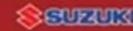


FY2013 Third Quarter Financial Results



2013-2014 CAR OF THE YEAR JAPAN
AWARDED WITH SMALL MOBILITY AWARD



 Spacia



Spacia
Custom

SUZUKI MOTOR CORPORATION
6 February 2014

- Increased sales and income for two consecutive periods
Highest ever income amount and income margin < first nine months > (Billions of yen)

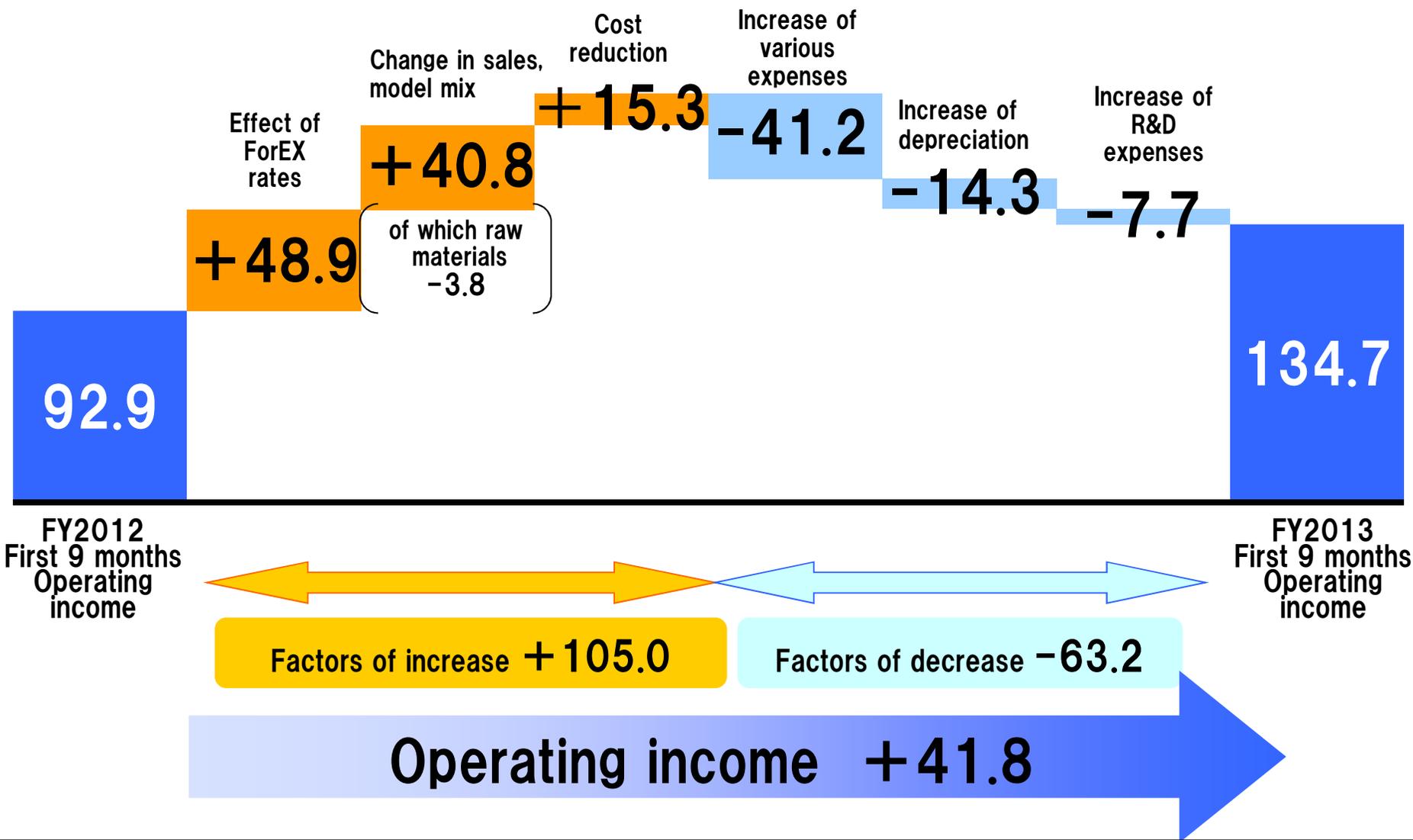
	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change	
				Ratio
Net Sales	2,075.7	1,822.8	+252.9	+13.9%
Japan	777.9	749.7	+28.2	+3.8%
Suzuki brand	696.3	621.8	+74.5	+12.0%
OEM	81.6	127.9	-46.3	-36.2%
Overseas	1,297.8	1,073.1	+224.7	+20.9%
Operating Income (Margin)	134.7 (6.5%)	92.9 (5.1%)	+41.8	+45.1%
Ordinary Income (Margin)	139.5 (6.7%)	101.3 (5.6%)	+38.2	+37.6%
Net Income (Margin)	82.5 (4.0%)	48.4 (2.7%)	+34.1	+70.3%

(Billions of yen)

	Motorcycle			Automobile			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change	
Japan total	17.6	16.5	+1.1	748.4	721.9	+26.5	11.9	11.3	+0.6	777.9	749.7	+28.2	
Suzuki brand	17.6	16.5	+1.1	666.8	594.0	+72.8	11.9	11.3	+0.6	696.3	621.8	+74.5	
OEM				81.6	127.9	-46.3				81.6	127.9	-46.3	
Overseas total	174.8	146.8	+28.0	1,097.8	904.6	+193.2	25.2	21.7	+3.5	1,297.8	1,073.1	+224.7	+180.0
Europe	28.6	21.0	+7.6	222.0	170.7	+51.3	7.7	6.2	+1.5	258.3	197.9	+60.4	+52.6
N. America	28.2	23.9	+4.3	6.9	36.0	-29.1	10.1	9.3	+0.8	45.2	69.2	-24.0	+8.5
Asia	85.9	74.5	+11.4	761.6	604.4	+157.2	2.6	2.1	+0.5	850.1	681.0	+169.1	+102.4
Others	32.1	27.4	+4.7	107.3	93.5	+13.8	4.8	4.1	+0.7	144.2	125.0	+19.2	+16.5
Grand total	192.4	163.3	+29.1	1,846.2	1,626.5	+219.7	37.1	33.0	+4.1	2,075.7	1,822.8	+252.9	+180.0
of which effect of ForEX rates conversion			+25.3			+150.8			+3.9			+180.0	

