

FY2015 First Quarter Financial Results

LOVE
ALL NEW
LAPIN

好き。という気持ちをクルマにしました。



SUZUKI MOTOR CORPORATION
3 August 2015

- Increased net sales and operating income/ordinary income
- Decreased net income attributable to owners of the parent

(Billions of yen)

	FY2015 3 months ('15/4-6)	FY2014 3 months ('14/4-6)	Change	
				Ratio
Net Sales	772.9	710.4	+62.5	+8.8%
Japan	247.3	256.0	-8.7	-3.4%
Suzuki brand	222.0	221.7	+0.3	+0.1%
OEM	25.3	34.3	-9.0	-26.4%
Overseas	525.6	454.4	+71.2	+15.7%
Operating Income	55.2	50.9	+4.3	+8.3%
(Margin)	(7.1%)	(7.2%)		
Ordinary Income	62.3	59.3	+3.0	+5.1%
(Margin)	(8.1%)	(8.3%)		
Net income attributable to owners of the parent	31.7	37.5	-5.8	-15.5%
(Margin)	(4.1%)	(5.3%)		

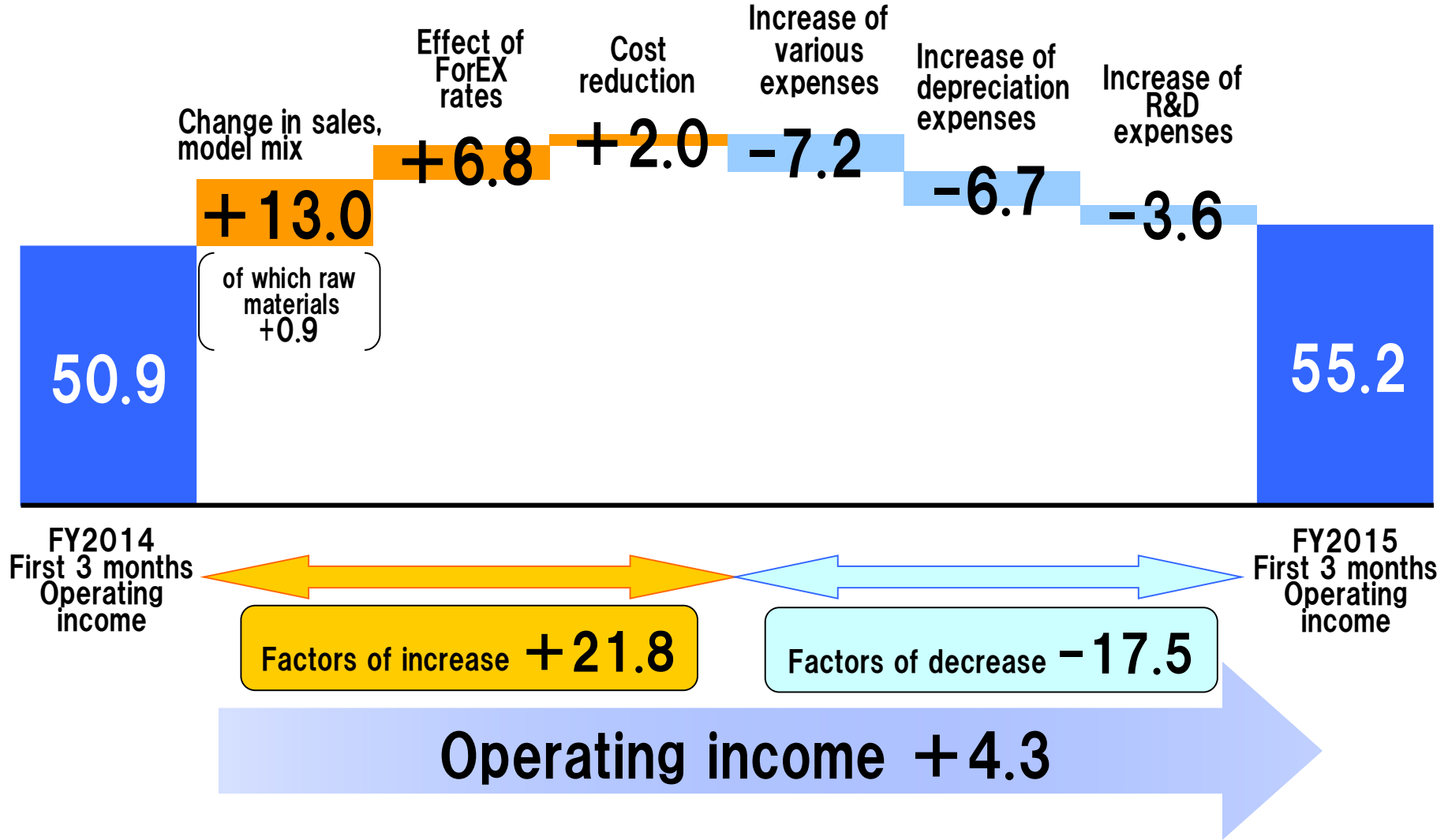
(Billions of yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2015 3 months (¹⁵ /4-6)	FY2014 3 months (¹⁴ /4-6)	Change	FY2015 3 months (¹⁵ /4-6)	FY2014 3 months (¹⁴ /4-6)	Change	FY2015 3 months (¹⁵ /4-6)	FY2014 3 months (¹⁴ /4-6)	Change	FY2015 3 months (¹⁵ /4-6)	FY2014 3 months (¹⁴ /4-6)	Change	
Japan total	5.0	5.6	-0.6	237.9	246.1	-8.2	4.4	4.3	+0.1	247.3	256.0	-8.7	
Suzuki brand	5.0	5.6	-0.6	212.6	211.8	+0.8	4.4	4.3	+0.1	222.0	221.7	+0.3	
OEM				25.3	34.3	-9.0				25.3	34.3	-9.0	
Overseas total	55.9	60.0	-4.1	454.0	382.9	+71.1	15.7	11.5	+4.2	525.6	454.4	+71.2	+37.2
Europe	14.2	11.9	+2.3	82.6	83.0	-0.4	4.7	4.5	+0.2	101.5	99.4	+2.1	-3.9
N. America	8.7	11.9	-3.2	1.2	1.3	-0.1	7.7	4.9	+2.8	17.6	18.1	-0.5	+2.5
Asia	23.1	25.6	-2.5	312.5	250.7	+61.8	1.1	0.6	+0.5	336.7	276.9	+59.8	+38.6
Others	9.9	10.6	-0.7	57.7	47.9	+9.8	2.2	1.5	+0.7	69.8	60.0	+9.8	-0.0
Grand total	60.9	65.6	-4.7	691.9	629.0	+62.9	20.1	15.8	+4.3	772.9	710.4	+62.5	+37.2
of which effect of ForEX rates conversion			+3.3			+32.5			+1.4				+37.2



