

<Reference for FY2019 (The 154th Fiscal Year) First Three Months> [Consolidated]

5 August 2019
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2018 first three months April - June 2018			FY2019 first three months April - June 2019			Full-year forecast April 2019 - March 2020								
			Change	Ratio		Change	Ratio		Change	Ratio						
Net Sales		987.5	+118.2	+13.6%	907.5	-80.0	-8.1%	3,900.0	+28.5	+0.7%						
Domestic Sales		296.3	+29.4	+11.0%	291.1	-5.2	-1.8%	1,240.0	-12.4	-1.0%						
Suzuki brand		270.2	+27.6	+11.4%	268.5	-1.7	-0.6%	1,150.0	+7.2	+0.6%						
OEM sales		26.1	+1.8	+7.4%	22.6	-3.5	-13.6%	90.0	-19.6	-17.9%						
Overseas Sales		691.2	+88.8	+14.7%	616.4	-74.8	-10.8%	2,660.0	+40.9	+1.6%						
Operating Income		116.5	+31.4	+36.9%	62.7	-53.8	-46.2%	330.0	+5.6	+1.7%						
Margin		11.8%			6.9%			8.5%								
Ordinary Income		133.1	+33.6	+33.8%	72.4	-60.7	-45.6%	340.0	-39.5	-10.4%						
Margin		13.5%			8.0%			8.7%								
Net income attributable to owners of the parent		85.9	+20.5	+31.3%	40.5	-45.4	-52.8%	200.0	+21.2	+11.9%						
Margin		8.7%			4.5%			5.1%								
General View		Higher earnings on higher sales			Lower earnings on lower sales			Net sales and operating income flat on the year								
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix		+42.0		Cost reduction		+2.2							
			Decrease of depreciation		+7.5				+31.0							
			Cost reduction		+2.4		Change in sales, model mix		+12.6							
			Total		+51.9		Total		+43.6							
Factors of Decrease			Increase of various expenses		-14.7		Increase of various expenses		-20.5							
			Effect of ForEX rates		-4.1		Change in sales, model mix		-19.5							
			Increase of R&D expenses		-1.7		Effect of ForEX rates		-6.9							
			Total		-20.5		Total		-56.0							
Foreign Exchange Rates and Effect on Operating Income	USD	109 Yen	-2 Yen	-0.3	110 Yen	+1 Yen	+0.1	110 Yen	-1 Yen	-0.7						
	EUR	130 Yen	+8 Yen	+2.8	123 Yen	-7 Yen	-2.4	125 Yen	-3 Yen	-4.7						
	INR	1.64 Yen	-0.10 Yen	-4.6	1.59 Yen	-0.05 Yen	-1.5	1.58 Yen	-0.02 Yen	-2.6						
	100IDR	0.79 Yen	-0.05 Yen	-0.8	0.77 Yen	-0.02 Yen	-0.1	0.77 Yen	-0.01 Yen	-0.4						
	THB	3.42 Yen	+0.18 Yen	-0.3	3.48 Yen	+0.06 Yen	-0.1	3.40 Yen	-0.03 Yen	-0.0						
Capital Expenditures		78.0	+36.3		59.9	-18.1		270.0	+1.1							
Depreciation Expenses		32.7	-7.5		39.1	+6.4		160.0	+11.1							
R&D Expenses		31.7	+1.7		34.4	+2.7		170.0	+11.9							
Interest-Bearing Debt		585.9	+8.0	(compared to end of previous fiscal year)	377.0	+1.6	(compared to end of previous fiscal year)									
Cash Flows	Operating Activities		106.1		+43.1		55.4		-50.7							
	Investing Activities		-113.2		-68.6		-75.5		+37.7							
	Financing Activities		-14.3		-38.1		-14.0		+0.3							
	Cash Balance		578.5		-22.3		435.1		-38.0							
Operating results by Segment	Auto	Sales		900.6		+113.3		+14.4%		817.1		-83.5		-9.3%		
		Operating Income		109.4		+30.0		+37.8%		54.6		-54.8		-50.1%		
		Margin		12.1%						6.7%						
	Moto	Sales		64.3		+2.7		+4.4%		65.6		+1.3		+2.0%		
		Operating Income		2.1		+0.1		+4.8%		2.3		+0.2		+7.5%		
		Margin		3.3%						3.5%						
	Marine	Sales		22.6		+2.2		+10.8%		24.8		+2.2		+9.9%		
		Operating Income		5.0		+1.3		+35.3%		5.8		+0.8		+16.5%		
		Margin		22.0%						23.3%						
	Operating results by Geographic Region	Japan	Sales		544.3		+45.9		+9.2%		509.1		-35.2		-6.5%	
			Operating Income		50.7		+3.5		+7.4%		26.1		-24.6		-48.6%	
			Margin		9.3%						5.1%					
Europe		Sales		160.9		+3.3		+2.1%		165.7		+4.8		+3.0%		
		Operating Income		7.7		+1.3		+21.2%		8.0		+0.3		+4.1%		
		Margin		4.8%						4.8%						
Asia		Sales		496.8		+80.4		+19.3%		431.2		-65.6		-13.2%		
		Operating Income		53.6		+20.9		+64.0%		22.0		-31.6		-59.0%		
		Margin		10.8%						5.1%						
Other		Sales		43.8		+3.6		+9.1%		46.5		+2.7		+6.1%		
		Operating Income		2.3		+1.0		+82.1%		2.3		+0.0		+0.5%		
		Margin		5.2%						4.9%						
Number of Consolidated Subsidiaries		131	±0	(compared to end of previous fiscal year)	129	-1	(compared to end of previous fiscal year)									
Number of Affiliates with application of equity method		29	-2	(compared to end of previous fiscal year)	28	±0	(compared to end of previous fiscal year)									
Number of Employees		67,151	+1,972	(compared to end of previous fiscal year)	69,141	+1,420	(compared to end of previous fiscal year)									

