

<Reference for FY2010 (The 145th Fiscal Year) Third Quarter> [Consolidated]

- The First Nine Months -

7 February 2011

SUZUKI MOTOR CORPORATION

(Billion yen)

		FY2009 first 9 months (April - December 2009)		FY2010 first 9 months (April - December 2010)		FY2010 full-year forecast (April 2010 - March 2011)		
Net Sales		1,778.8	(-23.8%)	1,927.7	(+8.4%)	2,550.0	(+3.3%)	
Domestic Sales		669.5	(-5.6%)	693.6	(+3.6%)	950.0	(-0.3%)	
Overseas Sales		1,109.3	(-31.8%)	1,234.1	(+11.2%)	1,600.0	(+5.5%)	
Operating Income <ratio>		49.8	(-25.0%) <2.8%>	92.5	(+85.6%) <4.8%>	100.0	(+26.0%) <3.9%>	
Ordinary Income <ratio>		57.8	(-19.1%) <3.3%>	106.5	(+84.2%) <5.5%>	110.0	(+17.2%) <4.3%>	
Net Income <ratio>		15.5	(-28.4%) <0.9%>	42.6	(+175.0%) <2.2%>	35.0	(+21.0%) <1.4%>	
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 expenses	+101.4	Change in sales, model mix	+66.3	Change in sales, model mix	+36.6	
		Decrease of R&D expenses	+24.0	Cost reduction	+19.3	Cost reduction	+20.0	
		Decrease of depreciation	+12.9			Decrease of depreciation	+12.0	
		Cost reduction	+11.6					
		Total	+149.9	Total	+85.6	Total	+68.6	
	Factors of Decrease	Change in sales, model mix	-119.7	Effect of ForEX rates	-19.8	Effect of ForEX rates	-33.0	
		Effect of ForEX rates	-46.9	Increase of expenses	-15.3	Increase of expenses	-14.0	
				Increase of R&D expenses	-6.7	Increase of R&D expenses	-1.0	
				Increase of depreciation	-1.1			
			Total	-166.6	Total	-42.9	Total	-48.0
Foreign Exchange Rates		94 Yen/US\$ 133 Yen/EURO		87 Yen/US\$ 114 Yen/EURO		84 Yen/US\$ (2nd half: 80 Yen) 112 Yen/EURO (2nd half: 110 Yen)		
Capital Expenditures (of which CAPEX of main affiliates)		98.3 (9.4)		102.4 (6.1)		170.0 (10.0)		
Depreciation		92.8		93.9		130.0		
R&D Expenses		63.3		70.0		110.0		
Interest-bearing debt	other than F/S	622.3		431.2				
	F/S	75.4		65.8				
Cash Flows	Operating Activities	230.0		136.5				
	Investing Activities	-257.8		-66.2				
	Financing Activities	3.5		-47.9				
	Current Cash	406.4		588.1				
Operating results by Business	M/C	Sales	195.2	(-47.6%)	186.3	(-4.6%)		
		Operating Income<ratio>	-14.1	(-)	< - >	-7.0	(-)	< - >
	A/M	Sales	1,574.0	(-18.7%)	1,722.0	(+9.4%)		
		Operating Income<ratio>	55.9	(+7.3%)	<3.6%>	91.6	(+63.7%)	<5.3%>
	M/P	Sales	28.4	(-44.7%)	33.5	(+17.9%)		
		Operating Income<ratio>	4.2	(-48.3%)	<14.6%>	5.1	(+22.9%)	<15.2%>
	F/S	Sales	61.1	(+4.6%)	47.3	(-22.5%)		
		Operating Income<ratio>	3.0	(-3.9%)	<4.9%>	2.2	(-26.9%)	<4.6%>
Operating results by Geographical Areas	Japan	Sales	1,045.8	(-26.5%)	1,169.0	(+11.8%)		
		Operating Income<ratio>	16.6	(-48.2%)	<1.6%>	48.7	(+192.7%)	<4.2%>
	Europe	Sales	324.6	(-34.6%)	239.8	(-26.1%)		
		Operating Income<ratio>	4.3	(-)	<1.3%>	2.4	(-43.8%)	<1.0%>
	N.A.	Sales	98.1	(-48.5%)	65.4	(-33.3%)		
		Operating Income<ratio>	-12.3	(-)	< - >	-2.5	(-)	< - >
	Asia	Sales	557.2	(-2.1%)	704.2	(+26.4%)		
		Operating Income<ratio>	42.0	(+73.8%)	<7.5%>	37.4	(-10.9%)	<5.3%>
	Others	Sales	48.5	(-33.2%)	57.7	(+18.8%)		
		Operating Income<ratio>	0.8	(-73.2%)	<1.6%>	3.3	(+324.5%)	<5.7%>
	Number of Consolidated Subsidiaries		136		138			
	Number of Affiliates with application of equity method		36		38			
Number of Employees		51,258		52,455				

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

<Reference for FY2010 (The 145th Fiscal Year) Third Quarter> [Units (Production & Sales)]

