

FY2015 Third Quarter Financial Results



CAR OF THE YEAR



2015-2016
CAR OF THE YEAR JAPAN
Winner
Small Mobility Award
JAPAN CAR OF THE YEAR Organizing Committee

ALTO
TURBO RS

ALTO

Lapin



AUTO COLOR AWARDS 2015-2016

SUZUKI MOTOR CORPORATION
8 February 2016

● Worldwide Sales Volume of Automobile ... 2,122 thousand units, the highest sales*1

- Increase of sales in India (972 thousand units, +13.9% year-on-year) , Pakistan and Europe (all-new Vitara) etc. , despite decrease of sales in Japan, China and Indonesia

● Worldwide Sales Volume of Motorcycle ... 1,145 thousand units, -202 thousand units year-on-year

- Decrease of sales in Indonesia and China etc. , despite increase of sales in Europe

● FY2015 ('15/4-12) result... higher earnings on higher sales, highest ever each income*1

- Net Sales : 2,355.6 billion yen, +9.9% year-on-year, increased for 4 consecutive periods
- Operating Income : 146.2 billion yen, +8.2% year-on-year, increased for 4 consecutive periods
- Ordinary Income : 162.8 billion yen, +12.7% year-on-year, increased for 4 consecutive periods
- Net Income*2 : 102.3 billion yen, +28.0% year-on-year

● Full year forecast... higher earnings on higher sales

- Downward revision of net income*2 by 5.0 billion yen from the previous forecast
- Reflecting the reversal of deferred tax assets accompanied by the reduction of the income tax rates

*1 The highest in the financial results of the first nine months

*2 Net income means Net income attributable to owners of the parent

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

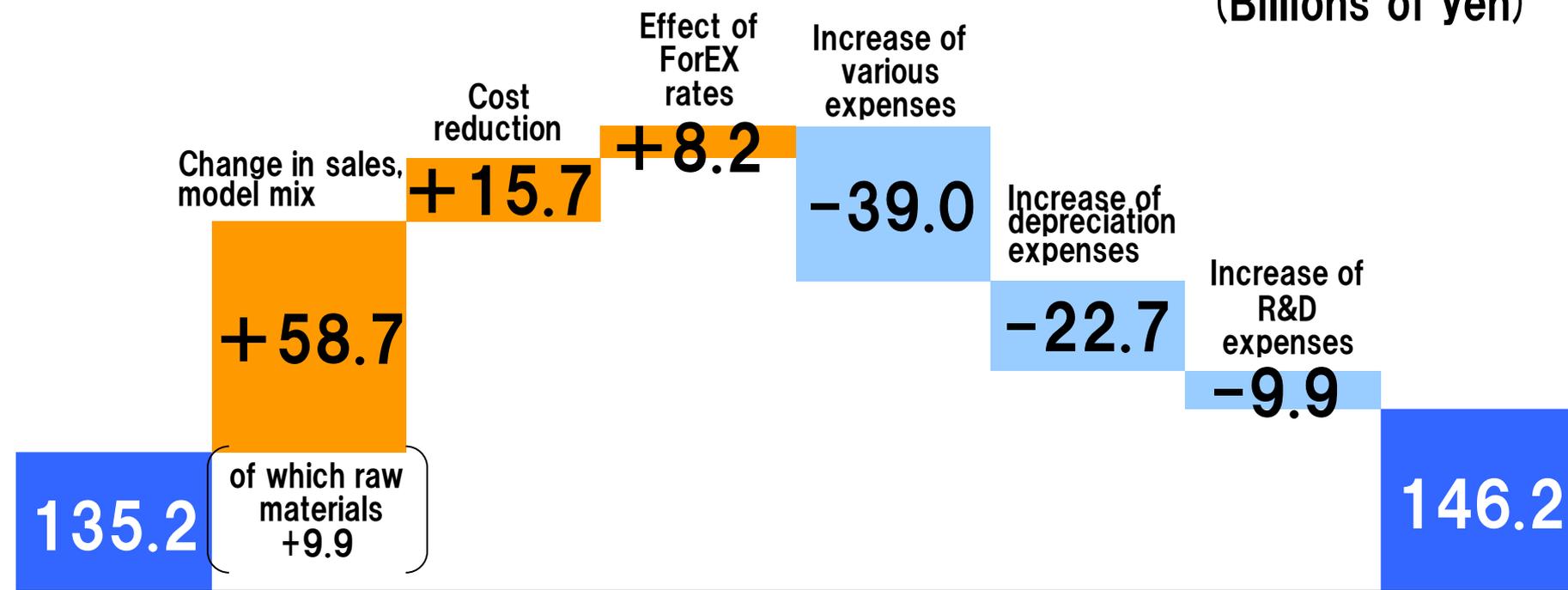
	FY2015 9 months ('15/4-12)	FY2014 9 months ('14/4-12)	Change	
				Ratio
Net Sales	2,355.6	2,143.0	+212.6	+9.9%
Japan	753.5	773.8	-20.3	-2.6%
Suzuki brand	677.0	672.2	+4.8	+0.7%
OEM	76.5	101.6	-25.1	-24.7%
Overseas	1,602.1	1,369.2	+232.9	+17.0%
Operating Income (Margin)	146.2 (6.2%)	135.2 (6.3%)	+11.0	+8.2%
Ordinary Income (Margin)	162.8 (6.9%)	144.4 (6.7%)	+18.4	+12.7%
Net income attributable to owners of the parent (Margin)	102.3 (4.3%)	79.9 (3.7%)	+22.4	+28.0%

