

### Providing 'value-packed products'

Creativity— a human gift to develop products that promote better living conditions and satisfy people's need.

Since the founding of Suzuki Motor Corporation, we have always pursued providing 'value-packed products' as one of our manufacturing philosophies.

Realizing that the value differs according to the times, country and lifestyle, we are fully determined to challenge for the creativity to make such products for customers around the world with our advanced technologies and enthusiasm.



### A message from the president

At SUZUKI it is our belief that 'value-packed products' come from our effort to carry out the product development from customer's point of view. This policy has been in effect since the company's inception and has helped SUZUKI to meet customer's needs. As a result, our products have become well received throughout the world. And we will continue on the same course. Tomorrow will approach with demand for more valuable products that promote better lifestyles.

SUZUKI is fully committed to creating products that meet this demand by utilizing our dynamic, long-nurtured technological advantages coupled with our fresh and active human resources. That, in turn, keeps our 'value-packed products' popular in the marketplace.

OSAMU SUZUKI, President & C E O Suzuki Motor Corporation

# Global recognition of the strademark with acceptance and reputation.



Starting business in 1909 as Suzuki Loom Works, the firm was incorporated in 1920. Since foundation Hamamatsu, Japan, SUZUKI has steadily grown and expanded. During the post-W.W.II period, our motorized bike 'Power Free' which earned a good reputation was followed by our 125cc motorcycle 'Colleda', and later by the pioneering 'Suzulight'\* lightweight car that helped bring Japan's automotive revolution. Each of these was epoch-making in their own right as they were developed and manufactured by optimizing the most advanced technologies of that period. Today, constantly going forward to meet changing lifestyles, the SUZUKI name is seen on a full range of motorcycles, automobiles, outboard motors and related products such as generators and motorized wheelchairs, and even prefabricated storage sheds and houses. The \$\ \text{trademark} is recognized by people throughout the world as a brand of quality products that offer both reliability and originality. SUZUKI stands behind this global symbol with a sure determination to maintain this confidence in the future as well, never stopping in creating such advanced 'value-packed products'.

\*This and following model names are for products marketed in Japan.

OCompany name:

SUZUKI MOTOR CORPORATION

©Established: March, 1920

OPaid-up Capital: 64,155 million yen

(1st of April, 1997)

OPresident & CEO: Osamu Suzuki

Employees: 14.650(1st of April, 1997)

ONet sales: 1,182,121 million yen

(Year ended 31st March, 1997)

OMain product Line:

Automobiles, motorcycles, outboard motors, generators, general-purpose engines, motorized wheelchairs, electro-scooters and

prefabricated houses

OHead office/Plants/Branch offices: Head office & Takatsuka Plant:

Hamamatsu, Shizuoka,

Kosai Plant: Kosai, Shizuoka, Iwata Plant: Iwata, Shizuoka. Toyokawa Plant: Toyokawa, Aichi.

Osuka Plant: Ogasa, Shizuoka. Sagara Plant: Haibara, Shizuoka. Tokyo Branch Office: Minato, Tokyo.

Yokohama R&D Center:

Yokohama, Kanagawa. Miyakoda R&D Center:

Hamamatsu, Shizuoka.

OPrincipal Subsidiaries and Affiliates:

**Overseas** 

CAMI Automotive Inc.(Canada)

Magyar Suzuki Corp.(Hungary) Maruti Udyog Ltd.(India)

Pak Suzuki Motor Co., Ltd.(Pakistan)

P.T. Indomobil Suzuki International(Indonesia)

Thai Suzuki Motor Co., Ltd.(Thailand)

American Suzuki Motor Corp.(U.S.A.)

