

FY2014 Third Quarter Financial Results



Special Achievement Award

Nippon (Japanese) Minicar was chosen.

“Brilliant evolution that the minicar has achieved up to this date, and the role it plays in the Japanese motorization were valued, regardless of individual brands and models.”

遊
べる
軽

HUSTLER



CAR OF THE YEAR



2014~2015 CAR OF THE YEAR
JAPAN AUTOMOTIVE HALL OF FAME

SUZUKI MOTOR CORPORATION

5 February 2015

• Lower net income on higher sales

(Billions of yen)

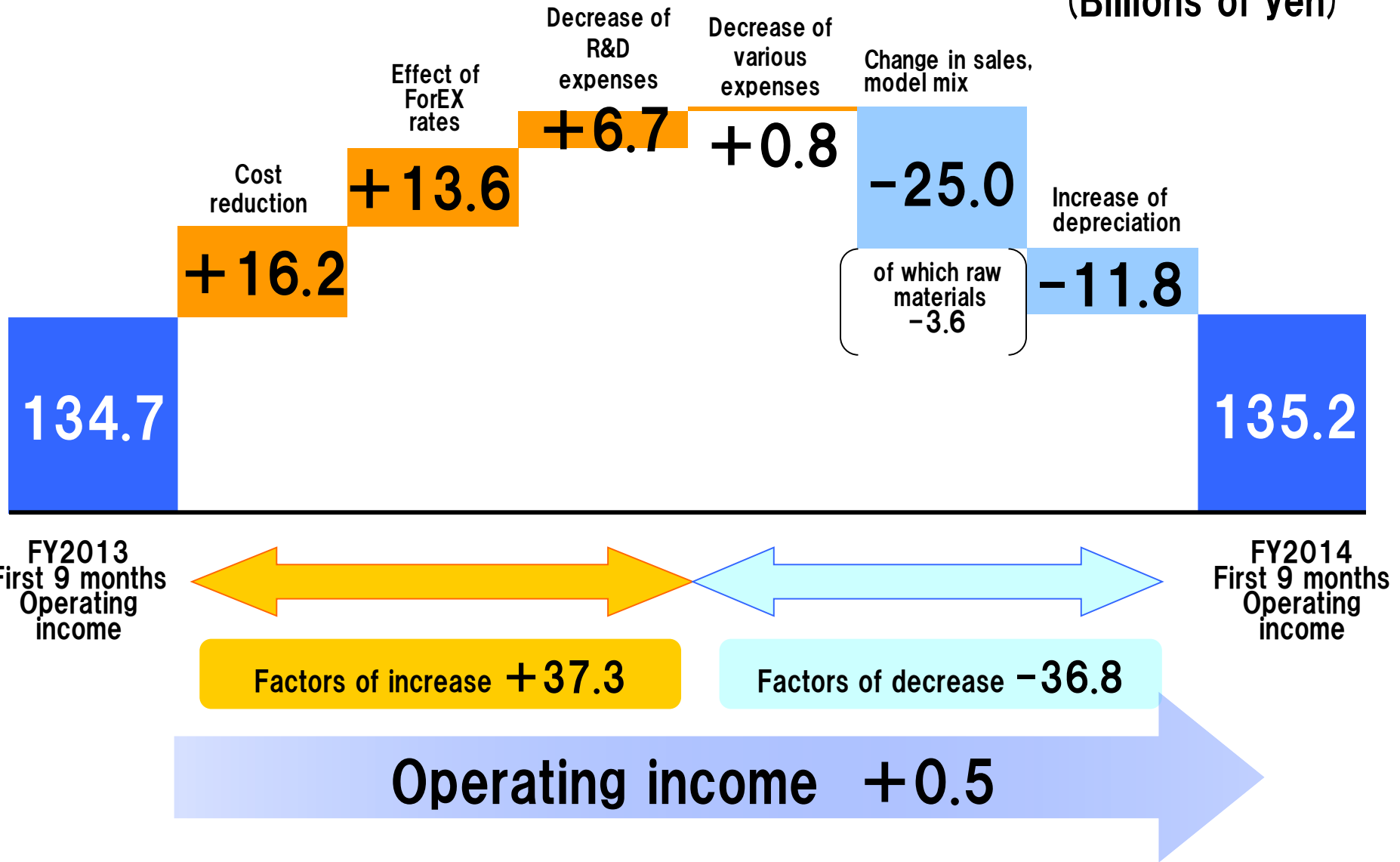
	FY2014 9 months ('14/4-12)	FY2013 9 months ('13/4-12)	Change	
				Ratio
Net Sales	2,143.0	2,075.7	+67.3	+3.2%
Japan	773.8	777.9	-4.1	-0.5%
Suzuki brand	672.2	696.3	-24.1	-3.5%
OEM	101.6	81.6	+20.0	+24.5%
Overseas	1,369.2	1,297.8	+71.4	+5.5%
Operating Income (Margin)	135.2 (6.3%)	134.7 (6.5%)	+0.5	+0.4%
Ordinary Income (Margin)	144.4 (6.7%)	139.5 (6.7%)	+4.9	+3.5%
Net Income (Margin)	79.9 (3.7%)	82.5 (4.0%)	-2.6	-3.1%

