

FY2013 Financial Results



SUZUKI MOTOR CORPORATION
9 May 2014

- Increased sales for 2 consecutive periods, Increased income for 5 consecutive periods, Highest ever income and margin

(Billions of yen)

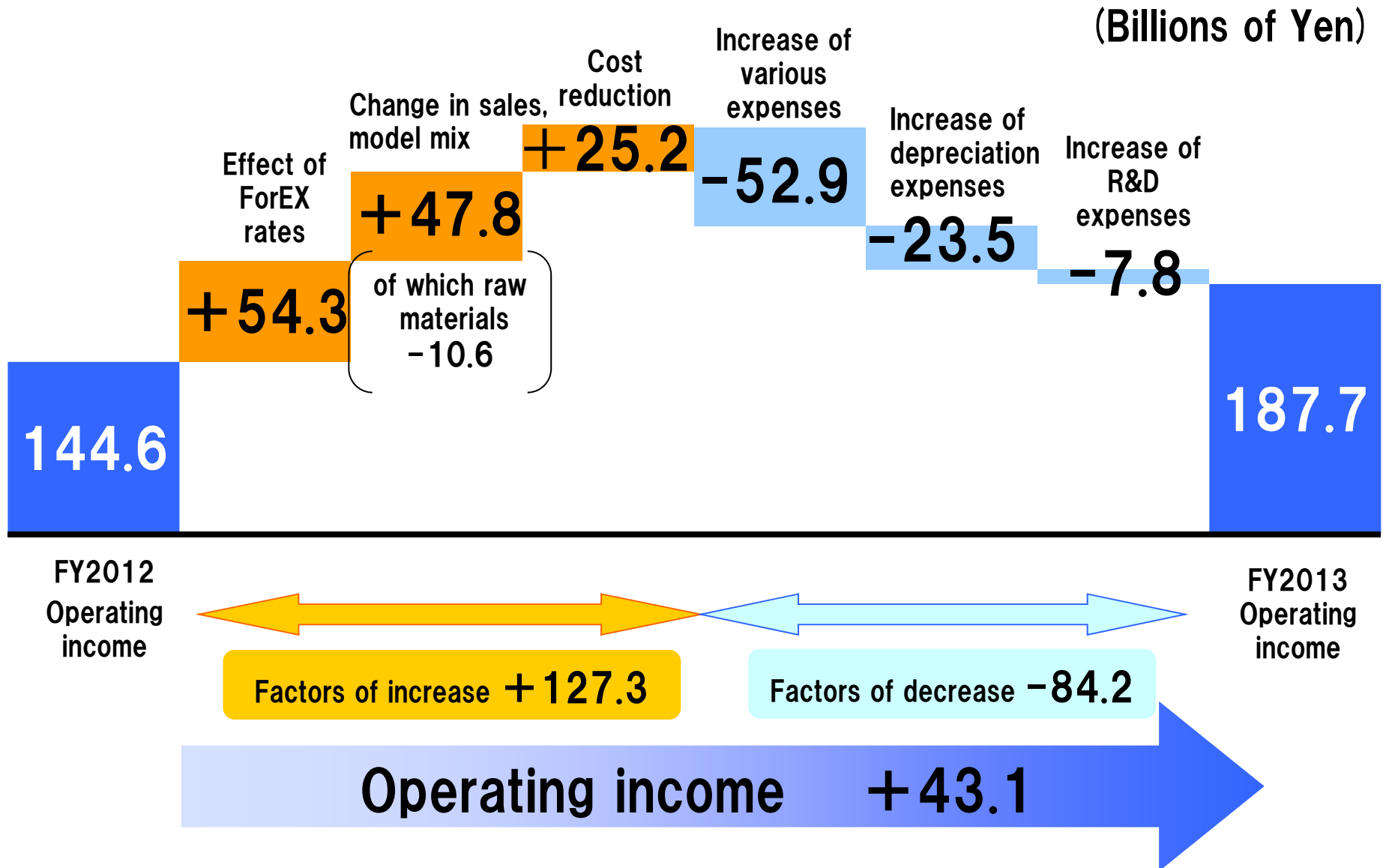
	FY2013 (¹³ /4- ¹⁴ /3)	FY2012 (¹² /4- ¹³ /3)	Change		In comparison with previous forecast		
				Ratio	Forecast at the end of FY2013 Q3	Change	Ratio
Net Sales	2,938.3	2,578.3	+360.0	+14.0%	2,850.0	+88.3	+3.1%
Japan	1,132.7	1,040.9	+91.8	+8.8%	1,050.0	+82.7	+7.9%
Suzuki brand	1,007.5	868.0	+139.5	+16.1%	940.0	+67.5	+7.2%
OEM	125.2	172.9	-47.7	-27.5%	110.0	+15.2	+13.9%
Overseas	1,805.6	1,537.4	+268.2	+17.4%	1,800.0	+5.6	+0.3%
Operating Income (Margin)	187.7 (6.4%)	144.6 (5.6%)	+43.1	+29.9%	180.0 (6.3%)	+7.7	+4.3%
Ordinary Income (Margin)	197.8 (6.7%)	155.6 (6.0%)	+42.2	+27.2%	190.0 (6.7%)	+7.8	+4.1%
Net Income (Margin)	107.5 (3.7%)	80.4 (3.1%)	+27.1	+33.7%	105.0 (3.7%)	+2.5	+2.4%

• Highest ever net sales in Japan

(Billions of Yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change	
Japan total	24.2	22.2	+2.0	1,089.0	1,000.0	+89.0	19.5	18.7	+0.8	1,132.7	1,040.9	+91.8	
Suzuki brand	24.2	22.2	+2.0	963.8	827.1	+136.7	19.5	18.7	+0.8	1,007.5	868.0	+139.5	
OEM				125.2	172.9	-47.7				125.2	172.9	-47.7	
Overseas total	242.4	208.1	+34.3	1,526.7	1,297.8	+228.9	36.5	31.5	+5.0	1,805.6	1,537.4	+268.2	+207.8
Europe	45.3	30.6	+14.7	337.2	245.7	+91.5	12.2	10.2	+2.0	394.7	286.5	+108.2	+75.8
N. America	42.3	37.7	+4.6	8.3	45.2	-36.9	14.3	12.7	+1.6	64.9	95.6	-30.7	+10.7
Asia	111.5	102.4	+9.1	1,037.2	880.4	+156.8	3.3	2.6	+0.7	1,152.0	985.4	+166.6	+105.9
Others	43.3	37.4	+5.9	144.0	126.5	+17.5	6.7	6.0	+0.7	194.0	169.9	+24.1	+15.4
Grand total	266.6	230.3	+36.3	2,615.7	2,297.8	+317.9	56.0	50.2	+5.8	2,938.3	2,578.3	+360.0	+207.8
of which effect of ForEX rates conversion			+29.6			+171.6			+6.6			+207.8	

