

# FY2015 Second Quarter Financial Results



**SUZUKI MOTOR CORPORATION**  
**4 November 2015**

- Higher earnings on higher sales, highest ever each income (Billions of yen)

	FY2015 6 months ( '15/4-9)	FY2014 6 months ( '14/4-9)	Change	
				Ratio
<b>Net Sales</b>	<b>1,555.5</b>	<b>1,430.7</b>	<b>+124.8</b>	<b>+8.7%</b>
<b>Japan</b>	<b>500.0</b>	<b>520.7</b>	<b>-20.7</b>	<b>-4.0%</b>
Suzuki brand	<b>450.7</b>	<b>451.3</b>	<b>-0.6</b>	<b>-0.1%</b>
<b>OEM</b>	<b>49.3</b>	<b>69.4</b>	<b>-20.1</b>	<b>-29.0%</b>
<b>Overseas</b>	<b>1,055.5</b>	<b>910.0</b>	<b>+145.5</b>	<b>+16.0%</b>
<b>Operating Income</b> <b>(Margin)</b>	<b>101.1</b> <b>(6.5%)</b>	<b>90.5</b> <b>(6.3%)</b>	<b>+10.6</b>	<b>+11.7%</b>
<b>Ordinary Income</b> <b>(Margin)</b>	<b>112.1</b> <b>(7.2%)</b>	<b>97.2</b> <b>(6.8%)</b>	<b>+14.9</b>	<b>+15.3%</b>
<b>Net income attributable</b> <b>to owners of the parent</b> <b>(Margin)</b>	<b>79.1</b> <b>(5.1%)</b>	<b>53.9</b> <b>(3.8%)</b>	<b>+25.2</b>	<b>+46.5%</b>

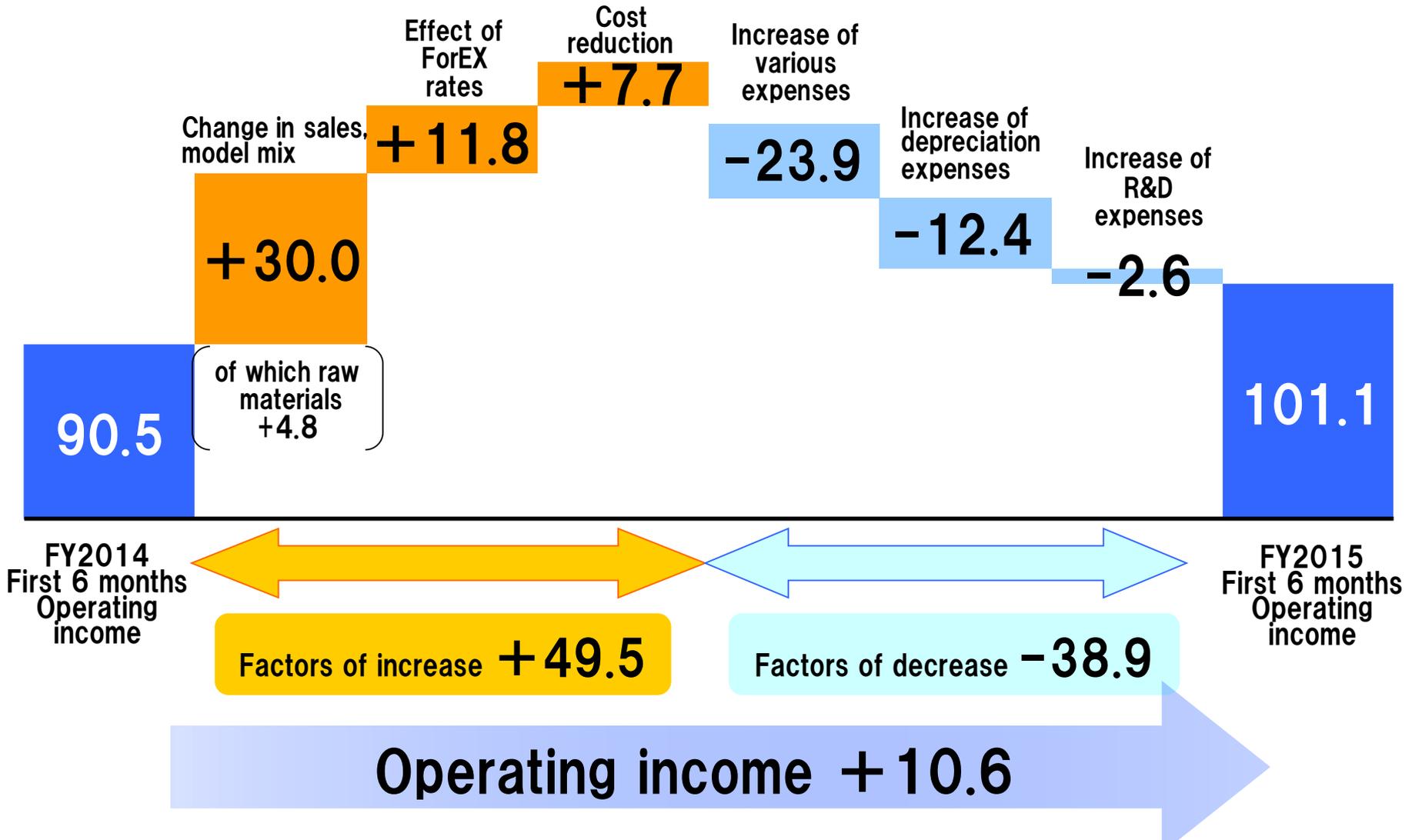
(Billions of yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2015 6 months ( <sup>15</sup> /4-9)	FY2014 6 months ( <sup>14</sup> /4-9)	Change	FY2015 6 months ( <sup>15</sup> /4-9)	FY2014 6 months ( <sup>14</sup> /4-9)	Change	FY2015 6 months ( <sup>15</sup> /4-9)	FY2014 6 months ( <sup>14</sup> /4-9)	Change	FY2015 6 months ( <sup>15</sup> /4-9)	FY2014 6 months ( <sup>14</sup> /4-9)	Change	
Japan total	10.8	11.1	-0.3	480.9	500.4	-19.5	8.3	9.2	-0.9	500.0	520.7	-20.7	
Suzuki brand	10.8	11.1	-0.3	431.6	431.0	+0.6	8.3	9.2	-0.9	450.7	451.3	-0.6	
OEM				49.3	69.4	-20.1				49.3	69.4	-20.1	
Overseas total	112.5	112.4	+0.1	915.0	775.8	+139.2	28.0	21.8	+6.2	1,055.5	910.0	+145.5	+65.9
Europe	24.7	20.8	+3.9	165.9	160.2	+5.7	7.6	7.2	+0.4	198.2	188.2	+10.0	-4.0
N. America	18.6	19.5	-0.9	2.4	2.5	-0.1	13.9	9.5	+4.4	34.9	31.5	+3.4	+4.8
Asia	47.9	51.0	-3.1	637.4	513.5	+123.9	2.1	1.6	+0.5	687.4	566.1	+121.3	+65.1
Others	21.3	21.1	+0.2	109.3	99.6	+9.7	4.4	3.5	+0.9	135.0	124.2	+10.8	-0.0
Grand total	123.3	123.5	-0.2	1,395.9	1,276.2	+119.7	36.3	31.0	+5.3	1,555.5	1,430.7	+124.8	+65.9
of which effect of ForEX rates conversion			+5.1			+58.4			+2.4				+65.9



