

FY2012 First Quarter Financial Results



SUZUKI MOTOR CORPORATION
August 2, 2012

(billion Yen)

	FY2012 3 months ('12/4-6)	FY2011 3 months ('11/4-6)	Change	
				%
Net Sales	644.8	607.3	+ 37.5	+ 6.2%
Japan	267.0	201.6	+ 65.4	+32.4%
Overseas	377.8	405.7	- 27.9	- 6.9%
Operating Income (Operating income margin)	35.6 (5.5%)	25.6 (4.2%)	+ 10.0	+39.4%
Ordinary Income (Ordinary income margin)	40.2 (6.2%)	28.8 (4.7%)	+ 11.4	+39.9%
Net Income (Net income margin)	24.5 (3.8%)	18.7 (3.1%)	+ 5.8	+30.6%

(billion Yen)

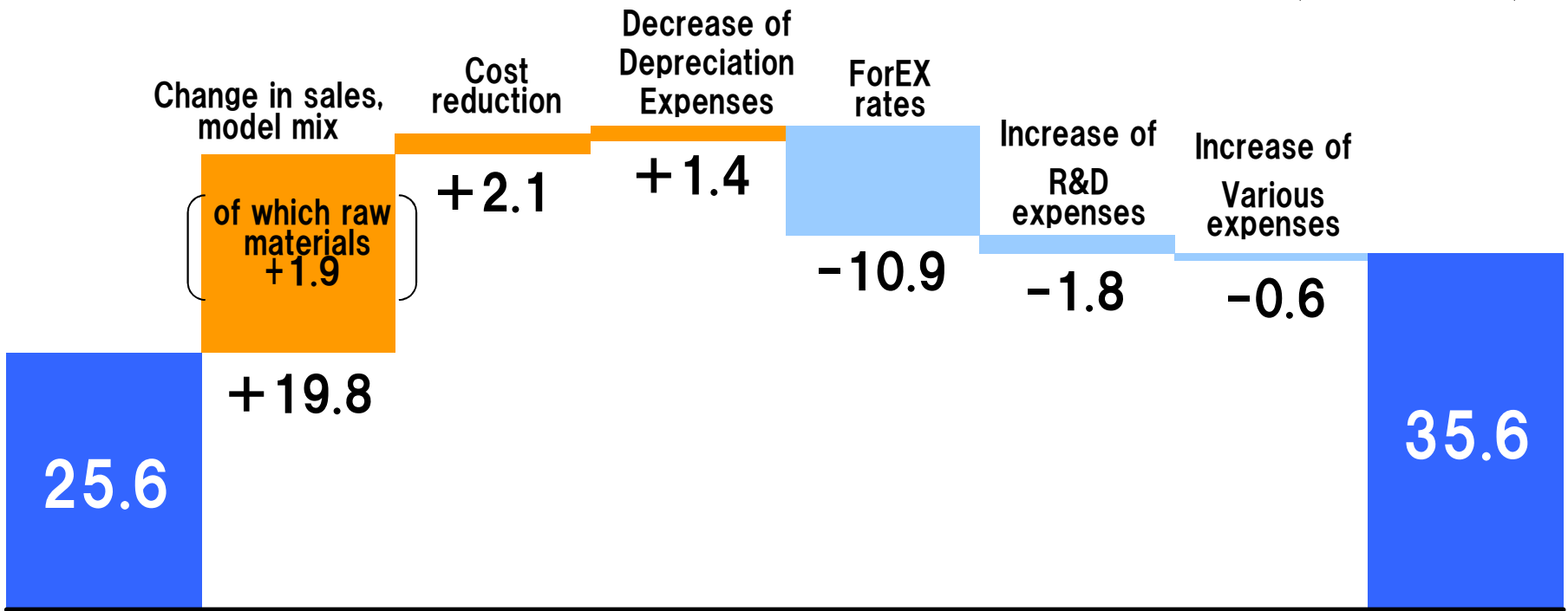
	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2012 1Q	FY2011 1Q	Change	FY2012 1Q	FY2011 1Q	Change	FY2012 1Q	FY2011 1Q	Change	FY2012 1Q	FY2011 1Q	Change	
Japan total	5.6	6.0	-0.4	256.9	191.3	+65.6	4.5	4.3	+0.2	267.0	201.6	+65.4	
Overseas total	53.9	69.4	-15.5	315.0	326.0	-11.0	8.9	10.3	-1.4	377.8	405.7	-27.9	-52.5
Europe	8.7	14.5	-5.8	59.2	77.7	-18.5	2.7	3.7	-1.0	70.6	95.9	-25.3	-8.5
N. America	8.7	14.8	-6.1	13.2	15.0	-1.8	4.4	4.4	+0.0	26.3	34.2	-7.9	-0.7
Asia	24.9	29.4	-4.5	211.0	201.3	+9.7	0.5	0.8	-0.3	236.4	231.5	+4.9	-42.8
Others	11.6	10.7	+0.9	31.6	32.0	-0.4	1.3	1.4	-0.1	44.5	44.1	+0.4	-0.5
Grand total	59.5	75.4	-15.9	571.9	517.3	+54.6	13.4	14.6	-1.2	644.8	607.3	+37.5	-52.5
of which effect of ForEX rates conversion			-3.8			-48.3			-0.4				-52.5

