

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

May 9, 2013
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2011			FY2012			FY2013			
		April 2011 - March 2012		Ratio	April 2012- March 2013		Ratio	April 2013 - March 2014			
		Change	Ratio		Change	Ratio		Change	Ratio		
Net Sales		2,512.2	-96.0	-3.7%	2,578.3	+66.1	+2.6%	2,800.0	+221.7	+8.6%	
Domestic Sales		986.8	+49.4	+5.3%	1,040.9	+54.1	+5.5%	980.0	-60.9	-5.9%	
Overseas Sales		1,525.4	-145.4	-8.7%	1,537.4	+12.0	+0.8%	1,820.0	+282.6	+18.4%	
Operating Income margin		119.3	+12.4	+11.6%	144.6	+25.3	+21.2%	150.0	+5.4	+3.8%	
4.7%		4.7%			5.6%			5.4%			
Ordinary Income margin		130.6	+8.1	+6.6%	155.6	+25.0	+19.2%	165.0	+9.4	+6.0%	
5.2%		5.2%			6.0%			5.9%			
Net Income margin		53.9	+8.7	+19.3%	80.4	+26.5	+49.2%	90.0	+9.6	+12.0%	
2.1%		2.1%			3.1%			3.2%			
General View		Decreased sales for the first time in 2 periods Increased income for 3 consecutive periods			Increased sales for the first time in 2 periods Increased income for 4 consecutive periods Highest ever net income			Higher earnings on higher sales			
Factors of change in Operating Income	Factors of Increase	Decrease of various expenses		+43.3	Change in sales, model mix		+32.7	Cost reduction		+28.0	
		Decrease of depreciation		+35.3	Cost reduction		+28.4	Effect of ForEX rates		+26.0	
		Cost reduction		+22.6	Decrease of depreciation		+9.4	Change in sales, model mix		+3.4	
		Total		+101.2	Total		+70.5	Total		+57.4	
	Factors of Decrease	Change in sales, model mix		-54.2	Increase of various expenses		-28.8	Increase of depreciation		-21.0	
		Effect of ForEX rates		-28.9	Increase of R&D expenses		-9.5	Increase of various expenses		-20.0	
		Increase of R&D expenses		-5.7	Effect of ForEX rates		-6.9	Increase of R&D expenses		-11.0	
		Total		-88.8	Total		-45.2	Total		-52.0	
Foreign Exchange Rates (Amount:yen)	USD	79	-7		83	+4		90	+7		
	EUR	109	-4		107	-2		120	+13		
	INR	1.68	-0.23		1.54	-0.14		1.70	+0.16		
	100 IDR	0.91	-0.05		0.88	-0.03		0.93	+0.05		
Capital Expenditures		126.7	-3.6		169.3	+42.6		270.0	+100.7		
Depreciation Expenses		103.1	-35.3		93.7	-9.4		115.0	+21.3		
R&D Expenses		109.8	+5.7		119.3	+9.5		130.0	+10.7		
Interest-bearing debt		439.8	-44.8		427.5	-12.3					
Cash Flows	Operating Activities	226.7	+0.2		190.1	-36.6					
	Investing Activities	-93.6	-6.2		-210.6	-117.0					
	Financing Activities	-56.5	+18.5		-33.6	+22.9					
	Cash Balance	710.5	+78.6		661.1	-49.4					
Operating results by Business	M/C	Sales	254.8	-2.9	-1.1%	230.3	-24.5	-9.6%			
		Operating Income margin	-2.4	+8.4	-	-11.9	-9.5	-			
	A/M	Sales	2,209.0	-93.0	-4.0%	2,297.8	+88.8	+4.0%			
		Operating Income margin	114.5	+3.5	+3.2%	150.6	+36.1	+31.5%			
	M/P	Sales	48.4	-0.1	-0.2%	50.2	+1.8	+3.6%			
		Operating Income margin	7.2	+0.5	+7.0%	5.9	-1.3	-17.7%			
		14.8%			11.7%						
Operating results by Geographical Areas	Japan	Sales	1,546.2	-26.2	-1.7%	1,552.1	+5.9	+0.4%			
		Operating Income margin	79.6	+26.4	+49.7%	102.5	+22.9	+28.8%			
		5.1%			6.6%						
	Europe	Sales	306.7	-26.3	-7.9%	258.3	-48.4	-15.8%			
		Operating Income margin	2.2	+1.8	+442.1%	-1.1	-3.3	-			
		0.7%			-						
	Asia	Sales	869.2	-79.4	-8.4%	981.0	+111.8	+12.9%			
		Operating Income margin	31.6	-15.3	-32.6%	38.1	+6.5	+20.5%			
	3.6%			3.9%							
Others	Sales	177.4	-	-	169.1	-8.3	-4.7%				
	Operating Income margin	2.6	-	-	3.1	+0.5	+19.1%				
	1.4%			1.8%							
Number of Consolidated Subsidiaries		138	+0		135	-3					
Number of Affiliates with application of equity method		37	-1		37	±0					
Number of Employees		54,484	+1,753		55,948	+1,464					