(Billions of yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2014 9 months (¹⁴ /4-12)	FY2013 9 months (¹³ /4-12)	Change	FY2014 9 months (¹⁴ /4-12)	FY2013 9 months (¹³ /4-12)	Change	FY2014 9 months (¹⁴ /4-12)	FY2013 9 months (¹³ /4-12)	Change	FY2014 9 months (¹⁴ /4-12)	FY2013 9 months (¹³ /4-12)	Change	
Japan total	15.9	17.6	-1.7	743.2	745.7	-2.5	14.7	14.6	+0.1	773.8	777.9	-4.1	
Suzuki brand	15.9	17.6	-1.7	641.6	664.1	-22.5	14.7	14.6	+0.1	672.2	696.3	-24.1	
OEM				101.6	81.6	+20.0				101.6	81.6	+20.0	
Overseas total	164.0	174.8	-10.8	1,173.8	1,097.8	+76.0	31.4	25.2	+6.2	1,369.2	1,297.8	+71.4	+58.0
Europe	28.8	28.6	+0.2	223.0	225.8	-2.8	10.5	7.7	+2.8	262.3	262.1	+0.2	+17.0
N. America	28.4	28.2	+0.2	3.8	7.0	-3.2	12.3	10.1	+2.2	44.5	45.3	-0.8	+2.8
Asia	75.2	85.9	-10.7	792.9	733.3	+59.6	2.9	2.6	+0.3	871.0	821.8	+49.2	+35.7
Others	31.6	32.1	-0.5	154.1	131.7	+22.4	5.7	4.8	+0.9	191.4	168.6	+22.8	+2.5
Grand total	179.9	192.4	-12.5	1,917.0	1,843.5	+73.5	46.1	39.8	+6.3	2,143.0	2,075.7	+67.3	+58.0
of which effect of ForEX rates conversion			+5.8			+49.9			+2.3				+58.0

Consolidated: Factors of Change in Operating Income

(Billions of yen)

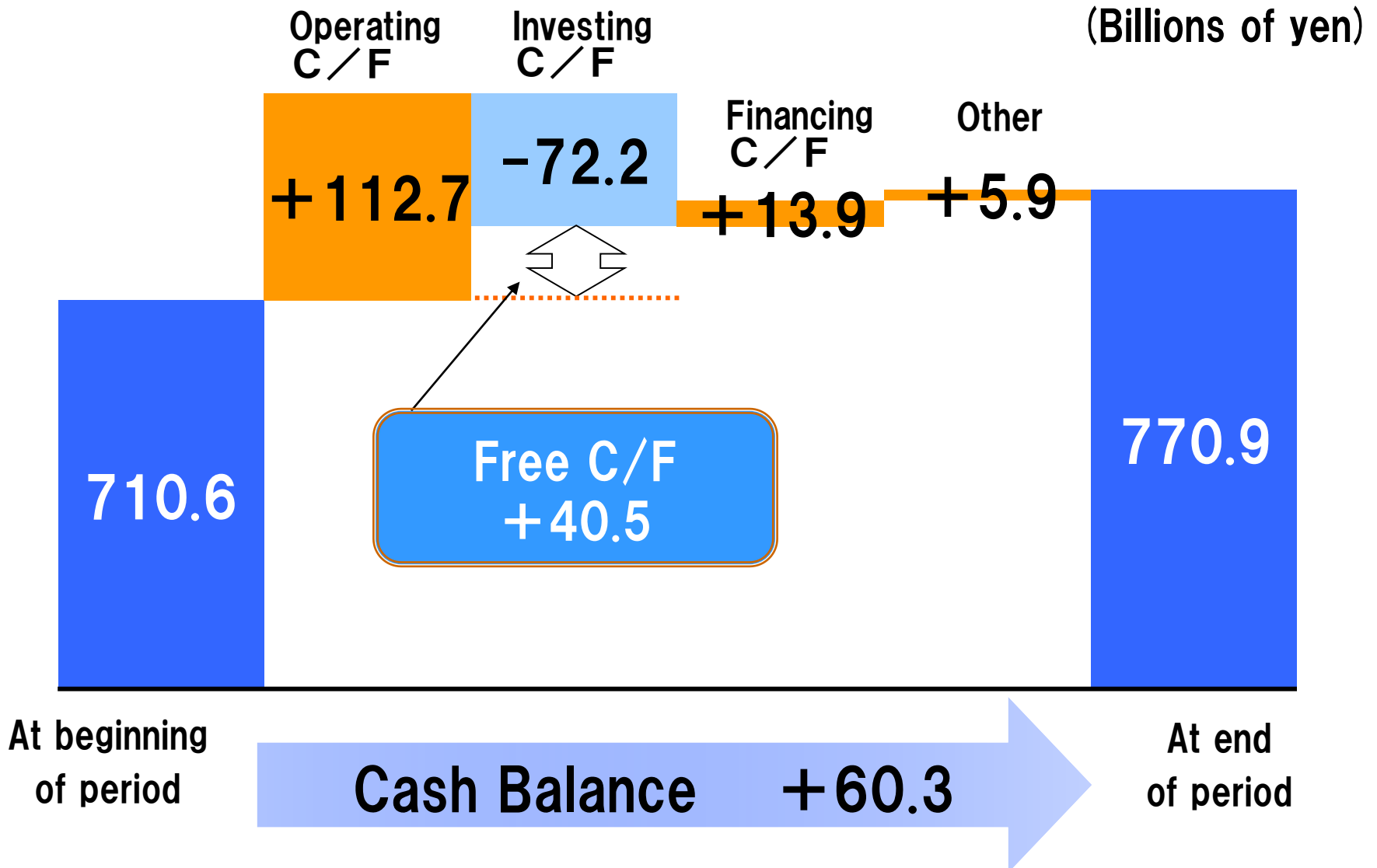


	FY2014 9 months ('14/4-12)	FY2013 9 months ('13/4-12)	Change	Effect of ForEX rates in operating income
U.S. Dollar	107 yen	99 yen	+8 yen	+2.1bln yen
Euro	140 yen	132 yen	+8 yen	+3.6bln yen
Indian Rupee	1.77 yen	1.68 yen	+0.09 yen	+4.6bln yen
100 Indonesian Rupiah	0.90 yen	0.94 yen	-0.04 yen	-1.0bln yen
Thai Baht	3.29 yen	3.19 yen	+0.10 yen	+0.0bln yen
Others	—	—	—	+4.3bln yen
Total				+13.6bln yen

(Billions of yen)

	FY2014 9 months ('14/4-12)	FY2013 9 months ('13/4-12)	Change
(Non-consolidated)	33.8	35.7	-1.9
(Subsidiaries)	98.6	116.6	-18.0
Capital Expenditures	132.4	152.3	-19.9
Depreciation Expenses	96.6	84.8	+11.8
R&D Expenses	86.3	93.0	-6.7