Suzuki Motor GMBH Deutschland (Germany)

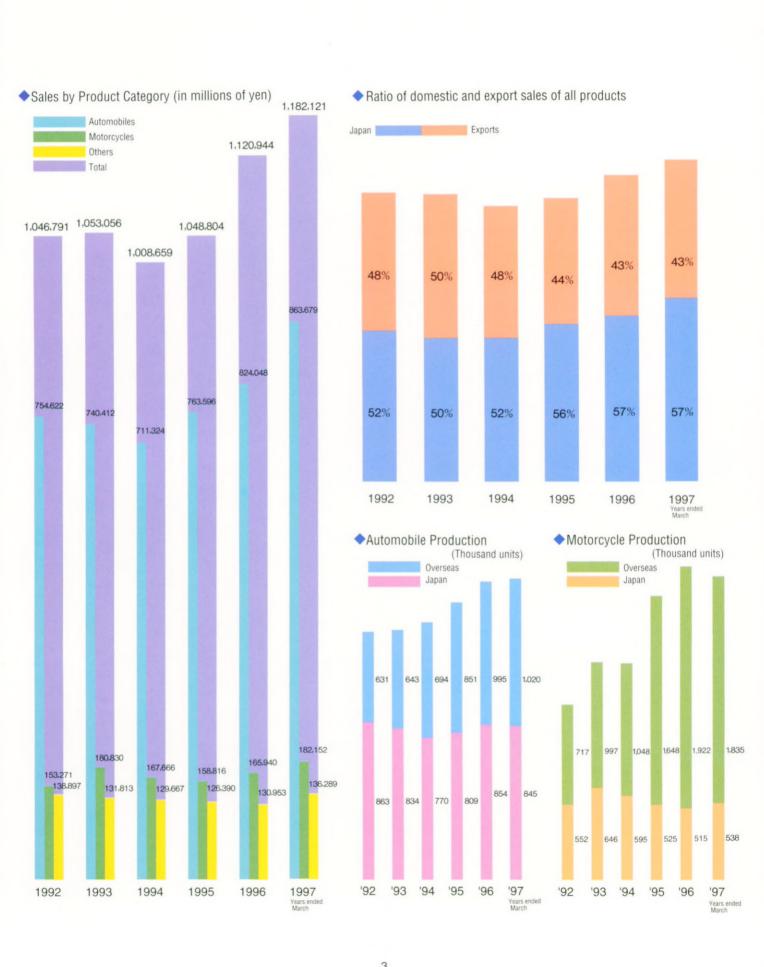
Domestic

Suzuki Hamamatsu Auto Parts Mfg. Co., Ltd.

Suzuki Precision Industries Co., Ltd.

Suzuki Transportation and Packing Co., Ltd.

Suzuki Real Estate Co., Ltd.



# 'value-packed products'— manufacturing at the advanced facilities with a maximum utilization of the production systems.

An integral part of the SUZUKI concept to deliver 'value-packed products' lies in ensuring that we employ the most modern factory equipment and technologies together with factory workers and engineers. In addition, various activities are aimed at continually enhancing productivitiy, strict quality control, and communication in QC circles. Today this concept has been extended to the global network of production bases.

## ● HEAD OFFICE & TAKATSUKA PLANT●

Product line:
Motorcycle engines
Land space: 209,000m²
Floor space: 120,000m²
No. of employees: 8,260
Address: 300 Takatsuka,
Hamamatsu, Shizuoka.











#### ●KOSAI PLANT●

Product line: Passenger cars, automobile KD components Land space: 1,087,000m<sup>2</sup> Floor space: 337,000m<sup>2</sup> No.of employees: 2,760 Address: 4520 Shirasuka, Kosai, Shizuoka.

