<Reference for FY2013 (The 148th Fiscal Year) First Nine Months> [Consolidated]

6 February 2014 SUZUKI MOTOR CORPORATION

(Billions of yen) FY2012 FY2013 Full-year forecast Previous Forecast April 2012 - December 2012 April 2013- December 2013 April 2013 - March 2014 April 2013 Ratio Ratio Change Ratio -March 2014 Change Change 1,822.8 749.7 2,075.7 777.9 2,850.0 Net Sales +1.4% +13.9% +10.5% 2,800.0 +24.8 +252.9 +271.7 +0.9% Domestic Sales +9.5% +28.2 1,050.0 +9.1 +65.4 +3.8% 1,000.0 Suzuki brand 621.8 +61.2 +10.9% 696.3 +74.5 +12.0% 940.0 +71.9 +8.3% 890.0 +3.4% -62.8 OEM sales 127.9 -36.2% -36.4% -46.3 110.0 110.0 +4.281.6 Overseas Sales ,073.1 -40.6 -3.6% 297.8 +224.7 +20.9% 1,800.0 +262.6 +17.1% ,800.0 92.9 134.7 Operating Income +5.2+5.9% +41.8 +45.1% 180.0 +35.4 +24.5% 170.0 5.1% 6.5% 6.3% 6.1% Margin Ordinary Income +4.9 +5.2% 139.5 +38.2 +37.6% 190.0 +34.4 +22.1% 101.3 180.0 Margin 5.6% 6.7% 6.7% 6.4% 48.4 +7.8 +19.2% 82.5 +70.3% 105.0 +24.6 +30.6% 100.0 +34.1 Net Income 2.7% 4.0% 3.7% Margin 3.6% Increased sales and income Higher earnings General View Higher earnings on higher sales Higher earnings on higher sales for 2 consecutive periods on higher sales Highest ever income and margin Factors of Increase +50.0 Cost reduction +16.1Effect of ForEX rates +48.9 Effect of ForEX rates +42.5Change in sales, model mix +15.2 Change in sales, model mix +40.8 Cost reduction +27.0 +27.0 Decrease of various expenses +1.3Cost reduction +15.3Change in sales, model mix +23.4+20.9Total +32.6 Total +105.0 Total +100.4 in Operating Factors of Factors of Decrease Effect of ForEX rates -16.3 Increase of various expenses -41.2 Increase of various expenses -38.0 -38.0 Increase of R&D expenses -10.9 -14.3 -16.0 -16.0 Increase of depreciation Increase of depreciation Increase of depreciation -0.2 Increase of R&D expenses -7.7 ncrease of R&D expenses -11.0 -11.0 Total -27.4 Total -63.2 Total -65.0 Effect Effect (Q4) Effect 99 Yen USD 80 Yen +0.9 +19 Yen 100 Yen 97 Yen Foreign +1 Yen +5.4 100 Yen +6.8 EUR 102 Yen -9 Yen -3.4 132 Yen +30 Yen 133 Yen 135 Yen +18.9 127 Yen Exchange Rates +16.5and Effect on INR 1.48 Yen -0.23 Yen -10.21.68 Yen +0.20 Yen +10.41.66 Yen 1.60 Yen +8.1 1.65 Yen 0.92 Yen +1.9 Operating Income 100IDR 0.85 Yen -0.07 Yen -2.10.94 Yen +0.09 Yen +3.5 0.85 Yen 0.94 Yen 3.15 Yen 3.10 Yen THB 2.56 Yen -0.05 Yen -0.1 3.19 Yen +0.63 Yen +3.9 3.00 Yen +4.2 +70.7 124.0 +37.2 152.3 240.0 240.0 Capital Expenditures +28.370.5 85.3 +16.3 Depreciation Expenses 84.8 110.0 110.0 +0.2+14.3**R&D Expenses** +10.9 93.0 +7.7 130.0 +10.7130.0 439.9 Interest-bearing debt 456.2 +16.3 -10.2 Operating Activities 86.2 -70.1 +131.3 217.5 -98.7 Investing Activities <u>-116.7</u> <u>-167.6</u> -50.9Financing Activities -11.9 +24.2 Cash -8.7 +3.2 710<u>.6</u> -54.7 669.1 +41.5 Cash Balance Sales 163.3 -25.5 -13.5% 192.4 +29.1 +17.8% Business Operating Income -10.0-7.2-4.6 +5.4 Margin Operating results by Sales 1,626.5 +52.3 +3.3% 1,846.2 +219.7 +13.5% 133.9 +35.4% Operating Income 98.8 +13.0+15.2% +35.16.1% 7.3% Margin 33.0 -2.0 -5.8% 37.1 +4.1 +12.5% Sales Operating Income 4.1 -0.6 -13.3% 5.4 +1.3 +33.4% 12.3% 14.6% Margin 1,131.5 +3.1 +0.3% 1,210.6 +79.1 +7.0% Sales Operating Income 69.6 +11.9 +20.7% 95.5 +25.9 +37.2% 7 9% Geographical 6.2% Margin 180.1 -54.2 -23.1% 245.0 +64.9 +36.0% Sales Operating Income -3.3-4.2-1.3+2.0 Margin þ 673.7 +63.2 +10.3% 868.4 +194.7 +28.9% Sales results Operating Income 20.6 +0.6 +3.1% 50.5 +29.9 +144.8% 3.1% 5.8% Margin Operating 120.9 -4.7% -12.7 -10.5% Sales -6.0 108.2 Operating Income 1.8 -0.7-28.6% -0.5-2.3 Margin 1.5% 0 135 -6 135 Consolidated Subsidiaries Number of Affiliates with 36 -1 37 +1 application of equity method Number of Employees +2,323

