

FY2010 Financial Results



SUZUKI MOTOR CORPORATION
10 May 2011

Suzuki Motor Corporation expresses heartfelt sympathy to those affected by the Great East Japan Earthquake.

We sincerely hope for the earliest recovery of the afflicted areas.

Suzuki Motor Corporation

(Billion Yen)

| | FY2010 | FY2009 | Change | |
|-----------------------------|-----------------|----------------|--------|--------|
| | (' 10/4-11/3) | (' 09/4-10/3) | | Rate |
| Net sales | 2,608.2 | 2,469.1 | +139.1 | +5.6% |
| Operating income (Ratio) | 106.9 (4.1%) | 79.4 (3.2%) | +27.5 | +34.7% |
| Ordinary income (Ratio) | 122.5 (4.7%) | 93.8 (3.8%) | +28.7 | +30.5% |
| Net income (Ratio) | 45.2 (1.7%) | 28.9 (1.2%) | +16.3 | +56.2% |

Consolidated: Net Sales Year-on-Year Comparison

※Excluding Financial Services business

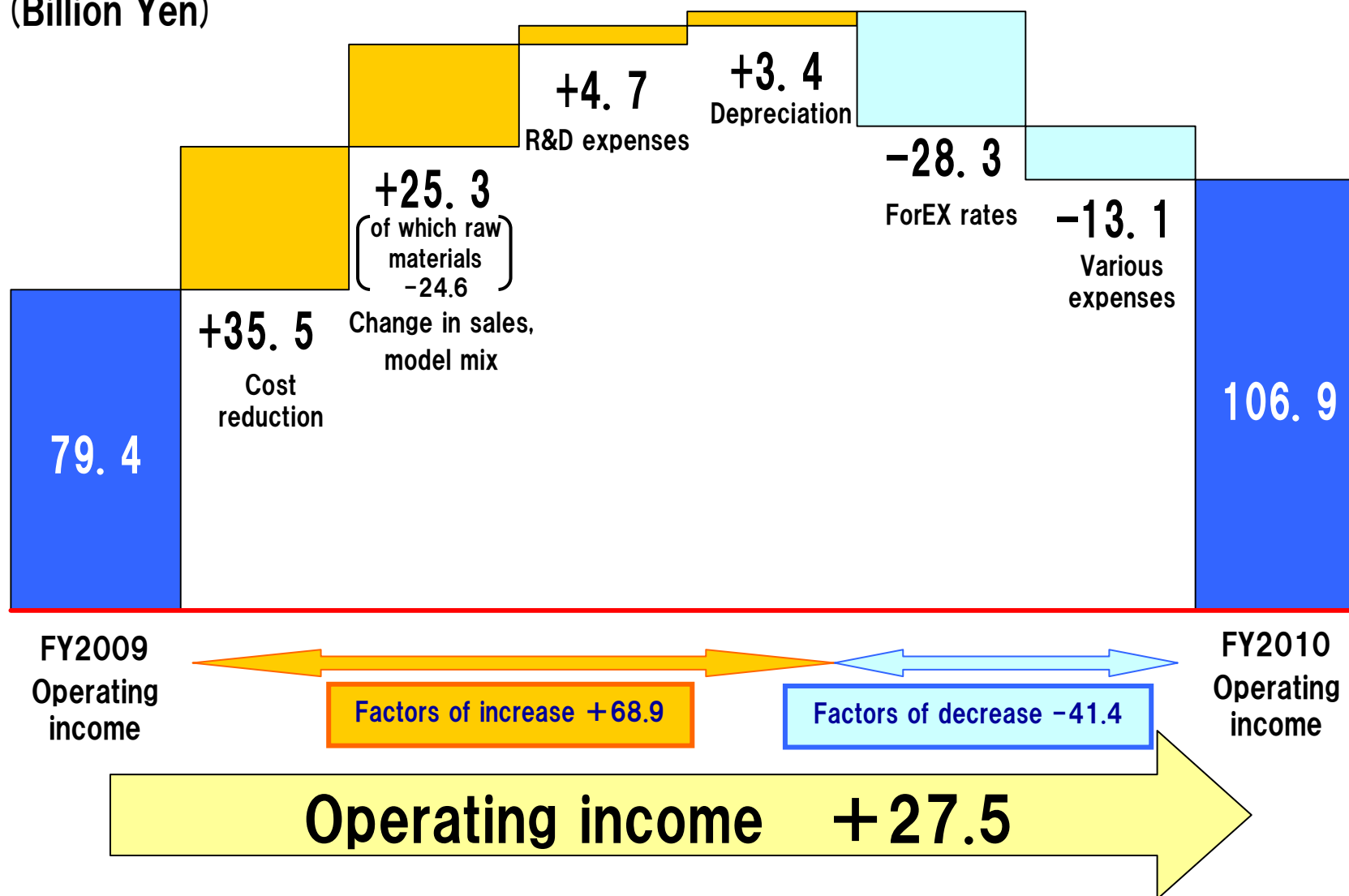
(Billion Yen)

| | Motorcycle | Automobile | Marine & Power products, etc. | Total | of which effect of ForEX rates conversion |
|---|------------|------------|-------------------------------|--------|---|
| Domestic total | -2.7 | -7.7 | -0.5 | -10.9 | |
| Overseas total | -2.6 | +153.0 | +3.8 | +154.2 | -88.5 |
| Europe | -15.8 | -40.5 | +0.3 | -56.0 | -49.7 |
| North America | -15.2 | -18.6 | +1.0 | -32.8 | -6.7 |
| Asia | +21.0 | +179.0 | +1.3 | +201.3 | -35.0 |
| Others | +7.4 | +33.1 | +1.2 | +41.7 | +2.9 |
| Grand total | -5.3 | +145.3 | +3.3 | +143.3 | -88.5 |
| Internal net sales or transfers | +0.1 | -6.3 | -0.1 | -6.3 | |
| Net sales | -5.2 | +139.0 | +3.2 | +137.0 | |
| of which effect of ForEX rates conversion | -9.7 | -77.3 | -1.5 | -88.5 | |