※FY2012 1Q...April – June 2012, FY2011 1Q...April – June 2011



Consolidated: Factors of Change in Operating Income

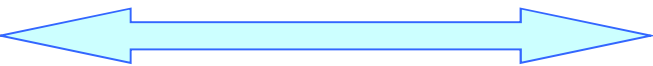
(billion Yen)



FY2011
3 months
Operating
income

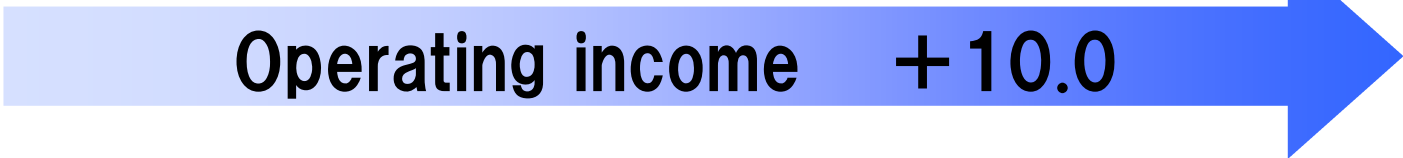


Factors of increase **+23.3**



Factors of decrease **-13.3**

FY2012
3 months
Operating
income



	FY2012 3 months ('12/4-6)	FY2011 3 months ('11/4-6)	Change	Effect of ForEX rates
US Dollar	80yen	82yen	- 2yen	-0.2bln yen
Euro	103yen	117yen	-14yen	-2.3bln yen
Indian rupee	1.50yen	1.85yen	-0.35yen	-5.9bln yen
Others	—	—	—	-2.5bln yen
Total				-10.9bln yen

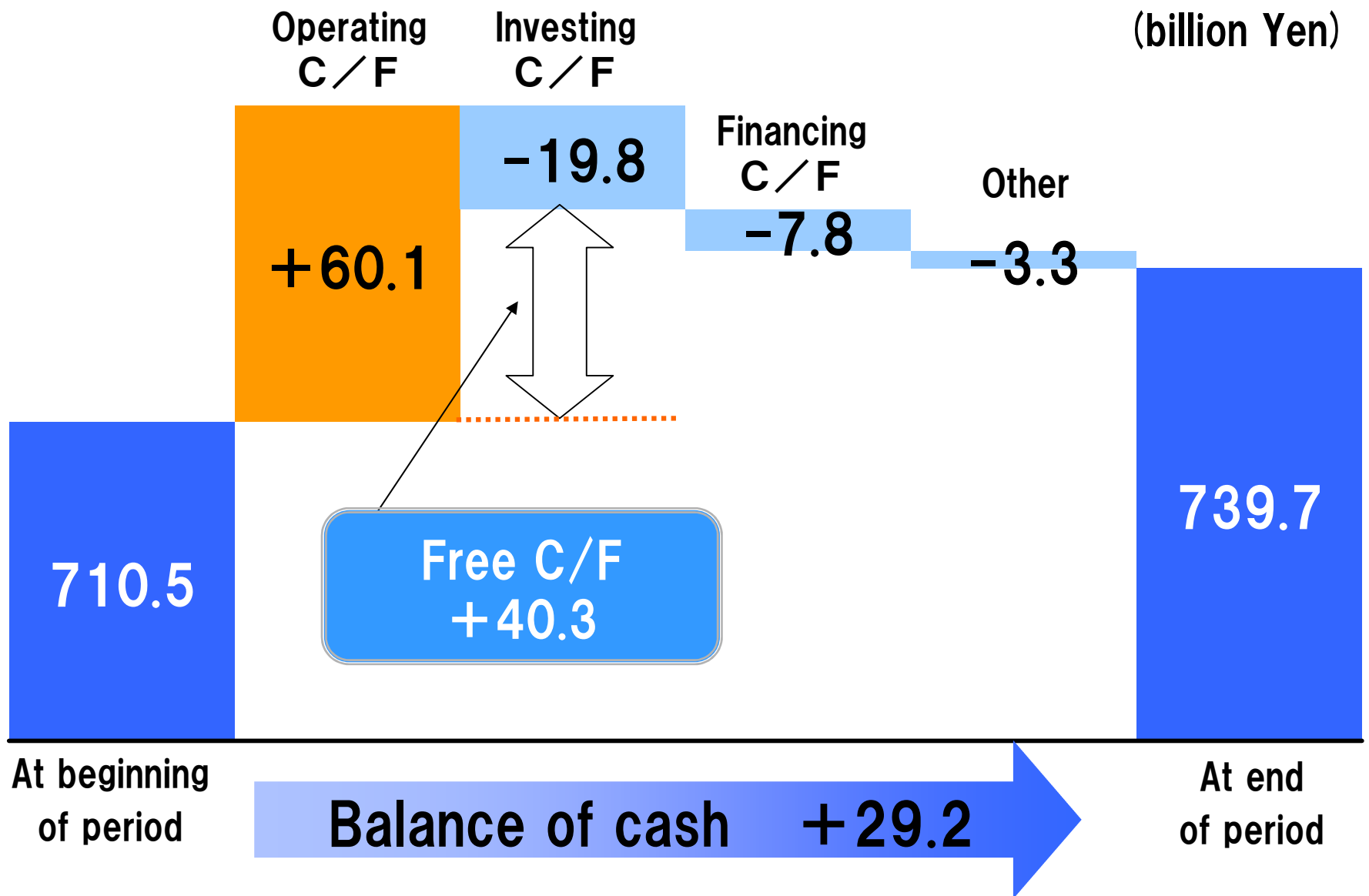
(billion Yen)

