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

7 February 2020 SUZUKI MOTOR CORPORATION

									_	(Billi	ons of yen)
			FY2018 first nine months FY2019 first nine months					l-year forecas			
			April -	- December		April	- December		April 2	019 - March :	
				Change	Ratio		Change	Ratio		Change	Ratio
Net S			2,838.8	+113.9	+4.2%	2,626.1	-212.7	-7.5%	3,500.0	-371.5	-9.6%
	Domestic	Sales	896.0	+116.0	+14.9%	861.5	-34.5	-3.9%	1,180.0	-72.4	-5.8%
	Suzuk	i brand	813.1	+110.3	+15.7%	792.9	-20.2	-2.5%	1,095.0	-47.8	-4.2%
	OEM s	ales	82.9	+5.7	+7.4%		-14.3	-17.2%	85.0	-24.6	-22.5%
	Overseas	Sales	1,942.8	-2.1	-0.1%		-178.2	-9.2%	2,320.0	-299.1	-11.4%
Onera	ating Inco		256.5	-3.3	-1.3%		-86.1	-33.6%	200.0	-124.4	-38.3%
Margi	•		9.0%	0.0	2.070	6.5%	00.1	00.070	5.7%		00.070
	ary Incon	20	306.1	+21.5	+7.6%		-111.3	-36.4%	220.0	-159.5	-42.0%
		ie		+21.5	+7.0%		-111.5	-30.4%		-139.3	-42.0%
Margi			10.8%			7.4%			6.3%		
		ributable to	180.8	+16.5	+10.0%	116.6	-64.2	-35.5%	140.0	-38.8	-21.7%
owne	ers of the	parent		20.0	20.070		02	00.070		00.0	22.7 %
Margi	in		6.4%			4.4%			4.0%		
			Lower operati	ng incomo c	n higher						
Gene	ral View		1	ing income c	ni iligilei	Lower earning	gs on lower s	sales	Lower earnings	on lower sale	S
			sales								
	Factors of Increase		Change in sales, model mix + L			Cost reduction		+15.5	Cost reduction		+25.0
			Cost reduction			Decrease of R&D e	xpenses	+5.8			
			Decrease of deprec	iation	+8.1						
že me			-	Total			Total			Total	125.0
ang				TOTAL	+73.4		TOTAL			Total	+25.0
Factors of change in Operating Income	_		1			<b>I</b>			<b> </b>		
ting	Factors o	f Decrease	Increase of various	expenses	-40.2	Change in sales, m	odel mix	-65.7	Change in sales, m	odel mix	-86.4
tors			Effect of ForEX rates Increase of R&D expenses		-23.9	Effect of ForEX rates		-24.2	Effect of ForEX rate	es	-40.0
op Op						Increase of deprec	iation		Increase of R&D ex		-12.0
⊒. ⊑					12.0	Increase of various			Increase of deprec	-11.0	
			1			increase of various expenses		-5.0		-11.0	
			-		707			407/			4101
			ļ	Total	-76.7		Total	-107.4		Total	-149.4
					Effect			Effect		(Q4)	Effect
Foreig	n	USD	111 Yen	-1 Yen	-0.3	109 Yen	-2 Yen	-1.4	107 Yen	-4 Yen	-3.2
_	nge Rates	EUR	129 Yen	+0 Yen	+0.9		-8 Yen	-7.7	118 Yen	-10 Yen	-13.6
	fect on	INR	1.61 Yen	-0.13 Yen	-15.5			-3.8	1.53 Yen	-0.07 Yen	-6.2
Operat	ting Income	100IDR	0.77 Yen	-0.07 Yen	-2.0		±0.00 Yen	±0.0	0.76 Yen	-0.02 Yen	-0.6
		THB	3.41 Yen	+0.08 Yen	-0.3	3.52 Yen	+0.11 Yen	-0.1	3.50 Yen	+0.07 Yen	+0.0