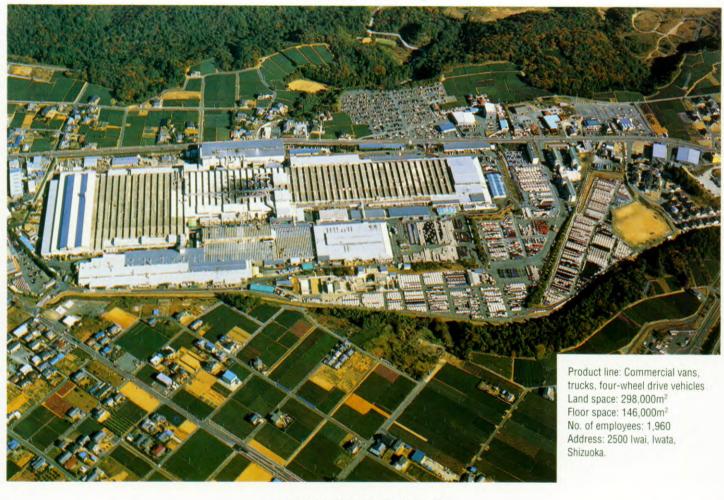
### HEAD OFFICE & TAKATSUKA PLANT



### KOSAI PLANT



#### IWATA PLANT



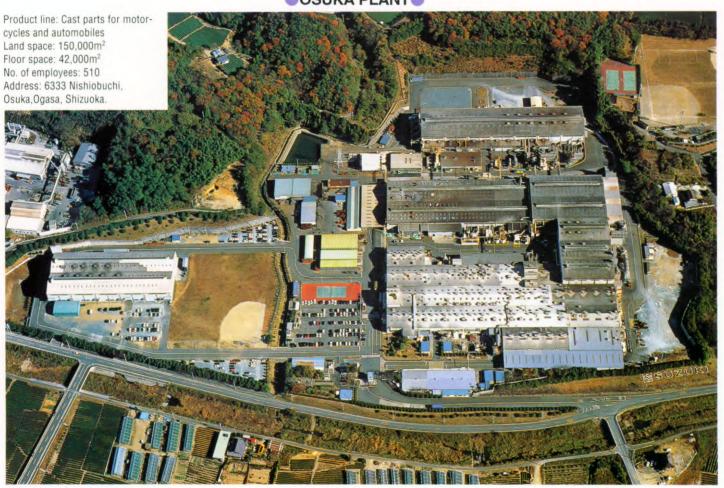
### TOYOKAWA PLANT



#### SAGARA PLANT



### OSUKA PLANT



### **TEST COURSES & SUBSIDIARY COMPANIES**



# Creating a new value to the next generation—challenge for the evolution of product and lifestyles.



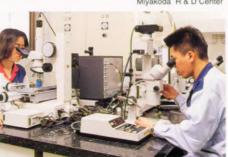




Miyakoda R & D Cente



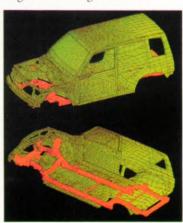
Collision tes



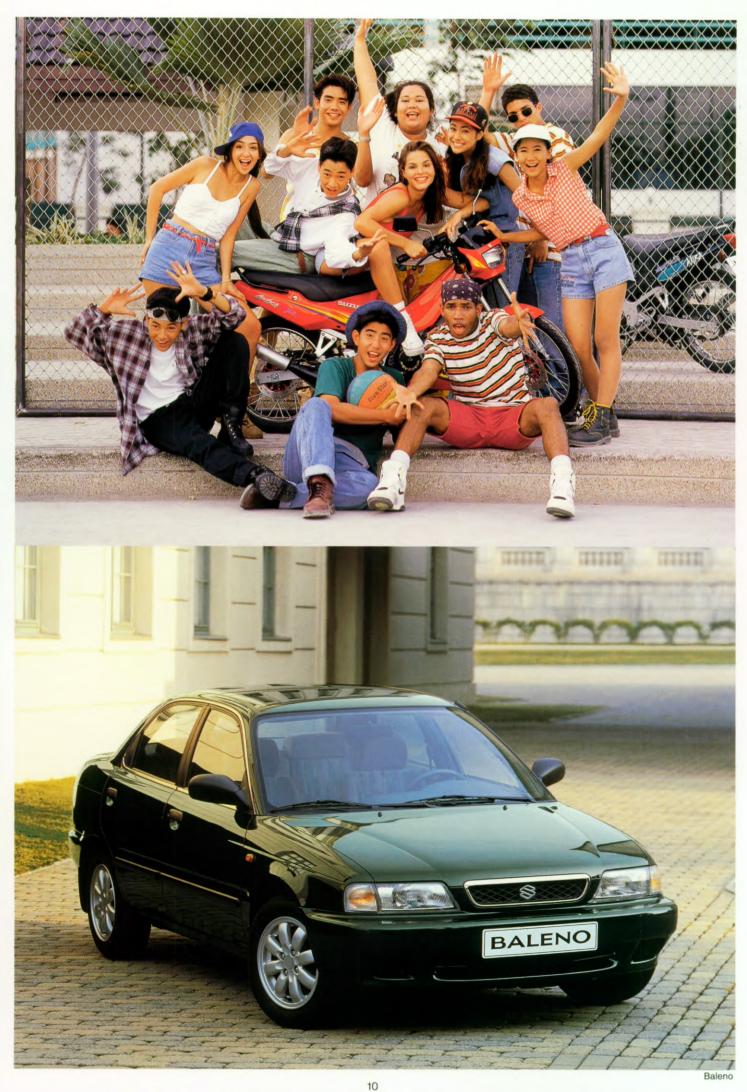


SUZUKI develops 'value-packed products' for the new generation and changeable lifestyles, constantly creating new technologies and applying them to the products with affluent imagination.

Applying this philosophy and approach to our R&D, the SUZUKI teams' studies cover a wide range of the latest advances in such fields as computer, electronics, and materials applications. Investigations include computerized analysis and virtual reality simulation, energy and environmental conservation technologies, electronic communication/control advances, and even medical and rehabilitative related equipment. All this R&D energy is devoted to the output of products that meet the challenge of the next generation.



FEM analysis



# Willing to make and use SUZUKI products worldwide. Confidence with a good smile on everyone's face.

As SUZUKI's philosophy to pursue 'valuepacked products' has received the acclaim of people throughout the world, the network of some 59 overseas production facilities in 27 countries is an integral part of the SUZUKI family, actively contributes to local industrial employment and economic expansion. All work together as partners.







The Swift, manufactured at Magyar Suzuki Corp.(Hungary)



Thai Suzuki Motor Co., Ltd. (Thailand)



Celebrating the start of Maruti production.(India)

# Global SUZUKI, the quality brand name recognized aroun

SUZUKI products are now popular in 186 countries worldwide, with local assembly plants. And as these subsidiaries grow, local economies as well as the local communities also flourish.