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

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

May 9, 2013

SUZUKI MOTOR CORPORATION

(Thousand units)

<Motorcycles and ATVs>		FY2011 (Apr. 2011 - Mar. 2012)	FY2012						FY2013 full-year forecast		
			(Apr.-Dec. 2012)	(January-March 2013)		(April 2012-March 2013)		(April 2013 - March 2014)			
				Change	Ratio	Change	Ratio	Change	Ratio		
Domestic	59	39	13	-2	-15.1%	53	-6	-10.4%	55	+2	+4.7%
Export	116	77	39	+4	+13.1%	116	+0	+0.2%	136	+20	+17.2%
Domestic production	174	117	52	+2	+4.3%	169	-6	-3.4%	191	+22	+13.3%
(ATVs)	15	14	3	+0	+2.2%	17	+2	+10.9%	16	-1	-5.9%
Europe	11	9	4	+1	+17.2%	13	+1	+13.3%	-	-13	-
North America	7	4	1	-0	-21.8%	6	-1	-14.4%	6	+0	+4.3%
Asia	2,179	1,522	471	-57	-10.9%	1,992	-187	-8.6%	2,360	+368	+18.5%
Others	203	67	23	-29	-55.9%	90	-113	-55.6%	126	+36	+40.1%
Overseas production	2,400	1,602	499	-86	-14.7%	2,100	-299	-12.5%	2,492	+392	+18.6%
(ATVs)	8	6	2	-0	-3.4%	8	-0	-3.8%	9	+1	+11.4%
Production Total	2,574	1,718	551	-84	-13.2%	2,269	-305	-11.9%	2,683	+414	+18.2%
(ATVs)	24	20	5	+0	+0.2%	25	+1	+5.7%	25	-0	-0.3%
Domestic sales	78	55	21	+1	+6.8%	76	-2	-3.0%	78	+2	+2.5%
Europe	67	38	9	-5	-34.3%	47	-19	-28.7%	49	+2	+3.3%
North America	49	32	12	-5	-30.5%	44	-4	-8.6%	60	+16	+35.2%
Asia	2,059	1,469	442	-61	-12.1%	1,911	-148	-7.2%	2,246	+335	+17.5%
Others	336	182	51	-8	-13.8%	233	-103	-30.7%	246	+13	+5.6%
Overseas sales	2,511	1,722	514	-79	-13.4%	2,236	-275	-10.9%	2,601	+365	+16.3%
Sales Total	2,589	1,777	535	-78	-12.7%	2,312	-277	-10.7%	2,679	+367	+15.9%
(ATVs)	25	17	6	-2	-25.5%	22	-2	-10.0%	23	+1	+3.0%

