



PRESENTING  
**FRONX**  
THE SHAPE OF NEW

## FY2022 Financial Results

SUZUKI MOTOR CORPORATION

May 15, 2023

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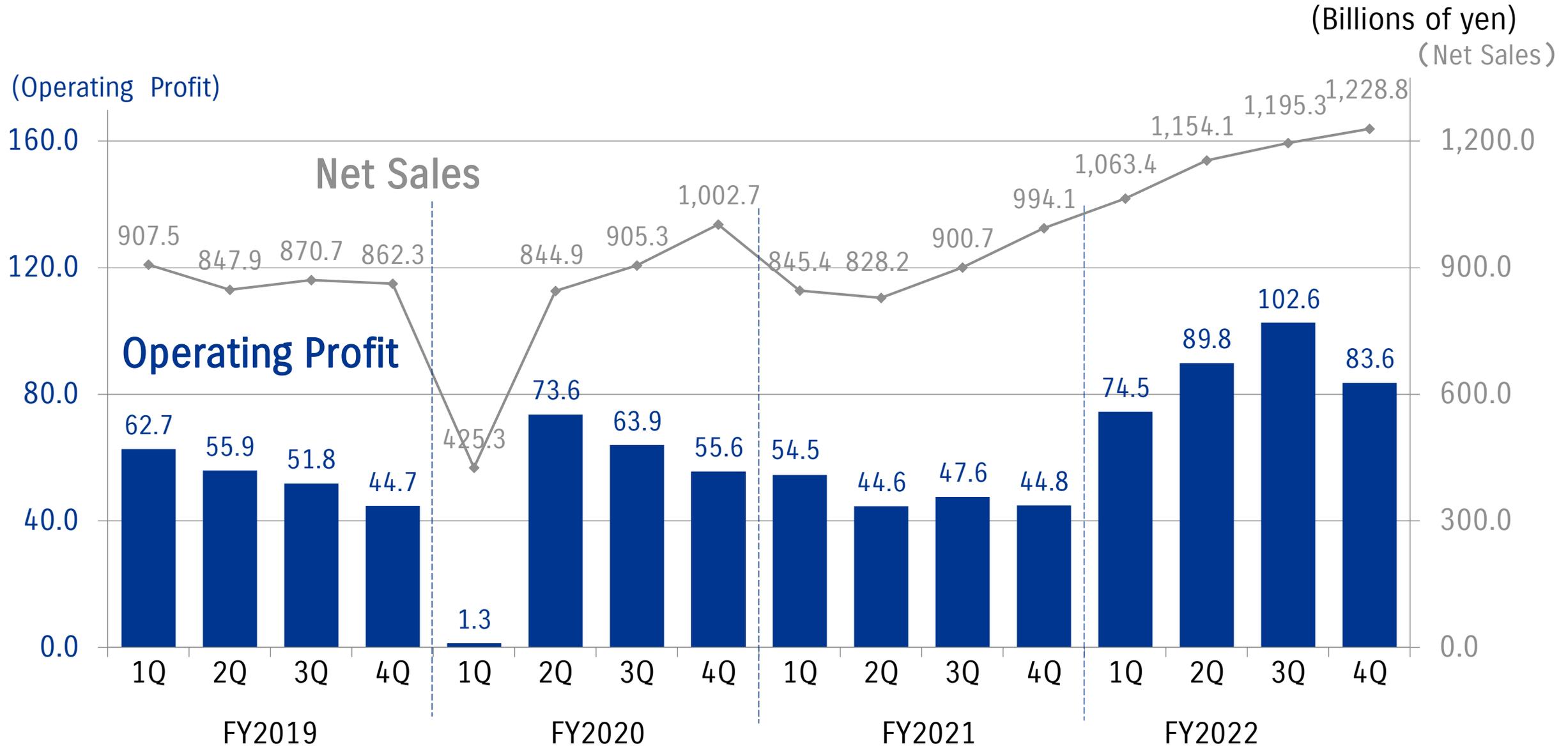
# FY2022 Results | Highlights



(Billions of yen)		FY2022 ( '22/4-'23/3)	FY2021 ( '21/4-'22/3)	Change		Record
					Ratio	
Consolidated Financial Results	Net Sales	4,641.6	3,568.4	+1,073.3	+30.1%	Increased for the second consecutive period, record-high
	Operating Profit (Margin)	350.6 (7.6%)	191.5 (5.4%)	+159.1	+83.1%	Increased for the first time in 5 periods, 2nd all-time
	Ordinary Profit (Margin)	382.8 (8.2%)	262.9 (7.4%)	+119.9	+45.6%	Increased for the third consecutive period, record-high
	Profit* (Margin)	221.1 (4.8%)	160.3 (4.5%)	+60.8	+37.9%	Increased for the third consecutive period, record-high
Global Sales Volume (Thousand units)	Automobile	3,000	2,707	+293	+10.8%	Increased in India, Japan, Africa, etc.
	Motorcycle	1,859	1,639	+220	+13.4%	Increased in India, ASEAN, Latin America, etc.
Cash Dividends	Annual Cash Dividends Per Share	100 yen	91 yen	+9 yen		Increased for the third consecutive period Record-high dividend (Increased for the fourth consecutive period including commemorative dividend)
ROE	ROE	11.2%	9.0%		+ 2.2%	

