

FY2012 Financial Results



The No.1
fuel efficiency of
gasoline vehicles ※2



- ※1 Fuel consumption rates are values under the specified conditions. The actual fuel consumption rates may vary based on customers' driving conditions (weather, traffic congestion, etc.) and or driving methods (sudden acceleration, use of air conditioners, etc).
- ※2 2WD. Measured under the JC08 mode test cycle (Ministry of Land, Infrastructure, Transport and Tourism). Excluding hybrid vehicles. Suzuki's internal data as of February 2013.

Alto Eco

SUZUKI MOTOR CORPORATION
May 9, 2013

- Increased sales for the first time in 2 periods, Increased income for 4 consecutive periods and The highest ever net income

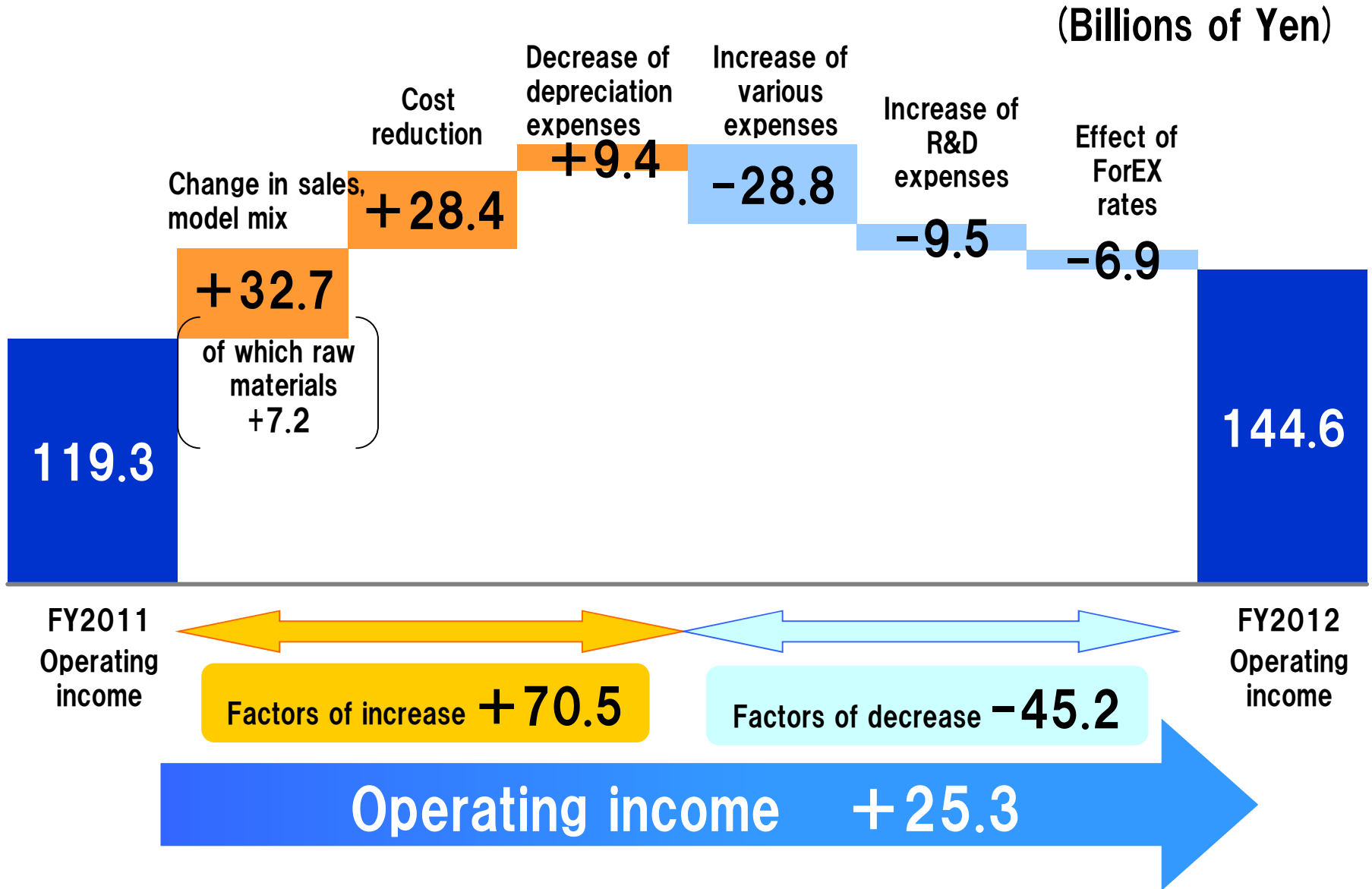
(Billions of yen)

	FY2012 ('12/4- '13/3)	FY2011 ('11/4- '12/3)	Change		In comparison with previous forecast		
				Ratio	Forecast at the end of FY2012 Q3	Change	Ratio
Net Sales	2,578.3	2,512.2	+66.1	+2.6%	2,600.0	-21.7	-0.8%
Japan	1,040.9	986.8	+54.1	+5.5%	1,000.0	+40.9	+4.1%
Overseas	1,537.4	1,525.4	+12.0	+0.8%	1,600.0	-62.6	-3.9%
Operating Income	144.6	119.3	+25.3	+21.2%	130.0	+14.6	+11.2%
(Margin)	(5.6%)	(4.7%)			(5.0%)		
Ordinary Income	155.6	130.6	+25.0	+19.2%	145.0	+10.6	+7.3%
(Margin)	(6.0%)	(5.2%)			(5.6%)		
Net Income	80.4	53.9	+26.5	+49.2%	70.0	+10.4	+14.8%
(Margin)	(3.1%)	(2.1%)			(2.7%)		

(Billions of Yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2012 ('12/4-'13/3)	FY2011 ('11/4-'12/3)	Change	FY2012 ('12/4-'13/3)	FY2011 ('11/4-'12/3)	Change	FY2012 ('12/4-'13/3)	FY2011 ('11/4-'12/3)	Change	FY2012 ('12/4-'13/3)	FY2011 ('11/4-'12/3)	Change	
Japan total	22.2	22.4	-0.2	1,000.0	946.4	+53.6	18.7	18.0	+0.7	1,040.9	986.8	+54.1	
Overseas total	208.1	232.4	-24.3	1,297.8	1,262.6	+35.2	31.5	30.4	+1.1	1,537.4	1,525.4	+12.0	-66.9
Europe	30.6	42.4	-11.8	245.7	299.7	-54.0	10.2	8.8	+1.4	286.5	350.9	-64.4	-4.9
N. America	37.7	37.8	-0.1	45.2	55.9	-10.7	12.7	11.6	+1.1	95.6	105.3	-9.7	+4.1
Asia	102.4	108.5	-6.1	880.4	773.7	+106.7	2.6	4.1	-1.5	985.4	886.3	+99.1	-65.5
Others	37.4	43.7	-6.3	126.5	133.3	-6.8	6.0	5.9	+0.1	169.9	182.9	-13.0	-0.6
Grand total	230.3	254.8	-24.5	2,297.8	2,209.0	+88.8	50.2	48.4	+1.8	2,578.3	2,512.2	+66.1	-66.9
of which effect of ForEX rates conversion			-1.9			-65.5			+0.5				-66.9

