

FY2017 Third Quarter Financial Results

XBEE
HYBRID



SUZUKI MOTOR CORPORATION
5 February 2018

Third Quarter Results

● Consolidated Financial Results...Higher earnings and sales, record-high sales and each income*1

Net Sales: 2,724.9 billion yen, +21.0% year-on-year, increased for the first time in 2 periods

Operating Income: 259.8 billion yen, +55.3% year-on-year
Ordinary Income: 284.6 billion yen, +57.9% year-on-year } increased for 6 consecutive periods

Net Income*2: 164.3 billion yen, +23.2% year-on-year, increased for 3 consecutive periods

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

● Worldwide Sales Volume of Automobiles...2,368 thousand units (+11.5% year-on-year), record-high*1

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

● Worldwide Sales Volume of Motorcycles...1,190 thousand units (+17.2% year-on-year)

- Increase in India, China, Indonesia, etc.

Full Year Forecast

● Kept unchanged

*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 higher sales
the highest ever each income

(Billions of yen)	FY2017 9 months ('17/4-12)	FY2016 9 months ('16/4-12)	Change	
				Ratio
Net Sales	2,724.9	2,252.0	+472.9	+21.0%
Japan	780.0	725.3	+54.7	+7.5%
Suzuki brand	702.8	663.0	+39.8	+6.0%
OEM	77.2	62.3	+14.9	+23.9%
Overseas	1,944.9	1,526.7	+418.2	+27.4%
Operating Income	259.8	167.4	+92.4	+55.3%
(Margin)	(9.5%)	(7.4%)		
Ordinary Income	284.6	180.2	+104.4	+57.9%
(Margin)	(10.4%)	(8.0%)		
Net income attributable to owners of the parent	164.3	133.4	+30.9	+23.2%
(Margin)	(6.0%)	(5.9%)		

Increase in each segment and region,
record-high* in domestic, overseas, and consolidated

(Billions of yen)	Automobile			Motorcycle			Marine & Power products, etc.			Total			of which effect of ForEX rates conversion
	FY2017 9 months (¹⁷ /4-12)	FY2016 9 months (¹⁶ /4-12)	Change	FY2017 9 months (¹⁷ /4-12)	FY2016 9 months (¹⁶ /4-12)	Change	FY2017 9 months (¹⁷ /4-12)	FY2016 9 months (¹⁶ /4-12)	Change	FY2017 9 months (¹⁷ /4-12)	FY2016 9 months (¹⁶ /4-12)	Change	
Japan total	753.0	699.0	+54.0	15.9	14.6	+1.3	11.1	11.7	-0.6	780.0	725.3	+54.7	
Suzuki brand	675.8	636.7	+39.1	15.9	14.6	+1.3	11.1	11.7	-0.6	702.8	663.0	+39.8	
OEM	77.2	62.3	+14.9							77.2	62.3	+14.9	
Overseas total	1,736.6	1,360.1	+376.5	165.1	128.6	+36.5	43.2	38.0	+5.2	1,944.9	1,526.7	+418.2	+132.6
Europe	332.3	264.3	+68.0	32.0	24.5	+7.5	11.8	9.6	+2.2	376.1	298.4	+77.7	+27.8
N. America	1.1	1.7	-0.6	22.8	16.5	+6.3	19.4	17.8	+1.6	43.3	36.0	+7.3	+2.0
Asia	1,223.7	936.6	+287.1	83.3	61.7	+21.6	4.4	3.7	+0.7	1,311.4	1,002.0	+309.4	+90.7
India	924.7	708.5	+216.2	33.9	22.2	+11.7	0.3	0.2	+0.1	958.9	730.9	+228.0	+77.3
Other	299.0	228.1	+70.9	49.4	39.5	+9.9	4.1	3.5	+0.6	352.5	271.1	+81.4	+13.4
Other	179.5	157.5	+22.0	27.0	25.9	+1.1	7.6	6.9	+0.7	214.1	190.3	+23.8	+12.1
Grand total	2,489.6	2,059.1	+430.5	181.0	143.2	+37.8	54.3	49.7	+4.6	2,724.9	2,252.0	+472.9	+132.6
of which effect of ForEX rates conversion			+122.9			+8.1			+1.6				+132.6

