

FY2013 First Quarter Financial Results



A new variant has been added to the Swift, which combines the fun of driving and fuel efficiency at high level.

- Equipped with a newly-developed “Dual Jet Engine” , which combines fuel efficiency and powerful driving performance.
- Adopted fuel-saving technologies such as the ENE-CHARGE for the first time on a compact car.
- Thorough weight-saving and reduction of air resistance.
 - ⇒ Realized fuel-efficiency of **26.4km/L*2**, the best in non-hybrid petrol engine vehicles with displacement of 1.2L or higher in Japan*1.

※1 Excluding hybrid vehicles. Based on Suzuki research in July 2013.

※2 Measured in JC08 test cycle and verified by Japan’s Ministry of Land, Infrastructure, Transport and Tourism (for XG-DJE, XL-DJE, and XS-DJE 2WD CVT variants) . Fuel consumption rate is a figure tested under specified condition. It may vary depending on environment (weather, traffic congestion, etc.) and way of driving (sudden start, air-conditioning, etc.)

SUZUKI GREEN Technology

DUAL JET ENGINE eNE-CHARGE IDLING STOP eco-COOL TECT

SUZUKI MOTOR CORPORATION

August 1, 2013

- Increased sales for two consecutive corresponding periods
Highest ever income amount and income margin (first three months) (Billions of yen)

	FY2013 3 months (' 13/4-6)	FY2012 3 months (' 12/4-6)	Change	
				Ratio
Net Sales	675.8	644.8	+31.0	+4.8%
Japan	240.2	267.0	-26.8	-10.0%
Suzuki brand	216.0	220.7	-4.7	-2.1%
OEM	24.2	46.3	-22.1	-47.8%
Overseas	435.6	377.8	+57.8	+15.3%
Operating Income	44.1	35.6	+8.5	+23.7%
(Margin)	(6.5%)	(5.5%)		
Ordinary Income	47.2	40.2	+7.0	+17.3%
(Margin)	(7.0%)	(6.2%)		
Net Income	27.0	24.5	+2.5	+10.5%
(Margin)	(4.0%)	(3.8%)		

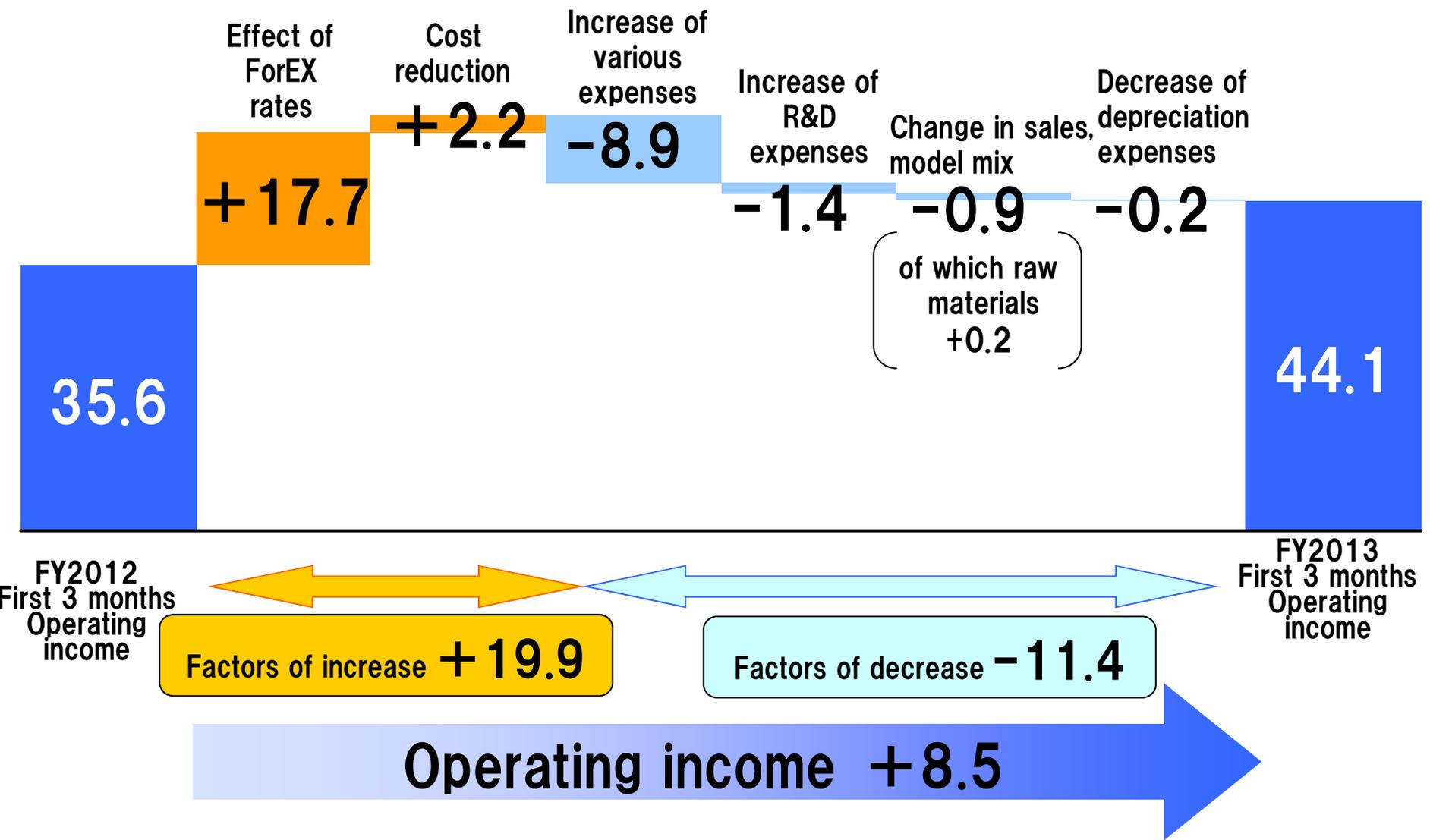
(Billions of yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2013 3 months ('13/4-6)	FY2012 3 months ('12/4-6)	Change	FY2013 3 months ('13/4-6)	FY2012 3 months ('12/4-6)	Change	FY2013 3 months ('13/4-6)	FY2012 3 months ('12/4-6)	Change	FY2013 3 months ('13/4-6)	FY2012 3 months ('12/4-6)	Change	
Japan total	5.8	5.6	+0.2	230.0	256.9	-26.9	4.4	4.5	-0.1	240.2	267.0	-26.8	
Suzuki brand	5.8	5.6	+0.2	205.8	210.6	-4.8	4.4	4.5	-0.1	216.0	220.7	-4.7	
OEM				24.2	46.3	-22.1				24.2	46.3	-22.1	
Overseas total	64.7	53.9	+10.8	360.8	315.0	+45.8	10.1	8.9	+1.2	435.6	377.8	+57.8	+66.8
Europe	12.6	8.7	+3.9	63.3	59.2	+4.1	3.0	2.7	+0.3	78.9	70.6	+8.3	+13.7
N. America	13.1	8.7	+4.4	2.8	13.2	-10.4	5.1	4.4	+0.7	21.0	26.3	-5.3	+3.8
Asia	29.7	24.9	+4.8	259.2	211.0	+48.2	0.7	0.5	+0.2	289.6	236.4	+53.2	+46.0
Others	9.3	11.6	-2.3	35.5	31.6	+3.9	1.3	1.3	+0.0	46.1	44.5	+1.6	+3.3
Grand total	70.5	59.5	+11.0	590.8	571.9	+18.9	14.5	13.4	+1.1	675.8	644.8	+31.0	+66.8
of which effect of ForEX rates conversion			+10.1			+55.1			+1.6				+66.8