	FY2014 Q3	FY2013 Q3		FY2013 Q4	
	('14/12)	('13/12)	Change	('14/3)	Change
Interest-Bearing Debt balance	482.5	456.2	+26.3	445.3	+37.2



(Billions of yen)

《Motorcycle》

Net sales

FY2013
9 months

FY2014
9 months

Net sales
-12.5 (-6.5 %)

192.4 179.9

Operating income

FY2013
9 months

FY2014
9 months

Operating income
-0.4 (Increased loss)

-4.6 -5.0

FY2013 9 months '13/4-12
FY2014 9 months '14/4-12

《Automobile》

Net sales
+73.5 (+4.0 %)
1,843.5 1,917.0

Operating income
-0.2 (-0.1%)

133.9 133.7

FY2013 9 months '13/4-12
FY2014 9 months '14/4-12

《Marine & Power products, etc.》

Net sales
+6.3 (+15.8 %)

39.8 46.1

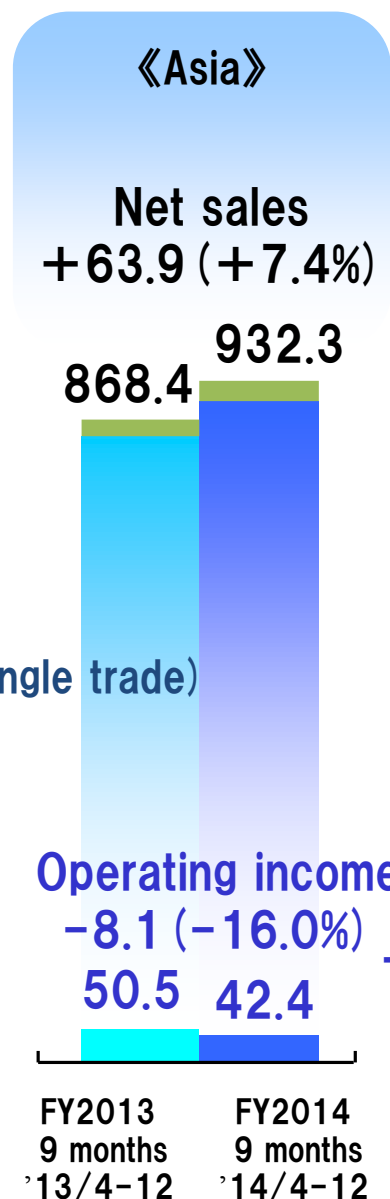
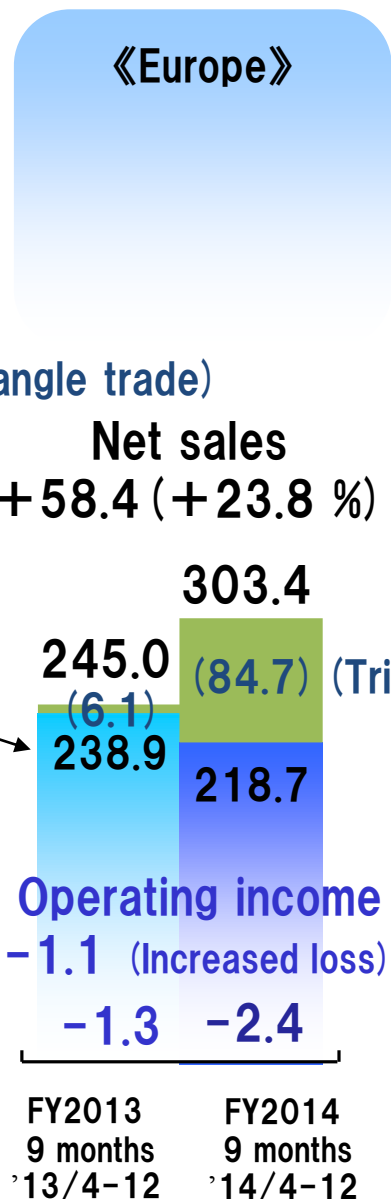
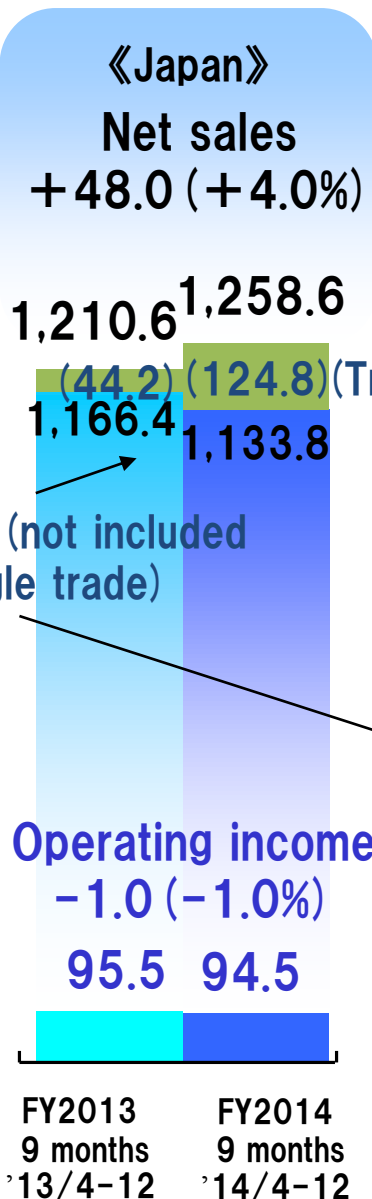
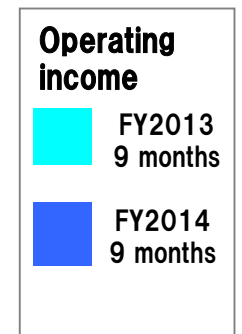
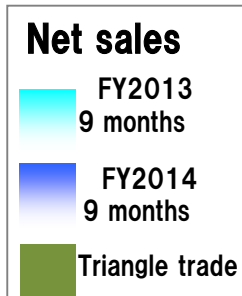
Operating income
+1.1 (+19.7%)