*North America...United States and Canada

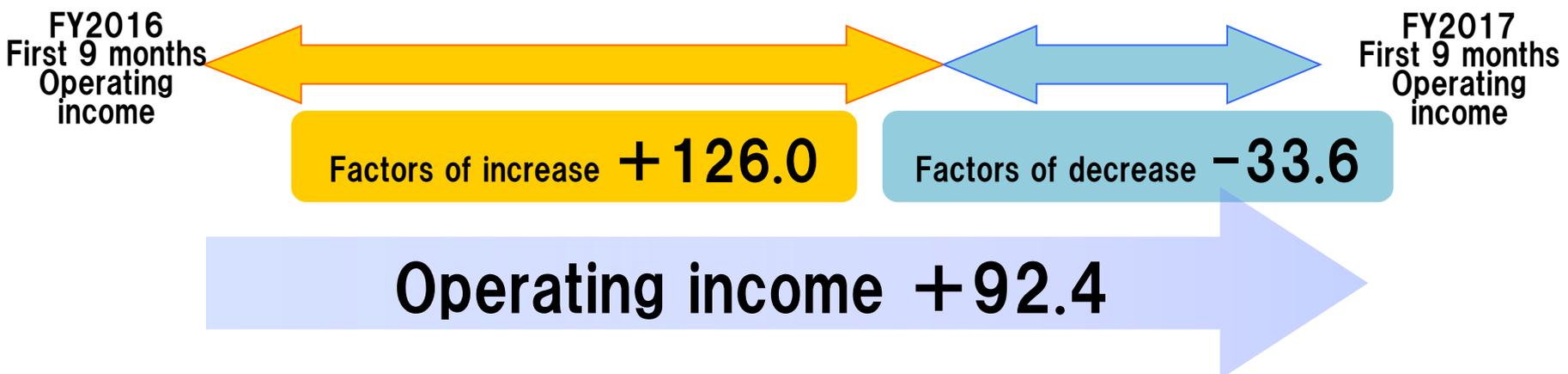
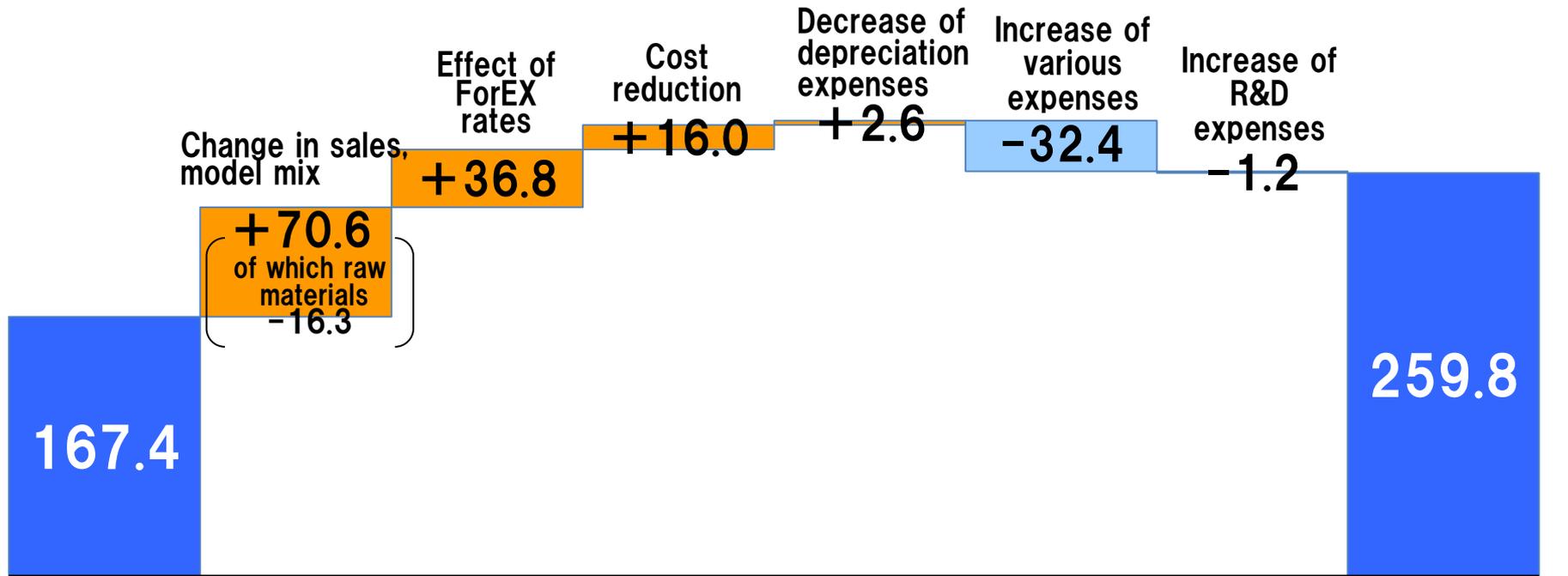
Automobile in North America...sales of parts and accessories, etc.

*Record-high in third quarter financial results



Consolidated: Factors of Change in Operating Income

(Billions of yen)



	FY2017 9 months (^{'17/4-12})	FY2016 9 months (^{'16/4-12})	Change	Effect of ForEX rates in operating income
US Dollar	112 yen	107 yen	+5 yen	+2.5bln yen
Euro	129 yen	118 yen	+11 yen	+11.8bln yen
Indian Rupee	1.74 yen	1.60 yen	+0.14 yen	+15.1bln yen
100 Indonesian Rupiah	0.84 yen	0.81 yen	+0.03 yen	+1.3bln yen
Thai Baht	3.33 yen	3.03 yen	+0.30 yen	-1.7bln yen
Others	—	—	—	+7.8bln yen *
Total				+36.8bln yen

* Mex. Peso +1.7bln yen, Aus. Dollar +1.4bln yen, Pak. Rupee +1.0bln yen , etc.

(Billions of yen)

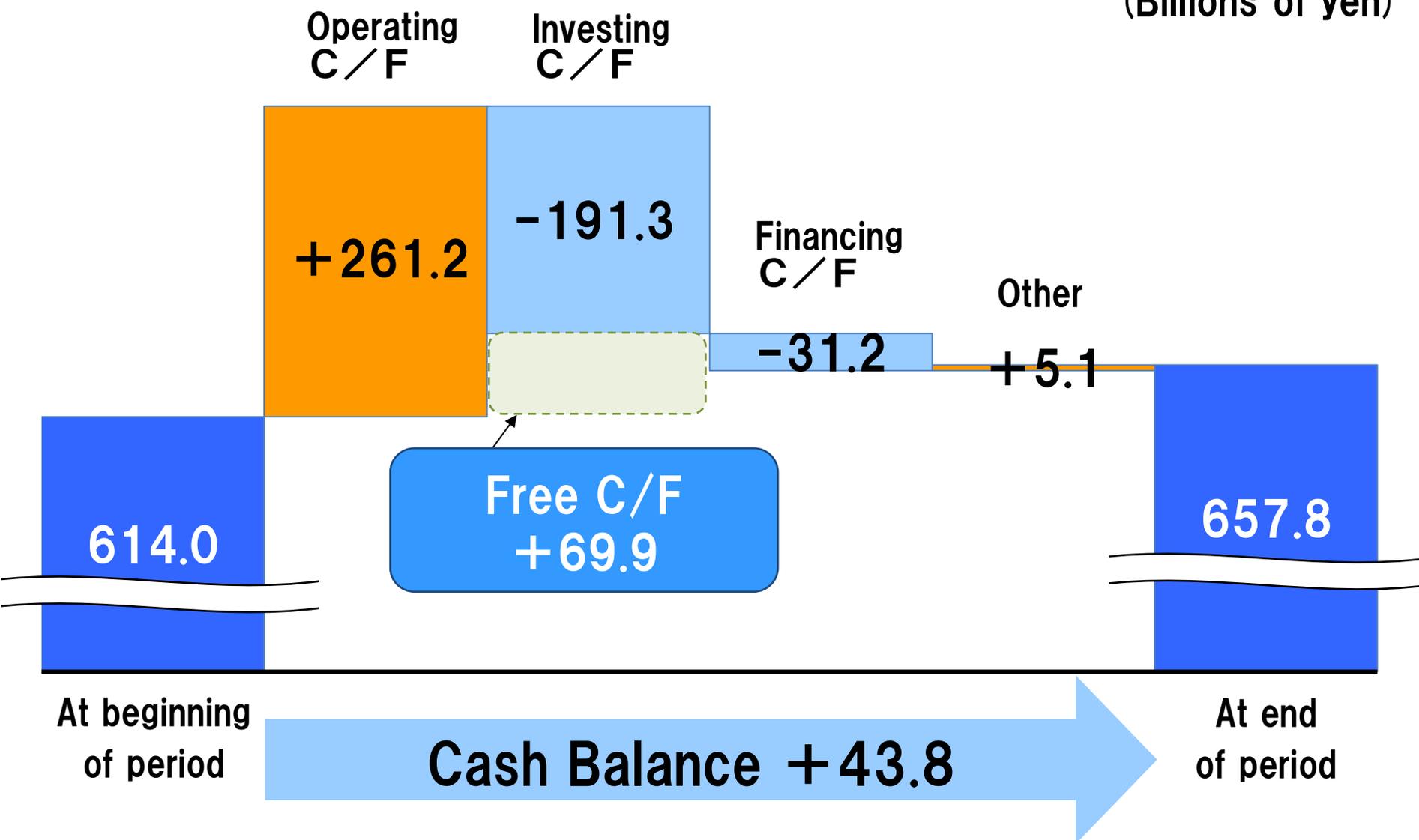
	FY2017 9 months ('17/4-12)	FY2016 9 months ('16/4-12)	Change
(Non-consolidated)	36.5	42.7	-6.2
(Subsidiaries)	86.7	94.0	-7.3
Capital Expenditures	123.2	136.7	-13.5
Depreciation Expenses	114.4	117.1	-2.7
R&D Expenses	98.8	97.6	+1.2

