

FY2016 Third Quarter Financial Results



SUZUKI MOTOR CORPORATION
6 February 2017

Third Quarter Results

- **Consolidated Financial Results ... Higher earnings on lower sales, the highest ever each income *1**
 - Net Sales: 2,252.0 billion yen, -4.4% year-on-year, decreased for the first time in 5 periods
 - Operating Income: 167.4 billion yen, +14.4% year-on-year
 - Ordinary Income: 180.2 billion yen, +10.7% year-on-year
 - Net income *2 : 133.4 billion yen, +30.4% year-on-year, increased for 2 consecutive periods
- **Worldwide Sales Volume of Automobile ...2,124 thousand units, the highest ever sales *1**
 - Increase in India, Europe, and other areas, despite decrease in Japan, China, Indonesia, and Pakistan
- **Worldwide Sales Volume of Motorcycle ...1,009 thousand units (-11.9% year-on-year)**
 - Decrease in areas including China, Indonesia, and North America, despite increase in India and the Philippines.

Full Year Forecast

- **Unchanged from the previous forecasts for the operating results and units, since the future outlook such as the exchange rate is unclear.**

*1 The highest in the financial results of the first nine months

*2 Net income means Net income attributable to owners of the parent

Higher earnings on lower sales
the highest ever each income

(Billions of yen)	FY2016 9 months (^{'16} /4-12)	FY2015 9 months (^{'15} /4-12)	Change	
				Ratio
Net Sales	2,252.0	2,355.6	-103.6	-4.4%
Japan	725.3	753.5	-28.2	-3.8%
Suzuki brand	663.0	677.0	-14.0	-2.1%
OEM	62.3	76.5	-14.2	-18.6%
Overseas	1,526.7	1,602.1	-75.4	-4.7%
Operating Income (Margin)	167.4 (7.4%)	146.2 (6.2%)	+21.2	+14.4%
Ordinary Income (Margin)	180.2 (8.0%)	162.8 (6.9%)	+17.4	+10.7%
Net income attributable to owners of the parent (Margin)	133.4 (5.9%)	102.3 (4.3%)	+31.1	+30.4%

Decreased sales owing to decrease in domestic sales, the impact of the exchange rate, etc. (Billions of yen)

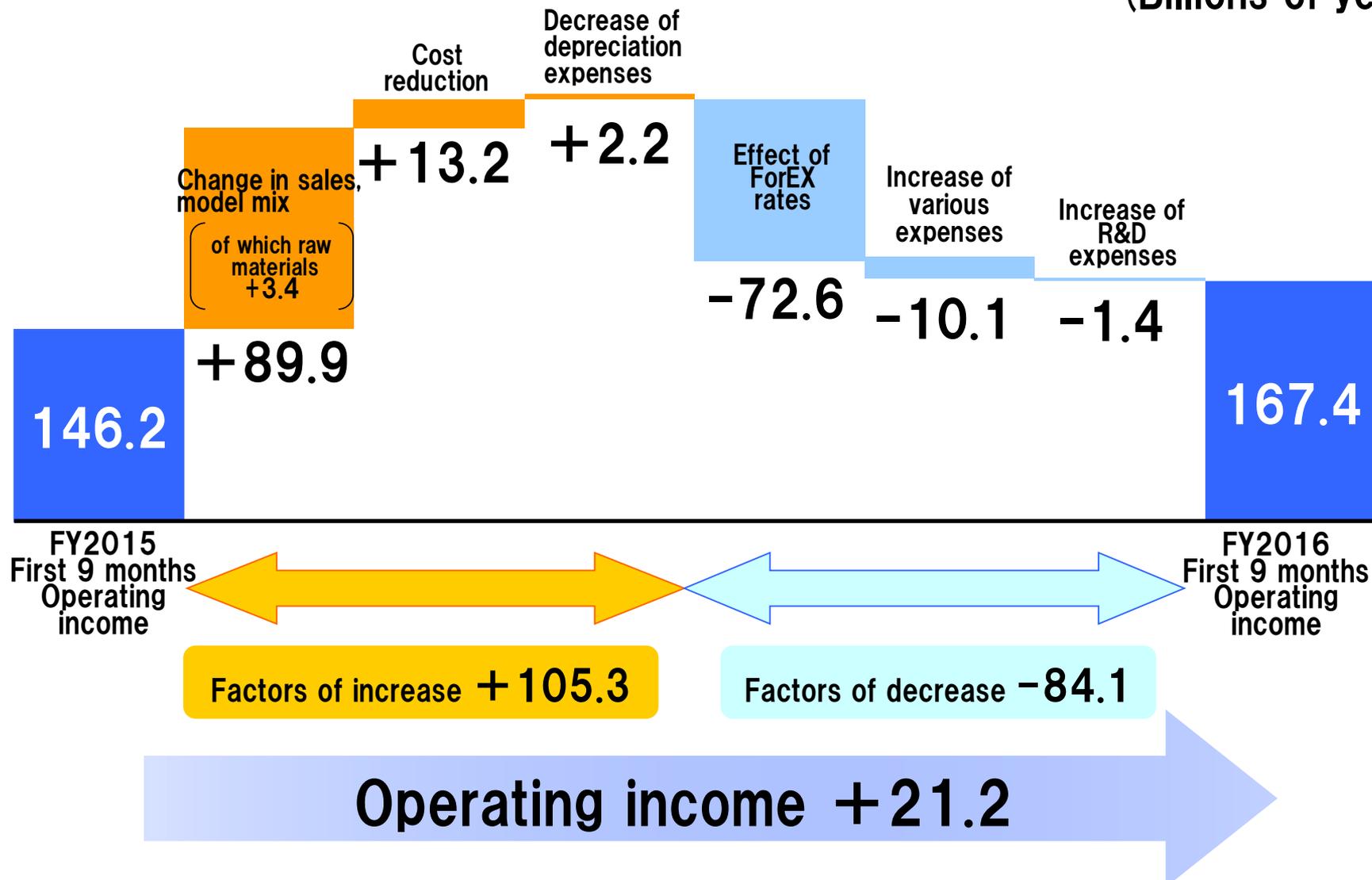
	Automobile			Motorcycle			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2016 9 months (*16/4-12)	FY2015 9 months (*15/4-12)	Change										
Japan total	699.0	725.5	-26.5	14.6	16.0	-1.4	11.7	12.0	-0.3	725.3	753.5	-28.2	
Suzuki brand	636.7	649.0	-12.3	14.6	16.0	-1.4	11.7	12.0	-0.3	663.0	677.0	-14.0	
OEM	62.3	76.5	-14.2							62.3	76.5	-14.2	
Overseas total	1,360.1	1,405.2	-45.1	128.6	156.9	-28.3	38.0	40.0	-2.0	1,526.7	1,602.1	-75.4	-252.5
Europe	264.3	251.7	+12.6	24.5	31.2	-6.7	9.6	11.1	-1.5	298.4	294.0	+4.4	-49.6
N. America	1.7	3.4	-1.7	16.5	24.5	-8.0	17.8	18.1	-0.3	36.0	46.0	-10.0	-5.1
Asia	936.6	982.6	-46.0	61.7	68.9	-7.2	3.7	3.4	+0.3	1,002.0	1,054.9	-52.9	-172.7
India	708.5	716.6	-8.1	22.2	24.1	-1.9	0.2	0.2	+0.0	730.9	740.9	-10.0	-130.3
Others	228.1	266.0	-37.9	39.5	44.8	-5.3	3.5	3.2	+0.3	271.1	314.0	-42.9	-42.4
Others	157.5	167.5	-10.0	25.9	32.3	-6.4	6.9	7.4	-0.5	190.3	207.2	-16.9	-25.1
Grand total	2,059.1	2,130.7	-71.6	143.2	172.9	-29.7	49.7	52.0	-2.3	2,252.0	2,355.6	-103.6	-252.5
of which effect of ForEX rates conversion			-228.3			-20.0			-4.2				-252.5

