

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

February 7, 2013
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2011 first nine months April - December 2011			FY2012 first nine months April - December 2012			FY2012 full-year forecast April 2012 - March 2013		
			Change	Ratio		Change	Ratio		Change	Ratio
Net Sales		1,798.0	-129.7	-6.7%	1,822.8	+24.8	+1.4%	2,600.0	+87.8	+3.5%
Domestic Sales		684.3	-9.3	-1.3%	749.7	+65.4	+9.5%	1,000.0	+13.2	+1.3%
Overseas Sales		1,113.7	-120.4	-9.8%	1,073.1	-40.6	-3.6%	1,600.0	+74.6	+4.9%
Operating Income margin		87.7 4.9%	-4.8	-5.1%	92.9 5.1%	+5.2	+5.9%	130.0 5.0%	+10.7	+9.0%
Ordinary Income margin		96.4 5.4%	-10.1	-9.5%	101.3 5.6%	+4.9	+5.2%	145.0 5.6%	+14.4	+11.1%
Net Income margin		40.6 2.3%	-2.0	-4.7%	48.4 2.7%	+7.8	+19.2%	70.0 2.7%	+16.1	+29.9%
General View		Lower earnings on lower sales			Higher earnings on higher sales			Higher earnings on higher sales		
Factors of change in Operating Income	Factors of Increase		Decrease of various expenses	+26.9	Cost reduction	+16.1	Change in sales, model mix	+38.7		
			Decrease of depreciation	+23.6	Change in sales, model mix	+15.2	Cost reduction	+23.0		
			Cost reduction	+12.9	Decrease of various expenses	+1.3				
			Total	+63.4	Total	+32.6	Total	+61.7		
	Factors of Decrease		Change in sales, model mix	-43.1	Effect of ForEX rates	-16.3	Effect of ForEX rates	-17.0		
			Effect of ForEX rates	-20.7	Increase of R&D expenses	-10.9	Increase of various expenses	-15.0		
		Increase of R&D expenses	-4.4	Increase of depreciation	-0.2	Increase of depreciation	-14.0			
		Total	-68.2	Total	-27.4	Total	-51.0			
Foreign Exchange Rates (Amount:yen)		US\$	79	-8	80	+1	81 (Q4: 85 Yen)			
		EURO	111	-3	102	-9	105 (Q4: 115 Yen)			
Capital Expenditures		86.8	-9.5	124.0	+37.2	250.0	+123.3			
Depreciation Expenses		70.3	-23.6	70.5	+0.2	117.0	+13.9			
R&D Expenses		74.4	+4.4	85.3	+10.9	115.0	+5.2			
Interest-bearing debt		450.1	-46.9	439.9	-10.2					
Cash Flows	Operating Activities		156.3	+19.8	86.2	-70.1				
	Investing Activities		-18.0	+48.2	-116.7	-98.7				
	Financing Activities		-36.1	+11.8	-11.9	+24.2				
	Cash Balance		723.8	+135.7	669.1	-54.7				
Operating results by Business	M/C	Sales	188.8	+2.5	+1.3%	163.3	-25.5	-13.5%		
		Operating Income margin	-2.8	+4.2	-	-10.0	-7.2	-		
	A/M	Sales	1,574.2	-133.7	-7.8%	1,626.5	+52.3	+3.3%		
		Operating Income margin	85.8 5.5%	-8.6	-9.1%	98.8 6.1%	+13.0	+15.2%		
	M/P	Sales	35.0	+1.5	+4.6%	33.0	-2.0	-5.8%		
		Operating Income margin	4.7 13.4%	-0.4	-8.1%	4.1 12.3%	-0.6	-13.3%		
Operating results by Geographical Areas	Japan	Sales	1,128.4	-40.6	-3.5%	1,131.5	+3.1	+0.3%		
		Operating Income margin	57.7 5.1%	+9.0	+18.5%	69.6 6.2%	+11.9	+20.7%		
	Europe	Sales	234.3	-5.5	-2.3%	180.1	-54.2	-23.1%		
		Operating Income margin	0.9 0.4%	-1.5	-61.3%	-3.3 -	-4.2	-		
	Asia	Sales	610.5	-93.7	-13.3%	673.7	+63.2	10.3%		
		Operating Income margin	20.0 3.3%	-17.4	-46.6%	20.6 3.1%	+0.6	3.1%		
	Others	Sales	126.9	-	-	120.9	-6.0	-4.7%		
		Operating Income margin	2.5 2.0%	-	-	1.8 1.5%	-0.7	-28.6%		
	Number of Consolidated Subsidiaries		141	+3	135	-6				
	Number of Affiliates with application of equity method		37	-1	36	-1				
Number of Employees		54,378	+1,923	55,754	+1,376					

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

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

February 7, 2013
SUZUKI MOTOR CORPORATION
(Thousand units)

