

Reference for FY2009 First Quarter [Consolidated]

3 August 2009
SUZUKI MOTOR CORPORATION
(Billion yen)

		FY2008 First quarter 1 April - 30 June 2008		FY2009 First quarter 1 April - 30 June 2009		FY2009 Forecast 1 April 2009 - 31 March 2010			
Net Sales		910.4 (+1.8%)		577.1 (-36.6%)		2,300.0 (-23.5%)			
Domestic Sales		242.7 (+3.4%)		207.4 (-14.5%)		940.0 (-2.6%)			
Overseas Sales		667.7 (+1.2%)		369.7 (-44.6%)		1,360.0 (-33.3%)			
Operating Income <ratio>		33.8 (-16.5%) <3.7%>		6.9 (-79.7%) <1.2%>		10.0 (-87.0%) <0.4%>			
Ordinary Income <ratio>		45.4 (+2.6%) <5.0%>		12.6 (-72.3%) <2.2%>		20.0 (-74.9%) <0.9%>			
Net Income <ratio>		26.0 (+6.9%) <2.9%>		2.1 (-91.8%) <0.4%>		5.0 (-81.8%) <0.2%>			
General View		Sales remain stable Operating income decrease		Lower earnings on lower sales		Lower earnings on lower sales			
Factors of change in Operating Income	Factors of Increase	Cost reduction	+4.2	Decrease of operating exp. etc.	+52.3	Decrease of operating exp. etc.	+70.0		
		Decrease of depreciation	+4.1	Decrease of depreciation	+9.0	Cost reduction	+20.0		
		Decrease of operating exp. etc.	+3.8	Decrease of R&D expenses	+4.8	Decrease of R&D expenses	+10.0		
	Total		+12.1	Total		+68.2	Total		+106.0
	Factors of Decrease	Foreign exchange loss	-10.4	Change in sales, model mix etc.	-73.3	Change in sales, model mix etc.	-91.9		
		Change in sales, model mix etc.	-8.4	Foreign exchange loss	-21.8	Foreign exchange loss	-81.0		
Total		-18.8	Total		-95.1	Total		-172.9	
Foreign Exchange Rates		110 Yen/US\$ 161 Yen/Euro		97 Yen/US\$ 135 Yen/Euro		90 Yen/US\$ 115 Yen/Euro			
Capital Expenditures (Amount of main affiliates included)		52.9 (1.8)		27.7 (2.3)		185.0 (12.0)			
Depreciation		38.3		29.3		135.0			
R&D Expenses		24.3		19.5		105.0			
Interest-bearing debt		430.5		627.6					
		F/S		92.5					
Cash Flows	Operating Activities		89.2	53.8					
	Investment Activities		-70.3	-24.3					
	Financing Activities		-29.2	31.9					
	Current Cash		443.3	493.2					
Business Segment	M/C	Sales	159.8 (-7.3%)	80.9 (-49.4%)					
		Operating Income<ratio>	5.9 (-37.8%) <3.7%>	-2.9 (-) < - >					
	A/M	Sales	731.2 (+4.4%)	489.2 (-33.1%)					
		Operating Income<ratio>	24.8 (-8.8%) <3.4%>	7.0 (-71.9%) <1.4%>					
	M/P	Sales	19.4 (-11.6%)	12.0 (-38.0%)					
		Operating Income<ratio>	3.1 (-18.8%) <16.2%>	1.3 (-59.9%) <10.5%>					
	F/S	Sales		15.0 (-)					
		Operating Income<ratio>		0.9 (-) <6.2%>					
Geographical Segment	Japan	Sales	528.7 (-3.4%)	331.0 (-37.4%)					
		Operating Income<ratio>	18.2 (-10.0%) <3.4%>	-2.0 (-) < - >					
	Europe	Sales	219.5 (+2.5%)	109.3 (-50.2%)					
		Operating Income<ratio>	1.9 (-71.1%) <0.9%>	1.8 (-3.3%) <1.7%>					
	N.A.	Sales	101.5 (-18.4%)	47.1 (-53.6%)					
		Operating Income<ratio>	-3.2 (-) < - >	-4.2 (-) < - >					
	Asia	Sales	212.3 (+2.9%)	177.3 (-16.5%)					
		Operating Income<ratio>	8.4 (-33.6%) <4.0%>	11.2 (+33.4%) <6.3%>					
	Other	Sales	22.9 (+17.7%)	14.1 (-38.2%)					
		Operating Income<ratio>	0.8 (-46.0%) <3.6%>	0.4 (-55.9%) <2.6%>					
	Number of Consolidated Subsidiaries		140		139				
	Number of Affiliates with application of equity method		37		37				
Number of Employees		52,944		51,894					

