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

1 November 2018 SUZUKI MOTOR CORPORATION

of the p	brand iles Sales ne e		7 first six m September Change +332.1 +34.8 +26.8 +8.0 +297.3 +57.4 +65.1			8 first six me September Change +98.3 +67.2 +64.9 +2.3 +31.1 +25.6		3,800.0 1,190.0 1,090.0 100.0 2,610.0 350.0 9.2%	recast first s 018 - March Change +42.8 +73.3 +79.6 -6.3 -30.5 -24.2		Previous Forecast April 2018 -March 2019 3,800.0 1,110.0 1,020.0 90.0 2,690.0 340.0
omestic Suzuki OEM sa verseas ng Incom y Incom ome atti of the p	brand iles Sales ne e	1,831.1 531.4 481.2 50.2 1,299.7 172.9 9.4% 186.9 10.2%	Change +332.1 +34.8 +26.8 +8.0 +297.3 +57.4 +65.1	Ratio +22.2% +7.0% +5.9% +19.1% +29.7% +49.7%	1,929.4 598.6 546.1 52.5 1,330.8 198.5 10.3% 232.3 12.0%	Change +98.3 +67.2 +64.9 +2.3 +31.1 +25.6 +45.4	Ratio +5.4% +12.6% +13.5% +4.5% +2.4%	3,800.0 1,190.0 1,090.0 100.0 2,610.0 350.0 9.2%	Change +42.8 +73.3 +79.6 -6.3 -30.5 -24.2	Ratio +1.1% +6.6% +7.9% -5.9% -1.2%	-March 2019 3,800.0 1,110.0 1,020.0 90.0 2,690.0 340.0
omestic Suzuki OEM sa verseas ng Incom y Incom ome atti of the p	brand iles Sales ne e	531.4 481.2 50.2 1,299.7 172.9 9.4% 186.9 10.2%	+332.1 +34.8 +26.8 +8.0 +297.3 +57.4 +65.1	+22.2% +7.0% +5.9% +19.1% +29.7% +49.7%	598.6 546.1 52.5 1,330.8 198.5 10.3% 232.3 12.0%	+98.3 +67.2 +64.9 +2.3 +31.1 +25.6	+5.4% +12.6% +13.5% +4.5% +2.4%	1,190.0 1,090.0 100.0 2,610.0 350.0 9.2%	+42.8 +73.3 +79.6 -6.3 -30.5 -24.2	+1.1% +6.6% +7.9% -5.9% -1.2%	3,800.0 1,110.0 1,020.0 90.0 2,690.0 340.0
Suzuki OEM sa verseas ng Incor y Incom ome attr of the p	brand iles Sales ne e	531.4 481.2 50.2 1,299.7 172.9 9.4% 186.9 10.2%	+26.8 +8.0 +297.3 +57.4 +65.1	+5.9% +19.1% +29.7% +49.7% +53.4%	598.6 546.1 52.5 1,330.8 198.5 10.3% 232.3 12.0%	+64.9 +2.3 +31.1 +25.6 +45.4	+13.5% +4.5% +2.4%	1,190.0 1,090.0 100.0 2,610.0 350.0 9.2%	+79.6 -6.3 -30.5 -24.2	+7.9% -5.9% -1.2%	1,110.0 1,020.0 90.0 2,690.0 340.0
OEM sa verseas ng Incor y Incom ome attr of the p	sles Sales me e	50.2 1,299.7 172.9 9.4% 186.9 10.2%	+8.0 +297.3 +57.4 +65.1	+19.1% +29.7% +49.7% +53.4%	52.5 1,330.8 198.5 10.3% 232.3 12.0%	+2.3 +31.1 +25.6 +45.4	+4.5% +2.4%	100.0 2,610.0 350.0 9.2%	-6.3 -30.5 -24.2	-5.9% -1.2%	90.0 2,690.0 340.0
verseas ng Incom y Incom ome attr of the p	Sales me e ributable to	1,299.7 172.9 9.4% 186.9 10.2%	+297.3 +57.4 +65.1	+29.7% +49.7% +53.4%	1,330.8 198.5 10.3% 232.3 12.0%	+31.1 +25.6 +45.4	+2.4%	2,610.0 350.0 9.2%	-30.5 -24.2	-1.2%	2,690.0 340.0
ng Incor y Incom ome atti of the p	ne e ributable to	172.9 9.4% 186.9 10.2% 104.2	+57.4	+49.7%	198.5 10.3% 232.3 12.0%	+25.6		350.0 9.2%	-24.2		340.0
y Incomome attraction of the particular of the p	e ributable to	9.4% 186.9 10.2% 104.2	+65.1	+53.4%	10.3% 232.3 12.0%	+45.4	+14.8%	9.2%		-6.5%	
ome atti	ributable to	186.9 10.2% 104.2			232.3 12.0%				+7.2		0 00/
ome atti	ributable to	10.2% 104.2			12.0%		+24.3%	390.0		+1.9%	8.9% 350.0
of the p		104.2	+4.3	+4.3%			124.570	10.3%	17.2	1.370	9.2%
l View	oarent		+4.3	+4.3%	136.2		. 20. 70/			. 0.00/	
		5.7%				+32.0	+30.7%	220.0	+4.3	+2.0%	205.0
					7.1%			5.8%			5.4%
ctors of	General View		Higher earnings on higher sales			Higher earnings on higher sales (lower operating income on lower sales for July-Sep. period)			Lower operating income on higher sales		
	Increase	Change in sales, m	odel mix	+45.7	Change in sales, m	odel mix	+46.1	Change in sales, m	odel mix	+40.8	-0.2
		Effect of ForEX rates +23			Decrease of depreciation +10.1			Cost reduction		+27.0	+28.0
		Cost reduction		+8.5	Cost reduction		+8.9				
		Decrease of depreciation		+2.2	,						
Factors of Decrease		Total		+79.8		Total	+65.1		Total	+67.8	
											/
		Increase of various expenses Increase of R&D expenses		-				ll			-22.0
