<Reference for FY2017 (The 152th Fiscal Year) First Nine Months> [Consolidated]

5 February 2018 SUZUKI MOTOR CORPORATION (Billions of yen)

Demonstic Sales											(Billio	ons of yen
## Sales 2,52,0 1-33.6 -1,43.5				FY2016	first nine m	onths	FY201	7 first nine m	onths	Full	-year forecas	t
et sales Comparison Compar				April -	December	2016	April	- December	2017	April 20	017 - March 2	2018
Domestic Sales 725,3 -28,2 -38,5 780,0 -54,7 7,758 1,080,0 -14,25 -4,5 -14,0 -7,157 70,28 -19,38 -1					Change	Ratio		Change	Ratio		Change	Ratio
Substate branch 663.0 -14.0 -2.1% 702.8 -13.8 -6.0% 980.0 -131.2 -3.2				2,252.0	-103.6	-4.4%	2,724.9	+472.9	+21.0%		+430.5	+13.6%
Other Select 1,52,67 -75,4 -74,75 1,94,49 -72,93 10,00 +113 +72. 11,00 -72,93 10,00 +113 +72. 11,00 -73,00 +113,00 -73,00 +113,00 +13,		Domestic	Sales	725.3	-28.2	-3.8%	780.0	+54.7	+7.5%	1,080.0	+42.5	+4.1%
Discrete Sales 1,526,7 75.4 -4.78 1,944,9 +418.2 +27.49 2,520,0 -388.8 +18.		Suzuki	i brand	663.0	-14.0	-2.1%	702.8	+39.8	+6.0%	980.0	+31.2	+3.3%
Discrete Sales 1,526,7 75.4 -4.78 1,944,9 +418.2 +27.49 2,520,0 -388.8 +18.		OEM s	ales		-14.2	-18.6%	77.2	+14.9	+23.9%		+11.3	+12.7%
persung income 16.7.4 *21.2 *16.4% 25.9.8 *192.4 *15.5.3% 30.0 *3.3 *12.1 *10.7% 9.5% *10.0	l											+18.2%
A												+12.5%
refinition for come uniform and in the property of the parent of the par		-				2		02	00.070		00.0	12.0%
10 4% 164.3 30.9 23.2% 180.0 +20.0 +12.1 +20.0			20		+17 /·	±10.79/		+10/. /.	±57.09/		+22.2	±11 60/
et Income attributable to warmers of the parent argin warm			ie		717.4	+10.7 %		+104.4	T37.376		+33.3	+11.0 A
### 133.4 *30.4 *30.4 *30.9 *20.9 *20.9 *20.0 *2				8.0%			10.4%			8.9%		
Factors of Increase Higher earnings on lower sales Higher earnings on lower sales Higher earnings on higher sales Higher earnings Higher earning				133 4	+31.1	+30.4%	164.3	+30.9	+23.2%	180 0	+20.0	+12.5%
Factors of Increase Higher earnings on higher sales Higher earnings on higher sales Higher earnings on higher sales			parent									
Factors of Increase Ohange in sace, model max 13.3 13.2 14.2 14.0	Margi	in		5.9%			6.0%			5.0%		
Factors of Increase Ohange in sace, model max 13.3 13.2 14.2 14.0	Sene	ral View		Higher earning	s on lower	sales	Higher earnin	ıgs on higher	sales	Higher earnings	s on higher sale	95
Total 1953 Factors of Decrease of depreciation occurse of depreciation occurse of depreciation 1953 Factors of Decrease of depreciation 1953 Factors of Decrease of Managements occurse of Managements occurse of Management occurse of Managements occurse of Management occurs occurse of Management occurs occ	30110	idi vicvi		Ingrici carring	55 011 10 11 01	34103	mgner carmin	180 011 11181161	Juics		, o.,g., o., .	