Consolidated: Factors of Change in Operating Income



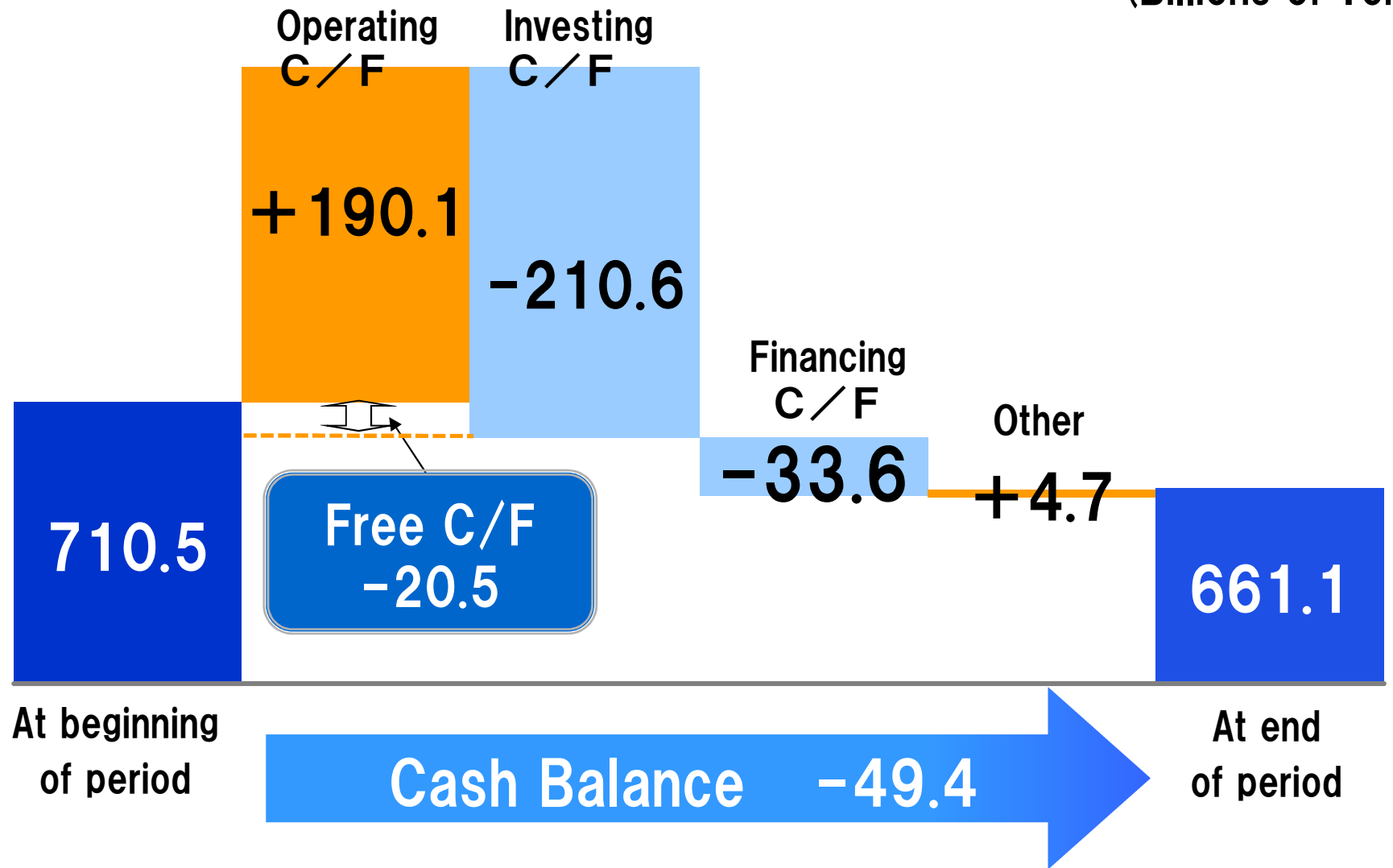
	FY2012 (‘12/4-‘13/3)	FY2011 (‘11/4-‘12/3)	Change	Effect of ForEX rates in operating income
U.S. Dollar	83yen	79yen	+4yen	+2.9bln yen
Euro	107yen	109yen	-2yen	-1.1bln yen
Indian rupee	1.54yen	1.68yen	-0.14yen	-9.0bln yen
100 Indonesian Rupiah	0.88yen	0.91yen	-0.03yen	-1.2bln yen
Others	—	—	—	+1.5bln yen
Total				-6.9bln yen

(Billions of Yen)

	FY2012 ('12/4-'13/3)	FY2011 ('11/4-'12/3)	Change	
(Non-consolidated)	46.8	26.9	+19.9	
(Subsidiaries)	122.5	99.8	+22.7	
Capital Expenditures	169.3	126.7	+42.6	
Depreciation Expenses	93.7	103.1	-9.4	
R&D Expenses	119.3	109.8	+9.5	

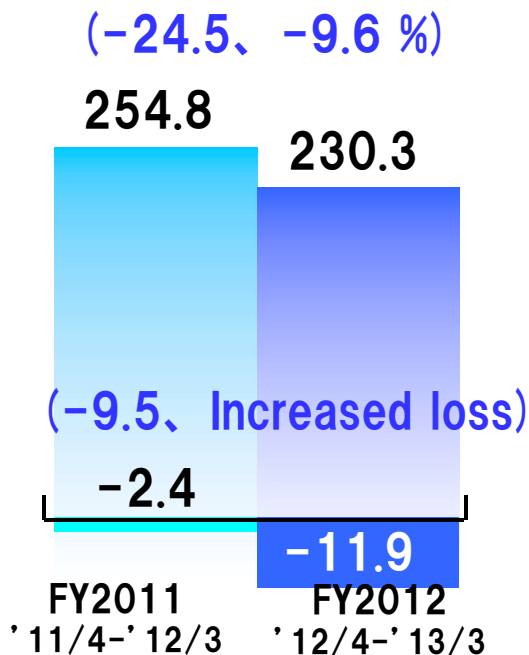
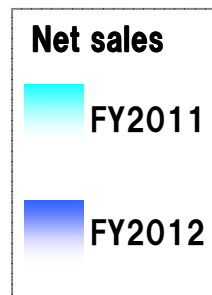
	FY2012 ('13/3)	FY2011		FY2012 Q3	
		('12/3)	Change	('12/12)	Change
Interest-Bearing Debt balance	427.5	439.8	-12.3	439.9	-12.4

(Billions of Yen)

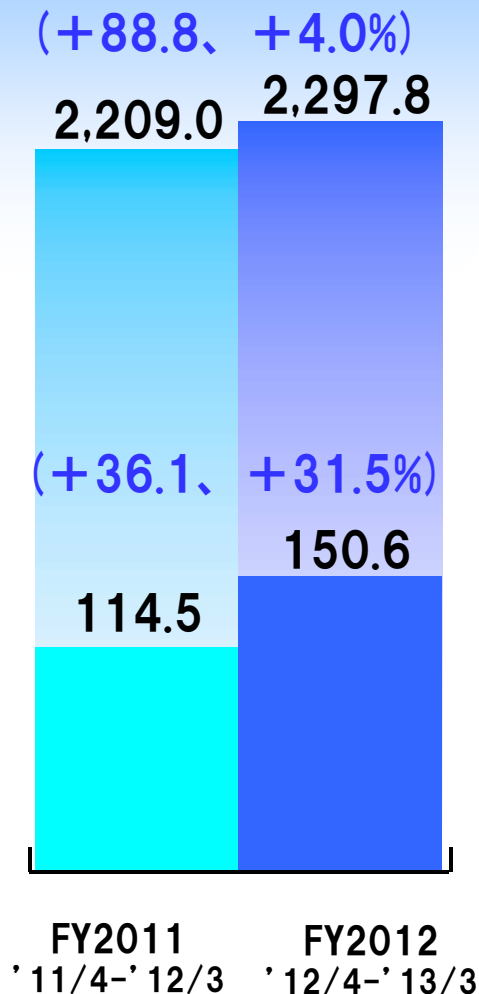


(Billions of Yen)