# Consolidated: Factors of Change in Operating Income

(Billions of yen)



# Consolidated: Foreign Exchange Rates

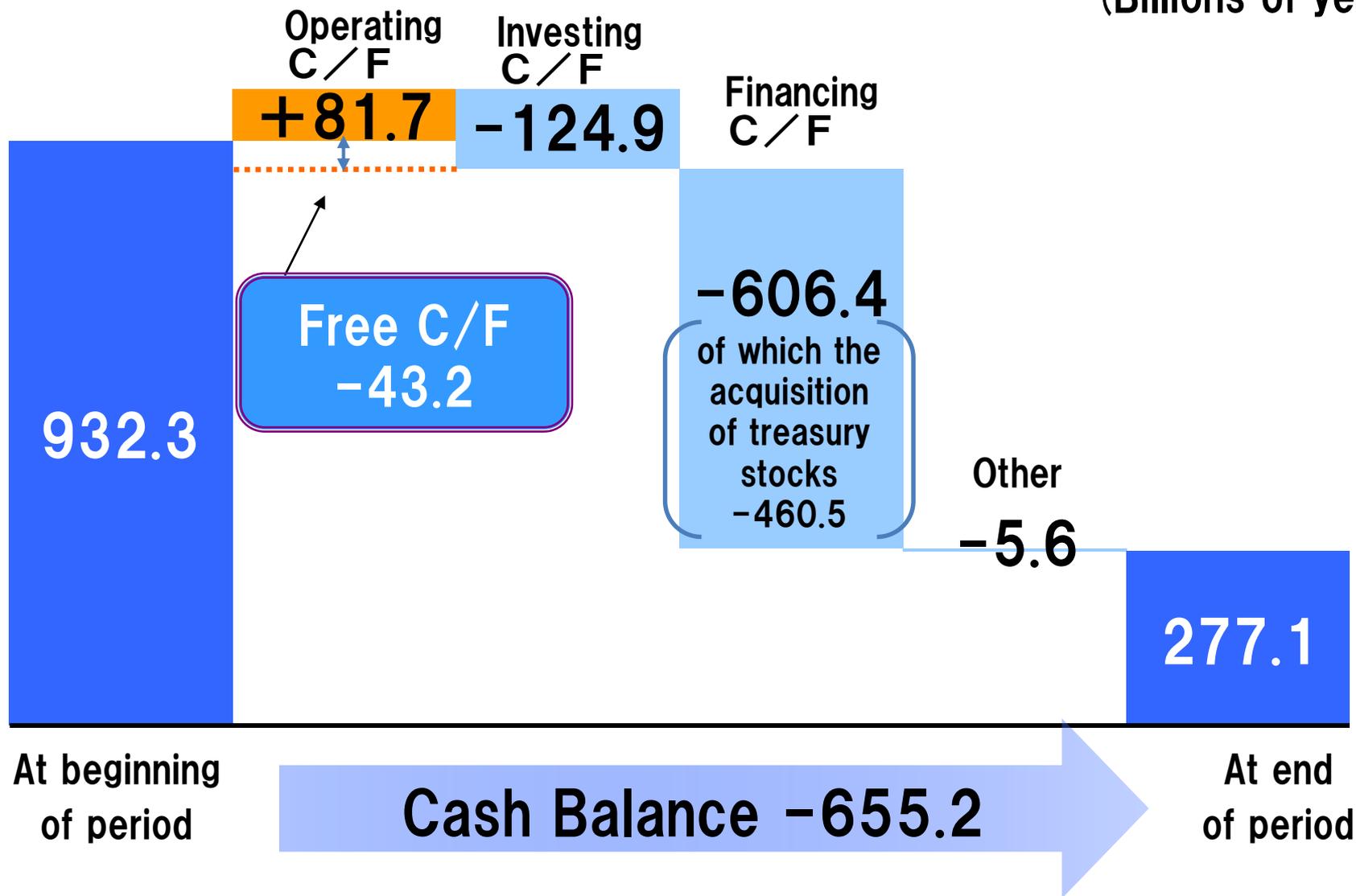
	FY2015 6 months ( <sup>'15</sup> /4-9)	FY2014 6 months ( <sup>'14</sup> /4-9)	Change	Effect of ForEX rates in operating income
US Dollar	122 yen	103 yen	+19 yen	+4.1bln yen
Euro	135 yen	139 yen	-4 yen	-1.9bln yen
Indian Rupee	1.91 yen	1.73 yen	+0.18 yen	+8.4bln yen
100 Indonesian Rupiah	0.91 yen	0.89 yen	+0.02 yen	+0.3bln yen
Thai Baht	3.57 yen	3.19 yen	+0.38 yen	-1.7bln yen
Others	—	—	—	+2.6bln yen
<b>Total</b>				<b>+11.8bln yen</b>

**(Billions of yen)**

	FY2015 6 months ( '15/4-9)	FY2014 6 months ( '14/4-9)	Change
(Non-consolidated)	28.0	24.9	+3.1
(Subsidiaries)	46.9	69.5	-22.6
Capital Expenditures	74.9	94.4	-19.5
Depreciation Expenses	76.8	64.4	+12.4
R&D Expenses	62.8	60.2	+2.6

	FY2015 Q2	FY2014 Q2		FY2014 Q4	
	( '15/9)	( '14/9)	Change	( '15/3)	Change
Interest-Bearing Debt balance	420.8	453.3	-32.5	554.7	-133.9

(Billions of yen)