MAGYAR SUZUKI CORPORATION (Hungary)



### the world.











Wagon R+



Vitara/Sidekick



# Our joy is creating cars that are indispensable in people's life.

Before we even begin to design SUZUKI cars, we sit down and conduct product discussion over customer's expectations. We do not start the engineering stage until we actually feel within us what the customer needs. Our engineers take pride in automobile designs that do not just cater to catalogue images of quality and performance. And that is how we win the hearts of customers.



New Product Evaluation



Wagon R \*



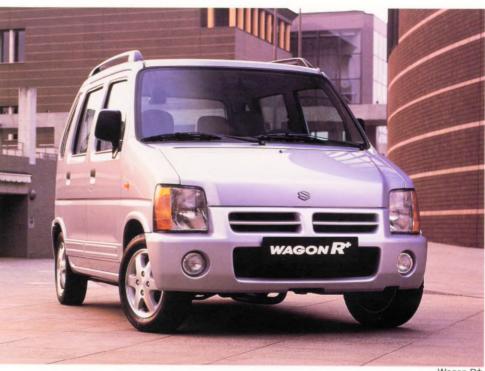
Every \*



\* Domestic Models



Engine tes



Wagon R+

# Each employee is dedicated to outstanding quality production.





Engine assembly



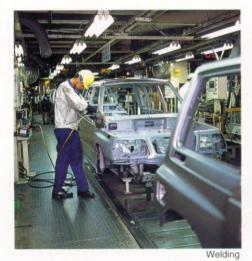




Only perfectionists work at SUZUKI. And only perfectionist techniques are used in the manufacture of each product. From the forming of steel body parts to the final assembly, the full production process is under accurate computer control. Robots do the welding, painting and other critical operations with unwavering precision. And the spirit of the human workers in the factory is equalled by their drive for perfect products.



Welding



















Baleno Wagon



# Common to all motorcycle enjoyment is the union between the rider and his machine.



New product Evaluation



Every person enjoys motorcycles in a different way — highway touring, rough-road trailing, circuit racing and much more are all part of the motorcycle scene. Yet no matter what the activity, the motorcycle must complete a bond between man and machine. SUZUKI does that by carefully designing bikes to meet the criteria of various types of riders. With more safety, comfort and performance, everyone from the weekend novice to the circuit-ready expert can find satisfaction on a SUZUKI.