Consolidated: Factors of Change in Operating Income

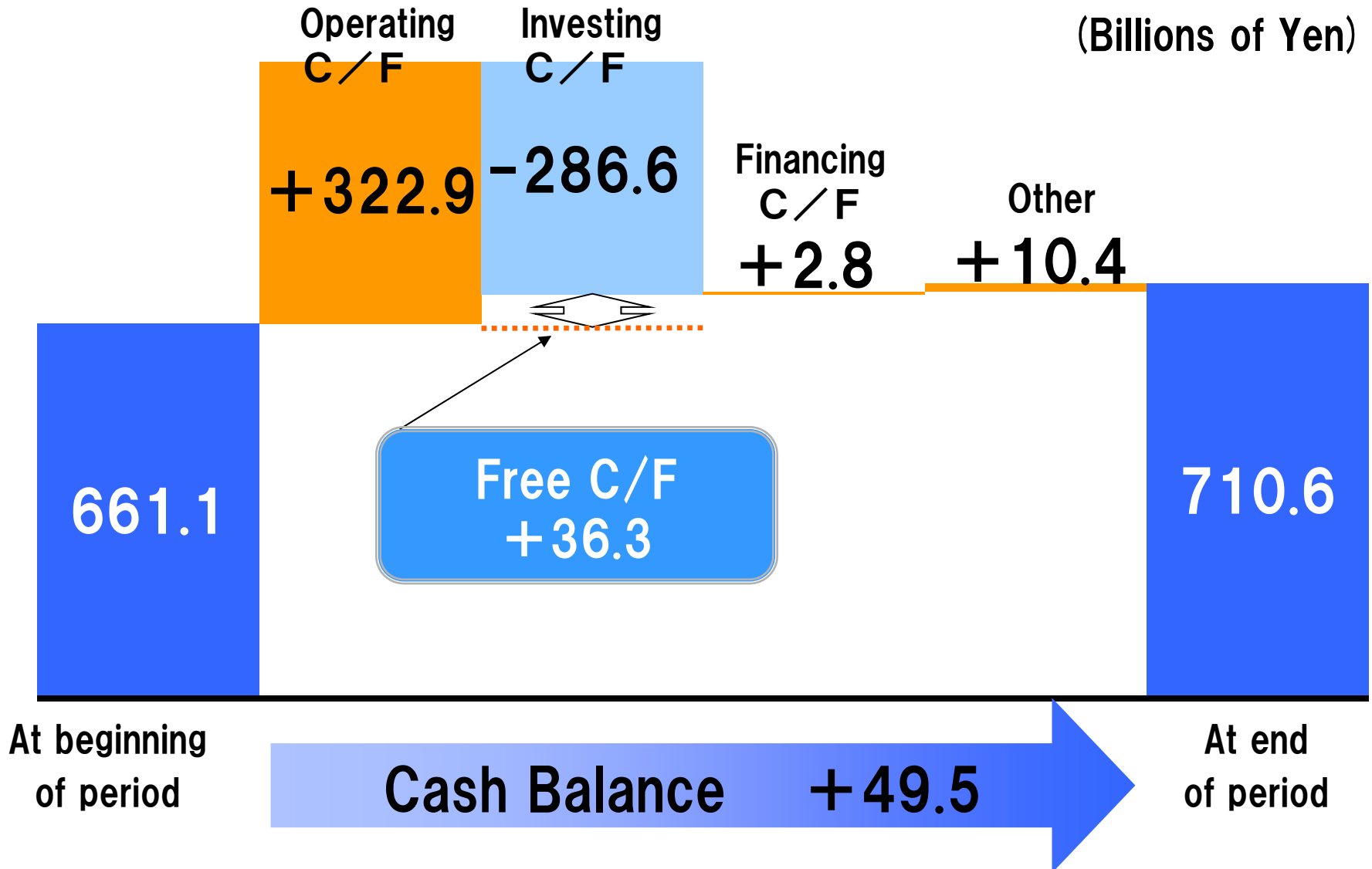


	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change	Effect of ForEX rates in operating income
U.S. Dollar	100yen	83yen	+17yen	+7.2bln yen
Euro	134yen	107yen	+27yen	+20.1bln yen
Indian rupee	1.68yen	1.54yen	+0.14yen	+9.2bln yen
100 Indonesian Rupiah	0.93yen	0.88yen	+0.05yen	+2.4bln yen
Thai Baht	3.18yen	2.62yen	+0.56yen	+4.2bln yen
Others	—	—	—	+11.2bln yen
Total				+54.3bln yen

(Billions of Yen)

	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change
(Non-consolidated)	48.2	46.8	+ 1.4
(Subsidiaries)	165.4	122.5	+ 42.9
Capital Expenditures	213.6	169.3	+ 44.3
Depreciation Expenses	117.2	93.7	+ 23.5
R&D Expenses	127.1	119.3	+ 7.8

	FY2013	FY2012		FY2013 Q3	
	('14/3)	('13/3)	Change	('13/12)	Change
Interest-Bearing Debt balance	445.3	427.5	+ 17.8	456.2	- 10.9



(Billions of Yen)

《Motorcycle》

Net sales

FY2012

FY2013

Net sales
+36.3 (+15.8%)
266.6

230.3

Operating income
+12.0 (Turning into the black)

-11.9

0.1

FY2012

FY2013

'12/4-'13/3

'13/4-'14/3

《Automobile》

Net sales
+317.9 (+13.8%)
2,615.7

2,297.8

Highest ever
“Operating Income”

“Income Margin”

(Since disclosure of operating results by business)

Operating income
+28.7 (+19.0%)

150.6

179.3

FY2012

FY2013

'12/4-'13/3

'13/4-'14/3

《Marine & Power products, etc.》

Net sales
+5.8 (+11.6%)

50.2

56.0

Operating income
+2.4 (+41.5%)

5.9

8.3

FY2012

FY2013

'12/4-'13/3

'13/4-'14/3

Suzuki China※ has been newly assigned as a sales distributor to expand outboard motor sales in China

■ Overview of outboard motor sales expansion in China

- Suzuki China has exhibited outboard motors at the 19th China (Shanghai) International Boat Show held in April
- Started operating as an outboard motor import sales distributor for the Chinese market from April
- Importing outboard motors from Japan and Thailand for sales in domestic China (excluding Hong Kong)
- Offering a wide variety from DF2.5 to DF300AP

■ Potentials and future plans of the Chinese outboard motor market

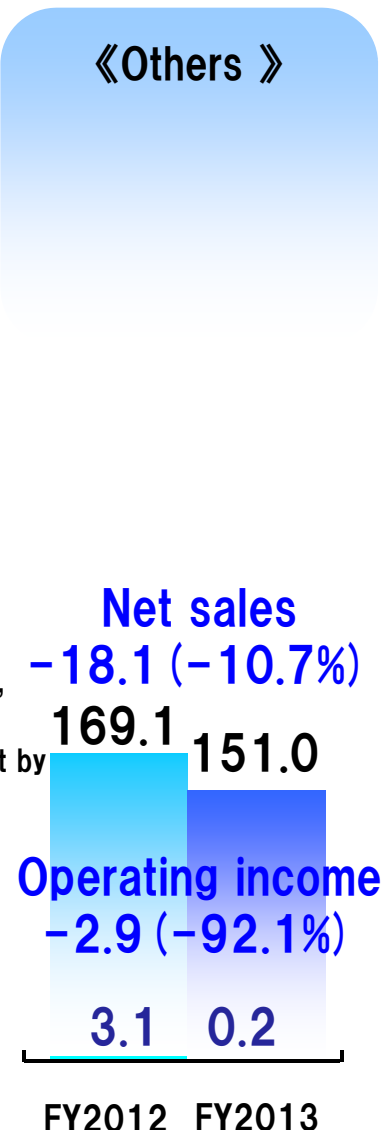
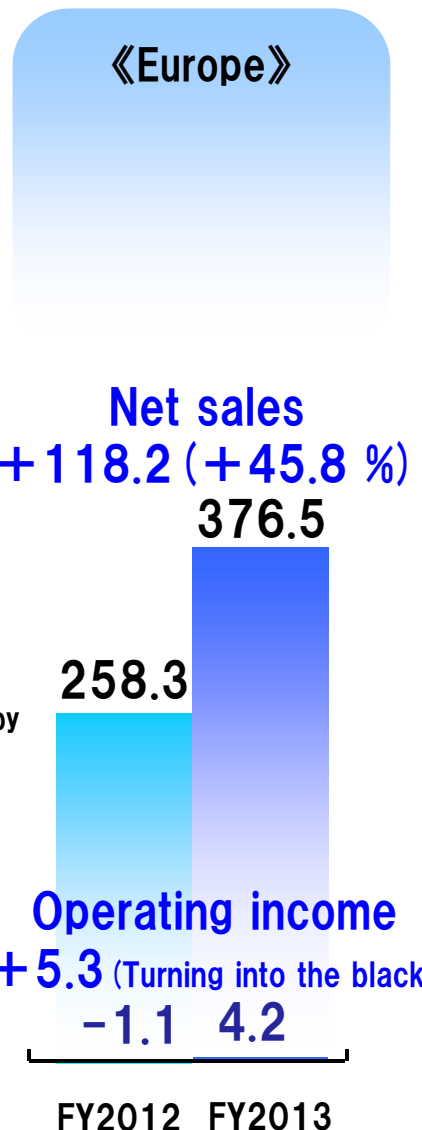
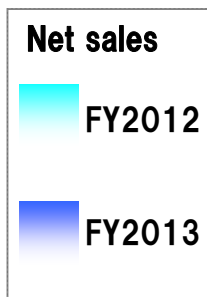
- Planned to be sold not only to commercial market such as fishery, but also to pleasure boat market whose growth is anticipated in the future.
- By offering automobiles, motorcycles, and outboard motors, Suzuki China will seek to build the Suzuki brand as a whole in the Chinese market, and will expand the sales of each product



