

# FY2011 First Quarter Financial Results

Suzuki achieves two million total accumulated automobile production volume in Magyar Suzuki in Hungary



**SUZUKI MOTOR CORPORATION**  
**3 August 2011**



# Consolidated: Financial Summary

(Billion Yen)

	FY2011 3 months ( ' 11/4-6)	FY2010 3 months ( ' 10/4-6)	Change	
				rate
<b>Net Sales</b>	<b>607.3</b>	<b>656.3</b>	<b>-49.0</b>	<b>-7.5%</b>
<b>Domestic</b>	<b>201.6</b>	<b>238.6</b>	<b>-37.0</b>	<b>-15.5%</b>
<b>Overseas</b>	<b>405.7</b>	<b>417.7</b>	<b>-12.0</b>	<b>-2.9%</b>
Operating income (Ratio)	<b>25.6</b> (4.2%)	<b>31.9</b> (4.9%)	<b>-6.3</b>	<b>-20.0%</b>
Ordinary income (Ratio)	<b>28.8</b> (4.7%)	<b>30.6</b> (4.7%)	<b>-1.8</b>	<b>-6.0%</b>
Net income (Ratio)	<b>18.7</b> (3.1%)	<b>15.2</b> (2.3%)	<b>+3.5</b>	<b>+23.6%</b>



# Consolidated: Net Sales Year-on-Year Comparison

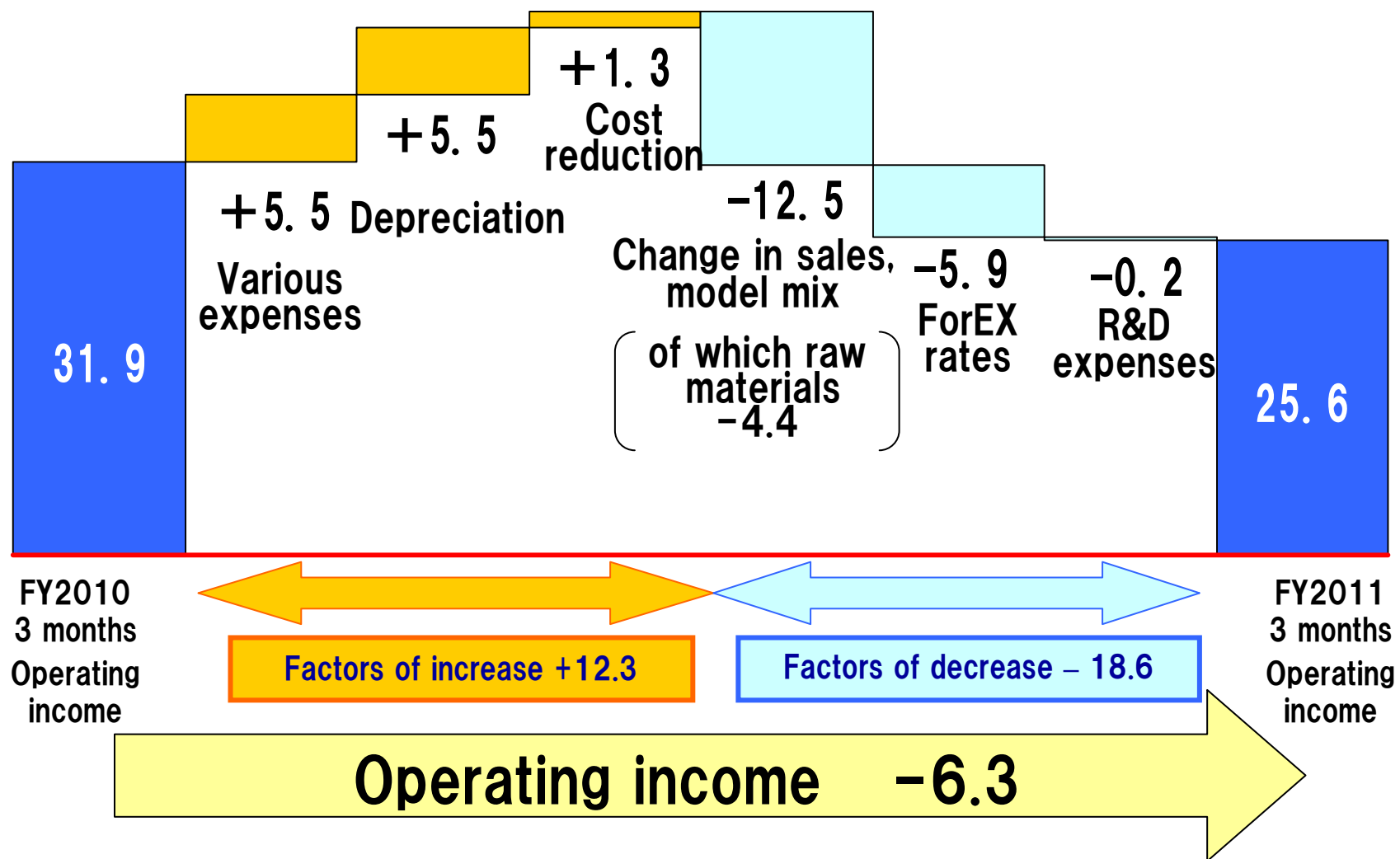
(Billion Yen)

	Motorcycle	Automobile	Marine & Power products, etc.	Total	of which effect of ForEX rates conversion
Domestic total	-0.3	-36.5	-0.2	-37.0	
Overseas total	+5.9	-20.0	+2.1	-12.0	-24.6
Europe	-5.0	-0.3	+1.1	-4.2	-0.9
North America	+9.7	-3.3	+0.2	+6.6	-3.9
Asia	+1.5	-7.6	+0.8	-5.3	-19.1
Others	-0.3	-8.8	+0.0	-9.1	-0.7
Grand total	+5.6	-56.5	+1.9	-49.0	-24.6
of which effect of ForEX rates conversion	-3.5	-20.6	-0.5	-24.6	



# Consolidated: Factors of Change in Operating Income

(Billion Yen)





# Consolidated: Foreign Exchange Rates

	<b>FY2011</b> 3 months ( ' 11/4-6)	<b>FY2010</b> 3 months ( ' 10/4-6)	<b>Change</b>	<b>Effect of ForEX rates</b>
<b>U.S. dollar</b>	<b>82yen</b>	<b>92yen</b>	<b>-10yen</b>	<b>-2.3bln yen</b>
<b>Euro</b>	<b>117yen</b>	<b>118yen</b>	<b>-1yen</b>	<b>+0.0bln yen</b>
<b>Others</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-3.6bln yen</b>
<b>Total</b>				<b>-5.9bln yen</b>