Sound test



Quad Runner 500 4X4

TL1000R



Durability test against water

<sup>\*</sup>Action photos of professional riders are for illustrative purposes only, and should not be tried anytime.

# Our personnel take pride in their work.







From SUZUKI's road-burning speedsteres to its commuter scooters, each of the varied products in the SUZUKI motorcycle line gets the care of personnel who allow only their best work to leave the factory. And that quality is the common bond shared by every SUZUKI on two wheels.



Surface Measuring







Dispatch









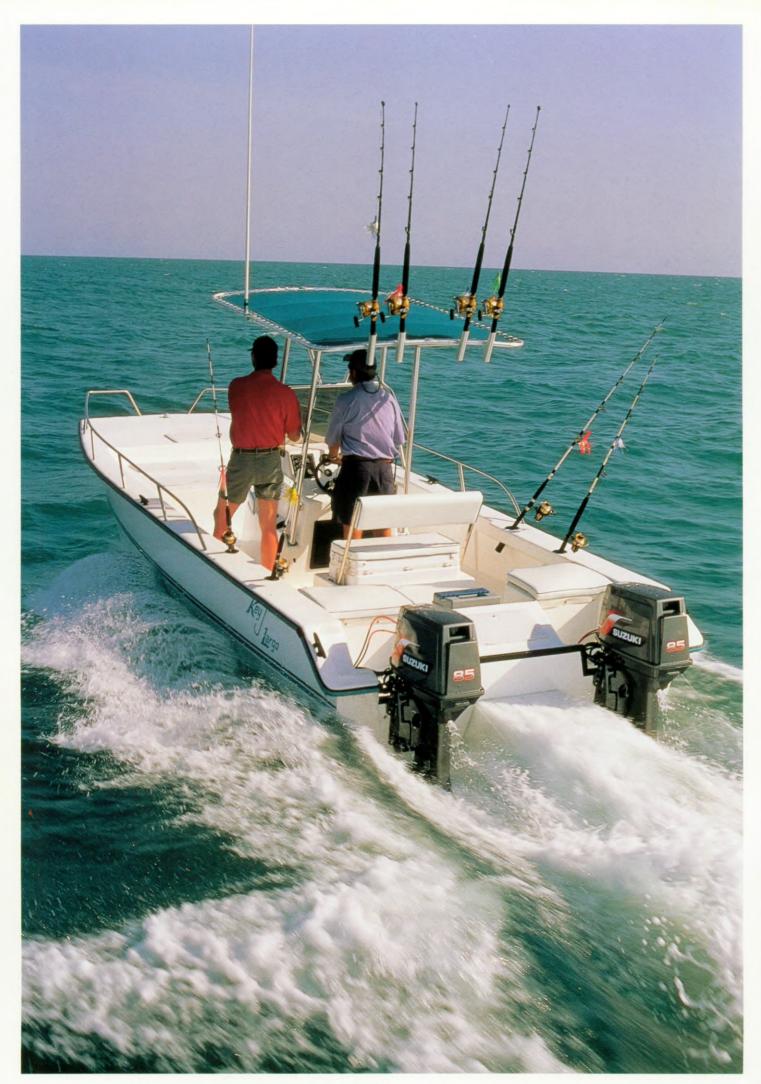
TS125ER TR50S AY50WR







GSX-R750(racing machine)



# **SUZUKI** marine products for pleasure and commercial environment.

Since 1965 SUZUKI has been marketing various marine engines ranging in power from 2.2hp to 225hp. In 1995, SUZUKI added 4-stroke outboard motors to its product line. In 1993, SUZUKI introduced its first boat package the "GF21" for the domestic market. SUZUKI now offers a series of boat packages and they are very popular, thanks to a reasonable pricing policy.