(Billions of yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2015 9 months (15/4-12)	FY2014 9 months (14/4-12)	Change										
Japan total	16.0	15.9	+0.1	725.5	743.2	-17.7	12.0	14.7	-2.7	753.5	773.8	-20.3	
Suzuki brand	16.0	15.9	+0.1	649.0	641.6	+7.4	12.0	14.7	-2.7	677.0	672.2	+4.8	
OEM				76.5	101.6	-25.1				76.5	101.6	-25.1	
Overseas total	156.9	164.0	-7.1	1,405.2	1,173.8	+231.4	40.0	31.4	+8.6	1,602.1	1,369.2	+232.9	+56.3
Europe	31.2	28.8	+2.4	251.7	223.0	+28.7	11.1	10.5	+0.6	294.0	262.3	+31.7	-13.9
N. America	24.5	28.4	-3.9	3.4	3.8	-0.4	18.1	12.3	+5.8	46.0	44.5	+1.5	+5.0
Asia	68.9	75.2	-6.3	982.6	792.9	+189.7	3.4	2.9	+0.5	1,054.9	871.0	+183.9	+69.6
Others	32.3	31.6	+0.7	167.5	154.1	+13.4	7.4	5.7	+1.7	207.2	191.4	+15.8	-4.4
Grand total	172.9	179.9	-7.0	2,130.7	1,917.0	+213.7	52.0	46.1	+5.9	2,355.6	2,143.0	+212.6	+56.3
of which effect of ForEX rates conversion			+2.9			+51.2			+2.2			+56.3	

Consolidated: Factors of Change in Operating Income

(Billions of yen)



FY2014
First 9 months
Operating
income

Factors of increase **+82.6**

Factors of decrease **-71.6**

FY2015
First 9 months
Operating
income

Operating income +11.0

Consolidated: Foreign Exchange Rates

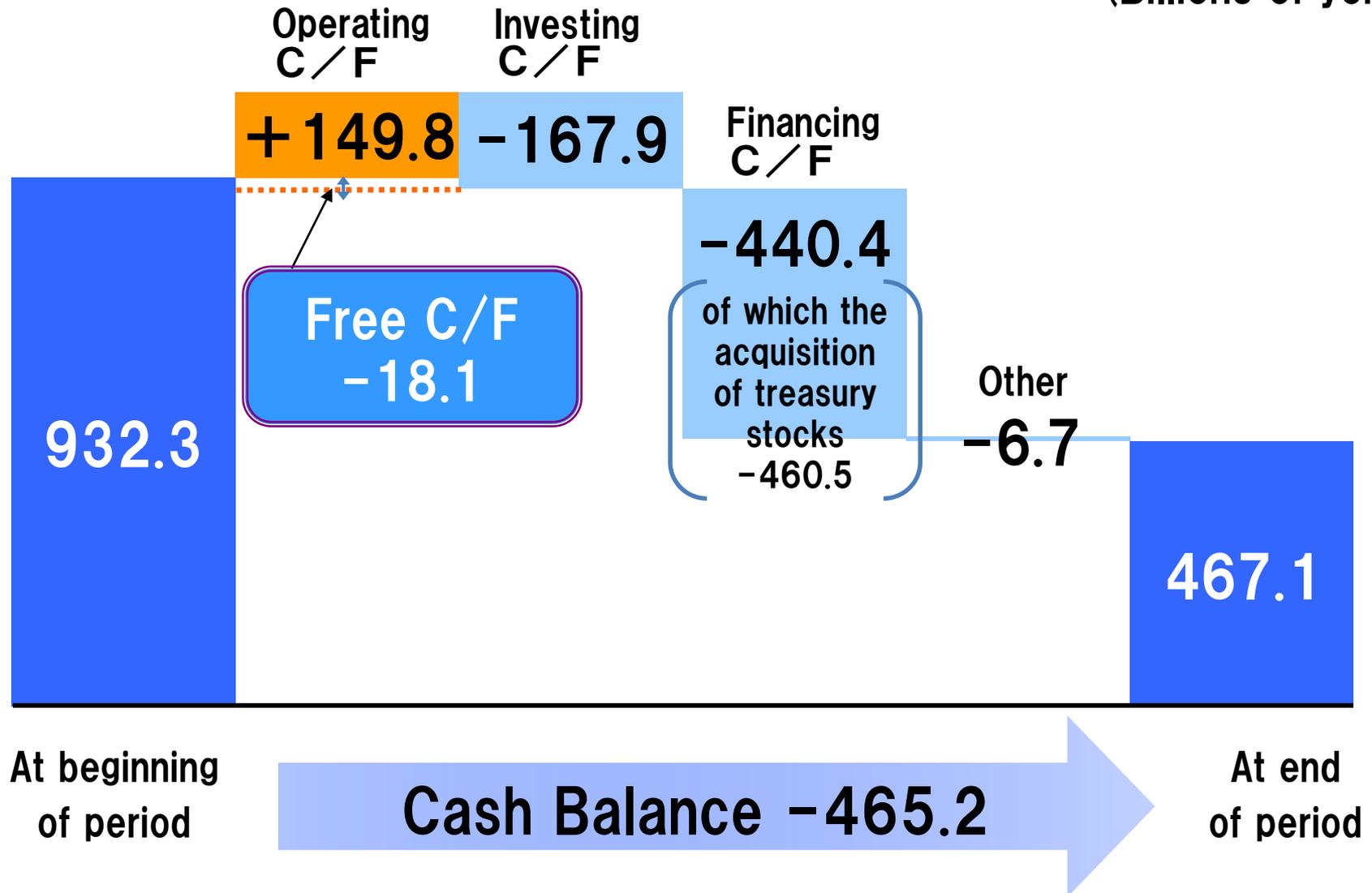
	FY2015 9 months ('15/4-12)	FY2014 9 months ('14/4-12)	Change	Effect of ForEX rates in operating income
US Dollar	122 yen	107 yen	+ 15 yen	+4.2bln yen
Euro	134 yen	140 yen	-6 yen	-4.5bln yen
Indian Rupee	1.90 yen	1.77 yen	+0.13 yen	+9.2bln yen
100 Indonesian Rupiah	0.90 yen	0.90 yen	±0 yen	±0bln yen
Thai Baht	3.51 yen	3.29 yen	+0.22 yen	-1.5bln yen
Others	—	—	—	+0.8bln yen
Total				+8.2bln yen

(Billions of yen)