Comparing Activities 1.0 Comparing Income 1.0 Comparing Activities 1.0 Comparing Activities 1.0 Comparing Income 1.0 Compari		Factors o	f Increase	-	odel mix		_				odel mix	+79.3
Factors of Decrease Factors of Bab expenses Factors of Bab expen								es	+16.0			+20.0
Trail	<u>.</u> е			Decrease of deprec	iation	+2.2	Cost reduction			Effect of ForEX rate	es	+20.0
Trail	nge Sign						Decrease of depre	ciation				
Trail	cha Inc			1	Total	+105.3		Total	+126.0	· -	Total	+119.3
Trail	ot.			1								
Trail	ors yrat	Factors o	f Decrease	Effect of ForFX rate	S	-72 6	Increase of various	s expenses	-32 /	Increase of various	expenses	-50.0
Trail	ope Ope	. 401013 0	. 20010030			-						
Total	≟ Έ											
The person of				micrease of K&D ex	helipes	-1.4				increase or depreci	auUII	-17.0
The person of				-						-		
Section Sect					Total			Total		ļ	Total	-86.0
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EUR 118 Yen -16 Yen -11.5 129 Yen +11 Yen +11.8 123 Yen +4 Yen +	oreign	n	USD		-15 Yen	-5.7	112 Yen	+5 Yen	+2.5	111 Yen	+3 Yen	+1.4
Margin 1.60 Yen -0.30 Yen -28.7 1.74 Yen +0.14 Yen +15.1 1.70 Yen +0.07 Yen +1.30 1.00 Yen -1.30 1.00 Yen -2.1 0.84 Yen -0.03 Yen -1.7 3.19 Yen +0.03 Yen +1.30 4.00 Yen +1.30 Yen +1.30 4.00 Yen +1.30 Yen +1.30 Yen +1.30 Yen +	_											+5.
10010R		-										
THB 3.03 Yen -0.48 Yen +3.4 3.33 Yen +0.30 Yen -1.7 3.19 Yen +0.11 Yen -1.2 -1												
apital Expenditures preciation Expenses 117.1 -2.2 114.4 -2.7 180.0 +116.6 RD Expenses 17.1 -2.2 114.4 -2.7 180.0 +116.6 RD Expenses 97.6 +1.4 (compared to end of previous fiscal year) 2	perat	ting Income										+1.
### Solid Registration Expenses 117.1			THB	3.03 Yen	-0.48 Yen	+3.4	3.33 Yen	+0.30 Yen	-1.7	3.19 Yen	+0.11 Yen	-0.
### Solid Registration Expenses 117.1	apita	al Expend	itures	136.7	+20.7		123.2	-13.5		220.0	+21.2	
### Septences 97.6		•										
Iterest-Bearing Debt			тропосо									
Compared to end of previous Comp	IQD I	LAPEIISES		37.0	' 1.4	(compared	30.0	' 1.2	(compared	130.0	10.5	
Departing Activities 235.2 +85.4												
Operating Activities 235.2 +85.4 261.2 +26.0	ntere	est-Bearin	g Debt	670.3	+141.0		656.1	+16.2				
Departing Activities 235.2 +85.4 261.2 +26.0			_			•						/
Second S						fiscal year)			fiscal year)			/
Financing Activities 116.9 +557.3		Operating	g Activities		+85.4			+26.0				/
Sales 14.3.2 -2.9.7 -17.2% 181.0 -37.8 +26.4%		Investing	Activities	-223.8	-55.9		-191.3	+32.5				- /
Sales 14.3.2 -2.9.7 -17.2% 181.0 -37.8 +26.4%	ŠŇ.	Financing	Activities	116.9	+557.3		-31.2	-148.1				- /
Sales 14.3.2 -2.9.7 -17.2% 181.0 -37.8 +26.4%	Ĕ					(compared			(compared			- /
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Sales 2,059.1 -71.6 -3.4% 2,489.6 +430.5 +20.9%	C	Cash Bala	ince	5/6.6	+126.5		657.8	+43.8	previous			- /
Sales 2,059.1 -71.6 -3.4% 2,489.6 +430.5 +20.9%												/
Second Compared	±	Sales		2.050.1	-71.6		2 / 20 6	±/ ₄ 30.5				/
