

<Reference for FY2011 (The 146th Fiscal Year) > [Consolidated]

10 May 2012

SUZUKI MOTOR CORPORATION

(Billion yen)

| | | FY2010 April 2010 - March 2011 (145th) | | FY2011 April 2011 - March 2012 (146th) | | FY2012 full-year forecast April 2012 - March 2013 (147th) | | |
|---|--|---|-----------------|---|-----------------|--|-----------------|--|
| Net Sales | | 2,608.2 | (+5.6%) | 2,512.2 | (-3.7%) | 2,600.0 | (+3.5%) | |
| Domestic Sales | | 937.4 | (-1.6%) | 986.8 | (+5.3%) | 1,000.0 | (+1.3%) | |
| Overseas Sales | | 1,670.8 | (+10.2%) | 1,525.4 | (-8.7%) | 1,600.0 | (+4.9%) | |
| Operating Income <ratio> | | 106.9 | (+34.7%) <4.1%> | 119.3 | (+11.6%) <4.7%> | 120.0 | (+0.6%) <4.6%> | |
| Ordinary Income <ratio> | | 122.5 | (+30.5%) <4.7%> | 130.6 | (+6.6%) <5.2%> | 135.0 | (+3.4%) <5.2%> | |
| Net Income <ratio> | | 45.2 | (+56.2%) <1.7%> | 53.9 | (+19.3%) <2.1%> | 70.0 | (+29.9%) <2.7%> | |
| General View | | Increased sales for the first time in 3 periods Increased income for the 2nd consecutive fiscal year | | Decreased sales for the first time in 2 periods Increased income for the 3rd consecutive fiscal year | | Higher earnings on higher sales | | |
| Factors of change in Operating Income | Factors of Increase | Cost reduction | +35.5 | Decrease of expenses | +43.3 | Change in sales, model mix | +32.7 | |
| | | Change in sales, model mix | +25.3 | Decrease of depreciation | +35.3 | Cost reduction | +27.0 | |
| | | Decrease of R&D expenses | +4.7 | Cost reduction | +22.6 | | | |
| | | Decrease of depreciation | +3.4 | | | | | |
| | | <u>Total</u> | <u>+68.9</u> | <u>Total</u> | <u>+101.2</u> | <u>Total</u> | <u>+59.7</u> | |
| | Factors of Decrease | Effect of ForEX rates | -28.3 | Change in sales, model mix | -54.2 | Effect of ForEX rates | -25.0 | |
| | | Increase of expenses | -13.1 | Effect of ForEX rates | -28.9 | Increase of expenses | -15.0 | |
| | | | | Increase of R&D expenses | -5.7 | Increase of depreciation | -14.0 | |
| | | <u>Total</u> | <u>-41.4</u> | <u>Total</u> | <u>-88.8</u> | <u>Total</u> | <u>-59.0</u> | |
| Foreign Exchange Rates | | 86 Yen/US\$ 113 Yen/EURO | | 79 Yen/US\$ 109 Yen/EURO | | 75 Yen/US\$ 105 Yen/EURO | | |
| Capital Expenditures | | 130.3 | | 126.7 | | 250.0 | | |
| Depreciation | | 138.4 | | 103.1 | | 117.0 | | |
| R&D Expenses | | 104.1 | | 109.8 | | 115.0 | | |
| Interest-bearing debt | | 484.6 | | 439.8 | | | | |
| Cash Flows | Operating Activities | | 226.5 | 226.7 | | | | |
| | Investing Activities | | -87.4 | -93.6 | | | | |
| | Financing Activities | | -75.0 | -56.5 | | | | |
| | Current Cash | | 631.9 | 710.5 | | | | |
| Operating results by Business | M/C | Sales | 257.7 | 254.8 | (-1.1%) | | | |
| | | Operating Income<ratio> | -10.8 | < - > | -2.4 | (-) | < - > | |
| | A/M | Sales | 2,302.0 | 2,209.0 | (-4.0%) | | | |
| | | Operating Income<ratio> | 111.0 | <4.8%> | 114.5 | (+3.2%) | <5.2%> | |
| | M/P | Sales | 48.5 | 48.4 | (-0.2%) | | | |
| | | Operating Income<ratio> | 6.7 | <13.8%> | 7.2 | (+7.0%) | <14.8%> | |
| Operating results by Geographical Areas | Japan | Sales | 1,572.4 | 1,546.2 | (-1.7%) | | | |
| | | Operating Income<ratio> | 53.2 | <3.4%> | 79.6 | (+49.7%) | <5.1%> | |
| | Europe | Sales | 333.0 | 306.7 | (-7.9%) | | | |
| | | Operating Income<ratio> | 0.4 | <0.1%> | 2.2 | (+442.1%) | <0.7%> | |
| | N.A. | Sales | 97.4 | 101.7 | (+4.4%) | | | |
| | | Operating Income<ratio> | -2.2 | < - > | 0.4 | (-) | <0.4%> | |
| | Asia | Sales | 948.6 | 869.2 | (-8.4%) | | | |
| | | Operating Income<ratio> | 46.9 | <4.9%> | 31.6 | (-32.6%) | <3.6%> | |
| | Other | Sales | 75.2 | 77.6 | (+3.3%) | | | |
| | | Operating Income<ratio> | 3.7 | <4.9%> | 2.2 | (-39.3%) | <2.9%> | |
| | Number of Consolidated Subsidiaries | | 138 | | 138 | | | |
| | Number of Affiliates with application of equity method | | 38 | | 37 | | | |
| Number of Employees | | 52,731 | | 54,484 | | | | |