	FY2015 9 months ('15/4-12)	FY2014 9 months ('14/4-12)	Change
(Non-consolidated)	44.8	33.8	+11.0
(Subsidiaries)	71.2	98.6	-27.4
Capital Expenditures	116.0	132.4	-16.4
Depreciation Expenses	119.3	96.6	+22.7
R&D Expenses	96.2	86.3	+9.9

	FY2015 Q3	FY2014 Q3		FY2014 Q4	
	('15/12)	('14/12)	Change	('15/3)	Change
Interest-Bearing Debt balance	590.0	482.5	+107.5	554.7	+35.3

(Billions of yen)





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

(Billions of yen)

《Motorcycle》

Net sales

FY2014
9 months

FY2015
9 months

Net sales
-7.0 (-3.9%)

179.9 172.9

Operating income

FY2014
9 months

FY2015
9 months

Operating income
-5.1 (Increased loss)

-5.0 -10.1

FY2014 9 months '14/4-12
FY2015 9 months '15/4-12

《Automobile》

Net sales
+213.7 (+11.1%)
2,130.7

1,917.0

Operating income
+12.7 (+9.5%)

133.7 146.4

FY2014 9 months '14/4-12
FY2015 9 months '15/4-12

《Marine & Power products, etc.》

Net sales
+5.9 (+12.9%)

46.1 52.0

Operating income
+3.4 (+53.0%)

6.5 9.9

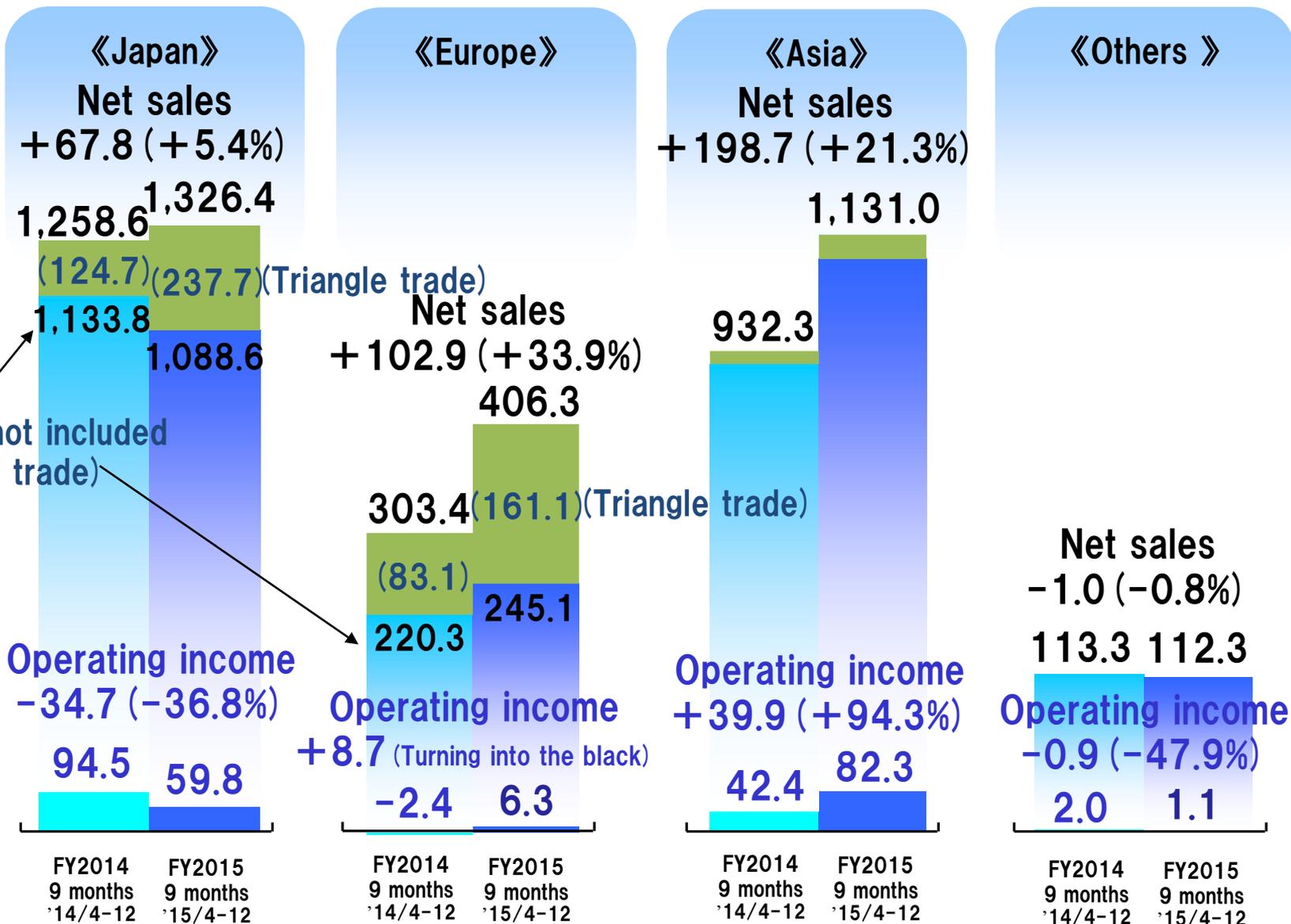
FY2014 9 months '14/4-12
FY2015 9 months '15/4-12

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

(Billions of yen)



Net sales (not included triangle trade)



	FY2015 Q3	FY2014 Q3		FY2014 Q4	
	('15/12)	('14/12)	Change	('15/3)	Change
Consolidated Subsidiaries	135	131	+4	133	+2
Equity Method Affiliates	34	37	-3	35	-1
Employees	58,390	57,569	+821	57,409	+981