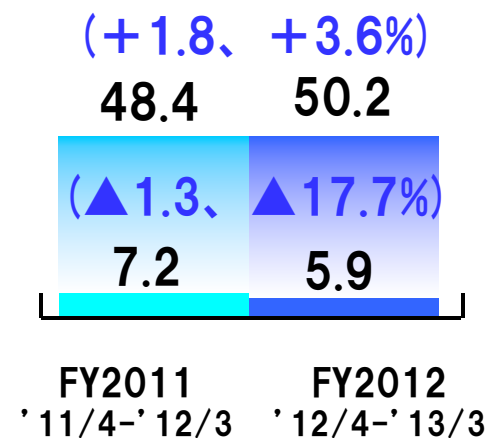
《Motorcycle》



《Automobile》



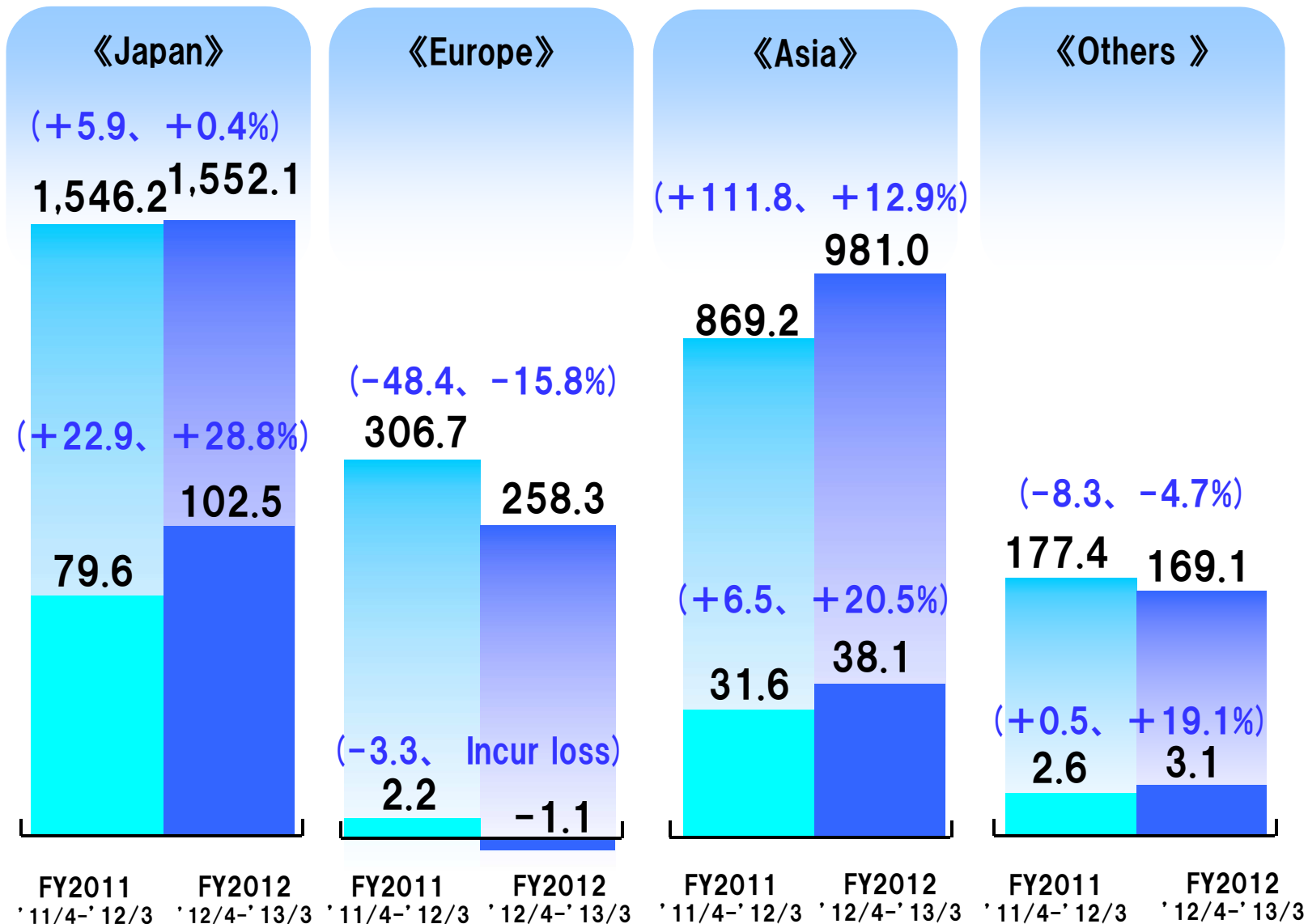
《Marine & Power products, etc.》



Consolidated: Operating Results by Business

(Net sales, Operating income)

(Billions of Yen)



	FY2012	FY2011		FY2012 Q3	
	('13/3)	('12/3)	Change	('12/12)	Change
Consolidated Subsidiaries	135	138	-3	135	±0
Equity Method Affiliates	37	37	±0	36	+1
Employees	55,948	54,484	+1,464	55,754	+194

(Billions of Yen)

		Full Year			First Half Forecast
		Forecast	FY 2012 Results	Change	
Net sales		2,800.0	2,578.3	+221.7	1,300.0
Operating income		150.0	144.6	+5.4	70.0
Ordinary income		165.0	155.6	+9.4	75.0
Net income		90.0	80.4	+9.6	45.0
FOREX Rates	U.S. Dollar	90yen	83yen	+ 7yen	90yen
	Euro	120yen	107yen	+13yen	120yen
	Indian rupee	1.70yen	1.54yen	+0.16yen	1.70yen
	100 Indonesian Rupiah	0.93yen	0.88yen	+0.05yen	0.93yen
Capital Expenditures		270.0	169.3	+100.7	
Depreciation Expenses		115.0	93.7	+21.3	
R&D Expenses		130.0	119.3	+10.7	

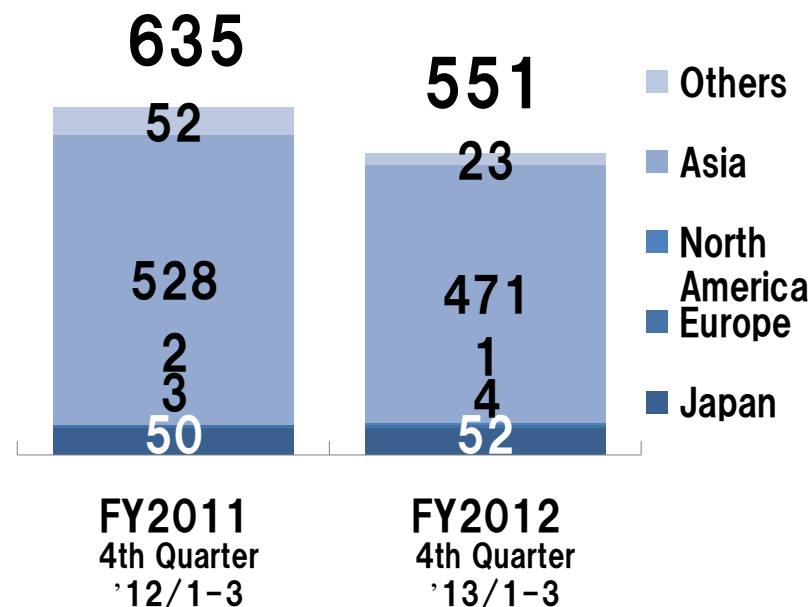
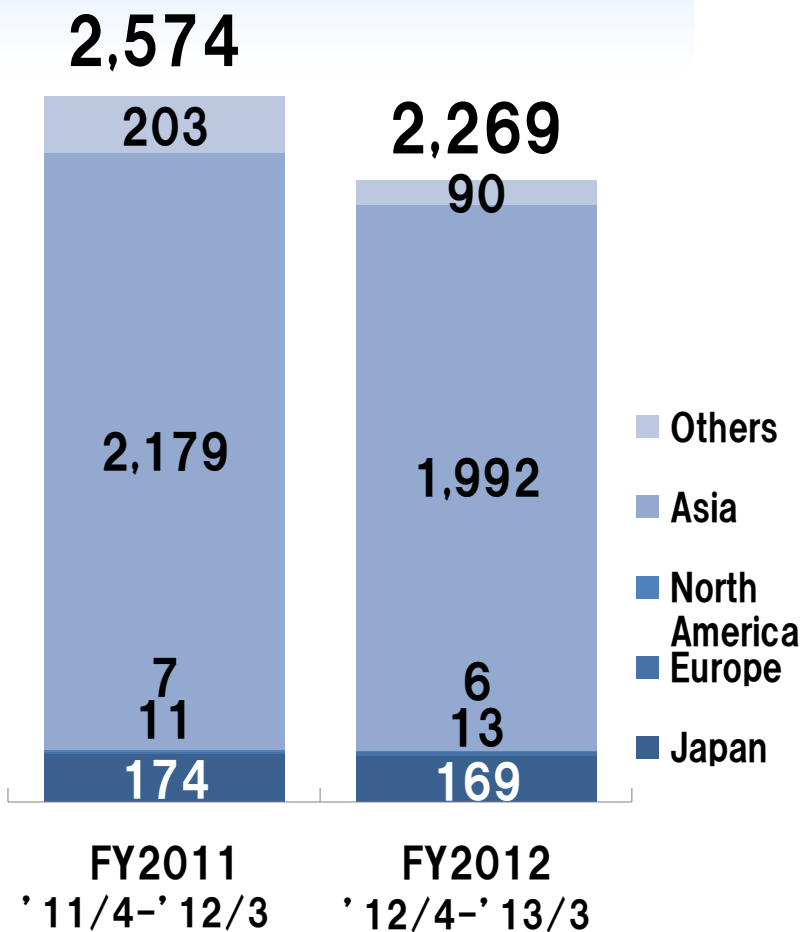
《Factors of Change in Operating Income》

