

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

9 May 2014
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2012			FY2013			FY2014 Forecast						
		April 2012 - March 2013		Ratio	April 2013- March 2014		Ratio	April 2014 - March 2015		Ratio				
		Change	Ratio		Change	Ratio		Change	Ratio					
Net Sales		2,578.3	+66.1	+2.6%	2,938.3	+360.0	+14.0%	3,000.0	+61.7	+2.1%				
Domestic Sales		1,040.9	+54.1	+5.5%	1,132.7	+91.8	+8.8%	1,050.0	-82.7	-7.3%				
Suzuki brand		868.0	+52.9	+0.8%	1,007.5	+139.5	+16.1%	910.0	-97.5	-9.7%				
OEM sales		172.9	+1.2	+0.7%	125.2	-47.7	-27.5%	140.0	+14.8	+11.8%				
Overseas Sales		1,537.4	+12.0	+0.8%	1,805.6	+268.2	+17.4%	1,950.0	+144.4	+8.0%				
Operating Income margin		144.6	+25.3	+21.2%	187.7	+43.1	+29.9%	188.0	+0.3	+0.1%				
5.6%					6.4%			6.3%						
Ordinary Income margin		155.6	+25.0	+19.2%	197.8	+42.2	+27.2%	198.0	+0.2	+0.1%				
6.0%					6.7%			6.6%						
Net Income margin		80.4	+26.5	+49.2%	107.5	+27.1	+33.7%	115.0	+7.5	+7.0%				
3.1%					3.7%			3.8%						
General View		Increased sales for the first time in 2 periods Increased income for 4 consecutive periods Highest ever net income			Increased sales for 2 consecutive periods Increased income for 5 consecutive periods Highest ever income and margin			Unchanged earnings on higher sales						
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix		+32.7		Effect of ForEX rates		+54.3		Cost reduction		+25.0	
			Cost reduction		+28.4		Change in sales, model mix		+47.8		Change in sales, model mix		+3.3	
			Decrease of depreciation		+9.4		Cost reduction		+25.2					
			Total		+70.5		Total		+127.3		Total		+28.3	
	Factors of Decrease		Increase of various expenses		-28.8		Increase of various expenses		-52.9		Effect of ForEX rates		-9.0	
			Increase of R&D expenses		-9.5		Increase of depreciation		-23.5		Increase of various expenses		-8.0	
			Effect of ForEX rates		-6.9		Increase of R&D expenses		-7.8		Increase of depreciation		-8.0	
			Total		-45.2		Total		-84.2		Total		-28.0	
					(Effect of ForEX rates)				(Effect of ForEX rates)					
	Foreign Exchange Rates		USD	83Yen	+4Yen	+2.9	100Yen	+17Yen	+7.2	100Yen	-0Yen	-0.2		
		EUR	107Yen	-2Yen	-1.1	134Yen	+27Yen	+20.1	135Yen	+1Yen	+0.4			
		INR	1.54Yen	-0.14Yen	-9.0	1.68Yen	+0.14Yen	+9.2	1.65Yen	-0.03Yen	-2.1			
		100 IDR	0.88Yen	-0.03Yen	-1.2	0.93Yen	+0.05Yen	+2.4	0.85Yen	-0.08Yen	-3.8			
		THB	2.62Yen	+0.02Yen	+0.1	3.18Yen	+0.56Yen	+4.2	3.10Yen	-0.08Yen	-0.5			
Capital Expenditures		169.3	+42.6		213.6	+44.3		230.0	+16.4					
Depreciation Expenses		93.7	-9.4		117.2	+23.5		125.0	+7.8					
R&D Expenses		119.3	+9.5		127.1	+7.8		130.0	+2.9					
Interest-bearing debt		427.5	-12.3		445.3	+17.8								
Cash Flows	Operating Activities		190.1	-36.6		322.9	+132.8							
	Investing Activities		-210.6	-117.0		-286.6	-76.0							
	Financing Activities		-33.6	+22.9		2.8	+36.4							
	Cash Balance		661.1	-49.4		710.6	+49.5							
Operating results by Business	M/C	Sales		230.3	-24.5	-9.6%	266.6	+36.3	+15.8%					
		Operating Income margin		-11.9	-9.5	-	0.1	+12.0	-					
	A/M	Sales		2,297.8	+88.8	+4.0%	2,615.7	+317.9	+13.8%					
		Operating Income margin		150.6	+36.1	+31.5%	179.3	+28.7	+19.0%					
	M/P	Sales		50.2	+1.8	+3.6%	56.0	+5.8	+11.6%					
		Operating Income margin		5.9	-1.3	-17.7%	8.3	+2.4	41.5%					
Operating results by Geographical Areas	Japan	Sales		1,552.1	+5.9	+0.4%	1,701.7	+149.6	+9.6%					
		Operating Income margin		102.5	+22.9	+28.8%	134.5	+32.0	+31.2%					
	Europe	Sales		258.3	-48.4	-15.8%	376.5	+118.2	+45.8%					
		Operating Income margin		-1.1	-3.3	-	4.2	+5.3	-					
	Asia	Sales		981.0	+111.8	+12.9%	1,175.4	+194.4	+19.8%					
		Operating Income margin		38.1	+6.5	+20.5%	59.4	+21.3	+56.1%					
	Others	Sales		169.1	-8.3	-4.7%	151.0	-18.1	-10.7%					
		Operating Income margin		3.1	+0.5	+19.1%	0.2	-2.9	-92.1%					
	Number of Consolidated Subsidiaries		135	-3		133	-2							
	Number of Affiliates with applicator of equity method		37	±0		37	±0							
	Number of Employees		55,948	+1,464		57,749	+1,801							