58,077

+1,376

55,754

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

1,985

2,692

-0.2%

+1.2%

+31

-41

-16

			FY2012 first			EV2011	3 first nine r	months			EV201	3 full-year fo	rocact (Thousand units) Revised units
			nine months	(AprSep.	(Octobe	r - Decembe			- December	2013)		3 ruii-year io 2013 - March		from previous
			(AprDec. 2012)	2013)	(00,000)	Change	Ratio	(,,b,,,	Change	Ratio	(, 15 2	Change	Ratio	forecast
		Domestic	39	25	14	+2	+18.5%	39	-0	-0.0%	53	+0	+0.9%	
		Export	77	60	35	+2	+7.1%	95	+18	+22.7%	125	+9	+7.8%	-8
	[Domestic production	117	٥٦	40	-	10.10/	104	10	15 10/	170		F / 0/	
		(Including ATVs)	117	85	49	+5	+10.1%	134	+18	+15.1%	178	+9	+5.6%	-8
		(ATVs only)	14	7	3	-2	-44.4%	9	-4	-31.0%	12	-5	-29.4%	-1
		Europe	9	-	-	-3	-	-	-9	-	-	-13	-	
		North America	4	2	2	+0	+26.0%	4	-0	-8.3%	5	-1	-13.1%	
		China	715	364	196	-47	-19.3%	560	-155	-21.7%				
		Indonesia	282	220 184	91 93	-3 -17	-15.7%	311 277	+29 -41	+10.3%				
		India	318											
		Others	206	171	77	+18	+30.6%	248	+42	+20.5%				
<motorcycles and="" atvs=""></motorcycles>		Asia	1,522	940	457	-50	-9.8%	1,397	-125	-8.2%	1,786	-206	-10.3%	-120
		Others	67	54	28	+1	+3.2%	82	+15	+22.0%	105	+15	+16.8%	-12
and	(Overseas production	1,602	996	487	-51	-9.5%	1,483	-119	-7.4%	1,896	-204	-9.7%	-132
es s		(Including ATVs)	1,002			-51		1,403	-117		•	-204	-7.770	-132
Ş	L	(ATVs only)	6	4	3	+1	+84.6%	7	+1	+15.3%	9	+1	+11.4%	
orc		roduction Total	1,718	1,081	536	-46	-8.0%	1,617	-101	-5.9%	2,074	-195	-8.6%	-140
lot l	(Ir	ncluding ATVs)	·											
₹		(ATVs only)	20	11	6	-1	-9.8%	17	-3	-16.2%	21	-4	-16.3%	
	[Domestic sales	55	38	17	-0	-2.8%	55	+0	+0.4%	76	-0	-0.1%	
		Europe	38	31	6	-0	-6.8%	37	-1	-3.0%	49	+2	+4.1%	
		North America	32	24	8	+0	+3.6%	32	-1	-2.7%	45	+1	+1.4%	
		China	637	301	156	-62	-28.5%	457	-180	-28.3%				
		Indonesia	292	216	81	-22	-21.1%	297	+5	+1.7%				
		India	315	186	90	-18	-16.5%	276	-39	-12.4%				
		Others	225	145	67	-9	-12.3%	212	-13	-5.9%				
		Asia	1,469	848	394	-111	-21.9%	1,242	-228	-15.5%	1,642	-269	-14.1%	-111
		Others	182	116	63	-0	-0.6%	179	-3	-1.6%	225	-8	-3.4%	
	(Overseas sales	1,722	1,018	471	-111	-19.1%	1,489	-232	-13.5%	1,961	-274	-12.3%	-125
	Sa	ales Total	1,776	1,056	488	-112	-18.6%	1,544	-232	-13.1%	2,037	-275	-11.9%	-124
	/Ir	ncluding ATVs)	1,770	1,050	400	-112	- 10.076	1,544	-232	-13.170	2,037	-2/3	-11.7/0	-124
	(11													
	(11	(ATVs only)	17	11	6	+1	+10.7%	17	+0	+2.6%	23	+1	+3.6%	
	(11			11	6				+0	+2.6%				1
	(11		FY2012 first			FY2013	3 first nine r	nonths			FY201	3 full-year fo	orecast	Revised units
	(11			(AprSep. 2013)			3 first nine r	nonths	+0 - December Change		FY201		orecast	1
			FY2012 first nine months	(AprSep.		FY2013 r - Decembe	3 first nine r er 2013)	nonths	- December	2013)	FY201	3 full-year fo 2013 - March	orecast n 2014)	Revised units from previous forecast
		(ATVs only)	FY2012 first nine months (AprDec. 2012) 450	(AprSep. 2013) 302	(Octobe	FY2013 r - Decembe Change +17	3 first nine r er 2013) Ratio +11.6%	months (April	- December Change +14	2013) Ratio +3.2%	FY201 (April 2	3 full-year fo 2013 - March Change +42	orecast n 2014) Ratio +7.0%	Revised units from previous forecast +7
	("	(ATVs only) Mini vehicles	FY2012 first nine months (AprDec. 2012)	(AprSep. 2013)	(Octobe	FY2013 r - Decembe Change	3 first nine r er 2013) Ratio	nonths (April	- December Change	2013) Ratio	FY201 (April 2	3 full-year fo 2013 - March Change	orecast n 2014) Ratio	Revised units from previous forecast +7