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	ner	5 Operation	ting Income	1601			2,403.0					/
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	eg Z	₹	-		+15./	+10./%		+80.2	+33.2%			/
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	S >	Margin	1	7.9%			10.0%				/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	s b	Sales			-29.7	-17.2%			+26.4%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	Ħ	[Operat	ting Income	-3.6	+6.5	-	1.6	+5.2	-		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	ě	Margin	-								1	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	ing.				-23	-1, 5%		+4.6	+0 3%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	rat	Onorot	ting Income								/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	Эре		-		-1.0	-10.1%		+1.0	±10.0%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	2		l				18.2%				/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	3ior	Sales									/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	Reg	පූ Operat	ting Income	61.3	+1.5	+2.5%	111.5	+50.2	+82.0%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	. <u>.</u>	™Margin	-	4.6%							/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	hd				+20	+0.5%		+/ı Q 1	+11 0%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	gra	Q Onorci	ting Income								1	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	e0	∋ operat	-		+4.2	+00.7%		+2.1	+20.3%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	ک 5		1	2.6%							1	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	s b	Sales									/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	Ħ	ंडू Operat	ting Income	91.5	+9.2	+11.2%		+49.1	+53.6%		/	
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	žė.	Margin	-	8.4%			10.0%			/		
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	пg				-13 /-	-12 N%		+20.7	+20 0%	/		
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	ati	O Conco	ting Incom-							/		
umber of possolidated Subsidiaries 136 ±0 (compared to end of previous fiscal year)	bei	≨ operat			+1.4	±132.3%		+0.9	+38.2%	/		
umber of posolidated Subsidiaries 136 ±0 to end of previous fiscal year) (compared to end of previous fiscal year)	Ō	∪ Margin	1	2.5%			2.9%			/		
previous fiscal year) Jacob										/		
umber of Affiliates with pplication of equity method 32 -1 -1 (compared to end of previous fiscal year)	umbe	er of		126	. 0	to end of	101	E	to end of	/		
fiscal year) (compared to end of previous fiscal year) (miscal year) (compared to end of previous fiscal year)	onsol	lidated Subs	idiaries	130	±υ	previous	131	-5	previous	/		
umber of Affiliates with pplication of equity method 32 -1 (compared to end of previous fiscal year)						-				/		
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	urilD	or or cuible	уссэ	02,052	+1,051	previous	04,81/	+1,825	previous	 /		
						fiscal year)			fiscal year)	V		

^{*} Auto: Automobile Moto: Motorcycle Others: Marine and Power products, etc.