Consolidated: Factors of Change in Operating Income

(Billions of yen)



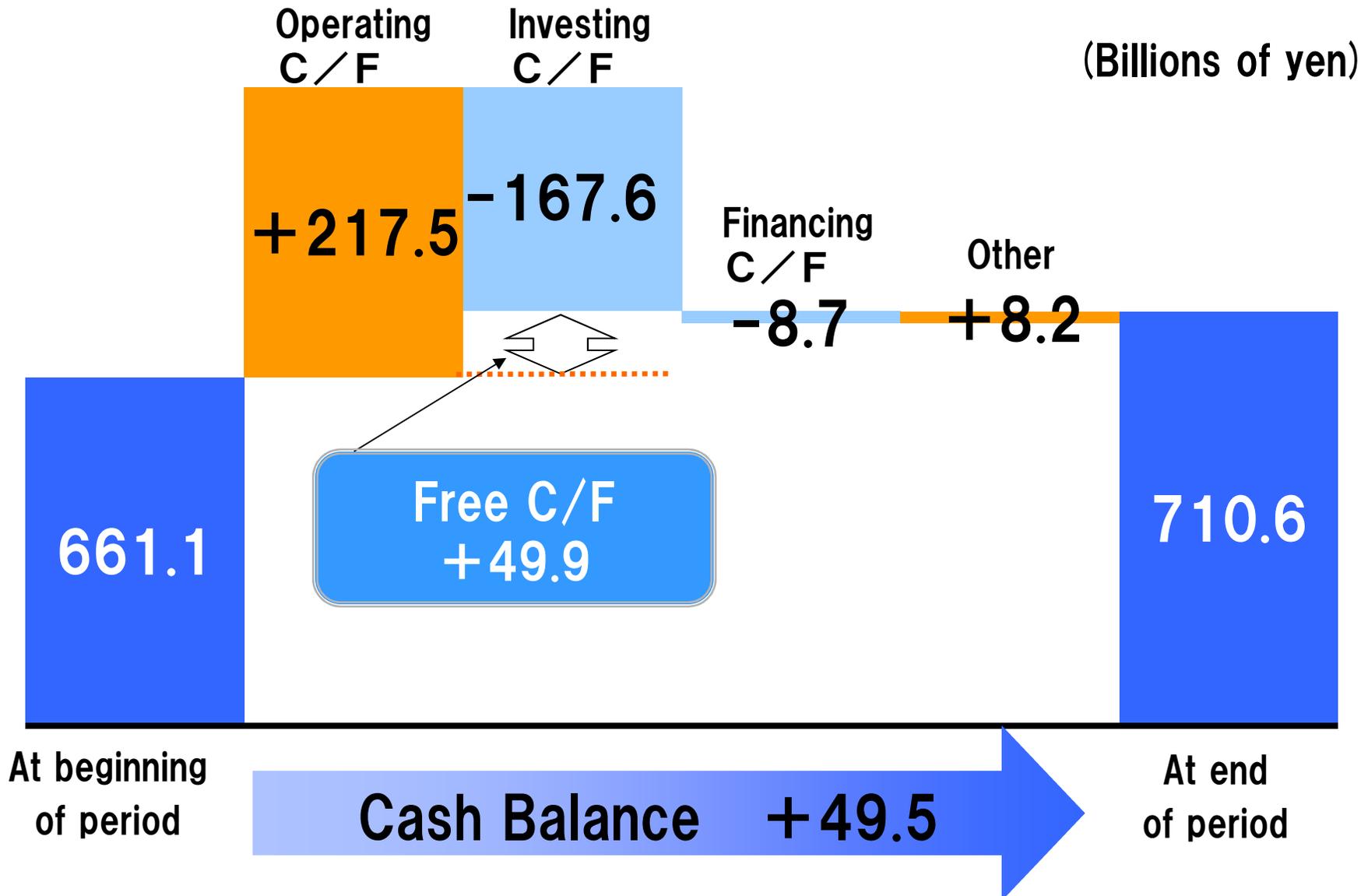
Consolidated: Foreign Exchange Rates

	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change	Effect of ForEX rates in operating income
U.S. Dollar	99 yen	80 yen	+19 yen	+5.4bln yen
Euro	132 yen	102 yen	+30 yen	+16.5bln yen
Indian Rupee	1.68 yen	1.48 yen	+0.20 yen	+10.4bln yen
100 Indonesian Rupiah	0.94 yen	0.85 yen	+0.09 yen	+3.5bln yen
Thai Baht	3.19 yen	2.56 yen	+0.63 yen	+3.9bln yen
Others	—	—	—	+9.2bln yen
Total				+48.9bln yen

(Billions of yen)

	FY2013 9 months ('13/4-12)	FY2012 9 months ('12/4-12)	Change
(Non-consolidated)	35.7	35.5	+0.2
(Subsidiaries)	116.6	88.5	+28.1
Capital Expenditures	152.3	124.0	+28.3
Depreciation Expenses	84.8	70.5	+14.3
R&D Expenses	93.0	85.3	+7.7

	FY2013 Q3	FY2012 Q3		FY2012 Q4	
	('13/12)	('12/12)	Change	('13/3)	Change
Interest-Bearing Debt balance	456.2	439.9	+16.3	427.5	+28.7



(Billions of yen)