		(ATVs only) Mini vehicles Sub-compact and	FY2012 first nine months (AprDec. 2012) 450	(AprSep. 2013) 302	(Octobe	FY2013 r - Decembe Change +17	3 first nine r er 2013) Ratio +11.6%	months (April	- December Change +14	2013) Ratio +3.2%	FY201 (April 2	3 full-year fo 2013 - March Change +42	orecast n 2014) Ratio +7.0%	Revised units from previous forecast +7 +2
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles	FY2012 first nine months (AprDec. 2012) 450	(AprSep. 2013) 302	(Octobe 163 20	FY2013 r - Decembe Change +17	3 first nine r er 2013) Ratio +11.6%	Months (April 465	- December Change +14 -10	2013) Ratio +3.2% -14.6%	FY201 (April 2 635	3 full-year for 2013 - March Change +42	orecast n 2014) Ratio +7.0%	Revised units from previous forecast +7 +2
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export	FY2012 first nine months (AprDec. 2012) 450 67	(AprSep. 2013) 302 38	(Octobe 163 20 31	FY201: r - Decembe Change +17 -0	3 first nine r er 2013) Ratio +11.6% -0.7%	nonths (April 465 57	- December Change +14 -10	2013) Ratio +3.2% -14.6%	FY201 (April 2 635 79	3 full-year fc 2013 - March Change +42 -7	orecast n 2014) Ratio +7.0% -7.6%	Revised units from previous forecast +7 +2 -2
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM	FY2012 first nine months (AprDec. 2012) 450 67 141 133	(AprSep. 2013) 302 38 85 51	(Octobe 163 20 31 34	FY2013 r - December Change +17 -0 -7 -9	8 first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1%	465 57 116 85	- December Change +14 -10 -25 -49	2013) Ratio +3.2% -14.6% -17.5% -36.6%	FY201 (April 2 635 79 152 131	3 full-year fc 2013 - March Change +42 -7 -32 -51	orecast n 2014) Ratio +7.0% -7.6% -17.2% -28.0%	Revised units from previous forecast +7 +2 -2 -1 +6
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792	(AprSep. 2013) 302 38 85 51 476	(Octobe 163 20 31 34 247	FY201: r - Decembe Change +17 -0 -7 -9 +0	8 first nine rer 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2%	465 57 116 85 723	- December Change +14 -10 -25 -49 -69	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7%	FY201 (April 2 635 79 152 131 997	3 full-year for 2013 - March Change +42 -7 -32 -51 -47	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5%	Revised units from previous forecast +7 +2 -2 -1 +6 +7
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU)	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759	(AprSep. 2013) 302 38 85 51 476 455 74	(Octobe 163 20 31 34 247 240	FY201: r - Decembe Change +17 -0 -7 -9 +0 +3	8 first nine rer 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2%	116 85 723 695	- December Change +14 -10 -25 -49 -69	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4%	FY201 (April 2 635 79 152 131 997 960	3 full-year for 2013 - March Change +42 -7 -32 -51 -47 -41	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759	(AprSep. 2013) 302 38 85 51 476 455	(Octobe 163 20 31 34 247 240 50	FY201: r - Decembe Change +17 -0 -7 -9 +0 +3 +17	3 first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +51.2%	465 57 116 85 723 695 124	- December Change +14 -10 -25 -49 -69 -64 +10	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1%	FY201 (April 2 635 79 152 131 997 960	3 full-year for 2013 - March Change +42 -7 -32 -51 -47 -41	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 1114 179 110	(AprSep. 