*North America...United States and Canada

Automobile in North America...sales of supply parts, service, etc.

Consolidated: Factors of Change in Operating Income

(Billions of yen)



	FY2016 9 months ('16/4-12)	FY2015 9 months ('15/4-12)	Change	Effect of ForEX rates in operating income
US Dollar	107 yen	122 yen	-15 yen	-5.7bln yen
Euro	118 yen	134 yen	-16 yen	-11.5bln yen
Indian Rupee	1.60 yen	1.90 yen	-0.30 yen	-28.7bln yen
100 Indonesian Rupiah	0.81 yen	0.90 yen	-0.09 yen	-2.1bln yen
Thai Baht	3.03 yen	3.51 yen	-0.48 yen	+3.4bln yen
Others	—	—	—	-28.0bln yen *
Total				-72.6bln yen

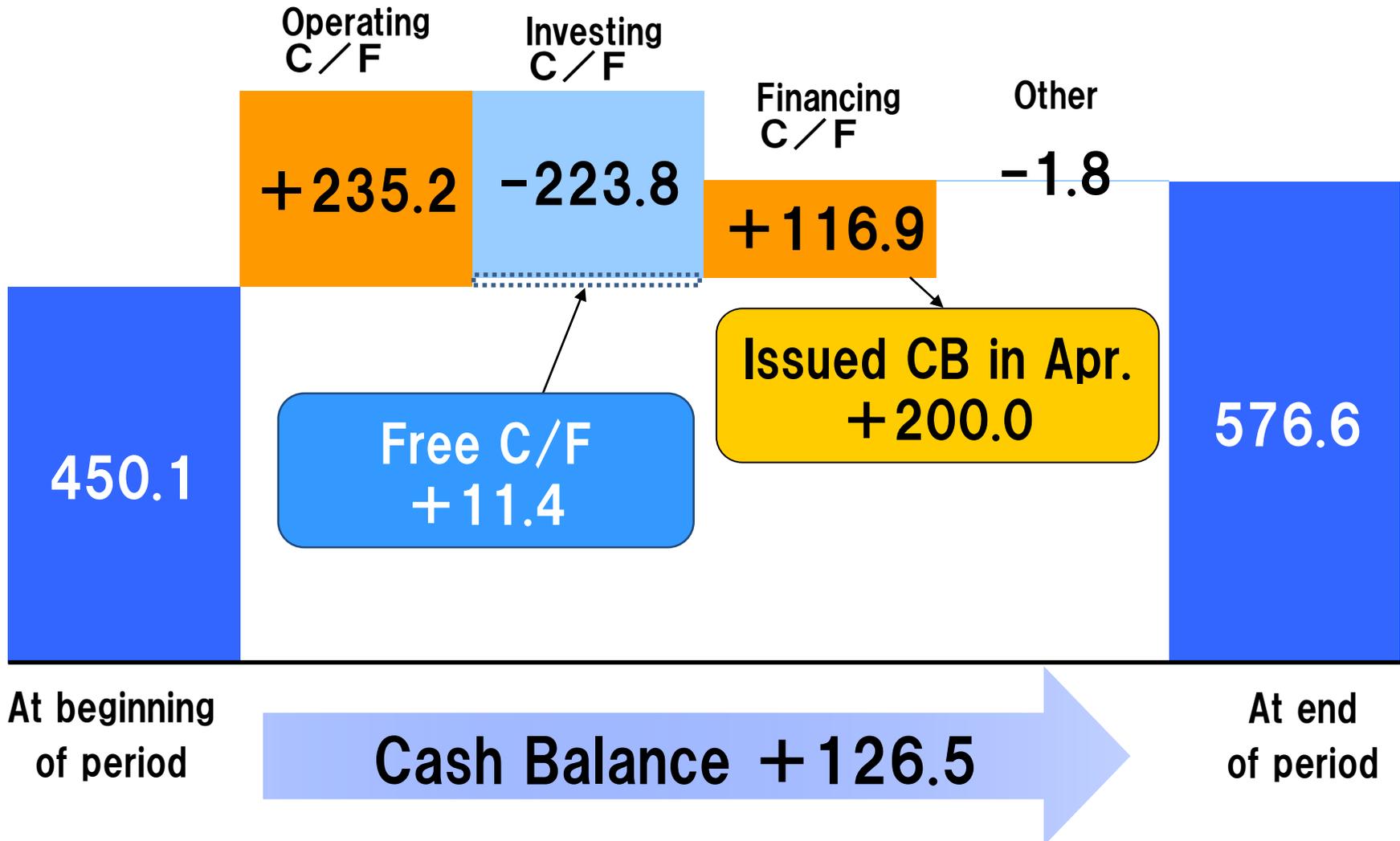
*GB Pound -11.1bln yen, Mex. Peso -5bln yen, Pak. Rupee -3.8bln yen, Aus. Dollar -2.6bln yen,