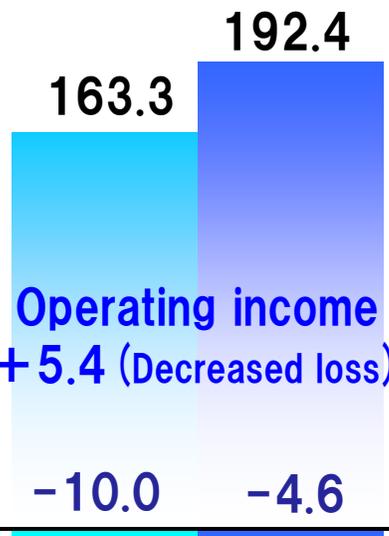
《Motorcycle》

Net sales

FY2012
9 months

FY2013
9 months

Net sales
+29.1 (+17.8 %)



FY2012
9 months

FY2013
9 months

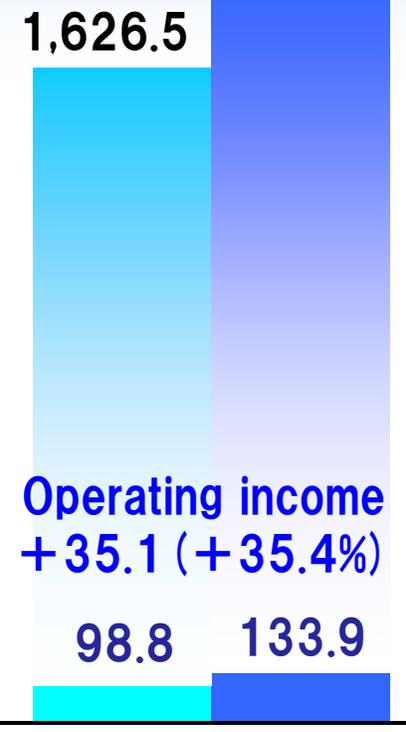
Operating income
+5.4 (Decreased loss)

FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

《Automobile》

Net sales
+219.7 (+13.5%)
1,846.2



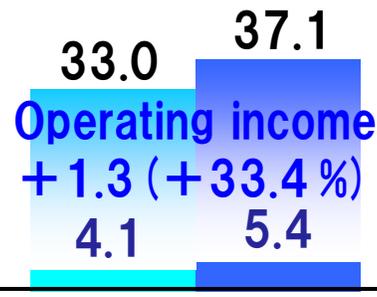
Operating income
+35.1 (+35.4%)

FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

《Marine & Power products, etc.》

Net sales
+4.1 (+12.5 %)



Operating income
+1.3 (+33.4 %)

FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

Fuel-efficient 490cc four-stroke outboard motor
with the lightest weight in the class*1

■ Full model change of the DF25A

- A switch from V-twin engine to in-line three-cylinder engine
- Adoption of battery-less fuel injection system
- Adoption of lean burn system
- Realization of 62kg*2, the lightest weight in the class*1
- Improvement of fuel consumption by as much as 15%*3 compared to the current model

■ New addition of the DF30A

- Widely meet the boat users' needs for sales expansion

■ Production and sales

- Production at Thai Suzuki Motor Co., Ltd.
- Start of global sales from the summer of 2014
- Production of models up to 30PS to be made in Thailand hereafter



DF30A

*1 18.4kW (25PS) / 22.1kW (30PS) class. As of 1 December 2013.

*2 Weight of DF25AS/DF30AS with recoil starter (weight of propeller and engine oil not included).

*3 Based on Suzuki in-house test.

Consolidated: Operating Results by Geographical Areas (Net sales, Operating income)

(Billions of yen)