<Reference for FY2017 (The 152th Fiscal Year) First Nine Months> [Units (Production & Sales)]

5 February 2018 SUZUKI MOTOR CORPORATION

										SUZUK	(I MOTOR CO	
	FY2016 first FY2017 first nine months									(Thousand units) FY2017 full-year forecast		
		nine months	(AprSep.	(Octobe	r - Decembe			- December	2017)		7 iuii-yeai ic 2017 - March	
		(AprDec. 2016)	2017)	(Change	Ratio	(Change	Ratio	(Change	Ratio
	Mini vehicles	368	263	142	+25	+21.8%	405	+37	+10.0%	551	+19	+3.7%
	Sub-compact and	70	1.0	26		. 20 0%	70	. 0	.0.10/	10/	. 1	. 0. 00/
	standard-sized vehicles	72	46	26	+4	+20.6%	73	+0	+0.4%	104	+1	+0.9%
	Export	93	103	54	+20	+58.1%	158	+64	+68.6%	207	+64	+45.1%
	OEM	66	53	29	+7	+32.2%	82	+16	+23.6%	111	+18	+18.8%
	Domestic production	600	466	251	+57	+29.2%	717	+117	+19.5%	973	+102	+11.8%
	(Including CBU)				+37	TZ3.Z /0	/1/	711/	T13.3 %		+102	T11.0 /6
	(CBU only)	581	457	247	+58	+30.9%	705	+124	+21.3%	956	+110	+13.0%
	Europe	160	91	43	-8	-15.9%	133	-27	-16.8%	173	-30	-14.9%
	China	103	45	26	-17	-39.2%	72	-31	-30.0%			
	Indonesia	83	53	34	+9	+34.8%	87	+4	+5.3%			
	Thailand	43	29	12	-2	-14.2%	41	-2	-5.0%			
	India	1,140	869	419	+35	+9.0%	1,288	+148	+13.0%			
^	Others	82	63	37	+8	+28.1%	100	+18	+22.3%			
<automobiles></automobiles>	Asia	1,451	1,060	528	+32	+6.5%	1,588	+137	+9.5%	2,174	+175	+8.8%
obi	Others	1	1	1	+1	+288.9%	2	+1	+92.1%	2	+1	+51.3%
ᇤ	Overseas production	1,612	1,151	572	+25	+4.6%	1,723	+111	+6.9%	2,349	+146	+6.6%
Ħ	Production Total	2,212	1,617	823	+82	+11.0%	2,440	+228	+10.3%	3,322	+248	+8.1%
v	Mini vehicles	366	266	124	+4	+2.9%	390	+24	+6.6%	540	+8	+1.5%
	Sub-compact and	74	54	23	+2	+9.6%	77	+3	+3.8%	105	-2	-1.6%
	standard-sized vehicles	/4	54	23	+2	+9.0%	//	+3	+3.8%	105	-2	-1.0%
	Domestic sales	441	320	148	+6	+3.9%	468	+27	+6.1%	645	+6	+1.0%
	Europe	172	140	65	+9	+16.9%	204	+33	+18.9%	270	+25	+10.4%
	China	120	53	34	-14	-28.7%	87	-33	-27.6%	(Suppleme	nt)	
	Indonesia	70	55	30	+3	+10.4%	85	+15	+21.8%	Full-year sa	ales in India	are
	Thailand	18	12	7	+1	+13.6%	20	+2	+11.0%	expected to	o increase b	y 10%
	India	1,062	826	401	+44	+12.4%	1,226	+165	+15.5%	compared t	to previous f	iscal year
	Others	120	89	53	+11	+26.6%	142	+22	+18.6%	-		
	Asia	1,389	1,035	525	+45	+9.4%	1,560	+171	+12.3%	2,010	+140	+7.5%
	Others	123	87	50	+7	+16.1%	137	+13	+10.7%	177	+13	+7.6%
	Overseas sales	1,684	1,261	640	+62	+10.6%	1,901	+217	+12.9%	2,457	+178	+7.8%
	Sales Total	2,125	1,581	787	+67	+9.3%	2,368	+244	+11.5%	3,102	+184	+6.3%
OEM	Sales (Not included in figures above	67	53	28	+7	+31.1%	82	+15	+23.2%	-,		
										1		
	Domestic	28	20	7	-2	-24.1%	27	-1	-2.9%	36	-3	-7.1%
	Export	70	50	33	+5	+19.2%	84	+14	+20.0%	119	+17	+16.6%