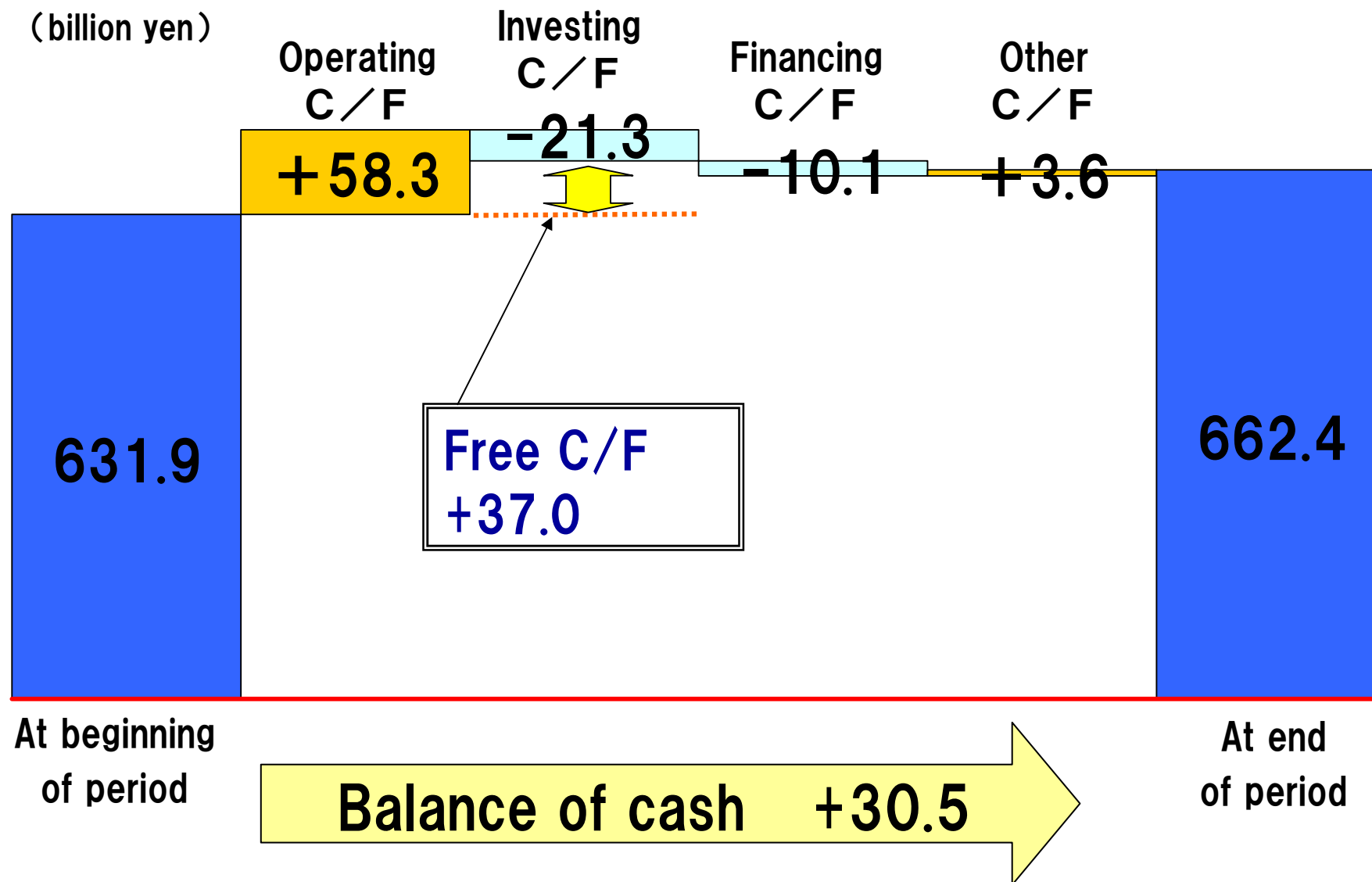


**Consolidated:**

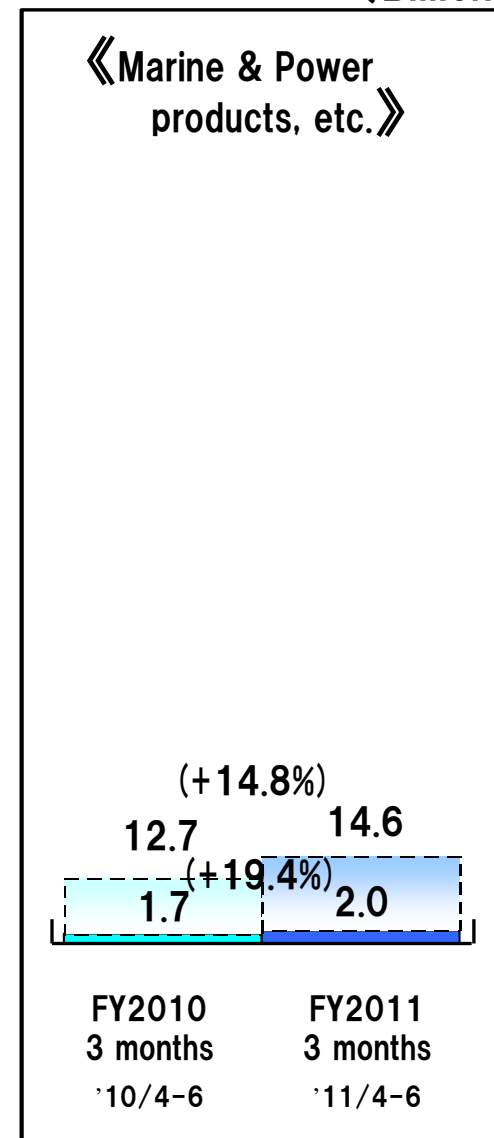
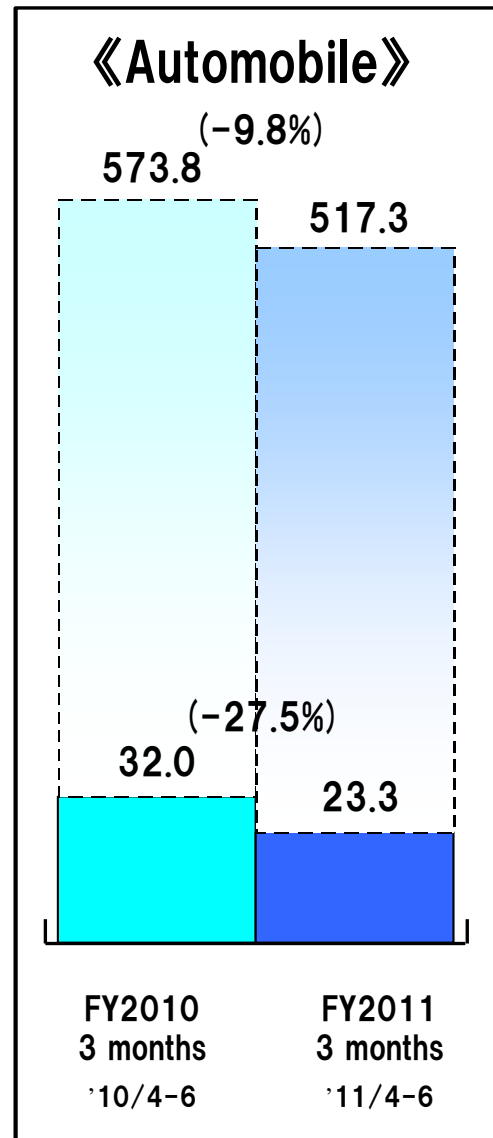
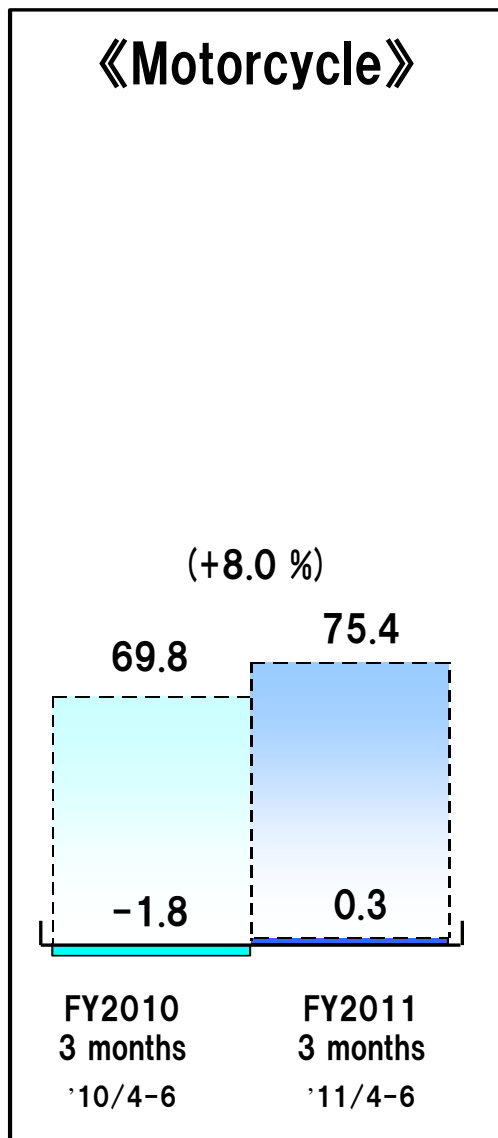
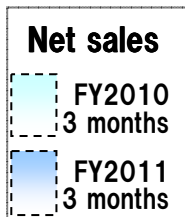
**Capital Expenditures, Depreciation, R&D Expenses  
and Interest-Bearing Debt balance**

