

Consolidated Financial Summary for the First Three Months Ended June 30, 2013

[Japanese GAAP]

August 1, 2013

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 : August 8, 2013
 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 three months (April 1 – June 30, 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 three months	675,800	4.8	44,092	23.7	47,184	17.3	27,032	10.5
FY 2012 first three months	644,765	6.2	35,648	39.4	40,240	39.9	24,470	30.6

[Note] Comprehensive Income
 FY2013 first three months 55,100 Million Yen(—%)
 FY2012 first three months (18,835) Million Yen(—%)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2013 first three months	48.19	48.18
FY 2012 first three months	43.62	40.08

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2013 first quarter	2,543,568	1,348,041	47.2
FY 2012	2,487,635	1,298,553	46.1

[Reference] Shareholders' equity:
 (Net assets excluding minority interests and subscription rights to shares)
 FY2013 first quarter 1,200,820 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	-	-	-	-	-
FY2013 (Forecast)	-	8.00	-	10.00	18.00

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

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

(Percentage indicates change from same period of 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
First Half	1,300,000	6.0	82,500	24.7	90,000	28.6	50,000	19.3	89.13
Full year	2,800,000	8.6	165,000	14.1	180,000	15.7	100,000	24.4	178.26

[Note] Revisions of the latest forecasts for 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 Q1	561,047,304	FY2012	561,047,304
FY2013 Q1	80,487	FY2012	86,005
FY2013 Q1	560,965,577	FY2012 Q1	560,963,975

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period
(First three 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 August 1, 2013.

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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 three months

The management environment of the Group for this first three months was in a worrying situation with slowdown of economy in Asia in addition to economic stagnation in Europe. On the other hand, Japanese domestic economy is steadily recovering against a background of easing of extreme yen appreciation and effect of economic stimulus measures with movement to overcome deflation.

Under these circumstances, the consolidated net sales for this first three months increased by ¥31.0 billion (4.8%) to ¥675.8 billion compared to the corresponding period of the previous fiscal year, owing to increase in Asia and Europe. The Japanese domestic net sales decreased by ¥26.8 billion (10.0%) to ¥240.2 billion year-on-year mainly due to decrease of OEM sales. The overseas net sales increased by ¥57.8 billion (15.3%) to ¥435.6 billion year-on-year.

In terms of the consolidated income, the operating income increased by ¥8.5 billion (23.7%) to ¥44.1 billion year-on-year, the ordinary income increased by ¥7.0 billion (17.3%) to ¥47.2 billion year-on-year, and the net income increased by ¥2.5 billion (10.5%) to ¥27.0 billion year-on-year. The Group was able to increase the operating income such as by increase of income in the automobile business of Japan and Asia.

<The operating results by segmentation>

(Motorcycle)

The net sales increased by ¥11.0 billion (18.5%) to ¥70.5 billion year-on-year mainly owing to increase of sales in Europe and exchange fluctuation. Although export income from Japan improved, there was operating loss of ¥2.7 billion due to having difficulty in making Asian market profitable.

(Automobile)

While each brand in the Japanese domestic market focused on minivehicles, the Group expanded the sales of minivehicles equipped with the SUZUKI GREEN Technology such as the WagonR and the Spacia. The Group also strengthened its products to expand the sales by newly introducing the Spacia Custom and the Alto Lapin Chocolat. As for the overseas, while the sales in Indonesia and Thailand are increasing, the sales in India is at a standstill in the midst of economic slowdown and increase of fuel price. Under these circumstances, the net sales of the automobile business increased by ¥18.9 billion (3.3%) to ¥590.8 billion year-on-year. The operating income increased by ¥7.3 billion (19.3%) to ¥44.8 billion.

(Marine and Power products, etc.)

The net sales increased by ¥1.1 billion (8.8%) to ¥14.5 billion year-on-year, and the operating income increased by ¥0.4 billion (25.0%) to ¥2.0 billion year-on-year.

<The operating results by geographical areas>

(Japan)

The net sales decreased by ¥12.9 billion (3.2%) to ¥391.1 billion year-on-year due to decrease of OEM sales and other causes. The operating income increased by ¥3.3 billion (12.0%) to ¥30.8 billion year-on-year because of improved profitability of export due to exchange fluctuation and other causes.

(Europe)

The net sales increased by ¥4.7 billion (7.1%) to ¥70.9 billion year-on-year due to increased sales of motorcycles and other causes. Operating loss of ¥1.3 billion in the corresponding period of the previous fiscal year became an operating loss of ¥2.6 billion.