DF300AP

- Won the NMMA Innovation Award at the 2012 Miami International Boat Show
- Earned high appraisal for the Suzuki Selective Rotation, which integrated both regular and counter rotations of a propeller

(Billions of Yen)



	FY2013	FY2012		FY2013 Q3	
	('14/3)	('13/3)	Change	('13/12)	Change
Consolidated Subsidiaries	133	135	-2	135	-2
Equity Method Affiliates	37	37	±0	37	±0
Employees	57,749	55,948	+1,801	58,077	-328

(Billions of Yen)

	Full Year			First Half Forecast
	Forecast	FY 2013 Results	Change	
Net sales	3,000.0	2,938.3	+61.7	1,400.0
Operating income (Margin)	188.0 (6.3%)	187.7 (6.4%)	+0.3	91.0 (6.5%)
Ordinary income (Margin)	198.0 (6.6%)	197.8 (6.7%)	+0.2	93.0 (6.6%)
Net income (Margin)	115.0 (3.8%)	107.5 (3.7%)	+7.5	55.0 (3.9%)
Capital Expenditures	230.0	213.6	+16.4	
Depreciation Expenses	125.0	117.2	+7.8	
R&D Expenses	130.0	127.1	+2.9	

«Factors of Change in Operating Income»

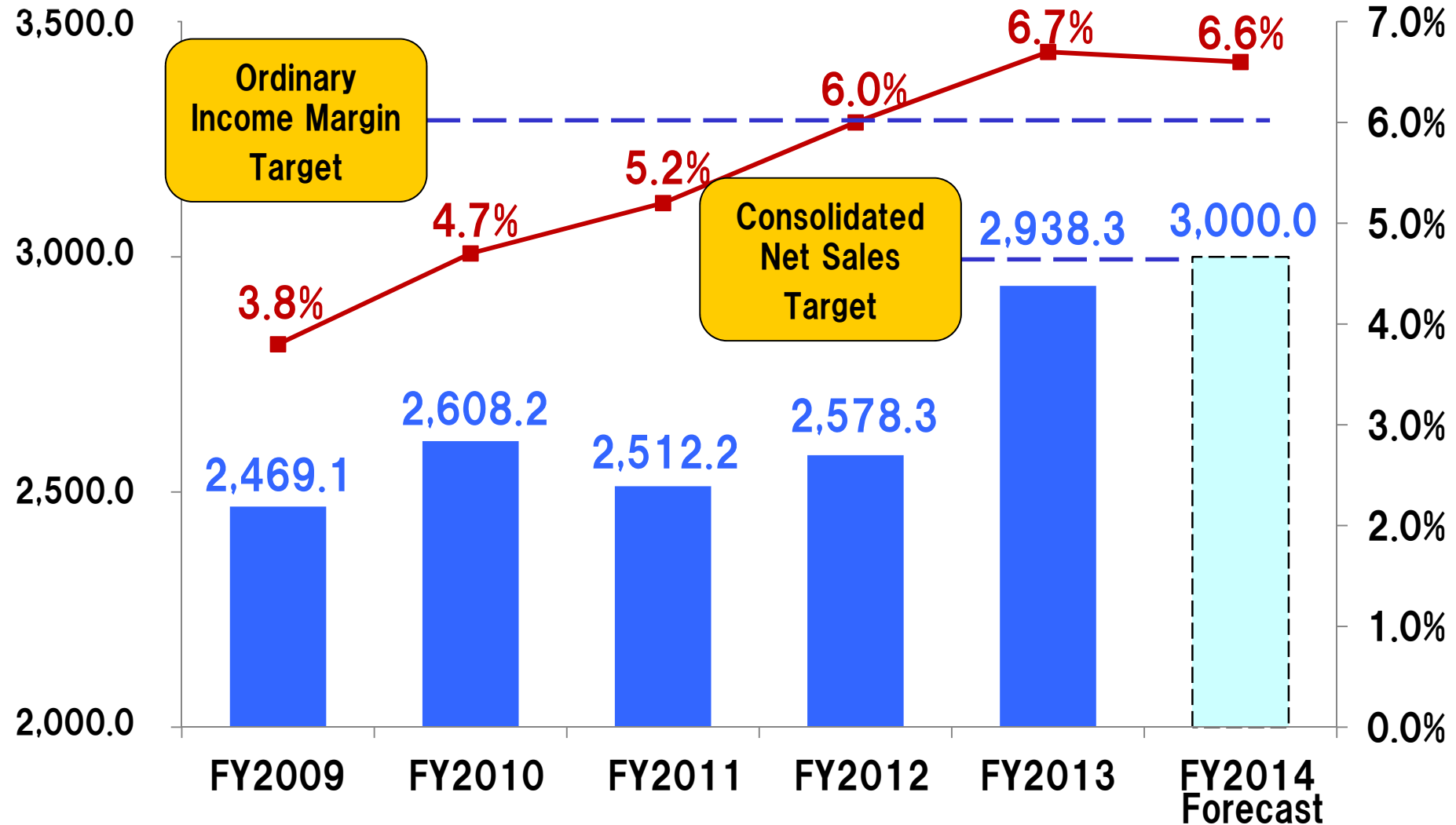
Cost reduction	+25.0	Effect of ForEX rates	-9.0
Change in sales, model mix	+3.3	Increase of various expenses	-8.0
		Increase of depreciation expenses	-8.0
		Increase of R&D expenses	-3.0
Total	+28.3	Total	-28.0

	Full Year			Effect of ForEX rates
	Forecast	FY 2013 Results	Change	
U.S. Dollar	100yen	100yen	-0yen	-0.2bln yen
Euro	135yen	134yen	+1yen	+0.4bln yen
Indian rupee	1.65yen	1.68yen	-0.03yen	-2.1bln yen
100 Indonesian Rupiah	0.85yen	0.93yen	-0.08yen	-3.8bln yen
Thai Baht	3.10yen	3.18yen	-0.08yen	-0.5bln yen
		Others		-2.8bln yen
		Effect of ForEX rates total		-9.0bln yen

• Mid-Term Management Target (From FY2010 to FY2014)

…Consolidated net sales 3 trillion yen, Ordinary Income Margin 6%

(Billions of yen)

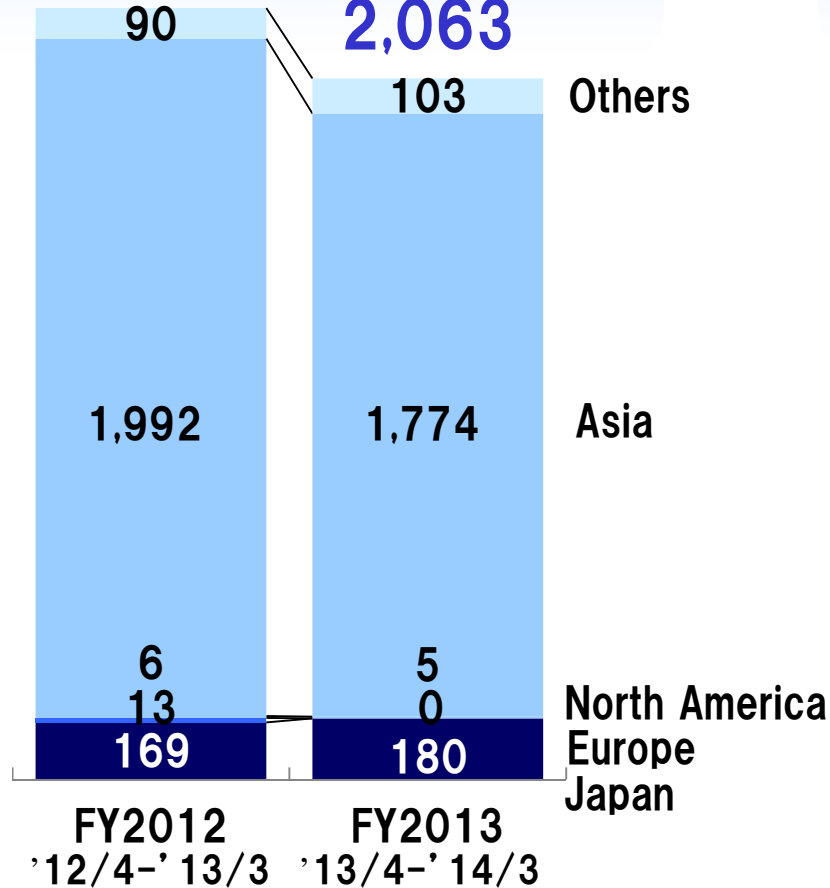


«Full Year Comparison»