Cost reduction	+28.0	Increase of depreciation expenses	-21.0
Effect of ForEX rates	+26.0	Increase of various expenses	-20.0
Change in sales, model mix	+3.4	Increase of R&D expenses	-11.0
Total	+57.4	Total	-52.0

«Full Year Comparison»
(-305, -11.9%)

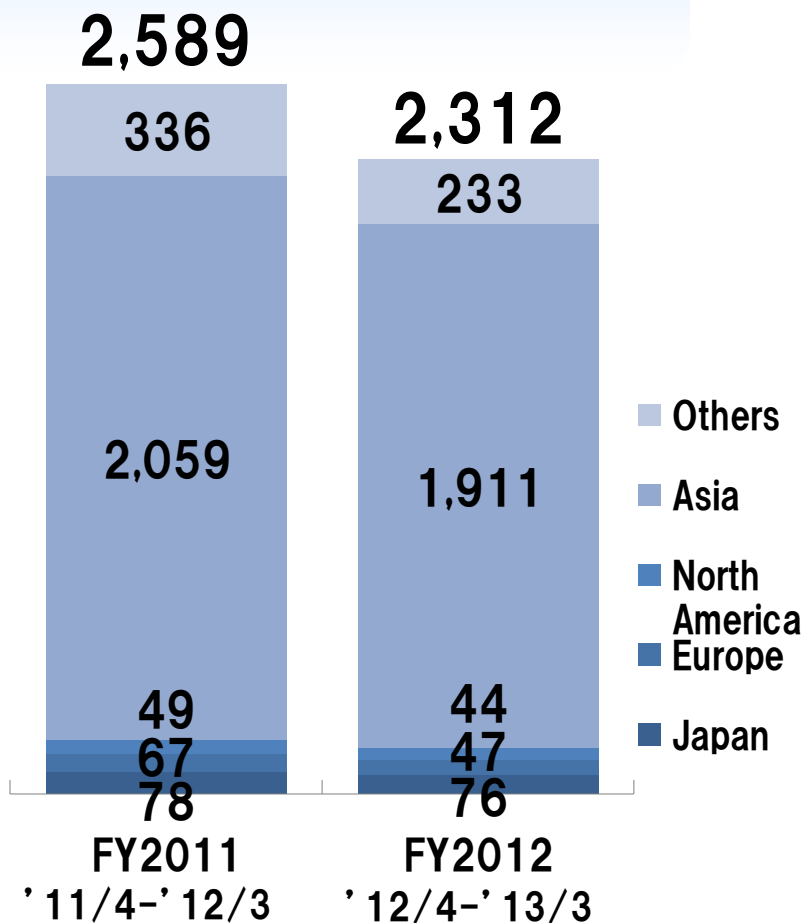
«Three Months Comparison»
(-84, -13.2%)

(Thousand units)



«Full Year Comparison»

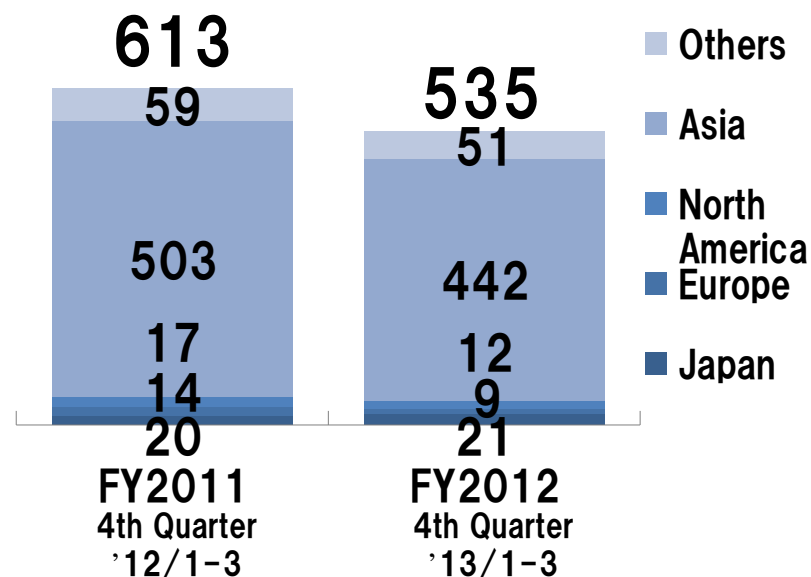
(-277, -10.7%)



«Three Months Comparison»

(-78, -12.7%)

(Thousand units)

