

<Reference for FY2021>
[Consolidated 1/2]

11 May 2022
SUZUKI MOTOR CORPORATION
(Billions of yen)

		Q4 Results (January-March)				Full-year Results				
		Q4 of FY2020	Q4 of FY2021			FY2020	FY2021			
				Change	Ratio			Change	Ratio	
Net Sales		1,002.7	994.1	-8.6	-0.9%	3,178.2	3,568.4	+390.2	+12.3%	
Domestic Sales		353.7	286.2	-67.5	-19.1%	1,174.0	1,073.7	-100.3	-8.5%	
Suzuki brand		328.2	264.2	-64.0	-19.5%	1,083.9	990.8	-93.1	-8.6%	
OEM sales		25.5	22.0	-3.5	-13.6%	90.1	82.9	-7.2	-7.9%	
Overseas Sales		649.0	707.9	+58.9	+9.1%	2,004.2	2,494.7	+490.5	+24.5%	
Operating Profit (Margin)		55.6 (5.6%)	44.8 (4.5%)	-10.8	-19.5%	194.4 (6.1%)	191.5 (5.4%)	-2.9	-1.5%	
Ordinary Profit (Margin)		73.4 (7.3%)	59.0 (5.9%)	-14.4	-19.5%	248.3 (7.8%)	262.9 (7.4%)	+14.6	+5.9%	
Profit attributable to owners of parent (Margin)		33.2 (3.3%)	24.5 (2.5%)	-8.7	-26.0%	146.4 (4.6%)	160.3 (4.5%)	+13.9	+9.5%	
General View			Decreased net sales and profit				Increased net sales and decreased operating profit			
Factors of change in Operating Profit	Factors of Increase		Change in sales, model mix +16.2				Change in sales, model mix +141.5			
	Factors of Decrease		Cost reduction +13.2				Effect of ForEX rates +42.5			
			Effect of ForEX rates +10.2				Cost reduction +29.2			
			Decrease of various expenses +9.8							
			Total +49.4				Total +213.2			
			Change in price of raw materials -39.3				Change in price of raw materials -128.3			
			Increase of depreciation -15.9				Increase of various expenses -38.9			
			Increase of R&D expenses -5.0				Increase of depreciation -34.4			
			Total -60.2				Increase of R&D expenses -14.5			
							Total -216.1			
Foreign Exchange Rates and Effect on Operating Profit					Effect				Effect	
USD		106Yen	116Yen	+10Yen	+2.4	106Yen	112Yen	+6Yen	+5.5	
EUR		128Yen	130Yen	+2Yen	+0.5	124Yen	131Yen	+7Yen	+8.3	
INR		1.47Yen	1.56Yen	+0.09Yen	+2.6	1.44Yen	1.52Yen	+0.08Yen	+6.8	
Capital Expenditures		49.2	60.0	+10.8		170.9	189.4	+18.5		
Depreciation Expenses		39.7	55.6	+15.9		136.5	161.5	+25.0		
R&D Expenses		43.3	48.3	+5.0		146.2	160.7	+14.5		
Interest-Bearing Debt balance						770.8	674.2	-96.6	※1	
Cash Flows	Operating Activities	145.8	35.9	-109.9		415.4	221.3	-194.1		
	Investing Activities	-92.1	-34.6	+57.5		-233.0	-153.5	+79.5		
	Financing Activities	-21.6	-61.5	-39.9		302.6	-154.6	-457.2		
	Cash Balance					924.4	858.0	-66.4	※1	
Operating results by Segment	Auto	Sales	914.8	893.4	-21.4	-2.3%	2,876.6	3,204.8	+328.2	+11.4%
		Operating Profit (Margin)	45.4 (5.0%)	37.1 (4.2%)	-8.3	-18.2%	172.0 (6.0%)	152.8 (4.8%)	-19.2	-11.2%
	Moto	Sales	61.1	69.8	+8.7	+14.1%	206.5	253.5	+47.0	+22.7%
		Operating Profit (Margin)	4.0 (6.6%)	1.7 (2.3%)	-2.3	-59.5%	2.6 (1.2%)	10.9 (4.3%)	+8.3	+321.6%
	Marine	Sales	23.8	27.9	+4.1	+17.3%	83.4	98.0	+14.6	+17.5%
		Operating Profit (Margin)	5.5 (23.2%)	5.2 (18.6%)	-0.3	-5.9%	17.1 (20.5%)	24.0 (24.5%)	+6.9	+40.5%
	Other	Sales	3.0	3.0	+0.0	+0.3%	11.7	12.1	+0.4	+3.4%
		Operating Profit (Margin)	0.7 (21.6%)	0.8 (26.8%)	+0.1	+24.4%	2.7 (23.1%)	3.8 (31.1%)	+1.1	+39.3%
	Operating results by Geographic Region	Japan	Sales	578.5	521.2	-57.3	-9.9%	1,900.5	1,928.3	+27.8
Operating Profit (Margin)			25.0 (4.3%)	35.0 (6.7%)	+10.0	+40.3%	118.4 (6.2%)	121.0 (6.3%)	+2.6	+2.2%
Europe		Sales	156.9	114.5	-42.4	-27.0%	498.5	486.7	-11.8	-2.4%
		Operating Profit (Margin)	6.6 (4.2%)	2.3 (2.0%)	-4.3	-65.3%	10.8 (2.2%)	12.6 (2.6%)	+1.8	+16.1%
Asia		Sales	466.8	533.8	+67.0	+14.4%	1,395.3	1,803.5	+408.2	+29.3%
		Operating Profit (Margin)	23.0 (4.9%)	9.9 (1.9%)	-13.1	-57.0%	56.0 (4.0%)	43.8 (2.4%)	-12.2	-21.8%
Other		Sales	57.0	76.9	+19.9	+35.1%	180.4	253.2	+72.8	+40.4%
		Operating Profit (Margin)	2.7 (4.9%)	3.3 (4.3%)	+0.6	+19.0%	8.6 (4.8%)	14.4 (5.7%)	+5.8	+66.2%
No. of Consolidated Subsidiaries						120	119	-1	※1	
No. of entities accounted for using equity method						31	32	+1	※1	
No. of Employees						68,739	69,193	+454	※1	

