

FY2012 Third Quarter Financial Results



New Burgman 650 Executive

- Full-model change of the Burgman 650, which has been appreciated for its comfortable ride and luxury features throughout the world since its launch in 2002.
- Launched in Europe, United States, Japan and other areas in 2013.

※Sold as "SKYWAVE" in Japan

SUZUKI MOTOR CORPORATION
February 7, 2013

(Billions of yen)

	FY2012 9 months (*12/4-12)	FY2011 9 months (*11/4-12)	Change	
				Ratio
Net Sales	1,822.8	1,798.0	+ 24.8	+1.4%
Japan	749.7	684.3	+ 65.4	+9.5%
Overseas	1,073.1	1,113.7	- 40.6	- 3.6%
Operating Income (Margin)	92.9 (5.1%)	87.7 (4.9%)	+ 5.2	+5.9%
Ordinary Income (Margin)	101.3 (5.6%)	96.4 (5.4%)	+ 4.9	+5.2%
Net Income (Margin)	48.4 (2.7%)	40.6 (2.3%)	+ 7.8	+19.2%

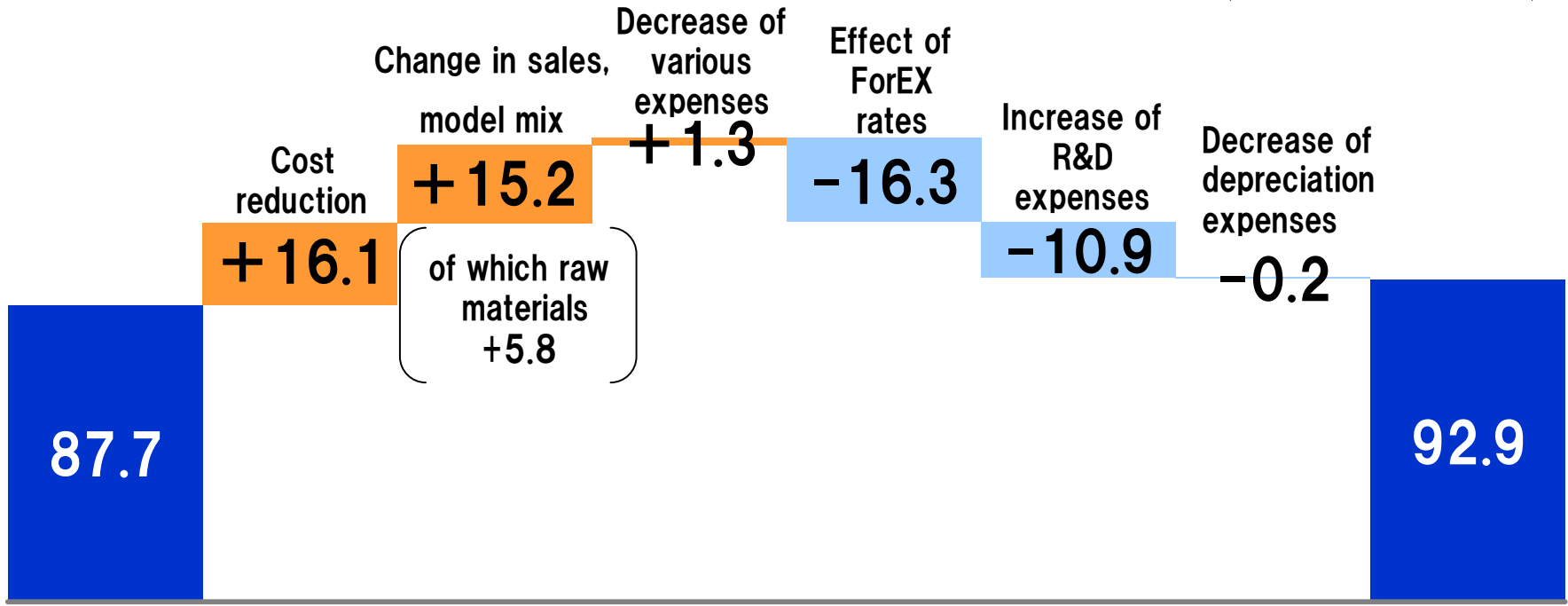
(Billions of Yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2012 9months ('12/4-12)	FY2011 9months ('11/4-12)	Change	FY2012 9months ('12/4-12)	FY2011 9months ('11/4-12)	Change	FY2012 9months ('12/4-12)	FY2011 9months ('11/4-12)	Change	FY2012 9months ('12/4-12)	FY2011 9months ('11/4-12)	Change	
Japan total	16.5	17.1	-0.6	721.9	656.3	+65.6	11.3	10.9	+0.4	749.7	684.3	+65.4	
Overseas total	146.8	171.7	-24.9	904.6	917.9	-13.3	21.7	24.1	-2.4	1,073.1	1,113.7	-40.6	-98.2
Europe	21.0	31.6	-10.6	170.7	234.5	-63.8	6.2	6.9	-0.7	197.9	273.0	-75.1	-13.8
N. America	23.9	24.5	-0.6	36.0	40.4	-4.4	9.3	9.8	-0.5	69.2	74.7	-5.5	+0.6
Asia	74.5	81.2	-6.7	604.4	541.4	+63.0	2.1	2.9	-0.8	681.0	625.5	+55.5	-82.6
Others	27.4	34.4	-7.0	93.5	101.6	-8.1	4.1	4.5	-0.4	125.0	140.5	-15.5	-2.4
Grand total	163.3	188.8	-25.5	1,626.5	1,574.2	+52.3	33.0	35.0	-2.0	1,822.8	1,798.0	+24.8	-98.2
of which effect of ForEX rates conversion			-6.8			-91.2			-0.2				-98.2



Consolidated: Factors of Change in Operating Income

(Billions of Yen)



