

FY2017 First Quarter Financial Results

SWIFT
Sport



All-new Swift Sport
World premiere at the 67th IAA Frankfurt Motor Show
on 12 September 2017

SUZUKI MOTOR CORPORATION
3 August 2017

First Quarter Results

● Consolidated Financial Results ... Higher earnings and sales, the highest ever each income *1

Net Sales: 869.3 billion yen, +15.3% year-on-year, increased for the first time in 2 periods

Operating Income: 85.1 billion yen, +43.8% year-on-year, increased for 6 consecutive periods

Ordinary Income: 99.5 billion yen, +62.4% year-on-year, increased for the first time in 2 periods

Net Income*2: 65.4 billion yen, +72.4% year-on-year, increased for 2 consecutive periods

- Increased sales...increase in automobile sales in markets including India, Japan and Europe, and increase in motorcycle sales, etc.
- Increased income...improvement in profit in Japan, Asia, Europe, etc.

● Worldwide Sales Volume of Automobiles ... 741 thousand units (+9.7% year-on-year), the highest sales ever*1

- Increase in India, Japan, Europe, Indonesia, etc.

● Worldwide Sales Volume of Motorcycles ... 378 thousand units (+13.1% year-on-year)

- Increase in India, Indonesia, etc.

Full Year Forecasts

● Kept unchanged from the previous forecasts

*1 The highest ever since disclosing first quarter financial results from FY2003

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

Higher earnings on higher sales
the highest ever each income

(Billions of yen)	FY2017 3 months ('17/4-6)	FY2016 3 months ('16/4-6)	Change	
				Ratio
Net Sales	869.3	754.0	+115.3	+15.3%
Japan	266.9	250.0	+16.9	+6.8%
Suzuki brand	242.6	228.0	+14.6	+6.4%
OEM	24.3	22.0	+2.3	+10.5%
Overseas	602.4	504.0	+98.4	+19.5%
Operating Income	85.1	59.2	+25.9	+43.8%
(Margin)	(9.8%)	(7.8%)		
Ordinary Income	99.5	61.3	+38.2	+62.4%
(Margin)	(11.4%)	(8.1%)		
Net income attributable to owners of the parent	65.4	38.0	+27.4	+72.4%
(Margin)	(7.5%)	(5.0%)		

Increase in each region and segment

(Billions of yen)	Automobile			Motorcycle			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2017 3 months (*17/4-6)	FY2016 3 months (*16/4-6)	Change										
Japan total	257.4	241.3	+16.1	5.5	5.0	+0.5	4.0	3.7	+0.3	266.9	250.0	+16.9	
Suzuki brand	233.1	219.3	+13.8	5.5	5.0	+0.5	4.0	3.7	+0.3	242.6	228.0	+14.6	
OEM	24.3	22.0	+2.3							24.3	22.0	+2.3	
Overseas total	529.9	443.1	+86.8	56.1	45.7	+10.4	16.4	15.2	+1.2	602.4	504.0	+98.4	+22.0
Europe	110.6	97.9	+12.7	14.5	12.3	+2.2	5.6	4.5	+1.1	130.7	114.7	+16.0	-0.6
N. America	0.4	0.6	-0.2	9.4	5.9	+3.5	7.3	7.4	-0.1	17.1	13.9	+3.2	+0.3
Asia	364.4	291.6	+72.8	24.9	19.6	+5.3	1.3	1.2	+0.1	390.6	312.4	+78.2	+20.7
India	276.9	216.4	+60.5	10.1	6.8	+3.3	0.1	0.1	+0.0	287.1	223.3	+63.8	+17.6
Other	87.5	75.2	+12.3	14.8	12.8	+2.0	1.2	1.1	+0.1	103.5	89.1	+14.4	+3.1
Other	54.5	53.0	+1.5	7.3	7.9	-0.6	2.2	2.1	+0.1	64.0	63.0	+1.0	+1.6
Grand total	787.3	684.4	+102.9	61.6	50.7	+10.9	20.4	18.9	+1.5	869.3	754.0	+115.3	+22.0
of which effect of ForEX rates conversion			+20.9			+0.9			+0.2				+22.0