(billion yen)

	<b>FY2011 3 months ( ' 11/4-6)</b>	<b>FY2010 3 months ( ' 10/4-6)</b>	<b>Change</b>
( Suzuki )	( 5.2)	(12.4)	(-7.2)
( Subsidiaries )	(27.5)	(27.3)	(+0.2)
<b>Capital Expenditures</b>	<b>32.7</b>	<b>39.7</b>	<b>-7.0</b>
<b>Depreciation</b>	<b>25.0</b>	<b>30.5</b>	<b>-5.5</b>
<b>R&amp;D Expenses</b>	<b>22.0</b>	<b>21.8</b>	<b>+0.2</b>
	<b>FY2011 1Q ( ' 11/6)</b>	<b>FY2010 1Q ( ' 10/6)</b>	<b>Change</b>
<b>Interest-Bearing Debt balance</b>	<b>476.3</b>	<b>520.3</b>	<b>-44.0</b>



(Billion yen)

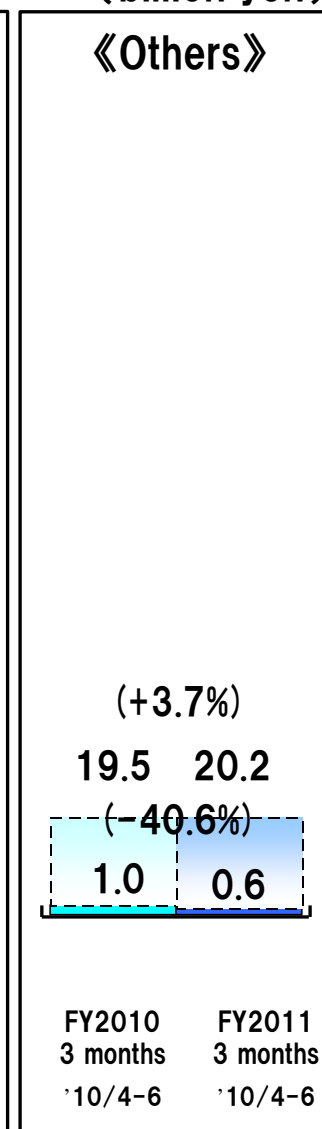
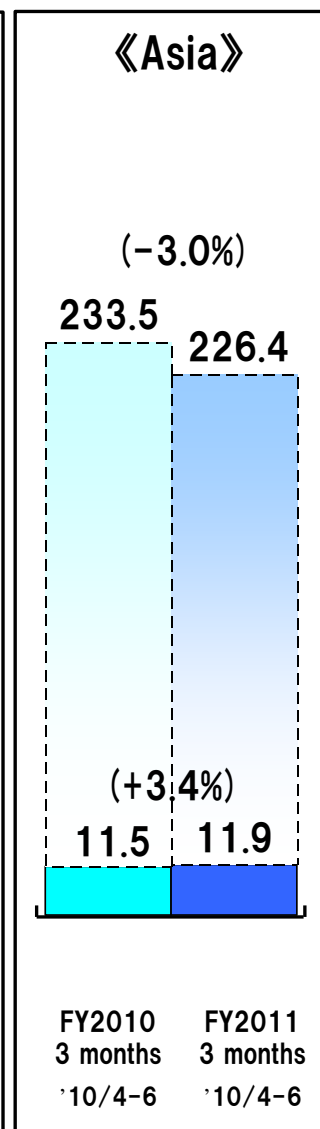
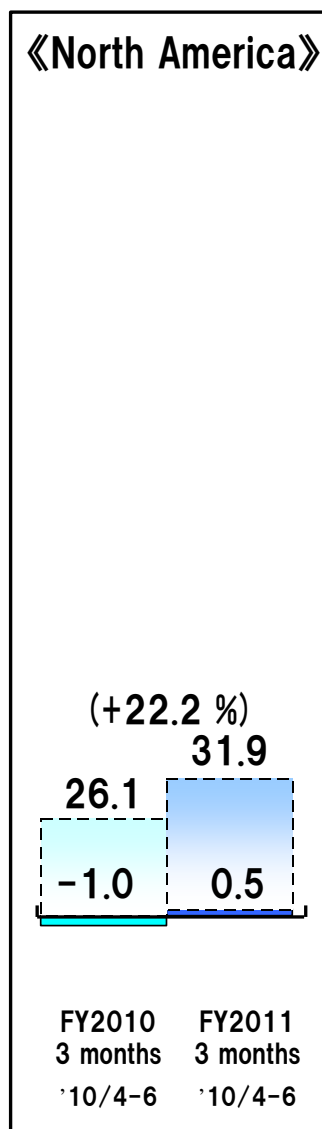
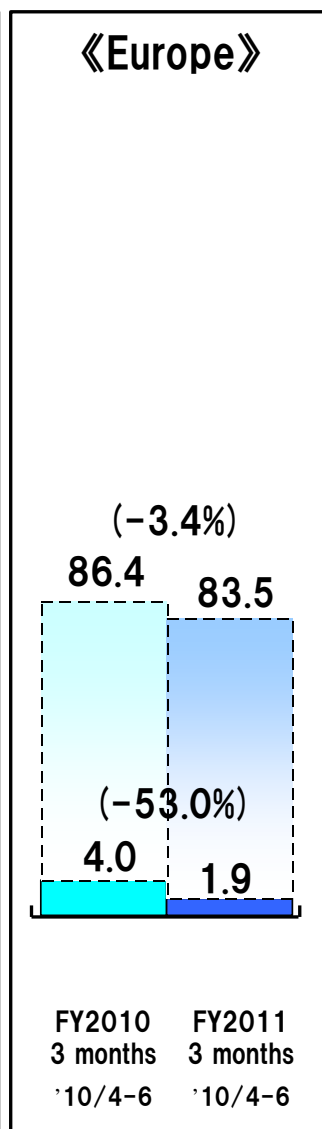
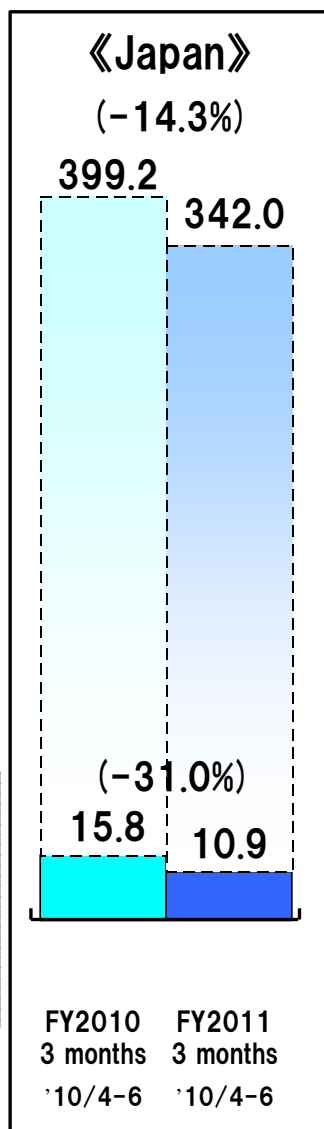
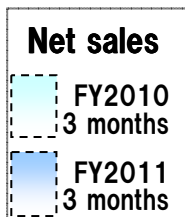