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

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

9 May 2014

SUZUKI MOTOR CORPORATION

(Thousand units)

	FY2012 (Apr.2012- Mar. 2013)	FY2013							FY2014 full-year forecast (April 2014 - March 2015)		
		(Apr.-Dec. 2013)	(January - March 2014)		(April 2013 - March 2014)			(April 2014 - March 2015)			
			Change	Ratio	Change	Ratio	Change	Ratio	Change	Ratio	
Domestic	53	39	14	+1	+6.6%	53	+1	+1.6%	54	+1	+1.2%
Export	116	95	32	-7	-17.0%	127	+11	+9.5%	110	-17	-13.4%
Domestic production (Including ATVs)	169	134	46	-6	-11.0%	180	+12	+7.0%	164	-16	-9.1%
(ATVs only)	17	9	3	-0	-9.0%	12	-5	-26.7%	11	-1	-11.7%
Europe	13	-	-	-4	-	-	-13	-	-	-	-
North America	6	4	1	+0	+5.7%	5	-0	-5.2%	6	+1	+10.0%
China	904	560	156	-32	-17.0%	716	-187	-20.7%	/		
Indonesia	385	311	70	-33	-32.2%	381	-4	-1.1%			
India	419	277	84	-17	-16.8%	362	-58	-13.8%			
Others	284	248	66	-12	-14.8%	315	+31	+10.8%			
Asia	1,992	1,397	377	-94	-19.9%	1,774	-218	-11.0%	1,843	+69	+3.9%
Others	90	82	21	-2	-7.7%	103	+13	+14.4%	94	-9	-8.6%
Overseas production (Including ATVs)	2,100	1,483	399	-99	-19.9%	1,882	-218	-10.4%	1,943	+61	+3.2%
(ATVs only)	8	7	2	-0	-1.8%	9	+1	+11.9%	8	-1	-11.4%
Production Total (Including ATVs)	2,269	1,617	446	-105	-19.1%	2,063	-206	-9.1%	2,107	+44	+2.2%
(ATVs only)	25	17	5	-0	-6.6%	21	-4	-14.3%	19	-2	-11.6%
Domestic sales	76	55	19	-2	-11.5%	74	-2	-2.9%	75	+1	+1.5%
Europe	47	36	11	+2	+19.9%	48	+0	+0.9%	49	+1	+3.1%
North America	44	32	10	-2	-19.6%	41	-3	-7.2%	45	+4	+9.3%
China	802	457	164	-1	-0.9%	620	-182	-22.7%	/		
Indonesia	389	297	83	-14	-14.4%	380	-9	-2.3%			
India	414	276	80	-19	-18.9%	356	-58	-13.9%			
Others	306	212	69	-12	-14.3%	281	-25	-8.1%			
Asia	1,911	1,242	396	-46	-10.3%	1,638	-273	-14.3%	1,731	+93	+5.7%
Others	233	179	48	-3	-6.4%	227	-6	-2.6%	213	-14	-6.1%
Overseas sales	2,236	1,489	464	-49	-9.6%	1,953	-282	-12.6%	2,038	+85	+4.3%
Sales Total (Including ATVs)	2,312	1,544	483	-52	-9.7%	2,027	-284	-12.3%	2,113	+86	+4.2%
(ATVs only)	22	17	5	-0	-8.6%	22	-0	-0.1%	20	-2	-9.8%