(Billions of yen)

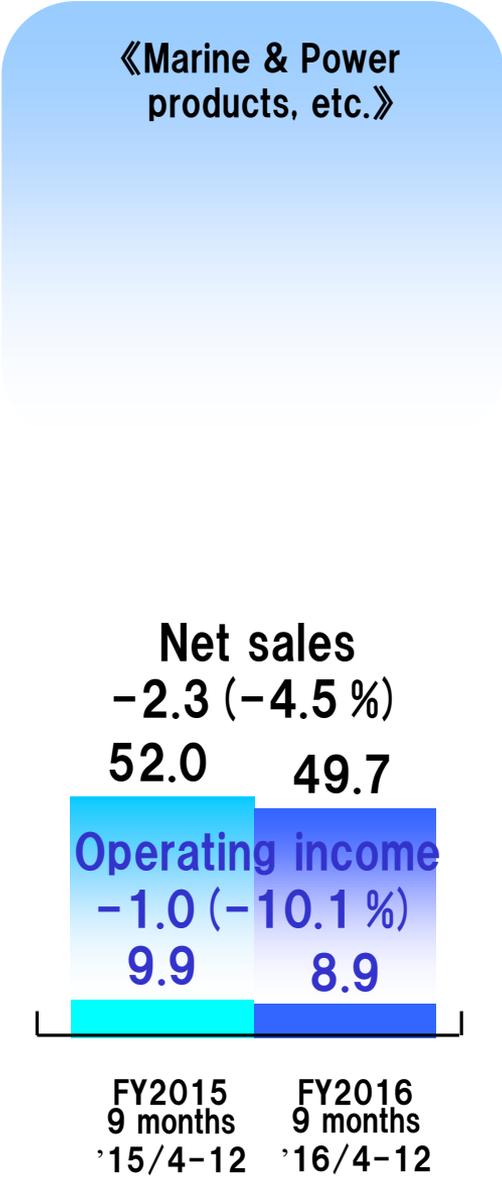
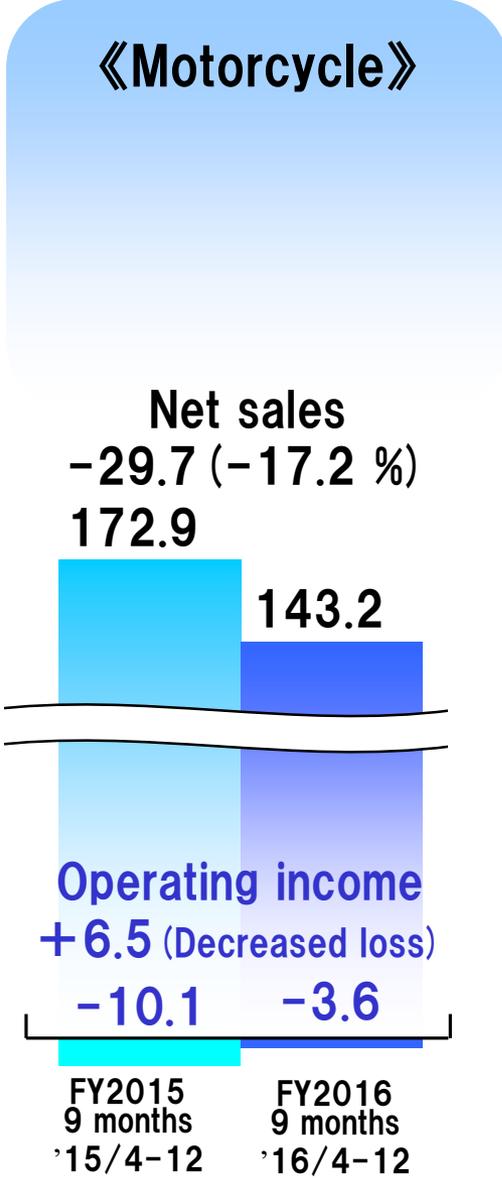
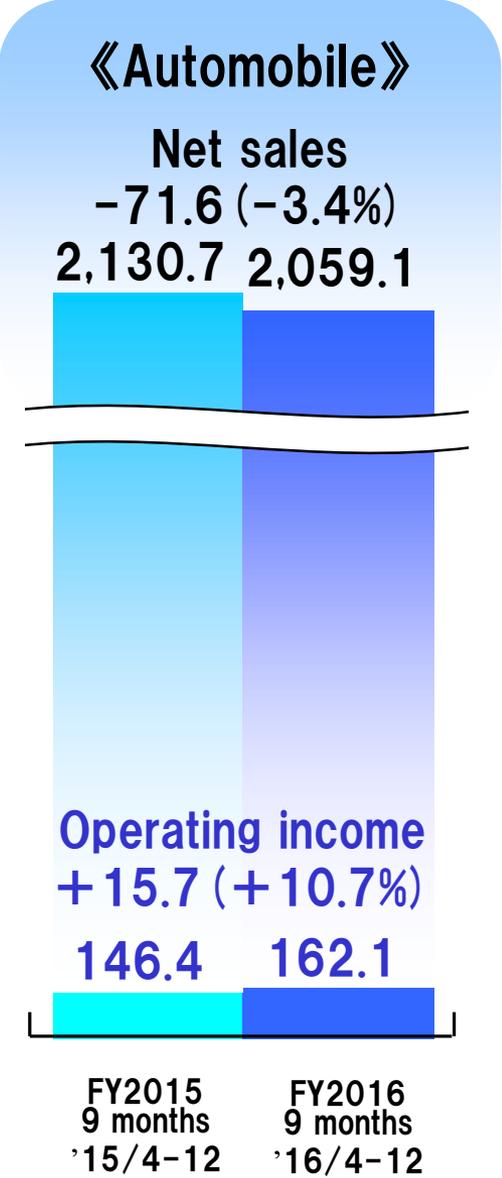
	FY2016 9 months ('16/4-12)	FY2015 9 months ('15/4-12)	Change
(Non-consolidated)	42.7	44.8	-2.1
(Subsidiaries)	94.0	71.2	+22.8
Capital Expenditures	136.7	116.0	+20.7
Depreciation Expenses	117.1	119.3	-2.2
R&D Expenses	97.6	96.2	+1.4