# Consolidated: Operating Results by Geographical Areas

(billion yen)





**Consolidated:**  
**Number of Consolidated Subsidiaries,  
Equity Method Affiliates and Employees**

	<b>FY2011 1Q ( ' 11/6 )</b>	<b>FY2011 1Q ( ' 10/6 )</b>	<b>Change</b>
<b>Consolidated Subsidiaries</b>	<b>141</b>	<b>139</b>	<b>+2</b>
<b>Equity Method Affiliates</b>	<b>38</b>	<b>36</b>	<b>+2</b>
<b>Employees</b>	<b>53,964</b>	<b>52,446</b>	<b>+1,518</b>

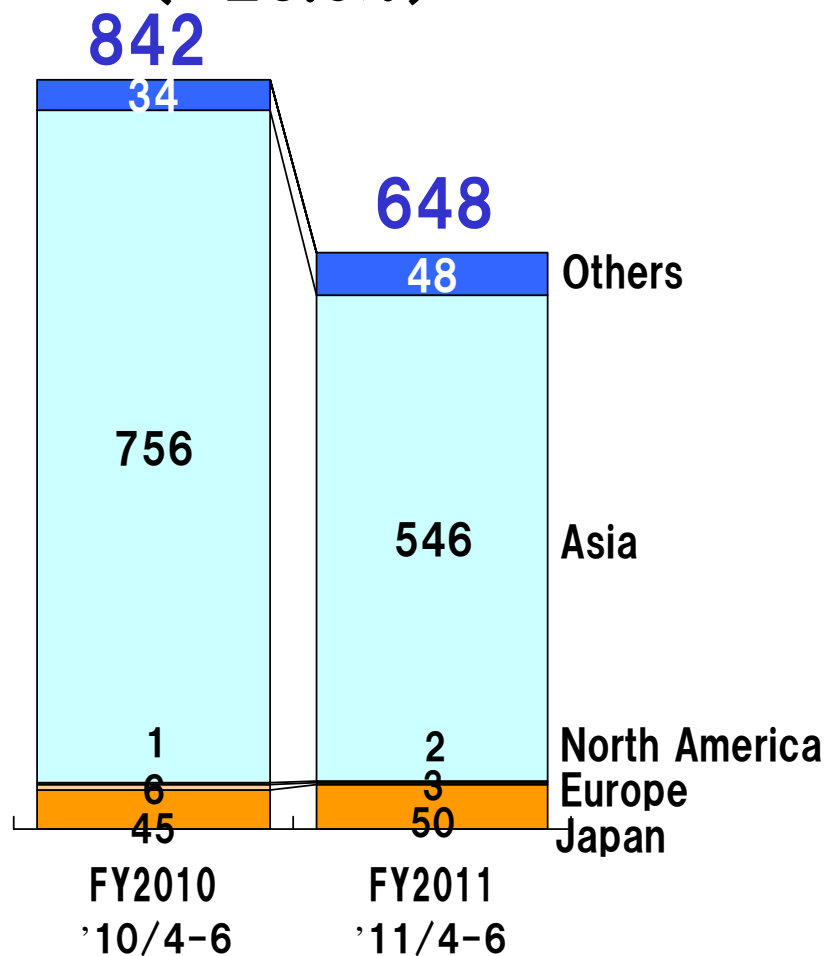
(Unchanged from the previous forecast on 23 June)

(billion yen)

		First Half		Full Year	
		FY2011 Forecast	FY2010 Actual Result	FY2011 Forecast	FY2010 Actual Result
Net sales		1,200.0	1,318.8	2,610.0	2,608.2
Operating income		40.0	68.8	110.0	106.9
Ordinary income		50.0	74.9	125.0	122.5
Net income		30.0	30.4	50.0	45.2
ForEX rates	U.S. dollar	80yen	89yen	80yen	86yen
	Euro	110yen	114yen	110yen	113yen

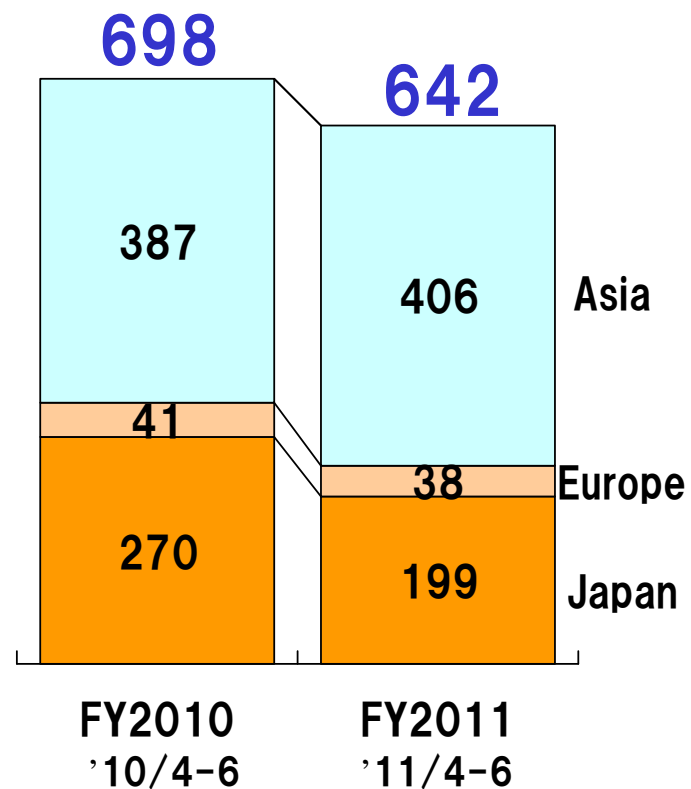
## 《Motorcycle》

(Unit: thousands) (-23.0%)



## 《Automobile》

(-8.0%)