Consolidated: Factors of Change in Operating Income

(Billions of yen)

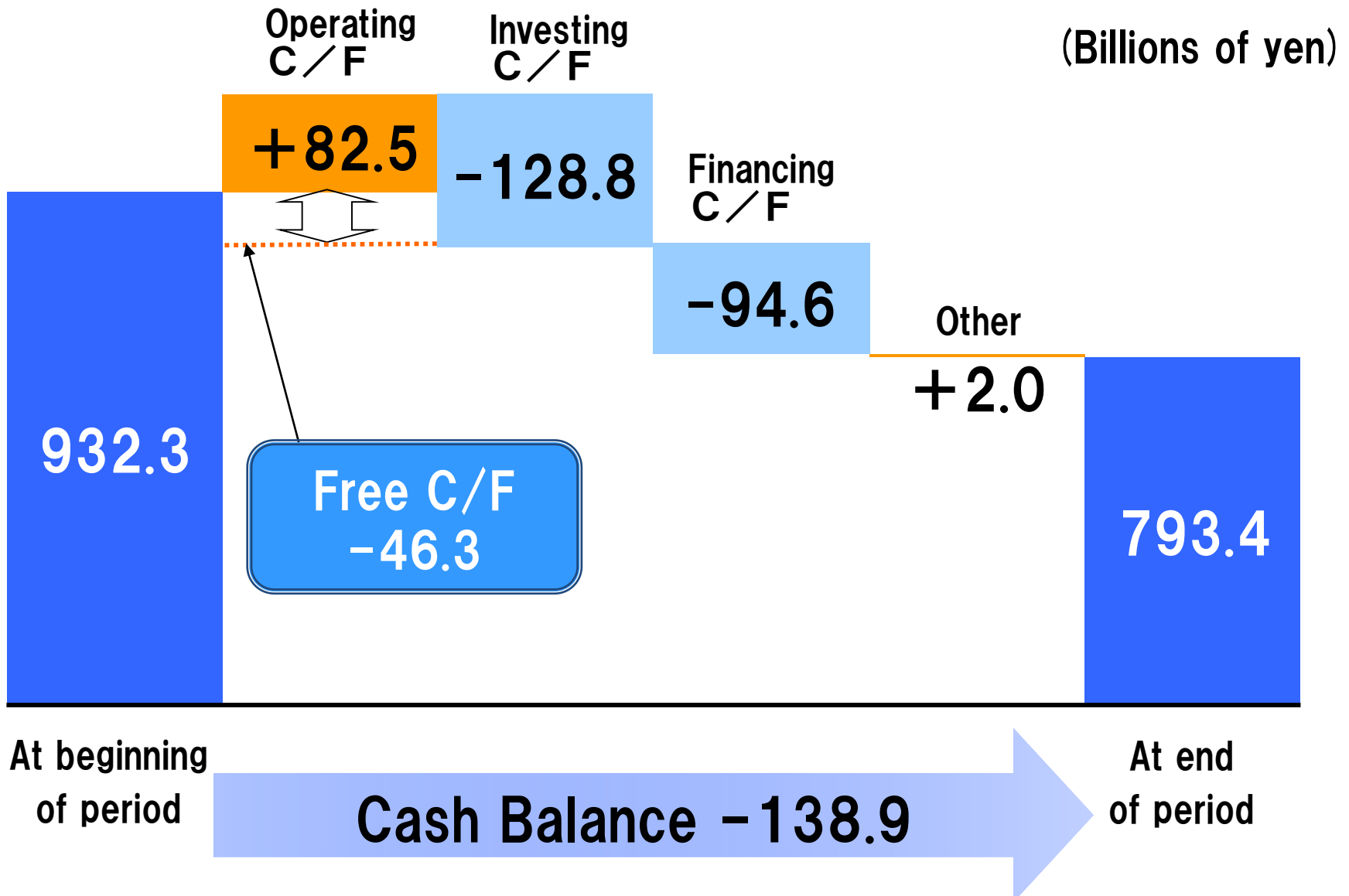


	FY2015 3 months (^{'15} /4-6)	FY2014 3 months (^{'14} /4-6)	Change	Effect of ForEX rates in operating income
US Dollar	121 yen	102 yen	+19 yen	+2.1bln yen
Euro	134 yen	140 yen	-6 yen	-1.5bln yen
Indian Rupee	1.93 yen	1.72 yen	+0.21 yen	+4.9bln yen
100 Indonesian Rupiah	0.93 yen	0.88 yen	+0.05 yen	+0.3bln yen
Thai Baht	3.66 yen	3.15 yen	+0.51 yen	-0.8bln yen
Others	—	—	—	+1.8bln yen
Total				+6.8bln yen

(Billions of yen)

	FY2015 3 months ('15/4-6)	FY2014 3 months ('14/4-6)	Change
(Non-consolidated)	12.0	9.2	+2.8
(Subsidiaries)	21.7	33.4	-11.7
Capital Expenditures	33.7	42.6	-8.9
Depreciation Expenses	37.6	30.9	+6.7
R&D Expenses	31.6	28.0	+3.6