FY2011
9 months
Operating
income

FY2012
9 months
Operating
income



Factors of increase **+32.6**

Factors of decrease **-27.4**

Operating income +5.2

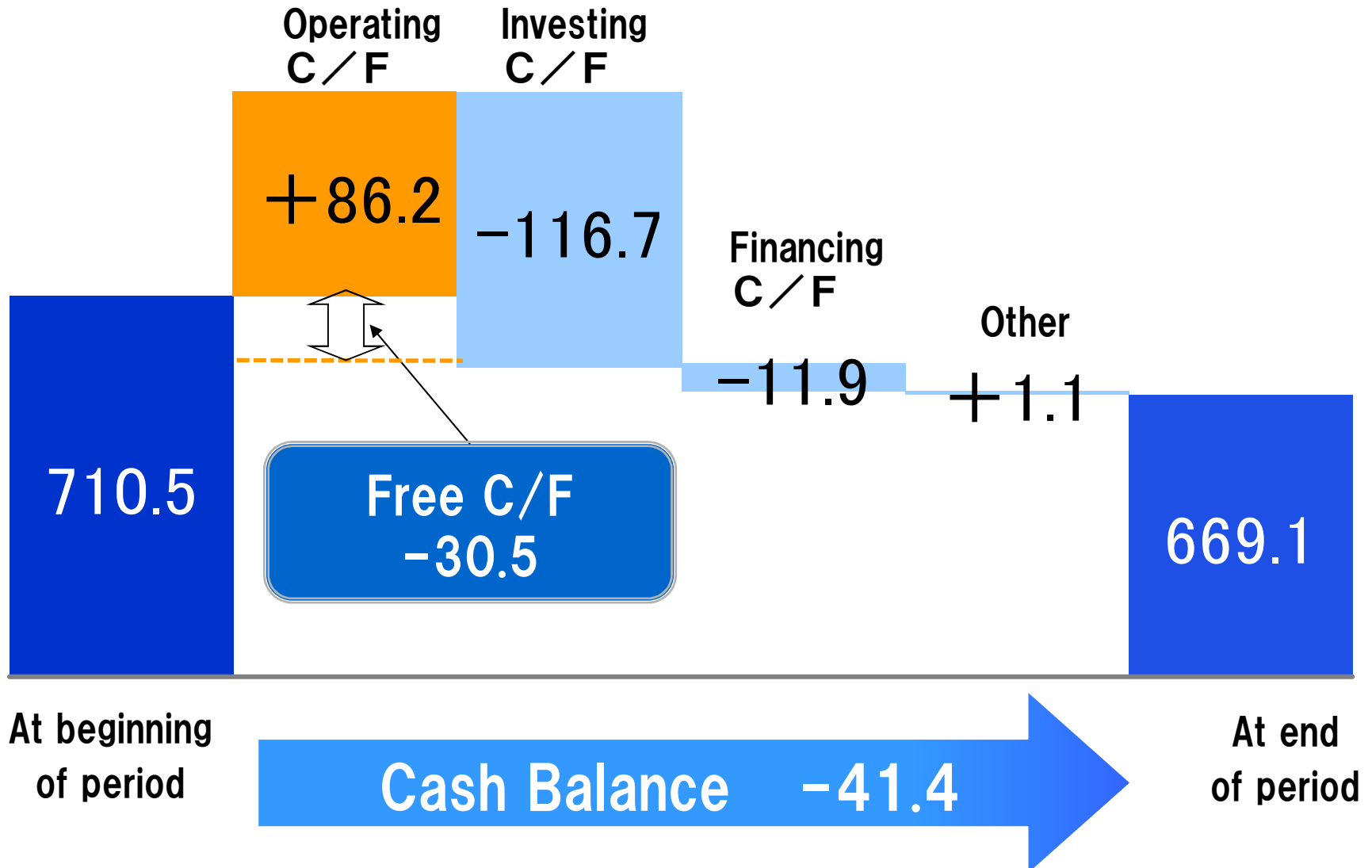
Consolidated: Foreign Exchange Rates

	FY2012 9 months (¹² /4-12)	FY2011 9 months (¹¹ /4-12)	Change	Effect of ForEX rates in operating income
U.S. Dollar	80yen	79yen	+ 1yen	+ 0.9bln yen
Euro	102yen	111yen	-9yen	-3.4bln yen
Indian rupee	1.48yen	1.71yen	-0.23yen	-10.2bln yen
Others	—	—	—	-3.6bln yen
Total				-16.3bln yen

(Billions of Yen)

	FY2012 9 months ('12/4-12)	FY2011 9 months ('11/4-12)	Change		
(Non-consolidated)	35.5	16.2	+19.3		
(Subsidiaries)	88.5	70.6	+17.9		
Capital Expenditures	124.0	86.8	+37.2		
Depreciation Expenses	70.5	70.3	+0.2		
R&D Expenses	85.3	74.4	+10.9		
	FY2012 Q3 ('12/12)	FY2011 Q3 ('11/12)	FY2011 Q4 ('12/3)		
		Change	Change		
Interest-Bearing Debt balance	439.9	450.1	-10.2	439.8	+0.1

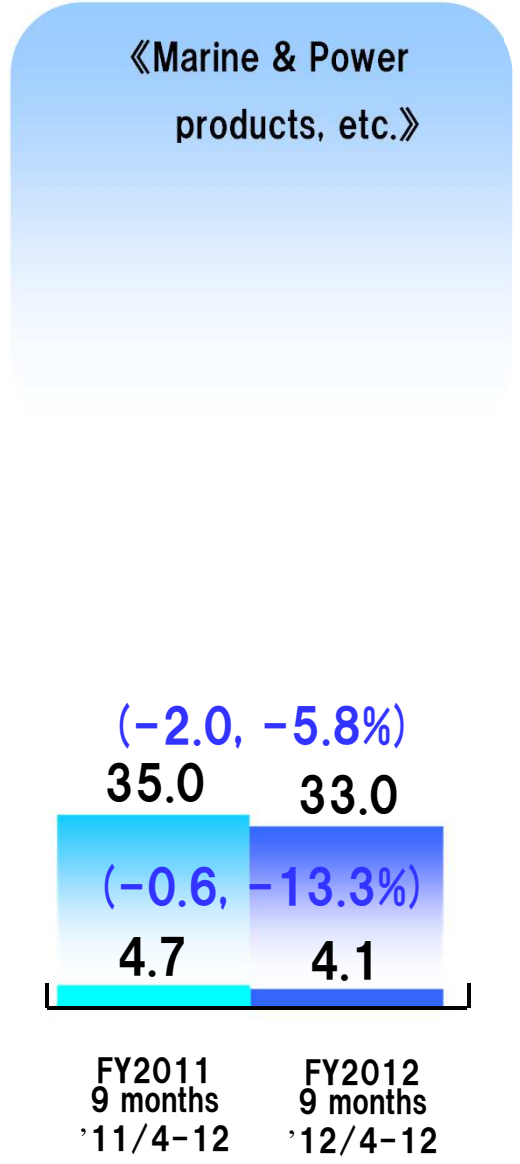
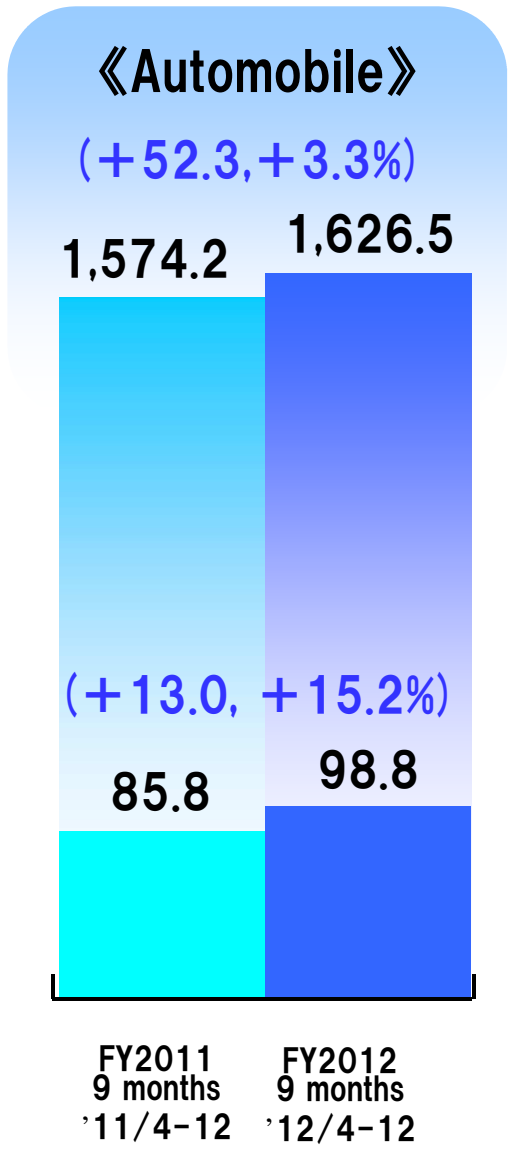
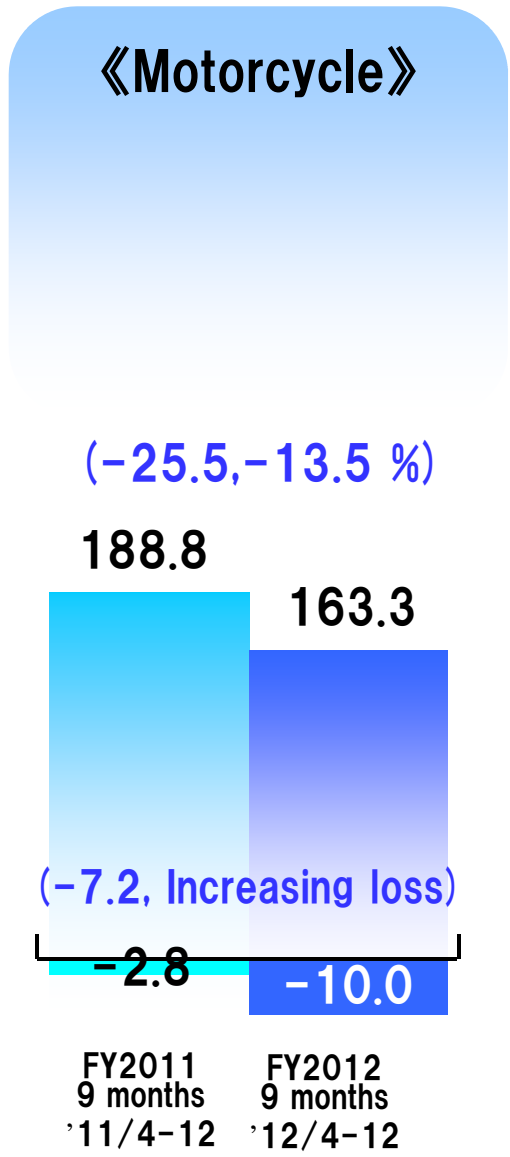
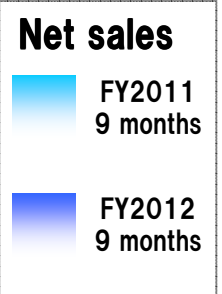
(Billions of Yen)