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

<Reference for FY2011 (The 146th Fiscal Year) > [Units (Production & Sales)]

10 May 2012

SUZUKI MOTOR CORPORATION

(Thousand units)

| <Motorcycles and ATVs> | | FY 2010 (Apr. 2010 -Mar. 2011) | FY2011 April 2011 - March 2012 (146th) | | | | | | Full Year Forecast (Apr.2012-Mar.2013) | |
|------------------------|-------|--------------------------------------|--|------------------------|--------|---------------------------|-------|--------|---|--------|
| | | | (Apr.-Dec. 2011) | (January - March 2012) | | (April 2011 - March 2012) | | Ratio | Ratio | |
| | | | | Change | Ratio | Change | Ratio | | | |
| Domestic | 46 | 43 | 16 | +3 | +27.4% | 59 | +13 | +27.2% | 57 | -2.8% |
| Export | 139 | 82 | 34 | -6 | -15.6% | 116 | -23 | -16.7% | 114 | -1.6% |
| Domestic production | 185 | 125 | 50 | -3 | -5.7% | 174 | -11 | -5.7% | 171 | -2.0% |
| (ATVs) | 12 | 12 | 3 | -2 | -37.2% | 15 | +3 | +23.2% | 15 | -2.2% |
| Europe | 14 | 8 | 3 | +1 | +22.5% | 11 | -3 | -20.7% | 12 | +7.8% |
| North America | 7 | 5 | 2 | -1 | -30.4% | 7 | +0 | +1.0% | 6 | -10.8% |
| Asia | 2,334 | 1,651 | 528 | -39 | -6.9% | 2,179 | -154 | -6.6% | 2,706 | +24.2% |
| Others | 195 | 151 | 52 | -7 | -11.9% | 203 | +7 | +3.7% | 119 | -41.3% |
| Overseas production | 2,550 | 1,815 | 585 | -46 | -7.3% | 2,400 | -150 | -5.9% | 2,843 | +18.5% |
| (ATVs) | 9 | 7 | 2 | -1 | -27.8% | 8 | -1 | -9.8% | 8 | -4.7% |
| Production Total | 2,735 | 1,939 | 635 | -49 | -7.2% | 2,574 | -161 | -5.9% | 3,014 | +17.1% |
| (ATVs) | 22 | 19 | 5 | -3 | -34.3% | 24 | +2 | +9.1% | 23 | -3.1% |
| Domestic sales | 79 | 59 | 20 | +1 | +6.5% | 78 | -0 | -0.2% | 82 | +4.5% |
| Europe | 84 | 52 | 14 | -4 | -22.6% | 66 | -18 | -21.4% | 62 | -6.0% |
| North America | 51 | 31 | 17 | +2 | +12.1% | 48 | -2 | -4.4% | 51 | +5.2% |
| Asia | 2,162 | 1,556 | 503 | -16 | -3.1% | 2,059 | -103 | -4.8% | 2,611 | +26.8% |
| Others | 319 | 277 | 58 | -12 | -16.6% | 335 | +16 | +5.2% | 260 | -22.5% |
| Overseas sales | 2,616 | 1,917 | 592 | -30 | -4.8% | 2,509 | -107 | -4.1% | 2,984 | +18.9% |
| Sales Total | 2,695 | 1,976 | 612 | -29 | -4.5% | 2,588 | -107 | -4.0% | 3,066 | +18.5% |
| (ATVs) | 26 | 17 | 7 | +1 | +19.7% | 24 | -2 | -7.7% | 22 | -9.6% |

