

FY2011 Third Quarter Financial Results



SUZUKI MOTOR CORPORATION
6 February 2012

(billion yen)

	FY2011 9 months (’11/4-12)	FY2010 9 months (’10/4-12)	Change	
				%
Net Sales	1,798.0	1,927.7	-129.7	-6.7%
Japan	684.3	693.6	-9.3	-1.3%
Overseas	1,113.7	1,234.1	-120.4	-9.8%
Operating Income	87.7	92.5	-4.8	-5.1%
(Operating income margin)	(4.9%)	(4.8%)		
Ordinary Income	96.4	106.5	-10.1	-9.5%
(Ordinary income margin)	(5.4%)	(5.5%)		
Net Income	40.6	42.6	-2.0	-4.7%
(Net income margin)	(2.3%)	(2.2%)		

Consolidated: Net Sales Year-on-Year Comparison

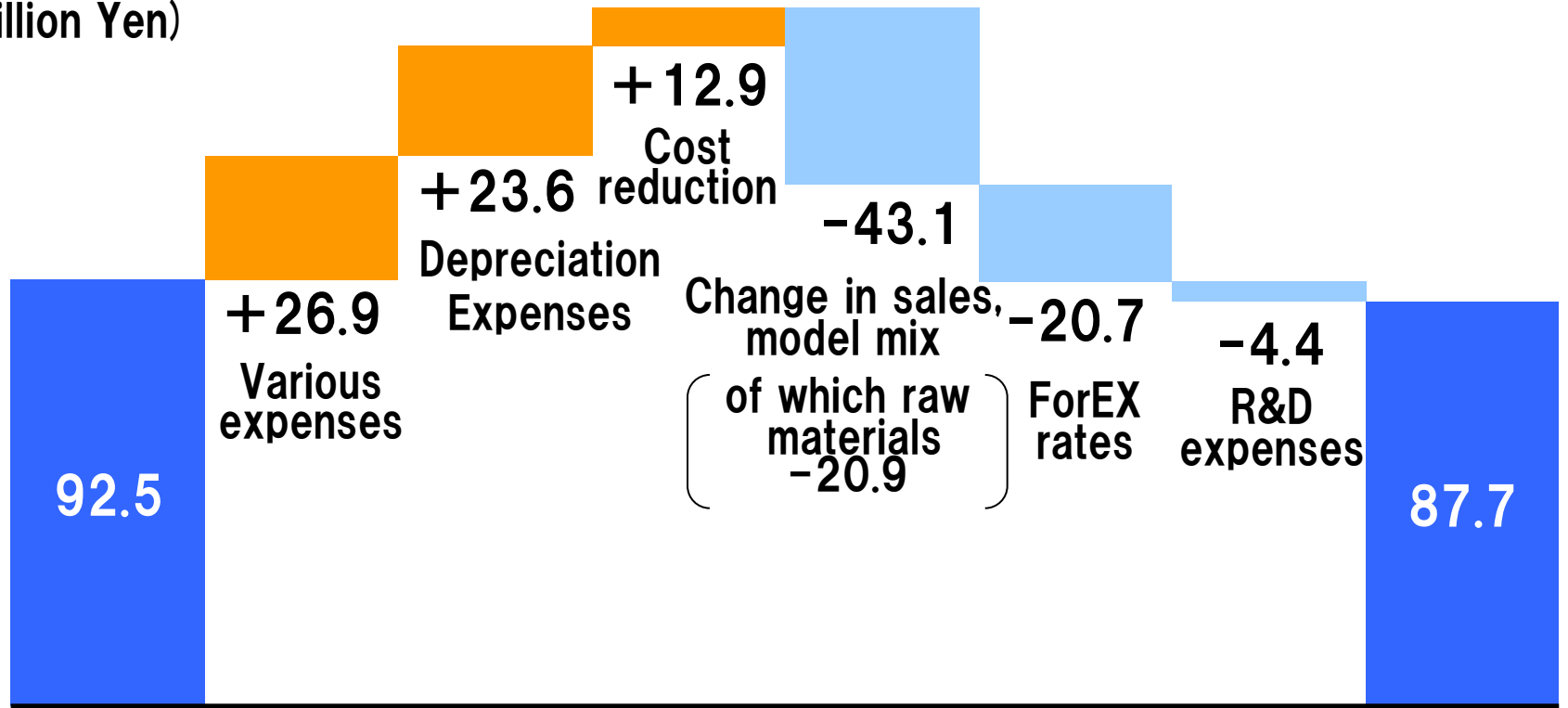
(billion Yen)

	Motorcycle	Automobile	Marine & Power products, etc.	Total	of which effect of ForEX rates conversion
Japan total	-0.9	-8.5	+0.1	-9.3	
Overseas total	+3.4	-125.2	+1.4	-120.4	-79.9
Europe	-7.7	-5.5	+0.2	-13.0	-6.6
N. America	+11.5	-5.8	+1.1	+6.8	-7.0
Asia	+0.0	-97.4	+0.2	-97.2	-64.9
Others	-0.4	-16.5	-0.1	-17.0	-1.4
Grand total	+2.5	-133.7	+1.5	-129.7	-79.9
of which effect of ForEX rates conversion	-10.7	-68.0	-1.2	-79.9	



Consolidated: Factors of Change in Operating Income

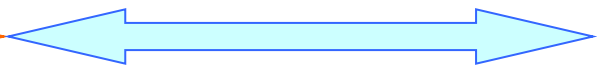
(billion Yen)



FY2010
9 months
Operating
income



Factors of increase **+63.4**



Factors of decrease **-68.2**

FY2011
9 months
Operating
income



	FY2011 9 months ('11/4-12)	FY2010 9 months ('10/4-12)	Change	Effect of FOREX rates
US Dollar	79yen	87yen	-8yen	-5.4bln yen
Euro	111yen	114yen	-3yen	-2.0bln yen
Indian rupee	1.71yen	1.93yen	-0.22yen	-8.6bln yen
Others	—	—	—	-4.7bln yen
Total				-20.7bln yen

(billion Yen)

