

<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 -March 2014	
		Change	Ratio	Change	Ratio	Change	Ratio	Change	Ratio			
Net Sales		1,822.8	+24.8	+1.4%	2,075.7	+252.9	+13.9%	2,850.0	+271.7	+10.5%	2,800.0	
Domestic Sales		749.7	+65.4	+9.5%	777.9	+28.2	+3.8%	1,050.0	+9.1	+0.9%	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	
OEM sales		127.9	+4.2	+3.4%	81.6	-46.3	-36.2%	110.0	-62.8	-36.4%	110.0	
Overseas Sales		1,073.1	-40.6	-3.6%	1,297.8	+224.7	+20.9%	1,800.0	+262.6	+17.1%	1,800.0	
Operating Income		92.9	+5.2	+5.9%	134.7	+41.8	+45.1%	180.0	+35.4	+24.5%	170.0	
Margin		5.1%			6.5%			6.3%			6.1%	
Ordinary Income		101.3	+4.9	+5.2%	139.5	+38.2	+37.6%	190.0	+34.4	+22.1%	180.0	
Margin		5.6%			6.7%			6.7%			6.4%	
Net Income		48.4	+7.8	+19.2%	82.5	+34.1	+70.3%	105.0	+24.6	+30.6%	100.0	
Margin		2.7%			4.0%			3.7%			3.6%	
General View		Higher earnings on higher sales			Increased sales and income for 2 consecutive periods Highest ever income and margin			Higher earnings on higher sales			Higher earnings on higher sales	
Factors of change in Operating Income	Factors of Increase		Cost reduction		Effect of ForEX rates		Effect of ForEX rates		Effect of ForEX rates			
	Factors of Decrease		Effect of ForEX rates		Increase of various expenses		Increase of various expenses		Increase of various expenses			
		Change in sales, model mix		Change in sales, model mix		Change in sales, model mix		Change in sales, model mix				
		Decrease of various expenses		Cost reduction		Cost reduction		Change in sales, model mix				
		Total		Total		Total		Total				
		Effect of ForEX rates		Increase of various expenses		Increase of various expenses		Increase of various expenses				
		Increase of R&D expenses		Increase of depreciation		Increase of depreciation		Increase of depreciation				
		Increase of depreciation		Increase of R&D expenses		Increase of R&D expenses		Increase of R&D expenses				
		Total		Total		Total		Total				
Foreign Exchange Rates and Effect on Operating Income		USD	80 Yen	+1 Yen	+0.9	99 Yen	+19 Yen	+5.4	100 Yen	100 Yen	+6.8	97 Yen
		EUR	102 Yen	-9 Yen	-3.4	132 Yen	+30 Yen	+16.5	133 Yen	135 Yen	+18.9	127 Yen
		INR	1.48 Yen	-0.23 Yen	-10.2	1.68 Yen	+0.20 Yen	+10.4	1.66 Yen	1.60 Yen	+8.1	1.65 Yen
		100IDR	0.85 Yen	-0.07 Yen	-2.1	0.94 Yen	+0.09 Yen	+3.5	0.92 Yen	0.85 Yen	+1.9	0.94 Yen
		THB	2.56 Yen	-0.05 Yen	-0.1	3.19 Yen	+0.63 Yen	+3.9	3.15 Yen	3.00 Yen	+4.2	3.10 Yen
Capital Expenditures		124.0	+37.2		152.3	+28.3		240.0	+70.7		240.0	
Depreciation Expenses		70.5	+0.2		84.8	+14.3		110.0	+16.3		110.0	
R&D Expenses		85.3	+10.9		93.0	+7.7		130.0	+10.7		130.0	
Interest-bearing debt		439.9	-10.2		456.2	+16.3						
Cash Flows	Operating Activities		86.2	-70.1		217.5	+131.3					
	Investing Activities		-116.7	-98.7		-167.6	-50.9					
	Financing Activities		-11.9	+24.2		-8.7	+3.2					
	Cash Balance		669.1	-54.7		710.6	+41.5					
Operating results by Business	M/C	Sales		163.3	-25.5	-13.5%	192.4	+29.1	+17.8%			
		Operating Income		-10.0	-7.2	-	-4.6	+5.4	-			
		Margin		-	-		-	-				
	A/M	Sales		1,626.5	+52.3	+3.3%	1,846.2	+219.7	+13.5%			
		Operating Income		98.8	+13.0	+15.2%	133.9	+35.1	+35.4%			
		Margin		6.1%			7.3%					
M/P	Sales		33.0	-2.0	-5.8%	37.1	+4.1	+12.5%				
	Operating Income		4.1	-0.6	-13.3%	5.4	+1.3	+33.4%				
	Margin		12.3%			14.6%						
Operating results by Geographical Areas	Japan	Sales		1,131.5	+3.1	+0.3%	1,210.6	+79.1	+7.0%			
		Operating Income		69.6	+11.9	+20.7%	95.5	+25.9	+37.2%			
		Margin		6.2%			7.9%					
	Europe	Sales		180.1	-54.2	-23.1%	245.0	+64.9	+36.0%			
		Operating Income		-3.3	-4.2	-	-1.3	+2.0	-			
		Margin		-			-					
	Asia	Sales		673.7	+63.2	+10.3%	868.4	+194.7	+28.9%			
		Operating Income		20.6	+0.6	+3.1%	50.5	+29.9	+144.8%			
		Margin		3.1%			5.8%					
	Others	Sales		120.9	-6.0	-4.7%	108.2	-12.7	-10.5%			
		Operating Income		1.8	-0.7	-28.6%	-0.5	-2.3	-			
		Margin		1.5%			-					
Number of Consolidated Subsidiaries		135	-6		135	0						
Number of Affiliates with application of equity method		36	-1		37	+1						
Number of Employees		55,754	+1,376		58,077	+2,323						