\*Profit attributable to owners of parent

# FY2022 Results | Trends in Operating Results by Quarter



# FY2022 Results | Net Sales

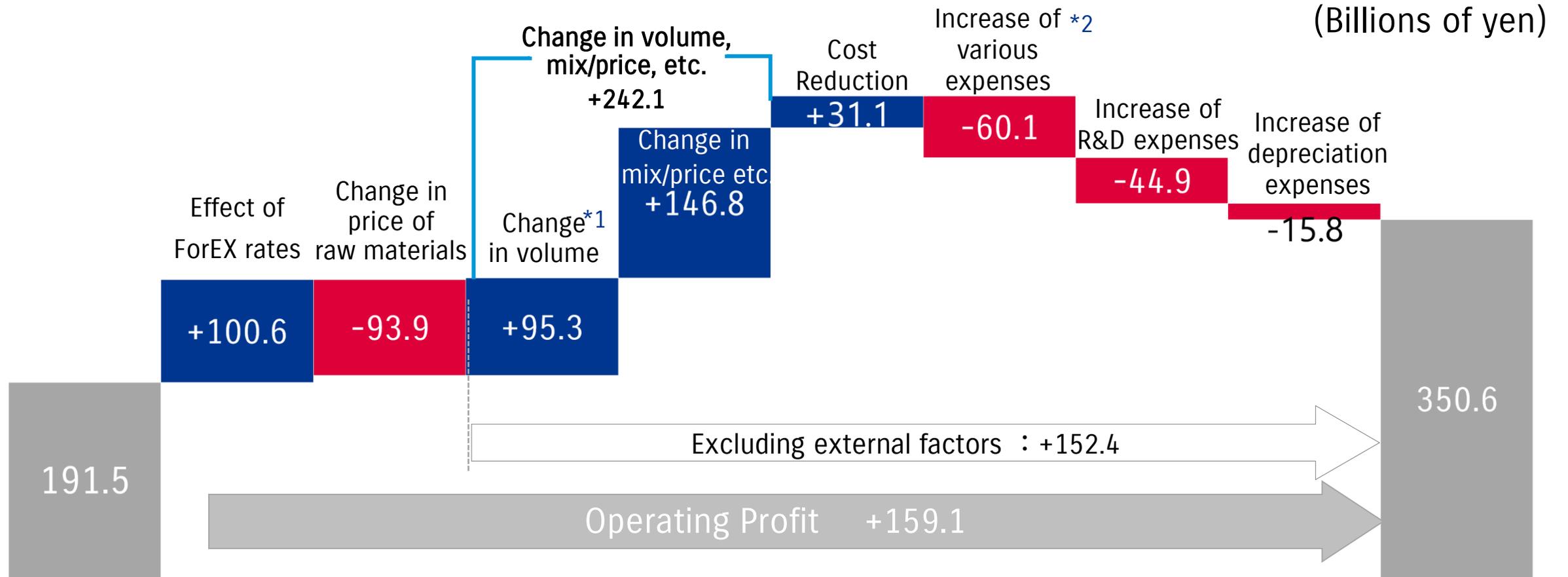


(Billions of yen)	Automobile			Motorcycle			Marine			Others			Total			of which effect of ForEX rates conversion	volume change
	FY2022 ('22/4-'23/3)	FY2021 ('21/4-'22/3)	Change														
Japan total	1,174.4	1,035.9	+138.4	22.3	22.5	-0.1	3.5	3.2	+0.3	11.8	12.1	-0.3	1,212.0	1,073.7	+138.3	+121.6	
Suzuki brand	1,078.2	953.0	+125.2	22.3	22.5	-0.1	3.5	3.2	+0.3	11.8	12.1	-0.3	1,115.8	990.8	+125.0		
OEM	96.2	82.9	+13.3										96.2	82.9	+13.3		
Overseas total	2,987.8	2,168.9	+818.8	310.8	231.0	+79.8	131.0	94.8	+36.3				3,429.6	2,494.7	+935.0	+321.6	
Europe	414.9	366.7	+48.2	39.2	29.4	+9.8	25.1	22.0	+3.2				479.2	418.1	+61.2	+33.2	
N. America	0.6	0.7	-0.1	48.0	30.0	+18.0	75.0	48.7	+26.4				123.7	79.4	+44.3	+20.7	
Asia	2,050.9	1,452.8	+598.1	166.0	126.8	+39.2	10.5	10.5	-0.0				2,227.4	1,590.1	+637.3	+212.4	
India	1,698.7	1,110.7	+587.9	88.7	63.1	+25.6	0.8	0.6	+0.2				1,788.2	1,174.4	+613.8	+189.3	
Others	352.2	342.1	+10.2	77.3	63.7	+13.6	9.6	9.9	-0.2				439.2	415.7	+23.6	+23.1	
Others	521.3	348.7	+172.6	57.6	44.8	+12.8	20.4	13.6	+6.7				599.3	407.1	+192.2	+55.3	
Grand total	4,162.2	3,204.8	+957.3	333.2	253.5	+79.7	134.6	98.0	+36.6	11.8	12.1	-0.3	4,641.6	3,568.4	+1,073.3	+321.6	
of which effect of ForEX rates conversion			+275.6			+30.2			+15.9						+321.6		

Note: North America : United States and Canada

Automobile in North America : Sales of parts and accessories

# FY2022 Results | Factors of Change in Operating Profit (Full-Year)



FY2021  
Operating  
profit

**\*1 Breakdown for Change in volume**

- Non-Consolidated +52.8 bil.
- Subsidiaries +42.5 bil.  
(of which Maruti Suzuki India +21.5 bil.)

**\*2 Breakdown for Increase of various expenses**

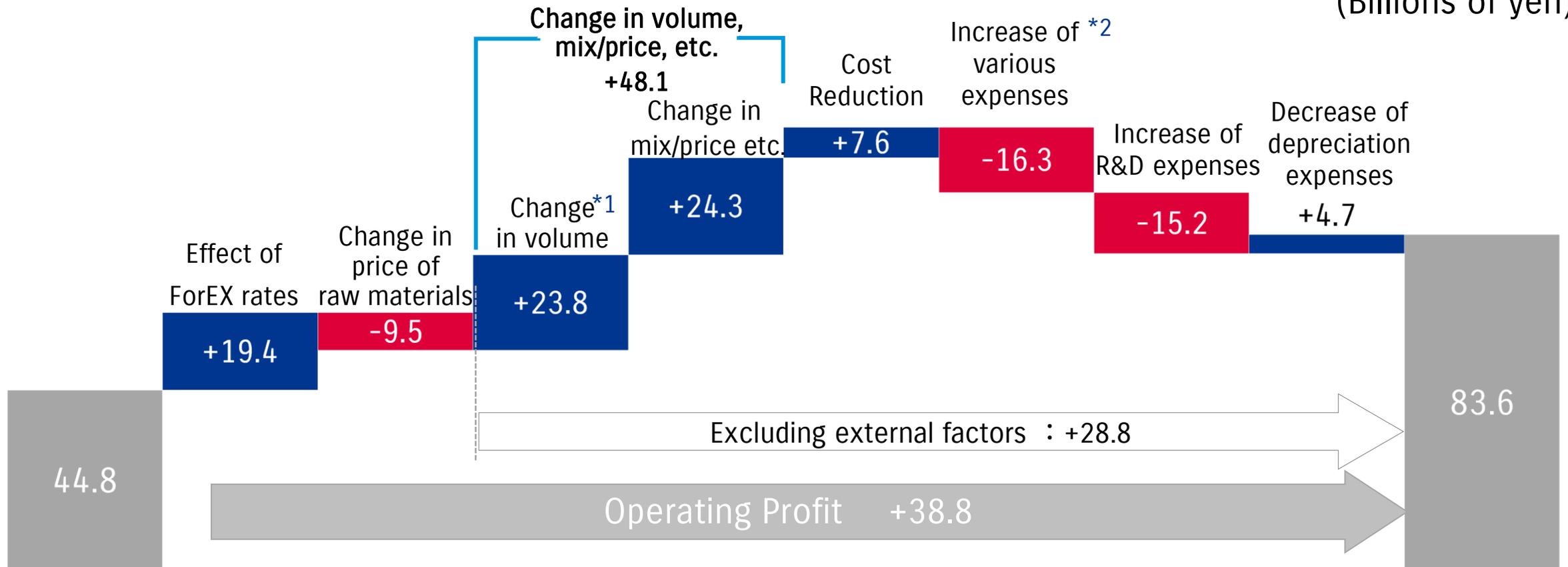
- Shipping cost - 42.4 bil.
- Labor costs - 7.8 bil.
- Quality-related costs + 9.5 bil. etc.

FY2022  
Operating  
profit

Note: The former "Change in sales, model mix" was broken down into "Change in volume" and "Change in mix/price etc.", and therefore, aggregate of the new items are re-labelled as "Change in volume, mix/price, etc."