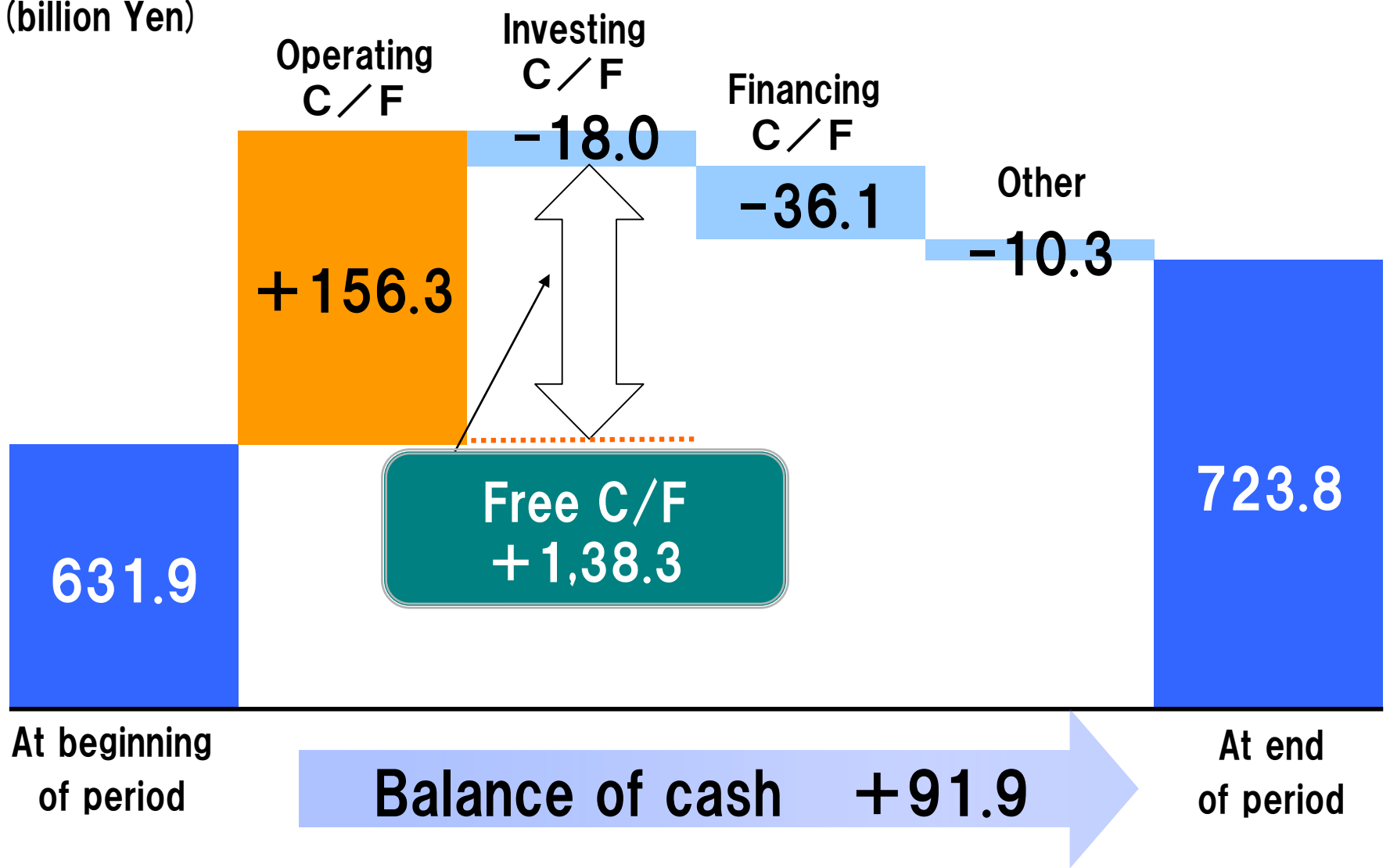
	FY2011 9 months ('11/4-12)	FY2010 9 months ('10/4-12)	Change
(Non-consolidated)	16.2	33.3	-17.1
(Subsidiaries)	70.6	63.0	+ 7.6
Capital Expenditures	86.8	96.3	- 9.5
Depreciation Expenses	70.3	93.9	-23.6
R&D Expenses	74.4	70.0	+ 4.4

	FY2011 3Q (' 11/12)	FY2010 3Q (' 10/12)	Change
Interest-Bearing Debt balance	450.1	497.0	-46.9



Consolidated : Cash Flows

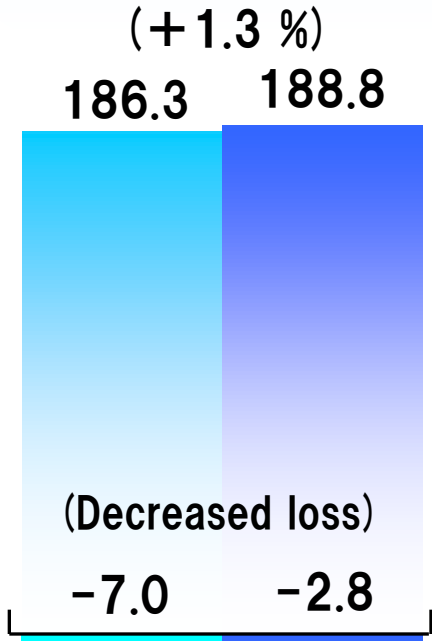
(billion Yen)



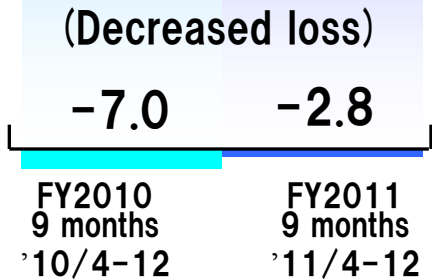
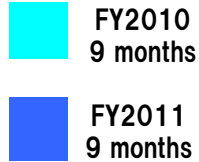
(billion Yen)

《Motorcycle》

Net sales

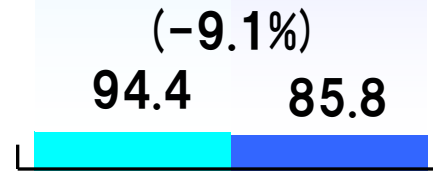


Operating income



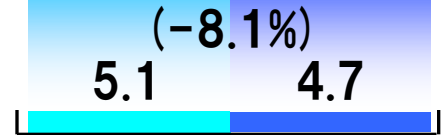
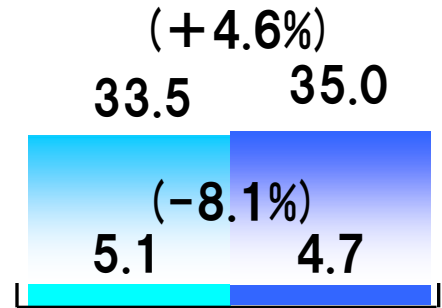
FY2010 9 months '10/4-12
FY2011 9 months '11/4-12

