<Reference for FY2015 (The 150th Fiscal Year) > [Consolidated]

10 May 2016 SUZUKI MOTOR CORPORATION

(Billions of yen)

											(Bill	ions of yen)
					FY2014			FY2015		F١	2016 Foreca	st
				April 20	014- March	2015	April 2	2015- March	2016	April 2	2016 - March	2017
					Change	Ratio		Change	Ratio		Change	Ratio
Net S	_			3,015.5	+77.2	+2.6%	3,180.7	+165.2	+5.5%	3,100.0	-80.7	-2.5%
	Do	mestic Sales		1,094.6	-38.1	-3.4%	1,047.9	-46.7	-4.3%	1,030.0	-17.9	-1.7%
		Suzuki branc	1	964.0	-43.5	-4.3%	944.7	-19.3	-2.0%	940.0	-4.7	-0.5%
		OEM sales		130.6	+5.4	+4.2%	103.2	-27.4	-20.9%	90.0	-13.2	-12.8%
	0v	verseas Sales		1,920.9	+115.3	+6.4%	2,132.8	+211.9	+11.0%	2,070.0	-62.8	-2.9%
Opera	atin	ig Income		179.4	-8.3	-4.4%	195.3	+15.9	+8.9%	180.0	-15.3	-7.8%
marg				6.0%			6.1%			5.8%		
Ordin	ary	Income		194.3	-3.5	-1.8%	209.1	+14.8	+7.6%	185.0	-24.1	-11.5%
marg			1	6.4%			6.6%			6.0%		
		me attributab	le to	96.9	-10.6	-9.9%	116.7	+19.8	+20.4%	93.0	-23.7	-20.3%
owne margi		of the parent		3.2%			3.7%			3.0%		
marg				5.2 /0			5.7 %			5.0 %		
Gene	ral	View		Lower earnings o	on higher sales		Higher earnings	on higher sale	S	Lower earnings	on lower sales	
	Fa	ctors of Incre	ase	Cost reduction		+27.2	Change in sales	, model mix	+58.6	Change in sale:	s, model mix	+54.7
				Effect of ForEX ra	ates		Cost reduction	,	+24.6	Cost reduction		+29.0
e Je				Decrease of R&D		+1.2			2			2010
ang(otal	+50.6	Total +83.2				Total	+83.7
Factors of change in Operating Income	2			Total		. 50.0			. 0.0.2			. 00.7
s of	Fai	ctors of Decre	2260	Increase of various expenses -			Increase of dep	reciation	-33.9	Effect of ForEX	-62.0	
tors	1 0	STOLD OF DECIS		Change in sales,			Increase of various expenses		-33.9 -25.4	Increase of various expenses		-82.0
Fac 0				Increase of depre			Increase of R&I	-	-25.4	Increase of R&	-	
⊆				increase of depic	eciation	-17.2			-	Increase of dep		-9.0
					otol	-58.9	Effect of ForEX		-2.9	increase of dep		-2.0 -99.0
				1	otal	-58.9 (Effect of		Total	-67.3 (Effect of		Total	-99.0 (Effect of
						ForEX rates)			ForEX rates)			ForEX rates)
Forei	gn I	Exchange	USD	110Yen	+10Yen	+3.4	120Yen	+10Yen	+4.2	105Yen	-15Yen	-7.2