Consolidated: Factors of Change in Operating Income

(Billions of yen)

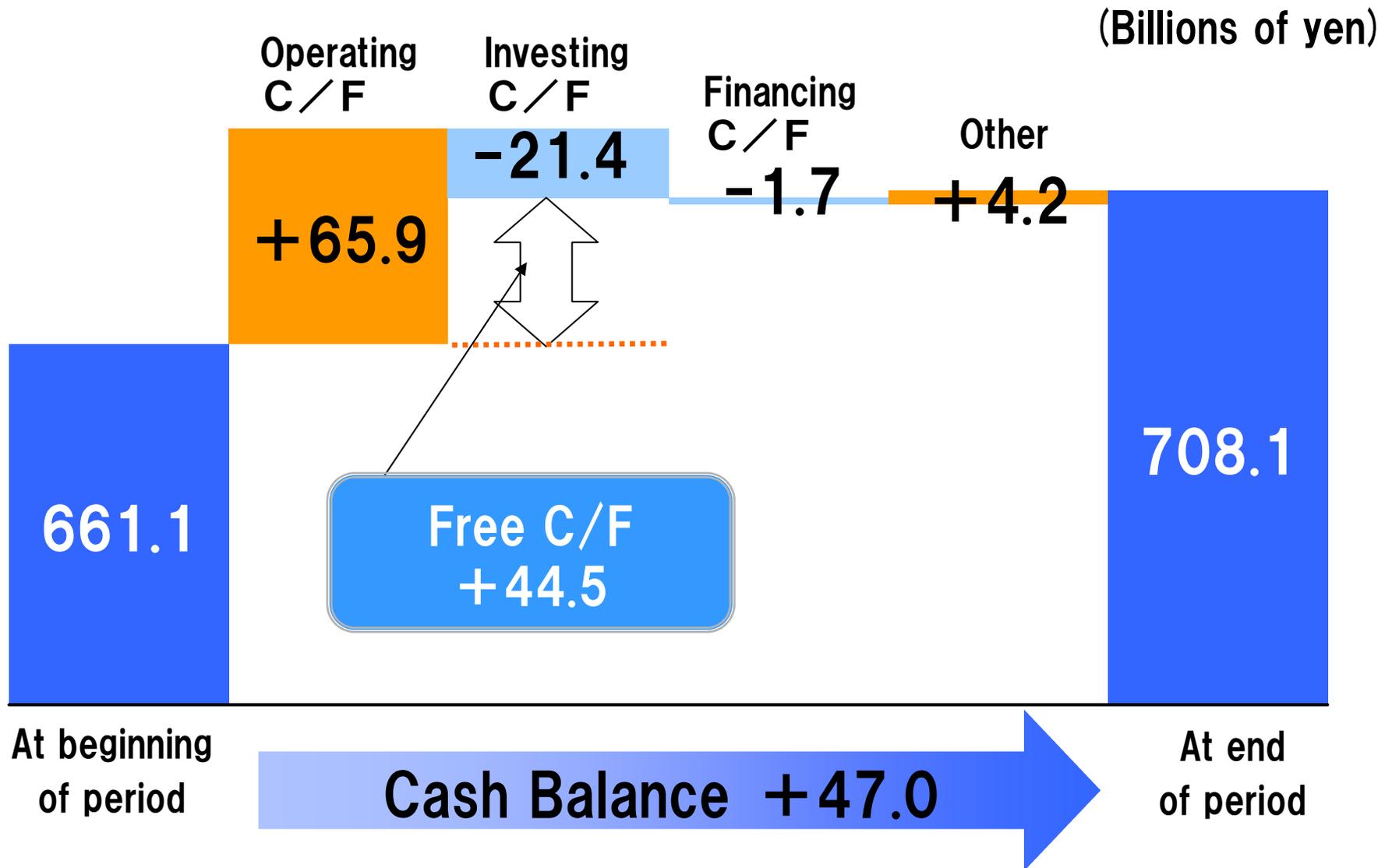


	FY2013 3 months '13/4-6)	FY2012 3 months '12/4-6)	Change	Effect of ForEX rates in operating income
U.S. Dollar	99 yen	80 yen	+ 19 yen	+ 2.2bln yen
Euro	129 yen	103 yen	+ 26 yen	+ 4.5bln yen
Indian Rupee	1.79 yen	1.50 yen	+0.29 yen	+ 4.8bln yen
100 Indonesian Rupiah	1.02 yen	0.87 yen	+0.15 yen	+ 2.0bln yen
Thai Baht	3.16 yen	2.56 yen	+0.60 yen	+ 1.0bln yen
Others	—	—	—	+ 3.2bln yen