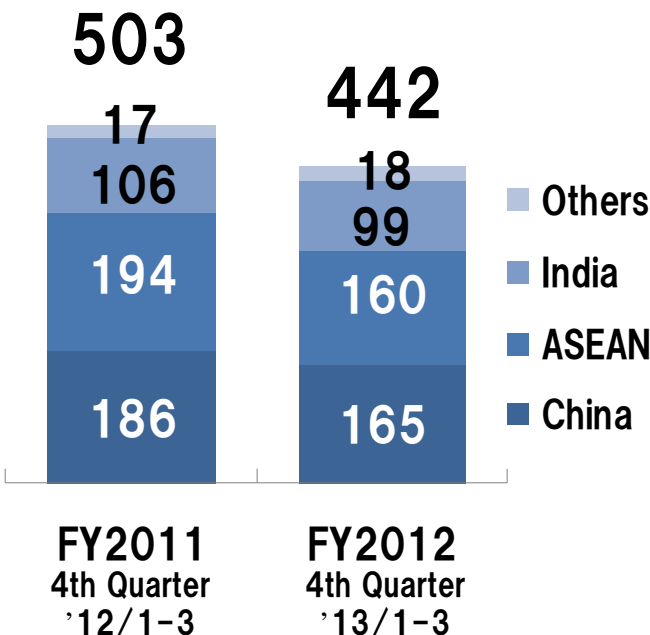
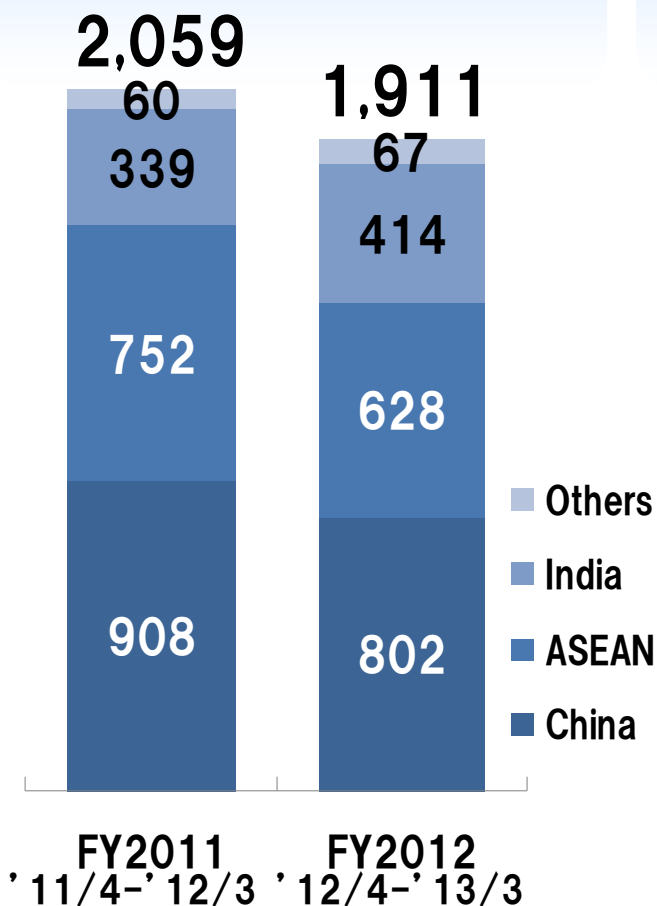


Sales Volume of Motorcycles by Geographical Areas (Asia)

«Full Year Comparison»
(-148, -7.2%)

«Three Months Comparison»
(-61, -12.1%)

(Thousand units)

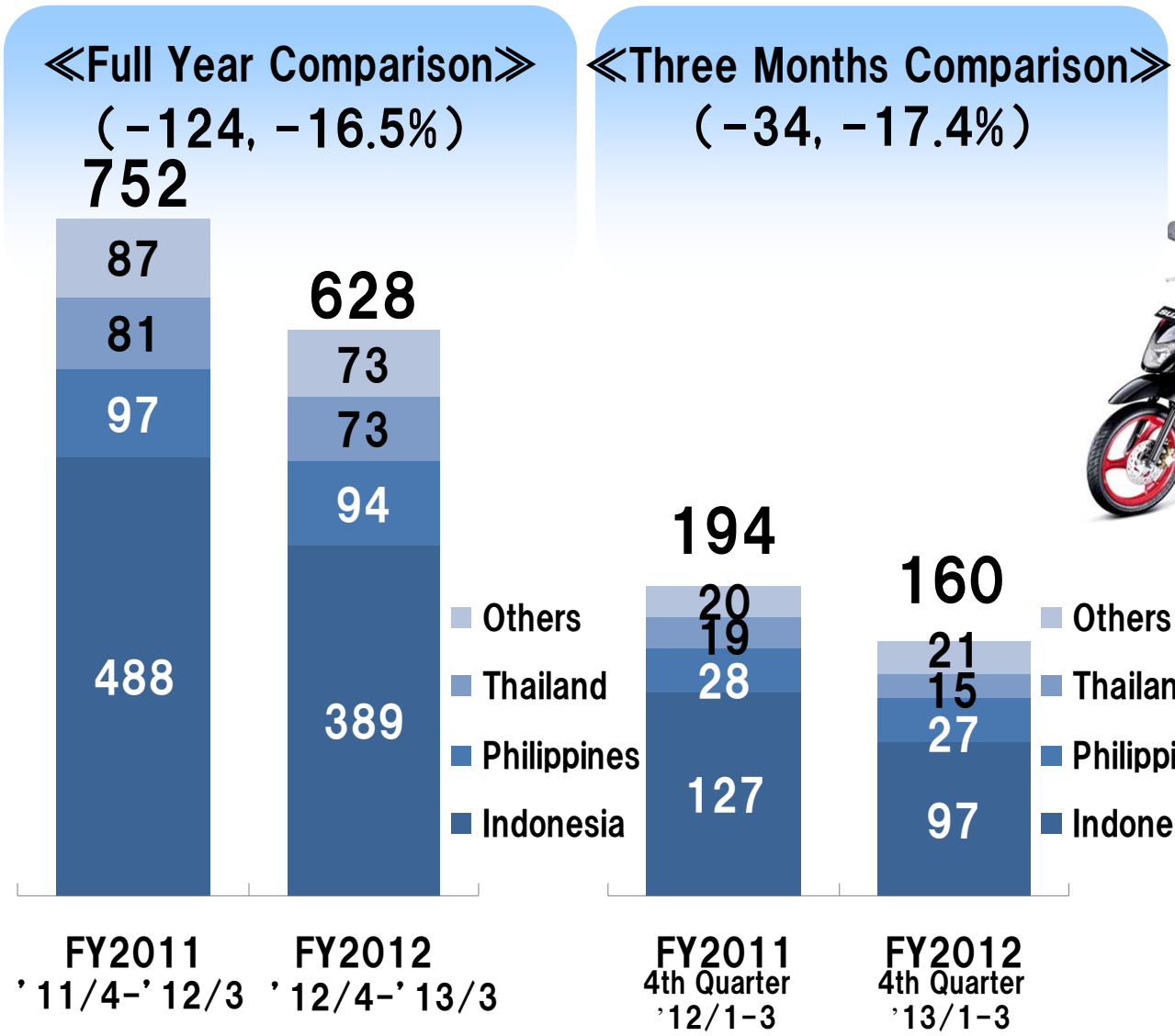


Hayate (India)



Access & Swish (India)

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



(Thousand units)



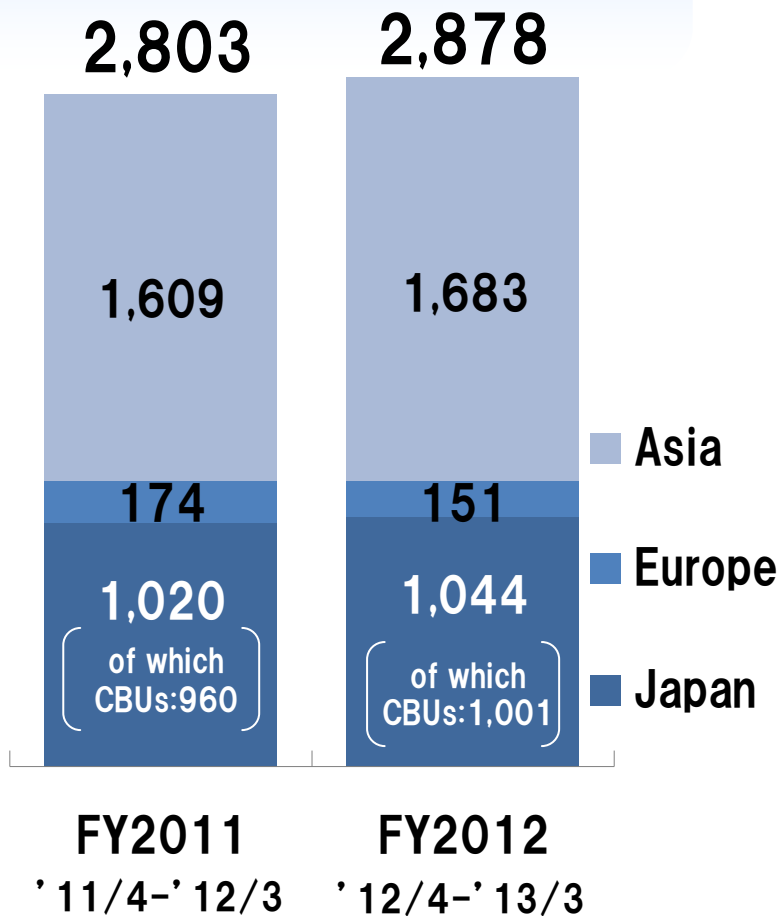
BlackFire Edition (Indonesia)