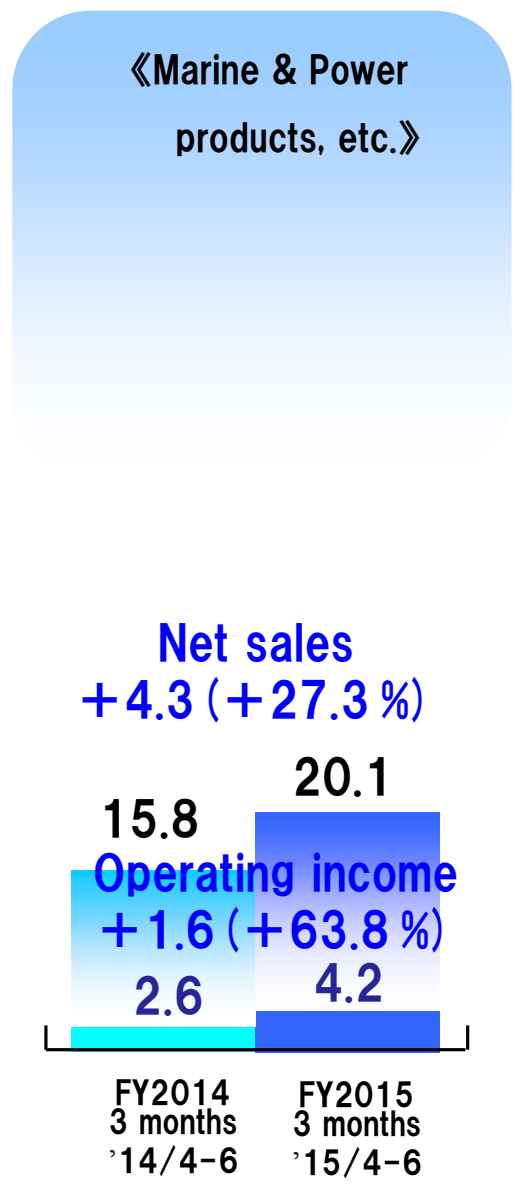
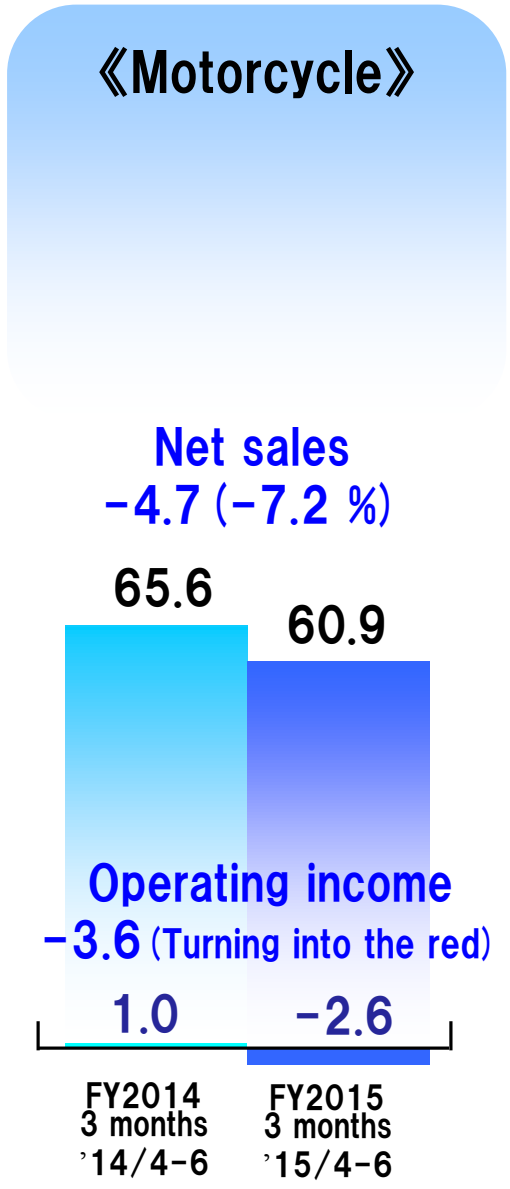
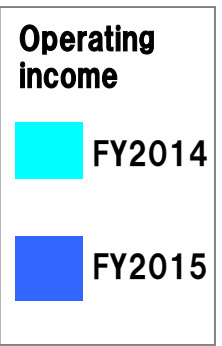
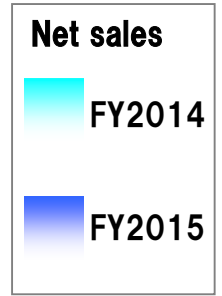
	FY2015 Q1	FY2014 Q1		FY2014 Q4	
	('15/6)	('14/6)	Change	('15/3)	Change
Interest-Bearing Debt balance	471.2	443.3	+27.9	554.7	-83.5



