

# FY2009 Second Quarter Financial Results



**SUZUKI MOTOR CORPORATION**  
**November 2, 2009**

(Billion Yen)	FY2009 2Q 09/4-9 (A)	FY2008 2Q 08/4-9 (B)	Change (A)-(B)	FY2008 2nd half 08/10-09/3 (C)	Change (A)-(C)
Net sales	<b>1,181.6</b>	1,719.9	-538.3	1,284.9	-103.3
Operating income (Ratio)	<b>31.8 (2.7%)</b>	60.7 (3.5%)	-28.9	16.2 (1.3%)	+15.6
Ordinary income (Ratio)	<b>39.1 (3.3%)</b>	68.8 (4.0%)	-29.7	10.9 (0.8%)	+28.2
Net income (Ratio)	<b>12.5 (1.1%)</b>	34.2 (2.0%)	-21.7	-6.8 ( - )	+19.3



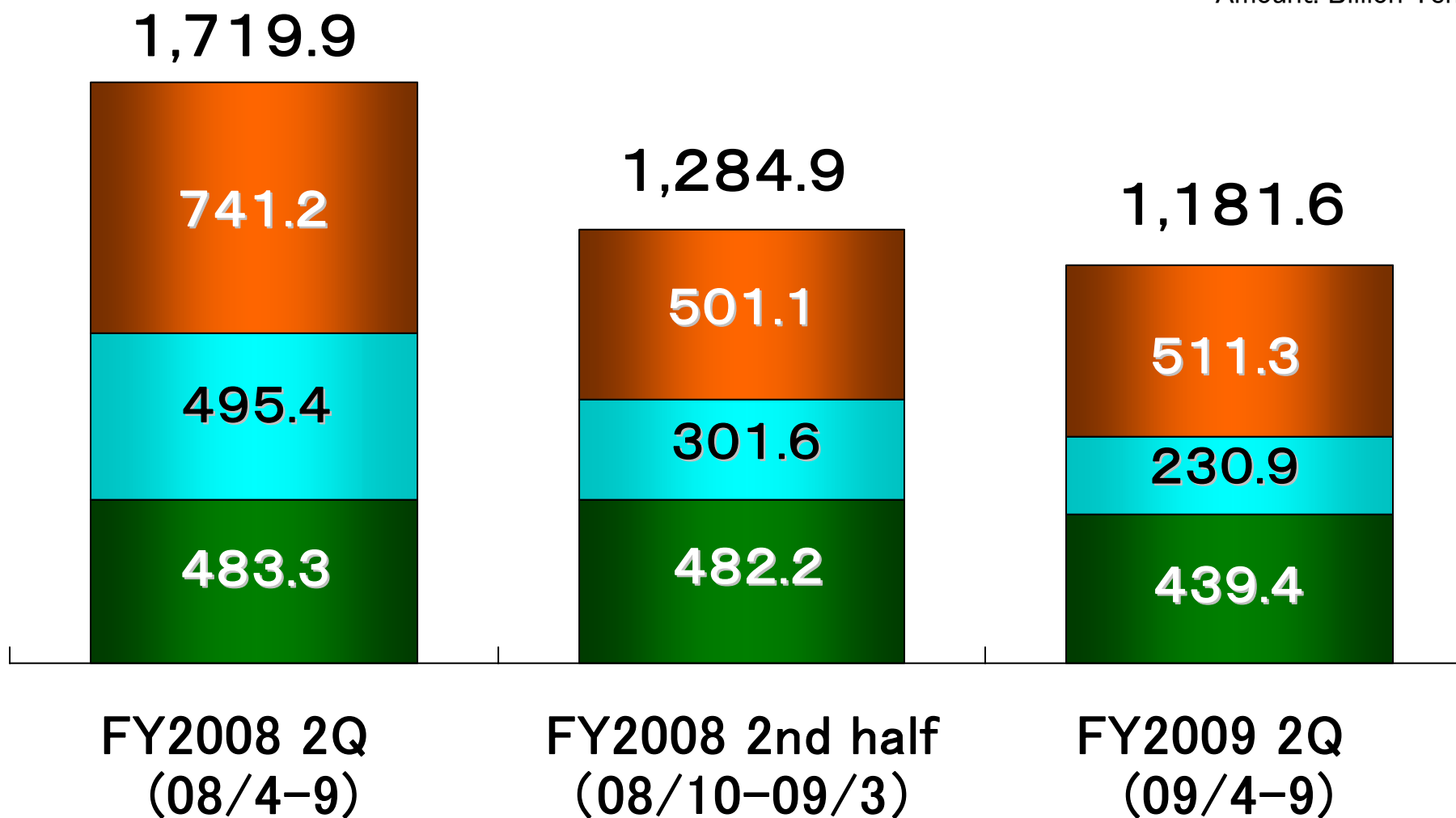
# Consolidated: Net Sales

■ Domestic production  
→ Domestic sales

■ Domestic production  
→ Overseas sales

■ Overseas production  
→ Overseas sales

Amount: Billion Yen





# Consolidated: Net Sales (Year-to-Year Comparison)

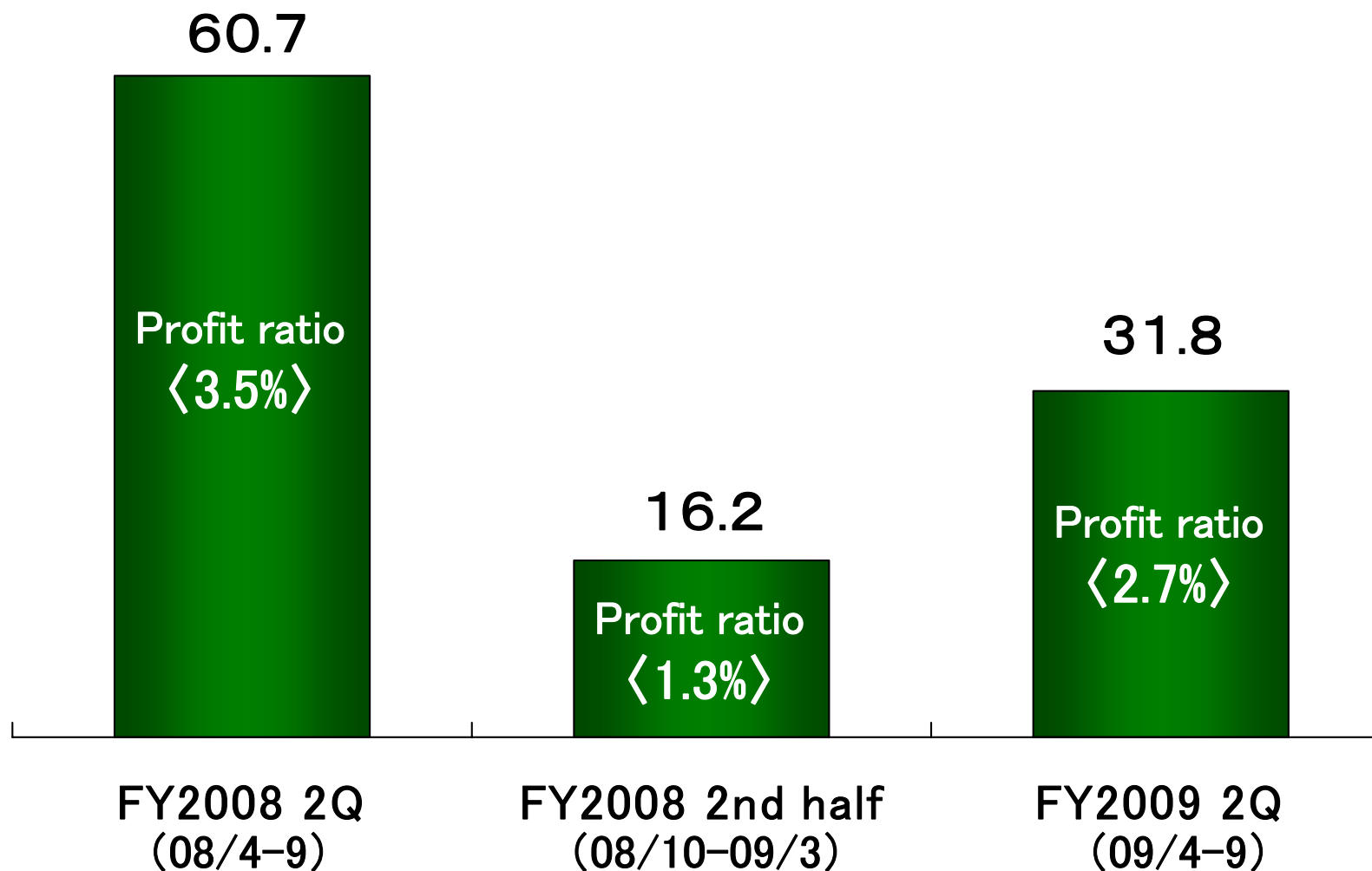
※Excluding Financial Services business

Amount: Billion Yen

	Motorcycle	Automobile	Marine & Power products, etc.	Total	Influence of exchange fluctuations included
Domestic total	-8.5	-31.7	-4.5	-44.7	
Overseas total	-131.9	-349.5	-12.8	-494.2	-173.2
Europe	-42.1	-191.8	-5.0	-238.9	-66.4
North America	-25.7	-58.4	-3.6	-87.7	-11.5
Asia	-34.4	-38.9	-0.6	-73.9	-80.9
Others	-29.7	-60.4	-3.6	-93.7	-14.4
<b>Total</b>	<b>-140.4</b>	<b>-381.2</b>	<b>-17.3</b>	<b>-538.9</b>	<b>-173.2</b>
Influence of exchange fluctuations included	-26.9	-144.5	-1.8	-173.2	