《Automobile》



FY2010 9 months '10/4-12
FY2011 9 months '11/4-12

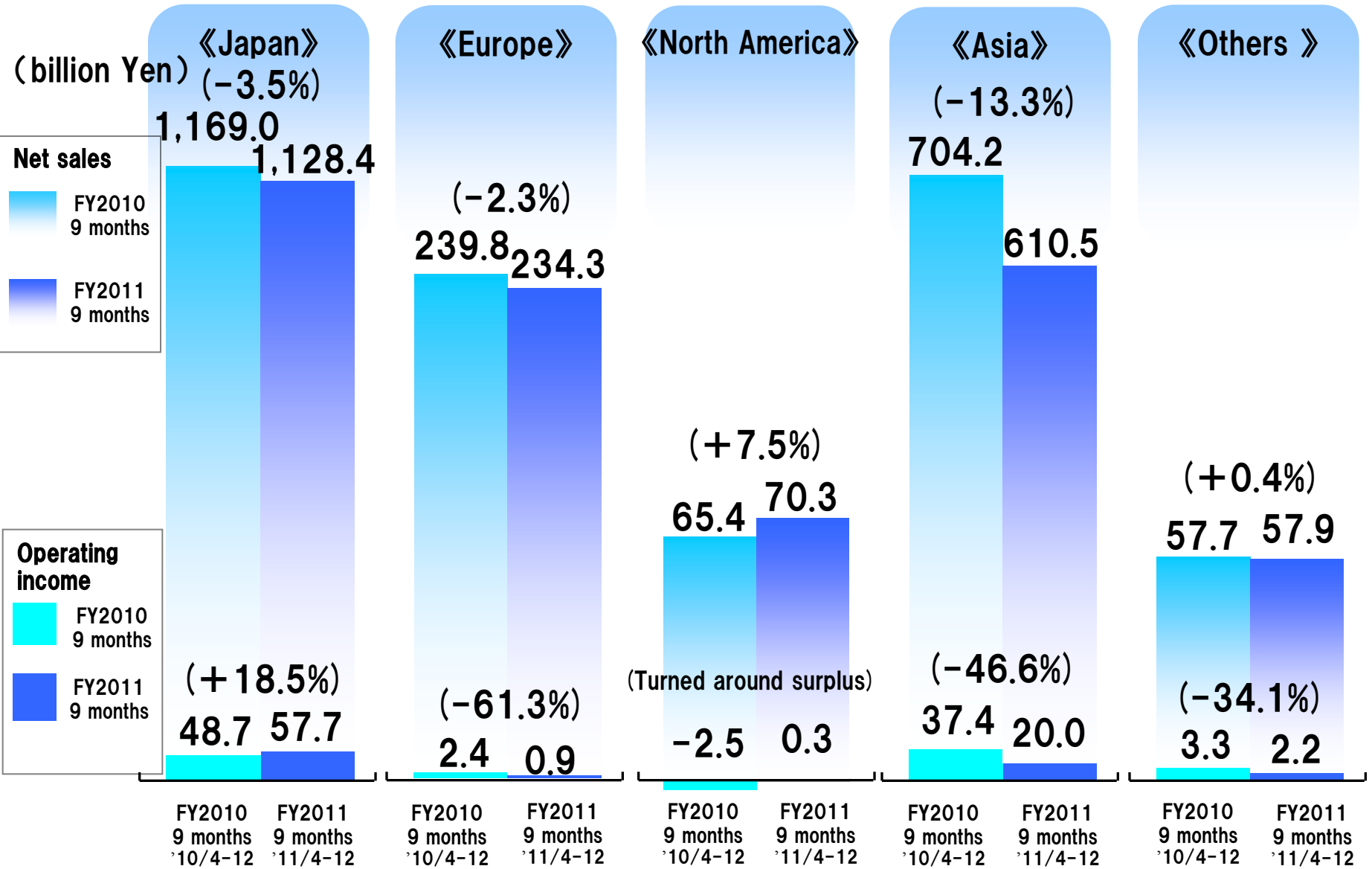
《Marine & Power products, etc.》



FY2010 9 months '10/4-12
FY2011 9 months '11/4-12



Consolidated: Operating Results by Geographical Areas



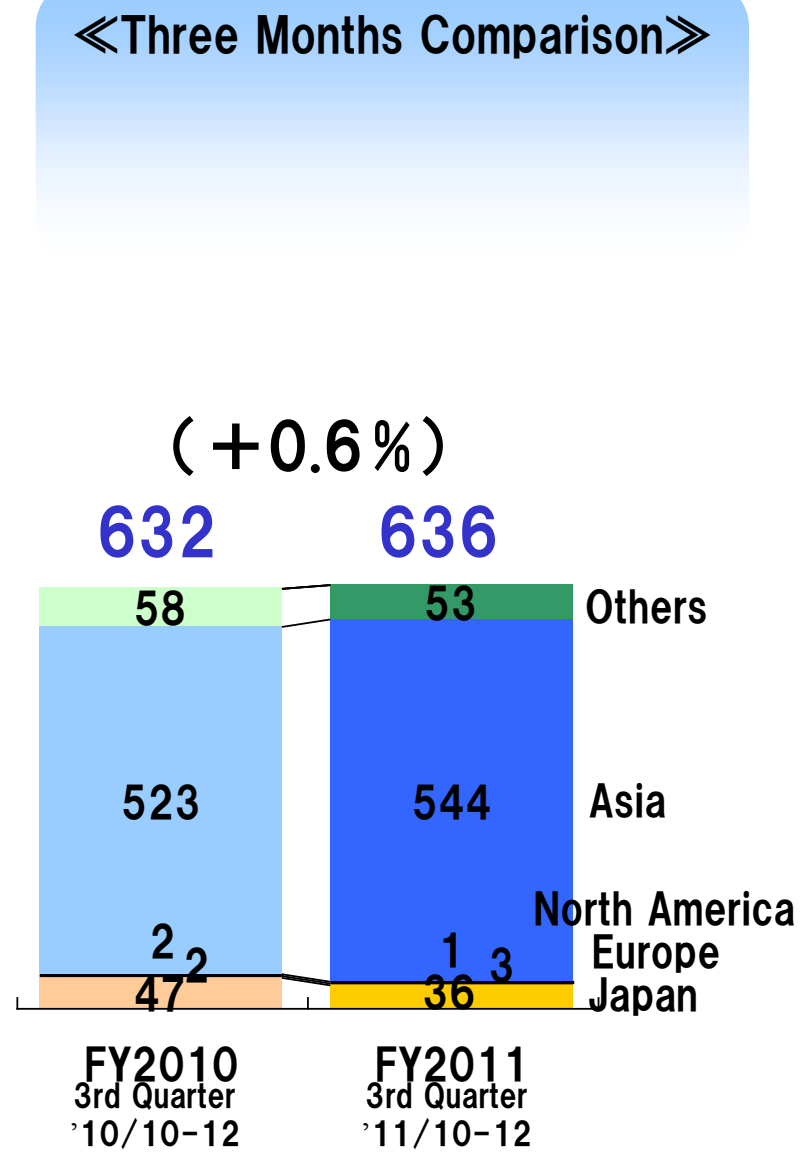
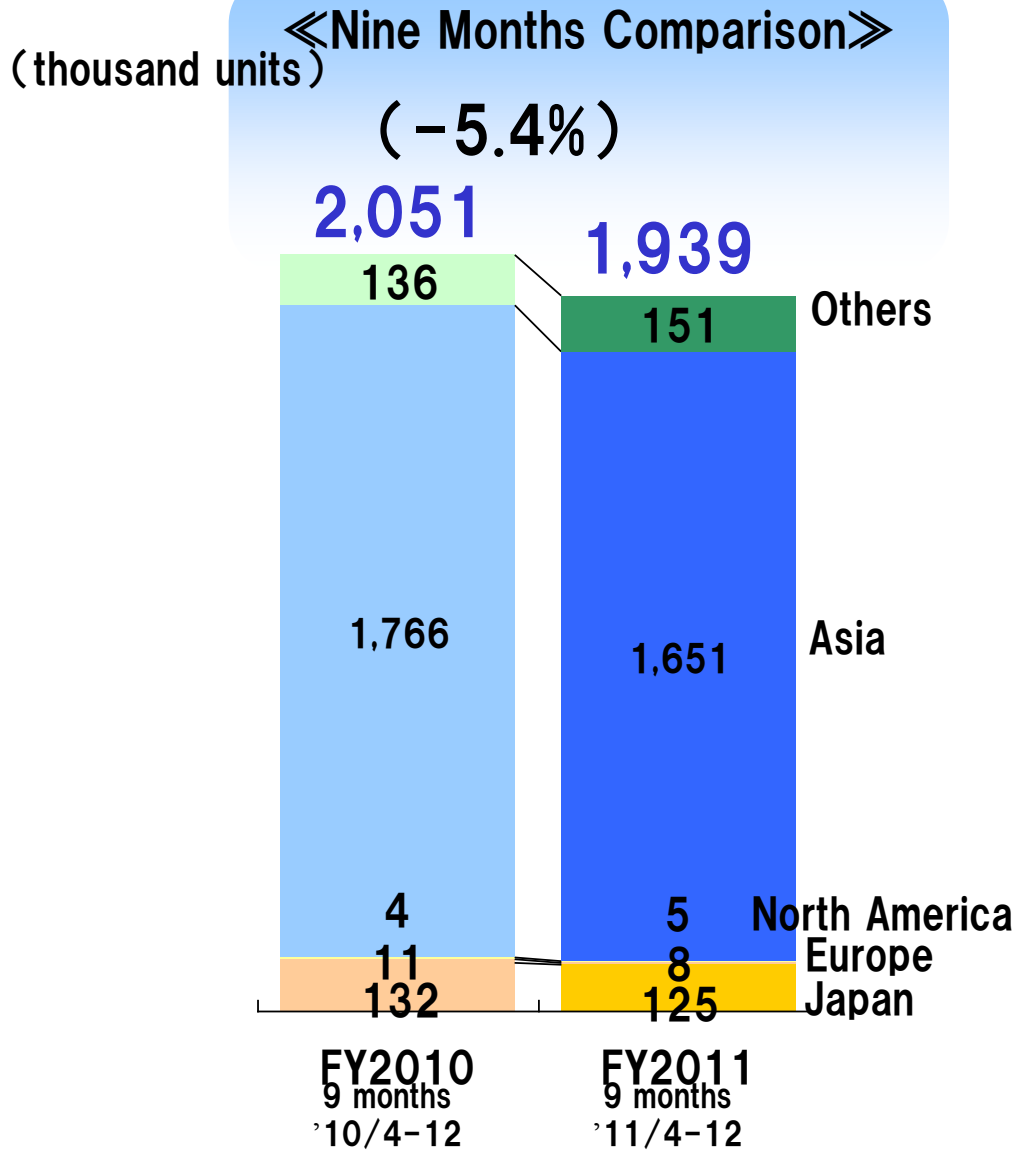
	FY2011 3Q (' 11/12)	FY2010 3Q (' 10/12)	Change
Consolidated Subsidiaries	141	138	+3
Equity Method Affiliates	37	38	-1
Employees	54,378	52,455	+1,923