	FY2016 Q3	FY2015 Q3		FY2015 Q4	
	('16/12)	('15/12)	Change	('16/3)	Change
Interest-Bearing Debt balance	670.3	590.0	+80.3	529.3	+141.0

(Billions of yen)



(Billions of yen)



Consolidated: Operating Results by Geographical Areas (Net sales, Operating income)

(Billions of yen)

Net sales

FY2015
9 months

FY2016
9 months

Triangle trade

Net sales (not included
triangle trade)

Operating income

FY2015
9 months

FY2016
9 months

《Japan》

Net sales

-1.0 (-0.1%)

1,326.4 1,325.4

(237.8) (265.5) (Triangle trade)

1,088.6 1,059.9

Operating income

+1.5 (+2.5%)

59.8 61.3

FY2015 9 months '15/4-12
FY2016 9 months '16/4-12

《Europe》

Net sales

+2.0 (+0.5%)

406.3 408.3

(161.2) (159.8) (Triangle trade)

245.1 248.5

Operating income

+4.2 (+66.7%)

6.3 10.5

FY2015 9 months '15/4-12
FY2016 9 months '16/4-12

《Asia》

Net sales

-47.1 (-4.2%)

1,131.0 1,083.9

(51.2) (73.3) (Triangle trade)

1,079.8 1,010.6

Operating income

+9.2 (+11.2%)

82.3 91.5

FY2015 9 months '15/4-12
FY2016 9 months '16/4-12

《Others》

Net sales

-13.4 (-12.0%)

112.3 98.9

Operating income

+1.4 (+132.3%)

1.1 2.5

FY2015 9 months '15/4-12
FY2016 9 months '16/4-12

	FY2016 Q3	FY2015 Q3		FY2015 Q4	
	('16/12)	('15/12)	Change	('16/3)	Change
Consolidated Subsidiaries	136	135	+1	136	±0
Equity Method Affiliates	32	34	-2	33	-1
Employees	62,652	58,390	+4,262	61,601	+1,051

Forecasts for the consolidated operating results remain unchanged from the previous forecasts

(Billions of yen)		Latest Forecast	Comparison with FY 2015 result		Comparison with previous forecast	
			FY 2015 Result	Change	Previous forecast	Change
Consolidated Operating Results	Net sales	3,100.0	3,180.7	-80.7	3,100.0	-
	Operating income	200.0	195.3	+4.7	200.0	-
	Ordinary income	210.0	209.1	+0.9	210.0	-
	Net income attributable to owners of the parent	145.0	116.7	+28.3	145.0	-
Change in Operating Income	Change in sales,model mix	+97.7	+58.6		+107.7	-10.0
	Cost reduction	+24.0	+24.6		+24.0	-
	Effect of ForEX rates	-81.0	-2.9		-86.0	+5.0
	Increase of various expenses	-25.0	-25.4		-30.0	+5.0
	Increase of R&D expenses	-9.0	-5.1		-9.0	-
	Increase of depreciation	-2.0	-33.9		-2.0	-
	Total	+4.7	+15.9		+4.7	-
	Capital Expenditures	220.0	171.5	+48.5	220.0	-
	Depreciation Expenses	170.0	168.3	+1.7	170.0	-
	R&D Expenses	140.0	131.0	+9.0	140.0	-

Consolidated: Full year forecast (Anticipated ForEX Rates)