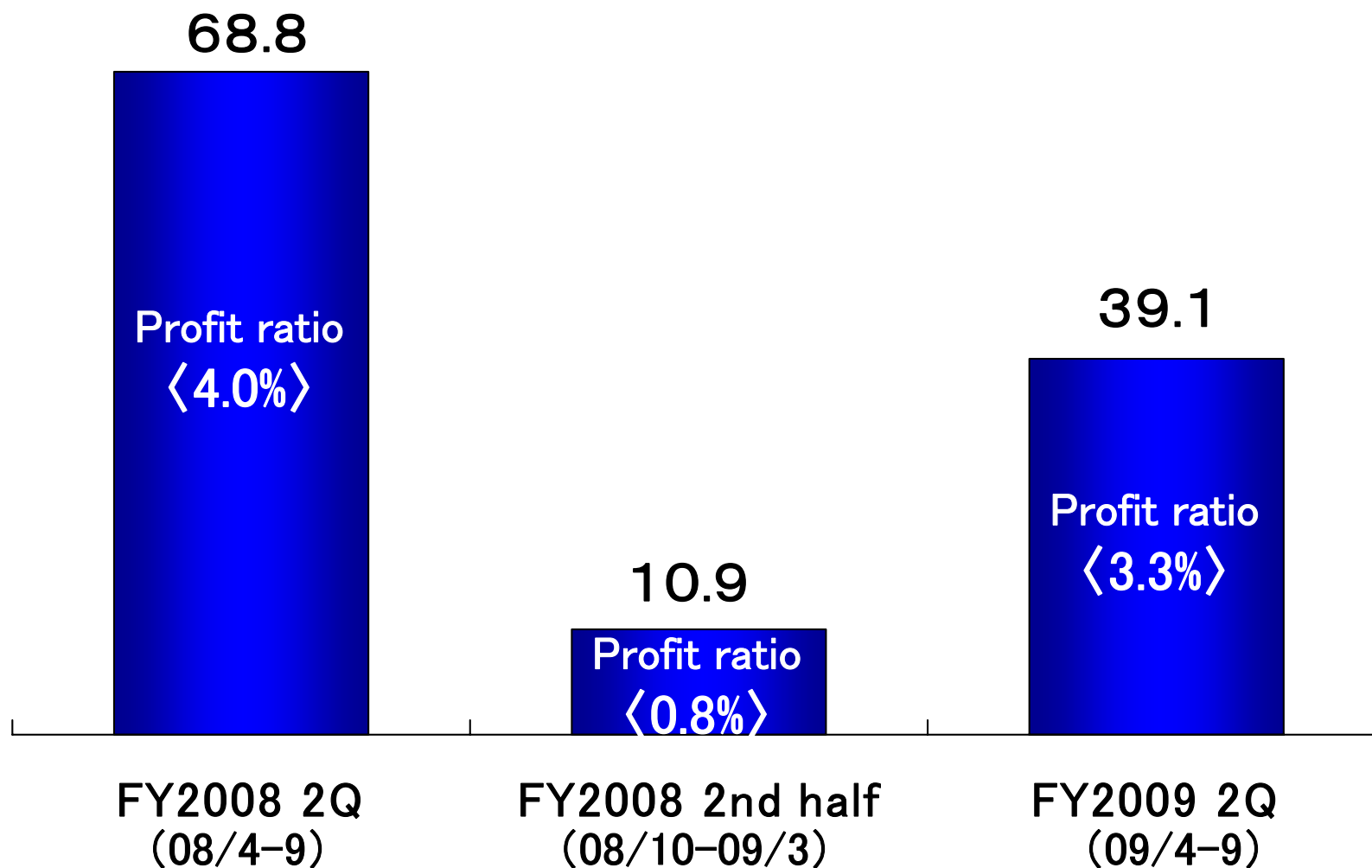
Amount: Billion Yen

*Decreased by ¥28.9 billion (-47.5%) y-o-y*



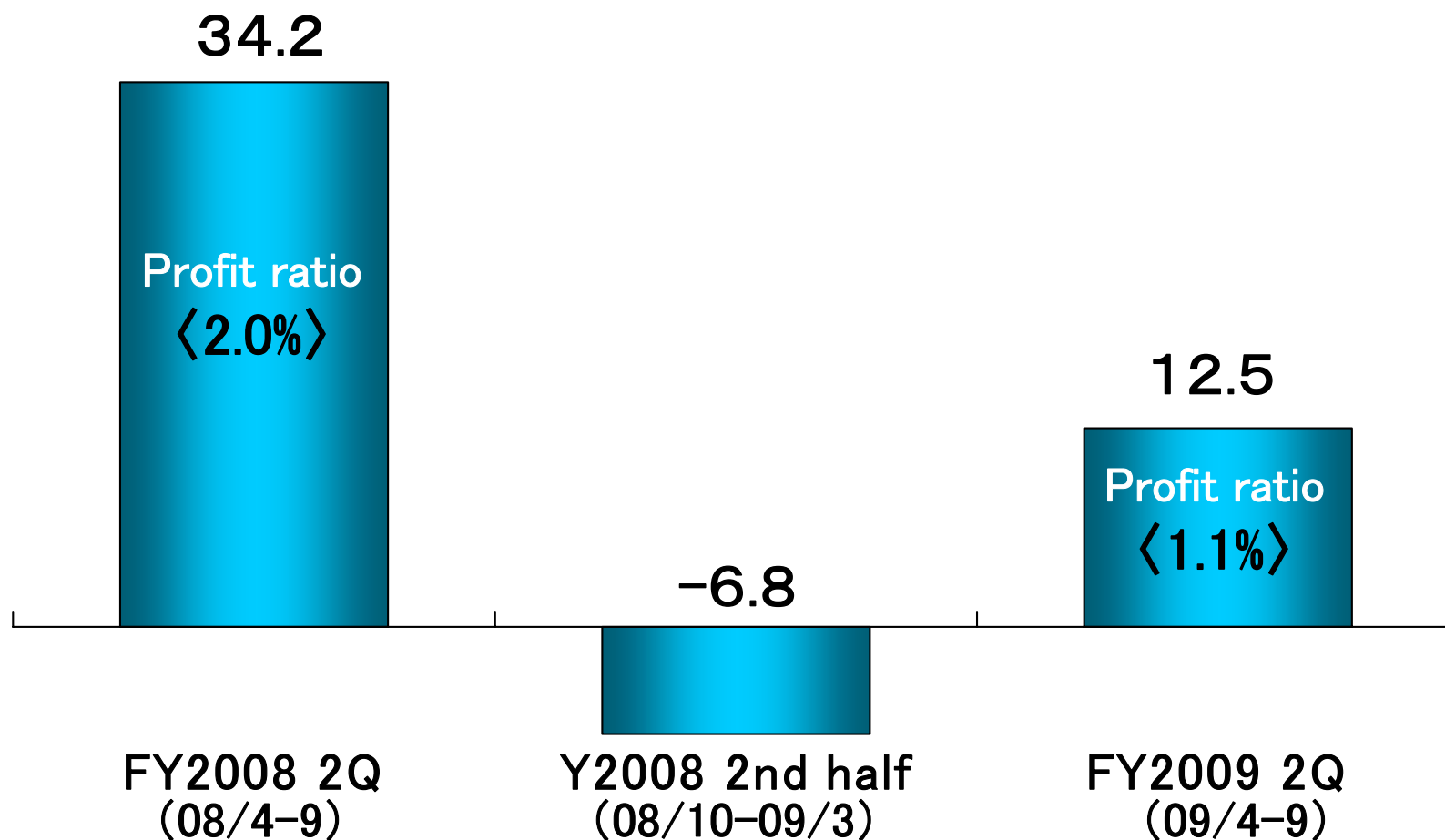
Amount: Billion Yen

*Decreased by ¥29.7 billion (-43.2%) y-o-y*



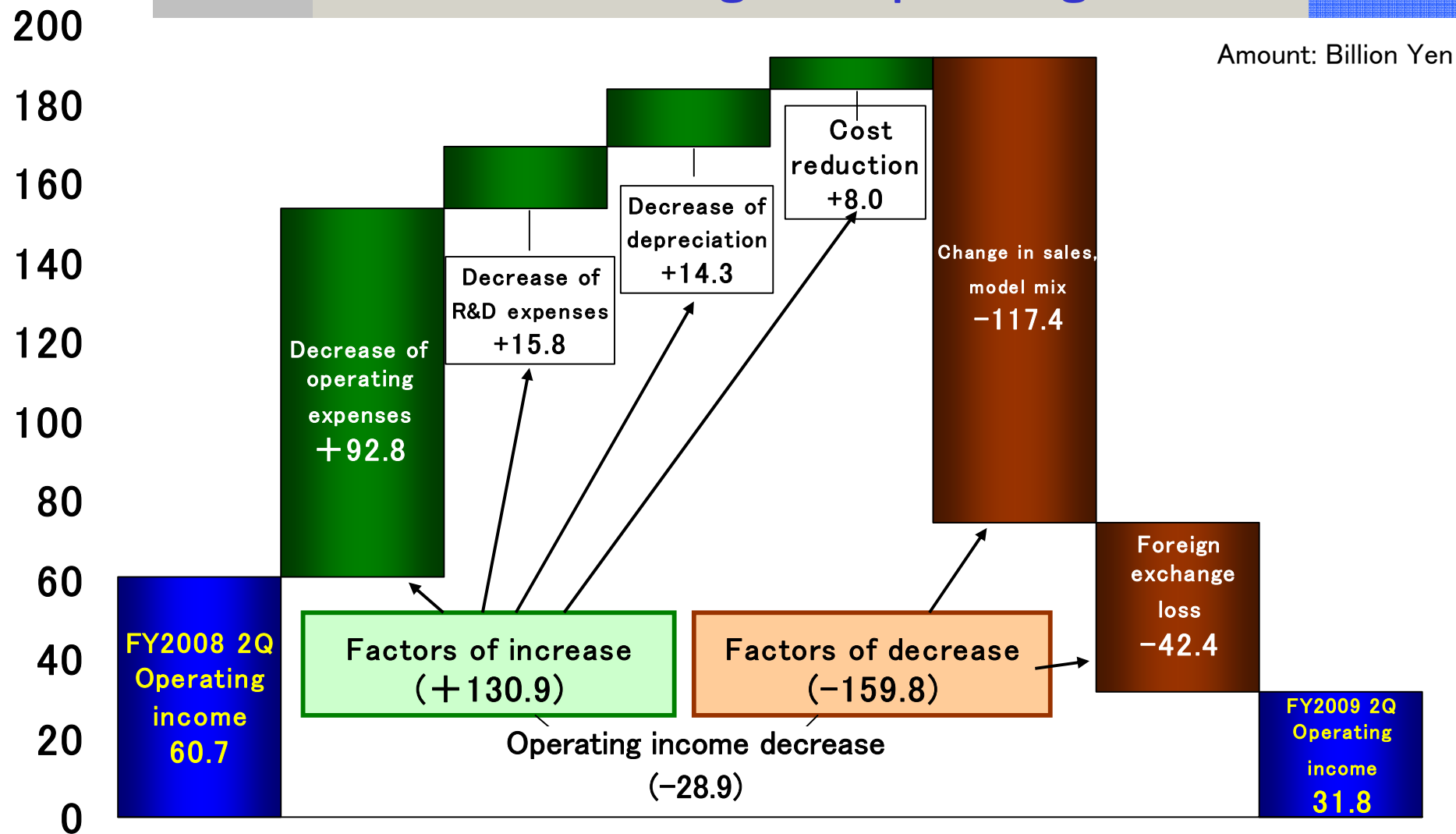
Amount: Billion Yen

*Decreased by ¥21.7 billion (-63.4%) y-o-y*





# Consolidated: Factors of Change in Operating Income



(Change in sales, model mix includes influence of raw material +12.3)





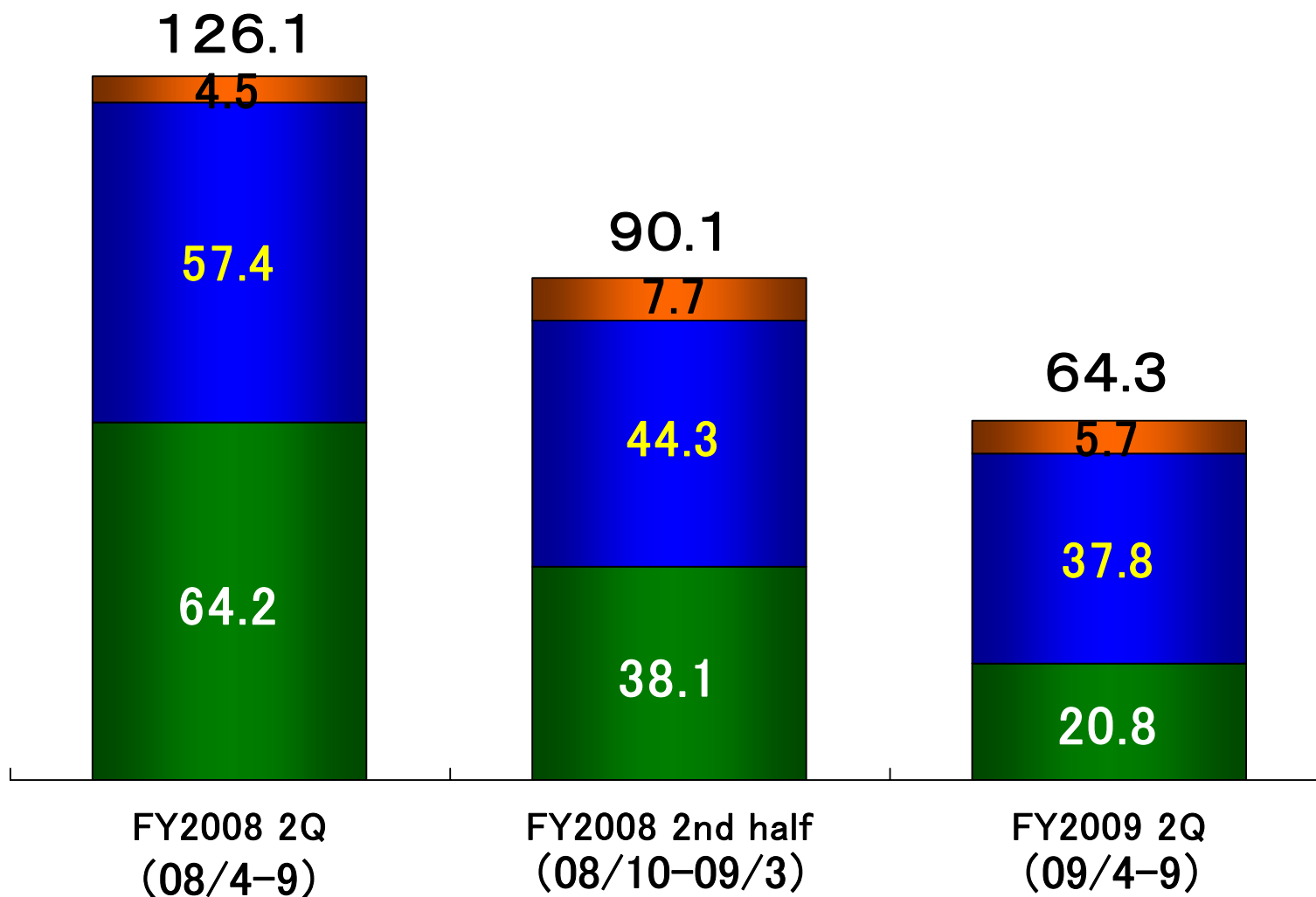
# Consolidated: Foreign Exchange Rates

	U.S. dollar	Euro	Others
FY2009 2Q (09/4-9)	96 yen	133 yen	—
FY2008 2Q (08/4-9)	106 yen	162 yen	—
Change	-10 yen	-29 yen	—
ForEX loss	-5.1 bln. yen	-10.9 bln. yen	-26.4 bln. yen
Total		-42.4 bln. yen	