# FY2022 Results | Factors of Change in Operating Profit (Jan.-Mar. period)

(Billions of yen)



FY2021  
Jan.-Mar.  
Operating  
profit

**\*1 Breakdown for Change in volume**

- Non-Consolidated + 13.5 bil.
- Subsidiaries + 10.3 bil.  
(of which Maruti Suzuki India + 4.2 bil.)

**\*2 Breakdown for Increase of various expenses**

- Shipping cost - 9.6 bil.
- Labor costs - 3.1 bil.
- Quality-related costs - 0.5 bil. etc.

FY2022  
Jan.-Mar.  
Operating  
profit

Note: The former “Change in sales, model mix” was broken down into “Change in volume” and “Change in mix/price etc.”, and therefore, aggregate of the new items are re-labelled as “Change in volume, mix/price, etc.”.

	FY2022 ( '22/4-'23/3)	FY2021 ( '21/4-'22/3)	Change	Effect of ForEX rates in operating profit
Indian Rupee	1.70 yen	1.52 yen	+0.18 yen	+27.5 bln yen
US Dollar	136 yen	112 yen	+23 yen	+23.6 bln yen
Euro	141 yen	131 yen	+10 yen	+16.7 bln yen
Mexican Peso	6.91 yen	5.53 yen	+1.38 yen	+15.9 bln yen
Australian Dollar	93 yen	83 yen	+10 yen	+4.7 bln yen
100 Indonesian Rupiah	0.90 yen	0.79 yen	+0.11 yen	+3.6 bln yen
South African Rand	7.99 yen	7.58 yen	+0.41 yen	+2.9 bln yen
Sterling Pound	163 yen	154 yen	+10 yen	+2.9 bln yen
Pakistan Rupee	0.61 yen	0.68 yen	-0.07 yen	-4.1 bln yen
Others*	–	–	–	+6.9 bln yen
<b>Total</b>				<b>+100.6 bln yen</b>

\*Others...New Taiwan dollar +1.5bln yen, etc.

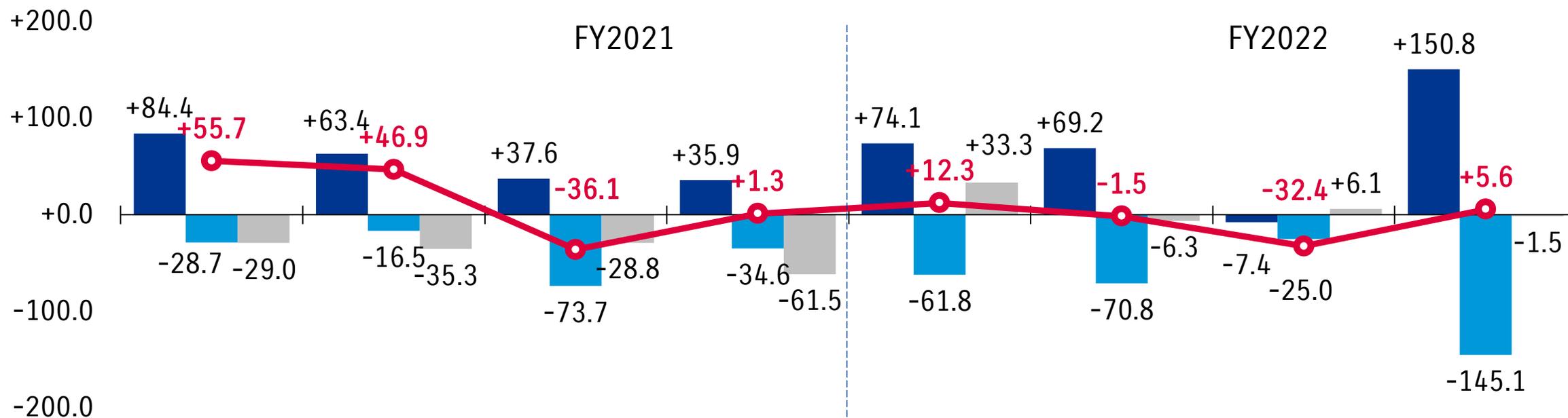
	FY2022 ('22/4-'23/3)	FY2021 ('21/4-'22/3)	Change
(Non-consolidated)	69.1 bln yen	58.2 bln yen	+10.9 bln yen
(Subsidiaries)	200.8 bln yen	131.2 bln yen	+69.6 bln yen
Capital Expenditures	269.9 bln yen	189.4 bln yen	+80.5 bln yen
Depreciation Expenses	177.3 bln yen	161.5 bln yen	+15.8 bln yen
R&D Expenses	205.6 bln yen	160.7 bln yen	+44.9 bln yen

	FY2022 ('23/3)	FY2021 ('22/3)	Change
Interest-Bearing Debt balance	763.8 bln yen	674.2 bln yen	+89.7 bln yen
Consolidated Subsidiaries	120	119	+1
Entities accounted for using equity method	32	32	±0
Employees	70,012	69,193	+819

# FY2022 Results | Cash Flows (Quarterly trends)

(Billions of yen)

■ Operating C/F   
 ■ Investing C/F   
 ■ Financing C/F   
 ● Free C/F



	1 Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Operating C/F	+84.4	+63.4	+37.6	+35.9	+74.1	+69.2	-7.4	+150.8
Investing C/F	-28.7	-16.5	-73.7	-34.6	-61.8	-70.8	-25.0	-145.1
Free C/F	+55.7	+46.9	-36.1	+1.3	+12.3	-1.5	-32.4	+5.6
Financing C/F	-29.0	-35.3	-28.8	-61.5	+33.3	-6.3	+6.1	-1.5
(of which dividend payout*)	(-25.7)	(-8.8)	(-22.0)	(-0.1)	(-22.5)	(-13.6)	(-24.3)	(+0.2)
Cash balance	949.9	958.7	899.7	858.0	921.5	917.1	874.0	882.1

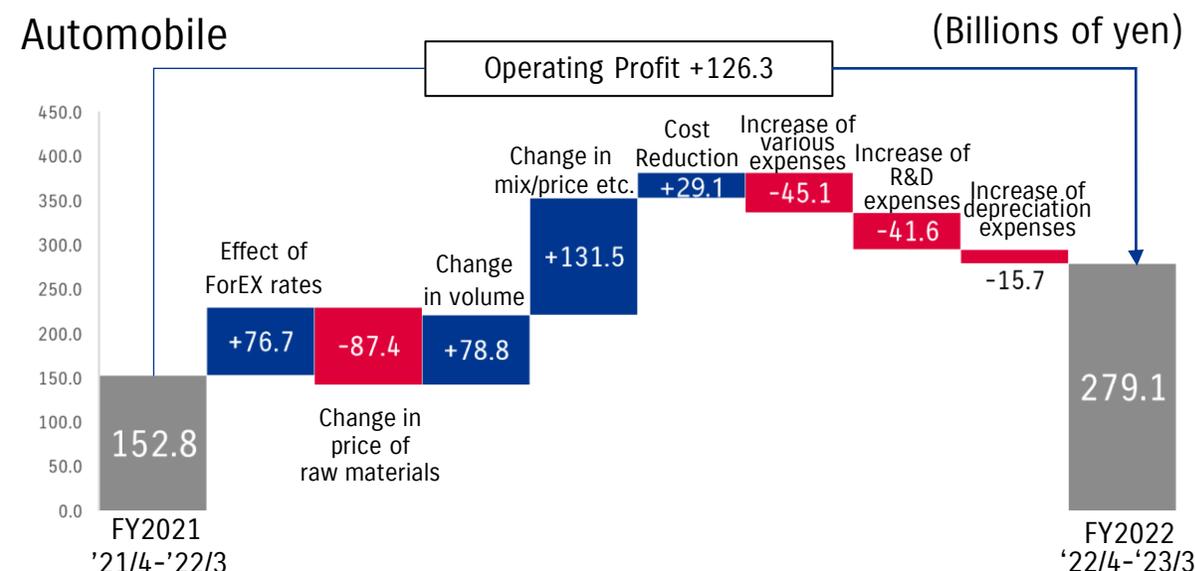
\* Including dividends paid to non-controlling interests