Black Fire Edition

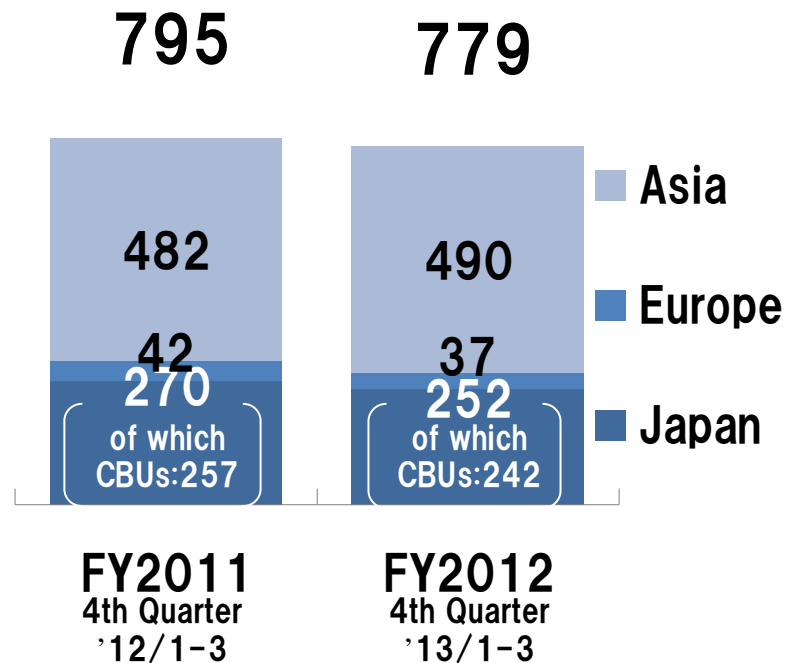
- Stylish special coloring whose basic is black and red features
- nex, Smash Titan and Satria (February 2013)

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

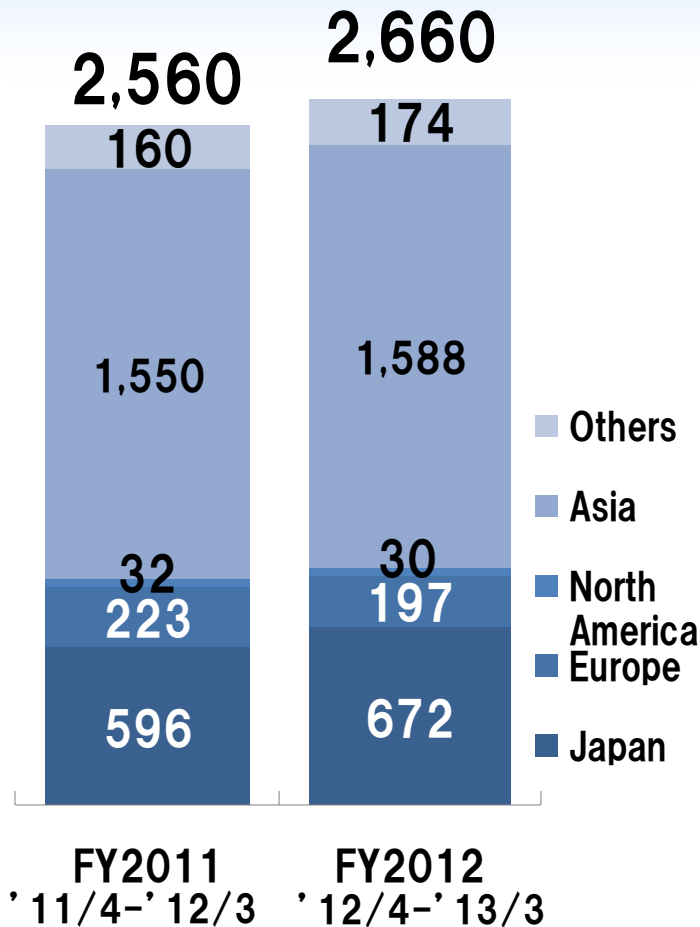
«Full Year Comparison»
(+76, +2.7%)



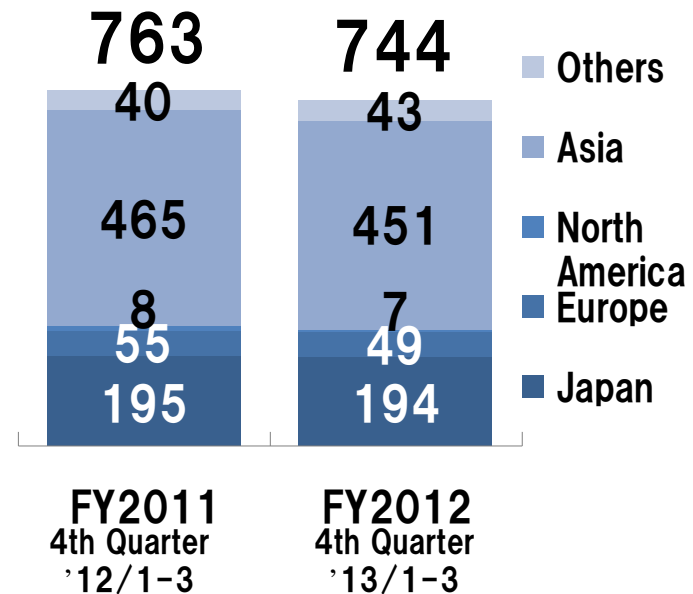
«Three Months Comparison»
(-15, -1.9%) (Thousand units)



《Full Year Comparison》 (+100, +3.9%)

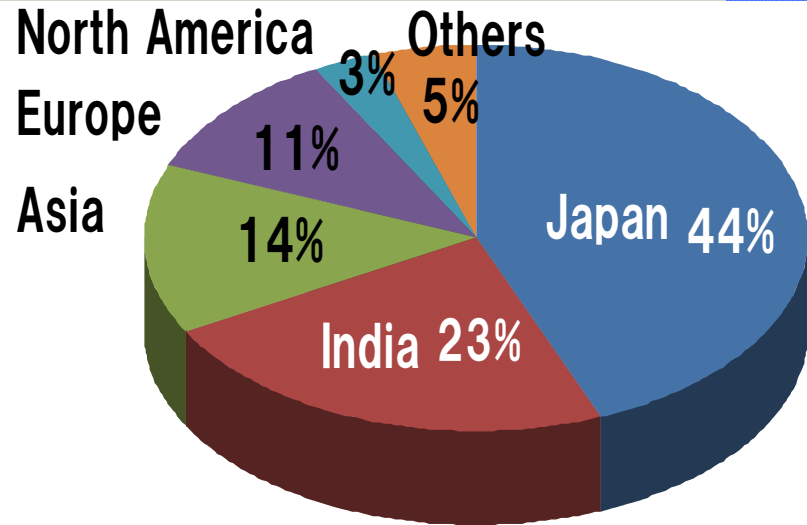


《Three Months Comparison》 (-19, -2.5%) (Thousand units)



Achieved in March

Japanese domestic sales 21.95 million
 (Including 20.28 million mini-vehicles)
 Overseas Sales 28.05 million