Consolidated: Operating Results by Business (Net sales, Operating income)

(Billions of Yen)



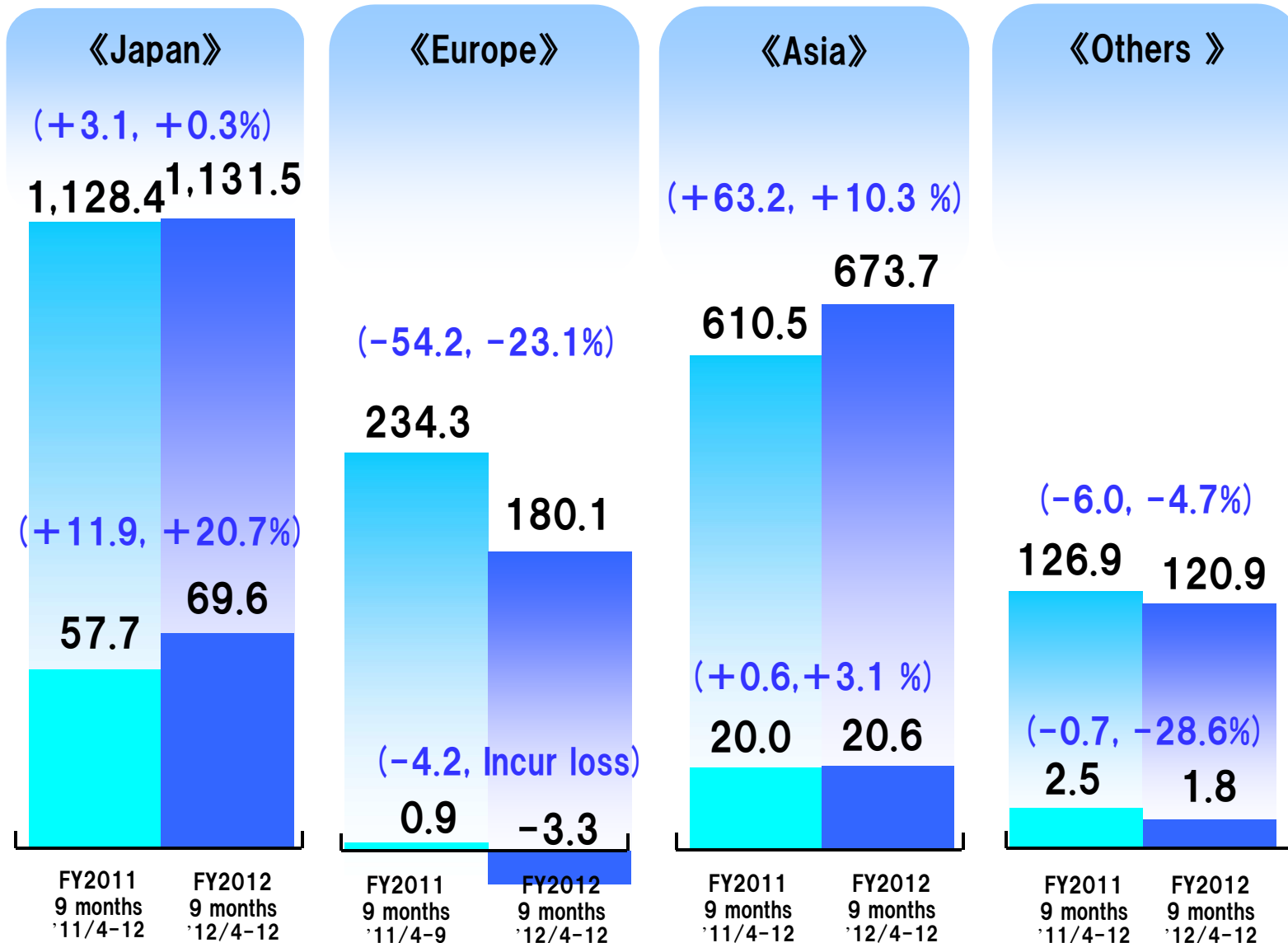
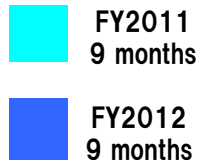
Consolidated: Operating Results by Geographical Areas (Net sales, Operating income)

(Billions of Yen)

Net sales



Operating income



※As distribution of automobiles in the United States was discontinued, "North America" was included in "Others" from this period

Consolidated: Number of Consolidated Subsidiaries, Equity Method Affiliates and Employees