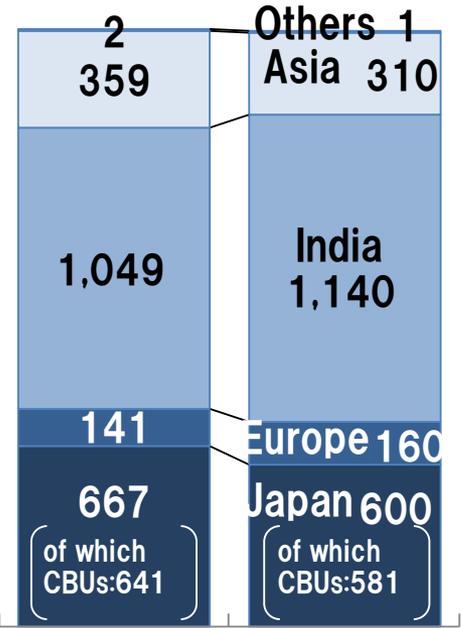
	Latest Forecast (2016.4~2017.3)			Effect of ForEX rates in operating income	Comparison with FY 2015 results (2015.4~2016.3)		Comparison with previous forecast (2016.4~2017.3)	
	'16/4-12 Result	'17/1-3 Forecast	Full Year Forecast		Full Year Results	Change	Full Year Forecast	Change
US Dollar	107yen	105yen	106yen	-7.6bln yen	120yen	-14yen	104yen	+2yen
Euro	118yen	113yen	117yen	-13.8bln yen	133yen	-16yen	116yen	+1yen
Indian Rupee	1.60yen	1.56yen	1.59yen	-30.5bln yen	1.85yen	-0.26yen	1.58yen	+0.01yen
100 Indonesian Rupiah	0.81yen	0.79yen	0.80yen	-2.5bln yen	0.89yen	-0.09yen	0.80yen	-
Thai Baht	3.03yen	2.99yen	3.02yen	+4.7bln yen	3.44yen	-0.42yen	2.98yen	+0.04yen
Other Currencies				-31.3bln yen				
Total				-81.0bln yen				

Global production volume decreased by 0.3% year-on-year

«Nine Months Comparison»

-6 (-0.3%)

2,218 **2,212**

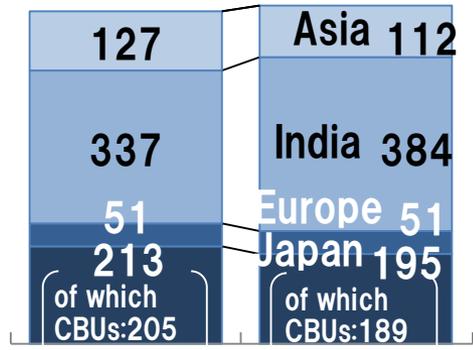


« Of Which Three Months Comparison »

+13 (+1.7%)

(Thousand units)

729 **742**



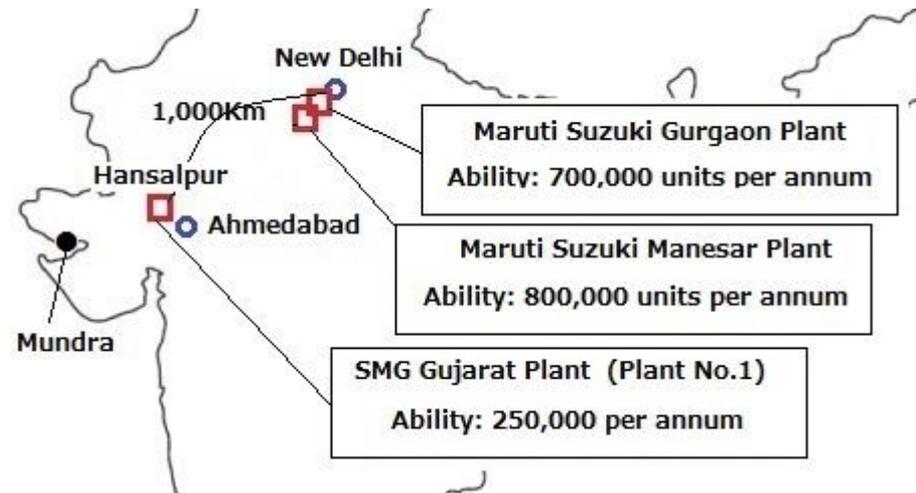
● Production for April-December

- Increase in India (+8.7% year-on-year) and Europe (+13.4% year-on-year)
- By contrast, decrease in countries including Japan (-10.0% year-on-year), China (-8.6% year-on-year), and Indonesia (-16.7% year-on-year)
- Worldwide production decreased by 0.3% year-on-year



Manufacturing of production model Baleno started from 1 Feb.

- Suzuki Motor Gujarat (SMG) is a 100% subsidiary of Suzuki established in Mar. 2014
- Since located close to the Mundra Port, utilize as the export hub
- Mutual thriving and challenging by making it a different manufacturing company from Maruti Suzuki
- Increase production lineup according to market situation with annual production ability of 250,000 units
- Gujarat Plant No.2 and engine/transmission plants are also planned for construction, which are aimed to start operation in the beginning of 2019
- With the completion of the Plant No.2, Suzuki's production ability in India would be 2 million units

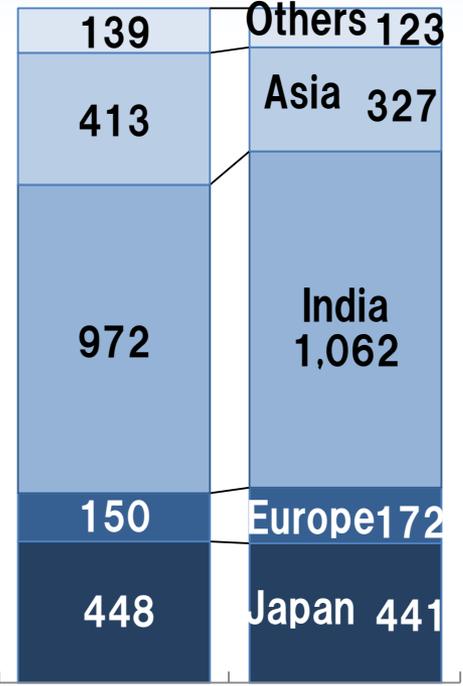


Record-high sales for April-December

«Nine Months Comparison»

