

FY2012 Second Quarter Financial Results

Over 20 million mini-vehicle sold in Japan



SUZUKI MOTOR CORPORATION
November 9, 2012

(Billions of Yen)

	FY2012 6 months (¹² /4-9)	FY2011 6 months (¹¹ /4-9)	Change		In comparison with previous forecast		
				Ratio	FY2012 Q2 Forecast	Change	Ratio
Net Sales	1,226.8	1,226.2	+ 0.6	+0.1%	1,300.0	-73.2	- 5.6%
Japan	515.1	448.7	+66.4	+14.8%	—	—	—
Overseas	711.7	777.5	-65.8	-8.5%	—	—	—
Operating Income (Margin)	66.1 (5.4%)	64.7 (5.3%)	+ 1.4	+2.2%	65.0 (5.0%)	+ 1.1	+ 1.8%
Ordinary Income (Margin)	70.0 (5.7%)	67.6 (5.5%)	+ 2.4	+3.6%	68.0 (5.2%)	+ 2.0	+ 2.9%
Net Income (Margin)	41.9 (3.4%)	32.0 (2.6%)	+ 9.9	+30.9%	35.0 (2.7%)	+ 6.9	+19.7%

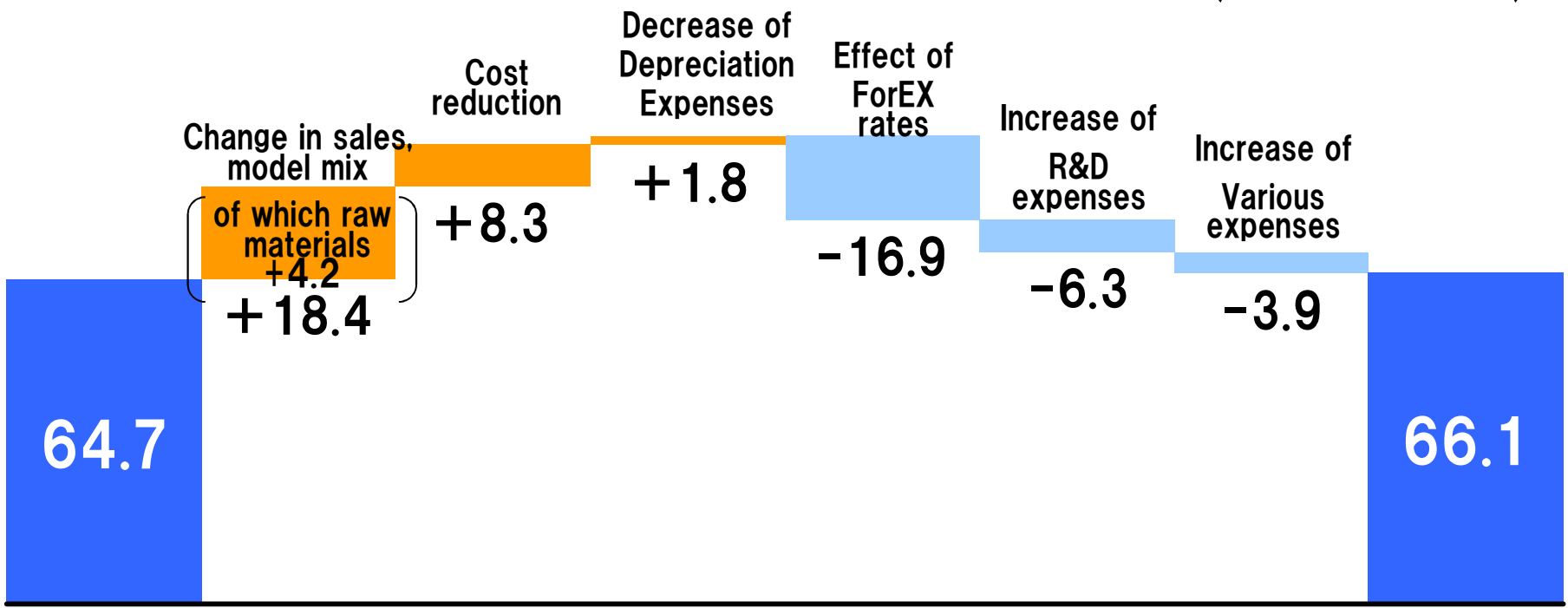
(Billions of Yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2012 6months ('12/4-9)	FY2011 6months ('11/4-9)	Change	FY2012 6months ('12/4-9)	FY2011 6months ('11/4-9)	Change	FY2012 6months ('12/4-9)	FY2011 6months ('11/4-9)	Change	FY2012 6months ('12/4-9)	FY2011 6months ('11/4-9)	Change	
Japan total	11.4	12.0	-0.6	494.7	428.0	+66.7	9.0	8.7	+0.3	515.1	448.7	+66.4	
Overseas total	101.3	125.7	-24.4	594.4	634.0	-39.6	16.0	17.8	-1.8	711.7	777.5	-65.8	-89.7
Europe	15.4	24.8	-9.4	120.9	161.2	-40.3	4.2	5.4	-1.2	140.5	191.4	-50.9	-15.1
N. America	16.6	20.3	-3.7	26.5	25.2	+1.3	7.7	7.6	+0.1	50.8	53.1	-2.3	-0.4
Asia	49.9	58.6	-8.7	383.4	378.9	+4.5	1.4	1.9	-0.5	434.7	439.4	-4.7	-72.1
Others	19.4	22.0	-2.6	63.6	68.7	-5.1	2.7	2.9	-0.2	85.7	93.6	-7.9	-2.1
Grand total	112.7	137.7	-25.0	1,089.1	1,062.0	+27.1	25.0	26.5	-1.5	1,226.8	1,226.2	+0.6	-89.7
of which effect of ForEX rates conversion			-7.3			-81.9			-0.5				-89.7



Consolidated: Factors of Change in Operating Income

(Billions of Yen)



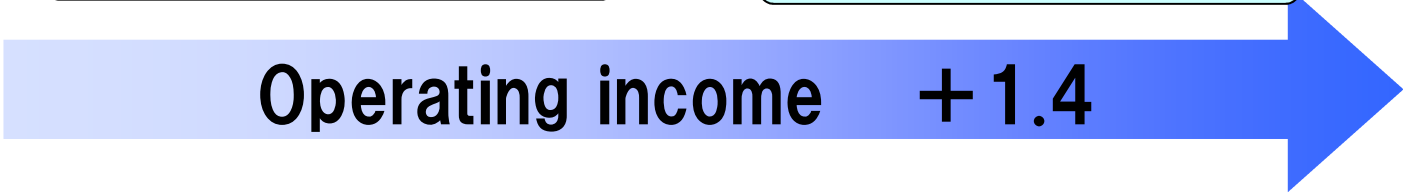
FY2011
6 months
Operating
income



Factors of increase **+28.5**

Factors of decrease **-27.1**

FY2012
6 months
Operating
income



	FY2012 6 months ('12/4-9)	FY2011 6 months ('11/4-9)	Change	Effect of ForEX rates in operating income
U.S. Dollar	79yen	80yen	- 1yen	-0.1bln yen
Euro	101yen	114yen	-13yen	-3.5bln yen
Indian rupee	1.47yen	1.79yen	-0.32yen	-9.4bln yen
Others	—	—	—	-3.9bln yen
Total				-16.9bln yen