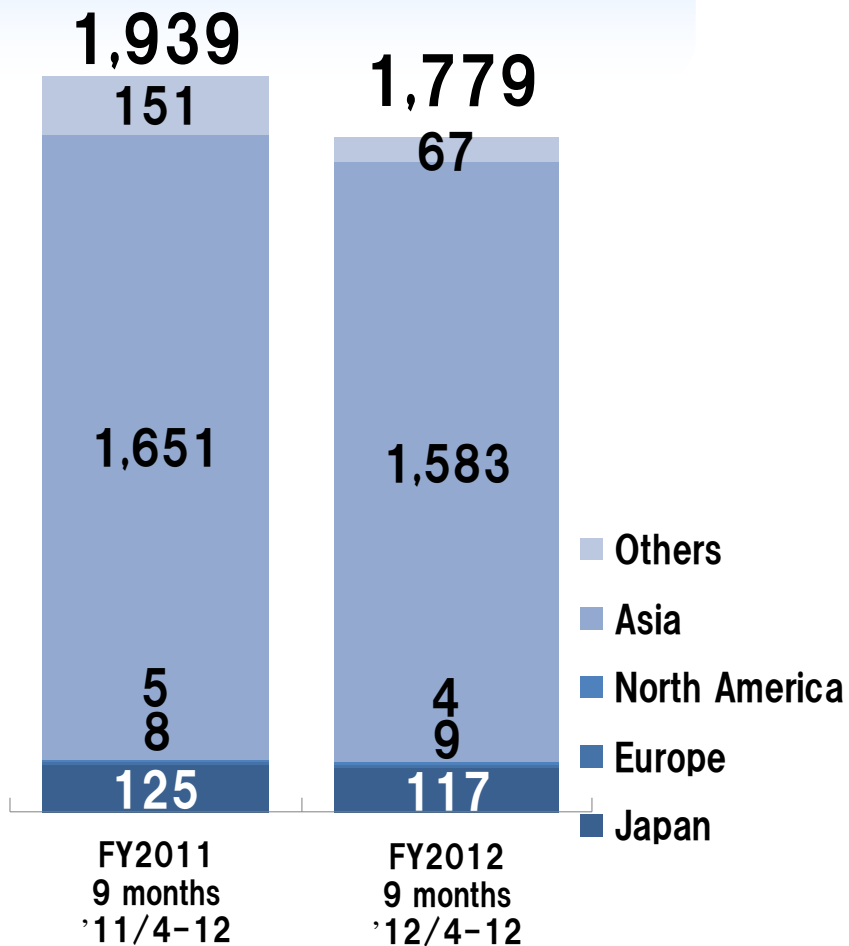
	FY2012 Q3	FY2011 Q3		FY2011 Q4	
	('12/12)	('11/12)	Change	('12/3)	Change
Consolidated Subsidiaries	135	141	-6	138	-3
Equity Method Affiliates	36	37	-1	37	-1
Employees	55,754	54,378	+1,376	54,484	+1,270

(Upward revision from the latest forecast on November 9 for the operating and the ordinary income)

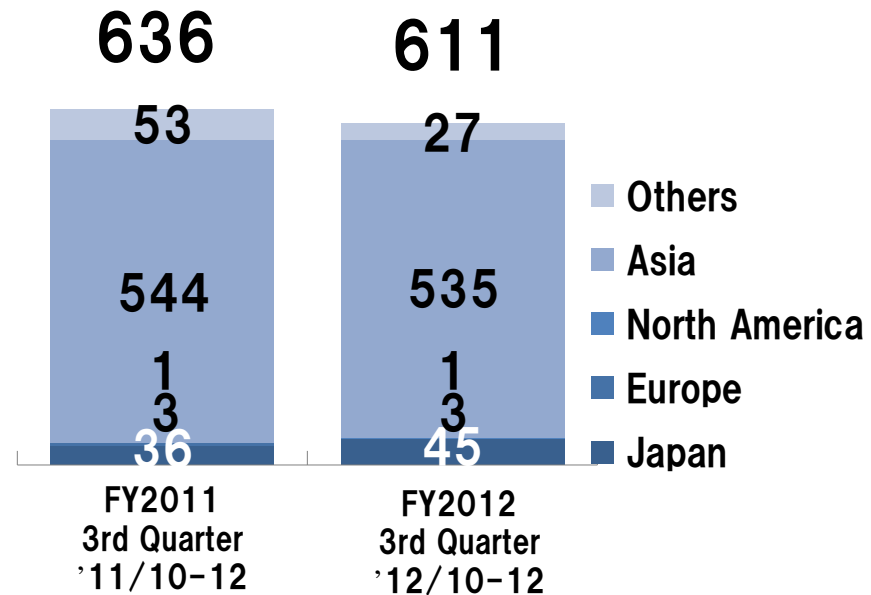
(Billions of Yen)

		Latest Forecast	Change from FY 2011 result		Change from previous forecast	
			FY 2011 Result	Change	Previous forecast	Change
Net sales		2,600.0	2,512.2	+87.8	2,600.0	—
Operating income		130.0	119.3	+10.7	120.0	+10.0
Ordinary income		145.0	130.6	+14.4	135.0	+10.0
Net income		70.0	53.9	+16.1	70.0	—
Foreign Exchange Rates	U.S. dollar	81yen (Q4 85yen)	79yen	+2yen	77yen (2nd half 75yen)	+4yen (+10yen)
	Euro	105yen (Q4 115yen)	109yen	-4yen	99yen (2nd half 97yen)	+6yen (+18yen)
	Indian rupee	1.50yen (Q4 1.55yen)	1.68yen	-0.18yen	1.43yen (2nd half 1.40yen)	+0.07yen (+0.15yen)
Change in Operating Income	Change in sales,model mix	+38.7	-54.2		+42.7	-4.0
	Cost reduction	+23.0	+22.6		+23.0	—
	Effect of ForEX rates	-17.0	-28.9		-31.0	+14.0
	Various expenses	-15.0	+43.3		-15.0	—
	Depreciation Expenses	-14.0	+35.3		-14.0	—
	R&D expenses	-5.0	-5.7		-5.0	—
Total		+10.7	+12.4		+0.7	+10.0

«Nine Months Comparison» (-160, -8.3%)



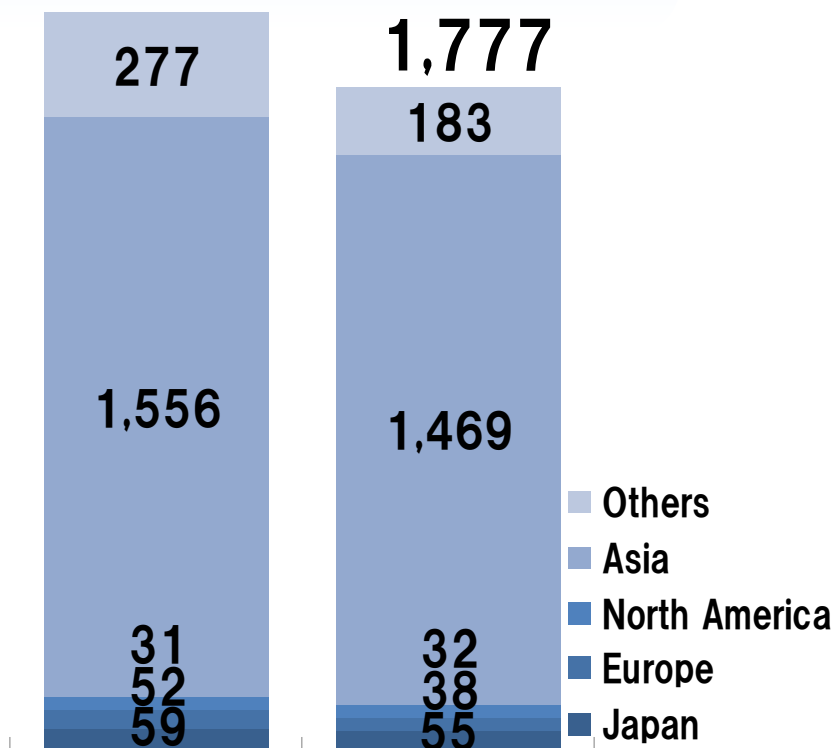
«Three Months Comparison» (-25, -4.0%) (Thousand units)