-206(-9.1%)

2,269

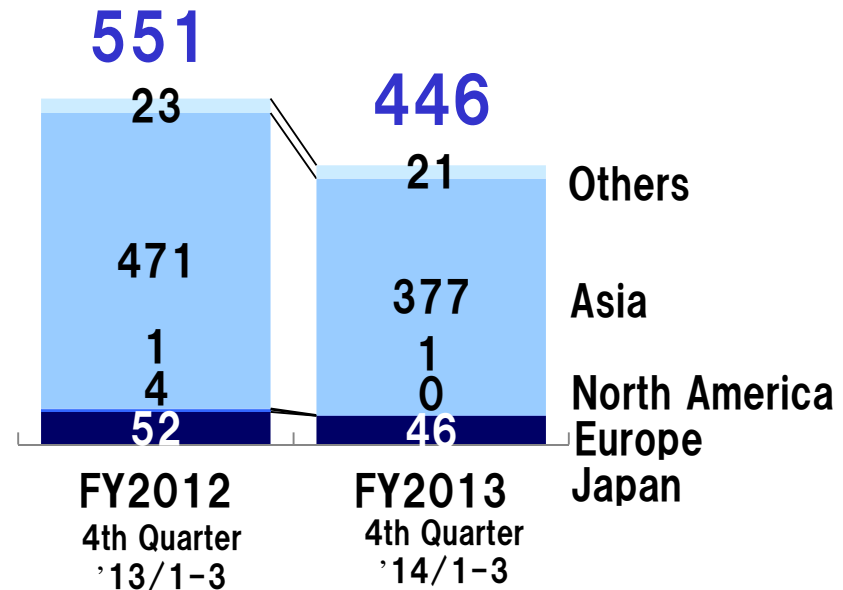
2,063



«Three Months Comparison»

-105(-19.1%)

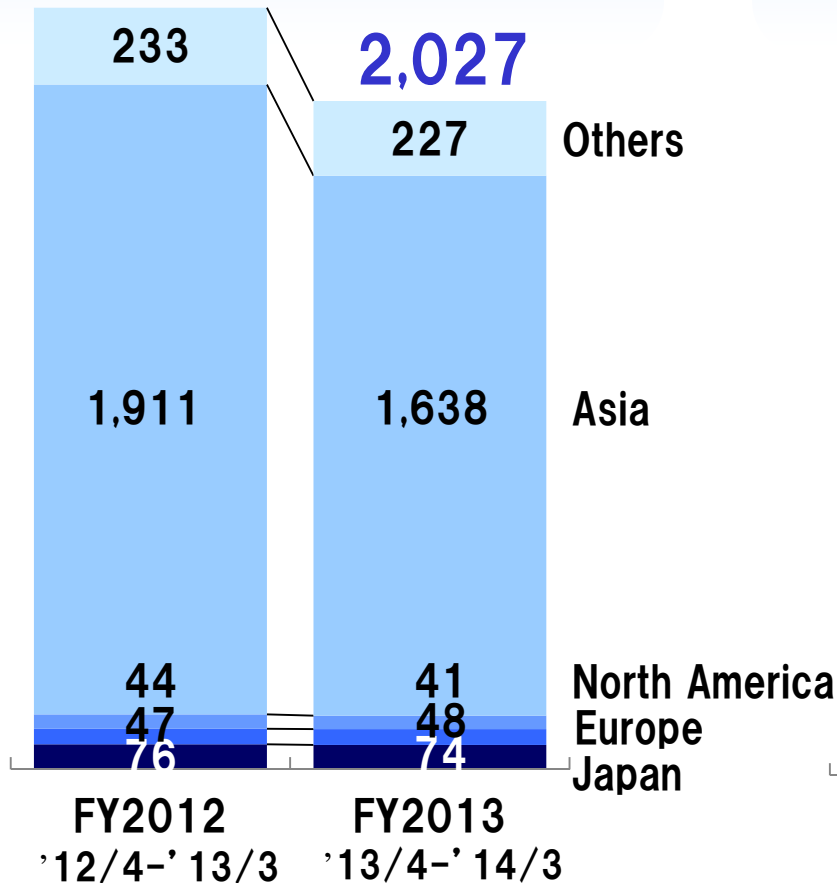
(Thousand units)



«Full Year Comparison»

-284 (-12.3%)

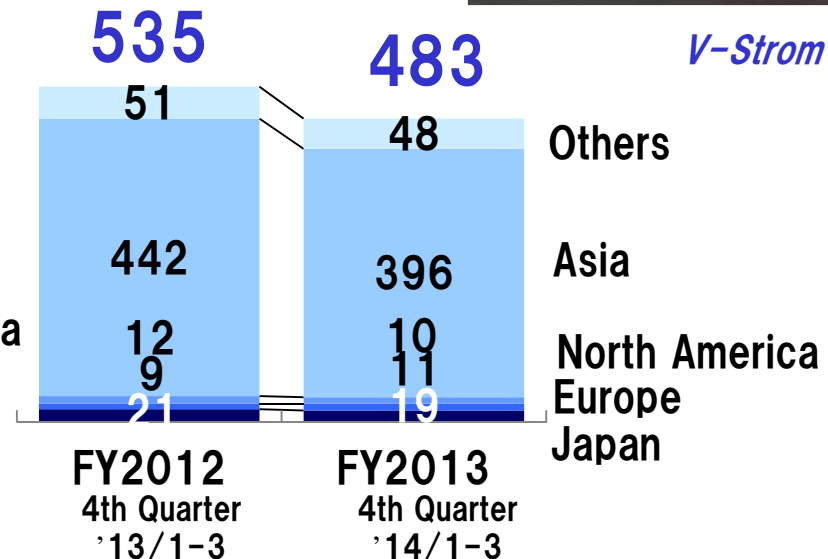
2,312



«Three Months Comparison»

-52 (-9.7%)

(Thousand units)



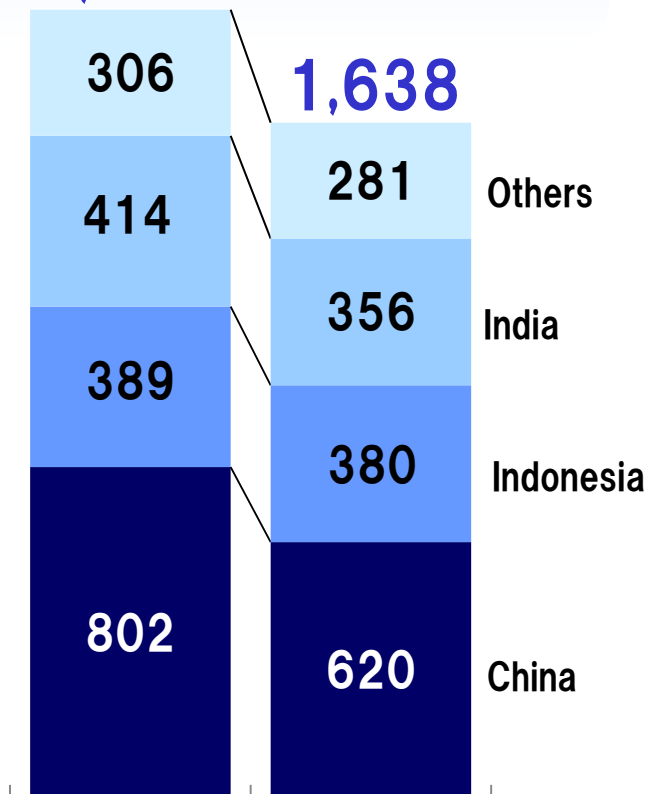
V-Strom 1000 ABS

V-Strom 1000 ABS

《Full Year Comparison》

-273(-14.3%)