Total				+ 17.7bln yen

(Billions of yen)

	FY2013 3 months ('13/4-6)	FY2012 3 months ('12/4-6)	Change
(Non-consolidated)	9.5	10.5	-1.0
(Subsidiaries)	32.1	22.3	+9.8
Capital Expenditures	41.6	32.8	+8.8
Depreciation Expenses	23.8	23.6	+0.2
R&D Expenses	25.2	23.8	+1.4

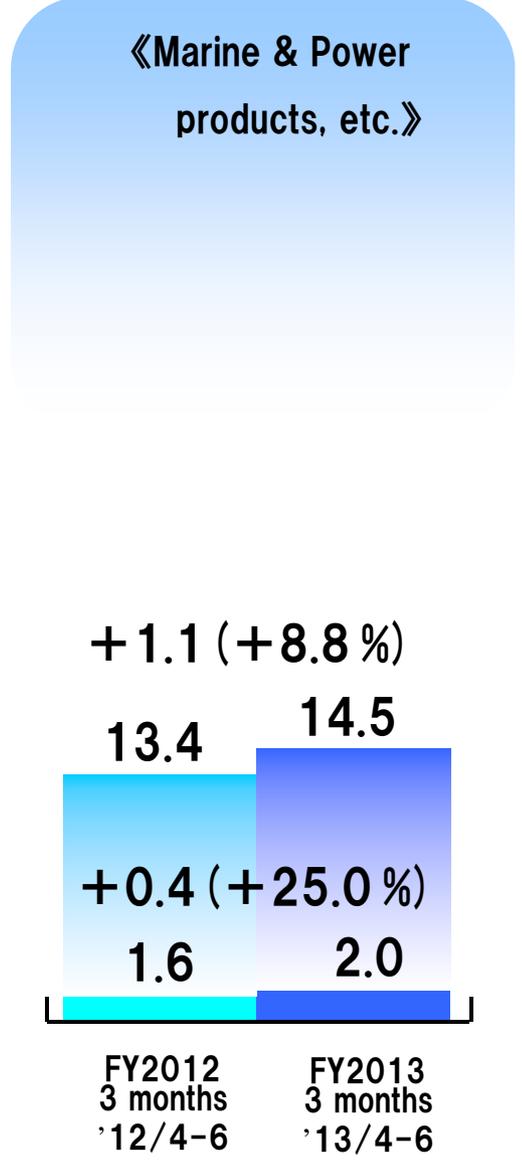
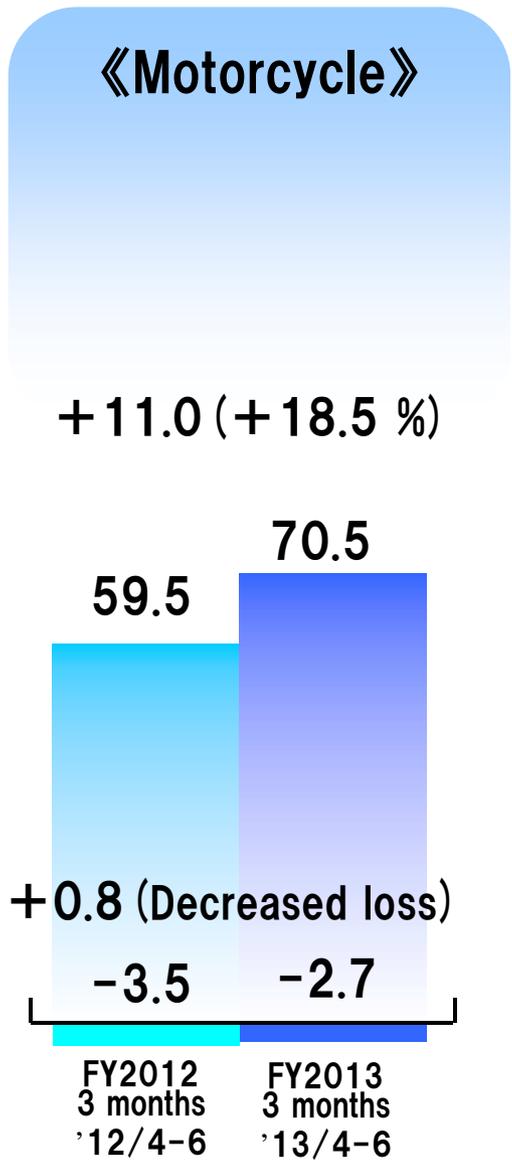
	FY2013 Q1	FY2012 Q1		FY2012 Q4	
	('13/6)	('12/6)	Change	('13/3)	Change
Interest-Bearing Debt balance	431.3	431.8	-0.5	427.5	+3.8





