## <Reference for FY2018 (The 153rd Fiscal Year) First Three Months> [Consolidated]

## 2 August 2018 SUZUKI MOTOR CORPORATION (Billions of ven)

Encretic Sales         266.03         +1.6.8         -6.8.%         229.3         +2.2.4         +1.10.8         -1.11.0.0         -6.7         -0.0           Start Mark         24.3         +2.4         +1.0.8         -7.14.8         +1.4.8         90.0         +8.6         +1.1.8         +1.1.8         +1.1.8         90.0         +8.6         +1.1.8         +1.1.8         +1.1.8         90.0         +8.6         +1.1.8         +1.1.8         90.0         +8.6         +1.1.8         +1.1.8         +1.1.8         90.0         +8.6         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +1.1.8         +2.0.5         +3.1.8         3.5.0.0         +1.2.8         4.2.0         +1.8 </th <th></th> <th>ons of yen)</th>													ons of yen)
Her Splite         Change         Rotio Provide Provide Splite         Change         Rotio Provide Splite         Rotio Provide Splite         Change         Rotio Provide Splite         Change         Rotio Provide Splite         Change         Rotio Provide Splite         <												-	
Mer         Select         869.3					Ар			Ар	1		April 2		
Emergin Calase         226.3	Net C	<u>`ala</u>			000.0	U		007 5	ě.		2 000 0	U	
Exact in and [DVL seles]         242.6         (+1.6.8)         270.2         +2.6         +1.14.8         1.020.0         +9.6         -0.0           DVL seles]         24.3         +2.3         +1.05.5         651.2         +1.8         +1.14.8         1.020.0         +4.85         +1.14.8         -1.14.8 </td <td></td> <td></td> <td></td> <td>Saloc</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>+1.1%</td>				Saloc									+1.1%
Other Selection         24.3         +-2.3         +10.5%         691.2         +1.4%         90.0         -16.3         -15.5%           Operang Income         85.1         -2.5.9         +4.3.8%         118.5         +71.4         +73.5%         30.0.0         -44.5         +1.3.5%           Margin         99.9         -16.3         +73.2         +60.6         +10.5%         691.2         +11.4%         25.0%         -22.8         -32		00											+0.9%
Ownerse Sales         602.4         +98.4         +19.5%         691.2         +98.8         +14.7%         2,690.0         +3.4         1.1           Margin         9.5%         -1         1.1.6%         1.1.6%         1.1.6%         -3.1.6         -3.6.9%         3.0.0         -3.2.8         -1.1.6%           Morinov income         9.5%         -38.2         +62.4%         13.2.5%         +33.3.8%         3.0.0         -32.8         -3.6.9%           Non-reso of the parent         7.5.%         -22.4         +72.4%         8.5.9         +20.5         +3.1.3%         20.50.0         -10.7         -5.           General Wirew         Higher samings on higher sales         -22.7         Function sum, model mit.         +22.6         S.4.%         -22.1         S.4.%         -22.6         S.4.%         S.4.%         S.4.%         S.4.%         S.4.%         S.4.%         -22.6         S.4.													
Operating income         95.1         +25.9         +4.38%         116.5         -31.4         +36.9%         340.0         7-3.2         9.           Ordinary income         99.5         +36.2         +62.4%         113.31         +33.6         +33.8%         335.0         -32.8         -8.           Wargin         99.5         +36.2         +62.4%         133.31         +33.6         +33.8%         335.0         -32.8         -8.           Wargin         10.56         +72.4         72.4%         85.9         +20.5         +31.3%         205.0         -10.7         -5.           General View         righter samps on higher sales.         wighter sales.         wighter sales.         wighter sales.         wighter sales.         wighter sales.         -42.0           Easters of Decreases         menses of degreesation.         -3.0         menses of data spenses.         -1.0.7         Total         -2.1           Factors of Decreases         menses of data spenses.         -1.0.7         menses of data spenses.         -1.0.7         Total         -2.2           Factors of Decreases         menses of data spenses.         -1.0.7         menses of data spenses.         -1.0.7         menses of data spenses.         -1.0.7         menses of data spenses.		Ov											+1.9%