1,911

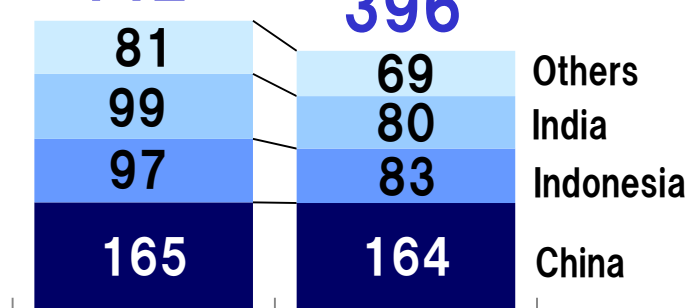


FY2012 '12/4-'13/3
FY2013 '13/4-'14/3

《Three Months Comparison》

-46(-10.3%) (Thousand units)

442



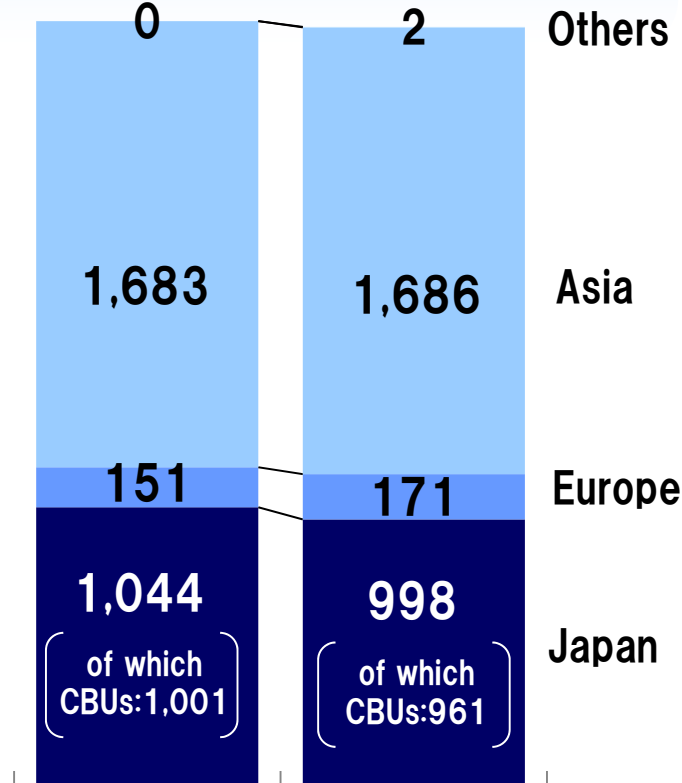
FY2012 4th Quarter '13/1-3
FY2013 4th Quarter '14/1-3

《Full Year Comparison》

-22(-0.7%)

2,878

2,857



FY2012

FY2013

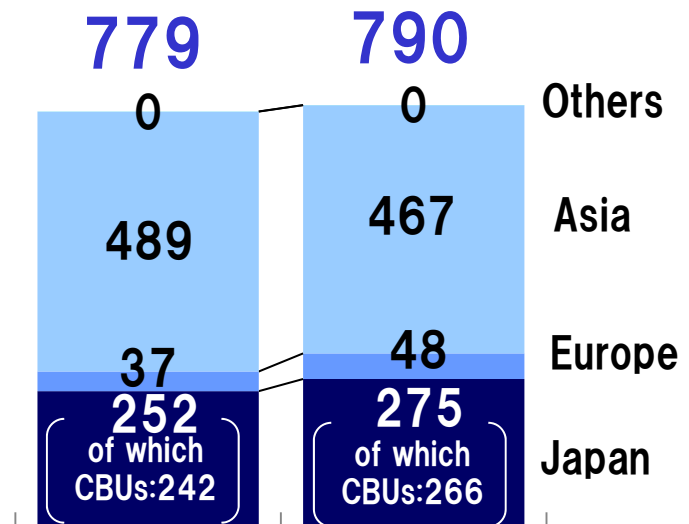
'12/4-'13/3

'13/4-'14/3

《Three Months Comparison》

+11(+1.4%)

(Thousand units)



FY2012

FY2013

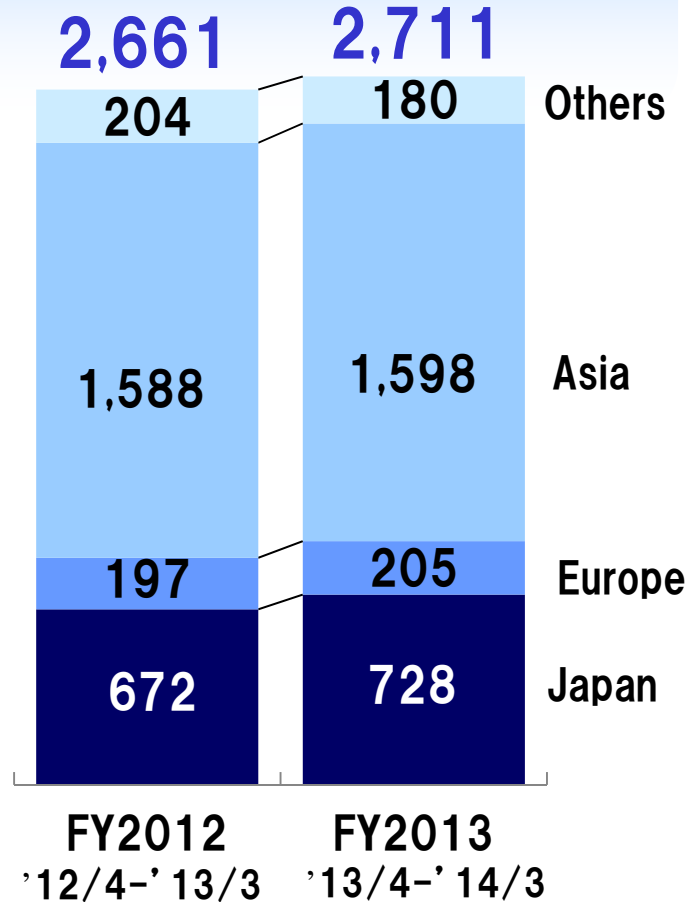
4th Quarter
'13/1-3

4th Quarter
'14/1-3

- 2,711 thousand units are the highest ever worldwide sales volume of automobiles

«Full Year Comparison»

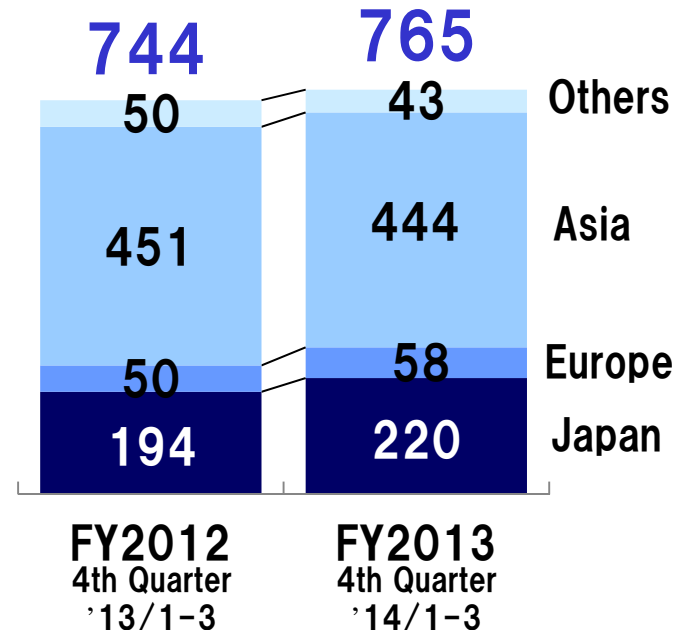
+50 (+1.9%)



