

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

November 1, 2013
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2012			FY2013			Full-year forecast			Previous Forecast April 2013 -March 2014
		April 2012 - September 2012			April 2013- September 2013			April 2013 - March 2014			
			Change	Ratio		Change	Ratio		Change	Ratio	
Net Sales		1,226.8	+0.6	+0.1%	1,370.2	+143.4	+11.7%	2,800.0	+221.7	+8.6%	2,800.0
Domestic Sales		515.1	+66.4	+14.8%	504.3	-10.8	-2.1%	1,000.0	-40.9	-3.9%	980.0
Suzuki brand		428.6	+54.5	+14.5%	455.4	+26.8	+6.3%	890.0	+21.9	+2.5%	880.0
OEM sales		86.5	+11.9	+16.0%	48.9	-37.6	-43.5%	110.0	-62.8	-36.4%	100.0
Overseas Sales		711.7	-65.8	-8.5%	865.9	+154.2	+21.7%	1,800.0	+262.6	+17.1%	1,820.0
Operating Income		66.1	+1.4	+2.2%	90.3	+24.2	+36.5%	170.0	+25.4	+17.6%	165.0
Margin		5.4%			6.6%			6.1%			5.9%
Ordinary Income		70.0	+2.4	+3.6%	92.4	+22.4	+32.0%	180.0	+24.4	+15.7%	180.0
Margin		5.7%			6.7%			6.4%			6.4%
Net Income		41.9	+9.9	+30.9%	51.7	+9.8	+23.3%	100.0	+19.6	+24.4%	100.0
Margin		3.4%			3.8%			3.6%			3.6%
General View		Higher earnings on unchanged sales			Increased sales 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		Change in sales, model mix		+18.4		Effect of ForEX rates		+42.5		+42.0
			Cost reduction		+8.3		Change in sales, model mix		+17.8		+28.0
			Decrease of depreciation		+1.8		Cost reduction		+9.2		-2.6
			Total		+28.5		Total		+61.2		+90.4
	Factors of Decrease		Effect of ForEX rates		-16.9		Increase of various expenses		-29.4		-38.0
			Increase of R&D expenses		-6.3		Increase of depreciation		-5.9		-16.0
		Increase of expenses		-3.9		Increase of R&D expenses		-1.7		-11.0	
		Total		-27.1		Total		-37.0		-65.0	
Foreign Exchange Rates and Effect on Operating Income	USD	79 Yen	-1 Yen	-0.1	99 Yen	+20 Yen	+4.1	97 Yen	(2nd half) 95 Yen	+6.5	96 Yen
	EUR	101 Yen	-13 Yen	-3.5	130 Yen	+29 Yen	+9.6	127 Yen	125 Yen	+13.9	126 Yen
	INR	1.47 Yen	-0.32 Yen	-9.4	1.70 Yen	+0.23 Yen	+8.2	1.65 Yen	1.60 Yen	+7.6	1.65 Yen
	100IDR	0.85 Yen	-0.09 Yen	-1.7	0.98 Yen	+0.13 Yen	+3.5	0.94 Yen	0.90 Yen	+3.2	0.97 Yen
	THB	2.55 Yen	-0.11 Yen	-0.1	3.21 Yen	+0.66 Yen	+2.5	3.10 Yen	3.00 Yen	+3.9	3.10 Yen
Capital Expenditures		77.0	+21.9		101.0	+24.0		240.0	+70.7		240.0
Depreciation Expenses		45.8	-1.8		51.7	+5.9		110.0	+16.3		110.0
R&D Expenses		57.8	+6.3		59.5	+1.7		130.0	+10.7		130.0
Interest-bearing debt		433.4	-3.4		421.4	-12.0					
Cash Flows	Operating Activities	85.0	-46.4		164.3	+79.3					
	Investing Activities	-65.9	-68.2		-82.5	-16.6					
	Financing Activities	-8.9	+40.8		-12.9	-4.0					
	Cash Balance	716.7	+5.8		733.7	+17.0					
Operating results by Business	M/C	Sales	112.7	-25.0	-18.1%	138.6	+25.9	+22.9%			
		Operating Income	-5.9	-6.6	-	-1.0	+4.9	-			
		Margin	-			-					
	A/M	Sales	1,089.1	+27.1	+2.5%	1,203.5	+114.4	+10.5%			
		Operating Income	69.2	+8.9	+14.9%	87.1	+17.9	+25.8%			
		Margin	6.4%			7.2%					
	M/P	Sales	25.0	-1.5	-5.5%	28.1	+3.1	+12.2%			
		Operating Income	2.8	-0.9	-25.1%	4.2	+1.4	+49.8%			
		Margin	11.1%			14.9%					
Operating results by Geographical Areas	Japan	Sales	768.2	+23.9	+3.2%	792.2	+24.0	+3.1%			
		Operating Income	54.4	+15.6	+40.3%	66.4	+12.0	+21.9%			
		Margin	7.1%			8.4%					
	Europe	Sales	128.3	-34.9	-21.4%	149.9	+21.6	+16.8%			
		Operating Income	-2.3	-3.5	-	-3.5	-1.2	-			
		Margin	-			-					
	Asia	Sales	425.6	-2.0	-0.4%	581.0	+155.4	+36.5%			
		Operating Income	11.4	-7.2	-38.7%	35.0	+23.6	+207.2%			
		Margin	2.7%			6.0%					
	Others	Sales	84.0	-	-	78.2	-5.8	-7.0%			
		Operating Income	0.9	-	-	-0.8	-1.7	-			
		Margin	1.1%			-					
Number of Consolidated Subsidiaries		135	-4		135	0					
Number of Affiliates with application of equity method		36	-2		37	+1					
Number of Employees		55,574	+1,285		57,545	+1,971					