2013) 302 38 85 51 476 455 74 92	(Octobe 163 20 31 34 247 240 50 61 47	FY2013 r - Decembe Change +17 -0 -7 -9 +0 +3 +17 -6	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +51.2% -8.9%	116 85 723 695	- December Change +14 -10 -25 -49 -69 -64 +10 -27	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0%	FY201 (April 2 635 79 152 131 997 960	3 full-year for 2013 - March Change +42 -7 -32 -51 -47 -41	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 1114 179 110 20	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28	(Octobe 163 20 31 34 247 240 50 61 47	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +12.2% +51.2% -8.9% +19.2%	116 85 723 695 124 152 41	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5%	FY201 (April 2 635 79 152 131 997 960	3 full-year for 2013 - March Change +42 -7 -32 -51 -47 -41	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7
<58		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551	(Octobe 163 20 31 34 247 240 50 61 47 13 276	FY2013 r - December Change +17 -0 -7 -9 +0 +17 -6 +8 +2 -23	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +12.2% +51.2% -8.9% +19.2% +20.0% -7.6%	116 85 723 695 124 152 142 41 827	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +0.4%	FY201 (April 2 635 79 152 131 997 960	3 full-year for 2013 - March Change +42 -7 -32 -51 -47 -41	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7
piles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39	(Octobe 163 20 31 34 247 240 50 61 47 13 276	FY2013 r - December Change +17 -0 -7 -9 +0 +17 -6 +8	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +12.2% +51.2% -8.9% +19.2% +20.0%	116 85 723 695 124 152 142 41 827	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0%	FY201 (April 2 635 79 152 131 997 960 173	3 full-year fc 2013 - March Change +42 -7 -32 -51 -47 -41 +22	2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2
mobiles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414	FY2013 r - December Change +17 -0 -7 -9 +0 +17 -6 +8 +2 -23 +2 -16	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +12.2% +15.2% -8.9% +19.2% +20.0% -7.6% +15.6%	116 85 723 695 124 152 142 41 827 56 1,218	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +3 +4	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +0.4% -7.1%	FY201 (April 2 635 79 152 131 997 960 173	3 full-year fc 2013 - March Change +42 -7 -32 -51 -47 -41 +22	orecast n 2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1% +14.7%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2
utomobiles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39	(Octobe 163 20 31 34 247 240 50 61 47 13 276	FY2013 r - December Change +17 -0 -7 -9 +0 +17 -6 +8 +2 -23	First nine rer 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +12.2% +51.2% -8.9% +19.2% +20.0% -7.6% +15.6% -3.8%	116 85 723 695 124 152 142 41 827	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +3	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +0.4% -7.1% +2.1%	FY201 (April 2 635 79 152 131 997 960 173	3 full-year fc 2013 - March Change +42 -7 -32 -51 -47 -41 +22	orecast n 2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1% +14.7%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2
<automobiles></automobiles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804 1 879	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16	First nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +12.2% +51.2% -8.9% +19.2% +20.0% -7.6% +15.6% -3.8%	months (April 465 57 116 85 723 695 124 152 142 41 827 56 1,218	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +25 +2 +25 +2	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +0.4% -7.1% +2.1%	FY201 (April 2 635 79 152 131 997 960 173	3 full-year fc 2013 - March Change +42 -7 -32 -51 -47 -41 +22	orecast n 2014) Ratio +7.0% -7.6% -17.2% -28.0% -4.5% -4.1% +14.7%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -74