Capit	al Expend	itures	191.2	+68.0		173.4	-17.8		270.0	+1.1	
_	eciation E		106.3	-8.1		118.8	+12.5		160.0	+11.1	
	Expenses								170.0		
καυ	Exhelises		111.4	+12.6	/	105.6	-5.8	(	170.0	+11.9	
					(compared			(compared			
Intere	rest-Bearing Debt		406.8	-171.1	to end of	387.1	+11.7	to end of			
			400.0		previous	307.1	. 11.7	previous			
					fiscal year)			fiscal year)			
	Operating Activities		240.1	-21.1		178.7	-61.4				
	Investing Activities		-208.0	-16.7		-186.3	+21.7				
٧S	v	Activities	-225.7	-194.5		51.6	+277.3				
Cash Flows	Tillalicing	Activities	223.7	134.3	(compared	31.0	1277.5	loompored			
ЧS								(compared			
Ca	Cash Bala	ance	404.0	-196.8	to end of	518.9	+45.8	to end of			
					previous			previous			
					fiscal year)			fiscal year)			
ü	Sales		2,596.6	+107.0	+4.3%		-219.5	-8.5%			
žщ	₫ Opera	ting Income	244.1	-4.2	-1.7%	156.6	-87.5	-35.9%			
Seg	Margir	1	9.4%			6.6%					
ρ	Sales		182.2	+1.2	+0.7%		-0.0				
lts	0	ting Incom-									
nsa	≨ upera	ting Income	0.1	-1.5	-91.5%		-0.1	-			
52 TG	Margir	1	0.1%			0.0%					
Operating results by Geographic Region Operating results by Segmer	<sub>ω</sub> Sales	_	60.0	+5.7	+10.5%	66.8	+6.8	+11.3%			
era	Opera	ting Income	12.3	+2.4	+23.7%		+1.5	+12.9%			
оb	Margir	•	20.4%			20.7%	2.5				
Ē		•		+60 U	±1. C0/	1 /. 71 2	_70.7	-5.1%			
<u>8</u>	Sales		1,551.0	+68.9	+4.6%		-79.7				
Rei	σi.	ting Income	112.6	+1.1	+1.0%		-20.7	-18.3%			
. <u>⊇</u>	→ Margir	<u> </u>	7.3%			6.2%					
эрŁ	ع Sales		434.5	-21.9	-4.8%		-4.0	-0.9%			
Ø17	Oppora	ting Income	14.7	+2.1	+16.7%		+0.4	+2.8%			
eo.		-		۲۷.1	110.7%		FU.4	12.0%			
ر ح	ŭ	ı	3.4%			3.5%					
s b	Sales		1,419.7	+11.6	+0.8%		-152.8	-10.8%			
Ħ	Opera	ting Income	121.6	-19.0	-13.5%	54.1	-67.5	-55.5%			
res	Margir	-	8.6%			4.3%					
œ	Sales		130.2	+10.6	+8.9%		+8.2	+6.3%			
aţi	a Saiss	Nime In a									
)er		ting Income	4.3	+0.9	+26.3%		+1.3	+30.8%			
0	O Margir	1	3.3%			4.1%					
					(compared			(compared			
Number of		121		to end of	120	2	to end of				
	lidated Subs	idiaries	131	±0	previous	128	-2	previous			
					fiscal year)	]		fiscal year)			
					(compared	<b> </b>		(compared			
Moure	of Accilian	. a sasiala									
	er of Affiliate		28	-3	to end of	28	±0	to end of			
applica	ation of equi	ty method	20	28 -3 previous 28 ±	_	previous					
					fiscal year)	<b></b>		fiscal year)			
					(compared			(compared			
M			60.016	0.004	to end of	00011	4 00-	to end of			
numb	er of Emplo	byees	68,040	+2,861	previous	69,041	+1,320	previous			
					fiscal year)			fiscal year)			
					nocal year/			nocal year)			