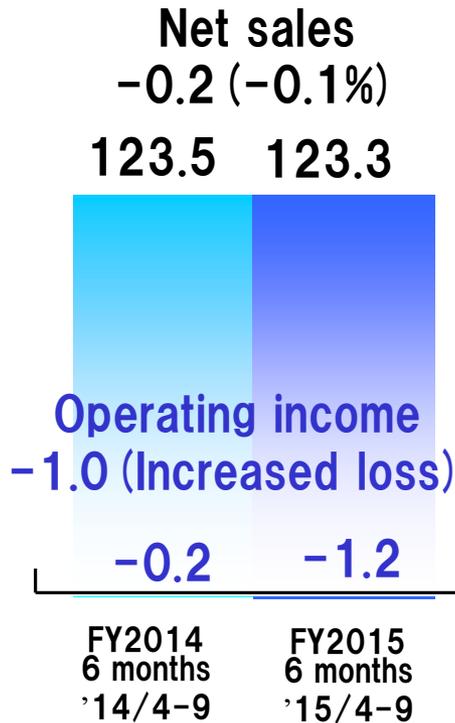




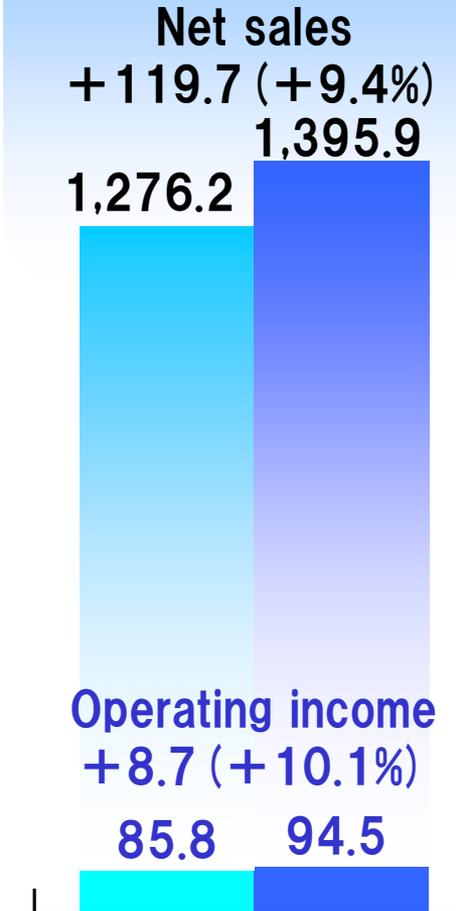
# Consolidated: Operating Results by Business (Net sales, Operating income)

(Billions of yen)

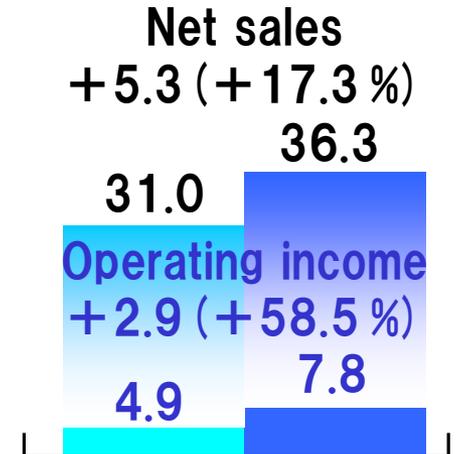
## 《Motorcycle》



## 《Automobile》



## 《Marine & Power products, etc.》



FY2014 6 months '14/4-9

FY2015 6 months '15/4-9

FY2014 6 months '14/4-9

FY2015 6 months '15/4-9

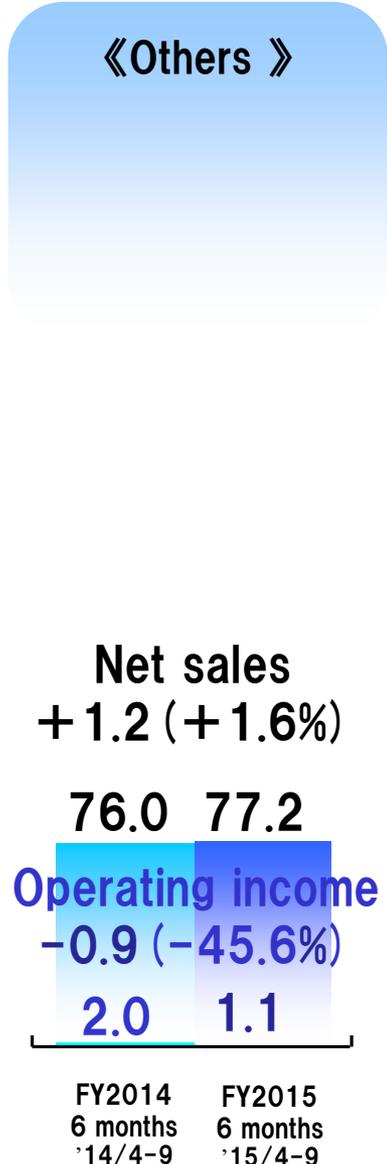
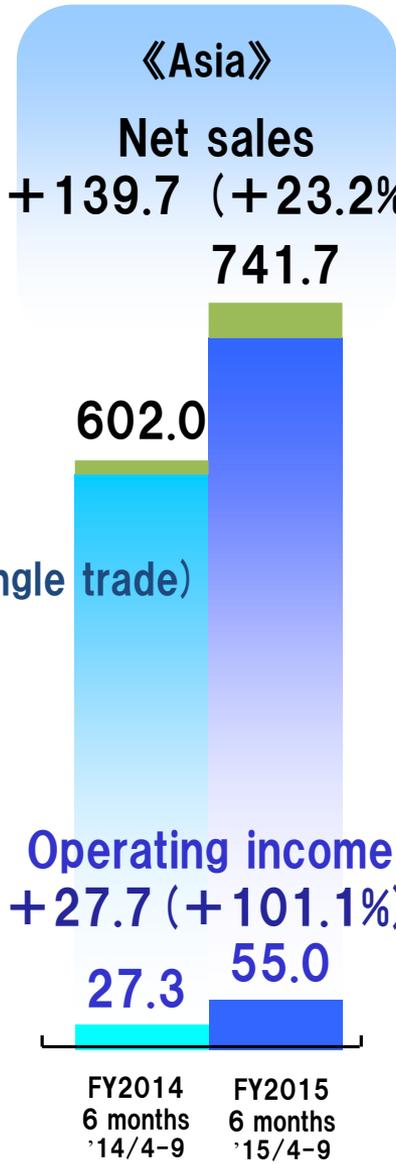
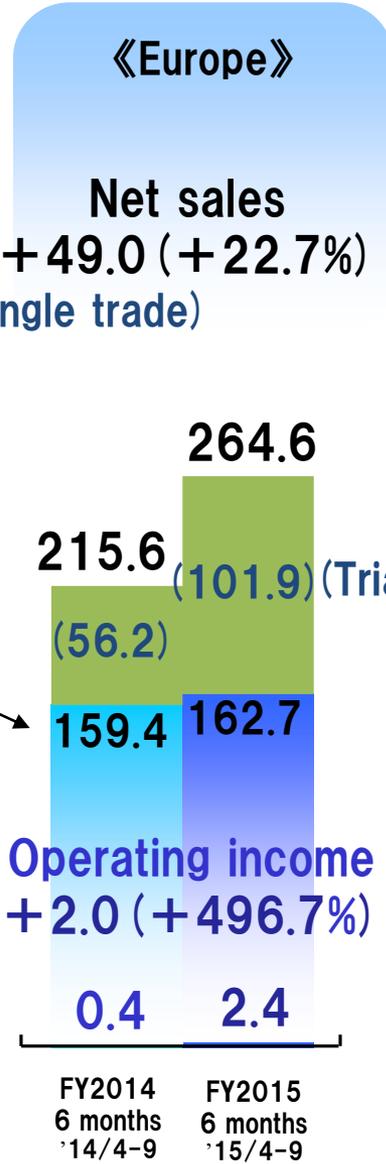
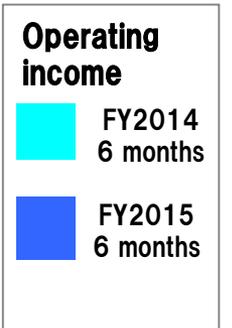
FY2014 6 months '14/4-9