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

Amount: Billion Yen

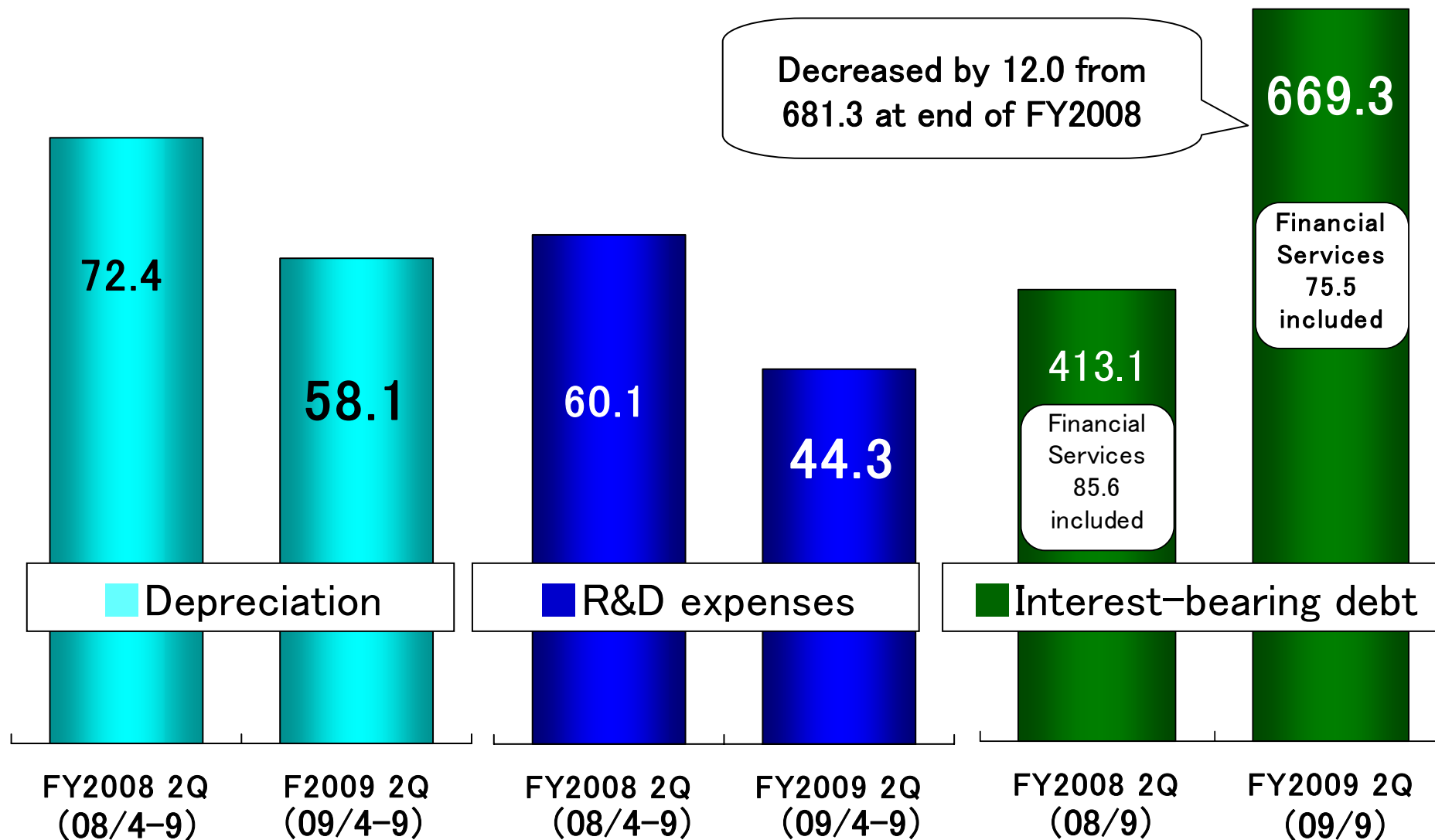




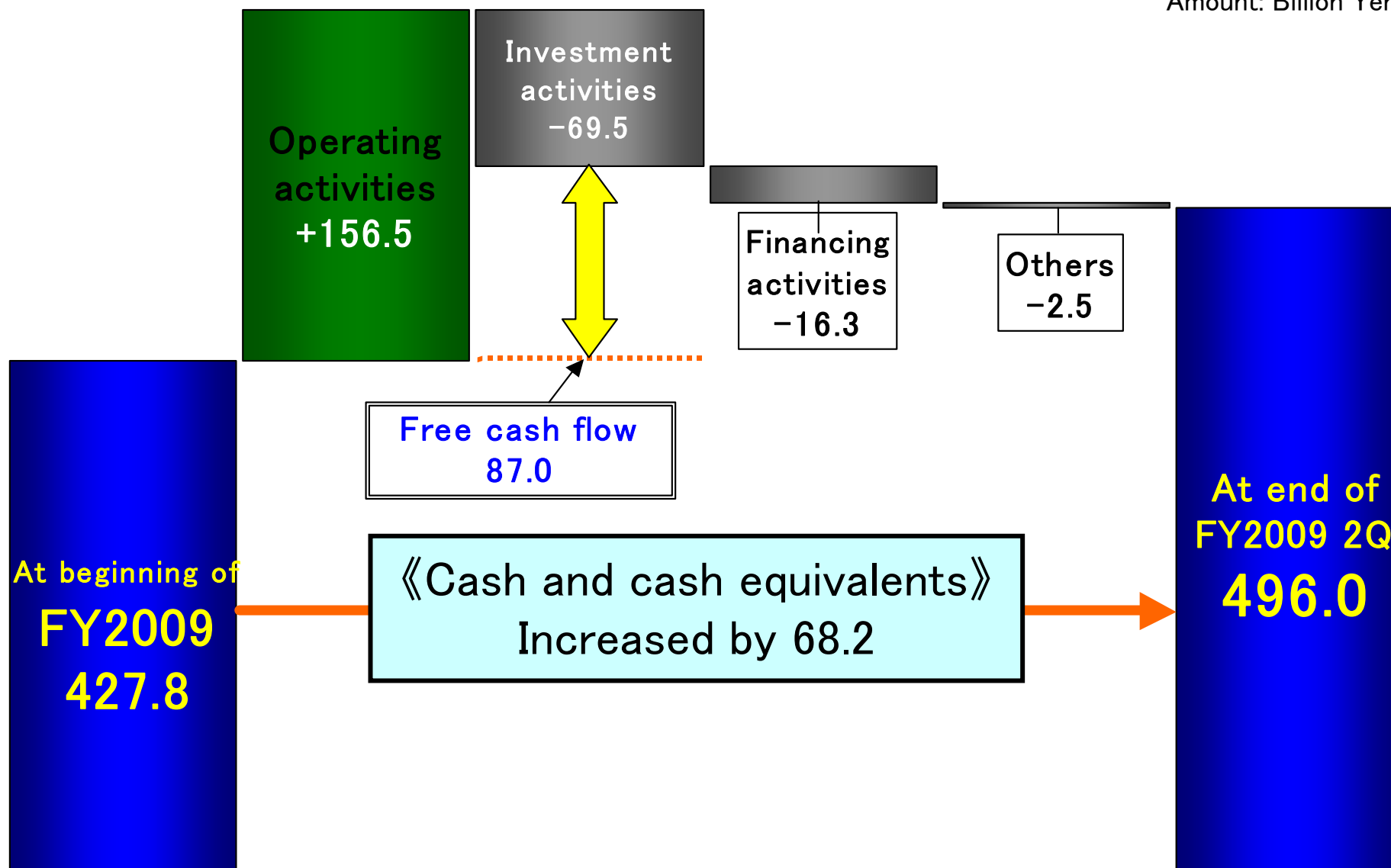
# Consolidated:

## Depreciation, R&D Expenses, Interest-Bearing Debt

Amount: Billion Yen



Amount: Billion Yen

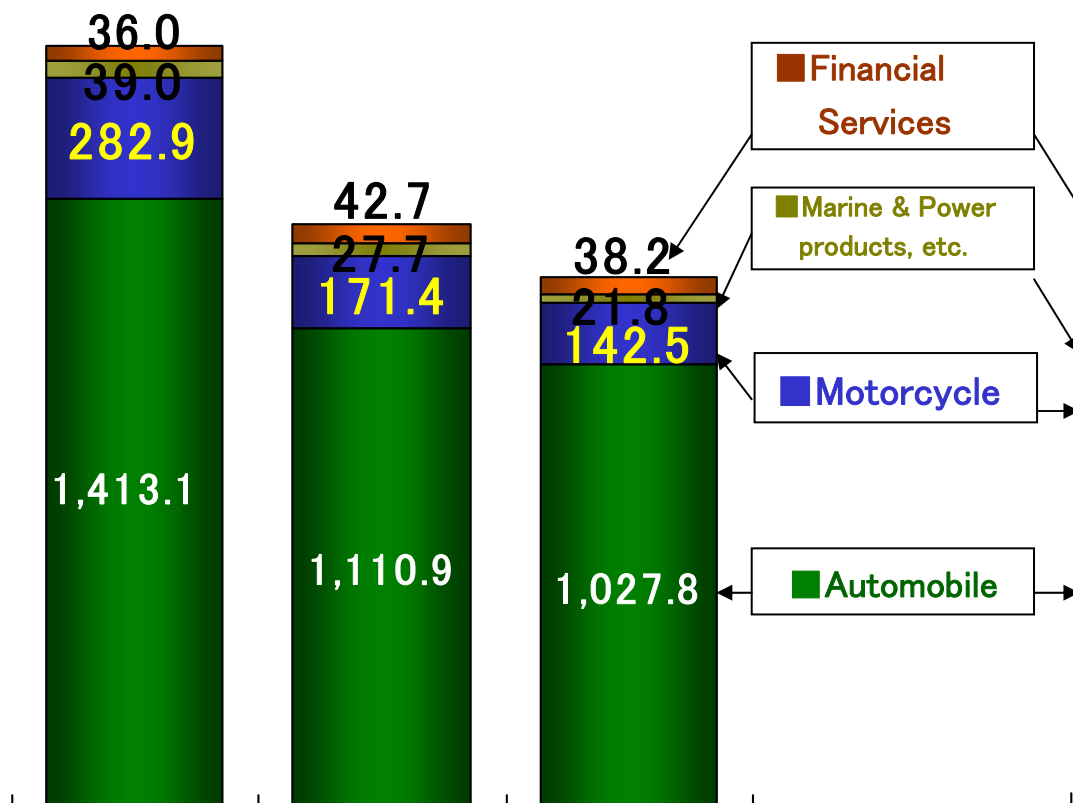


Amount: Billion Yen

	08/7-9	08/10-12	09/1-3	09/4-6	09/7-9
Operating activities	+29.1	-106.8	+22.7	+53.8	+102.7
Investment activities	-49.0	-76.6	-66.9	-24.3	-45.2
Free cash flow	-19.9	-183.4	-44.2	+29.5	+57.5
Financing activities	-7.6	+7.2	+262.5	+31.9	-48.2
Others	-15.9	-4.0	-10.0	+4.0	-6.5
Total amount of change	-43.4	-180.2	+208.3	+65.4	+2.8

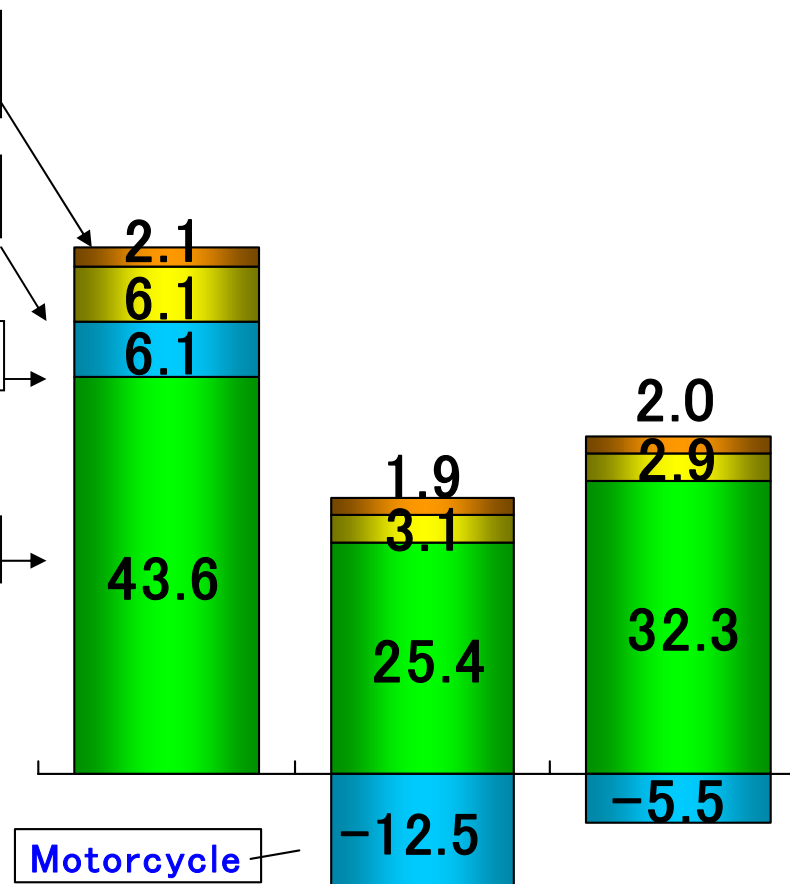
Amount: Billion Yen

## Net sales



FY2008 2Q (08/4-9)  
 FY2008 2nd half (08/10-09/3)  
 FY2009 2Q (09/4-9)