	FY2012 3 months ('12/4-6)	FY2011 3 months ('11/4-6)	Change
(Non-consolidated)	10.5	5.2	+5.3
(Subsidiaries)	22.3	27.5	-5.2
Capital Expenditures	32.8	32.7	+0.1
Depreciation Expenses	23.6	25.0	-1.4
R&D Expenses	23.8	22.0	+1.8

	FY2012 1Q	FY2011 1Q		FY2011 4Q	
	(' 12/6)	(' 11/6)	Change	('12/3)	Change
Interest-Bearing Debt balance	431.8	476.3	-44.5	439.8	-8.0



Consolidated : Cash Flows



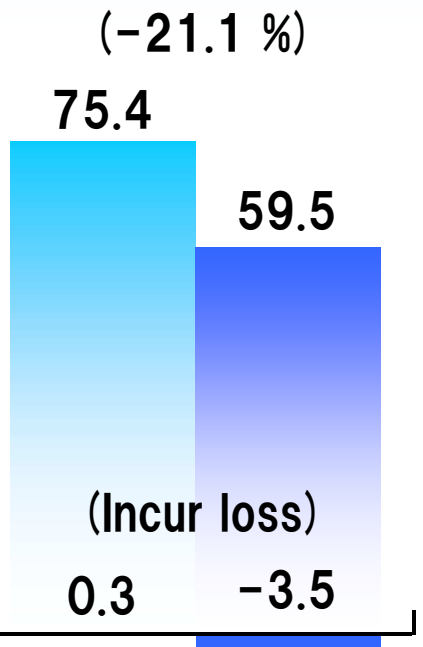


Consolidated: Operating Results by Business (Net sales, Operating income)

(billion Yen)

《Motorcycle》

Net sales



FY2011 3 months '11/4-6	FY2012 3 months '12/4-6
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《Automobile》

(+ 10.5%)

571.9

517.3

(+ 61.6%)

23.3

37.5

FY2011 3 months '11/4-6	FY2012 3 months '12/4-6
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《Marine & Power products, etc.》

(-8.3%)

14.6

13.4

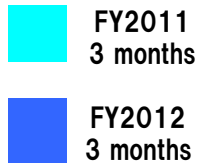
(-22.7%)