FY2015 6 months '15/4-9



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

(Billions of yen)



Net sales (not included triangle trade)



	FY2015 Q2	FY2014 Q2		FY2014 Q4	
	('15/9)	('14/9)	Change	('15/3)	Change
Consolidated Subsidiaries	135	133	+2	133	+2
Equity Method Affiliates	35	37	-2	35	±0
Employees	58,550	57,409	+1,141	57,409	+1,141

## Situation after announcement of arbitration award

30 August	Announced arbitration award	Termination of Framework Agreement	Found that Framework Agreement was validly terminated by effective from 18 May 2012
		Divestment of Shares in Suzuki	Upheld Suzuki's claim and ordered VW to return forthwith those shares to Suzuki
		Suzuki's Breaches of Agreement	VW's counterclaims of Suzuki's breach of the agreement were partially upheld
17 September	Completed acquisition of all shares owned by VW (111,610,000 shares)		
25 September	Sold 4,397,000 ordinary VW shares owned by Suzuki to Porsche Automobil Holding SE (Gain on sales of investment securities of approx. ¥36.7 billion for financial results of this second quarter)		

- Will consider handling of acquired shares

- Reflecting the actual for FY2015 first six month and Reviewing the figures such as sales units. (Billions of yen)

	Latest Forecast	Comparison with FY 2014 result		Comparison with previous forecast	
		FY 2014 Result	Change	Previous forecast	Change
Net sales	3,100.0	3,015.5	+84.5	3,100.0	—
Operating income	195.0	179.4	+15.6	190.0	+5.0
Ordinary income	205.0	194.3	+10.7	200.0	+5.0
Net income attributable to owners of the parent	125.0	96.9	+28.1	110.0	+15.0
Change in Operating Income	Cost reduction	+29.0	+27.2	+29.0	—
	Change in sales,model mix	+28.6	-18.1	+15.6	+13.0
	Increase of depreciation	-26.0	-17.2	-26.0	—
	Fluctuation of various expenses	-12.0	-23.6	+5.0	-17.0
	Fluctuation of R&D expenses	-4.0	+1.2	-4.0	—
	Effect of ForEX rates	—	+22.2	-9.0	+9.0
<b>Total</b>	<b>+15.6</b>	<b>-8.3</b>		<b>+10.6</b>	<b>+5.0</b>
Capital Expenditures	180.0	194.5	-14.5	180.0	—
Depreciation Expenses	160.0	134.4	+25.6	160.0	—
R&D Expenses	130.0	125.9	+4.1	130.0	—

# Consolidated: Full year forecast (Foreign Exchange Rates)

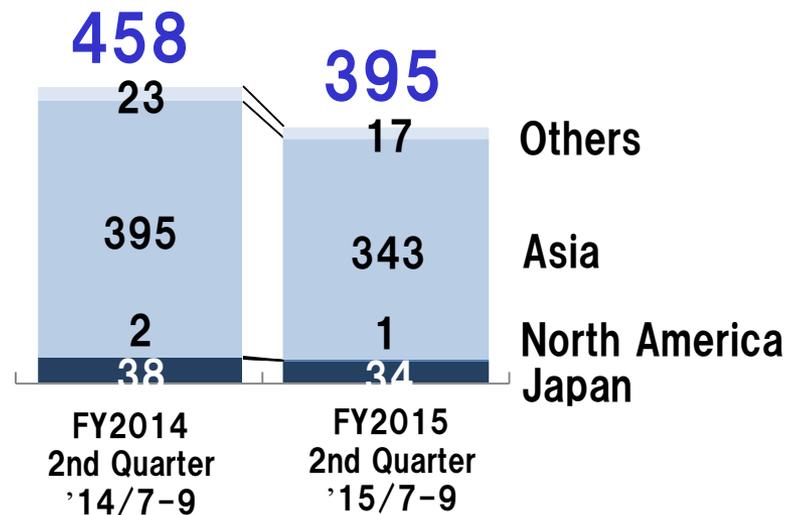
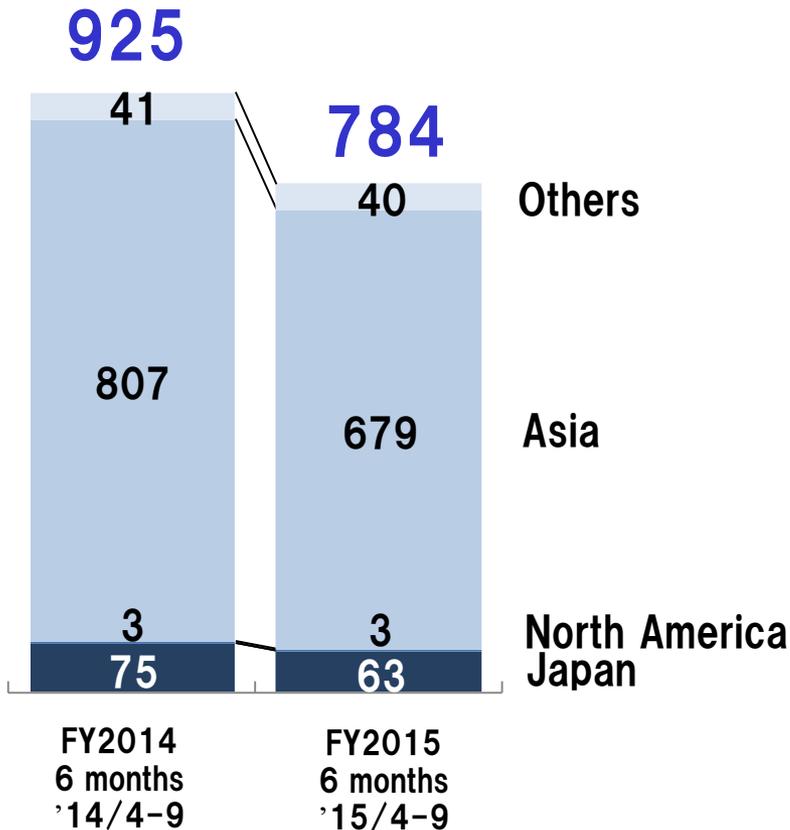
- 2nd half forecast of foreign exchange rates will keep remained.

