<Reference for FY2018 (The 153th Fiscal Year) First Nine Months> [Consolidated]

5 February 2019 SUZUKI MOTOR CORPORATION

Principle of the content of the co												50	JZUKI WIOTO	(Billions of yen)
Set Colore Colo					FY201	7 first nine m	onths	FY201	8 first nine m	onths	Ful	l-year foreca	st	
Net Sales					April	- December	2017	April	- December	2018	April 2	018 - March	2019	· ·
Demonstration 1962 1968 1969 1160 1169														
Security in common 194, 58 -193, 58	Net S													
Colorada 194, 20 173, 20 114, 20 173, 20 174		Do							+116.0					
Dispersion 1944.9 4182 22.48 3.942.8 5.23 1.34 3.50.0 4.05 1.158 2.610.0														
Contemp income		Ωv												
Margin 9,5% 10,4% 137,7% 306,1 171,5 17,5% 380,0 17,2 11,9% 390,0 10,3% 13,00 10,3% 13,00 10,3% 13,00 10,3% 13,00 10,3% 13,00 10,3% 13,00 10,3% 13,00 10,3% 13,00 13,0	Oner				259.8			256.5	-3 3					2,010.0 350.0
Continue			18 1110011		9.5%	. 32.4	. 33.370		3.5	1.570		24.2	0.5 %	
10.4% 10.8% 10.8% 10.8% 10.3% 20.00 4.3 20.00 20.00 20.0			/ Income	9	284.6	+104.4	+57.9%		+21.5	+7.6%		+7.2	+1.9%	
Mary 16.4 3 30.9 -23.7% 180.8 16.5 110.9% 15.9% 15.8% 16.5 10.9% 15.8% 16.5 10.9% 15.8% 16.5 10.9% 15.8% 16.5 10.9%		-												
Control Move Higher earnings on higher sales Service Ser	Net in	nco	me attri	ibutable to		. 20.0	. 22 20/		. 10 5	. 10.00/			. 2.0%	
Entered View Eight Earnings on higher sales Super- price Leader Super- price Leader	owne	ers	of the p	arent		+30.9	+23.2%		+10.5	+10.0%		+4.3	+2.0%	
Section of Increase Programming on imagener sames Progra	Marg	in			6.0%			6.4%			5.8%			5.8%
Section of Increase Programming on imagener sames Progra	_						_	Lower operat	ing income o	n higher				
Part	Gene	ral	View		Higher earnin	gs on higher	sales		0	0 -	Lower operatin	g income on h	nigher sales	
Part		Га		Incueses	Change in calca m	adal miy	. 70. 0	Change in calce m	andal miy	. / 0. 0	Change in calce m	adal miy	. / 2 0	. / 0 0
Conference of the processor of description 1-12		Fa	ctors or	increase	-			_	louel IIIIX		-	odel IIIIX		
Secretary Secr						es			ciation		Cost reduction		+27.0	+27.0
Total	ge					ciation		becrease of depres	Cidtion	+0.1				
Total	han				· .				Total	+73 4		Total	+69.8	
Total	of c ing I						. 120.0			. 7 3.4			. 55.0	
Total	ors erati	Fa	ctors of	Decrease	Increase of various	expenses	-32 4	Increase of various	s expenses	-40 2	Effect of ForEX rate	es	-42 N	-40 0
Total	act Ope		- 1010 01	_ 5516436				Effect of ForEX rates						
Total Tota	ı i						1.2			20.0	II			
USD 112 Ven +5 Ven C+2.5 111 Ven -1										12.0			_0.0	20.0
USD 112 Ven +5 Ven C+2.5 111 Ven -1					,	Total	-33.6		Total	-76.7		Total	-94.0	
Exchange Nates EUR 129 Yen +11 Yen +11.8 129 Yen +0 Yen -0.9 127 Yen 120 Yen -3.4 130 Yen -3.6 13	,													
Exchange Notes EUR 129 Yen +11 Yen +11.8 129 Yen +0.9 127 Yen 120 Yen -3.4 130 Yen 40.6 100 100 0.8 4 Yen 40.03 Yen +1.3 0.77 Yen -0.07 Yen -2.0 0.77 Yen 0.75 Yen -2.3 0.77 Yen 0.75 Yen -2.5 0.77 Yen 0.75 Yen -2.75 0.77 Yen 0.75 Yen 0.75 Yen -2.75 0.77 Yen 0.75 Yen	Foreig	n		USD		+5 Yen	+2.5	111 Yen		-0.3	110 Yen	105 Yen		108 Yen
1000R 0.84 Yen 0.03 Yen -1.3 0.77 Yen -0.07 Yen -2.0 0.77 Yen 0.75 Yen -2.3 0.77 Yen 0.75 Yen -0.27 Yen	Exchai	nge	Rates	EUR	129 Yen	+11 Yen	+11.8	129 Yen	+0 Yen			120 Yen	-3.4	130 Yen
THB 3.33 Yen -3.04 Ven -1.7 3.41 Yen -0.08 Yen -0.3 3.41 Yen 3.40 Yen -0.2 3.55 Yen -0.20 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66	and Ef	fect	on	INR		+0.14 Yen	+15.1	1.61 Yen		-15.5	1.58 Yen	1.50 Yen	-23.7	1.56 Yen
