

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

7 February 2020
SUZUKI MOTOR CORPORATION
(Thousand units)

	FY2018 first nine months (Apr.-Dec. 2018)	FY2019 first nine months							FY2019 full-year forecast (April 2019 - March 2020)			
		(Apr.-Sep. 2019)	(October - December 2019)		(April - December 2019)			Change	Ratio			
			Change	Ratio	Change	Ratio						
<Automobiles>	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) (CBU only)	760	444	252	-9	-3.5%	696	-64	-8.4%	956	-55	-5.4%
	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%			
	Asia	1,652	934	447	-30	-6.3%	1,381	-271	-16.4%	1,823	-378	-17.2%
	Other	2	1	0	-0	-12.2%	1	-0	-21.1%	2	-0	-7.4%
	Overseas production	1,779	1,021	484	-42	-8.0%	1,504	-274	-15.4%	1,991	-392	-16.5%
	Production Total	2,539	1,465	736	-51	-6.5%	2,200	-338	-13.3%	2,947	-447	-13.2%
	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%
	Domestic 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	-18.3%			
Pakistan	101	54	22	-12	-36.0%	76	-25	-24.9%				
Indonesia	88	51	28	-1	-3.3%	79	-8	-9.4%				
Thailand	22	13	6	-2	-29.8%	18	-4	-18.1%				
Other	87	43	25	-2	-8.5%	69	-19	-21.3%				
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%	
Overseas sales	1,966	1,075	600	-16	-2.5%	1,675	-291	-14.8%	2,160	-442	-17.0%	
Sales Total	2,480	1,408	752	-29	-3.7%	2,160	-320	-12.9%	2,849	-478	-14.4%	
OEM Sales (Not included in figures above)	81	55	30	+3	+11.0%	86	+4	+5.5%				

(Supplement)
Full-year sales in India are expected to decrease by 20% compared to previous fiscal year

<Motorcycles and ATVs>	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%
	Domestic 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%	8	-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%
	Other	39	32	14	-1	-6.4%	46	+7	+18.3%	61	+9	+16.6%
	Overseas production (Including ATVs)	1,226	843	413	+8	+2.1%	1,256	+30	+2.5%	1,693	+61	+3.7%
	(ATVs only)	7	4	1	-1	-68.9%	5	-2	-29.6%	6	-2	-28.9%
	Production Total (Including ATVs)	1,309	885	440	+5	+1.1%	1,324	+16	+1.2%	1,794	+47	+2.7%
	(ATVs only)	18	8	3	-2	-32.5%	11	-7	-39.3%	14	-8	-36.2%
	Domestic sales	43	27	11	-2	-14.6%	38	-5	-12.3%	52	-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%	169	-2	-1.3%	
Overseas sales	1,264	851	455	+19	+4.2%	1,306	+42	+3.3%	1,719	+31	+1.8%	
Sales Total (Including ATVs)	1,307	878	466	+17	+3.7%	1,344	+36	+2.8%	1,771	+26	+1.5%	
(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

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2018 first nine months April - December 2018		FY2019 first nine months April - December 2019		Change			
		Unit	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 (Of which India)	1,599 (1,325)	1,230.4 (947.0)	1,340 (1,101)	1,069.2 (807.7)	-259 (-224)	-16.2% (-16.9%)	-161.2 (-139.3)	-13.1% (-14.7%)
	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%
Motorcycle business	Japan	40	14.7	37	15.4	-2	-6.2%	+0.7	+4.5%
	Overseas	1,034	167.5	1,055	166.8	+21	+2.0%	-0.7	-0.4%
	Europe	29	26.5	27	25.1	-2	-7.2%	-1.4	-5.7%
	North America	23	21.1	23	20.4	-0	-1.5%	-0.7	-3.0%
	Asia	878	96.2	877	97.1	-1	-0.1%	+0.9	+1.0%
	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%
Marine business, etc.	Japan		10.9		13.4			+2.5	+22.7%
	Overseas		49.1		53.4			+4.3	+8.8%
	Europe		11.2		13.2			+2.0	+17.6%
	North America		25.7		26.9			+1.2	+4.9%
	Asia		4.8		5.7			+0.9	+17.9%
	Other		7.4		7.6			+0.2	+3.1%
	Total		60.0		66.8			+6.8	+11.3%
Total	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%
	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).