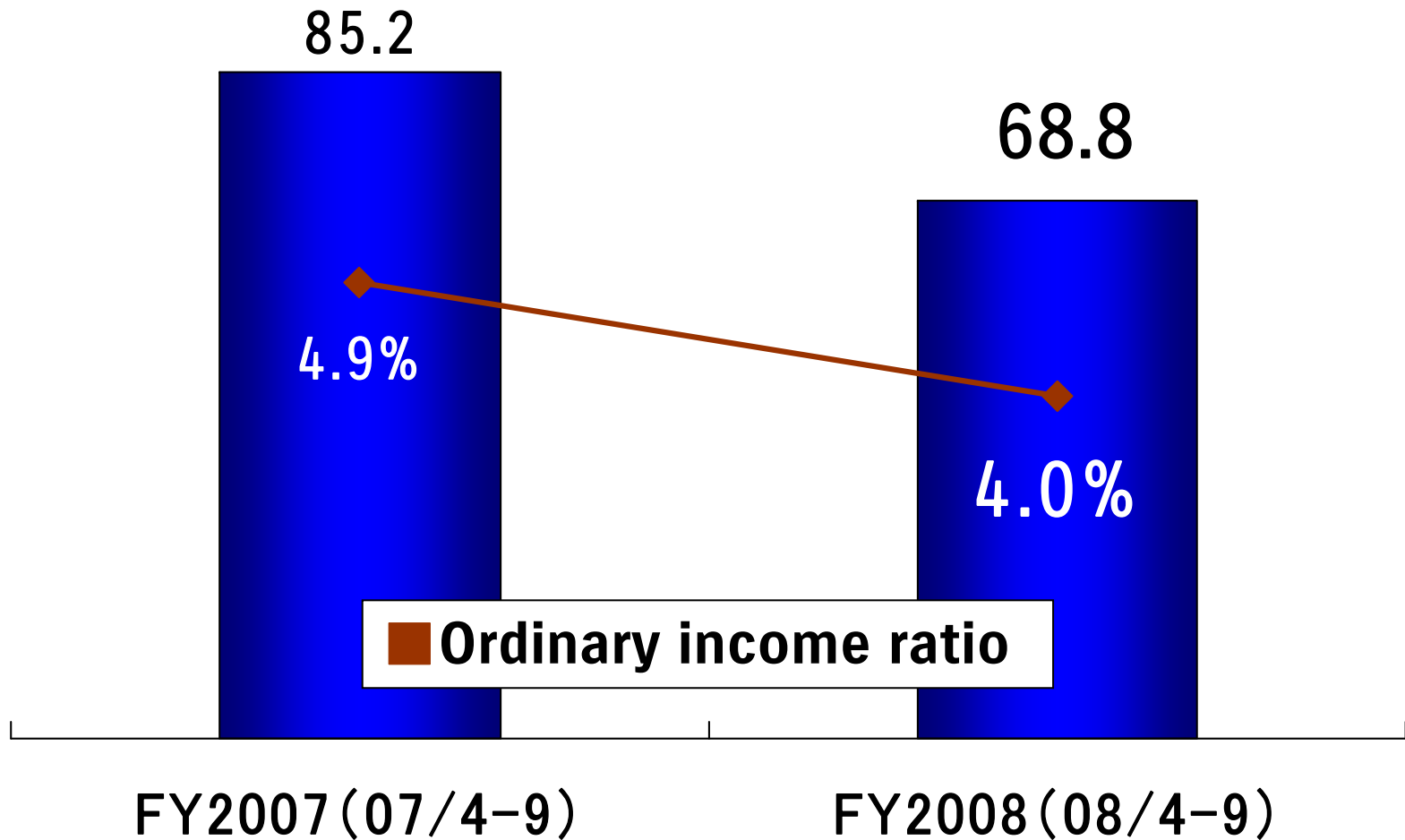
	Consolidated net sales (year-to-year comparison)			
	Motorcycle	Automobile	Others	Total
Domestic	+ 1.1	+ 0.4	+ 3.1	+ 4.6
Overseas	- 10.6	- 13.7	- 3.5	- 27.8
Europe	- 13.3	+ 17.2	- 0.8	+ 3.1
North America	- 18.8	- 28.5	- 3.4	- 50.7
Asia	+ 14.0	- 16.6	+ 0.2	- 2.4
Others	+ 7.5	+ 14.2	+ 0.5	+ 22.2
<b>Total</b>	<b>- 9.5</b>	<b>- 13.3</b>	<b>- 0.4</b>	<b>- 23.2</b>

※ Excluding Financial Services

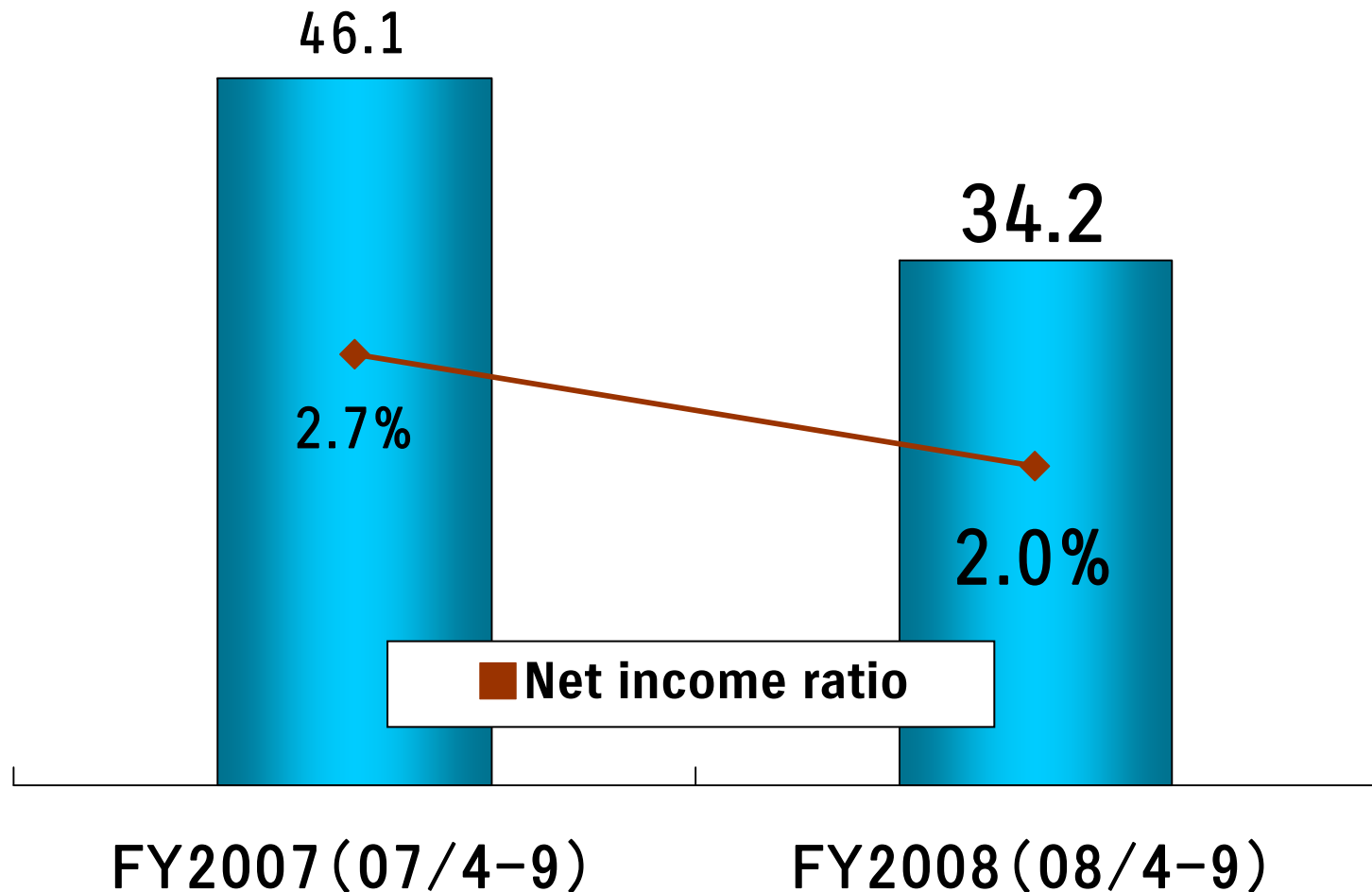
18 billion yen(-22.9%) decline in profit



16.4 billion yen(-19.2%) decline in profit



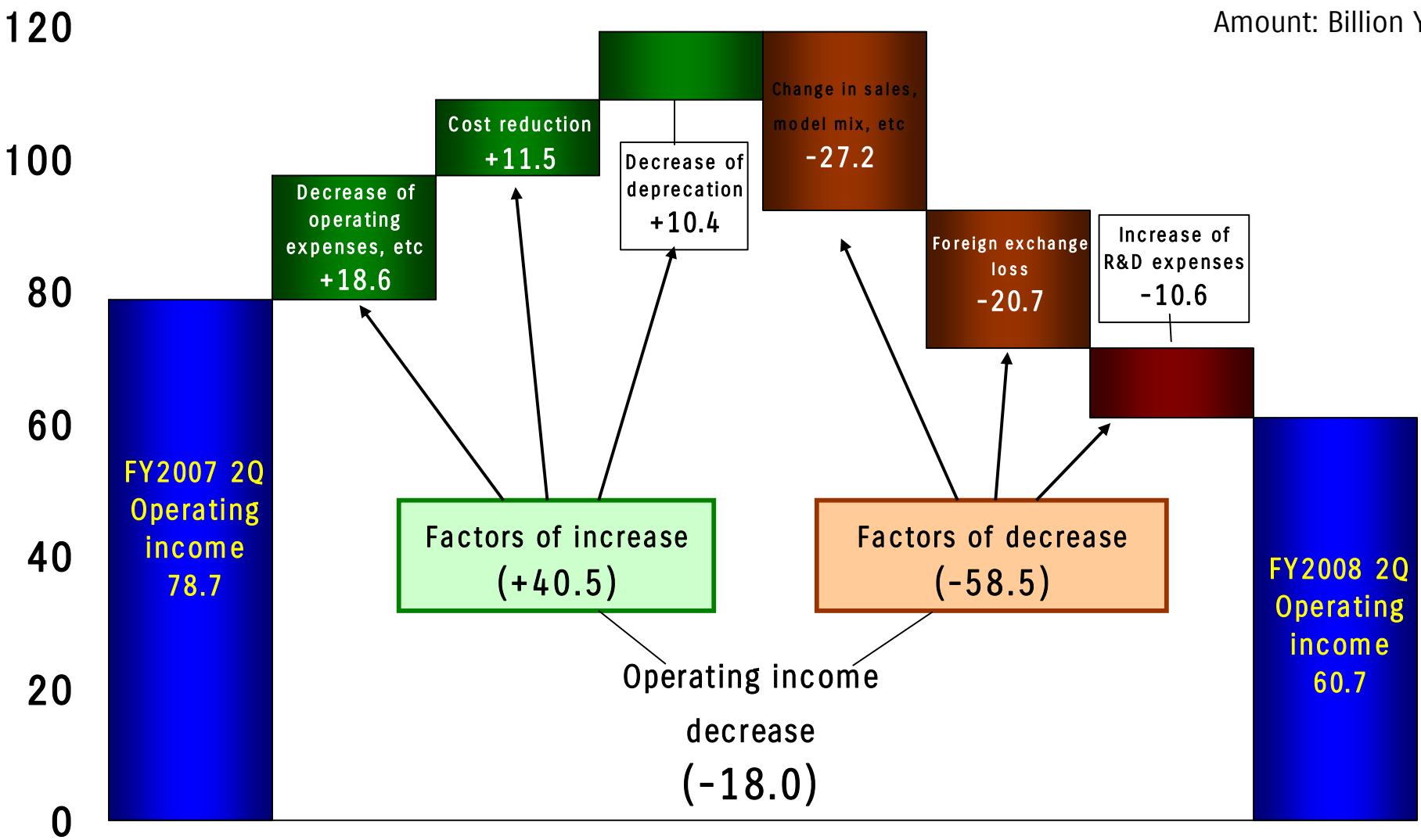
11.9 billion yen(-25.7%) decline in profit