5.4 6.5

FY2013 9 months '13/4-12
FY2014 9 months '14/4-12

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

(Billions of yen)



Net sales (not included triangle trade)

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

	FY2014 Q3	FY2013 Q3		FY2013 Q4	
	('14/12)	('13/12)	Change	('14/3)	Change
Consolidated Subsidiaries	131	135	-4	133	-2
Equity Method Affiliates	37	37	±0	37	±0
Employees	57,569	58,077	-508	57,749	-180

- Downward revision of net income by 10.0 billion yen from the previous forecast on 6 November 2014

(Billions of yen)

	Latest Forecast	Comparison with FY 2013 result		Comparison with previous forecast	
		FY 2013 Result	Change	Previous forecast	Change
Net sales	3,000.0	2,938.3	+61.7	3,000.0	—
Operating income	188.0	187.7	+0.3	188.0	—
Ordinary income	198.0	197.8	+0.2	198.0	—
Net income	105.0	107.5	-2.5	115.0	-10.0
Change in Operating Income	Cost reduction	+25.0	+25.2	+25.0	—
	Effect of ForEX rates	+18.0	+54.3	+5.0	+13.0
	Change in sales,model mix	-23.7	+47.8	-10.7	-13.0
	Increase of various expenses	-8.0	-52.9	-8.0	—
	Increase of depreciation	-8.0	-23.5	-8.0	—
	Increase of R&D expenses	-3.0	-7.8	-3.0	—
	Total	+0.3	+43.1		+0.3
Capital Expenditures	200.0	213.6	-13.6	230.0	-30.0
Depreciation Expenses	125.0	117.2	+7.8	125.0	—
R&D Expenses	130.0	127.1	+2.9	130.0	—

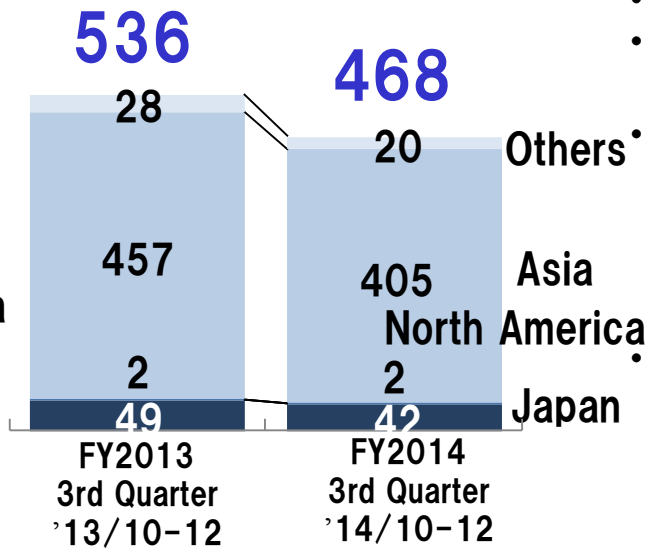
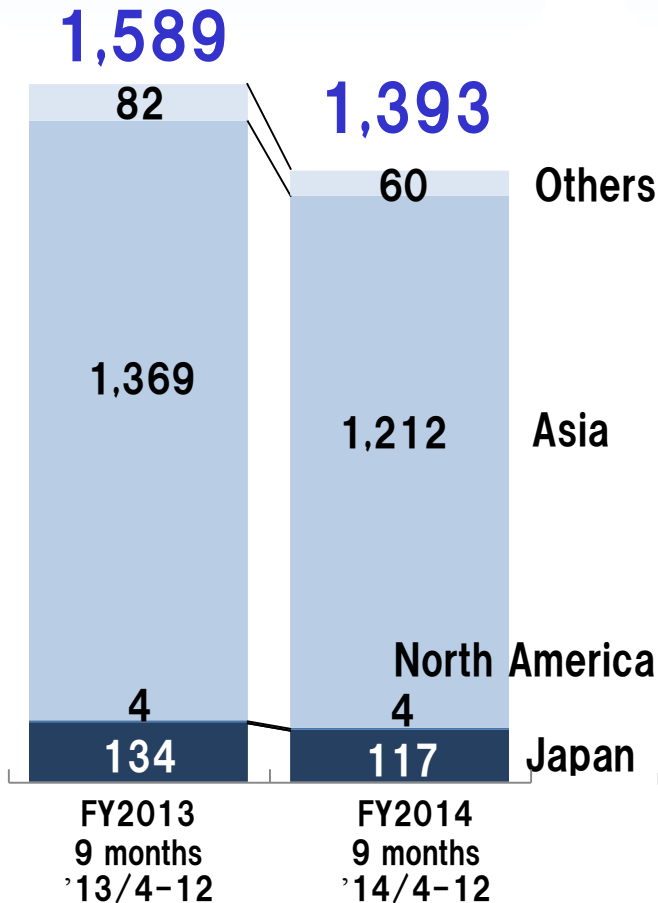
Consolidated: Full year forecast (Foreign Exchange Rates)

	Latest Forecast (2014.4~2015.3)			Effect of ForEX rates	Comparison with FY 2013 result (2013.4~2014.3)		Comparison with previous forecast (2014.4~2015.3)	
	'14/4-12 Result	'15/1-3 Forecast	Full Year Forecast		Full Year Result	Change	Full Year Forecast	Change
U.S. Dollar	107yen	115yen	109yen	+2.8bln yen	100yen	+9yen	104yen	+5yen
Euro	140yen	135yen	139yen	+2.6bln yen	134yen	+5yen	138yen	+1yen
Indian Rupee	1.77yen	1.85yen	1.79yen	+7.9bln yen	1.68yen	+0.11yen	1.72yen	+0.07yen
Indonesian Rupiah *	0.90yen	0.92yen	0.91yen	-0.6bln yen	0.93yen	-0.02yen	0.87yen	+0.04yen
Thai Baht	3.29yen	3.50yen	3.35yen	+0.3bln yen	3.18yen	+0.17yen	3.20yen	+0.15yen
Other Currencies				+5.0bln yen				
Total effect of ForEX rates				+18.0bln yen			+5.0bln yen	+13.0bln yen

*Rate of Indonesian Rupiah is yen/100 Indonesian Rupiah.