* M/C: Motorcycle A/M: Automobile M/P: Marine and Power products, etc. F/S: Financial Services N.A: North America

Reference for FY 2009 First Quarter 【Units (Production & Sales)】

3 August 2009
SUZUKI MOTOR CORPORATION

(Thousand units)

<Motorcycles and ATVs>		FY2008 First quarter 1 April - 30 June 2008	FY2009 First quarter 1 April - 30 June 2009	FY2009 Forecast 1 April 2009 - 31 March 2010
Domestic		22 (- 52.4 %)	15 (- 29.2 %)	67 (- 16.6 %)
Export		49 (- 47.4 %)	28 (- 43.4 %)	216 (- 6.7 %)
Domestic production		71 (- 49.1 %)	43 (- 39.0 %)	283 (- 9.2 %)
ATVs included		9 (- 62.9 %)	3 (- 64.0 %)	22 (- 33.9 %)
Europe		13 (+ 33.6 %)	6 (- 52.5 %)	23 (- 28.3 %)
North America		5 (+ 4.3 %)	1 (- 78.1 %)	10 (- 9.0 %)
Asia		704 (+ 34.9 %)	521 (- 26.0 %)	2,326 (- 9.5 %)
Others		104 (+ 24.8 %)	47 (- 54.4 %)	243 (- 35.9 %)
Overseas production		826 (+ 33.2 %)	576 (- 30.3 %)	2,602 (- 13.1 %)
ATVs included		6 (+ 1.7 %)	2 (- 74.5 %)	15 (- 18.1 %)
Production Total		897 (+ 18.2 %)	619 (- 31.0 %)	2,885 (- 12.7 %)
ATVs included		15 (- 49.5 %)	5 (- 68.4 %)	37 (- 28.3 %)
Domestic sales		38 (- 22.0 %)	24 (- 37.5 %)	117 (- 8.9 %)
Overseas sales		953 (+ 23.4 %)	687 (- 27.9 %)	2,890 (- 10.3 %)
Sales Total		991 (+ 20.7 %)	711 (- 28.3 %)	3,007 (- 10.2 %)
ATVs included		21 (- 26.8 %)	9 (- 57.7 %)	53 (- 19.2 %)

<Automobiles>		FY2008 First quarter 1 April - 30 June 2008	FY2009 First quarter 1 April - 30 June 2009	FY2009 Forecast 1 April 2009 - 31 March 2010
Mini-vehicles		149 (+ 0.2 %)	134 (- 10.1 %)	576 (- 2.4 %)
Sub-compact and standard-sized vehicles		21 (+ 13.8 %)	16 (- 22.8 %)	69 (- 12.9 %)
Export		107 (+ 10.2 %)	34 (- 67.7 %)	191 (- 42.3 %)
OEM		32 (- 10.3 %)	25 (- 23.7 %)	117 (- 15.6 %)
Domestic production		310 (+ 3.0 %)	210 (- 32.3 %)	953 (- 16.3 %)
Europe		79 (+ 37.7 %)	46 (- 42.1 %)	188 (- 27.8 %)
North America		4 (- 49.0 %)	— (—)	— (—)
Asia		290 (+ 11.4 %)	308 (+ 6.2 %)	1,160 (+ 6.7 %)
Overseas production		373 (+ 14.6 %)	354 (- 5.1 %)	1,348 (- 0.5 %)
Production Total		683 (+ 9.0 %)	564 (- 17.4 %)	2,301 (- 7.7 %)
Mini-Vehicles		141 (+ 0.5 %)	125 (- 11.4 %)	580 (+ 0.1 %)
Sub-compact and standard-sized vehicles		20 (+ 7.7 %)	16 (- 20.7 %)	75 (- 12.3 %)
Domestic sales		161 (+ 1.3 %)	141 (- 12.6 %)	655 (- 1.5 %)
Overseas sales		456 (+ 10.9 %)	400 (- 12.4 %)	1,535 (- 6.5 %)
Sales Total		618 (+ 8.2 %)	541 (- 12.4 %)	2,190 (- 5.0 %)

* Domestic production: CBU + CKD Overseas production: Units completed at overseas factories

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

* Overseas sales of FY2009 First quarter include forecast in part.

* The forecast in 【Consolidated】 and 【Units (Production & Sales)】 are calculated based on currently available information and assumptions and contain risks and uncertainty. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly Yen/US dollar rate, Yen/Euro rate).