Suzuki Marina

# From generators to pumps, SUZUKI is working for mankind.

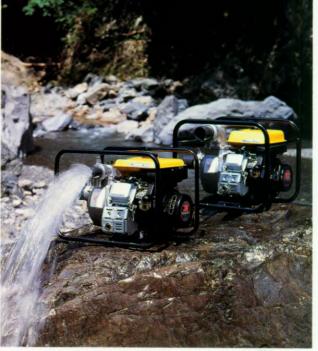
SUZUKI applies its motorcycle and automobile expertise in creating products that make life easier all around. Generators, pumps and general-purpose engines are just a few examples of what we are doing to enhance everyday life.



Suzuki Industrial Washer







Generato

# SUZUKI presents a practical and comfortable lifestyle with a high quality house.

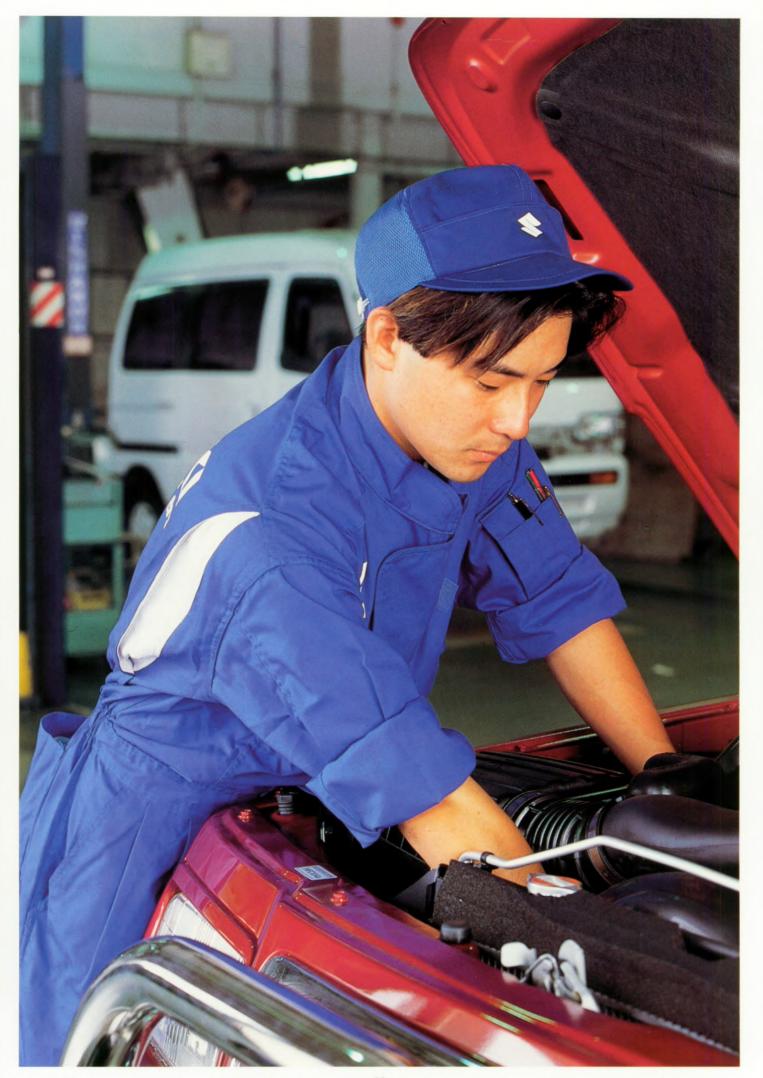


SUZUKI has even expanded into the prefabricated structure field, offering a number of practical, affordable housing.







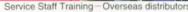


# **SUZUKI** covers sales and after-sales network all region of Japan, and 186 countries, worldwide.

SUZUKI is tasked to do its best to care for customer. And each employee has access to a wide range of educational programs that stress betterment of self and expansion of vocational abilities. SUZUKI educational facilities in Japan are even filled very often with visitors from other countries developing their personal skills.



















# Global communication—SUZUKI is promoting global company activities to respect human society.

### Honorary Hungarian consul

In September, 1991, Government of Republic of Hungary appointed Osamu Suzuki, president of SUZUKI MOTOR CORPORATION as its first honorary consul in Japan. This is recognized SUZUKI's investment to Hungary contributing local economic development through automobile production in Hungary. Besides further economic and cultural exchange, SUZUKI supports athletics exchange between Hungary and Japan, as well as promoting import of Hungarian wines.