2.0

1.6

FY2011 3 months '11/4-6	FY2012 3 months '12/4-6
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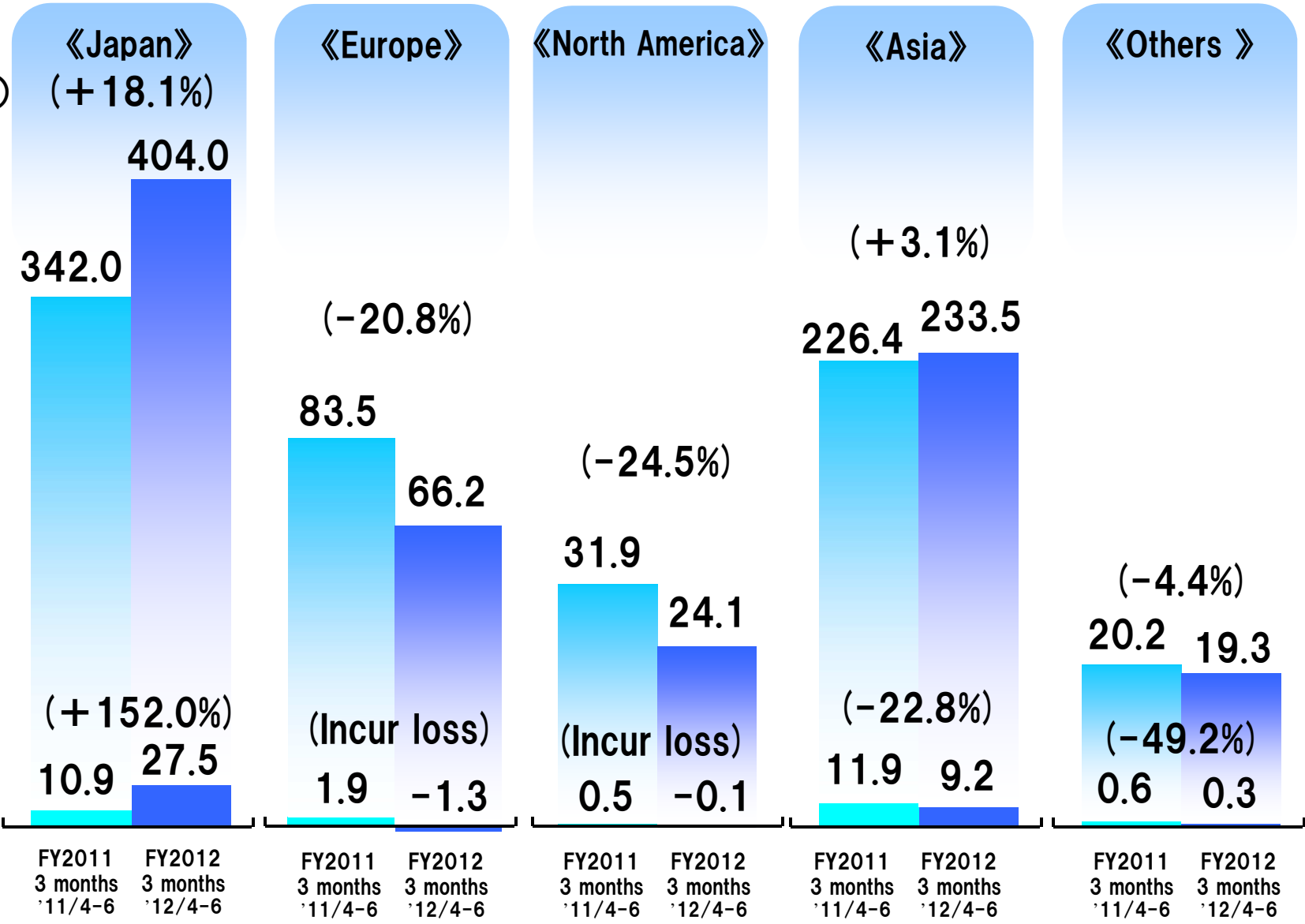
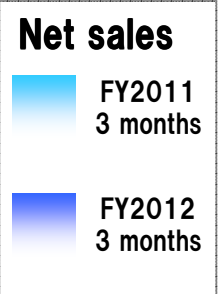
Operating income





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

(billion Yen)



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

	FY2012 1Q	FY2011 1Q		FY2011 4Q	
	('12/6)	('11/6)	Change	('12/3)	Change
Consolidated Subsidiaries	135	141	-6	138	-3
Equity Method Affiliates	36	38	-2	37	-1
Employees	55,439	53,964	+1,475	54,484	+955

The premise for foreign exchange rates was changed from the announcement on May 10, 2012.
The target for sales and profit remains unchanged.

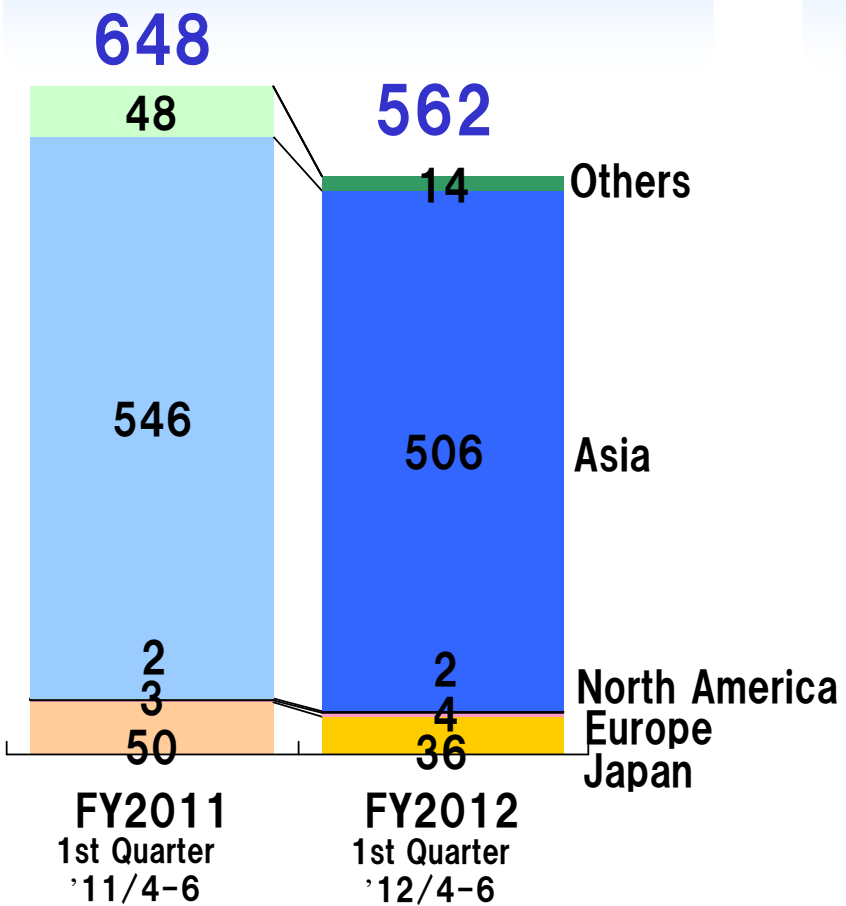
(billion Yen)