Consolidated: Factors of Change in Operating Income

(Billion Yen)





Consolidated: Foreign Exchange Rates

| | FY2010 (' 10/4-11/3) | FY2009 (' 09/4-10/3) | Change | Effect of ForEX rates |
|--------------------|---------------------------------|---------------------------------|---------------|----------------------------------|
| U.S. dollar | 86yen | 93yen | -7yen | -5.9bln yen |
| Euro | 113yen | 131yen | -18yen | -15.6bln yen |
| Others | — | — | — | -6.8bln yen |
| Total | | | | -28.3bln yen |



Consolidated:

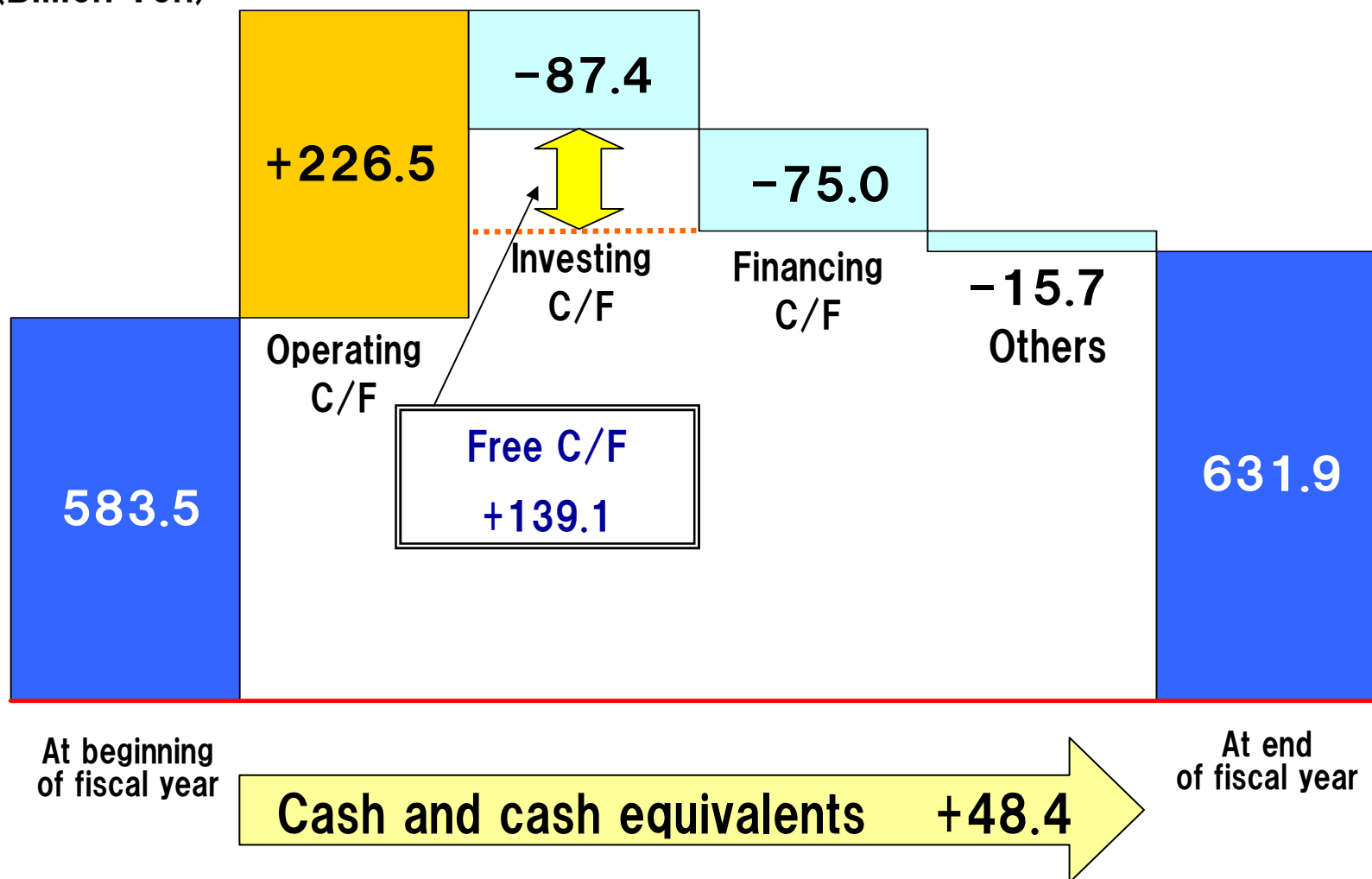
Capital Expenditures, Depreciation, R&D Expenses and Interest-Bearing Debt balance

(Billion Yen)