<automobiles></automobiles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804 1	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +1	B first nine r 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +15.2% -8.9% +19.2% +20.0% -7.6% -3.8% - +0.2%	116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +25 +2 +37	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +101.0% +0.4% -7.1% +2.1% - +2.8%	FY201 (April 2 635 79 152 131 997 960 173	3 full-year fc 2013 - March Change +42 -7 -32 -51 -47 -41 +22 -2 +22 +22	-0.1% -0.1% -0.1% -0.1% -0.1% -0.1% -0.1%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -74 -66
<automobiles></automobiles>		Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804 1 879 1,354 302	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +12 -16 +1 +1 +1 +2 +28	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +51.2% -8.9% +19.2% +15.6% -3.8% - +0.2% +0.2% +0.2% +23.1%	116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +25 +2 +37 -32 +36	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +0.4% -7.1% +2.1% - +2.8% -1.5% +8.6%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627	3 full-year feeton and a full-year feeton and	-0.1% -0.1% -0.1% -0.9% -0.9% -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -74 -66 +25
<automobiles></automobiles>		Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 251 39 804 1 879 1,354	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +1 +1	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +11.2% +51.2% -8.9% +19.2% +15.6% -3.8% -3.8% -0.2% +0.2%	116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +25 +2 +27 -32 -32	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +2.1% - +2.1% - +2.1% - +2.1%1.5%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853	3 full-year fr 2013 - March Change	-0.1% -0.1% -0.1% -0.1% -0.1% -0.9%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -74 -66 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804 1 879 1,354 302	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +12 -16 +1 +1 +1 +2 +28	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +51.2% -8.9% +19.2% +15.6% -3.8% - +0.2% +0.2% +0.2% +23.1%	116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +25 +2 +37 -32 +36	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +0.4% -7.1% +2.1% - +2.8% -1.5% +8.6%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627	3 full-year feeton 13 - March 2013 - March 2	-0.1% -0.1% -0.1% -0.9% -0.9% -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90 -0.90	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804 1 879 1,354 302 39	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712 150 17	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 -16 +11 +1 +2 +28 +30	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +51.2% -8.9% +19.2% +20.0% -7.6% -15.6% -3.8% - +0.2% +0.2% +10.1% +10.1%	116 85 723 695 124 152 142 41 827 56 1,218 2,067 452 56	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +25 +2 +37 -32 +36 -6	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% -7.1% - +2.8% -1.5% +8.6% -10.1%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627	3 full-year fc 2013 - March 2014 - 7 - 32 - 51 - 47 - 41 + 22 - 22 + 22 - 25 + 41 - 5	-0.1% -0.1% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478	(AprSep. 