## Operating income

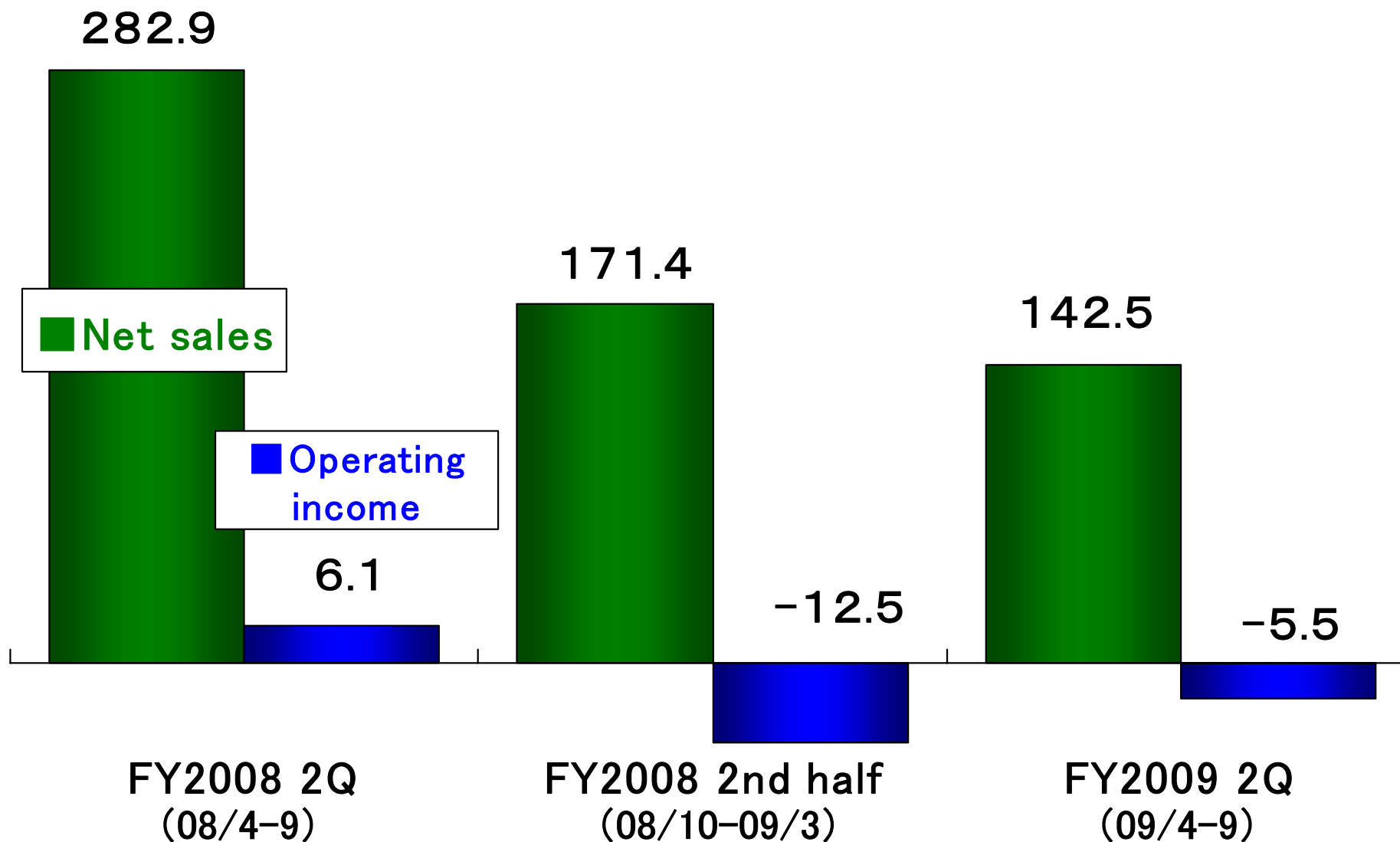


FY2008 2Q (08/4-9)  
 FY2008 2nd half (08/10-09/3)  
 FY2009 2Q (09/4-9)