# FY2022 Results | Operating Results by Segment

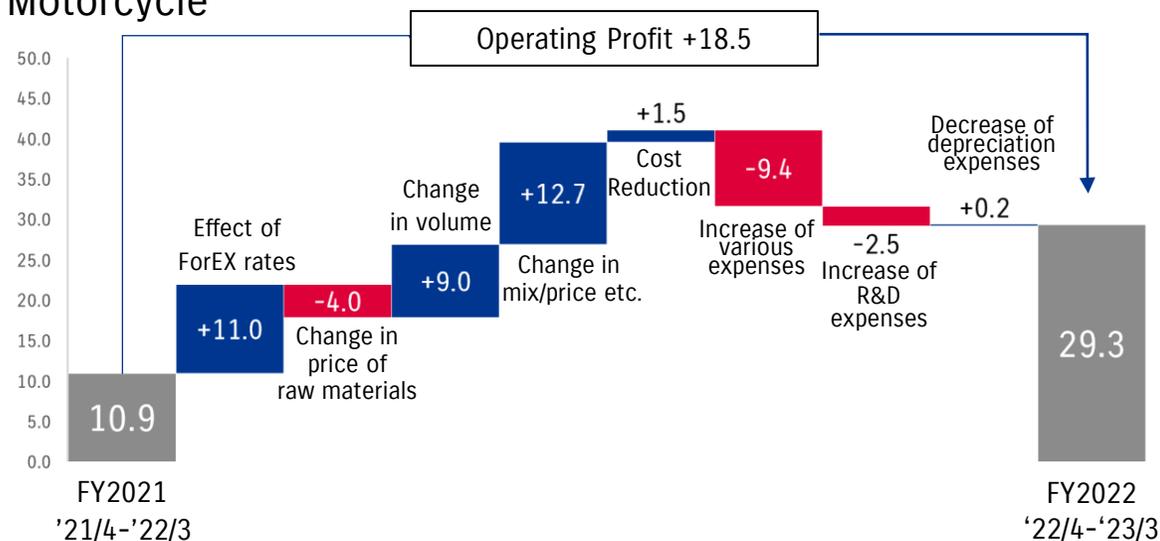
## Operating Results by Segment

	'22/4-'23/3					'23/1-3				
	Sales		Operating profit			Sales		Operating profit		
		Yr/Yr	Yr/Yr	Yr/Yr	Margin		Yr/Yr	Yr/Yr	margin	
Automobile	4,162.2	+29.9%	279.1	+82.6%	6.7%	1,112.9	+24.6%	68.0	+83.0%	6.1%
Motorcycle	333.2	+31.4%	29.3	+170.2%	8.8%	80.4	+15.2%	6.4	+291.3%	7.9%
Marine	134.6	+37.3%	39.4	+64.2%	29.3%	32.8	+17.4%	8.6	+66.0%	26.4%
Others	11.8	-2.5%	2.7	-28.3%	22.9%	2.8	-5.9%	0.5	-35.4%	18.4%
<b>Total</b>	<b>4,641.6</b>	<b>+30.1%</b>	<b>350.6</b>	<b>+83.1%</b>	<b>7.6%</b>	<b>1,228.8</b>	<b>+23.6%</b>	<b>83.6</b>	<b>+86.5%</b>	<b>6.8%</b>