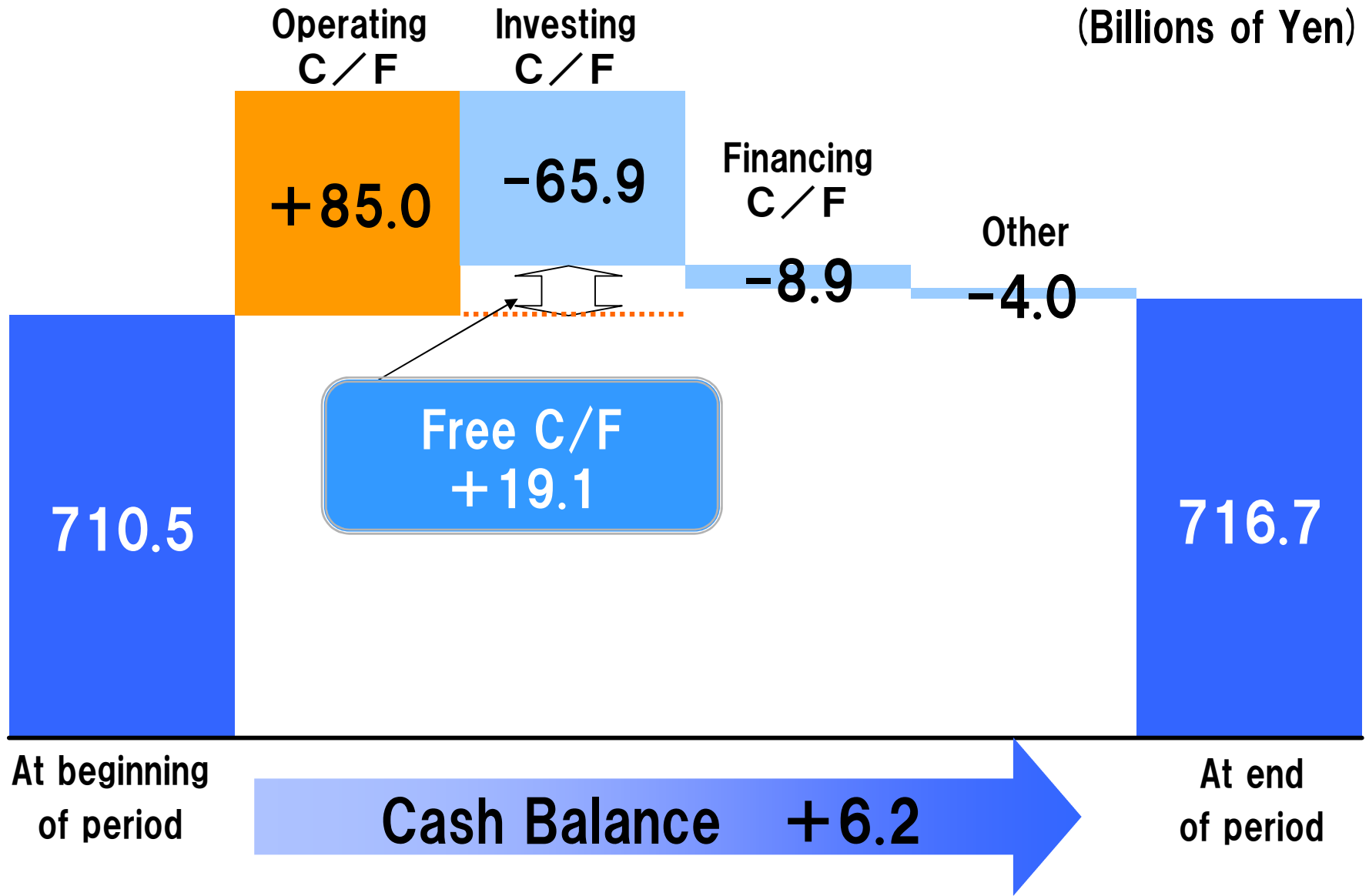
(Billions of Yen)

	FY2012 6 months ('12/4-9)	FY2011 6 months ('11/4-9)	Change
(Non-consolidated)	26.1	11.0	+15.1
(Subsidiaries)	50.9	44.1	+6.8
Capital Expenditures	77.0	55.1	+21.9
Depreciation Expenses	45.8	47.6	-1.8
R&D Expenses	57.8	51.5	+6.3

	FY2012 Q2	FY2011 Q2		FY2011 Q4	
	(' 12/9)	(' 11/9)	Change	('12/3)	Change
Interest-Bearing Debt balance	433.4	436.8	-3.4	439.8	-6.4



Consolidated : Cash Flows

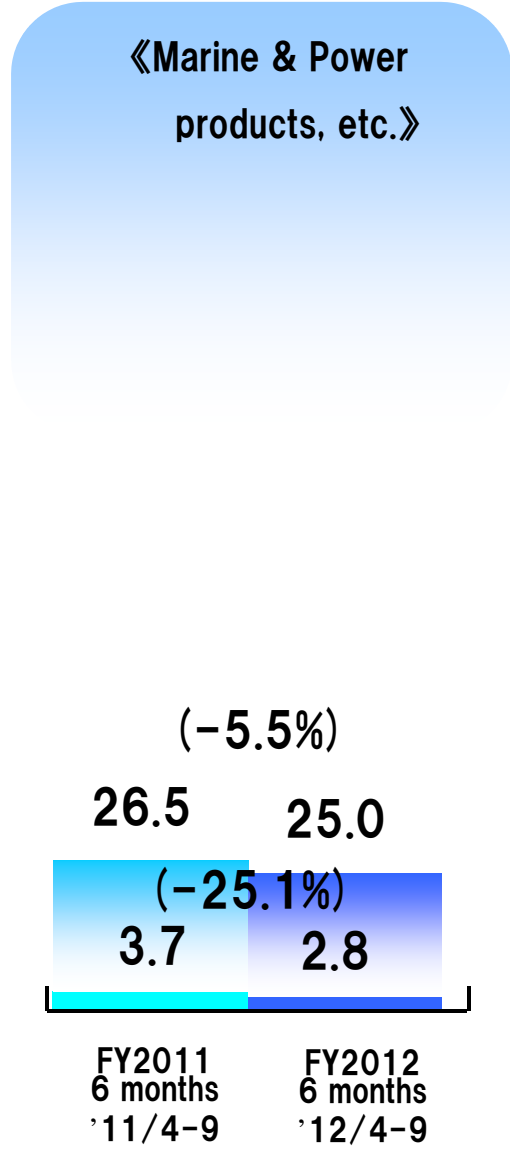
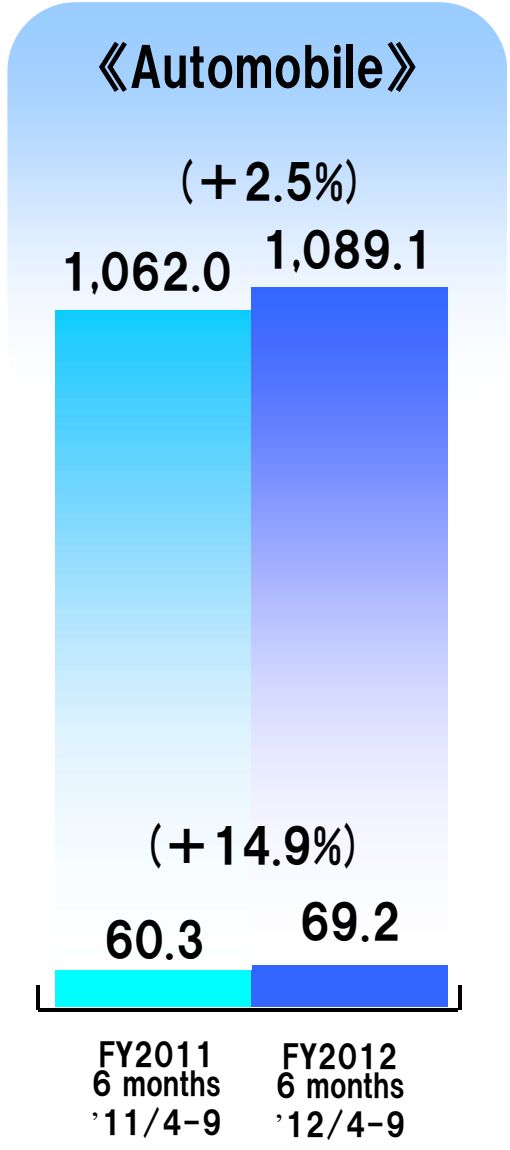
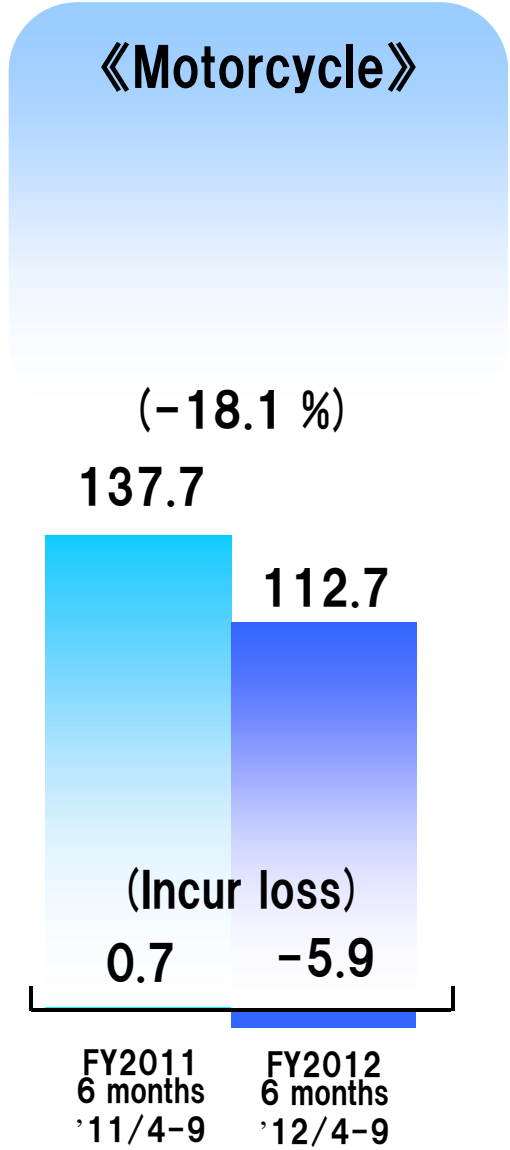
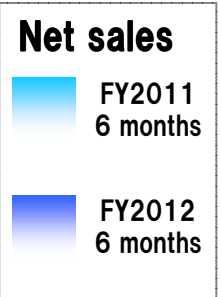




