

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

3 August 2015
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2014 first three months April - June 2014			FY2015 first three months April - June 2015			Full-year forecast April 2015 - March 2016				
			Change	Ratio		Change	Ratio		Change	Ratio		
Net Sales		710.4	+34.6	+5.1%	772.9	+62.5	+8.8%	3,100.0	+84.5	+2.8%		
Domestic Sales		256.0	+15.8	+6.6%	247.3	-8.7	-3.4%	950.0	-144.6	-13.2%		
Suzuki brand		221.7	+5.7	+2.6%	222.0	+0.3	+0.1%	860.0	-104.0	-10.8%		
OEM sales		34.3	+10.1	+41.9%	25.3	-9.0	-26.4%	90.0	-40.6	-31.1%		
Overseas Sales		454.4	+18.8	+4.3%	525.6	+71.2	+15.7%	2,150.0	+229.1	+11.9%		
Operating Income		50.9	+6.8	+15.5%	55.2	+4.3	+8.3%	190.0	+10.6	+5.9%		
Margin		7.2%			7.1%			6.1%				
Ordinary Income		59.3	+12.1	+25.7%	62.3	+3.0	+5.1%	200.0	+5.7	+2.9%		
Margin		8.3%			8.1%			6.5%				
Net income attributable to owners of the parent		37.5	+10.5	+38.8%	31.7	-5.8	-15.5%	110.0	+13.1	+13.6%		
Margin		5.3%			4.1%			3.5%				
General View		Higher earnings on higher sales			Higher operating income and ordinary income, lower net income attributable to owners of the parent on higher sales			Higher earnings on higher sales				
Factors of change in Operating Income	Factors of Increase	Change in sales, model mix		+15.1	Change in sales, model mix		+13.0	Cost reduction		+29.0		
		Cost reduction		+2.6	Effect of ForEX rates		+6.8	Change in sales, model mix		+15.6		
		Effect of ForEX rates		+0.5	Cost reduction		+2.0	Decrease of various expenses		+5.0		
		Total		+18.2	Total		+21.8	Total		+49.6		
		Factors of Decrease		Increase of depreciation		-7.1	Increase of various expenses		-7.2	Increase of depreciation		-26.0
			Increase of R&D expenses		-2.8	Increase of depreciation		-6.7	Effect of ForEX rates		-9.0	
			Increase of various expenses		-1.5	Increase of R&D expenses		-3.6	Increase of R&D expenses		-4.0	
	Total		-11.4		Total		-17.5		Total		-39.0	
	Foreign Exchange Rates and Effect on Operating Income		USD	102 Yen	+3 Yen	Effect +0.3	121 Yen	+19 Yen	Effect +2.1	115 Yen	+5 Yen	Effect +2.0
			EUR	140 Yen	+11 Yen	+2.1	134 Yen	-6 Yen	-1.5	125 Yen	-14 Yen	-9.8
		INR	1.72 Yen	-0.07 Yen	-1.1	1.93 Yen	+0.21 Yen	+4.9	1.85 Yen	+0.04 Yen	+3.5	
		100IDR	0.88 Yen	-0.14 Yen	-1.4	0.93 Yen	+0.05 Yen	+0.3	0.90 Yen	-0.01 Yen	-0.3	
		THB	3.15 Yen	-0.01 Yen	-0.0	3.66 Yen	+0.51 Yen	-0.8	3.50 Yen	+0.12 Yen	-0.7	
Capital Expenditures		42.6	+1.0		33.7	-8.9		180.0	-14.5			
Depreciation Expenses		30.9	+7.1		37.6	+6.7		160.0	+25.6			
R&D Expenses		28.0	+2.8		31.6	+3.6		130.0	+4.1			
Interest-Bearing Debt		443.3	-2.0	(compared to end of previous fiscal year)	471.2	-83.5	(compared to end of previous fiscal year)					
Cash Flows	Operating Activities		29.4	-36.5		82.5	+53.1					
	Investing Activities		-12.8	+8.6		-128.8	-116.0					
	Financing Activities		-1.7	-0.0		-94.6	-92.9					
	Cash Balance		721.5	+10.9	(compared to end of previous fiscal year)	793.4	-138.9	(compared to end of previous fiscal year)				
Operating results by Business	M/C	Sales		65.6	-4.9	-6.9%	60.9	-4.7	-7.2%			
		Operating Income		1.0	+3.7	-	-2.6	-3.6	-			
		Margin		1.5%			-					
	A/M	Sales		629.0	+38.2	+6.5%	691.9	+62.9	+10.0%			
		Operating Income		47.3	+2.5	+5.8%	53.6	+6.3	+13.2%			
		Margin		7.5%			7.7%					
M/P	Sales		15.8	+1.3	+8.4%	20.1	+4.3	+27.3%				
	Operating Income		2.6	+0.6	+31.8%	4.2	+1.6	+63.8%				
	Margin		16.3%			21.0%						
Operating results by Geographical Areas	Japan	Sales		425.2	+34.1	+8.7%	446.4	+21.2	+5.0%			
		Operating Income		33.8	+3.0	+9.9%	27.2	-6.6	-19.7%			
		Margin		8.0%			6.1%					
	Europe	Sales		113.8	+42.9	+60.4%	134.7	+20.9	+18.4%			
		Operating Income		0.5	+3.1	-	0.9	+0.4	+64.3%			
		Margin		0.5%			0.6%					
	Asia	Sales		294.0	+0.1	+0.0%	367.7	+73.7	+25.1%			
		Operating Income		15.1	-4.8	-24.3%	29.1	+14.0	+93.2%			
		Margin		5.1%			7.9%					
	Others	Sales		39.6	-0.9	-2.2%	38.5	-1.1	-2.7%			
		Operating Income		0.7	+1.2	-	0.5	-0.2	-32.1%			
		Margin		1.9%			1.3%					
Number of Consolidated Subsidiaries		133	±0	(compared to end of previous fiscal year)	133	±0	(compared to end of previous fiscal year)					
Number of Affiliates with application of equity method		37	±0	(compared to end of previous fiscal year)	35	±0	(compared to end of previous fiscal year)					
Number of Employees		57,782	+33	(compared to end of previous fiscal year)	58,466	+1,057	(compared to end of previous fiscal year)					