*North America...United States and Canada

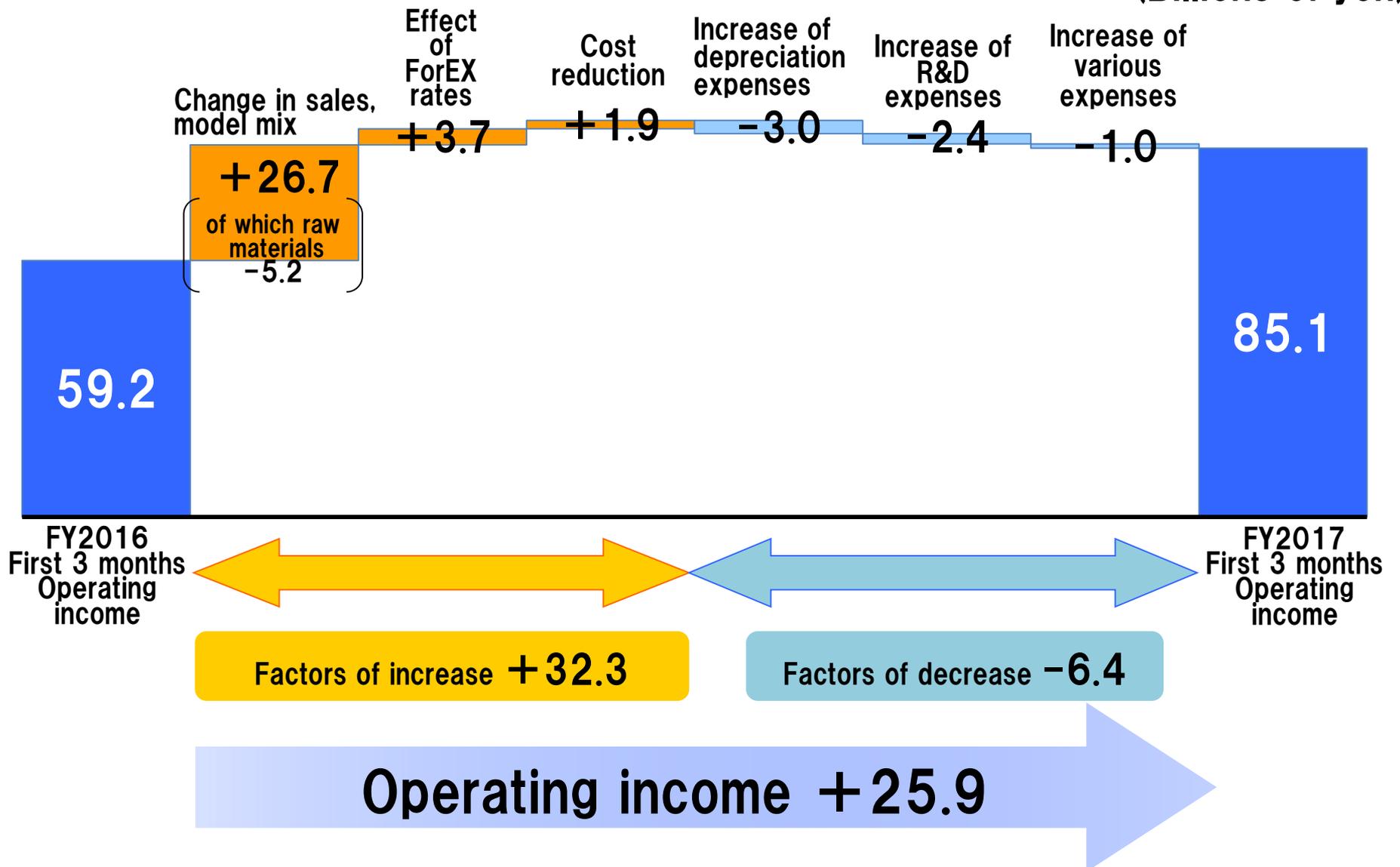
Automobile in North America...sales of parts and accessories, etc

of which effect of ForEX rates conversion



Consolidated: Factors of Change in Operating Income

(Billions of yen)



	FY2017 3 months (^{'17/4-6})	FY2016 3 months (^{'16/4-6})	Change	Effect of ForEX rates in operating income
US Dollar	111 yen	108 yen	+3 yen	+0.5bln yen
Euro	122 yen	122 yen	+0 yen	+0.1bln yen
Indian Rupee	1.74 yen	1.63 yen	+0.11 yen	+3.1bln yen
100 Indonesian Rupiah	0.84 yen	0.81 yen	+0.03 yen	+0.4bln yen
Thai Baht	3.24 yen	3.06 yen	+0.18 yen	-0.4bln yen
Other	—	—	—	-0.0bln yen *
Total				+3.7bln yen