	Latest Forecast (2015.4~2016.3)			Effect of ForEX rates in operating income	Comparison with FY 2014 results (2014.4~2015.3)		Comparison with previous forecast (2015.4~2016.3)	
	First Six Months Results	2nd half	Full Year Forecast		Full Year Results	Change	Full Year Forecast	Change
US Dollar	122yen	115yen	118yen	+3.5bln yen	110yen	+8yen	115yen	+3yen
Euro	135yen	125yen	130yen	-7.5bln yen	139yen	-9yen	125yen	+5yen
Indian Rupee	1.91yen	1.85yen	1.88yen	+6.8bln yen	1.81yen	+0.07yen	1.85yen	+0.03yen
100 Indonesian Rupiah	0.91yen	0.90yen	0.90yen	-0.1bln yen	0.91yen	-0.01yen	0.90yen	-
Thai Baht	3.57yen	3.50yen	3.53yen	-1.3bln yen	3.38yen	+0.15yen	3.50yen	+0.03yen
Other Currencies				-1.4bln yen				
Total				+0.0bln yen				

«Half Year Comparison»  
**-141(-15.2%)**

«Of Which Three Months Comparison»  
**-63(-13.7%)**

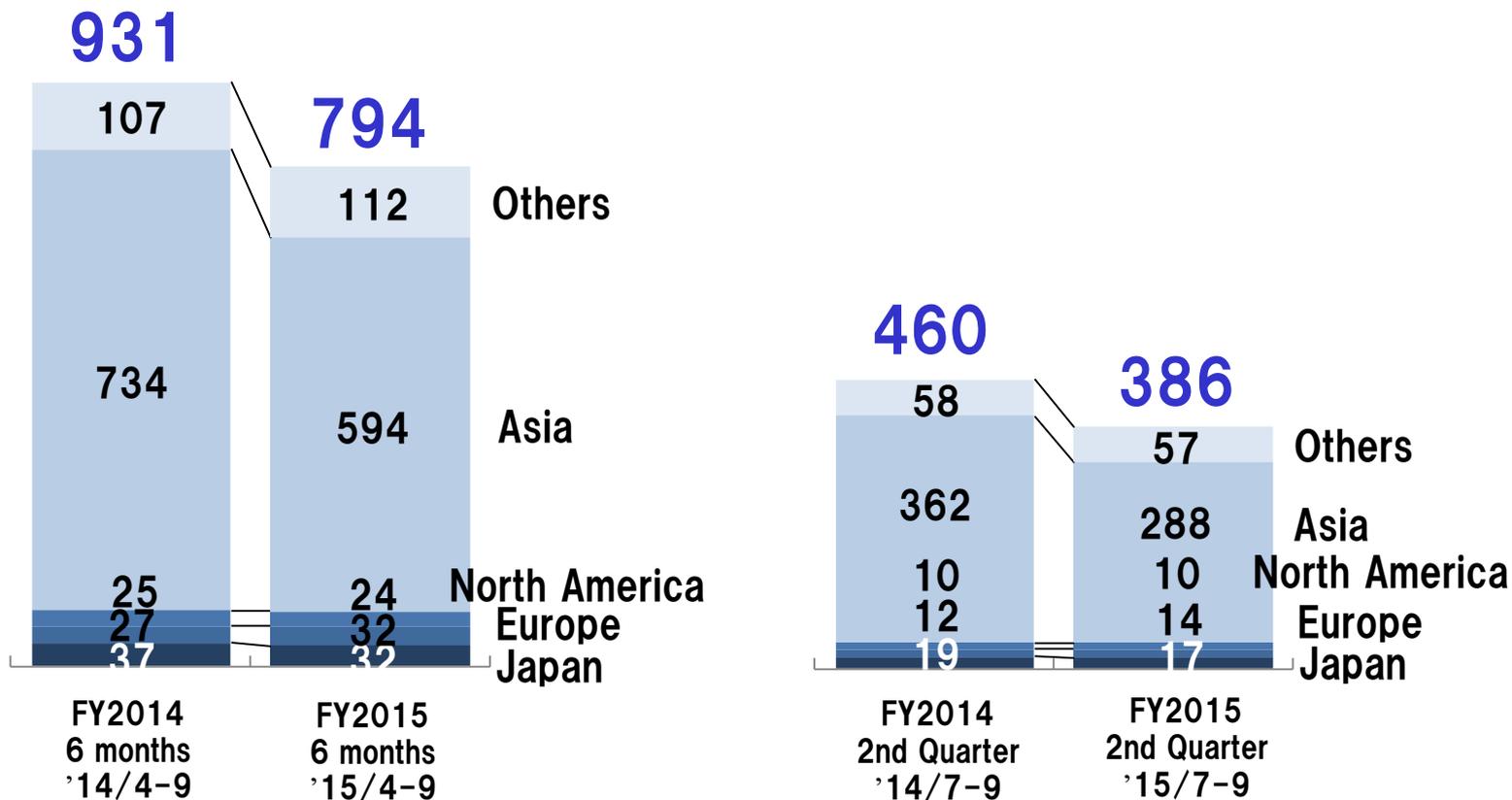
(Thousand units)



«Half Year Comparison»  
-136(-14.6%)

«Of Which Three Months Comparison»  
-74(-16.1%)

(Thousand units)