THB 3.33 Yen -3.04 Ven -1.7 3.41 Yen -0.08 Yen -0.3 3.41 Yen 3.40 Yen -0.2 3.55 Yen -0.20 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66 2.50.0 -3.66	Operat	ting	Income	100IDR	0.84 Yen	+0.03 Yen				-2.0				
Capital Expenditures 123.2 -13.5 191.2 +68.0 250.0 +36.6 250.0 250.0 -36.6 250.0 36.6 250.0 36.6 250.0 36.6 250.0 36.6 250.0 36.6 250.0 36.6 36.0 36.0 36.0				THB	3.33 Yen	+0.30 Yen	-1.7	3.41 Yen	+0.08 Yen	-0.3		3.40 Yen	-0.2	
Depretation Expenses 114,4 -2.7 106,3 -3.1 150,0 -0.9 150,0	Capit	al E	Expendit	ures		-13.5		191.2	+68.0			+36.6		250.0
Interest-Bearing Debt	Depre	ecia	ation Ex	penses	114.4	-2.7		106.3	-8.1			-0.9		
Interest-Bearing Debt	R&D	Exp	enses		98.8	+1.2		111.4	+12.6		160.0	+20.6		160.0
Compared													/	
Operating Activities 261.2 +26.0	Intere	est-	-Bearing	Debt	656 1	+16.2		406.8	-171.1				/	
Departing Activities 261.2				•	000.1								/	
Second S		0-		A adii iidi a a	201.2	. 20 0	fiscal year)	2/01	21.1	fiscal year)			/	
Financing Activities													/	
Sales 2,489.6 +430.5 +20.9% 2,596.6 +107.0 +4.3% 244.1 -4.2 -1.7% 244.1 -1.5 -91.5%	۸S												/	
Sales 2,489.6 +430.5 +20.9% 2,596.6 +107.0 +4.3% 244.1 -4.2 -1.7% 244.1 -1.5 -91.5%	Flov	ГШ	lancing	Activities	-31.2	-140.1	(compared	-223.7	-134.5	(compared			/	
Sales 2,489.6 +430.5 +20.9% 2,596.6 +107.0 +4.3% 244.1 -4.2 -1.7% 244.1 -1.5 -91.5%	ash												/	
Sales 2,489,6 +430.5 +20.9% 2,596.6 +107.0 +1.3%	C	Ca	sh Balar	ice	657.8	+43.8		404.0	-196.8				/	
Sales 1810 +37.8 +26.4% 182.2 +1.2 +0.7%													/	
Sales 1810 +37.8 +26.4% 182.2 +1.2 +0.7%	ent		Sales		2,489.6	+430.5	+20.9%	2,596.6	+107.0	+4.3%			/	
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	gme	Ħ	Operati	ng Income	248.3	+86.2	+53.2%	244.1	-4.2	-1.7%			/	
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	Se	4	Margin		10.0%			9.4%					/	
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	s by	0	Sales		181.0		+26.4%					1	/	
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	sult	10t	Operati	ng Income		+5.2	-			-91.5%		/		
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	ş re		Maigill		0.9%							/		
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	ıtin	etc	Sales									/		
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%	pera	rine,	Operati	ng Income		+1.0	+10.8%	12.3	+2.4	+23.7%		/		
Sales 1,482.1 +156.7 +11.8% 1,551.0 +68.9 +4.6%		Ma	Margin									/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	şion	_	Sales									/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	Reg	эра	Operati	ng Income	111.5	+50.2	+82.0%	112.6	+1.1	+1.0%		/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	hic	,	Margin		7.5%			7.3%				/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	rapi	эe	Sales									1		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	30g	ıro	Operati	ng Income		+2.1	+20.3%			+16.7%		/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	/ GE	E	Margin					3.4%				/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	s by		Sales					1,419.7	+11.6			/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	sult	Asi	Operati	ng Income	140.6	+49.1	+53.6%	121.6	-19.0	-13.5%		/		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	ş re		Margin		10.0%						/	,		
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	ting	L.S	Sales								/			
Number of Consolidated Subsidiaries 131 -5 Compared to end of previous fiscal year) Compared to end of p	era	the	Operati	ng Income	3.4	+0.9	+38.2%	4.3		+26.3%	/			
Number of Consolidated Subsidiaries 131 -5 to end of previous fiscal year) (compared to end of previous fiscal year)	Ор	0	Margin		2.9%			3.3%			/			