《Japanese Domestic Sales》

- " Suzulight" mini vehicle was launched in October 1955
- First subcompact sized vehicle "Fronte800" was launched in 1965
- Suzuki has been delivering creative and superior value to the customers

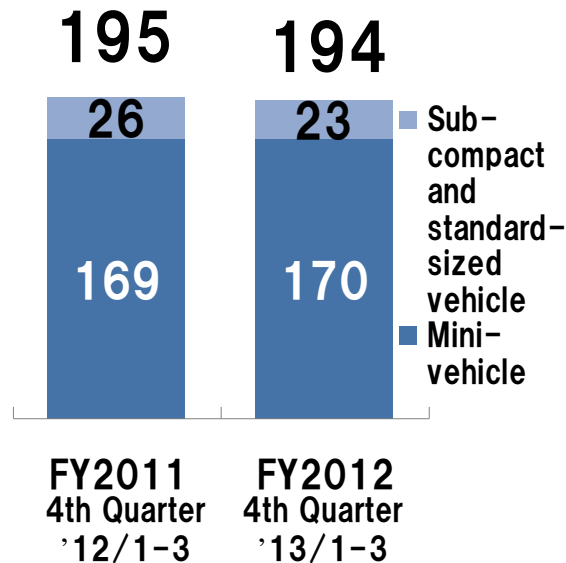
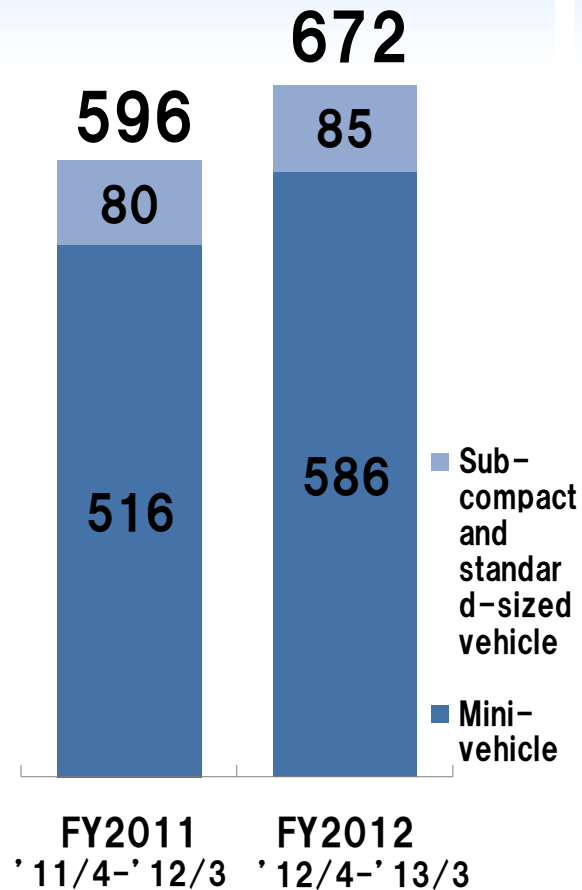
《Overseas Sales》

- Export of Suzulight was started in 1959
- As well as 3 plants in Japan, Suzuki has 12 production bases in 11 countries and regions including India, Hungary, Thailand and Indonesia
- Favored in 179 countries and regions worldwide

«Full Year Comparison»
(+76, +12.7%)

«Three Months Comparison»
(-1, -0.7%)

(Thousand units)



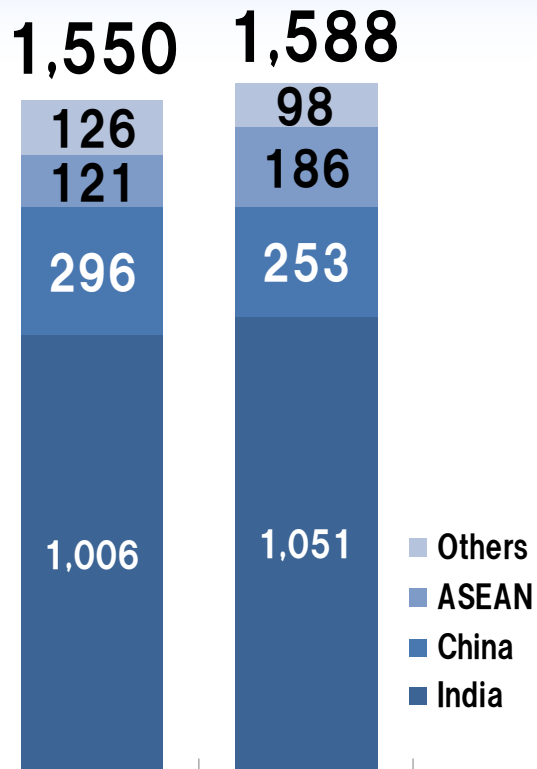
Spacia



Alto Eco

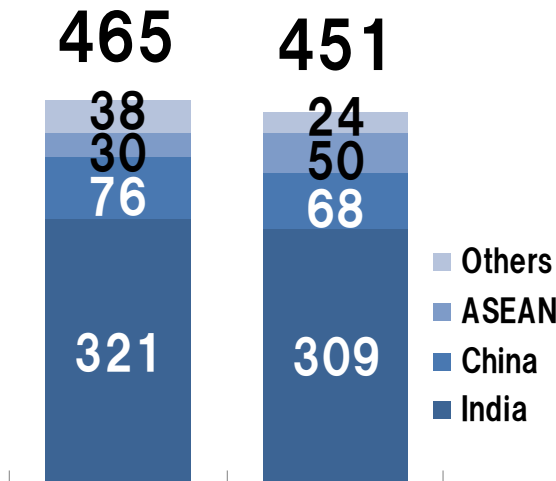
«Full Year Comparison»

(+38, +2.5%)



«Three Months Comparison»

(-14, -3.0%)



(Thousand units)



Swift (from Thailand)

FY2011 '11/4-'12/3 FY2012 '12/4-'13/3

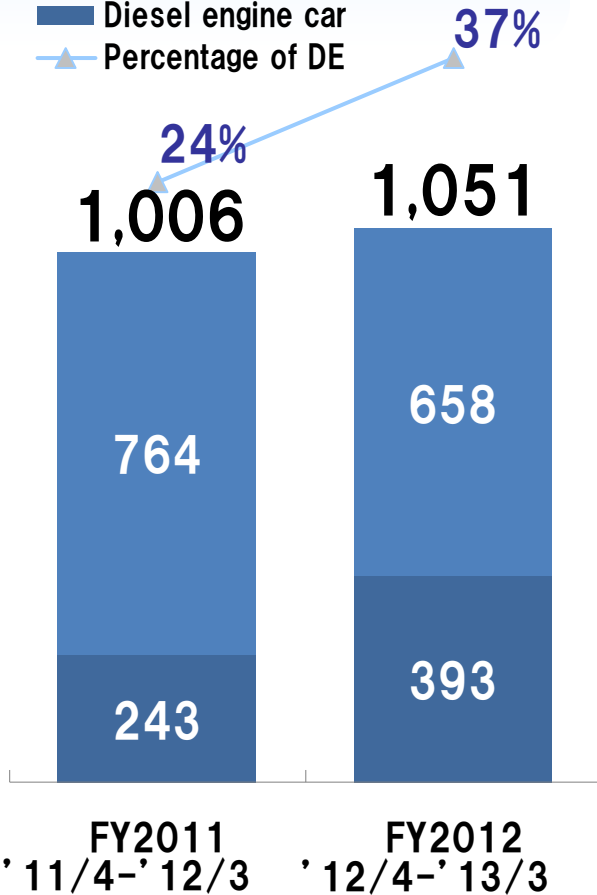
FY2011 4th Quarter '12/1-3 FY2012 4th Quarter '13/1-3

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

«Full Year Comparison»

(+45, +4.4%)