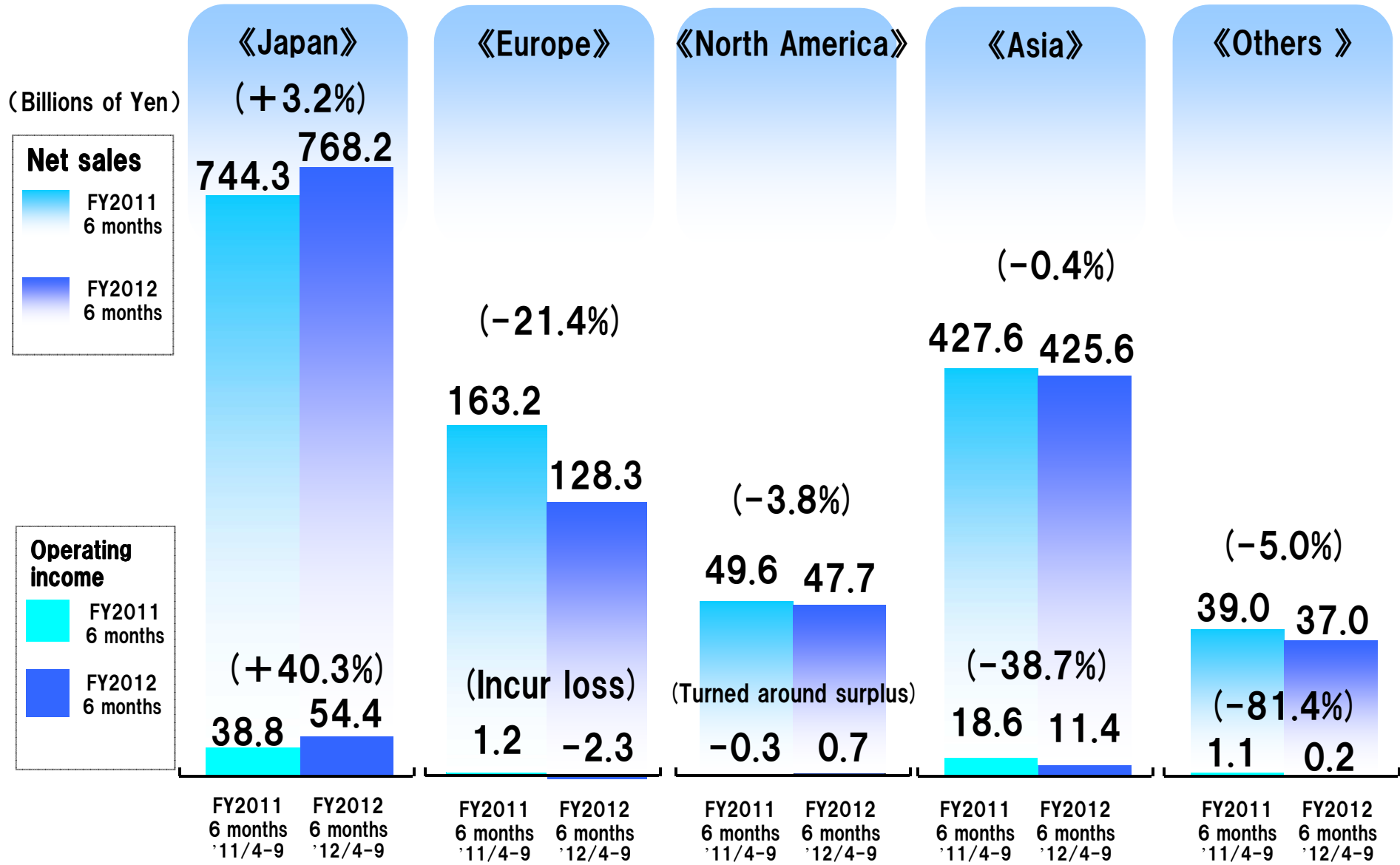
Consolidated: Operating Results by Business

(Net sales, Operating income)

(Billions of Yen)



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



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

	FY2012 Q2	FY2011 Q2		FY2011 Q4	
	('12/9)	('11/9)	Change	('12/3)	Change
Consolidated Subsidiaries	135	139	-4	138	-3
Equity Method Affiliates	36	38	-2	37	-1
Employees	55,574	54,289	+1,285	54,484	+1,090

(Sales, profit target are unchanged from the previous forecast announced on August 2)