+2 (+0.1%)

2,122 **2,124**

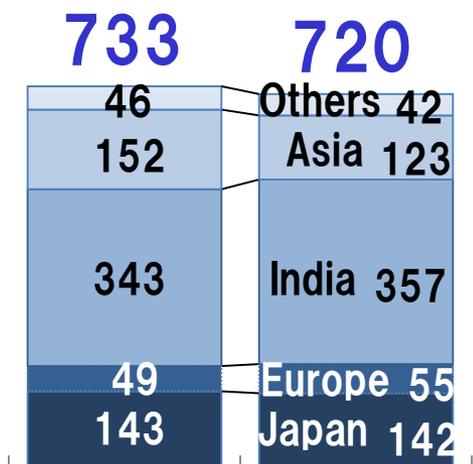


FY2015 9 months '15/4-12
 FY2016 9 months '16/4-12

« Of Which Three Months Comparison »

-14 (-1.8%)

(Thousand units)



FY2015 3 months '15/10-12
 FY2016 3 months '16/10-12

Worldwide sales for April-December

- Worldwide sales increased by 0.1% year-on-year owing to the increase in India, Europe, and other areas, despite decrease in Japan, China, Indonesia, and Pakistan

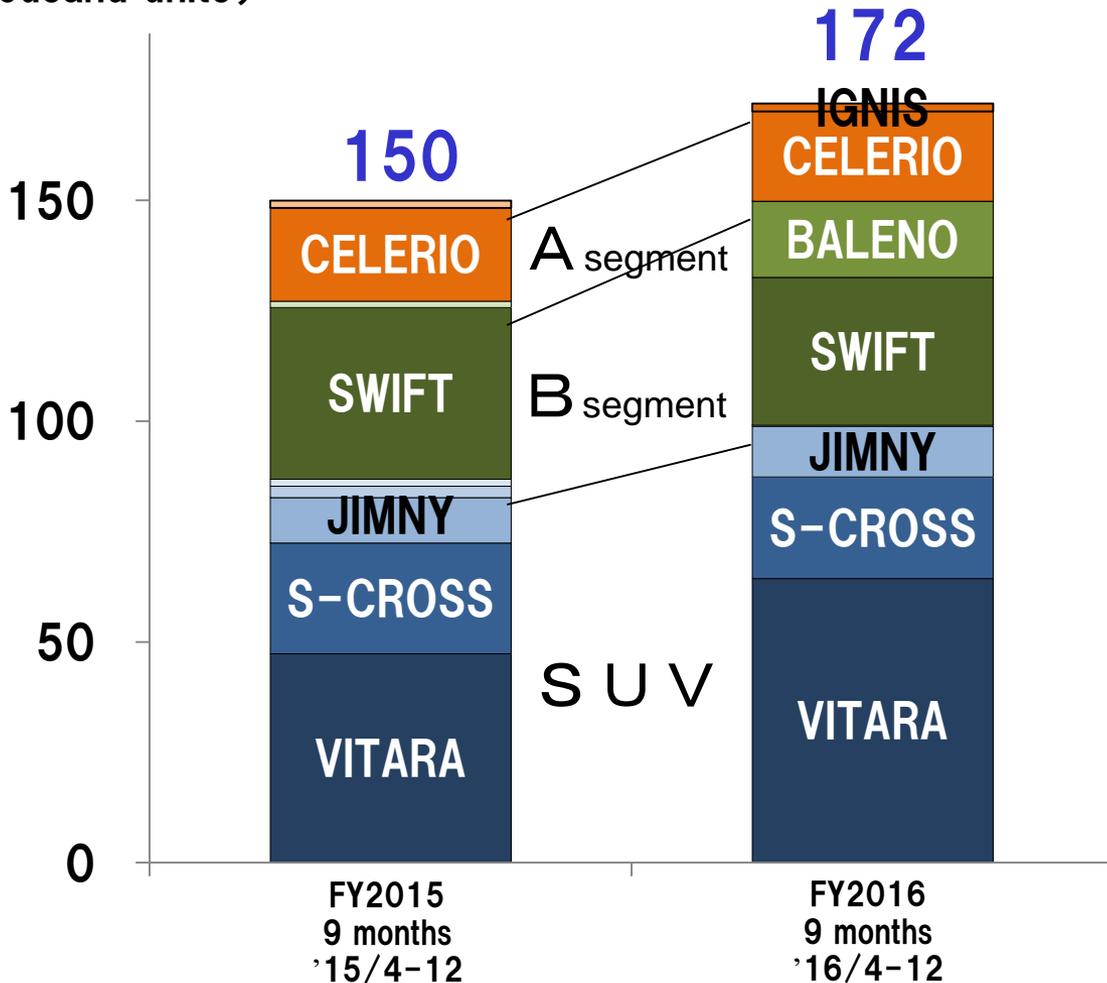
Suzuki received the Brand of the Year award in South Africa

- SUZUKI ...Brand of the Year
- VITARA ...Compact Family Car of the Year
- CELERIO...Budget Car of the Year



Improved sales mix owing to increase in sales of Vitara and Baleno

(Thousand units)



CELERIO

Retail price: 9,690 ~ 11,590 Euro



BALENO

Retail price: 13,790 ~ 19,490 Euro



VITARA

Retail price: 17,990 ~ 27,090 Euro

*Retail sales units in Europe from Apr. to Dec. Retail price are those offered in Germany.