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

<Reference for FY2013 (The 148th Fiscal Year) First Nine Months>
[Units (Production & Sales)]

6 February 2014
SUZUKI MOTOR CORPORATION

	FY2012 first nine months (Apr.-Dec. 2012)	FY2013 first nine months							FY2013 full-year forecast (April 2013 - March 2014)			Revised units from previous forecast
		(Apr.-Sep. 2013)	(October - December 2013)		(April - December 2013)			Change	Ratio	Change	Ratio	
			Change	Ratio	Change	Ratio						
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 (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	4	-	-	-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	91	-3	-3.6%	311	+29	+10.3%				
India	318	184	93	-17	-15.7%	277	-41	-12.8%				
Others	206	171	77	+18	+30.6%	248	+42	+20.5%				
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
Overseas production (Including ATVs)	1,602	996	487	-51	-9.5%	1,483	-119	-7.4%	1,896	-204	-9.7%	-132
(ATVs only)	6	4	3	+1	+84.6%	7	+1	+15.3%	9	+1	+11.4%	
Production Total (Including ATVs)	1,718	1,081	536	-46	-8.0%	1,617	-101	-5.9%	2,074	-195	-8.6%	-140
(ATVs only)	20	11	6	-1	-9.8%	17	-3	-16.2%	21	-4	-16.3%	-1
Domestic sales	55	38	17	-0	-2.8%	55	+0	+0.4%	76	-0	-0.1%	+1
Europe	38	31	6	-0	-6.8%	37	-1	-3.0%	49	+2	+4.1%	-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%	-13
Overseas sales	1,722	1,018	471	-111	-19.1%	1,489	-232	-13.5%	1,961	-274	-12.3%	-125
Sales Total (Including ATVs)	1,776	1,056	488	-112	-18.6%	1,544	-232	-13.1%	2,037	-275	-11.9%	-124
(ATVs only)	17	11	6	+1	+10.7%	17	+0	+2.6%	23	+1	+3.6%	

	FY2012 first nine months (Apr.-Dec. 2012)	FY2013 first nine months							FY2013 full-year forecast (April 2013 - March 2014)			Revised units from previous forecast
		(Apr.-Sep. 2013)	(October - December 2013)		(April - December 2013)			Change	Ratio	Change	Ratio	
			Change	Ratio	Change	Ratio						
Mini vehicles	450	302	163	+17	+11.6%	465	+14	+3.2%	635	+42	+7.0%	+7
Sub-compact and standard-sized vehicles	67	38	20	-0	-0.7%	57	-10	-14.6%	79	-7	-7.6%	+2
Export	141	85	31	-7	-19.2%	116	-25	-17.5%	152	-32	-17.2%	-2
OEM	133	51	34	-9	-21.1%	85	-49	-36.6%	131	-51	-28.0%	-1
Domestic production	792	476	247	+0	+0.2%	723	-69	-8.7%	997	-47	-4.5%	+6
(CBU)	759	455	240	+3	+1.2%	695	-64	-8.4%	960	-41	-4.1%	+7
Europe	114	74	50	+17	+51.2%	124	+10	+9.1%	173	+22	+14.7%	+2
China	179	92	61	-6	-8.9%	152	-27	-15.0%				
Indonesia	110	95	47	+8	+19.2%	142	+32	+29.5%				
Thailand	20	28	13	+2	+20.0%	41	+20	+101.0%				
India	824	551	276	-23	-7.6%	827	+3	+0.4%				
Others	61	39	17	+2	+15.6%	56	-4	-7.1%				
Asia	1,194	804	414	-16	-3.8%	1,218	+25	+2.1%	1,681	-2	-0.1%	-74
Others	0	1	1	+1	-	2	+2	-	2	+2	-	
Overseas production	1,307	879	465	+1	+0.2%	1,344	+37	+2.8%	1,856	+22	+1.2%	-72
Production Total	2,099	1,354	712	+2	+0.2%	2,067	-32	-1.5%	2,853	-25	-0.9%	-66
Mini vehicles	416	302	150	+28	+23.1%	452	+36	+8.6%	627	+41	+6.9%	+25
Sub-compact and standard-sized vehicles	62	39	17	+2	+10.1%	56	-6	-10.1%	80	-5	-6.3%	
Domestic sales	478	341	167	+30	+21.6%	508	+30	+6.2%	707	+35	+5.2%	+25
Europe	147	98	49	+6	+14.1%	147	-0	-0.1%	203	+6	+3.1%	-8
China	185	102	61	-8	-11.7%	164	-21	-11.5%				
Indonesia	102	80	43	+5	+13.0%	123	+21	+20.2%				
Thailand	23	25	10	-0	-0.2%	35	+13	+56.2%				
India	742	487	268	-1	-0.3%	755	+13	+1.7%				
Others	85	53	25	+2	+9.2%	77	-8	-9.6%				
Asia	1,137	747	407	-2	-0.5%	1,154	+17	+1.5%	1,604	+16	+1.0%	-35
Others	154	87	50	-2	-3.5%	138	-16	-10.7%	178	-26	-12.8%	+2
Overseas sales	1,438	932	507	+2	+0.5%	1,438	+0	+0.0%	1,985	-4	-0.2%	-41
Sales Total	1,917	1,273	674	+32	+5.0%	1,946	+30	+1.6%	2,692	+31	+1.2%	-16

OEM Sales (Not included in figures above)

* 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 2013 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 Indian Rupee/Yen rate).