# Consolidated: Business Segment – Motorcycle

Amount: Billion Yen





# Consolidated: Business Segment – Automobile

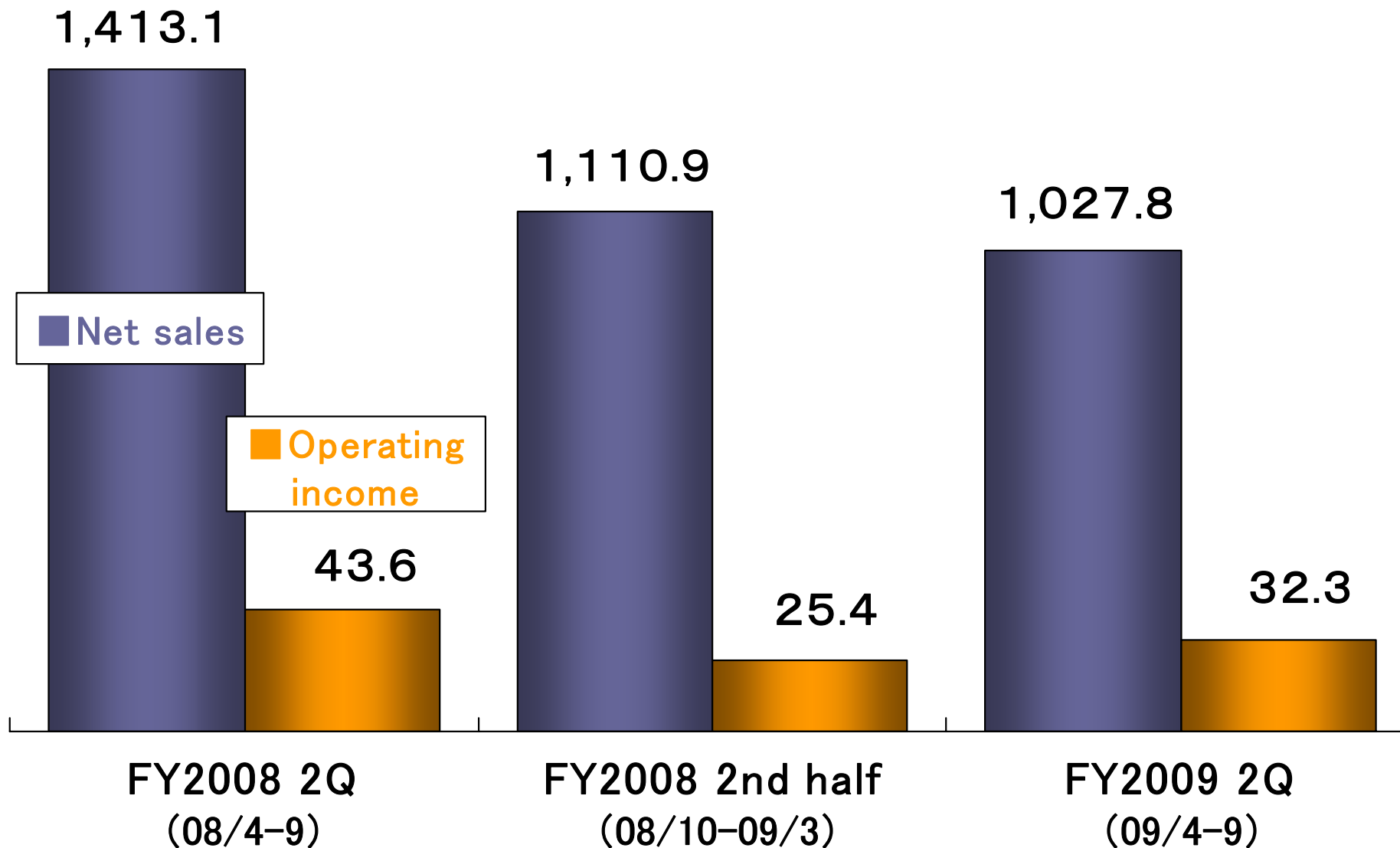






# Consolidated: Business Segment – Automobile

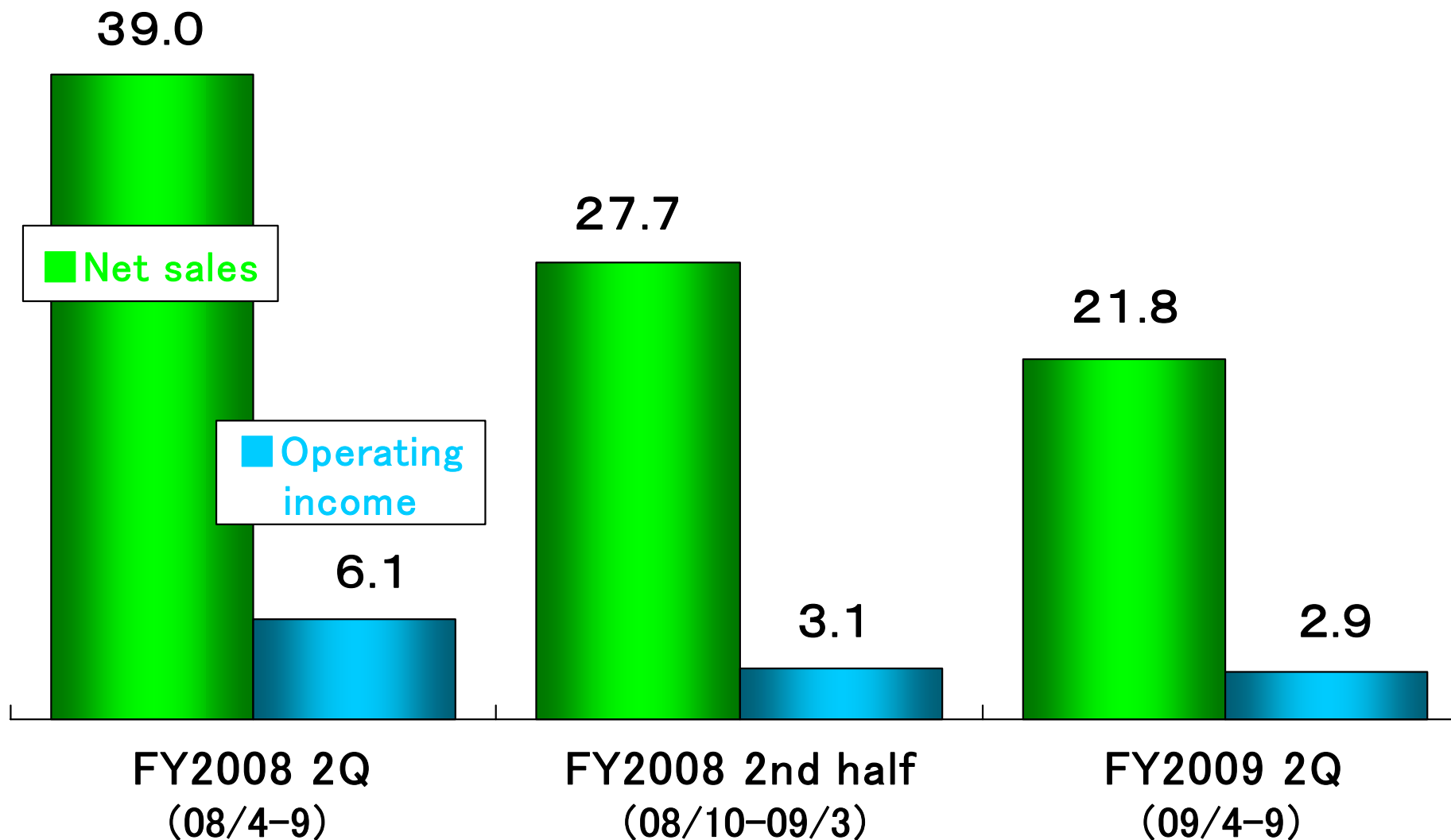
Amount: Billion Yen





# Consolidated: Business Segment – Marine and Power products, etc.

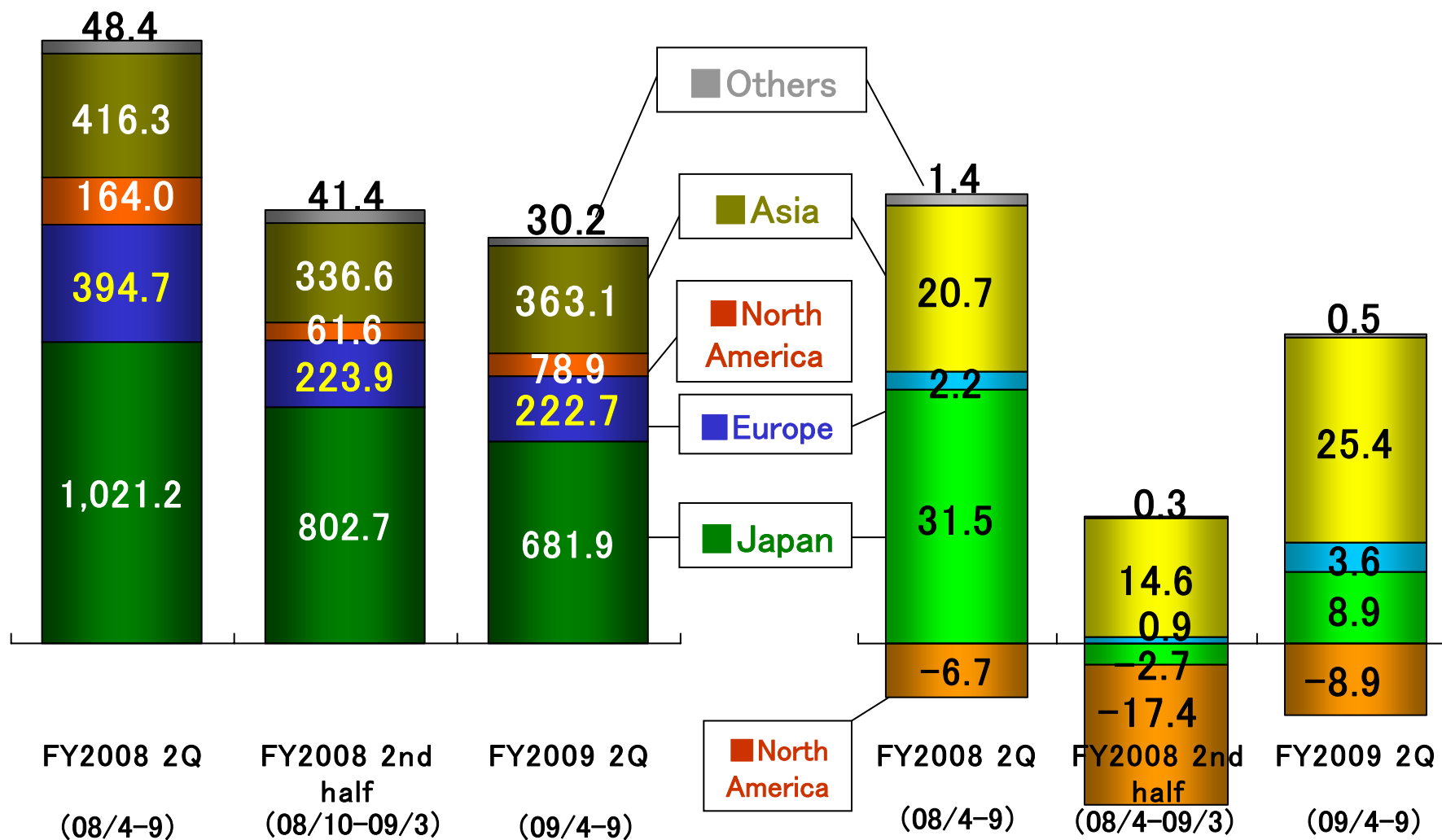
Amount: Billion Yen



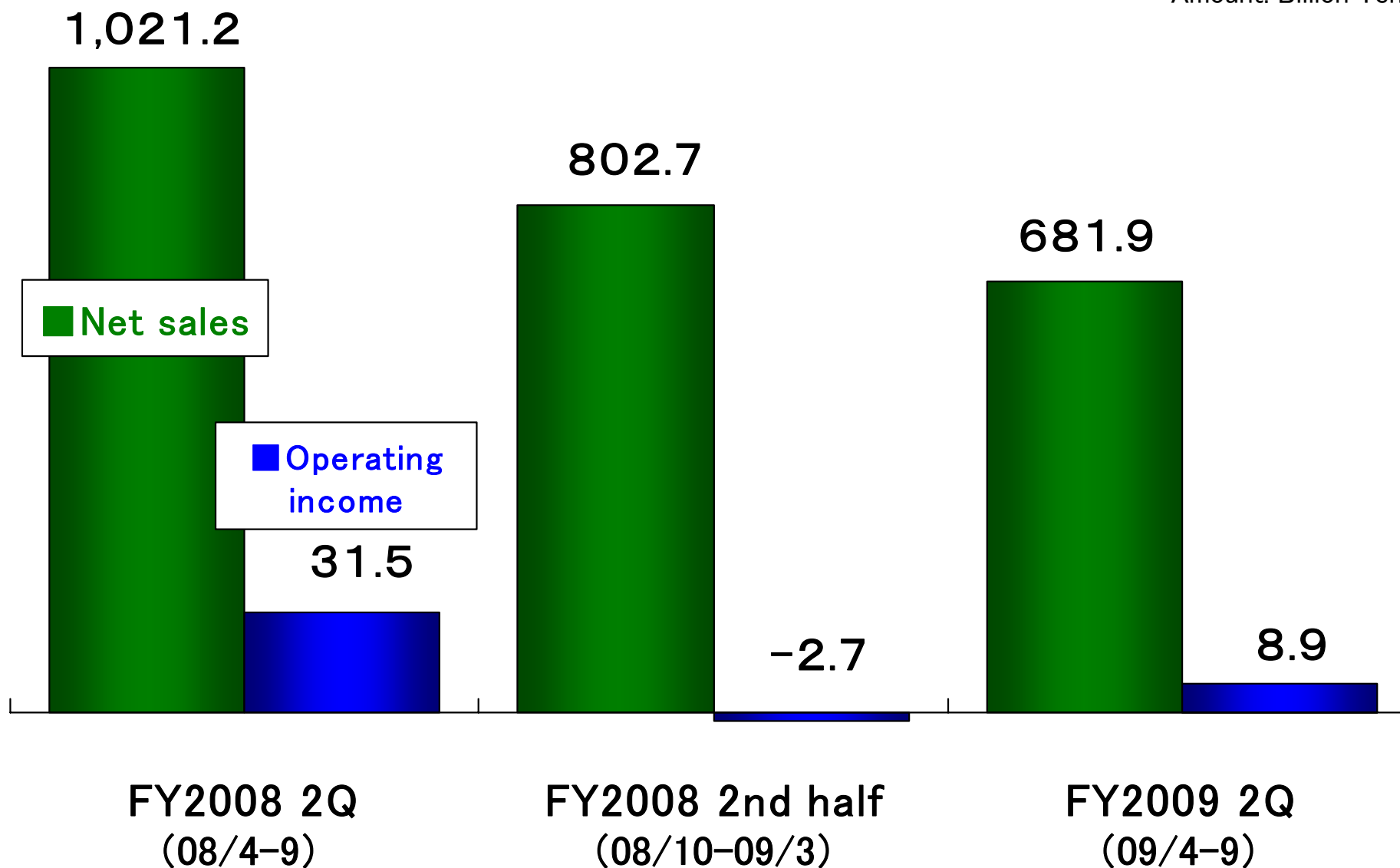
Amount: Billion Yen

## Net sales

## Operating income



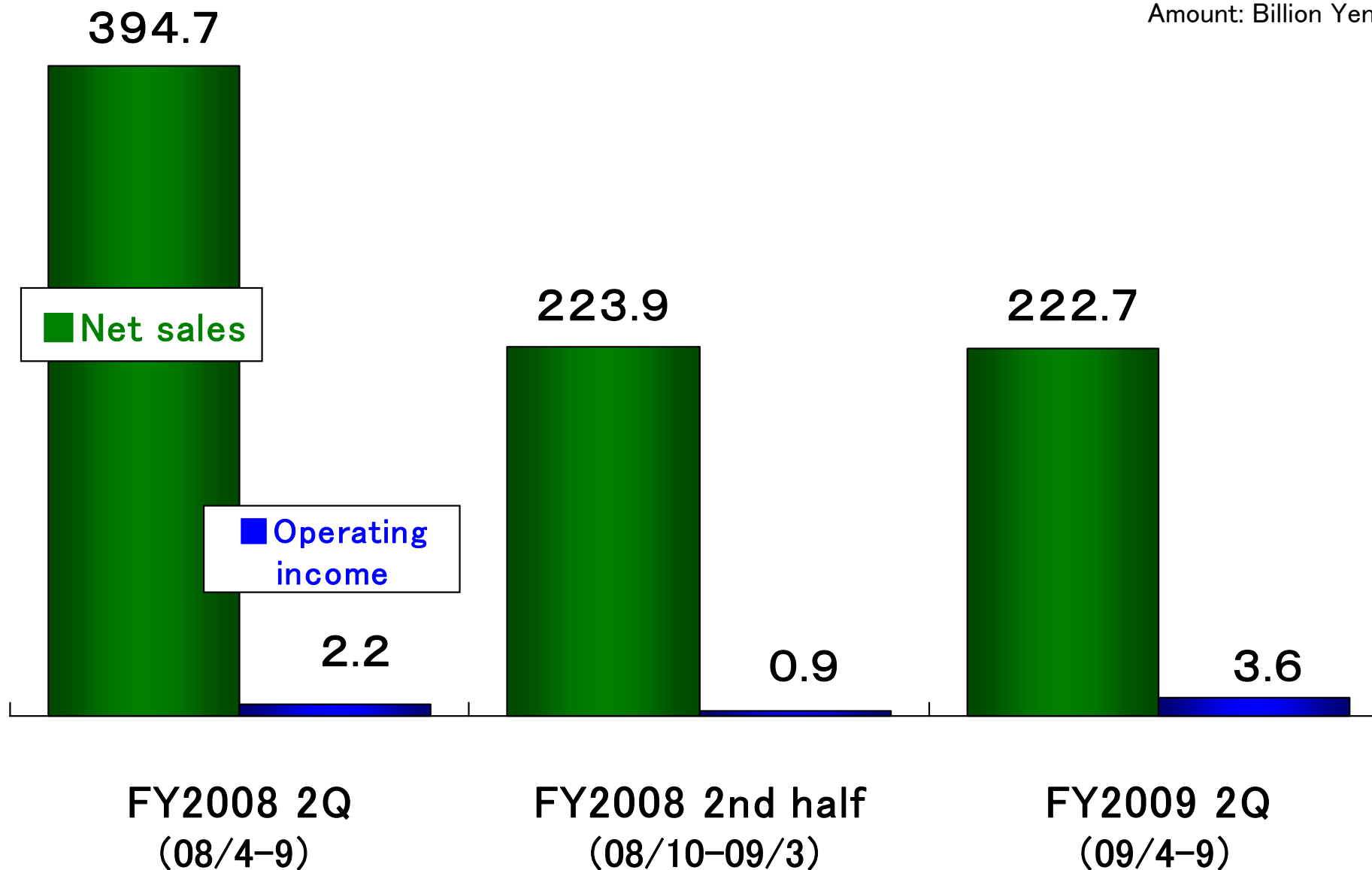