Consolidated Subsidiaries 131 -5 previous fiscal year) (compared to end of previous fiscal year) Aumber of Affiliates with application of equity method Number of Employees 64,817 +1,825 previous fiscal year) (compared to end of previous fiscal year)											/			
Number of Affiliates with application of equity method Number of Employees 64,817 Agriculture in previous fiscal year) (compared to end of previous fiscal year)					131	-5		131	±0		/			
Number of Affiliates with application of equity method 31	Conso	iida	tea Subsia	liaries	101			101			/			
Number of Affiliates with application of equity method 31 -1 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)											/			
Application of equity method 31 -1 previous fiscal year) 28 -3 previous fiscal year) Number of Employees 64,817 +1,825 to end of previous fiscal year) (compared to end of previous fiscal year) (compared to end of previous fiscal year)	Numbe	ar of	Affiliator	with							/			
Number of Employees 64,817 +1,825 fiscal year) (compared to end of previous 68,040 +2,861 revious fiscal year)					31	-1		28	-3		/			
Number of Employees 64,817 +1,825 (compared to end of previous 68,040 +2,861 (compared to end of previous formula for the end of previous for the end of the end of previous for the end of	SPPIIC		. o. equity	,			•			-	/			
Number of Employees 64,817 +1,825 to end of previous 68,040 +2,861 to end of previous											/			
Number of Employees 64,817 +1,825 previous 68,040 +2,861 previous /	Mare-1		of Footele	1000	C/ 017	. 1 005		00010	. 0.004		/			
	wumb	er (or Employ	rees	04,81/	+1,825		ხგ,040	+2,861		/			
							fiscal year)				<u>/</u>			

<Reference for FY2018 (The 153th Fiscal Year) First Nine Months> [Units (Production & Sales)]

5 February 2019 SUZUKI MOTOR CORPORATION

			FY2017 first			EV2019	first nine r	nonthe			EV2010	3 full-year fo		Thousand units) Revised units			
			nine months	(AprSep.	(Octobe	r - Decembe			- December	2018)		:018 - March		from previous			
			(AprDec. 2017)	2018)		Change	Ratio		Change	Ratio	` '	Change	Ratio	forecast			
		Mini vehicles	405	284	152	+10	+6.9%	436	+31	+7.6%	589	+36	+6.6%	+16			
		Sub-compact and standard-sized vehicles	73	59	32	+6	+21.1%	91	+18	+24.7%	125	+21	+20.0%				
		Export	158	103	50	-5	-8.3%	153	-5	-3.2%	199	-3	-1.4%	-4			
		OEM	82	54	27	-1	-4.5%	81	-1	-0.8%	108	-4	-3.9%	-1			
		Domestic production (Including CBU)	717	499	261	+10	+3.8%	760	+43	+6.0%	1,021	+50	+5.1%	+11			
		(CBU only)	705	487	256	+9	+3.4%	743	+38	+5.4%	1,000	+47	+5.0%	+14			
		Europe	133	76	49	+6	+13.4%	125	-9	-6.6%	181	+1	+0.4%	+9			
		India	1,288	988	394	-25	-6.0%	1,381	+94	+7.3%							
		Indonesia	87	63	27	-7	-21.3%	90	+3	+3.2%				/			
		Thailand	41	30	13	+1	+5.7%	43	+3	+6.3%	_			/			
		Others	172	94	43	-20	-31.1%	137	-35	-20.1%							
<automobiles></automobiles>		Asia	1,588	1,175	477	-51	-9.7%	1,652	+64	+4.1%	2,190	+5	+0.2%	-102			
obi		Others	2	1	0	-0	-45.2%	2	-0	-5.8%	2	-0	-12.5%	-2			
omo	(Overseas production	1,723	1,253	526	-46	-8.0%	1,779	+55	+3.2%	2,373	+6	+0.2%	-95			
Aut	Pr	oduction Total	2,440	1,752	787	-36	-4.4%	2,539	+98	+4.0%	3,394	+56	+1.7%	-84			
٧		Mini vehicles	390	284	137	+13	+10.2%	421	+31	+7.9%	588	+32	+5.7%	+16			
		Sub-compact and standard-sized vehicles	77	65	28	+5	+21.0%	93	+16	+20.3%	130	+18	+16.0%	+5			
	[Domestic sales	468	349	165	+18	+11.9%	514	+46	+9.9%	718	+50	+7.5%	+21			
		Europe	204	139	62	-3	-4.2%	201	-3	-1.6%	280	-1	-0.3%				
		India	1,226	919	406	+5	+1.3%	1,325	+98		(Suppleme	nt)		(Supplement)			
		Indonesia	85	59	29	-1	-4.4%	88	+3			ales in India	are	Full-year sales in India are expected			