<Motorcycles and ATVs>		FY2011 first nine months (Apr. - Dec. 2011)	FY2012 first nine months						FY2012 full-year forecast (April 2012 - March 2013)		
			(2012. Apr.-Sep.)	(October - December 2012)		(April - December 2012)		Change	Ratio		
				Change	Ratio	Change	Ratio				
Domestic	43	28	12	+1	+10.2%	39	-4	-8.8%	54	-5	-7.9%
Export	82	44	33	+8	+31.1%	77	-4	-5.3%	113	-3	-2.4%
Domestic production	125	72	45	+9	+24.9%	117	-8	-6.5%	167	-7	-4.3%
(ATVs)	12	9	5	+1	+38.6%	14	+2	+13.2%	16	+1	+4.4%
Europe	8	6	3	+0	+3.4%	9	+1	+11.6%	11	-0	-1.2%
North America	5	3	1	+0	+2.1%	4	-1	-12.0%	6	-1	-10.8%
Asia	1,651	1,048	535	-8	-1.5%	1,583	-68	-4.1%	2,280	+101	+4.6%
Others	151	40	27	-26	-49.1%	67	-84	-55.8%	95	-108	-53.1%
Overseas production	1,815	1,096	566	-34	-5.7%	1,663	-152	-8.4%	2,392	-8	-0.3%
(ATVs)	7	5	2	+0	+0.6%	6	-0	-3.9%	8	-0	-4.7%
Production Total	1,939	1,168	611	-25	-4.0%	1,779	-160	-8.3%	2,559	-15	-0.6%
(ATVs)	19	14	7	+1	+25.9%	20	+1	+7.1%	24	+0	+1.1%
Domestic sales	59	38	17	+1	+6.3%	55	-4	-6.4%	77	-1	-1.9%
Europe	52	32	6	-2	-28.0%	38	-14	-27.4%	51	-16	-23.3%
North America	31	25	7	+1	+12.1%	32	+1	+3.4%	47	-1	-3.0%
Asia	1,556	965	505	-35	-6.4%	1,469	-87	-5.6%	2,191	+132	+6.4%
Others	277	118	64	-38	-37.3%	183	-94	-34.1%	237	-99	-29.5%
Overseas sales	1,917	1,140	583	-75	-11.4%	1,722	-195	-10.2%	2,526	+16	+0.6%
Sales Total	1,976	1,177	600	-74	-11.0%	1,777	-199	-10.1%	2,603	+14	+0.5%
(ATVs)	17	11	6	-0	-1.3%	17	-1	-3.2%	17	-8	-31.2%

<Automobiles>		FY2011 first nine months (Apr. - Dec. 2011)	FY2012 first nine months						FY2012 full-year forecast (April 2012 - March 2013)		
			(2012. Apr.-Sep.)	(October - December 2012)		(April - December 2012)		Change	Ratio		
				Change	Ratio	Change	Ratio				
Mini vehicles	373	304	146	+5	+3.5%	450	+77	+20.8%	610	+91	+17.5%
Sub-compact and standard-sized vehicles	54	48	20	+1	+3.0%	67	+13	+24.7%	86	+10	+13.3%
Export	193	103	38	-25	-40.2%	141	-53	-27.3%	218	-26	-10.8%
OEM	130	90	43	-9	-16.9%	133	+3	+2.6%	174	-7	-3.9%
Domestic production	750	545	247	-29	-10.4%	792	+41	+5.5%	1,088	+68	+6.6%
(CBU)	703	522	237	-24	-9.3%	759	+56	+7.9%	1,044	+84	+8.7%
Europe	131	81	33	-11	-25.1%	114	-18	-13.4%	171	-3	-1.5%
Asia	1,127	763	431	+59	+15.9%	1,194	+67	+5.9%	1,751	+142	+8.9%
Overseas production	1,258	843	464	+48	+11.6%	1,307	+50	+3.9%	1,923	+141	+7.9%
Production Total	2,008	1,388	711	+19	+2.8%	2,099	+91	+4.5%	3,011	+208	+7.4%
Mini vehicles	347	294	122	-0	-0.2%	416	+69	+19.9%	560	+44	+8.6%
Sub-compact and standard-sized vehicles	54	47	15	-3	-15.2%	62	+8	+14.5%	79	-1	-1.6%
Domestic sales	401	341	137	-3	-2.1%	478	+77	+19.2%	639	+43	+7.2%
Europe	167	104	43	-11	-20.1%	147	-20	-12.0%	227	+4	+2.0%
North America	24	15	8	-0	-3.1%	23	-1	-4.9%	33	+1	+3.2%
Asia	1,085	728	409	+60	+17.2%	1,137	+52	+4.8%	1,675	+125	+8.1%
Others	120	86	45	+5	+11.5%	131	+11	+9.2%	170	+10	+6.2%
Overseas sales	1,396	934	504	+54	+11.9%	1,438	+42	+3.0%	2,105	+141	+7.2%
Sales Total	1,797	1,275	642	+51	+8.6%	1,916	+119	+6.6%	2,744	+184	+7.2%

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

* Sales are SUZUKI brand vehicles (Including license-built vehicles in part). 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).