Rates	;	-	EUR	139Yen	+5Yen	+3.1	133Yen	-6Yen	-6.3	120Yen	-13Yen	-13.4
			INR	1.81Yen	+0.13Yen	+9.6	1.85Yen	+0.04Yen	+3.9	1.60Yen	-0.25Yen	-26.6
			100 IDR	0.91Yen	-0.02Yen	-0.6	0.89Yen	-0.02Yen	-0.6	0.80Yen	-0.09Yen	-2.6
			THB	3.38Yen	+0.20Yen	+0.1	3.44Yen	+0.06Yen	-0.6	3.00Yen	-0.44Yen	+4.3
Capit	al E	xpenditures		194.5	-19.1		171.5	-23.0		220.0	+48.5	
•		ation Expense	S	134.4	+17.2		168.3	+33.9		170.0	+1.7	
		enses	-	125.9	-1.2		131.0	+5.1		140.0	+9.0	
		-bearing debt		554.7	+109.4		529.3	-25.4				
		perating Activi	ties	255.0	-67.9		294.1	+39.1				
lov		vesting Activit		-120.9	+165.7		-242.4	-121.5				
μ	-	nancing Activi		84.5	+81.7		-520.4	-604.9				
Cash Flows		ish Balance		932.3	+221.7		450.1	-482.2				/
	cu	Sales		250.5	-16.1	-6.0%		-16.6	-6.6%			
less	M/C			-0.7	-0.8	-	-10.2	-9.5	-			
usii	Σ	margin	come		0.0		-	5.5				
УВ		Sales		2,702.0	+86.3	. 2. 20/	2,878.5	. 170 5	+6.5%			
Operating results by Busine:	Σ	Operating Income				+3.3%		+176.5				/
esu	A			171.8	-7.5	-4.2%	192.6	+20.8	+12.1%			/
ng Li	L	margin		6.4%	-		6.7%	_				
atir	0	Sales		63.0	+7.0	+12.5%	68.3	+5.3	+8.3%			
per	M/P	Operating In	come	8.3	-0.0	-0.9%	12.9	+4.6	+55.8%			
		margin		13.1%			18.9%					
as	ч	Sales Operating Income margin Sales		1,765.0	+63.3	+3.7%	1,810.2	+45.2	+2.6%		/	
Are	pa			90.7	-43.8	-32.6%	84.8	-5.9	-6.5%		/	
cal	Ja			5.1%			4.7%				/	
phi	е			436.1	+59.6	+15.9%	550.5	+114.4	+26.2%		/	
gra	Europe	Operating In	come	5.1	+0.9	+23.2%	6.7	+1.6	+31.4%		/	
Geo	Eui	Sales Operating Income margin		1.2%		/	1.2%	2.0			/	
ру (-			1,306.2	+130.8	+11.1%	1,496.1	+189.9	+14.5%		/	
ts l	ia			1,306.2	+130.8	+11.1%		+189.9 +22.2	+14.5%	/	/	
nsé	As				+22.Z	+37.3%		+22.Z	+21.2%	/		
g re	<u> </u>			6.2%			6.9%			/		
atin	ers	Sales		159.2	+8.2	+5.4%	154.4	-4.8	-3.0%	/		
i u	the	Sales Operating Income margin		2.6	+2.4	+983.2%	2.4	-0.2	-7.2%	/		
le(0			1.6%			1.6%			/		
Operating results by Geographical Areas				100	±0		136	+3		/		
Numb			_	133	±01							
Numb Consc	olida	ated Subsidiarie	S	133								1
Numb Consc Numb	olida er o	ated Subsidiarie of Affiliates with		133 35	±0 -2		33	-2		/		
Numb Consc Numb applic	olida er o atio	ated Subsidiarie										