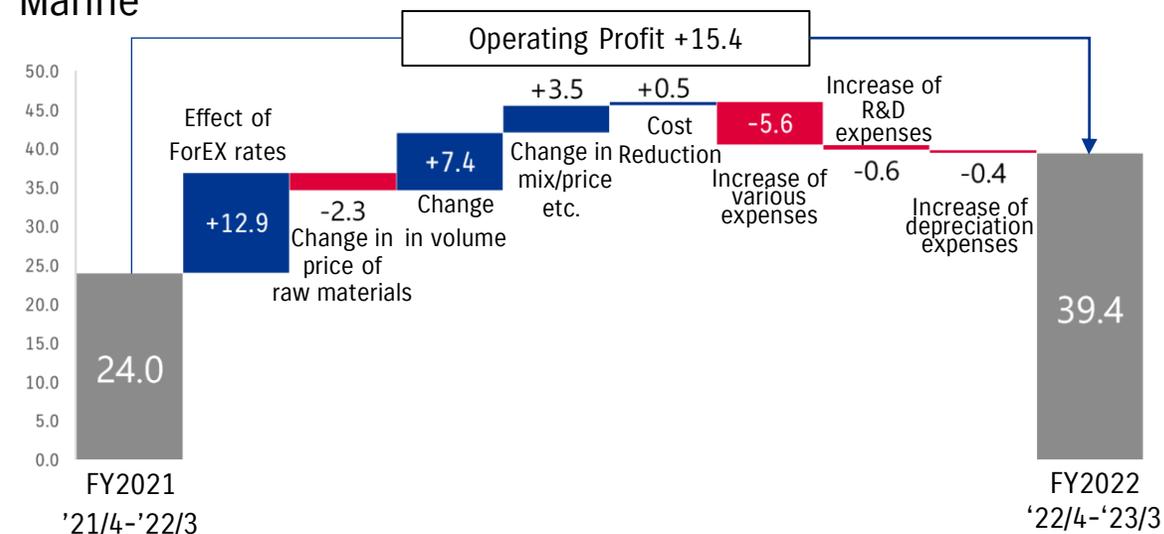
## Automobile



## Motorcycle



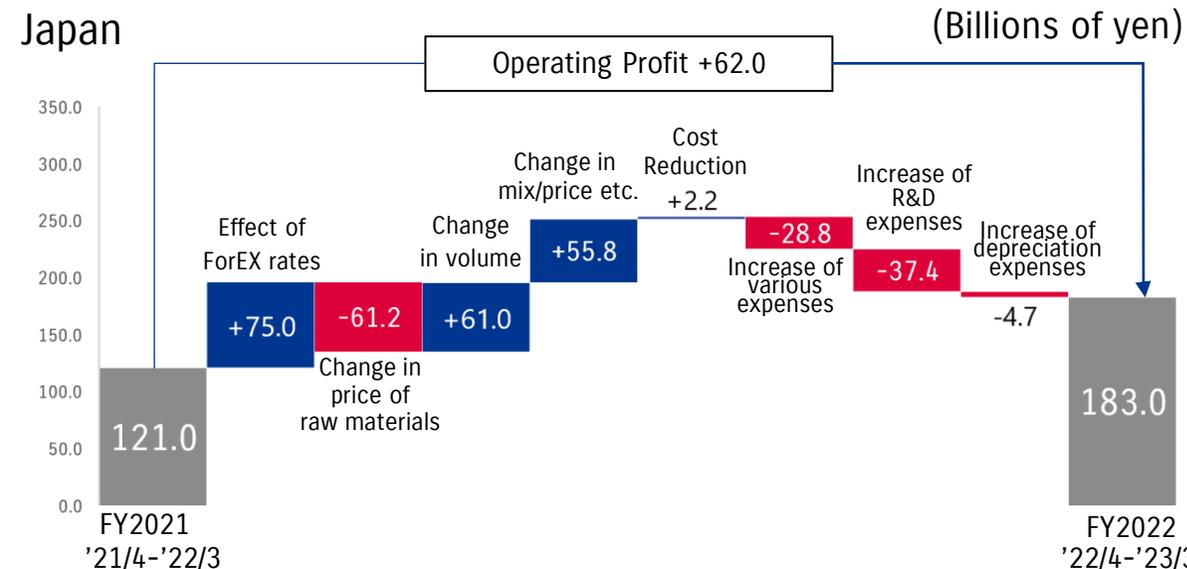
## Marine



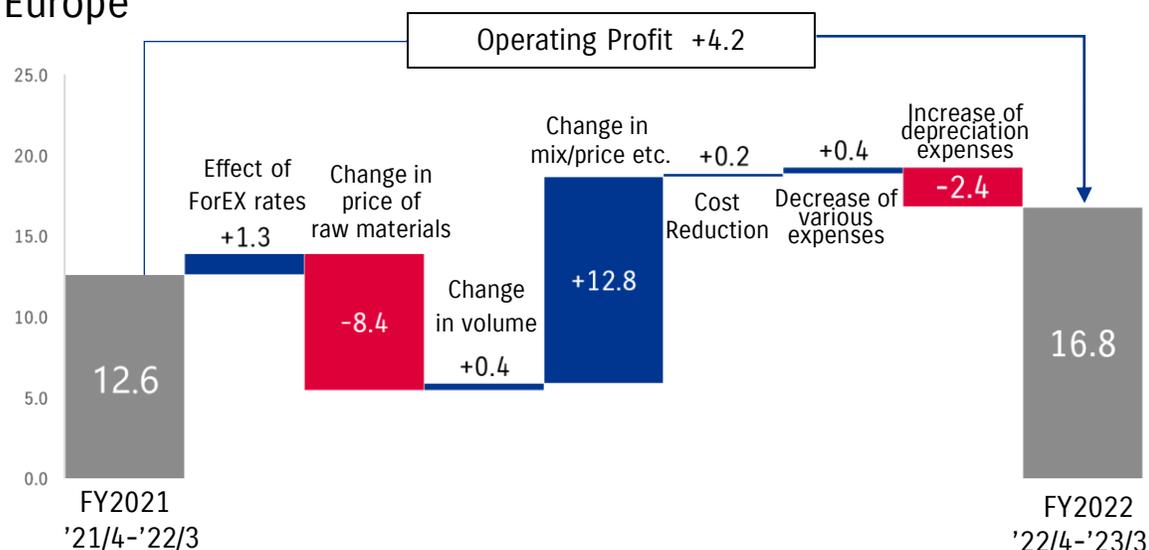
# FY2022 Results | Operating Results by Geographic Region

## Operating Results by Geographic Region

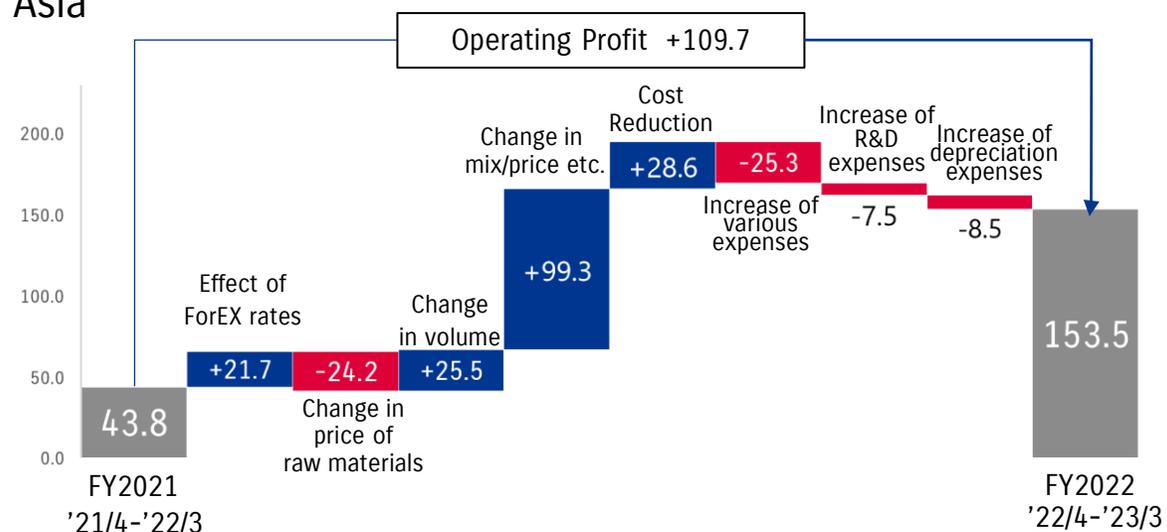
	'22/4-'23/3					'23/1-3				
	Sales		Operating profit			Sales		Operating profit		
		Yr/Yr		Yr/Yr	Margin		Yr/Yr	Yr/Yr	Margin	
Japan	2,461.0	+27.6%	183.0	+51.2%	7.4%	675.8	+29.7%	25.3	-27.8%	3.7%
Europe	633.5	+30.2%	16.8	+33.4%	2.6%	196.6	+71.7%	11.9	+419.5%	6.1%
Asia	2,545.5	+41.1%	153.5	+250.6%	6.0%	645.5	+20.9%	46.9	+375.3%	7.3%
Others	393.9	+55.6%	19.0	+32.4%	4.8%	95.6	+24.3%	0.8	-77.3%	0.8%
<b>Total</b>	<b>4,641.6</b>	<b>+30.1%</b>	<b>350.6</b>	<b>+83.1%</b>	<b>7.6%</b>	<b>1,228.8</b>	<b>+23.6%</b>	<b>83.6</b>	<b>+86.5%</b>	<b>6.8%</b>