Amount: Billion Yen





# Consolidated: Geographical Segment – Europe

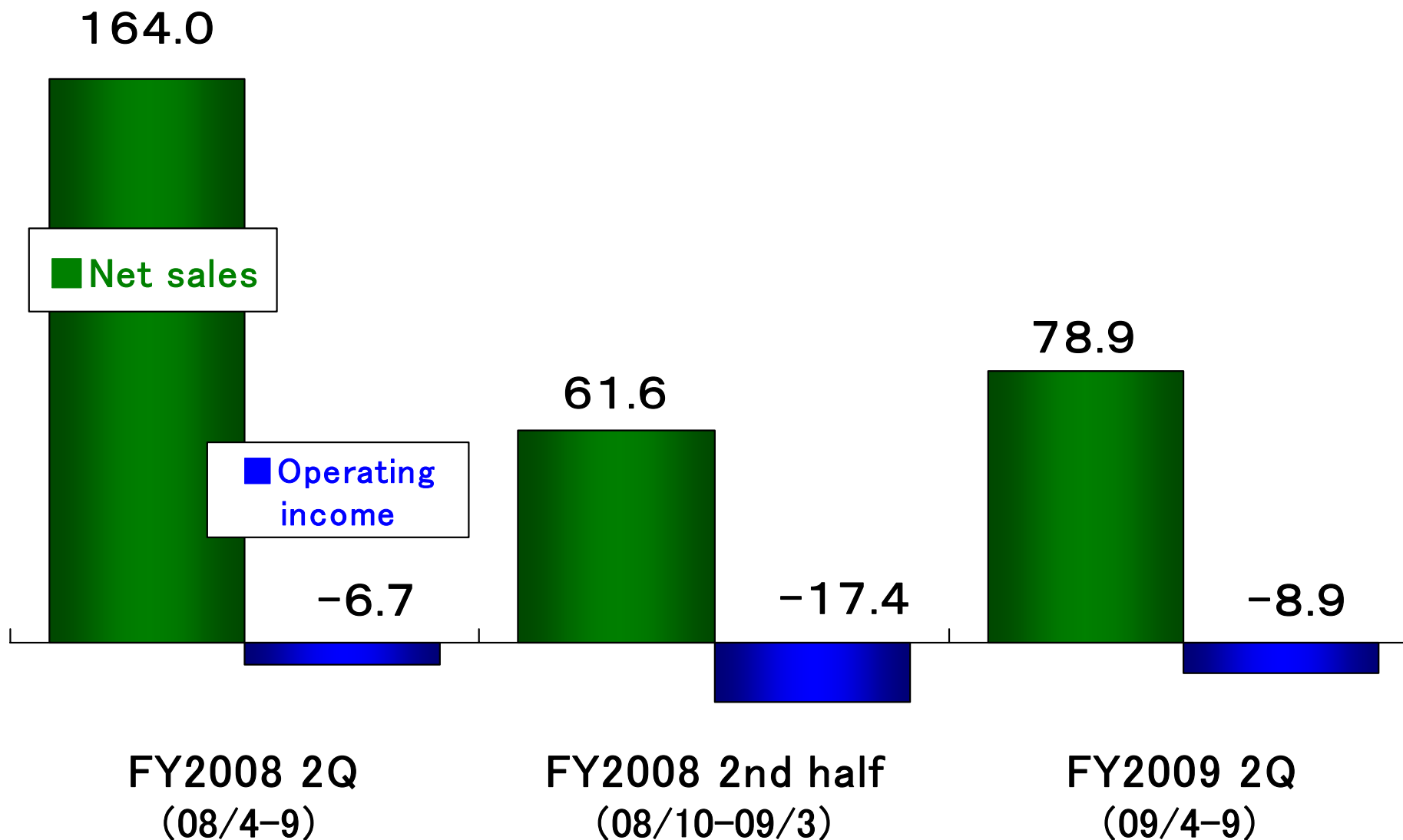
Amount: Billion Yen





# Consolidated: Geographical Segment – North America

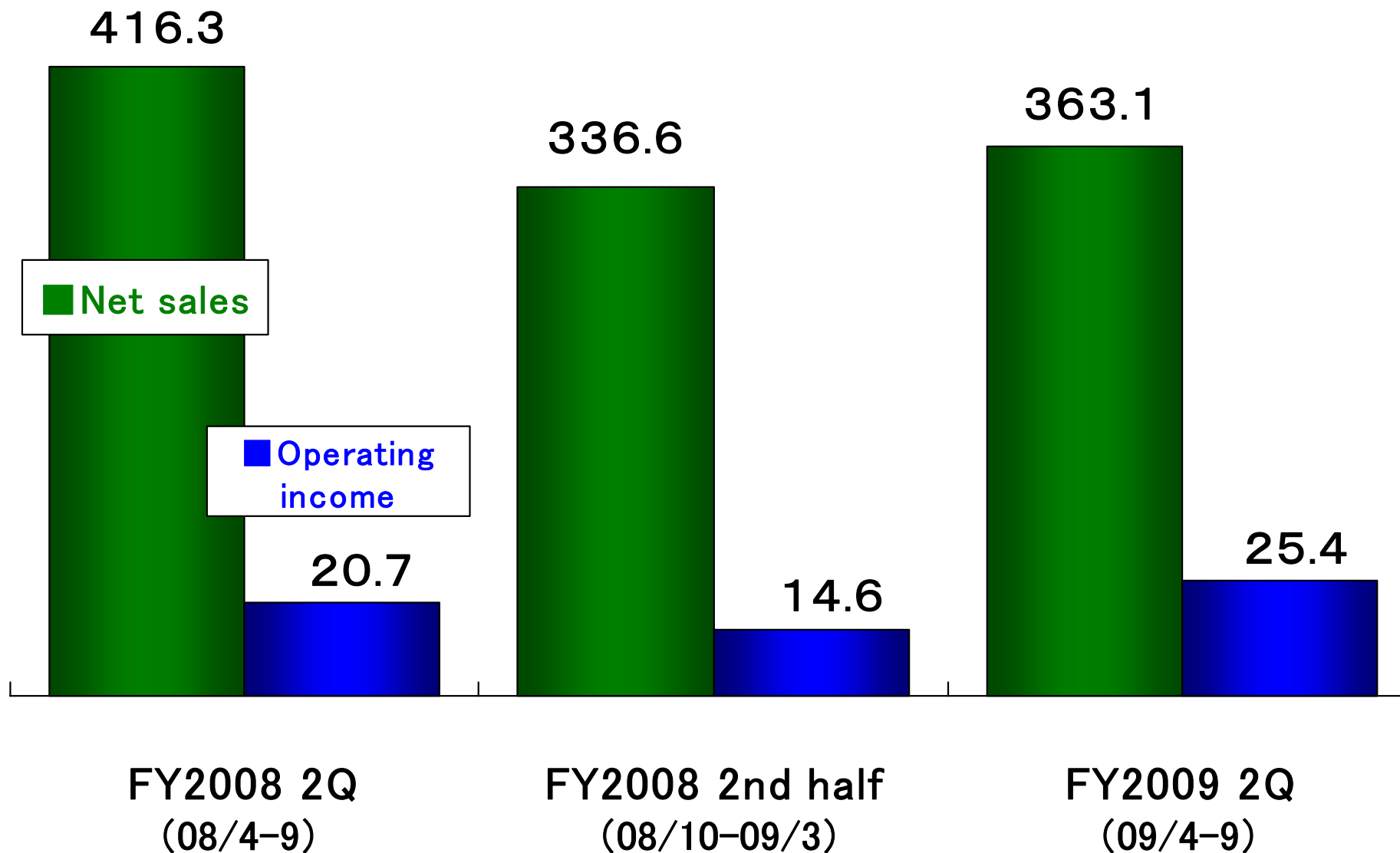
Amount: Billion Yen





# Consolidated: Geographical Segment – Asia

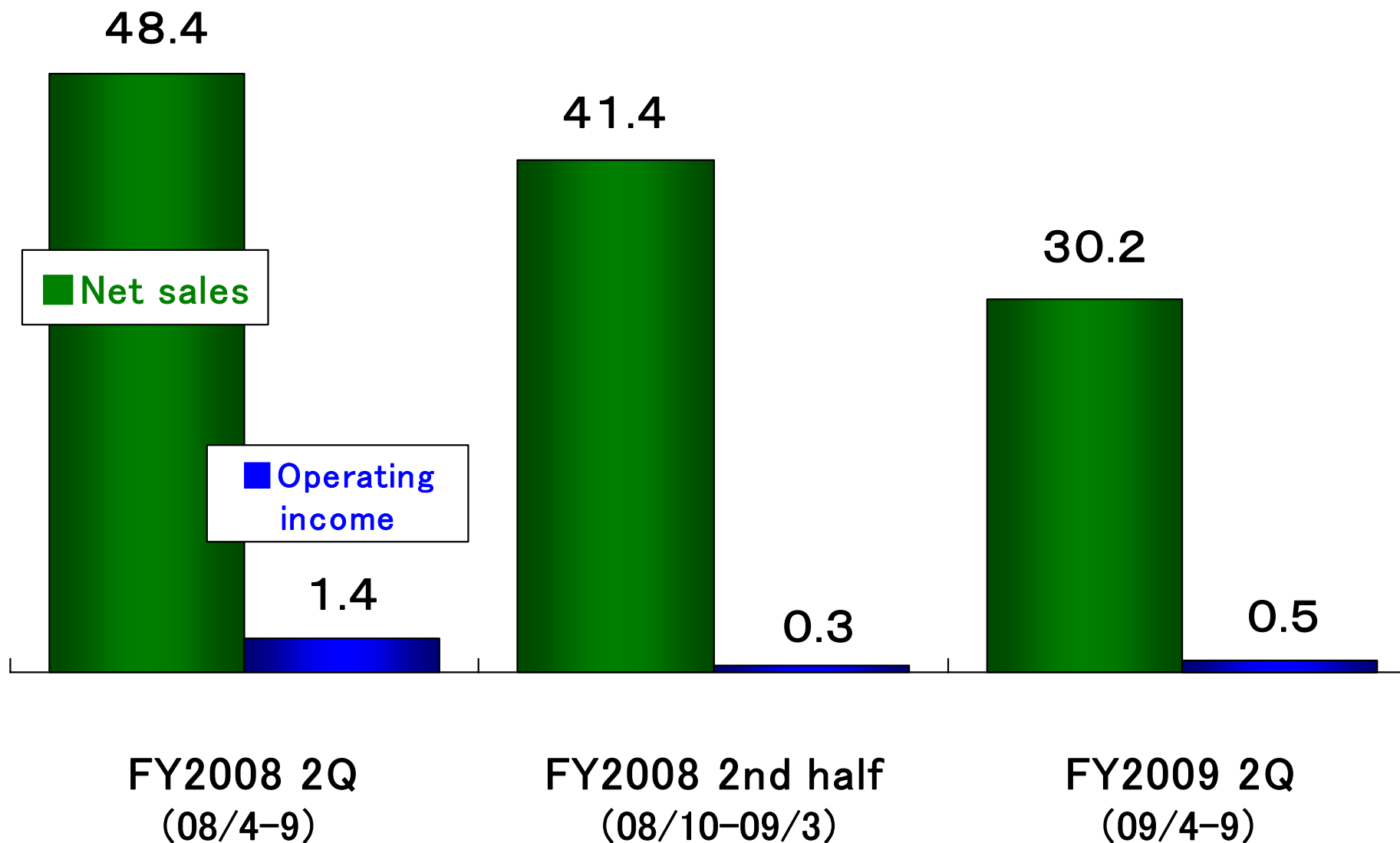
Amount: Billion Yen





# Consolidated: Geographical Segment – Others

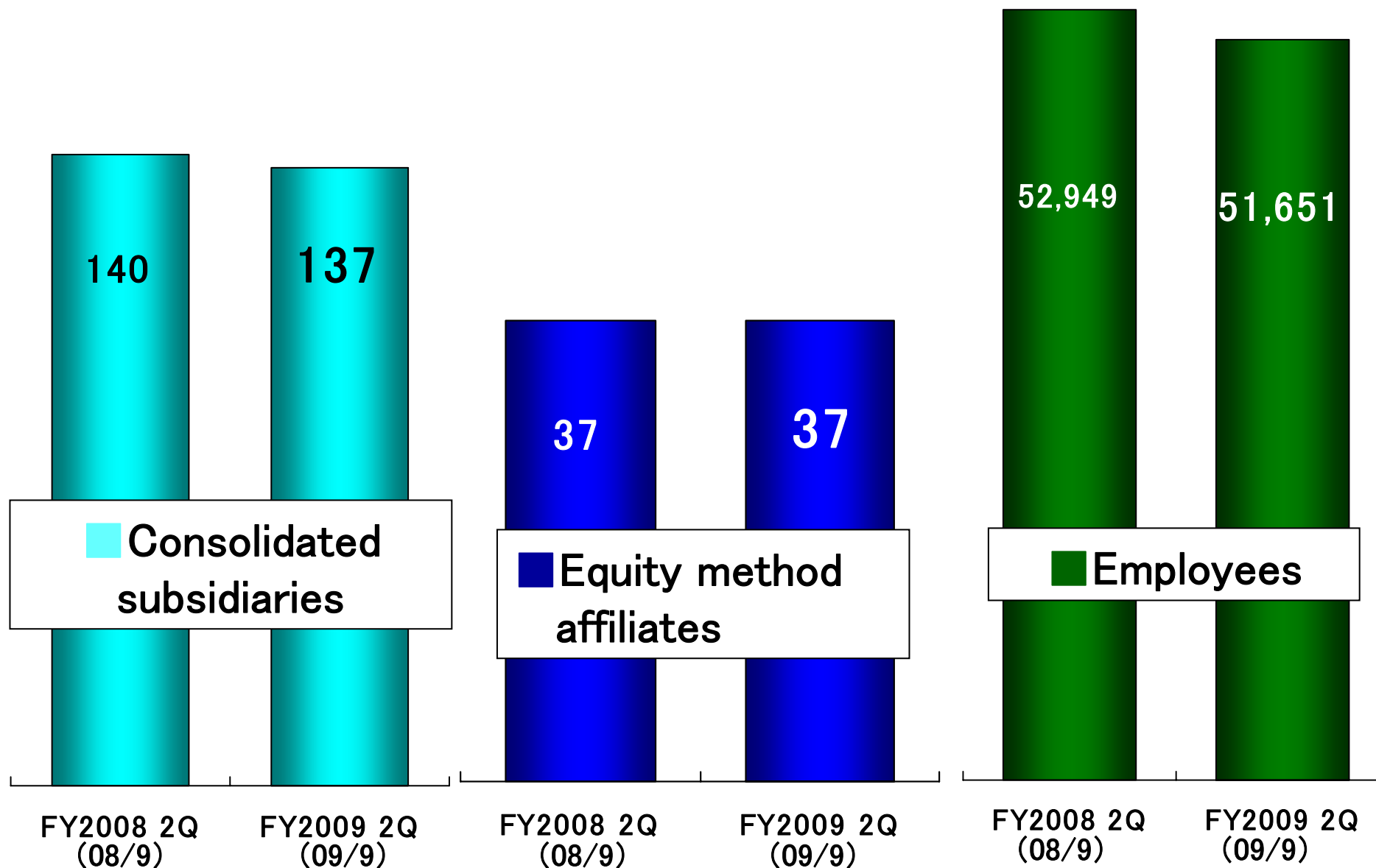
Amount: Billion Yen



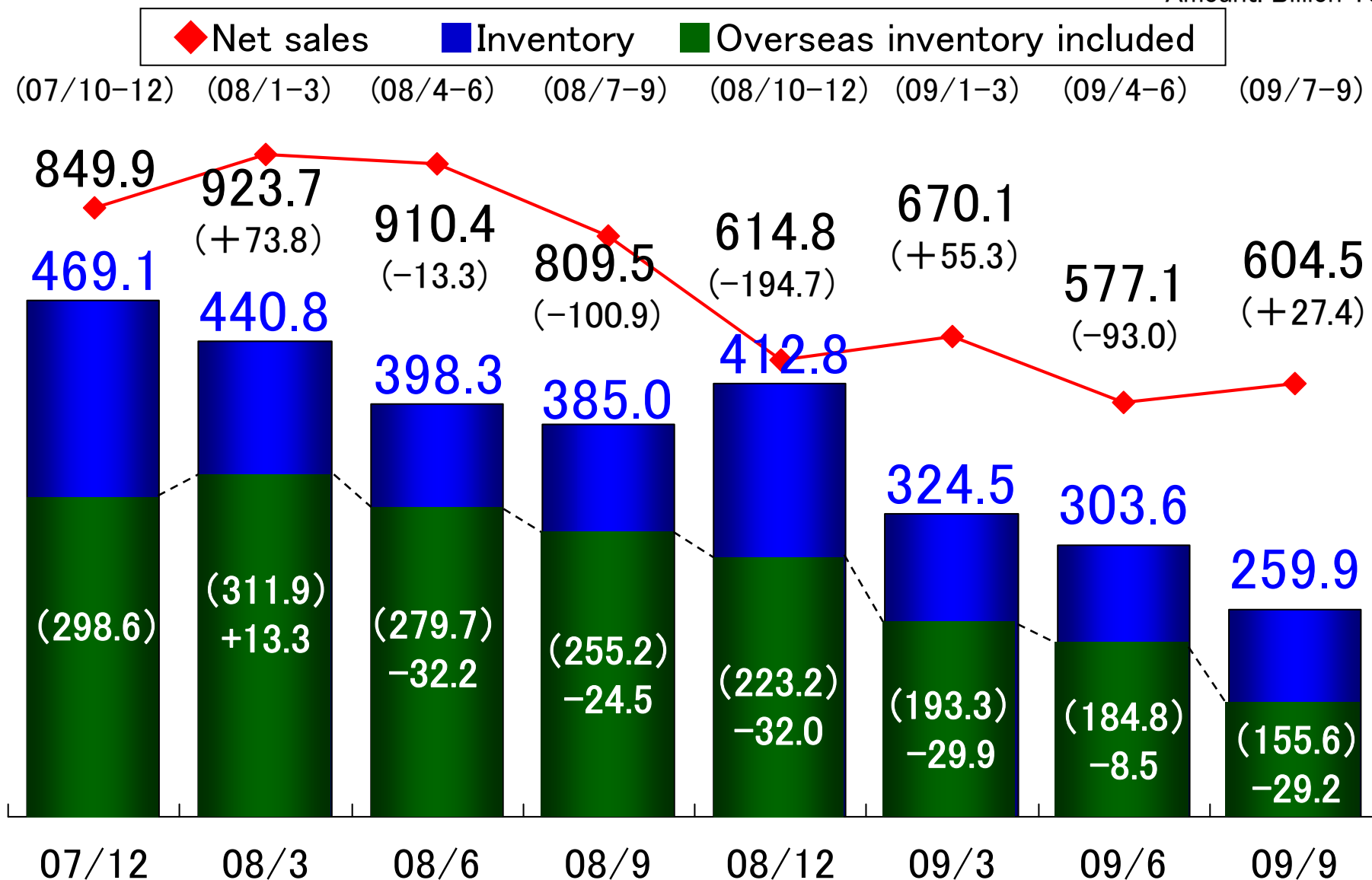