# Consolidated : Factors of Change in Operating Income (2Q Cumulative)

Amount: Billion Yen



(Change in sales, model mix, etc includes effect of rise in raw material prices -23.3)

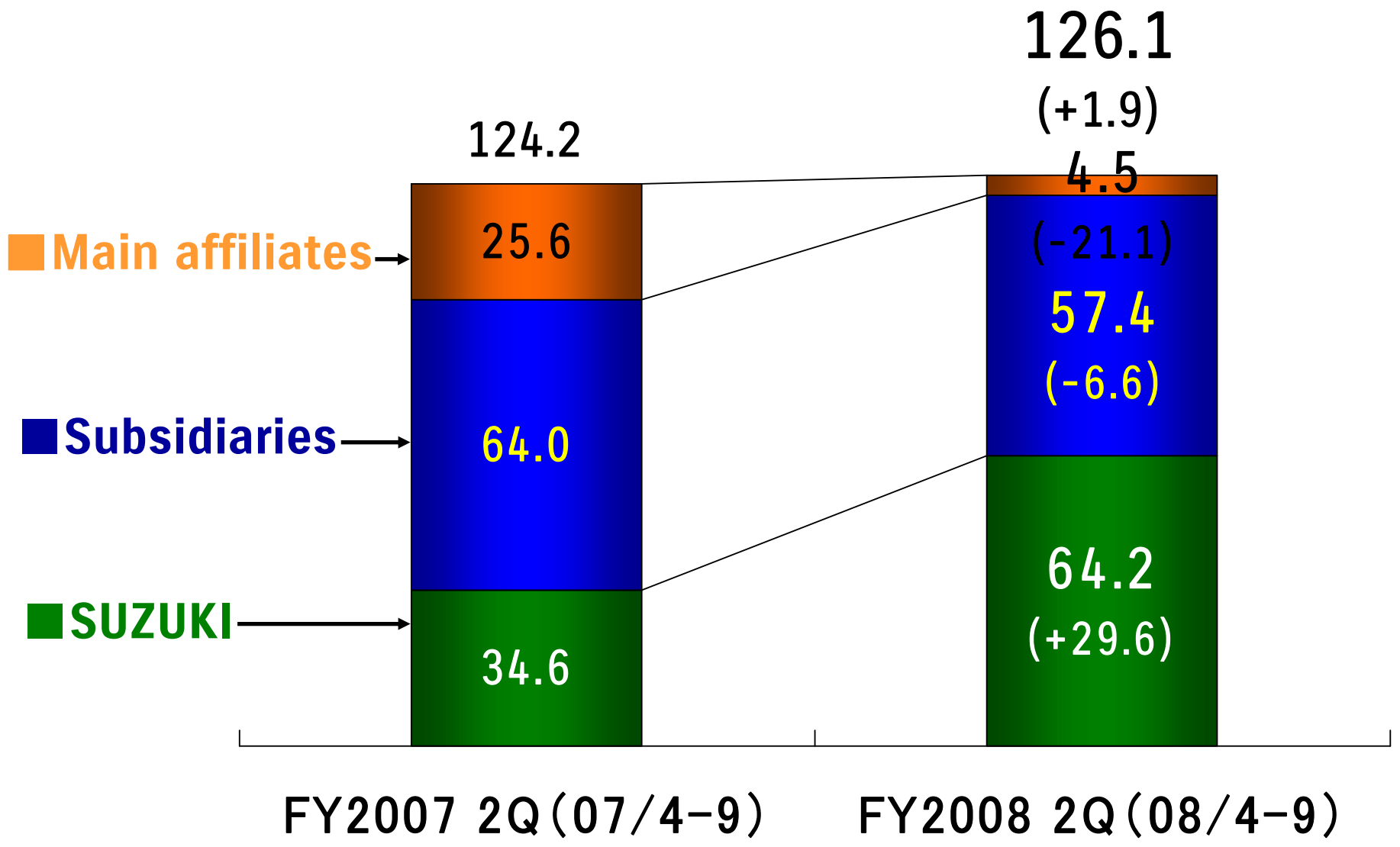
	U.S. Dollar	Euro	Others
FY2008 2Q (08/4-9)	106 yen	162 yen	—
FY2007 2Q (07/4-9)	119 yen	161 yen	—
Change	-13 yen	+ 1 yen	—
Effect of ForEx rates	-6.7 billion yen	+0.4 billion yen	-14.4 billion yen
	Total -20.7 billion yen		



# Consolidated : Capital Expenditures (including amount of main affiliates)

(2Q Cumulative)