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

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

3 August 2015

SUZUKI MOTOR CORPORATION

(Thousand units)

		FY2014 first three months			FY2015 first three months			Full-year forecast			Revised units from previous forecast
		April - June 2014			April - June 2015			April 2015 - March 2016			
			Change	Ratio		Change	Ratio		Change	Ratio	
M o t o r c y c l e s	Domestic	14	+3	+24.7%	8	-6	-39.8%	35	-14	-29.0%	-12
	Export	23	-8	-25.1%	21	-2	-8.4%	105	+0	+0.4%	+9
	Domestic production (Including ATVs)	37	-5	-11.7%	29	-8	-20.4%	140	-14	-9.0%	-3
	(ATVs only)	3	-1	-20.3%	4	+1	+21.3%	12	-0	-0.1%	+1
	North America	1	-0	-16.7%	1	+0	+10.5%	6	+1	+14.9%	
	China	172	-16	-8.7%	163	-9	-5.4%				
	Indonesia	90	-12	-12.0%	27	-63	-70.4%				
	India	86	+6	+7.7%	89	+3	+4.0%				
	Others	63	-12	-15.5%	56	-7	-11.1%				
	Asia	412	-34	-7.7%	336	-76	-18.5%	1,461	-93	-6.0%	-209
	Others	17	-5	-23.6%	23	+5	+31.9%	94	+9	+10.2%	+10
	Overseas production (including ATVs)	430	-40	-8.5%	360	-71	-16.4%	1,561	-84	-5.1%	-199
	(ATVs only)	2	-0	-21.6%	3	+1	+59.0%	9	+1	+7.2%	
	Production Total (Including ATVs)	467	-45	-8.7%	389	-78	-16.7%	1,701	-98	-5.4%	-202
	(ATVs only)	5	-1	-20.7%	6	+2	+34.6%	21	+1	+2.9%	+1
a n d A T V s v	Domestic sales	17	-0	-1.7%	15	-2	-11.7%	64	-3	-4.3%	-6
	Europe	15	-3	-14.6%	18	+2	+14.8%	49	+4	+9.2%	
	North America	15	+1	+8.7%	14	-1	-7.5%	45	+2	+5.1%	-3
	China	143	-1	-0.9%	137	-6	-4.5%				
	Indonesia	83	-28	-25.4%	28	-55	-66.3%				
	India	80	-3	-4.2%	80	-0	-0.1%				
	Others	67	-5	-6.8%	62	-5	-6.9%				
	Asia	373	-38	-9.2%	307	-66	-17.8%	1,377	-20	-1.4%	-198
	Others	49	-3	-6.5%	54	+5	+10.0%	221	+9	+4.1%	+1
	Overseas sales	453	-43	-8.6%	392	-60	-13.3%	1,692	-5	-0.3%	-200
	Sales Total (Including ATVs)	470	-43	-8.4%	408	-62	-13.3%	1,756	-8	-0.4%	-206
	(ATVs only)	5	+0	+0.4%	6	+1	+15.6%	22	+0	+1.2%	+1