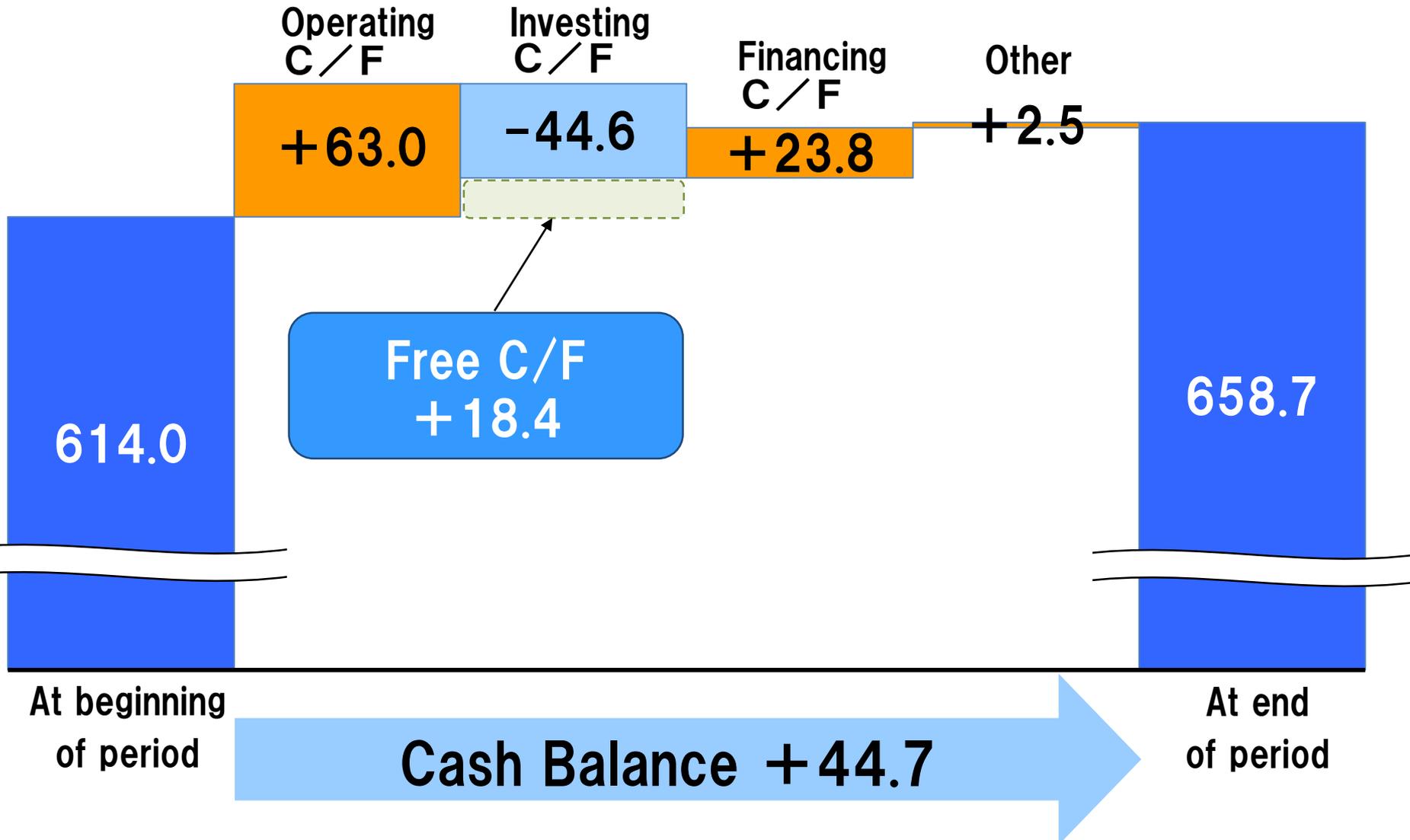
* RUB +0.3bln yen, Aus. Dollar +0.2bln yen, Pak. Rupee +0.2bln yen, GB Pound -1.2bln yen, etc.

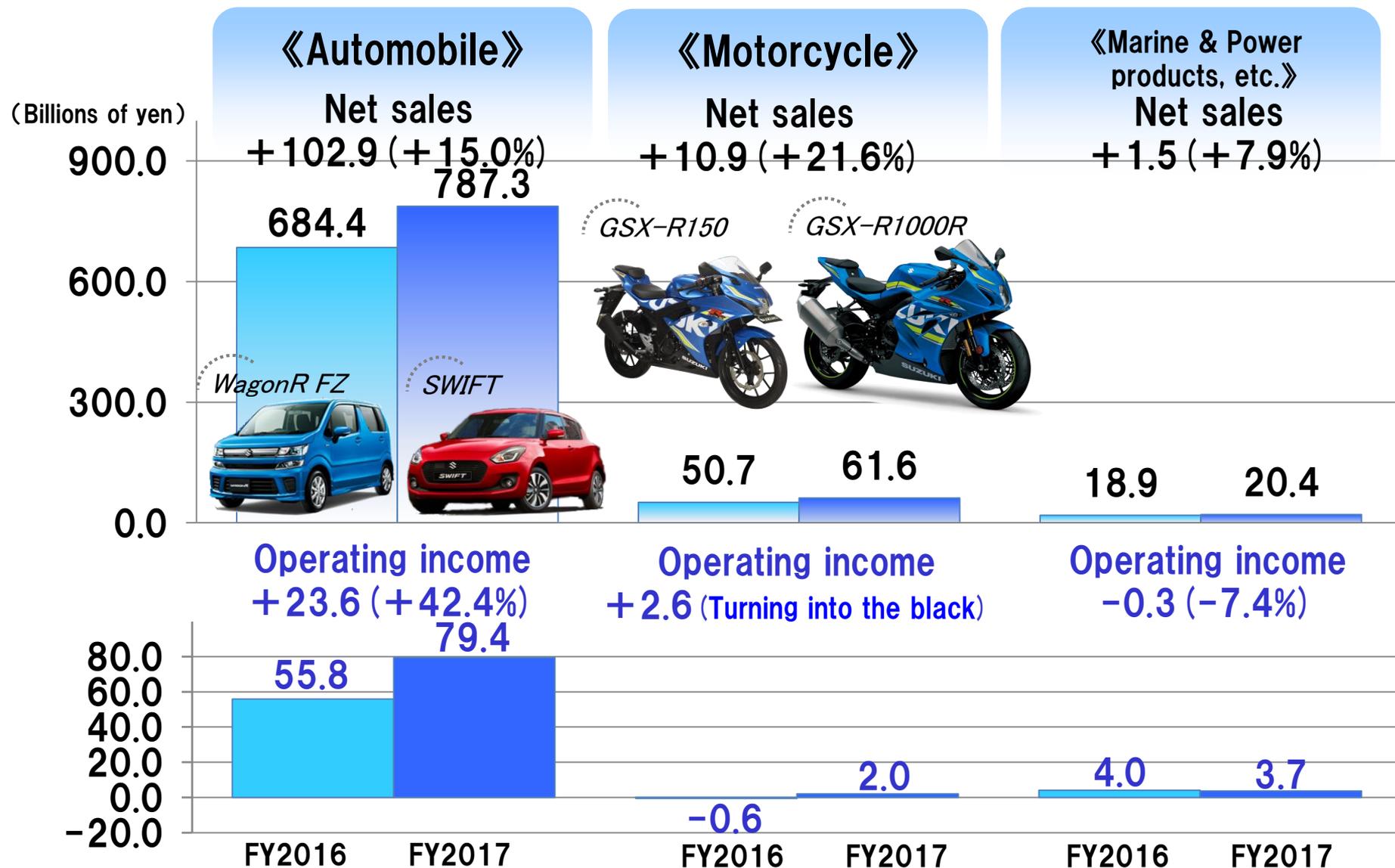
(Billions of yen)

