

# FY2010 Third Quarter Financial Results

- The First Nine Months -



**SUZUKI MOTOR CORPORATION**  
**7 February 2011**

(Billion Yen)

	FY2010 9 months ( 10/4-12)	FY2009 9 months ( 09/4-12)	Change	
				Rate
Net sales	1,927.7	1,778.8	+148.9	+8.4%
Operating income (Ratio)	92.5 (4.8%)	49.8 (2.8%)	+42.7	+85.6%
Ordinary income (Ratio)	106.5 (5.5%)	57.8 (3.3%)	+48.7	+84.2%
Net income (Ratio)	42.6 (2.2%)	15.5 (0.9%)	+27.1	+175.0%

# Consolidated: Net Sales Year-on-Year Comparison

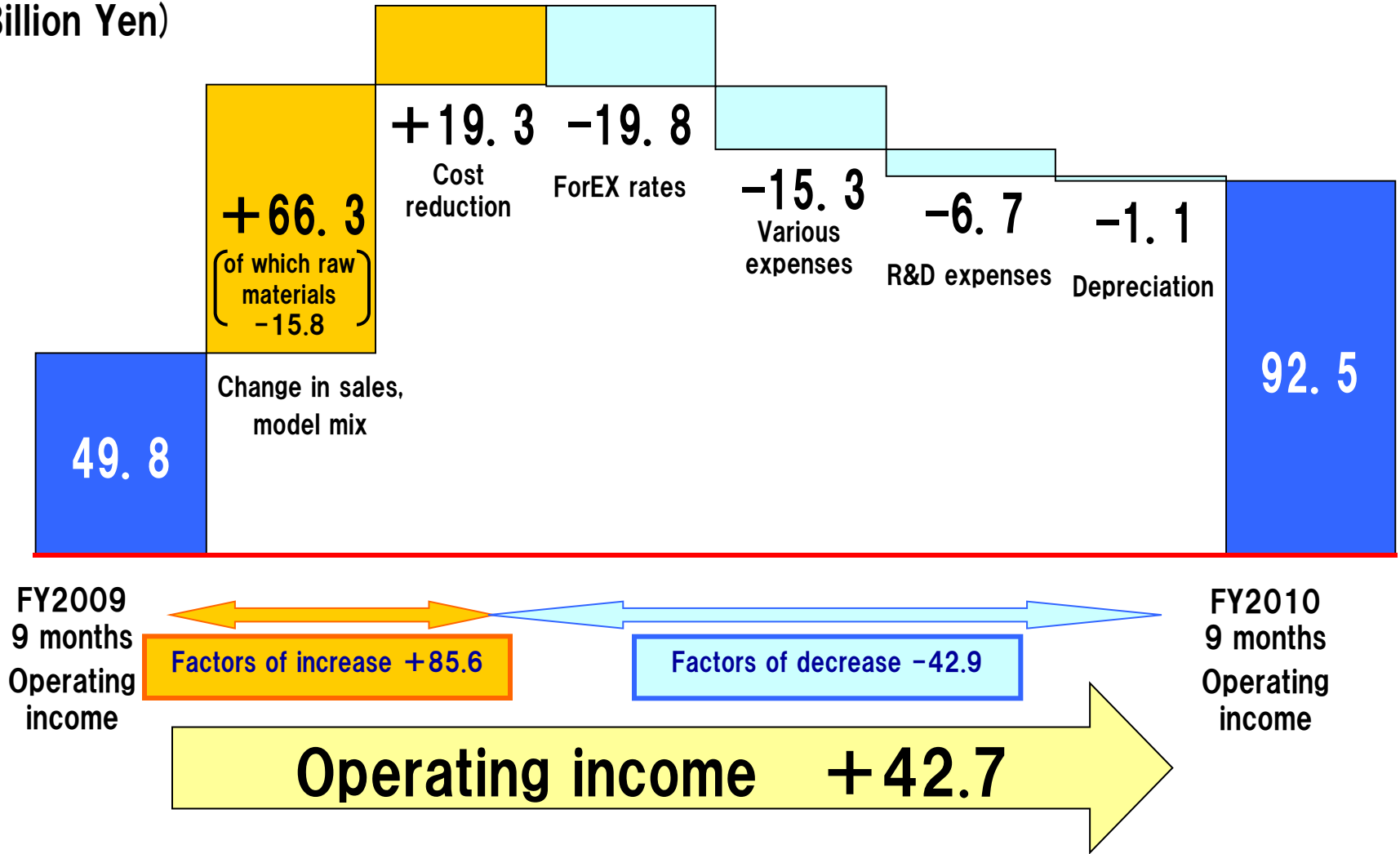
※Excluding Financial Services business

(Billion Yen)

	Motorcycle	Automobile	Marine & Power products, etc.	Total	of which effect of ForEX rates conversion
Domestic total	-2.2	+28.2	+0.2	+26.2	
Overseas total	-6.7	+126.4	+5.0	+124.7	-55.1
Europe	-10.9	-42.8	+1.3	-52.4	-38.3
North America	-20.7	-14.0	+1.1	-33.6	-4.1
Asia	+16.5	+146.3	+1.0	+163.8	-15.9
Others	+8.4	+36.9	+1.6	+46.9	+3.3
Grand total	-8.9	+154.6	+5.2	+150.9	-55.1
of which effect of ForEX rates conversion	-4.4	-49.6	-1.1	-55.1	

# Consolidated: Factors of Change in Operating Income

(Billion Yen)

