

# Consolidated Financial Summary for the First nine months Ended 31 December 2013

## [Japanese GAAP]

6 February 2014

Company name : SUZUKI MOTOR CORPORATION  
 Code No. : 7269 Listings : The First Section of Tokyo Stock Exchange  
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 Date of Filing Quarterly Securities Report : 13 February 2014  
 Start of Payment of Cash Dividends : -  
 Preparation of Supplementary Explanatory Materials : Yes  
 Holding of Presentation Meeting on Quarterly Financial Results : Yes

(Amounts less than one million yen are rounded down)

### 1. Consolidated Operating Results for FY2013 first nine months (1 April – 31 December 2013)

#### (1) Consolidated management results

(Percentage indicates change from the same period of the previous year)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2013 first nine months	2,075,749	13.9	134,725	45.1	139,483	37.6	82,485	70.3
FY 2012 first nine months	1,822,758	1.4	92,879	5.9	101,343	5.2	48,426	19.2

[Note] Comprehensive Income  
 FY2013 first nine months 182,405 Million Yen (138.7%)  
 FY2012 first nine months 76,415 Million Yen (- %)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2013 first nine months	147.04	147.01
FY 2012 first nine months	86.33	79.33

#### (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2013 third quarter	2,774,499	1,467,525	47.0
FY 2012	2,487,635	1,298,553	46.1

[Reference] Shareholders' equity:  
 (Net assets excluding minority interests and subscription rights to shares)  
 FY2013 third quarter 1,304,940 million yen  
 FY2012 1,146,955 million yen

### 2. Cash dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2012	-	8.00	-	10.00	18.00
FY2013	-	10.00	-	-	-
FY2013 (Forecast)	-	-	-	10.00	20.00

[Note] Revision of the latest forecasts of cash dividends announced: None

### 3. Forecasts for the Consolidated Operating Results of FY 2013 (1 April 2013 – 31 March 2014)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
Full year	2,850,000	10.5	180,000	24.5	190,000	22.1	105,000	30.6	187.18

[Note] Revisions of the latest forecasts for the consolidated operating results announced: Yes

## \* Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that accompany with a change in the scope of consolidation) : None

New - (Name) Exclusion - (Name)

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: Yes

(3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements

1) Changes in accounting principles due to the revision of the accounting standards : None

2) Changes in accounting principles other than 1) : None

3) Changes in accounting estimates : None

4) Retrospective restatement : None

(4) Number of outstanding shares (common stock)

(Shares)

1) Number of outstanding shares at end of period  
(including treasury stock)

FY2013 Q3	561,047,304	FY2012	561,047,304
FY2013 Q3	70,634	FY2012	86,005
FY2013 Q3	560,969,289	FY2012 Q3	560,963,672

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period  
(First nine months)

## \* Indication regarding the status of the implementation of quarterly review procedure

This quarterly financial report is exempt from the quarterly review procedure under the Financial Instruments and Exchange Act of Japan. At the time of disclosure of this report, the quarterly review procedure is in progress.

## \* Explanation regarding the appropriate use of forecasts for operating results, other information

(Caution with respect to forward-looking statement)

The forward-looking statements 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 US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

Please refer to the "1. (3) Explanation of Information on Forecasts for Future Including Those for Consolidated Operating Results" on page 4 of the [Attachment] for detail such as precondition of the above-mentioned forecast.

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website

(<http://www.globalsuzuki.com>) on 6 February 2014.

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# 1. Qualitative Information on Consolidated Results for the Quarterly Period

## (1) Explanation of Consolidated Management Results

### - Management results for FY2013 first nine months

With regard to the management environment of the Group for this first nine months, the global economy is showing recovery recently, and the economies of Europe and the United States are showing positive trend toward recovery despite financial problems, and also in Asia, Indian economy is showing signs of having bottomed out. Japanese domestic economy is also steadily recovering, but there is concern about a last-minute rise in demand before a consumption tax increase and subsequent negative reaction.

Under these circumstances, the consolidated net sales of this first nine months increased by ¥252.9 billion (13.9%) to ¥2,075.7 billion compared to the corresponding period of the previous fiscal year, owing to increase in Japan, Asia, and Europe. The Japanese domestic net sales increased by ¥28.2 billion (3.8%) to ¥777.9 billion year-on-year, by covering the decrease in OEM sales with the sales of Suzuki brand vehicles. As for the overseas, the net sales increased by ¥224.7 billion (20.9%) to ¥1,297.8 billion year-on-year.