	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	120.0	119.3	+0.7	120.0	—
Ordinary income	135.0	130.6	+4.4	135.0	—
Net income	70.0	53.9	+16.1	70.0	—
Foreign Exchange Rates	U.S. dollar (After Q1) (75yen)	79yen	- 3yen	75yen	+ 1yen (-)
	Euro (After Q1) (95yen)	109yen	-12yen	105yen	- 8yen (-10yen)
	Indian rupee (After Q1) (1.40yen)	1.68yen	-0.25yen	1.55yen	-0.12yen (-0.15yen)
Change in Operating Income	Change in sales,model mix	+43.7	-54.2	+32.7	+11.0
	Cost reduction	+27.0	+22.6	+27.0	—
	ForEX rates	-36.0	-28.9	-25.0	-11.0
	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	+0.7	+12.4	+0.7	—	

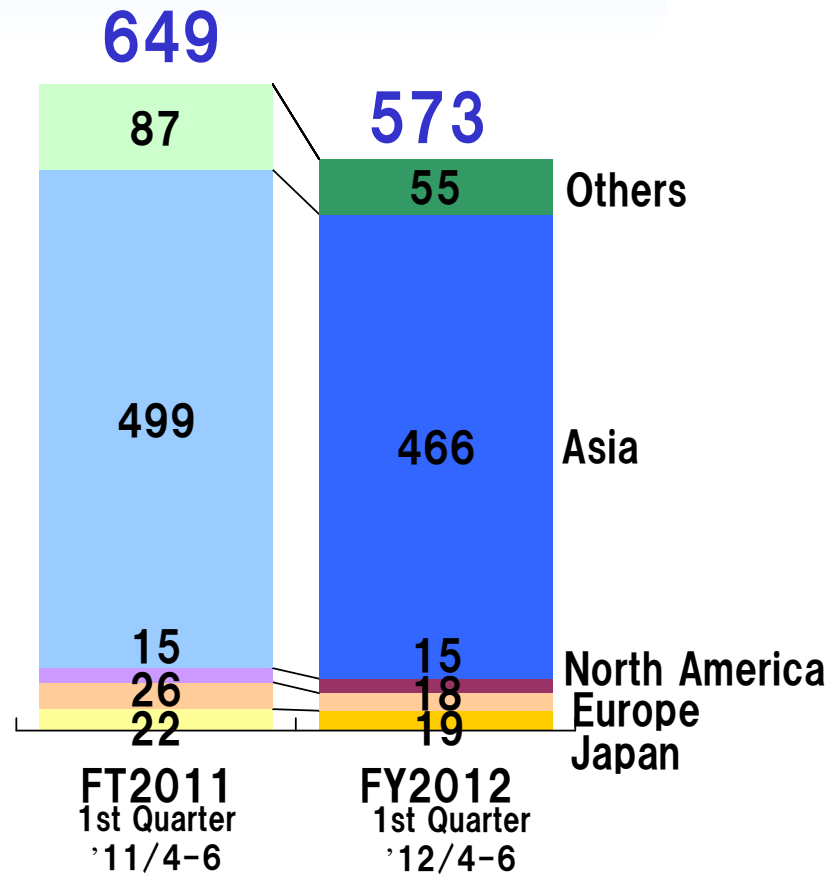


(thousand units)

« First Quarter Production Volume »
 -86 thousand units (-13.3%)



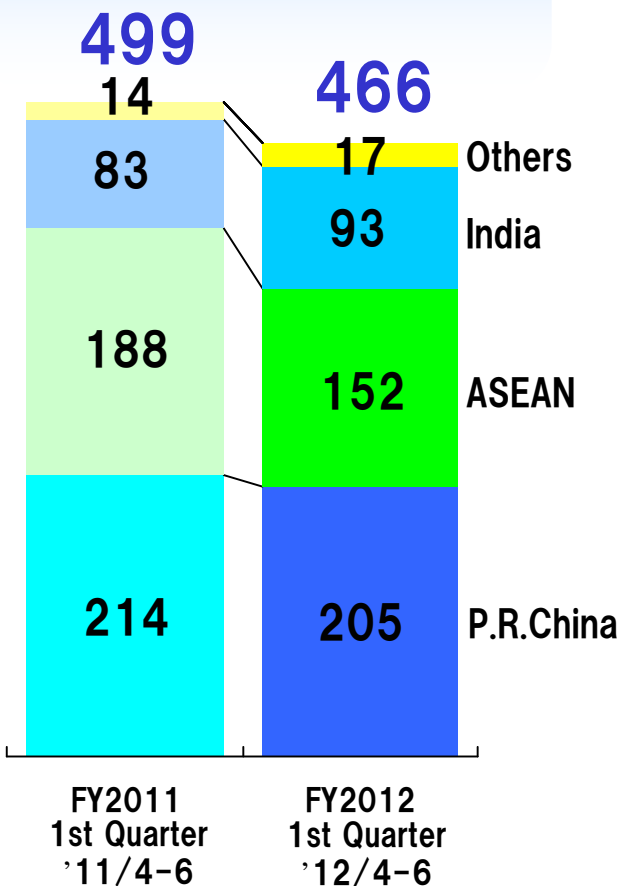
« First Quarter Sales Volume »
 -75 thousand units (-11.6%)