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

<Reference for FY2015 (The 150th Fiscal Year) > [Units (Production & Sales)]

10 May 2016 SUZUKI MOTOR CORPORATION

												(Thou	isand units)
			FY2014				FY2015				FY2016	6 full-year fo	precast
			(Apr.2014-	(AprDec.	(Janu	ary - March	2016)	(April 2	015 - March	n 2016)	(April 2	016 - March	n 2017)
			Mar. 2015)	2015)		Change	Ratio		Change	Ratio		Change	Ratio
		Domestic	49	25	7	-3	-30.6%	32	-18	-35.8%		+3	+10.5%
		Export	105	70	21	-7	-24.2%	91	-14	-13.3%	98	+7	+8.2%
		Domestic production	154	95	28	-10	-25.8%	122	-32	-20.5%	133	+11	+8.8%
		(Including ATVs)											
		(ATVs only)	12	10	3	+0	+0.4%	14	+2	+12.7%		-2	-11.4%
		North America	5	4	1	-0	-8.3%	4	-1	-15.0%	-	+2	+35.2%
		China	667	443	111	-36	-24.5%	554	-113	-16.9%			
		Indonesia	234	83	37	+13	+55.1%	120	-114	-48.7%	1		
		India	382	283	93	-5	-4.8%	377	-6	-1.5%			
		Others	271	168	59	-15	-20.3%	227	-44	-16.2%	/		
/s>		Asia	1,554	978	300	-42	-12.4%	1,278	-276	-17.8%	,	-37	-2.9%
AT		Others	85	58	16	-10	-38.1%	74	-12	-13.5%	66	-8	-10.6%
pu		Overseas production	1,645	1,040	316	-52	-14.1%	1,356	-289	-17.5%	1,313	-43	-3.2%
s a		(Including ATVs)											
/cle	Dr	(ATVs only) oduction Total	8	7	1	+0	+36.5%	9	+0	+4.3%	10	+1	+14.1%
<motorcycles and="" atvs=""></motorcycles>		ncluding ATVs)	1,799	1,135	344	-62	-15.2%	1,479	-320	-17.8%	1,446	-33	-2.2%
otc	(11	(ATVs only)	20	18	4	+0	+9.3%	22	+2	+9.3%	22	-0	-1.4%
≥ ×	Г	Domestic sales	67	47	14	-0	-3.2%	61	-6	-8.7%		+4	+6.5%
	-	Europe	45	38	14	-2	-14.7%	48	+3	+6.8%		+2	+4.3%
		North America	43	32	13	+2	+13.7%	40	+3	+6.3%		+1	+3.3%
		China	564	352	101	-38	-27.5%	453	-111	-19.7%		1.	13.5%
		Indonesia	223	78	22	-9	-28.7%	101	-123	-54.8%	1		
		India	341	245	68	-15	-18.2%	313	-27	-8.0%	4		
		Others	269	188	71	+2	+3.6%	259	-10	-3.6%			
		Asia	1,397	864	263	-60	-18.6%	1,126	-271	-19.4%	-	+24	+2.1%
		Others	212	164	52	-5	-8.4%	215	+3	+1.5%	,	-25	-11.8%
	0	Overseas sales	1,697	1,098	337	-65	-16.1%	1,435	-262	-15.4%		+2	+0.1%
		lles Total											
			1,764	1,145	351	-65	-15.7%	1,496	-268	-15.2%	1,502	+6	+0.4%
	(In												
	(In	ncluding ATVs) (ATVs only)	22	16	5	-0	-0.3%	22	-0	-0.2%	19	-3	-12.4%
	(In	(ATVs only)	22	16	5	-0	-0.3%	22	-0	-0.2%		-3	-12.4%
	(In		FY2014				FY2015		II		FY2016	6 full-year fo	precast
	(In		FY2014 (Apr.2014-	(AprDec.		ary - March	FY2015 2016)		015 - March	n 2016)	FY2016	6 full-year fo 016 - March	precast n 2017)
	(In		FY2014	(AprDec. 2015)			FY2015		II		FY2010 (April 2	6 full-year fo	precast
	(In	(ATVs only)	FY2014 (Apr.2014- Mar. 2015) 689	(AprDec. 2015) 442	(Janu 119	ary - March Change -64	FY2015 2016) Ratio -35.1%	(April 2 561	015 - March Change -128	n 2016) Ratio -18.5%	FY2010 (April 2 568	6 full-year fo 016 - March Change +7	precast n 2017) Ratio +1.2%
	(In	(ATVs only) Mini vehicles	FY2014 (Apr.2014- Mar. 2015)	(AprDec. 2015)	(Janu	ary - March : Change	FY2015 2016) Ratio	(April 2	015 - March Change	n 2016) Ratio	FY2010 (April 2 568	6 full-year fo 016 - March Change	precast n 2017) Ratio