## Europe



## Asia



		Rupees (Billions of Rupees) <sup>*1</sup>			Yen Conversion (Billions of yen)		
		FY2022 ( <sup>'22/4-</sup> '23/3)	FY2021 ( <sup>'21/4-</sup> '22/3)	Change	FY2022 ( <sup>'22/4-</sup> '23/3)	FY2021 ( <sup>'21/4-</sup> '22/3)	Change
Consoli- dated	Net Sales	1,125.1	838.0	+287.1	1,912.7	1,273.8	+638.9
	Operating Profit <sup>*2</sup> (Margin)	81.9 (7.3%)	29.2 (3.5%)	+52.7	139.3 (7.3%)	44.3 (3.5%)	+95.0
	Profit before income taxes (Margin)	103.2 (9.2%)	47.0 (5.6%)	+56.2	175.5 (9.2%)	71.4 (5.6%)	+104.1
	Profit (Margin)	82.1 (7.3%)	38.8 (4.6%)	+43.3	139.6 (7.3%)	59.0 (4.6%)	+80.6
	EX rate	1.70 yen	1.52 yen	+0.18 yen			
	Whole- sales (Thousand units)	Domestic <sup>*3</sup>	1,707	1,414	+293		
Exports <sup>*3</sup>		259	238	+21			
Total		1,966	1,653	+314			

\*1 Results shown in Rupees are consolidated results announced by Maruti Suzuki India on April 26

\*2 Operating Profit is calculated by using the following formula:

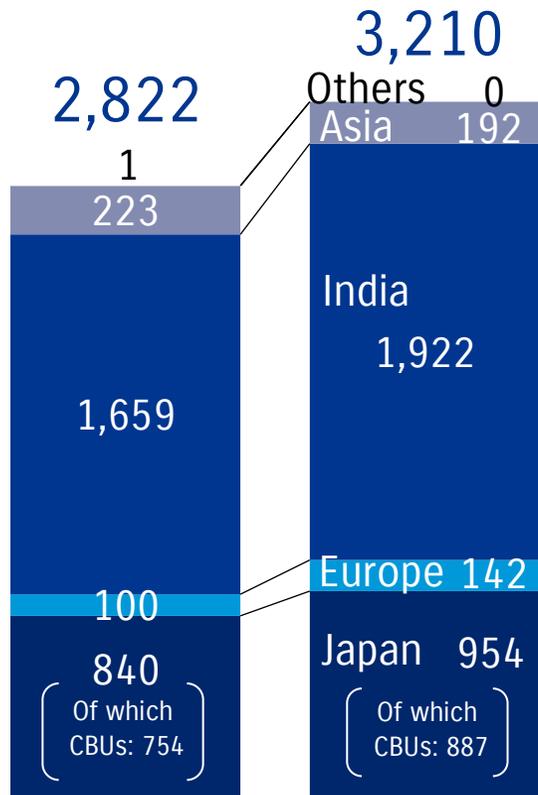
Sales of product  
+ Other operating revenues  
- Total Expenses  
+ Finance costs

\*3 Domestic and exports include OEM units

## Production Result

+389 (+13.8%)

(Thousand units)



FY2021  
'21/4-'22/3

FY2022  
'22/4-'23/3

## Sales Result

+293 (+10.8%)

(Thousand units)



FY2021  
'21/4-'22/3

FY2022  
'22/4-'23/3

## FY2022 global sales

(Thousand units)	Volume	year-on-year	
Global Sales	3,000	+293	+10.8%
India	1,645	+280	+20.5%
Japan	627	+66	+11.7%
Europe	171	-54	-24.0%
Asia (excl. India)	258	-42	-14.1%
Pakistan	99	-33	-24.9%
Indonesia	90	-1	-0.9%
Thailand	18	-5	-23.8%
Others	51	-3	-6.2%
Others	299	+44	+17.5%

HEV ratio increased in overseas regions

Strong hybrid system



MGU(Motor Generator Unit)



AGS(Auto Gear Shift)  
Reduction Gear

Power Pack

Mild hybrid system



Lithium-ion battery

ISG(Integrated Starter-Generator)

Sales unit of automobiles equipped with hybrids

(Thousand units)

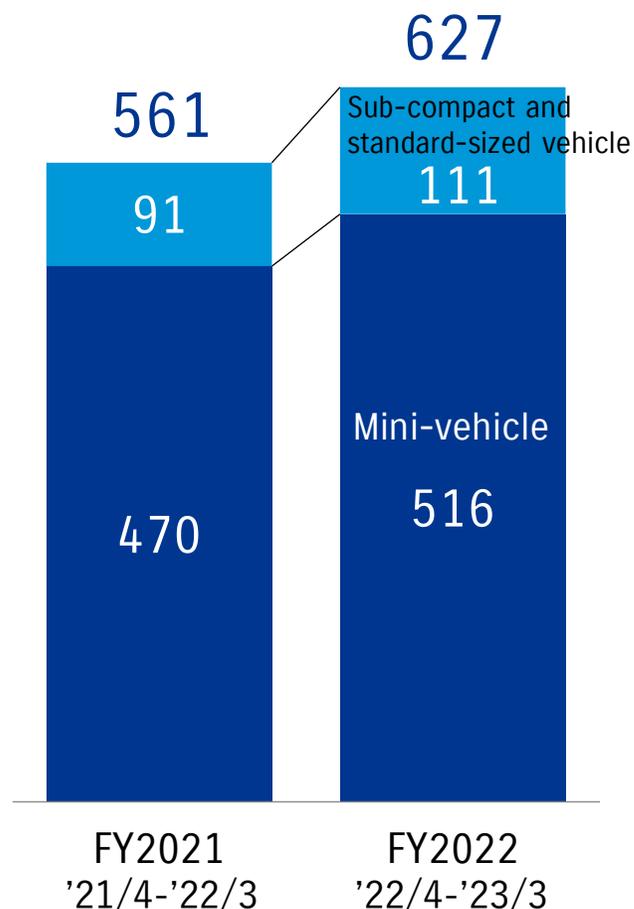
	FY2019			FY2020			FY2021			FY2022		
	Total	HEV*	HEV ratio									
Japan	672	348	51.7%	647	338	52.3%	561	290	51.7%	627	324	51.7%
India	1,436	99	6.9%	1,323	118	8.9%	1,365	135	9.9%	1,645	296	18.0%
Europe	262	41	15.8%	206	154	74.9%	225	194	86.2%	171	156	91.2%
Others	482	1	0.2%	395	5	1.3%	556	7	1.3%	557	24	4.3%
<b>Total</b>	<b>2,852</b>	<b>489</b>	<b>17.1%</b>	<b>2,571</b>	<b>615</b>	<b>23.9%</b>	<b>2,707</b>	<b>626</b>	<b>23.1%</b>	<b>3,000</b>	<b>800</b>	<b>26.7%</b>

\*Hybrids include mild hybrid, S-Ene Charge, and SHVS. Hybrid sales in Others are units exported from Japan and India.