※1...compared to the end of FY2020

<Reference for FY2021>
[Consolidated 2/2]

11 May 2022
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2022 forecast (April2022-March2023)			
			Change	Ratio	
Net Sales		3,900.0	+331.6	+9.3%	
Domestic Sales		1,200.0	+126.3	+11.8%	
Suzuki brand					
OEM sales					
Overseas Sales		2,700.0	+205.3	+8.2%	
Operating Profit (Margin)		195.0 (5.0%)	+3.5	+1.8%	
Ordinary Profit (Margin)		220.0 (5.6%)	-42.9	-16.3%	
Profit attributable to owners of parent (Margin)		135.0 (3.5%)	-25.3	-15.8%	
General View		Net sales and operating profit are expected to increase			
Factors of change in Operating Profit	Factors of Increase	Change in sales, model mix		+111.3	
		Cost reduction		+35.0	
		Effect of ForEX rates		+30.0	
		Total		+176.3	
	Factors of Decrease	Change in price of raw materials		-85.0	
		Increase of various expenses		-40.0	
		Increase of R&D expenses		-39.3	
		Increase of depreciation		-8.5	
		Total		-172.8	
Foreign Exchange Rates and Effect on Operating Profit				Effect	
		USD	120Yen	+8Yen	+6.9
		EUR	130Yen	-1Yen	-0.9
		INR	1.60Yen	+0.08Yen	+7.3
Capital Expenditures		290.0	+100.6		
Depreciation Expenses		170.0	+8.5		
R&D Expenses		200.0	+39.3		

<Reference for FY2021>
 [Units (Production & Sales)]