Net sales

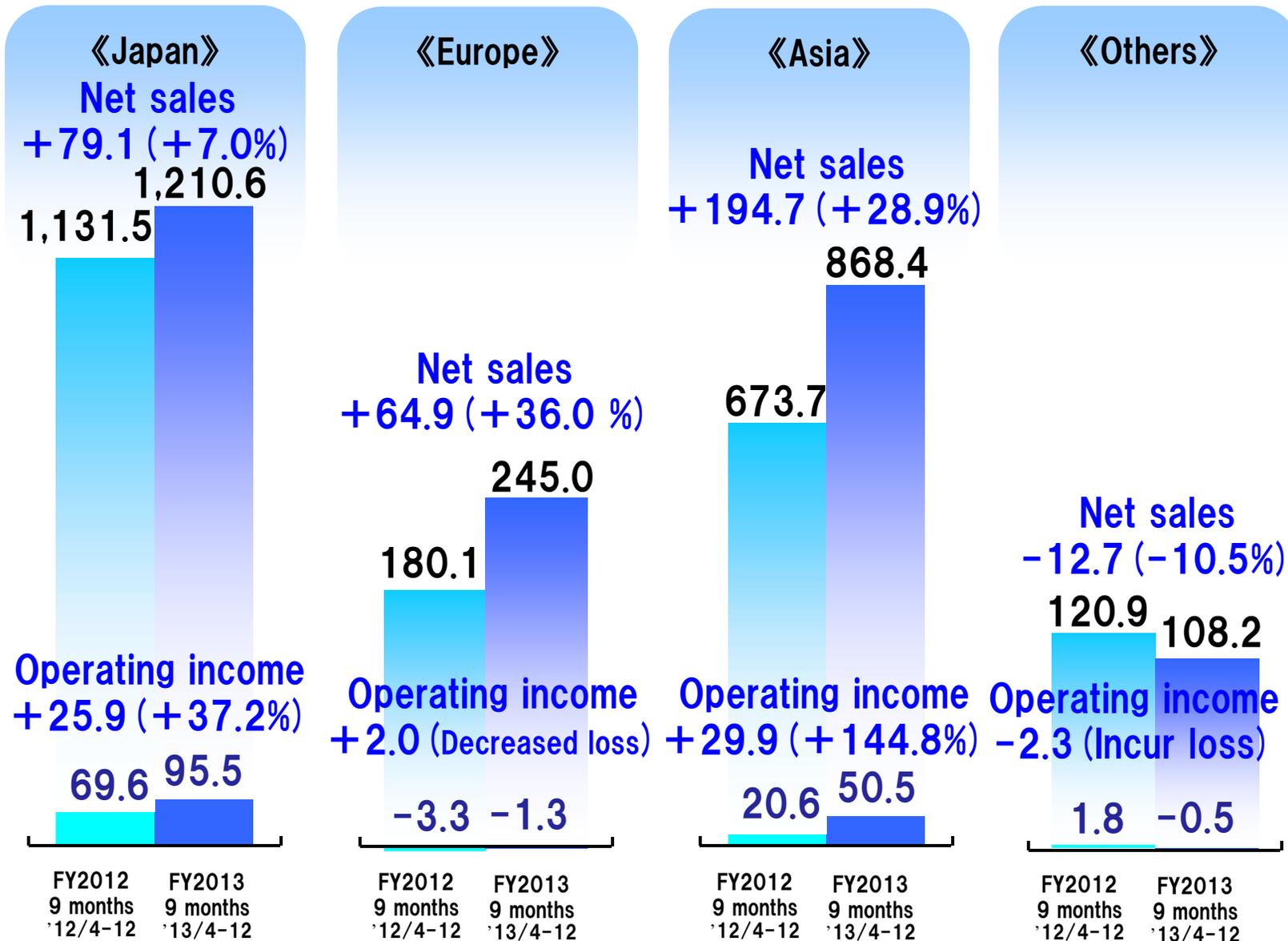
FY2012
9 months

FY2013
9 months

Operating income

FY2012
9 months

FY2013
9 months



Consolidated: Number of Consolidated Subsidiaries, Equity Method Affiliates and Employees

	FY2013 Q3	FY2012 Q3		FY2012 Q4	
	('13/12)	('12/12)	Change	('13/3)	Change
Consolidated Subsidiaries	135	135	±0	135	±0
Equity Method Affiliates	37	36	+1	37	±0
Employees	58,077	55,754	+2,323	55,948	+2,129

(Billions of yen)

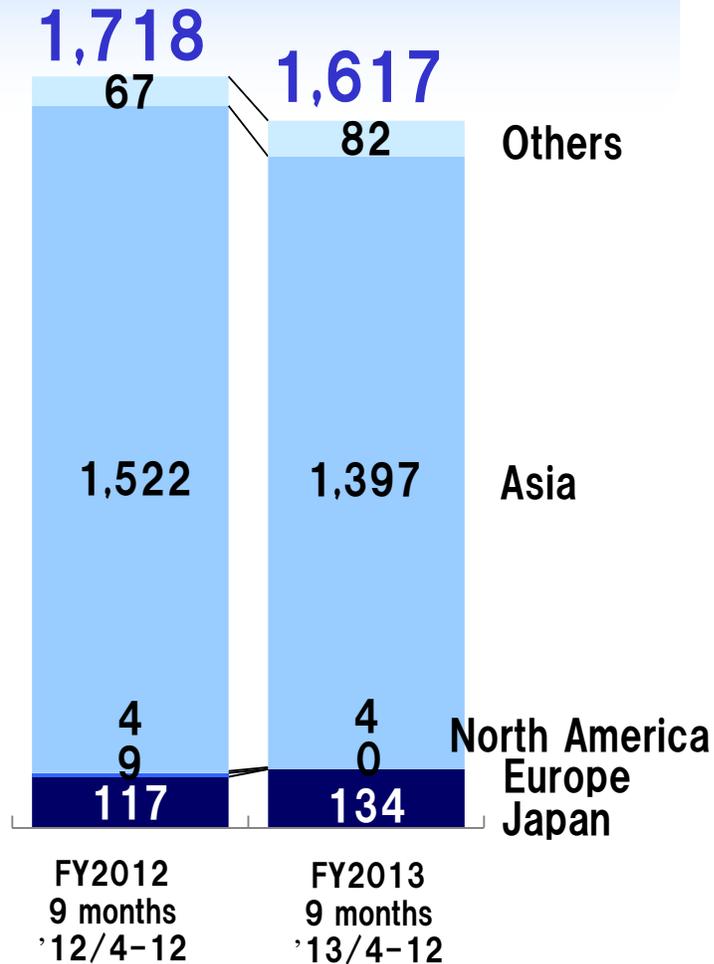
		Latest Forecast	Comparison with FY 2012 result		Comparison with previous forecast	
			FY 2012 Result	Change	Previous forecast	Change
Net sales		2,850.0	2,578.3	+271.7	2,800.0	+50.0
Operating income		180.0	144.6	+35.4	170.0	+10.0
Ordinary income		190.0	155.6	+34.4	180.0	+10.0
Net income		105.0	80.4	+24.6	100.0	+5.0
Comparison with previous forecast	Effect of ForEX rates	+50.0	-6.9		+42.5	+7.5
	Cost reduction	+27.0	+28.4		+27.0	-
	Change in sales,model mix	+23.4	+32.7		+20.9	+2.5
	Increase of various expenses	-38.0	-28.8		-38.0	-
	Increase of depreciation	-16.0	+9.4		-16.0	-
	Increase of R&D expenses	-11.0	-9.5		-11.0	-
	Total	+35.4	+25.3		+25.4	+10.0
Capital Expenditures		240.0	169.3	+70.7	240.0	-
Depreciation Expenses		110.0	93.7	+16.3	110.0	-
R&D Expenses		130.0	119.3	+10.7	130.0	-

	Latest Forecast (2013.4~2014.3)			Effect of ForEX rates	Comparison with FY 2012 result (2012.4~2013.3)		Comparison with previous forecast (2013.4~2014.3)	
	'13/4-12 Result	'14/1-3 Forecast	Full Year Forecast		Full Year Result	Change	Full Year Forecast	Change
U.S. Dollar	99yen	100yen	100yen	+6.8bln yen	83yen	+17yen	97yen	+3yen
Euro	132yen	135yen	133yen	+18.9bln yen	107yen	+26yen	127yen	+6yen
Indian Rupee	1.68yen	1.60yen	1.66yen	+8.1bln yen	1.54yen	+0.12yen	1.65yen	+0.01yen
Indonesian Rupiah *	0.94yen	0.85yen	0.92yen	+1.9bln yen	0.88yen	+0.04yen	0.94yen	-0.02yen
Thai Baht	3.19yen	3.00yen	3.15yen	+4.2bln yen	2.62yen	+0.53yen	3.10yen	+0.05yen
Other Currencies				+10.1bln yen				
Total effect of ForEX rates				+50.0bln yen				

*Rate of Indonesian Rupiah is yen/100 Indonesian Rupiah.