	FY2017 3 months ('17/4-6)	FY2016 3 months ('16/4-6)	Change
(Non-consolidated)	10.1	14.5	-4.4
(Subsidiaries)	31.6	24.9	+6.7
Capital Expenditures	41.7	39.4	+2.3
Depreciation Expenses	40.2	37.2	+3.0
R&D Expenses	30.0	27.6	+2.4

	FY2017 Q1 ('17/6)	FY2016 Q1		FY2016 Q4	
		('16/6)	Change	('17/3)	Change
Interest-Bearing Debt balance	671.6	632.0	+39.6	639.9	+31.7

(Billions of yen)





* FY2017...Apr-Jun 2017, FY2016...Apr-Jun 2016

Introduction of new technologies including the contra-rotating propellers

- Flagship outboard motor that realize horsepower of 350PS, the maximum output in Suzuki's lineup
- Adopted Suzuki's first contra-rotating propellers called the Suzuki Dual Prop System
- Produced at the Toyokawa Plant in Japan, launched in the US from July, and subsequently launched globally

Main features of DF350A

Newly-developed maximum 350-horsepower engine

- 4,390cm³ four-stroke V6-cylinder engine with high compression ratio of 12.0
- Direct Intake System, Suzuki Dual Louver System, dual injectors, and optimal combustion chamber shape

Suzuki Dual Prop System

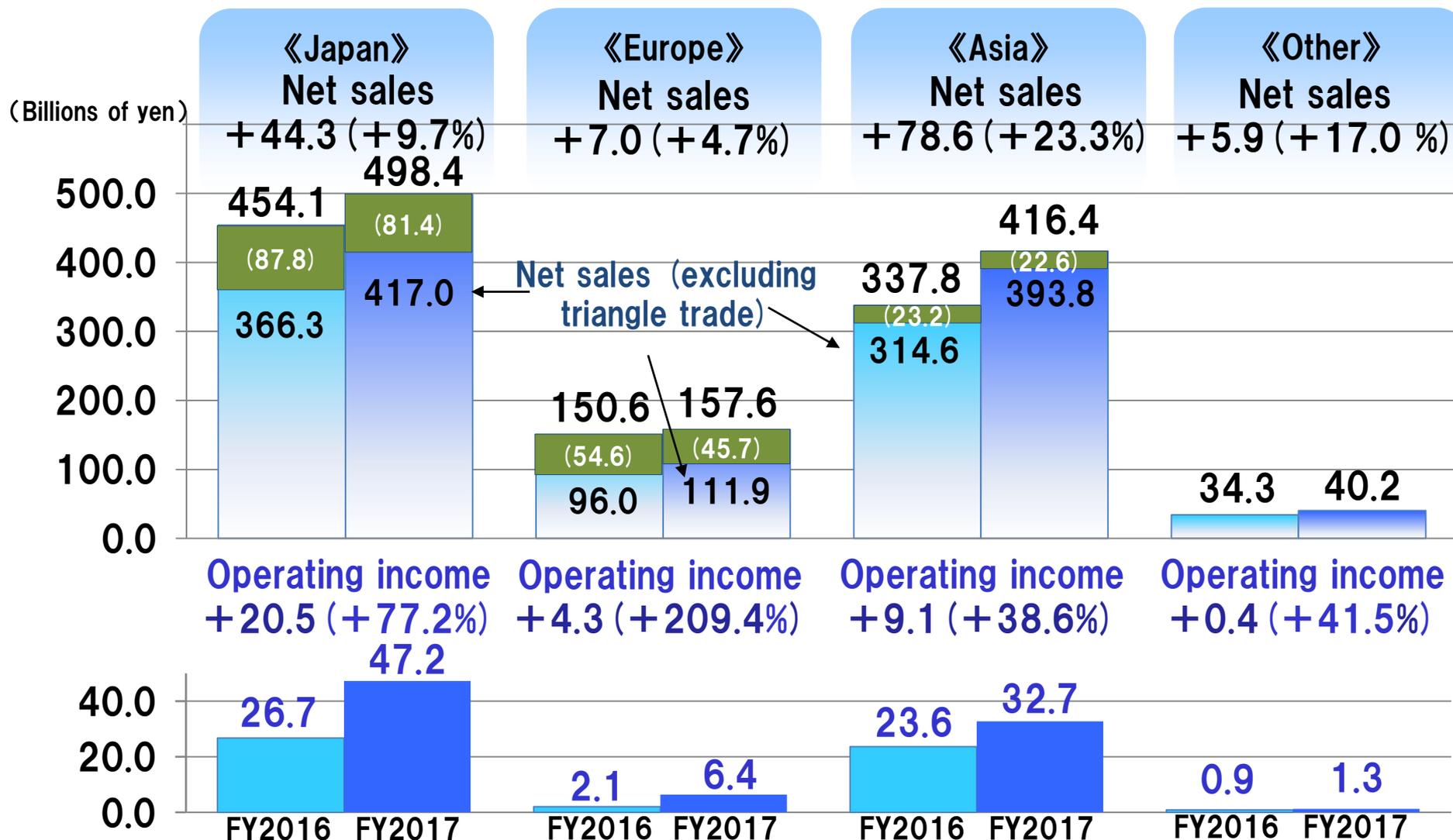
- Combining of two contra-rotating propellers
→efficiently converts engine output into forward thrust
- Smaller gear case decreases underwater resistance
→high running performance and directional stability

