

# <Reference for FY2012 (The 147th Fiscal Year) First Quarter > [Consolidated]

August 2, 2012  
SUZUKI MOTOR CORPORATION  
(Billions of yen)

		FY2011 first three months April - June 2011		FY2012 first three months April - June 2012		FY2012 full-year forecast April 2012 - March 2013		
Net Sales		607.3	(-7.5%)	644.8	(+6.2%)	2,600.0	(+3.5%)	
Domestic Sales		201.6	(-15.5%)	267.0	(+32.4%)	1,000.0	(+1.3%)	
Overseas Sales		405.7	(-2.9%)	377.8	(-6.9%)	1,600.0	(+4.9%)	
Operating Income <margin>		25.6	(-20.0%) <4.2%>	35.6	(+39.4%) <5.5%>	120.0	(+0.6%) <4.6%>	
Ordinary Income <margin>		28.8	(-6.0%) <4.7%>	40.2	(+39.9%) <6.2%>	135.0	(+3.4%) <5.2%>	
Net Income <margin>		18.7	(+23.6%) <3.1%>	24.5	(+30.6%) <3.8%>	70.0	(+29.9%) <2.7%>	
General View		Lower sales Lower Operating, and Ordinary income Higher Quarterly net income		Higher earnings on higher sales		Higher earnings on higher sales		
Factors of change in Operating Income	Factors of Increase	Decrease of expenses	+5.5	Change in sales, model mix	+19.8	Change in sales, model mix	+43.7	
		Decrease of depreciation	+5.5	Cost reduction	+2.1	Cost reduction	+27.0	
		Cost reduction	+1.3	Decrease of depreciation	+1.4			
		<b>Total</b>	<b>+12.3</b>	<b>Total</b>	<b>+23.3</b>	<b>Total</b>	<b>+70.7</b>	
	Factors of Decrease	Change in sales, model mix	-12.5	Effect of ForEX rates	-10.9	Effect of ForEX rates	-36.0	
		Effect of ForEX rates	-5.9	Increase of R&D expenses	-1.8	Increase of expenses	-15.0	
		Increase of R&D expenses	-0.2	Increase of expenses	-0.6	Increase of depreciation	-14.0	
		<b>Total</b>	<b>-18.6</b>	<b>Total</b>	<b>-13.3</b>	<b>Total</b>	<b>-70.0</b>	
Foreign Exchange Rates		82 Yen/US\$ 117 Yen/EURO		80 Yen/US\$ 103 Yen/EURO		76 Yen/US\$ (After 1Q: 75 Yen) 97 Yen/EURO (After 1Q: 95 Yen)		
Capital Expenditures		32.7		32.8		250.0		
Depreciation		25.0		23.6		117.0		
R&D Expenses		22.0		23.8		115.0		
Interest-bearing debt		476.3		431.8				
Cash Flows	Operating Activities	58.3		60.1				
	Investing Activities	-21.3		-19.8				
	Financing Activities	-10.1		-7.8				
	Current Cash	662.4		739.7				
Operating results by Business	M/C	Sales	75.4 (+8.0%)	59.5 (-21.1%)				
		Operating Income<margin>	0.3 ( - ) <0.4%>	-3.5 ( - ) <- >				
	A/M	Sales	517.3 (-9.8%)	571.9 (+10.5%)				
		Operating Income<margin>	23.3 (-27.5%) <4.5%>	37.5 (+61.6%) <6.6%>				
	M/P	Sales	14.6 (+14.8%)	13.4 (-8.3%)				
		Operating Income<margin>	2.0 (+19.4%) <13.9%>	1.6 (-22.7%) <11.7%>				
Operating results by Geographical Areas	Japan	Sales	342.0 (-14.3%)	404.0 (+18.1%)				
		Operating Income<margin>	10.9 (-31.0%) <3.2%>	27.5 (+152.0%) <6.8%>				
	Europe	Sales	83.5 (-3.4%)	66.2 (-20.8%)				
		Operating Income<margin>	1.9 (-53.0%) <2.2%>	-1.3 ( - ) <- >				
	N.A.	Sales	31.9 (+22.2%)	24.1 (-24.5%)				
		Operating Income<margin>	0.5 ( - ) <1.6%>	-0.1 ( - ) <- >				
	Asia	Sales	226.4 (-3.0%)	233.5 (+3.1%)				
		Operating Income<margin>	11.9 (+3.4%) <5.3%>	9.2 (-22.8%) <3.9%>				
	Other	Sales	20.2 (+3.7%)	19.3 (-4.4%)				
		Operating Income<margin>	0.6 (-40.6%) <3.0%>	0.3 (-49.2%) <1.6%>				
	Number of Consolidated Subsidiaries		141		135			
	Number of Affiliates with application of equity method		38		36			
Number of Employees		53,964		55,439				

\* M/C: Motorcycle A/M: Automobile M/P: Marine and Power products, etc. N.A.: North America