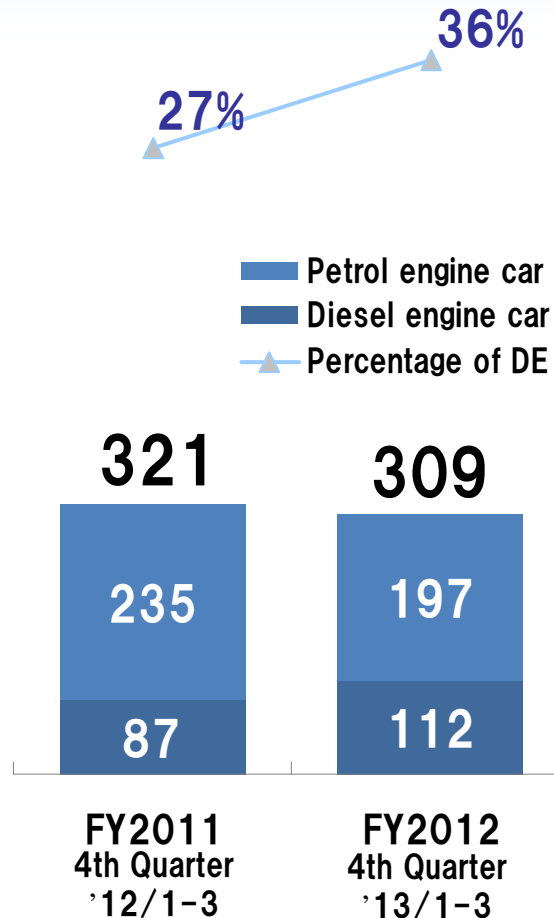
- Petrol engine car
- Diesel engine car
- ▲ Percentage of DE



«Three Months Comparison»

(-13, -3.9%)

- Petrol engine car
- Diesel engine car
- ▲ Percentage of DE



(Thousand units)



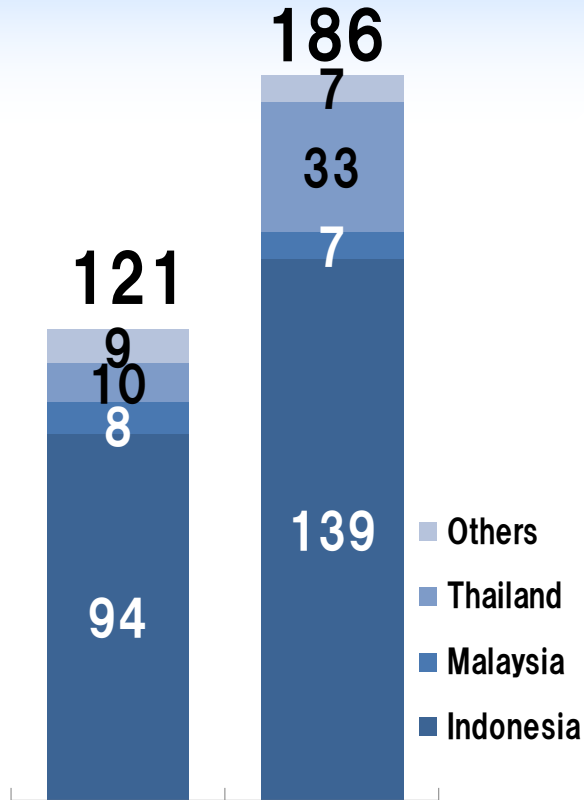
DZire



Ertiga

«Full Year Comparison»

(+66, +54.3%)



FY2011

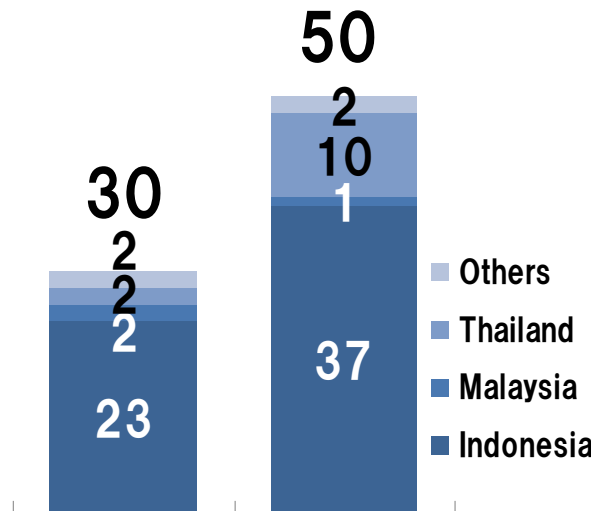
FY2012

'11/4-'12/3

'12/4-'13/3

«Three Months Comparison»

(+20, +66.7%)



FY2011

FY2012

4th Quarter

4th Quarter

'12/1-3

'13/1-3

(Thousand units)



Ertiga (from Indonesia)

OTOMOTIF 2013

Car of The Year Award



Production and Sales: Forecasts for Next Fiscal Year

(Thousand units)

		Full Year Production			Full Year Sales		
		FY2013 Forecasts	FY2012		FY2013 Forecasts	FY2012	
			Results	Change		Results	Change
Motorcycle	Japan	191	169	+22	78	76	+2
	Europe	—	13	-13	49	47	+2
	N.America	6	6	+0	60	44	+16
	Asia	2,360	1,992	+368	2,246	1,911	+335
	Others	126	90	+36	246	233	+13
	Total	2,683	2,269	+414	2,679	2,312	+367
Automobile	Japan	943	1,044	-101	660	672	-12
	Europe	176	151	+25	220	197	+23
	N.America				3	30	-27
	Asia	1,847	1,683	+164	1,756	1,588	+168
	Others				164	174	-10
	Total	2,968	2,878	+90	2,803	2,660	+143

- Increased sales for the first time in 2 periods, Increased income in 4 consecutive periods and the highest ever operating and ordinary income (Billions of Yen)

	FY2012 ('12/4-'13/3)	FY2011 ('11/4-'12/3)	Change	
				%
Net Sales	1,422.6	1,383.3	+ 39.3	+ 2.8%
Japan	911.5	823.9	+ 87.6	+10.6%
Overseas	511.1	559.4	- 48.3	- 8.6%
Operating Income (margin)	76.4 (5.4%)	50.1 (3.6%)	+ 26.3	+52.6%
Ordinary Income (margin)	76.7 (5.4%)	49.9 (3.6%)	+ 26.8	+53.9%
Net Income (margin)	36.4 (2.6%)	15.8 (1.1%)	+ 20.6	+129.7%

- On the basis of the highest ever consolidated net income, year-end dividends will be up by 2 yen from previous forecast
- Annual dividends will be up by 3 yen from previous period

	FY2012	In comparison with FY 2011		In comparison with previous forecast		FY2013 Forecast
		FY 2011 Result	Change	Previous forecast	Change	
Interim dividends	8yen	7yen	+ 1yen	8yen	±0 yen	8yen
Year-end dividends	10yen (Plan)	8yen	+ 2yen	8yen	+ 2 yen	10yen
Annual dividends	18yen (Plan)	15yen	+ 3yen	16yen	+ 2 yen	18yen

FY2012 Financial Results



New SX4

- Suzuki unified its compact-car know-how with four wheel drive technology
- Suzuki has made its first C-segment cross-over model

“Distinctive cross-over style”

“Class-leading space for passengers and luggage”

“Next generation 4WD performance”

“One of the lowest CO₂ emissions in the segment are the theme of development of the new SX4

The new SX4 will be built at Magyar Suzuki plant in Hungary and the car will be on sale in Europe from this autumn onwards

The launch of the car marks the start of export to countries outside Europe.

SUZUKI MOTOR CORPORATION

Caution with respect to Forward-Looking Statements

The forward-looking statements mentioned in this presentation 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 U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

[English translation from the original Japanese language document]