	(In	(ATVs only) Mini vehicles Sub-compact and	FY2014 (Apr.2014- Mar. 2015) 689	(AprDec. 2015) 442	(Janu 119	ary - March Change -64	FY2015 2016) Ratio -35.1%	(April 2 561	015 - March Change -128	n 2016) Ratio -18.5%	FY2010 (April 2 568	6 full-year fo 016 - March Change +7	precast n 2017) Ratio +1.2%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles	FY2014 (Apr.2014- Mar. 2015) 689 76	(AprDec. 2015) 442 53	(Janu 119 21	ary - March Change -64 +1	FY2015 2016) Ratio -35.1% +3.1%	(April 2 561 74	015 - March Change -128 -2	2016) Ratio -18.5% -2.2%	FY2010 (April 2 568 98 142	6 full-year fo 016 - March Change +7 +24	precast 2017) Ratio +1.2% +32.5%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142	(AprDec. 2015) 442 53 88	(Janu 119 21 26 28	ary - March Change -64 +1 -9	FY2015 2016) Ratio -35.1% +3.1% -24.6%	(April 2 561 74 114	015 - March Change -128 -2 -35	2016) Ratio -18.5% -2.2% -23.4%	FY2010 (April 2 568 98 142 103	5 full-year fc 016 - March Change +7 +24 +28	precast 1 2017) Ratio +1.2% +32.5% +24.6%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055	(AprDec. 2015) 442 53 88 88 84	(Janu 119 21 26 28 194	ary - March Change -64 +1 -9 -5	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8%	(April 2 561 74 114 112	015 - March Change -128 -2 -35 -30	2016) Ratio -18.5% -2.2% -23.4% -21.3%	FY2010 (April 2 568 98 142 103 911	6 full-year fc 016 - March Change +7 +24 +28 -9	precast <u>a</u> 2017) Ratio +1.2% +32.5% +24.6% -7.9%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142	(AprDec. 2015) 442 53 88 88 84 667	(Janu 119 21 26 28	ary - March - Change -64 +1 -9 -5 -77	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3%	(April 2 561 74 114 112 861	015 - March Change -128 -2 -35 -30 -194	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4%	FY2010 (April 2 568 98 142 103 911 876	6 full-year fo 016 - March Change +7 +24 +28 -9 +50	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU)	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006	(AprDec. 2015) 442 53 88 88 84 667 641	(Janu 119 21 26 28 194 186	ary - March Change -64 +1 -9 -5 -77 -73	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1%	(April 2 561 74 114 112 861 827	015 - March Change -128 -2 -35 -30 -194 -179	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8%	FY2010 (April 2 568 98 142 103 911 876 191	5 full-year fo 016 - Marct Change +7 +24 +28 -9 +50 +49	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143	(AprDec. 2015) 442 53 88 88 84 667 641 141	(Janu 119 21 26 28 194 186 51	ary - March Change -64 +1 -9 -5 -77 -73 +7	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9%	(April 2 561 74 114 112 861 827 193	015 - March Change -128 -2 -35 -30 -194 -179 +50	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1%	FY2010 (April 2 568 98 142 103 911 876 191	5 full-year fo 016 - Marct Change +7 +24 +28 -9 +50 +49	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260	(AprDec. 2015) 442 53 88 88 84 667 641 141 112	(Janu 119 21 26 28 194 186 51 41	ary - March Change -64 +1 -9 -5 -77 -73 +7 -22	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.3% +16.9% -34.6%	(April 2 561 74 114 112 861 827 193 154	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1% -40.8%	FY2010 (April 2 568 98 142 103 911 876 191	5 full-year fo 016 - Marct Change +7 +24 +28 -9 +50 +49	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9%