Margin Ordinary Income         9.8 / 9 / 9 / 9 / 9 / 9 / 9 / 9 / 9 / 9 /													-9.1%
Ordinary Income         99.5         + 38.2         + 62.4%         133.3         + 33.8         + 33.8         350.0         - 22.8         -8.8           Met income attributable to Margin         65.4         + 27.4         + 72.4%         85.9         + 20.5         + 31.8%         205.0         - 10.7         -5.           General Wey         Higher camps on higher safes.         - 22.8         - 4.42.0         Contrast of the foreign on higher safes.         - 22.0         - 4.42.0         Contrast of the foreign on higher safes.         - 22.0	•					2010			0111	001070		0.112	0.170
Amergin         11.4 %         13.5 %         9.2 %           Amergin         7.5 %         13.5 %         9.2 %         205.0         -10.7         -5.           Margin         7.5 %         85.9         +20.5         +31.3%         205.0         -10.7         -5.           Sectors of Increase the parent fix rates         Higher examples on higher sales         Higher examples on higher sales         Increase of works appearsa         Contreation         +22.7         Contreation         +22.6         Contreation         +22.7         Contreation         +22.7         Contreation         +22.7         Contreation         +22.7         Contreation         +22.7         Contreation         +22.7         Contreation         +22.6         Contreation         +22.7         +22.6         +12.7         Foret of 62.6			v Income	9		+38.2	+62.4%		+33.6	+33.8%		-32.8	-8.6%
Noti income attributable to kangin General View         665.4 (7.5%)         +72.4 (7.5%)         85.9 (7.5%)         +20.5 (7.5%)         +31.3% (7.5%)         20.5 (7.5%)         -10.7 (5.4%)         -5.4%                eneral View         Higher earnings on higher sales         Higher earnings on higher sales         Higher earnings on higher sales         Court eacling         -7.27         -7.24                actors of Increase or eacling court eacling cour	Margi	in											
Control of the balant         7,5%         8,7%         5,4%           General View         Higher earnings on higher sales         Lower earnings on higher sales         Lower earnings on higher sales           Sectors of Increase         Control text cates         -7,25         Control text cates         -7,24           Cost reduction         +22,7         Cost reduction         +22,7         Cost reduction         +22,7           Factors of Decrease         mercase of decreation         -3,0         percease of text cates         -1,1         restal         +22,1           Factors of Decrease         mercase of decreation         -2,0,5         Filter of First cates         -1,1         restal         +22,1           Facepore atms         USD         111 Yen         +3,7         Percease         -2,0,5         Filter of First cates         -1,1         restal of RAD constants         -2,1         restal         +2,2         restal         restal         -2,0,5         Filter of First cates         -1,1         restal         +2,2         restal         -2,0,7         Filter of First cates         -1,1         restal         +2,4         restal         -2,0,7         -1,1         restal         -2,0,7         restal         -2,0,7         restal         -1,1         restal         -1,1<	Net in	nco	ome attri	butable to	65 /	+27 /	+72 69	95.0	+20.5	+21.20/	205.0	-10.7	-E 0%
General View         Higher earnings on higher sales         righer earnings on higher sales         cover earnings on higher sales         coverearning on homeres         coverearning on homeres	owne	ers	of the p	arent		127.4	172.470		120.5	131.5%		-10.7	-3.0 %
Factors of Increase finet of rotts tasks         Consent instem, model mix         +26.7         Charge in sale, model mix         +42.0         Cost instance         +24.4         Total         +51.9         +52.9         Total         +51.9         +52.9         Total         +51.9         +52.9         Total         +52.9         Total         +52.9         Total         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9         +52.9<	Margi	in			7.5%			8.7%			5.4%		
generation         Total	Gene	ral	View		Higher earnings	s on higher sa	les	Higher earning	s on higher sal	es	Lower earnings	s on higher sale	es