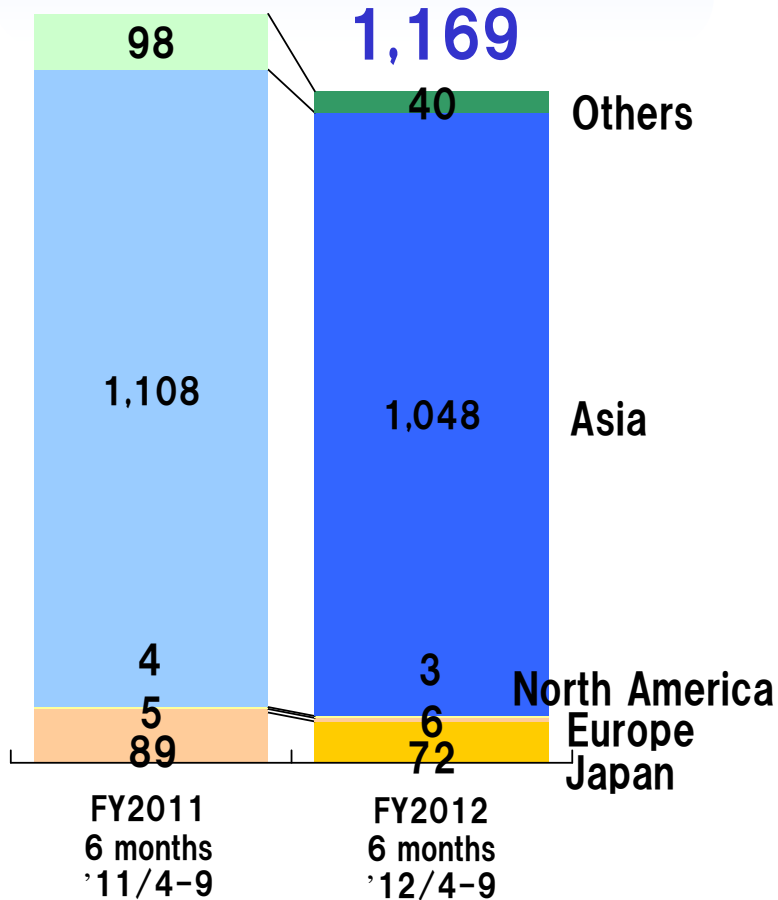
(Billions of Yen)

	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	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 (2nd half 75yen)	79yen	- 2yen	76yen (After Q2 75yen)	+ 1yen (—)
	Euro (2nd half 97yen)	109yen	-10yen	97yen (After Q2 95yen)	+ 2yen (+ 2yen)
	Indian rupee (2nd half 1.40yen)	1.68yen	-0.25yen	1.43yen (After Q2 1.40yen)	— (—)
Change in Operating Income	Change in sales,model mix	+42.7	-54.2	+43.7	-1.0
	Cost reduction	+23.0	+22.6	+27.0	-4.0
	Effect of ForEX rates	-31.0	-28.9	-36.0	+5.0
	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	—

《Half Year Comparison》

-135 (-10.3%)

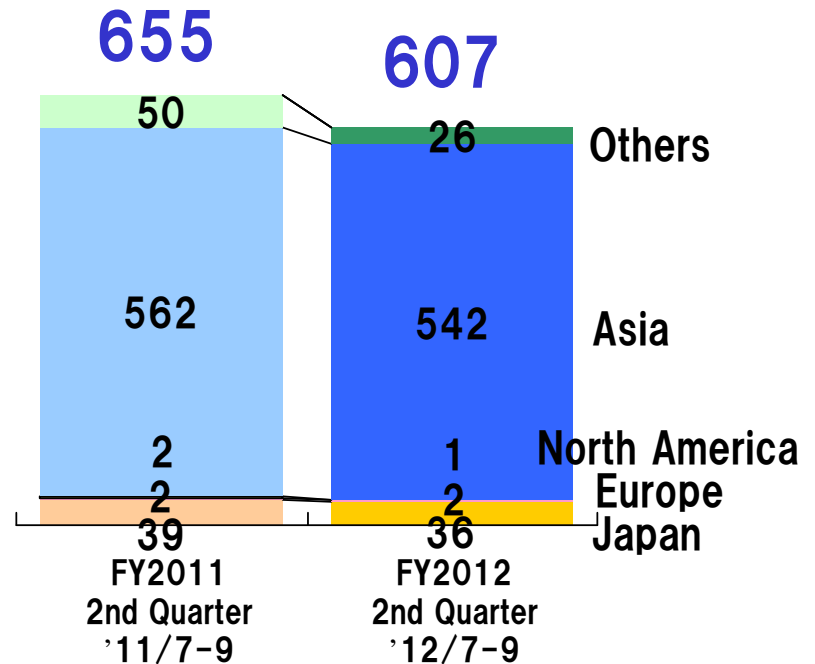
1,303



《Three Months Comparison》

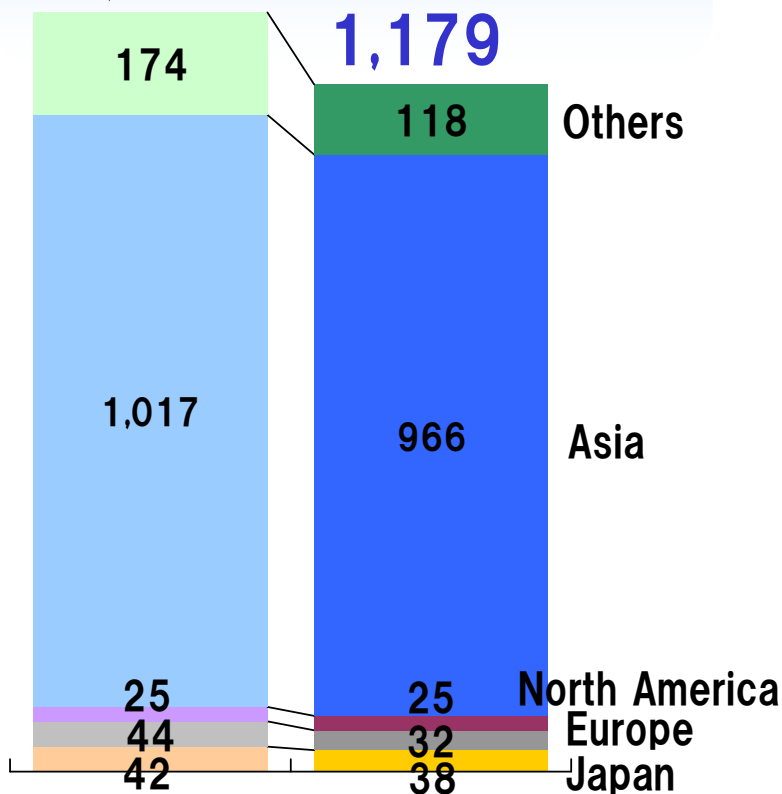
-48 (-7.4%)

(Thousand units)



《Half Year Comparison》

-124 (-9.5%)
1,302

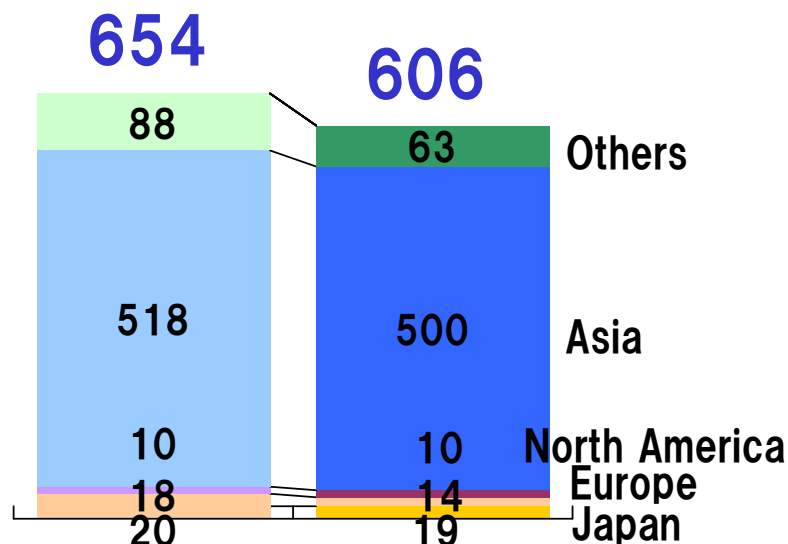


FY2011
6 months
'11/4-9

FY2012
6 months
'12/4-9

《Three Months Comparison》

-48 (-7.3%) (Thousand units)