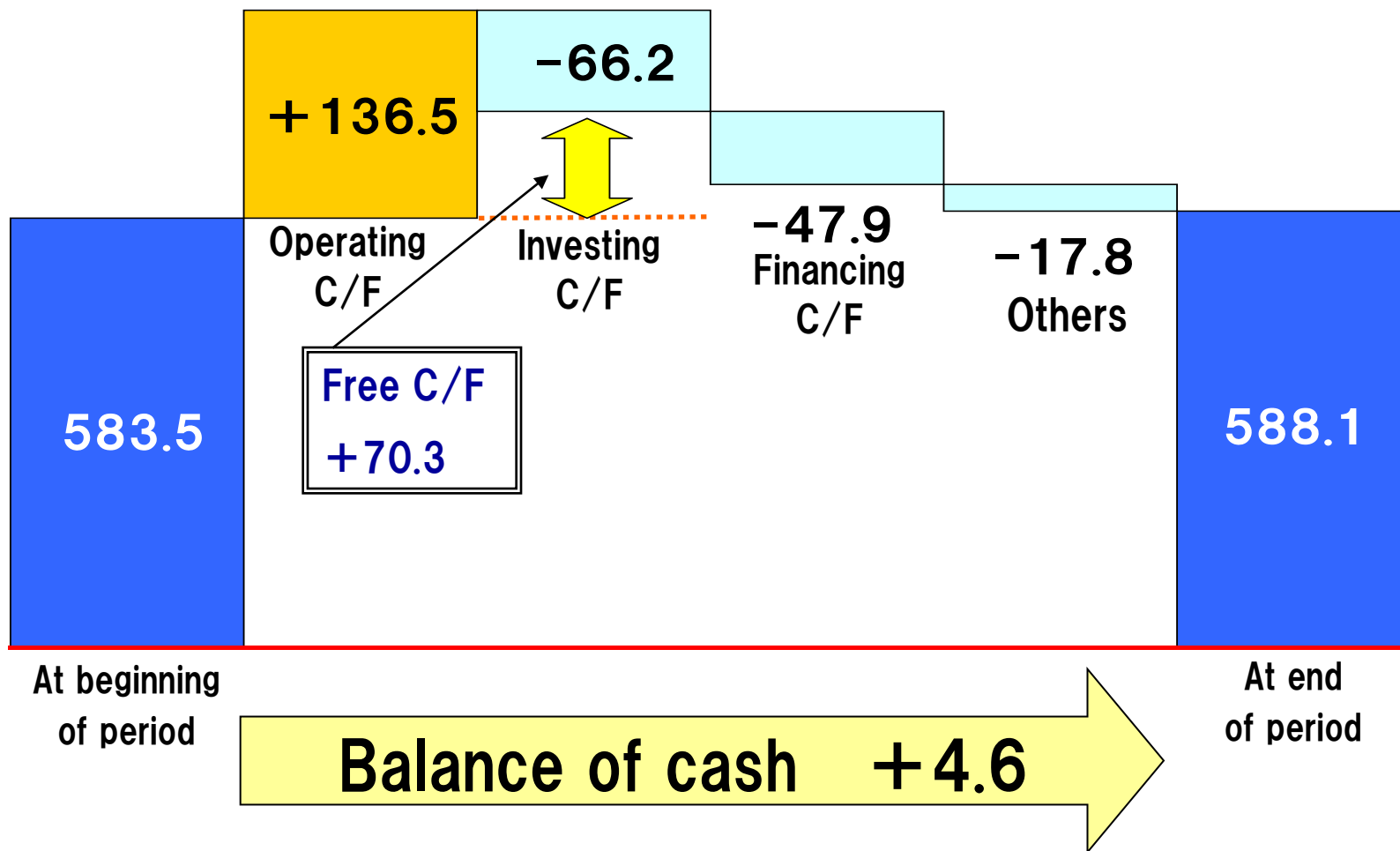


	<b>FY2010</b> 9 months ( 10/4-12)	<b>FY2009</b> 9 months ( 09/4-12)	<b>Change</b>	<b>Effect of ForEX rates</b>
<b>U.S. dollar</b>	<b>87yen</b>	<b>94yen</b>	<b>-7yen</b>	<b>-3.5bln yen</b>
<b>Euro</b>	<b>114yen</b>	<b>133yen</b>	<b>-19yen</b>	<b>-13.1bln yen</b>
<b>Others</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>-3.2bln yen</b>
<b>Total</b>				<b>-19.8bln yen</b>

(Billion Yen)

	<b>FY2010</b> 9 months ( ' 10/4-12)	<b>FY2009</b> 9 months ( ' 09/4-12)	<b>Change</b>
(SUZUKI)	(33.3)	(32.8)	(+0.5)
(Subsidiaries)	(63.0)	(56.1)	(+6.9)
(Main affiliates)	( 6.1)	(9.4)	(-3.3)
<b>Capital Expenditures</b>	<b>102.4</b>	<b>98.3</b>	<b>+4.1</b>
<b>Depreciation</b>	<b>93.9</b>	<b>92.8</b>	<b>+1.1</b>
<b>R&amp;D Expenses</b>	<b>70.0</b>	<b>63.3</b>	<b>+6.7</b>
	<b>FY2010 3Q</b> ( ' 10/12)	<b>FY2009 3Q</b> ( ' 09/12)	<b>Change</b>
<b>Interest-Bearing Debt balance</b>	<b>497.0</b>	<b>697.7</b>	<b>-200.7</b>
(of which Financial Services business)	(65.8)	(75.4)	(-9.6)

(Billion Yen)