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

## <Reference for FY2019 (The 154th Fiscal Year) First Nine Months> [Units (Production & Sales)]

7 February 2020 SUZUKI MOTOR CORPORATION

											SUZUK	I MOTOR CO		
			FY2018 first nine months		(Octobe	FY2019 er - Decembe	first nine r		- December :	2019)		(Thou 9 full-year fo 1019 - March		
			(AprDec. 2018)	(AprSep. 2019)	,	Change	Ratio		Change	Ratio		Change	Ratio	
		Mini vehicles	436	266	149	-3	-2.2%	415	-21	-4.8%	562	-22	-3.8%	
		Sub-compact and standard-sized vehicles	91	56	26	-6	-19.7%	81	-10	-10.6%	115	-9	-6.9%	
		Export	153	79	54	+4	+7.7%	133	-20	-12.9%	185	-11	-5.4%	
	OEM		81	43	24	-3	-12.5%	67	-14	-16.9%	94	-13	-12.6%	
	Domestic production (Including CBU)		760	444	252	-9	-3.5%	696	-64	-8.4%	956	-55	-5.4%	
	(CBU only)		743	440	250	-6	-2.4%	690	-53	-7.2%	946	-45	-4.5%	
		Europe	125	86	36	-12	-25.3%	122	-2	-2.0%	166	-14	-7.8%	
		India	1,381	790	377	-17	-4.2%	1,167	-214	-15.5%				
		Pakistan	101	51	18	-15	-45.0%	70	-32	-31.2%				
		Indonesia	90	62	37	+10	+38.3%	99	+9	+9.6%				
		Thailand	43	17	7	-6	-48.4%	24	-19	-44.3%				
		Other	36	13	8	-2	-21.4%	21	-15	-41.2%				
les		Asia	1,652	934	447	-30	-6.3%	1,381	-271	-16.4%	1,823	-378	-17.2%	
<automobiles></automobiles>	Other		2	1	0	-0	-12.2%	1	-0	-21.1%	2	-0	-7.4%	
E I	Overseas production		1,779	1,021	484	-42	-8.0%	1,504	-274	-15.4%	1,991	-392	-16.5%	
Ħ	Pro	oduction Total	2,539	1,465	736	-51	-6.5%	2,200	-338	-13.3%	2,947	-447	-13.2%	
v		Mini vehicles	421	273	129	-8	-6.1%	401	-20	-4.7%	569	-25	-4.2%	
		Sub-compact and standard-sized vehicles	93	60	23	-5	-16.4%	83	-9	-10.1%	120	-11	-8.7%	
	D	omestic sales	514	333	152	-13	-7.9%	485	-29	-5.7%	689	-36	-5.0%	
		Europe	201	149	65	+3	+5.4%	215	+14	+6.7%	256	-22	-8.0%	
		India	1,325	675	407	+2	+0.4%	1,083	-242		(Supplemer	nt)		
		Pakistan	101	54	22	-12	-36.0%	76	-25	-24.9%				
		Indonesia	88	51	28	-1	-3.3%	79	-8			les in India		
		Thailand	22	13	6	-2	-29.8%	18	-4		· ·	decrease b	-	
		Other	87	43	25	-2	-8.5%	69	-19			o previous f	iscal year	
		Asia	1,623	837	488	-16	-3.2%	1,325	-298	-18.4%	1,738	-400	-18.7%	
		Other	142	89	46	-3	-5.6%	135	-6	-4.5%	166	-20	-10.8%	
	0	verseas sales	1,966	1,075	600	-16	-2.5%	1,675	-291	-14.8%	2,160	-442	-17.0%	
		es Total	2,480	1,408	752	-29	-3.7%	2,160	-320	-12.9%	2,849	-478	-14.4%	
OEM	Sale	es (Not included in figures above	81	55	30	+3	+11.0%	86	+4	+5.5%				
		Domestic	20	11	3	-2	-35.7%	14	-5	-27.2%	19	-8	-29.7%	
		Export	63	31	23	-2	-6.5%	53	-9	-15.1%	82	-6	-6.7%	
		omestic production Including ATVs)	83	42	26	-4	-11.7%	68	-15	-18.0%	101	-14	-12.1%	
		(ATVs only)	11	3	3	-0	-6.6%	6	-5	-45.3%		-6	-40.8%	
		North America	3	2	1	-1	-52.6%	2	-1	-21.8%	3	-1	-25.5%	
		India	518	428	189	+23	+14.0%	617	+99	+19.1%				
		China	303	171	114	+22	+24.2%	285	-17	-5.7%				
		Philippines	141	87	40	-9	-18.0%	127	-15	-10.3%				
		Indonesia	122	62	20	-26	-57.1%	81	-40	-33.2%				
		Other	100	62	36	-0	-0.3%	97	-3	-2.7%				
		Asia	1,185	810	399	+10	+2.6%	1,209	+24	+2.0%	1,629	+53	+3.4%	
Α.		Other	39	32	14	-1	-6.4%	46	+7	+18.3%	61	+9	+16.6%	
and ATVs>		verseas production Including ATVs)	1,226	843	413	+8	+2.1%	1,256	+30	+2.5%	1,693	+61	+3.7%	
au		(ATVs only)	7	4	1	-1	-68.9%	5	-2	-29.6%	6	-2	-28.9%	
<motorcycles td=""  <=""><td colspan="2">Production Total (Including ATVs)</td><td>1,309</td><td>885</td><td>440</td><td>+5</td><td>+1.1%</td><td>1,324</td><td>+16</td><td>+1.2%</td><td>1,794</td><td>+47</td><td>+2.7%</td></motorcycles>	Production Total (Including ATVs)		1,309	885	440	+5	+1.1%	1,324	+16	+1.2%	1,794	+47	+2.7%	
orc.		(ATVs only)	18	8	3	-2	-32.5%	11	-7	-39.3%	14	-8	-36.2%	
<u>5</u>	D	omestic sales	43	27	11	-2	-14.6%	38	-5	-12.3%		-5	-8.0%	
₹		Europe	34	26	6	-0	-5.8%	32	-2	-6.0%	45	+1	+1.2%	
		North America	28	21	7	+0	+5.8%	28	-0	-0.9%	37	+1	+2.3%	
		India	472	339	198	+20	+11.3%	536	+64	+13.6%				
		China	283	163	85	-1	-1.5%	248	-34	-12.2%				
		Philippines	140	101	54	+1	+1.3%	154	+15	+10.6%				
		Indonesia	70	38	15	-12	-45.8%	53	-18	-25.4%				
		Other	108	78	41	+5	+14.5%	119	+11	+9.7%				
		Asia	1,073	718	393	+12	+3.2%	1,110	+37	+3.5%	1,468	+32	+2.2%	
		Other	129	86	50	+6	+14.5%	136	+7	+5.3%		-2	-1.3%	
	0	verseas sales	1,264	851	455	+19	+4.2%	1,306	+42	+3.3%		+31	+1.8%	
	Sal	es Total	1,307	878	466	+17	+3.7%	1,344	+36	+2.8%		+26	+1.5%	
	(In	cluding ATVs)												
		(ATVs only)	14	9	5	-0	-6.5%	14	-0	-0.8%	17	-1	-3.9%	