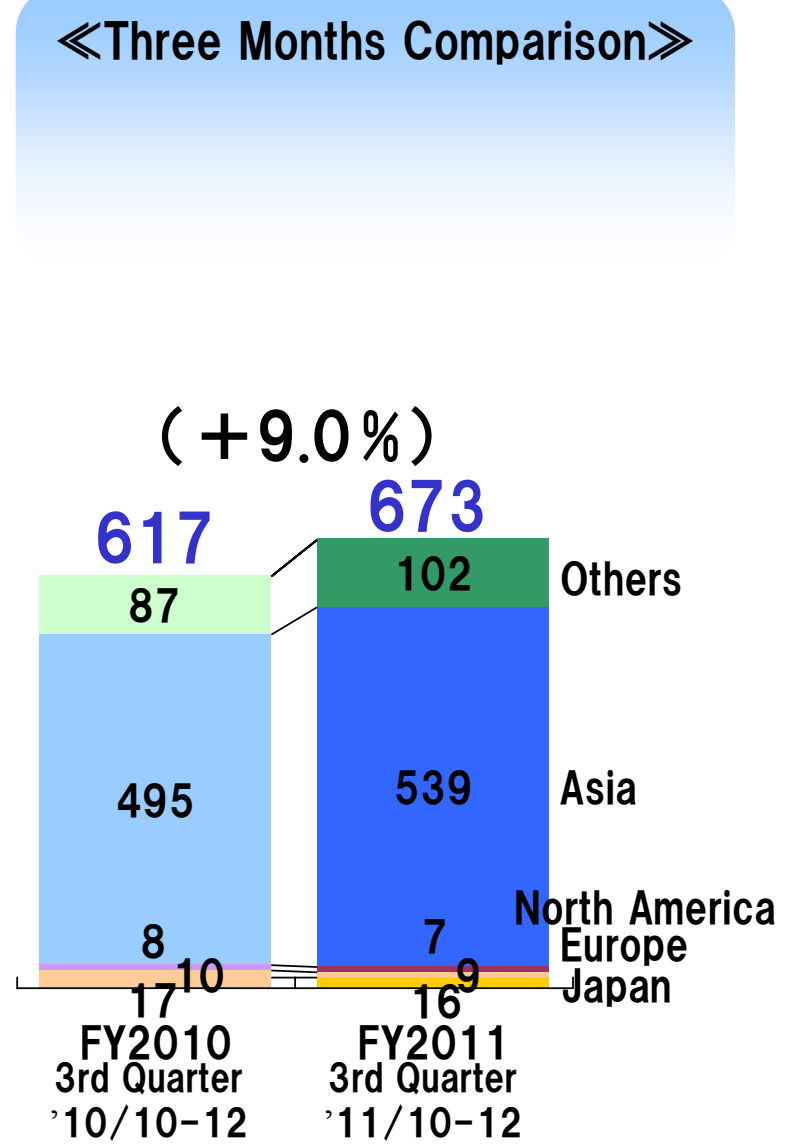
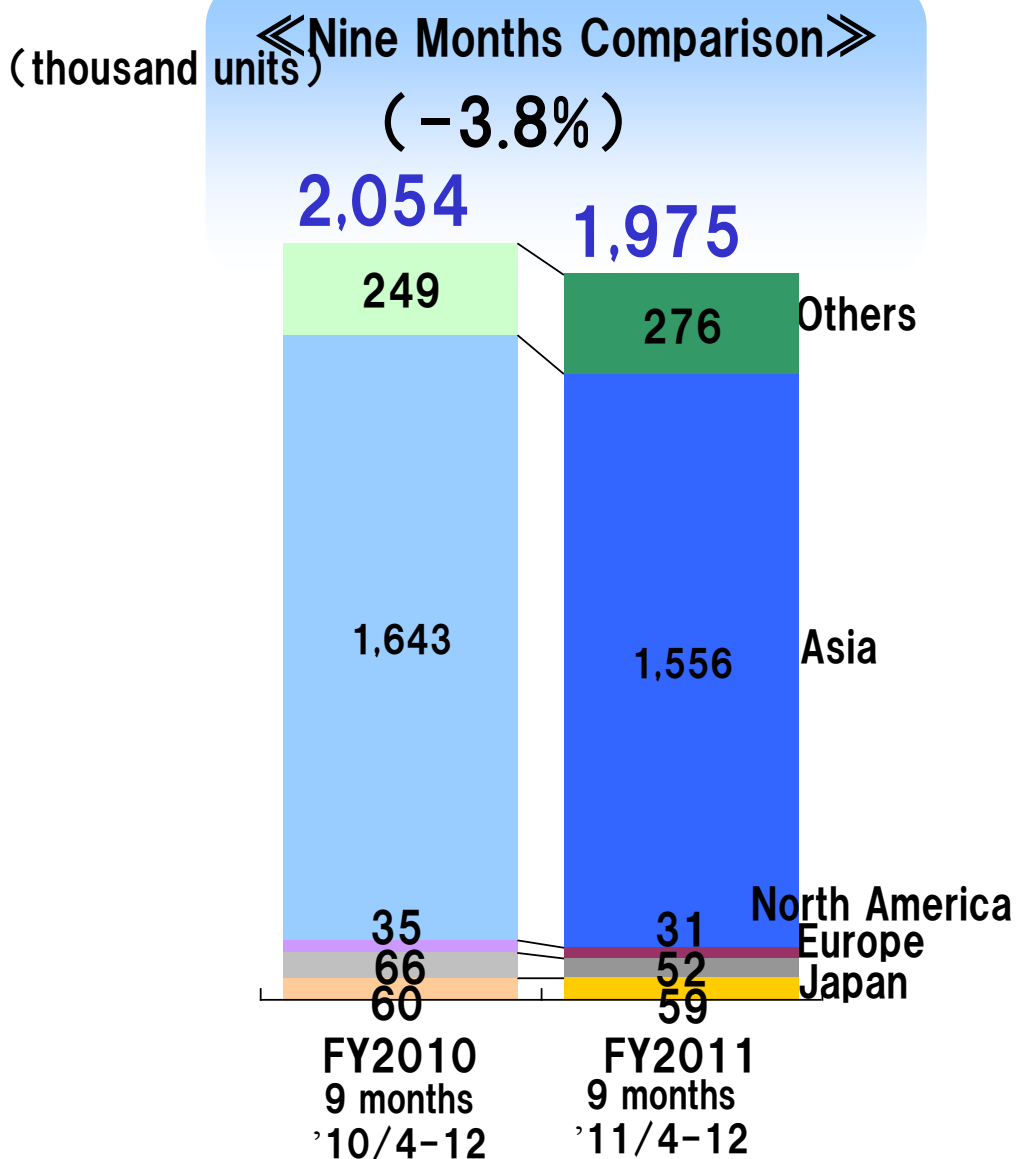
Consolidated: FY2011 Business Forecasts

