

Mr Shinzo Nakanishi, Managing Director and CEO, Maruti Suzuki  
At the First Shipment A-star.  
Saturday, January 10<sup>th</sup>, 2009, At Mundra Port (Time: ~ 1145 a.m)

Good Morning Everyone!

I extend a warm welcome to all and wish every one a happy, healthy & prosperous 2009!

A special mention of our friends from media, who made it despite the fact that the venue is a little off route!

Friends !

It is a very special moment for all of us present here.

For Maruti Suzuki in particular, it is quite well timed!

Let me explain, we are celebrating our 'Silver Jubilee'.

This looks like a 'perfect gift' to begin the 'New Year' and also celebrate our Silver Jubilee!

Friends,

The first shipment of A-star holds a special significance for us.

It symbolises many important things I shall take them one by one.

First, it displays our technology, skill set and manufacturing capabilities to build 'global' quality cars.

Second, it inspires us to think 'big' in terms of exports.

We have been leaders in domestic market all these 25 years. This maiden shipment of A-star for Europe gives us the confidence to think big on exports.

We have been exporting for long but always missed world class infrastructure for export of specialised cargo like cars. With the Mundra port, the dream of world class export shipment infrastructure for cars comes true.

The infrastructure will match our ambitious exports plans.

Friends,

A special reference to our partners here who have helped us think 'big'.

With the help of the Adani Group, we shall soon have a state-of-the-art dedicated car terminal ready.

We signed a 20 years agreement with Adnani Group less than a year back. Today the first shipment is sailing.

Undoubtedly, we have been able to reach this milestone in a short time, with the support from our partners MPSEZ & NYK Line.

With global logistics partners like NYK on our side, we will get support in bringing efficiencies to automotive logistics. NYK has a long experience in handling cars and are a dependable partner for our export operations.

I am confident with help of our partners, Mundra Ports Special Economic Zone Limited and NYK line our export volumes would grow manifold.

Friends with the 'pilot shipment' of our brand new compact car we will resume our presence in European markets.

Suzuki Alto, as the A-star will be called in Europe, will fill in the gap.

As a world strategic model, this car gives global quality and design to Indian customers at the same time as customers in Europe

The car has been designed keeping in mind aspirations of the urban environment conscious customers. Customers, who value a compact car because it is convenient and is practical.

*(Optional: The Suzuki Alto will deliver a very low 103 gms of CO2 per km, which is amongst the lowest in the European market)*

Maruti Suzuki will be the global manufacturing base for this new car.

Friends,

As I mentioned earlier, this is beginning of a `New Year` and it is said all is well that begins well !

I am confident the `good beginning` here will give `good results` throughout the year to all of us.

I once again thank our `friends from media` who took out time for us.

We will be happy to take your questions now.

Thank You !