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

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

November 1, 2013
SUZUKI MOTOR CORPORATION

		FY2012 first six months (Apr.-Sep. 2012)	FY2013 first six months						FY2013 full-year forecast (April 2013 - March 2014)			Revised units from previous forecast	
			2013. (Apr.-Jun.)		July - September 2013		April - September 2013		Change	Ratio	Ratio		
			Apr.-Jun.	July	Change	Ratio	April	Change					Ratio
Motorcycles and ATVs>	Domestic	28	11	14	+1	+5.7%	25	-2	-8.0%	53	+0	+0.9%	
	Export	44	30	29	+7	+31.7%	60	+15	+34.3%	133	+17	+14.7%	-4
	Domestic production (Including ATVs)	72	42	43	+8	+22.0%	85	+13	+18.1%	186	+17	+10.4%	-4
	(ATVs only)	9	4	3	-1	-28.4%	7	-2	-23.8%	13	-4	-23.5%	-2
	Europe	6	-	-	-2	-	-	-6	-	-	-13	-	
	North America	3	2	1	-1	-47.2%	2	-1	-24.8%	5	-1	-13.1%	-2
	China	473	189	175	-65	-27.1%	364	-108	-22.9%	/			/
	Indonesia	188	102	118	+33	+39.2%	220	+33	+17.3%				
	India	207	80	104	-12	-10.6%	184	-23	-11.2%				
	Others	147	75	97	+29	+43.9%	171	+24	+16.4%				
	Asia	1,015	446	494	-15	-2.9%	940	-75	-7.4%	1,906	-86	-4.3%	-111
	Others	40	23	31	+5	+18.4%	54	+14	+34.9%	117	+27	+30.1%	-2
	Overseas production (Including ATVs)	1,064	470	526	-13	-2.4%	996	-68	-6.4%	2,028	-72	-3.4%	-115
	(ATVs only)	5	2	2	-0	-11.5%	4	-0	-10.6%	9	+1	+11.4%	-1
	Production Total (Including ATVs)	1,136	512	570	-5	-0.9%	1,081	-55	-4.8%	2,214	-55	-2.4%	-119
	(ATVs only)	14	6	5	-2	-22.3%	11	-3	-19.3%	22	-3	-12.3%	-3
	Domestic sales	38	18	21	+2	+9.4%	38	+1	+1.9%	75	-1	-1.5%	+2
	Europe	32	18	12	-2	-13.0%	30	-1	-4.3%	50	+3	+5.8%	-1
	North America	25	14	10	-0	-0.1%	24	-1	-4.6%	45	+1	+1.4%	-11
	China	419	144	156	-59	-27.3%	301	-118	-28.2%	/			/
	Indonesia	190	112	104	+10	+10.9%	216	+26	+14.0%				
	India	207	83	102	-12	-10.2%	186	-21	-10.2%				
	Others	149	72	74	-2	-2.6%	145	-4	-2.4%				
Asia	965	411	437	-62	-12.4%	848	-117	-12.1%	1,753	-158	-8.3%	-180	
Others	118	53	63	-0	-0.4%	116	-2	-2.1%	238	+5	+2.2%		
Overseas sales	1,140	496	522	-64	-11.0%	1,018	-122	-10.7%	2,086	-150	-6.7%	-192	
Sales Total (Including ATVs)	1,177	514	543	-62	-10.3%	1,056	-121	-10.3%	2,161	-151	-6.5%	-190	
(ATVs only)	11	5	5	-1	-12.5%	10	-1	-7.8%	23	+1	+2.8%	-3	