(Suzuki has revised the forecasts for net sales, capital expenditures and depreciation expenses down from the previous forecasts announced on Nov. 7, 2011)

(billion Yen)

		New Forecasts	Comparison with FY2010 Results		Comparison with Previous Forecasts	
			FY 2010 Results	Change	Previous forecasts	Change
Net sales		2,500.0	2,608.2	-108.2	2,610.0	-110.0
Operating income		110.0	106.9	+3.1	110.0	-
Ordinary income		125.0	122.5	+2.5	125.0	-
Net income		50.0	45.2	+4.8	50.0	-
FOREX Rates	US. Dollar (2nd half)	77yen (75yen)	86yen	-9yen	77yen (75yen)	- (-)
	Euro (2nd half)	109yen (105yen)	113yen	-4yen	109yen (105yen)	- (-)
Capital Expenditures		160.0	130.3	+29.7	210.0	-50.0
Depreciation expenses		110.0	138.4	-28.4	120.0	-10.0
R&D Expenses		110.0	104.1	+5.9	110.0	-



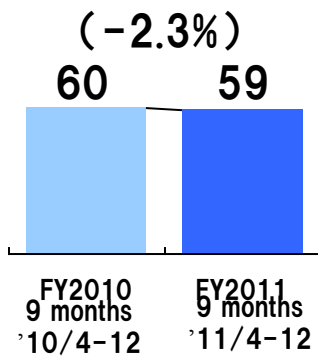


(thousand units)

《Japan》



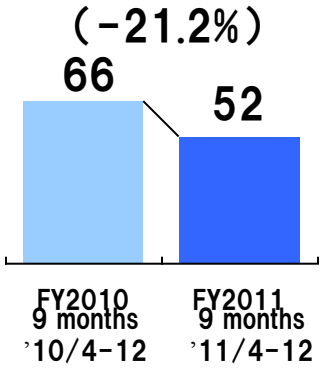
Let's4



《Europe》



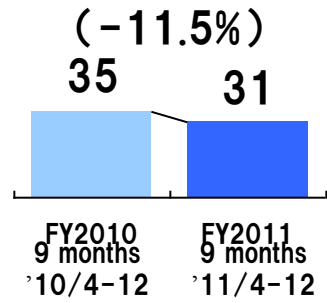
GSR750



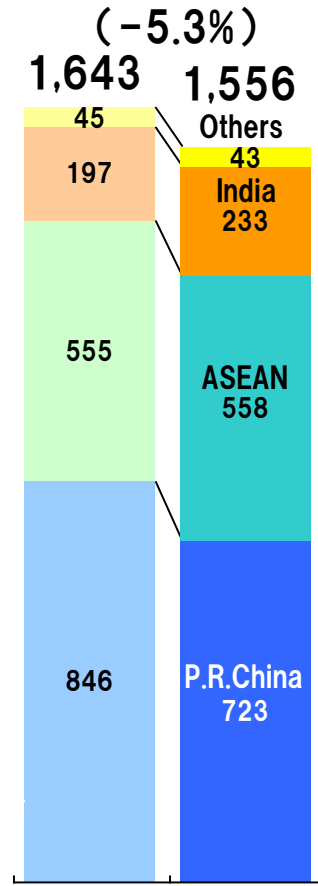
《North America》



V-Strom 650 ABS



《Asia》

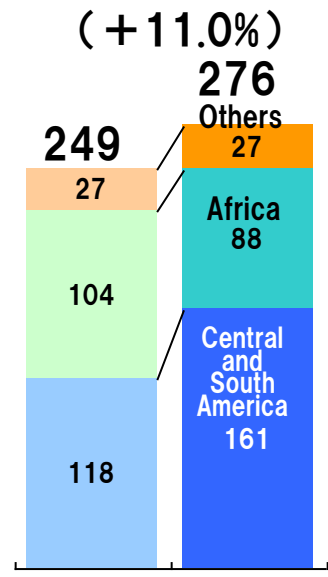


FY2010 9 months '10/4-12 FY2011 9 months '11/4-12

《Others》



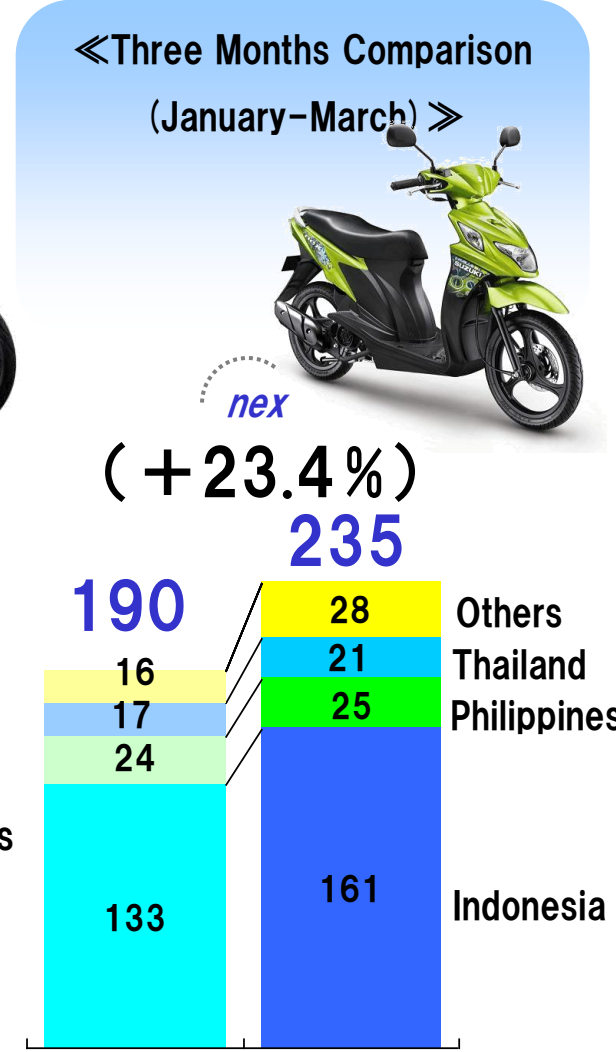
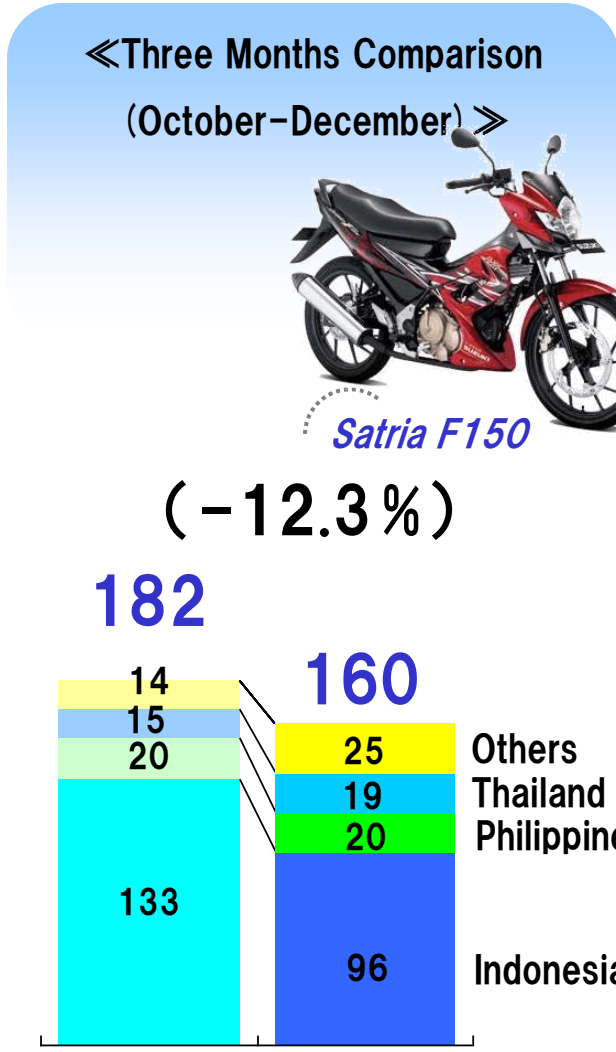
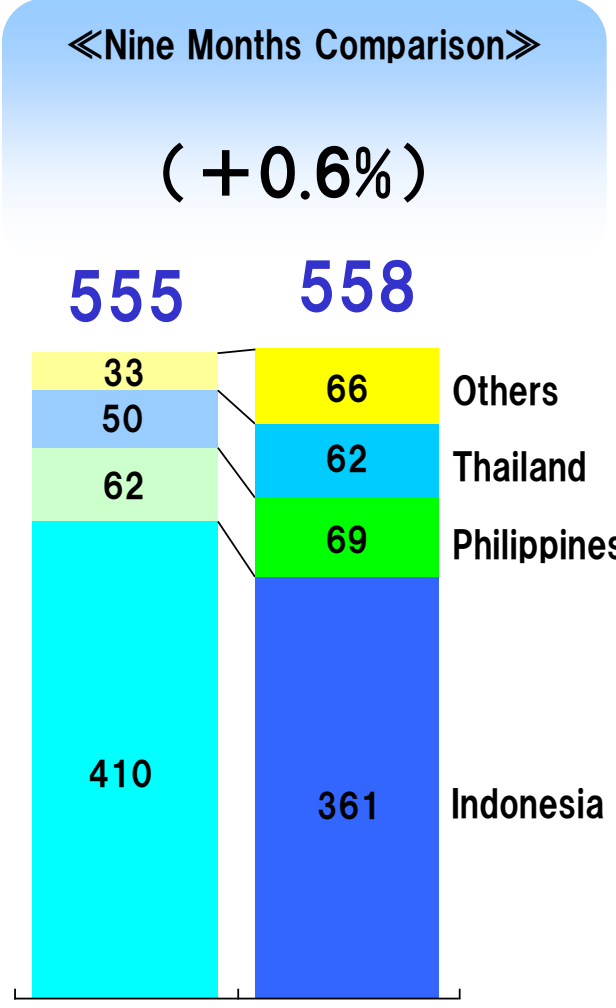
AX4