Consolidated:  
Number of Consolidated subsidiaries,  
Equity method affiliates, Employees



Amount: Billion Yen



## *Lower earnings on lower sales*

Amount: Billion Yen

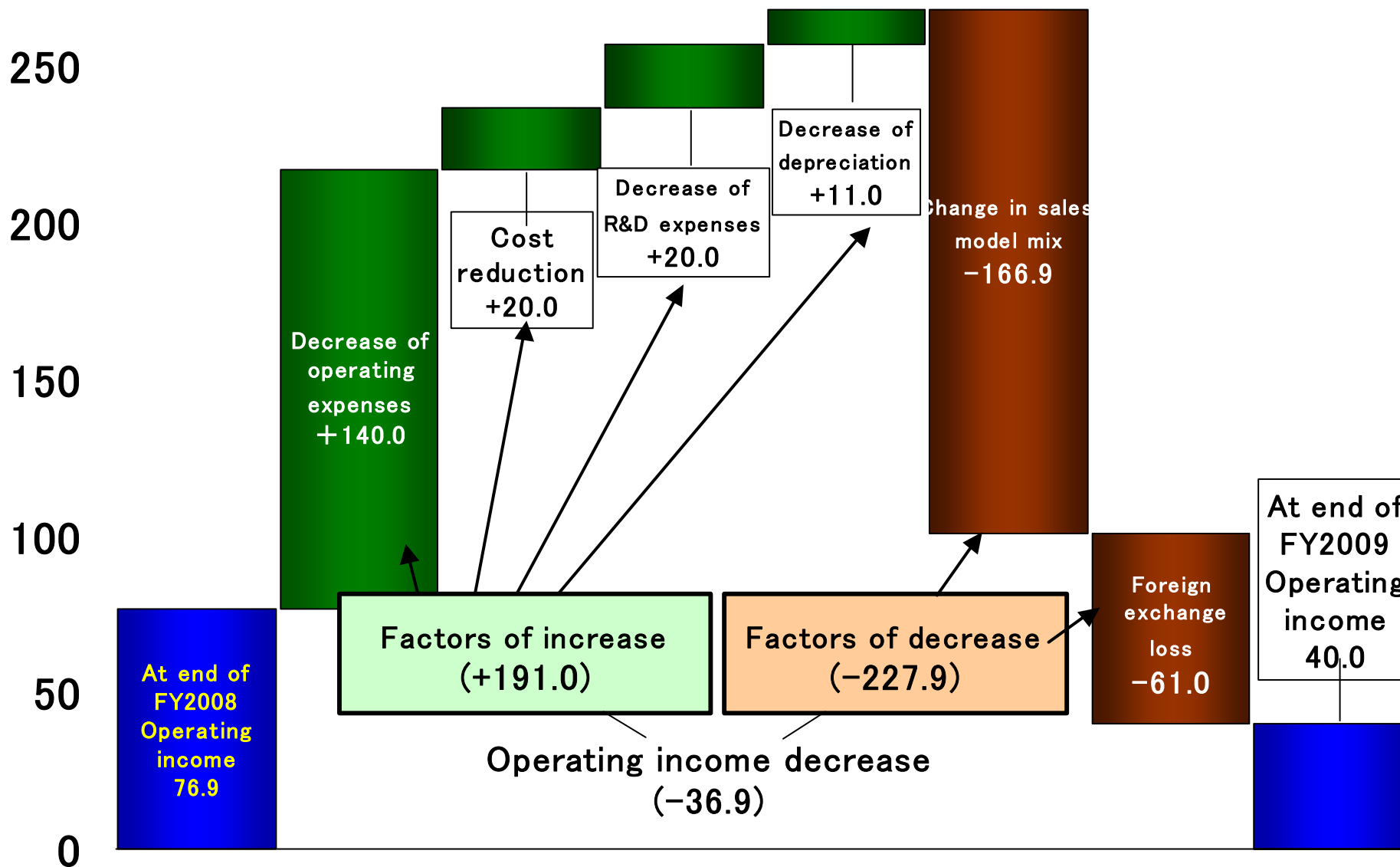
	FY2009 Forecast	Previous Forecast	FY2008 Actual
Net sales	2,300.0	2,300.0	3,004.8
Operating income	40.0	10.0	76.9
Ordinary income	50.0	20.0	79.7
Net income	15.0	5.0	27.4
ForEX rate	US dollar 93 yen (2 <sup>nd</sup> half 90 yen)	90 yen	101 yen
	Euro 124 yen (2 <sup>nd</sup> half 115 yen)	115 yen	144 yen