FY2011
2nd Quarter
'11/7-9

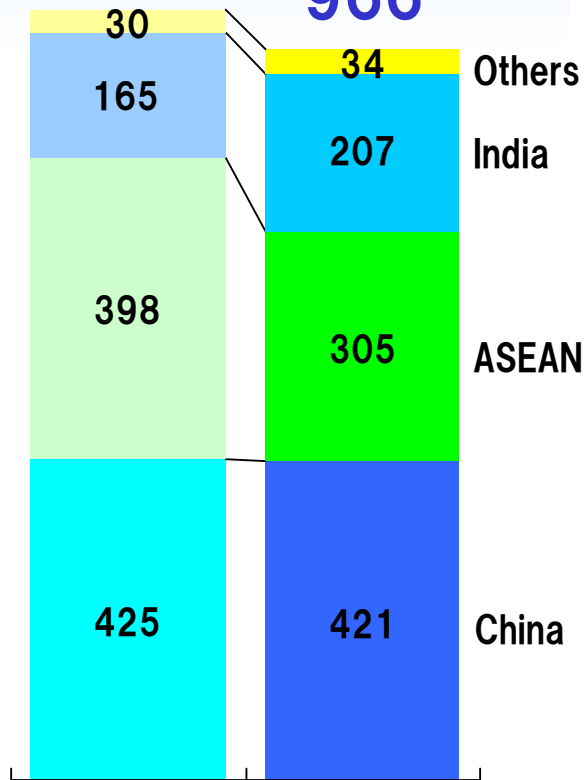
FY2012
2nd Quarter
'12/7-9

«Half Year Comparison»

-51 (-5.0%)

1,017

966

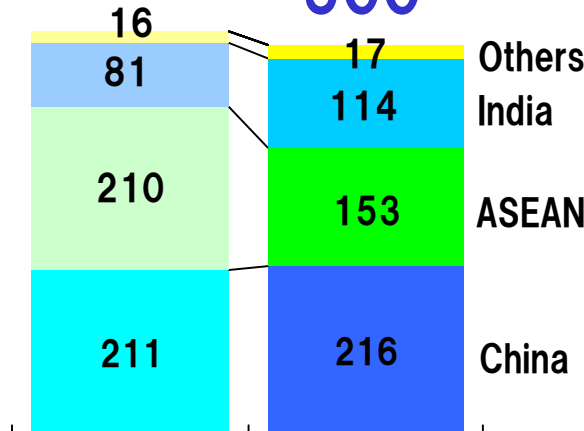


«Three Months Comparison»

-18 (-3.5%)

518

500



(Thousand units)



Hayate (India)



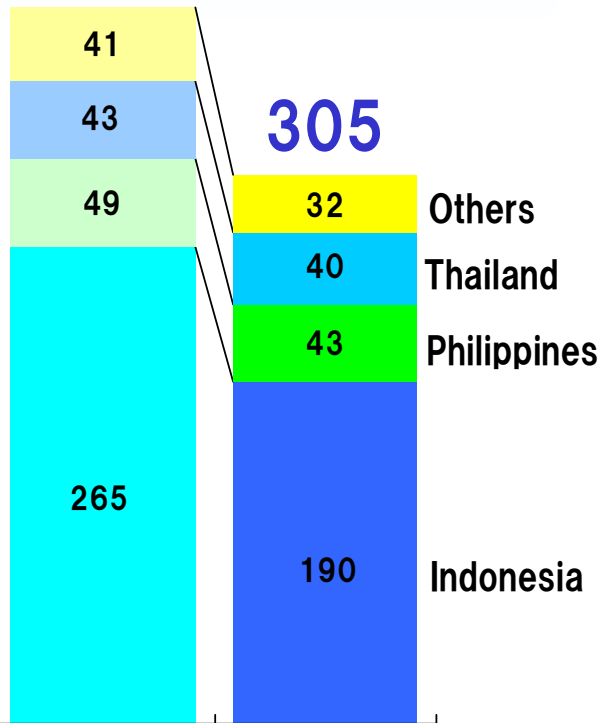
Swish 125 (India)

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

«Half Year Comparison»

-93 (-23.4 %)

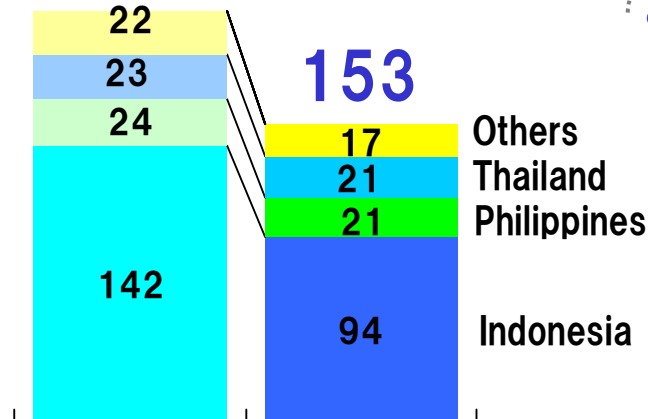
398



«Three Months Comparison»

-57 (-27.3 %)

210

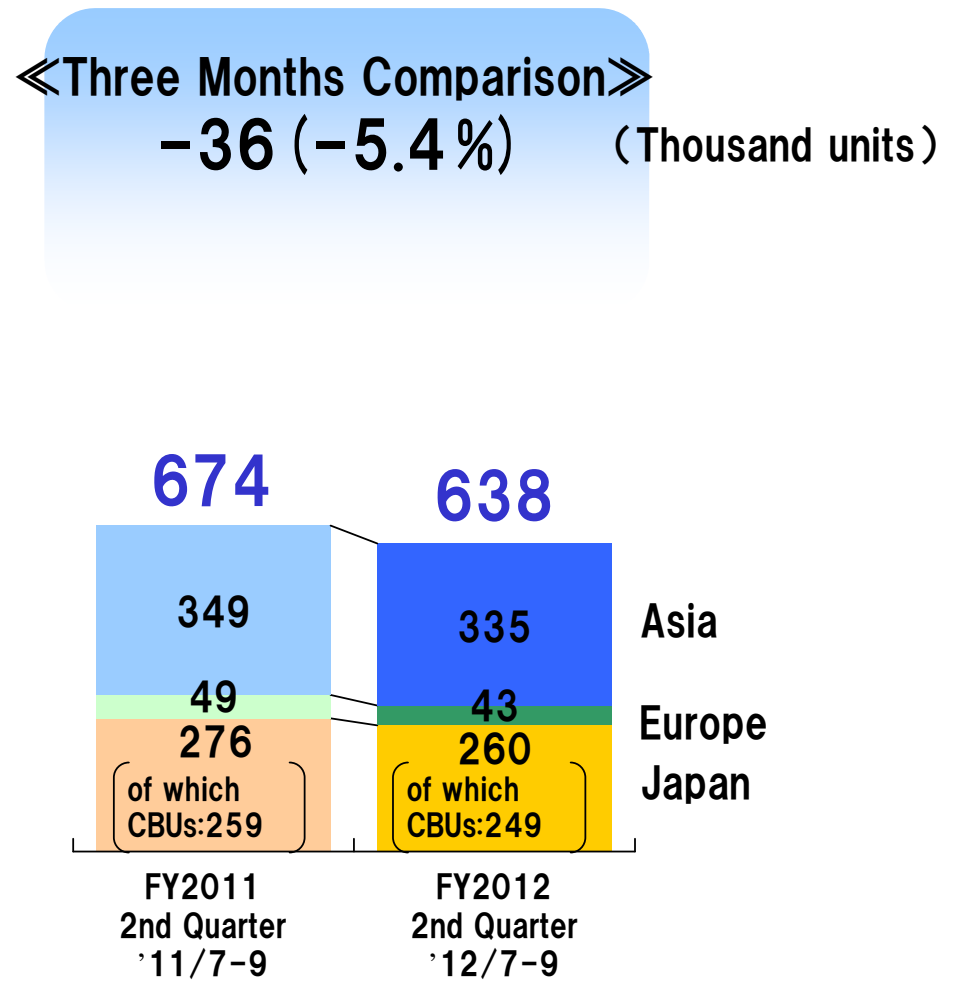
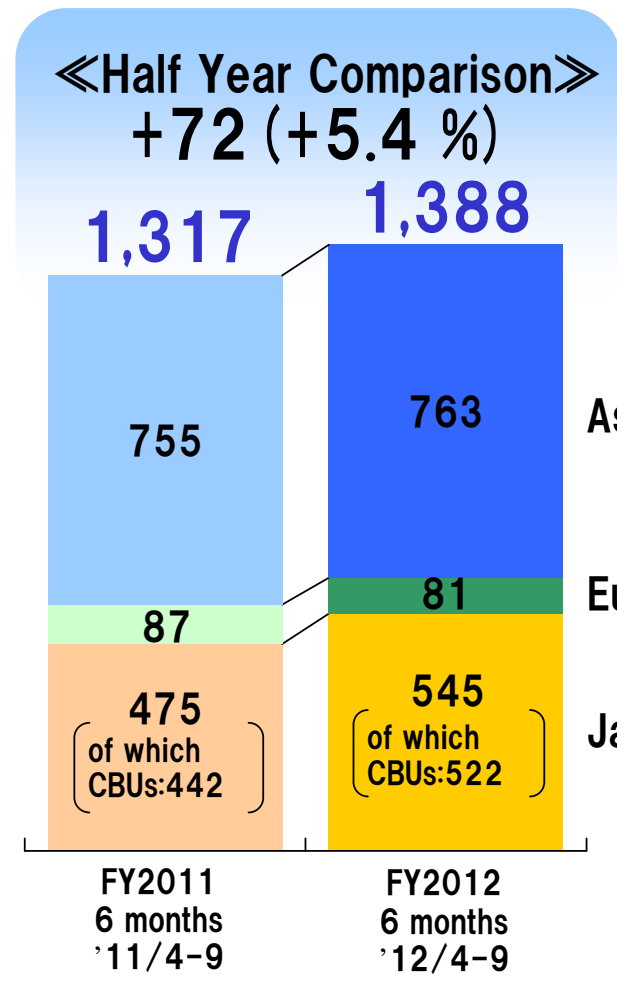