Retail outlet for Hungarian imported goods



Honorary Hungarian consulate

#### **SUZUKI Foundation**

SUZUKI Foundation was founded in 1980, as one of the commemorations of company's 60th anniversary. Foundation offers subsides to higher academic institutions and research organizations for studies in various fields, as well as sponsoring major international academic symposia.

#### Outline

Name of foundation: SUZUKI foundation

Location : Minato, Tokyo. Chairman : Osamu Suzuki Asset : 2,750 million yen Number of subsidies : 476

Account of subsidies: 636 million yen

### **Environmental Responsibility**

Corporate dedication tackles environmental engineering for both products and manufacturing facilities. To save energy, SUZUKI challenges reducing emission, fuel consumption, noise etc. At manufacturing plants SUZUKI makes use of the systems in natural resource recycling, regeneration of resin parts and advanced utilization of wastes (where possible). Co-generation system (Auxiliary electric power) in plants are effective to utilize energy.



Co-generation system



Sludge recycling facility

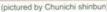
Weste-water treatment facility



Incinerator



zuki Athletes Club





Aerobic World championship 'Suzuki World Cup



Motorcycle safe riding semina



Suzuki JAJA-UMA Clu



Domestic ski competition

### Serving people and society

Focusing on the view that motoring in today's society must be safe and pleasant, SUZUKI has strongly promoted safe-driving education. In Japan, the company conducts motorcycle rider license instruction which emphasizes proper riding skills and techniques. To better get to know and establish a more pleasant relationship between our customers and SUZUKI, various related services and programs are being instituted.

In 1988, SUZUKI began holding and supporting 'aerobics' competitions and festivals to promote a healthy life, 'SUZUKI Japan CUP', the 'SUZUKI World CUP', aerobics world championship series was initiated in honor of the company's 70th anniversary, holding aerobics festivals, (local, lighthearted regional events), such activities are well perceived by various fields. Besides, a domestic ski competition and an athletics championship are sponsored by SUZUKI. In-company athletic teams compete both in Japan at inter-company tournaments and abroad, plus participate in international athletics exchange programs such as with Hungary and China.



# Progressed with customers worldwide.

#### Motorcycles









- 1909<sub>10</sub> Suzuki Loom Works founded in Hamamatsu, Shizuoka Pref., by Michio Suzuki.
- \*20 3 Reorganized, incorporated, and capitalized at 500,000 yen as Suzuki Loom Works K.K. with Michio Suzuki as president.
- '52 6 'Power Free' motorized bicycle marketed.
- '54 6 Company name changed to Suzuki Motor Co., Ltd.
- '55 3 'Colleda' motorcycle marketed.
  - 10 Lightweight 'Suzulight' car (360cc, 2-cycle) marketed helping to usher in Japan's light-weight car age.
- '61 4 Suzuki Loom Works K.K established by separating the loom machine division form the motor works.
- 10 Lightweight truck 'Suzulight Carry' marketed.
- '62 6 SUZUKI won the 50cc class championship at the Isle of Man (U.K.) TT race.
- '6311 U.S. Suzuki Motor Corp., a direct sales subsidiary, opened in Los Angeles.
- '65 5 'D55' (5.5hp, 2-cycle) outboard motor marketed and makes early inroads.
- 8 Subcompact 'Suzuki Fronte 800' auto marketed.
- '67 3 Thai Suzuki Motor Co., Ltd. established as a local assembly plant.
  - 4 Lightweight 'Suzuki Fronte' passenger car marketed.
- '68 3 Lightweight 'Carry Van' full-cab van marketed.
- '70 3 Lightweight'Jimny' 4×4 (LF series) marketed.
- '71 9 'GT750' motorcycle marketed.
- '73 6 Suzuki Canada Ltd., a direct sales subsidiary, opened in Ontario, Canada.