geoder by set to the set of the		Ea	ctore of	Incrosso	Change in sales	model mix	+26.7	Change in sales	model mix	+1,20	Cost reduction		+28.0
Barbon Solution         +1.2         Total         +3.24         Total         +2.4           factors of Decrease threase of depreciation increase of depreciation increase of various expenses increase of various expenses         -1.0.7         Effect of for X1 roles         -2.2           for all         -2.4         Hercesso of ABD expenses         -2.4         Hercesso of ABD expenses         -2.4           for all         -2.4         Hercesso of ABD expenses         -2.4         Hercesso of ABD expenses         -2.4           for all         -2.4         Hercesso of ABD expenses         -2.10         Increase of ABD expenses         -2.2           for all         111 Yen         +3 Yen         +0.15         10.9 Yen         -2.05         Total         -6.0           consign         IDUR         12.4 Yen         +0.16         10.9 Yen         -0.3         10.5 Yen         -0.8 Yen         -0.3         3.30 Yen         -0.08 Yen         -0.16 Yen         -0.3         3.30 Yen         -0.08 Yen         -0.16 Yen         -0.6 Yen         -0.6 Yen         -0.6 Yen         -0.6 Yen         -0.6 Yen <td></td> <td>ra</td> <td>01015 01</td> <td>IIICIEdse</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>cost reduction</td> <td></td> <td>+20.0</td>		ra	01015 01	IIICIEdse							cost reduction		+20.0
Begggggggggggggggggggggggggggggggggggg						105		-	colution				
Indexes of value depends         -1.0         Increase of value depends         -2.10         Change in sale, model opends         -2.10           Total         -6.4         Total         -20.5         Total         -20.5           Tending         USD         111 Yen         +3.1         10.9 Yen         -2.2 Yen         -0.5         10.9 Yen         -2.2 In 30 Yen         -6.4           Concerning income         USD         111 Yen         +3.1         1.6.4 Yen         -0.10 Yen         -4.6         10.5 Yen         -0.6         0.75 Yen         -0.05 Yen         -0.6         0.75 Yen         -0.05 Yen         -0.05 Yen         -0.6         0.75 Yen        <	ge ome				obot roudotion		1.5	obor roudotion		- 2.4			
Indexes of value depends         -1.0         Increase of value depends         -2.10         Change in sale, model opends         -2.10           Total         -6.4         Total         -20.5         Total         -20.5           Tending         USD         111 Yen         +3.1         10.9 Yen         -2.2 Yen         -0.5         10.9 Yen         -2.2 In 30 Yen         -6.4           Concerning income         USD         111 Yen         +3.1         1.6.4 Yen         -0.10 Yen         -4.6         10.5 Yen         -0.6         0.75 Yen         -0.05 Yen         -0.6         0.75 Yen         -0.05 Yen         -0.05 Yen         -0.6         0.75 Yen        <	chan Incc				-	Total	+32.3	•	Total	+51.9		Total	+28.0
Indexes of window expenses         -1.0         Indexes of two expenses         -2.1         Indexes of window expenses         -2.1         Change in sale, model mix         -2.6           Total         -6.4         -7.0         Total         -20.5         Total         -6.6           Total         -2.2 Cen         -0.2 B         100 Ven         -6.4         -6.7	of c ing						52.5			01.0			_0.0
Indexes of window expenses         -1.0         Indexes of two expenses         -2.1         Indexes of window expenses         -2.1         Change in sale, model mix         -2.6           Total         -6.4         -7.0         Total         -20.5         Total         -6.6           Total         -2.2 Cen         -0.2 B         100 Ven         -6.4         -6.7	ors erat	Fa	ctors of	Decrease	Increase of depre	eciation	-3.0	Increase of various expenses -14.7			Effect of ForEX ra	ates	-22.0
Indexes of window expenses         -1.0         Indexes of two expenses         -2.1         Indexes of window expenses         -2.1         Change in sale, model mix         -2.6           Total         -6.4         -7.0         Total         -20.5         Total         -6.6           Total         -2.2 Cen         -0.2 B         100 Ven         -6.4         -6.7	Fact Op				-								-20.0
Image: Second	⊑							Increase of R&D	expenses				-20.0