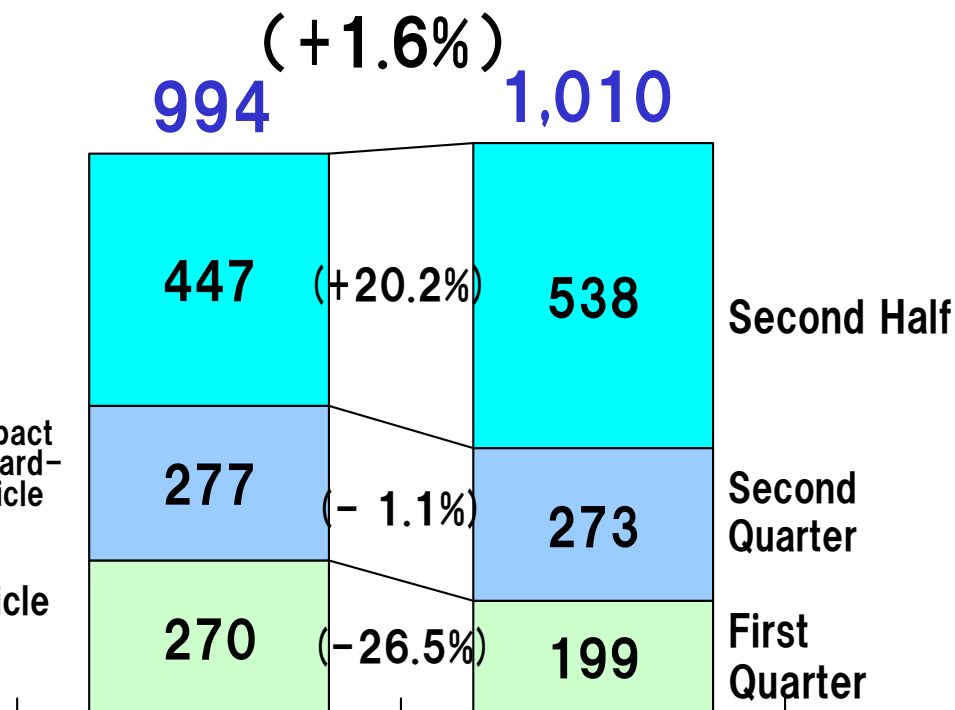
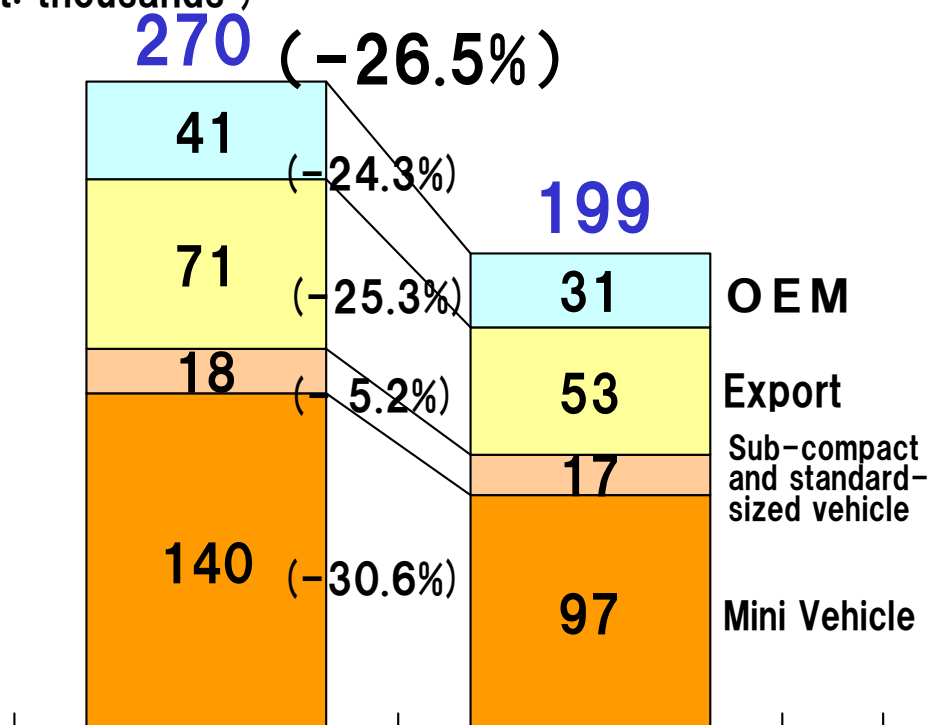


# Production Volume of Automobile in Japan

## 《First Quarter Actual Result》

## 《Full Year Forecast》

(Unit: thousands)



FY2010

FY2011

FY2010

FY2011

'10/4-6

'11/4-6

'10/4-'11/3

'11/4-'12/3

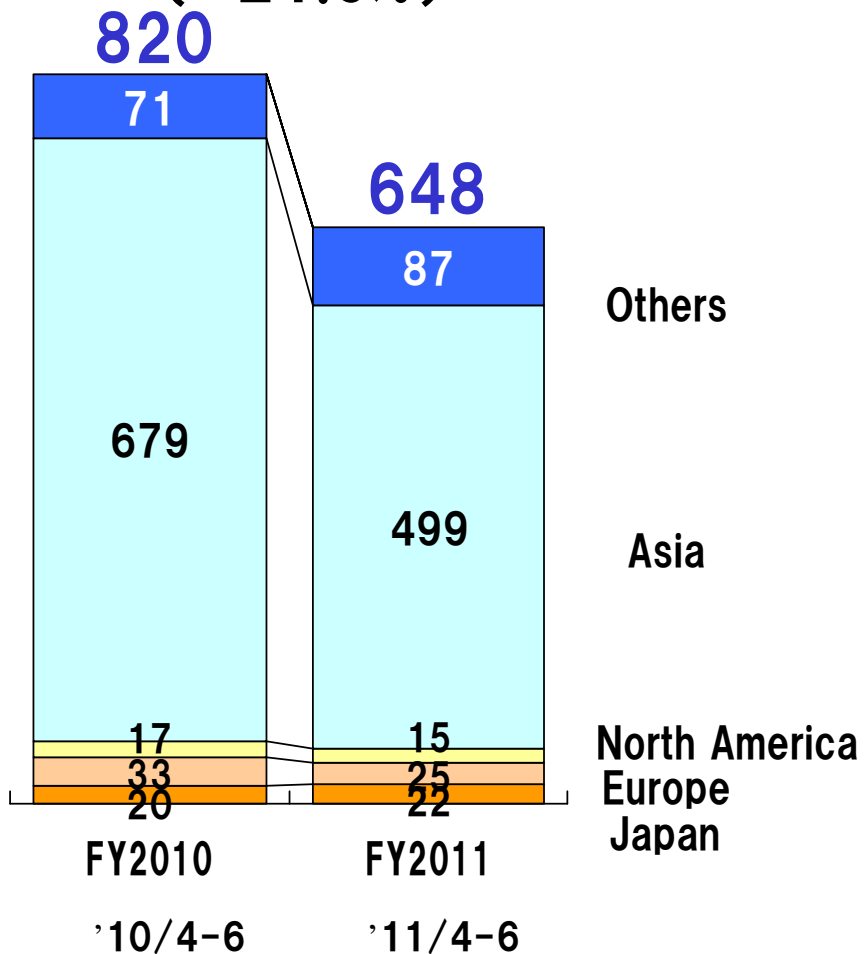
Complete Build Unit **254** (-28.3%) **182**

Complete Build Unit **936** (+1.7%) **952**

(Unit: thousands )