(Asia)

The net sales increased by ¥60.4 billion (25.9%) to ¥293.9 billion year-on-year due to increased sales of automobiles in Indonesia and Thailand, exchange fluctuation and other causes. The operating income increased by ¥10.7 billion (116.4%) to ¥19.9 billion year-on-year.

(Other areas)

The net sales decreased by ¥2.6 billion (6.2%) to ¥40.5 billion year-on-year due to winding down of automobile marketing business in the United States and other causes. Operating income of ¥0.2 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 first quarter, total assets were ¥2,543.6 billion (increased by ¥55.9 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,195.5 billion (increased by ¥6.4 billion from the end of previous consolidated fiscal year) and total net assets were ¥1,348.0 billion (increased by ¥49.5 billion from the end of previous consolidated fiscal year).

2) Cash flows

Cash flow provided by operating activities for this first three months amounted to ¥65.9 billion (¥60.1 billion was provided in the same period of the previous fiscal year), and ¥21.4 billion was used for the acquisition of property, plant and equipment, etc. and other purposes in the investing activities (¥19.8 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥44.5 billion of positive (¥40.3 billion of positive in the same period of the previous fiscal year). In financing activities, ¥1.7 billion was used for payment of dividends and other purposes (¥7.8 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 first quarter was ¥708.1 billion, which increased by ¥47.0 billion from the end of the previous consolidated fiscal year.

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

As for forecasts for the consolidated operating results, the Group has revised the forecasts as per below, as a result of reviewing figures such as foreign exchange rate, sales units, and capital expenditures. 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 Consolidated Operating Results – First Half)

Net Sales	¥1,300.0 billion	(up 6.0% year-on-year, unchanged from the previous forecast)
Operating Income	¥82.5 billion	(up 24.7% year-on-year, up ¥12.5 billion from the previous forecast)
Ordinary Income	¥90.0 billion	(up 28.6% year-on-year, up ¥15.0 billion from the previous forecast)
Net Income	¥50.0 billion	(up 19.3% year-on-year, up ¥5.0 billion from the previous forecast)
Foreign Exchange Rates	¥97 /US\$ ¥128/Euro ¥1.71/Indian Rupee ¥0.99/100 Indonesian Rupiah ¥3.21/Thai Baht	

(Forecasts for Consolidated Operating Results – Full Year)

Net Sales	¥2,800.0 billion	(up 8.6% year-on-year, unchanged from the previous forecast)
Operating Income	¥165.0 billion	(up 14.1% year-on-year, up ¥15.0 billion from the previous forecast)
Ordinary Income	¥180.0 billion	(up 15.7 % year-on-year, up ¥15.0 billion from the previous forecast)
Net Income	¥100.0 billion	(up 24.4% year-on-year, up ¥10.0 billion from the previous forecast)
Foreign Exchange Rates	¥96/US\$ ¥126/Euro ¥1.65/Indian Rupee ¥0.97/100 Indonesian Rupiah ¥3.10/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 March 31, 2013)	FY2013 first quarter (As of June 30, 2013)
Assets		
Current assets		
Cash and deposits	279,009	240,369
Notes and accounts receivables-trade	253,237	247,403
Short-term investment securities	559,609	621,563
Merchandise and finished goods	183,195	181,731
Work in process	30,334	29,226
Raw materials and supplies	47,850	50,866
Other	212,869	203,960
Allowance for doubtful accounts	(5,887)	(6,139)
Total current assets	1,560,218	1,568,981
Noncurrent assets		
Property, plant and equipment	608,460	623,217
Intangible assets	10,618	8,762
Investments and other assets		
Investment securities	216,332	245,214
Other	92,748	98,136
Allowance for doubtful accounts	(743)	(743)
Total investments and other assets	308,337	342,607
Total noncurrent assets	927,416	974,587
Total assets	2,487,635	2,543,568
Liabilities		
Current liabilities		
Accounts payable-trade	350,472	352,677
Short-term loans payable	207,090	211,573
Income taxes payable	21,420	17,524
Provision for product warranties	57,656	57,732
Provision for loss on liquidation of subsidiaries and affiliates	5,521	5,245
Other	242,455	236,732
Total current liabilities	884,616	881,485
Noncurrent liabilities		
Long-term loans payable	220,392	219,678
Provision for retirement benefits	37,903	38,010
Provision for disaster	17,214	17,105
Other provision	7,226	7,596
Other	21,728	31,650
Total noncurrent liabilities	304,464	314,042
Total liabilities	1,189,081	1,195,527