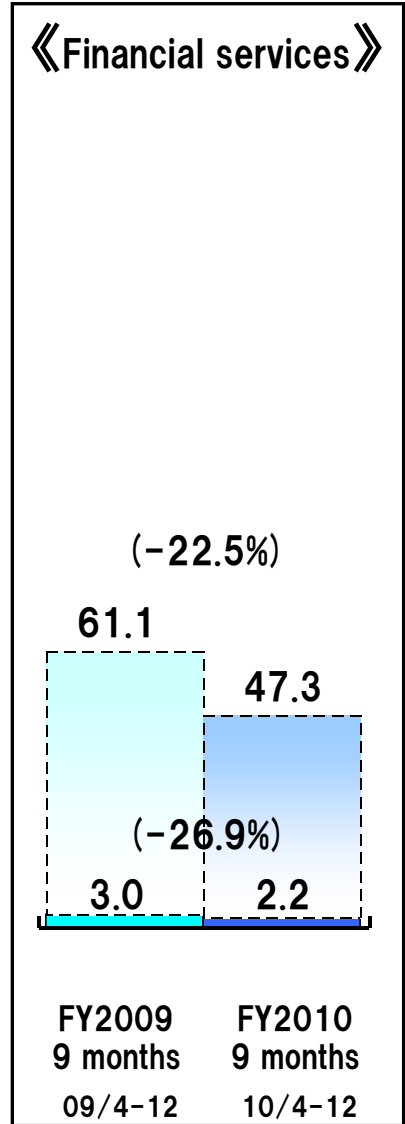
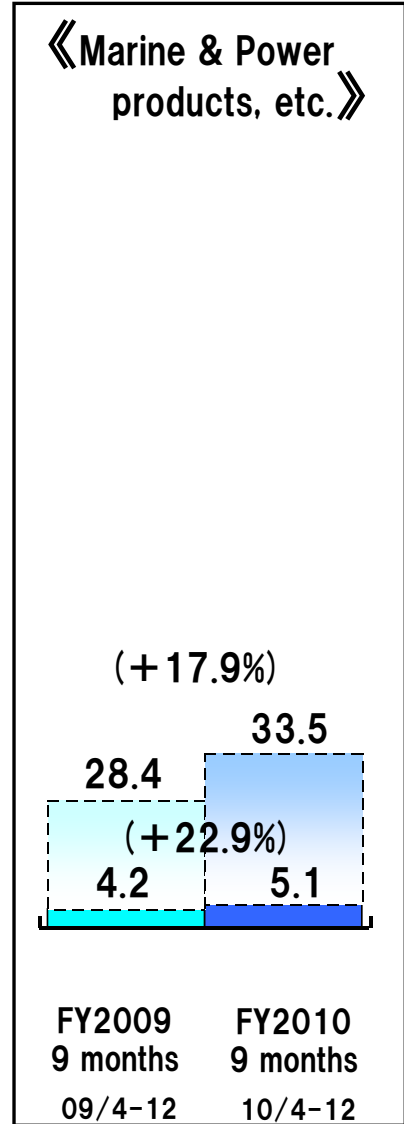
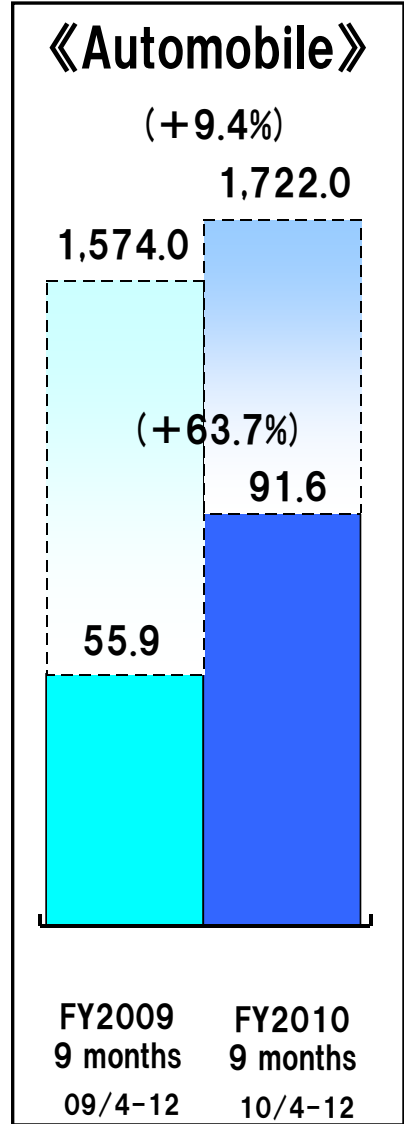
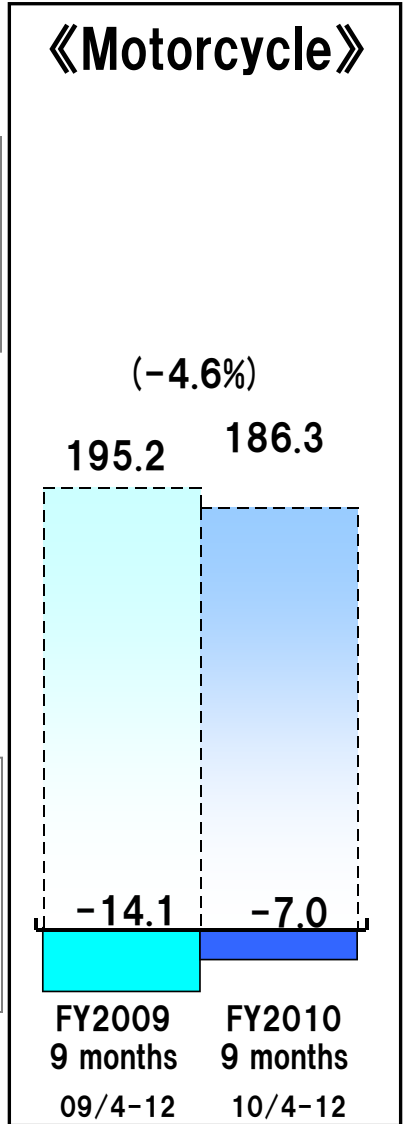




(Billion Yen)

**Net sales**  
 FY2009 9 months  
 FY2010 9 months

**Operating income**  
 FY2009 9 months  
 FY2010 9 months





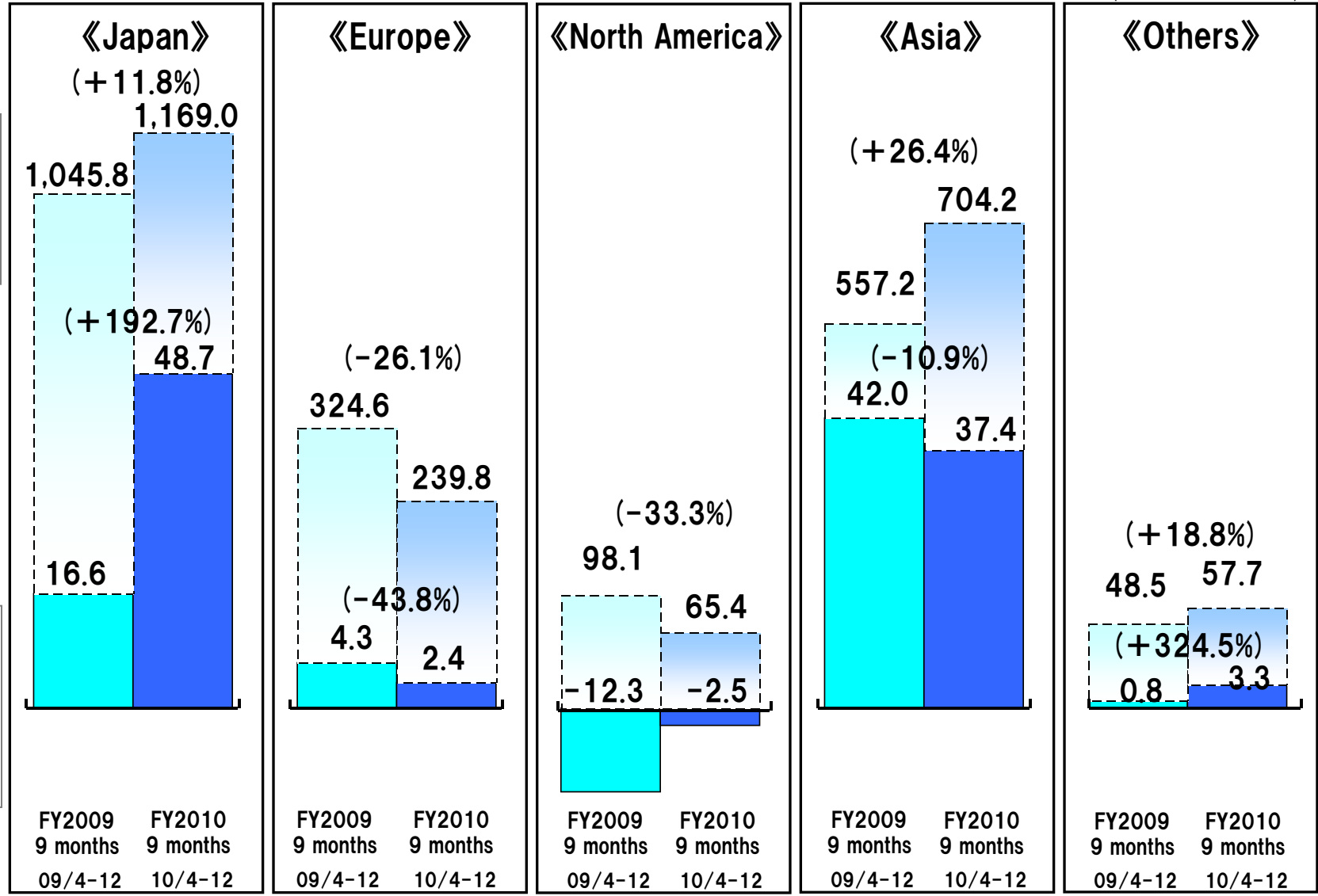


# Consolidated: Operating Results by Geographical Areas

(Billion Yen)