«Three Months Comparison»

+21 (+2.8%)

(Thousand units)



- 728 thousand units are the highest ever sales volume of automobiles in Japan

«Full Year Comparison»

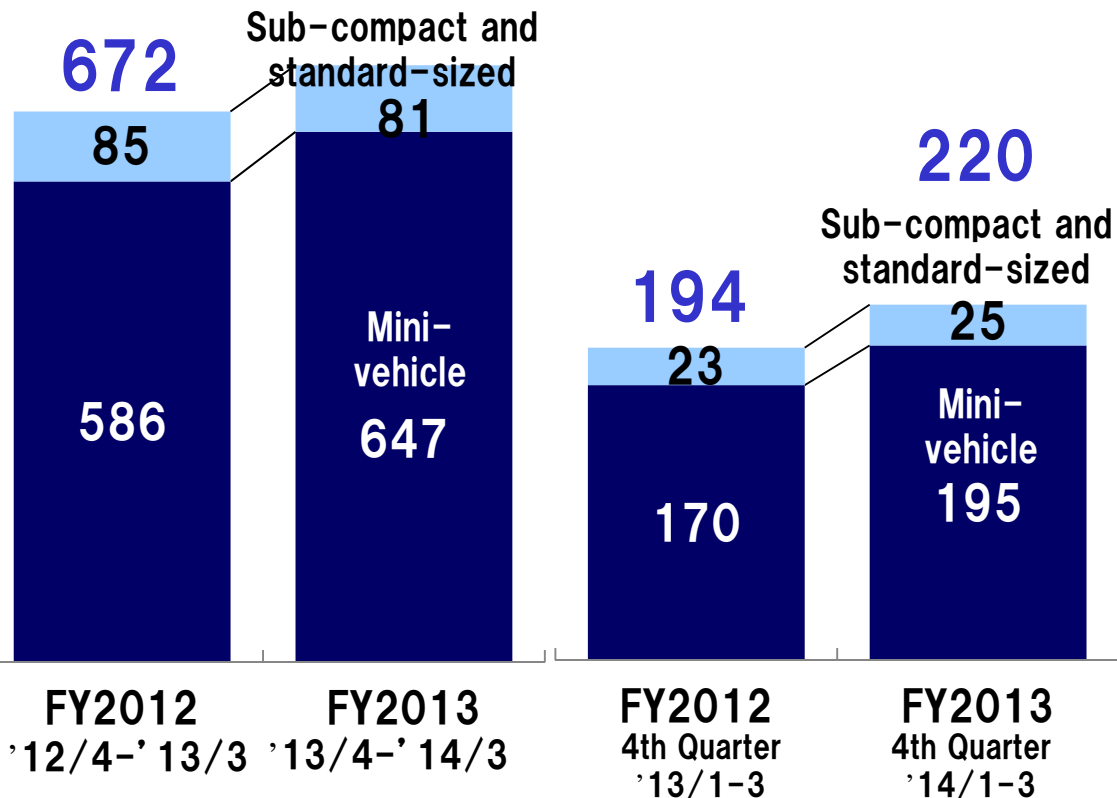
+56(+8.4%)

728

«Three Months Comparison»

+27(+13.8%)

(Thousand units)



Hustler

- Ever since its launch in January, it has been accepted by many users as a new genre of mini passenger car which has fused mini wagon and SUV.



Solio

- Introduced a new variation equipped with millimeter-wave radar type of collision mitigation system

«Full Year Comparison»

+3(+0.3%)

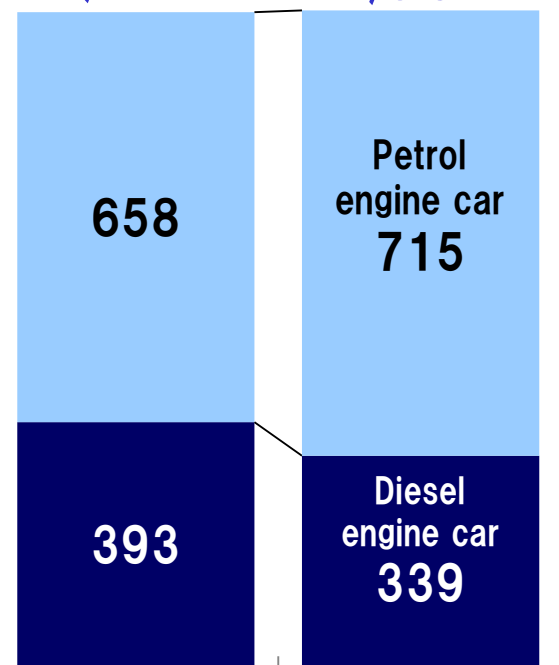
Percentage of diesel engine cars

37%

32%

1,051

1,054



FY2012 '12/4-'13/3 FY2013 '13/4-'14/3

«Three Months Comparison»

-10(-3.3%)

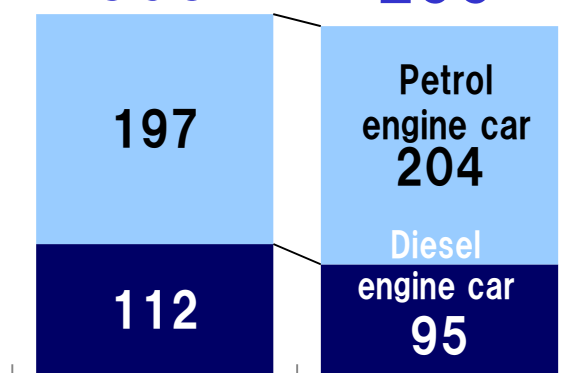
36%

32%

Percentage of diesel engine cars

309

299



FY2012 4th Quarter '13/1-3 FY2013 4th Quarter '14/1-3

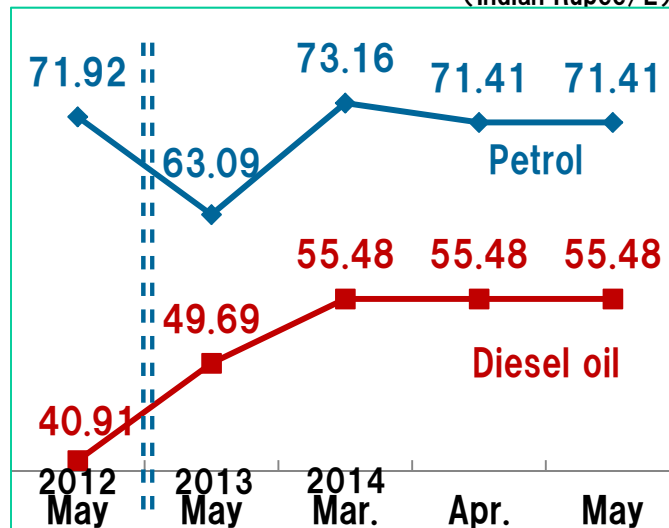
(Thousand units)



Celerio

<Change of fuel price in India>

(Indian Rupee/L)