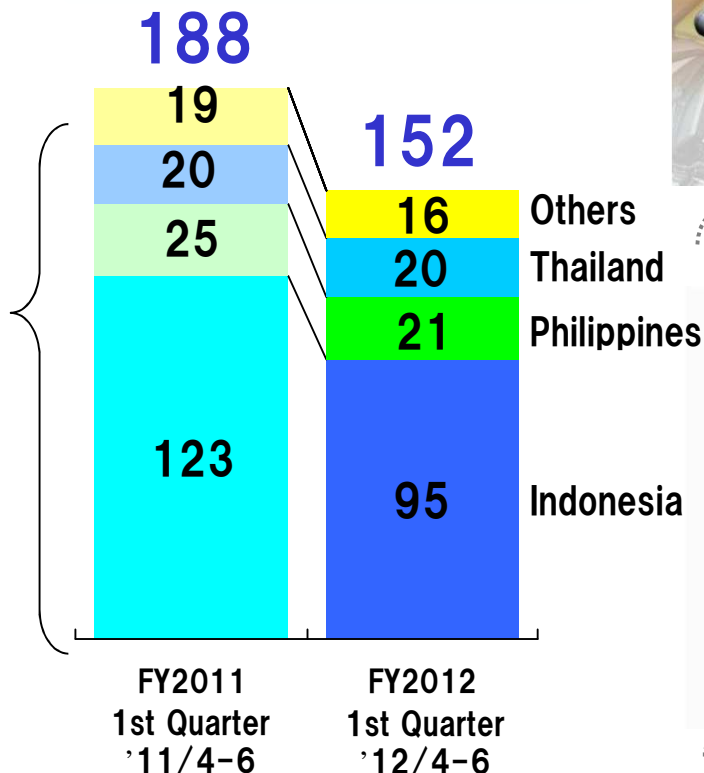
Sales Volume of Motorcycles by Geographical Areas (Asia)



《 First Quarter Actual Result 》
-33 thousand units (-6.6 %)



《 Breakdown of Sales Volume in ASEAN 》
-36 thousand units (-19.1 %)



(thousand units)



Hayate (India)



Satria F150 (Indonesia)

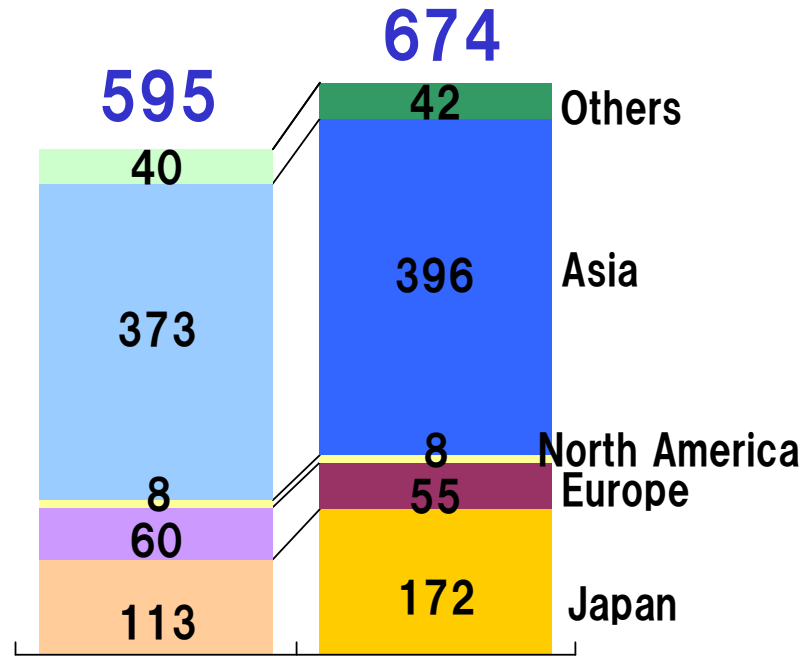
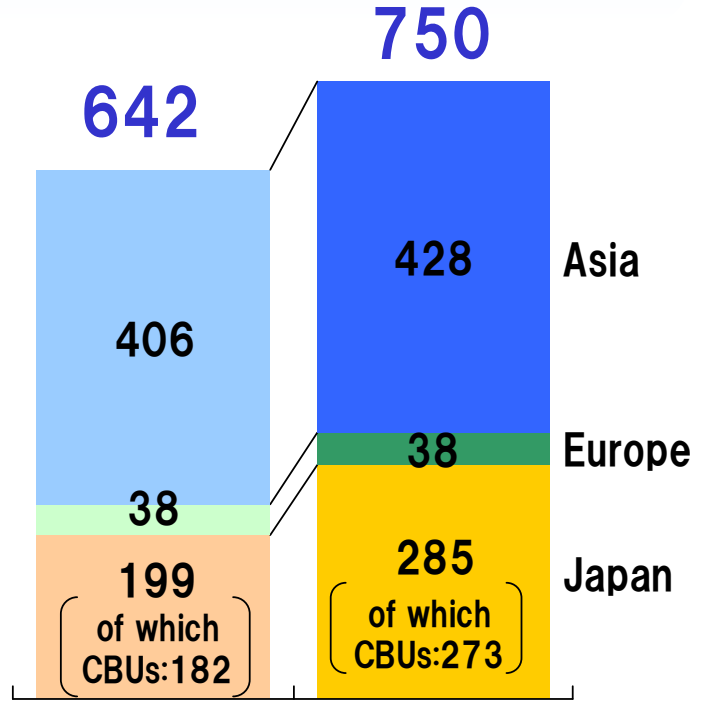
※ASEAN; Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam