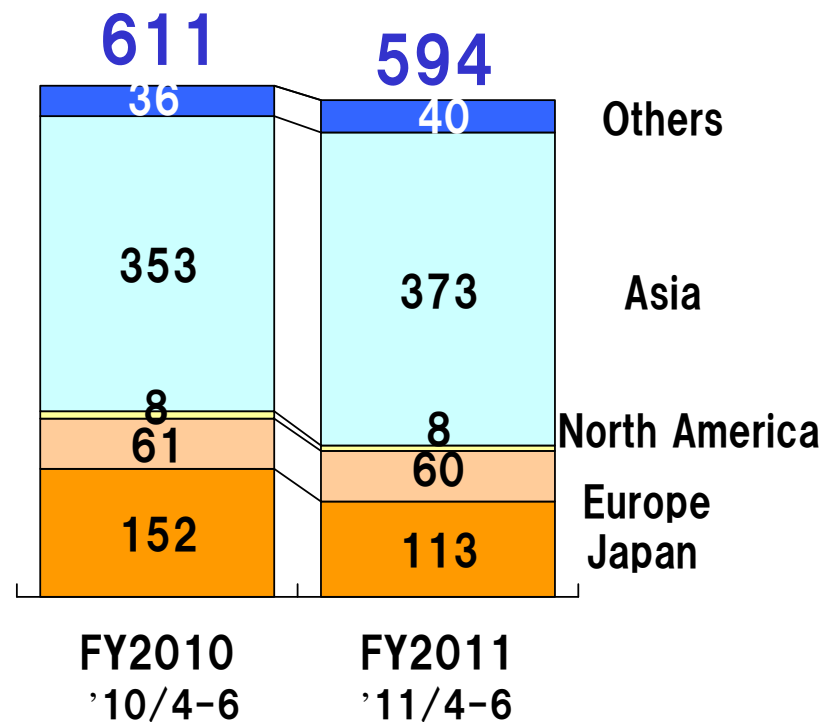
## 《Motorcycle》

(-21.0%)

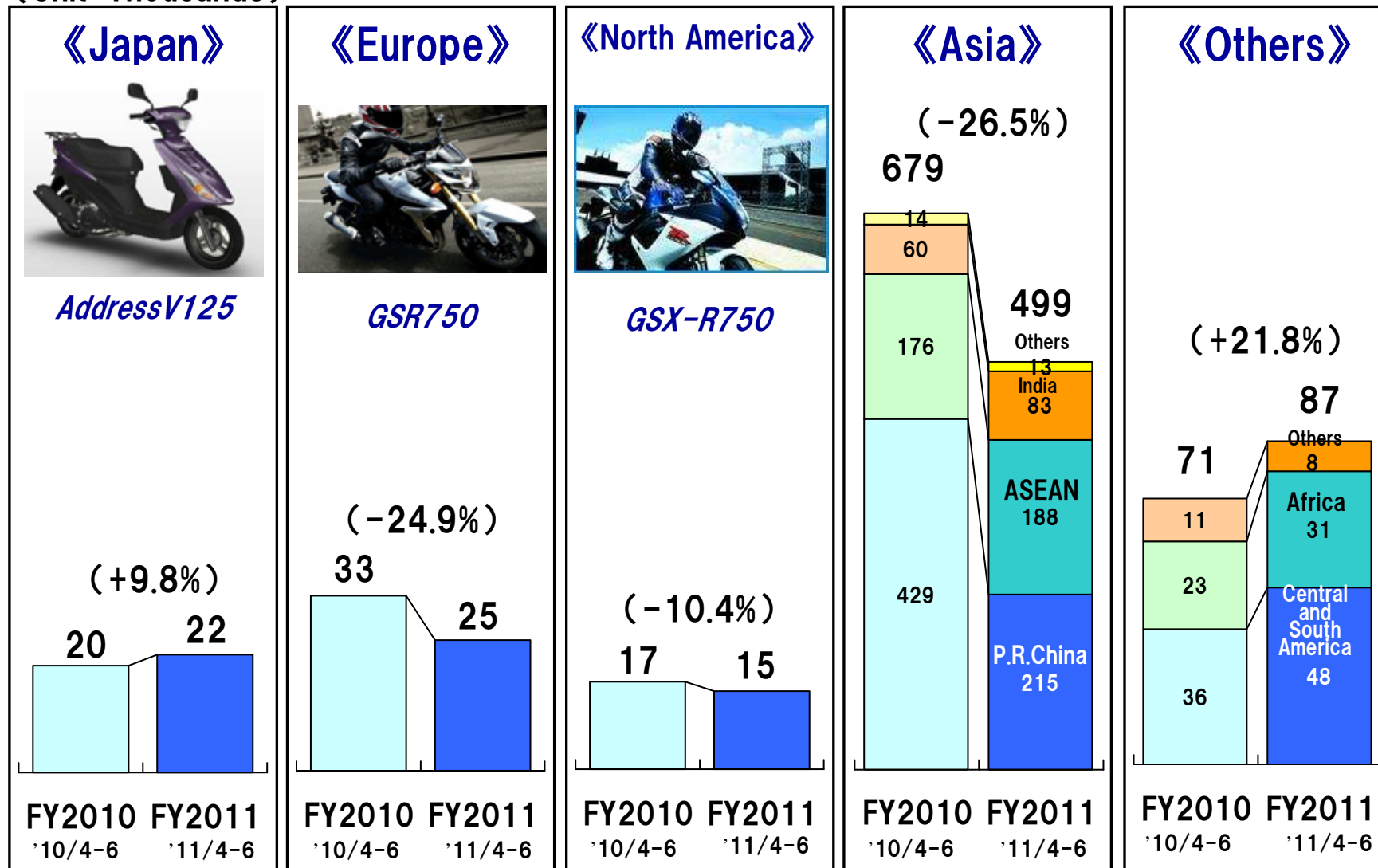


## 《Automobile》

(-2.7%)



(Unit: Thousands)

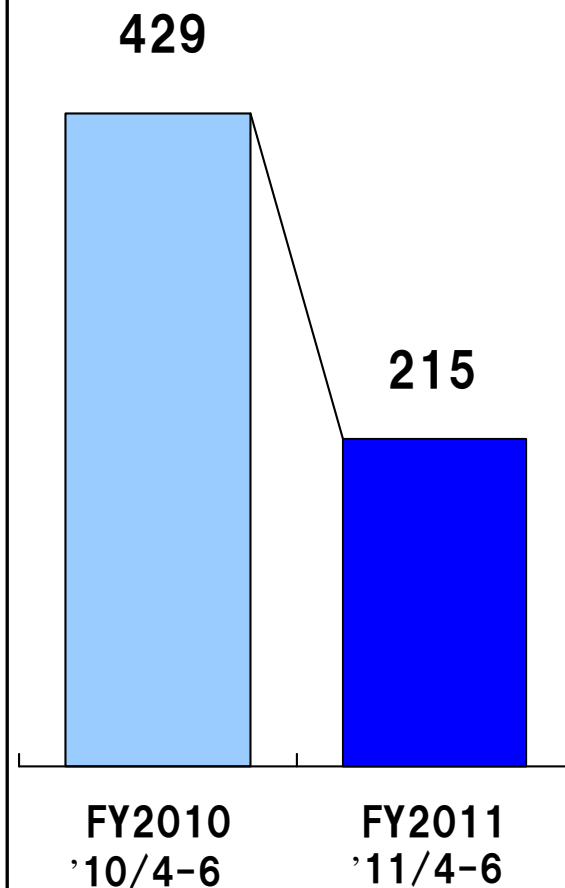


※ASEAN: Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

(Unit: Thousands)