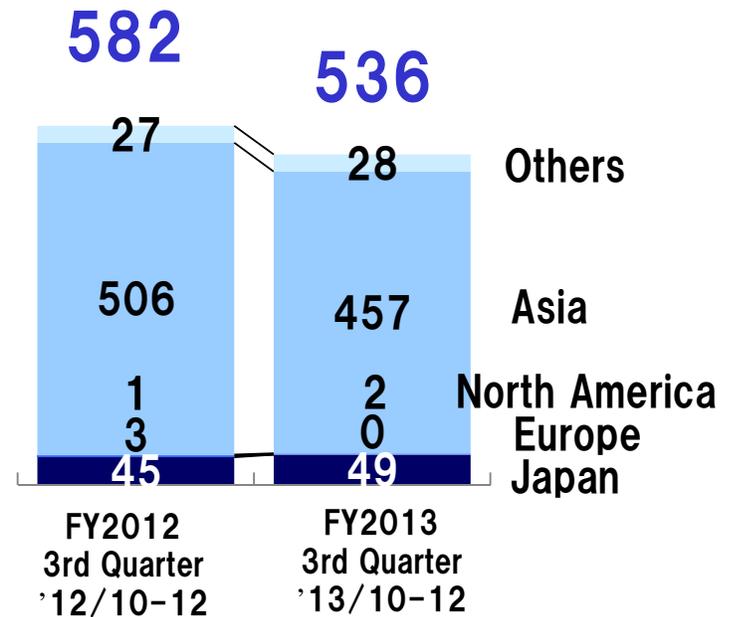
《Nine Months Comparison》

-101 (-5.9%)



《Three Months Comparison》

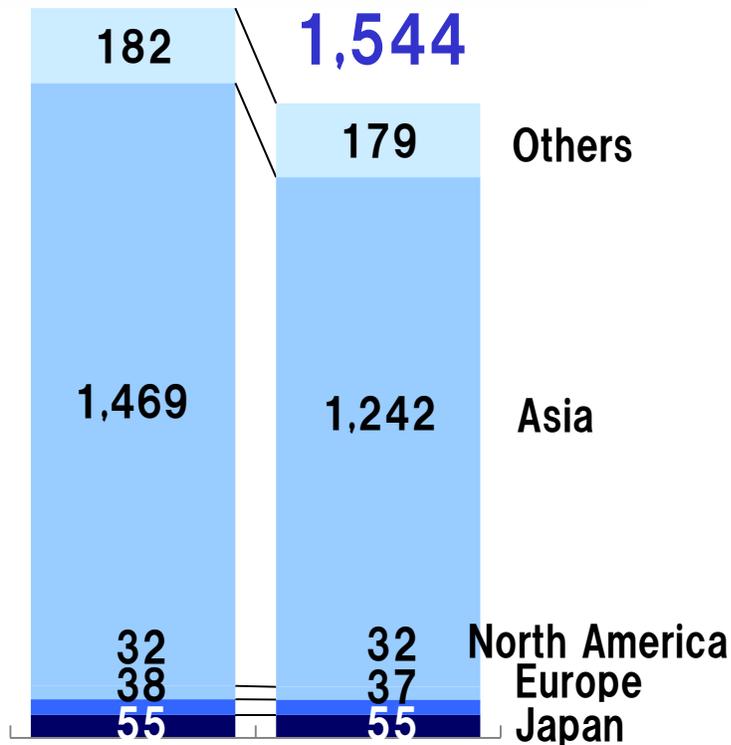
-46 (-8.0%) (Thousand units)



«Nine Months Comparison»

-232(-13.1%)

1,776



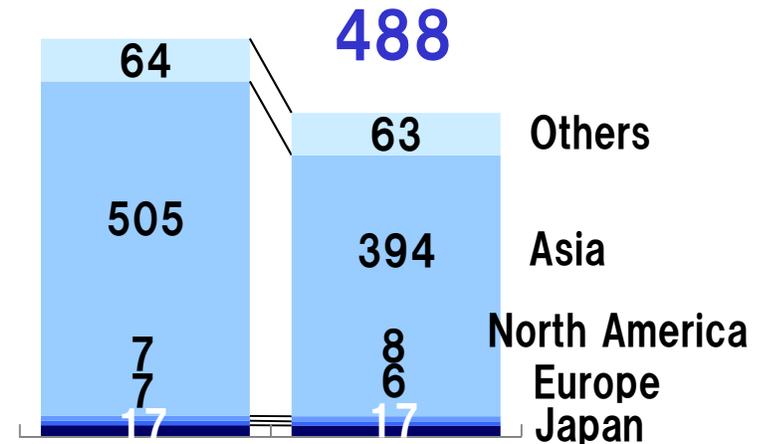
FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

«Three Months Comparison»

-112(-18.6%) (Thousand units)

600



FY2012
3rd Quarter
'12/10-12

FY2013
3rd Quarter
'13/10-12

Suzuki will seek to improve the brand image of Suzuki motorcycles to a higher level, along with the expansion of domestic large-displacement motorcycle lineup

■ About Hayabusa

- Developed with the concept of Ultimate Sportbike
- Large-displacement road sportbike which features unique design with high aerodynamic characteristic and excellent running performance (1,339cc water-cooled four-stroke in-line four-cylinder engine)
- With Yoroi-kabuto (Japanese armor) as its motif, it has a unique design which has thoroughly pursued high aerodynamic performance and wind protection of rider
- Launched in Europe and North America from 1999, and introduced in emerging countries such as India in the recent years
- Favored world-wide as the proud Suzuki flagship model