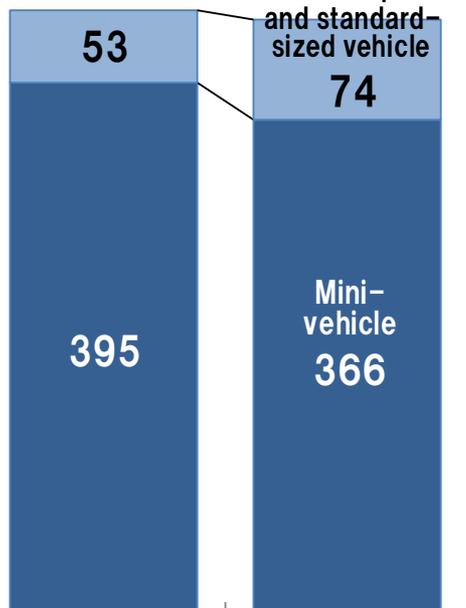
Japan decreased by 1.6% year-on-year
owing to the decrease of Minivehicle sales

«Nine Months Comparison»

-7 (-1.6%)

448

441



FY2015
9 months
'15/4-12

FY2016
9 months
'16/4-12

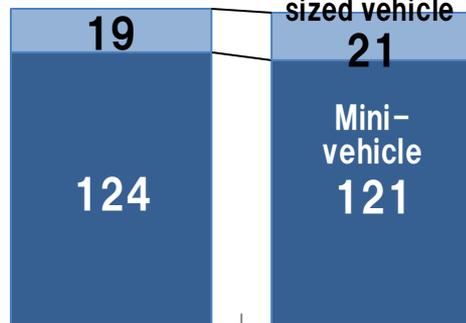
« Of Which
Three Months Comparison »

-1 (-1.0%)

(Thousand units)

143

142



FY2015
3 months
'15/10-12

FY2016
3 months
'16/10-12

- Domestic sales for April-December
- Minivehicle down 7.2% year-on-year
- Standard and small vehicle up 39.8% year-on-year and achieved 100,000 units in calendar year

● Topics

- Introduced newly-developed hybrid system to Solio/Solio Bandit (Nov.)



- Alto achieved accumulated domestic sales of 5mil. units (Dec.)
- Minor-change of Spacia and introduction of Custom Z (Dec.)



Launched Swift in January and WagonR in February

Swift

- Launched the all-new Swift compact car in Japan on 4 Jan.
- Global compact car that leads the Suzuki brand
- Planned for production and sales in markets outside Japan, including exports



WagonR

- Launched the all-new WagonR/WagonR Stingray minicars in Japan on 1 Feb.
- Model that represents minicars in Japan, which established the miniwagon market
- Low fuel consumption, advanced safety features, roomy and user-friendly cabin



Record-high sales for April-December

«Nine Months Comparison»

+90 (+9.3%)

Percentage of
Diesel engine cars

30%

31%

972

1,062

Petrol engine
car
734

680

Diesel engine
car
328

292

FY2015
9 months
'15/4-12

FY2016
9 months
'16/4-12

« Of Which
Three Months Comparison »

+14 (+3.9%)

Percentage of
Diesel engine cars

31%

30%

343

357

(Thousand units)

Petrol engine
car
250

238

Diesel engine
car
107

105

FY2015
3 months
'15/10-12

FY2016
3 months
'16/10-12

● Sales in India for April-December

- Apr.-Dec. sales increased by 9.3% year-on-year
- Oct.-Dec. sales increased by 3.9% year-on-year despite the impact of demonetization

● Topics

- Decided to establish an industrial training institute in Gujarat (Nov.) (cooperation to the “Manufacturing Skill Transfer Promotion Programme” agreed between the governments of India and Japan)
- Vitara Brezza won the Indian Car of the Year award



- Launch of the Ignis from Jan. at NEXA channel



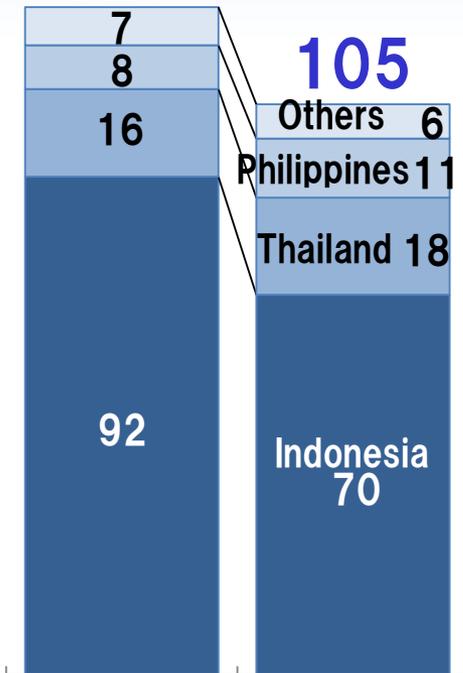
Sales Volume of Automobiles by Geographical Areas (ASEAN)

**Down 14.7% year-on-year mainly
owing to the decrease in sales in Indonesia**

«Nine Months Comparison»

-18 (-14.7%)

123



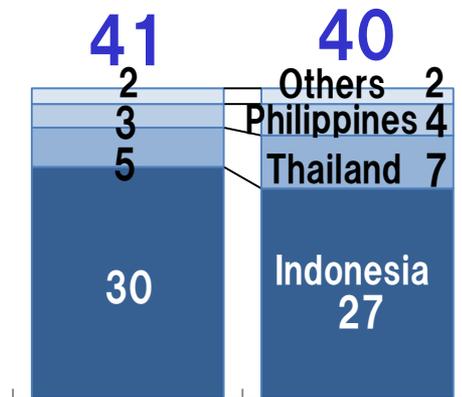
FY2015
9 months
'15/4-12

FY2016
9 months
'16/4-12

« Of Which
Three Months Comparison »

-1 (-1.9%)

(Thousand units)