* Auto: Automobile business Moto: Motorcycle business Marine: Marine business, etc.

<Reference for FY2019 (The 154th Fiscal Year) First Three months> [Units (Production & Sales)]

5 August 2019

SUZUKI MOTOR CORPORATION

(Thousand units)

		FY2018 first three months			FY2019 first three months			Full-year forecast		
		April - June 2018			April - June 2019			April 2019 - March 2020		
			Change	Ratio		Change	Ratio		Change	Ratio
<Automobiles>	Mini vehicles	136	+4	+2.7%	136	-0	-0.1%	590	+6	+1.0%
	Sub-compact and standard-sized vehicles	30	+4	+16.3%	28	-2	-6.5%	124	+0	+0.4%
	Export	51	+2	+4.4%	42	-9	-18.2%	196	+0	+0.2%
	OEM	27	+1	+3.9%	21	-6	-20.6%	99	-8	-7.9%
	Domestic production (Including CBU)	244	+11	+4.7%	227	-17	-7.0%	1,009	-2	-0.2%
	(CBU only)	237	+9	+3.9%	224	-13	-5.5%	992	+1	+0.1%
	Europe	46	-3	-5.9%	51	+4	+9.6%	174	-6	-3.4%
	India	481	+77	+19.2%	413	-67	-14.0%			
	Pakistan	32	+6	+21.5%	23	-9	-28.2%			
	Indonesia	29	+2	+8.4%	24	-5	-17.8%			
	Thailand	18	+2	+15.0%	10	-8	-46.3%			
	Other	17	-10	-37.6%	7	-10	-58.4%			
	Asia	577	+77	+15.5%	477	-100	-17.3%	2,272	+71	+3.2%
	Other	1	+0	+96.8%	0	-0	-22.3%	2	-0	-7.4%
	Overseas production	623	+75	+13.6%	528	-95	-15.3%	2,448	+65	+2.7%
	Production Total	867	+86	+11.0%	755	-112	-13.0%	3,457	+63	+1.9%
	Mini vehicles	140	+8	+5.8%	136	-4	-2.8%	590	-4	-0.6%
	Sub-compact and standard-sized vehicles	33	+6	+21.5%	31	-3	-7.9%	130	-1	-1.1%
	Domestic sales	173	+14	+8.5%	167	-7	-3.8%	720	-5	-0.7%
	Europe	74	+4	+6.0%	75	+0	+0.6%	256	-22	-8.0%
	India	464	+95	+25.9%	370	-94	-20.2%			
	Pakistan	38	+8	+26.7%	31	-7	-17.4%			
	Indonesia	28	+3	+9.9%	25	-4	-13.5%			
Thailand	8	+2	+43.0%	6	-1	-15.0%				
Other	32	-8	-20.5%	20	-12	-37.0%				
Asia	570	+100	+21.2%	452	-117	-20.6%	2,182	+44	+2.1%	
Other	45	+3	+7.6%	44	-1	-2.4%	182	-4	-2.3%	
Overseas sales	689	+107	+18.4%	571	-118	-17.1%	2,620	+18	+0.7%	
Sales Total	862	+121	+16.3%	738	-124	-14.4%	3,340	+13	+0.4%	
OEM Sales (Not included in figures above)	27	+1	+3.3%	26	-1	-3.6%				
<Motorcycles and ATVs>	Domestic	9	-3	-22.2%	6	-3	-35.2%	27	-0	-0.2%
	Export	27	+1	+5.1%	13	-14	-52.2%	84	-4	-4.4%
	Domestic production (Including ATVs)	36	-1	-3.5%	19	-17	-47.9%	111	-4	-3.4%
	(ATVs only)	5	+2	+56.5%	1	-4	-74.4%	9	-5	-33.4%
	North America	1	+0	+4.4%	1	+0	+8.4%	3	-1	-25.5%
	India	164	+51	+44.7%	204	+40	+24.4%			
	China	104	-19	-15.1%	77	-27	-26.0%			
	Philippines	44	+7	+18.8%	40	-4	-9.5%			
	Indonesia	33	+12	+53.5%	39	+6	+18.6%			
	Other	30	-7	-19.4%	32	+1	+4.4%			
	Asia	376	+43	+13.1%	392	+16	+4.3%	1,680	+104	+6.6%
	Other	12	+3	+29.2%	17	+5	+42.9%	52	-0	-0.6%
	Overseas production (including ATVs)	389	+46	+13.5%	410	+21	+5.5%	1,735	+103	+6.3%
	(ATVs only)	1	-1	-52.3%	3	+2	+170.2%	6	-2	-28.9%
	Production Total (Including ATVs)	424	+45	+11.8%	429	+4	+1.0%	1,846	+99	+5.6%
	(ATVs only)	6	+1	+16.6%	4	-2	-37.7%	15	-7	-31.7%
	Domestic sales	19	-1	-2.9%	14	-5	-24.4%	60	+3	+6.1%
	Europe	16	+0	+2.8%	15	-1	-5.4%	47	+3	+7.6%
	North America	12	+1	+7.4%	12	-0	-1.2%	39	+3	+7.8%
	India	138	+34	+32.7%	174	+36	+26.4%			
	China	99	+2	+2.2%	87	-12	-12.3%			
	Philippines	45	+6	+16.7%	52	+8	+17.0%			
	Indonesia	19	-1	-6.5%	18	-0	-2.4%			
Other	36	+6	+18.6%	39	+2	+6.2%				
Asia	336	+47	+16.2%	370	+34	+10.0%	1,536	+100	+7.0%	
Other	43	+5	+14.2%	43	+0	+0.5%	143	-28	-16.5%	
Overseas sales	407	+53	+15.1%	440	+33	+8.0%	1,765	+78	+4.6%	
Sales Total (Including ATVs)	426	+53	+14.2%	454	+28	+6.6%	1,825	+81	+4.7%	
(ATVs only)	5	+0	+3.4%	4	-0	-3.8%	17	-1	-3.5%	

