

Reference for FY2009 Second Quarter [Consolidated]

2 November 2009
SUZUKI MOTOR CORPORATION
(Billion yen)

		FY2008 Second quarter 1 April - 30 September 2008		FY2009 Second quarter 1 April - 30 September 2009		FY2009 Forecast 1 April 2009 - 31 March 2010		
Net Sales		1,719.9	(-0.5%)	1,181.6	(-31.3%)	2,300.0	(-23.5%)	
Domestic Sales		483.3	(+4.0%)	439.4	(-9.1%)	920.0	(-4.7%)	
Overseas Sales		1,236.6	(-2.2%)	742.2	(-40.0%)	1,380.0	(-32.3%)	
Operating Income <ratio>		60.7	(-22.9%) <3.5%>	31.8	(-47.5%) <2.7%>	40.0	(-48.0%) <1.7%>	
Ordinary Income <ratio>		68.8	(-19.2%) <4.0%>	39.1	(-43.2%) <3.3%>	50.0	(-37.2%) <2.2%>	
Net Income <ratio>		34.2	(-25.7%) <2.0%>	12.5	(-63.4%) <1.1%>	15.0	(-45.3%) <0.7%>	
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	Decrease of operating exp	+18.6	Decrease of operating exp.	+92.8	Decrease of operating exp.	+140.0	
		Cost reduction	+11.5	Decrease of R&D expenses	+15.8	Cost reduction	+20.0	
		Decrease of depreciation	+10.4	Decrease of depreciation	+14.3	Decrease of R&D expenses	+20.0	
			Total	+40.5	Total	+130.9	Total	+191.0
	Factors of Decrease	Change in sales, model mix	-27.2	Change in sales, model mix	-117.4	Change in sales, model mix	-166.9	
		Foreign exchange loss	-20.7	Foreign exchange loss	-42.4	Foreign exchange loss	-61.0	
Increase of R&D expenses		-10.6			Total	-227.9		
		Total	-58.5	Total	-159.8	Total	-227.9	
Foreign Exchange Rates		106 Yen/US\$ 162 Yen/EURO		96 Yen/US\$ 133 Yen/EURO		93 Yen/US\$ (2nd half: 90 Yen/US\$) 124 Yen/EURO (2nd half: 115 Yen/EURO)		
Capital Expenditures (Amount of main affiliates included)		126.1 (4.5)		64.3 (5.7)		185.0 (12.0)		
Depreciation		72.4		58.1		130.0		
R&D Expenses		60.1		44.3		95.0		
Interest-bearing other than F/S debt		327.5		593.8				
		F/S		85.6		75.5		
Cash Flows	Operating Activities		118.3	156.5				
	Investment Activities		-119.4	-69.5				
	Financing Activities		-36.8	-16.3				
	Current Cash		399.8	496.0				
Business Segment	M/C	Sales	282.9	(-3.2%)	142.5	(-49.6%)		
		Operating Income<ratio>	6.1	(-50.1%) <2.1%>	-5.5	(-) <- - >		
	A/M	Sales	1,413.1	(+1.2%)	1,027.8	(-27.3%)		
		Operating Income<ratio>	43.6	(-26.6%) <3.1%>	32.3	(-26.0%) <3.1%>		
	M/P	Sales	39.0	(-1.0%)	21.8	(-44.2%)		
		Operating Income<ratio>	6.1	(-14.1%) <15.8%>	2.9	(-53.3%) <13.2%>		
	F/S	Sales	36.0	(-)	38.2	(+6.4%)		
		Operating Income<ratio>	2.1	(-) <5.9%>	2.0	(-2.5%) <5.4%>		
Geographical Segment	Japan	Sales	1,021.2	(-3.9%)	681.9	(-33.2%)		
		Operating Income<ratio>	31.5	(-17.4%) <3.1%>	8.9	(-71.9%) <1.3%>		
	Europe	Sales	394.7	(-1.9%)	222.7	(-43.6%)		
		Operating Income<ratio>	2.2	(-75.1%) <0.6%>	3.6	(+59.2%) <1.6%>		
	N.A.	Sales	164.0	(-23.3%)	78.9	(-51.9%)		
		Operating Income<ratio>	-6.7	(-) <- - >	-8.9	(-) <- - >		
	Asia	Sales	416.3	(-0.5%)	363.1	(-12.8%)		
		Operating Income<ratio>	20.7	(-21.1%) <5.0%>	25.4	(+23.1%) <7.0%>		
	Other	Sales	48.4	(+16.1%)	30.2	(-37.7%)		
		Operating Income<ratio>	1.4	(-58.2%) <2.9%>	0.5	(-63.6%) <1.7%>		
	Number of Consolidated Subsidiaries		140		137			
	Number of Affiliates with application of equity method		37		37			
Number of Employees		52,949		51,651				