**Net sales**  
 FY2009 9 months  
 FY2010 9 months

**Operating income**  
 FY2009 9 months  
 FY2010 9 months



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

	<b>FY2010 3Q</b> ( ' 10/12 )	<b>FY2009 3Q</b> ( ' 09/12 )	<b>Change</b>
<b>Consolidated Subsidiaries</b>	<b>138</b>	<b>136</b>	<b>+2</b>
<b>Equity Method Affiliates</b>	<b>38</b>	<b>36</b>	<b>+2</b>
<b>Employees</b>	<b>52,455</b>	<b>51,258</b>	<b>+1,197</b>

(Unchanged from the previous forecast)

(Billion Yen)

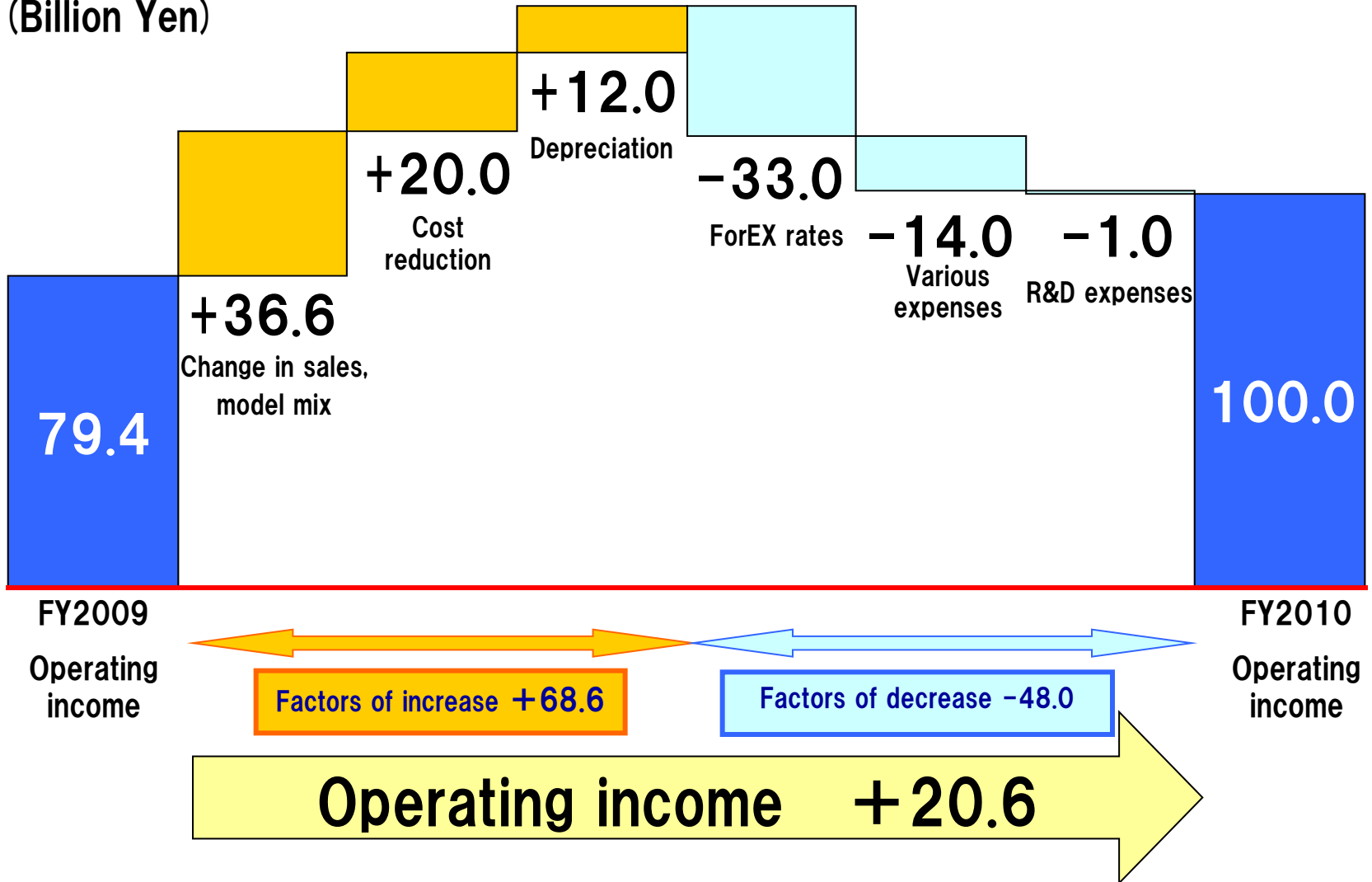
	FY2010 Forecast	FY2009 Actual result
<b>Net sales</b>	<b>2,550.0</b>	<b>2,469.1</b>
<b>Operating income</b>	<b>100.0</b>	<b>79.4</b>
<b>Ordinary income</b>	<b>110.0</b>	<b>93.8</b>
<b>Net income</b>	<b>35.0</b>	<b>28.9</b>

<b>ForEX rates</b>	US\$	<b>84yen</b>	<b>93yen</b>
	Euro	<b>112yen</b>	<b>131yen</b>

(Assumptions of 2<sup>nd</sup> half ForEX rates : 80yen/US\$, 110yen/Euro)

(Unchanged from the previous forecast)

(Billion Yen)



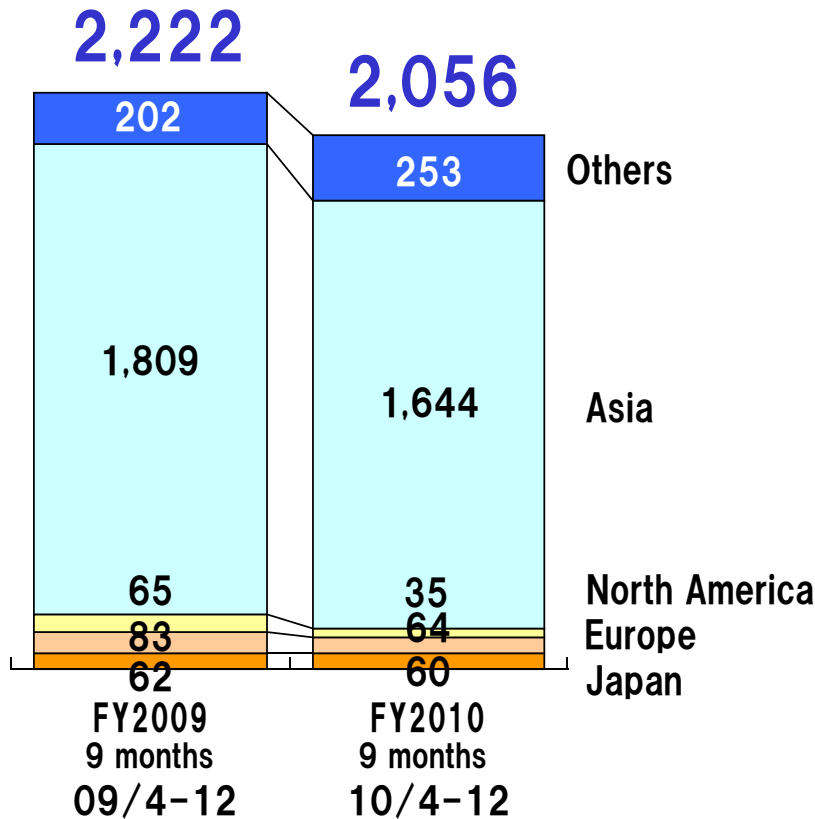
(Unchanged from the previous forecast)