Consolidated: Operating Results by Business (Net sales, Operating income)

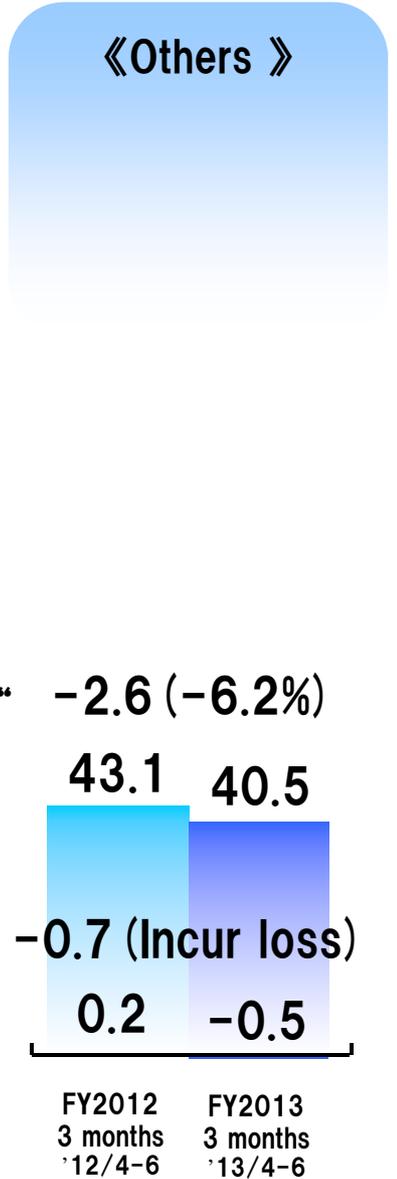
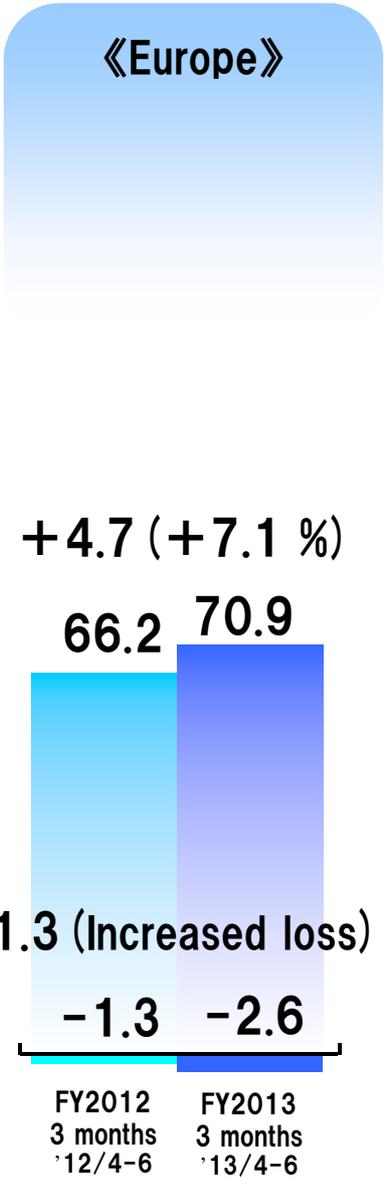
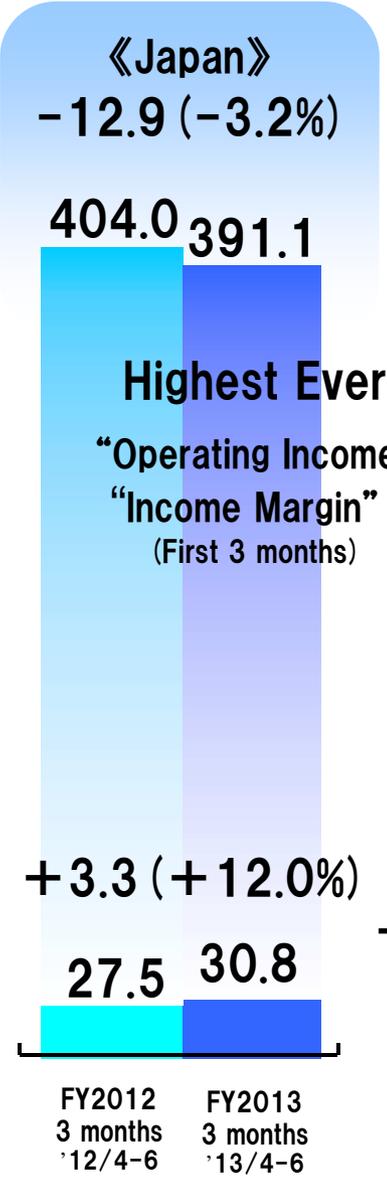
(Billions of yen)





Consolidated: Operating Results by Geographical Areas (Net sales, Operating income)

(Billions of yen)



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

	FY2013 Q1	FY2012 Q1		FY2012 Q4	
	('13/6)	('12/6)	Change	('13/3)	Change
Consolidated Subsidiaries	135	135	±0	135	±0
Equity Method Affiliates	37	36	+1	37	±0
Employees	56,959	55,439	+1,520	55,948	+1,011

(Upward revision as a result of reviewing figures such as foreign exchange rate, sales units, and capital expenditures) (Billions of yen)