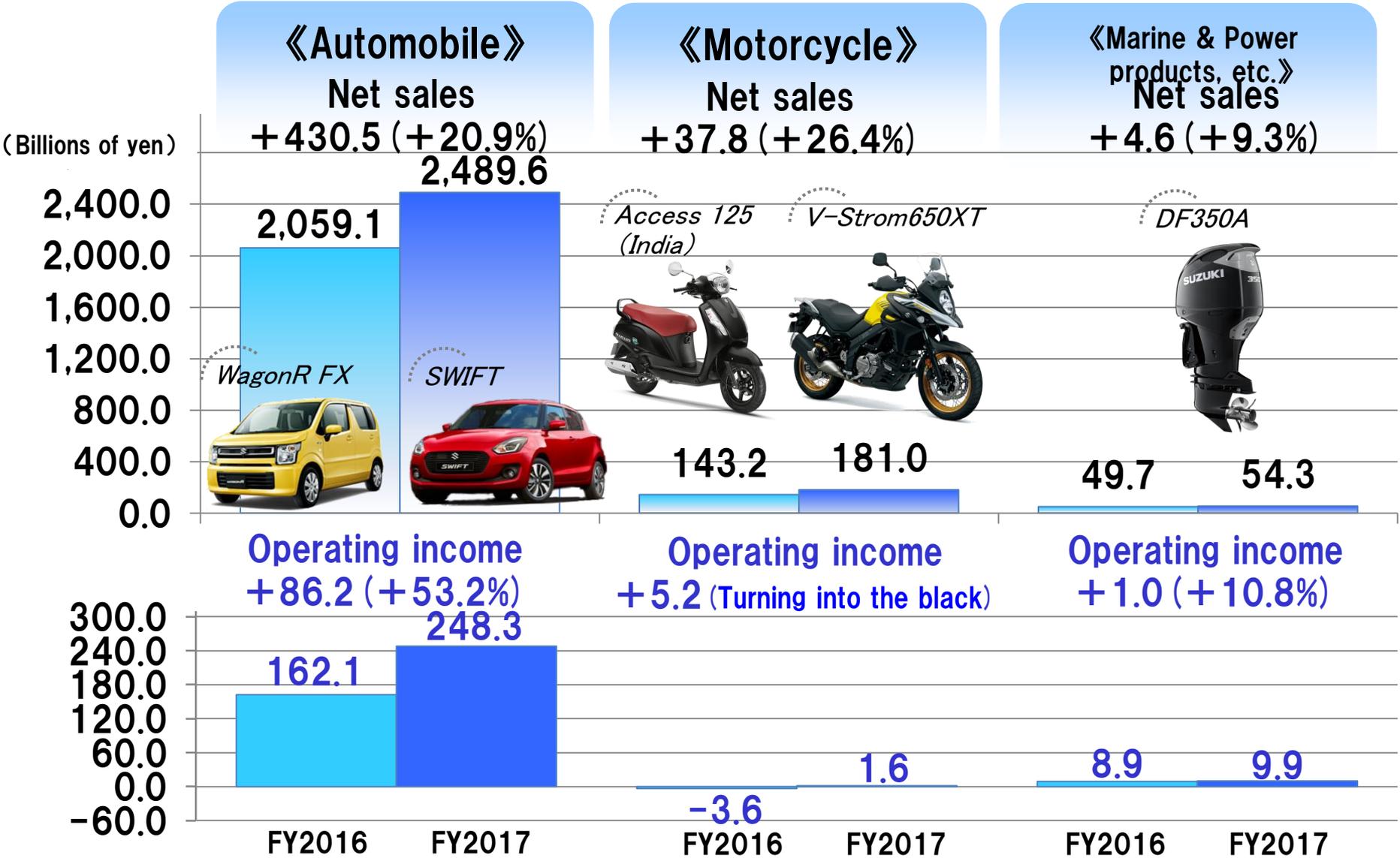
	FY2017 Q3	FY2016 Q3		FY2016 Q4	
	('17/12)	('16/12)	Change	('17/3)	Change
Interest-Bearing Debt balance	656.1	670.3	-14.2	639.9	+16.2



Consolidated : Cash Flows

(Billions of yen)