		Thailand	20	14	8	+0	+4.6%	22	+3	+13.8%	expected to	o increase b	y 6%	to increase by 8%			
		Others	229	127	62	-25	-28.8%	189	-40	-17.6%	compared t	to previous f	iscal year	compared to previous fiscal year			
		Asia	1,560	1,119	504	-21	-4.0%	1,623	+63	+4.1%	2,144	+51	+2.4%	-29			
		Others	137	92	49	-1	-2.0%	141	+5	+3.4%	185	+3	+1.9%	-3			
		Overseas sales	1,901	1,351	615	-25	-3.9%	1,966	+65	+3.4%	2,609	+53	+2.1%	-32			
			,	1,700	780	-7		2,480	+111		3,327	+103	+3.2%	-11			
OEN	l Sal	es (Not included in figures above)	82	54	27	-1	-4.8%	81									
			~-	0 1	_,		4.0 /0	01	-1	-1.1%							
		I Barrania									0.7		22.20	1 1			
		Domestic	27	15	5	-2	-23.7%	20	-7	-26.4%	27	-8	-22.8%	-2			
		Export									27 89	-8 -28	-22.8% -24.1%	-2 -5			
		Export Domestic production (Including ATVs)	27 84 111	15 38 53	5 25 30	-2 -9 -11	-23.7% -26.5% -26.0%	20 63 83	-7 -21 -28	-26.4% -25.0% -25.3%	89 116	-28 -36	-24.1% -23.8%	-5 -7			
		Export Domestic production (Including ATVs) (ATVs only)	27 84 111 8	15 38 53	5 25 30	-2 -9 -11 +0	-23.7% -26.5% -26.0% +9.3%	20 63 83	-7 -21 -28 +2	-26.4% -25.0% -25.3% +28.2%	89 116 14	-28 -36 +1	-24.1% -23.8% +4.2%	-5 -7 +1			
		Export Domestic production (Including ATVs) [(ATVs only) North America	27 84 111 8 3	15 38 53 8	5 25 30 3 1	-2 -9 -11 +0 +0	-23.7% -26.5% -26.0% +9.3% +5.0%	20 63 83 11 3	-7 -21 -28 +2 -0	-26.4% -25.0% -25.3% +28.2% -4.4%	89 116 14 4	-28 -36	-24.1% -23.8%	-5 -7 +1			
		Export Domestic production (Including ATVs) [ATVs only] North America	27 84 111 8 3 391	15 38 53 8 1 352	5 25 30 3 1 166	-2 -9 -11 +0 +0 +35	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6%	20 63 83 11 3 518	-7 -21 -28 +2 -0 +128	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7%	89 116 14 4	-28 -36 +1	-24.1% -23.8% +4.2%	-5 -7 +1			
		Export Comestic production (Including ATVs) (ATVs only) North America India China	27 84 111 8 3 391 399	15 38 53 8 1 352 211	5 25 30 3 1 166 92	-2 -9 -11 +0 +0 +35 -55	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6%	20 63 83 11 3 518 303	-7 -21 -28 +2 -0 +128 -96	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1%	89 116 14 4	-28 -36 +1	-24.1% -23.8% +4.2%	-5 -7 +1			
		Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia	27 84 111 8 3 391 399 70	15 38 53 8 1 352 211 76	5 25 30 3 1 166 92 46	-2 -9 -11 +0 +0 +35 -55 +23	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5%	20 63 83 11 3 518 303 122	-7 -21 -28 +2 -0 +128 -96 +52	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7%	89 116 14 4	-28 -36 +1	-24.1% -23.8% +4.2%	-5 -7 +1			
		Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others	27 84 111 8 3 391 399 70 221	15 38 53 8 1 352 211 76 157	5 25 30 3 1 166 92 46 85	-2 -9 -11 +0 +0 +35 -55 +23 +7	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.1%	20 63 83 11 3 518 303 122 242	-7 -21 -28 +2 -0 +128 -96 +52 +20	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1%	89 116 14 4	-28 -36 +1 -0	-24.1% -23.8% +4.2% -6.6%	-5 -7 +1			
		Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia	27 84 111 8 3 391 399 70 221 1,081	15 38 53 8 1 352 211 76 157 796	5 25 30 3 1 166 92 46 85 389	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +9.1% +2.4%	20 63 83 11 3 518 303 122 242 1,185	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6%	89 116 14 4	-28 -36 +1 -0	-24.1% -23.8% +4.2% -6.6% +8.1%	-5 -7 +1 +2			
<		Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others	27 84 111 8 3 391 399 70 221	15 38 53 8 1 352 211 76 157	5 25 30 3 1 166 92 46 85	-2 -9 -11 +0 +0 +35 -55 +23 +7	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.1%	20 63 83 11 3 518 303 122 242	-7 -21 -28 +2 -0 +128 -96 +52 +20	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1%	89 116 14 4	-28 -36 +1 -0	-24.1% -23.8% +4.2% -6.6%	-5 -7 +1 +2			