Operating Activities         USD         111 Yen         +3 Yen         +0.5         109 Yen         -2 Yen         +0.3         105 Yen         -6 Yen           Exchange Rates and Effect on Operating income         1001R         0.84 Yen         +0.03 Yen         +0.11 Yen         +3.11 Yen         +3.13 Yen         +0.10 Yen         +2.8         130 Yen         +0.6 Yen         +2.8         130 Yen         +0.0 Yen         +0.6 Yen         +0.0 Yen         +2.8         130 Yen         +0.0 Yen         +2.8         130 Yen         +0.0 Yen         +2.8         10.0 Yen         +0.0 Yen         +2.8         10.0 Yen         +0.0 Yen         +2.3         10.5 Yen         +0.0 Yen         +2.3         10.5 Yen         +0.0 Yen         +0.0 Yen         +2.3         10.0 Yen         +3.3         2.25(0.0 +0.0 Yen         +1.0 Yen         +0.0 Yen         +1.5 Yen											Change in sales,	model mix	-0.2
Generation of the term of term		L		<u></u>		Total	-6.4		Total	-20.5		Total	-62.2
Exchange Rates and Titler to Operating Income         EUR         1.22 Yen         -0.0 Yen         +1.0 Yen         +2.8         1.30 Yen         +0.0 Yen           Operating Income         INR         1.7.4 Yen         +0.11 Yen         +2.1         1.65 Yen         -0.8 Yen         -0.8 Yen         -0.8 Yen         -0.8 Yen         -0.8 Yen         -0.3 Yen         -0.6 Yen         -0.8 Yen         -0.0 Yen         +         -		_					Effect			Effect			Effect
Operating nome         Image: Ima	Foreig	n		USD	<u>111</u> Yen		+0.5			-0.3	105 Yen		-3.7
and there on Quenting Income         INR         1.74 Yen         •0.11 Yen         •3.1         1.64 Yen         -0.02 Nen         -0.68         0.78 Yen         -0.05 Yen         -0.80         0.78 Yen         -0.05 Yen	Exchar	nge	Rates	EUR	122 Yen		+0.1	130 Yen		+2.8	130 Yen	+0 Yen	+0.5
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	and Ef	fect	t on	INR			+3.1	1.64 Yen	-0.10 Yen	-4.6		-0.08 Yen	-11.9
Capital Expenditures         41.7         +2.3         78.0         +36.3         250.0         +36.6           Bab Expenses         30.0         +2.4         30.0         32.7         -7.5         150.0         -0.9           Rab Expenses         30.0         +2.4         month         31.7         +1.7         160.0         +20.6           Interest-Bearing Debt         671.6         +31.7         revious         585.9         +8.0         revious         revious           Interest-Bearing Activities         63.0         -49.7         106.1         +43.1         revious           Introsting Activities         23.8         -74.7         revious         578.5         -22.3         previous           financing Activities         23.8         -74.7         revious         fiscal year)         revious           Goperating Income         79.4         +23.6         +11.3         -22.3         previous           fiscal year)         10.1%         +12.4%         109.4         +30.0         +37.8%           Operating Income         79.4         +23.6         +2.2         +0.1         +4.4%           Sales         01.4         +3.3         +4.4%         109.4         +33.3% <td>Operat</td> <td>ting</td> <td>Income</td> <td>100IDR</td> <td>0.84 Yen</td> <td>+0.03 Yen</td> <td>+0.4</td> <td>0.79 Yen</td> <td>-0.05 Yen</td> <td>-0.8</td> <td>0.78 Yen</td> <td>-0.05 Yen</td> <td>-2.2</td>	Operat	ting	Income	100IDR	0.84 Yen	+0.03 Yen	+0.4	0.79 Yen	-0.05 Yen	-0.8	0.78 Yen	-0.05 Yen	-2.2
Depreciation Expenses         40.2         +3.0         32.7         -7.5         150.0         -0.9           R8D Expenses         30.0         +2.4         31.7         +1.7         160.0         +20.6           Interest-Bearing Debt         671.6         +31.7         previous fiscal year)         106.1         +43.1         to end of previous fiscal year)         106.1         +43.1         interest-Bearing Debt         671.6         +31.7         +1.7         106.0         +20.6           Operating Activities         63.0         -49.7         incal year)         106.1         +43.1         incervious fiscal year)         incervious fiscal year)         106.1         +43.1         incervious fiscal year)           Event States         78.7.3         +10.9         +15.0%         900.6         +113.3         +14.4%           Event States         61.6         +10.9         +21.6%         64.3         +2.7         +4.4%           Event States         61.6         +10.9         +2.6         +2.2         +10.1         +3.7           Even States         20.4         +1.5				THB	3.24 Yen	+0.18 Yen	-0.4	3.42 Yen	+0.18 Yen	-0.3	3.30 Yen		+0.3