Innovative styling



THE
ULTIMATE
4-STROKE OUTBOARD

Consolidated: Operating Results by Geographic Region (Net sales, Operating income)



Note about triangle trade

Conventionally, net sales of Hungary production models for European subsidiaries were eliminated as they were intraregional subsidiary trade. But because trade type was changed to triangle trade via Japan, and net sales to Japan and net sales from Japan to Europe are not eliminated, net sales of Japan and Europe are shown larger. The same trade is also applied in Asia.

* FY2017...Apr-Jun 2017, FY2016...Apr-Jun 2016

	FY2017 Q1	FY2016 Q1		FY2016 Q4	
	('17/6)	('16/6)	Change	('17/3)	Change
Consolidated Subsidiaries	136	136	±0	136	±0
Equity Method Affiliates	33	33	±0	32	+1
Employees	64,687	62,764	+1,923	62,992	+1,695

Kept unchanged from the previous forecasts

(Billions of yen)

	Full Year			Six Months		
	Forecast	FY 2016 Results	Change	Forecast	FY 2016 Results	Change
Net sales	3,400.0	3,169.5	+230.5	1,600.0	1,499.0	+101.0
Operating income (Margin)	240.0 (7.1%)	266.7 (8.4%)	-26.7	120.0 (7.5%)	115.5 (7.7%)	+4.5
Ordinary income (Margin)	255.0 (7.5%)	286.7 (9.0%)	-31.7	125.0 (7.8%)	121.8 (8.1%)	+3.2
Net income* (Margin)	145.0 (4.3%)	160.0 (5.0%)	-15.0	70.0 (4.4%)	99.9 (6.7%)	-29.9
Capital Expenditures	220.0	198.8	+21.2			
Depreciation Expenses	180.0	163.4	+16.6			
R&D Expenses	150.0	131.5	+18.5			

*Net income attributable to owners of the parent

«Factors of Change in Operating Income»

factors of increase		factors of decrease	
Cost reduction	+27.0	Increase of various expenses	-40.0
Change in sales, model mix	+22.3	Increase of R&D expenses	-19.0
		Increase of depreciation expenses	-17.0
factors of increase total	+49.3	factors of decrease total	-76.0
		Balance	-26.7

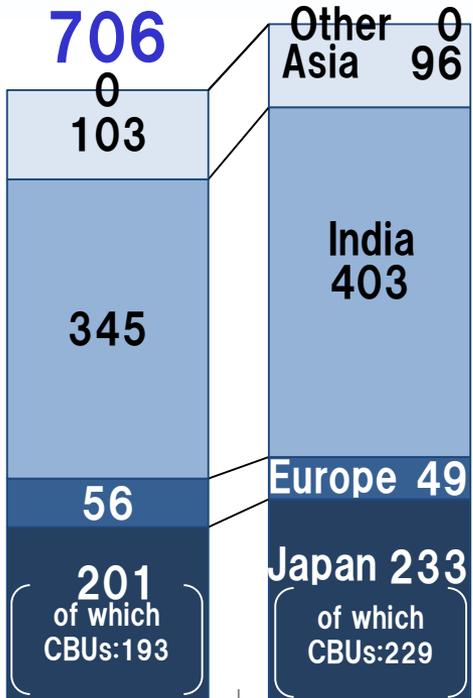
	Full Year			Effect of ForEX rates in operating income
	Forecast	FY 2016 Results	Change	
U.S. Dollar	110 yen	108 yen	+2yen	+1.0
Euro	115 yen	119 yen	-4yen	-4.6
Indian Rupee	1.65 yen	1.63 yen	+0.02yen	+2.6
100 Indonesian Ruoiiah	0.85 yen	0.82 yen	+0.03yen	+1.4
Thai Baht	3.10 yen	3.08 yen	+0.02yen	-0.1
		Other		-0.3
		Effect of ForEX rates total		±0.0