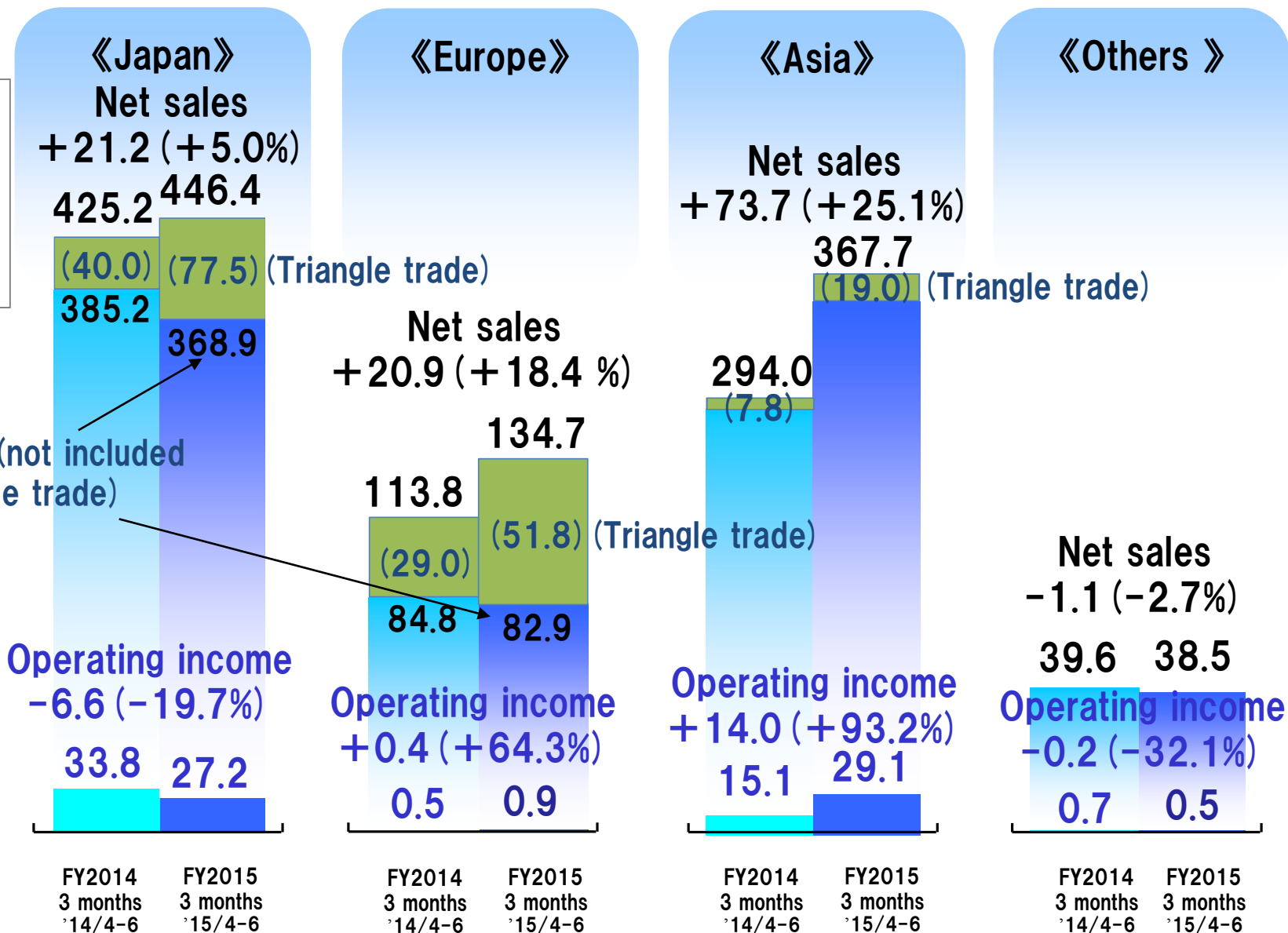
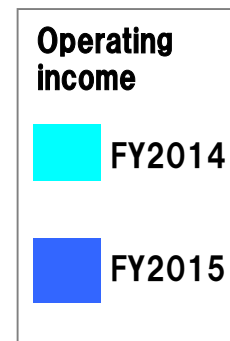
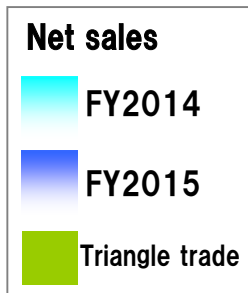


Consolidated: Operating Results by Business (Net sales, Operating income)

(Billions of Yen)



(Billions of Yen)



	FY2015 Q1	FY2014 Q1		FY2014 Q4	
	('15/6)	('14/6)	Change	('15/3)	Change
Consolidated Subsidiaries	133	133	±0	133	±0
Equity Method Affiliates	35	37	-2	35	±0
Employees	58,466	57,782	+684	57,409	+1,057

• Unchanged from the previous forecast on 11 May 2015

(Billions of yen)

	Latest Full Year Forecast	Change from FY 2014 result		First Half Forecast
		FY 2014 Result	Change	
Net sales	3,100.0	3,015.5	+84.5	1,500.0
Operating income	190.0	179.4	+10.6	91.0
Ordinary income	200.0	194.3	+5.7	98.0
Net income attributable to owners of the parent	110.0	96.9	+13.1	55.0
Factors of Change in operating income	Cost reduction	+29.0	+27.2	
	Change in sales, model mix	+15.6	-18.1	
	Fluctuation of various expenses	+5.0	-23.6	
	Increase of depreciation	-26.0	-17.2	
	Effect of ForEX rates	-9.0	+22.2	
	Fluctuation of R&D expenses	-4.0	+1.2	
Total	+10.6	-8.3		
Capital Expenditures	180.0	194.5	-14.5	
Depreciation Expenses	160.0	134.4	+25.6	
R&D Expenses	130.0	125.9	+4.1	

Consolidated: Full year forecast (Foreign Exchange Rates)

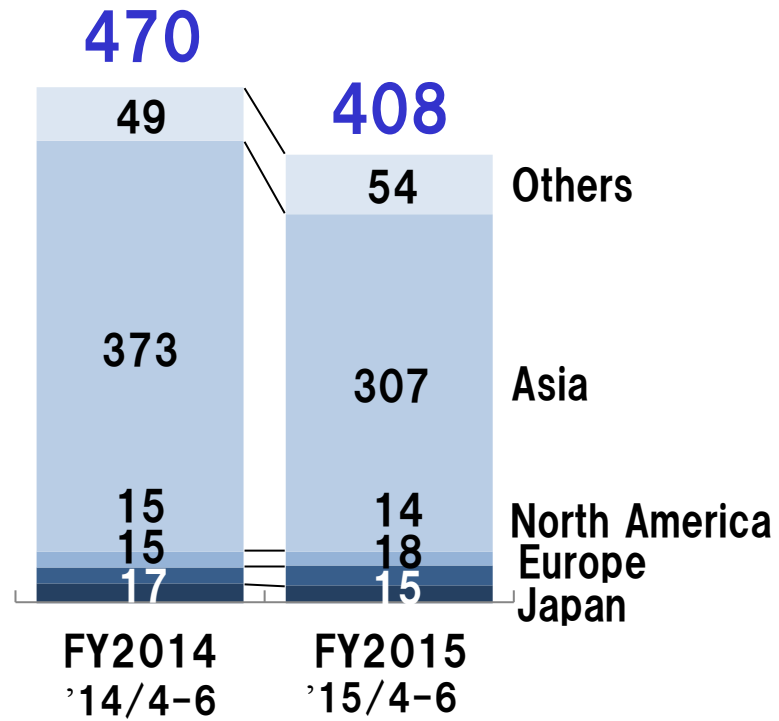
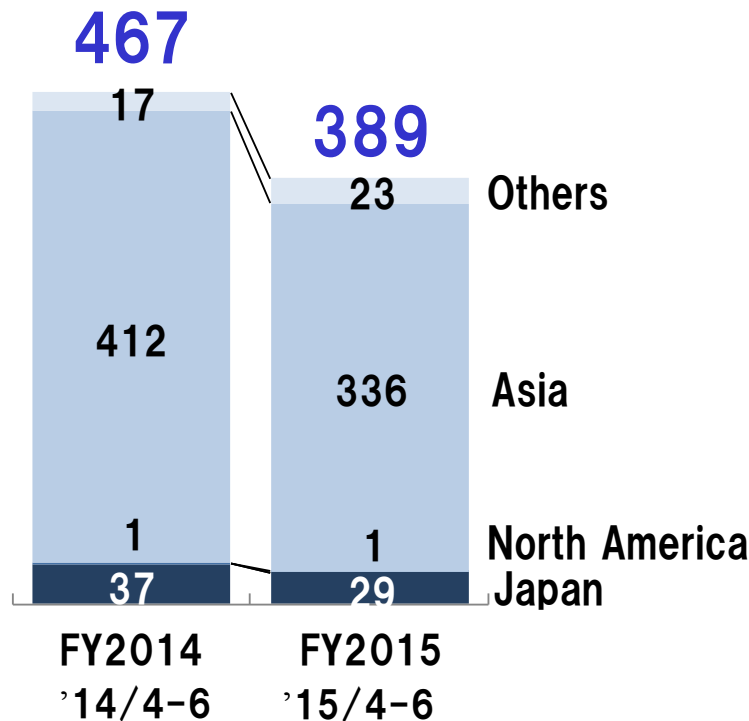
- Unchanged from the previous forecast on 11 May 2015