- Downward revision of net income* by 5.0 billion yen from the previous forecast on 4 November 2015 (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	195.0	—
Ordinary income	205.0	194.3	+10.7	205.0	—
Net income*	120.0	96.9	+23.1	125.0	-5.0
Change in Operating Income	Change in sales,model mix	+37.6	-18.1	+28.6	+9.0
	Cost reduction	+29.0	+27.2	+29.0	—
	Increase of depreciation	-26.0	-17.2	-26.0	—
	Increase of various expenses	-20.0	-23.6	-12.0	-8.0
	Fluctuation of R&D expenses	-4.0	+1.2	-4.0	—
	Effect of ForEX rates	-1.0	+22.2	-	-1.0
	Total	+15.6	-8.3		+15.6
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	—

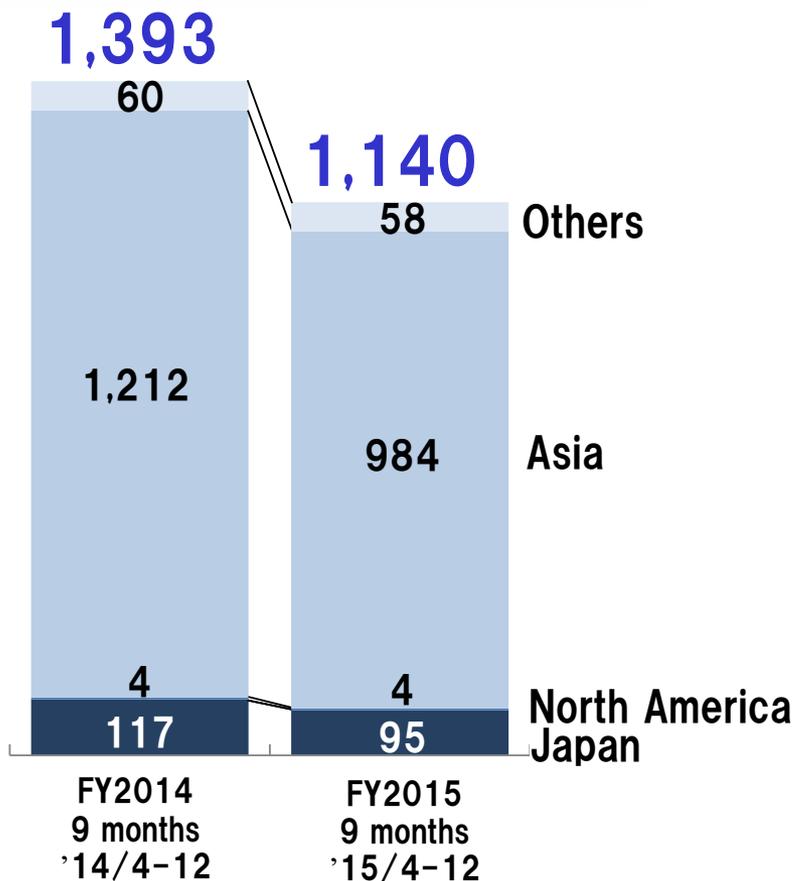
* Net income means Net income attributable to owners of the parent

Consolidated: Full year forecast (Foreign Exchange Rates)

	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)	
	'15/4-12 Result	'16/1-3 Forecast	Full Year Forecast		Full Year Results	Change	Full Year Forecast	Change
US Dollar	122yen	117yen	121yen	+4.1bln yen	110yen	+11yen	118yen	+3yen
Euro	134yen	128yen	133yen	-4.9bln yen	139yen	-6yen	130yen	+3yen
Indian Rupee	1.90yen	1.75yen	1.86yen	+4.8bln yen	1.81yen	+0.05yen	1.88yen	-0.02yen
100 Indonesian Rupiah	0.90yen	0.85yen	0.89yen	-0.5bln yen	0.91yen	-0.02yen	0.90yen	-0.01yen
Thai Baht	3.51yen	3.23yen	3.44yen	-0.6bln yen	3.38yen	+0.06yen	3.53yen	-0.09yen
Other Currencies				-3.9bln yen				
Total				-1.0bln yen			+0.0bln yen	-1.0bln yen

《Nine Months Comparison》

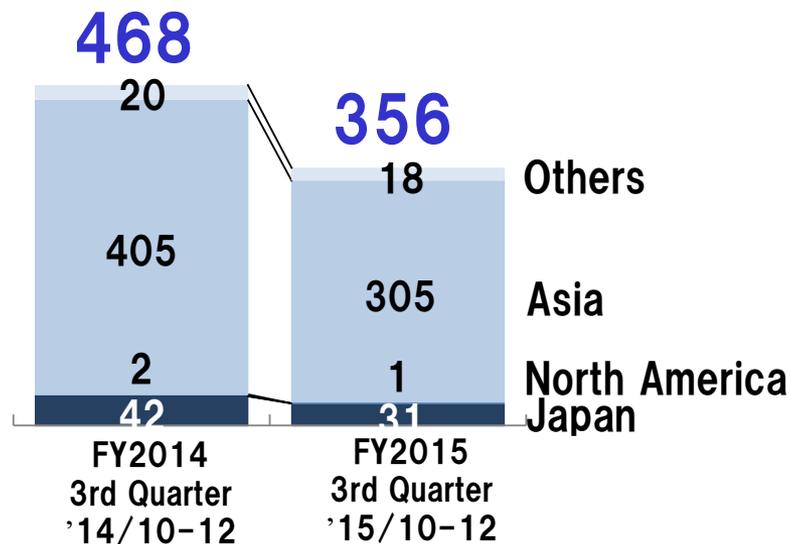
-253(-18.1%)



《Of Which Three Months Comparison》

-112(-23.9%)