(thousand units)

« First Quarter Production Volume »
 + 108 thousand units (+ 16.8 %)

« First Quarter Sales Volume »
 + 79 thousand units (+ 13.2 %)



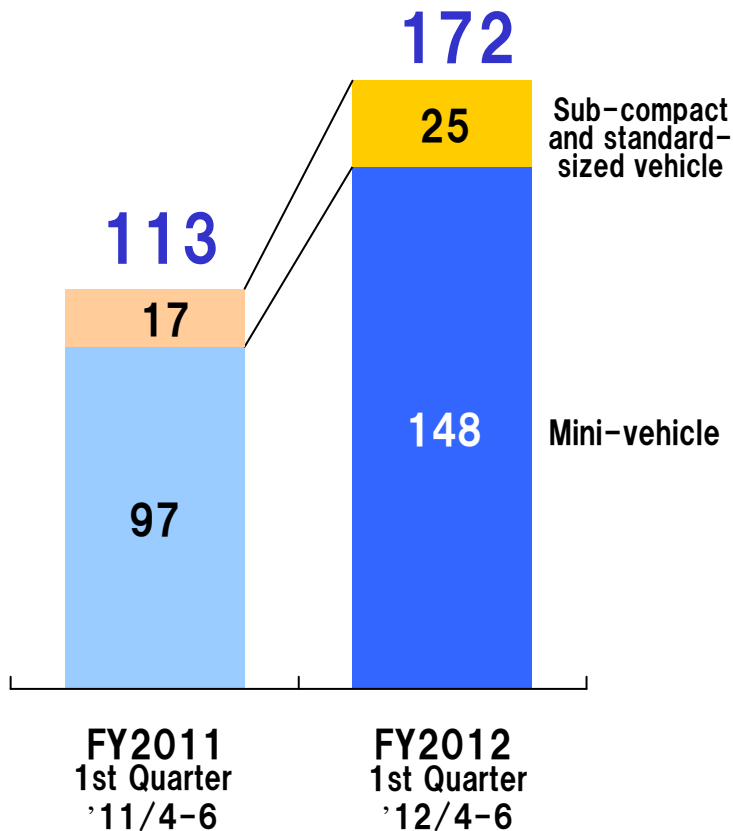
FY2011
1st Quarter
'11/4-6

FY2012
1st Quarter
'12/4-6

FY2011
1st Quarter
'11/4-6

FY2012
1st Quarter
'12/4-6

« First Quarter Actual Result »
 +59 thousand units (+51.8%)