	Domestic production	98	70	40	+3	+8.5%	111	+13	+13.5%	155	+14	+10.1%
	(Including ATVs)											
	(ATVs only)	6	6	2	+1	+34.5%	8	+3	+42.1%	12	+4	+48.9%
	North America	3	2	1 1 1	+0	+41.3%	3	-0	-13.9%		-0	-9.4%
	China	335	251	148	+34	+30.2%	399	+64	+19.3%			
	Indonesia	50	46	24	+3	+16.8%	70	+20	+39.6%			
	India	265	260	131	+37	+38.7%	391	+126	+47.4%			
	Others	206	144	77	+9	+12.9%	221	+15	+7.3%			
	Asia	856	701	380	+83	+28.0%	1,081	+225	+26.3%		+158	+13.6%
ŝ	Others	51	20	10	-4	-31.1%	29	-21	-42.2%	42	-20	-32.8%
and ATVs>	Overseas production	910	722	390	+79	+25.4%	1,113	+203	+22.3%	1,366	+137	+11.1%
þ	(Including ATVs)											
a	(ATVs only)	6	5	1	-1	-27.1%	6	-0	-1.2%	8	+1	+8.1%
<motorcycles< td=""><td>Production Total</td><td>1,008</td><td>793</td><td>431</td><td>+82</td><td>+23.6%</td><td>1,224</td><td>+216</td><td>+21.4%</td><td>1,521</td><td>+151</td><td>+11.0%</td></motorcycles<>	Production Total	1,008	793	431	+82	+23.6%	1,224	+216	+21.4%	1,521	+151	+11.0%
5	(Including ATVs)											
ţ	(ATVs only)	12	11	4	+0	+2.3%	15	+2	+19.8%	20	+5	+29.3%
٤	Domestic sales	45	36	12	-2	-12.5%	48	+3	+6.7%		+0	
v	Europe	38	25	6	-2	-27.7%	31	-7	-18.7%		+2	+4.5%
	North America	25	20	7	+2	+25.5%	27	+3	+10.8%		+7	+22.4%
	China	270	197	105	+10	+10.3%	302	+31	+11.6%			
	Indonesia	34	41	13	+2	+20.8%	54	+20	+57.3%			
	India	249	241	122	+33	+37.0%	363	+114	+45.8%			
	Others	207	148	76	+6	+8.1%	224	+17	+8.1%			
	Asia	761	627	316	+51	+19.1%	943	+182	+23.9%	1,180	+141	+13.6%
	Others	148	89	52	+1	+1.9%	142	-6	-4.1%	187	-3	-1.3%
	Overseas sales	971	761	382	+51	+15.3%	1,143	+171	+17.7%	1,453	+147	+11.3%
	Sales Total	1,016	797	394	+49	+14.2%	1,190	+174	+17.2%	1,515	+148	+10.8%
	(Including ATVs)				143			.174				
	(ATVs only)	14	9	7	+1	+24.6%	15	+1	+7.6%	19	+1	+5.0%
				·								

<Reference for FY2017 (The 152th Fiscal Year) First Nine months> [Breakdown of Consolidated Net Sales]

5 February 2018 SUZUKI MOTOR CORPORATION

(Unit : Thousand)
(Amount: Billions of ven)

Page		ır	(Amount: Billions								
Page Japan 494 699.0 533 753.0 +39 +7.9% +54.0 +7.7%							γ				
Page Total Total										 	
Furope 169 264.3 196 332.3 +27 +15.4% +68.0 +25.7% North America - 1.7 - 1.1 - - - -0.6 -33.1% -	Automobile	Japan	494	699.0	533		+39	+7.9%	+54.0	+7.7%	
North America - 1.7 - 1.1 - - -0.6 -33.1% Asia 1,279 936.6 1,492 1,223.7 +212 +16.6% +287.1 +30.7% Other areas 140 157.5 151 179.5 +11 +7.2% +22.0 +13.9% Total 2,083 2,059.1 2,371 2,489.6 +288 +13.8% +430.5 +20.9% Japan 45 14.6 46 15.9 +1 +1.4% +1.3 +8.7% Overseas 713 128.6 875 165.1 +163 +22.6% +36.5 +28.4% Europe 30 24.5 33 32.0 +3 +6.0% +7.5 +30.9% North America 19 16.5 24 22.8 +5 +24.7% +6.3 +38.0% Other