(Supplement)
Full-year sales in India are expected to increase by 4% compared to previous fiscal year

<Reference for FY2019 (The 154th Fiscal Year) First Three months> [Breakdown of Consolidated Net Sales]

5 August 2019

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2018 first three months April - June 2018		FY2019 first three months April - June 2019		Change			
		Unit	Amount	Unit	Amount	Unit		Amount	
						Change	Ratio	Change	Ratio
Automobile business	Japan	193	287.2	182	281.5	-11	-5.5%	-5.7	-2.0%
	Overseas	678	613.4	566	535.6	-111	-16.4%	-77.8	-12.7%
	Europe	71	120.1	75	124.7	+4	+5.5%	+4.6	+3.9%
	North America		0.4		0.2			-0.2	-38.6%
	Asia	558	433.5	452	364.5	-106	-19.0%	-69.0	-15.9%
	(Of which India)	(464)	(335.5)	(375)	(283.0)	(-88)	(-19.1%)	(-52.5)	(-15.7%)
	Other	49	59.4	40	46.2	-9	-19.2%	-13.2	-22.2%
	Total	871	900.6	748	817.1	-122	-14.0%	-83.5	-9.3%
Motorcycle business	Japan	14	5.5	13	5.7	-1	-8.7%	+0.2	+3.7%
	Overseas	324	58.8	363	59.9	+39	+12.1%	+1.1	+1.8%
	Europe	13	12.1	13	11.9	-0	-0.9%	-0.2	-2.1%
	North America	8	8.3	8	7.2	-1	-11.0%	-1.1	-12.9%
	Asia	272	30.9	300	32.7	+28	+10.5%	+1.8	+6.1%
	Other	30	7.5	42	8.1	+12	+38.4%	+0.6	+6.9%
		Total	338	64.3	375	65.6	+38	+11.2%	+1.3
Marine business, etc.	Japan		3.6		3.9			+0.3	+7.1%
	Overseas		19.0		20.9			+1.9	+10.4%
	Europe		5.4		6.3			+0.9	+17.7%
	North America		9.8		10.9			+1.1	+10.4%
	Asia		1.7		1.5			-0.2	-7.3%
	Other		2.1		2.2			+0.1	+5.5%
		Total		22.6		24.8			+2.2
Total	Japan		296.3		291.1			-5.2	-1.8%
	Overseas		691.2		616.4			-74.8	-10.8%
	Europe		137.6		142.9			+5.3	+3.9%
	North America		18.5		18.3			-0.2	-1.0%
	Asia		466.1		398.7			-67.4	-14.4%
	Other		69.0		56.5			-12.5	-18.2%
		Total		987.5		907.5			-80.0

*1. [Consolidated], [Units (Production & Sales)], [Breakdown of Consolidated Net Sales]

• "Change" and "Ratio" are the amounts compared to the same period of previous year.

*2. [Units (Production & Sales)]

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

• "Sales" means retail sales of SUZUKI brand vehicles (some are wholesale sales) ,including license-built vehicles in part.

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

• "OEM" means sales of OEM in Japan and India.

• FY2019 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).