	Full Year Forecast (2015.4~ 2016.3)	Effect of ForEX rates in operating income	Comparison with FY 2014 result (2014.4~2015.3)	
			Full Year Result	Change
US Dollar	115 yen	+2.0bln yen	110 yen	+5 yen
Euro	125 yen	-9.8bln yen	139 yen	-14 yen
Indian Rupee	1.85 yen	+3.5bln yen	1.81 yen	+0.04 yen
100 Indonesian Rupiah	0.90 yen	-0.3bln yen	0.91 yen	-0.01 yen
Thai Baht	3.50 yen	-0.7bln yen	3.38 yen	+0.12 yen
	Other Currencies	-3.7bln yen		
	Total	-9.0bln yen		

(Thousand units)

« First Quarter Production Volume Comparison »
-78 (-16.7 %)

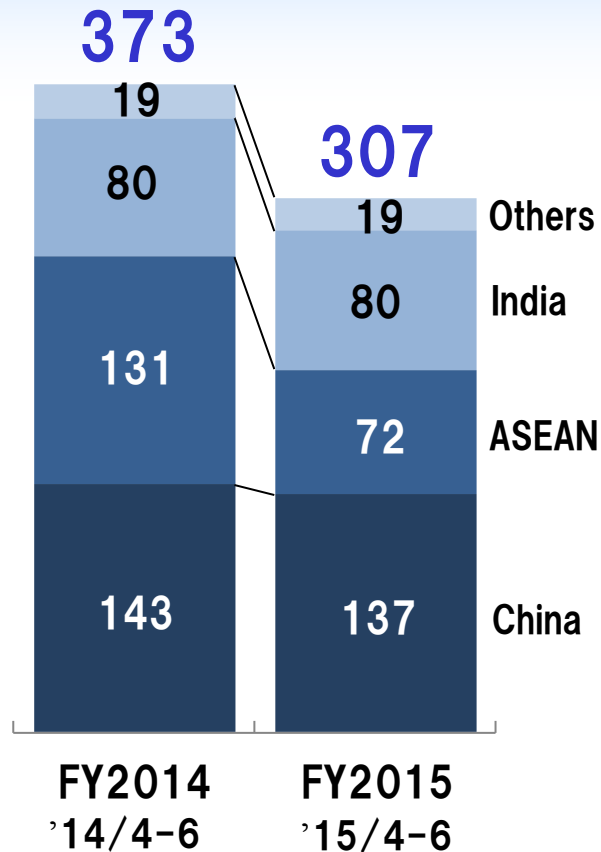
« First Quarter Sales Volume Comparison »
-62 (-13.3%)



(Thousand units)

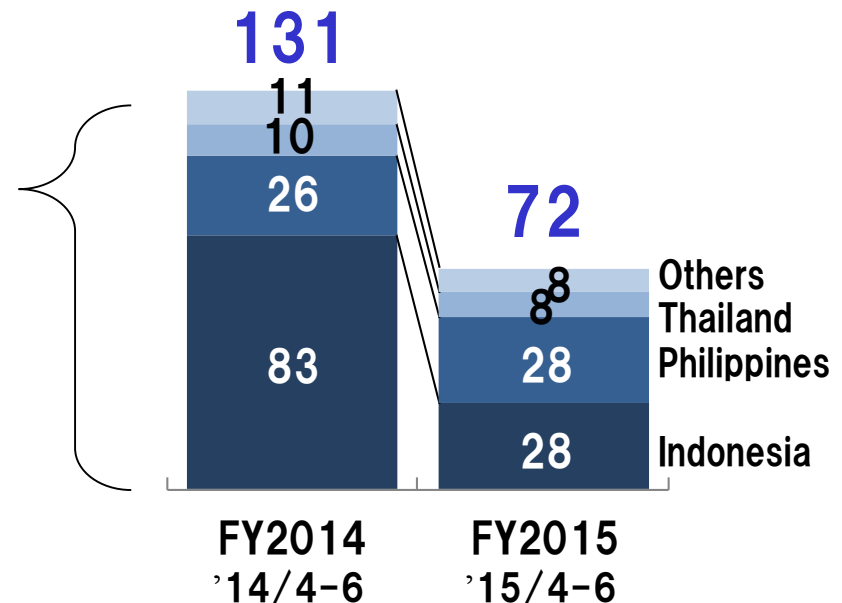
《 First Quarter Comparison 》

-66(-17.8%)



《 Breakdown of Sales Volume
in ASEAN 》

-59(-45.2%)