In terms of the consolidated income, the operating income increased by ¥41.8 billion (45.1%) to ¥134.7 billion year-on-year, the ordinary income increased by ¥38.2 billion (37.6%) to ¥139.5 billion year-on-year, and the net income increased by ¥34.1 billion (70.3%) to ¥82.5 billion year-on-year. The Group was able to increase the operating income owing to increase in income in Asia and improvement in export profit from Japan by the impact of the exchange rate.

### <The operating results by segmentation>

#### (Motorcycle)

The net sales increased by ¥29.1 billion (17.8%) to ¥192.4 billion year-on-year partly owing to the impact of the exchange rate. As for the operating income, there was operating loss during October 2013 to December 2013 due to decrease in sales by the seasonal factor. However, in accumulation, the operating loss of ¥10.0 billion in the first nine months of the previous fiscal year reduced to an operating loss of ¥4.6 billion.

#### (Automobile)

The Japanese domestic net sales covered the decrease in OEM sales by expanding its sales and strengthening the products such as by improving the fuel efficiency of the Alto Eco minicar, in addition to the great sales of the Spacia minicar. The overseas expanded its sales and strengthened the products such as by the launch of the new SX4 S-CROSS crossover in Europe and the Karimun WagonR, a fuel-efficient 1000cc five-seat passenger car that suits the Indonesian government's Low Cost Green Car (LCGC) policy. The overall net sales of the automobile business increased by ¥219.7 billion (13.5%) to ¥1,846.2 billion year-on-year. The operating income increased by ¥35.1 billion (35.4%) to ¥133.9 billion year-on-year mainly owing to increase in income in Asia.

#### (Marine and Power products, etc.)

The net sales increased by ¥4.1 billion (12.5%) to ¥37.1 billion year-on-year. The operating income increased by ¥1.3 billion (33.4%) to ¥5.4 billion year-on-year.

## <The operating results by geographical areas>

### (Japan)

The net sales increased by ¥79.1 billion (7.0%) to ¥1,210.6 billion year-on-year. The Company was able to increase sales by covering decrease in OEM sales with increase in sales of Suzuki brand vehicles, impact of the exchange rate and others. The operating income increased by ¥25.9 billion (37.2%) to ¥95.5 billion year-on-year because of improvement in income by the impact of the exchange rate and other causes.

### (Europe)

The net sales increased by ¥64.9 billion (36.0%) to ¥245.0 billion year-on-year mainly owing to launch of the SX4 S-CROSS. The operating loss of ¥3.3 billion in the corresponding period of the previous fiscal year reduced to an operating loss of ¥1.3 billion.

### (Asia)

The net sales increased by ¥194.7 billion (28.9%) to ¥868.4 billion year-on-year mainly owing to increase in automobile sales in India, Indonesia and Thailand. The operating income increased by ¥29.9 billion (144.8%) to ¥50.5 billion year-on-year.

### (Other areas)

The net sales decreased by ¥12.7 billion (10.5%) to ¥108.2 billion year-on-year due to winding down of automobile marketing business in the United States and other causes. Operating income of ¥1.8 billion in the corresponding period of the previous fiscal year became an operating loss of ¥0.5 billion.

## (2) Explanation of Consolidated Financial Positions

### 1) Assets, liabilities and net assets

As for the financial positions at the end of this consolidated third quarter, total assets were ¥2,774.5 billion (increased by ¥286.9 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,307.0 billion (increased by ¥117.9 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,467.5 billion (increased by ¥169.0 billion from the end of previous consolidated fiscal year).

### 2) Cash flows

Cash flow provided by operating activities for this first nine months amounted to ¥217.5 billion (¥86.2 billion was provided in the same period of the previous fiscal year), and ¥167.6 billion was used for the acquisition of property, plant and equipment, etc. and other purposes in the investing activities (¥116.7 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥49.9 billion of positive (¥30.5 billion of negative in the same period of the previous fiscal year). In financing activities, ¥8.7 billion was used for repayment of borrowings, payment of dividends and other purposes (¥11.9 billion was used in the same period of the previous fiscal year).