RED Expenses         30.0         +2.4         Compared to end of previous fiscal year)         11.7 <th< td=""><td>Capit</td><td>al E</td><td>Expendit</td><td>ures</td><td>41.7</td><td>+2.3</td><td></td><td>78.0</td><td>+36.3</td><td></td><td></td><td></td><td></td></th<>	Capit	al E	Expendit	ures	41.7	+2.3		78.0	+36.3				
Interest-bearing Debt         671.6         +31.7         (compared previous fiscal year)         (compared previous fiscal year)         (compared previous fiscal year)           Deperating Activities         63.0         -49.7         -106.1         +43.1           Investing Activities         -44.6         +52.0         -113.2         -68.6           Financing Activities         -23.8         -74.7         -14.3         -38.1           Cash Balance         658.7         +44.7         (compared previous fiscal year)         to end of previous fiscal year)         -22.3         to end of previous fiscal year)           Sales         787.3         +102.9         +15.0%         900.6         +113.3         +14.4%           Operating Income         79.4         +21.6%         64.3         +2.7         +4.4%           Sales         61.6         +10.9         +21.6%         64.3         +2.7         +4.4%           Sales         20.4         +1.5         +7.9%         22.6         +2.2         +10.8%           Sales         20.4         +1.5         +7.9%         22.0%         +3.3         +2.1%           Margin         9.5%         9.3%         9.3%         +3.5         +7.4%           Sales <td< td=""><td>Depre</td><td>ecia</td><td>ation Ex</td><td>penses</td><td></td><td>+3.0</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Depre	ecia	ation Ex	penses		+3.0							
Interest-Bearing Debt         671.6         +31.7         to end of previous fiscal year)         585.9         +80.         to end of previous fiscal year)           Investing Activities         63.0         -4.9.7         106.1         +43.1           Investing Activities         -64.6         +52.0         -113.2         -66.6           Financing Activities         2.8         -7.4.7         -14.3         -38.1           Compared to end of previous fiscal year)         (compared to end of previous fiscal year)         (compared to end of previous fiscal year)         (compared to end of previous fiscal year)           Image: Sales         78.7.3         +102.9         +15.0%         900.6         +113.3         +14.4%           Operating Income         79.4         +23.6         +42.4%         109.4         +30.0         +37.8%           Sales         61.6         +10.9         +21.6%         64.3         +2.7         +4.4%           Operating Income         2.0         +2.6         -         2.1         +0.1         +4.5%           Sales         20.4         +1.5         +7.9%         22.6         +2.2         +10.8%           Operating Income         3.7         -0.3         -7.4%         50.7         +3.3         +21.%	R&D	Exp	penses		30.0	+2.4		31.7	+1.7		160.0	+20.6	
Interest-beam guest         O 1.0         + 3.1./previous fiscal year)         585.9         + 8.0         medious fiscal year)           Operating Activities         63.0         -49.7         106.1         +43.1           Investing Activities         -44.6         +52.0         -113.2         -68.6           Financing Activities         -44.6         +52.0         -113.2         -68.6           Gash Balance         658.7         +44.7         to end of previous         578.5         -22.3         to end of previous           Sales         787.3         +102.9         +15.0%         900.6         +113.3         +14.4%           Operating Income         79.4         +23.6         +42.4%         109.4         +30.0         +37.8%           Margin         3.3%         -         2.1         +0.1         +4.8%           Sales         61.6         +10.9         +21.6%         64.3         +2.7         +4.4%           Operating Income         3.3%         -         2.1         +0.1         +4.4%           Sales         20.4         +1.5         +7.9%         5.0         +1.3         +35.3%           Gastes         157.6         +7.0         +4.7%         50.7 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>													