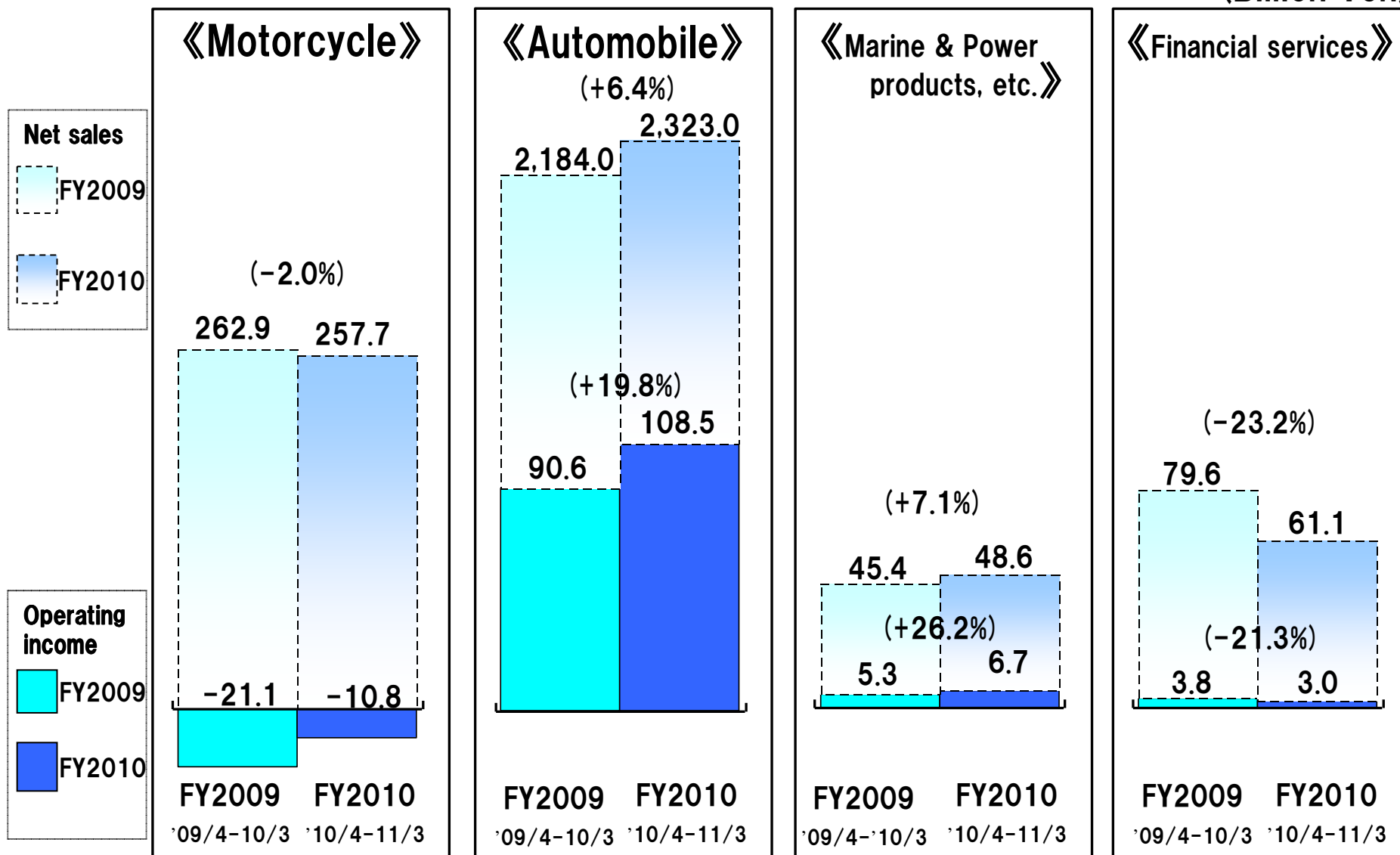
| | FY2010 (' 10/4-11/3) | FY2009 (' 09/4-10/3) | Change |
|----------------------|--------------------------|--------------------------|---------|
| (SUZUKI) | (42.0) | (54.1) | (-12.1) |
| (Subsidiaries) | (88.3) | (66.1) | (+22.2) |
| Capital Expenditures | 130.3 | 120.2 | +10.1 |
| Depreciation | 138.4 | 141.8 | -3.4 |
| R&D Expenses | 104.1 | 108.8 | -4.7 |

| | FY2010 (' 11/3) | FY2009 (' 10/3) | Change |
|----------------------------------|---------------------|---------------------|--------|
| Interest-Bearing Debt balance | 484.6 | 547.0 | -62.4 |