		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29	(AprDec. 2015) 442 53 88 88 84 667 641 141 112 100	(Janu 119 21 26 28 194 186 51 41 30	ary - March Change -64 +1 -9 -5 -77 -73 +7 -22 -1	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.3% -28.1% +16.9% -34.6% -4.7%	(April 2 561 74 114 112 861 827 193 154 130	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1% -40.8% -17.8%	FY2010 (April 2 568 98 142 103 911 876 191	5 full-year fo 016 - Marct Change +7 +24 +28 -9 +50 +49	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9%
es>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158	(AprDec. 2015) 442 53 88 84 667 641 141 112 100 42	(Janu 119 21 26 28 194 186 51 41 30 13	ary - March Change -64 +1 -9 -5 -77 -73 +7 -22 -1 +1	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5%	(April 2 561 74 114 112 861 827 193 154 130 56	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1% -40.8% -17.8% +92.9%	FY2010 (April 2 568 98 142 103 911 876 191	5 full-year fo 016 - Marct Change +7 +24 +28 -9 +50 +49	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9%
biles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308	(AprDec. 2015) 442 53 88 84 667 641 141 112 100 42 1,049	(Janu 119 21 26 28 194 186 51 41 30 13 375	ary - March Change -64 +1 -9 -5 -77 -73 +7 -22 -1 +1 +1 +10	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1% -40.8% -17.8% +92.9% +8.9%	FY2010 (April 2 568 98 142 103 911 876 191	5 full-year fo 016 - Marct Change +7 +24 +28 -9 +50 +49	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9%
mobiles>		(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88	(AprDec. 2015) 442 53 88 84 667 641 141 112 100 42 1,049 105	(Janu 119 21 26 28 194 186 51 41 30 13 375 28	ary - March Change -64 +1 -9 -5 -77 -73 +7 -22 -1 +1 +10 +10 -0	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1% -40.8% +92.9% +8.9% +50.6%	FY2010 (April 2 568 98 142 103 911 876 191 2,047	5 full-year fc 016 - Marct Change +7 +24 +28 -9 +50 +49 -2	Drecast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9%
utomobiles>	C	(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88 1,842	(AprDec. 2015) 442 53 88 84 667 641 141 112 100 42 1,049 105 1,408	(Janu 119 21 26 28 194 186 51 41 30 13 375 28 488	ary - March Change -64 +1 -9 -5 -77 -73 +7 -22 -1 +1 +10 +10 -0 -13	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7% -2.6%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133 1,896	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45 +53	2016) Ratio -18.5% -2.2% -23.4% -21.3% -18.4% -17.8% +35.1% -40.8% +92.9% +8.9% +50.6% +2.9%	FY2010 (April 2 568 98 142 103 911 876 191 2,047 2	5 full-year fc 016 - Marct Change +7 +24 +28 -9 +50 +49 -2 +151	recast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9% +8.0%
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<automobiles></automobiles>	C	(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Dverseas production oduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88 1,842 3 1,988 3,043 679 76 756	(AprDec. 2015) 442 53 88 88 84 667 641 141 112 100 42 1,049 105 1,408 2 1,551 2,218 395 53 448	(Janu 119 21 26 28 194 186 51 41 30 13 375 28 488 0 539 733 154 28 182	ary - March Change -64 +11 -99 -55 -777 -733 +77 -222 -11 +11 +10 -00 -133 -11 -66 -833 -111 +4 -66	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7% -2.6% -1.7% -2.6% -1.1% -6.5% +18.4% -3.4%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133 1,896 2 2,090 2,951 549 81 630	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45 +53 -11 +103 -91 -130 +4 -126	2016) Ratio -18.5% -2.2% -23.4% -21.3% -17.8% +35.1% -40.8% +92.9% +8.9% +50.6% +2.9% -23.3% +5.2% -3.0% -19.2% +5.9% -16.6%	FY2010 (April 2 568 98 142 103 911 876 191 2,047 2,240 3,151 550 100 650	5 full-year fc 016 - Marct Change +77 +24 +28 -9 +50 +49 -2 +151 +00 +150 +200 +11 +19 +19 +20	recast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9% -0.9% +8.0% +0.4% +7.2% +6.8% +0.2% +23.5% +3.2%