Production and sales volume recorded the highest ever for first quarter

« Production Volume Comparison »

+76 (+10.8%)

782



FY2016
'16/4-6

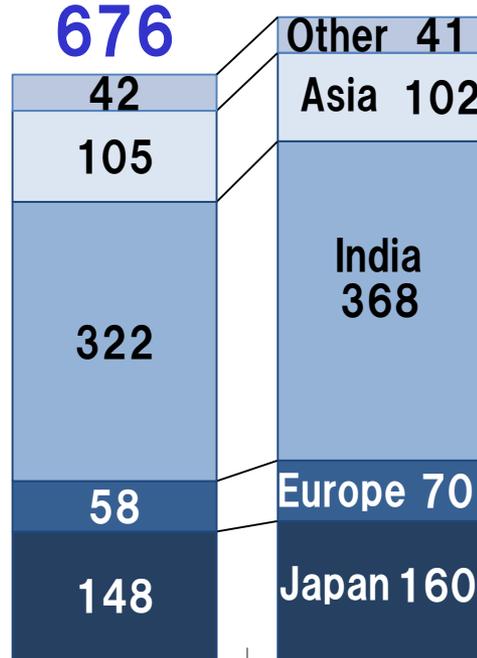
FY2017
'17/4-6

« Sales Volume Comparison »

+66 (+9.7%)

(Thousand units)

741



FY2016
'16/4-6

FY2017
'17/4-6

● First quarter (April-June) Global sales

- Updated record-high with 741 thousand units (+9.7% year-on-year)
- Japan (+8.1%), Europe (+19.8%), and India (+14.3%) increased
- Asia (excl. India) decreased by 3.6% year-on-year owing to decrease in China

Contribution of new models including WagonR and Swift

« First Quarter Comparison »

+ 12 (+ 8.1%)

(Thousand units)

160

148

27

Sub-compact and standard-sized vehicle

27

Mini-vehicle
132

121

FY2016
'16/4-6

FY2017
'17/4-6

● First quarter (April-June) Japan sales

- Mini-vehicle +9.2% year-on-year
- Sub-compact and standard +3.3%

● Topics

- Launched facelifted SX4 S-CROSS on 6 July
- Introduced Swift installed with Suzuki's unique hybrid system that combines driving motor to Auto Gear Shift on 12 July
- Introduced Escudo compact SUV installed with 1.4L direct-injection turbo engine on 26 July



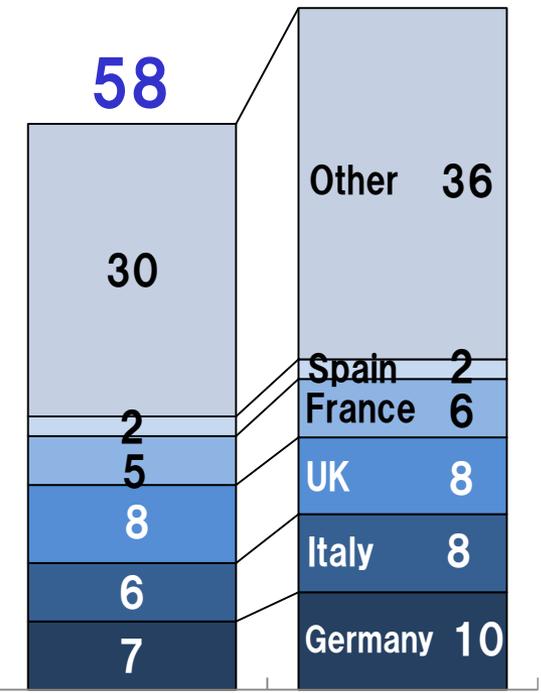
Contribution of Ignis and SX4 S-CROSS

«First Quarter Comparison»

+12 (+19.8%)

(Thousand units)

70



● First quarter (April–June) European sales

- Total European sales increased by 19.8% year-on-year owing to contribution of models including the all-new Ignis and facelifted SX4 S-CROSS
- Increase in Germany (+29.6%), Italy (+34.7%), France (+19.8%), and Spain (+18.1%)
- UK decreased by 6.1% year-on-year owing to recoil reduction from last minute demand at the end of the previous fiscal year due to increase in CO2 tax