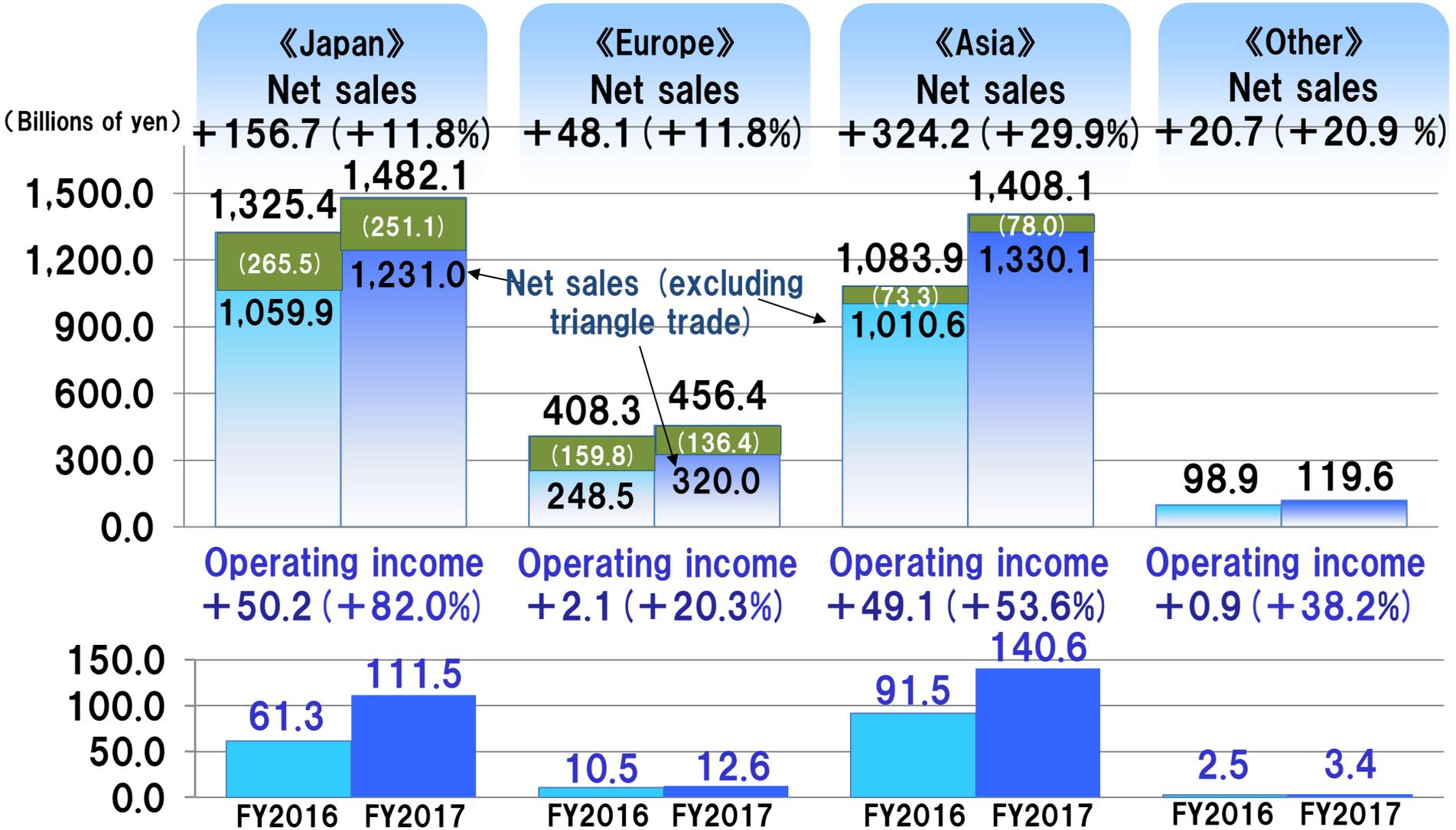




* FY2017...Apr-Dec 2017, FY2016...Apr-Dec 2016



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-Dec 2017, FY2016...Apr-Dec 2016

	FY2017 Q3	FY2016 Q3		FY2016 Q4	
	('17/12)	('16/12)	Change	('17/3)	Change
Consolidated Subsidiaries	131	136	-5	136	-5
Equity Method Affiliates	31	32	-1	32	-1
Employees	64,817	62,652	+2,165	62,992	+1,825

Unchanged from the previous forecasts

● Full year forecasts

(Billions of yen)	Full Year Forecast	Comparison with FY 2016 result	
		FY 2016 Result	Change
Net sales	3,600.0	3,169.5	+430.5
Operating income	300.0	266.7	+33.3
Ordinary income	320.0	286.7	+33.3
Net income attributable to owners of the parent	180.0	160.0	+20.0

<Factors of Change in Operating Income>

Change in sales,model mix	+79.3	+119.7
Cost reduction	+20.0	+23.1
Effect of ForEX rates	+20.0	-79.3
Various expenses	-50.0	+3.5
R&D expenses	-19.0	-0.5
Depreciation Expenses	-17.0	+4.9
Total	+33.3	+71.4

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

● Anticipated ForEX rates

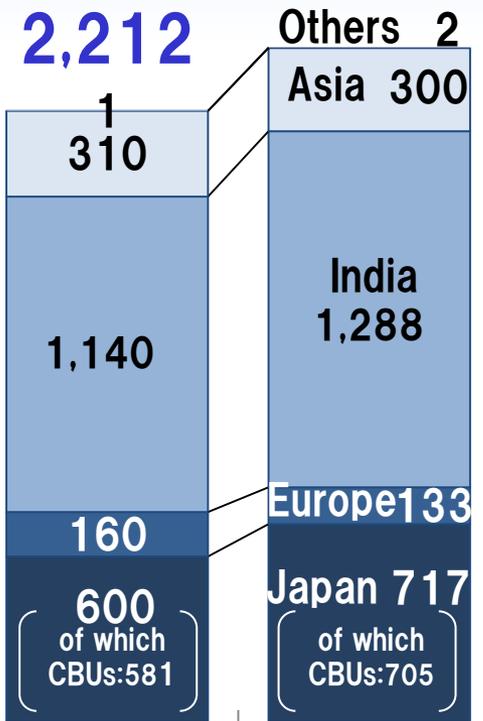
	Full Year Forecast	Effect of ForEX rates in operating income	Comparison with FY 2016 result	
			FY 2016 Result	Change
US Dollar	111 yen	+1.4bln yen	108 yen	+3 yen
Euro	123 yen	+5.9bln yen	119 yen	+4 yen
Indian Rupee	1.70 yen	+8.6bln yen	1.63 yen	+0.07 yen
100 Indonesian Rupiah	0.85 yen	+1.2bln yen	0.82 yen	+0.03 yen
Thai Baht	3.19 yen	-0.7bln yen	3.08 yen	+0.11 yen
Other Currencies		+3.6bln yen		
Total		+20.0bln yen		