				-2.7				· ·			-20.0
					Increase of K&D expenses		-6.4	Increase of R&D expenses		-20.0	-20.0
		Total		-22 4	Total		-39.5	Total		-920	
				Effect			Effect		(2nd half)	Effect	
	USD	111 Yen	+6 Yen	+1.9	110 Yen	-1 Yen		108 Yen	105 Yen	-2.4	105 Yer
Rates	EUR	126 Yen	+8 Yen	+5.7	130 Yen	+4 Yen	+2.2	130 Yen	130 Yen	+0.3	130 Yer
t on	INR		+0.16 Yen	+11.1	1.62 Yen	-0.12 Yen	-10.5	1.56 Yen	1.50 Yen	-26.9	1.65 Yer
g Income	100IDR	0.84 Yen	+0.04 Yen	+1.1	0.78 Yen	-0.06 Yen	-1.5	0.77 Yen	0.75 Yen	-2.4	0.78 Yer
	THB	3.28 Yen	+0.28 Yen	-1.0	3.40 Yen	+0.12 Yen	-0.3	3.35 Yen	3.30 Yen	+0.0	3.30 Yer
Expendi	tures	73.5	-21.6		132.0	+58.5		250.0	+36.6		250.0
	penses	74.3	-2.2		64.2	-10.1		150.0	-0.9		150.0
penses		65.4	+2.7	(00	71.8	+6.4	1 :	160.0	+20.6		160.0
t-Bearing	g Debt	641.8	+1.9	to end of previous	381.5	-196.4	to end of previous				
perating	Activities	226.0	+41.7		224.1	-1.9	noodi your,				/
Investing Activities		-134.7	-6.5		-160.3	-25.6					/
nancing	Activities	-27.9	-127.8		-242.5	-214.6					/
											/
Cash Balance		682.5 +68			423.6	-177.2	to end of previous				
				fiscal year)			previous				/
Sales		1 000 1					fiscal year)				
Operati		1 1 669 1	+301.4		1 761 3	+92.2	fiscal year) +5.5%				
Margin	ing Income	1,669.1 162.4		+22.0%		+92.2 +23.1	+5.5%				
	ing Income	162.4	+301.4 +53.1		185.5	+92.2 +23.1					
Sales		162.4 9.7%		+22.0%	185.5 10.5%		+5.5%			,	
Sales		162.4 9.7% 124.4 3.7	+53.1	+22.0% +48.5%	185.5 10.5% 126.3 4.0	+23.1	+5.5% +14.2%			/	
Sales Operati Margin	ing Income	162.4 9.7% 124.4 3.7 3.0%	+53.1 +27.8 +4.4	+22.0% +48.5% +28.8% -	185.5 10.5% 126.3 4.0 3.2%	+23.1 +1.9 +0.3	+5.5% +14.2% +1.5% +7.4%			/	
Sales Operati Margin	ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6	+53.1 +27.8 +4.4 +2.9	+22.0% +48.5% +28.8% - +8.4%	185.5 10.5% 126.3 4.0 3.2% 41.8	+23.1 +1.9 +0.3 +4.2	+5.5% +14.2% +1.5% +7.4% +11.1%			/	
Sales Operati Margin Sales Operati		162.4 9.7% 124.4 3.7 3.0% 37.6 6.8	+53.1 +27.8 +4.4	+22.0% +48.5% +28.8% -	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0	+23.1 +1.9 +0.3	+5.5% +14.2% +1.5% +7.4%				
Sales Operati Margin Sales Operati Margin	ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9%	+53.1 +27.8 +4.4 +2.9 -0.1	+22.0% +48.5% +28.8% - +8.4% -1.4%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4%	+23.1 +1.9 +0.3 +4.2 +2.2	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6%				
Sales Operati Margin Sales Operati Margin	ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9%				
Sales Operati Margin Sales Operati Margin Sales Operati Operati	ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7	+53.1 +27.8 +4.4 +2.9 -0.1	+22.0% +48.5% +28.8% - +8.4% -1.4%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7	+23.1 +1.9 +0.3 +4.2 +2.2	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6%				
Sales Operati Margin Sales Operati Margin Sales Operati Margin Margin Margin Margin	ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7%				
Sales Operati Margin Sales Operati Margin Sales Operati Margin Margin Margin Margin	ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5	+22.0% +48.5% +28.8% - - -1.4% +10.8% +89.1% +11.3%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7%		/		
Sales Operati Margin Sales Operati Margin Sales Operati Margin Sales Operati Margin Sales Operati	ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7%		/		
Sales Operati Margin Sales	ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3%		/		
Sales Operati Margin Sales	ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6% +33.2%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 3.3% 980.9	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7%				
Sales Operati Margin Sales	ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3%				