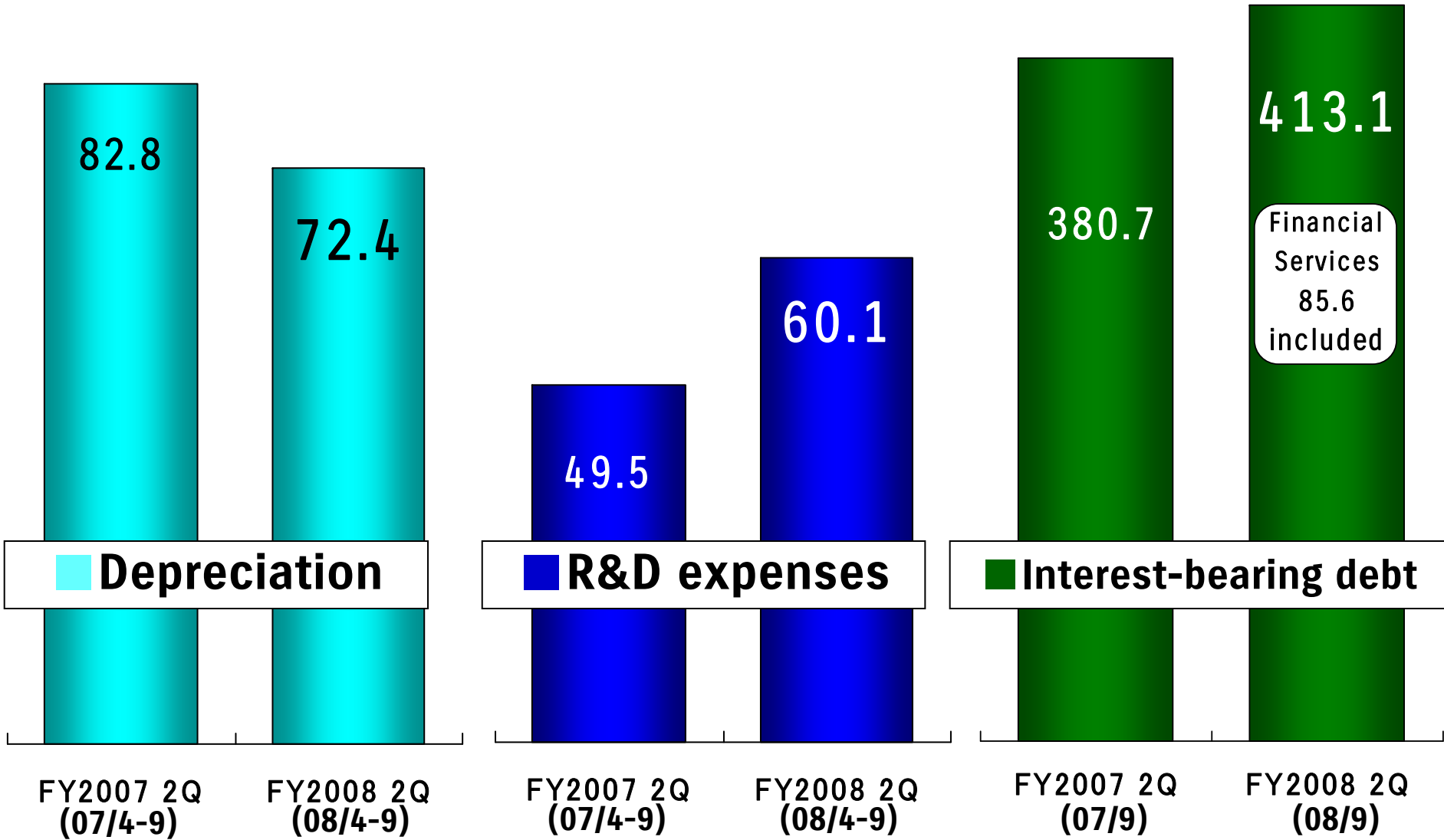
Amount: Billion Yen



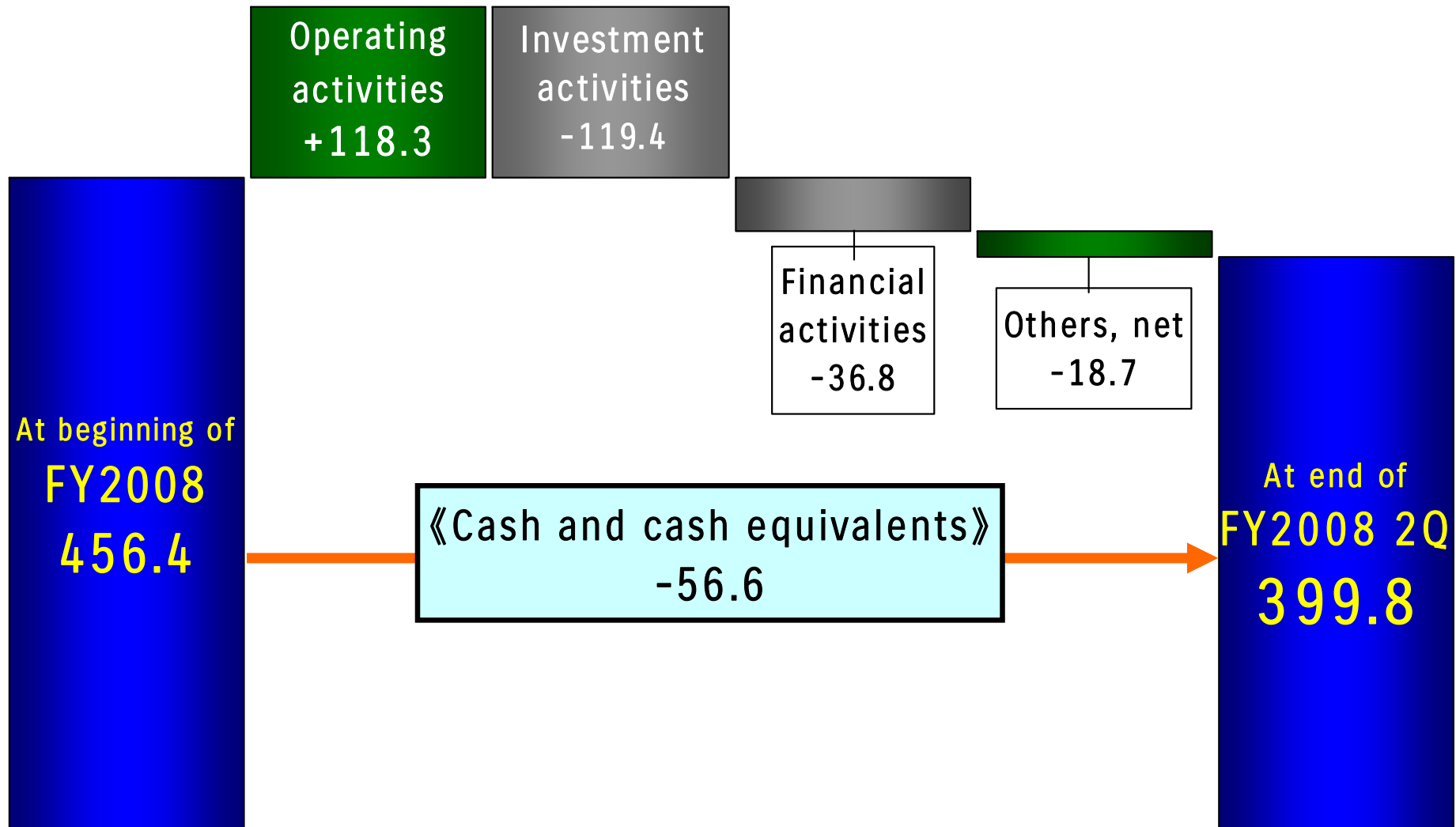


# Consolidated : Depreciation, R&D Expenses, Interest-Bearing Debt (2Q Cumulative)

Amount: Billion Yen

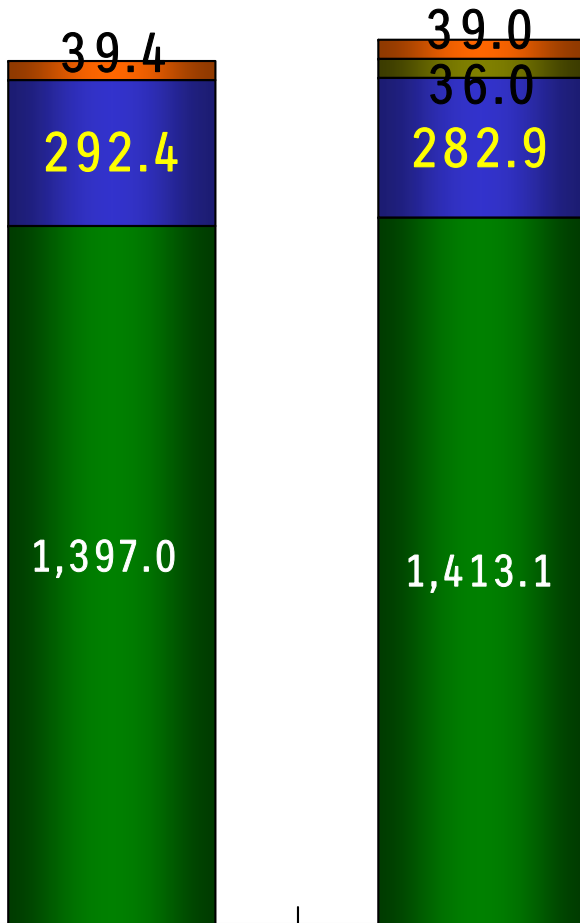


Amount: Billion Yen



Amount: Billion Yen

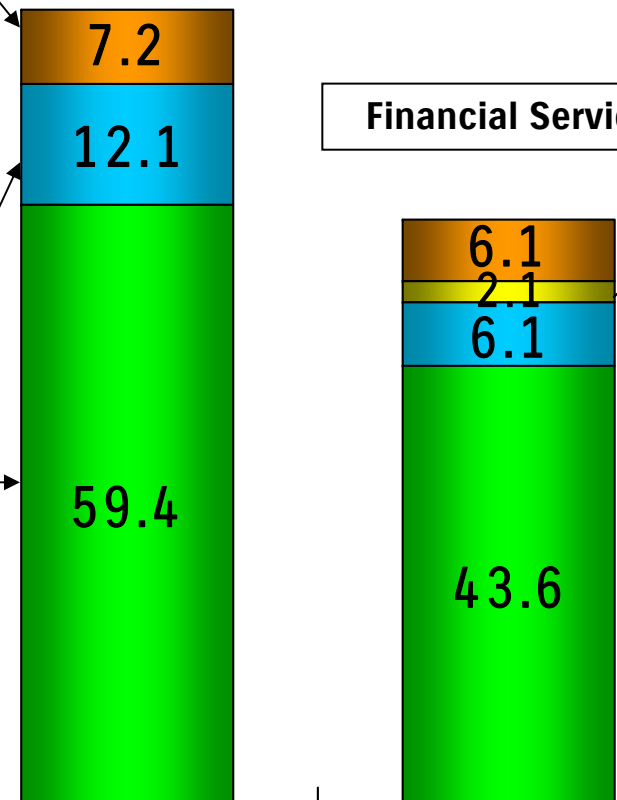
## Net sales



FY2007 2Q  
(07/4-9)

FY2008 2Q  
(08/4-9)

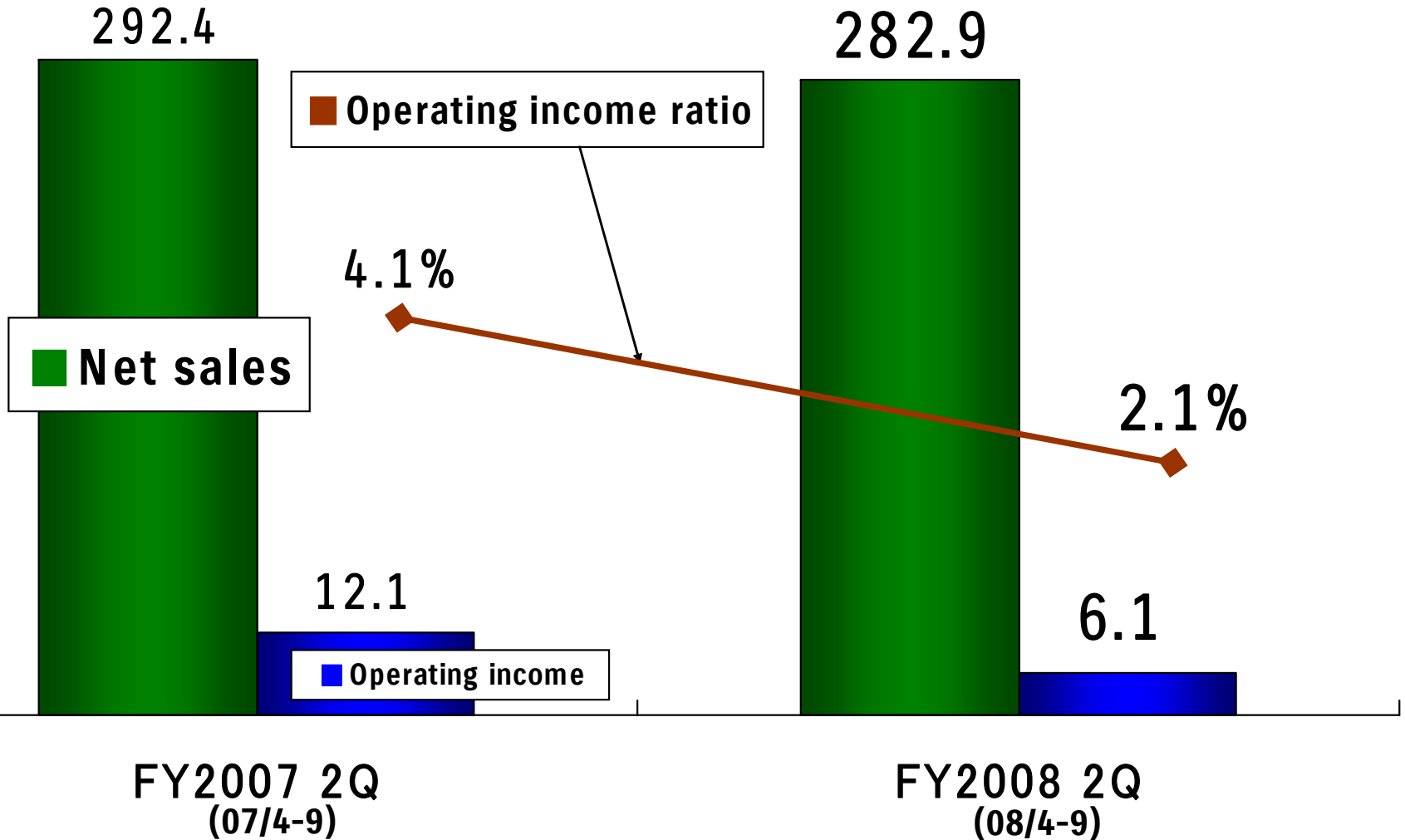
## Operating income



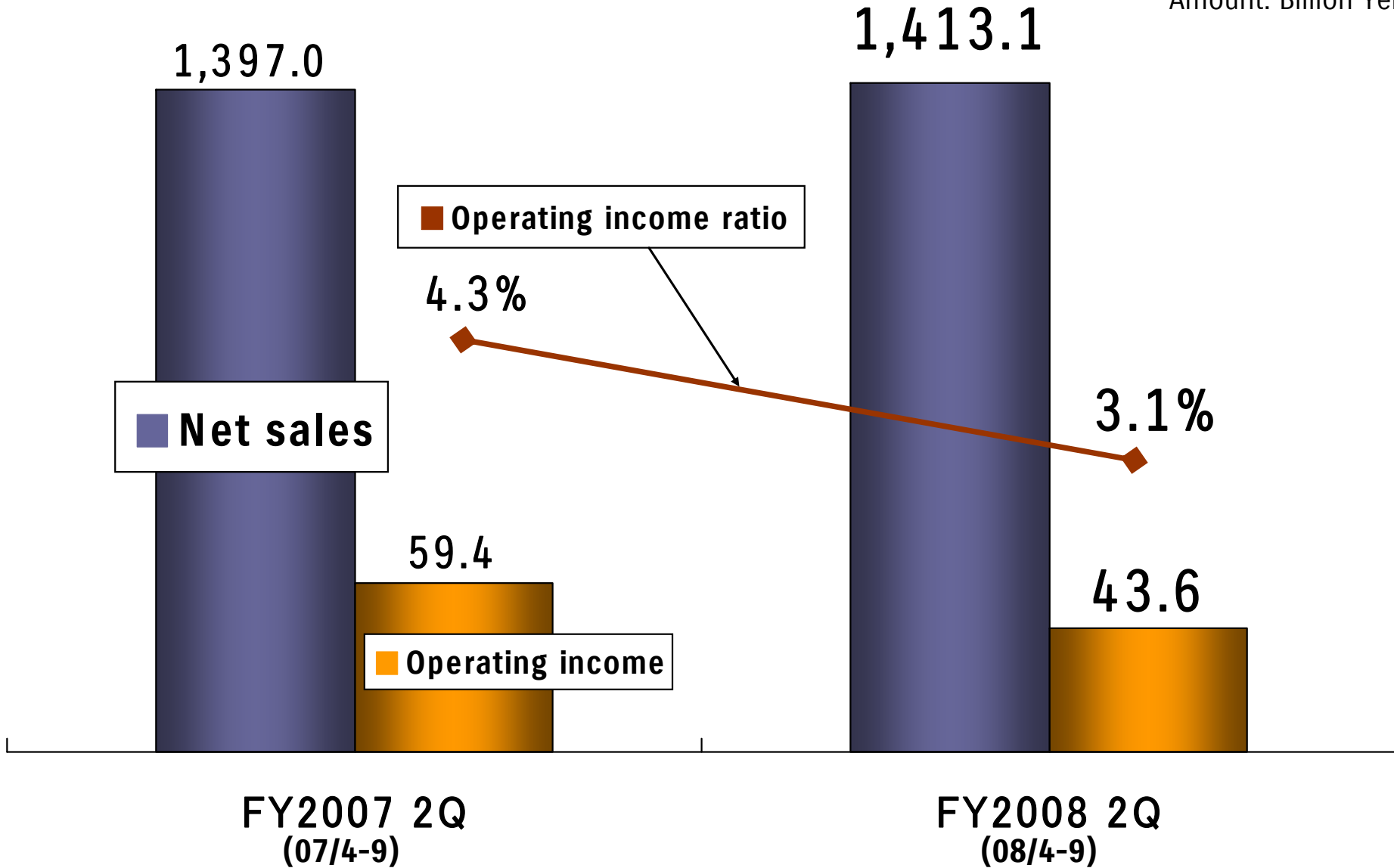
FY2007 2Q  
(07/4-9)

FY2008 2Q  
(08/4-9)