(Amount: Millions of yen)

	FY2012 (As of March 31, 2013)	FY2013 first quarter (As of June 30, 2013)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,364	144,364
Retained earnings	912,304	933,722
Treasury stock	(86)	(75)
Total shareholders' equity	<u>1,194,597</u>	<u>1,216,026</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	58,888	77,361
Deferred gains or losses on hedges	1,687	4,453
Foreign currency translation adjustment	(108,218)	(97,020)
Total accumulated other comprehensive income	<u>(47,642)</u>	<u>(15,205)</u>
Subscription rights to shares	84	102
Minority interests	151,513	147,117
Total net assets	<u>1,298,553</u>	<u>1,348,041</u>
Total liabilities and net assets	<u>2,487,635</u>	<u>2,543,568</u>

**(2) Quarterly Consolidated Statements of Income and
Quarterly Consolidated Statements of Comprehensive Income
(First Three months ended June 30)
【Quarterly Consolidated Statements of Income】**

(Amount: Millions of yen)

	FY2012 first three months (April 1 – June 30, 2012)	FY2013 first three months (April 1 – June 30, 2013)
Net sales	644,765	675,800
Cost of sales	487,545	495,859
Gross profit	157,219	179,940
Selling, general and administrative expenses	121,571	135,847
Operating income	35,648	44,092
Non-operating income		
Interest income	2,887	3,162
Dividends income	2,204	2,895
Equity in earnings of affiliates	442	94
Other	3,703	3,942
Total non-operating income	9,237	10,094
Non-operating expenses		
Interest expenses	1,373	1,547
Loss on valuation of securities	41	26
Foreign exchange loss	2,392	4,449
Other	837	978
Total non-operating expenses	4,645	7,002
Ordinary income	40,240	47,184
Extraordinary income		
Gain on sales of noncurrent assets	240	427
Gain on sales of investment securities	-	9
Total extraordinary income	240	436
Extraordinary loss		
Loss on sales of noncurrent assets	180	203
Total extraordinary loss	180	203
Income before income taxes	40,300	47,417
Income taxes	14,436	15,725
Income before minority interests	25,864	31,692
Minority interests in income	1,393	4,659
Net income	24,470	27,032

【Quarterly Consolidated Statements of Comprehensive Income】

(Amount: Millions of yen)

	FY2012 first three months (April 1 – June 30, 2012)	FY2013 first three months (April 1 – June 30, 2013)
Income before minority interests	25,864	31,692
Other comprehensive income		
Valuation difference on available-for-sale securities	(9,297)	18,733
Deferred gains or losses on hedges	2,531	2,844
Foreign currency translation adjustment	(39,352)	(1,097)
Share of other comprehensive income of associates accounted for using equity method	1,419	2,927
Total other comprehensive income	(44,699)	23,408
Comprehensive income	(18,835)	55,100
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	(4,069)	59,469
Comprehensive income attributable to minority interests	(14,766)	(4,369)

(3) Quarterly Consolidated Statements of Cash Flows

(Amount: Millions of yen)

	FY2012 first three months (April 1 – June 30, 2012)	FY2013 first three months (April 1 – June 30, 2013)
Net cash provided by (used in) operating activities		
Income before income taxes	40,300	47,417
Depreciation and amortization	23,596	23,824
Interest and dividends income	(5,091)	(6,057)
Interest expenses	1,373	1,547
Equity in (earnings) losses of affiliates	(442)	(94)
Decrease (increase) in notes and accounts receivable-trade	20,933	12,575
Decrease (increase) in inventories	(6,735)	5,248
Increase (decrease) in notes and accounts payable-trade	4,907	(4,564)
Increase (decrease) in accrued expenses	172	(5,661)
Other, net	(10,618)	4,525
Subtotal	68,396	78,762
Interest and dividends income received	4,634	6,751
Interest expenses paid	(1,246)	(1,413)
Income taxes paid	(11,674)	(18,152)
Net cash provided by (used in) operating activities	60,110	65,947
Net cash provided by (used in) investing activities		
Payments into time deposits	(7)	(1,455)
Proceeds from withdrawal of time deposits	6,006	8,924
Purchase of short-term investment securities	(1,909)	(30,014)
Proceeds from sales of short-term investment securities	1,548	38,976
Purchases of property, plant and equipment	(25,193)	(38,846)
Proceeds from sales of property, plant and equipment	870	1,157
Purchases of investment securities	(1,000)	(0)
Other, net	(153)	(128)
Net cash provided by (used in) investing activities	(19,838)	(21,385)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	2,774	3,478
Proceeds from long-term loans payable	9,500	9,500
Repayment of long-term loans payable	(15,505)	(9,010)
Cash dividends paid	(4,489)	(5,612)
Cash dividends paid to minority shareholders	(38)	(54)
Other, net	(1)	(2)
Net cash provided by (used in) financing activities	(7,760)	(1,701)
Effect of exchange rate changes on cash and cash equivalents	(3,334)	4,098
Net increase (decrease) in cash and cash equivalents	29,175	46,959
Cash and cash equivalents at beginning of period	710,530	661,102
Cash and cash equivalents at end of period	739,706	708,061