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

7 February 2020

(Unit: Thousand)

SUZUKI MOTOR CORPORATION

(Amount: Billions of yen)

		FY2018 first nine months		FY2019 first	t nine months	Change				
		April - December 2018		April - December 2019		U	nit	Amount		
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio	
Automobile business	Japan	578	870.4	538	832.7	-41	-7.1%	-37.7	-4.3%	
	Overseas	1,927	1,726.2	1,664	1,544.4	-263	-13.7%	-181.8	-10.5%	
	Europe	185	329.4	187	315.8	+3	+1.4%	-13.6	-4.1%	
	North America		0.9		1.0			+0.1	+9.3%	
	Asia	1,599	1,230.4	1,340	1,069.2	-259	-16.2%	-161.2	-13.1%	
uton	(Of which India)	(1,325)	(947.0)	(1,101)	(807.7)	(-224)	(-16.9%)	(-139.3)	(-14.7%)	
Ā	Other	144	165.5	137	158.4	-7	-4.7%	-7.1	-4.3%	
	Total	2,505	2,596.6	2,201	2,377.1	-304	-12.1%	-219.5	-8.5%	
	Japan	40	14.7	37	15.4	-2	-6.2%	+0.7	+4.5%	
ess	Overseas	1,034	167.5	1,055	166.8	+21	+2.0%	-0.7	-0.4%	
usin	Europe	29	26.5	27	25.1	-2	-7.2%	-1.4	-5.7%	
cle b	North America	23	21.1	23	20.4	-0	-1.5%	-0.7	-3.0%	
Motorcycle business	Asia	878	96.2	877	97.1	-1	-0.1%	+0.9	+1.0%	
Mot	Other	105	23.7	128	24.2	+24	+22.7%	+0.5	+2.1%	
	Total	1,074	182.2	1,092	182.2	+18	+1.7%	-0.0	-0.0%	
	Japan		10.9		13.4			+2.5	+22.7%	
etc.	Overseas		49.1		53.4			+4.3	+8.8%	
ess, e	Europe		11.2		13.2			+2.0	+17.6%	
onsin	North America		25.7		26.9			+1.2	+4.9%	
Marine business, etc.	Asia		4.8		5.7			+0.9	+17.9%	
Ма	Other		7.4		7.6			+0.2	+3.1%	
	Total		60.0		66.8			+6.8	+11.3%	
	Japan		896.0		861.5			-34.5	-3.9%	
	Overseas		1,942.8		1,764.6			-178.2	-9.2%	
	Europe		367.1		354.0			-13.1	-3.6%	
Total	North America		47.7		48.4			+0.7	+1.5%	
	Asia		1,331.4		1,172.0			-159.4	-12.0%	
	Other		196.6		190.2			-6.4	-3.3%	
Total			2,838.8		2,626.1			-212.7	-7.5%	

- \*1. [Consolidated], [Units (Production & Sales)], [Breakdown of Consolidated Net Sales]
- "Change" and "Ratio" are the amounts compared to the same period of the previous fiscal 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.

- •OEM Sales 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).