Amount: Billion Yen



Amount: Billion Yen





# Consolidated : Business Segment - Automobile (2Q Cumulative)



**SPLASH**

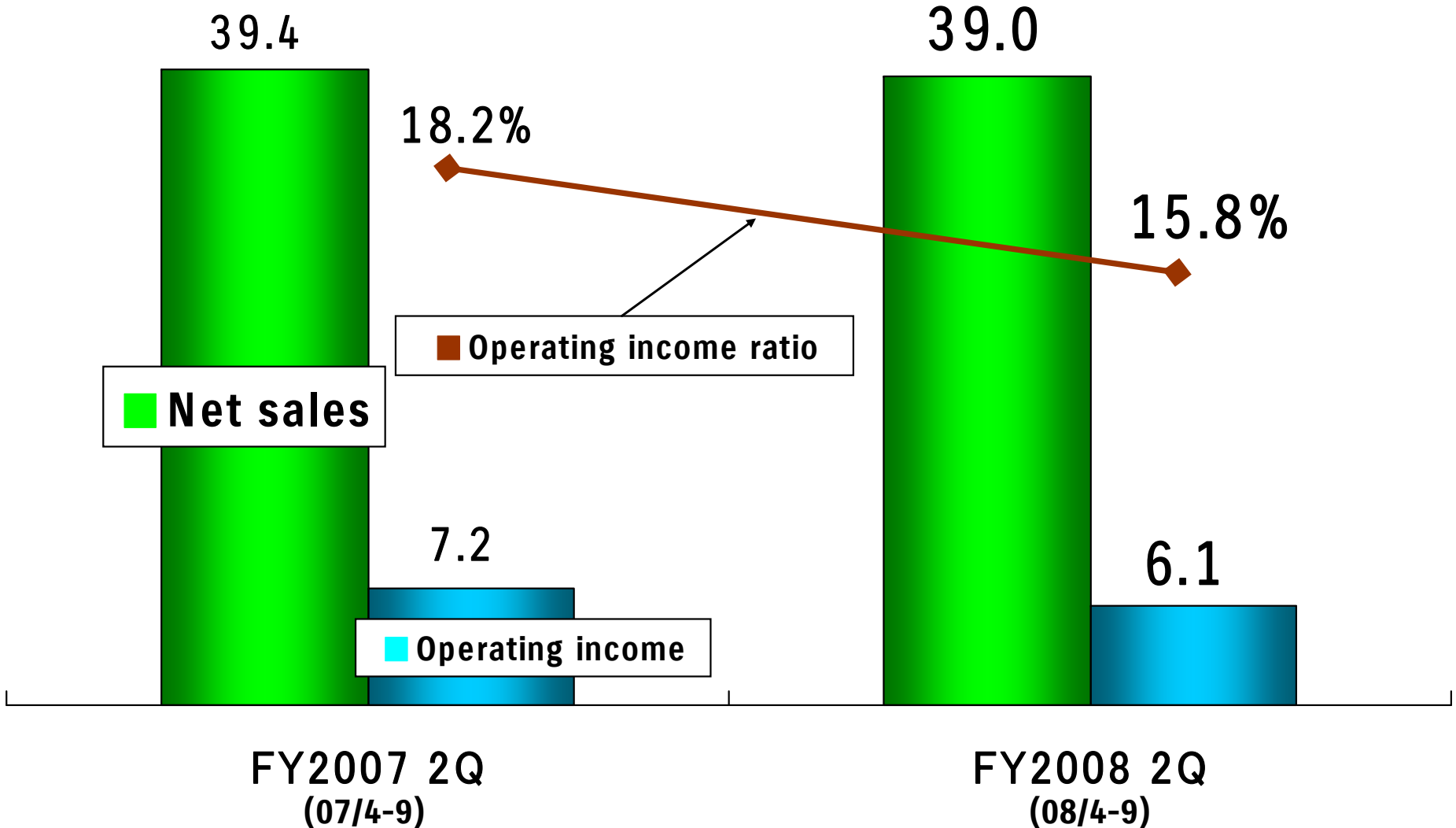


**Mini-car  
PALETTE**



**SWIFT SEDAN (SWIFT DZier) India**

Amount: Billion Yen

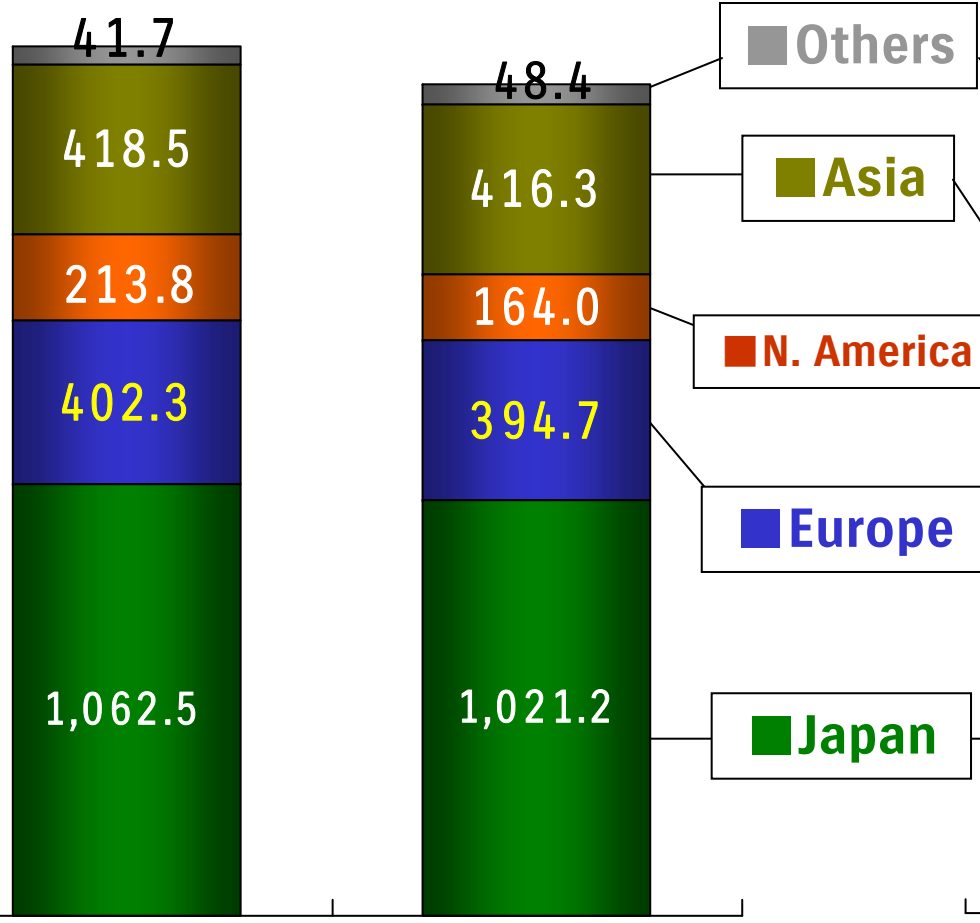




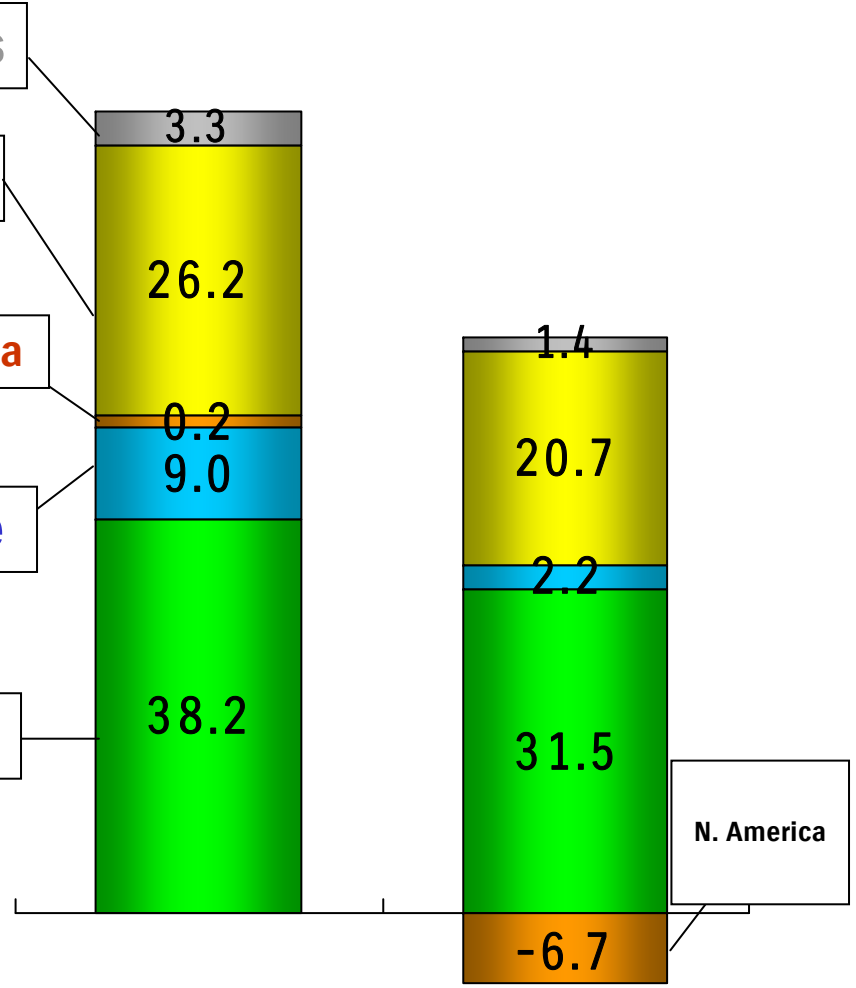
# Consolidated : Geographical Segment (2Q Cumulative)

Amount: Billion Yen

## Net sales



## Operating income



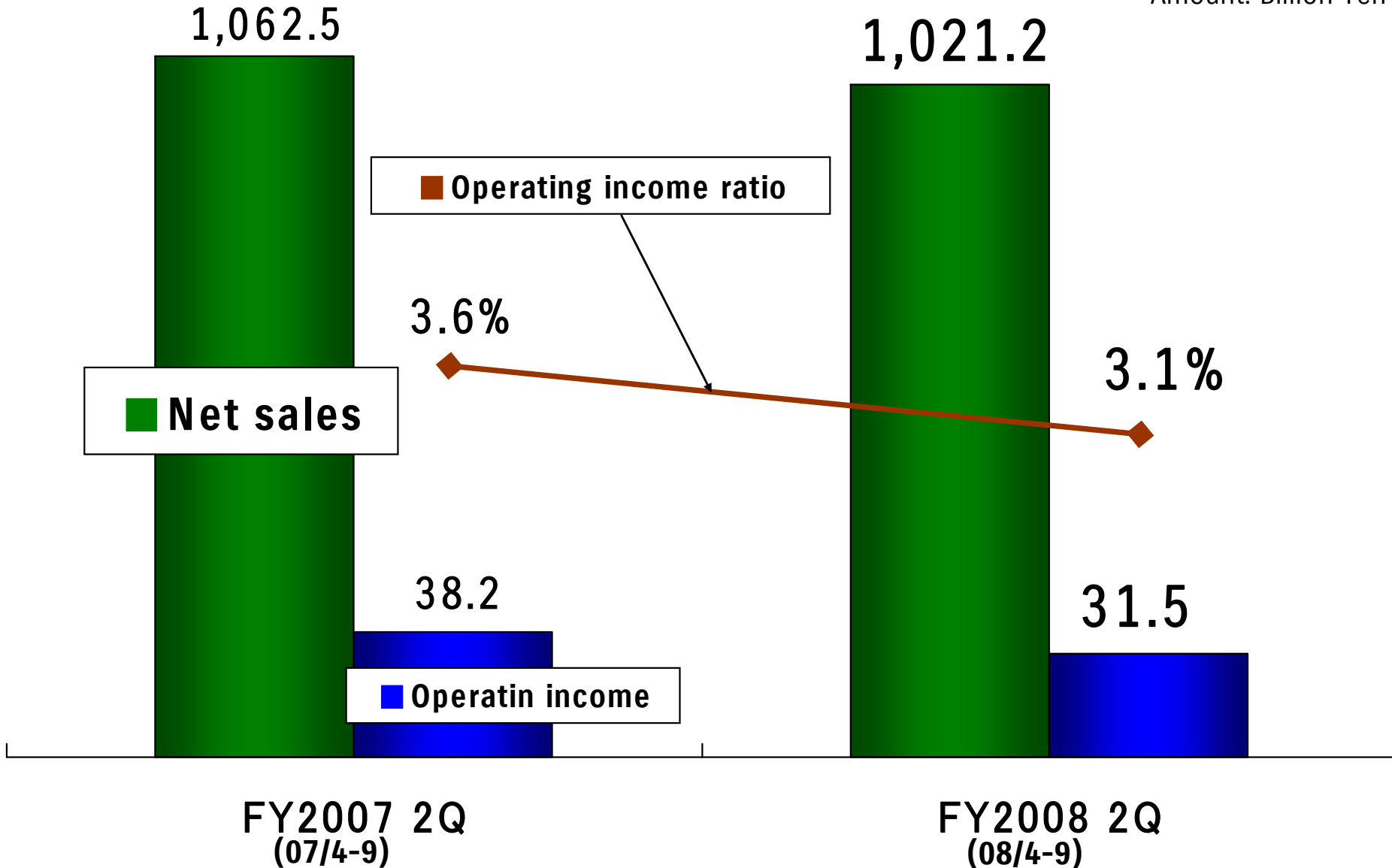
FY2007 2Q  
(07/4-9)