《Nine Months Comparison》

(-199, -10.1%)

1,976



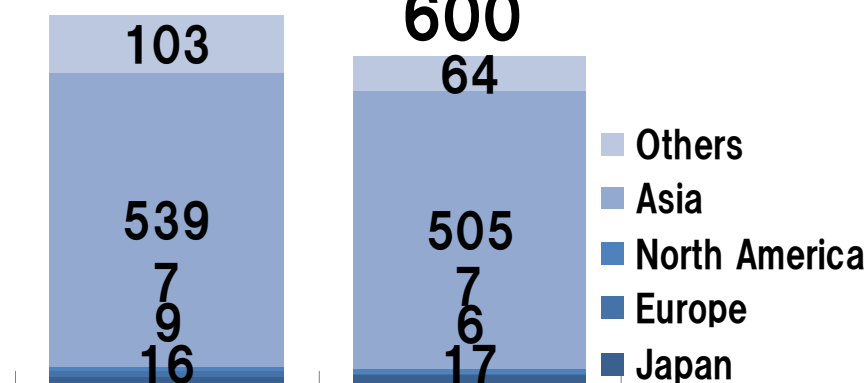
FY2011
9 months
'11/4-12

FY2012
9 months
'12/4-12

《Three Months Comparison》

(-74, -11.0%) (Thousand units)

674



FY2011
3rd Quarter
'11/10-12

FY2012
3rd Quarter
'12/10-12

Sales Volume of Motorcycles by Geographical Areas (Asia)



«Nine Months Comparison»
(-87, -5.6%)

«Three Months Comparison»
(-35, -6.4%)

(Thousand units)

1,556

1,469

539

505

43
233

49
315

14
68
160

16
108
163

558

468

298

218

723

637

Others
India
ASEAN
China

Others
India
ASEAN
China

FY2011
9 months
'11/4-12

FY2012
9 months
'12/4-12

FY2011
3rd Quarter
'11/10-12

FY2012
3rd Quarter
'12/10-12



Hayate (India)



Swish 125 (India)

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

«Nine Months Comparison»

(-90, -16.1 %)

558



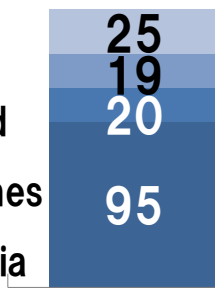
468



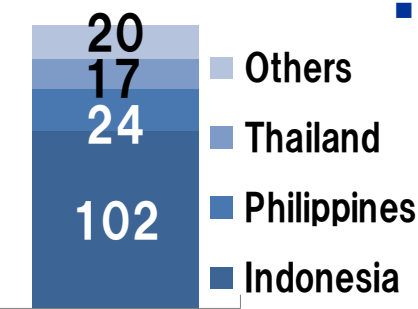
«Three Months Comparison»

(+3, +2.0 %)

160



163



(Thousand units)



Let's (Indonesia)

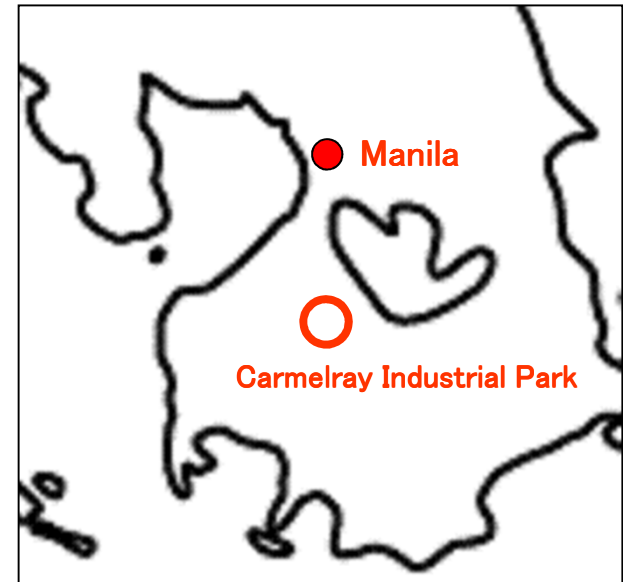
- Brand new fashion scooter
 - Launched in Indonesia on October 2012
 - Fuel efficient technology used in nex

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

- Built in Carmelray Industrial Park in Calamba, Laguna
- Site area : Approx. 127,000m², Building area : Approx. 11,000m²
- Production capacity : Approx. 200,000 units/year (day/night shift)
 <Actual sales in FY 2011: 97,000 units>
 More than doubled from old plant in Pasig City, Metropolitan Manila
 (Maximum 8,000 units in a month)
- With the completion of the new plant, Suzuki Philippines will produce parts such as frames, mufflers, and tanks to raise the local procurement rate.



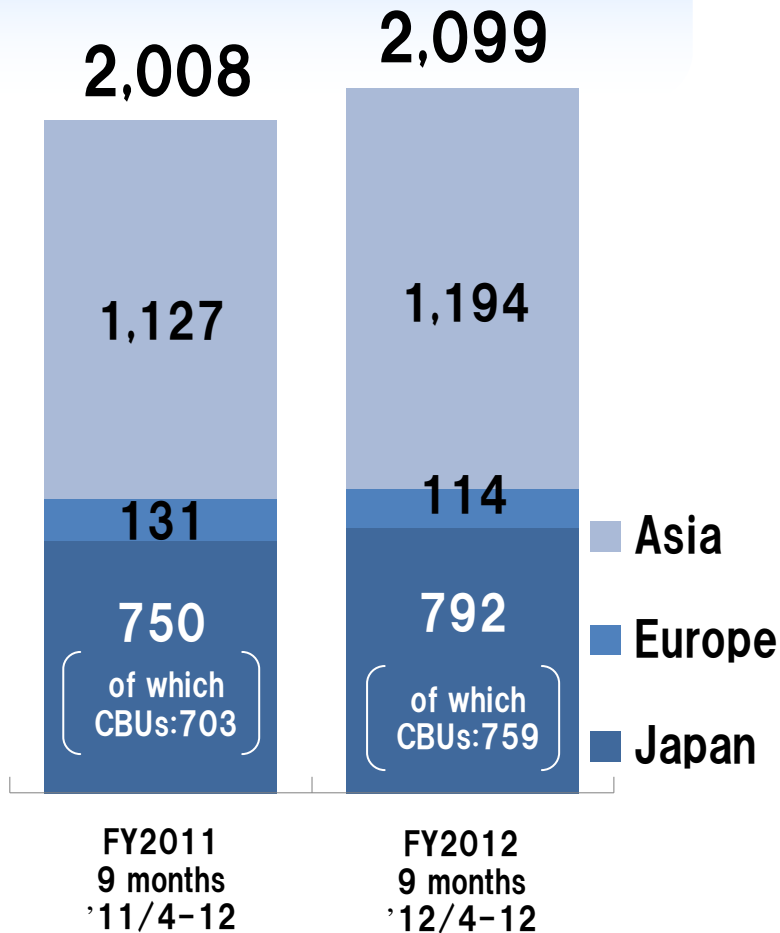
Opening ceremony of new plant (November 15, 2012)