Under of Attivities         Provide (Compared to end of previous)         Provide (Compared to end of previous)         Provide (Compared to end of previous)           000000000000000000000000000000000000	Intere	est	-Bearing	Debt	671.6	+31.7		585.9	+8.0				
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$							-						
Number of Consolidated Subsidiaries-44.6 -44.6+52.0 +52.0-113.2 -14.3-68.6 -88.1 (compared to end of previous fiscal year)Image: Design of the second seco		Ωn	orating	Activitios	62.0	-/-07	liscal year)	106.1	±//3 1	liscal year)			
Bit Provides						-			-				
Base of base of the services of the ser	ws												
Book Basics         Construction         Derivitions (fiscal year)         Derivitions (fiscal year)           Sales         787.3         +102.9         +15.0%         900.6         +113.3         +14.4%           Operating Income         79.4         +22.6         +42.4%         109.4         +30.0         +37.8%           Sales         61.6         +10.9         +21.6%         64.3         +2.7         +4.4%           Operating Income         2.0         +2.6         -         2.1         +0.1         +4.8%           Margin         3.3%         -         -         3.3         -         -         3.3%           Sales         20.4         +1.5         +7.9%         22.6         +2.2         +10.8%           Operating Income         3.7         -0.3         -7.4%         5.0         +1.3         +35.3%           Operating Income         4.7.2         +20.5         +77.2%         50.7         +3.5         +7.4%           Operating Income         6.4         +4.3         +209.4%         -7.7         +1.3         +21.1%           Operating Income         6.4         +7.6         +23.3%         496.8         +80.4         +19.3%           Sales <td>Flo</td> <td></td> <td></td> <td></td> <td>20.0</td> <td></td> <td>(compared</td> <td>11.0</td> <td>00.1</td> <td>(compared</td> <td></td> <td></td> <td></td>	Flo				20.0		(compared	11.0	00.1	(compared			
Link         Derivitius (scal year)         Disclete         Disclete <thdisclete< th="">         Disclete         <thdisclete< th=""></thdisclete<></thdisclete<>	ash	<u> </u>	ah Dalar		650.7	7		E 70 E	22.2				
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	0	Cd	ISII Dalai	ice	000.7	+44.7	previous	576.5	-22.3	previous			
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$													
100  gm $100  gm$ $1$	ent	0	Sales			102.0			+113.3				
100  gm $100  gm$ $1$	ã g	∕ut	Operati	ng Income		+23.6	+42.4%		+30.0	+37.8%			
100  gm $100  gm$ $1$	y Se		Margin					12.1%					
Image: 110.0 //10.0 //10.0 //Image: 110.0 //10.0 //10.0 //	s b	0	Sales				+21.6%		+2.7				
100  gm $100  gm$ $1$	sult	Mot	Operati	ng Income		+2.6	-		+0.1	+4.8%			
Image: 110.0 //10.0 //10.0 //Image: 110.0 //10.0 //10.0 //	g re		Margin										
100  gm $100  gm$ $1$	atin	i, etc											
Image: 110.0 //10.0 //10.0 //Image: 110.0 //10.0 //10.0 //	ber	arine		ng Income		-0.3	-7.4%		+1.3	+35.3%			
$ \frac{8}{99} 0 \text{ perating Income}{Margin} \frac{47.2}{9.5\%} + 20.5 + 77.2\%} \frac{50.7}{9.3\%} + 3.5 + 7.4\% \frac{7.4\%}{9.3\%} +$	J	ź					~			÷ -			
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	on	ЯU	Sales										
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	Regi	lapi	Uperati	ng Income		+20.5	+//.2%		+3.5	+/.4%			
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	l oir		wargin					9.3%					
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	rapt												
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	eog	urc		ng Income		+4.3	+209.4%		+1.3	+21.2%			
O Margin3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)29-2(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,69567,151+1,972(compared to end of previous	by G	ш	. 0				00.00	4.8%	<b>6</b> - 1	40.000			
O Margin3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)29-2(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,69567,151+1,972(compared to end of previous	lts l	<u>a</u>	Sales										
O Margin3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)29-2(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,69567,151+1,972(compared to end of previous	resu	Asi	Operati	ng Income	32.7	+9.1	+38.6%	53.6	+20.9	+64.0%			
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	ing	-					47.00			0.40			