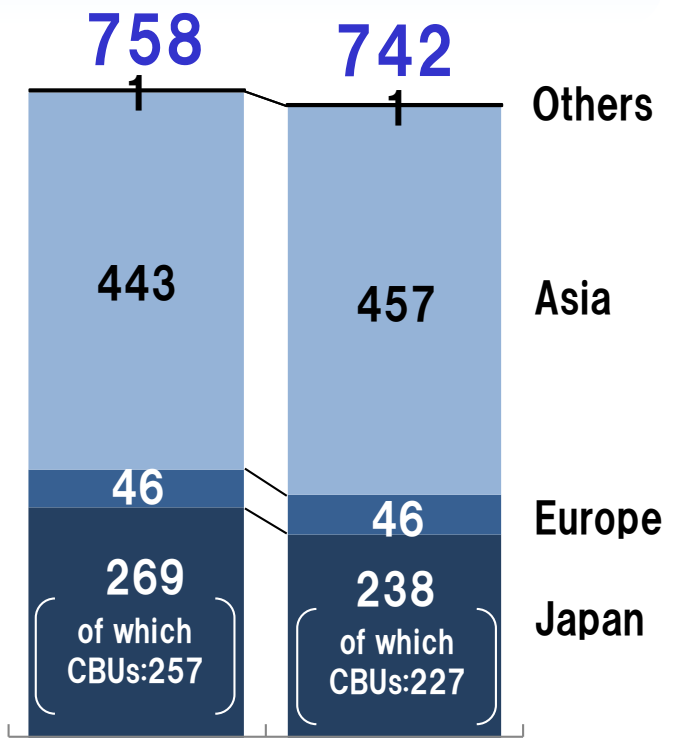
※ASEAN: Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam



(Thousand units)

« First Quarter Production Volume Comparison »

-16 (-2.2%)

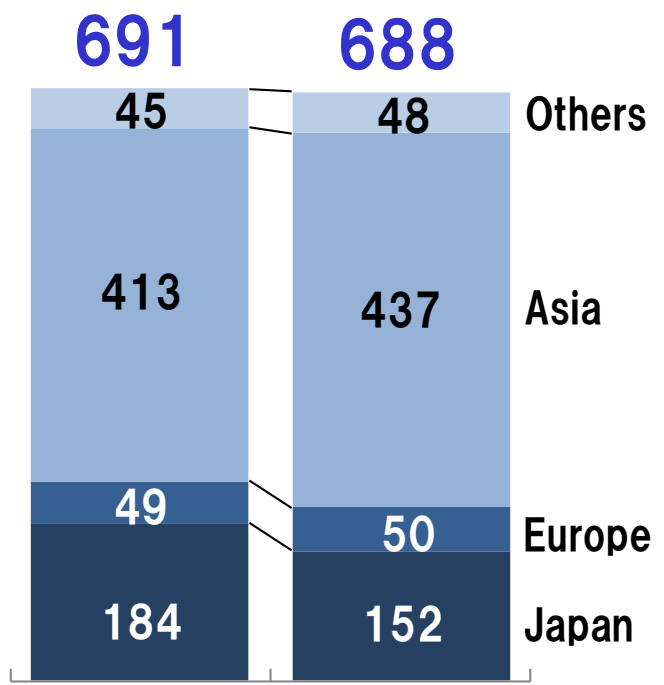


FY2014
'14/4-6

FY2015
'15/4-6

« First Quarter Sales Volume Comparison »

-3 (-0.5%)



FY2014
'14/4-6

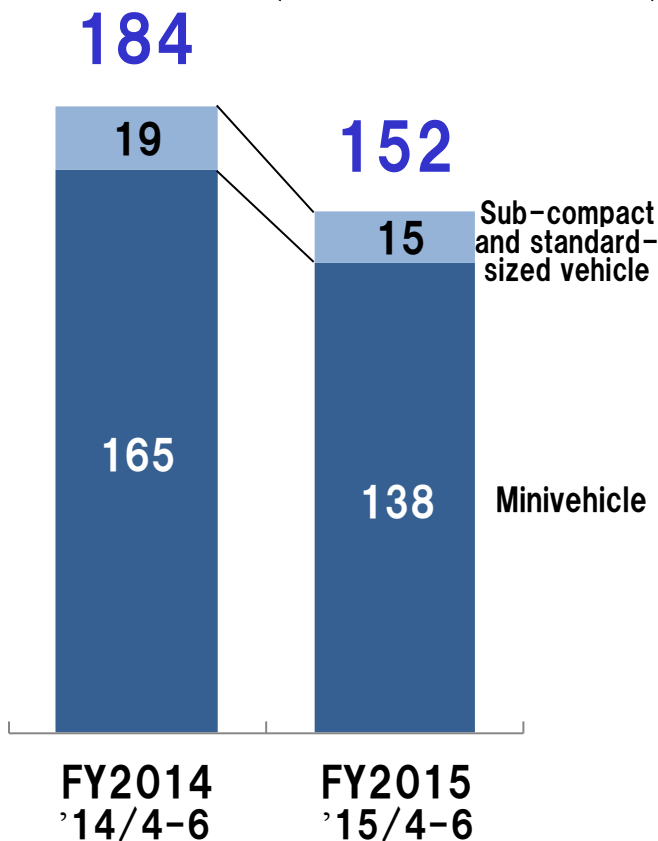
FY2015
'15/4-6

Sales Volume of Automobiles by Geographical Areas (Japan)

« First Quarter Comparison »

-32(-17.2%)

(Thousand units)



• Launched a full-model change of the Alto Lapin minicar on 3 June

- A working group composed of female employees planned a car designed for female users.
- Adopted a sophisticated design and female-friendly functions and equipment.
- Safety technologies which are high concerns among female users are standard equipment on all variants.



• Launched more fuel-efficient variants and an option of safety equipment to the Spacia and Spacia Custom minicars on 19 May.