As a result, the balance of cash and cash equivalents at the end of this consolidated third quarter was ¥710.6 billion, which increased by ¥49.5 billion from the end of the previous consolidated fiscal year.

### **(3) Explanation of Information on Forecasts for Future including Those for the Consolidated Operating Results**

As for the forecasts for the consolidated operating results, as a result of reviewing figures such as the foreign exchange rate and the sales units, the Group has made a revision as per below. The Group will work as one to reform in every field to accomplish more than the below forecasts for the consolidated operation by pursuing the business activity.

#### **(Forecasts for the Consolidated Operating Results - Full Year)**

Net Sales	¥2,850.0 billion	(up 10.5% year-on-year, up ¥50.0 billion from the previous forecast)	
Operating Income	¥180.0 billion	(up 24.5% year-on-year, up ¥10.0 billion from the previous forecast)	
Ordinary Income	¥190.0 billion	(up 22.1% year-on-year, up ¥10.0 billion from the previous forecast)	
Net Income	¥105.0 billion	(up 30.6% year-on-year, up ¥5.0 billion from the previous forecast)	
Foreign Exchange Rates	¥100/US\$	¥133/Euro	¥1.66/Indian Rupee
	¥0.92/100 Indonesian Rupiah	¥3.15/Thai Baht	

\* The forecasts for consolidated operating results mentioned above are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee / Yen rate).

## **2. Summary Information (Notes)**

### **Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements**

[Calculation of income taxes]

As for income taxes, the effective tax rates were reasonably estimated after applying the tax effect accounting to the income before income taxes of the consolidated fiscal year. And income tax was calculated by multiplying the income before income taxes by this estimated effective tax rate.

### 3. Quarterly Consolidated Financial Statements

#### (1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2012 (As of 31 March 2013)	FY2013 third quarter (As of 31 December 2013)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	279,009	286,194
Notes and accounts receivables-trade	253,237	243,295
Short-term investment securities	559,609	626,290
Merchandise and finished goods	183,195	231,256
Work in process	30,334	33,644
Raw materials and supplies	47,850	48,495
Other	212,869	219,952
Allowance for doubtful accounts	(5,887)	(6,173)
<b>Total current assets</b>	<b>1,560,218</b>	<b>1,682,955</b>
<b>Noncurrent assets</b>		
Property, plant and equipment	608,460	676,609
Intangible assets	10,618	7,977
<b>Investments and other assets</b>		
Investment securities	216,332	313,830
Other	92,748	93,820
Allowance for doubtful accounts	(743)	(692)
Allowance for investment loss	-	(1)
<b>Total investments and other assets</b>	<b>308,337</b>	<b>406,957</b>
<b>Total noncurrent assets</b>	<b>927,416</b>	<b>1,091,544</b>
<b>Total assets</b>	<b>2,487,635</b>	<b>2,774,499</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable-trade	350,472	391,150
Short-term loans payable	207,090	245,409
Income taxes payable	21,420	37,739
Provision for product warranties	57,656	61,397
Provision for loss on liquidation of subsidiaries and affiliates	5,521	4,918
Other	242,455	239,823
<b>Total current liabilities</b>	<b>884,616</b>	<b>980,439</b>
<b>Noncurrent liabilities</b>		
Long-term loans payable	220,392	210,832
Provision for retirement benefits	37,903	38,156
Provision for disaster	17,214	16,788
Other provision	7,226	8,077
Other	21,728	52,680
<b>Total noncurrent liabilities</b>	<b>304,464</b>	<b>326,535</b>
<b>Total liabilities</b>	<b>1,189,081</b>	<b>1,306,974</b>

(Amount: Millions of yen)

	FY2012 (As of 31 March 2013)	FY2013 third quarter (As of 31 December 2013)
<b>Net assets</b>		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,364
Retained earnings	912,304	983,556
Treasury stock	(86)	(55)
Total shareholders' equity	1,194,597	1,265,879
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	58,888	122,518
Deferred gains or losses on hedges	1,687	(1,059)
Foreign currency translation adjustment	(108,218)	(82,399)
Total accumulated other comprehensive income	(47,642)	39,060
Subscription rights to shares	84	142
Minority interests	151,513	162,442
Total net assets	1,298,553	1,467,525
Total liabilities and net assets	2,487,635	2,774,499