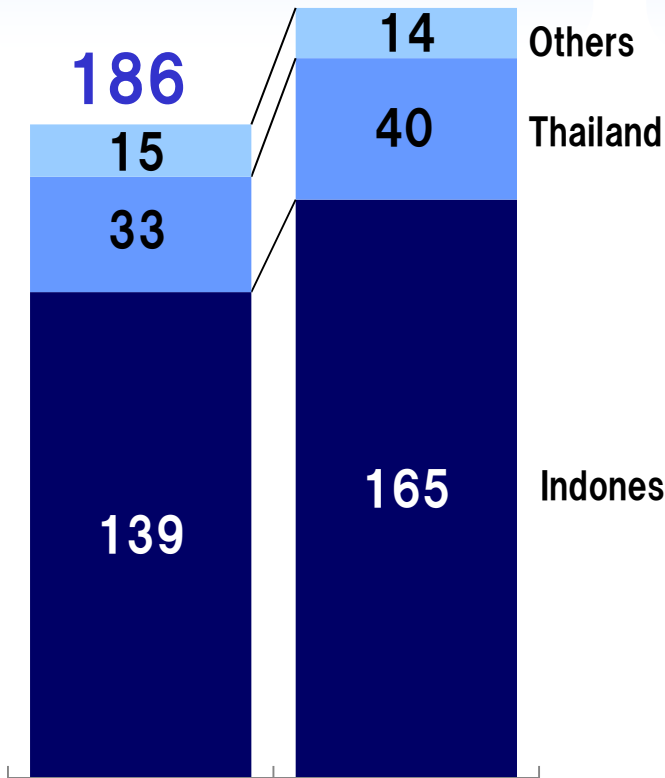


※Price in Delhi (May 2014 is as of 6 May)

«Full Year Comparison»

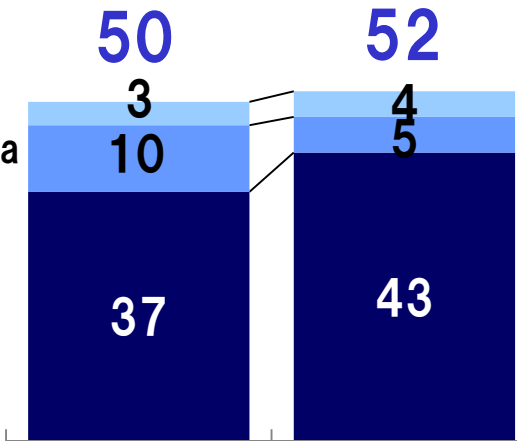
+34(+18.2%)

220



«Three Months Comparison»

+2(+3.1%)



(Thousand units)



Karimun WagonR (Indonesia)



Ertiga Sporty (Indonesia)

- In February, Suzuki introduced a sporty variant to the Ertiga, a popular car in Indonesia

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

Global compact car Celerio to be sold in India, Thailand, and Europe

“A+ compact”

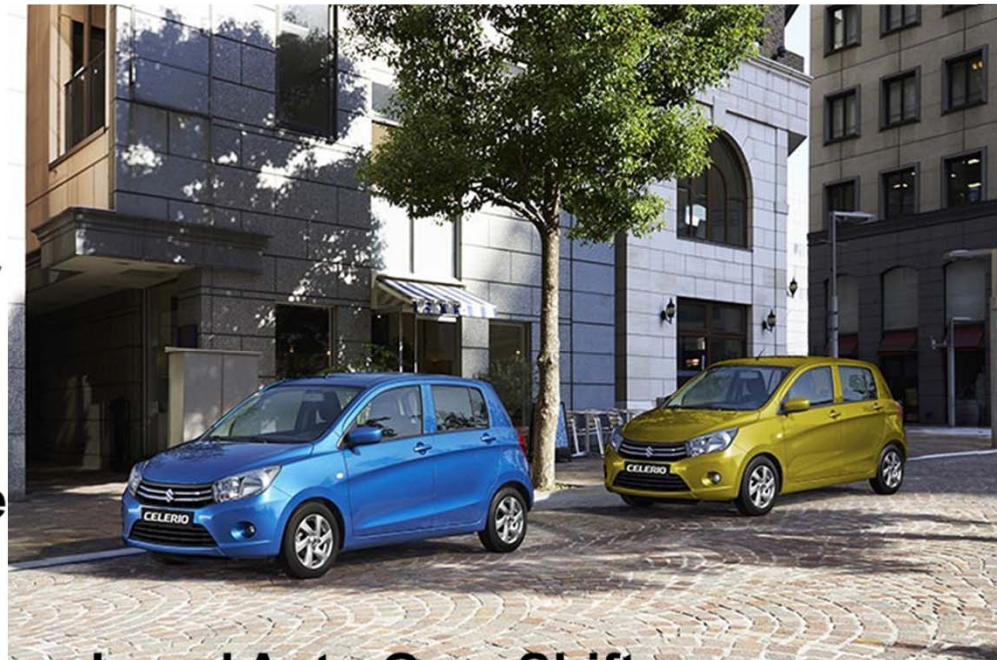
which surpasses conventional A-segment

■ Features of Celerio

- Realized roomy interior and luggage space while having a compact body
- Liberating interior and exterior design
- Realized low fuel consumption such as by the improvement of engine and aerodynamic performance, and thorough weight reduction

■ Global expansion

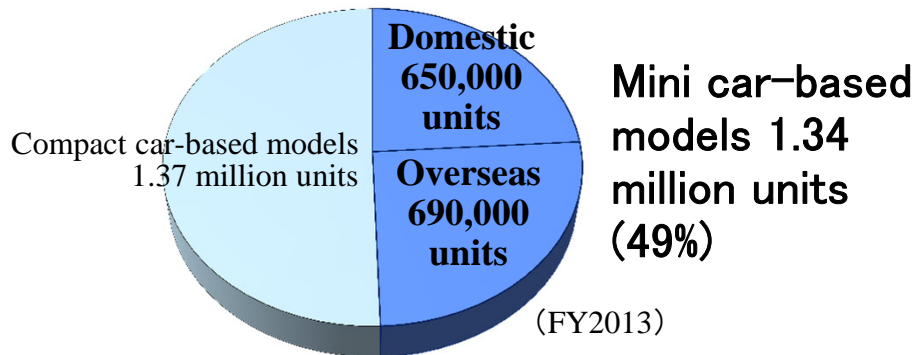
- Produced in India
Indian sales started from Feb.
- Following India, production will start in Thailand from May
- Celerio is Suzuki’s second eco-car in Thailand
- European Celerio will be produced in Thailand from the latter half of 2014
- European Celerio will have a variant equipped with newly-developed Auto Gear Shift



Third country to produce WagonR in overseas production base

- Following India and Indonesia, Pakistan is the third country to produce mini car WagonR in Suzuki's overseas production base
- Same overall width and height as the Japanese mini car WagonR
- Global sales of models based on the Japanese mini car in FY2013 was 1.34 million units