Image: Image of Consolidated Subsidiaries3.1%5.2%Number of Consolidated Subsidiaries136±0(compared to end of previous fiscal year)131±0(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous fiscal year)(compared to end of previous fiscal year)	erati	ers	Sales										
Number of Consolidated Subsidiaries       136       ±0       (compared to end of previous fiscal year)       131       ±0       (compared to end of previous fiscal year)         Number of Affiliates with application of equity method       33       +1       (compared to end of previous fiscal year)       29       -2       (compared to end of previous fiscal year)         Number of Employees       64,687       +1,695       to end of previous       67,151       +1,972       to end of previous	0p(	)th	Operati	ng income	1.3	+0.4	+41.5%	2.3	+1.0	+82.1%			
Number of Consolidated Subsidiaries136±0to end of previous fiscal year)131±0to end of previous fiscal year)Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)29-2(compared to end of previous fiscal year)Number of Employees64,687+1,695(compared to end of previous67,151+1,972(compared to end of previous fiscal year)		5	margin		3.1%		(compared	5.2%		(composed			
Consolidated Subsidiaries       136       ±0       previous       131       ±0       previous         Number of Affiliates with application of equity method       33       +1       (compared to end of previous fiscal year)       (compared to end of previous fiscal year)       (compared to end of previous fiscal year)         Number of Employees       64,687       +1,695       (compared to end of previous fiscal year)       (compared to end of previous fiscal year)	Numbr	ar of	f										
Number of Affiliates with application of equity method     33     +1     (compared to end of previous fiscal year)     29     -2     (compared to end of previous fiscal year)       Number of Employees     64,687     +1,695     to end of previous     67,151     +1,972     to end of previous				iaries	136	±0		131	±0				
Number of Affiliates with application of equity method33+1(compared to end of previous fiscal year)29-2(compared to end of previous fiscal year)Number of Employees64,687+1,695co end of previous67,151+1,972(compared to end of previous	- 51.50						-						
Number of Affiliates with application of equity method     33     +1     to end of previous fiscal year)     29     -2     to end of previous fiscal year)       Number of Employees     64,687     +1,695     (compared previous)     67,151     +1,972     to end of previous)													
application of equity method     33     +1     previous fiscal year)     29     -2     previous fiscal year)       Number of Employees     64,687     +1,695     (compared to end of previous     67,151     +1,972     (compared to end of previous	Numbe	er of	f Affiliates	with		_			_				
Image: scale					33	+1		29	-2				
Number of Employees64,687+1,695(compared to end of previous67,151+1,972(compared to end of previous													
Number of Employees 04,087 +1,095 previous 07,151 +1,972 previous													
previous	Numb	er d	of Employ	ees	6/ 687	+1 695		67 151	+1 072	to end of			
fiscal year) fiscal year)		511	2. 2mpi0y		04,007	• 1,035		57,151	• 1,372				
* Auto: Automobile business Moto: Motorcycle business Marine: Marine business, etc.							fiscal year)	L		fiscal year)			

## <Reference for FY2018 (The 153rd Fiscal Year) First Three months> [Units (Production & Sales)]

2 August 2018

SUZUKI MOTOR CORPORATION

	1			ir				1		and units)
		FY2017 first three months			FY2018 first three months			Full-year forecast		
		Арг	ril - June 20	17	Арі	ril - June 20	18	April 2	018 - March	2019
			Change	Ratio		Change	Ratio		Change	Ratio
	Mini vehicles	132	+6	+4.7%	136	+4	+2.7%	556	+3	+0.6%
	Sub-compact and standard-sized vehicles	25	-2	-5.8%	30	+4	+16.3%	117	+13	+12.39
	Export	49	+24	+98.8%	51	+2	+4.4%	200	-2	-0.9%
	OEM	26	+3	+14.4%	27	+1	+3.9%	108	-4	-3.9%
	Domestic production (Including CBU)	233	+32	+15.9%	244	+11	+4.7%	981	+10	+1.0%
	(CBU only)	229	+35	+18.3%	237	+9	+3.9%	957	+4	+0.5%
	Europe	49	-7	-12.3%	46	-3	-5.9%	173	-7	-4.0%
	China	27	-5	-14.6%	15	-12	-44.2%			
	Indonesia	27	-5	-16.5%	29	+2	+8.4%			
	Thailand	16	+2	+13.5%	18	+2	+15.0%			
	India	403	+58	+16.9%	481	+77	+19.2%			
	Others	26	+1	+2.8%	34	+7	+27.1%			
	Asia	499	+51	+11.4%	577	+77	+15.5%	2,257	+72	+3.39
es>	Others	499	-0	-20.3%	1	+//	+96.8%	2,237	-0	-12.5%
IQO			-			-			-	
шo	Overseas production	549	+44	+8.7%	623	+75	+13.6%	2,432	+65	+2.7%