Sales Operati Margin Margin Margin Margin Margin	ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 9.0.6 9.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6% +33.2%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9 9.7%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3%				
Sales Operati Margin Margin Margin Margin Margin	ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 9.0.6 9.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6% +33.2% +51.6%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% +0.3% +5.0% +4.8%				
Sales Operati Margin Margin Margin Margin Margin	ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 9.0.6 9.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4	+22.0% +48.5% +28.8% - -1.4% +10.8% +89.1% +11.3% +27.6% +33.2% +51.6% +60.8%	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 9.7% 86.6	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% +0.3% +5.0% +4.8% +10.3%				
Sales Operati Margin Margin Margin Margin	ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +27.6% +51.6% +60.8% (compared	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +57.2%				
Sales Operati Margin Sales Operati	ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 974.0 74.7 7.7% 310.3 9.1 2.9% 90.6 9.7% 78.6	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +27.6% +33.2% +51.6% +60.8% (compared to end of	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 9.7% 86.6	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +57.2% (compared to end of				
Sales Operati Margin Margin Margin Margin	ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5%  +28.8% -  +8.4% -1.4%  +10.8% +89.1%  +11.3% +27.6%  +33.2% +51.6%  +60.8%  (compared to end of previous	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% +0.3% +5.0% +4.8% +57.2% (compared to end of previous				
Sales Operati Margin Sales Operati	ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +27.6% +33.2% +51.6% +60.8% (compared to end of	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +57.2% (compared to end of				
Sales Operati Margin Sales Operati	ing Income ing Income ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5% +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6% +51.6% +60.8% (compared to end of previous fiscal year)	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +57.2% (compared to end of previous fiscal year)				
Sales Operati Margin Sales Operati	ing Income ing Income ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5%  +28.8% -  +8.4% -1.4% +10.8% +89.1% +11.3% +27.6% +51.6%  +60.8%  (compared to end of previous fiscal year) (compared to end of previous	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 94.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +57.2% (compared to end of previous fiscal year) (compared to end of previous p				
Sales Operati Margin Sales Operati	ing Income ing Income ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5%  +28.8% -  +8.4% -1.4%  +10.8% +89.1%  +11.3% +27.6%  +33.2% +51.6%  +60.8%  (compared to end of previous fiscal year) (compared to end of previous fiscal year)	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +10.3% +57.2% (compared to end of previous fiscal year) (compared to end of previous fiscal year)				
Sales Operati Margin Sales Operati	ing Income ing Income ing Income ing Income ing Income ing Income	162.4 9.7% 124.4 3.7 3.0% 37.6 6.8 17.9% 974.0 74.7 7.7% 310.3 9.11 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5%  +28.8% - +8.4% -1.4% +10.8% +89.1% +11.3% +27.6% +51.6% +60.8%  (compared to end of previous fiscal year)	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +57.2% (compared to end of previous fiscal year) (compared year)				