11 May 2022
 SUZUKI MOTOR CORPORATION
 (Thousand units)

		Q4 Results (January-March)				Full-year Results			FY2022 forecast (April2022-March2023)			
		Q4 of FY2020	Q4 of FY2021			FY2020	FY2021		Change	Ratio		
			Change	Ratio	Change		Ratio					
<Automobiles>	Mini vehicles	140	119	-20	-14.5%	539	470	-69	-12.9%			
	Sub-compact & standard-sized vehicles	26	24	-2	-7.7%	101	87	-14	-14.1%			
	Export	59	49	-10	-17.4%	204	202	-2	-0.8%			
	OEM	24	22	-3	-11.4%	86	81	-5	-6.2%			
	Domestic production	250	215	-35	-14.2%	930	840	-91	-9.7%	1,035	+195	+23.3%
	(CBU only)	234	191	-43	-18.3%	897	754	-143	-16.0%	913	+159	+21.1%
	Europe	36	27	-8	-23.2%	110	100	-11	-9.9%	136	+36	+36.6%
	India	502	494	-7	-1.4%	1,440	1,659	+219	+15.2%			
	Pakistan	14	16	+2	+17.2%	48	70	+22	+46.2%			
	Indonesia	31	37	+7	+22.3%	86	134	+49	+56.9%			
	Thailand	6	4	-2	-37.7%	18	17	-0	-2.2%			
	Other	1	1	+0	+69.6%	19	2	-17	-90.7%			
	Asia	552	553	+0	+0.0%	1,610	1,882	+272	+16.9%	1,926	+44	+2.3%
	Other	0	0	-0	-100.0%	1	1	+0	+3.5%	0	-1	-100.0%
	Overseas production	588	580	-8	-1.4%	1,721	1,982	+261	+15.2%	2,061	+79	+4.0%
	Production Total	838	794	-44	-5.2%	2,651	2,822	+171	+6.4%	3,096	+274	+9.7%
	Mini vehicles	169	130	-39	-22.9%	539	470	-69	-12.8%			
	Sub-compact & standard-sized vehicles	35	27	-8	-23.8%	108	91	-17	-15.7%			
	Domestic sales	204	157	-47	-23.1%	647	561	-86	-13.3%	663	+102	+18.1%
	Europe	55	44	-11	-19.9%	206	225	+20	+9.6%	199	-26	-11.7%
	India	440	408	-32	-7.3%	1,323	1,365	+42	+3.2%	(Supplement)		
	Pakistan	28	37	+9	+30.7%	74	132	+58	+78.6%	Full-year sales in		
	Indonesia	20	21	+2	+8.9%	66	91	+25	+37.4%	India are expected		
	Thailand	5	6	+1	+12.7%	24	23	-1	-4.7%	to increase		
	Other	15	14	-1	-5.4%	72	55	-17	-24.0%	by 11% YoY.		
	Asia	508	486	-22	-4.3%	1,560	1,666	+106	+6.8%	1,794	+128	+7.7%
Other	48	71	+23	+46.8%	159	254	+95	+60.0%	252	-2	-0.9%	
Overseas sales	611	601	-10	-1.7%	1,924	2,145	+221	+11.5%	2,245	+100	+4.6%	
Sales Total	815	758	-57	-7.0%	2,571	2,707	+136	+5.3%	2,908	+201	+7.4%	
OEM Sales (Not included in figures above)	45	42	-3	-6.1%	134	165	+31	+22.9%				

<Motorcycles and ATVs>	Domestic	3	5	+2	+69.5%	16	21	+5	+31.5%	21	-0	-2.2%
	Export	16	21	+5	+32.8%	50	78	+27	+54.3%	97	+19	+24.9%
	Domestic production	19	27	+7	+38.9%	67	99	+32	+48.7%	119	+19	+20.0%
	(ATVs only)	2	3	+1	+44.7%	7	13	+6	+83.6%	10	-3	-21.8%
	North America	1	1	-0	-10.3%	3	3	+1	+26.5%	4	+1	+24.9%
	India	221	217	-4	-2.0%	600	751	+151	+25.1%			
	China	114	124	+11	+9.3%	493	543	+51	+10.3%			
	Philippines	35	41	+7	+19.8%	112	148	+36	+32.1%			
	Indonesia	20	14	-6	-31.1%	67	47	-21	-30.8%			
	Other	31	36	+5	+17.5%	98	122	+23	+23.7%			
	Asia	420	432	+12	+2.9%	1,371	1,611	+240	+17.5%	1,534	-77	-4.8%
	Other	14	22	+8	+54.7%	57	71	+14	+24.2%	64	-7	-9.7%
	Overseas production	435	455	+20	+4.6%	1,430	1,685	+255	+17.8%	1,603	-82	-4.9%
	(ATVs only)	1	3	+1	+97.2%	5	8	+2	+46.6%	7	-1	-9.5%
	Production Total	455	482	+28	+6.1%	1,497	1,784	+287	+19.2%	1,721	-63	-3.5%
	(ATVs only)	4	6	+2	+65.1%	12	21	+8	+67.6%	17	-4	-17.1%
	Domestic sales	12	11	-0	-3.2%	51	53	+2	+4.6%	54	+1	+1.1%
	Europe	8	6	-2	-19.9%	39	28	-10	-27.1%	38	+10	+34.6%
	North America	9	6	-2	-24.2%	46	29	-17	-37.7%	30	+1	+4.9%
	India	180	172	-8	-4.5%	557	610	+53	+9.5%			
	China	85	88	+2	+2.9%	374	403	+29	+7.9%			
	Philippines	40	43	+3	+8.5%	136	161	+24	+17.9%			
	Indonesia	6	5	-1	-18.4%	26	18	-8	-31.0%			
	Other	37	40	+3	+9.3%	132	132	+1	+0.4%			
	Asia	348	348	+0	+0.1%	1,225	1,324	+99	+8.1%	1,463	+139	+10.5%
	Other	41	49	+8	+19.8%	174	200	+26	+15.0%	201	+1	+0.4%
Overseas sales	406	411	+5	+1.2%	1,484	1,581	+97	+6.6%	1,733	+152	+9.6%	
Sales Total	418	422	+4	+1.0%	1,535	1,634	+100	+6.5%	1,787	+153	+9.3%	
(ATVs only)	4	3	-1	-25.4%	23	15	-7	-32.2%	19	+4	+24.4%	