FY2008 2Q  
(08/4-9)

FY2007 2Q  
(07/4-9)

FY2008 2Q  
(08/4-9)

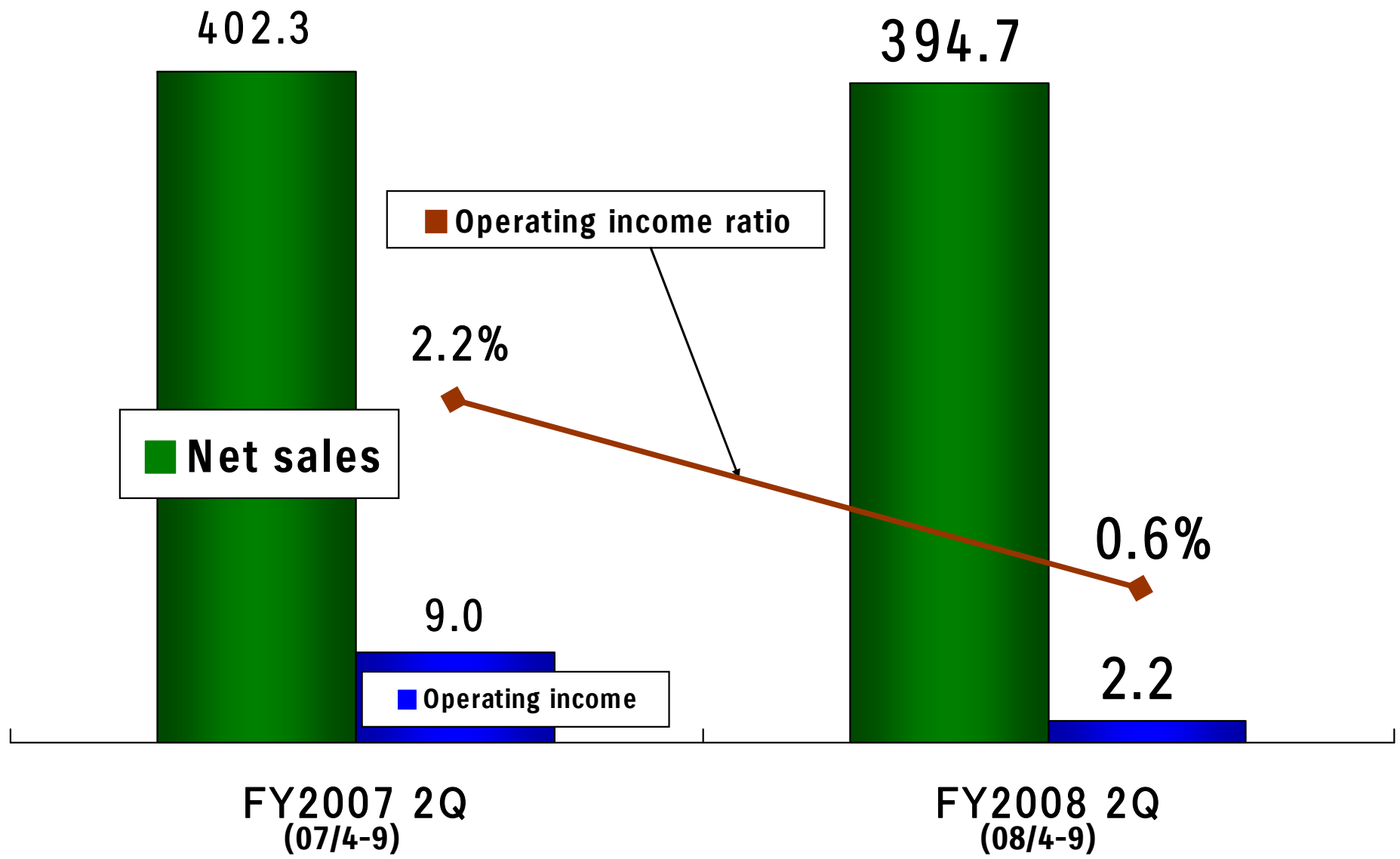
Amount: Billion Yen





# Consolidated : Geographical Segment - Europe (2Q Cumulative)

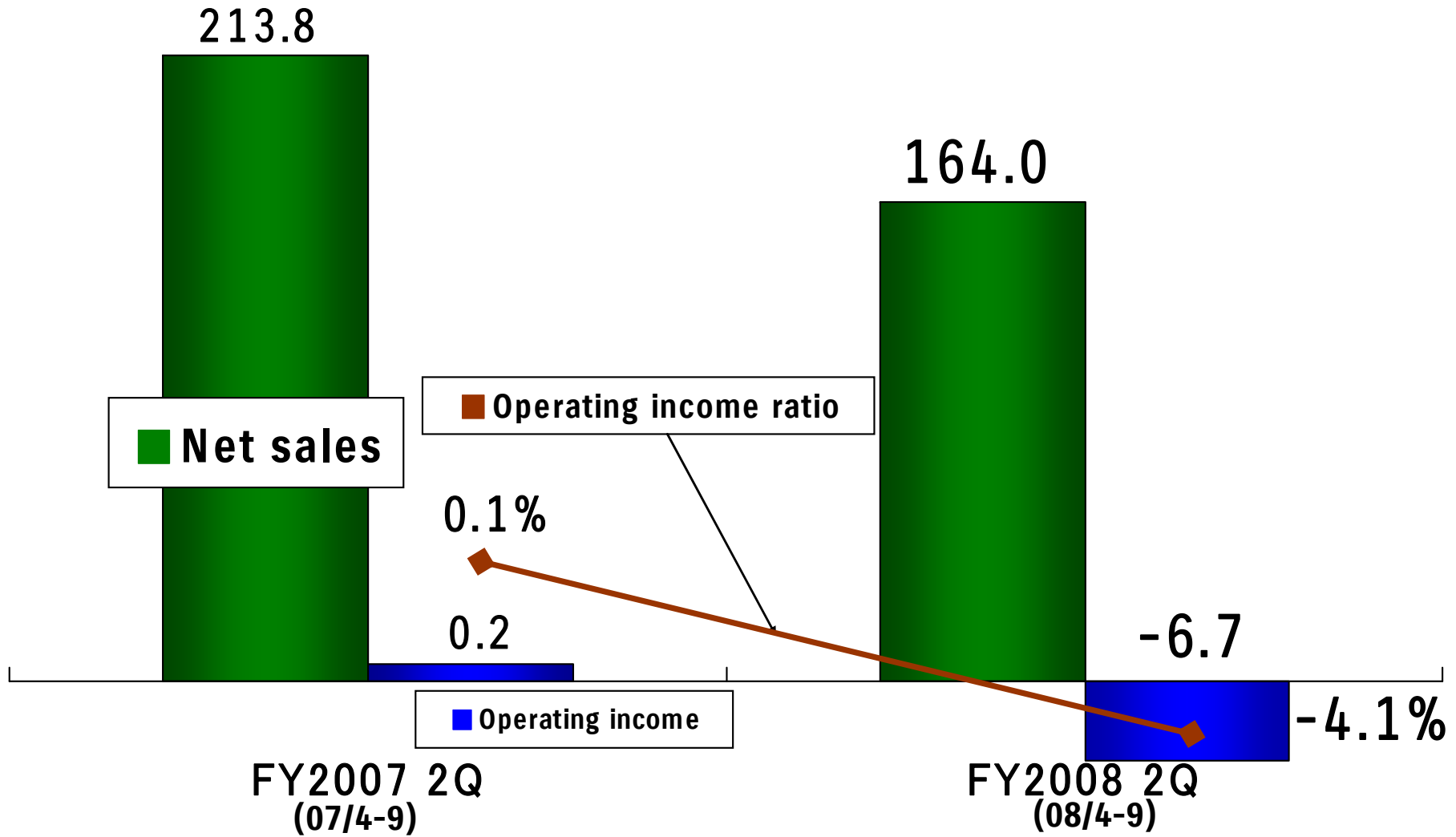
Amount: Billion Yen



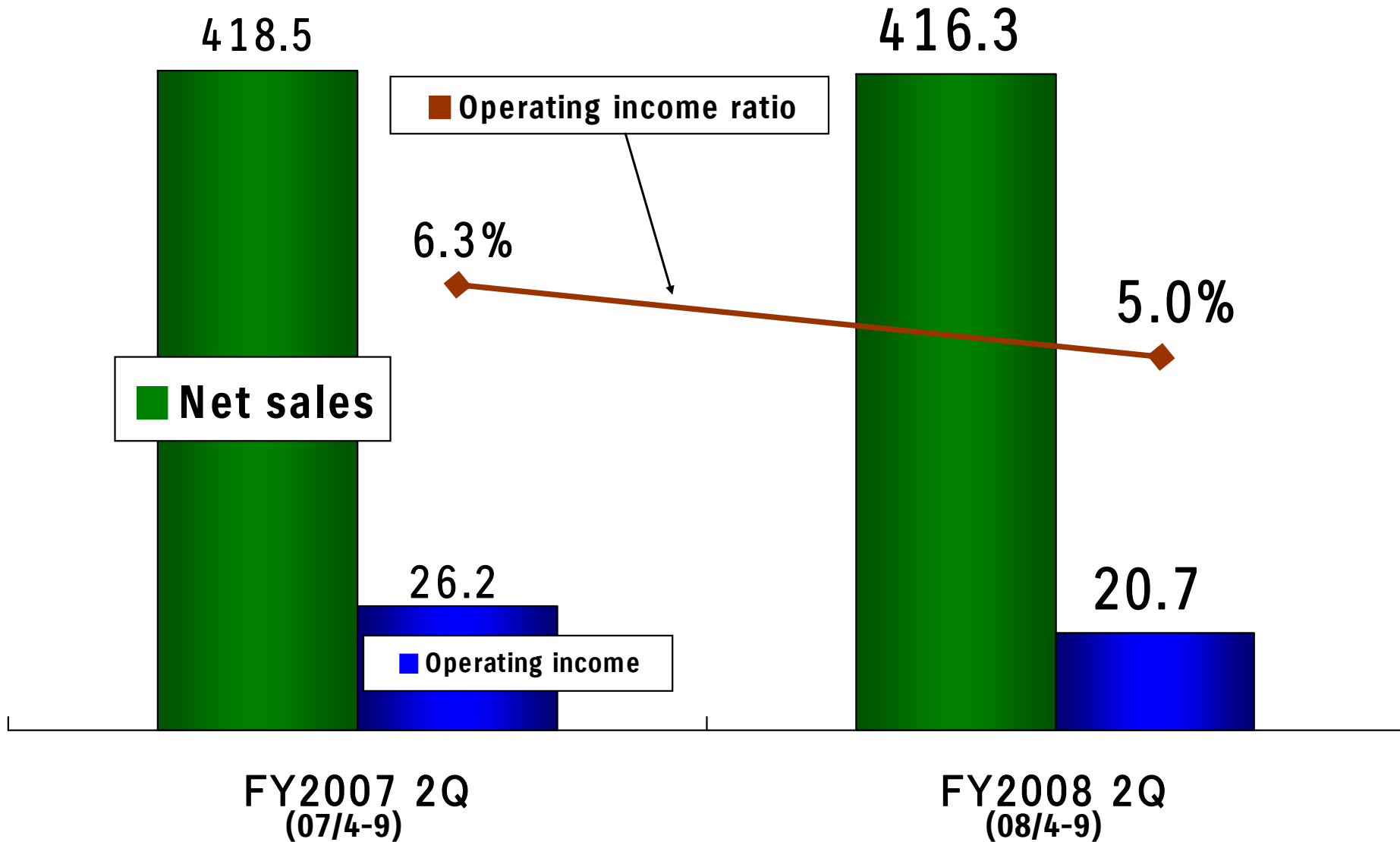


# Consolidated : Geographical Segment - North America (2Q Cumulative)

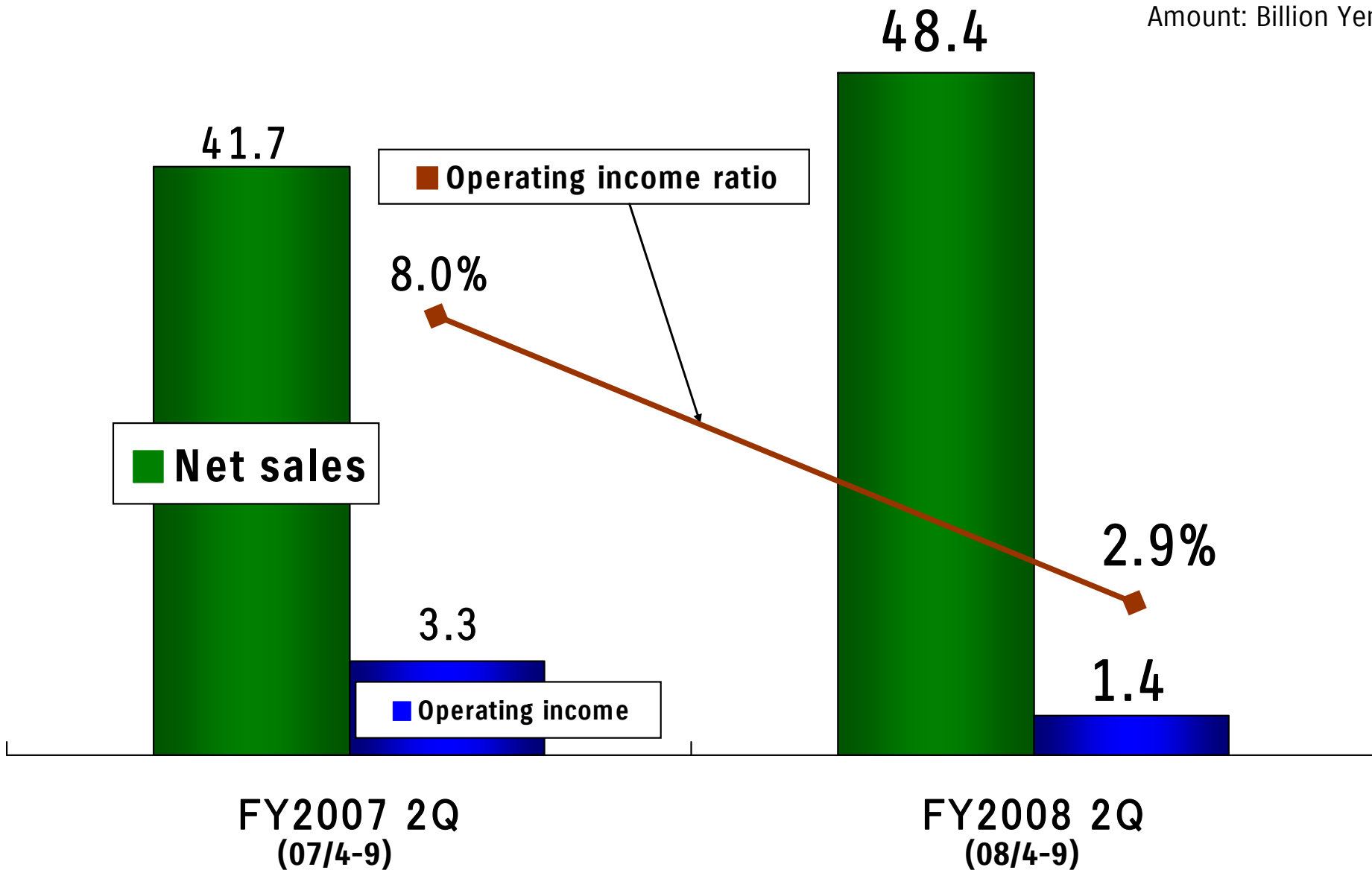
Amount: Billion Yen



Amount: Billion Yen

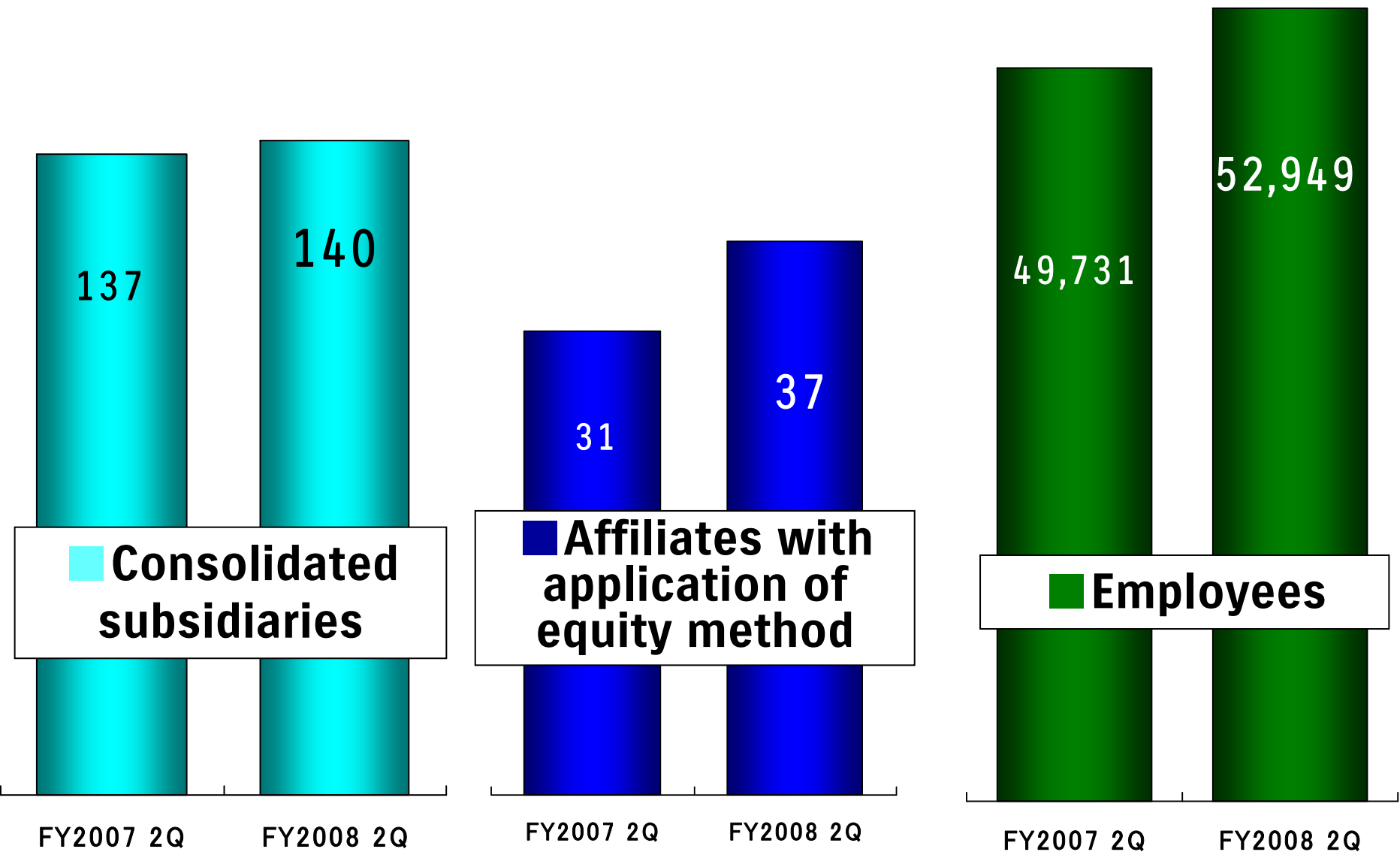