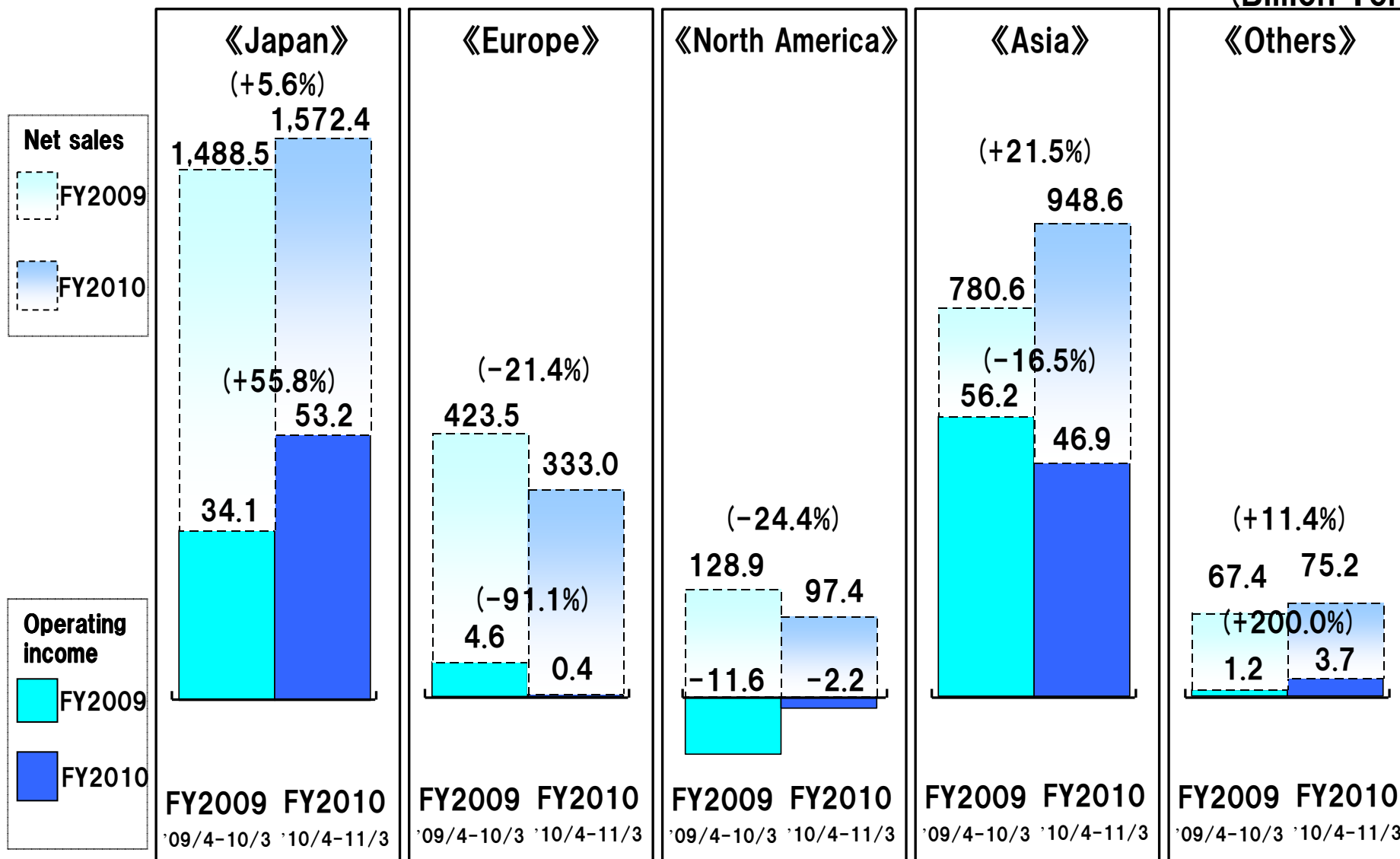
(Billion Yen)



(Billion Yen)



(Billion Yen)





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

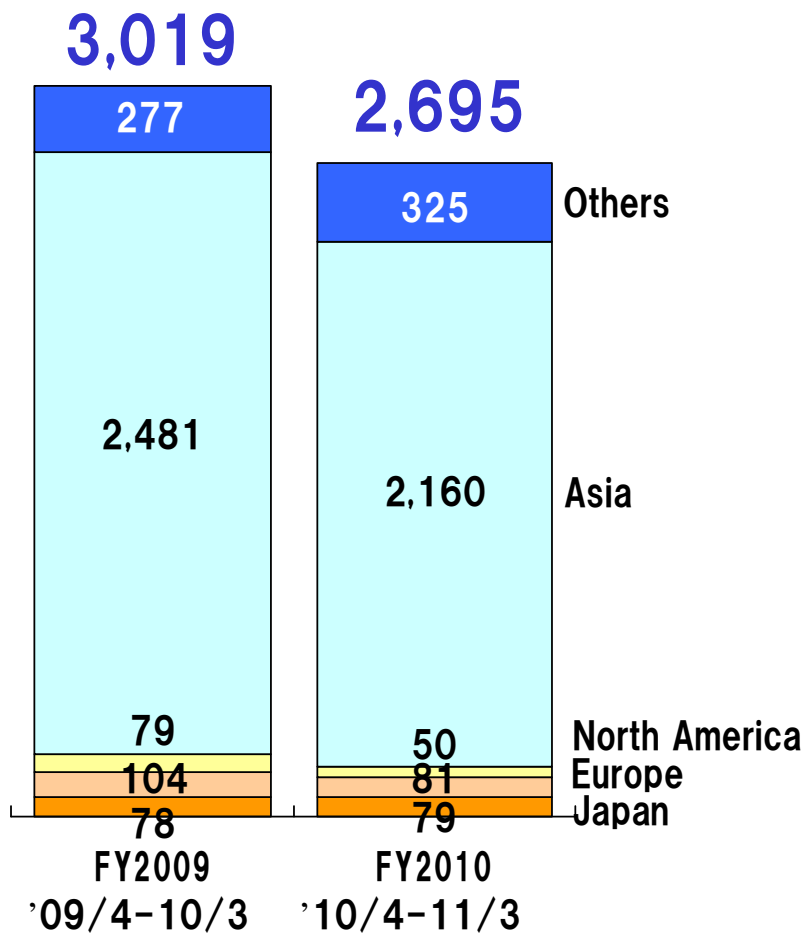
| | FY2010 (' 11/3) | FY2009 (' 10/3) | Change |
|--------------------------------------|------------------------------|------------------------------|---------------|
| Consolidated Subsidiaries | 138 | 138 | ±0 |
| Equity Method Affiliates | 38 | 35 | +3 |
| Employees | 52,731 | 51,503 | +1,228 |

