

<Reference for FY2012 (The 147th Fiscal Year) Second Quarter > [Consolidated]

November 9, 2012
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2011 first six months April - September 2011			FY2012 first six months April - September 2012			FY2012 full-year forecast April 2012 - March 2013		
			Change	Ratio		Change	Ratio		Change	Ratio
Net Sales		1,226.2	-92.6	-7.0%	1,226.8	+0.6	+0.1%	2,600.0	+87.8	+3.5%
Domestic Sales		448.7	-44.3	-9.0%	515.1	+66.4	+14.8%	1,000.0	+13.2	+1.3%
Overseas Sales		777.5	-48.3	-5.9%	711.7	-65.8	-8.5%	1,600.0	+74.6	+4.9%
Operating Income margin		64.7 5.3%	-4.1	-5.9%	66.1 5.4%	+1.4	+2.2%	120.0 4.6%	+0.7	+0.6%
Ordinary Income margin		67.6 5.5%	-7.3	-9.8%	70.0 5.7%	+2.4	+3.6%	135.0 5.2%	+4.4	+3.4%
Net Income margin		32.0 2.6%	+1.6	+5.3%	41.9 3.4%	+9.9	+30.9%	70.0 2.7%	+16.1	+29.9%
General View		Lower sales Lower Operating, and Ordinary income Higher Quarterly net income			Higher earnings on unchanged sales			Higher earnings on higher sales		
Factors of change in Operating Income	Factors of Increase	Decrease of various expenses		+25.0	Change in sales, model mix		+18.4	Change in sales, model mix		+42.7
		Decrease of depreciation		+14.9	Cost reduction		+8.3	Cost reduction		+23.0
		Cost reduction		+7.1	Decrease of depreciation		+1.8			
		Total		+47.0	Total		+28.5	Total		+65.7
	Factors of Decrease	Change in sales, model mix		-38.6	Effect of ForEX rates		-16.9	Effect of ForEX rates		-31.0
		Effect of ForEX rates		-11.4	Increase of R&D expenses		-6.3	Increase of various expenses		-15.0
		Increase of R&D expenses		-1.1	Increase of various expenses		-3.9	Increase of depreciation		-14.0
		Total		-51.1	Total		-27.1	Total		-65.0
Foreign Exchange Rates (Amount:yen)	US\$	80	-9		79	-1		77 (2nd half: 75 Yen)		
	EURO	114	-0		101	-13		99 (2nd half: 97 Yen)		
Capital Expenditures		55.1	-11.2		77.0	+21.9		250.0	+123.3	
Depreciation Expenses		47.6	-14.9		45.8	-1.8		117.0	+13.9	
R&D Expenses		51.5	+1.1		57.8	+6.3		115.0	+5.2	
Interest-bearing debt		436.8	-63.7		433.4	-3.4				
Cash Flows	Operating Activities	131.4	-34.6		85.0	-46.4				
	Investing Activities	2.3	+109.1		-65.9	-68.2				
	Financing Activities	-49.7	-8.3		-8.9	+40.8				
	Cash Balance	710.9	+125.5		716.7	+5.8				
Operating results by Business	M/C	Sales	137.7	+6.5	+4.9%	112.7	-25.0	-18.1%		
		Operating Income margin	0.7	+4.8	-	-5.9	-6.6	-		
			0.5%			-				
	A/M	Sales	1,062.0	-101.4	-8.7%	1,089.1	+27.1	+2.5%		
		Operating Income margin	60.3	-9.0	-13.0%	69.2	+8.9	+14.9%		
			5.7%			6.4%				
M/P	Sales	26.5	+2.3	+9.4%	25.0	-1.5	-5.5%			
	Operating Income margin	3.7	+0.1	+1.8%	2.8	-0.9	-25.1%			
		14.1%			11.1%					
Operating results by Geographical Areas	Japan	Sales	744.3	-69.1	-8.5%	768.2	+23.9	+3.2%		
		Operating Income margin	38.8	+2.1	+5.9%	54.4	+15.6	+40.3%		
			5.2%			7.1%				
	Europe	Sales	163.2	-2.3	-1.3%	128.3	-34.9	-21.4%		
		Operating Income margin	1.2	-0.6	-31.9%	-2.3	-3.5	-		
			0.8%			-				
	N.A.	Sales	49.6	+4.1	+8.9%	47.7	-1.9	-3.8%		
		Operating Income margin	-0.3	+1.8	-	0.7	+1.0	-		
			-			1.5%				
	Asia	Sales	427.6	-36.1	-7.8%	425.6	-2.0	-0.4%		
		Operating Income margin	18.6	-5.9	-24.2%	11.4	-7.2	-38.7%		
			4.3%			2.7%				
Others	Sales	39.0	-0.2	-0.5%	37.0	-2.0	-5.0%			
	Operating Income margin	1.1	-1.1	-48.7%	0.2	-0.9	-81.4%			
		2.9%			0.6%					
Number of Consolidated Subsidiaries		139	+0		135	-4				
Number of Affiliates with application of equity method		38	+2		36	-2				
Number of Employees		54,289	+1,530		55,574	+1,285				

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

<Reference for FY2012 (The 147th Fiscal Year) Second Quarter> [Units (Production & Sales)]

November 9, 2012
SUZUKI MOTOR CORPORATION

(Thousand units)