(Thousand units)



Satria F150 (Indonesia)

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

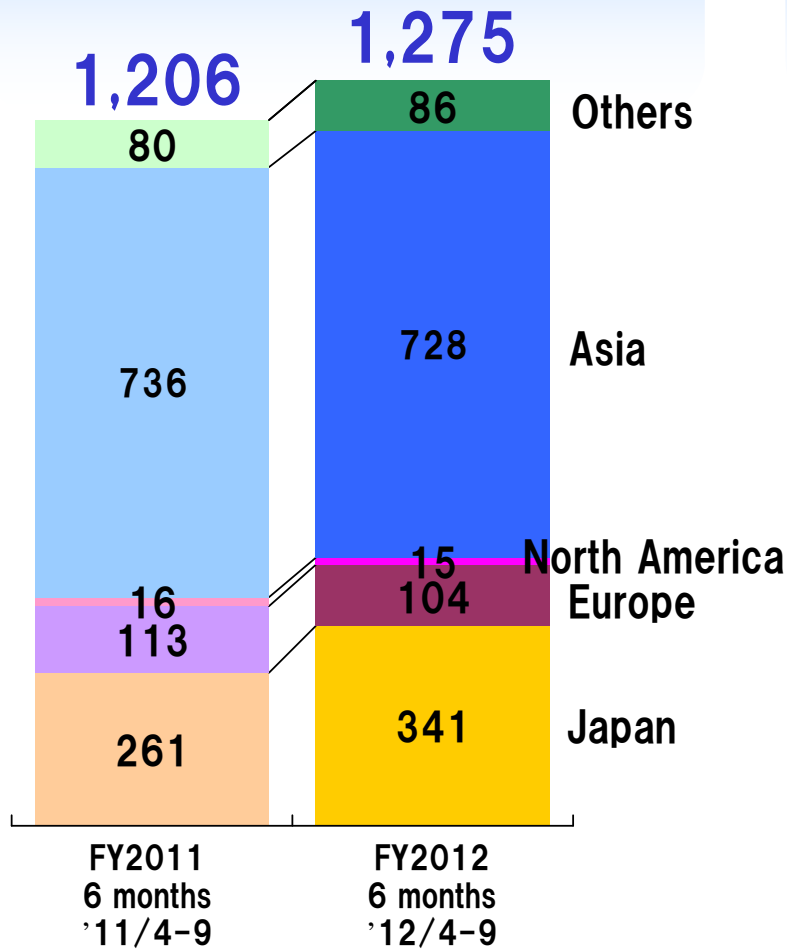


«The situation of Manesar Plant in India»

- The Manesar Plant of the Maruti Suzuki India Limited has resumed its production from August 21, 2012, and has already returned to its normal operation standard.

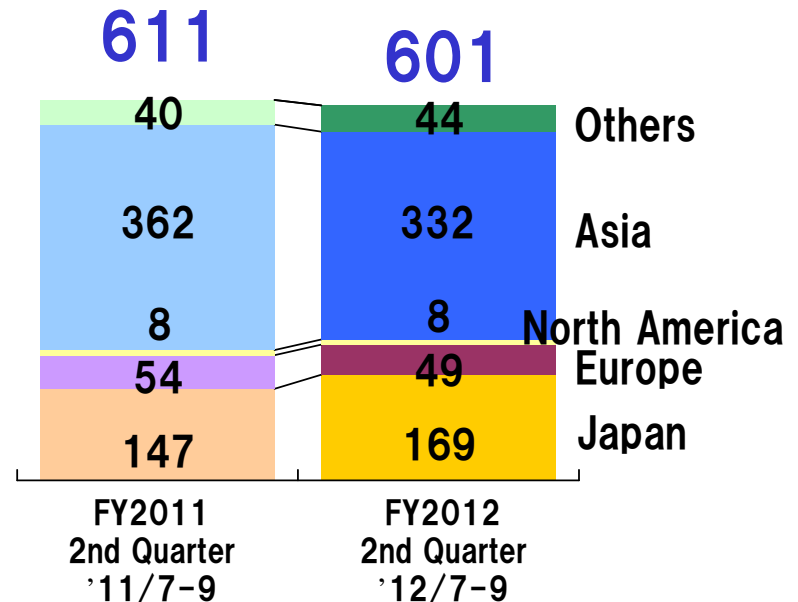
«Half Year Comparison»

+69 (+5.7%)



«Three Months Comparison»

-10 (-1.6%) (Thousand units)



《Half Year Comparison》

+80 (+30.7%)