With respect to Forecast for Next Fiscal Year

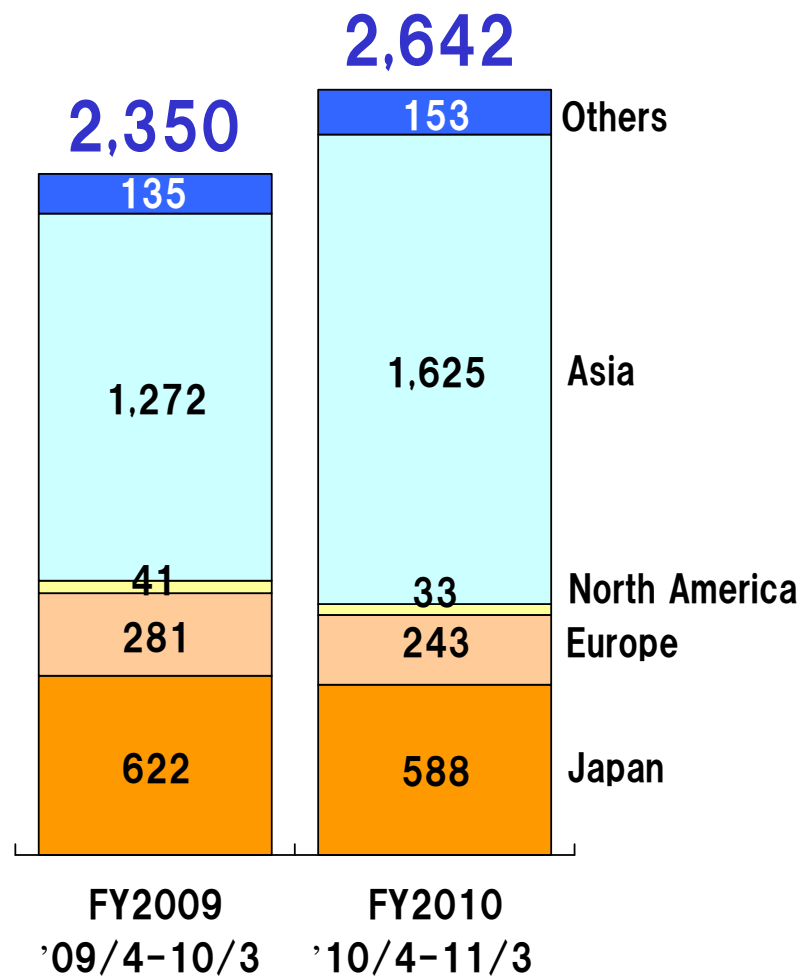
- **The forecasts for next fiscal year are undecided because the Company is currently unable to reasonably calculate an impact of the Great East Japan Earthquake on our operating results.**
- **The Company will announce the forecasts when they become possible to be disclosed.**

《Motorcycle》

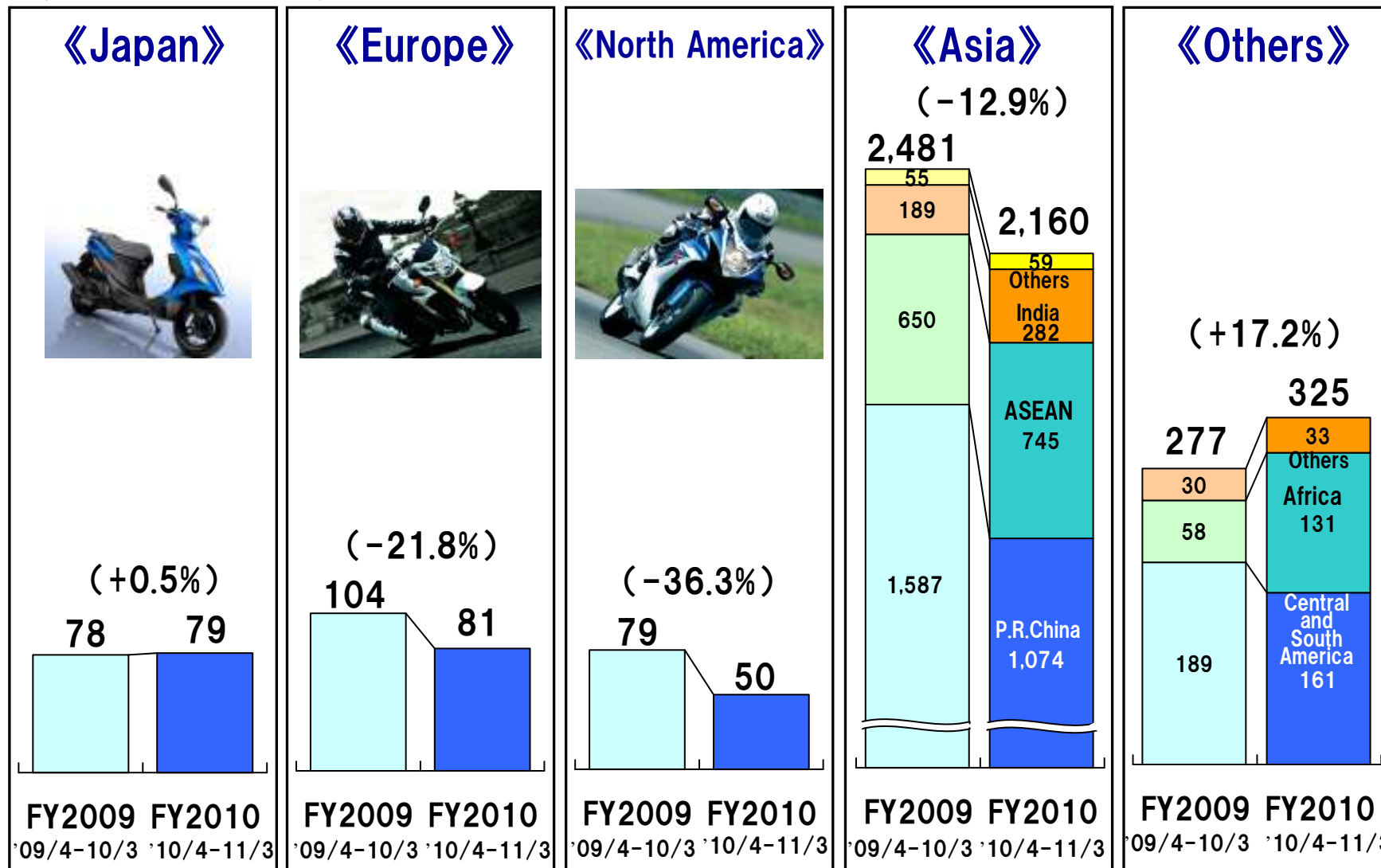
(Unit: thousands)