# Sales Volume of Motorcycles by Geographical Areas (Asia)



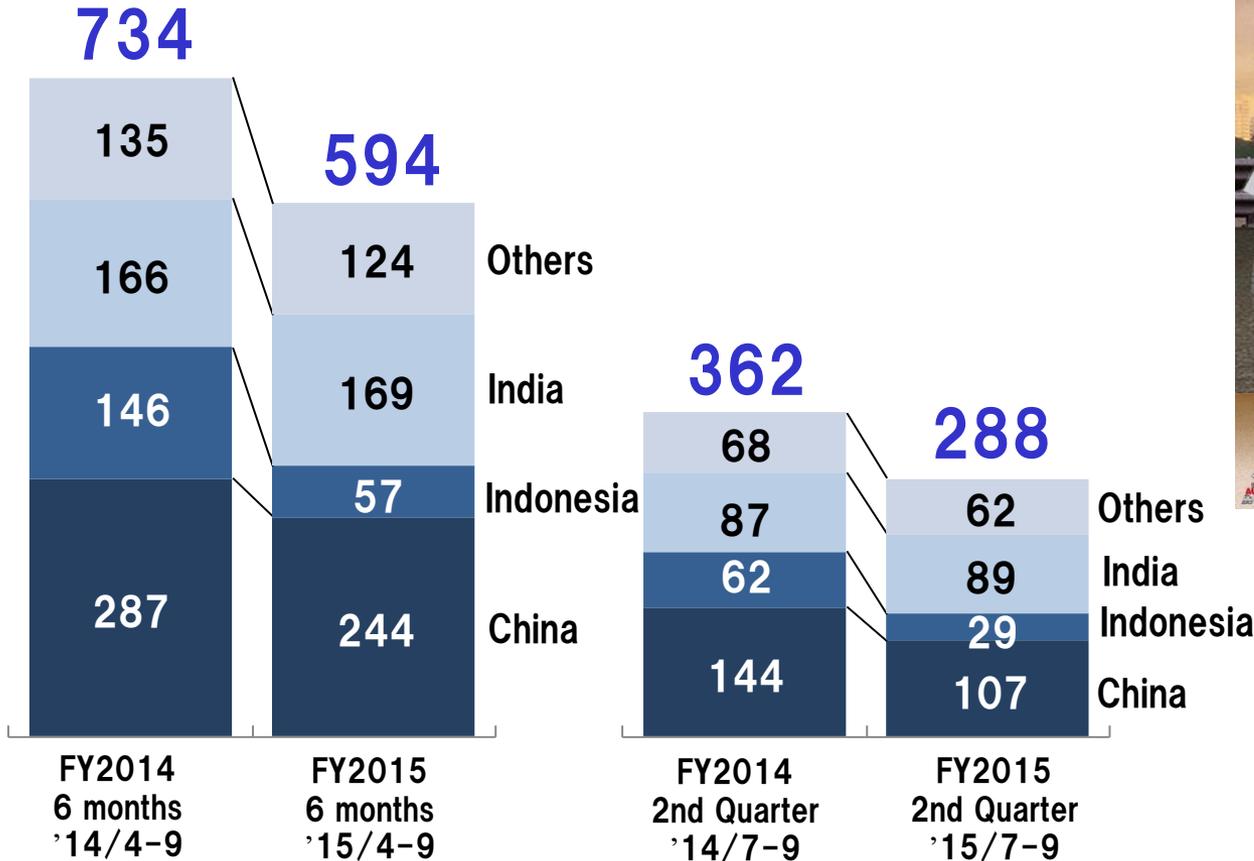
«Half Year Comparison»  
-140(-19.1%)

« Of Which  
Three Months Comparison »  
-74(-20.5%)

*Gixxer (India)*

- India increased year-on-year, partly owing to the great sales of Gixxer

(Thousand units)



- Celebrated 30th anniversary in 2015 since the original 1985 GSX-R750
- Supersport bike that represents Suzuki
- MotoGP team competed with a 30<sup>th</sup> anniversary color that evokes the first blue/white coloring
- Has been a popular high-performance sportbike for its lightweight and high output owing to feedback of leading-edge technologies earned from racing activities
- Racing machines based on the GSX-R series have won a number of glories



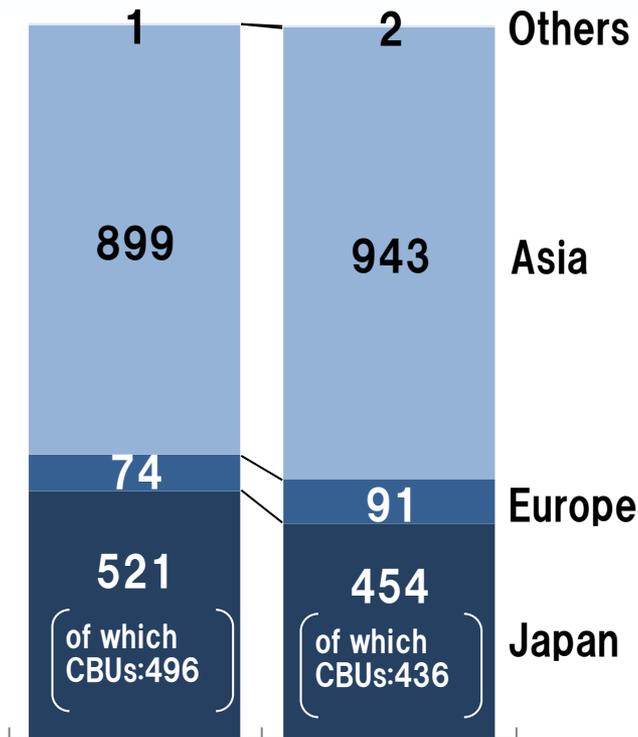
- Suzuki Endurance Racing Team became world champion of 2015 World Endurance Championship (organized by FIM\*) with the GSX-R1000 for the first time in two years, its 14<sup>th</sup> title.

\*International Motorcycling Federation  
(Fédération Internationale de Motocyclisme)

## 《Half Year Comparison》

-6(-0.4%)

1,495    1,489



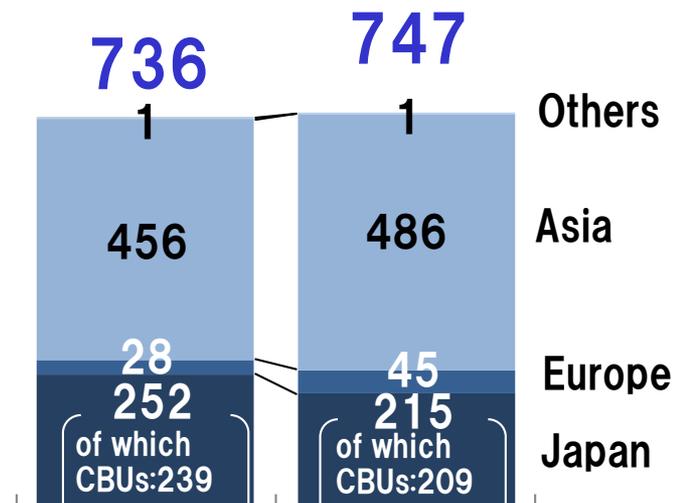
FY2014  
6 months  
'14/4-9

FY2015  
6 months  
'15/4-9

## 《Of Which Three Months Comparison》

+11(+1.5%)

(Thousand units)



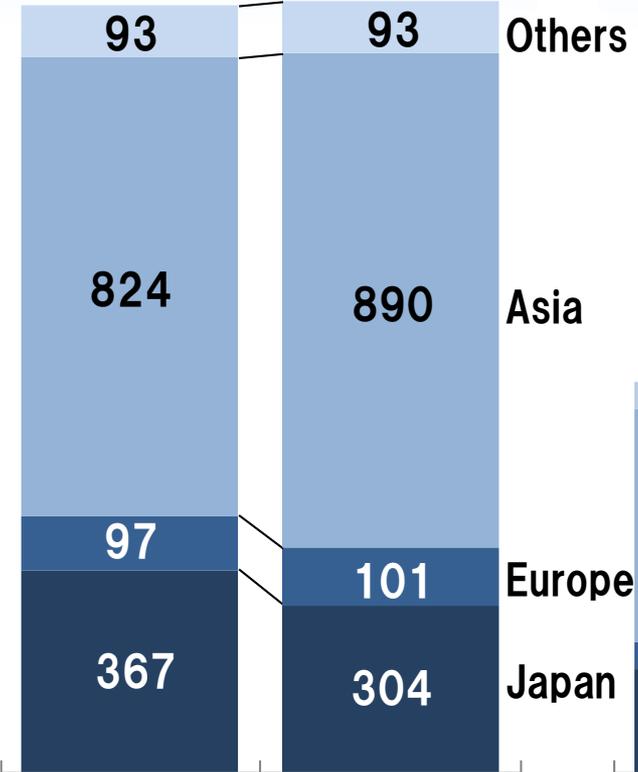
FY2014  
2nd Quarter  
'14/7-9

FY2015  
2nd Quarter  
'15/7-9

## «Half Year Comparison»

+ 8 ( + 0.6% )