Sales Operati Margin Sales Operati	ing Income	162.4 9.7% 124.4 3.7 3.0% 6.8 17.9% 974.0 74.7 7.7% 310.3 9.1 2.9% 933.8 90.6 9.7% 78.6 2.1 2.7%	+53.1 +27.8 +4.4 +2.9 -0.1 +94.8 +35.2 +31.5 +1.9 +232.5 +30.8 +14.4 +0.8	+22.0% +48.5%  +28.8% -  +8.4% -1.4%  +10.8% +89.1%  +11.3% +27.6%  +33.2% +51.6%  +60.8%  (compared to end of previous fiscal year) (compared to end of previous fiscal year)	185.5 10.5% 126.3 4.0 3.2% 41.8 9.0 21.4% 1,012.3 85.7 8.5% 274.1 9.1 3.3% 980.9 9.7% 86.6 3.4 3.9%	+23.1 +1.9 +0.3 +4.2 +2.2 +38.3 +11.0 -36.2 +0.0 +47.1 +4.3 +8.0 +1.3	+5.5% +14.2% +1.5% +7.4% +11.1% +32.6% +3.9% +14.7% -11.7% +0.3% +5.0% +4.8% +10.3% +57.2% (compared to end of previous fiscal year) (compared to end of previous fiscal year)				
i	Rates t on Income Expendiation Expenses -Bearing vesting values and the services  Rates  Expendiation Expenses  Rates  Expendiation Expenses  Rates  Expendiation Expenses	Rates EUR t on INR Income 100IDR THB Expenditures attion Expenses penses -Bearing Debt Derating Activities resting Activities resting Activities ancing Activities	USD	Name	No.	USD	Increase of R&D expenses   -2.7   Effect of ForEX rates increase of R&D expenses   Total   Total   Total   Total   Total	Increase of R&D expenses	Increase of R&D expenses   -2.7	USD	Note   100   111   Yen   +6   Yen   +1.9   110   Yen   -1   Yen   -0.2   108   Yen   130   Yen   -2.4   100   100   Yen   -1.5   1.56   Yen   1.50   Yen   -2.4   100   Yen   -1.5   1.50   Yen   -2.4   100   Yen   -2.5   100   Yen   -2.

<sup>\*</sup> Auto: Automobile business Moto: Motorcycle business Marine: Marine business, etc.

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

1 November 2018 SUZUKI MOTOR CORPORATION

			FY2017 first			EV2010	first six m	onthe		1	EV2010	3 full-year fo		housand units) Revised units
1	six months			(AprJun. (July - September 2018)			(April - September 2018)			(April 2018 - March 2019)			from previous	
			(AprSep. 2017)	2018)		Change	Ratio		Change	Ratio	, .	Change	Ratio	forecast
		Mini vehicles	263	136	148	+17	+13.2%	284	+21	+7.9%	573	+20	+3.7%	+17
		Sub-compact and standard-sized vehicles	46	30	29	+8	+39.4%	59	+12	+26.7%	125	+21	+20.0%	+8
		Export	103	51	51	-3	-5.1%	103	-1	-0.6%	203	+1	+0.5%	+3
		OEM	53	27	27	-0	-1.5%	54	+1	+1.2%	109	-3	-3.0%	+1
		Domestic production (Including CBU)	466	244	255	+22	+9.6%	499	+33	+7.2%	1,010	+39	+4.0%	+29
		(CBU only)	457	237	249	+21	+9.0%	487	+30	+6.5%	986	+33	+3.5%	+29
		Europe	91	46	30	-12	-28.2%	76	-15	-16.1%	172	-8	-4.6%	-1
		India	869	481	507	+41	+8.9%	988	+119	+13.6%				
		Indonesia	53	29	34	+8	+30.2%	63	+10	+19.1%				
		Thailand	29	18	12	-0	-3.7%	30	+2	+6.6%				
_		Others	109	49	45	-10	-18.3%	94	-15	-13.7%				
<automobiles></automobiles>		Asia	1,060	577	599	+39	+6.9%	1,175	+116	+10.9%	2,292	+107	+4.9%	+35
obi		Others	1	1	1	-0	-6.3%	1	+0	+24.2%	4	+2	+75.0%	+2
u o	(	Overseas production	1,151	623	629	+27	+4.4%	1,253	+101	+8.8%	2,468	+101	+4.3%	+36
Aut	Pr	roduction Total	1,617	867	884	+49	+5.9%	1,752	+135	+8.3%	3,478	+140	+4.2%	+65
v		Mini vehicles	266	140	144	+10	+7.8%	284	+18	+6.8%	572	+16	+2.9%	+17
		Sub-compact and standard-sized vehicles	54	33	31	+5	+18.4%	65	+11	+20.0%	125	+13	+11.5%	+5
		Domestic sales	320	173	175	+15	+9.5%	349	+29	+9.0%	697	+29	+4.3%	+22
		Europe	140	74	65	-5	-6.9%	139	-1	-0.4%	280	-1	-0.3%	
		India	826	464	455	-2	-0.4%	919	+93	+11.3%	(Supplemer	nt)		(Supplement)
		Indonesia	55	28	30	+1	+4.9%	59	+4	+7.3%	Full-year sa	ales in India	are	Full-year sales in India are expected
		Thailand	12	8	7	+0	+1.0%	14	+2	+19.5%	expected to	o increase by	y 8%	to increase by 6%
		Others	142	70	57	-15	-20.8%	127	-15			to previous f		compared to previous fiscal year
		Asia	1,035	570	549	-15	-2.7%	1,119	+84	+8.2%	2,173	+80	+3.8%	+16