FY2016
'16/4-6

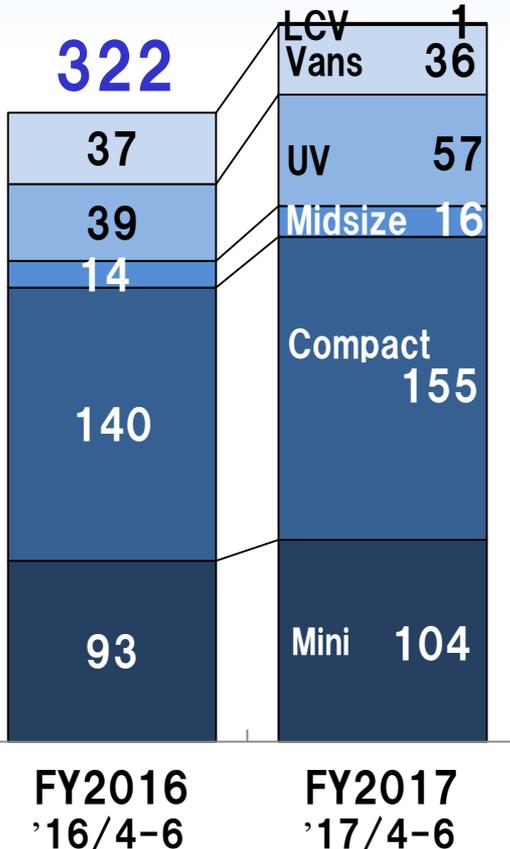
FY2017
'17/4-6

India sales updated the highest ever

«First Quarter Comparison»

+46 (+14.3%)

(Thousand units) **368**



● First quarter (April–June) India sales

- Although June saw impact of GST introduction from July, updated the highest ever for first quarter with 368 thousand units in April–June.



● Topics

- Transferred sales of Ciaz to NEXA channel from April
- Launched the all-new Dzire on 16 May
- Maruti Suzuki JIM (Japan–India Institute for Manufacturing), industrial training institute prepared by Suzuki in Mehsana, Gujarat of India, was approved as the first JIM by Japan's Ministry of Economy, Trade and Industry on 27 June

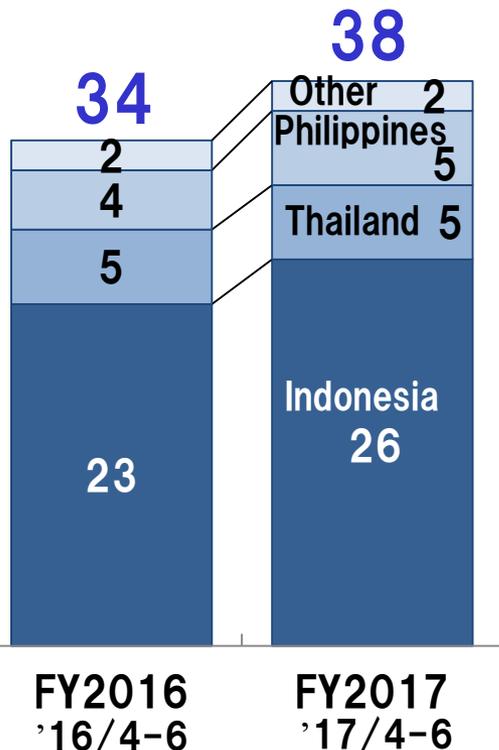
Note. Model Classification (LCV=Light Commercial Vehicles, UV=Utilities Vehicles)

- LCV ... Super Carry
- Vans ... Omni, Eeco
- UV ... Gypsy, Ertiga, S-Cross, Vitara Brezza
- Midsize ... Ciaz
- Compact ... Swift, Ritz, Celerio, Ignis, Baleno, Dzire
- Mini ... Alto, WagonR

Increased owing to increase in sales in Indonesia, etc.

«First Quarter Comparison»

+4 (+10.3%)
(Thousand units)



● First quarter (April-June) ASEAN sales

- Indonesia increased by 12.3% year-on-year owing to contribution of all-new Ignis and increase in Ertiga, etc.



- Thailand decreased by 2.4% year-on-year owing to decrease in Swift, despite increase in Ciaz

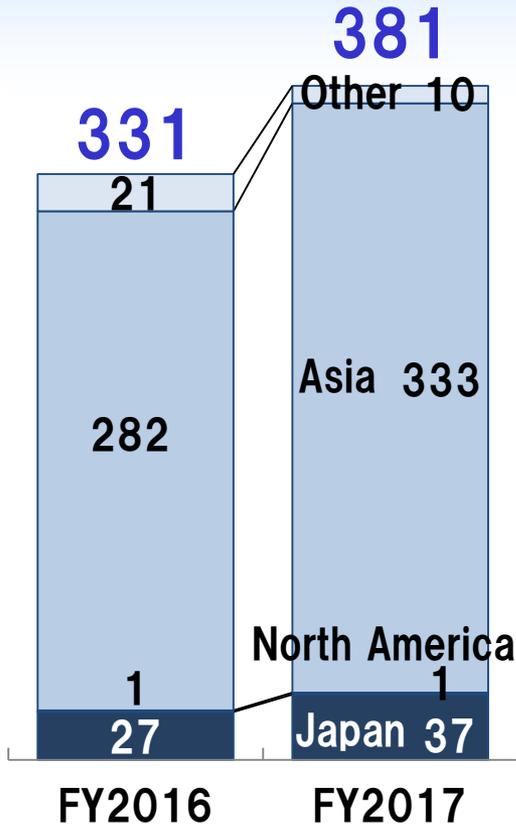
- Philippines continues to expand with increase of 37.5% year-on-year owing to increase in Ertiga, Ciaz, etc.