## 《People's Republic of China》

(-50.0%)

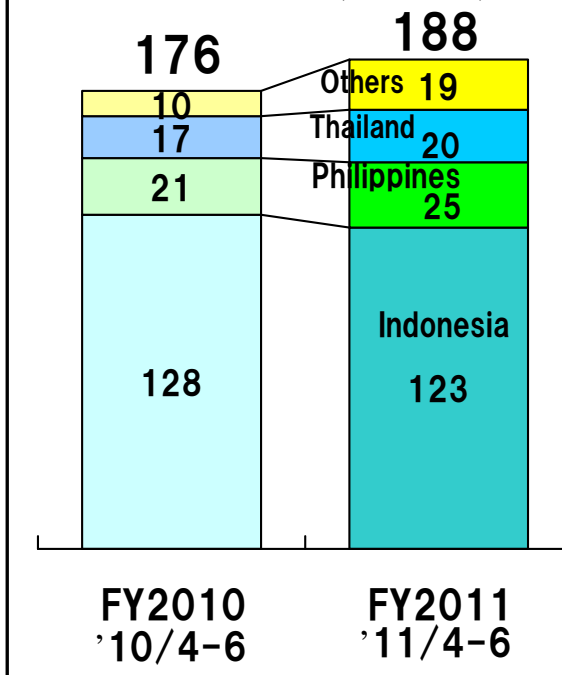


## 《ASEAN》



Hayate 125

(+7.0%)

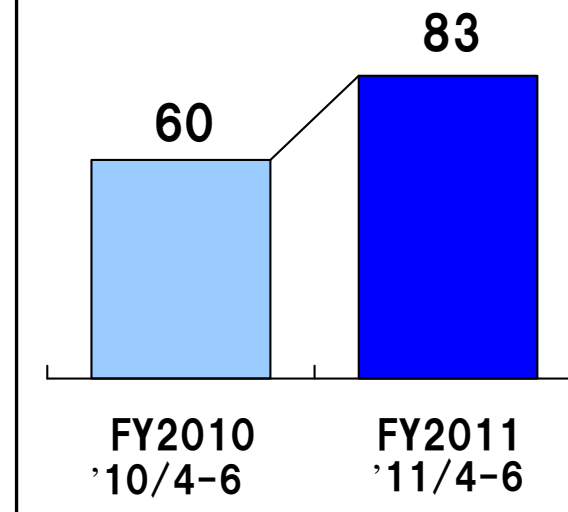


## 《India》



Access

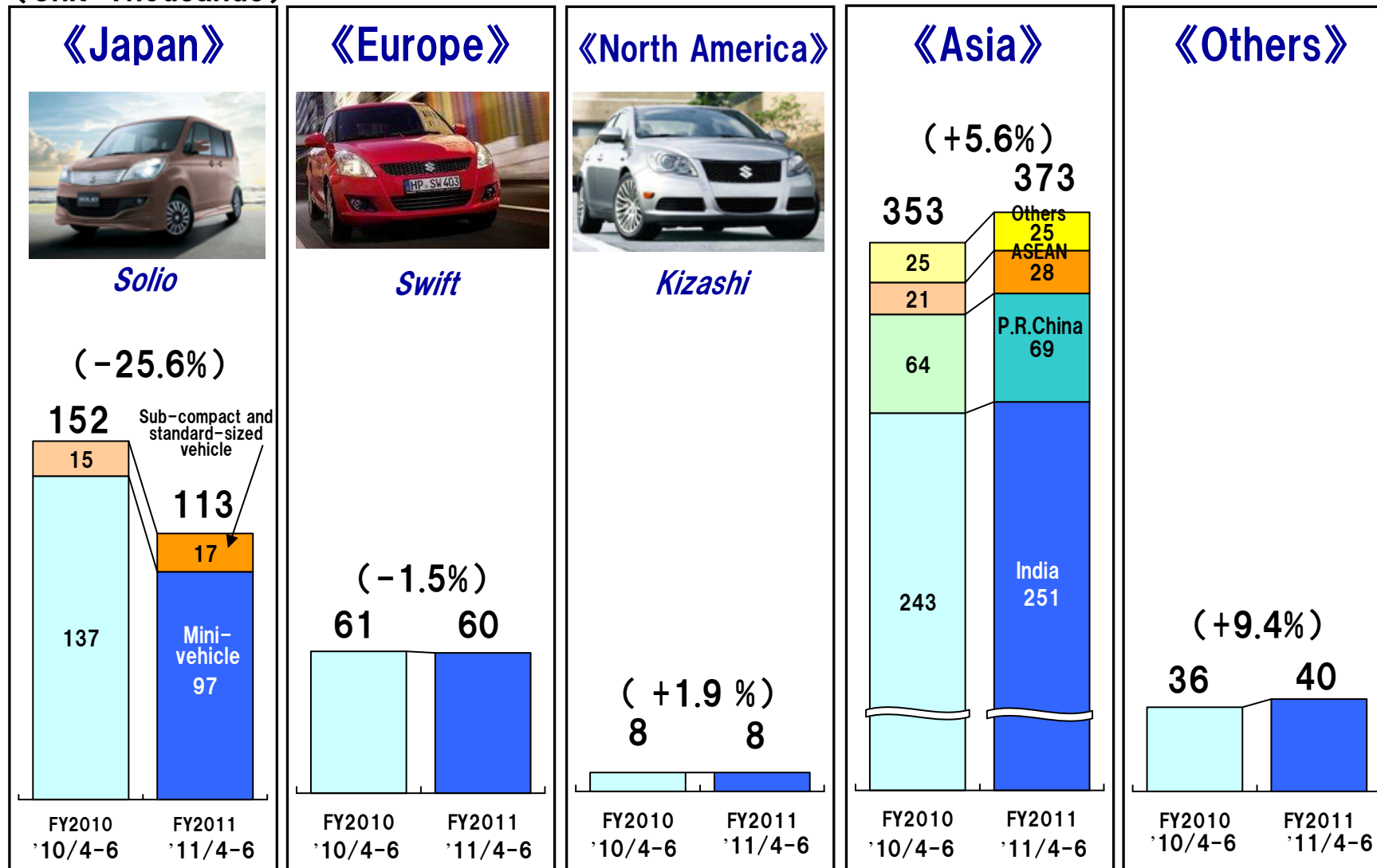
(+38.8%)



※ASEAN: Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam



(Unit: Thousands)