<<Nine Months Comparison>> -196(-12.3%)
 <<Three Months Comparison>> -68(-12.7%)

(Thousand units)



新型 **Let's** 誕生
 いたずらに流行を追いかけない。
 使いやすく、本当にいいものを。



Made in JAPAN

Let's (Japan)

- First full model change in 10 years
- Launched Let's G in last December Let's will be launched this March
- Excellent fuel efficiency of 54.8km/L*, light and maneuverable body, useful function, and design that matches anyone and any fashion
- Because Japan is the main market for 50cc scooters, it is produced in Japan, under the idea of local production for local consumption

*Measured by Suzuki in WMT mode

◀◀Nine Months Comparison▶▶◀◀Three Months Comparison▶▶

-194(-12.6%)

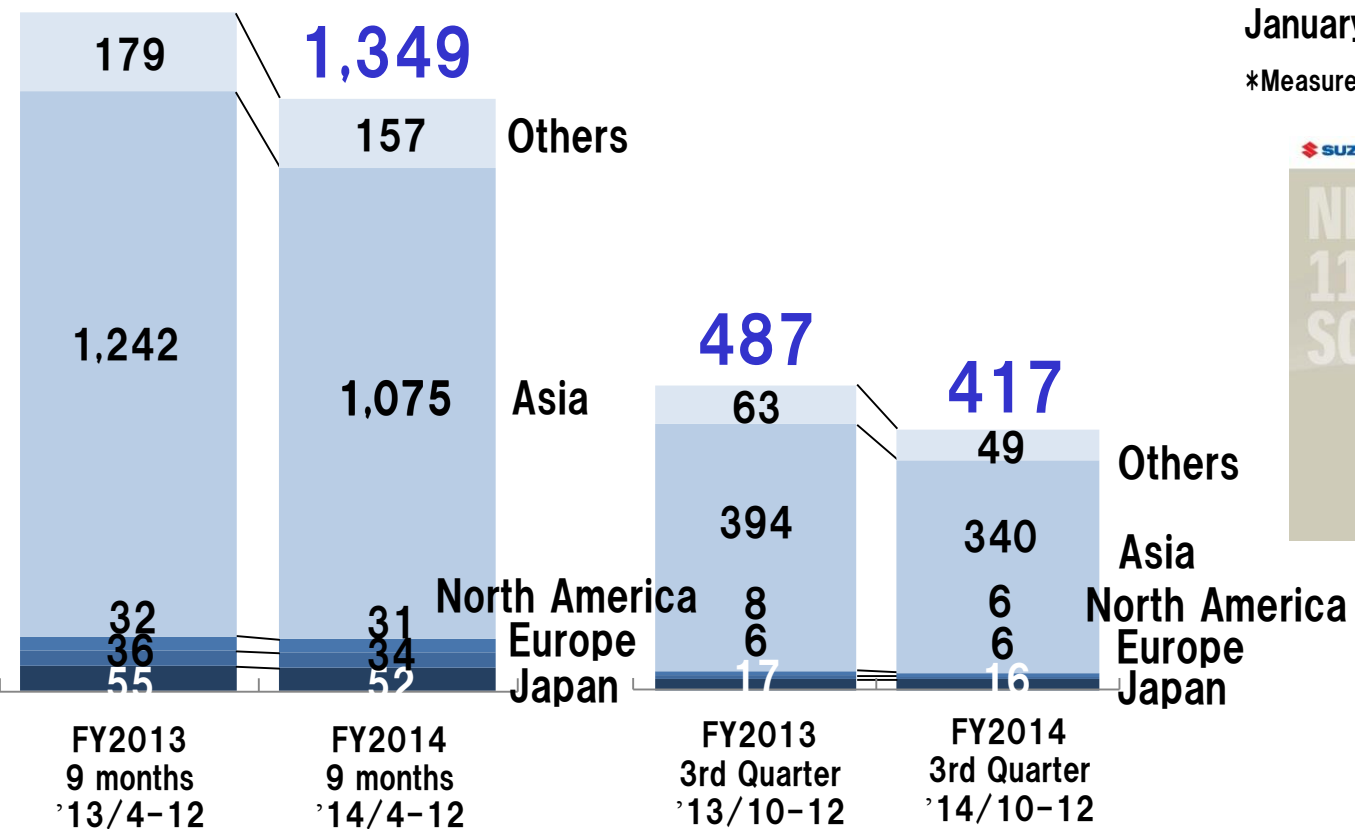
-70(-14.4%)

(Thousand units)

Address

- 110cc scooter with large capacity storage space, excellent acceleration, and high fuel efficiency of 51.2km/L*
- Launched in Indonesia in November
- Started production in Indonesia from January for launch in Europe and Japan