《Automobile》



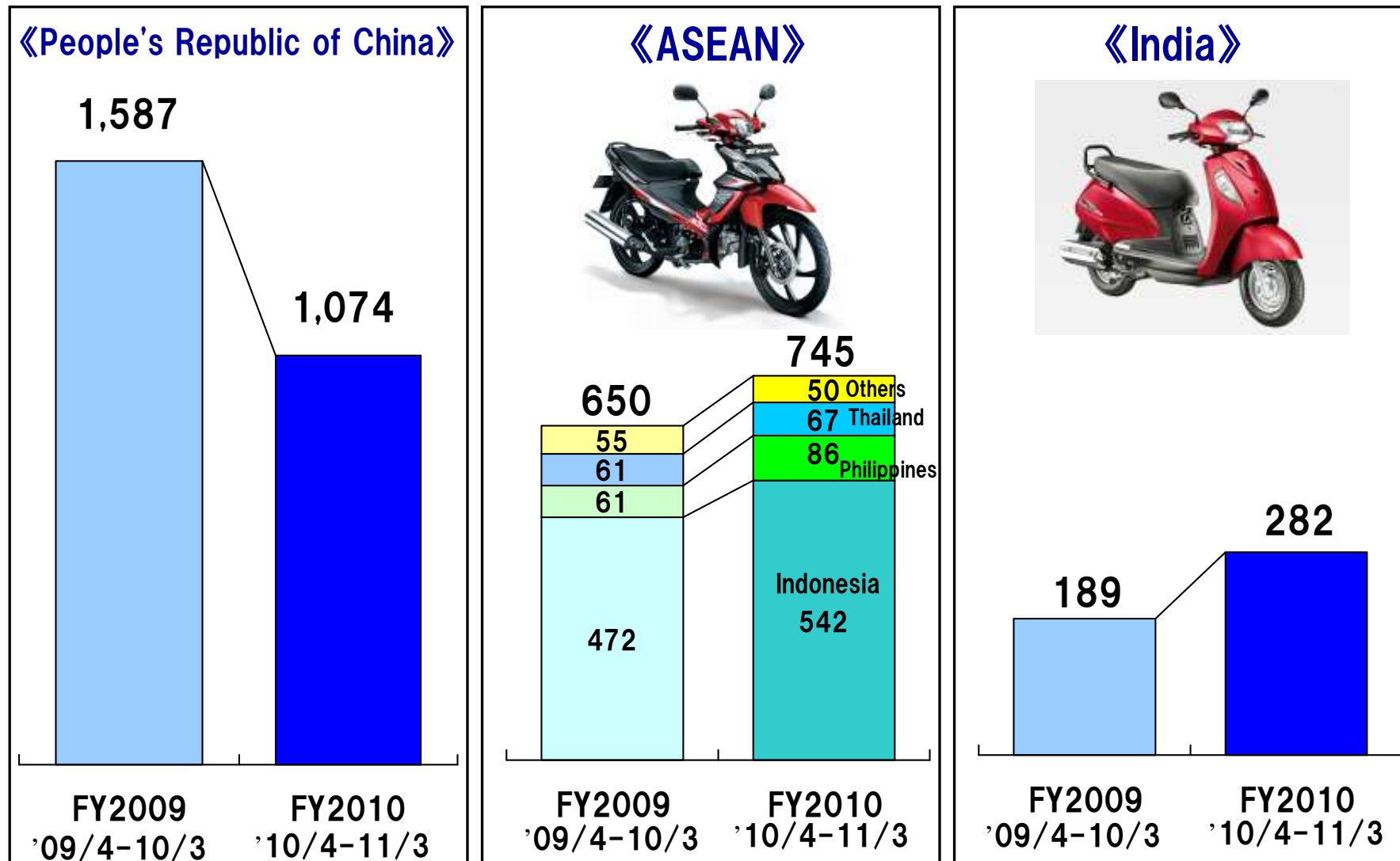
(Unit: thousands)