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<automobiles></automobiles>	C	(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Dverseas production oduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88 1,842 3 1,988 3,043 679 76 756 195 253 148 20	(AprDec. 2015) 442 53 88 88 84 667 641 141 112 100 42 1,049 105 1,408 2 1,551 2,218 395 53 448 150 137 92 16	(Janu 119 21 26 28 194 186 51 41 30 13 375 28 488 0 539 733 154 28 182 57 49 28 55	ary - March Change -64 +11 -99 -55 -777 -73 +77 -222 -11 +11 +10 -00 -133 -11 -66 -833 -111 +4 -66 +44 -155 -3 +0	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7% -2.6% -76.8% -1.1% -10.1% -6.5% +18.4% -3.4% +7.5% -24.0% -8.4% +3.4%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133 1,896 2,090 2,951 549 81 630 207 186 120 21	015 - March Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45 +53 -11 +103 -91 -130 +4 -126 +12 -67 -29 +1	2016) Ratio -18.5% -2.2% -23.4% -21.3% -17.8% +35.1% -40.8% +35.1% -40.8% +92.9% +50.6% +2.9% -23.3% +5.2% -3.0% -19.2% +5.9% -16.6% +6.2% -26.5% -19.3% +7.3%	FY2010 (April 2 568 98 142 103 911 876 191 2,047 2,240 3,151 550 100 650 232 (Supplement Full-year sa expected to	5 full-year fc 016 - Marct Change +77 +24 +28 -9 +50 +49 -2 +151 +0 +150 +200 +11 +19 +20 +25 nt) ules in India p increase b	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9% -0.9% +8.0% +0.4% +7.2% +6.8% +0.2% +23.5% +3.2% +12.2% are y 7%
<automobiles></automobiles>	C	(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Overseas production oduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand Indonesia Thailand Indonesia	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88 1,842 3 1,988 3,043 679 76 756 195 253 148 20 1,171	(AprDec. 2015) 442 53 88 88 84 667 641 141 112 100 42 1,049 105 1,408 2 1,551 2,218 395 53 448 150 137 92 16 972	(Janu 119 21 26 28 194 186 51 41 30 13 375 28 488 0 539 733 154 28 182 57 49 28 533	ary - March Change -64 +11 -99 -55 -777 -733 +77 -222 -11 +11 +10 -00 -133 -11 +44 -66 -833 -111 +44 -66 +44 -155 -3 +0 +16	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7% -2.6% -1.7% -2.6% -1.1% -6.5% +18.4% +7.5% -24.0% -8.4% +3.4% +5.1%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133 1,896 2,090 2,951 549 81 630 207 186 120 21 1,305	015 - Marct Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45 +53 -1 +103 -91 -130 +4 -126 +12 -67 -29 +1 +135	2016) Ratio -18.5% -2.2% -23.4% -21.3% -17.8% +35.1% -40.8% -17.8% +92.9% +8.9% +50.6% +2.9% -23.3% +5.2% -3.0% -19.2% +5.9% -16.6% +6.2% -26.5% -19.3% +7.3% +11.5%	FY2010 (April 2 568 98 142 103 911 876 191 2,047 2,240 3,151 550 100 650 232 (Supplement Full-year sate expected to compared to	5 full-year fc 016 - Marct Change +77 +24 +28 -9 +50 +49 -2 +151 +0 +150 +200 +11 +19 +20 +25 nt) ules in India p increase b	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9% -0.9% +8.0% +0.4% +7.2% +6.8% +0.2% +23.5% +3.2% +12.2% are y 7%