		Others	87	45	48	+2	+5.2%	92	+6	+6.4%	188	+6	+3.6%	+1
	(	Overseas sales	1,261	689	662	-18	-2.6%	1,351	+89	+7.1%	2,641	+85	+3.3%	+17
	Sa	ales Total	1,581	862	837	-3	-0.3%	1,699	+118	+7.5%	3,338	+114	+3.5%	+39
OEM	1 Sal	les (Not included in figures above)	53	27	27	-0	-1.4%	54	+0	+0.9%				
		Ts .:	1 00					4.5	_1		0.0			
		Domestic	20	9	5	-3	-34.5%	15	-5	-27.3%	29	-6	-17.0%	-3
		Export	50	27	12	-13	-53.2%	38	-12	-23.9%	94	-23	-19.8%	-9
		Domestic production (Including ATVs)	70	36	17	-16	-48.5%	53	-18	-24.9%	123	-29	-19.2%	-12
	_	(ATVs only)	6	5	3	+0	+8.3%	8	+2	+36.0%	13	-0	-3.3%	-2
		North America	2	1	1	-0	-23.4%	1	-0	-11.1%	4	-0	-6.6%	
		India	260	164	188	+42	+28.7%	352	+93	+35.7%				
		China	251	104	107	-22	-17.1%	211	-41	-16.2%				
		Indonesia	46	33	42	+18	+72.3%	76	+29	+63.5%				
		Others	144	74	83	+13	+19.5%	157	+13	+9.2%				
		Asia	701	376	420	+51	+13.9%	796	+95	+13.5%	1,545	+114	+7.9%	
S.		Others	20	12	12	+1	+13.1%	24	+4	+20.6%	49	+10	+25.5%	-1
		Overseas production (Including ATVs)												+48
d ATV			722	389	432	+52	+13.8%	821	+98	+13.6%		+123	+8.4%	. 40
and ATVs>		(ATVs only)	722	389	432	+52	+13.8%	821 5	+98	+13.6%	1,598 8	+123	+8.4%	110
ycles and ATV	Pr	(ATVs only) roduction Total ncluding ATVs)		1 424							1,721			
orcycles and ATV	Pr (II	(ATVs only) roduction Total ncluding ATVs) (ATVs only)	5	1	4	+1 +36 +1	+40.8%	5	+0 +81 +2	+2.0%	8	+0	+2.8%	+36
Motorcycles and ATV	Pr (II	(ATVs only) roduction Total ncluding ATVs) (ATVs only) Domestic sales	793 11 36	1 424 6 19	4 450 7 12	+1 +36 +1 -5	+40.8% +8.7% +25.3% -28.3%	5 874 13 31	+0 +81 +2 -5	+2.0% +10.2% +20.9% -14.7%	8 1,721 21 63	+0 +94 -0 +3	+2.8% +5.8% -1.0% +5.9%	+36 -2 -1
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs) (ATVs only)  Domestic sales Europe</td><td>5 793 11 36 24</td><td>1 424 6 19 16</td><td>4 450 7 12 11</td><td>+1 +36 +1 -5 +2</td><td>+40.8% +8.7% +25.3% -28.3% +19.4%</td><td>5 874 13 31 27</td><td>+0 +81 +2 -5 +3</td><td>+2.0% +10.2% +20.9% -14.7% +13.1%</td><td>8 1,721 21 63 48</td><td>+0 +94 -0 +3 +8</td><td>+2.8% +5.8% -1.0% +5.9% +20.0%</td><td>+36 -2 -1 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs) (ATVs only)  Domestic sales Europe	5 793 11 36 24	1 424 6 19 16	4 450 7 12 11	+1 +36 +1 -5 +2	+40.8% +8.7% +25.3% -28.3% +19.4%	5 874 13 31 27	+0 +81 +2 -5 +3	+2.0% +10.2% +20.9% -14.7% +13.1%	8 1,721 21 63 48	+0 +94 -0 +3 +8	+2.8% +5.8% -1.0% +5.9% +20.0%	+36 -2 -1 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs) (ATVs only) Domestic sales Europe North America</td><td>5 793 11 36 24 20</td><td>1 424 6 19 16 12</td><td>4 450 7 12 11 9</td><td>+1 +36 +1 -5 +2 +1</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9%</td><td>5 874 13 31 27 21</td><td>+0 +81 +2 -5 +3 +1</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0%</td><td>8 1,721 21 63</td><td>+0 +94 -0 +3</td><td>+2.8% +5.8% -1.0% +5.9%</td><td>+36 -2 -1 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs) (ATVs only) Domestic sales Europe North America	5 793 11 36 24 20	1 424 6 19 16 12	4 450 7 12 11 9	+1 +36 +1 -5 +2 +1	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9%	5 874 13 31 27 21	+0 +81 +2 -5 +3 +1	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0%	8 1,721 21 63	+0 +94 -0 +3	+2.8% +5.8% -1.0% +5.9%	+36 -2 -1 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs) (ATVs only) Domestic sales Europe North America</td><td>5 793 11 36 24 20 241</td><td>1 424 6 19 16 12 152</td><td>4 450 7 12 11 9 179</td><td>+1 +36 +1 -5 +2 +1 +46</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9%</td><td>5 874 13 31 27 21 331</td><td>+0 +81 +2 -5 +3 +1 +90</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1%</td><td>8 1,721 21 63 48</td><td>+0 +94 -0 +3 +8</td><td>+2.8% +5.8% -1.0% +5.9% +20.0%</td><td>+36 -2 -1 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs) (ATVs only) Domestic sales Europe North America	5 793 11 36 24 20 241	1 424 6 19 16 12 152	4 450 7 12 11 9 179	+1 +36 +1 -5 +2 +1 +46	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9%	5 874 13 31 27 21 331	+0 +81 +2 -5 +3 +1 +90	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1%	8 1,721 21 63 48	+0 +94 -0 +3 +8	+2.8% +5.8% -1.0% +5.9% +20.0%	+36 -2 -1 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs) (ATVs only)  Domestic sales Europe North America India China</td><td>5 793 11 36 24 20 241 197</td><td>1 424 6 19 16 12 152 86</td><td>4 450 7 12 11 9 179 85</td><td>+1 +36 +1 -5 +2 +1 +46 -19</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3%</td><td>5 874 13 31 27 21 331 170</td><td>+0 +81 +2 -5 +3 +1 +90 -26</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5%</td><td>8 1,721 21 63 48</td><td>+0 +94 -0 +3 +8</td><td>+2.8% +5.8% -1.0% +5.9% +20.0%</td><td>+36 -2 -1 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs) (ATVs only)  Domestic sales Europe North America India China	5 793 11 36 24 20 241 197	1 424 6 19 16 12 152 86	4 450 7 12 11 9 179 85	+1 +36 +1 -5 +2 +1 +46 -19	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3%	5 874 13 31 27 21 331 170	+0 +81 +2 -5 +3 +1 +90 -26	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5%	8 1,721 21 63 48	+0 +94 -0 +3 +8	+2.8% +5.8% -1.0% +5.9% +20.0%	+36 -2 -1 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia</td><td>5 793 11 36 24 20 241 197 41</td><td>1 424 6 19 16 12 152 86 20</td><td>4 450 7 12 11 9 179 85 26</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2%</td><td>5 874 13 31 27 21 331 170 46</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8%</td><td>8 1,721 21 63 48</td><td>+0 +94 -0 +3 +8</td><td>+2.8% +5.8% -1.0% +5.9% +20.0%</td><td>+36 -2 -1 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia	5 793 11 36 24 20 241 197 41	1 424 6 19 16 12 152 86 20	4 450 7 12 11 9 179 85 26	+1 +36 +1 -5 +2 +1 +46 -19 +6	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2%	5 874 13 31 27 21 331 170 46	+0 +81 +2 -5 +3 +1 +90 -26 +5	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8%	8 1,721 21 63 48	+0 +94 -0 +3 +8	+2.8% +5.8% -1.0% +5.9% +20.0%	+36 -2 -1 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others</td><td>5 793 11 36 24 20 241 197 41 148</td><td>1 424 6 19 16 12 152 86 20 83</td><td>4 450 7 12 11 9 179 85 26</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6 +14</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5%</td><td>5 874 13 31 27 21 331 170 46 172</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5 +25</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7%</td><td>8 1,721 21 63 48 38</td><td>+0 +94 -0 +3 +8 +3</td><td>+2.8% +5.8% -1.0% +5.9% +20.0% +7.8%</td><td>+36 -2 -1 -2 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others	5 793 11 36 24 20 241 197 41 148	1 424 6 19 16 12 152 86 20 83	4 450 7 12 11 9 179 85 26	+1 +36 +1 -5 +2 +1 +46 -19 +6 +14	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5%	5 874 13 31 27 21 331 170 46 172	+0 +81 +2 -5 +3 +1 +90 -26 +5 +25	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7%	8 1,721 21 63 48 38	+0 +94 -0 +3 +8 +3	+2.8% +5.8% -1.0% +5.9% +20.0% +7.8%	+36 -2 -1 -2 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others Asia</td><td>5 793 11 36 24 20 241 197 41 148 627</td><td>1 424 6 19 16 12 152 86 20 83 340</td><td>4 450 7 12 11 9 179 85 26 90 380</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3%</td><td>5 874 13 31 27 21 331 170 46 172 720</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8%</td><td>8 1,721 21 63 48 38</td><td>+0 +94 -0 +3 +8 +3</td><td>+2.8% +5.8% -1.0% +5.9% +20.0% +7.8%</td><td>+36 -2 -1 -2 -2 -2</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others Asia	5 793 11 36 24 20 241 197 41 148 627	1 424 6 19 16 12 152 86 20 83 340	4 450 7 12 11 9 179 85 26 90 380	+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3%	5 874 13 31 27 21 331 170 46 172 720	+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8%	8 1,721 21 63 48 38	+0 +94 -0 +3 +8 +3	+2.8% +5.8% -1.0% +5.9% +20.0% +7.8%	+36 -2 -1 -2 -2 -2