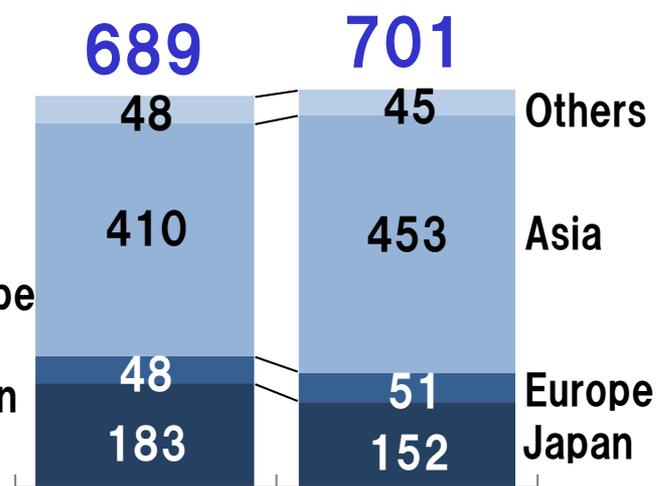
**1,380**      **1,388**



## « Of Which Three Months Comparison »

+ 11 ( + 1.7% )

( Thousand units )



## Vitara (sold as Escudo in Japan)

- Europe increased year-on-year, owing to the great sales of the Vitara
- Exported to countries outside Europe as the world strategic car
- Launched in Japan as Escudo from October



FY2014  
6 months  
'14/4-9

FY2015  
6 months  
'15/4-9

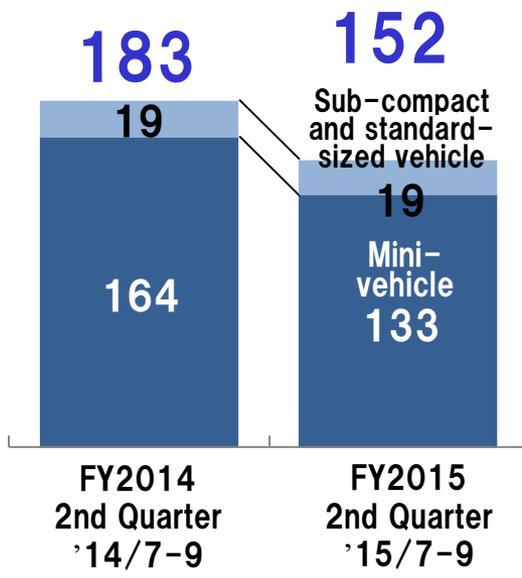
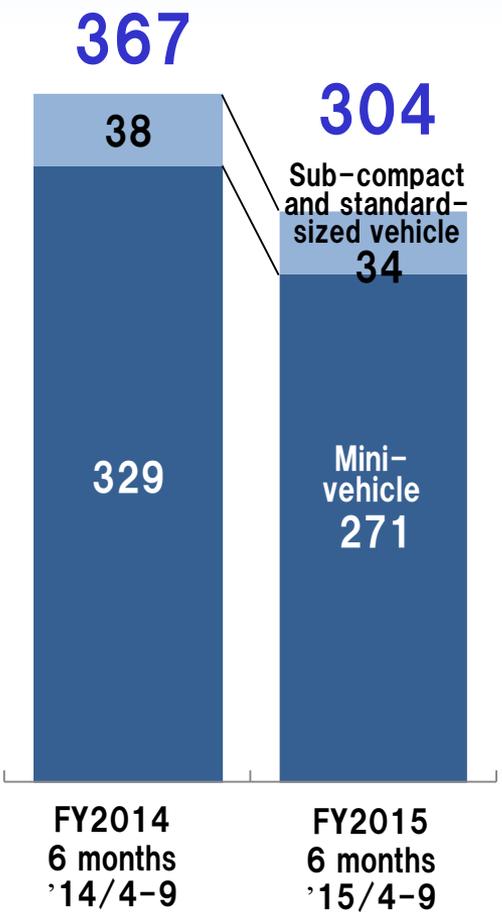
FY2014  
2nd Quarter  
'14/7-9

FY2015  
2nd Quarter  
'15/7-9

«Half Year Comparison»  
-63 (-17.1%)

« Of Which Three Months Comparison »  
-31 (-17.0%)

(Thousand units)



*WagonR, WagonR Stingray*

- Further enhanced miniwagon class-leading fuel efficiency
- Also installed S-ENE CHARGE to turbo variants



*Full model change of Solio and Solio Bandit*

- Thorough weight reduction from adoption of new platform
- Realized high fuel efficiency by installing newly-developed engine and mild hybrid



«Half Year Comparison»  
+71(+12.7%)

Percentage of Diesel engine cars

32%

30%

629

558

379

Petrol engine car  
443

Diesel engine car  
186

FY2014  
6 months  
'14/4-9

FY2015  
6 months  
'15/4-9

« Of Which  
Three Months Comparison »  
+36(+12.4%)

(Thousand units)