Location of new plant

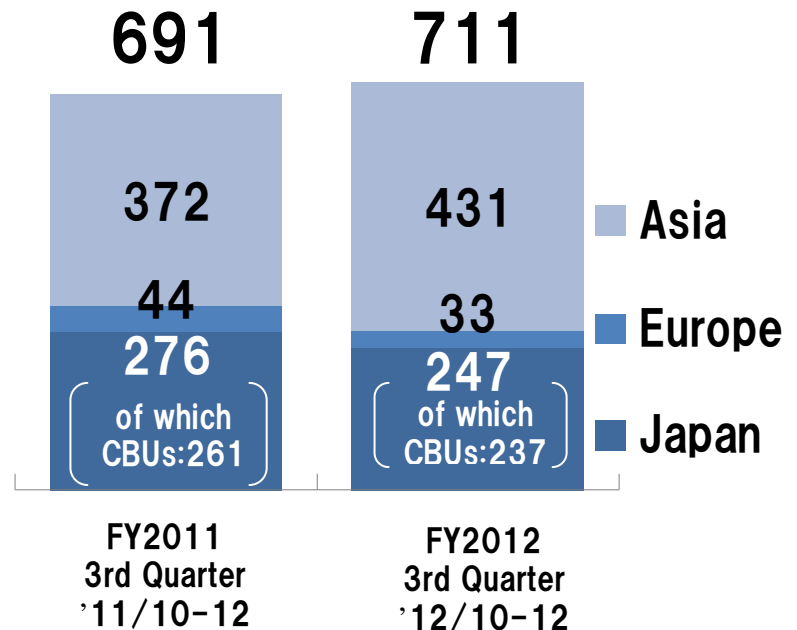
«Nine Months Comparison»

(+91, +4.5 %)

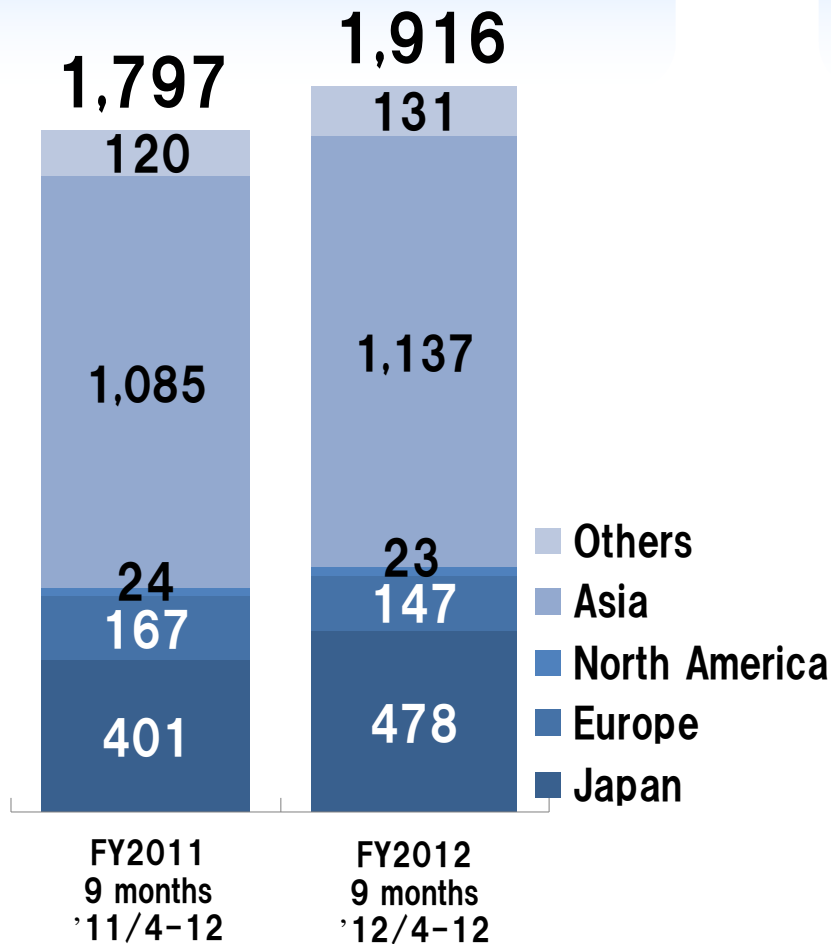


«Three Months Comparison»

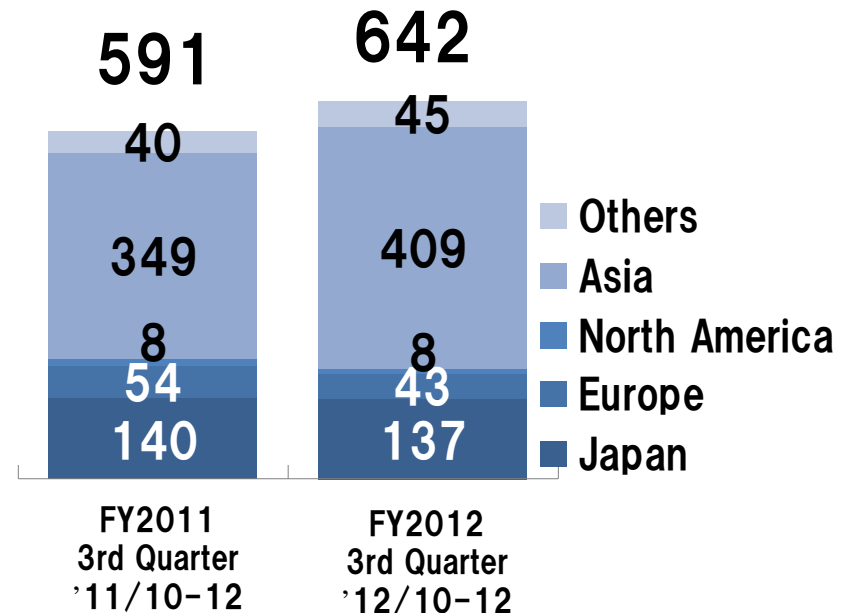
(+19, +2.8 %) (Thousand units)



《Nine Months Comparison》 (+119, +6.6%)



《Three Months Comparison》 (+51, +8.6%) (Thousand units)