<About the Japanese specification model of the Hayabusa>

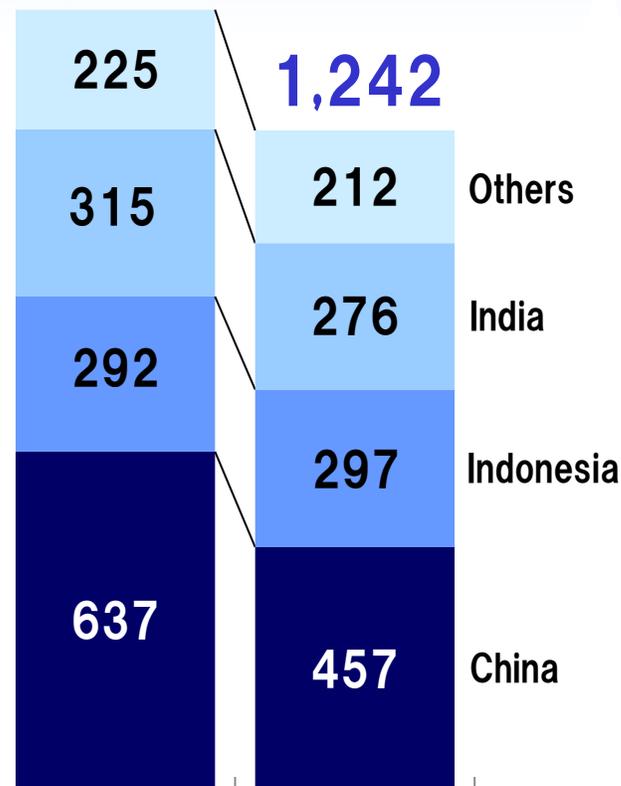
- To be launched on 10 February 2014
- Realizes the same maximum output of 145kw (197PS) and torque of 155Nm (15.8kgfm) as the European specification model
- Standard equipment of ETC system for the first time on motorcycles in Japan (operating condition can be checked with the indicator within the meter)
- Annual target unit: 500 units • MSRP: 1,564,500 yen (includes 5% tax)



«Nine Months Comparison»

-228(-15.5%)

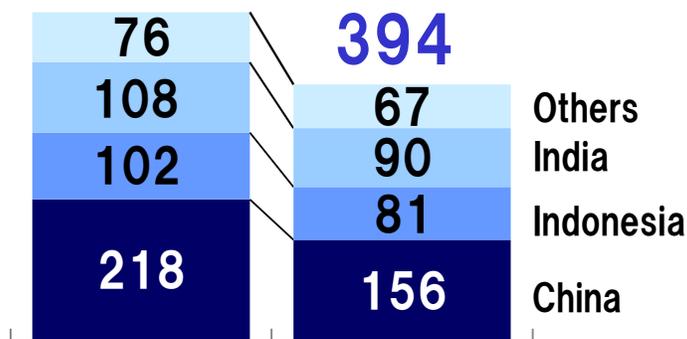
1,469



«Three Months Comparison»

-111(-21.9%)

505



(Thousand units)



*Satria F150
Special Edition (Indonesia)*

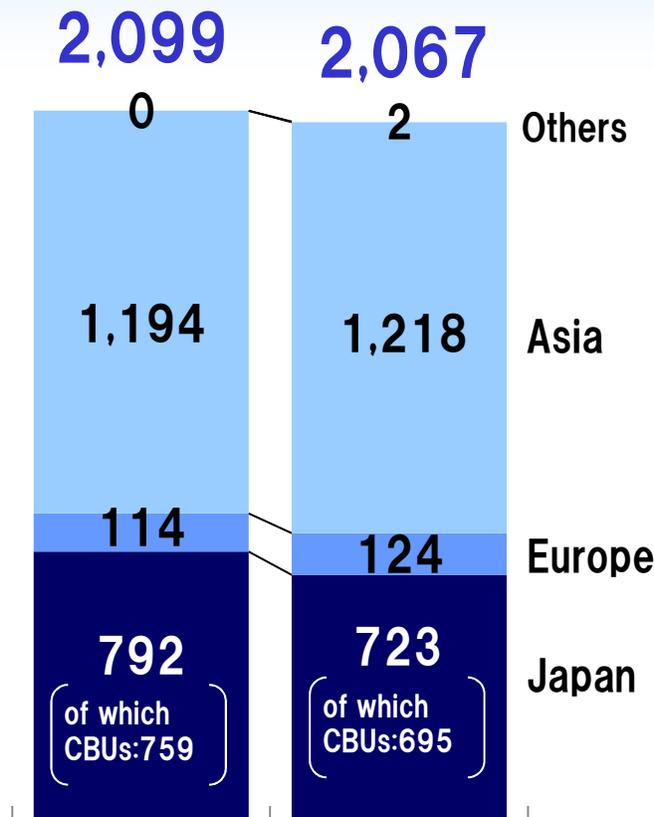
FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

FY2012
3rd Quarter
'12/10-12

FY2013
3rd Quarter
'13/10-12

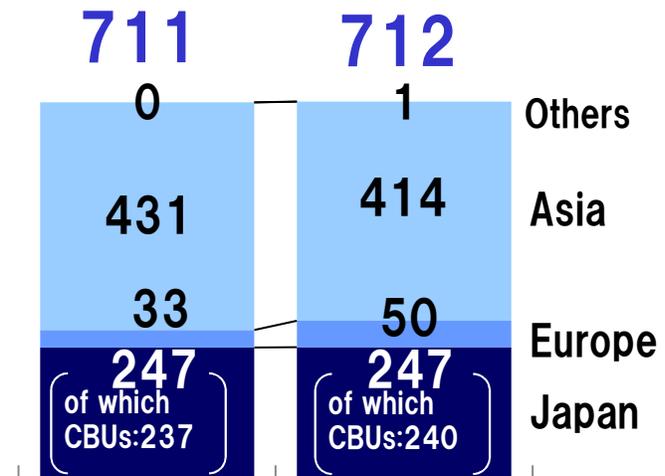
«Nine Months Comparison»
-32 (-1.5%)



FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

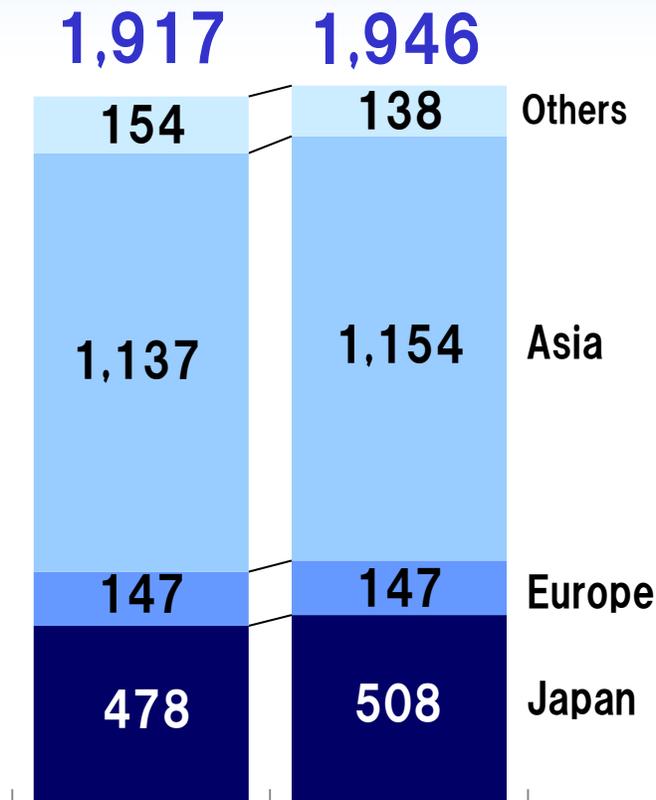
«Three Months Comparison»
+2 (+0.2%) (Thousand units)



FY2012
3rd Quarter
'12/10-12

FY2013
3rd Quarter
'13/10-12

«Nine Months Comparison»
+30(+1.6%)

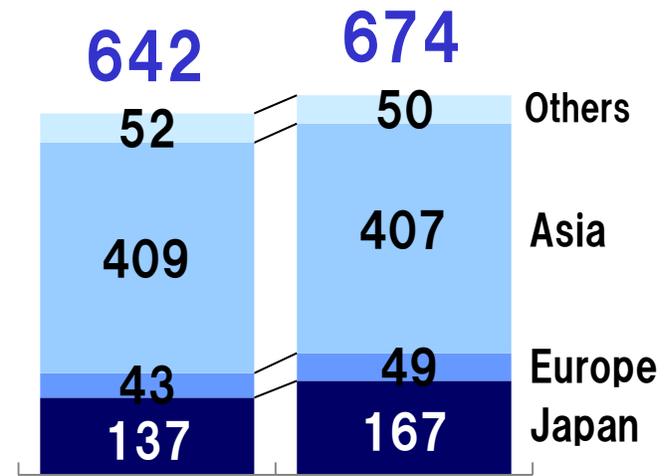


FY2012
 9 months
 '12/4-12

FY2013
 9 months
 '13/4-12

«Three Months Comparison»
+32(+5.0%)

(Thousand units)



FY2012
 3rd Quarter
 '12/10-12

FY2013
 3rd Quarter
 '13/10-12

◀◀Nine Months Comparison▶▶

+ 30(+ 6.2%)

508

Sub-compact and standard-sized vehicle

478

62

56

Mini-vehicle

452

416

FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

◀◀Three Months Comparison▶▶

+ 30(+ 21.6%)

(Thousand units)

167

Sub-compact and standard-sized vehicle

137

15

17

Mini-vehicle

150

122

FY2012
3rd Quarter
'12/10-12

FY2013
3rd Quarter
'13/10-12



Spacia/Spacia Custom

- Awarded with Small Mobility Award of the 2013-2014 Car of the Year Japan



Alto Lapin Chocolat

- Awarded with Interior Award and Project Award of the Auto Color Awards 2014

«Nine Months Comparison»

+13 (+1.7%)

Percentage of Diesel engine cars

38%

32%

742

755

461

Petrol engine car
511

281

Diesel engine car
244

FY2012
9 months
'12/4-12

FY2013
9 months
'13/4-12

«Three Months Comparison»

-1 (-0.3%)

40%

33%

Percentage of Diesel engine cars

269

268

161

Petrol engine car
180

107

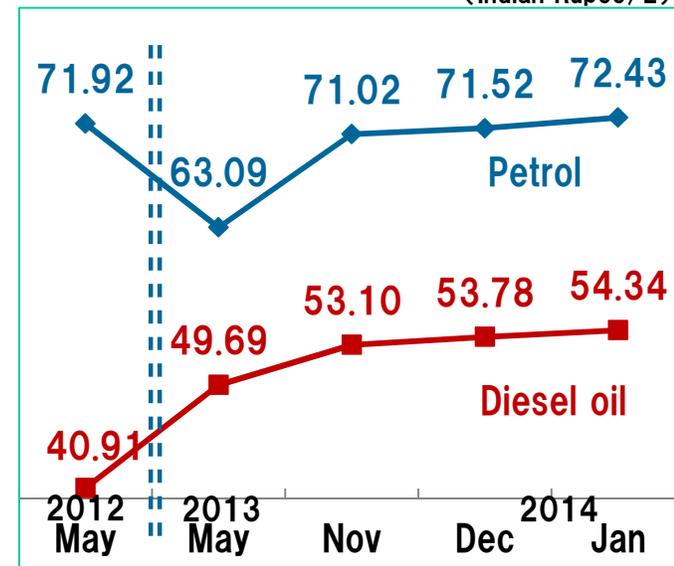
Diesel engine car
88

FY2012
3rd Quarter
'12/10-12

FY2013
3rd Quarter
'13/10-12

(Thousand units)