areas 126 25.9 120 27.0 -6 -4.9% +1.1 +4.2% Total 759 143.2 922 181.0 +162 +21.4% +37.8 +26.4% Overseas 38.0 43.2 43.2 Europe 9.6 11.8 19.4 +162 +21.4% +7.2% Asia 3.7 4.4 4.4 +1.6 +9.0% Asia 3.7 54.3 -4.4 +1.6 +9.0% Total 49.7 54.3 780.0 Total 49.7 54.3 780.0 Total 49.7 54.3 780.0 Total 49.7 54.3 780.0 Asia 1,526.7 1,944.9 Total 49.7 54.3 780.0 Asia 1,002.0 1,311.4 +3.3 Overseas 1,526.7 1,944.9 Total 49.7 54.3 780.0 Asia 1,002.0 1,311.4 +3.3 Other areas 1,002		Overseas	1,589	1,360.1	1,838	1,736.6	+250	+15.6%	+376.5	+27.7%	
		Europe	169	264.3	196	332.3	+27	+15.4%	+68.0	+25.7%	
		North America	-	1.7	-	1.1	_	-	-0.6	-33.1%	
		Asia	1,279	936.6	1,492	1,223.7	+212	+16.6%	+287.1	+30.7%	
Total 2,083 2,059.1 2,371 2,489.6 +288 +13.8% +430.5 +20.9% Japan 45		(Of which India)	(1,061)	(708.5)	(1,226)	(924.7)	(+166)	(+15.5%)	(+216.2)	(+30.5%)	
Japan		Other areas	140	157.5	151	179.5	+11	+7.2%	+22.0	+13.9%	
Overseas 713 128.6 875 165.1 +163 +22.6% +36.5 +28.4%		Total	2,083	2,059.1	2,371	2,489.6	+288	+13.8%	+430.5	+20.9%	
Europe 30 24.5 33 32.0 +3 +6.0% +7.5 +30.9% North America 19 16.5 24 22.8 +5 +24.7% +6.3 +38.0% Asia 537 61.7 699 83.3 +162 +30.0% +21.6 +35.0% Other areas 126 25.9 120 27.0 -6 -4.9% +1.1 +4.2% Total 759 143.2 922 181.0 +162 +21.4% +37.8 +26.4% Japan 11.7 11.1 -0.6 -5.0% Europe 9.6 11.8 +1.6 +9.0% North America 17.8 3.7 4.4 +1.6 +9.0% Asia 3.7 4.4 +1.6 +9.0% Total 49.7 54.3 +4.6 +9.3% Japan 725.3 780.0 +54.7 +7.5% Europe North America 36.0 43.3 +41.8 +77.7 +26.0% North America 36.0 1,311.4 +30.9% Other areas 1,002.0 190.3 214.1 +23.8 +12.5% Other areas 1,002.0 1,311.4 +23.8 +12.5% Asia 1,002.0 190.3 214.1 +23.8 +12.5% Other areas 1,25.8 +24.7 +4.8 Other areas 1,002.0 1,311.4 +23.8 +12.5% Other areas 1,002.0 1,311.4 +30.0 +33.0 Other areas 1,002.0 1,311.4 +30.0 +30.0 Other areas 1,002.0 1,311.4 +30.0 Other areas 1,002.0 1,311.4 +30.0		Japan	45	14.6	46	15.9	+1	+1.4%	+1.3	+8.7%	
Other areas 126 25.9 120 27.0 -6 -4.9% +1.1 +4.2%		Overseas	713	128.6	875	165.1	+163	+22.6%	+36.5	+28.4%	
Other areas 126 25.9 120 27.0 -6 -4.9% +1.1 +4.2%	/cle	Europe	30	24.5	33	32.0	+3	+6.0%	+7.5	+30.9%	
Other areas 126 25.9 120 27.0 -6 -4.9% +1.1 +4.2%	torcy	North America	19	16.5	24	22.8	+5	+24.7%	+6.3	+38.0%	
Total 759 143.2 922 181.0 +162 +21.4% +37.8 +26.4% Japan 11.7 11.1 -0.6 -5.0% Overseas 38.0 43.2 +5.2 +13.7% Europe 9.6 11.8 19.4 +1.6 +9.0% Asia 3.7 4.4 -0.7 +18.4% Other areas 6.9 7.6 -1.0% Total 49.7 54.3 +4.6 +9.3% Asia Overseas 1,526.7 -1.5% Europe North America 298.4 -1.56 -1.5% Overseas 1,526.7 -1.5% Overseas 1,002.0 -1.311.4 -1.6 -1.0% Asia 1,002.0 -1.311.4 -1.0% Other areas 190.3 -1.311.4 -1.2.5% Asia 1,002.0 -1.311.4 -1.2.5%	Мо	Asia	537	61.7	699	83.3	+162	+30.0%	+21.6	+35.0%	