* 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 Second Quarter 【Units (Production & Sales)】

2 November 2009
SUZUKI MOTOR CORPORATION

(Thousand units)

<Motorcycles and ATVs>		FY2008 Second quarter 1 April - 30 September 2008		FY2009 Second quarter 1 April - 30 September 2009		FY2009 Forecast 1 April 2009 - 31 March 2010	
Domestic		41	(- 47.6 %)	31	(- 23.7 %)	52	(- 35.2 %)
Export		107	(- 47.2 %)	50	(- 52.9 %)	117	(- 49.5 %)
Domestic production		147	(- 47.3 %)	81	(- 44.8 %)	169	(- 45.8 %)
ATVs included		18	(- 61.6 %)	6	(- 69.2 %)	11	(- 66.9 %)
Europe		18	(+ 20.0 %)	9	(- 52.1 %)	19	(- 40.8 %)
North America		8	(+ 9.2 %)	1	(- 82.3 %)	2	(- 81.8 %)
Asia		1,441	(+ 26.5 %)	1,157	(- 19.8 %)	2,356	(- 8.3 %)
Others		216	(+ 20.7 %)	98	(- 54.7 %)	198	(- 47.8 %)
Overseas production		1,684	(+ 25.6 %)	1,265	(- 24.9 %)	2,575	(- 14.0 %)
ATVs included		14	(- 0.4 %)	3	(- 77.0 %)	4	(- 78.2 %)
Production Total		1,832	(+ 13.0 %)	1,346	(- 26.5 %)	2,744	(- 17.0 %)
ATVs included		32	(- 47.8 %)	9	(- 72.6 %)	15	(- 70.9 %)
Domestic sales		73	(- 21.3 %)	46	(- 37.4 %)	87	(- 32.3 %)
Overseas sales		1,839	(+ 19.4 %)	1,388	(- 24.5 %)	2,794	(- 13.3 %)
Sales Total		1,912	(+ 17.1 %)	1,433	(- 25.0 %)	2,881	(- 14.0 %)
ATVs included		38	(- 31.2 %)	19	(- 50.1 %)	35	(- 46.7 %)

<Automobiles>		FY2008 Second quarter 1 April - 30 September 2008		FY2009 Second quarter 1 April - 30 September 2009		FY2009 Forecast 1 April 2009 - 31 March 2010	
Mini-vehicles		288	(+ 2.7 %)	247	(- 14.2 %)	553	(- 6.3 %)
Sub-compact and standard-sized vehicles		41	(+ 9.9 %)	31	(- 23.8 %)	65	(- 18.0 %)
Export		215	(+ 10.3 %)	84	(- 61.2 %)	198	(- 40.2 %)
OEM		65	(- 1.4 %)	58	(- 11.2 %)	136	(- 1.9 %)
Domestic production		610	(+ 5.2 %)	420	(- 31.1 %)	952	(- 16.4 %)
Europe		153	(+ 26.5 %)	91	(- 40.8 %)	180	(- 30.9 %)
North America		6	(- 56.9 %)	—	(—)	—	(—)
Asia		552	(+ 3.1 %)	638	(+ 15.6 %)	1,299	(+ 19.4 %)
Overseas production		712	(+ 5.9 %)	729	(+ 2.4 %)	1,479	(+ 9.2 %)
Production Total		1,322	(+ 5.6 %)	1,149	(- 13.1 %)	2,431	(- 2.5 %)
Mini Vehicles		277	(+ 0.8 %)	252	(- 9.0 %)	561	(- 3.2 %)
Sub-compact and standard-sized vehicles		43	(+ 6.5 %)	34	(- 20.8 %)	72	(- 15.8 %)
Domestic sales		320	(+ 1.6 %)	286	(- 10.6 %)	633	(- 4.8 %)
Overseas sales		864	(+ 3.7 %)	819	(- 5.2 %)	1,626	(- 0.9 %)
Sales Total		1,184	(+ 3.1 %)	1,105	(- 6.7 %)	2,259	(- 2.0 %)

* 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 Second 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).