		FY2012 first six months (Apr.-Sep. 2012)	FY2013 first six months						FY2013 full-year forecast (April 2013 - March 2014)			Revised units from previous forecast	
			2013. (Apr.-Jun.)		July - September 2013		April - September 2013		Change	Ratio	Ratio		
			Apr.-Jun.	July	Change	Ratio	April	Change					Ratio
Automobiles>	Mini vehicles	304	152	150	+8	+5.4%	302	-3	-0.9%	628	+35	+5.9%	+33
	Sub-compact and standard-sized vehicles	48	17	20	+0	+0.0%	38	-10	-20.3%	77	-9	-10.0%	+2
	Export	103	43	42	-13	-24.0%	85	-17	-16.9%	154	-30	-16.1%	+4
	OEM	90	25	25	-16	-39.4%	51	-40	-44.0%	132	-50	-27.4%	+9
	Domestic production	545	237	238	-22	-8.5%	476	-69	-12.7%	991	-53	-5.1%	+48
	(CBU)	522	227	228	-21	-8.6%	455	-67	-12.8%	953	-48	-4.8%	+50
	Europe	81	30	44	+1	+2.8%	74	-7	-8.2%	171	+20	+13.4%	-5
	China	113	48	44	-5	-11.2%	92	-21	-18.7%	/			/
	Indonesia	70	43	52	+13	+35.2%	95	+25	+35.4%				
	Thailand	10	12	16	+10	+148.9%	28	+18	+189.4%				
	India	525	268	283	+58	+25.9%	551	+26	+4.9%				
	Others	45	22	17	-0	-0.5%	39	-7	-14.7%				
	Asia	763	394	410	+75	+22.5%	804	+41	+5.4%	1,755	+72	+4.3%	-23
	Others	-	1	0	+0	-	1	+1	-	2	+2	-	
	Overseas production	843	424	455	+77	+20.4%	879	+35	+4.2%	1,928	+94	+5.1%	-28
	Production Total	1,388	662	693	+55	+8.6%	1,354	-34	-2.4%	2,919	+41	+1.4%	+20
	Mini vehicles	294	148	154	+7	+5.1%	302	+8	+2.7%	602	+16	+2.6%	+22
	Sub-compact and standard-sized vehicles	47	19	20	-3	-11.2%	39	-8	-16.7%	80	-5	-6.3%	
	Domestic sales	341	167	174	+5	+2.9%	341	-0	-0.0%	682	+10	+1.5%	+22
	Europe	104	49	49	-0	-0.1%	98	-6	-6.1%	211	+14	+7.2%	-9
	China	115	53	49	-6	-10.7%	102	-13	-11.4%	(Supplement) Full-year sales in India are expected to be unchanged compared to previous fiscal year			/
	Indonesia	64	37	42	+7	+21.3%	80	+16	+24.4%				
	Thailand	13	12	13	+6	+73.1%	25	+13	+100.4%				
India	473	245	242	+32	+15.1%	487	+14	+2.9%					
Others	63	27	26	+2	+6.8%	53	-10	-16.3%					
Asia	728	374	372	+40	+12.2%	747	+19	+2.5%	1,639	+51	+3.2%	-42	
Others	102	45	42	-10	-18.7%	87	-15	-14.3%	176	-28	-13.7%	+11	
Overseas sales	934	469	463	+31	+7.1%	932	-2	-0.2%	2,026	+37	+1.9%	-40	
Sales Total	1,275	636	637	+36	+5.9%	1,273	-2	-0.2%	2,708	+48	+1.8%	-18	

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).