d ATVs>		Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs)	27 84 111 8 391 399 70 221 1,081 29	15 38 53 8 1 352 211 76 157 796 24	5 25 30 3 1 166 92 46 85 389 15	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +9.1% +2.4% +53.4% +3.7%	20 63 83 11 3 518 303 122 242 1,185 39	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3%	116 14 4 1,547 50 1,601	-28 -36 +1 -0 +116 +111 +126	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +8.6%	-5 -7 +1 +2 +1 +3			
and ATVs>	(Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only)	27 84 111 8 3 391 399 70 221 1,081	15 38 53 8 1 352 211 76 157 796 24	5 25 30 3 1 166 92 46 85 389 15	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +91.8% +2.4%	20 63 83 11 3 518 303 122 242 1,185	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3%	89 116 14 4 1,547 50	-28 -36 +1 -0 +116 +11	-24.1% -23.8% +4.2% -6.6% +8.1%	-5 -7 +1 +2 +1 +3			
ycles and ATVs>	() Pri	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs)	27 84 111 8 33 391 399 70 221 1,081 29 1,113 6	15 38 53 8 1 352 211 76 157 796 24 821 5	5 25 30 3 1 166 92 46 85 389 15 405 2	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +9.1% +2.4% +3.7% +31.1% +0.9%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +8.8% +6.9%	1,547 50 1,601 8	-28 -36 +1 -0 +116 +111 +126	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +5.5%	-5 -7 +1 +2 +1 +3			
orcycles and ATVs>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) (ATVs only)	27 84 111 8 391 399 70 221 1,081 29 1,113 6 1,224	15 38 53 8 1 352 211 76 157 796 24 821 5 874	5 25 30 3 1 166 92 46 85 389 15 405 2 435	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +9.1% +2.4% +3.7% +3.1% +0.9% +17.4%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.6% +31.3% +10.1% +8.8% +6.9% +20.0%	116 14 4 1,547 50 1,601 8 1,717	-28 -36 +1 -0 +116 +116 +126 +90 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +3.7%	-5 -7 +1 +2 +1 +3 -4 +1			
Motorcycles and ATVs>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales	27 84 111 8 391 399 70 221 1,081 29 1,113 6 1,224	15 38 53 8 1 352 211 76 157 796 24 821 5 874	5 25 30 3 1 166 92 46 85 389 15 405 2	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.4% +3.1.1% +0.9% +17.4% +7.0%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 +1	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.6% +31.3% +10.1% +8.8% +6.9% +20.0% -9.3%	1,547 50 1,601 8	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +8.6% +2.8% +5.5% +3.7% -5.9%	-5 -7 +1 +2 +1 +3 -4 +1 -7			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) (ATVs only)	27 84 111 8 391 399 70 221 1,081 29 1,113 6 1,224 15	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +9.1% +2.4% +3.7% +3.1% +0.9% +17.4%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 +1 +85	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.6% +31.3% +10.1% +8.8% +6.9% +20.0%	1,547 50 1,601 8 1,717 22 56 46	-28 -36 +1 -0 +116 +116 +126 +90 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +3.7%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America	27 84 111 8 391 399 70 221 1,081 29 1,113 6 1,224 15	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4 +1 -1	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.1% +2.4% +31.1% +0.9% +17.4% +7.0% -8.0% -8.3%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 +1 +85 +3 -4 +0 +1	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9%	1,547 50 1,601 8 1,717 22 56	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +8.6% +2.8% +5.5% +3.7% -5.9%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India	27 84 111 8 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4 +1 -1 -1 +44	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.4% +53.4% +31.1% +0.9% +17.4% +7.0% -8.0% -8.3% +32.8%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -4 +85 +3 -4 +0 +1 +121	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +91.