**(2) Quarterly Consolidated Statements of Income and  
Quarterly Consolidated Statements of Comprehensive Income  
(First nine months ended 31 December)  
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2012 first nine months (1 April – 31 December 2012)	FY2013 first nine months (1 April – 31 December 2013)
Net sales	1,822,758	2,075,749
Cost of sales	1,366,603	1,501,500
Gross profit	456,154	574,248
Selling, general and administrative expenses	363,275	439,523
Operating income	92,879	134,725
Non-operating income		
Interest income	6,716	6,535
Dividends income	3,069	4,190
Equity in earnings of affiliates	114	400
Other	9,942	12,417
Total non-operating income	19,842	23,545
Non-operating expenses		
Interest expenses	4,163	4,458
Loss on valuation of securities	3,502	40
Foreign exchange losses	-	10,886
Other	3,713	3,401
Total non-operating expenses	11,379	18,786
Ordinary income	101,343	139,483
Extraordinary income		
Gain on sales of noncurrent assets	734	956
Gain on sales of investment securities	-	8
Total extraordinary income	734	965
Extraordinary loss		
Loss on sales of noncurrent assets	503	460
Loss on sales of investment securities	-	0
Impairment loss	-	58
Provision for loss on liquidation of subsidiaries and affiliates	15,531	-
Total extraordinary loss	16,034	518
Income before income taxes	86,043	139,929
Income taxes	31,696	43,892
Income before minority interests	54,347	96,036
Minority interests in income	5,920	13,551
Net income	48,426	82,485

## 【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2012 first nine months (1 April – 31 December 2012)	FY2013 first nine months (1 April – 31 December 2013)
Income before minority interests	54,347	96,036
Other comprehensive income		
Valuation difference on available-for-sale securities	22,538	65,787
Deferred gains or losses on hedges	(1,235)	(2,474)
Foreign currency translation adjustment	746	18,656
Share of other comprehensive income of associates accounted for using equity method	18	4,399
Total other comprehensive income	22,068	86,368
Comprehensive income	76,415	182,405
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	71,624	169,187
Comprehensive income attributable to minority interests	4,790	13,217

### (3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2012 first nine months (1 April – 31 December 2012)	FY2013 first nine months (1 April – 31 December 2013)
Net cash provided by (used in) operating activities		
Income before income taxes	86,043	139,929
Depreciation and amortization	70,459	84,765
Increase (decrease) in provision for loss on liquidation of subsidiaries and affiliates	12,710	(603)
Interest and dividends income	(9,785)	(10,726)
Interest expenses	4,163	4,458
Equity in (earnings) losses of affiliates	(114)	(400)
Loss (gain) on valuation of securities	3,502	40
Decrease (increase) in notes and accounts receivable-trade	51,360	18,807
Decrease (increase) in inventories	(37,277)	(38,407)
Increase (decrease) in notes and accounts payable-trade	(33,497)	31,442
Increase (decrease) in accrued expenses	(18,290)	(24,477)
Other, net	(24,298)	33,594
Subtotal	104,974	238,423
Interest and dividends income received	8,829	11,270
Interest expenses paid	(4,069)	(3,547)
Income taxes paid	(23,536)	(28,621)
Net cash provided by (used in) operating activities	86,198	217,525
Net cash provided by (used in) investing activities		
Payments into time deposits	(6,141)	(34,752)
Proceeds from withdrawal of time deposits	7,432	29,127
Purchase of short-term investment securities	(14,081)	(107,708)
Proceeds from sales of short-term investment securities	15,388	87,209
Purchases of property, plant and equipment	(116,848)	(143,541)
Proceeds from sales of property, plant and equipment	3,172	2,967
Purchases of investment securities	(1,000)	(465)
Other, net	(4,661)	(394)
Net cash provided by (used in) investing activities	(116,739)	(167,559)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	8,696	12,013
Proceeds from long-term loans payable	31,385	21,000
Repayment of long-term loans payable	(41,272)	(28,326)
Cash dividends paid	(8,978)	(11,221)
Cash dividends paid to minority shareholders	(1,743)	(2,132)
Other, net	(23)	(25)
Net cash provided by (used in) financing activities	(11,936)	(8,693)
Effect of exchange rate changes on cash and cash equivalents	1,068	8,195
Net increase (decrease) in cash and cash equivalents	(41,409)	49,468
Cash and cash equivalents at beginning of period	710,530	661,102
Cash and cash equivalents at end of period	669,121	710,571

#### (4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Segment Information)

Net sales and Profit (Loss) of Each Reportable Segment

FY2012 first nine months (1 April – 31 December 2012)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	163,349	1,626,445	32,963	1,822,758
Segment profit (loss) *1	(10,028)	98,837	4,069	92,879

FY2013 first nine months (1 April – 31 December 2013)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	192,467	1,846,192	37,089	2,075,749
Segment profit (loss) *1	(4,563)	133,858	5,429	134,725

[Notes] \*1. Segment profit (loss) is an operating income in the quarterly consolidated statements of income.