(Billion Yen)

	<b>FY2010 Forecast</b> ( ' 10/4- 11/3)	<b>FY2009</b> ( ' 09/4- 10/3)	<b>Change</b>
<b>Capital Expenditures</b>	<b>170.0</b>	<b>131.2</b>	<b>+ 38.8</b>
<b>Depreciation</b>	<b>130.0</b>	<b>141.8</b>	<b>- 11.8</b>
<b>R&amp;D Expenses</b>	<b>110.0</b>	<b>108.8</b>	<b>+ 1.2</b>

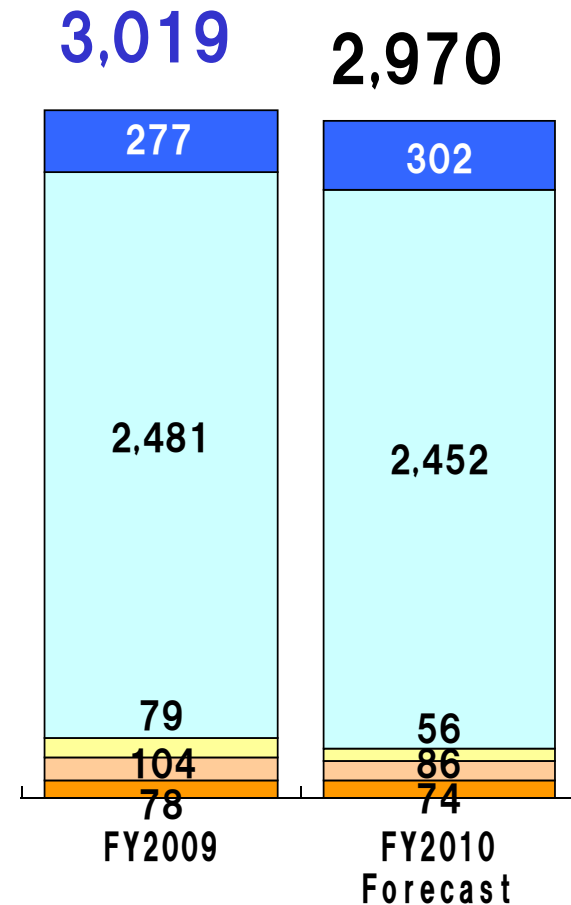
## 《9 months》

(Unit: thousands )



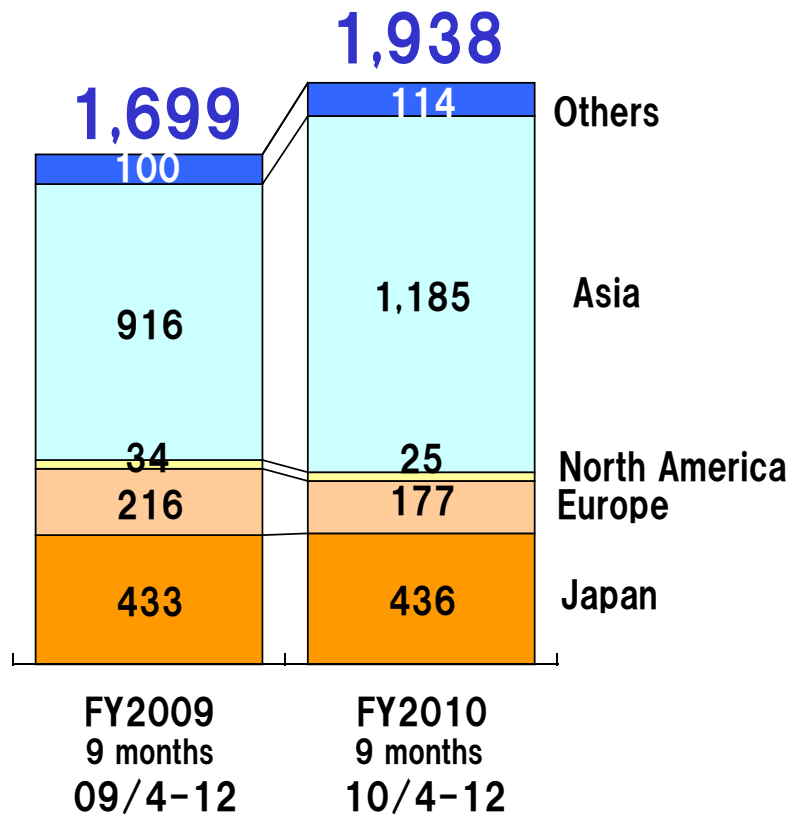
## 《Full year》

(Unchanged from the previous forecast)



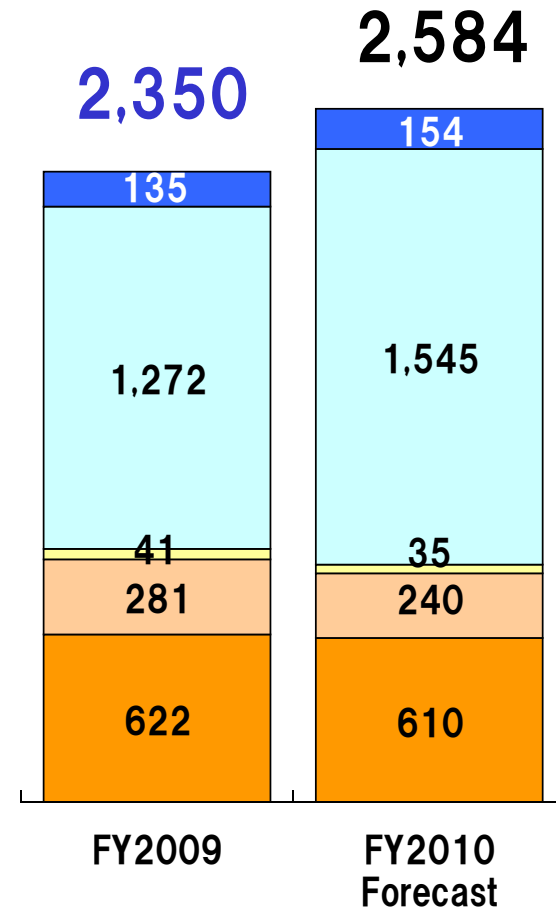
## 《9 months》

(Unit: thousands )