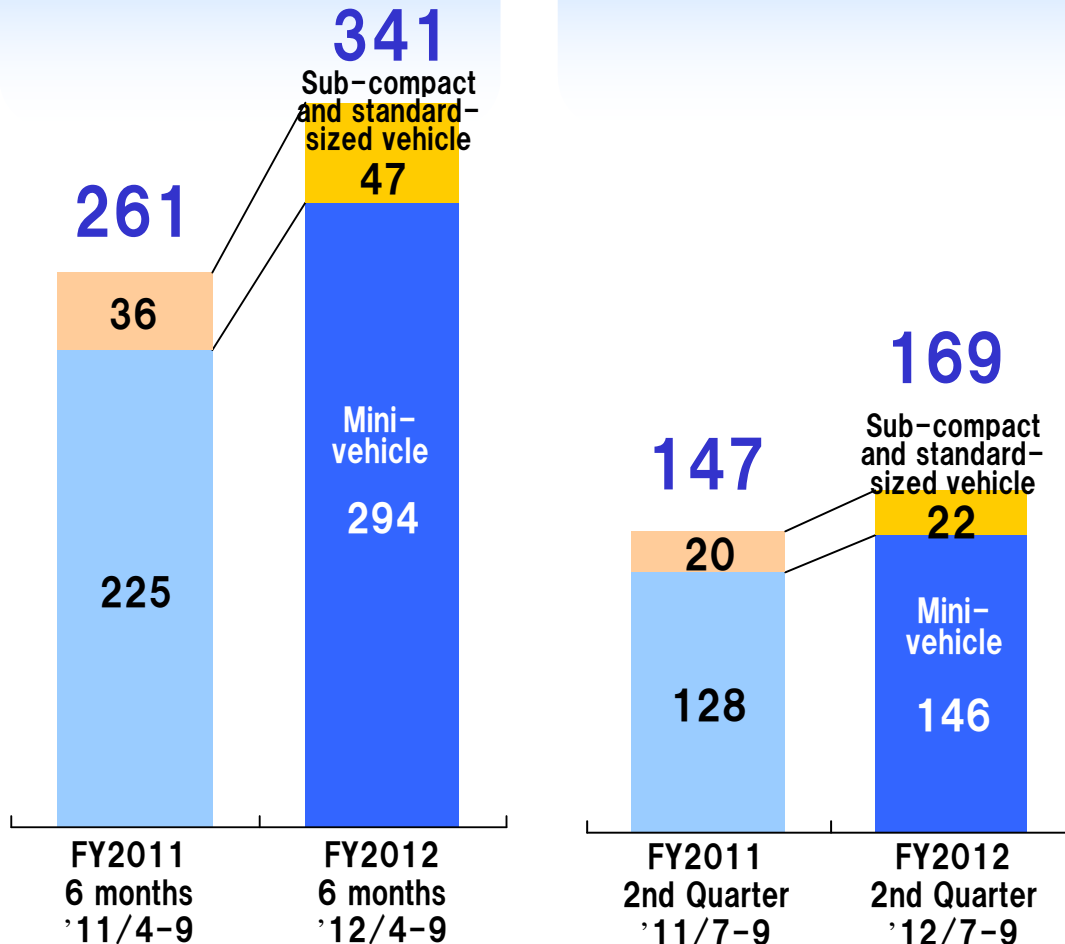
《Three Months Comparison》

+21 (+14.4%)

(Thousand units)

■ New model WAGON R is launched

Fuel economy of **28.8km/L**※1 made the new WAGON R the most fuel-efficient mini wagon in Japan※2



WAGON R



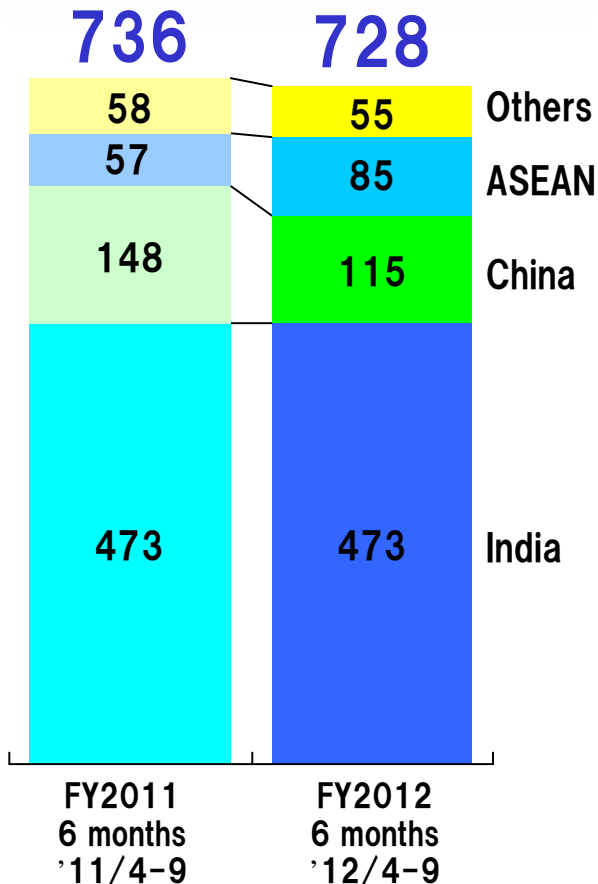
WAGON R STINGRAY

※1 Measured in JC08 test cycle and verified by the Ministry of Land, Infrastructure, Transport and Tourism with NA, 2WD vehicle.

※2 Based on Suzuki research in September 2012 on mini passenger vehicles with overall heights of 1,550mm or more. Measured in JC08 test cycle.

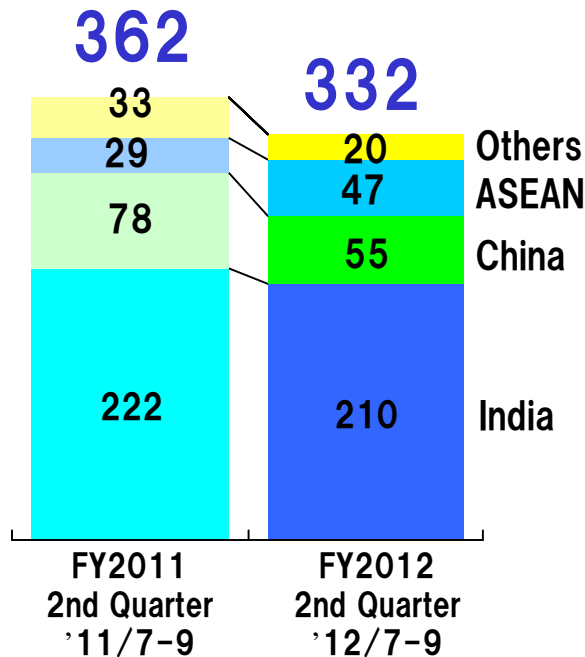
«Half Year Comparison»

-8 (-1.1 %)



«Three Months Comparison»

-31 (-8.4 %)



(Thousand units)

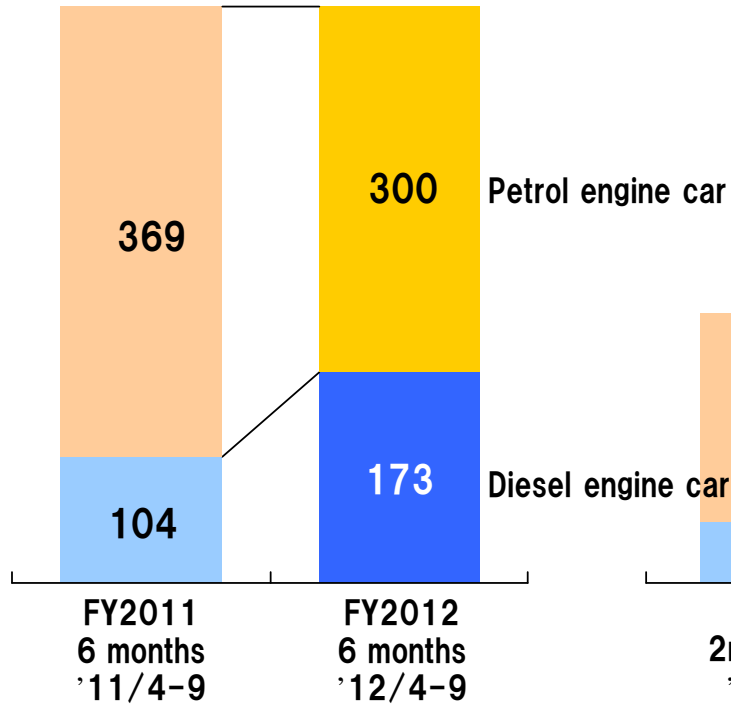
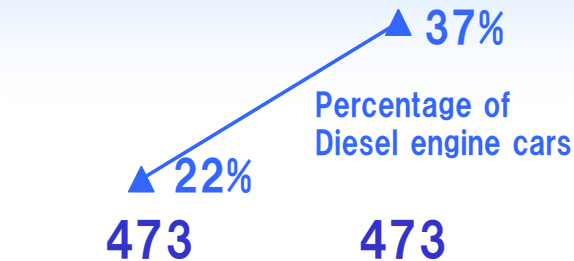