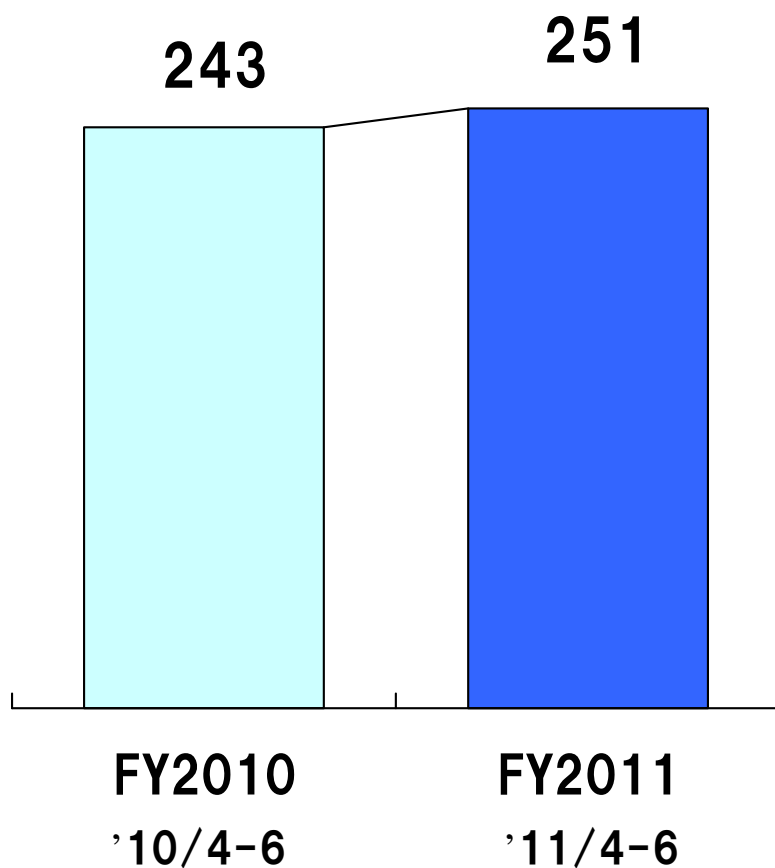


※ASEAN: Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

## Domestic sales

(Unit: thousands )

• Domestic Sales 251 thousands (+3.2%)



*SX4 Diesel*



*WagonR*



*Alto K10*



*Swift DZire*

## Domestic sales

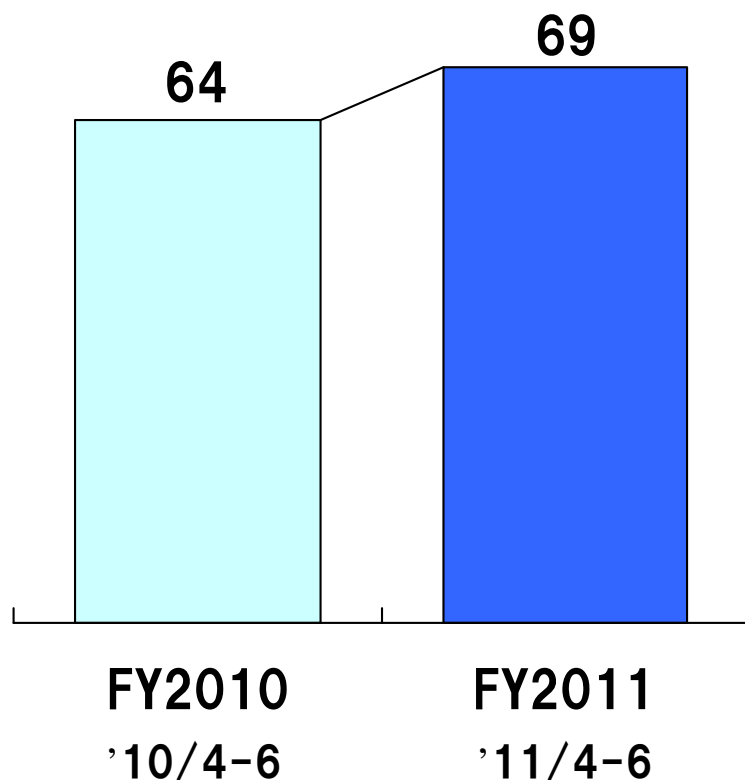
(Unit: thousands )

• Domestic Sales 69 thousands (+8.2%)

• Chongqing Changan Suzuki 52 thousands (+13.8%)

• Jiangxi Changhe Suzuki 17 thousands (-4.2%)

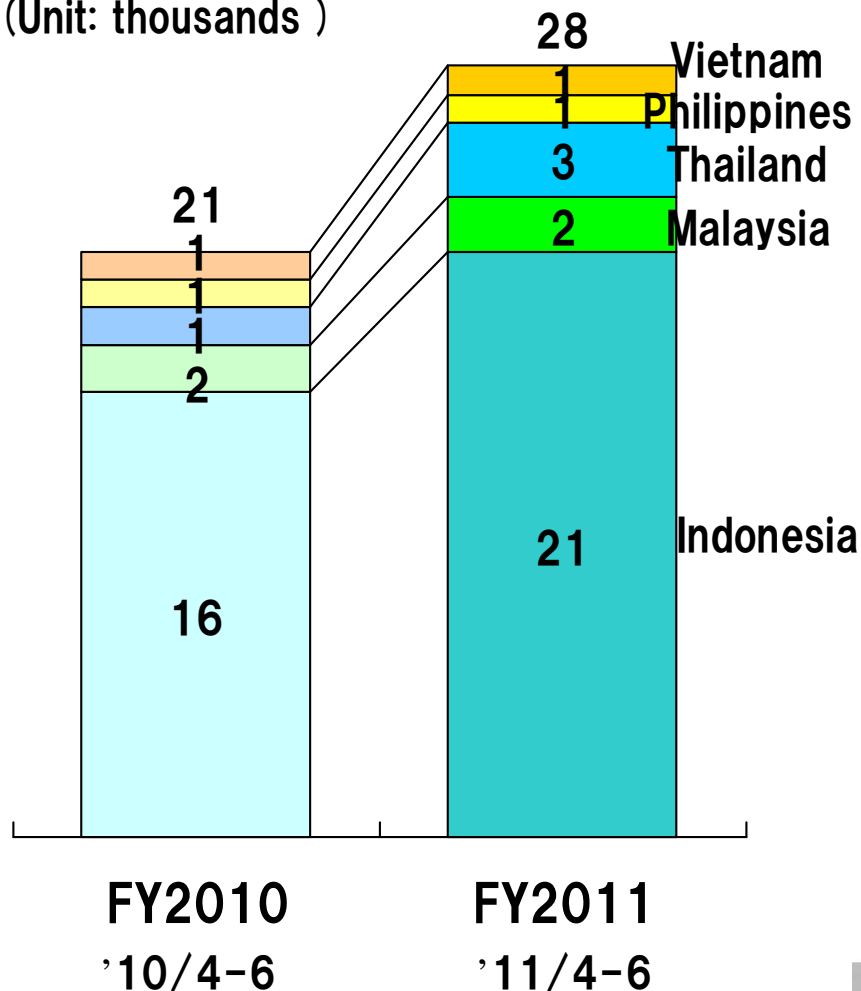
• Suzuki Motor (China) Investment 0.9 thousands (-23.3%)



*Alto*

## Domestic sales

(Unit: thousands )



• Sales in ASEAN 5 countries 28 thousands (+30.9%)

• Indonesia 21 thousands ( +28.6%)

• Malaysia 2 thousands ( +18.0%)

• Thailand 3 thousands (+102.8%)



APV



Splash

※ASEAN: Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

# FY2011 First Quarter Financial Results



*EV EVERY*



*Swift Range Extender*



*Burgman Fuel Cell Scooter*



*e-Let's*

**SUZUKI MOTOR CORPORATION**



## Caution with respect to Forward-Looking Statements

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

Please note that the future results may greatly vary by the changes of various factors.

Those factors, which may influence the future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rate.

(mainly Yen /US dollar rate, Yen/Euro rate).

*This document is an English translation of the original Japanese document. If there are any discrepancies between this document and the original Japanese document, the original Japanese document prevails.*