## 《Full year》

(Unchanged from the previous forecast)

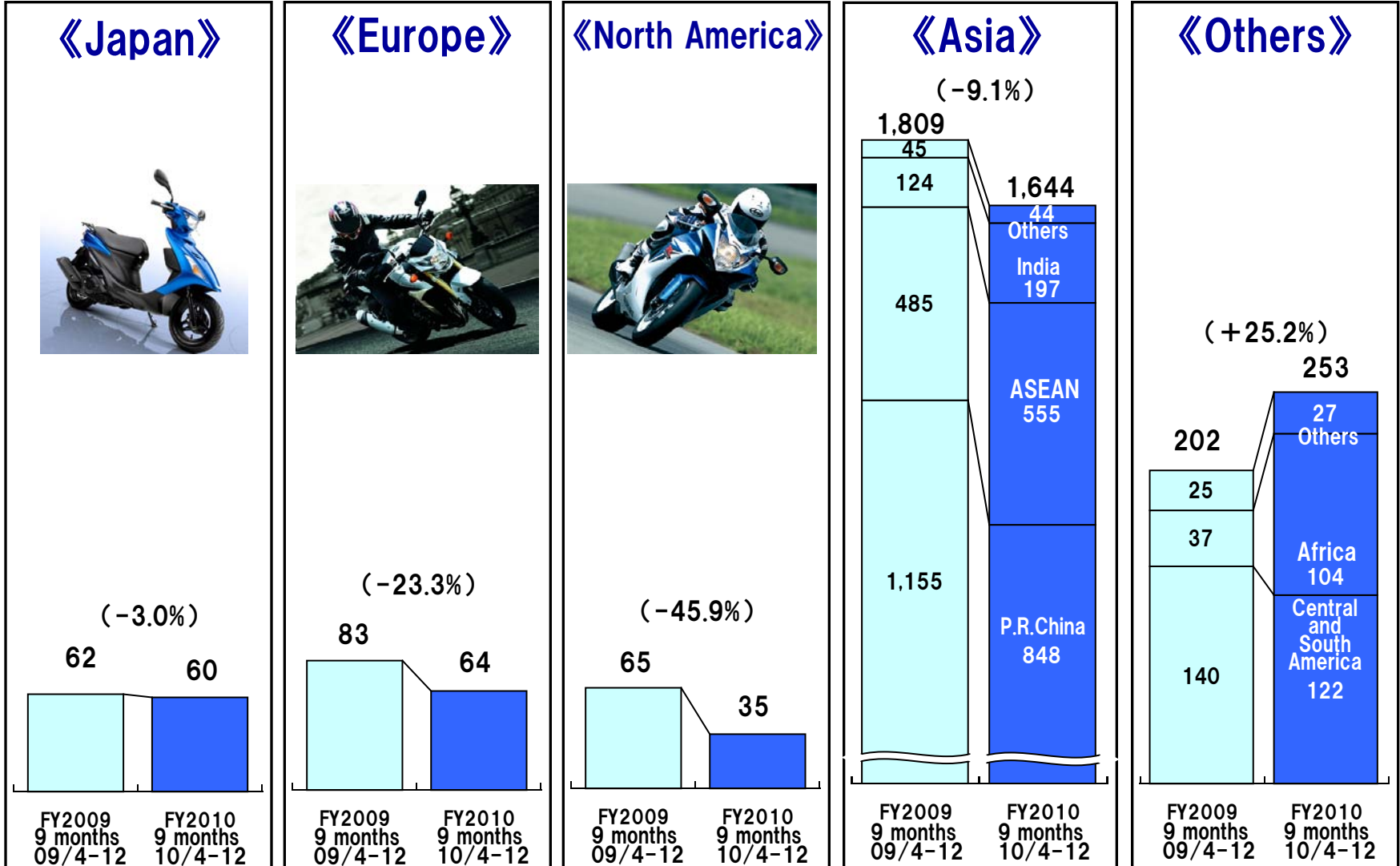


# Major Market Conditions



# Sales Volume of Motorcycle by Geographical Areas

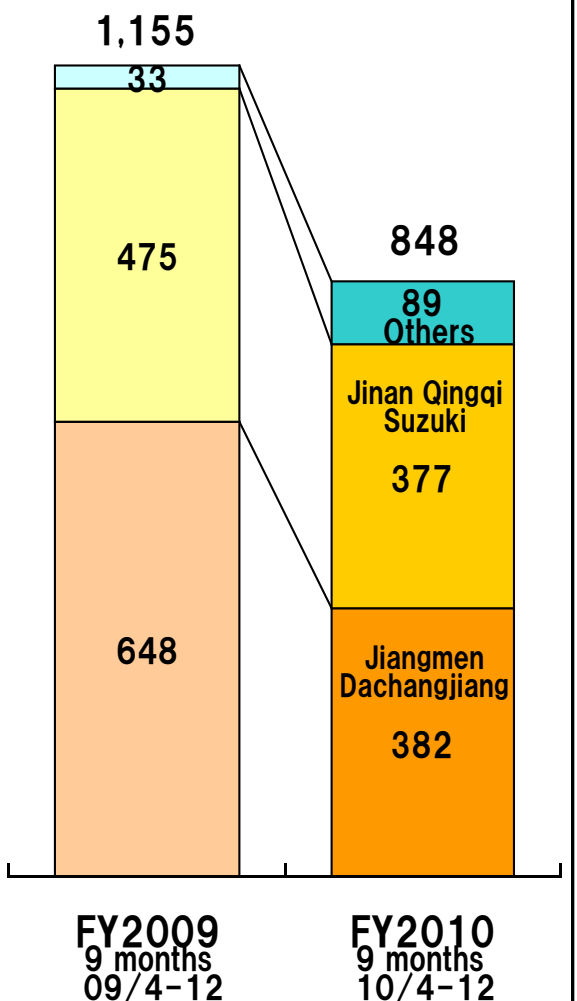
(Unit: thousands )



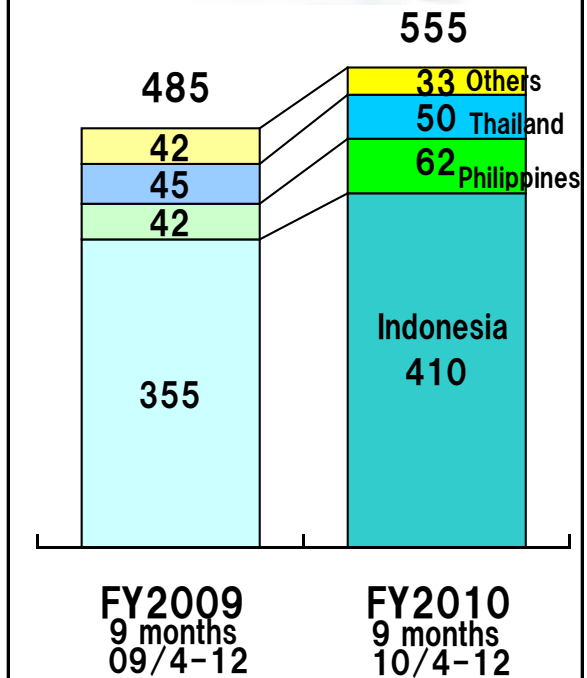
\*ASEAN; Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