Record-high for third quarter with 2,440 thousand units

«Nine Months Comparison»

+228 (+10.3%)

2,440

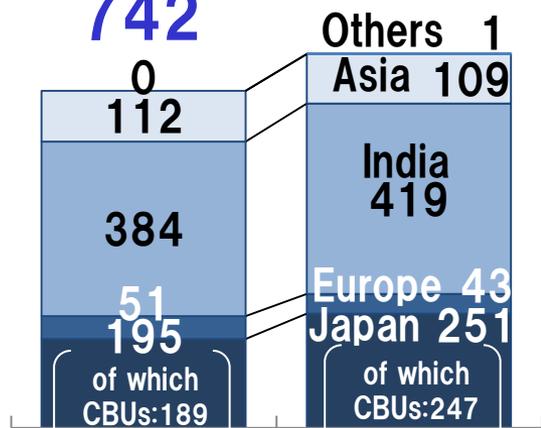


« Of Which Three Months Comparison »

+82 (+11.0%)

(Thousand units)

823



● Third quarter (Apr.–Dec.) global production

- Record-high with 2,440 thousand units (+10.3% year-on-year)
- Increase in Japan (+19.5%) and India (+13.0%)
- Decrease in Europe (-16.8%) owing to transfer of production of Swift to Japan
- Decrease in Asia excl. India owing to decrease in China (-3.3%)

FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

FY2016
3 months
'16/10-12

FY2017
3 months
'17/10-12

Rapid expansion in production of compact vehicles from Jan. 2017

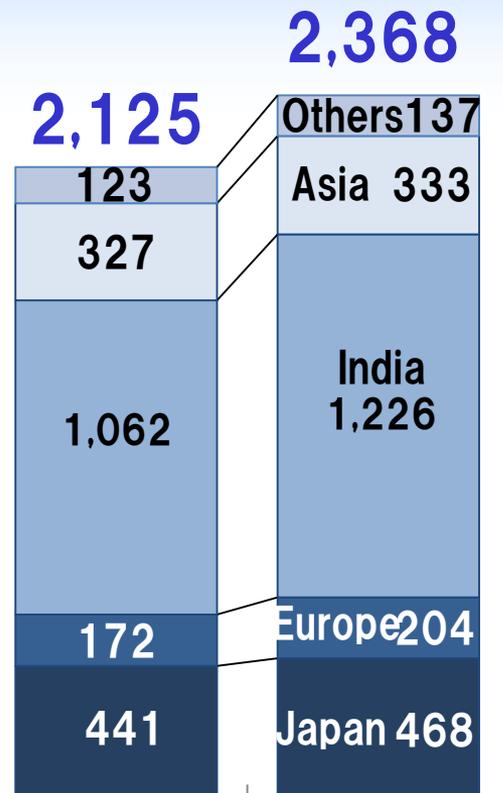
- Started exporting Ignis from second quarter of FY2016
Rapid expansion in production for exports owing to beginning of exports of Swift in fourth quarter
- Sagara Plant for production of compact vehicles started operating in shifts from June 2016, and has been in full operation from Jan. 2017

Trends in production of compact vehicles (domestic and exports) by quarters

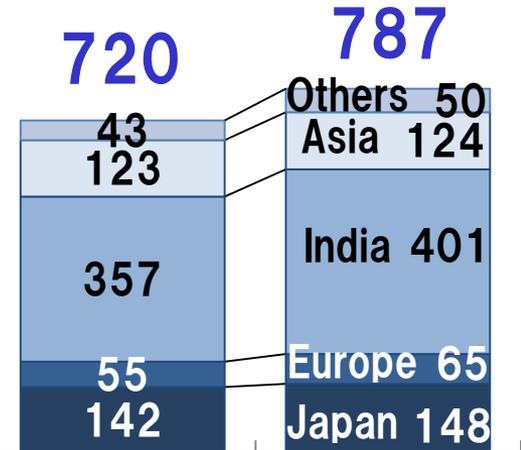


Record-high global sales volume with 2,368 thousand units

«Nine Months Comparison»
+244 (+11.5%)



« Of Which
 Three Months Comparison »
+67 (+9.3%)
 (Thousand units)



- **Third quarter (Apr.–Dec.) global sales**
 - Record-high with 2,368 thousand units (+11.5% year-on-year)
 - Increase in Japan (+6.1%), Europe (+18.9%), and India (+15.5%)
- **Suzuki won Brand of the Year award in South Africa for the second consecutive year**
 - SUZUKI ...Brand of the Year
 - VITARA ...Compact Family Car of the Year
 - IGNIS ...Budget Car of the Year

FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

FY2016
3 months
'16/10-12

FY2017
3 months
'17/10-12

Launched Spacia and XBEE in Dec. in addition to WagonR and Swift

● Third quarter (Apr.-Dec.) Japan sales

- 468 thousand units (+6.1%), increase in both mini and compact vehicles owing to new models



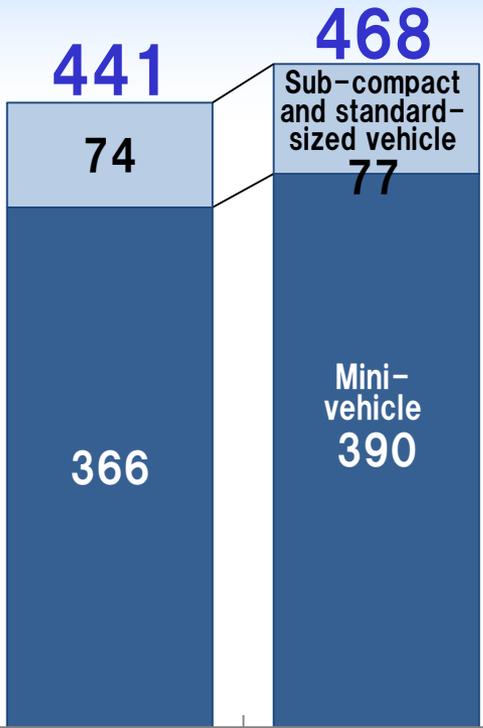
● Topics

- New Swift won RJC Car of the Year award for the third consecutive generation



«Nine Months Comparison»