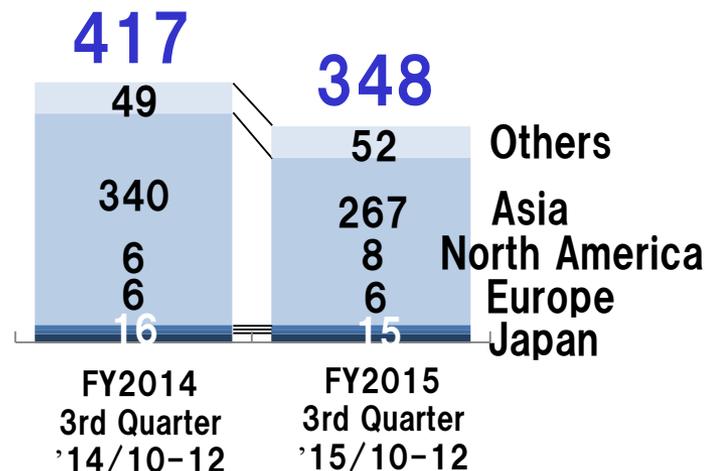
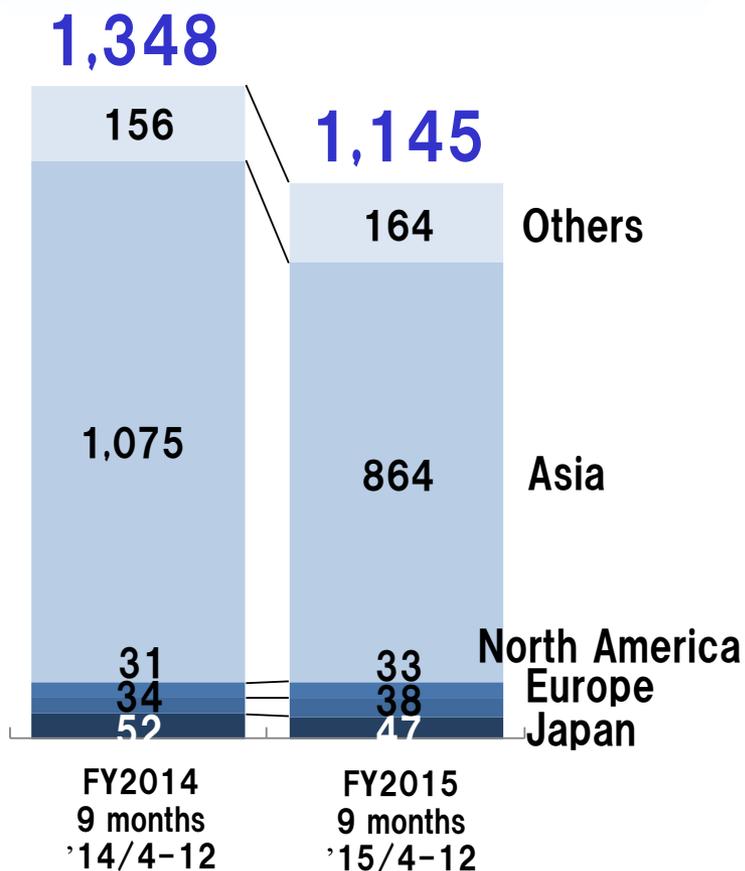
(Thousand units)



«Nine Months Comparison»
-202(-15.0%)

«Of Which Three Months Comparison»
-69(-16.6%)

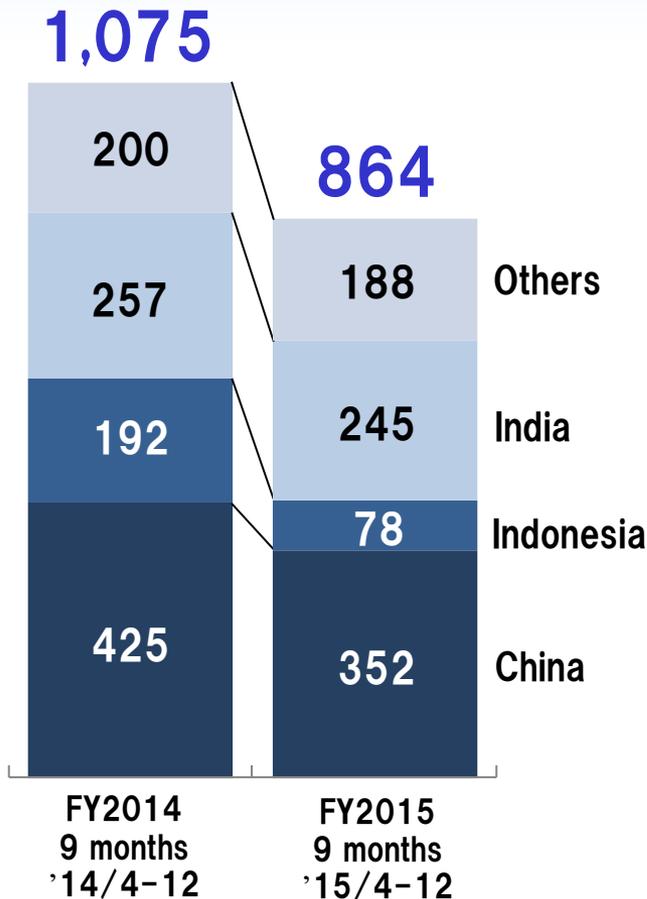
(Thousand units)



Sales Volume of Motorcycles by Geographical Areas (Asia)

«Nine Months Comparison»

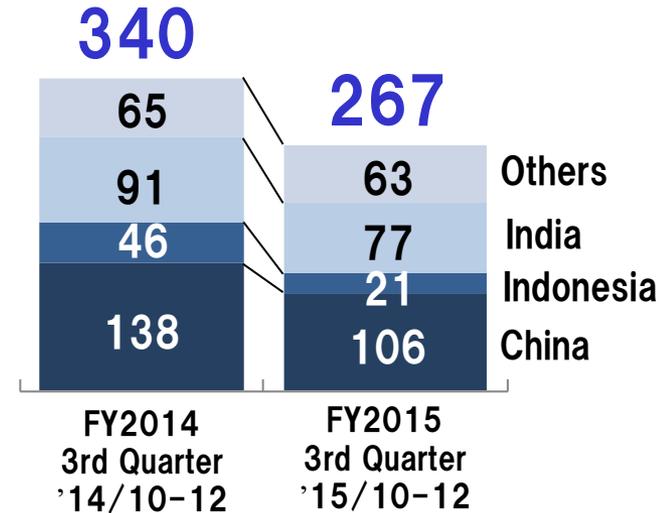
-211 (-19.6%)