(Unit: thousands )

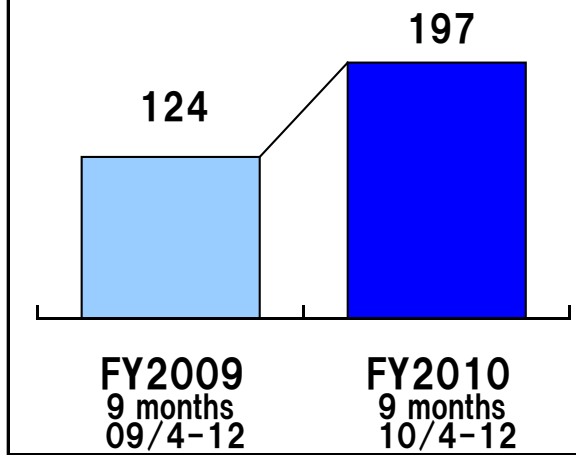
## 《People's Republic of China》



## 《ASEAN》



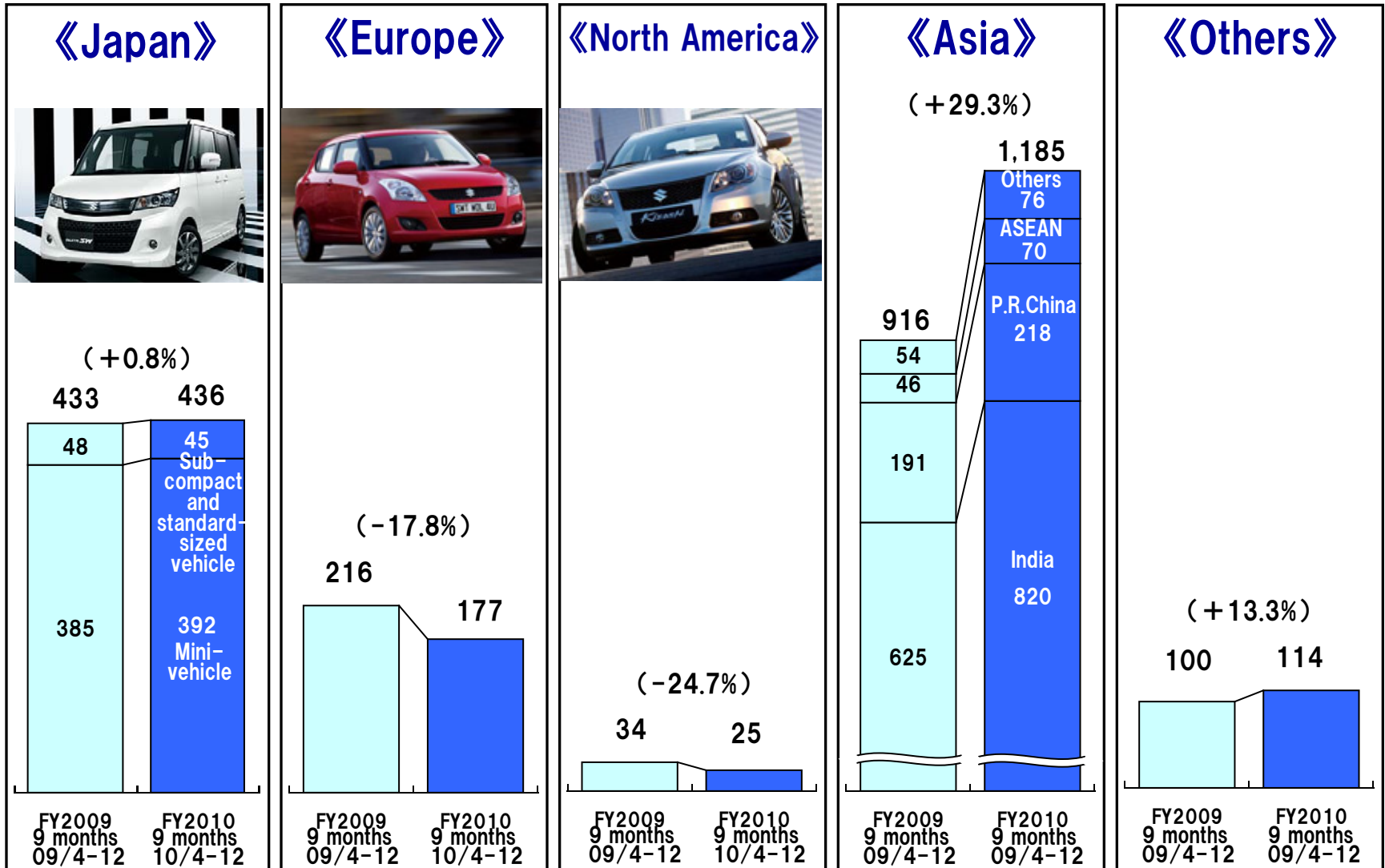
## 《India》



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

# Sales Volume of Automobile by Geographical Areas

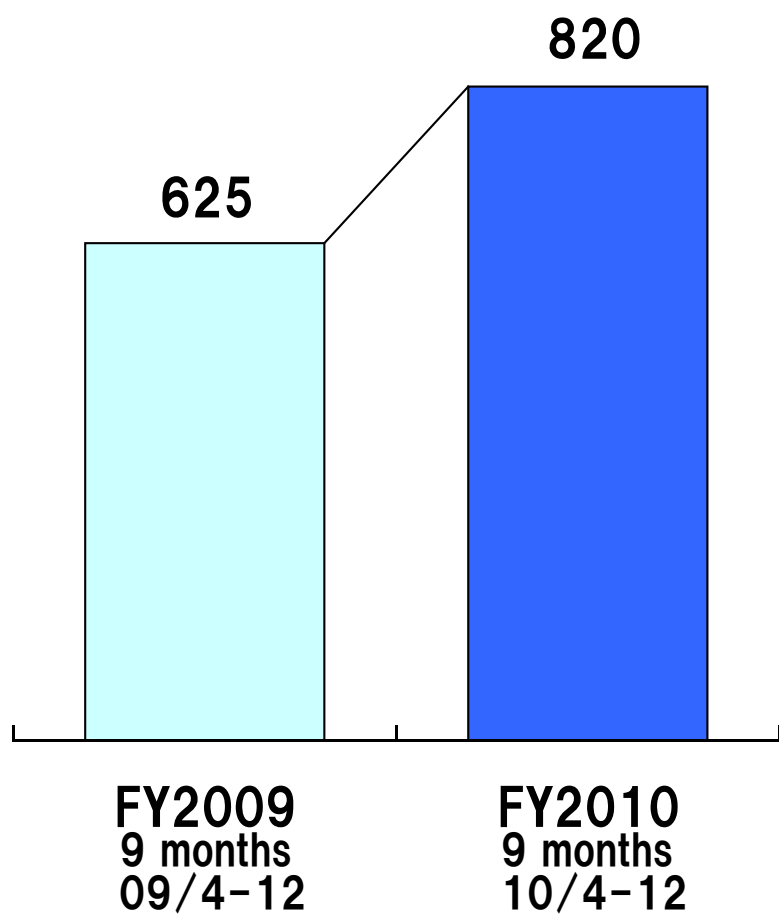
(Unit: thousands )