2013) 302 38 85 51 476 455 74 922 95 28 551 39 804 1 879 1,354 302 39 341	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712 150 17	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +1 +11 +2 +28 +28 +30 +6	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +1.2% +20.0% -7.6% +15.6% -3.8% - +0.2% +0.2% +10.1% +10.1% +14.1%	116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +37 -32 +36 -6 +30 -6	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +21.1% - +2.8% -1.5% +8.6% -10.1% +6.2% -0.1%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627 80 707 203	3 full-year fct 2013 - Marcti Change +42 -7 -32 -51 -47 -41 +22 -25 +41 -5 +41 +5	-0.1% -0.1% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478 147	(AprSep. 2013) 302 38 85 51 476 455 74 92 95 28 551 39 804 1 879 1,354 302 39 341 98	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1465 712 150 17	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +11 +1 +2 +28 +2 +30 +6 -8	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +1.2% +20.0% -7.6% +15.6% -3.8% - +0.2% +0.2% +10.1% +10.1% +11.7%	116 465 57 116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56 508 147	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +3 -4 +25 +37 -32 +36 -6 +30 -0 -21	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +21.1% - +2.8% -1.5% -10.1% +6.2% -0.1% -11.5%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627 80 707 203 (Supplement	3 full-year fce 2013 - March Change +42 -7 -32 -51 -47 -41 +22 -25 +41 -5 +6 ht)	-0.1% -0.1% -0.1% -0.3% -0.3% -0.3% -0.1% -0.1% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478 147	(AprSep. 2013) 302 38 85 51 476 455 74 922 95 28 551 39 804 1 879 1,354 302 39 341 98 102 80	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 165 712 150 17	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +11 +1 +2 +28 +2 +30 +6 -8	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +51.2% -8.9% +19.2% +20.0% -7.6% -3.8% - +0.2% +0.2% +10.1% +10.1% +11.7% +13.0%	116 465 57 116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56 508 147 164 123	- December Change +14 -10 -25 -49 -69 -64 +10 -27 +32 +20 +3 -4 +25 +36 -6 +30 -0 -21 +21 -41 -41 -6	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +2.1% - +2.8% -1.5% +8.6% -10.1% +6.2% -0.1% +10.5% +20.2%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2,853 627 80 707 203 (Supplemer Full-year sa	3 full-year feed 13 - March Change	-0.1% -0.1% -0.1% -0.9% -0.3% -0.3% -0.3% -0.3% -0.3% -0.3% -0.9% -0.3%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478 147 185 102	(AprSep. 2013) 302 38 85 51 476 455 74 922 95 28 551 39 804 1,354 302 39 341 98 102 80 25	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 150 17 167 49 61 43 10	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +11 +1 +2 +28 +2 +30 +6 -8 +5 -0	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +1.2% +1.2% +20.0% -7.6% +15.6% -3.8% - +0.2% +10.1% +10.1% +14.1% -11.7% +13.0% -0.2%	116 465 57 116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56 508 147 164 123 35	- December Change	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +21.1% - +2.8% -1.5% +8.6% -10.1% +6.2% +6.2% +56.2%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627 80 707 203 (Supplemer Full-year sa expected to	3 full-year freezot3 - March (Change +42 -7 -7 -32 -51 -47 -41 +22 -25 +41 -5 siles in India o be unchange)	-0.1% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.9% -1.2%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand India	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478 147 185 102 23 742	(AprSep. 