FY2015
3 months
'15/10-12

FY2016
3 months
'16/10-12

● Sales in ASEAN for April-December

- Indonesia decreased by 23.9% year-on-year owing to decrease in commercial vehicles
- Thailand increased by 9.0% year-on-year owing to increase in Ciaz
- Philippines largely increased by 38.8% year-on-year owing to increase in models including Celerio and Ertiga
- Aims to enhance operating efficiency of the plants in Indonesia and Thailand through sales expansion in domestic markets as well as reinforcement of exports

※ASEAN; Total of 5 countries - Indonesia, Malaysia, Thailand, Philippines and Vietnam

Both production and sales decreased year-on-year

«Nine Months Production Volume Comparison»
-128 (-11.2%)

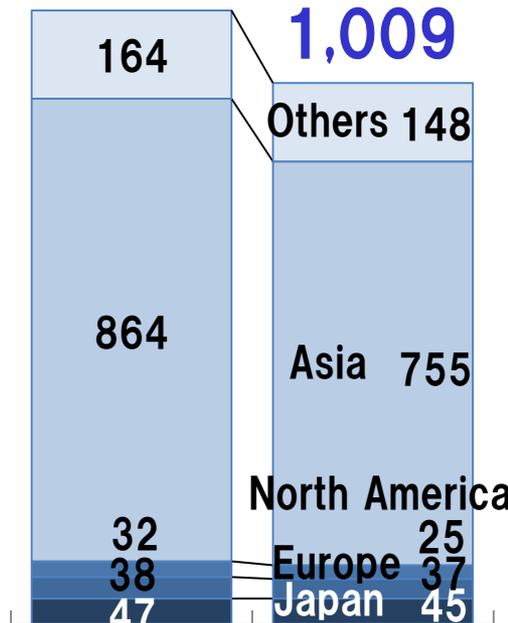
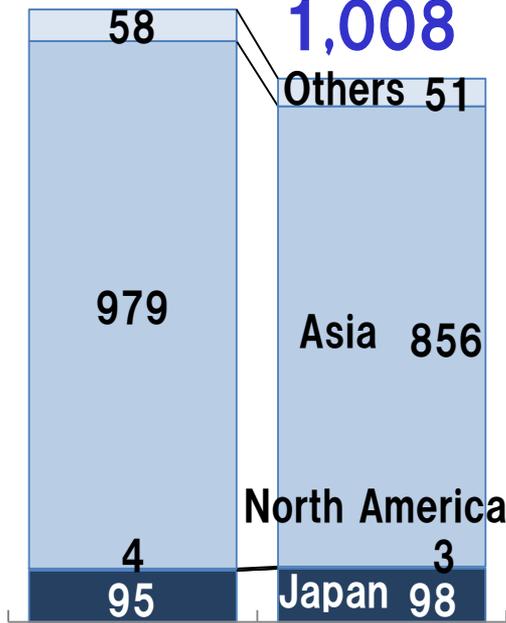
«Nine Months Sales Volume Comparison»
-136 (-11.9%)

● Worldwide production and sales for April-December

- Production decreased by 128,000 units, and sales decreased by 136,000 units owing to decrease in sales in Asia including China and Indonesia

1,136

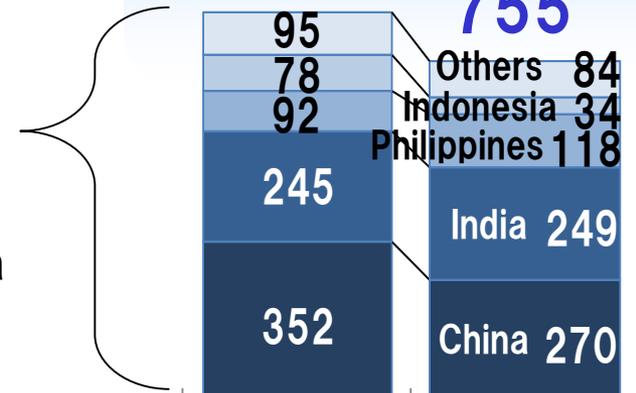
1,145 (Thousand units)



«Breakdown of Sales Volume in Asia»
-109 (-12.6%)

864

755



FY2015
9 months
'15/4-12

FY2016
9 months
'16/4-12

FY2015
9 months
'15/4-12

FY2016
9 months
'16/4-12

FY2015
9 months
'15/4-12

FY2016
9 months
'16/4-12

Unchanged from the previous forecasts

(Thousand units)	Production				Sales			
	Forecast (FY2016)	FY2015 Results			Forecast (FY2016)	FY2015 Results		
		(FY2015)	Change	Ratio		(FY2015)	Change	Ratio
<Automobile>								
Japan	874	861	+13	+1.5%	635	630	+5	+0.8%
Europe	205	193	+12	+6.3%	232	207	+25	+12.2%
Asia	1,980	1,896	+84	+4.5%	1,842	1,842	+0	+0.0%
Others	2	2	+0	+0.1%	164	183	-19	-10.2%
Total	3,061	2,951	+110	+3.7%	2,873	2,861	+12	+0.4%
<Motorcycle>								
Japan	142	122	+20	+16.1%	63	61	+2	+3.2%
Europe	—	—	—	—	47	48	-1	-1.8%
N.America	4	4	-0	-9.9%	36	46	-10	-20.9%
Asia	1,141	1,279	-138	-10.8%	1,019	1,126	-107	-9.5%
Others	65	74	-9	-12.0%	191	216	-25	-11.4%
Total	1,352	1,480	-128	-8.6%	1,356	1,496	-140	-9.4%

FY2016 Third Quarter Financial Results



SUZUKI MOTOR CORPORATION

Caution with respect to Forward-Looking Statements

The forward-looking statements mentioned in this presentation are based on currently available information and assumptions, contain risks and uncertainty and 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 rates

(mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

[English translation from the original Japanese language document]