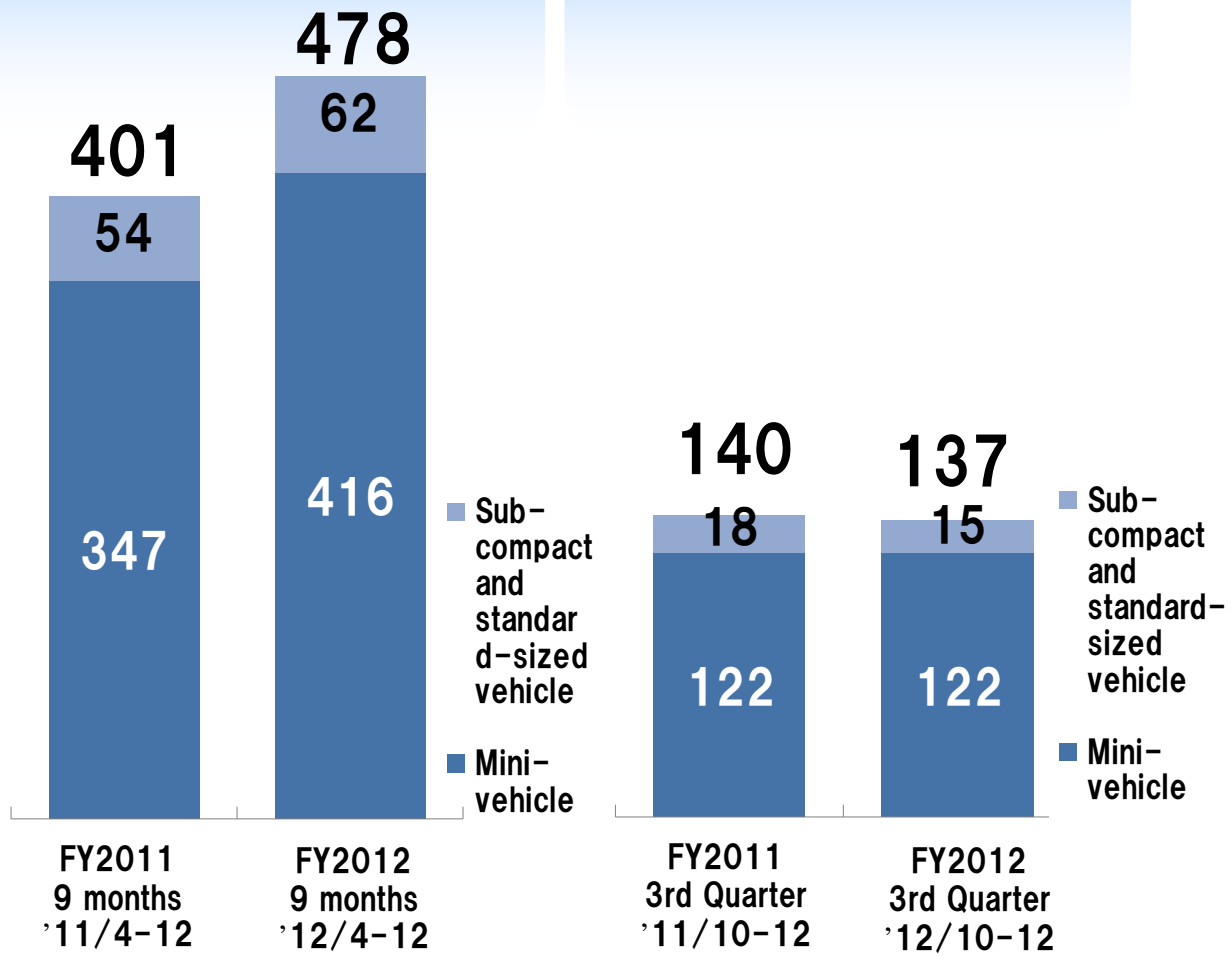


Sales Volume of Automobiles by Geographical Areas (Japan)



(Thousand units)

«Nine Months Comparison» (+77, +19.2%)
 «Three Months Comparison» (-3, -2.1%)



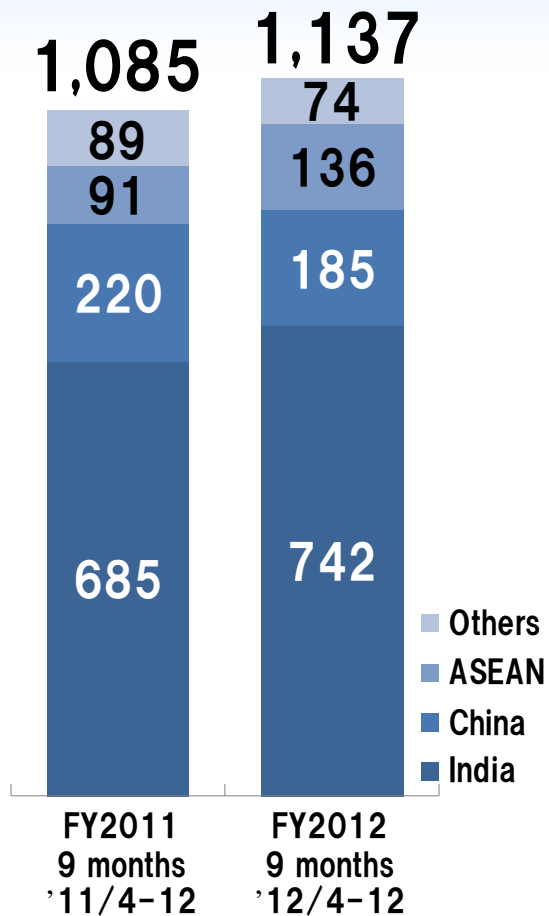
WAGON R



WAGON R STINGRAY

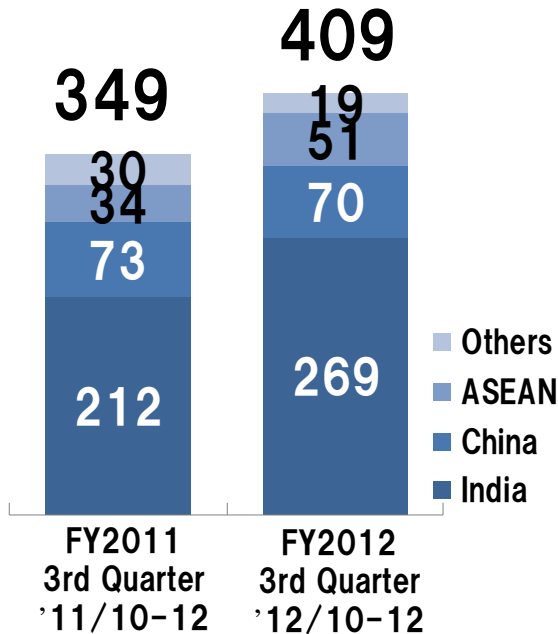
«Nine Months Comparison»

(+52, +4.8 %)



«Three Months Comparison»

(+60, +17.2 %)



(Thousand units)

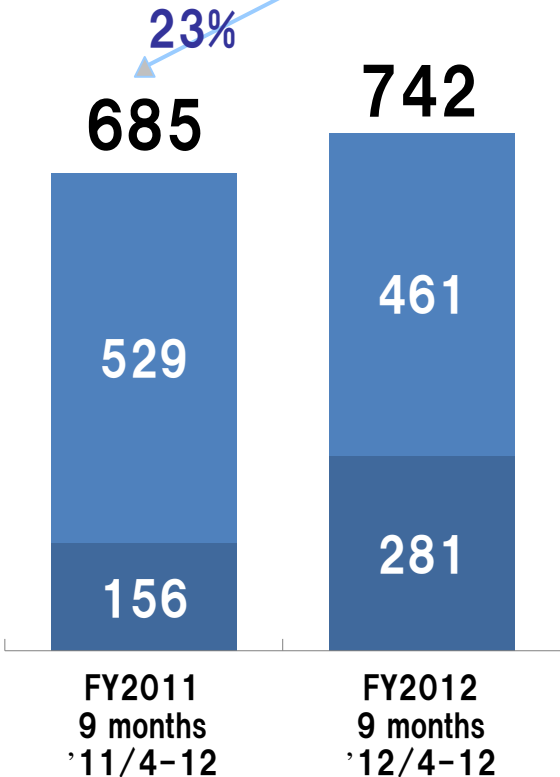


New Swift (from Thailand)