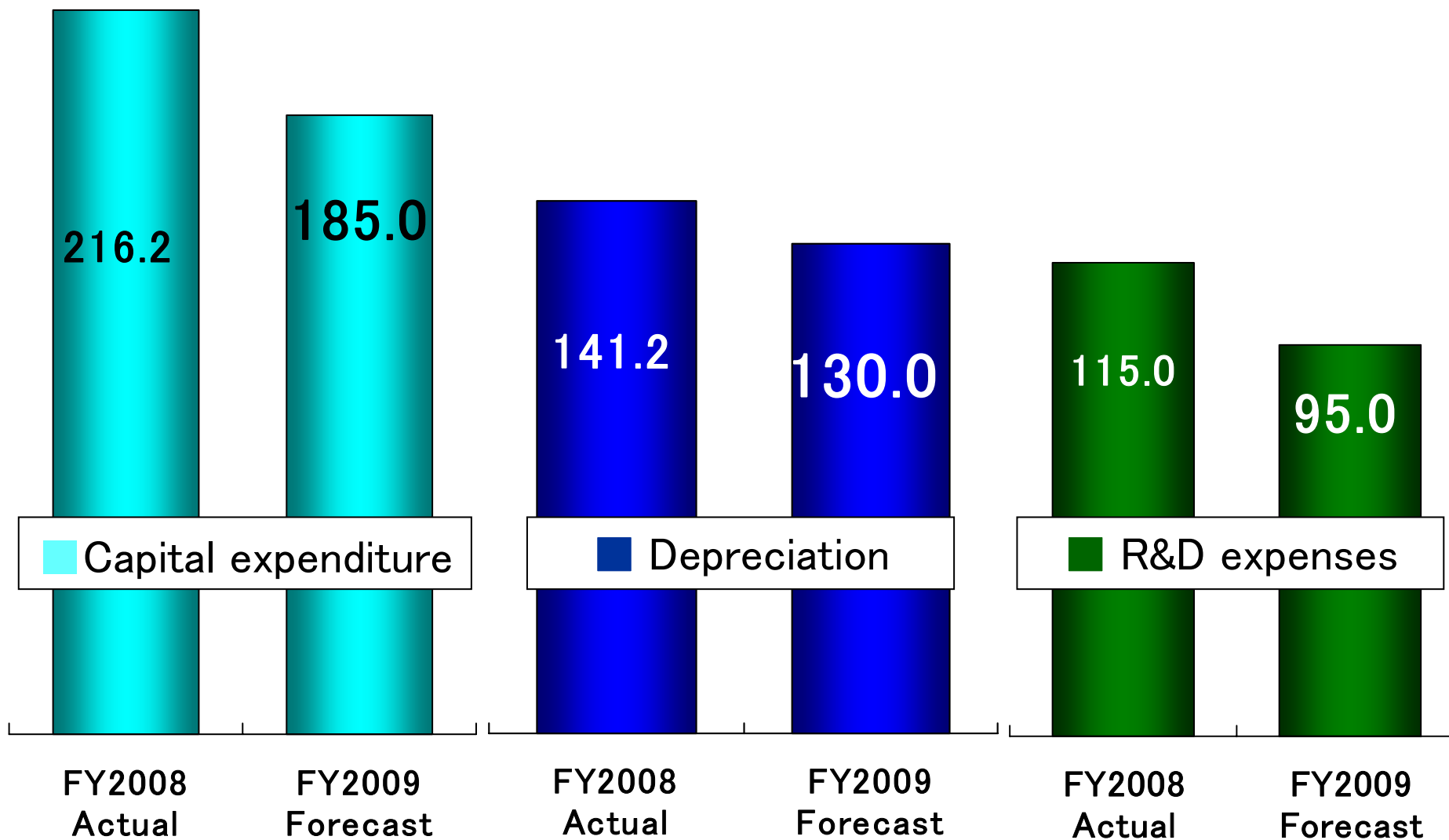
# Consolidated: FY2009 Forecast

## Factors of Change in Operating Income

Amount: Billion Yen

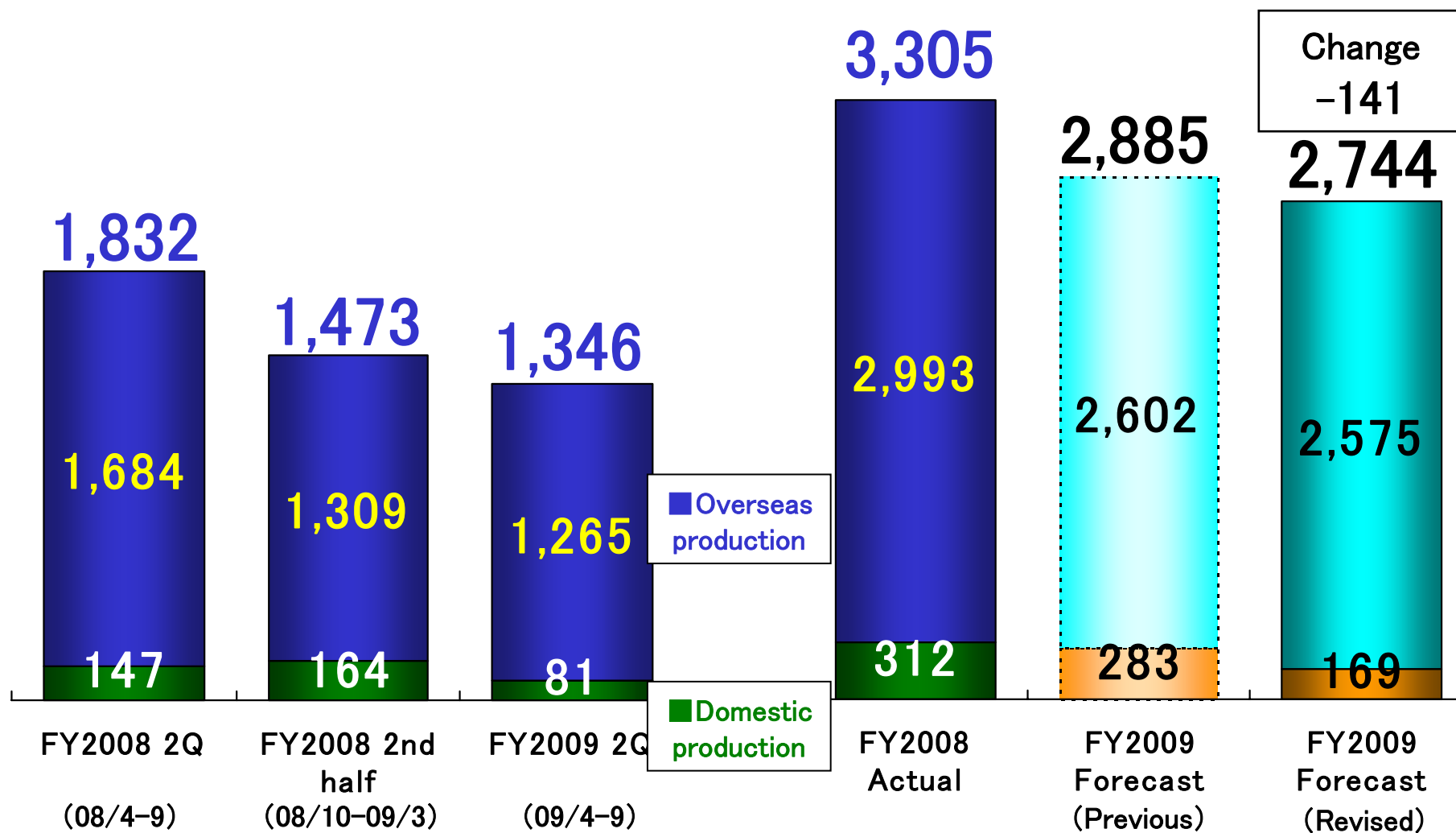


Amount: Billion Yen



Unit: thousands

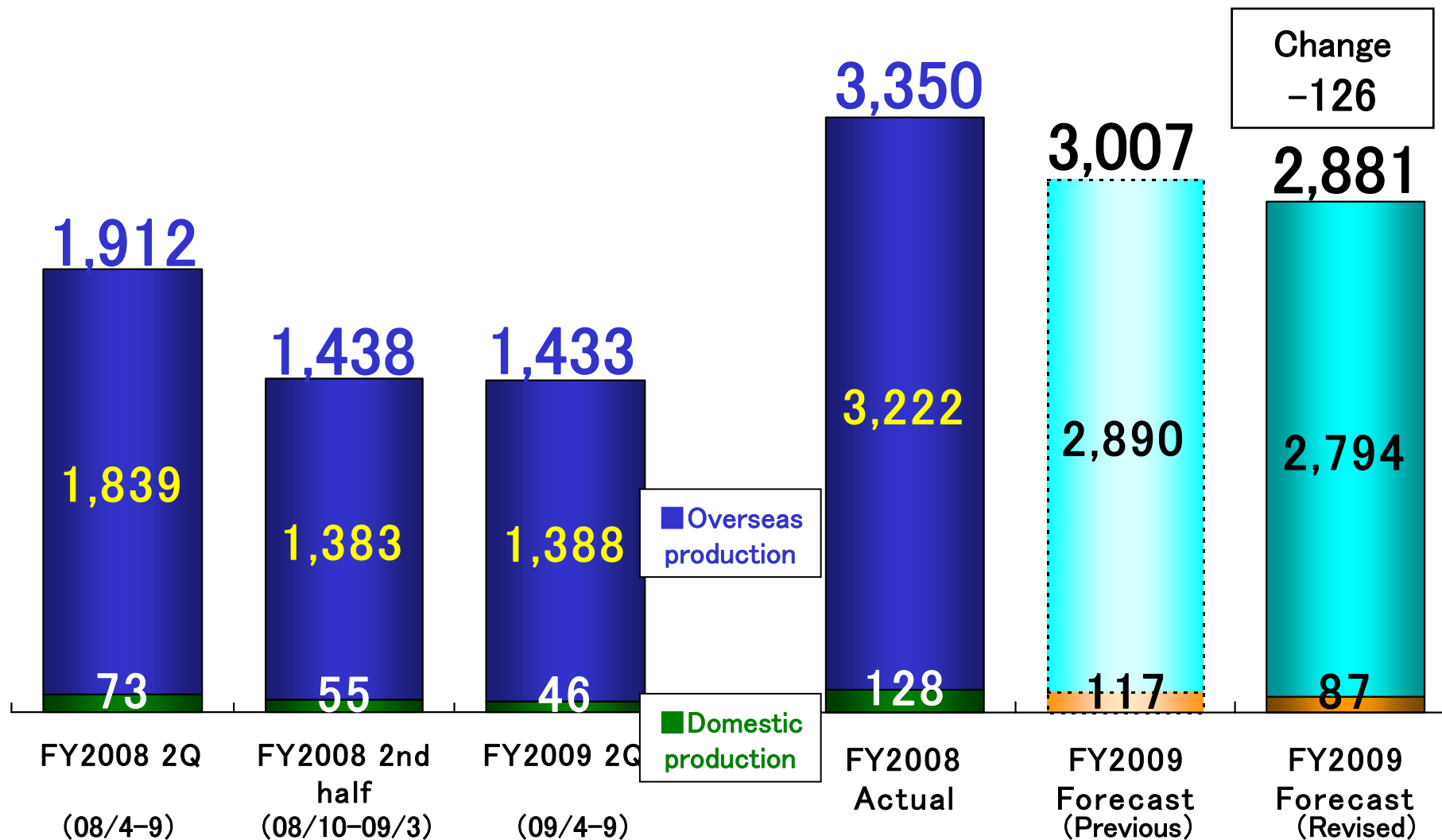
<Changes in production per 6 months> <FY2008 Actual and FY2009 Forecast>



Unit: thousands

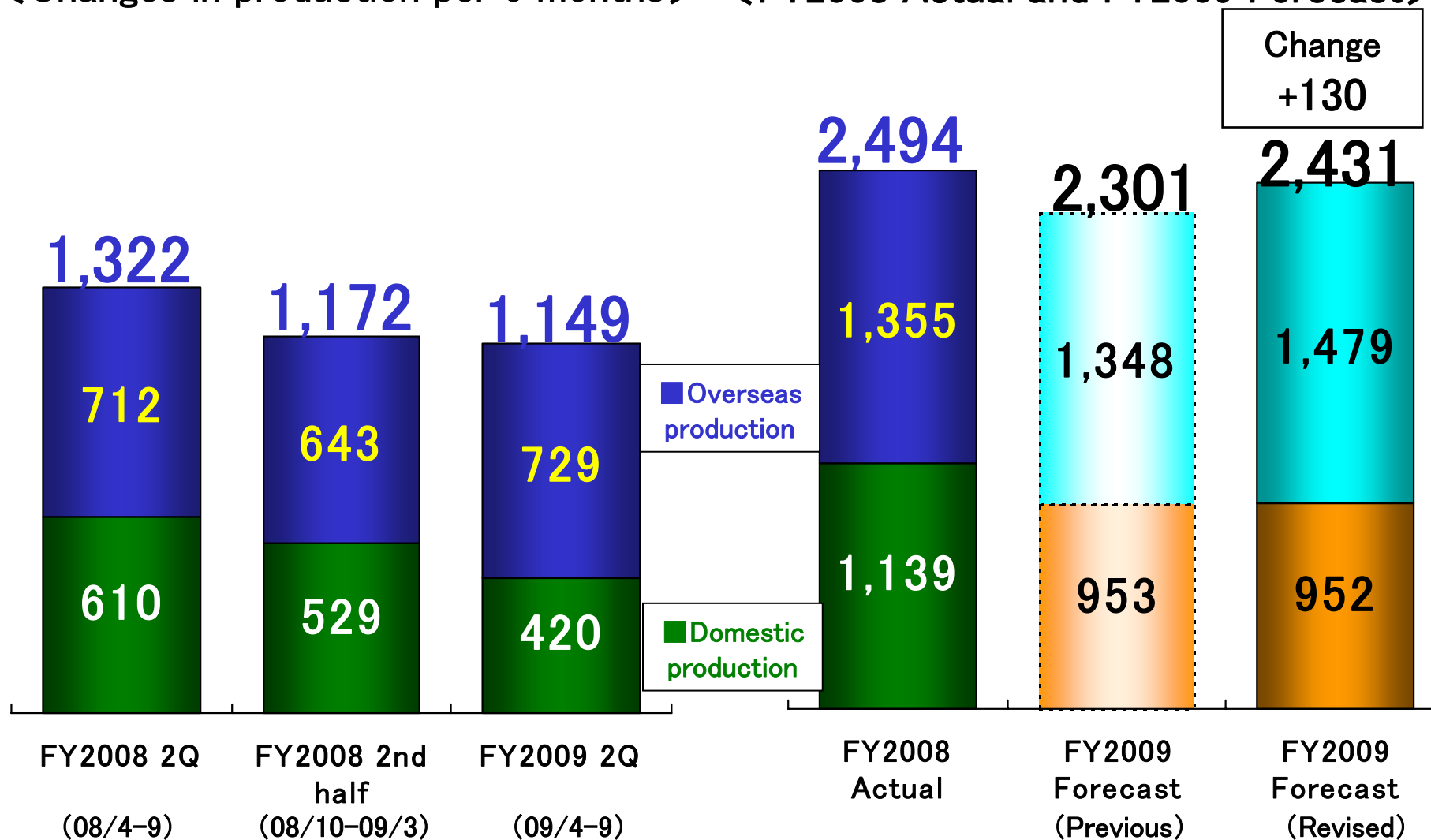
<Changes in sales per 6 months>

<FY2008 Actual and FY2009 Forecast>



Unit: thousands

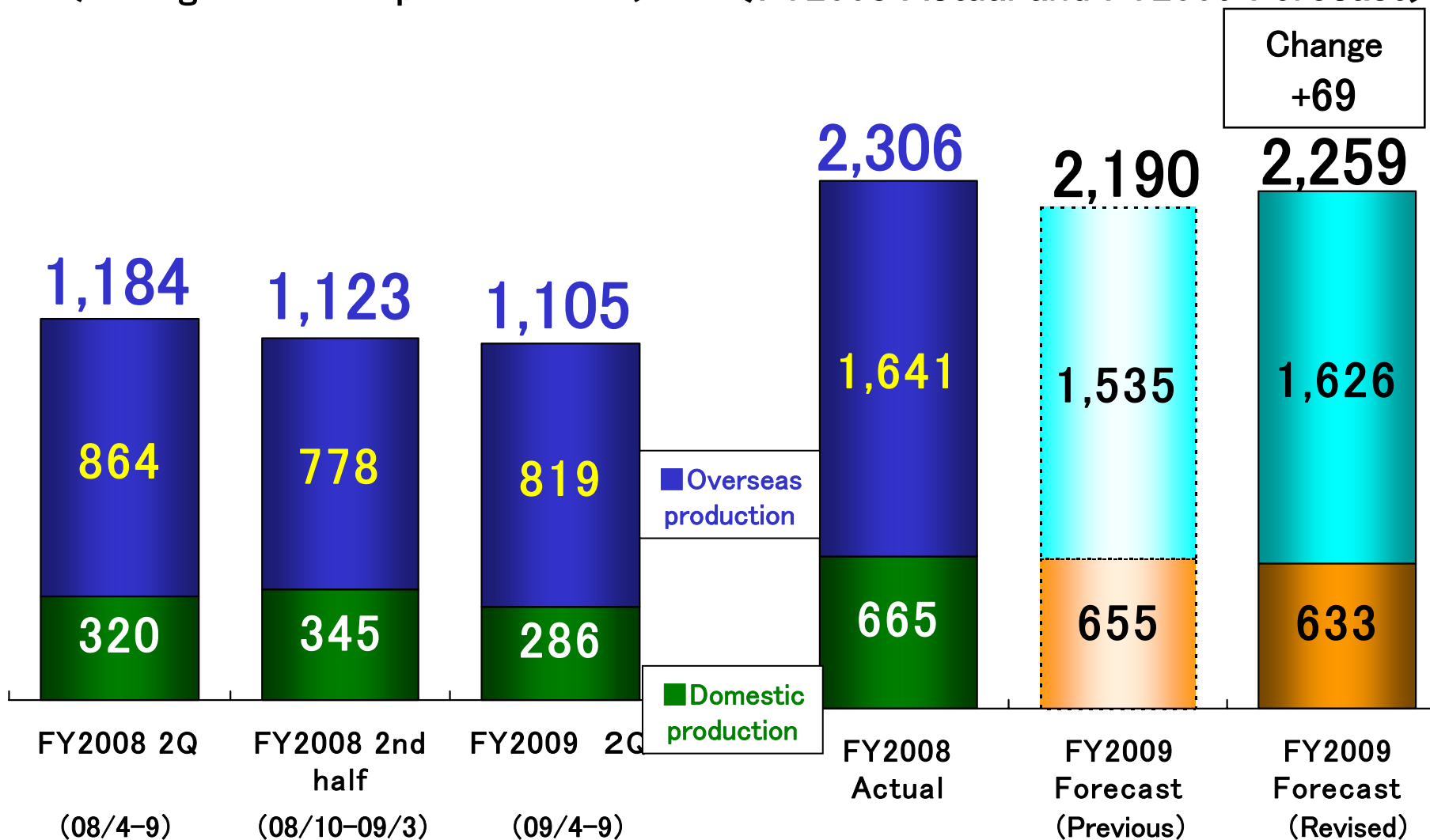
<Changes in production per 6 months> <FY2008 Actual and FY2009 Forecast>





Unit: thousands

<Changes in sales per 6 months>    <FY2008 Actual and FY2009 Forecast>



*Interim dividends . . . 5 yen (FY2008 8 yen)*

*Year-end . . . Undecided (FY2008 8 yen)*

*Annual . . . Undecided (FY2008 16 yen)*

# FY2009 Second Quarter Financial Results



**SUZUKI MOTOR CORPORATION**



## Caution with respect to Forward-Looking Statements

The forward-looking statements of this fiscal year mentioned in this document are calculated based on currently available information and assumptions and contain risks and uncertainty.

Please note that the actual results may greatly vary by the changes of various 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).

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