	Latest Full Year Forecast	Change from FY 2012 result		Change from previous forecast		First Half Forecast
		FY 2012 Result	Change	Previous forecast	Change	
Net sales	2,800.0	2,578.3	+221.7	2,800.0	± 0	1,300.0
Operating income	165.0	144.6	+20.4	150.0	+15.0	82.5
Ordinary income	180.0	155.6	+24.4	165.0	+15.0	90.0
Net income	100.0	80.4	+19.6	90.0	+10.0	50.0
Factors of Change in operating income	Effect of ForEX rates	+42.0	-6.9	+26.0	+16.0	
	Cost reduction	+28.0	+28.4	+28.0	± 0	
	Increase of various expenses	-20.0	-28.8	-20.0	± 0	
	Increase of depreciation	-16.0	+9.4	-21.0	+5.0	
	Increase of R&D expenses	-11.0	-9.5	-11.0	± 0	
	Change in sales, model mix	-2.6	+32.7	+3.4	-6.0	
Total	+20.4	+25.3		+5.4	+15.0	
Capital Expenditures	240.0	169.3	+70.7	270.0	-30.0	
Depreciation Expenses	110.0	93.7	+16.3	115.0	-5.0	
R&D Expenses	130.0	119.3	+10.7	130.0	± 0	

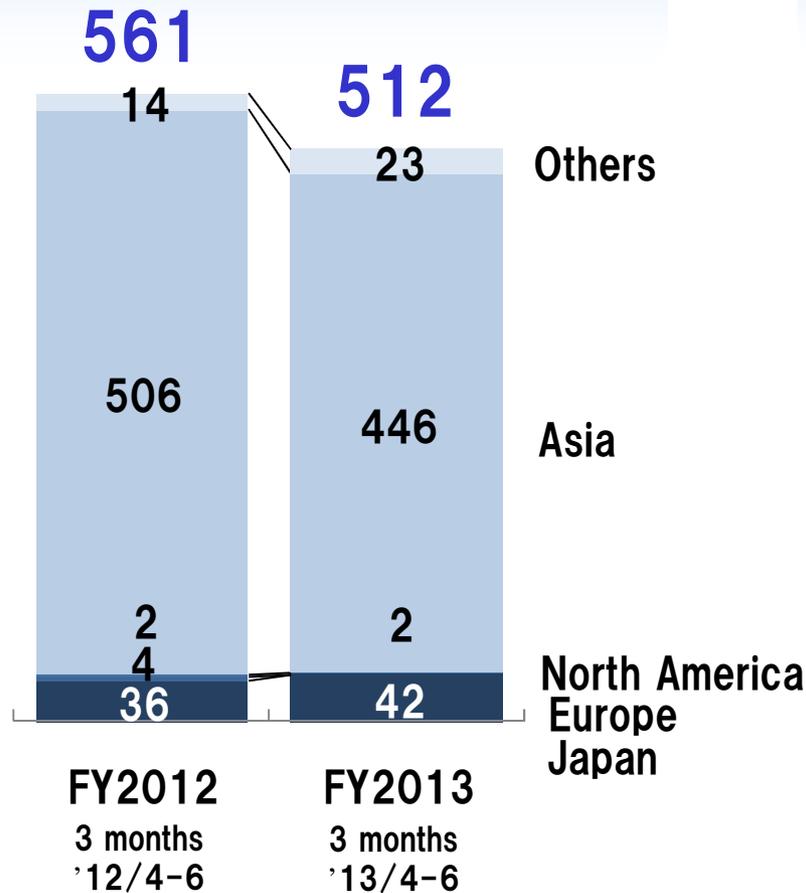
Consolidated: Full year forecast (Foreign Exchange Rates)

	Latest Forecast (2013.4~2014.3)			Effect of ForEX rates in operating income	Change from FY 2012 result (2012.4~2013.3)		Change from previous forecast (2013.4~2014.3)	
	FY2013 Q1	After Q1	Full Year Forecast		Full Year Result	Change	Full Year Forecast	Change
US Dollar	99 yen	95 yen	96 yen	+6.9bln yen	83 yen	+13 yen	90 yen	+6 yen
Euro	129 yen	125 yen	126 yen	+13.8bln yen	107 yen	+19 yen	120 yen	+6 yen
Indian rupee	1.79 yen	1.60 yen	1.65 yen	+7.3bln yen	1.54 yen	+0.11 yen	1.70 yen	-0.05 yen
100 Indonesian Rupiah	1.02 yen	0.95 yen	0.97 yen	+5.1bln yen	0.88 yen	+0.09 yen	0.93 yen	+0.04 yen
Thai baht	3.16 yen	3.00 yen	3.10 yen	+2.0bln yen	2.62 yen	+0.48 yen	3.10 yen	±0.00 yen
				Other Currencies	+6.9bln yen			
				Total	+42.0bln yen			

(thousand units)

« First Quarter Production Volume »

-50 (-8.9%)



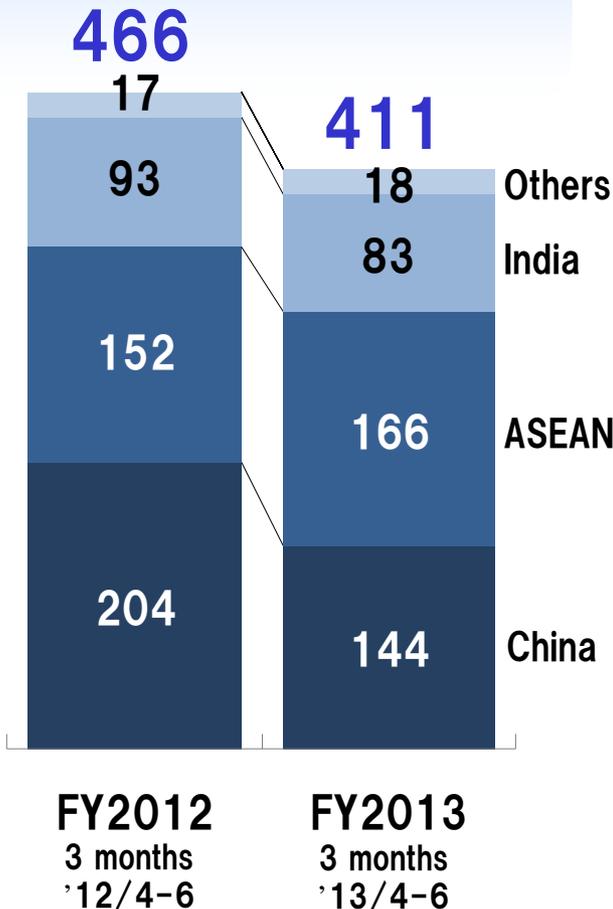
« First Quarter Sales Volume »