New Swift (Thailand)

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

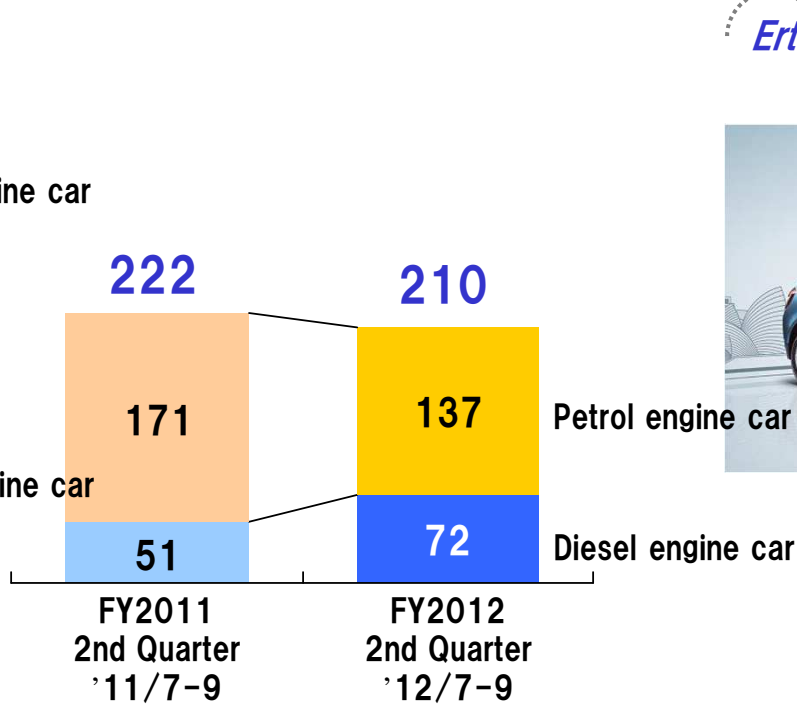
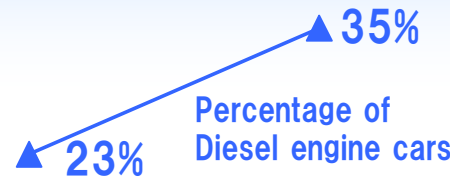
«Half Year Comparison»

+0 (+0%)



«Three Months Comparison»

-12 (-5.6%)



(Thousand units)



Ertiga



Dzire

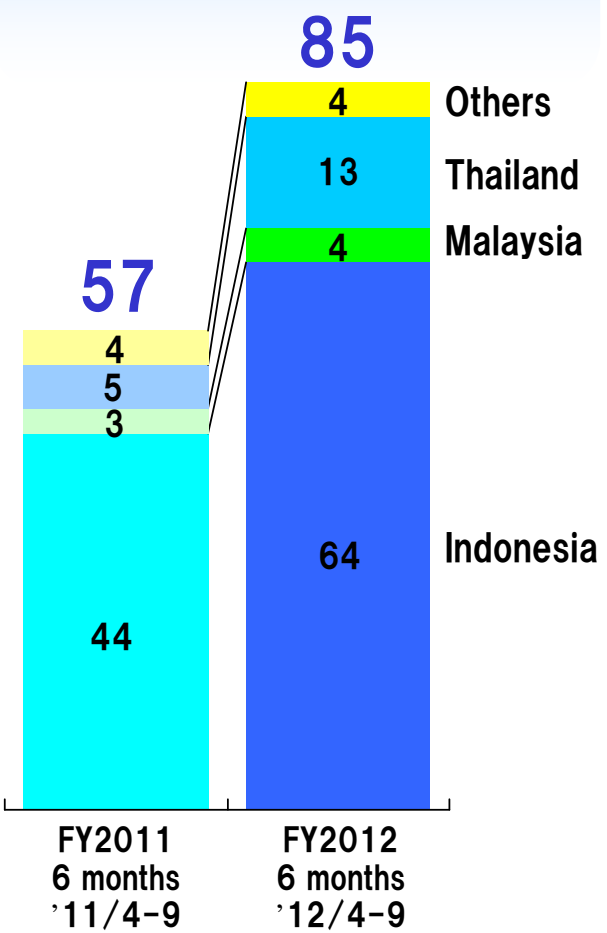
- **Maruti Suzuki India Ltd has launched the all new ALTO 800. (October 16, 2012)**
 - The ALTO 800 has been improved in its fuel efficiency by approximately 15% (petrol vehicle).
 - The sporty exterior, new interior and roomy cabin.
 - The main targets of the ALTO 800 are customers considering the purchase of first cars such as young customers. Maruti Suzuki sets the ALTO 800 as its main model and expands its sales
 - It is planned to be exported to various countries.



ALTO 800 (India)

«Half Year Comparison»

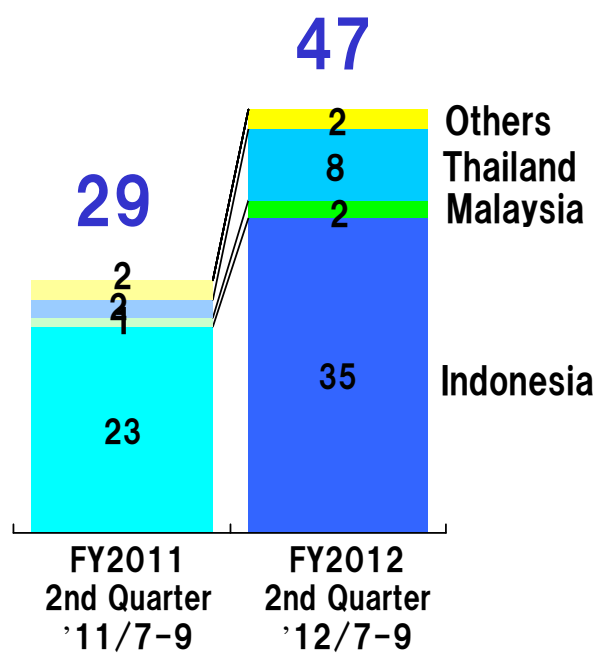
+28 (+49.1%)



«Three Months Comparison»

(Thousand units)

+18 (+60.6%)



Ertiga (Indonesia)



Mega Carry (Indonesia)

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

Production and Sales: FY2012 Business Forecasts

(Forecast of motorcycle and automobile for China changed from the forecast announced on August 2.) (Thousand units)

		Full Year Production					Full Year Sales				
		Latest Forecasts	FY2011 Results		Previous Forecasts		Latest Forecasts	FY2011 Results		Previous Forecasts	
				Change		Change			Change		Change
Motorcycle	Japan	167	174	-7	167	-	77	78	-1	77	-
	Europe	11	11	-0	11	-	51	67	-16	51	-
	N.America	6	7	-1	6	-	47	48	-1	47	-
	Asia	2,280	2,179	+101	2,373	-93	2,191	2,059	+132	2,291	-100
	Others	95	203	-108	95	-	237	336	-99	237	-
	Total	2,559	2,574	-15	2,652	-93	2,603	2,589	+14	2,703	-100

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	1,751	1,609	+142	1,804	-53	1,675	1,550	+125	1,742	-67
	Others						170	160	+10	170	-
	Total	3,011	2,803	+208	3,064	-53	2,744	2,560	+184	2,811	-67

- Interim dividends increase by 1.00yen per share from the previous forecast

	FY 2012	In comparison with FY 2011		In comparison with previous forecast	
		FY 2011 Result	Change	Previous forecast	Change
Interim dividends	8yen	7yen	+ 1yen	7yen	+ 1yen
Year-end dividends	8yen (Plan)	8yen	± 0yen	8yen	± 0yen
Annual dividends	16yen (Plan)	15yen	+ 1yen	15yen	+ 1yen

FY2012 Second Quarter Financial Results



※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).

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]