2013) 302 38 85 51 476 455 74 922 95 28 551 39 804 11 879 1,354 302 39 341 98 102 80 25 487	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 165 712 150 17 167 49 61 43 10 268	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +11 +1 +2 +28 +2 -30 +6 -8 +5 -0 -1	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +1.2% +1.2% +20.0% -7.6% -3.8% - +0.2% +0.2% +10.1% +12.1% +11.1% -11.7% +13.0% -0.2% -0.3%	months (April 465) 57 116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56 508 147 164 123 35 755	- December Change	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +2.1% - +2.8% -1.5% +8.6% -10.1% +6.2% -0.1% +1.5% +56.2% +1.7%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627 80 707 203 (Supplemer Full-year sa expected to	3 full-year feed 13 - March Change	-0.1% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.9% -1.2%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -72 -66 +25 +25
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand India Others	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478 147 185 102 23 742	(AprSep. 2013) 302 38 85 51 476 455 74 922 95 28 551 39 804 1 879 1,354 302 39 341 98 102 80 25 487	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 465 712 150 17 167 49 61 43 10 268 25	FY2013 r - December Change	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +19.2% +19.2% +19.2% +19.2% +10.1% +10.1% +10.1% +11.1% +11.1% +11.1% +13.0% -0.2% -0.3% +9.2%	nonths (April 465) 57 116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56 508 147 164 123 35 755	- December Change	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% -7.1% +2.1% - +2.8% -1.5% +8.6% -10.1% +6.2% -0.1% -11.5% +6.2% +17.5% +9.6%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2,1856 2,853 627 80 707 203 (Supplement Full-year sale expected to compared t	3 full-year fe 2013 - March Change	-0.1% -0.1% -0.1% -0.1% -0.3%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -74 -74 -56 +25 -8
<automobiles></automobiles>	[C	Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production roduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand India	FY2012 first nine months (AprDec. 2012) 450 67 141 133 792 759 114 179 110 20 824 61 1,194 0 1,307 2,099 416 62 478 147 185 102 23 742	(AprSep. 2013) 302 38 85 51 476 455 74 922 95 28 551 39 804 11 879 1,354 302 39 341 98 102 80 25 487	(Octobe 163 20 31 34 247 240 50 61 47 13 276 17 414 1 165 712 150 17 167 49 61 43 10 268	FY2013 r - December Change +17 -0 -7 -9 +0 +3 +17 -6 +8 +2 -23 +2 -16 +11 +1 +2 +28 +2 -30 +6 -8 +5 -0 -1	B first nine r er 2013) Ratio +11.6% -0.7% -19.2% -21.1% +0.2% +1.2% +1.2% +1.2% +20.0% -7.6% -3.8% - +0.2% +0.2% +10.1% +12.1% +11.1% -11.7% +13.0% -0.2% -0.3%	months (April 465) 57 116 85 723 695 124 152 142 41 827 56 1,218 2 1,344 2,067 452 56 508 147 164 123 35 755	- December Change	2013) Ratio +3.2% -14.6% -17.5% -36.6% -8.7% -8.4% +9.1% -15.0% +29.5% +101.0% +2.1% - +2.8% -1.5% +8.6% -10.1% +6.2% -0.1% +1.5% +56.2% +1.7%	FY201 (April 2 635 79 152 131 997 960 173 1,681 2 1,856 2,853 627 80 707 203 (Supplemer Full-year sa expected to	3 full-year freezot3 - March (Change +42 -7 -7 -32 -51 -47 -41 +22 -25 +41 -5 siles in India o be unchange)	-0.1% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.1% -1.2% -0.9% -1.2%	Revised units from previous forecast +7 +2 -2 -1 +6 +7 +2 -74 -74 -74 -56 +25 -8

⁶² * Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan).

932

1,273

1,438

1,917

158

Overseas sales

OEM Sales (Not included in figures above

Sales Total

+32

-9

1,438

1,946

100

+0

+30

+0.0%

+1.6%

-36.7%

+0.5%

+5.0%

-19.8%

507

674

39

^{*} Sales are SUZUKI brand vehicles (Including license-built vehicles 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 Indian Rupee/Yen rate).