Amount: Billion Yen



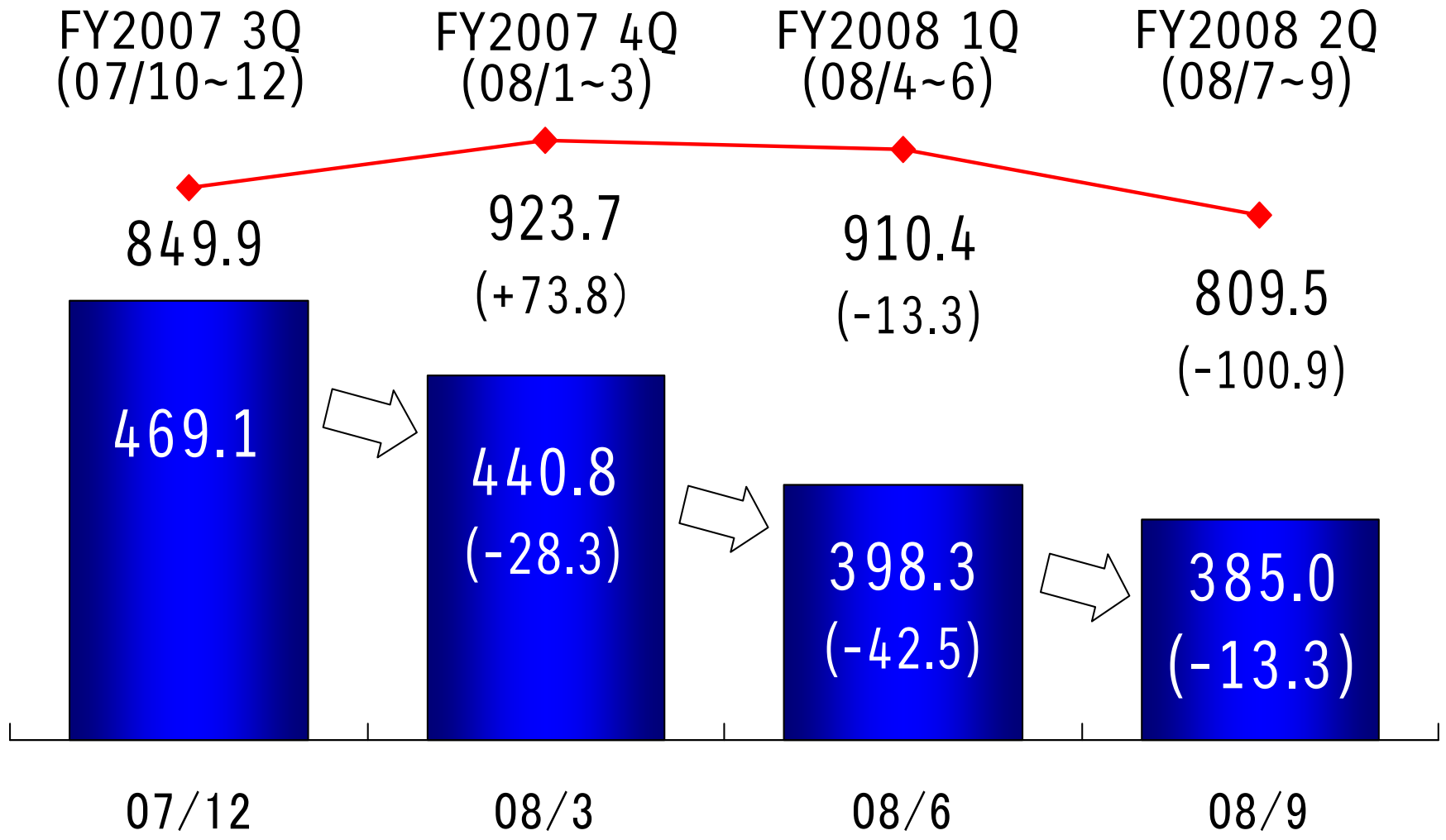


# Consolidated : Number of Subsidiaries, Affiliates, Employees (2Q Cumulative)



Amount: Billion Yen

◆ Sales    ■ Inventory



## Sales and income decrease

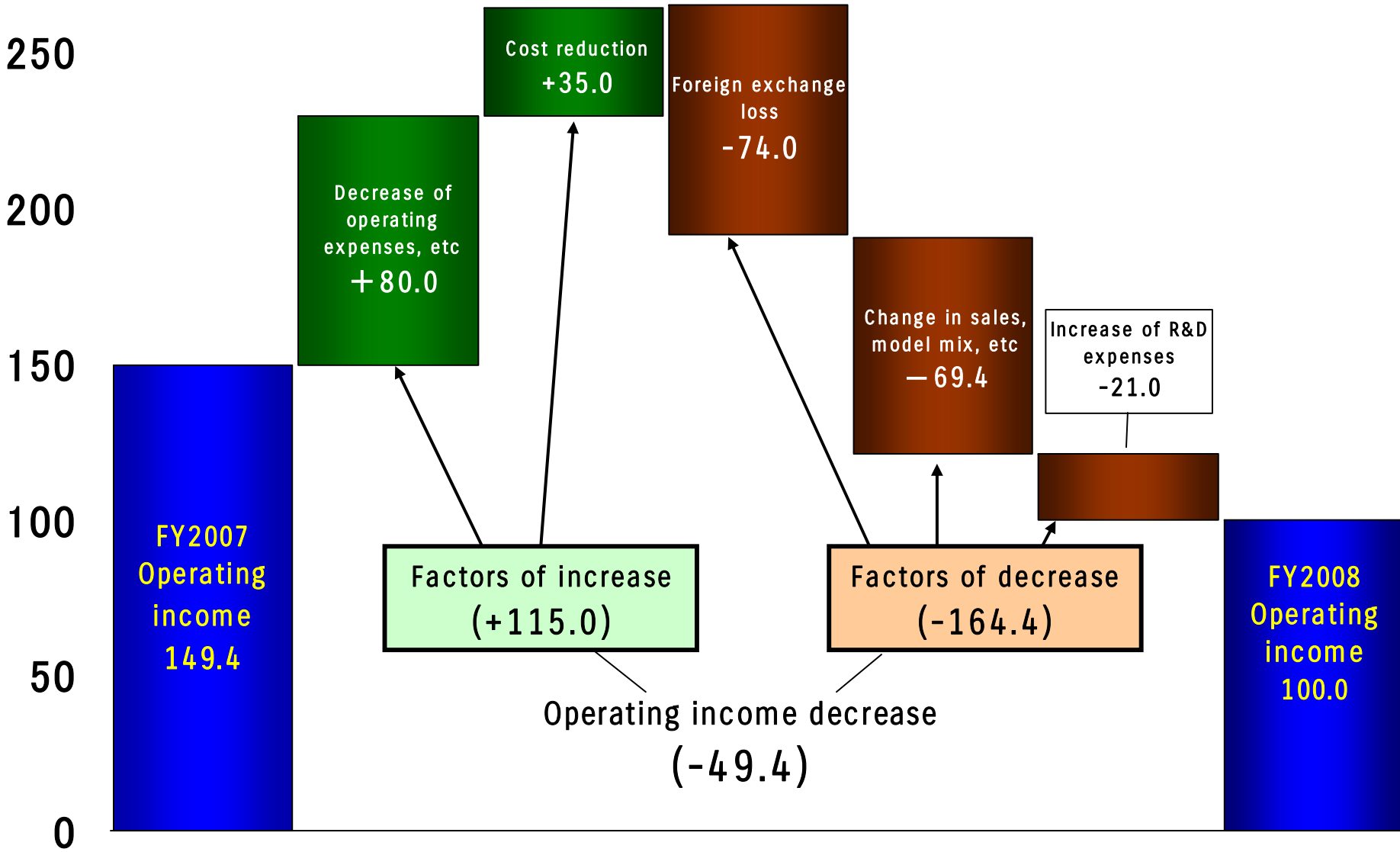
Amount: Billion Yen

	Revised Forecast	Original Forecast	FY2007
Net sales	3,200.0	3,500.0	3,502.4
Operating income	100.0	140.0	149.4
Ordinary income	110.0	150.0	156.9
Net income	60.0	80.0	80.3