A u t o m o b i l e s v	Minivehicles	175	+23	+15.2%	164	-11	-6.2%	590	-99	-14.3%	
	Sub-compact and standard-sized vehicles	19	+2	+10.4%	16	-3	-16.1%	75	-1	-0.8%	
	Export	38	-5	-12.1%	33	-4	-11.6%	117	-32	-21.3%	
	OEM	37	+12	+46.5%	25	-12	-32.8%	112	-30	-21.2%	
	Domestic production (Including CBU)	269	+31	+13.2%	238	-30	-11.3%	894	-161	-15.3%	
	(CBU only)	257	+30	+13.1%	227	-30	-11.7%	855	-151	-15.0%	
	Europe	46	+16	+52.5%	46	+1	+1.3%	163	+20	+14.2%	
	China	73	+25	+51.8%	38	-35	-48.3%				
	Indonesia	42	-1	-3.0%	35	-7	-15.7%				
	Thailand	3	-9	-76.7%	14	+11	+390.6%				
	India	305	+37	+13.6%	336	+31	+10.2%				
	Others	21	-1	-4.8%	34	+13	+61.4%				
	Asia	443	+50	+12.7%	457	+13	+3.0%	2,054	+212	+11.5%	
	Others	1	+0	+4.9%	1	+0	+33.6%	3	+0	+15.6%	
	Overseas production	490	+66	+15.5%	504	+14	+2.9%	2,220	+232	+11.7%	
	Production Total	758	+97	+14.7%	742	-16	-2.2%	3,114	+71	+2.3%	
	Minivehicles	165	+17	+11.2%	138	-27	-16.5%	570	-109	-16.1%	
	Sub-compact and standard-sized vehicles	19	+0	+0.3%	15	-4	-23.1%	75	-1	-1.9%	
	Domestic sales	184	+17	+10.0%	152	-32	-17.2%	645	-111	-14.7%	
	Europe	49	+0	+0.6%	50	+1	+1.9%	205	+10	+5.3%	
	China	67	+14	+25.8%	46	-21	-31.6%	(Supplement)			
Indonesia	40	+3	+7.7%	32	-8	-20.2%	Full-year sales in India are				
Thailand	6	-6	-49.8%	5	-0	-7.9%	expected to increase by 10%				
India	271	+25	+10.3%	306	+35	+13.0%	compared to previous fiscal year				
Others	30	+2	+9.2%	48	+19	+63.5%					
Asia	413	+39	+10.3%	437	+24	+5.8%	1,931	+210	+12.2%		
Others	45	-0	-0.8%	48	+3	+7.1%	198	+2	+1.2%		
Overseas sales	507	+38	+8.2%	535	+28	+5.6%	2,334	+223	+10.5%		
Sales Total	691	+55	+8.7%	688	-3	-0.5%	2,979	+112	+3.9%		
OEM Sales (Not included in figures above)	43	+12	+38.5%	28	-15	-35.3%					

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

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