FY2010 9 months '10/4-12 FY2011 9 months '11/4-12

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

(thousand units)



FY2010
9 months
10/4-12

FY2011
9 months
11/4-12

FY2010
3rd Quarter
10/10-12

FY2011
3rd Quarter
11/10-12

FY2010
3rd Quarter result
11/1-3

FY2011
3rd Quarter forecast
12/1-3

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

Launch strategic model “nex” in Indonesia

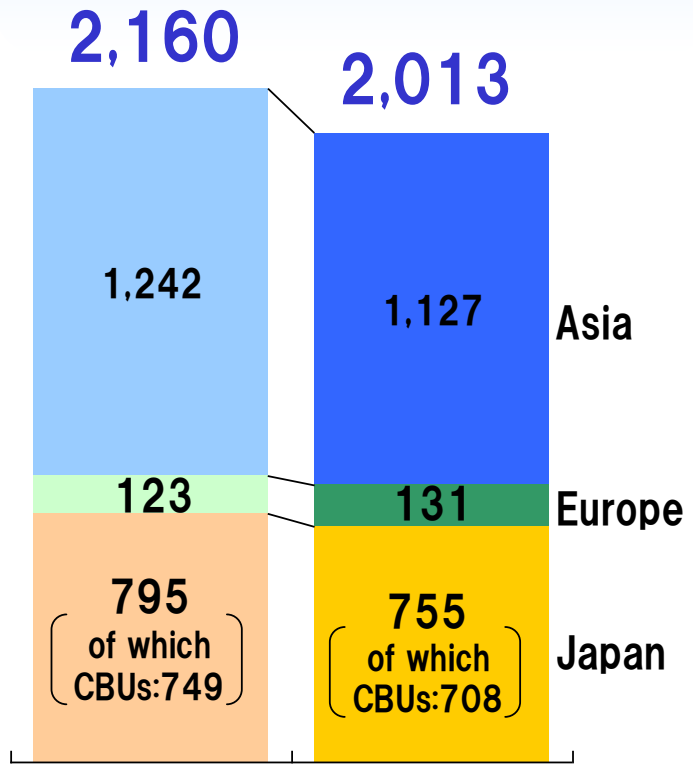
- Released in December 2011 in Indonesia
- Development concept
Fuel efficient, light, compact
and easy handling
- Newly developed 110cc engine
Improved combustion, lower friction
loss, substantial weight reduction
- Application to other models
This fuel efficient technology will be
applied to other models



《Nine Months Comparison》

(thousand units)

(-6.8%)