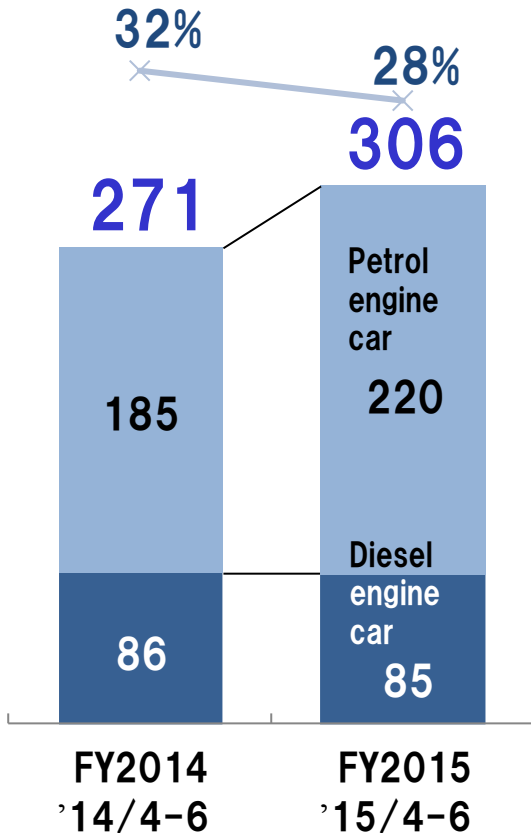
- Installed the S-ENE CHARGE on naturally-aspirated variants.
- Introduced an advanced safety technology Dual Camera Brake Support as a manufacturer option.

« First Quarter Comparison »

+35 (+13.0%)

Percentage of Diesel engine cars

(Thousand units)



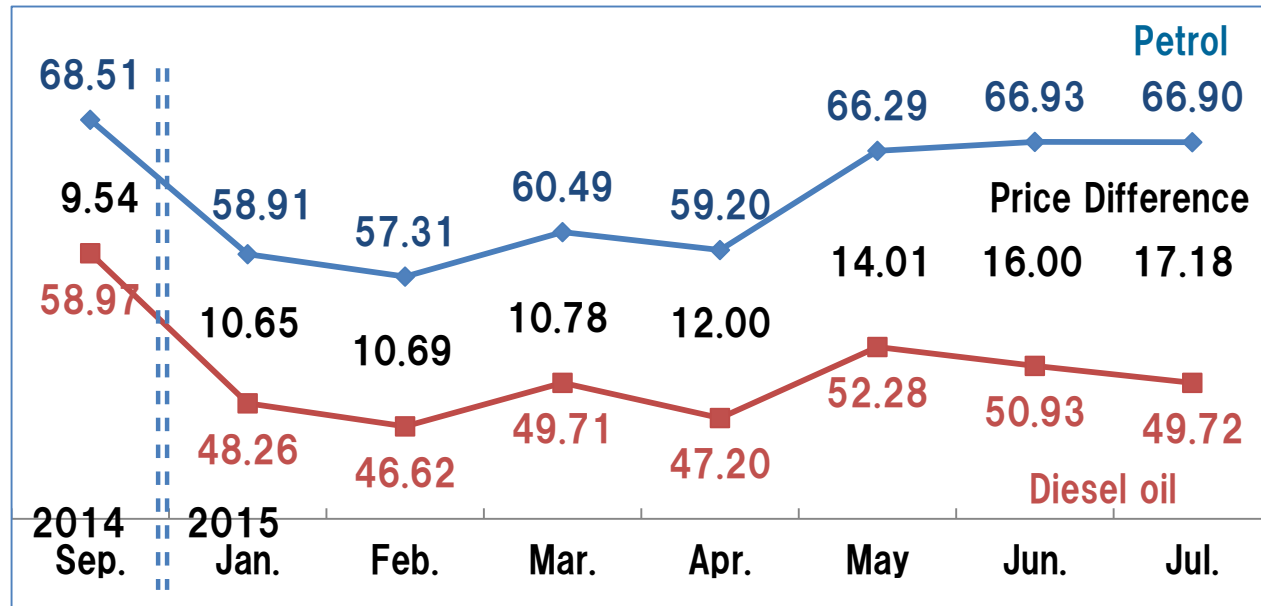
• Developed a two-cylinder 0.8L diesel engine and introduced in India

- Developed in-house, a lightweight and compact two-cylinder 0.8L E08A diesel engine for compact cars.
- Installed on the Celerio and launched in India.
- Mitigated low-frequency vibration and combustion noise (optimization of engine mount and vehicle body rigidity, addition of noise absorption materials, etc.).



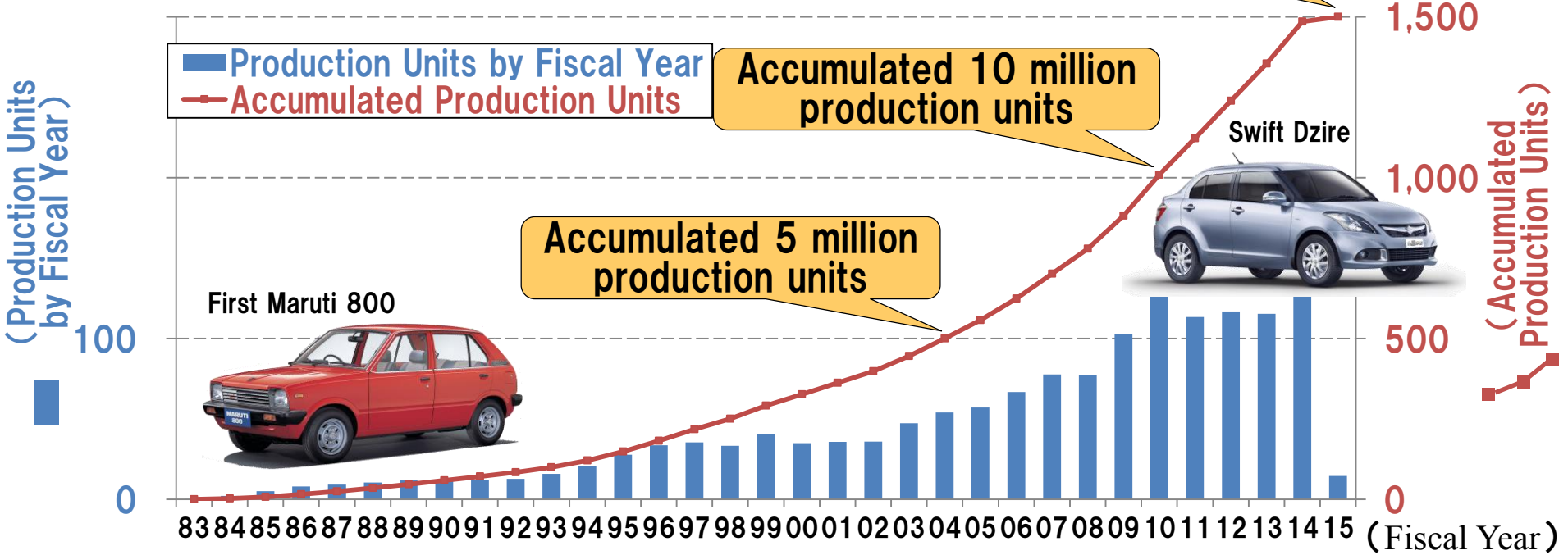
<Trend of fuel price in India >

(Indian Rupee/L)