<Automobiles>		FY2011 (Apr. 2011 - Mar. 2012)	FY2012						FY2013 full-year forecast		
			(Apr.-Dec. 2012)	(January-March 2013)		(April 2012-March 2013)		(April 2013 - March 2014)			
				Change	Ratio	Change	Ratio	Change	Ratio		
Mini vehicles	519	450	143	-3	-2.3%	593	+74	+14.3%	595	+2	+0.3%
Sub-compact and standard-sized vehicles	76	67	18	-4	-16.5%	86	+10	+12.7%	75	-11	-12.3%
Export	244	141	43	-8	-16.0%	184	-61	-24.9%	150	-34	-18.3%
OEM	181	133	48	-3	-5.2%	182	+1	+0.4%	123	-59	-32.4%
Domestic production	1,020	792	252	-18	-6.6%	1,044	+24	+2.3%	943	-101	-9.7%
(CBU)	960	759	242	-15	-5.8%	1,001	+41	+4.3%	903	-98	-9.8%
Europe	174	114	37	-5	-12.4%	151	-23	-13.1%	176	+25	+16.7%
Asia	1,609	1,194	490	+7	+1.6%	1,683	+75	+4.6%	1,847	+164	+9.7%
Overseas production	1,782	1,307	527	+3	+0.5%	1,834	+52	+2.9%	2,025	+191	+10.4%
Production Total	2,803	2,099	779	-15	-1.9%	2,878	+76	+2.7%	2,968	+90	+3.1%
Mini vehicles	516	416	170	+2	+0.9%	586	+71	+13.7%	580	-6	-1.1%
Sub-compact and standard-sized vehicles	80	62	23	-3	-10.8%	85	+5	+6.3%	80	-5	-6.3%
Domestic sales	596	478	194	-1	-0.7%	672	+76	+12.7%	660	-12	-1.8%
Europe	223	147	49	-6	-10.2%	197	-26	-11.6%	220	+23	+11.8%
North America	32	23	7	-1	-13.5%	30	-2	-7.0%	3	-27	-89.9%
Asia	1,550	1,137	451	-14	-3.0%	1,588	+38	+2.5%	1,756	+168	+10.6%
Others	160	131	43	+3	+7.8%	174	+14	+8.8%	164	-10	-5.9%
Overseas sales	1,964	1,438	550	-18	-3.1%	1,989	+24	+1.2%	2,143	+154	+7.8%
Sales Total	2,560	1,916	744	-19	-2.5%	2,660	+100	+3.9%	2,803	+143	+5.4%

OEM sales (Not included in figures above) 232 158 53 -9 -15.2% 211 -21 -9.0%

* 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.

<Reference for FY2012 (The 147th Fiscal Year)> [Non-Consolidated]

May 9, 2013

SUZUKI MOTOR CORPORATION

(Billions of yen)

		FY2011			FY2012		
		April 2011 - March 2012			April 2012 - March 2013		
			Change	Ratio		Change	Ratio
Net Sales		1,383.3	-25.9	-1.8%	1,422.6	+39.3	+2.8%
	Domestic Sales	823.9	+49.7	+6.4%	911.5	+87.6	+10.6%
	Overseas Sales	559.4	-75.6	-11.9%	511.1	-48.3	-8.6%
Operating Income		50.1	+22.2	+79.7%	76.4	+26.3	+52.6%
margin		(3.6%)			(5.4%)		
Ordinary Income		49.9	+17.9	+55.7%	76.7	+26.8	+53.9%
margin		(3.6%)			(5.4%)		
Net Income		15.8	+5.0	+46.3%	36.4	+20.6	+129.7%
margin		(1.1%)			(2.6%)		
General View		Decreased sales for the first time in 2 periods Increased income for 3 consecutive fiscal year			Increased sales for the first time in 2 periods Increased income for 4 consecutive fiscal year Highest ever operating and ordinary income		
Factors of change in Operating Income	Factors of Increase	Decrease of various expenses		+27.3	Change in sales, model mix		+36.5
		Decrease of depreciation		+22.8	Cost reduction		+12.0
		Cost reduction		+9.8	Effect of ForEX rates		+4.3
					Decrease of depreciation		+2.9
		Total		+59.9	Total		+55.7
	Factors of Decrease	Change in sales, model mix		-21.2	Increase of various expenses		-24.4
		Effect of ForEX rates		-9.6	Increase of R&D expenses		-5.0
		Increase of R&D expenses		-6.9			
					Total		-29.4
		Total		-37.7			
Foreign Exchange Rates		USD 79 Yen	-6 Yen		83 Yen	+4 Yen	
		EUR 109 Yen	-4 Yen		107 Yen	-2 Yen	
Capital Expenditures		26.9	-15.1		46.8	+19.9	
Depreciation		38.5	-22.8		35.6	-2.9	
R&D Expenses		94.2	+6.9		99.2	+5.0	
Interest-bearing debt		330.7	-47.2		310.6	-20.1	
Cash Dividends per share	Interim	7 Yen	+1 Yen		8 Yen	+1 Yen	FY 2013 (Plan) Annual 18 Yen (Interim 8 Yen)
	Year-end	8 Yen	+1 Yen		(Plan) 10 Yen	+2 Yen	
	Annual	15 Yen	+2 Yen		(Plan) 18 Yen	+3 Yen	

*"Change" and "Ratio" mentioned in the "Reference [Consolidated]", "Reference [Units (Production & Sales)]" and Reference [Non-consolidated] 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 rates (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).