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

«Nine Months Comparison» (+57, +8.4%)

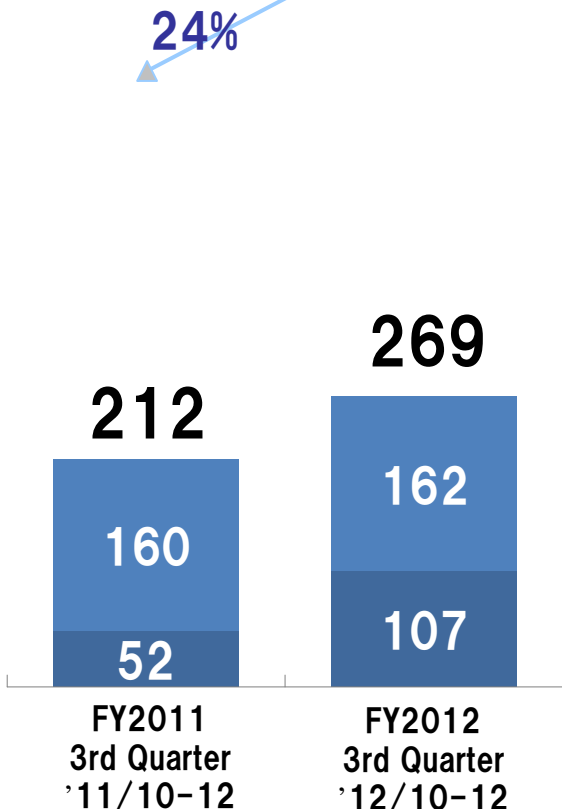
- Petrol engine car
- Diesel engine car
- ▲ Percentage of DE



«Three Months Comparison» (Thousand units)

(+57, +27.0%)

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



Introducing the new ALTO 800

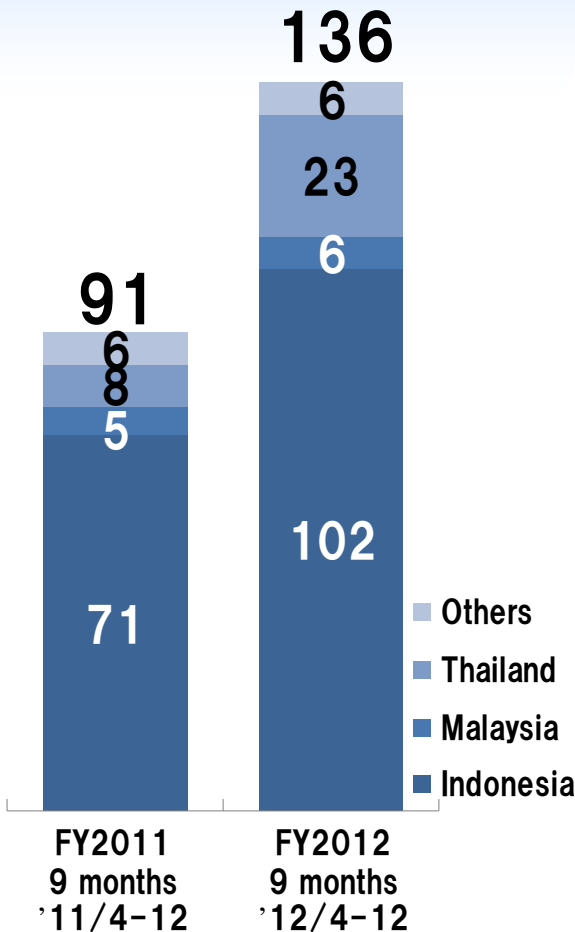
New Alto 800



Dzire

«Nine Months Comparison»

(+45, +50.1%)



«Three Months Comparison»

(+18, +51.9%)



(Thousand units)

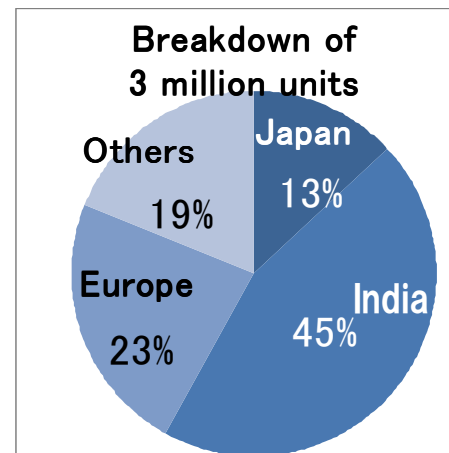


Ertiga (from Indonesia)



Mega Carry (from Indonesia)

- The Swift reflects Suzuki's expertise in compact cars and dedication to creating models that are sporty, stylish, and fun to drive. It was first produced and sold in Japan as a world strategic model in November 2004.
- In the following year, production and distribution began in countries including Hungary, India, and China. In March 2012, production and distribution also began in Thailand.
- Today, the Swift is favored in more than 120 countries and regions around the world to reach three million units of cumulative worldwide sales in January 2013.
- In Japan, the Swift has won the RJC (Automotive Researchers' and Journalists' Conference of Japan) Car of the Year in 2006 and 2011, and the 2005–2006 Japan Car of the Year Special Award 'Most Fun' prize, as well as various car of the year awards in Europe, India and countries worldwide, showing how the Swift is well regarded.



India

- Won five awards including CNBC TV18 – Overdrive Award 2012 Compact MUV of the year
- Highly rated for new affordable family car with ample space for seven.

Indonesia

- Auto Bild Award 2012 – The best compact MPV
- Highly rated for reasonable pricing, comfortable cabin space, superior driving performance and fuel efficiency while being well equipped.

Ertiga



(Unchanged from previous forecasts on November 9)

(Thousand units)

		Full Year Production			Full Year Sales		
		Latest Forecasts	FY2011 Results		Latest Forecasts	FY2011 Results	
				Change			Change
Motorcycle	Japan	167	174	-7	77	78	-1
	Europe	11	11	-0	51	67	-16
	N.America	6	7	-1	47	48	-1
	Asia	2,280	2,179	+101	2,191	2,059	+132
	Others	95	203	-108	237	336	-99
	Total	2,559	2,574	-15	2,603	2,589	+14
Automobile	Japan	1,088	1,020	+68	639	596	+43
	Europe	171	174	-3	227	223	+4
	N.America				33	32	+1
	Asia	1,751	1,609	+142	1,675	1,550	+125
	Others				170	160	+10
	Total	3,011	2,803	+208	2,744	2,560	+184

FY2012 Third Quarter Financial Results



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 rate (mainly U.S. dollar/Yen rate, Euro/Yen rate).

[English translation from the original Japanese language document]