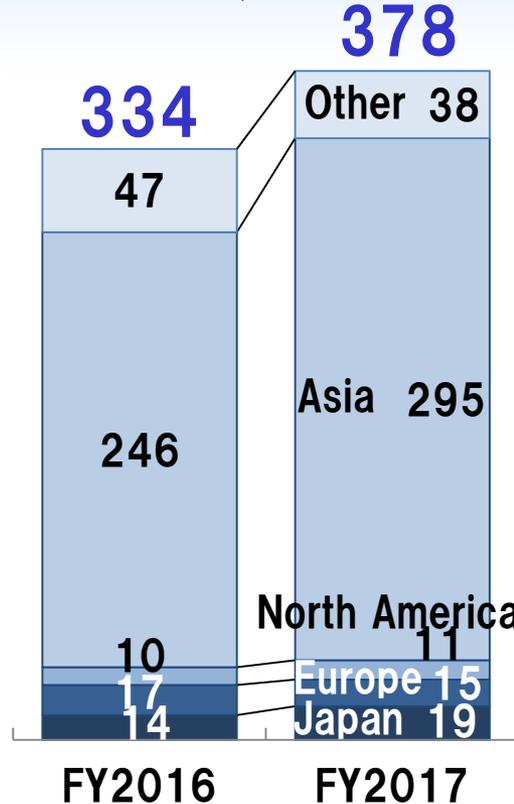
※ASEAN; Total of 5 countries - Indonesia, Malaysia, Thailand, the Philippines and Vietnam

Production and sales increased owing to increase in Asia

◀ Production Volume Comparison ▶
+49 (+14.9%)



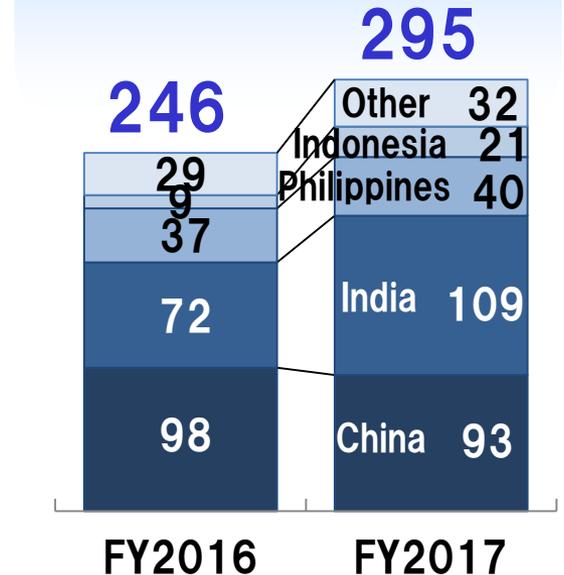
◀ Sales Volume Comparison ▶
+44 (+13.1%)
(Thousand units)



● First quarter (April-June) Motorcycles

- Production and sales both increased year-on-year owing to increase in India, Indonesia, etc.

◀ Breakdown of Sales Volume in Asia ▶
+49 (+19.9%)



※FY2017...Apr-Jun 2017, FY2016...Apr-Jun 2016

● All-new GSX-R1000

- Full-model change of supersport bike representing Suzuki launched globally from 2017
- Proved high performances by winning Senior TT race at Isle of Man TT (June)
 - Isle of Man TT is a historic public road racing held from 1907
 - First win in nine years for GSX-R1000 since 2008
 - Win in Senior TT is first time in 13 years since 2004
- GSX-R1000R ABS was introduced in Japan as the first Japan-spec GSX-R1000 (July)



GSX-R1000R ABS



V-Strom250

● Sport Adventure Tourer V-Strom series

- Adopted design that has common image throughout the series
- Full-model change of 1000cc and 650cc models, and new introduction of 250cc model

● All-new BURGMAN 400 ABS

- 400cc luxury scooter that features comfort, power, plenty of storage space, and elegant styling
- Full-model change to be launched mainly in Europe and North America from this summer
- Launch in Japan on 4 August



BURGMAN400 ABS

Kept unchanged from the previous forecasts

(Thousand units)	Production				Sales			
	Forecast (FY2017)	FY2016 Results			Forecast (FY2017)	FY2016 Results		
		(FY2016)	Change	Ratio		(FY2016)	Change	Ratio
<Automobile>								
Japan	980	871	+109	+12.6%	645	639	+6	+1.0%
Europe	161	203	-42	-20.8%	267	245	+22	+9.1%
Asia	2,139	1,999	+140	+7.0%	1,983	1,870	+113	+6.0%
Other	2	1	+1	+51.3%	176	164	+12	+7.1%
Total	3,282	3,074	+208	+6.8%	3,071	2,918	+153	+5.2%
<Motorcycle>								
Japan	158	141	+17	+12.2%	67	62	+5	+8.1%
Europe	—	—	—	—	53	45	+8	+17.9%
N.America	5	4	+1	+13.2%	40	32	+8	+25.5%
Asia	1,180	1,162	+18	+1.5%	1,073	1,039	+34	+3.3%
Other	56	63	-7	-10.9%	186	190	-4	-1.9%
Total	1,399	1,370	+29	+2.1%	1,419	1,367	+52	+3.8%

FY2017 First 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]