% +91.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3%	1,547 50 1,601 8 1,717 22 56 46	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +3.7% -5.9% +8.0%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China	27 84 111 8 33 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4 +1 -1 -1	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.1% +2.4% +53.4% +3.1.1% +0.9% +17.4% +7.0% -8.0% -8.3% +32.8% -11.5%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -14 -4 +0 +11 -14	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.6% +31.3% +10.1% +8.8% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6%	1,547 50 1,601 8 1,717 22 56 46	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +3.7% -5.9% +8.0%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China India India China India India Indinesia	27 84 111 8 3 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196 43	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 +4 +1 -1 -1 +1	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +9.1% +2.4% +31.1% +31.1% +0.9% +17.4% -8.0% -8.3% +32.8% -11.5% +77.5%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -4 +10 +113 +15	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.6% +31.3% +10.1% +8.8% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +27.8%	1,547 50 1,601 8 1,717 22 56 46	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +3.7% -5.9% +8.0%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China Indonesia Others	27 84 111 8 33 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55 213	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 27 21 295 196 43 159	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 -0 +4 -1 -1 -1 +44 -11 +12 +12	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +91.1% +2.4% +31.1% +0.9% +17.4% +7.0% -8.0% -8.3% +32.8% +11.5% +15.6%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70 245	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -11 +85 +3 -4 +0 +1 +121 -14 +15 +32	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +27.8% +14.8%	116 14 4 1,547 50 1,601 8 1,717 22 56 46 36	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +8.6% +5.5% +3.7% -5.9% +8.0% +2.8%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China Indonesia Others	27 84 111 8 3 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55 213 916	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196 43 159 693	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7 178 87 27 86 377	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 -1 -1 -1 +44 -11 +12 +12 +56	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +9.1% +2.4% +3.7% +31.1% +0.9% +7.0% -8.0% -8.3% +32.8% +11.5% +17.5%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70 245 1,070	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -11 +85 +3 -4 +0 +1 +121 -14 +15 +32 +154	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +27.8% +14.8% +16.8%	1,547 50 1,601 8 1,717 22 56 46 36	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +5.5% +3.7% -5.9% +8.0% +2.8%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2 -2 -2			
