

<Reference for FY2014 (The 149th Fiscal Year) First Three Months> [Consolidated]

1 August 2014
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2013 first three months April - June 2013			FY2014 first three months April - June 2014			Full-year forecast April 2014 - March 2015		
			Change	Ratio		Change	Ratio		Change	Ratio
Net Sales		675.8	+31.0	+4.8%	710.4	+34.6	+5.1%	3,000.0	+61.7	+2.1%
Domestic Sales		240.2	-26.8	-10.0%	256.0	+15.8	+6.6%	1,050.0	-82.7	-7.3%
Suzuki brand		216.0	-4.7	-2.1%	221.7	+5.7	+2.6%	910.0	-97.5	-9.7%
OEM sales		24.2	-22.1	-47.8%	34.3	+10.1	+41.9%	140.0	+14.8	+11.8%
Overseas Sales		435.6	57.8	+15.3%	454.4	+18.8	+4.3%	1,950.0	+144.4	+8.0%
Operating Income Margin		44.1	+8.5	+23.7%	50.9	+6.8	+15.5%	188.0	+0.3	+0.1%
6.5%					7.2%			6.3%		
Ordinary Income Margin		47.2	+7.0	+17.3%	59.3	+12.1	+25.7%	198.0	+0.2	+0.1%
7.0%					8.3%			6.6%		
Net Income Margin		27.0	+2.5	+10.5%	37.5	+10.5	+38.8%	115.0	+7.5	+7.0%
4.0%					5.3%			3.8%		
General View		Higher earnings on higher sales			Higher earnings on higher sales			Unchanged earnings on higher sales		
Factors of change in Operating Income	Factors of Increase		Effect of ForEX rates		+17.7		Change in sales, model mix		+15.1	
			Cost reduction		+2.2		Cost reduction		+2.6	
			Total		+19.9		Effect of ForEX rates		+0.5	
							Total		+18.2	
	Factors of Decrease		Increase of various expenses		-8.9		Increase of depreciation		-7.1	
			Increase of R&D expenses		-1.4		Increase of R&D expenses		-2.8	
		Change in sales, model mix		-0.9		Increase of various expenses		-1.5		
		Increase of depreciation		-0.2		Total		-11.4		
		Total		-11.4		Total		-11.4		
		Total		-28.0		Total		-28.0		
Foreign Exchange Rates and Effect on Operating Income		USD	99 Yen	+19Yen	Effect	+2.2	102 Yen	+3Yen	Effect	+0.3
		EUR	129 Yen	+26Yen		+4.5	140 Yen	+11Yen		+2.1
		INR	1.79 Yen	+0.29Yen		+4.8	1.72 Yen	-0.07Yen		-1.1
		100IDR	1.02 Yen	+0.15Yen		+2.0	0.88 Yen	-0.14Yen		-1.4
		THB	3.16 Yen	+0.60Yen		+1.0	3.15 Yen	-0.01Yen		-0.0
Capital Expenditures		41.6	+8.8		42.6	+1.0		230.0	+16.4	
Depreciation Expenses		23.8	+0.2		30.9	+7.1		125.0	+7.8	
R&D Expenses		25.2	+1.4		28.0	+2.8		130.0	+2.9	
Interest-bearing debt		431.3	-0.5		443.3	+12.0				
Cash Flows	Operating Activities		65.9	+5.8		29.4	-36.5			
	Investing Activities		-21.4	-1.6		-12.8	+8.6			
	Financing Activities		-1.7	+6.1		-1.7	-0.0			
	Cash Balance		708.1	-31.6		721.5	+13.4			
Operating results by Business	M/C	Sales		70.5	+11.0	+18.5%	65.6	-4.9	-6.9%	
		Operating Income Margin		-2.7	+0.8	-	1.0	+3.7	-	
				-			1.5%			
	A/M	Sales		590.8	+18.9	+3.3%	629.0	+38.2	+6.5%	
		Operating Income Margin		44.8	+7.3	+19.3%	47.3	+2.5	+5.8%	
				7.6%			7.5%			
	M/P	Sales		14.5	+1.1	+8.8%	15.8	+1.3	+8.4%	
		Operating Income Margin		2.0	+0.4	+25.0%	2.6	+0.6	+31.8%	
		13.4%			16.3%					
Operating results by Geographical Areas	Japan	Sales		391.1	-12.9	-3.2%	425.2	+34.1	+8.7%	
		Operating Income Margin		30.8	+3.3	+12.0%	33.8	+3.0	+9.9%	
				7.9%			8.0%			
	Europe	Sales		70.9	+4.7	+7.1%	113.8	+42.9	+60.4%	
		Operating Income Margin		-2.6	-1.3	-	0.5	+3.1	-	
				-			0.5%			
	Asia	Sales		293.9	+60.4	+25.9%	294.0	+0.1	+0.0%	
		Operating Income Margin		19.9	+10.7	+116.4%	15.1	-4.8	-24.3%	
				6.8%			5.1%			
	Others	Sales		40.5	-2.6	-6.2%	39.6	-0.9	-2.2%	
		Operating Income Margin		-0.5	-0.7	-	0.7	+1.2	-	
				-			1.9%			
Number of Consolidated Subsidiaries		135	+0		133	-2				
Number of Affiliates with application of equity method		37	+1		37	+0				
Number of Employees		56,959	+1,520		57,782	+823				

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

<Reference for FY2014 (The 149th Fiscal Year) First Three months> [Units (Production & Sales)]