<motorcycles and="" atv<="" td=""><td>Pr (li</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others</td><td>5 793 11 36 24 20 241 197 41 148 627 89</td><td>1 424 6 19 16 12 152 86 20 83 340 36</td><td>4 450 7 12 11 9 179 85 26 90 380 43</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3% -16.4%</td><td>5 874 13 31 27 21 331 170 46 172 720</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93 -11</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8% -11.9%</td><td>1,398 1,61</td><td>+0 +94 -0 +3 +8 +3 +3</td><td>+2.8% +5.8% -1.0% +5.9% +20.0% +7.8% +10.9% -12.6%</td><td>+36 -2 -1 -2 -2 -2 +81 -14</td></motorcycles>	Pr (li	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others	5 793 11 36 24 20 241 197 41 148 627 89	1 424 6 19 16 12 152 86 20 83 340 36	4 450 7 12 11 9 179 85 26 90 380 43	+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3% -16.4%	5 874 13 31 27 21 331 170 46 172 720	+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93 -11	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8% -11.9%	1,398 1,61	+0 +94 -0 +3 +8 +3 +3	+2.8% +5.8% -1.0% +5.9% +20.0% +7.8% +10.9% -12.6%	+36 -2 -1 -2 -2 -2 +81 -14
<motorcycles and="" atv<="" td=""><td>Pr (li</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others  Overseas sales</td><td>5 793 11 36 24 20 241 197 41 148 627</td><td>1 424 6 19 16 12 152 86 20 83 340</td><td>4 450 7 12 11 9 179 85 26 90 380</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3%</td><td>5 874 13 31 27 21 331 170 46 172 720</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8%</td><td>8 1,721 21 63 48 38</td><td>+0 +94 -0 +3 +8 +3</td><td>+2.8% +5.8% -1.0% +5.9% +20.0% +7.8%</td><td>+36 -2 -1 -2 -2 -2</td></motorcycles>	Pr (li	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others  Overseas sales	5 793 11 36 24 20 241 197 41 148 627	1 424 6 19 16 12 152 86 20 83 340	4 450 7 12 11 9 179 85 26 90 380	+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3%	5 874 13 31 27 21 331 170 46 172 720	+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8%	8 1,721 21 63 48 38	+0 +94 -0 +3 +8 +3	+2.8% +5.8% -1.0% +5.9% +20.0% +7.8%	+36 -2 -1 -2 -2 -2
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others  Overseas sales ales Total</td><td>5 793 11 36 24 20 241 197 41 148 627 89 761</td><td>1 424 6 19 16 12 152 86 20 83 340 36 404</td><td>4 450 7 12 11 9 179 85 26 90 380 43 443</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47 -8</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3% -16.4%</td><td>5 874 13 31 27 21 331 170 46 172 720 79 847</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93 -11</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8% -11.9% +11.4%</td><td>8 1,721 21 63 48 38 1,398 161 1,645</td><td>+0 +94 -0 +3 +8 +3 +3</td><td>+2.8% +5.8% -1.0% +5.9% +20.0% +7.8% +10.9% -12.6%</td><td>+36 -2 -1 -2 -2 -2 +81 -14 +63</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others  Overseas sales ales Total	5 793 11 36 24 20 241 197 41 148 627 89 761	1 424 6 19 16 12 152 86 20 83 340 36 404	4 450 7 12 11 9 179 85 26 90 380 43 443	+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47 -8	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3% -16.4%	5 874 13 31 27 21 331 170 46 172 720 79 847	+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93 -11	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8% -11.9% +11.4%	8 1,721 21 63 48 38 1,398 161 1,645	+0 +94 -0 +3 +8 +3 +3	+2.8% +5.8% -1.0% +5.9% +20.0% +7.8% +10.9% -12.6%	+36 -2 -1 -2 -2 -2 +81 -14 +63