<motorcycles and="" atvs=""></motorcycles>	Pro (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China Indonesia Others Others Overseas production (Including ATVs) (ATVs only) Omestic sales Europe North America India China Indonesia Others Asia Others	27 84 111 8 33 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55 213 916 142	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196 43 159 693 86	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 178 87 27 86 377 43	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 -1 -1 -1 +44 -11 +12 +12 +56 -9	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +9.1% +2.4% +3.7% +31.1% +0.9% +7.0% -8.0% -8.3% +32.8% -11.5% +77.5% +15.6% -17.6%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70 245 1,070	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -14 +15 +32 +154 -13	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +27.8% +14.8% +9.1%	1,547 50 1,601 8 1,717 22 56 46 36	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +2.8% +5.5% +3.7% -5.9% +2.8% +14.4% -8.4%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2 -2 -2			
<motorcycles and="" atvs=""></motorcycles>	O C C C C C C C C C C C C C C C C C C C	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China Indonesia Others Overseas production (Including ATVs) (ATVs only) Omestic sales Others Asia Others Others Others Others Overseas sales	27 84 111 8 3 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55 213 916	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196 43 159 693	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7 178 87 27 86 377	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 -1 -1 -1 +44 -11 +12 +12 +56	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +9.1% +2.4% +3.7% +31.1% +0.9% +7.0% -8.0% -8.3% +32.8% +11.5% +17.5%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70 245 1,070	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -11 +85 +3 -4 +0 +1 +121 -14 +15 +32 +154	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +27.8% +14.8% +16.8%	1,547 50 1,601 8 1,717 22 56 46 36	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +5.5% +3.7% -5.9% +8.0% +2.8%	-5 -7 +1 +2 +1 +3 -4 +1 -7 -2 -2 -2			
<motorcycles and="" atvs=""></motorcycles>	Pri (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Asia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China Indonesia Others Others Overseas production (Including ATVs) (ATVs only) Omestic sales Europe North America India China Indonesia Others Asia Others	27 84 111 8 33 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55 213 916 142	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196 43 159 693 86	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 178 87 27 86 377 43	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 +0 -1 -1 -1 +44 -11 +12 +12 +56 -9	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +9.1% +2.4% +3.7% +31.1% +0.9% +7.0% -8.0% -8.3% +32.8% -11.5% +77.5% +15.6% -17.6%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70 245 1,070	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -14 +15 +32 +154 -13	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% -24.1% +74.7% +9.1% +9.6% +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +27.8% +14.8% +9.1%	1,547 50 1,601 8 1,717 22 56 46 36 1,434 169 1,685	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3 +1	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +28.1% +2.8% +5.5% +3.7% -5.9% +2.8% +14.4% -8.4%	-5 -7 +1 +1 +3 -4 +1 -7 -2 -2 -2 +36 +8 +40			