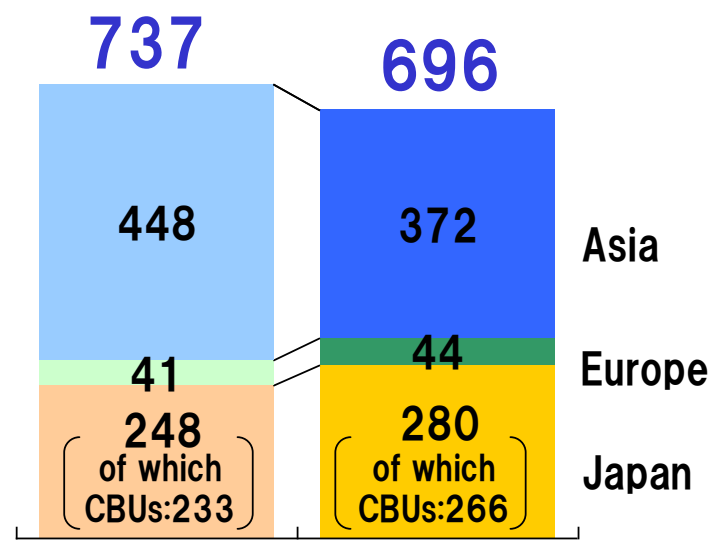


FY2010
9 months
'10/4-12

FY2011
9 months
'11/4-12

《Three Months Comparison》

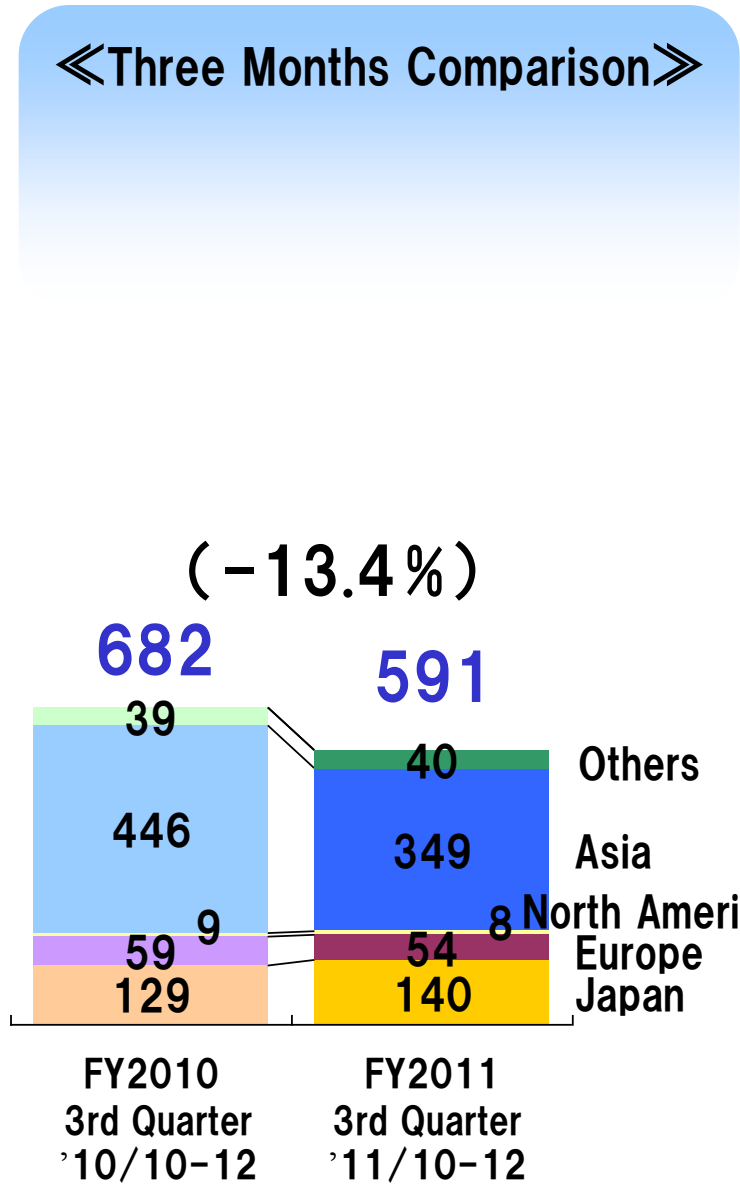
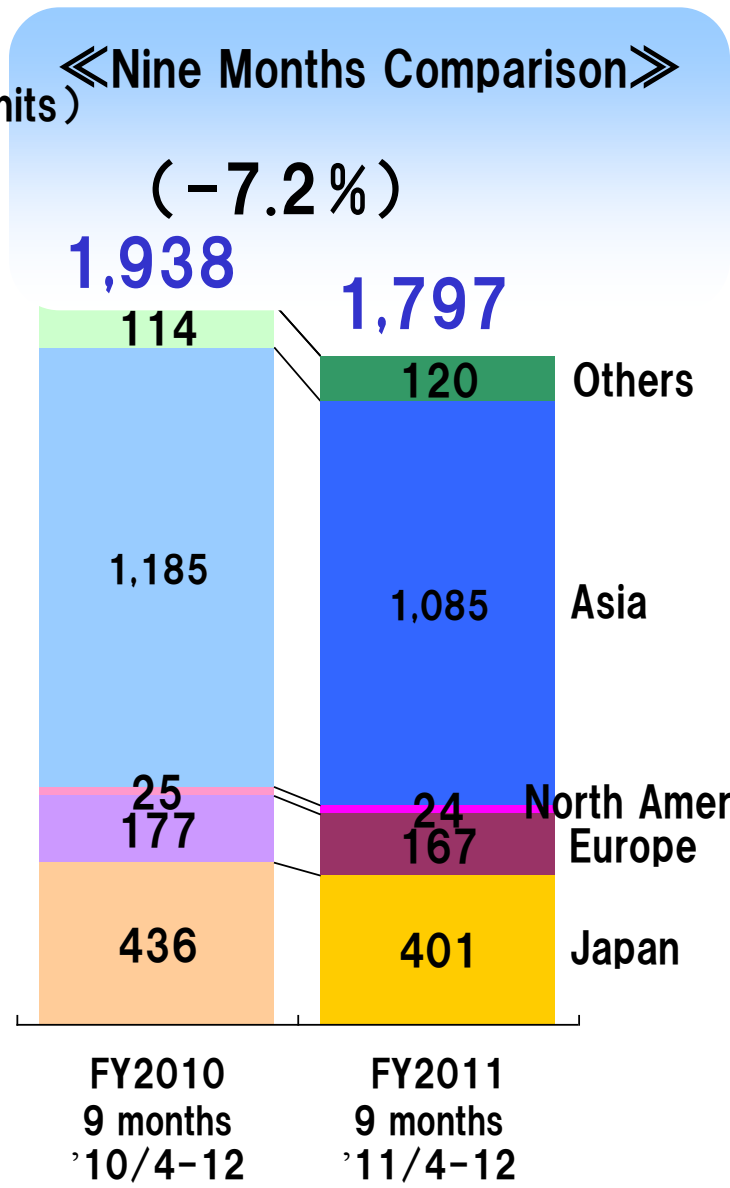
(-5.6%)



FY2010
3rd Quarter
'10/10-12

FY2011
3rd Quarter
'11/10-12

(thousand units)

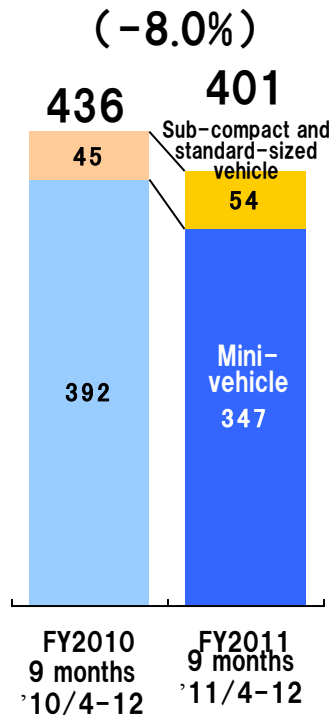


(thousand units)