-58 (-10.2%)



《 First Quarter Actual Result 》

-54(-11.7%)



《 Breakdown of Sales Volume in ASEAN 》

+14(+8.9%)



(thousand units)



SHOOTER (Indonesia)

- SHOOTER was launched in May 2013 in Indonesia
- It adopted a fuel injection for the first time in its class
- Fuel mileage was improved substantially (approximately 30% compared to The Company's same class)
- High performance (lighter chassis with high strength)
- Improved usability (useful equipments such as the under seat storage space and the larger headlight)

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

- The Company will return to FIM Road Racing Grand Prix MotoGP in 2015
- After suspension since 2012, the Company participated in the official joint testing held at the Catalunya circuit in Spain.
- Through continuing running tests at the circuits inside and outside Japan for further development and refinement, the Company will participate again in MotoGP racing from 2015.
- The Company will feed back advanced technology to be derived through MotoGP racing activity to develop further attractive production models.

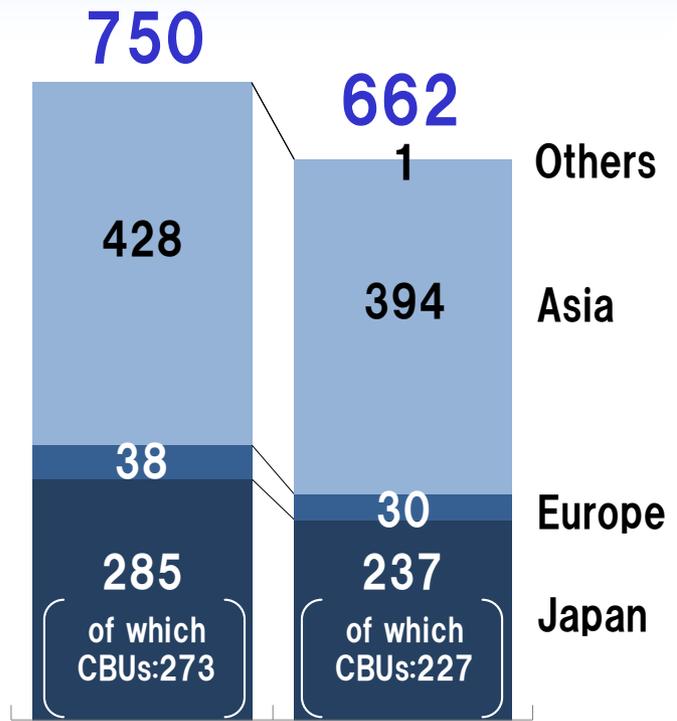




(thousand units)

« First Quarter Production Volume »

-89(-11.8%)

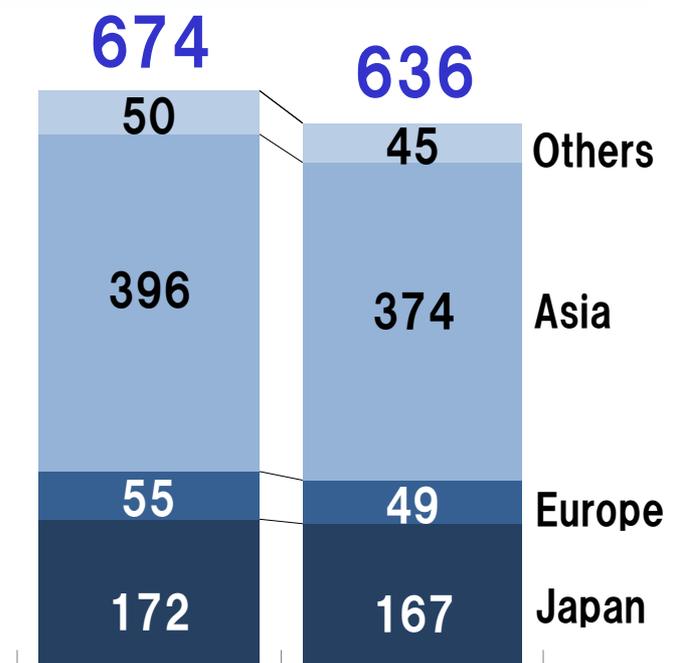


FY2012
3 months
'12/4-6

FY2013
3 months
'13/4-6

« First Quarter Sales Volume »

-38(-5.7%)



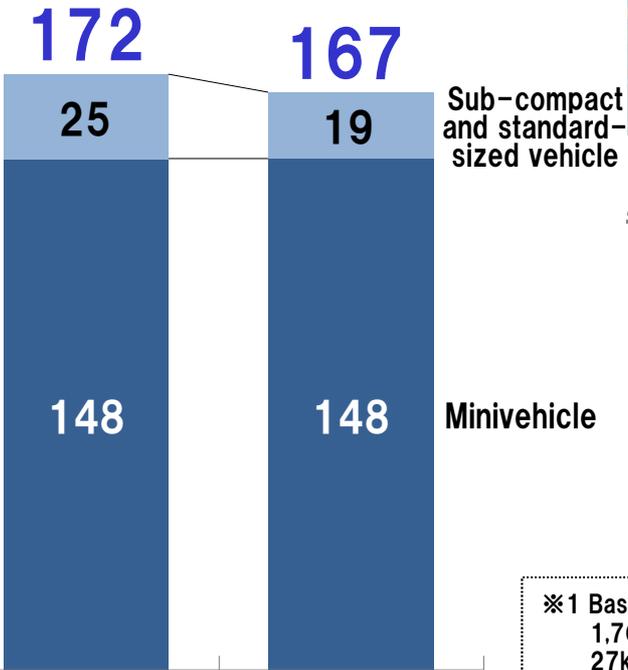
FY2012
3 months
'12/4-6

FY2013
3 months
'13/4-6

« First Quarter Actual Result »