<automobiles></automobiles>	C	(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Dverseas production oduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand Indonesia Thailand Indonesia	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88 1,842 3 1,988 3,043 679 766 195 253 148 20 1,171 129	(AprDec. 2015) 442 53 88 88 84 667 641 141 112 100 42 1,049 105 1,408 2 1,551 2,218 395 53 448 150 137 92 16 972 168	(Janu 119 21 26 28 194 186 51 41 30 13 375 28 488 0 539 733 154 28 182 57 49 28 182 57 49 28 533 41	ary - March Change -64 +11 -99 -55 -777 -733 +77 -222 -11 +11 +10 -00 -133 -11 +44 -66 -833 -111 +44 -66 +44 -155 -33 +0 +16 -4	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7% -2.6% -1.7% -2.6% -1.1% -6.5% +18.4% +3.4% +5.1% -8.7%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133 1,896 2,090 2,951 549 81 630 207 186 120 21 1,305 209	015 - Marct Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45 +53 -1 +103 -91 -130 +4 -126 +12 -67 -29 +1 +135 +80	2016) Ratio -18.5% -2.2% -23.4% -21.3% -17.8% +35.1% -40.8% -17.8% +92.9% +8.9% +50.6% +2.9% -23.3% +5.2% -3.0% -19.2% +5.9% -16.6% +6.2% -26.5% -19.3% +7.3% +11.5% +61.9%	FY2010 (April 2 568 98 142 103 911 876 191 2,047 2,240 3,151 550 100 650 232 (Supplement Full-year sate expected to compared to	5 full-year fc 016 - Marct Change +77 +24 +28 -9 +50 +49 -2 +150 +49 -2 +151 +00 +150 +200 +11 +19 +20 +25 nt) les in India o increase b o previous f	recast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9% -0.9% +8.0% +0.4% +7.2% +6.8% +0.2% +23.5% +12.2% are y 7% iscal year
<automobiles></automobiles>	C	(ATVs only) Mini vehicles Sub-compact and standard-sized vehicles Export OEM Domestic production (CBU) Europe China Indonesia Thailand India Others Asia Others Dverseas production oduction Total Mini vehicles Sub-compact and standard-sized vehicles Domestic sales Europe China Indonesia Thailand Indonesia Thailand Indonesia	FY2014 (Apr.2014- Mar. 2015) 689 76 149 142 1,055 1,006 143 260 158 29 1,308 88 1,842 3 1,988 3,043 679 76 756 195 253 148 20 1,171	(AprDec. 2015) 442 53 88 88 84 667 641 141 112 100 42 1,049 105 1,408 2 1,551 2,218 395 53 448 150 137 92 16 972	(Janu 119 21 26 28 194 186 51 41 30 13 375 28 488 0 539 733 154 28 182 57 49 28 533	ary - March Change -64 +11 -99 -55 -777 -733 +77 -222 -11 +11 +10 -00 -133 -11 +44 -66 -833 -111 +44 -66 +44 -155 -3 +0 +16	FY2015 2016) Ratio -35.1% +3.1% -24.6% -13.8% -28.3% -28.1% +16.9% -34.6% -4.7% +10.5% +2.6% -1.7% -2.6% -1.7% -2.6% -1.1% -6.5% +18.4% +7.5% -24.0% -8.4% +3.4% +5.1%	(April 2 561 74 114 112 861 827 193 154 130 56 1,424 133 1,896 2,090 2,951 549 81 630 207 186 120 21 1,305	015 - Marct Change -128 -2 -35 -30 -194 -179 +50 -106 -28 +27 +116 +45 +53 -1 +103 -91 -130 +4 -126 +12 -67 -29 +1 +135	2016) Ratio -18.5% -2.2% -23.4% -21.3% -17.8% +35.1% -40.8% -17.8% +92.9% +8.9% +50.6% +2.9% -23.3% +5.2% -3.0% -19.2% +5.9% -16.6% +6.2% -26.5% -19.3% +7.3% +11.5%	FY2010 (April 2 568 98 142 103 911 876 191 2,047 2,240 3,151 550 100 650 232 (Supplement Full-year sate expected to compared to 1,888	5 full-year fc 016 - Marct Change +77 +24 +28 -9 +50 +49 -2 +151 +0 +150 +200 +11 +19 +20 +25 nt) ules in India p increase b	precast 1 2017) Ratio +1.2% +32.5% +24.6% -7.9% +5.8% +5.9% -0.9% -0.9% +8.0% +0.4% +7.2% +6.8% +0.2% +23.5% +3.2% +12.2% are y 7%