《Japan》



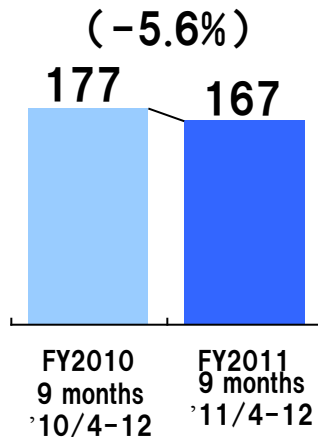
Solio



《Europe》



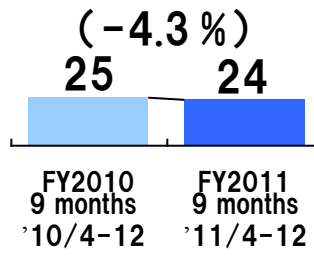
Swift



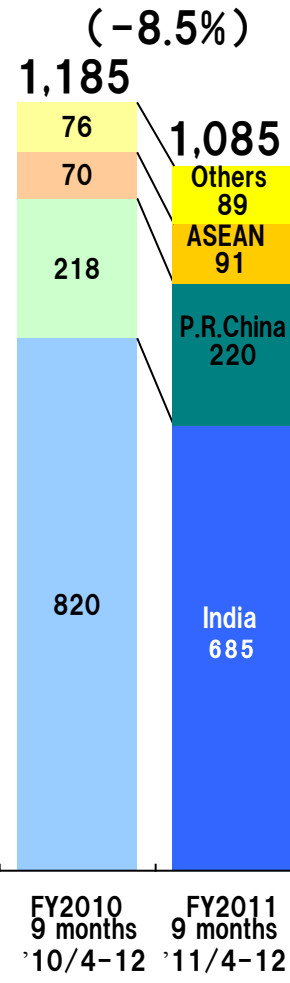
《North America》



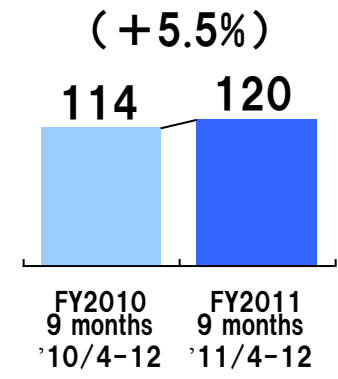
Kizashi



《Asia》

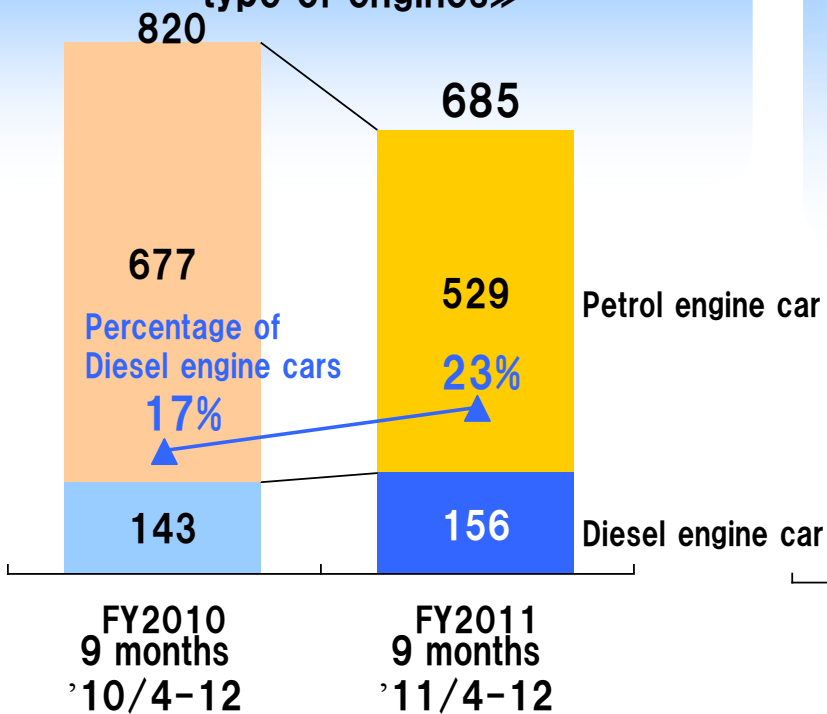


《Others》

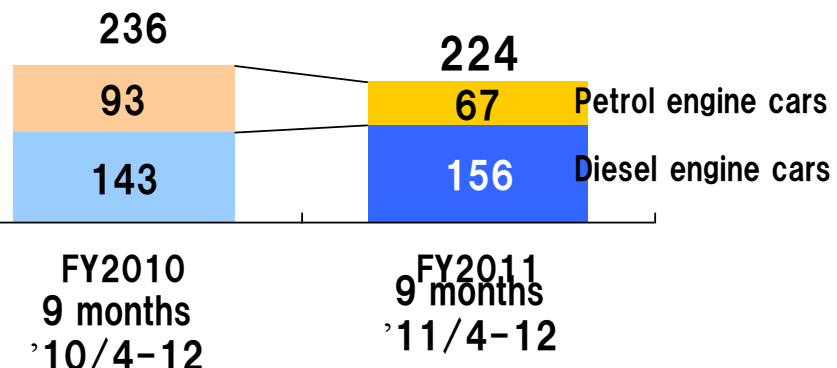
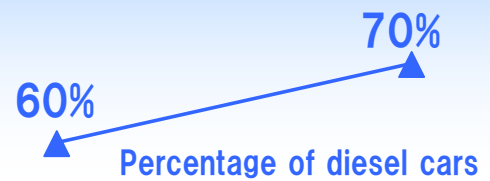


※ASEAN; Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

(thousand units) «Breakdown of sales by type of engines»



«Percentage of Diesel engine within models* which both diesel and petrol engines are available»



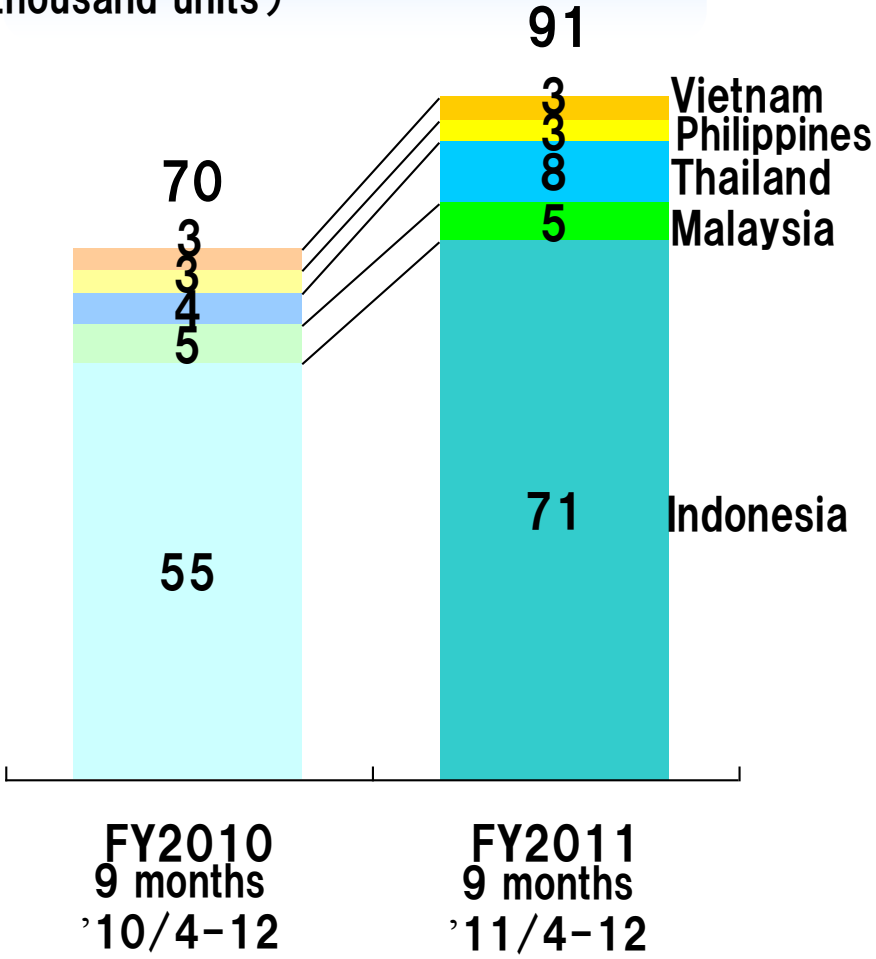
※Ritz, Swift, Dzire and SX4



◀◀ Nine Months Comparison ▶▶

(thousand units)

- Sales in ASEAN 5 countries 91 thousands (+28.6%)
- Indonesia 71 thousands (+27.9%)
- Malaysia 5 thousands (+ 2.9%)
- Thailand 8 thousands (+80.9%)
- Philippines 3
- Vietnam 3



Carry 1.5



Mega Carry (Indonesia)

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

(thousand units)

		Production					Sales				
		New Forecasts	FY2010 Results		Previous Forecasts		New Forecasts	FY2010 Results		Previous Forecasts	
				Change		Change			Change		Change
Motorcycle	Japan	177	185	-8	179	-2	79	79	-	81	-2
	Europe	12	14	-2	11	+1	68	84	-16	70	-2
	N.America	6	7	-1	7	-1	46	51	-5	50	-4
	Asia	2,246	2,334	-88	2,338	-92	2,140	2,162	-22	2,246	-106
	Others	191	195	-4	190	+1	323	319	+4	306	+17
	Total	2,632	2,735	-103	2,725	-93	2,656	2,695	-39	2,753	-97
Automobile	Japan	1,025	994	+31	1,020	+5	587	588	-1	586	+1
	Europe	175	164	+11	183	-8	223	244	-21	244	-21
	N.America						33	33	-	34	-1
	Asia	1,613	1,720	-107	1,751	-138	1,549	1,625	-76	1,697	-148
	Others						158	153	+5	158	-
	Total	2,813	2,878	-65	2,954	-141	2,550	2,643	-93	2,719	-169

FY2011 Third Quarter Financial Results



Three-row, seven seater – MPV

- Ertiga will be launched in India and Indonesia
- Intended to be used by large family
- Developed to be comfortable even
7 members on board

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).

[English translation from the original Japanese language document]