Second		Other areas	126	25.9	120	27.0	-6	-4.9%	+1.1	+4.2%	
Overseas 38.0 43.2 +5.2 +13.7%		Total	759	143.2	922	181.0	+162	+21.4%	+37.8	+26.4%	
Japan 725.3 780.0 +54.7 +7.5% Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	tc.	Japan		11.7		11.1			-0.6	-5.0%	
Japan 725.3 780.0 +54.7 +7.5% Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	cts, e	Overseas		38.0		43.2			+5.2	+13.7%	
Japan 725.3 780.0 +54.7 +7.5% Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	rodu	Europe		9.6		11.8			+2.2	+23.3%	
Japan 725.3 780.0 +54.7 +7.5% Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	wer p	North America		17.8		19.4			+1.6	+9.0%	
Japan 725.3 780.0 +54.7 +7.5% Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	& Po	Asia		3.7		4.4			+0.7	+18.4%	
Japan 725.3 780.0 +54.7 +7.5% Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	arine	Other areas		6.9		7.6			+0.7	+10.0%	
Overseas 1,526.7 1,944.9 +418.2 +27.4% Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	×	Total		49.7		54.3			+4.6	+9.3%	
Europe 298.4 376.1 +77.7 +26.0% North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%		Japan		725.3		780.0			+54.7	+7.5%	
North America 36.0 43.3 +7.3 +20.3% Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%		Overseas		1,526.7		1,944.9	•		+418.2	+27.4%	
Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%		Europe		298.4		376.1			+77.7	+26.0%	
Asia 1,002.0 1,311.4 +309.4 +30.9% Other areas 190.3 214.1 +23.8 +12.5%	Total	North America		36.0		43.3			+7.3	+20.3%	
		Asia		1,002.0		1,311.4			+309.4	+30.9%	
Total 2,252.0 2,724.9 +472.9 +21.0%		Other areas		190.3		214.1			+23.8	+12.5%	
		Total		2,252.0		2,724.9	_	_	+472.9	+21.0%	

- *1. [Consolidated], [Units (Production & Sales)], [Breakdown of Consolidated Net Sales]
- "Change" and "Ratio" are the amounts compared to the same period of previous year.
- *2. [Units (Production & Sales)]
- Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan)
- •"Sales" means retail sales of SUZUKI brand vehicles (some are wholesale sales) ,Including license-built vehicles in part.
- FY2017 is included preliminary figures.
- *3. [Breakdown of Consolidated Net Sales]
- ${\boldsymbol{\cdot}}$ Units are wholesale sales based on consolidated net sales.
- Classification is based on the location of external customers.
 North America...United States and Canada, Automobile in North America...Sales of parts and accessories, etc.
- *4. [Consolidated], [Units (Production & Sales)]
- The forecasts are based on currently available information and assumptions, contain risks and uncertainty, which 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).