	FY2012 (Apr.2012- Mar. 2013)	FY2013							FY2014 full-year forecast (April 2014 - March 2015)		
		(Apr.-Dec. 2013)	(January - March 2014)		(April 2013 - March 2014)			(April 2014 - March 2015)			
			Change	Ratio	Change	Ratio	Change	Ratio	Change	Ratio	
Mini cars	593	465	171	+29	+20.1%	636	+43	+7.3%	627	-9	-1.5%
Sub-compact and standard-sized vehicles	86	57	22	+4	+20.3%	79	-6	-7.1%	74	-5	-6.9%
Export	184	116	35	-8	-18.6%	151	-33	-17.8%	131	-20	-13.2%
OEM	182	85	47	-2	-3.8%	131	-51	-27.8%	157	+26	+19.7%
Domestic production	1,044	723	275	+23	+9.0%	998	-46	-4.4%	989	-9	-0.9%
(CBU)	1,001	695	266	+24	+9.8%	961	-40	-4.0%	953	-8	-0.9%
Europe	151	124	48	+10	+27.9%	171	+21	+13.7%	151	-20	-11.9%
China	252	152	70	-3	-4.7%	222	-30	-12.0%	/		
Indonesia	149	142	46	+7	+16.7%	188	+39	+26.1%			
Thailand	33	41	6	-7	-52.8%	47	+14	+41.6%			
India	1,169	827	326	-19	-5.4%	1,153	-16	-1.3%			
Others	80	56	20	+0	+0.5%	76	-4	-5.3%			
Asia	1,683	1,218	467	-22	-4.5%	1,686	+3	+0.1%	1,791	+105	+6.3%
Others	0	2	0	-0	-22.5%	2	+1	+368.5%	2	+0	+6.7%
Overseas production	1,834	1,344	515	-12	-2.3%	1,859	+25	+1.3%	1,944	+85	+4.6%
Production Total	2,878	2,067	790	+11	+1.4%	2,857	-22	-0.7%	2,933	+76	+2.7%
Mini cars	586	452	195	+25	+14.4%	647	+61	+10.3%	600	-47	-7.3%
Sub-compact and standard-sized vehicles	85	56	25	+2	+8.9%	81	-4	-5.0%	75	-6	-7.6%
Domestic sales	672	508	220	+27	+13.8%	728	+56	+8.4%	675	-53	-7.3%
Europe	197	147	58	+8	+16.2%	205	+8	+4.0%	208	+3	+1.6%
China	253	164	70	+2	+2.5%	233	-20	-7.8%	(Supplement) Full-year sales in India are expected to increase 3% compared to previous fiscal year		
Indonesia	139	123	43	+6	+15.4%	165	+26	+18.9%			
Thailand	33	35	5	-5	-47.7%	40	+8	+24.0%			
India	1,051	755	299	-10	-3.3%	1,054	+3	+0.3%			
Others	112	77	28	+1	+3.4%	105	-7	-6.5%			
Asia	1,588	1,154	444	-7	-1.5%	1,598	+10	+0.6%	1,690	+92	+5.8%
Others	204	137	43	-7	-14.5%	180	-24	-11.6%	183	+3	+1.5%
Overseas sales	1,989	1,438	545	-6	-1.1%	1,983	-6	-0.3%	2,081	+98	+5.0%
Sales Total	2,661	1,946	765	+21	+2.8%	2,711	+50	+1.9%	2,756	+45	+1.7%
OEM Sales (Not included in figures above)	211	100	51	-2	-3.3%	151	-60	-28.4%			