- The First Nine Months -

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SUZUKI MOTOR CORPORATION

(Thousand units)

<Motorcycles & ATVs>		FY2009 first 9 months (April - December 2009)	FY2010 first 9 months (April - December 2010)	FY2010 full-year forecast (April 2010 - March 2011)
Domestic	Domestic	41 (- 38.2 %)	34 (- 17.5 %)	45 (- 10.1 %)
	Export	76 (- 59.9 %)	98 (+ 28.8 %)	147 (+ 31.5 %)
Domestic production		117 (- 54.3 %)	132 (+ 12.6 %)	192 (+ 18.6 %)
(of which ATVs)		8 (- 73.8 %)	7 (- 8.8 %)	12 (+ 23.1 %)
Overseas production	Europe	13 (- 48.6 %)	11 (- 14.2 %)	15 (- 25.4 %)
	North America	2 (- 76.2 %)	4 (+ 79.6 %)	5 (+ 84.6 %)
	Asia	1,871 (- 10.5 %)	1,766 (- 5.6 %)	2,500 (- 1.8 %)
	Others	135 (- 55.9 %)	136 (+ 1.1 %)	187 (+ 6.9 %)
Overseas production		2,022 (- 16.9 %)	1,918 (- 5.1 %)	2,707 (- 1.3 %)
(of which ATVs)		4 (- 75.8 %)	7 (+ 72.2 %)	7 (+ 37.9 %)
Production Total		2,139 (- 20.4 %)	2,051 (- 4.1 %)	2,899 (- 0.2 %)
(of which ATVs)		12 (- 74.5 %)	14 (+ 18.5 %)	19 (+ 28.2 %)
Domestic sales		62 (- 39.3 %)	60 (- 3.0 %)	74 (- 5.4 %)
Overseas sales	Europe	83 (- 34.0 %)	64 (- 23.3 %)	86 (- 17.0 %)
	North America	65 (- 52.6 %)	35 (- 45.9 %)	56 (- 29.3 %)
	Asia	1,809 (- 6.2 %)	1,644 (- 9.1 %)	2,452 (- 1.2 %)
	Others	202 (- 50.3 %)	253 (+ 25.2 %)	302 (+ 9.0 %)
Overseas sales		2,160 (- 16.9 %)	1,996 (- 7.6 %)	2,896 (- 1.5 %)
Sales Total		2,222 (- 17.8 %)	2,056 (- 7.5 %)	2,970 (- 1.6 %)
(of which ATVs)		30 (- 45.9 %)	18 (- 38.8 %)	25 (- 33.9 %)

<Automobiles>		FY2009 first 9 months (April - December 2009)	FY2010 first 9 months (April - December 2010)	FY2010 full-year forecast (April 2010 - March 2011)	
Domestic production	Mini vehicles	390 (- 11.7 %)	419 (+ 7.4 %)	546 (+ 0.3 %)	
	Sub-compact and standard-sized vehicles	46 (- 25.2 %)	45 (- 0.7 %)	67 (+ 16.4 %)	
	Export	145 (- 51.4 %)	207 (+ 42.5 %)	273 (+ 24.6 %)	
	OEM	95 (- 9.6 %)	124 (+ 30.5 %)	163 (+ 18.4 %)	
Domestic production		676 (- 25.5 %)	795 (+ 17.6 %)	1,049 (+ 9.4 %)	
Overseas production	Europe	133 (- 37.5 %)	123 (- 7.5 %)	165 (- 8.3 %)	
	Asia	1,004 (+ 26.6 %)	1,242 (+ 23.8 %)	1,625 (+ 15.6 %)	
Overseas production		1,137 (+ 12.3 %)	1,365 (+ 20.1 %)	1,790 (+ 12.9 %)	
Production Total		1,812 (- 5.5 %)	2,160 (+ 19.2 %)	2,839 (+ 11.6 %)	
Domestic sales	Mini vehicles	385 (- 6.6 %)	392 (+ 1.8 %)	540 (- 2.6 %)	
	Sub-compact and standard-sized vehicles	48 (- 21.4 %)	45 (- 7.4 %)	70 (+ 4.2 %)	
	Domestic sales		433 (- 8.5 %)	436 (+ 0.8 %)	610 (- 1.9 %)
	Overseas sales	Europe	216 (- 5.4 %)	177 (- 17.8 %)	240 (- 14.6 %)
North America		34 (- 50.7 %)	25 (- 24.7 %)	35 (- 15.5 %)	
Asia		916 (+ 16.6 %)	1,185 (+ 29.3 %)	1,545 (+ 21.5 %)	
Others		100 (- 28.0 %)	114 (+ 13.3 %)	154 (+ 14.3 %)	
Overseas sales		1,266 (+ 3.7 %)	1,501 (+ 18.6 %)	1,974 (+ 14.2 %)	
Sales Total		1,699 (+ 0.3 %)	1,938 (+ 14.0 %)	2,584 (+ 9.9 %)	

* 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 FY2010 include forecast in part.

* The forward-looking statements mentioned in the "Reference [Consolidated]" and "Reference [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).