ForEx rates	US dollar 100 yen (2 <sup>nd</sup> half 95 yen)	102 yen (1 <sup>st</sup> half 110 yen 2 <sup>nd</sup> half 95 yen)	114 yen
	Euro 140 yen (2 <sup>nd</sup> half 125 yen)	155 yen (1 <sup>st</sup> half 160 yen 2 <sup>nd</sup> half 150 yen)	160 yen

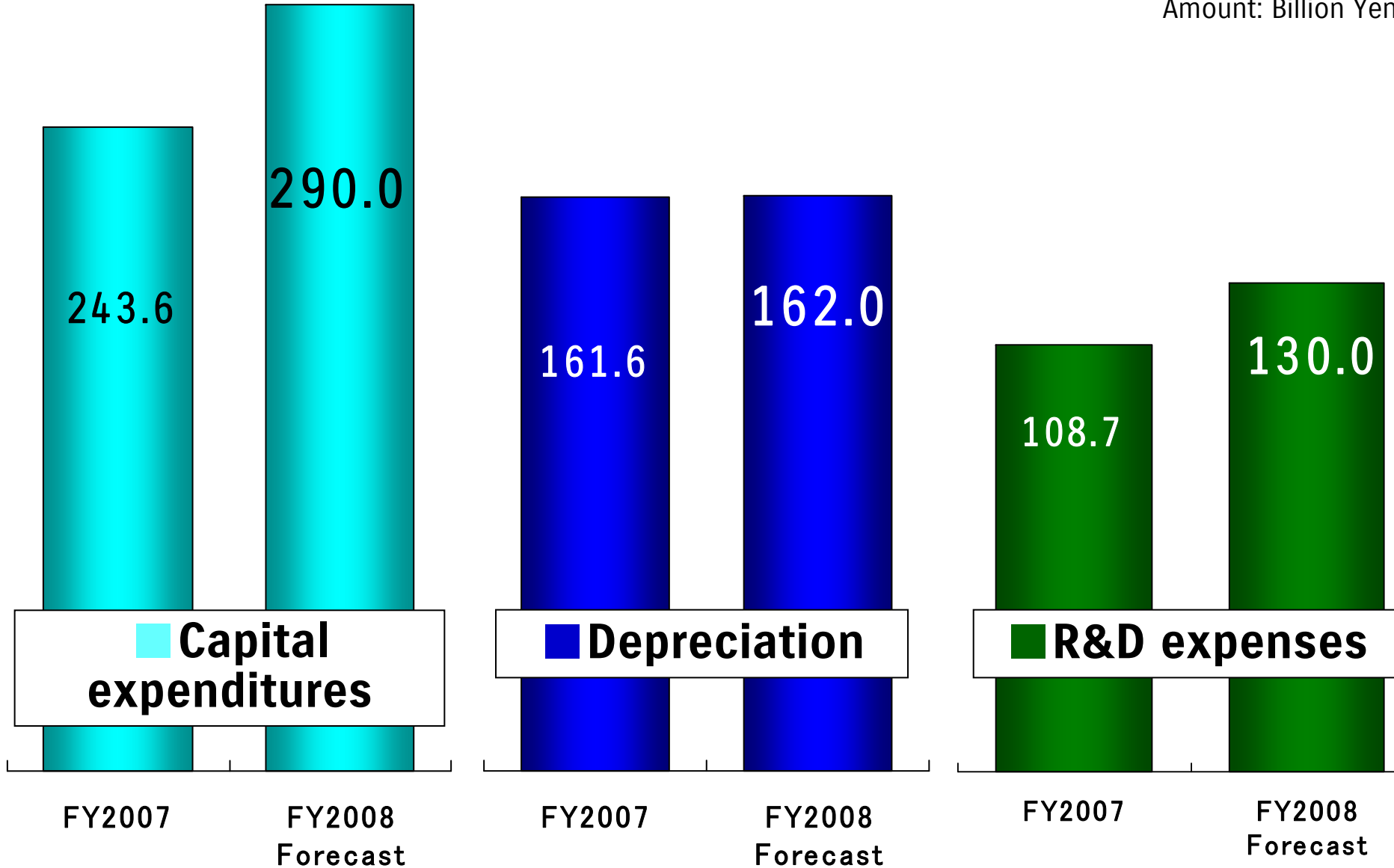


# Consolidated : FY2008 Forecast - Factors of Change in Operating Income

Amount: Billion Yen



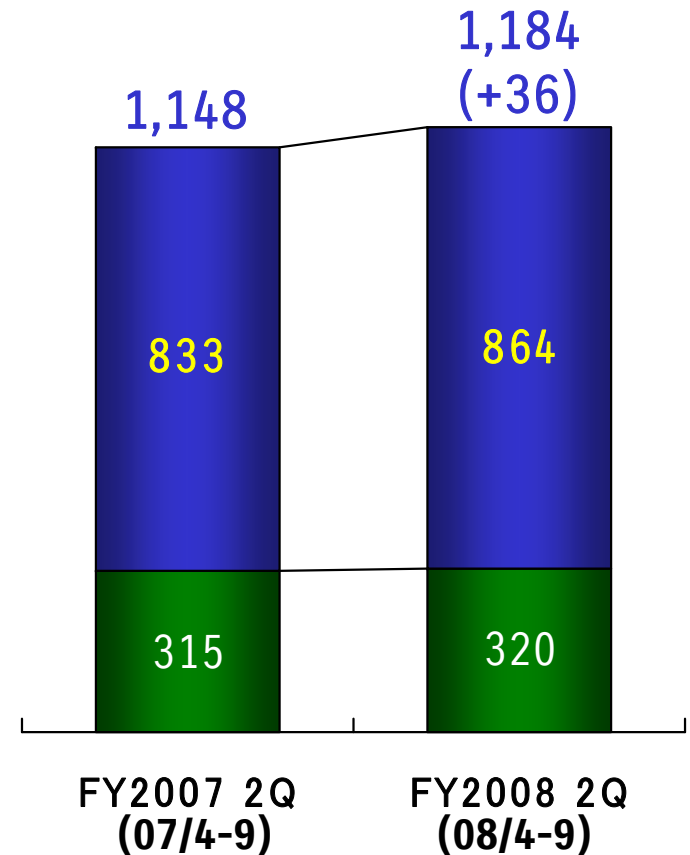
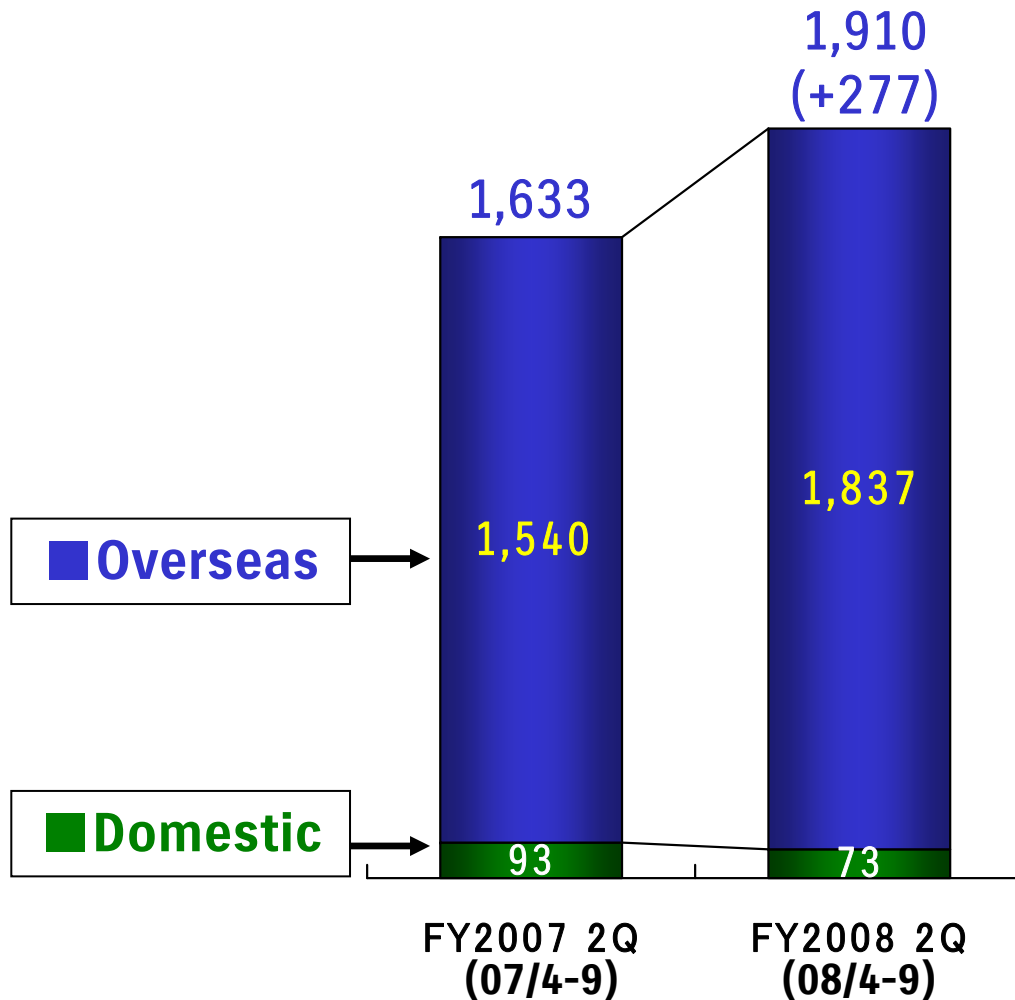
Amount: Billion Yen