2,867 150 739 28 2,861 112 OEM Sales (Not included in figures above -38 -25.5% -14.0% 84 -4 * Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan)

557

-1.5%

-1.9%

-8

-15

2,231

+120

-6

+5.7%

-0.2%

2,306

2,956

+75

+95

+3.4%

+3.3%

1,674

2,122

2,111

Overseas sales

Sales Total

* Sales are SUZUKI brand vehicles (Including license-built vehicles in part). Overseas sales of FY 2015 include forecast in part

<Reference for FY2015 (The 150th Fiscal Year)> [Non-Consolidated]

10 May 2016 SUZUKI MOTOR CORPORATION

(Billions of yen)

				FY2014			FY2015		
			Apri	2014 - March 2	2015	April 2015 - March 2016			
				Change	Ratio		Change	Ratio	
Net Sales			1,663.1	+164.2	+11.0%	1,609.1	-54.0) -3.3%	
	Domestic Sales		992.8	+62.9	+6.8%	846.8	-146.0) -14.7%	
	Overseas Sales		670.3	+101.3	+17.8%	762.3	+92.0) +13.7%	
		General trade	474.9	-27.2	-5.4%	433.7	-41.	2 -8.7%	
		Triangle trade	195.4	+128.5	+192.1%	328.6	+133.	2 +68.2%	
Operating Income			69.1	-27.9	-28.7%	51.8	-17.	3 -25.1%	
	margin		4.2%			3.2%			
Ordina	ry Income		74.7	-24.6	-24.8%	76.2	+1.	5 +2.0%	
	margin		4.5%			4.7%			
Net Inc	ome		51.2	-16.0	-23.8%	78.6	+27.	4 +53.4%	
	margin		3.1%			4.9%			
General View			Lower earnings o	n higher sales		Lower operating income on lower sales			
	Factors of Increas	se	Effect of ForEX ra	tes	+9.0	Decrease of various expenses +15.4			
			Cost reduction		+8.2	Cost reduction			
			Decrease of R&D	expenses	+5.2				
Factors of change in Operating Income				Total	+22.4	Total +2			
ors of eratin	Factors of Decrea	se	Increase of variou	us expenses	-45.0	Change in sales, model mix			
Fact in Ope			Increase of depre	eciation		Effect of ForEX ra	-22.4 -7.7		
			Change in sales,	model mix	-1.5	Increase of R&D	expenses	-4.9	
						Increase of depreciation -			
			Total -50.3				Total	-38.5	
Foreigr	n Exchange Rates	USD	110 Yen	+10 Yen	(Effect of ForEX rates) +3.3	120 Yen	+10 Yen	(Effect of ForEX rates) +4.1	
0	C .	EUR	140 Yen	+6 Yen	+2.9	133 Yen	-7 Yen	-6.0	
Capital Expenditures			50.2	+2.0		66.0	+15.8		
Deprec	iation		37.4	+3.8		40.9	+3.5		
R&D Ex	penses		108.1	-5.2		113.0	+4.9		
Interest-Bearing Debt			429.3	+126.1		391.6	-37.7		
Interim			10 Yen	±0 Yen		15 Yen	+5 Yen	FY 2016	
	ividends	Year-end	17 Yen	+3 Yen		(Plan) 17 Yen	±0 Yen	(Forecast) Annual 32 Yen	
per Share Annual			27 Yen	+3 Yen		(Plan) 32 Yen	+5 Yen	<pre>Annual 32 Fen (Interim 15 Yen)</pre>	

*"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 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).