<automobiles></automobiles>	Production Total	782	+76	+10.8%	867	+86	+11.0%	3,413	+75	+2.2%
×	Mini vehicles	132	+11	+9.2%	140	+8	+5.8%	555	-1	-0.2%
	Sub-compact and standard-sized vehicles	27	+1	+3.3%	33	+6	+21.5%	120	+8	+7.19
	Domestic sales	160	+12	+8.1%	173	+14	+8.5%	675	+7	+1.0%
	Europe	70	+12	+20.1%	74	+4	+5.9%	280	-1	-0.3%
	China	29	-8	-22.0%	18	-11	-37.3%	(Supplemei	nt)	
	Indonesia	26	+3	+12.3%	28	+3	+9.9%	Full-year sa	les in India	are
	Thailand	5	-0	-2.4%	8	+2	+43.0%	expected to	o increase b	y 6%
	India	368	+46	+14.3%	464	+95	+25.9%	compared t	o previous	fiscal yea
	Others	42	+2	+3.8%	52	+10	+24.5%			
	Asia	470	+42	+9.9%	570	+100	+21.2%	2,157	+64	+3.0%
	Others	41	-0	-0.4%	45	+3	+8.2%	187	+5	+3.09
	Overseas sales	582	+54	+10.2%	689	+107	+18.5%	2,624	+68	+2.79
	Sales Total	741	+66	+9.7%	862	+121	+16.3%	3,299	+75	+2.39
	DEM Sales (Not included in figures above)	26	+3	+14.3%	27	+1	+3.3%	0,200		2.07
	Domestic	12	+4	+55.4%	9	-3	-22.2%	32	-3	-8.49
	Export	25	+6	+27.8%	27	+1	+5.1%	103	-14	-12.29
	Domestic production (Including ATVs)	37	+10	+35.4%	36	-1	-3.5%	135	-17	-11.39
	(ATVs only)	3	+2	+98.3%	5	+2	+56.5%	15	+2	+11.69
	North America	1	-0	-27.3%	1	+0	+4.4%	4	-0	-6.6%
	China		-	-0.3%		-19			-0	-0.07
	Indonesia	123 22	-0 +8	+62.6%	104 33	+12	-15.1% +53.5%			
			-							
	India	113	+32	+38.8%	164	+51	+44.7%			
	Others	75	+11	+17.5%	74	-0	-0.4%			
^	Asia	333	+51	+18.0%	376	+43	+13.1%	1,496	+65	+4.5%
[∖s:	Others	9	-12	-56.7%	13	+4	+41.6%	50	+9	+23.19
Αp	Overseas production (including ATVs)	342	+39	+12.7%	390	+47	+13.8%	1,550	+74	+5.0%
an	(ATVs only)	2	+0	+28.3%	1	-1	-52.3%	8	+0	+2.89
<motorcycles and="" atvs=""></motorcycles>	Production Total (Including ATVs)	379	+48	+14.6%	425	+46	+12.1%	1,685	+57	+3.5%
CVC	(ATVs only)	5	+2	+65.2%	6	+1	+16.6%	23	+2	+8.4%
oto	Domestic sales	19	+5	+33.3%	19	-1	-2.9%	64	+4	+7.6%
ĕ	Europe	15	-2	-12.3%	16	+1	+9.1%	50	+10	+25.09
	North America	11	+1	+11.0%	12	+1	+6.2%	40	+5	+13.59
	China	93	-5	-5.1%	86	-8	-8.1%			
	Indonesia	21	-	+137.0%	20	-1	-3.4%			
	India	109	+37	+50.7%	152	+43	+39.8%			
	Others	72	+5	+8.2%	83	+11	+14.8%			
	Asia	295	+49	+20.0%	340	+11 +46	+14.0%	1,317	+56	+4.59
	Others	295	-9	+20.0%	340	-2	+15.5%	1,317	-9	-5.09
			-							
	Overseas sales	359	+39	+12.2%	404	+46	+12.7%	1,582	+62	+4.1%
	Sales Total (Including ATVs) (ATVs only)	378 4	+44 -0	+13.2% -4.5%	423 5	+45+0	+11.9% +3.4%	1,646 21	+66 +1	+4.2%

## <Reference for FY2018 (The 153rd Fiscal Year) First Three months> [Breakdown of Consolidated Net Sales]

2 August 2018 SUZUKI MOTOR CORPORATION

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

		FV2017 first	three months	EV2018 first	three months	(Amount: Billions of yen) Change					
			une 2017		une 2018	Unit Amount					
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio		
	Japan	180	257.4	193	287.2	+13	+7.0%	+29.8	+11.6%		
s	Overseas	563	529.9	678	613.4	+115	+20.4%	+83.5	+15.7%		
Automobile business	Europe	70	110.6	71	120.1	+0	+0.5%	+9.5	+8.6%		
snq a	North America		0.4		0.4			-0.0	-14.4%		
iobile	Asia	447	364.4	558	433.5	+111	+24.8%	+69.1	+19.0%		
utom	(Of which India)	(368)	(276.9)	(464)	(335.5)	(+95)	(+25.9%)	(+58.6)	(+21.2%)		
A	Other areas	45	54.5	49	59.4	+4	+8.0%	+4.9	+9.0%		
	Total	743	787.3	871	900.6	+127	+17.1%	+113.3	+14.4%		
	Japan	16	5.5	14	5.5	-2	-12.8%	-0.0	-0.4%		
ess	Overseas	278	56.1	324	58.8	+46	+16.4%	+2.7	+4.9%		
usin	Europe	14	14.5	13	12.1	-1	-6.4%	-2.4	-16.4%		
cle b	North America	8	9.4	8	8.3	+0	+0.1%	-1.1	-11.7%		
Motorcycle business	Asia	215	24.9	272	30.9	+57	+26.5%	+6.0	+24.1%		
Mot	Other areas	41	7.3	30	7.5	-11	-26.1%	+0.2	+3.4%		
	Total	294	61.6	338	64.3	+43	+14.8%	+2.7	+4.4%		
	Japan		4.0		3.6			-0.4	-9.4%		
tc.	Overseas		16.4		19.0			+2.6	+15.8%		
ess, e	Europe		5.6		5.4			-0.2	-3.5%		
Marine business, etc.	North America		7.3		9.8			+2.5	+35.7%		
rine b	Asia		1.3		1.7			+0.4	+26.1%		
Ma	Other areas		2.2		2.1			-0.1	-6.5%		
	Total		20.4		22.6			+2.2	+10.8%		
	Japan		266.9		296.3			+29.4	+11.0%		
	Overseas		602.4		691.2			+88.8	+14.7%		
	Europe		130.7		137.6			+6.9	+5.3%		
Total	North America		17.1		18.5			+1.4	+8.3%		
	Asia		390.6		466.1			+75.5	+19.3%		
	Other areas		64.0		69.0			+5.0	+7.8%		
L	Total		869.3		987.5			+118.2	+13.6%		

\*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.

• FY2018 is included preliminary figures.

\*3. [Breakdown of Consolidated Net Sales]

• 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).