Thousand units

## Motorcycle-ATV

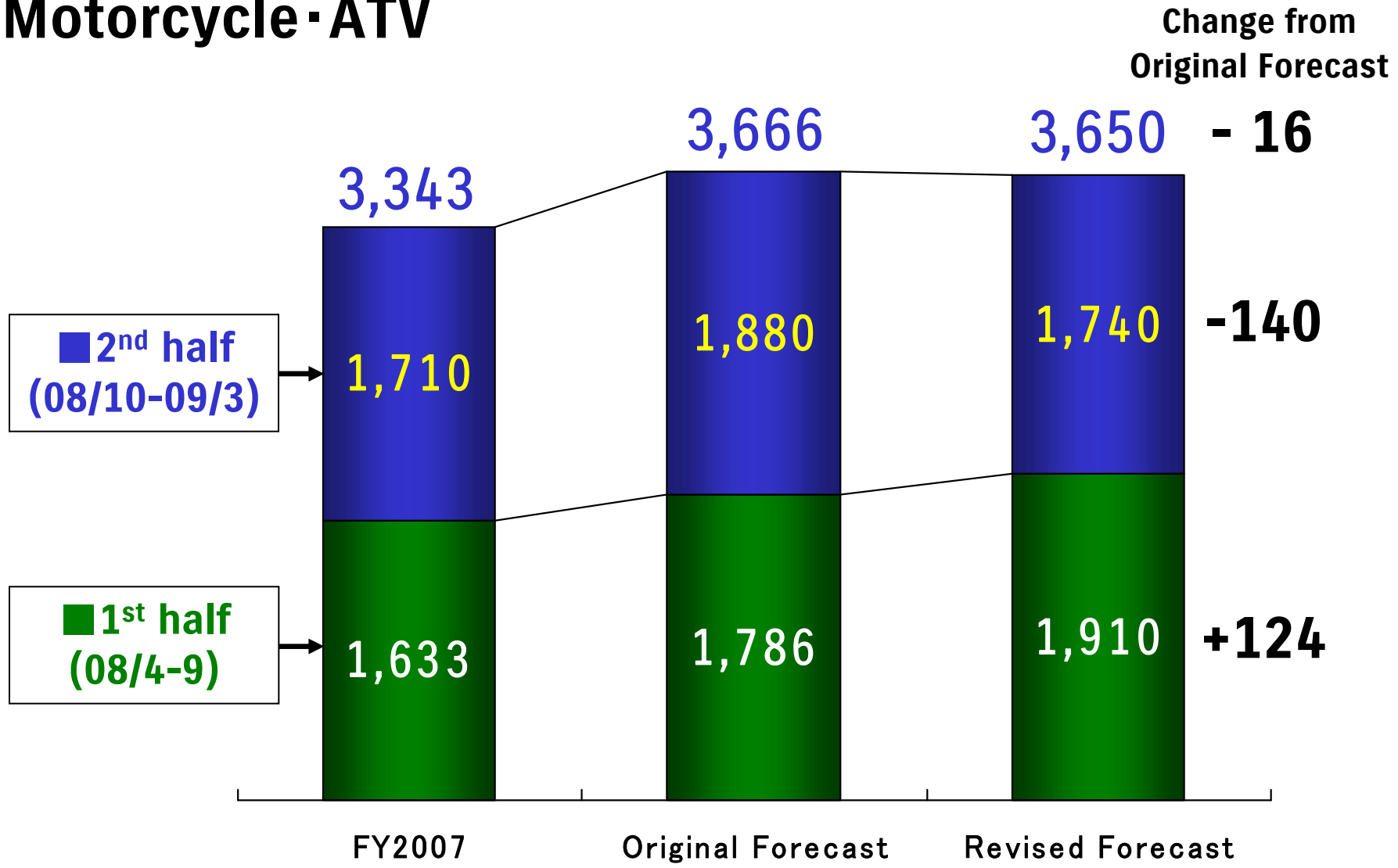
## Automobile





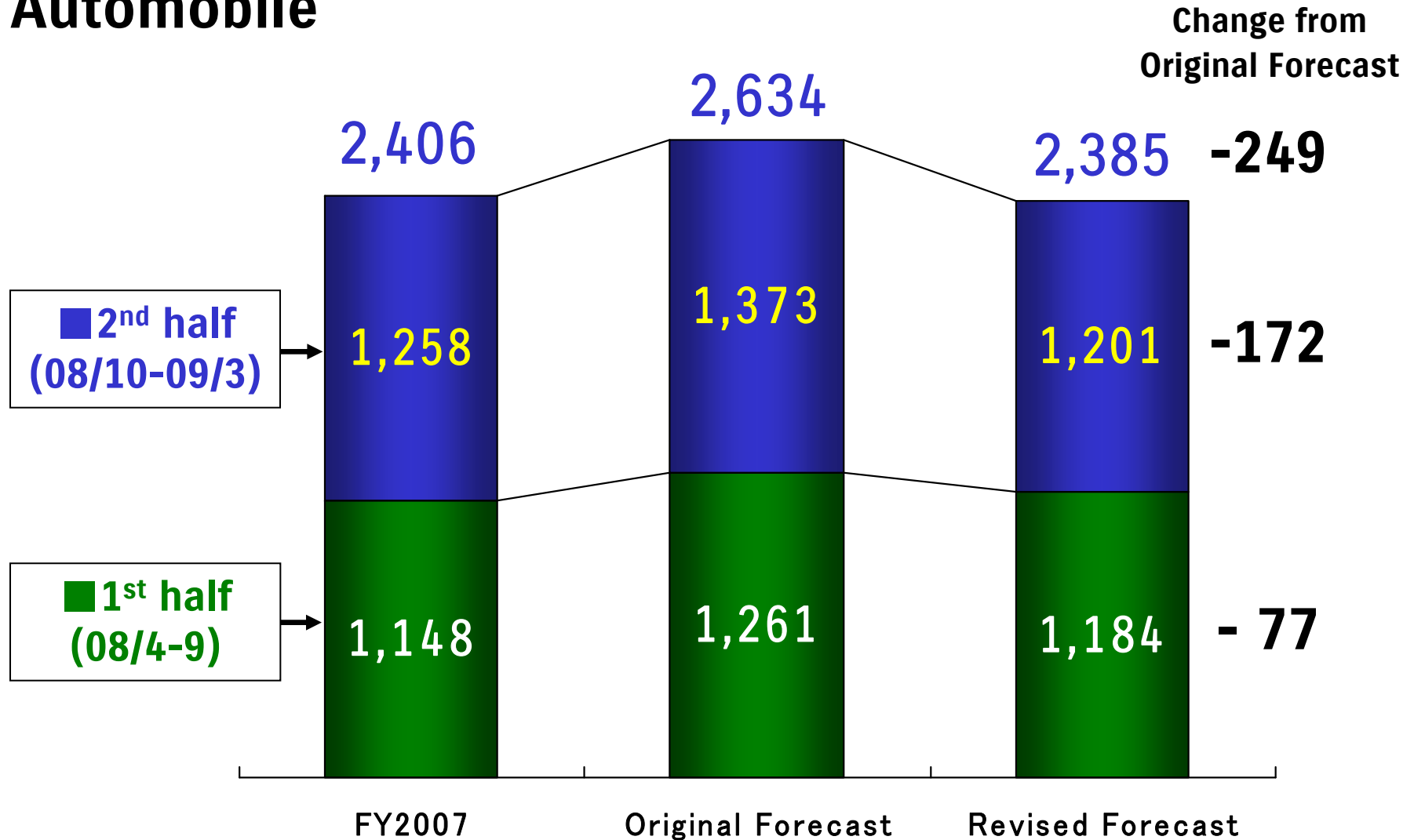
Thousand units

## Motorcycle-ATV



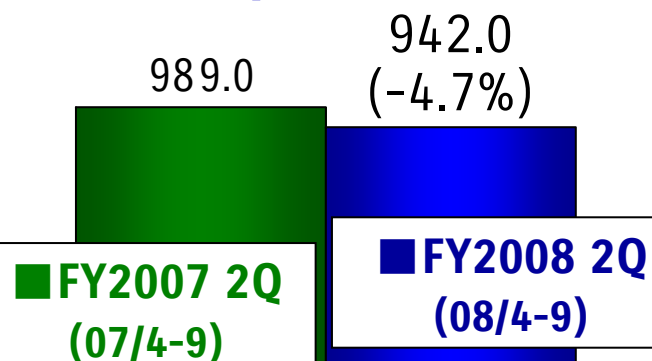
Thousand units

## Automobile

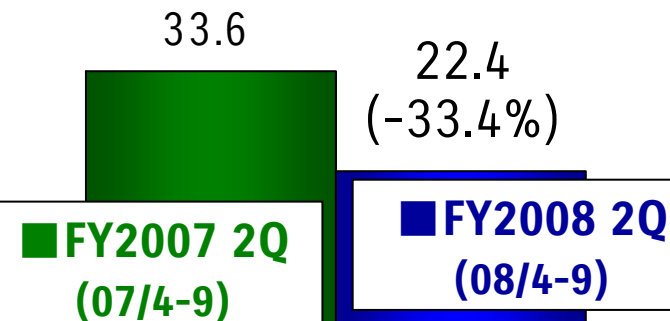


Amount: Billion Yen

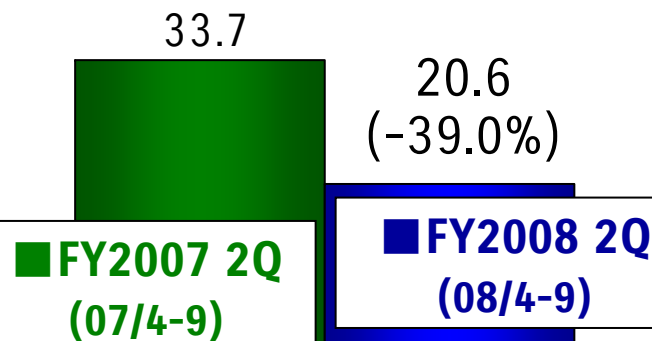
## (Net sales)



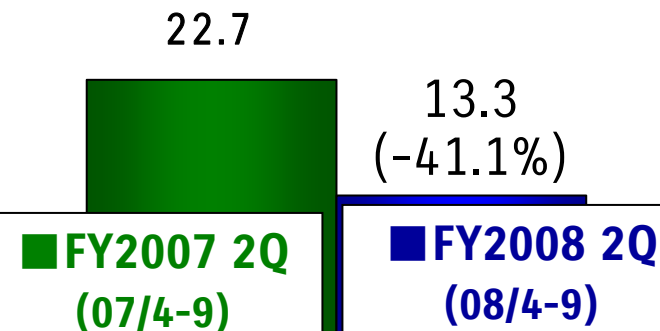
## (Operating income)



## (Ordinary income)



## (Quarterly net income)



Amount: Billion Yen

## Sales and income decrease

	Revised Forecast	Original Forecast	FY2007
Net sales	1,820.0	2,000.0	2,013.6
Operating income	33.0	42.0	67.4
Ordinary income	33.0	45.0	62.1
Net income	22.0	30.0	40.9



# **FY2008 Second Quarter Financial Results**



**SUZUKI MOTOR CORPORATION**

**October 31, 2008**

## **Caution with respect to Forward-Looking Statements**

The forecast in this presentation was estimated based on the current information available and assumption, which may include risk and uncertainty. Therefore, please be advised that the actual results may extensively vary by the change of many factors.

Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly Yen /US dollar rate, Yen/Euro rate).