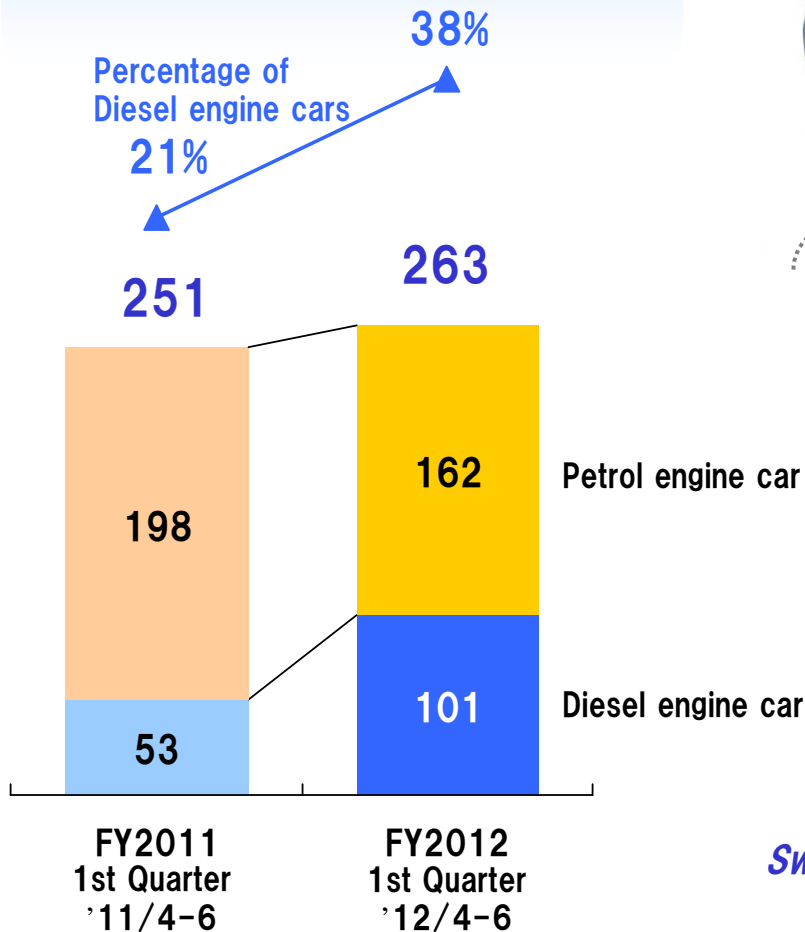
Solio BANDIT

(thousand units)



ALTO ECO

« First Quarter Actual Result »
 + 13 thousand units (+ 5.0%)



(thousand units)

Ertiga (India)



Swift Dzire (India)

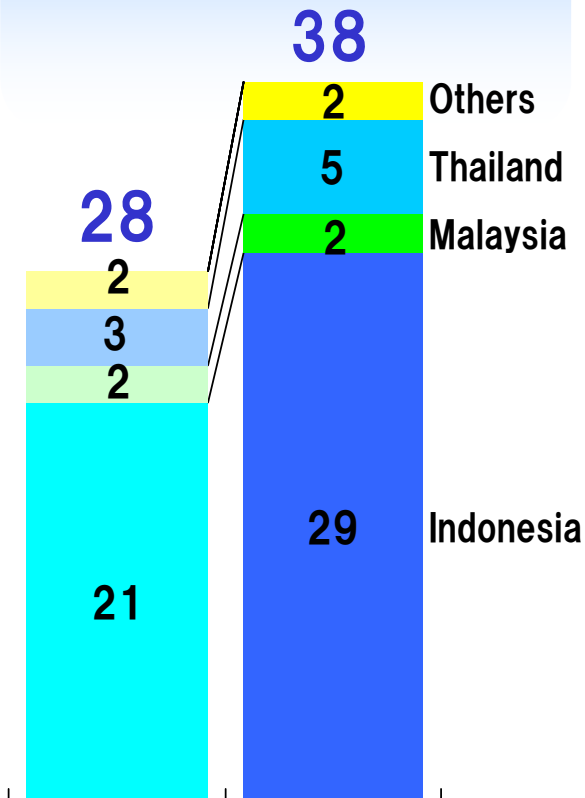
Sales Volume of Automobiles by Geographical Areas (ASEAN)



(thousand units)

« First Quarter Actual Result »

+ 10 thousand units (+37.0%)



Swift (Thailand)



Interior Seat of Ertiga (Indonesia)

FY2011 1st Quarter '11/4-6 FY2012 1st Quarter '12/4-6

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

(Changed from the previous forecast on May 10, 2012)

(thousand units)

		Production					Sales				
		Latest Forecasts	FY2011 Results		Previous Forecasts		Latest Forecasts	FY2011 Results		Previous Forecasts	
			Change		Change			Change			
Motorcycle	Japan	167	174	-7	171	-4	77	78	-1	82	-5
	Europe	11	11	-0	12	-1	51	67	-16	62	-11
	N.America	6	7	-1	6	-	47	48	-1	51	-4
	Asia	2,373	2,179	+194	2,706	-333	2,291	2,059	+232	2,611	-320
	Others	95	203	-108	119	-24	237	336	-99	260	-23
	Total	2,652	2,574	+78	3,014	-362	2,703	2,589	+114	3,066	-363

(Unchanged from the previous forecast on May 10, 2012)

Automobile	Japan	1,088	1,020	+68	1,088	-	639	596	+43	639	-
	Europe	171	174	-3	171	-	227	223	+4	227	-
	N.America						33	32	+1	33	-
	Asia	1,804	1,609	+195	1,804	-	1,742	1,550	+192	1,742	-
	Others						170	160	+10	170	-
	Total	3,064	2,803	+261	3,064	-	2,811	2,560	+251	2,811	-

FY2012 First Quarter Financial Results



The Group announced the new road sports motorcycle “GSR250”, which features the styling with a strong presence and the engine easily handling, on July 18, 2012. Sales started on July 30, 2012 in Japan.

Given the motif from “B-KING” (for export, 1340cm³), the model which has brought a revolution to Suzuki’s large motorcycle styling, “GW250” has adopted a modern, luxurious and dignified design.

From January 2012, The Group started to sell this model as “GW250” in China. The Group is planning to sell this model in Europe and Middle and South America.

GSR250 (JAPAN)

SUZUKI MOTOR CORPORATION

Caution with respect to Forward-Looking Statements

The forward-looking statements mentioned in this document 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).

[English translation from the original Japanese language document]