«Of Which Three Months Comparison»

-73 (-21.6%)

(Thousand units)



« Nine Months Comparison »

« Of Which Three Months Comparison »

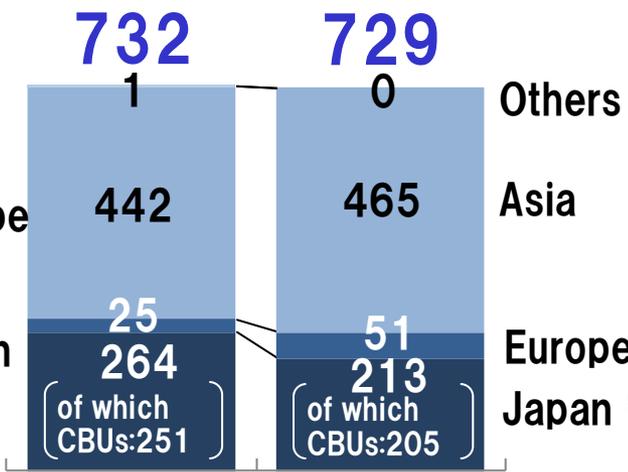
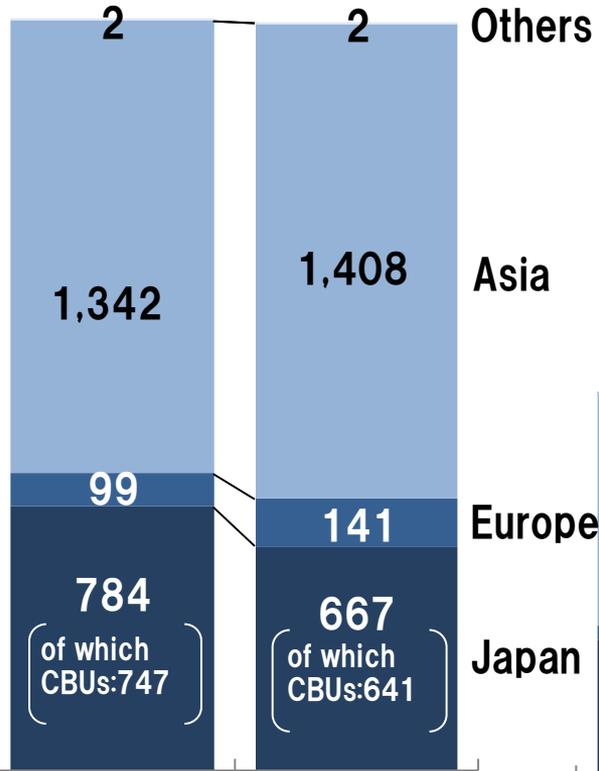
- Sagara Plant received the “Agency for Natural Resources and Energy Director-General’s Award” in the “FY2015 Energy Conservation Grand Prize <Energy Conservation Case Example Category>”

-9(-0.4%)

-3(-0.4%)

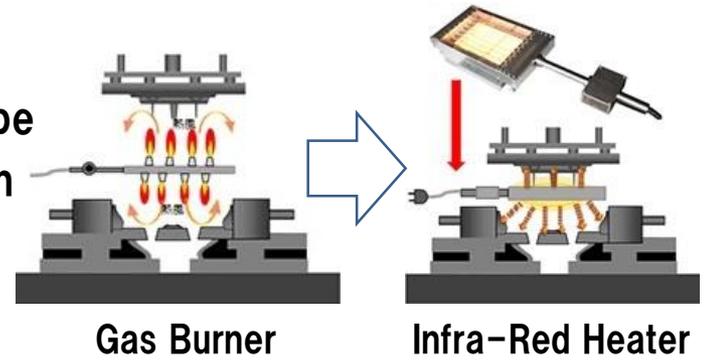
2,227 2,218

(Thousand units)



- Energy and labour conservation through introduction of infra-red die heater at the foundry.
- Suzuki, Chubu Electric Power, and Metro Denki Kogyo co-developed an infra-red die heater.
- Its efforts for realizing reduction of energy consumption, as well as conserving labour and enhancing safety and productivity of work were highly appraised.

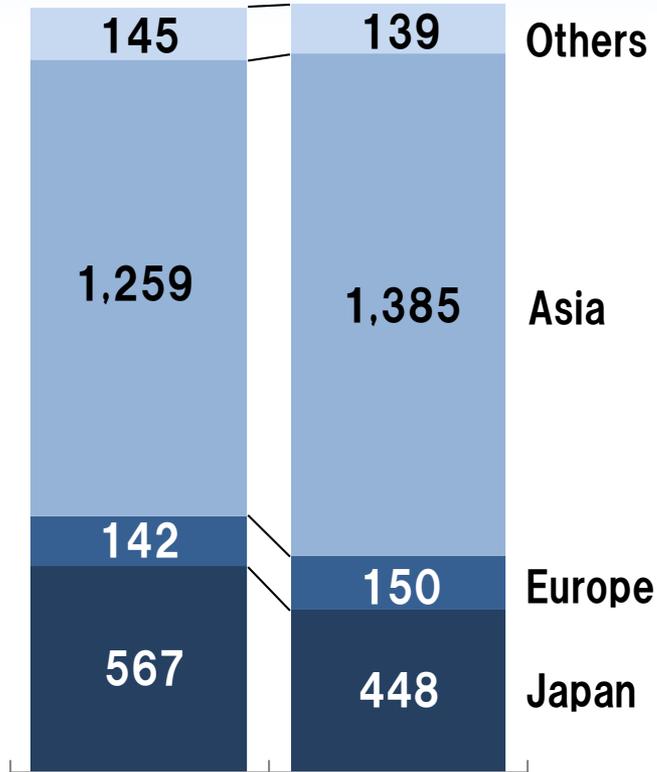
<Die Heater>



«Nine Months Comparison»