-5(-2.9%)

(thousand units)



Spacia Custom

- Added the Spacia Custom in June.
- Achieved fuel-efficiency of 26km/L*2, the best in its class for turbo-charged vehicles*1.

ALTO Lapin Chocolat

- Minivehicle with persistence on female's favorite design.
- Adorable styling and accessory-like elaborate design with sweets-like color expression.



※1 Based on Suzuki research in June 2013 on height-class two-box minivehicle with overall heights of 1,700mm or higher. The turbo-charged vehicles of WagonR and MR Wagon launched in July achieved 27km/L*2

※2 Measured in JC08 test cycle and verified by Japan's Ministry of Land, Infrastructure, Transport and Tourism. Fuel consumption rate is a figure tested under specified condition. It may vary depending on environment (weather, traffic congestion, etc.) and way of driving (sudden start, air-conditioning, etc.).

FY2012
3 months
'12/4-6

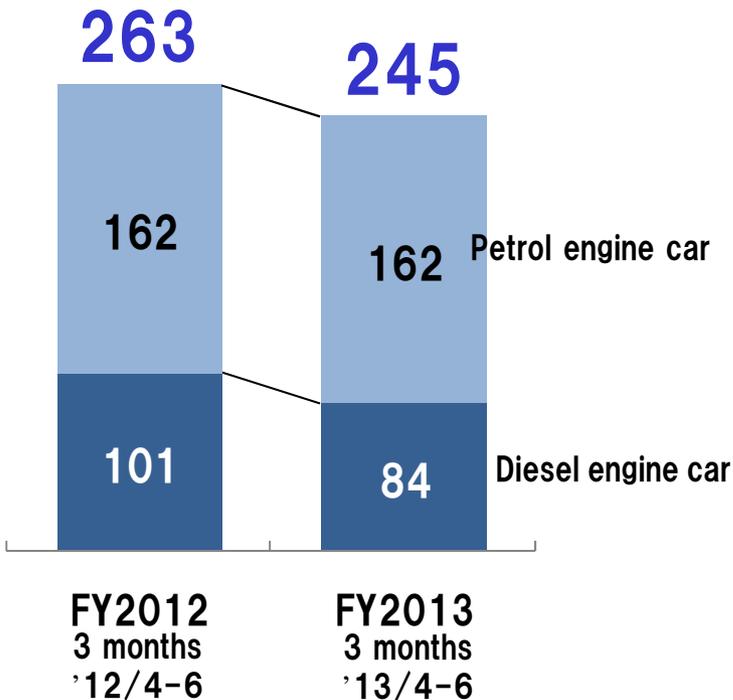
FY2013
3 months
'13/4-6

« First Quarter Actual Result »

-18(-6.8%)

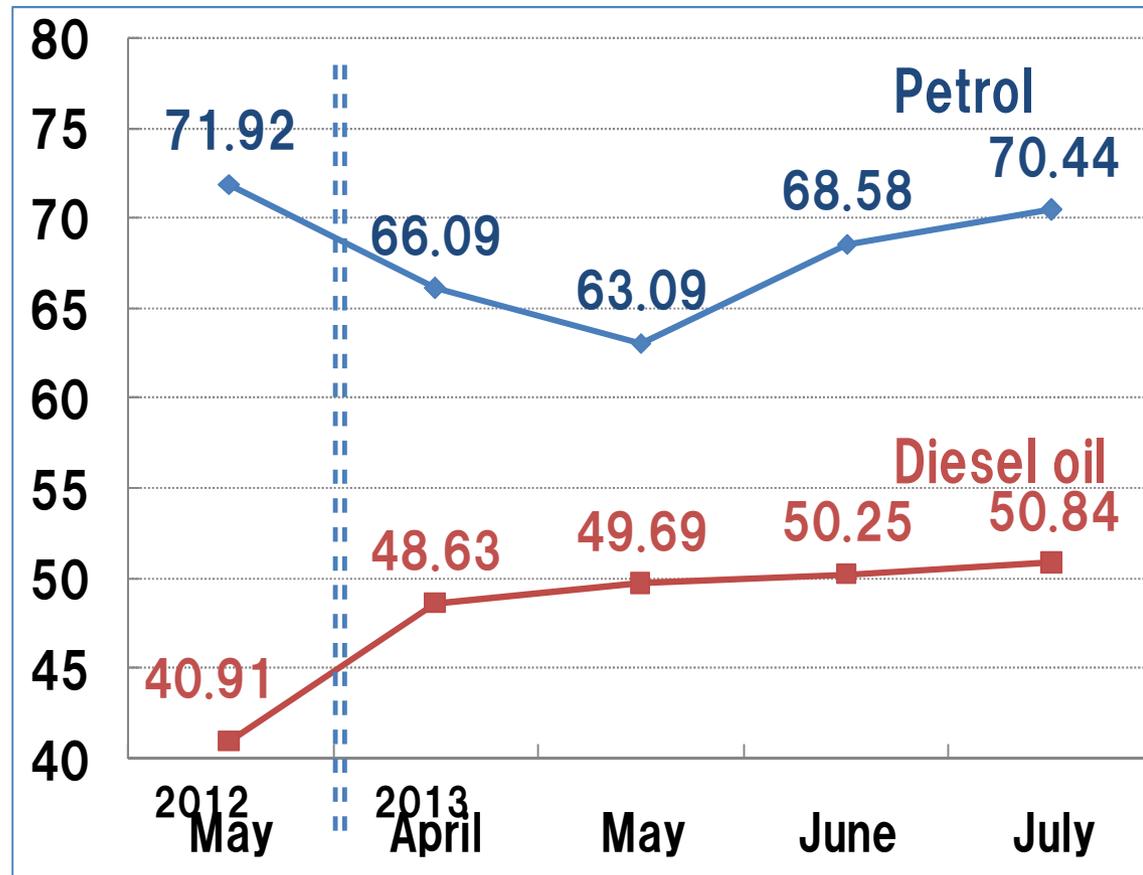
38% → 34%
Percentage of Diesel engine cars