[Breakdown of Consolidated Net Sales]

(Unit : Thousand, Amount: Billions of yen)

		Full-year Results FY2020		Full-year Results FY2021		Change			
						Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile	Japan	710	1,139.0	629	1,035.9	-81	-11.4%	-103.1	-9.0%
	Overseas	1,960	1,737.6	2,224	2,168.9	+264	+13.5%	+431.3	+24.8%
	Europe	198	373.9	180	366.7	-18	-9.1%	-7.2	-1.9%
	North America		0.9		0.7			-0.2	-18.5%
	Asia	1,596	1,182.6	1,731	1,452.8	+135	+8.5%	+270.2	+22.9%
	(Of which India)	(1,362)	(915.7)	(1,414)	(1,110.7)	(+52)	(+3.8%)	(+195.0)	(+21.3%)
	Other	166	180.2	313	348.7	+147	+88.7%	+168.5	+93.5%
	Total	2,670	2,876.6	2,853	3,204.8	+183	+6.9%	+328.2	+11.4%
Motorcycle	Japan	49	19.7	53	22.5	+3	+6.9%	+2.8	+13.8%
	Overseas	1,096	186.8	1,239	231.0	+143	+13.1%	+44.2	+23.7%
	Europe	33	30.9	25	29.4	-8	-23.1%	-1.5	-4.7%
	North America	26	24.1	29	30.0	+3	+12.9%	+5.9	+24.3%
	Asia	854	100.2	942	126.8	+88	+10.3%	+26.6	+26.5%
	Other	183	31.6	243	44.8	+59	+32.4%	+13.2	+41.9%
		Total	1,145	206.5	1,292	253.5	+147	+12.8%	+47.0
Marine	Japan		3.6		3.2			-0.4	-11.3%
	Overseas		79.8		94.8			+15.0	+18.8%
	Europe		17.9		22.0			+4.1	+22.6%
	North America		43.1		48.7			+5.6	+12.9%
	Asia		10.4		10.5			+0.1	+1.3%
	Other		8.4		13.6			+5.2	+62.2%
		Total		83.4		98.0			+14.6
Other (Domestic)			11.7		12.1			+0.4	+3.4%
Total	Japan		1,174.0		1,073.7			-100.3	-8.5%
	Overseas		2,004.2		2,494.7			+490.5	+24.5%
	Europe		422.7		418.1			-4.6	-1.1%
	North America		68.1		79.4			+11.3	+16.6%
	Asia		1,293.2		1,590.1			+296.9	+23.0%
	Other		220.2		407.1			+186.9	+84.9%
		Total		3,178.2		3,568.4			+390.2

[Breakdown of Non-Consolidated Net Sales]

(Unit : Thousand, Amount: Billions of yen)