# Sales Volume of Automobiles | Japan

## Full Year Comparison

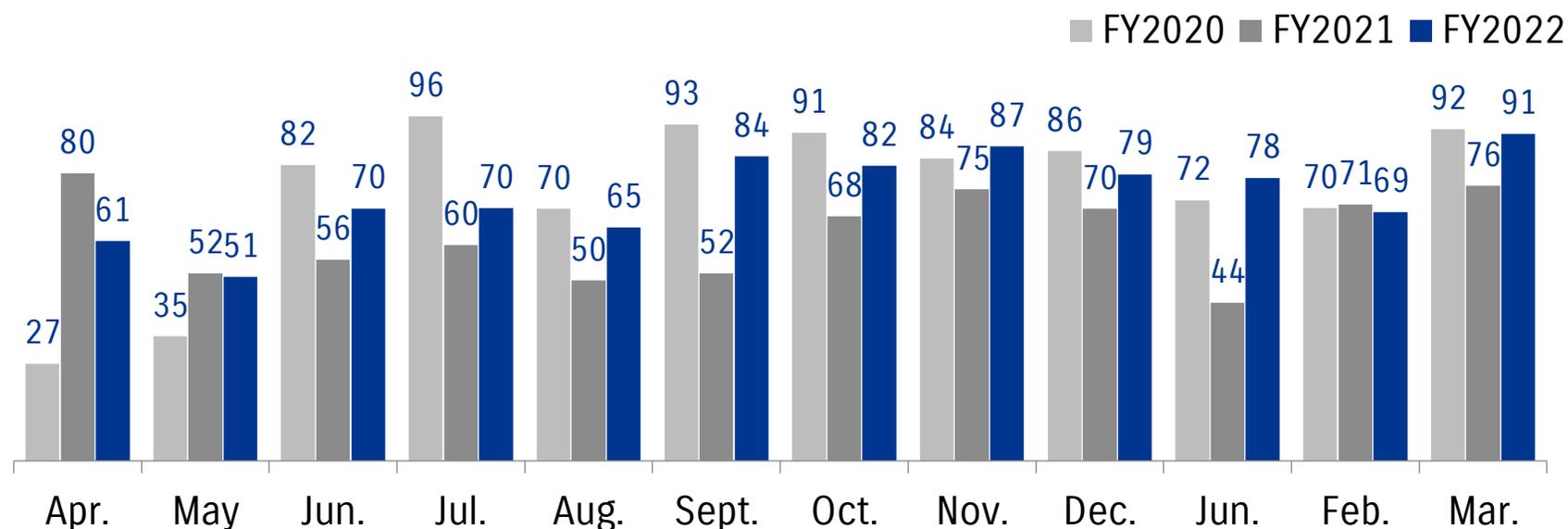
+66 (+11.7%)  
(Thousand units)



## Japan production

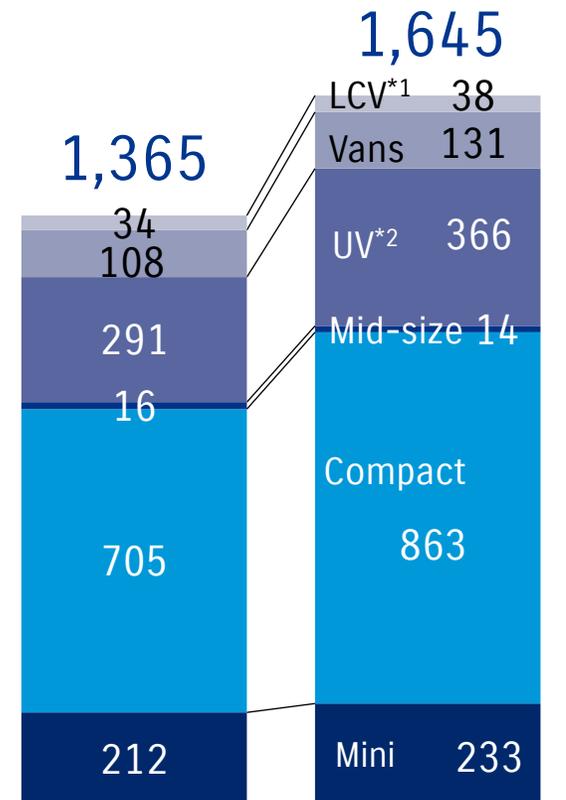
- Domestic plants suffered from suspension of production due to shortage of components since May 2021.
- Between April and March, 887,000 units of CBUs were produced in Japan, increased by 17.6% compared with FY2021.
- Sales increased as production increased.

## Trends in domestic production units (CBUs) (Thousand units)



## Full Year Comparison

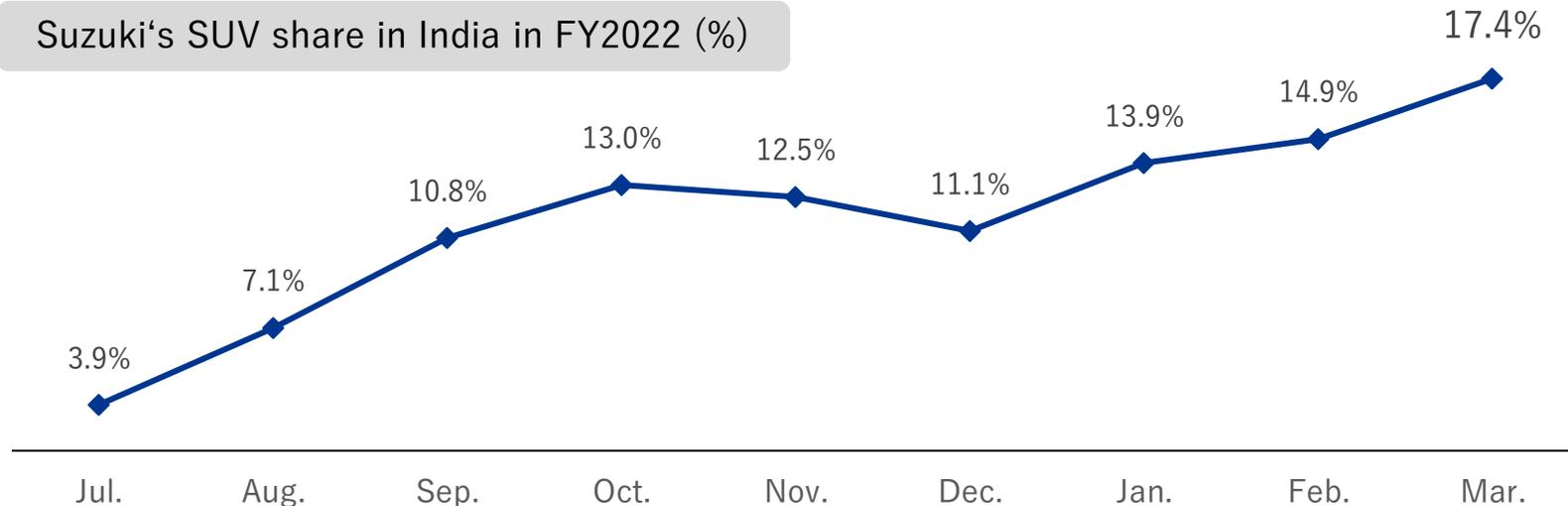
+280 (+20.5%)  
(Thousand units)



## FY2022 India sales

- We will try to recover our market share by introducing SUVs.