1 August 2014
SUZUKI MOTOR CORPORATION
(Thousand units)

<Motorcycles and ATVs>	FY2013 first three months April - June 2013			FY2014 first three months April - June 2014			FY2014 full-year forecast April 2014 - March 2015		
		Change	Ratio		Change	Ratio		Change	Ratio
Domestic	11	-3	-20.9%	14	+3	+24.7%	54	+1	+1.2%
Export	30	+8	+36.8%	23	-8	-25.1%	110	-17	-13.4%
Domestic production (Including ATVs)	42	+5	+14.3%	37	-5	-11.7%	164	-16	-9.1%
(ATVs only)	4	-1	-19.5%	3	-1	-20.3%	11	-1	-11.7%
North America	2	-0	-6.6%	1	-0	-16.7%	6	+1	+10.0%
China	189	-43	-18.7%	172	-16	-8.7%			
Indonesia	102	-1	-0.7%	90	-12	-12.0%			
India	80	-11	-12.0%	86	+6	+7.7%			
Others	75	-5	-6.3%	63	-12	-15.5%			
Asia	446	-60	-11.9%	412	-34	-7.7%	1,843	+99	+5.7%
Others	23	+5	+31.1%	17	-5	-23.6%	94	-9	-8.6%
Overseas production (including ATVs)	470	-55	-10.4%	430	-40	-8.5%	1,943	+91	+4.9%
(ATVs only)	2	-0	-9.6%	2	-0	-21.6%	8	-1	-11.4%
Production Total (Including ATVs)	512	-50	-8.8%	467	-45	-8.7%	2,107	+74	+3.7%
(ATVs only)	6	-1	-16.2%	5	-1	-20.7%	19	-2	-11.6%
Domestic sales	18	-1	-5.7%	17	-0	-1.7%	75	+1	+1.5%
Europe	18	+1	+3.4%	16	-3	-14.4%	49	+1	+2.4%
North America	14	-1	-7.5%	15	+1	+8.7%	45	+4	+9.3%
China	144	-60	-29.2%	143	-1	-0.9%			
Indonesia	112	+16	+17.0%	83	-28	-25.4%			
India	83	-9	-10.2%	80	-3	-4.2%			
Others	72	-2	-2.5%	67	-5	-6.5%			
Asia	411	-55	-11.8%	373	-38	-9.2%	1,731	+93	+5.7%
Others	53	-2	-4.1%	49	-3	-6.4%	213	-14	-6.1%
Overseas sales	496	-57	-10.4%	453	-43	-8.6%	2,038	+84	+4.3%
Sales Total (Including ATVs)	514	-59	-10.2%	471	-43	-8.3%	2,113	+85	+4.2%
(ATVs only)	5	-0	-1.5%	5	+0	+0.6%	20	-2	-10.4%

<Automobiles>	FY2013 first three months April - June 2013			FY2014 first three months April - June 2014			FY2014 full-year forecast April 2014 - March 2015		
		Change	Ratio		Change	Ratio		Change	Ratio
Minivehicles	152	-10	-6.4%	175	+23	+15.2%	627	-9	-1.5%
Sub-compact and standard-sized vehicles	17	-10	-35.7%	19	+2	+10.4%	74	-5	-6.9%
Export	43	-4	-8.5%	38	-5	-12.1%	131	-20	-13.2%
OEM	25	-23	-48.0%	37	+12	+46.5%	157	+26	+19.7%
Domestic production (Including CBU)	237	-47	-16.6%	269	+31	+13.2%	989	-9	-0.9%
(CBU only)	227	-45	-16.6%	257	+30	+13.1%	953	-8	-0.9%
Europe	30	-8	-20.7%	46	+16	+52.5%	151	-20	-11.9%
China	48	-16	-24.4%	73	+25	+51.8%			
Indonesia	43	+11	+35.6%	42	-1	-3.0%			
Thailand	12	+9	+268.0%	3	-9	-76.6%			
India	268	-32	-10.7%	305	+37	+13.6%			
Others	22	-7	-23.1%	21	-1	-4.8%			
Asia	394	-34	-8.0%	443	+50	+12.7%	1,791	+105	+6.3%
Others	1	+1	-	1	+0	+16.0%	2	+0	+6.7%
Overseas production	424	-42	-8.9%	490	+66	+15.5%	1,944	+85	+4.6%
Production Total	661	-89	-11.8%	759	+97	+14.7%	2,933	+76	+2.7%
Minivehicles	148	+0	+0.2%	165	+17	+11.2%	600	-47	-7.3%
Sub-compact and standard-sized vehicles	19	-5	-21.7%	19	+0	+0.3%	75	-6	-7.6%
Domestic sales	167	-5	-2.9%	184	+17	+10.0%	675	-53	-7.3%
Europe	49	-6	-11.3%	49	+0	+0.4%	208	+3	+1.6%
China	53	-7	-12.1%	67	+14	+25.8%			
Indonesia	37	+8	+28.2%	40	+3	+7.7%			
Thailand	12	+7	+144.7%	6	-6	-49.8%			
India	245	-18	-6.8%	271	+25	+10.3%			
Others	27	-12	-30.9%	29	+2	+8.2%			
Asia	374	-22	-5.5%	413	+38	+10.2%	1,690	+94	+5.9%
Others	45	-5	-9.7%	45	-0	-0.7%	183	+3	+1.5%
Overseas sales	469	-33	-6.6%	507	+38	+8.1%	2,081	+100	+5.0%
Sales Total	636	-38	-5.7%	691	+55	+8.6%	2,756	+47	+1.7%
OEM Sales (Not included in figures above)	31	-29	-48.2%	43	+12	+38.5%			

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

* Automobiles sales are SUZUKI brand vehicles (Including license-built vehicles in part). Overseas sales of FY 2014 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 and Indian Rupee/Yen rate).