		Full-year Results FY2020		Full-year Results FY2021		Change					
						Unit		Amount			
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio		
Automobile	Domestic	Mini Vehicle	621	678.4	547	580.1	-74	-12.0%	-98.3	-14.5%	
		Sub-compact & Standard-sized	109	167.1	91	134.7	-18	-16.8%	-32.4	-19.4%	
		Total	731	845.5	638	714.8	-93	-12.7%	-130.7	-15.5%	
	Export	General trade	206	362.2	202	365.9	-4	-1.9%	+3.7	+1.0%	
		Triangle trade		220.7		288.9			+68.2	+30.9%	
		Total	206	582.9	202	654.8	-4	-1.9%	+71.9	+12.3%	
		(Of which Overseas production parts)		(128.1)		(158.4)			(+30.3)	(+23.6%)	
	Total	937	1,428.4	840	1,369.6	-97	-10.3%	-58.8	-4.1%		
Motorcycle	Domestic	General trade	50	13.3	53	15.1	+3	+5.7%	+1.8	+13.8%	
		Triangle trade		20.1		25.4			+5.3	+26.6%	
		Total	50	55.4	74	85.6	+24	+48.6%	+30.2	+54.5%	
	Export	(Of which Overseas production parts)		(6.3)		(9.8)			(+3.5)	(+55.3%)	
		ATVs only	General trade	7	2.6	13	6.9	+6	+91.8%	+4.3	+157.6%
			Triangle trade		0.4		0.7			+0.3	+76.3%
		Total	7	3.0	13	7.6	+6	+91.8%	+4.6	+147.1%	
	(Of which Overseas production parts)		(0.5)		(1.6)			(+1.1)	(+188.5%)		
	Total	101	68.7	128	100.7	+27	+27.1%	+32.0	+46.6%		
Marine	Domestic		1.5		1.1			-0.4	-29.1%		
	Export	General trade		44.0		57.5			+13.5	+30.8%	
		Triangle trade		6.8		12.1			+5.3	+77.3%	
		Total		50.8		69.6			+18.8	+37.0%	
	Total		52.3		70.7			+18.4	+35.1%		
Other (Domestic)			3.9		3.8			-0.1	-3.0%		
Spare parts & others	Domestic		116.4		101.4			-15.0	-12.9%		
	Export (General trade)		37.4		44.6			+7.2	+19.0%		
	Total		153.8		146.0			-7.8	-5.1%		
Total	Domestic		980.6		836.2			-144.4	-14.7%		
	Export	General trade		478.9		528.2			+49.3	+10.3%	
		Triangle trade		247.6		326.4			+78.8	+31.8%	
		Total		726.5		854.6			+128.1	+17.6%	
		Total		1,707.1		1,690.8			-16.3	-1.0%	

<Reference for FY2021>
【Non-Consolidated】

11 May 2022
 SUZUKI MOTOR CORPORATION

(Billions of yen)

		FY2020 (April2020-March2021)			FY2021 (April2021-March2022)		
			Change	Ratio		Change	Ratio
Net Sales		1,707.1	-85.7	-4.8%	1,690.8	-16.3	-1.0%
Domestic Sales		980.6	-5.0	-0.5%	836.2	-144.4	-14.7%
Overseas Sales		726.5	-80.7	-10.0%	854.6	+128.1	+17.6%
General trade		478.9	-27.3	-5.4%	528.2	+49.3	+10.3%
Triangle trade		247.6	-53.4	-17.8%	326.4	+78.8	+31.8%
Operating Profit (Margin)		65.1 (3.8%)	-7.6	-10.5%	78.0 (4.6%)	+12.9	+19.9%
Ordinary Profit (Margin)		88.3 (5.2%)	-8.7	-9.0%	93.1 (5.5%)	+4.8	+5.4%
Profit attributable to owners of parent (Margin)		80.4 (4.7%)	+2.3	+3.0%	83.0 (4.9%)	+2.6	+3.1%
General View		decreased net sales and operating profit			Decreased net sales and increased operating profit		
Factors of change in Operating Profit	Factors of Increase	Decrease of various expenses		+30.0	Effect of ForEX rates		+32.4
		Decrease of depreciation		+13.3	Change in sales, model mix		+21.3
		Cost reduction		+2.3	Decrease of various expenses		+5.0
		Decrease of R&D expenses		+0.4	Cost reduction		+2.4
	Total		+46.0	Total		+61.1	
	Factors of Decrease	Change in sales, model mix		-42.5	Change in price of raw materials		-34.2
Effect of ForEX rates		-6.4	Increase of R&D expenses		-12.7		
Change in price of raw materials		-4.7	Increase of depreciation		-1.3		
Total		-53.6	Total		-48.2		
ForEX rates and Effect on Operating Profit				Effect			Effect
USD		106 Yen	-3 Yen	-1.7	112 Yen	+6 Yen	+5.1
EUR		124 Yen	+3 Yen	+3.9	131 Yen	+7 Yen	+8.0
Capital Expenditures		56.0	-7.0		58.2	+2.2	
Depreciation Expenses		35.0	-13.3		36.3	+1.3	
R&D Expenses		133.8	-0.4		146.5	+12.7	
Interest-Bearing Debt balance		579.1	+377.9		502.9	-76.2	
Cash Dividends per share	Interim	37 Yen	±0 Yen		45 Yen	+8 Yen	FY2022 (Forecast)
	Year-end	53 Yen	+5 Yen		(Plan) 46 Yen	-7 Yen	
	Annual	90 Yen	+5 Yen		(Plan) 91 Yen	+1 Yen	Annual 91Yen (Interim 45Yen)

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

• "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.
- OEM Sales means sales of OEM in Japan and India.
- FY2021 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).