+ 8 (+ 0.4%)

2,113 **2,122**



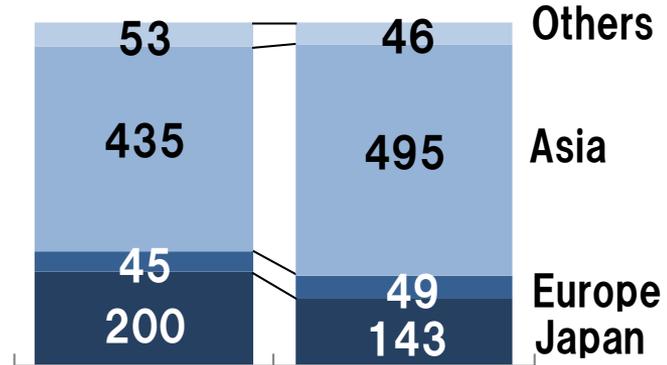
FY2014 9 months '14/4-12 FY2015 9 months '15/4-12

«Of Which Three Months Comparison»

+ 0 (+ 0.0%)

733 **733**

(Thousand units)



FY2014 3rd Quarter '14/10-12 FY2015 3rd Quarter '15/10-12

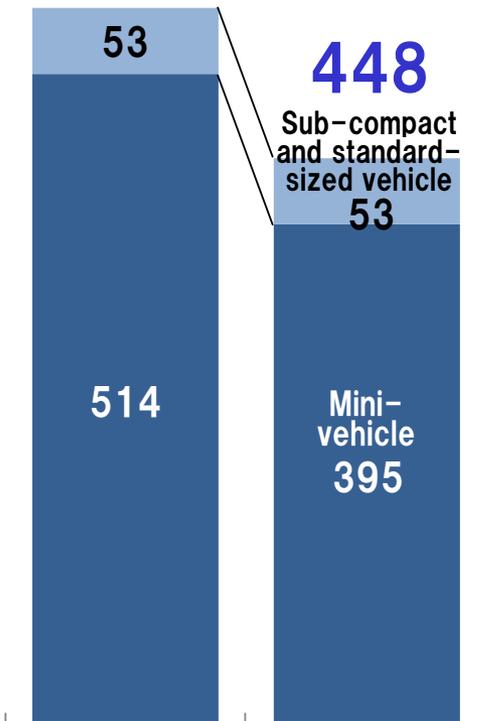
Sales Volume of Automobiles by Geographical Areas (Japan)



« Nine Months Comparison »

-119 (-21.1%)

567

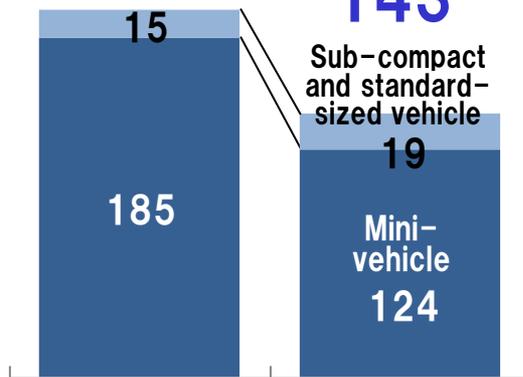


« Of Which Three Months Comparison »

-57 (-28.4%)

(Thousand units)

200



Hustler J STYLE II

- Launched minor change of Hustler minicar and its special package J STYLE II on 7 December
- Installed S-ENE CHARGE also on turbo variants



All-new Alto Works

- Launched on 24 December
- Specially tuned based on the Alto Turbo RS minicar
- Higher-performing mini hot hatch
- Available with 5MT and 5AGS*



*MT=Manual Transmission
AGS=Auto Gear Shift

FY2014
9 months
'14/4-12

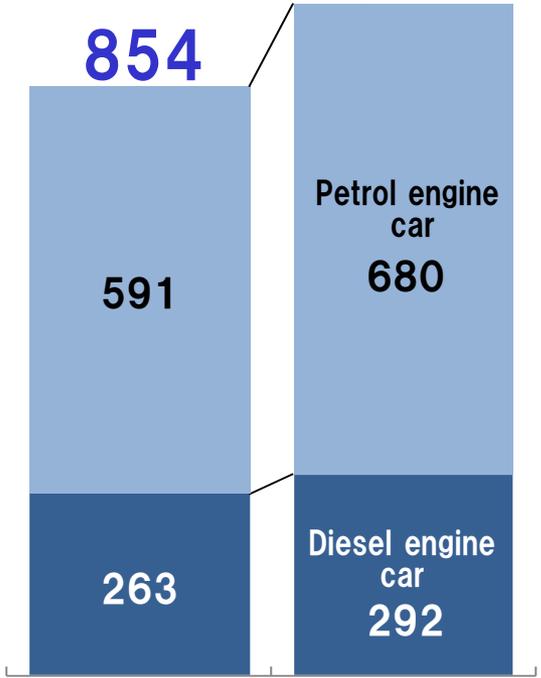
FY2015
9 months
'15/4-12

FY2014
3rd Quarter
'14/10-12

FY2015
3rd Quarter
'15/10-12

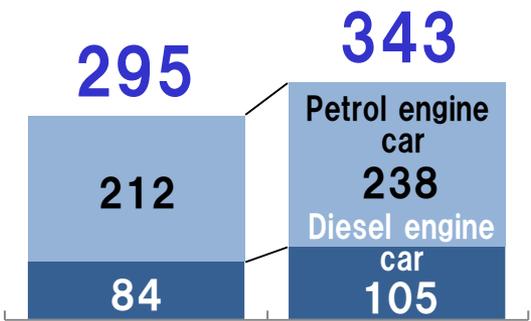
« Nine Months Comparison »

+ 118 (+ 13.9%)
 Percentage of Diesel engine cars



« Of Which Three Months Comparison »