(thousand units)



<Change of fuel price in India>

(Indian rupee/L)

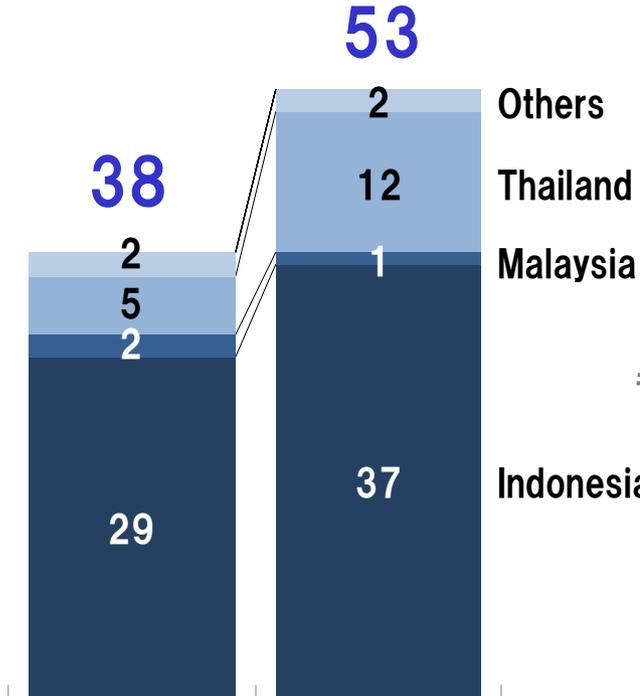


※Price in New Delhi as of end of each month. Price of July is as of July 26

« First Quarter Actual Result »

+ 15(+ 38.6%)

(thousand units)



Swift (Thailand)

Ertiga (Indonesia)

- Automatic transmission type was added in May to enhance its marketability



FY2012
3 months
'12/4-6

FY2013
3 months
'13/4-6

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

(Changed from the previous forecast on May 9, 2013)

(thousand units)

	Production					Sales				
	Forecast (FY2013)	FY2012 Results		Revised units from previous forecast		Forecast (FY2013)	FY2012 Results		Revised units from previous forecast	
		(FY2012)	Change				Ratio	(FY2012)		
<Motorcycle>										
Japan	190	169	+21	+12.7%	-1	73	76	-3	-4.1%	-5
Europe	—	13	-13	—	—	51	47	+4	+8.3%	+2
N.America	7	6	+1	+21.6%	+1	56	44	+12	+26.2%	-4
Asia	2,017	1,992	+25	+1.2%	-343	1,933	1,911	+22	+1.1%	-313
Others	119	90	+29	+32.3%	-7	238	233	+5	+2.2%	-8
Total	2,333	2,269	+64	+2.8%	-350	2,351	2,312	+39	+1.7%	-328
<Automobile>										
Japan	943	1,044	-101	-9.7%	±0	660	672	-12	-1.8%	±0
Europe	176	151	+25	+16.7%	±0	220	197	+23	+11.8%	±0
Asia	1,778	1,683	+95	+5.6%	-69	1,681	1,588	+93	+5.9%	-75
Others	2	0	+2	—	±0	165	204	-39	-19.1%	-2
Total	2,899	2,878	+21	+0.7%	-69	2,726	2,660	+66	+2.5%	-77

FY2013 First Quarter Financial Results

先進テクノロジーが、あなたをつつむ。
NEWワゴンR誕生

e-NE-CHARGE
軽ワゴン
低燃費No.1^{※1}
燃料消費率(国土交通省審査値)
JC08^{※2}
30.0km/L
2WD-CVT車

レーダー
ブレーキサポート
搭載^{※3}
[衝突被害軽減ブレーキ]
(メーカーオプション)



NEWワゴンRは、エコカー減税で免税対象車^{※4}

20th Anniversary of WagonR

- **20th anniversary** since its launch in 1993.
- With the improvements, it has achieved fuel-efficiency of **30km/L^{※2}**, the best in the minivan class^{※1}.
- Equipped with advanced safety technologies such as collision mitigation brake and unintended start control system^{※3}.

※1 Based on Suzuki research in July 2013 on minivehicles with overall heights of 1,550mm or higher for 2WD CVT variant. A variant in MR Wagon also has the same fuel-efficiency.

※2 Measured in JC08 test cycle and verified by Japan's Ministry of Land, Infrastructure, Transport and Tourism. Fuel consumption rate is a figure tested under specified condition. It may vary depending on environment (weather, traffic congestion, etc.) and way of driving (sudden start, air-conditioning, etc.).

※3 Vehicles equipped with these systems are available in all variants except 5MT.

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]