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

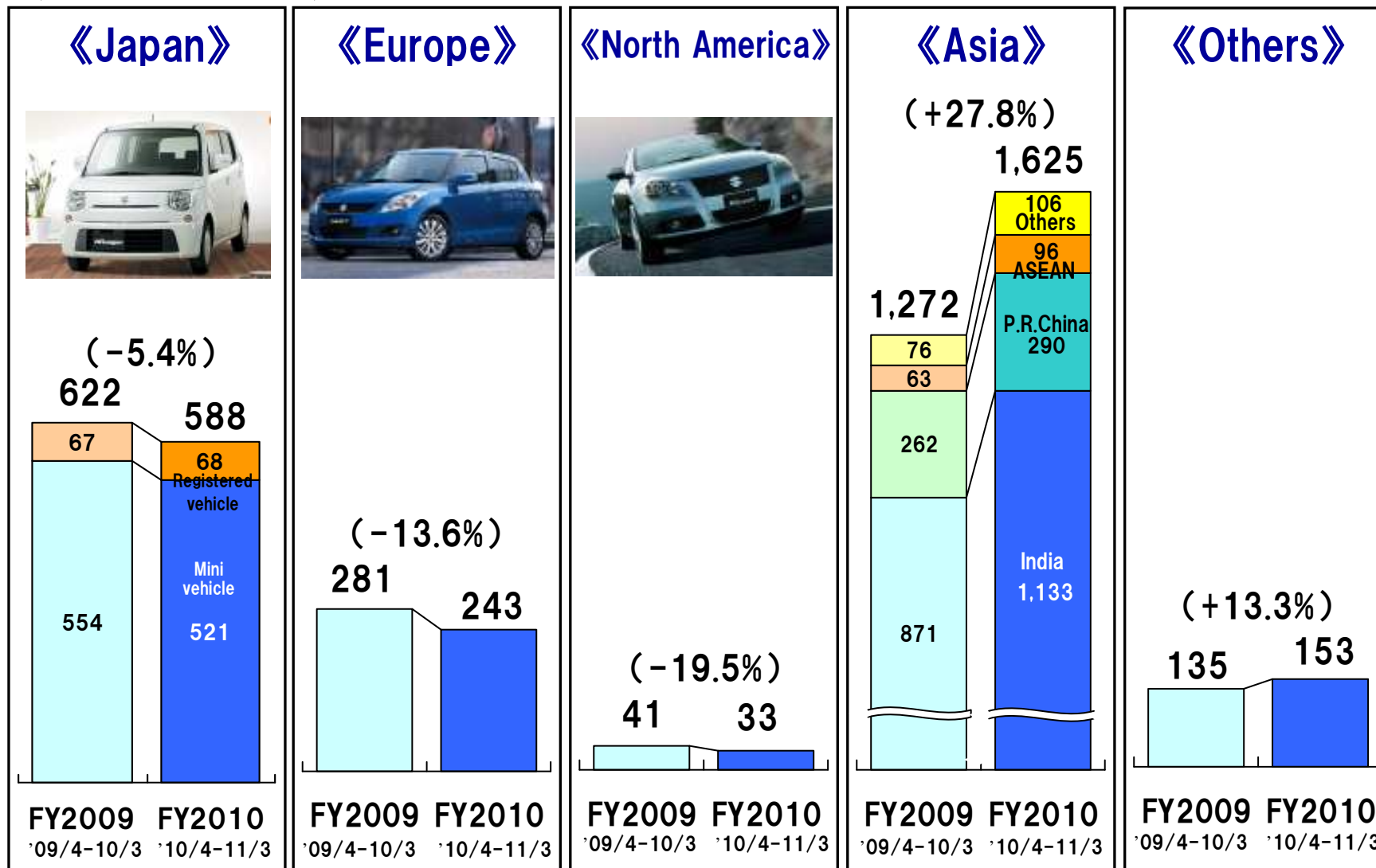
Sales Volume of Motorcycle by Geographical Areas (Asia)

(Unit: thousands)



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

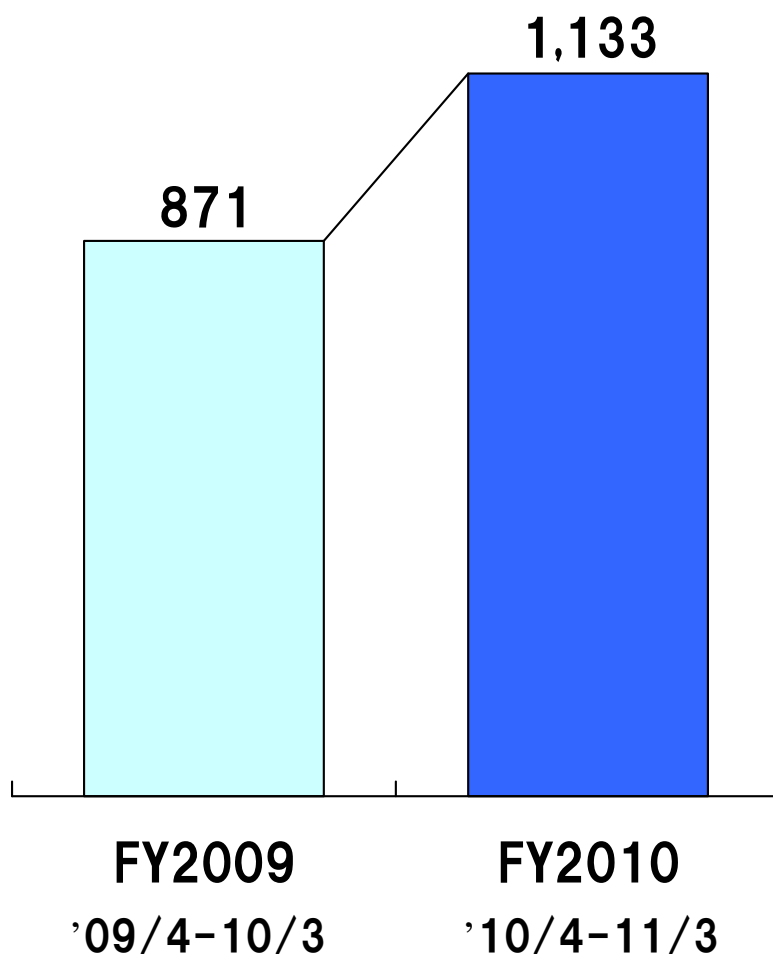
(Unit: thousands)



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

Domestic sales

(Unit: thousands)