32%

31%

Percentage of Diesel engine cars

288

194

93

FY2014  
2nd Quarter  
'14/7-9

323

Petrol engine car  
222

Diesel engine car  
101

FY2015  
2nd Quarter  
'15/7-9

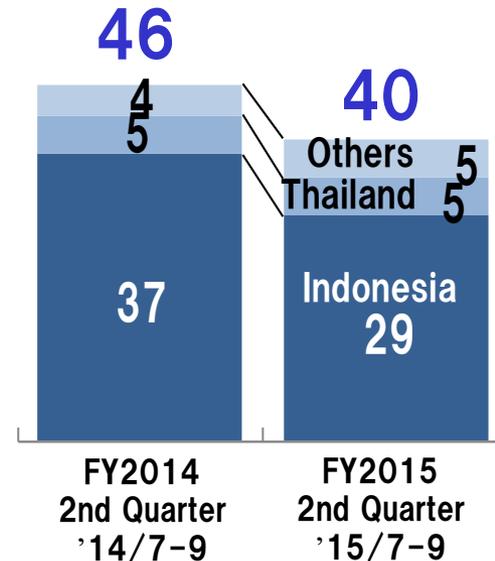
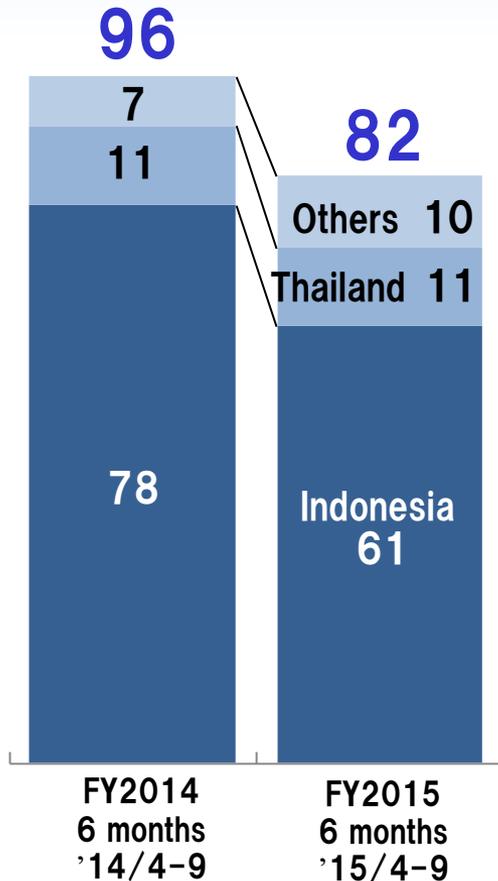
- New sales channel NEXA in India
- Meet diversifying needs and expectations of customers
- Started sales at the new channel with S-CROSS
- Added Baleno to its lineup in October
- Plans to open 100 dealers in 30 cities in the initial year



«Half Year Comparison»  
-14 (-14.4%)

«Of Which Three Months Comparison»  
-6 (-13.7%)

(Thousand units)



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

(Changed from the previous forecast on 3 August 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	
<b>&lt;Motorcycle&gt;</b>										
Japan	138	154	-16	-10.3%	-2	64	67	-3	-4.3%	-
Europe	-	-	-	-	-	51	45	+6	+13.7%	+2
N.America	5	5	-0	-4.2%	-1	43	43	+0	+0.4%	-2
Asia	1,389	1,554	-165	-10.6%	-72	1,238	1,397	-159	-11.4%	-139
Others	75	85	-10	-12.1%	-19	209	212	-3	-1.5%	-12
<b>Total</b>	<b>1,607</b>	<b>1,799</b>	<b>-192</b>	<b>-10.7%</b>	<b>-94</b>	<b>1,605</b>	<b>1,764</b>	<b>-159</b>	<b>-9.0%</b>	<b>-151</b>
<b>&lt;Automobile&gt;</b>										
Japan	890	1,055	-165	-15.6%	-4	645	756	-111	-14.7%	-
Europe	185	143	+42	+29.6%	+22	205	195	+10	+5.3%	-
Asia	1,930	1,842	+88	+4.8%	-124	1,850	1,721	+129	+7.5%	-81
Others	2	3	-1	-23.0%	-1	174	196	-22	-11.1%	-24
<b>Total</b>	<b>3,007</b>	<b>3,043</b>	<b>-36</b>	<b>-1.2%</b>	<b>-107</b>	<b>2,874</b>	<b>2,867</b>	<b>+7</b>	<b>+0.2%</b>	<b>-105</b>

FY2015 ('15/4-9) ... 79,051 million yen ÷ 543,862,827 shares = 145.35yen

FY2015 (Full year forecast) ... 125,000 million yen ÷ 496,474,435 shares = 251.78yen

Average number of outstanding shares during period ('15/4-9)

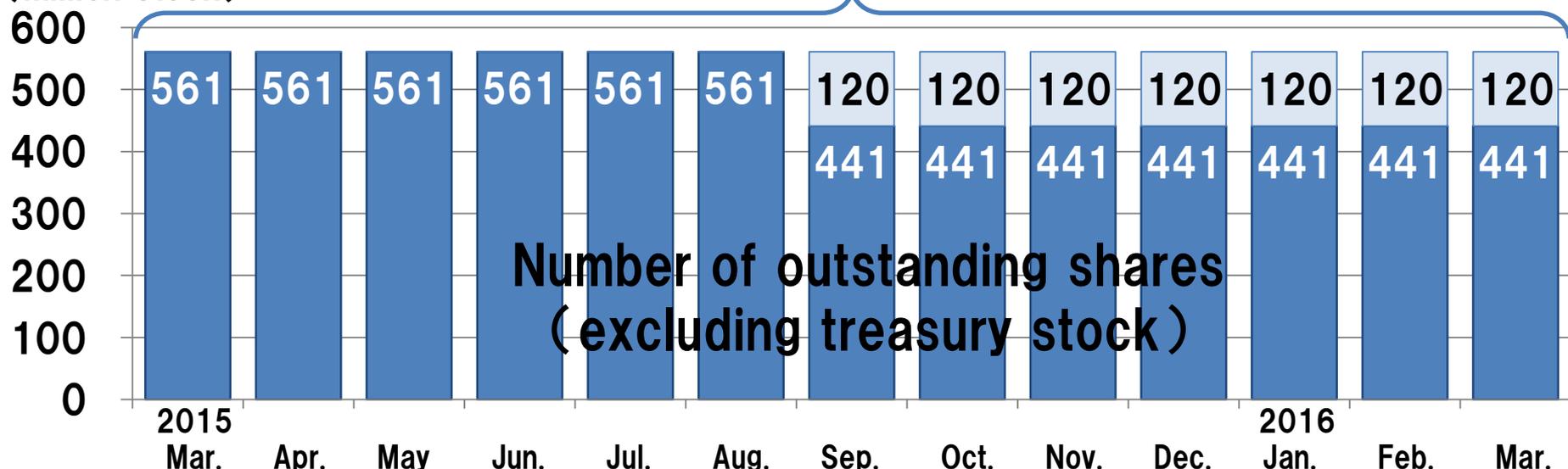
543,862,827 shares

Average number of outstanding (Full year forecast)

496,474,435 shares

Number of treasury stock

(million stock)



[Note] Acquisition of 119,787,000 treasury stocks in September 2015  
(Of Which Volkswagen AG owned 111,610,000 shares)

Assuming the number of treasury stocks as of 31 March 2016 is the same as the full year forecast at end of September in 2015.

- Interim cash dividends are up by 5 yen per share from the previous forecast

	FY 2015	In comparison with FY 2014		In comparison with previous forecast	
		FY 2014 Result	Change	Previous forecast	Change
Interim dividends	15 yen	10 yen	+5 yen	10 yen (Plan)	+5 yen
Year-end dividends	17 yen (Plan)	17 yen	±0 yen	17 yen (Plan)	±0 yen
Annual dividends	32 yen (Plan)	27 yen	+5 yen	27 yen (Plan)	+5 yen

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**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]