*Measured by Suzuki in WMTC mode



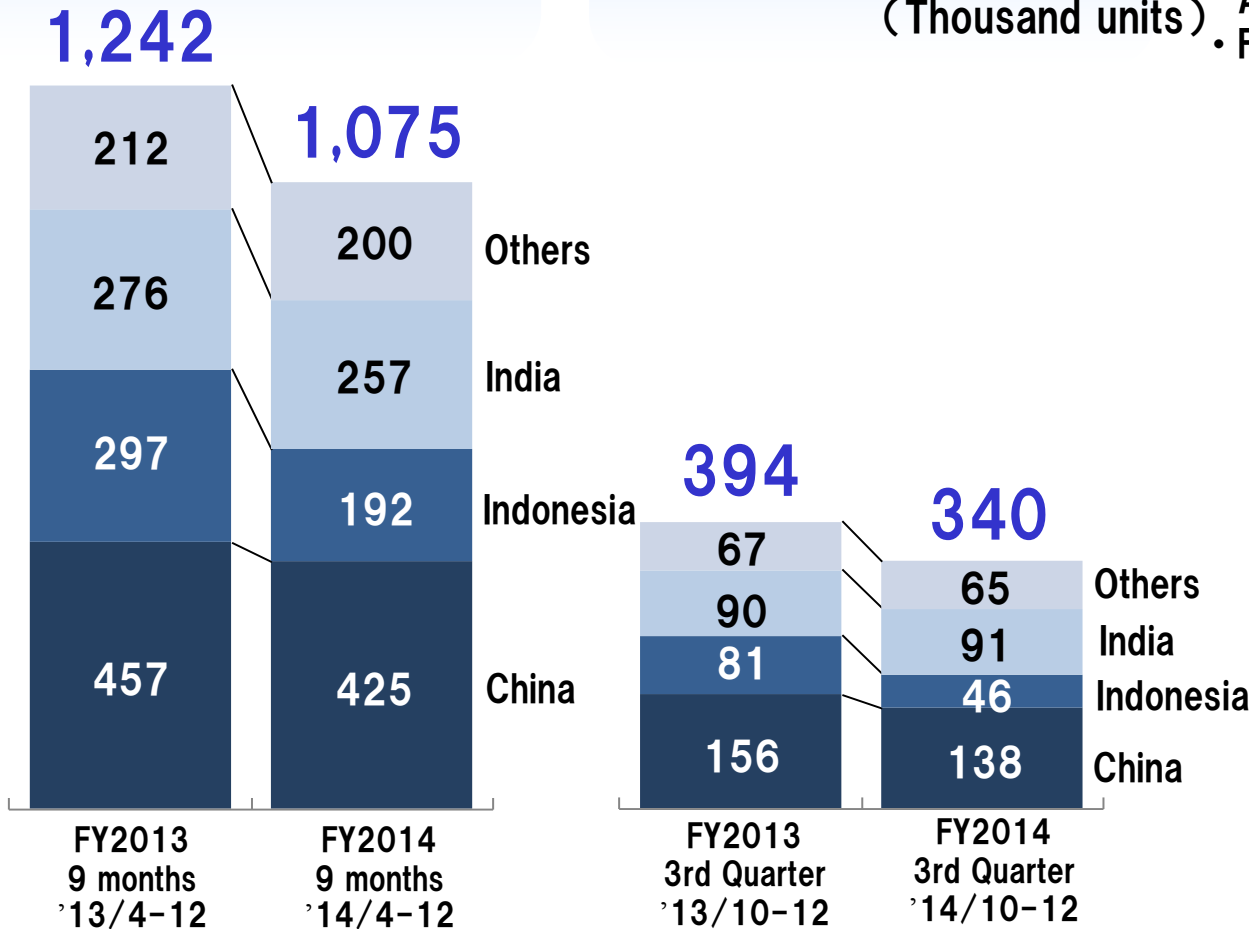
«Nine Months Comparison»
-167 (-13.5%)

«Three Months Comparison»
-54 (-13.7%)

Gixxer (India)

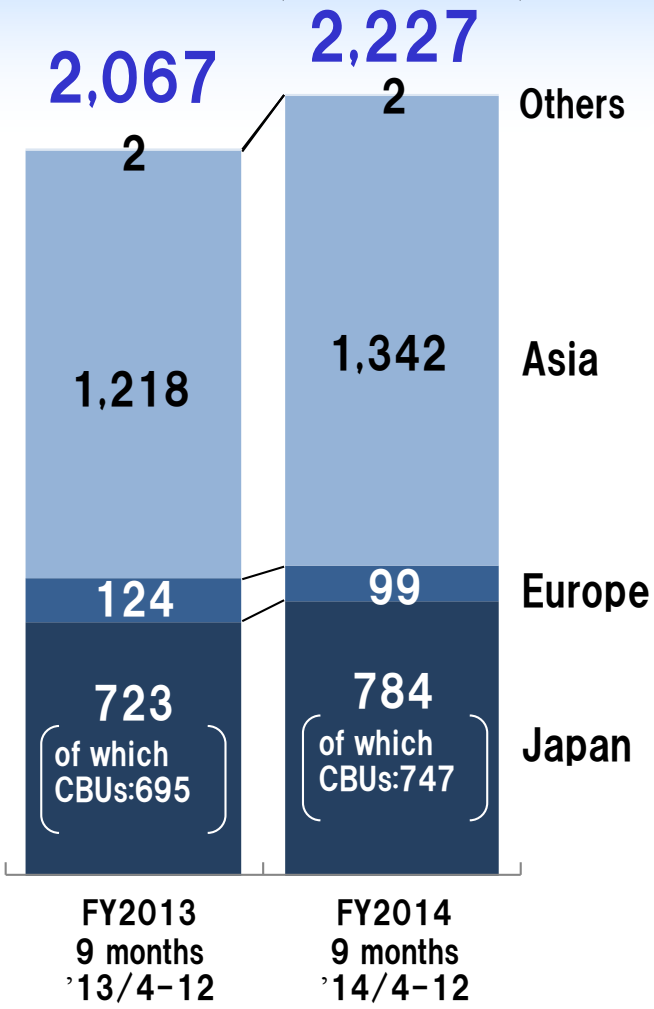
- Launched in India in August, 150cc new flagship backbone Gixxer won the *Bike of the year* award of the Autocar India Awards 2015
- First win by Suzuki

(Thousand units)



«Nine Months Comparison»

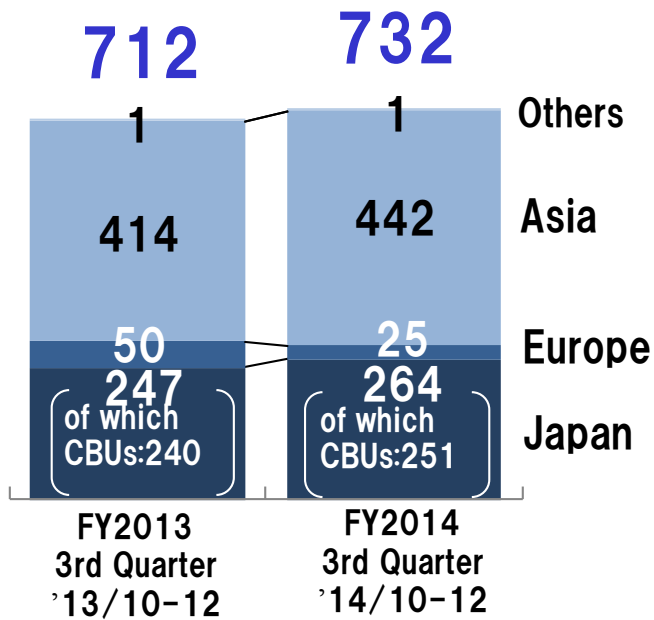
+ 160(+ 7.7%)