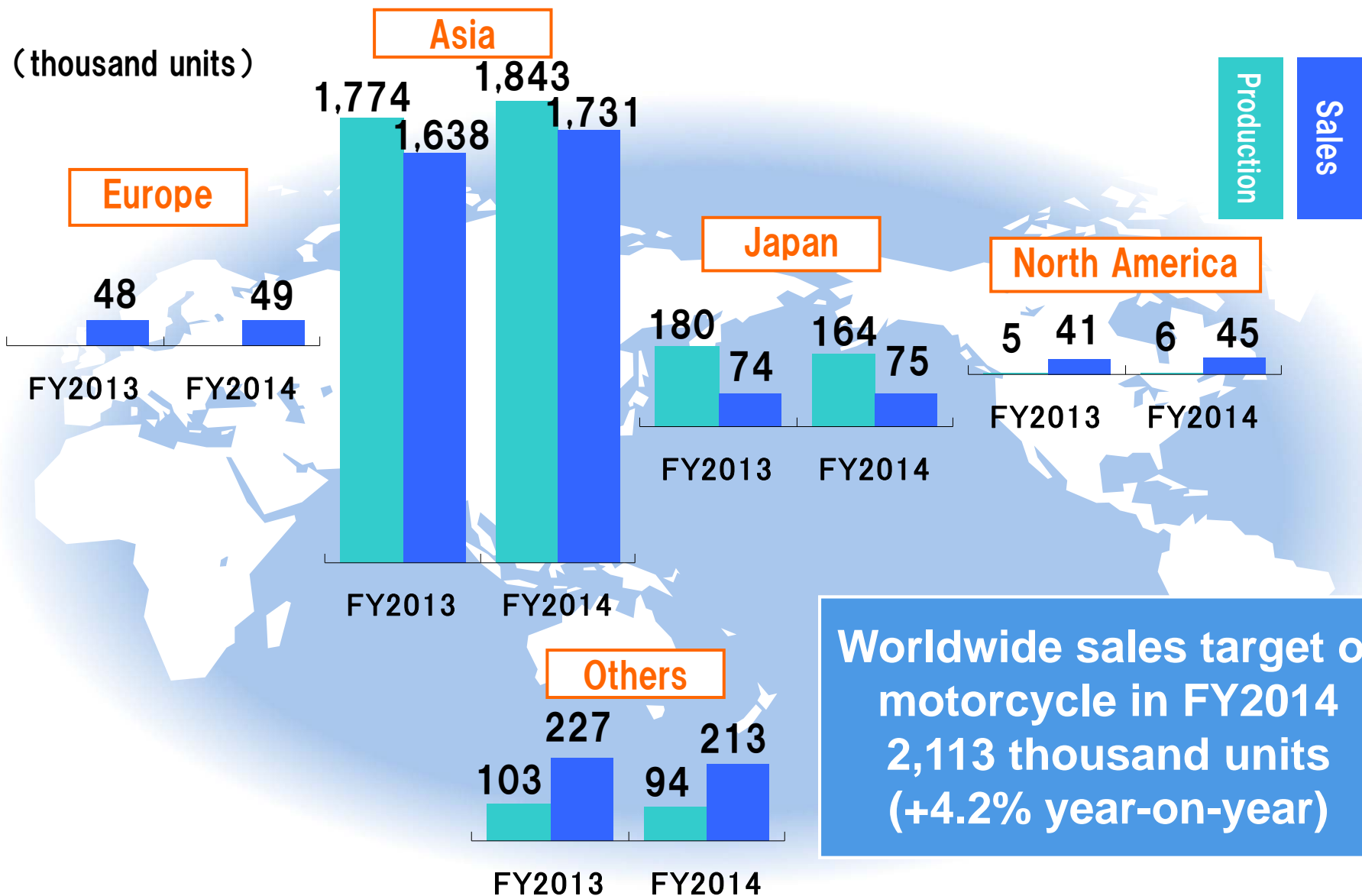
Suzuki global sales 2.71 million units



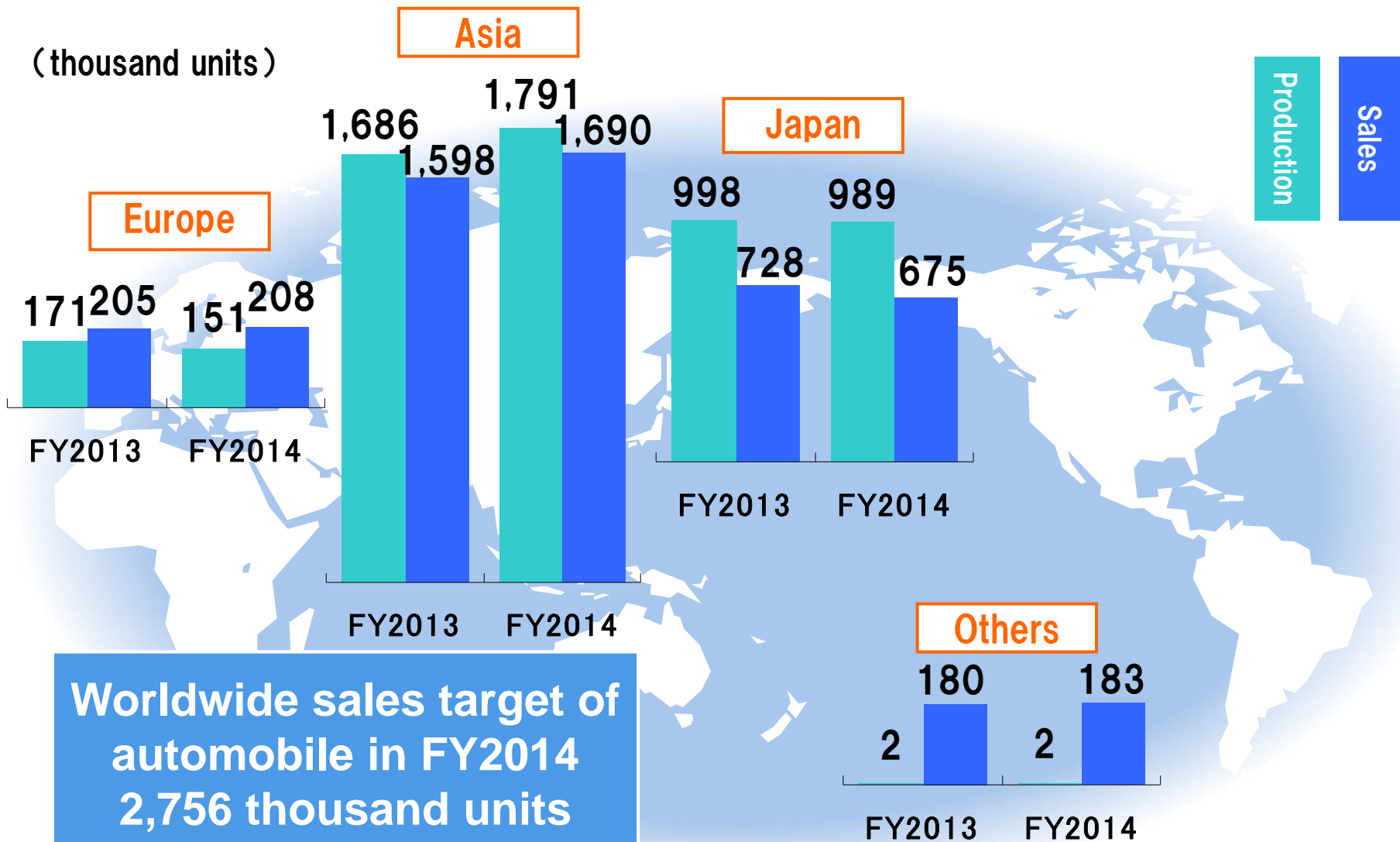
■ Pakistan market

- Suzuki holds 54% share in the passenger car market
- By adding the WagonR to its lineup, Pak Suzuki will create new needs and expand the sales

Forecasts for Next Fiscal Year (Production and Sales of Motorcycles)



(thousand units)



Worldwide sales target of automobile in FY2014 2,756 thousand units (+1.7% year-on-year)

Non-Consolidated: Financial Summary

- Increased sales for 2 consecutive periods
- Increased income for 5 consecutive periods
- Highest ever income and margin (Since FY1977 when consolidated results was disclosed first.)

(Billions of Yen)

	FY2013 ('13/4-'14/3)	FY2012 ('12/4-'13/3)	Change	
				Ratio
Net Sales	1,498.9	1,422.6	+76.3	+5.4%
Japan	929.9	911.5	+18.4	+2.0%
Overseas	569.0	511.1	+57.9	+11.3%
Operating Income	97.0	76.4	+20.6	+26.9%
(margin)	(6.5%)	(5.4%)		
Ordinary Income	99.3	76.7	+22.6	+29.4%
(margin)	(6.6%)	(5.4%)		
Net Income	67.2	36.4	+30.8	+84.6%
(margin)	(4.5%)	(2.6%)		

- On the basis of the highest ever consolidated net income, year-end dividends will be up by 4 yen from previous forecast
- Annual dividends will be up by 6 yen from previous period

	FY2013	In comparison with FY 2012		In comparison with previous forecast		FY2014 Forecast
		FY 2012 Result	Change	Previous forecast	Change	
Interim dividends	10yen	8yen	+ 2yen	10yen	± 0yen	10yen (Forecast)
Year-end dividends	14yen (Plan)	10yen	+ 4yen	10yen (Forecast)	+ 4yen	14yen (Forecast)
Annual dividends	24yen (Plan)	18yen	+ 6yen	20yen (Forecast)	+ 4yen	24yen (Forecast)

FY2013 Financial Results



SUZUKI MOTOR CORPORATION

Caution with respect to Forward-Looking Statements

The forward-looking statements mentioned in this presentation are based on currently available information and assumptions, contain risks and uncertainty and do not constitute guarantees of future achievement.

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 rates

(mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

[English translation from the original Japanese language document]