* Price in New Delhi as of end of each month (July 2015 is as of 15 July)

- Achieved accumulated 15 million production units in May, in 31 years and five months since the start of production in December 1983
 - Started production of Maruti 800, a model based on the Japanese minicar Alto, in December 1983.
 - Achieved accumulated 10 million production units in March 2011.
 - The 15 millionth vehicle was Swift Dzire, a sedan type of the Swift.

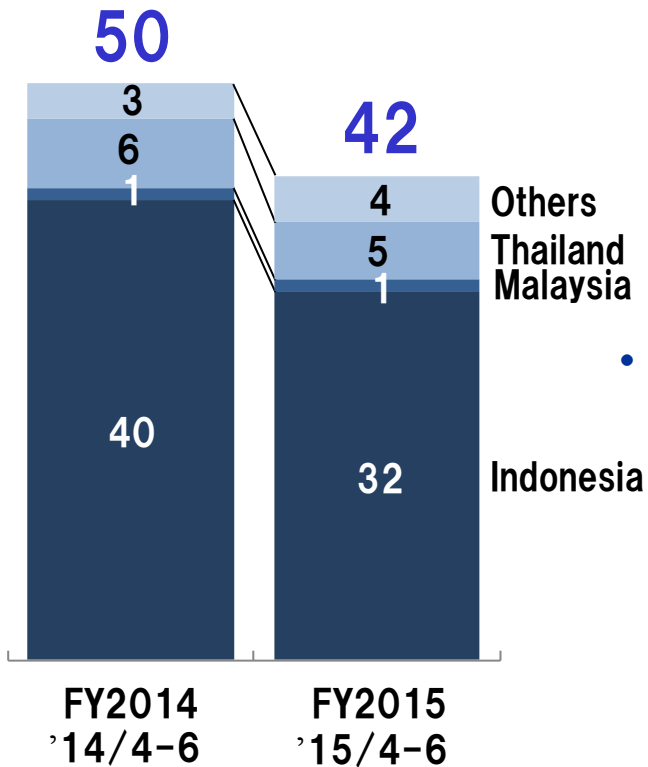


Sales Volume of Automobiles by Geographical Areas (ASEAN)

« First Quarter Comparison »

-7(-15.0%)

(Thousand units)



• Opening Ceremony of a new automobile plant in Indonesia

- Ceremony of a new automobile assembly plant (Cikarang Plant), which had been constructed in Greenland International Industrial Center, was held in 29 May.
- Established a structure to completely produce a vehicle from engine and transmission production to vehicle assembly at the Cikarang Plant



• Launched the authentic sedan Ciaz in Thailand from July

- Authentic sedan which combines a stylish, high-quality design, an ample and comfortable interior space, well-balanced fuel efficiency and driving performance, and high safety performance.
- Third Eco-Car to be produced at Thailand's Rayong Plant after Swift and Celerio.



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

- Changed the Motorcycle forecast from previous forecast on 11 May 2015

(Thousand units)

	Production					Sales				
	Forecast (FY2015)	FY2014 Results			Revised units from previous forecast	Forecast (FY2015)	FY2014 Results			Revised units from previous forecast
		(FY2014)	Change	Ratio			(FY2014)	Change	Ratio	
<Motorcycle>										
Japan	140	154	-14	-9.0%	-3	64	67	-3	-4.3%	-6
Europe	—	—	—	—	—	49	45	+4	+9.2%	—
N.America	6	5	+1	+14.9%	—	45	43	+2	+5.1%	-3
Asia	1,461	1,554	-93	-6.0%	-209	1,377	1,397	-20	-1.4%	-198
Others	94	85	+9	+10.2%	+10	221	212	+9	+4.1%	+1
Total	1,701	1,799	-98	-5.4%	-202	1,756	1,764	-8	-0.4%	-206
<Automobile>										
Japan	894	1,055	-161	-15.3%	—	645	756	-111	-14.7%	—
Europe	163	143	+20	+14.2%	—	205	195	+10	+5.3%	—
Asia	2,054	1,842	+212	+11.5%	—	1,931	1,721	+210	+12.2%	—
Others	3	3	+0	+15.6%	—	198	196	+2	+1.2%	—
Total	3,114	3,043	+71	+2.3%	—	2,979	2,867	+112	+3.9%	—

(Reference) Overview of the New Mid-Term Management Target

- Suzuki announced New Mid-Term Management Plan *SUZUKI NEXT 100* (from FY2015 to FY2019) on 30 June 2015

<i>SUZUKI NEXT 100</i>		FY2014 Result	FY2015 Disclosed Value	FY2019 Target
Consolidated Net Sales		¥3,015.5 billion	¥3,100.0 billion	¥3,700.0 billion
Operating Income Margin		6.0%	6.1%	7.0%
Shareholder Return	ROE	6.9%	—	8~10%
	Dividend payout ratio	15.6%	(¥27.00 per share)	more than 15%
R&D Expenses		¥125.9 billion	¥130.0 billion	¥200.0 billion
(Total capital expenditures for five years)				(Total ¥1,000 billion)
Target of global sales units (10,000 of units)	Automobile	287	298	340
	Motorcycle	176	176	200

※Foreign exchange rates...¥115/US\$, ¥125/Euro, ¥1.85/Indian Rupee

¥0.90/100 Indonesian Rupiah, ¥3.50/Thai Baht

FY2015 First 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]