(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 three months (April 1 – June 30, 2012)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	59,517	571,896	13,352	644,765
Segment profit (loss) *1	(3,440)	37,526	1,562	35,648

FY2013 first three months (April 1 – June 30, 2013)

(Amount: Millions of yen)

	Reportable Segments			
	Motorcycle	Automobile	Marine & Power products, etc.	Total
Net Sales	70,507	590,766	14,525	675,800
Segment profit (loss) *1	(2,634)	44,774	1,952	44,092

[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;

American Suzuki Motor Corporation, a subsidiary of Suzuki Motor Corporation which distributed automobiles, motorcycles, ATVs, marine products and related parts/accessories in the United States (excluding Hawaii), wound down automobile marketing business during three months ended December 31, 2012. As a result, the Group reviewed classification of geographical areas and changed it from previous five areas, namely "Japan", "Europe", "North America", "Asia" and "Other areas" to four areas, namely "Japan", "Europe", "Asia" and "Other areas".

Operating results by geographical areas in FY 2012 first three months were prepared by using new classification.

[Note] American Suzuki Motor Corporation was liquidated in March 2013.

[Operating Results by Geographical Areas]

FY2012 first three months (April 1 – June 30, 2012)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	307,755	65,660	228,351	42,997	644,765	—	644,765
2) Internal net sales or transfer among geographical areas	96,287	537	5,139	116	102,081	(102,081)	—
Total	404,043	66,198	233,491	43,113	746,847	(102,081)	644,765
Operating income (loss)	27,504	(1,341)	9,199	234	35,596	51	35,648

FY2013 first three months (April 1 – June 30, 2013)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	282,573	70,576	282,399	40,250	675,800	—	675,800
2) Internal net sales or transfer among geographical areas	108,568	339	11,482	207	120,597	(120,597)	—
Total	391,141	70,915	293,881	40,458	796,397	(120,597)	675,800
Operating income (loss)	30,802	(2,558)	19,904	(519)	47,630	(3,537)	44,092

[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 three months (April 1 – June 30, 2012)		FY2013 first three months (April 1 – June 30, 2013)		Change	
		Unit	Amount	Unit	Amount	Unit	Amount
Motorcycle	Japan	17	5,623	17	5,844	(0)	221
	Overseas	324	53,894	320	64,663	(3)	10,769
	Europe	12	8,709	15	12,629	3	3,920
	North America	12	8,675	13	13,059	1	4,383
	Asia	270	24,953	266	29,703	(4)	4,750
	Other areas	28	11,555	24	9,270	(3)	(2,285)
	Total	341	59,517	337	70,507	(4)	10,990
Automobile	Japan	214	256,910	181	229,962	(33)	(26,947)
	Overseas	448	314,986	411	360,803	(37)	45,817
	Europe	53	59,218	44	63,317	(9)	4,099
	North America	6	13,167	0	2,813	(6)	(10,353)
	Asia	359	210,935	336	259,163	(23)	48,227
	Other areas	28	31,664	29	35,509	1	3,844
	Total	663	571,896	592	590,766	(70)	18,870
Marine & Power products, etc.	Japan	-	4,475	-	4,429	-	(45)
	Overseas	-	8,876	-	10,095	-	1,218
	Europe	-	2,673	-	2,998	-	325
	North America	-	4,363	-	5,040	-	676
	Asia	-	555	-	724	-	169
	Other areas	-	1,284	-	1,332	-	47
	Total	-	13,352	-	14,525	-	1,172
Total	Japan		267,008		240,237		(26,771)
	Overseas		377,757		435,562		57,805
	Europe		70,601		78,946		8,344
	North America		26,206		20,912		(5,293)
	Asia		236,444		289,591		53,147
	Other areas		44,505		46,112		1,606
	Total		644,765		675,800		31,034

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