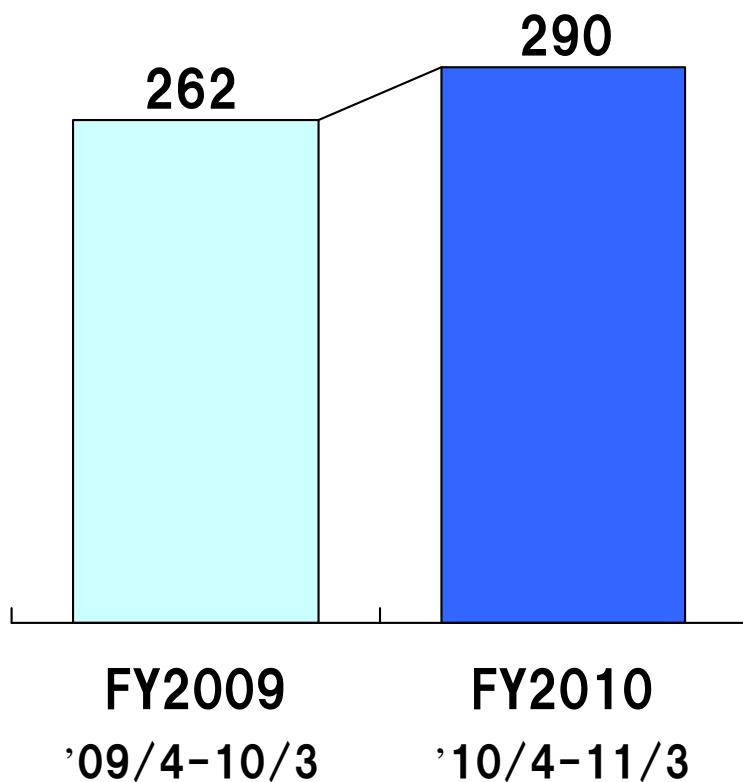
- Domestic sales 1,133 (+30.1% y-o-y)
- Maruti Suzuki India's production reached 10 million units on 15 March.



Domestic sales

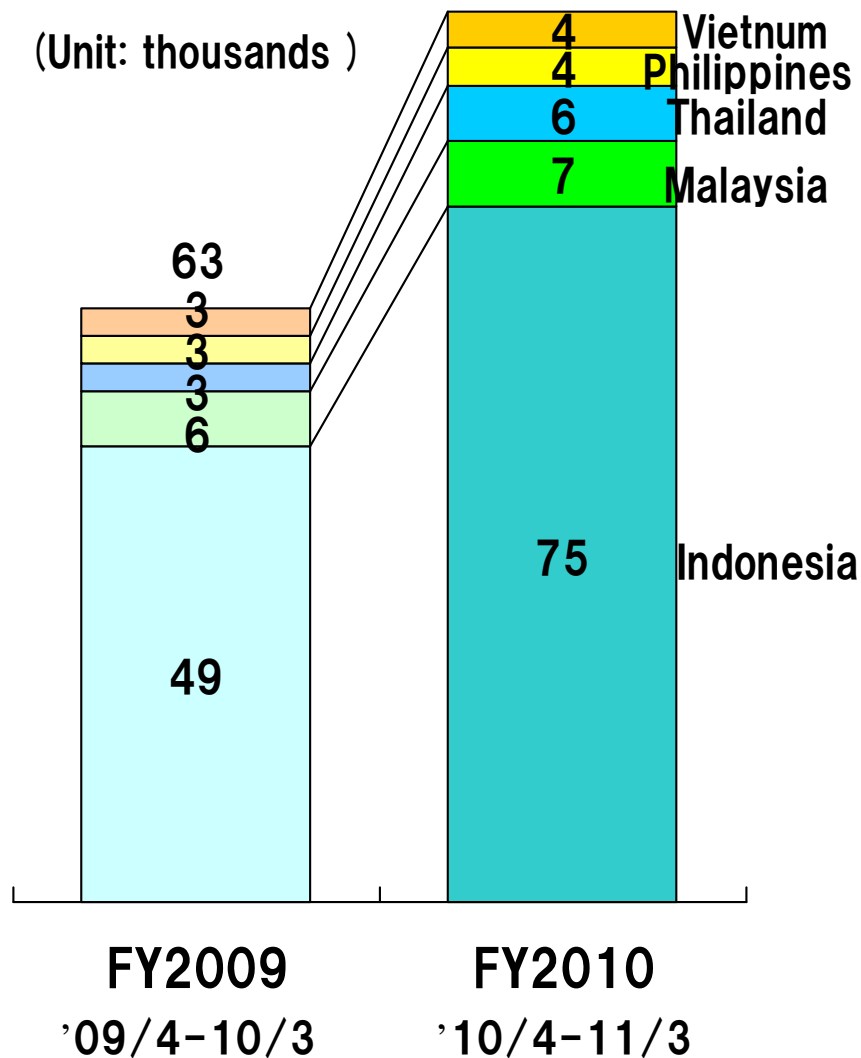
(Unit: thousands)

| | |
|-----------------------------------|--------------------|
| • Chongqing Changan Suzuki | 200 (+19.8% y-o-y) |
| • Jiangxi Changhe Suzuki | 84 (-6.3% y-o-y) |
| • Suzuki Motor (China) Investment | 5 (+25.1% y-o-y) |



Domestic sales

(Unit: thousands)



- Indonesia 75 (+54.1% y-o-y)
- Malaysia 7 (+28.1% y-o-y)
- Thailand 6 (+102.9% y-o-y)



(Billion Yen)

| | FY2010 | FY2009 | Change | |
|------------------|---------------|---------------|--------|---------|
| | (' 10/4-11/3) | (' 09/4-10/3) | | Rate |
| Net sales | 1,409.2 | 1,286.6 | +122.6 | +9.5% |
| Operating income | 27.9 | 12.0 | +15.9 | +132.3% |
| Ordinary income | 32.0 | 12.1 | +19.9 | +165.2% |
| Net income | 10.8 | 7.1 | +3.7 | +52.9% |

| | | | | | |
|-------------|------|--------|--------|--------|---|
| ForEX rates | US\$ | 85yen | 93yen | -8yen | - |
| | Euro | 113yen | 130yen | -17yen | - |

| | FY2010 | FY2009 |
|--------------------|--------|--------|
| Interim dividends | 6 yen | 5 yen |
| Year end-dividends | 7 yen | 7 yen |
| Annual dividends | 13 yen | 12 yen |

■ Forecast for dividends of the next fiscal year . . . Undecided

FY2010 Financial Results



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.

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