«Three Months Comparison»

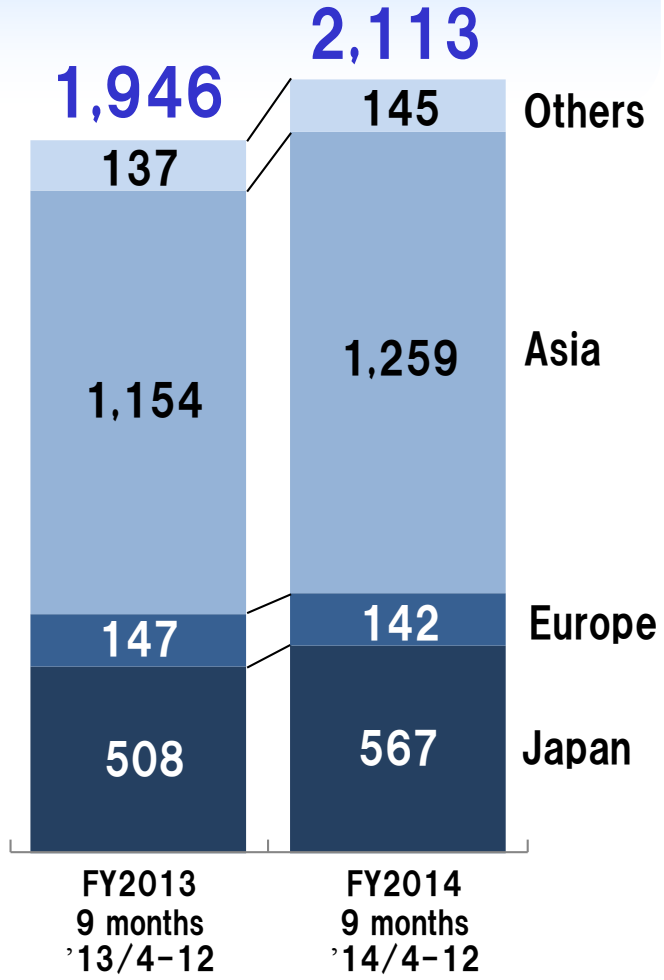
+ 20(+ 2.7%)

(Thousand units)



«Nine Months Comparison»

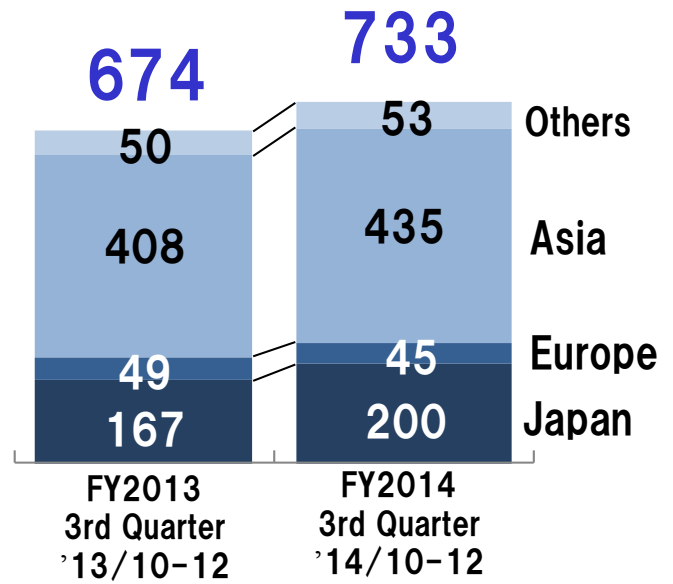
+ 167(+ 8.6%)



«Three Months Comparison»

+ 59(+ 8.7%)

(Thousand units)



Sales Volume of Automobiles by Geographical Areas (Japan)



«Nine Months Comparison»

+ 59(+ 11.7%)

567

Sub-compact and standard-sized vehicle
53

508

56

Mini-vehicle
514

452

FY2013
9 months
'13/4-12

FY2014
9 months
'14/4-12

«Three Months Comparison»

+ 33(+ 20.0%)

(Thousand units)

200

Sub-compact and standard-sized vehicle
15

167

17

Mini-vehicle
185

150

FY2013
3rd Quarter
'13/10-12

FY2014
3rd Quarter
'14/10-12



Special Achievement Award
Nippon (Japanese) Minicar was chosen.
"Brilliant evolution that the minicar has achieved up to this date, and the role it plays in the Japanese motorization were valued, regardless of individual brands and models."

WagonR Stingray J STYLE

- Special specification model with enhanced equipment. With Japan as its theme, it has adopted a Japanese-style design of gorgeous gold decoration in both the interior and the exterior.



Hustler J STYLE

- RJC Car of the Year award commemoration Special specification model J STYLE launched in January



Launched the all-new Alto minicar

By thoroughly reducing weight and enhancing efficiency of the powertrain, it has combined the lowest fuel consumption*¹ of 37.0km/L*² and driving performance

- Launched the all-new Alto minicar
 - 35 years after its debut, its accumulated domestic sales reach 4.84 million units*³
 - Launched the all-new Alto, which has adopted the newly-developed platform for the first time, in December
- Features of the all-new Alto
 - Combination of the lowest fuel consumption*¹ of 37.0km/L*² and light and steady driving performance
 - Achieved weight reduction of 60kg*⁴ as compared to the conventional model
Realized the lightest weight*⁵ of 610kg*⁶
 - Simple, clean, and stylish design
 - Comfortable cabin space with the ease of driving
 - Introduced a variant equipped with Auto Gear Shift (AGS) for the first time on Suzuki mini passenger vehicle
- Monthly sales target 7,000 units



*1 Among non-hybrid vehicles in Japan, based on Suzuki research in December 2014 using measurement taken in the JC08 test cycle.