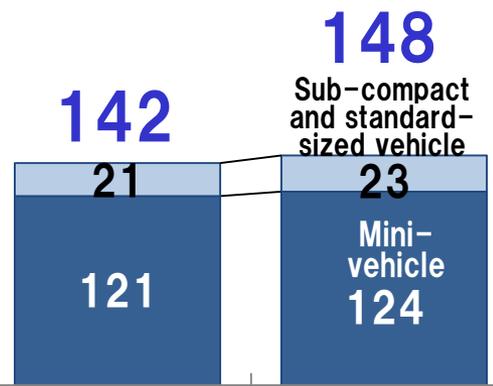
+27 (+6.1%)



« Of Which Three Months Comparison »

+6 (+3.9%)

(Thousand units)



FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

FY2016
3 months
'16/10-12

FY2017
3 months
'17/10-12

Launched new Spacia and XBEE in December

Spacia

- Launched full model change of Spacia minicar on 14 Dec.
- Tall miniwagon that provides pleasure with families and friends with enhanced safety equipment



XBEE



- Launched XBEE, a compact crossover wagon of a whole new genre on 25 Dec.
- Fusion of spacious cabin of a wagon and the fun of an SUV.

- Suzuki Safety Support preventive safety technology for both models.
- Qualify for Sapo Car S Wide of the Safety Support Car (Sapo Car) *



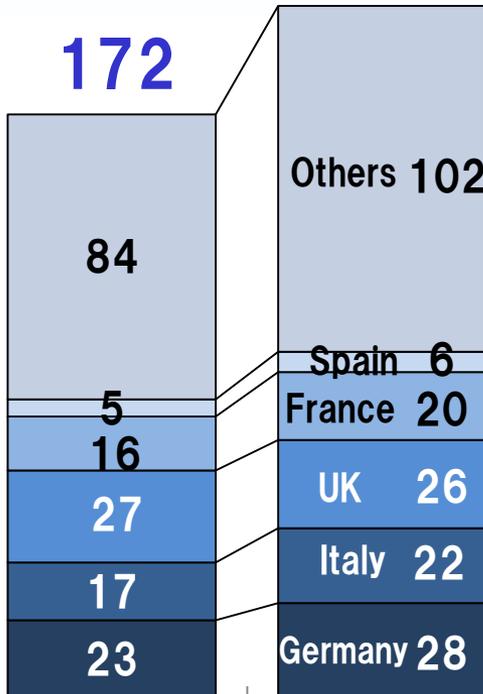
*Promoted by the Ministry of Economy, Trade and Industry, and the Ministry of Land, Infrastructure, Transport and Tourism for its expansion.

Up year-on-year for 14 consecutive months*

«Nine Months Comparison»

+33 (+18.9%)

204



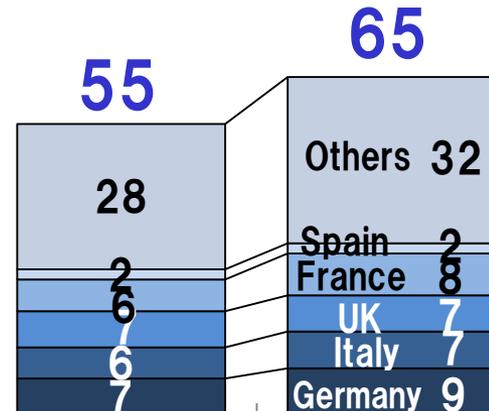
FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

« Of Which
Three Months Comparison »

+9 (+16.9%)

(Thousand units)



FY2016
3 months
'16/10-12

FY2017
3 months
'17/10-12

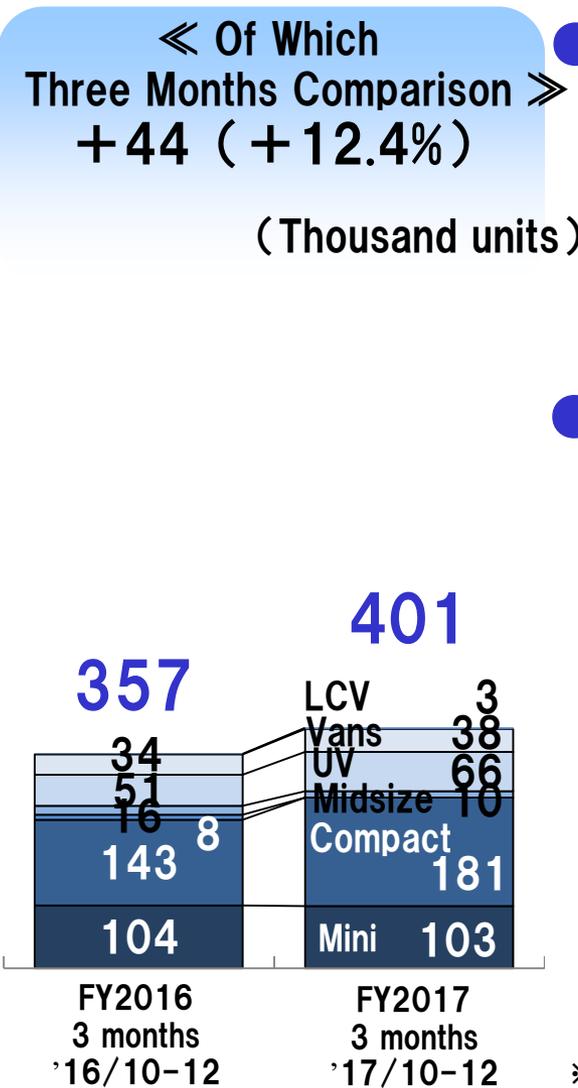
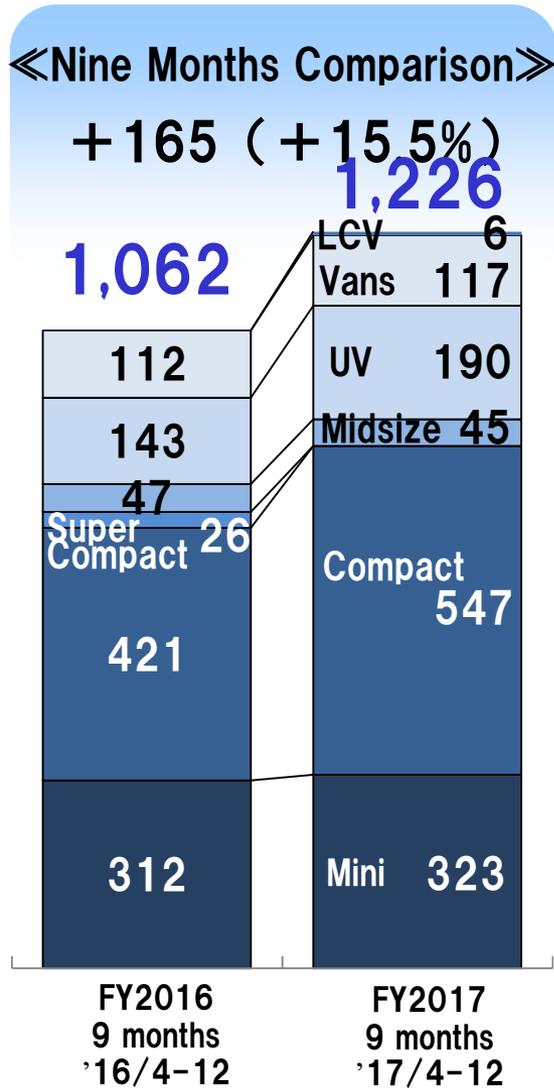
● Third quarter (Apr.-Dec.)
European sales