2. Main products and services of each segment are as follows.

Segment	Main products and services
Motorcycle	Motorcycles, All terrain vehicles
Automobile	Minivehicles, Sub-compact vehicles, Standard-sized vehicles
Marine and Power products, etc.	Outboard motors, Engines for snowmobiles, etc., Electro senior vehicles, Houses

(Reference)

As reference information, operating results by geographical areas are as follows;

### [Operating Results by Geographical Areas]

FY2012 first nine months (1 April – 31 December 2012)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	868,951	177,430	655,867	120,508	1,822,758	-	1,822,758
2) Internal net sales or transfer among geographical areas	262,523	2,676	17,820	441	283,461	(283,461)	-
Total	1,131,475	180,106	673,687	120,949	2,106,219	(283,461)	1,822,758
Operating income (loss)	69,602	(3,276)	20,615	1,769	88,710	4,168	92,879

FY2013 first nine months (1 April – 31 December 2013)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	904,493	237,855	825,875	107,525	2,075,749	-	2,075,749
2) Internal net sales or transfer among geographical areas	306,137	7,143	42,534	672	356,488	(356,488)	-
Total	1,210,631	244,998	868,410	108,198	2,432,238	(356,488)	2,075,749
Operating income (loss)	95,468	(1,329)	50,456	(487)	144,108	(9,383)	134,725

[Notes] 1. Classification of countries or areas is based on a geographical adjacency.

2. The major countries or areas belonging to classifications other than Japan:

(1) Europe..... Hungary, United Kingdom and Germany

(2) Asia..... India, Indonesia and Pakistan

(3) Other Areas..... United States, Canada, Australia and Colombia

3. Classification is based on the location of the Company and its consolidated subsidiaries.

## 4. Supplementary Information

### [Breakdown of Consolidated Net Sales]

(Unit: Thousand)  
(Amount: Millions of yen)

		FY2012 first nine months (1 April – 31 December 2012)		FY2013 first nine months (1 April – 31 December 2013)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	52	16,530	52	17,585	(0)	1,054
	Overseas	963	146,818	928	174,882	(34)	28,064
	Europe	29	20,921	31	28,645	1	7,723
	North America	32	23,857	30	28,198	(1)	4,341
	Asia	825	74,536	785	85,945	(40)	11,408
	Other areas	75	27,503	80	32,093	5	4,590
	Total	1,015	163,349	980	192,467	(34)	29,118
Automobile	Japan	589	721,866	564	748,457	(24)	26,590
	Overseas	1,270	904,578	1,281	1,097,734	10	193,156
	Europe	151	170,689	145	222,016	(5)	51,326
	North America	19	36,024	0	6,858	(18)	(29,166)
	Asia	1,014	604,399	1,049	761,551	34	157,152
	Other areas	85	93,465	85	107,309	0	13,843
	Total	1,859	1,626,445	1,846	1,846,192	(13)	219,746
Marine & Power products, etc.	Japan	-	11,258	-	11,855	-	596
	Overseas	-	21,704	-	25,234	-	3,529
	Europe	-	6,237	-	7,672	-	1,434
	North America	-	9,354	-	10,171	-	817
	Asia	-	2,059	-	2,570	-	511
	Other areas	-	4,053	-	4,819	-	766
	Total	-	32,963	-	37,089	-	4,126
Total	Japan		749,656		777,897		28,241
	Overseas		1,073,101		1,297,851		224,749
	Europe		197,848		258,333		60,484
	North America		69,235		45,228		(24,007)
	Asia		680,994		850,067		169,072
	Other areas		125,022		144,222		19,200
	Total		1,822,758		2,075,749		252,991

[Note] Classification is based on the location of external customers.