<motorcycles and="" atv<="" td=""><td>Pr (II</td><td>(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others  Overseas sales</td><td>5 793 11 36 24 20 241 197 41 148 627 89</td><td>1 424 6 19 16 12 152 86 20 83 340 36</td><td>4 450 7 12 11 9 179 85 26 90 380 43</td><td>+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47</td><td>+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3% -16.4% +10.3%</td><td>5 874 13 31 27 21 331 170 46 172 720</td><td>+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93 -11 +87</td><td>+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8% -11.9%</td><td>8 1,721 21 63 48 38 1,398 161 1,645</td><td>+0 +94 -0 +3 +8 +3 +137 -23 +125</td><td>+2.8% +5.8% -1.0% +5.9% +20.0% +7.8% +10.9% -12.6% +8.2%</td><td>+36 -2 -1 -2 -2 -2 -2 +81 -14 +63 +62</td></motorcycles>	Pr (II	(ATVs only) roduction Total ncluding ATVs)  (ATVs only)  Domestic sales  Europe North America  India China Indonesia Others  Asia Others  Overseas sales	5 793 11 36 24 20 241 197 41 148 627 89	1 424 6 19 16 12 152 86 20 83 340 36	4 450 7 12 11 9 179 85 26 90 380 43	+1 +36 +1 -5 +2 +1 +46 -19 +6 +14 +47	+40.8% +8.7% +25.3% -28.3% +19.4% +5.9% +34.9% -18.3% +29.2% +18.5% +14.3% -16.4% +10.3%	5 874 13 31 27 21 331 170 46 172 720	+0 +81 +2 -5 +3 +1 +90 -26 +5 +25 +93 -11 +87	+2.0% +10.2% +20.9% -14.7% +13.1% +6.0% +37.1% -13.5% +12.8% +16.7% +14.8% -11.9%	8 1,721 21 63 48 38 1,398 161 1,645	+0 +94 -0 +3 +8 +3 +137 -23 +125	+2.8% +5.8% -1.0% +5.9% +20.0% +7.8% +10.9% -12.6% +8.2%	+36 -2 -1 -2 -2 -2 -2 +81 -14 +63 +62

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

1 November 2018

SUZUKI MOTOR CORPORATION

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

		FY2017 fire	st six months	FY2018 firs	t six months	(Amount: Billions of yen)  Change					
		April - September 2017		April - September 2018		U	nit	Amount			
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio		
	Japan	361	511.9	389	580.7	+29	+7.9%	+68.8	+13.4%		
s,	Overseas	1,235	1,157.2	1,332	1,180.6	+97	+7.8%	+23.4	+2.0%		
Automobile business	Europe	137	223.5	121	207.5	-16	-11.7%	-16.0	-7.2%		
e pus	North America		0.8		0.7			-0.1	-14.3%		
ligou	Asia	996	815.0	1,110	854.8	+113	+11.4%	+39.8	+4.9%		
utor	(Of which India)	(826)	(621.3)	(919)	(663.6)	(+93)	(+11.3%)	(+42.3)	(+6.8%)		
4	Other areas	102	117.9	101	117.6	-1	-0.6%	-0.3	-0.2%		
	Total	1,596	1,669.1	1,721	1,761.3	+125	+7.8%	+92.2	+5.5%		
	Japan	34	11.8	28	10.5	-5	-15.6%	-1.3	-10.9%		
ess	Overseas	588	112.6	693	115.8	+105	+17.8%	+3.2	+2.8%		
usin	Europe	23	24.0	22	20.4	-1	-2.3%	-3.6	-14.9%		
cle b	North America	16	15.6	16	14.9	+0	+1.1%	-0.7	-4.2%		
Motorcycle business	Asia	474	55.7	587	64.7	+113	+23.7%	+9.0	+16.1%		
Mot	Other areas	76	17.3	68	15.8	-8	-10.0%	-1.5	-8.9%		
	Total	622	124.4	721	126.3	+99	+16.0%	+1.9	+1.5%		
	Japan		7.7		7.4			-0.3	-4.4%		
itc.	Overseas		29.9		34.4			+4.5	+15.1%		
ess, e	Europe		8.6		8.7			+0.1	+1.0%		
nsin	North America		13.7		17.8			+4.1	+29.8%		
Marine business, etc.	Asia		2.9		3.2			+0.3	+11.6%		
Ма	Other areas		4.7		4.7			-0.0	-0.2%		
	Total		37.6		41.8			+4.2	+11.1%		
	Japan		531.4		598.6			+67.2	+12.6%		
	Overseas		1,299.7		1,330.8			+31.1	+2.4%		
	Europe		256.1		236.6			-19.5	-7.6%		
Total	North America		30.1		33.4			+3.3	+11.1%		
	Asia		873.6		922.7			+49.1	+5.6%		
	Other areas		139.9		138.1			-1.8	-1.3%		
	Total		1,831.1		1,929.4			+98.3	+5.4%		

- \*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).