<Motorcycles and ATVs>		FY2011 first six months (Apr. - Sep. 2011)	FY2012 first six months						FY2012 full-year forecast (April 2012 - March 2013)			Revised units from previous forecast
			(2012. 4-6)	(Jul. - Sep. 2012)		(Apr. - Sep. 2012)		Change	Ratio	Change	Ratio	
				Change	Ratio	Change	Ratio					
Domestic	32	14	13	-2	-14.7%	28	-5	-15.0%	54	-5	-7.9%	
Export	57	22	22	-1	-5.3%	44	-12	-21.4%	113	-3	-2.4%	
Domestic production	89	36	36	-4	-9.1%	72	-17	-19.1%	167	-7	-4.3%	
(ATVs)	9	5	4	+1	+18.1%	9	+0	+3.1%	16	+1	+4.4%	
Europe	5	4	2	+0	+5.0%	6	+1	+15.7%	11	-0	-1.2%	
North America	4	2	1	-1	-27.3%	3	-1	-17.5%	6	-1	-10.8%	
Asia	1,108	506	542	-20	-3.6%	1,048	-60	-5.4%	2,280	+101	+4.6%	-93
Others	98	14	26	-24	-47.8%	40	-58	-59.2%	95	-108	-53.1%	
Overseas production	1,214	525	571	-45	-7.3%	1,097	-118	-9.7%	2,392	-8	-0.3%	-93
(ATVs)	5	2	2	-1	-17.3%	5	-0	-5.5%	8	-0	-4.7%	
Production Total	1,303	562	607	-48	-7.4%	1,169	-135	-10.3%	2,559	-15	-0.6%	-93
(ATVs)	14	7	7	+0	+2.3%	14	-0	-0.1%	24	+0	+1.1%	
Domestic sales	42	19	19	-1	-6.1%	38	-5	-11.2%	77	-1	-1.9%	
Europe	44	18	14	-4	-21.1%	32	-12	-27.0%	51	-16	-23.3%	
North America	25	15	10	+0	+0.6%	25	+0	+1.1%	47	-1	-3.0%	
Asia	1,017	466	500	-18	-3.5%	966	-51	-5.0%	2,191	+132	+6.4%	-100
Others	174	55	63	-25	-28.2%	118	-56	-32.3%	237	-99	-29.5%	
Overseas sales	1,260	554	587	-47	-7.4%	1,141	-119	-9.4%	2,526	+16	+0.6%	-100
Sales Total	1,302	573	606	-48	-7.3%	1,179	-124	-9.5%	2,603	+14	+0.5%	-100
(ATVs)	12	6	5	-0	-5.0%	11	-1	-4.6%	17	-8	-31.2%	

<Automobiles>		FY2011 first six months (Apr. - Sep. 2011)	FY2012 first six months						FY2012 full-year forecast (April 2012 - March 2013)			Revised units from previous forecast
			(2012. 4-6)	(Jul. - Sep. 2012)		(Apr. - Sep. 2012)		Change	Ratio	Change	Ratio	
				Change	Ratio	Change	Ratio					
Mini vehicles	232	162	142	+8	+5.8%	304	+72	+31.3%	610	+91	+17.5%	
Sub-compact and standard-sized vehicles	35	27	20	+3	+16.9%	48	+13	+36.6%	86	+10	+13.3%	
Export	130	47	56	-21	-27.5%	103	-27	-21.0%	218	-26	-10.8%	
OEM	78	48	42	-5	-11.6%	90	+12	+15.7%	174	-7	-3.9%	
Domestic production	475	285	260	-16	-5.7%	545	+70	+14.8%	1,088	+68	+6.6%	
(CBU)	442	273	249	-10	-3.9%	522	+80	+18.1%	1,044	+84	+8.7%	
Europe	87	38	43	-6	-12.5%	81	-6	-7.4%	171	-3	-1.5%	
Asia	755	428	335	-14	-4.1%	763	+8	+1.0%	1,751	+142	+8.9%	-53
Overseas production	842	466	378	-20	-5.1%	843	+1	+0.2%	1,923	+141	+7.9%	-53
Production Total	1,317	750	638	-36	-5.4%	1,388	+72	+5.4%	3,011	+208	+7.4%	-53
Mini vehicles	225	148	146	+19	+14.6%	294	+69	+30.9%	560	+44	+8.6%	
Sub-compact and standard-sized vehicles	36	25	22	+3	+13.4%	47	+11	+29.2%	79	-1	-1.6%	
Domestic sales	261	172	169	+21	+14.4%	341	+80	+30.7%	639	+43	+7.2%	
Europe	113	55	49	-5	-9.1%	104	-9	-8.2%	227	+4	+2.0%	
North America	16	8	8	-0	-5.9%	15	-1	-5.7%	33	+1	+3.2%	
Asia	736	396	332	-31	-8.4%	728	-8	-1.1%	1,675	+125	+8.1%	-67
Others	80	42	44	+5	+11.7%	86	+7	+8.2%	170	+10	+6.2%	
Overseas sales	945	501	433	-31	-6.7%	934	-11	-1.2%	2,105	+141	+7.2%	-67
Sales Total	1,206	674	601	-10	-1.6%	1,275	+69	+5.7%	2,744	+184	+7.2%	-67

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

* Automobiles sales are SUZUKI brand vehicles. Overseas sales of FY 2012 include forecast in part.

**"Change" and "Ratio" mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" are the amounts compared to the same period of previous year.

* The forecasts mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" 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).