<motorcycles and="" atvs=""></motorcycles>	Pri (Ir	Export Domestic production (Including ATVs) (ATVs only) North America India China Indonesia Others Overseas production (Including ATVs) (ATVs only) oduction Total including ATVs) (ATVs only) Domestic sales Europe North America India China Indonesia Others Overseas sales Europe North America India China Indonesia Others Overseas sales Others Overseas sales	27 84 111 8 3 391 399 70 221 1,081 29 1,113 6 1,224 15 48 33 27 352 296 55 213 916 142 1,118	15 38 53 8 1 352 211 76 157 796 24 821 5 874 13 31 27 21 295 196 43 159 693 86 827	5 25 30 3 1 166 92 46 85 389 15 405 2 435 5 13 6 7 178 87 27 86 377 43	-2 -9 -11 +0 +0 +35 -55 +23 +7 +9 +5 +14 -1 -1 -1 +44 -11 +12 +12 +56 -9 +46	-23.7% -26.5% -26.0% +9.3% +5.0% +26.6% -37.6% +96.5% +91.1% +2.4% +31.1% +0.9% +17.4% +7.0% -8.0% -8.3% +32.8% -11.5% +77.5% +15.6% +17.5% +11.8%	20 63 83 11 3 518 303 122 242 1,185 39 1,226 7 1,309 18 43 33 28 472 283 70 245 1,070 129 1,260	-7 -21 -28 +2 -0 +128 -96 +52 +20 +104 +9 +113 -11 +85 +3 -4 +0 +1 +121 -14 +15 +32 +154 -13 +142	-26.4% -25.0% -25.3% +28.2% -4.4% +32.7% +91.% +96.8 +31.3% +10.1% +6.9% +20.0% -9.3% +1.2% +2.9% +34.3% -4.6% +14.8% +16.8% -9.1% +12.7%	1,547 50 1,601 8 1,717 22 56 46 36 1,434 169 1,685	-28 -36 +1 -0 +116 +111 +126 +0 +90 +1 -4 +3 +1 +180 -15 +169	-24.1% -23.8% +4.2% -6.6% +8.1% +28.1% +8.6% +2.8% +5.5% +3.7% -5.9% +8.0% +2.8% +14.4% -8.4% +11.1%	-5 -7 +1 +1 +3 +3 -4 +1 -7 -2 -2 -2 +36 +8 +40 +33			

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

5 February 2019 SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

ı		FY2017 first nine months		FY2018 first	nine months	Change				
		April - December 2017		April - December 2018			nit	Amount		
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio	
ıL	Japan	533	753.0	578	870.4	+46	+8.6%	+117.4	+15.6%	
SS	Overseas	1,838	1,736.6	1,927	1,726.2	+89	+4.8%	-10.4	-0.6%	
sine	Europe	196	332.3	185	329.4	-11	-5.8%	-2.9	-0.9%	
e pn	North America		1.1		0.9			-0.2	-19.6%	
nobil	Asia	1,492	1,223.7	1,599	1,230.4	+107	+7.2%	+6.7	+0.5%	
Automobile business	(Of which India)	(1,226)	(924.7)	(1,325)	(947.0)	(+99)	(+8.1%)	(+22.3)	(+2.4%)	
 	Other areas	151	179.5	144	165.5	-7	-4.9%	-14.0	-7.8%	
<u> </u>	Total	2,371	2,489.6	2,505	2,596.6	+134	+5.7%	+107.0	+4.3%	
	Japan	46	15.9	40	14.7	-6	-13.5%	-1.2	-7.3%	
ess	Overseas	875	165.1	1,034	167.5	+159	+18.1%	+2.4	+1.4%	
usin	Europe	33	32.0	29	26.5	-4	-12.0%	-5.5	-17.1%	
Motorcycle business	North America	24	22.8	23	21.1	-1	-2.2%	-1.7	-7.5%	
orcy	Asia	699	83.3	878	96.2	+179	+25.6%	+12.9	+15.4%	
Mot	Other areas	120	27.0	105	23.7	-16	-12.9%	-3.3	-12.2%	
_	Total	922	181.0	1,074	182.2	+152	+16.5%	+1.2	+0.7%	
	Japan		11.1		10.9			-0.2	-1.4%	
tc.	Overseas		43.2		49.1			+5.9	+13.5%	
ess, e	Europe		11.8		11.2			-0.6	-5.3%	
usine	North America		19.4		25.7			+6.3	+32.1%	
Marine business, etc.	Asia		4.4		4.8			+0.4	+9.7%	
Mar	Other areas		7.6		7.4			-0.2	-2.5%	
	Total		54.3		60.0			+5.7	+10.5%	
	Japan		780.0		896.0			+116.0	+14.9%	
	Overseas		1,944.9		1,942.8			-2.1	-0.1%	
	Europe		376.1		367.1			-9.0	-2.4%	
Total	North America		43.3		47.7			+4.4	+9.9%	
_	Asia		1,311.4		1,331.4			+20.0	+1.5%	
	Other areas		214.1		196.6			-17.5	-8.1%	
 	Total		2,724.9		2,838.8			+113.9	+4.2%	

- *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.

Overseas motorcycle sales volume was counted in wholesales units in some areas, but from this third quarter results, all sales volume are counted in retail sales(previous year results are also changed to reatail sales).

- · 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
- 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).