# <Reference for FY2012 (The 147th Fiscal Year) First Quarter> [Units (Production & Sales)]

August 2, 2012  
SUZUKI MOTOR CORPORATION  
(Thousand units)

<Motorcycles and ATVs>		FY2011 first three months			FY2012 first three months			FY2012 full-year forecast		
		April - June 2011			April - June 2012			April 2012 - March 2013		
			Change	Ratio		Change	Ratio		Change	Ratio
Domestic	17	+3	+24.8%	14	-3	-15.3%	54	-5	-7.9%	
Export	33	+2	+6.2%	22	-11	-32.7%	113	-3	-2.4%	
Domestic production	50	+5	+11.8%	36	-13	-26.9%	167	-7	-4.3%	
(ATVs)	5	+4	+340.8%	5	-0	-8.0%	16	+1	+4.4%	
Europe	3	-3	-49.0%	4	+1	+23.3%	11	-0	-1.2%	
North America	2	+1	+43.8%	2	-0	-7.5%	6	-1	-10.8%	
Asia	546	-210	-27.8%	506	-39	-7.2%	2,373	+194	+8.9%	
Others	48	+14	+39.8%	14	-34	-71.2%	95	-108	-53.1%	
Overseas production	598	-199	-25.0%	525	-73	-12.2%	2,485	+85	+3.6%	
(ATVs)	2	-0	-3.5%	2	+0	+11.6%	8	-0	-4.7%	
Production Total	648	-194	-23.0%	562	-86	-13.3%	2,652	+78	+3.0%	
(ATVs)	7	+4	+117.0%	7	-0	-2.3%	24	+0	+1.1%	
Domestic sales	22	+2	+9.8%	19	-4	-15.7%	77	-1	-1.9%	
Europe	26	-8	-24.6%	18	-8	-30.9%	51	-16	-23.3%	
North America	15	-2	-10.3%	15	+0	+1.5%	47	-1	-3.0%	
Asia	499	-181	-26.6%	466	-33	-6.6%	2,291	+232	+11.2%	
Others	87	+17	+24.2%	55	-32	-36.4%	237	-99	-29.5%	
Overseas sales	626	-174	-21.7%	554	-72	-11.5%	2,626	+116	+4.6%	
Sales Total	649	-172	-21.0%	573	-75	-11.6%	2,703	+114	+4.4%	
(ATVs)	6	-2	-27.1%	6	-0	-2.4%	17	-8	-31.2%	

<Automobiles>		FY2011 first three months			FY2012 first three months			FY2012 full-year forecast		
		April - June 2011			April - June 2012			April 2012 - March 2013		
			Change	Ratio		Change	Ratio		Change	Ratio
Mini vehicles	97	-43	-30.6%	162	+65	+66.4%	610	+91	+17.5%	
Sub-compact and standard-sized vehicles	17	-1	-5.2%	27	+10	+56.5%	86	+10	+13.3%	
Export	53	-18	-25.3%	47	-6	-11.7%	218	-26	-10.8%	
OEM	31	-10	-24.3%	48	+18	+57.8%	174	-7	-3.9%	
Domestic production	199	-72	-26.5%	285	+86	+43.3%	1,088	+68	+6.6%	
(CBU)	182	-72	-28.3%	273	+90	+49.4%	1,044	+84	+8.7%	
Europe	38	-3	-6.7%	38	-0	-0.9%	171	-3	-1.5%	
Asia	406	+19	+4.8%	428	+22	+5.5%	1,804	+195	+12.1%	
Overseas production	444	+16	+3.7%	466	+22	+4.9%	1,976	+194	+10.9%	
Production Total	642	-56	-8.0%	750	+108	+16.8%	3,064	+261	+9.3%	
Mini vehicles	97	-40	-29.4%	148	+51	+52.4%	560	+44	+8.6%	
Sub-compact and standard-sized vehicles	17	+1	+9.2%	25	+8	+48.1%	79	-1	-1.6%	
Domestic sales	113	-39	-25.6%	172	+59	+51.8%	639	+43	+7.2%	
Europe	60	-1	-1.6%	55	-4	-7.4%	227	+4	+2.0%	
North America	8	+0	+1.9%	8	-0	-5.5%	33	+1	+3.2%	
Asia	373	+20	+5.6%	396	+23	+6.1%	1,742	+192	+12.4%	
Others	40	+4	+11.3%	42	+2	+5.2%	170	+10	+6.2%	
Overseas sales	482	+23	+5.1%	502	+20	+4.2%	2,172	+208	+10.6%	
Sales Total	595	-16	-2.6%	674	+79	+13.2%	2,811	+251	+9.8%	

\* Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan).

\* Automobiles sales are SUZUKI brand vehicles. However domestic sales include CHEVROLET brand vehicles as well.

\* Overseas sales of FY 2012 include forecast in part

\* The forecasts mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" 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 US dollar/Yen rate, Euro/Yen rate).