+ 48 (+ 16.2%)
 (Thousand units)
 Percentage of Diesel engine cars

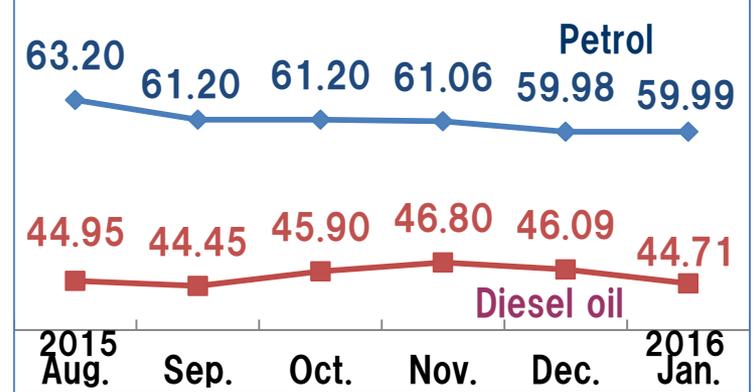


• Increased capital amount of Suzuki Motor Gujarat in December

- Amount of capital increase: 31 billion Indian Rupee (approx. 57 billion JPY)
- Gujarat Project was approved by majority vote as a result of the minority shareholders voting
- Start operation in 2017 as planned
- Initial production capacity: 250,000 units/year Increase in line with the market situation

Company name: Suzuki Motor Gujarat Private Limited
 Head office: Ahmedabad, Gujarat
 Representative: Naoki Aizawa
 Land area: 640 acres (2.6 million m²)
 Start of production: 2017
 Production capacity: 250,000 units/year
 Investment amount: approx. 60 billion JPY

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



Note : Price in New Delhi as of end of each month

« Nine Months Comparison »

-21 (-14.8%)

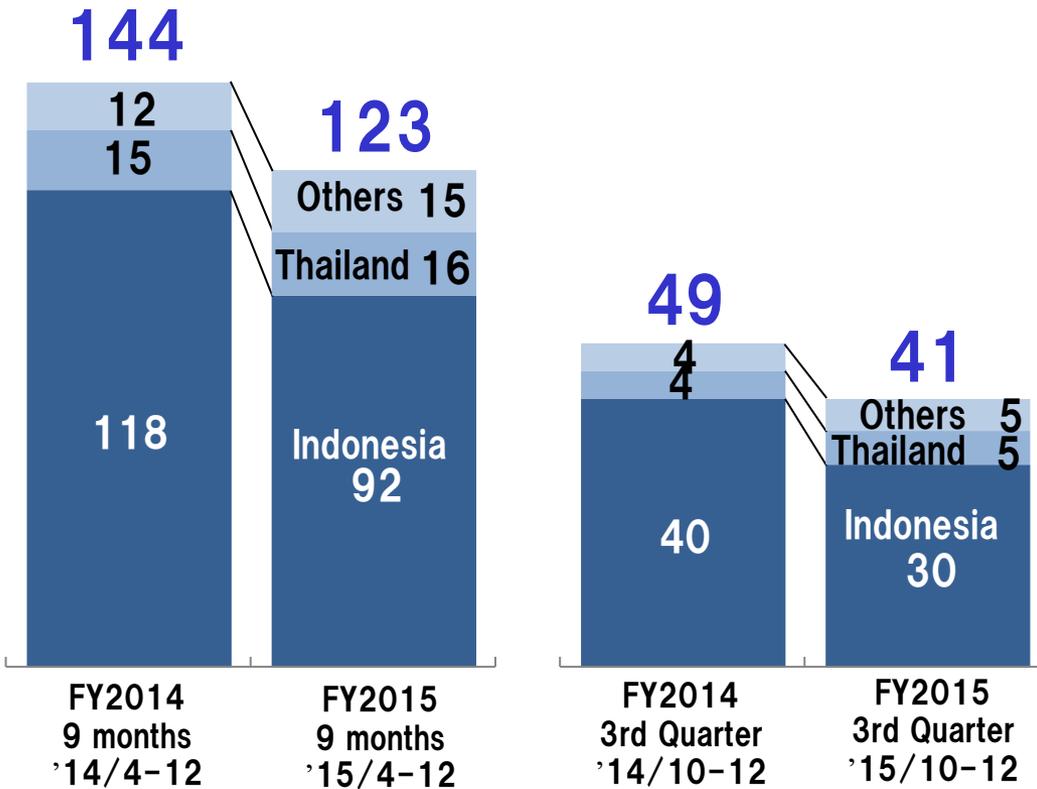
« Of Which
Three Months Comparison »

-8 (-15.6%)

(Thousand units)

New Ertiga Dreza (Indonesia)

- DREZA, the premium variant of the MPV* Ertiga was launched in Indonesia on 7 January



*MPV...Multi-Purpose Vehicle

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

- Changed from the previous forecast on 4 November 2015 (Thousand units)
(Reflecting the decrease in the production volume in Japan etc.)

	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	126	154	-28	-18.1%	-12	62	67	-5	-7.3%	-2
Europe	—	—	—	—	—	50	45	+5	+11.4%	-1
N.America	5	5	-0	-4.2%	—	44	43	+1	+2.8%	+1
Asia	1,309	1,554	-245	-15.8%	-80	1,150	1,397	-247	-17.7%	-88
Others	79	85	-6	-7.4%	+4	206	212	-6	-2.9%	-3
Total	1,519	1,799	-280	-15.5%	-88	1,512	1,764	-252	-14.3%	-93
<Automobile>										
Japan	859	1,055	-196	-18.6%	-31	620	756	-136	-18.0%	-25
Europe	194	143	+51	+35.9%	+9	205	195	+10	+5.3%	—
Asia	1,909	1,842	+67	+3.6%	-21	1,833	1,721	+112	+6.5%	-17
Others	2	3	-1	-23.0%	—	179	196	-17	-8.5%	+5
Total	2,964	3,043	-79	-2.6%	-43	2,837	2,867	-30	-1.1%	-37

FY2015 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]