| <Automobiles> | | FY 2010 (Apr. 2010 -Mar. 2011) | FY2011 April 2011 - March 2012 (146th) | | | | | | Full Year Forecast (Apr.2012-Mar.2013) | |
|---|-------|--------------------------------------|--|------------------------|--------|---------------------------|-------|--------|---|--------|
| | | | (Apr.-Dec. 2011) | (January - March 2012) | | (April 2011 - March 2012) | | Ratio | Ratio | |
| | | | | Change | Ratio | Change | Ratio | | | |
| Mini vehicles | 513 | 373 | 146 | +52 | +55.0% | 519 | +6 | +1.1% | 610 | +17.5% |
| Sub-compact and standard-sized vehicles | 63 | 54 | 22 | +4 | +24.4% | 76 | +13 | +20.5% | 86 | +13.3% |
| Export | 259 | 193 | 51 | -2 | -3.0% | 244 | -15 | -5.7% | 218 | -10.8% |
| OEM | 159 | 130 | 51 | +16 | +46.0% | 181 | +22 | +14.1% | 174 | -3.9% |
| Domestic production | 994 | 750 | 270 | +71 | +35.4% | 1,020 | +26 | +2.6% | 1,088 | +6.6% |
| (CBU) | 936 | 703 | 257 | +70 | +37.4% | 960 | +25 | +2.6% | 1,044 | +8.7% |
| Europe | 164 | 131 | 42 | +2 | +4.7% | 174 | +10 | +6.2% | 171 | -1.5% |
| Asia | 1,720 | 1,127 | 482 | +4 | +0.8% | 1,608 | -112 | -6.5% | 1,804 | +12.2% |
| Overseas production | 1,884 | 1,258 | 524 | +6 | +1.1% | 1,782 | -102 | -5.4% | 1,976 | +10.9% |
| Production Total | 2,878 | 2,008 | 794 | +76 | +10.7% | 2,802 | -76 | -2.6% | 3,064 | +9.3% |
| Mini vehicles | 521 | 347 | 169 | +40 | +30.7% | 516 | -5 | -1.0% | 560 | +8.6% |
| Sub-compact and standard-sized vehicles | 68 | 54 | 26 | +3 | +13.6% | 80 | +13 | +18.7% | 79 | -1.6% |
| Domestic sales | 588 | 401 | 195 | +43 | +28.1% | 596 | +8 | +1.3% | 639 | +7.2% |
| Europe | 244 | 167 | 55 | -11 | -17.1% | 223 | -21 | -8.7% | 227 | +2.0% |
| North America | 33 | 24 | 8 | -0 | -3.4% | 32 | -1 | -4.1% | 33 | +3.2% |
| Asia | 1,625 | 1,085 | 465 | +25 | +5.8% | 1,550 | -75 | -4.6% | 1,742 | +12.4% |
| Others | 153 | 120 | 40 | +1 | +2.6% | 160 | +7 | +4.6% | 170 | +6.3% |
| Overseas sales | 2,055 | 1,396 | 568 | +15 | +2.7% | 1,964 | -91 | -4.4% | 2,172 | +10.6% |
| Sales Total | 2,643 | 1,797 | 763 | +57 | +8.1% | 2,560 | -83 | -3.1% | 2,811 | +9.8% |

* Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories (excluding CKD from Japan).

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

* Overseas sales of FY 2011 include forecast in part.

<Reference for FY2011 (The 146th Fiscal Year)> [Non-Consolidated]

10 May 2012
SUZUKI MOTOR CORPORATION
(Billion yen)

| | | FY2010 | | FY2011 | |
|---|---------------------|--|------------------|--|-----------------|
| | | April 2010 - March 2011 (145th) | | April 2011 - March 2012 (146th) | |
| Net Sales | | 1,409.2 | (+9.5%) | 1,383.3 | (-1.8%) |
| | Domestic Sales | 774.2 | (+3.1%) | 823.9 | (+6.4%) |
| | Overseas Sales | 635.0 | (+18.5%) | 559.4 | (-11.9%) |
| Operating Income <ratio> | | 27.9 | (+132.3%) <2.0%> | 50.1 | (+79.7%) <3.6%> |
| Ordinary Income <ratio> | | 32.0 | (+165.2%) <2.3%> | 49.9 | (+55.7%) <3.6%> |
| Net Income <ratio> | | 10.8 | (+52.9%) <0.8%> | 15.8 | (+46.3%) <1.1%> |
| General View | | Increased sales for the first time in 3 periods Increased income for the 2nd consecutive fiscal year | | Decreased sales for the first time in 2 periods Increased income for the 3rd consecutive fiscal year | |
| Factors of change in Operating Income | Factors of Increase | Change in sales, model mix | +50.3 | Decrease of expenses | +27.3 |
| | | Cost reduction | +11.5 | Decrease of depreciation | +22.8 |
| | | Decrease of depreciation | +11.0 | Cost reduction | +9.8 |
| | | Decrease of R&D expenses | +7.1 | | |
| | | Total | +79.9 | Total | +59.9 |
| | Factors of Decrease | Increase of expenses | -42.3 | Change in sales, model mix | -21.2 |
| | | Effect of ForEX rates | -21.7 | Effect of ForEX rates | -9.6 |
| | | | | Increase of R&D expenses | -6.9 |
| | | Total | -64.0 | Total | -37.7 |
| | | Foreign Exchange Rates | | 85 Yen/US\$ 113 Yen/EURO | |
| Capital Expenditures | | 42.0 | | 26.9 | |
| Depreciation | | 61.3 | | 38.5 | |
| R&D Expenses | | 87.3 | | 94.2 | |
| Interest-bearing debt | | 377.9 | | 330.7 | |
| Cash Dividends per share | Interim | 6 Yen/Share | | 7 Yen/Share | |
| | Year-end | 7 Yen/Share | | 8 Yen/Share (Plan) | |
| | Annual | 13 Yen/Share | | 15 Yen/Share (Plan) | |

* 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 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 Yen/US dollar rate, Yen/Euro rate).