- Europe increased by 18.9% year-on-year owing to contribution of new models incl. Swift, SX4 S-Cross, and Ignis



*Up year-on-year for 14 consecutive months from Nov. 2016 to Dec. 2017

Record-high Indian sales



● **Third quarter (Apr.-Dec.) Indian sales**

- Sales volume for Apr.-Dec. became record-high with 1,226 thousand units owing to Baleno, Vitara Brezza, and new Dzire

● **Topics**

- Oct. Minor-changed S-CROSS
- Dec. Introduced stylish and sporty CelerioX



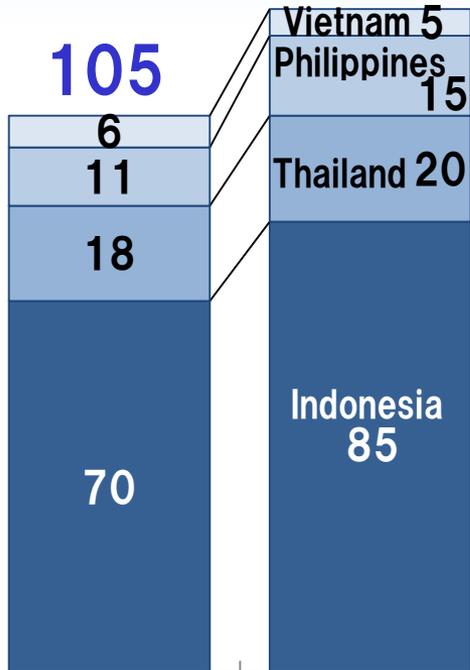
※LCV=Light Commercial Vehicles, UV=Utilities Vehicles

Increased owing to Indonesia and Thailand

«Nine Months Comparison»

+20 (+19.1%)

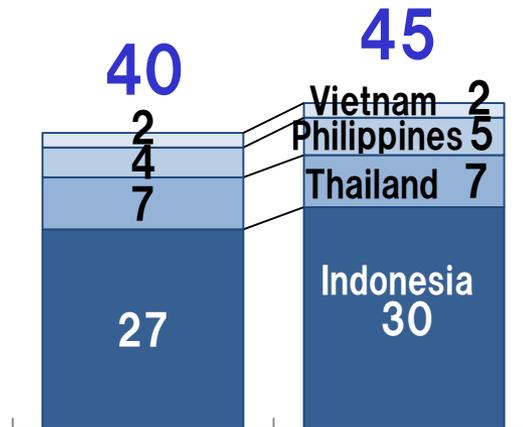
125



« Of Which
Three Months Comparison »

+5 (+12.0%)

(Thousand units)



● Third quarter (Apr.–Dec.)
ASEAN sales

- Total of 125 thousand units for 4 ASEAN countries*¹ (+19.1%)
- Indonesia increased by 21.8% owing to recovery of commercial vehicles, in addition to excellent sales of Ignis and Baleno imported from India
- Thailand increased by 11.0% owing to Ciaz

● Topics
AFF Suzuki Cup

- Sixth consecutive title sponsor of ASEAN FOOTBALL FEDERATION (AFF) Football Championship*² since 2008

FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

FY2016
3 months
'16/10-12

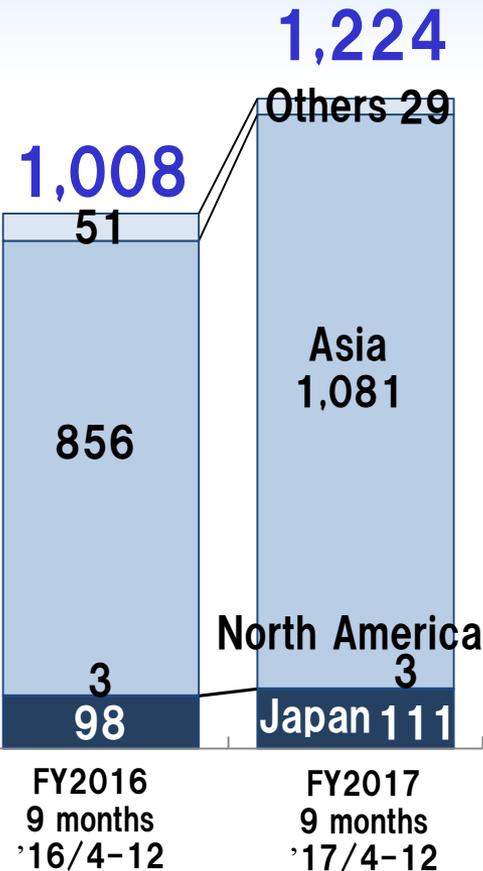
FY2017
3 months
'17/10-12

*1 ASEAN; Total of 4 countries - Indonesia, Thailand, Philippines and Vietnam

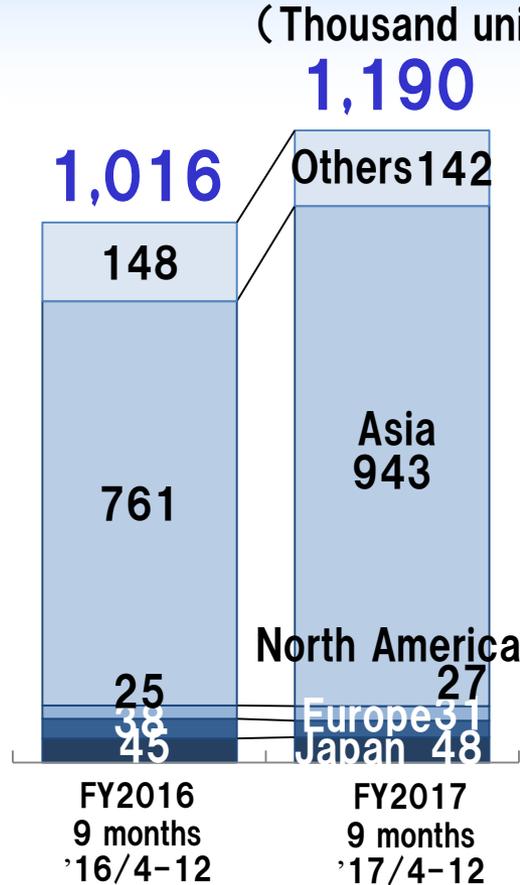
*2 International football championship by national teams of ASEAN countries held biennially

Increased production and sales

«Nine Months Production Volume Comparison»
+216 (+21.4%)



«Nine Months Sales Volume Comparison»
+174 (+17.2%)



● Third quarter (Apr.-Dec.) motorcycles

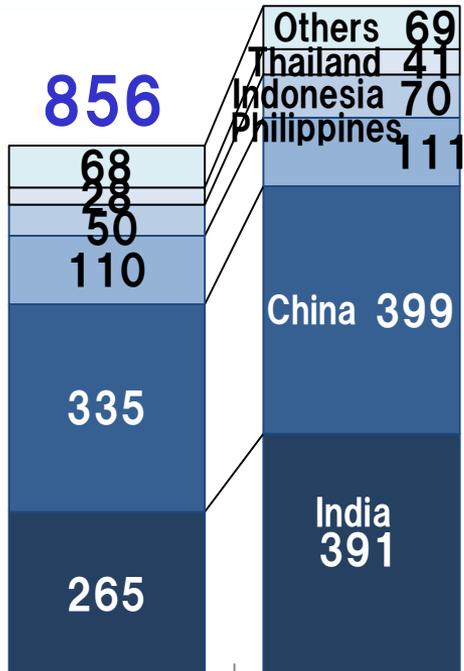
- Global production increased by 21.4% year-on-year to 1,224 thousand units
- Global sales increased by 17.2% year-on-year to 1,190 thousand units



Increase in India, China, Indonesia, etc.

«Nine Months Production Volume Comparison»
+225 (+26.3%)

1,081

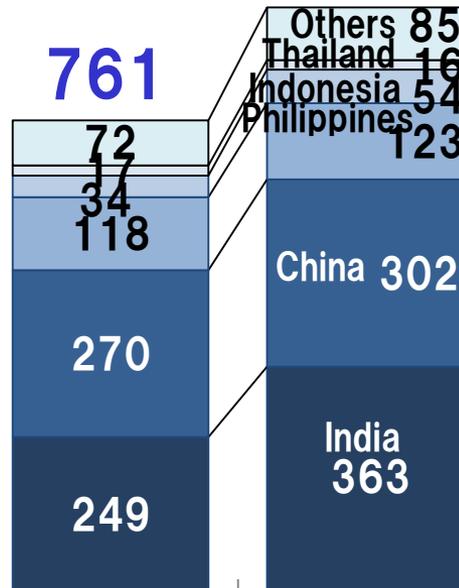


FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

«Nine Months Sales Volume Comparison»
+182 (+23.9%)
 (Thousand units)

943



FY2016
9 months
'16/4-12

FY2017
9 months
'17/4-12

● Third quarter (Apr.–Dec.) Asia

- Asian sales increased by 23.9% to 943 thousand units owing to India, China, Indonesia, etc.
- Expansion continues in India (+45.8%) owing to introduction of modern cruiser Intruder in November, in addition to excellent sales of Access125



Launch of new models in developed countries from January

SV650X ABS

- New road sportbike which is a mixture of traditional styling design and modern engine/chassis with the latest technologies



GSX-R125 ABS

- Lightweight, high-performance supersport bike
- Entry model of the GSX-R series

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	973	871	+102	+11.8%	645	639	+6	+1.0%
Europe	173	203	-30	-14.9%	270	245	+25	+10.4%
Asia	2,174	1,999	+175	+8.8%	2,010	1,870	+140	+7.5%
Others	2	1	+1	+51.3%	177	164	+13	+7.6%
Total	3,322	3,074	+248	+8.1%	3,102	2,918	+184	+6.3%
<Motorcycle>								
Japan	155	141	+14	+10.1%	62	62	+0	+0.1%
Europe	—	—	—	—	47	45	+2	+4.5%
N.America	4	4	-0	-9.4%	39	32	+7	+22.4%
Asia	1,320	1,162	+158	+13.6%	1,180	1,039	+141	+13.6%
Others	42	62	-20	-32.8%	187	190	-3	-1.3%
Total	1,521	1,370	+151	+11.0%	1,515	1,367	+148	+10.8%

FY2017 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]