- '74 6 P.T. Suzuki Indonesia Manufacturing, a joint venture for part manufacturing, established in Jakarta, Indonesia.
  - 6 Entry into medical equipment field by marketing the 'Suzuki Motor Chair Z600' motorized wheelchair.
  - 8 Expansion into the housing field initiated with Suzuki Home marketing two models of prefab 'Mini-House', and three types of storage sheds.
- '75 9 Antonio Suzuki Corp., a joint venture for knockdown production and sales, established in Manila, the Philippines.
- '7611® 'GS series' motorcycles marketed.
- '7710 Subcompact LJ80 4WD vehicle marketed.
  - 12 Exports of 'GS1000H' motorcycle begun.
- '79 5 Lightweight 'Alto' car marketed.
- '80 2 Suzuki Australia Pty. Ltd., a sales joint venture, established in Sydney, Australia.
  - 4 Entry into general purpose engine field by marketing three electric power generator models.
- '81 3 'Gemma' 50cc scooter marketed.
  - 8 Business tie-ups with the General Motors Corp.(U.S.) and Isuzu Motors, Ltd.(Japan) signed.
- '82 2 GSX750S' motorcycle marketed.
  - 8 "LT125" all terrain vehicle marketed.
  - 8 Won maker championship for the sixth time at the World Motocross Grand Prix 500.

#### Marine & Other products





- 9 SUZUKI's four-wheeler production began at PAK Suzuki Motor Co., Ltd. in Karachi. Pakistan.
- 9 Won maker championship for 7th consecutive year at the World Road Race Grand Prix 500.
- '83 3 'RG250 F' motorcycle marketed.
  - 10 Swift 1.0-liter passenger car marketed (Forsa/SA310).
  - 12 SUZUKI four-wheeler production started at Maruti Udyog Ltd. in New Delhi, India.
- '84 2 Suzuki New Zealand Ltd., a direct sales/knockdown production subsidiary established in Wanganui, New Zealand.
  - 4 Began one-liter car export to General Motors Corp.(U.S.).
  - 7 Operation of Suzuki France S.A., a direct sales subsidiary, established in Trappes, France.
  - 7 Car production technical assistance contract signed with China National Aerotechnology Import & Export Beijing Corporation.
  - 8 Won driver championship for 10th consecutive year at the World Motocross Grand Prix 125.
  - 9 Operation of Suzuki Motor GmbH Deutschland, a direct sales subsidiary, begun in Heppenheim, Geamany.

- '85 3 'GSX-R750' motorcycle with an oil-cooled engine marketed.
  - 3 Scooter production started at Avello S.A. of Spain.
  - 5 Motorcycle technical tie-up contract for China concluded.
  - 8 Suzuki of America Automotive Corp., for U.S. car sales, established.
- '87 1 'Swift' production began in Colombia.
  - 5 Total aggregate car exports reached 2 million units.
- '88 5 'Vitara' subcompact 4×4 marketed.
- '89 4 CAMI Automotive Inc., car production plant, established and began operation in Ontario, Canada.
  - 7 Total aggregate car production reached 10 million units.
- '9010 Corporate name changed to Suzuki Motor Corp.
- '91 5 Car production started in Korea through technical tie-up with DAEWOO Shipbuilding & Heavy Machinery Ltd.
- 10 'Cappuccino' two-seater convertible marketed.
- '93 1 Passenger car production/sales began at Suzuki Egypt S.A.E.
  - 4 Passenger car and motorcycle manufacturing joint venture contract officially signed in China.

- 5 Opening ceremony for new car production plant held at Magyar Suzuki Corp. in Esztergom, Hungary.
- 9 Lightweight 'Wagon R' passenger car marketed.
- 11 Total aggregate production volume at Thai Suzuki Motor, Co., Ltd.reached 2 million units.
- '94 3 Second motorcycle production joint venture signed in Chaina
  - 4 Maruti Udyog Ltd. of India total aggregate car production reached 1 million units.
  - 4 Japan total aggregate car sales reched 10 million units.
- '95 1 Total aggregate motorcycle exports reached 20 million bikes.
  - 1 New type 'Baleno' passenger car marketed. Electric-powered bicycle 'LOVE' marketed.
- '9611 Start of production in Vietnam (Motorcycles and automobiles).
- '97 3 Achieved 10 million cumulative automobile sales for overseas market.