*2 2WD equipped with CVT.

*3 Confirmed by Suzuki in December 2014 using registration units of the Alto passenger and commercial vehicles (excludes Alto Lapin).

*4 Comparison between the all-new Alto equipped with CVT and conventional Alto Eco.

*5 Comparison between ongoing four-seated minicar models by Suzuki in December 2014.

*6 2WD equipped with 5MT.

«Nine Months Comparison»

+98(+13.0%)

Percentage of Diesel engine cars

32%

31%

854

755

511

Petrol engine car
591

Diesel engine car
263

FY2013
9 months
'13/4-12

FY2014
9 months
'14/4-12

«Three Months Comparison»

+27(+10.1%)

(Thousand units)

Percentage of Diesel engine cars

33%

28%

268

180

88

FY2013
3rd Quarter
'13/10-12

295

Petrol engine car
212

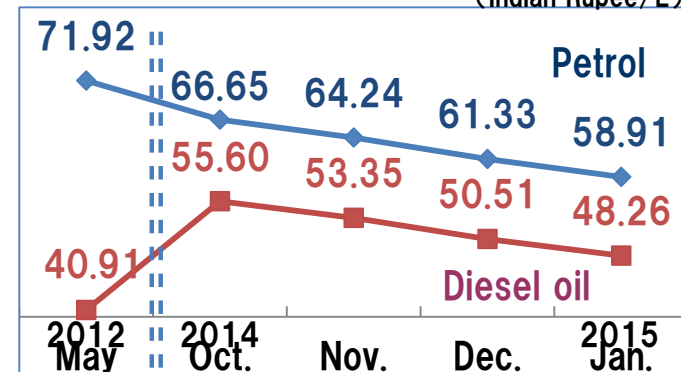
Diesel engine car
84

FY2014
3rd Quarter
'14/10-12

• Held the foundation stone ceremony of the new vehicle manufacturing facilities in Gujarat on 28 January.

- Start production in mid-2017, annual production capacity of 250,000 units, investment amount of approx. 60 billion yen
- Vehicles and parts will be supplied only to Maruti Suzuki India (MSIL), and distributed through MSIL's sales network
- MSIL will concentrate on investing in development of products and strengthening of sales force, and Suzuki will invest in the new production company

<Change of fuel price in India> (Indian Rupee/L)



* Price in New Delhi as of end of each month

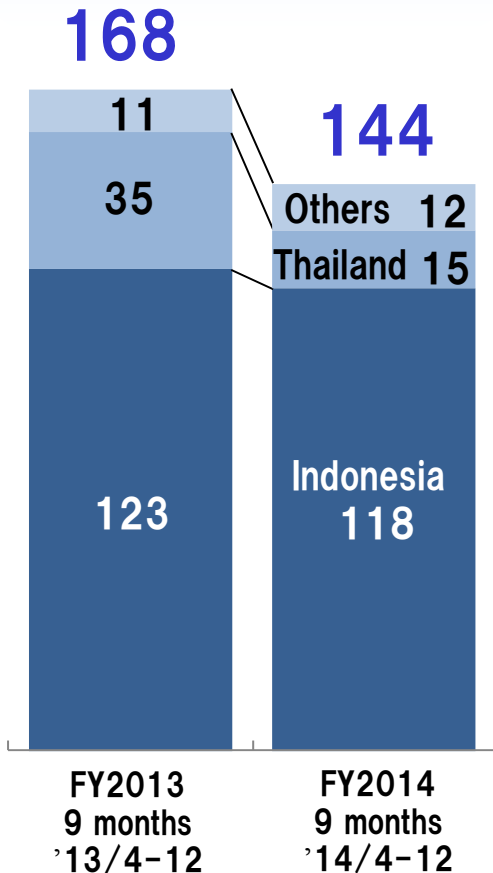
«Nine Months Comparison»

-24 (-14.3%)

«Three Months Comparison»

-8 (-14.1%)

(Thousand units)



• **Cikarang Plant in Indonesia started operating**

- Constructed the Cikarang Plant in the Greenland International Industrial Center, located east of Jakarta
- Engine plant started operating from last November
- New automobile assembly plant started operating from January, and the production capacity expanded to 250,000 units in Indonesia
- Increase internal production rate of parts, increase efficiency by integrating production, and create a structure invulnerable to the exchange rate
- Meet the growing demands of Indonesian market and strengthen exports

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

- Changed from the previous forecast on 6 November 2014 (thousand units)

	Production					Sales				
	Forecast (FY2014)	FY2013 Results		Revised units from previous forecast	Forecast (FY2014)	FY2013 Results		Revised units from previous forecast		
		(FY2013)	Change			Ratio	(FY2013)		Change	Ratio
<Motorcycle>										
Japan	156	180	-24	-13.5%	-13	69	74	-5	-6.6%	-5
Europe	—	—	—	—	—	47	48	-1	-1.1%	
N.America	5	5	-0	-8.4%	-1	45	41	+4	+9.3%	
Asia	1,587	1,744	-157	-9.0%	-123	1,447	1,638	-191	-11.7%	-156
Others	82	103	-21	-20.3%	-2	206	227	-21	-9.2%	-12
Total	1,830	2,033	-203	-10.0%	-139	1,814	2,027	-213	-10.5%	-173
<Automobile>										
Japan	1,030	998	+32	+3.2%	+24	726	728	-2	-0.3%	+51
Europe	144	171	-27	-16.0%	-2	196	205	-9	-4.3%	-4
Asia	1,824	1,686	+138	+8.2%	-37	1,722	1,596	+126	+7.9%	-25
Others	3	2	+1	+60.1%	+1	188	181	+7	+4.1%	-2
Total	3,001	2,857	+144	+5.0%	-14	2,832	2,709	+123	+4.5%	+20

FY2014 Third Quarter 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]