* 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

<Reference for FY2013 (The 148th Fiscal Year)> [Non-Consolidated]

May 9, 2014
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2012			FY2013			
		April 2012 - March 2013			April 2013 - March 2014			
			Change	Ratio		Change	Ratio	
Net Sales		1,422.6	+39.3	+2.8%	1,498.9	+76.3	+5.4%	
	Domestic Sales	911.5	+87.6	+10.6%	929.9	+18.4	+2.0%	
	Overseas Sales	511.1	-48.3	-8.6%	569.0	+57.9	+11.3%	
Operating Income margin		76.4 (5.4%)	+26.3	+52.6%	97.0 (6.5%)	+20.6	+26.9%	
Ordinary Income margin		76.7 (5.4%)	+26.8	+53.9%	99.3 (6.6%)	+22.6	+29.4%	
Net Income margin		36.4 (2.6%)	+20.6	+129.7%	67.2 (4.5%)	+30.8	+84.6%	
General View		Increased sales for the first time in 2 periods Increased income for 4 consecutive fiscal year Highest ever operating and ordinary income			Increased sales for 2 consecutive periods Increased income for 5 consecutive fiscal year Highest ever income and margin			
Factors of change in Operating Income	Factors of Increase	Change in sales, model mix		+36.5	Effect of ForEX rates		+32.9	
		Cost reduction		+12.0	Cost reduction		+9.8	
		Effect of ForEX rates		+4.3	Change in sales, model mix		+3.4	
		Decrease of depreciation		+2.9	Decrease of depreciation		+2.0	
	Total				+55.7	Total		+48.1
	Factors of Decrease	Increase of various expenses				-24.4	Increase of R&D expenses	
Increase of R&D expenses				-5.0	Increase of various expenses		-13.4	
Total				-29.4	Total		-27.5	
Foreign Exchange Rates		USD	83 Yen	+4 Yen	(Effect of ForEX rates) +2.9	100 Yen	+17 Yen	(Effect of ForEX rates) +7.0
		EUR	107 Yen	-2 Yen	-1.1	134 Yen	+27 Yen	+18.8
Capital Expenditures		46.8	+19.9		48.2	+1.4		
Depreciation		35.6	-2.9		33.6	-2.0		
R&D Expenses		99.2	+5.0		113.3	+14.1		
Interest-bearing debt		310.6	-20.1		303.2	-7.4		
Cash Dividends per share		Interim	8 Yen	+1 Yen		10 Yen	+2 Yen	FY 2014 (Plan) Annual 24 Yen (Interim 10 Yen)
		Year-end	10 Yen	+2 Yen		(Plan) 14 Yen	+4 Yen	
		Annual	18 Yen	+3 Yen		(Plan) 24 Yen	+6 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.

*"General view" mentioned in the "Reference[Consolidated]" and "Reference [Non-consolidated]" are based on the results of and after FY1977 when consolidated results were first disclosed.

* 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).