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

## Domestic sales

(Unit: thousands )



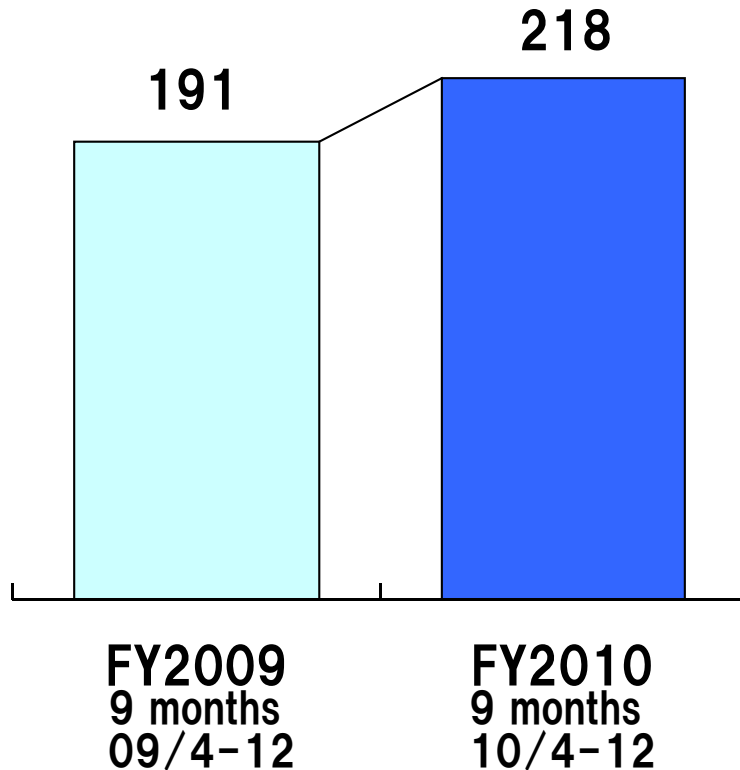
- Launch of the new WAGON R and ALTO K10
- Sales of existing models do well
- Domestic sales 820 ( +31.2% y-o-y)



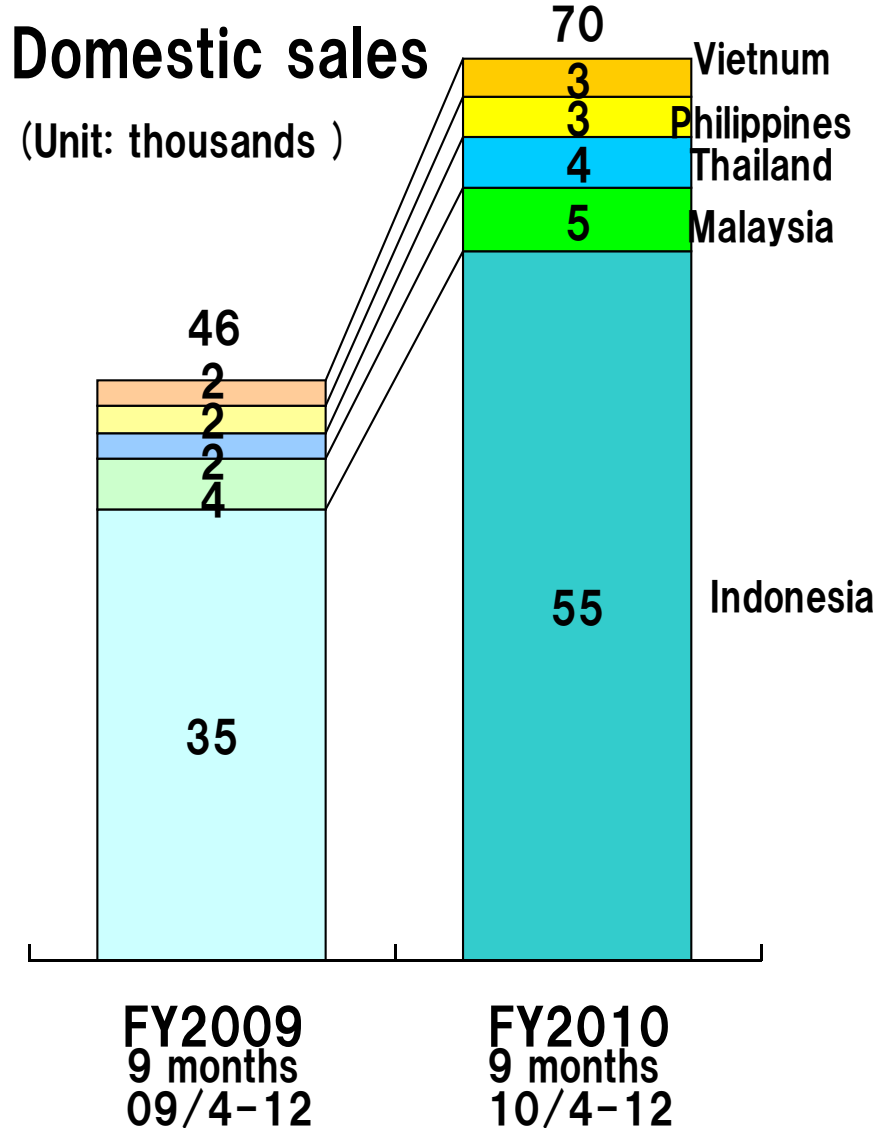
## Domestic sales

(Unit: thousands )

- Chongqing Changan Suzuki                      150 ( +25.1% y-o-y)
- Jiangxi Changhe Suzuki                            63 ( -6.7% y-o-y)
- Suzuki Motor (China) Investment            4 ( +35.3% y-o-y)



# Sales Volume of Automobile by Geographical Areas (ASEAN)



- Indonesia 55 ( +56.8% y-o-y )
- Malaysia 5 ( +29.5% y-o-y )
- Thailand 4 ( +129.5% y-o-y )





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**SUZUKI MOTOR CORPORATION**

## Caution with respect to Forward-Looking Statements

The forward-looking statements mentioned in this document are calculated based on currently available information and assumptions and contain risks and uncertainty.

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 rate.

(mainly Yen /US dollar rate, Yen/Euro rate).

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