<Change of fuel price in India> (Indian Rupee/L)



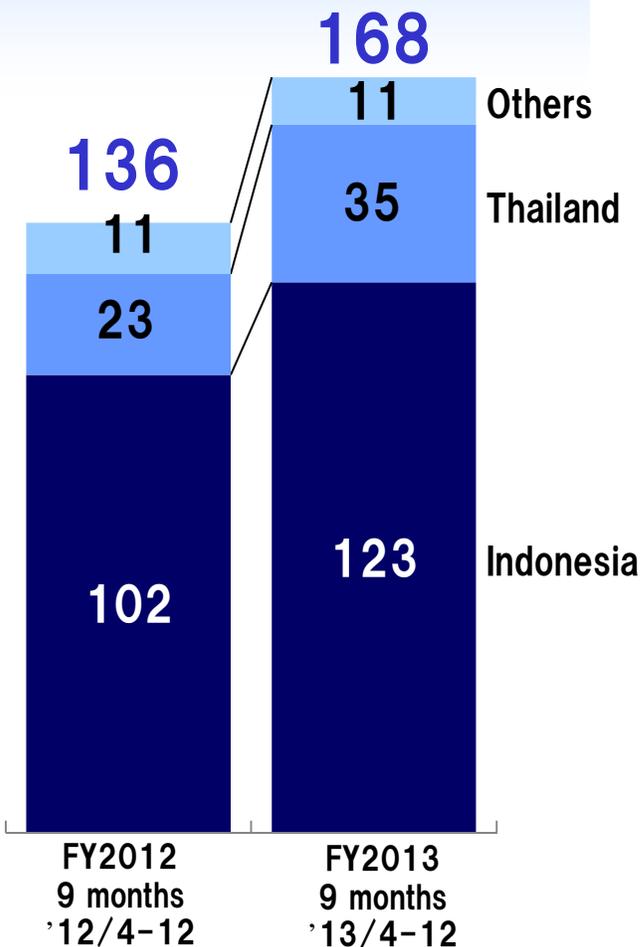
- Announced new compact car CELERIO at the India Auto Expo
 - Need for fuel-efficient compact cars is increasing every year in India
 - Introduce new fuel-efficient compact car CELERIO in India
 - Equipped new transmission Auto Gear Shift
 - Realized high fuel efficiency by improving each part of the K10 engine, and reducing its body weight through adoption of high-tensile steel plate and reviewing of materials to the details

 - Developed new transmission Auto Gear Shift
 - Equipped with an electro-hydraulic actuator that a and gearshift
 - Considering to equip the Auto Gear Shift on models other than the CELERIO
- (Features)
- Excellent fuel efficiency
(Manual transmission + optimal control of computer)
 - Offer of easy driving
(No need for operation of clutch pedal and gearshift. Equipped with creep function)
 - Offer of fun of driving (equipped with manual mode)



«Nine Months Comparison»

+32(+23.9%)



«Three Months Comparison»

+5(+9.9%)



(Thousand units)



Karimun WagonR (Indonesia)

- 1,000cc passenger car with five seats that suit the Indonesian government's Low Cost Green Car (LCGC) policy
- Production started in Indonesia from September, and launched in November of 2013

※ASEAN: Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

(Changed from the previous forecast on 1 November 2013) (Thousand units)

	Production					Sales				
	Forecast (FY2013)	FY2012 Results			Revised units from previous forecast	Forecast (FY2013)	FY2012 Results			Revised units from previous forecast
		(FY2012)	Change	Ratio			(FY2012)	Change	Ratio	
<Motorcycle>										
Japan	178	169	+9	+5.6%	-8	76	76	-0	-0.1%	+1
Europe	—	13	-13	—	—	49	47	+2	+4.1%	-1
N.America	5	6	-1	-13.1%	±0	45	44	+1	+1.4%	±0
Asia	1,786	1,992	-206	-10.3%	-120	1,642	1,911	-269	-14.1%	-111
Others	105	90	+15	+16.8%	-12	225	233	-8	-3.4%	-13
Total	2,074	2,269	-195	-8.6%	-140	2,037	2,312	-275	-11.9%	-124
<Automobile>										
Japan	997	1,044	-47	-4.5%	+6	707	672	+35	+5.2%	+25
Europe	173	151	+22	+14.7%	+2	203	197	+6	+3.1%	-8
Asia	1,681	1,683	-2	-0.1%	-74	1,604	1,588	+16	+1.0%	-35
Others	2	0	+2	—	±0	178	204	-26	-12.8%	+2
Total	2,853	2,878	-25	-0.9%	-66	2,692	2,661	+31	+1.2%	-16

Expansion of the production capacity in India for future Indian automobile market development and export expansion from India

(Point of establishment)

- Build automobile manufacturing plant in Gujarat State, India.
- 100% Suzuki investment (paid in capital of one billion Indian Rupee at the time of establishment, and planned to be increased with the capital investment)
- Amount of capital investment will be 50 billion yen. Start of production will be within 2017
- In the initial stage, the capacity will be 100,000 vehicles per year and the capacity will be increased gradually
- Maruti Suzuki will play a role as seller of the vehicles including export from India

(Outline of Company)

Company name	Suzuki Motor Gujarat Private Limited (tentative name)
Head office	Ahmedabad City, Gujarat State, India
Representative	Naoki Aizawa (Director and Senior Managing Officer, Suzuki Motor Corporation)
Main business	Production of automobiles and parts
Paid in capital	One billion Indian Rupee at the time of establishment. After that, it will be increased with the capital investment.
Date of establishment	April 2014 (Plan)
Company form	100%-owned subsidiary of Suzuki Motor Corporation
Fiscal year end	March

FY2013 Third Quarter Financial Results

HUSTLER



SUZUKI MOTOR CORPORATION

Caution with respect to Forward-Looking Statements

The forward-looking statements mentioned in this presentation 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 rates

(mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

[English translation from the original Japanese language document]