Suzuki's SUV share in India in FY2022 (%)



## Topics

- Maruti Suzuki achieved 25 million cumulative domestic sales in India since starting production and sales in December 1983.
- Premium car dealer NEXA reaches cumulative sales of 2 million units.
- Maruti Suzuki achieves cumulative export of 2.5 million units.

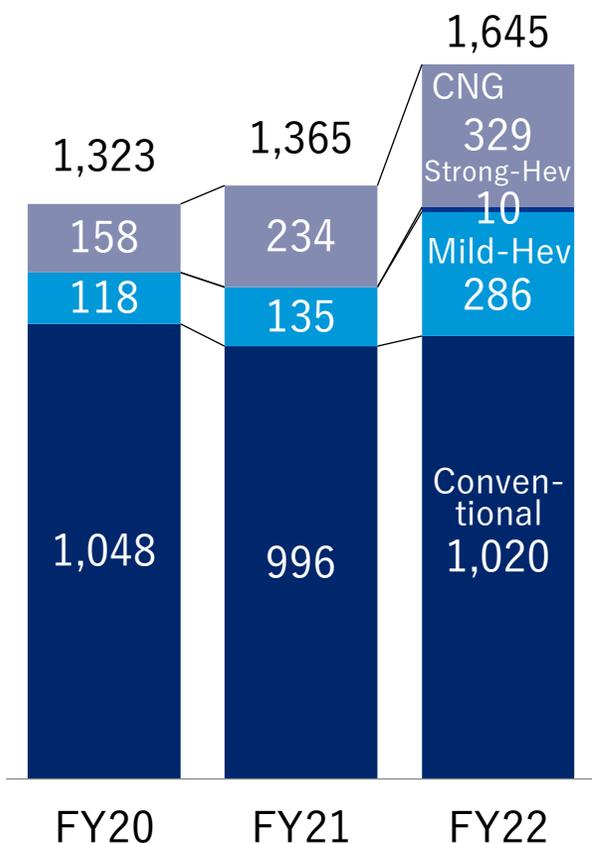
Note: Wholesales include commercial vehicles and exclude OEM units \*1 LCV=Light Commercial Vehicles \*2 UV =Utility Vehicles

# Sales Volume of Automobiles | Carbon Neutrality in India

We want to contribute to carbon neutrality through a **“multi path” that includes CNG vehicles, HEVs, etc.**, rather than focusing solely on BEVs.

## Sales by powertrain

(Thousand units)



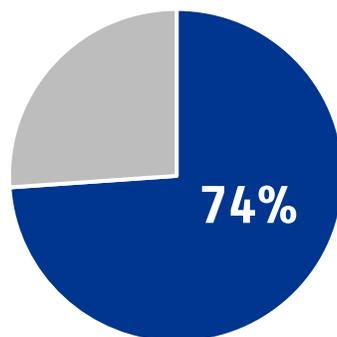
## ● Sales by powertrain

- CNG, HEV and other “diverse choices”.
- Conventional vehicles hover around 1 million.
- On the other hand, CNG vehicles and HEVs increased.

## ● Environmental performance of CNG vehicles

- CNG vehicles emit 17% less CO<sub>2</sub> compared to gasoline vehicles.
- Government of India also advocates the use of CNG vehicle to achieve carbon neutrality.

Suzuki’s CNG vehicles market share in India



FY2022

## Comparison of CNG and Gasoline Vehicles ... Wagon R LXI 5MT

Variant	Price(Rs)	Fuel efficiency	Fuel Price	per 10,000km	
				Fuel cost(Rs)	CO <sub>2</sub> emission
Gasoline	554,500	24.35km/L	96.72Rs/L	39,721	974kg
CNG	644,500	34.05km/kg	73.59Rs/kg	21,612	805kg
Difference	90,000	-	-	-18,108	-169kg
			Change	-46%	-17%

Note. Price ... as of May 1, 2023

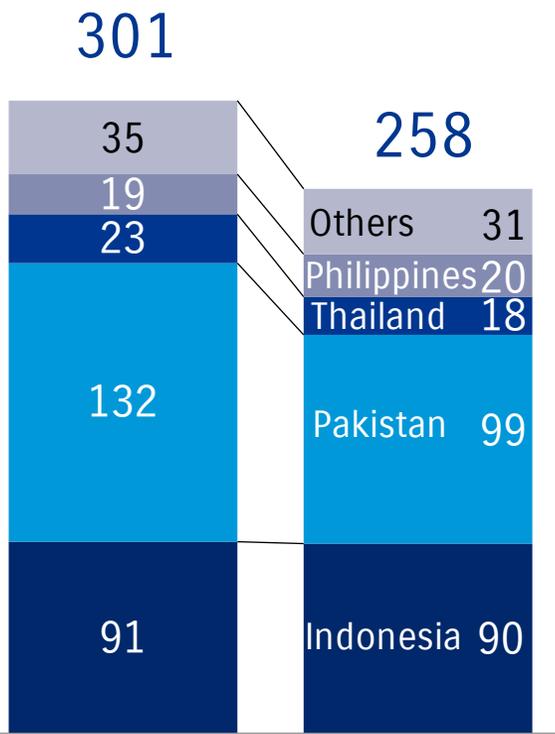
Fuel price ... Delhi price as of May 1, 2023

CO<sub>2</sub> emission ... Derived from the Fuel Consumption value as per equations from Ministry of Power SO 1072E dt 23rd April 2015.

# Sales Volume of Automobiles | Asia (excluding India) / Europe

## Asia excluding India

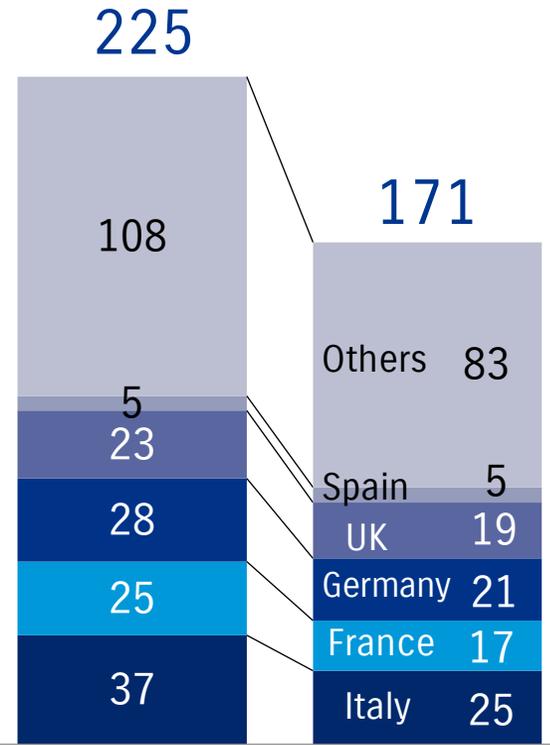
-42 (-14.1%)  
(Thousand units)



FY2021 '21/4-'22/3      FY2022 '22/4-'23/3

## Europe

-54 (-24.0%)  
(Thousand units)



FY2021 '21/4-'22/3      FY2022 '22/4-'23/3



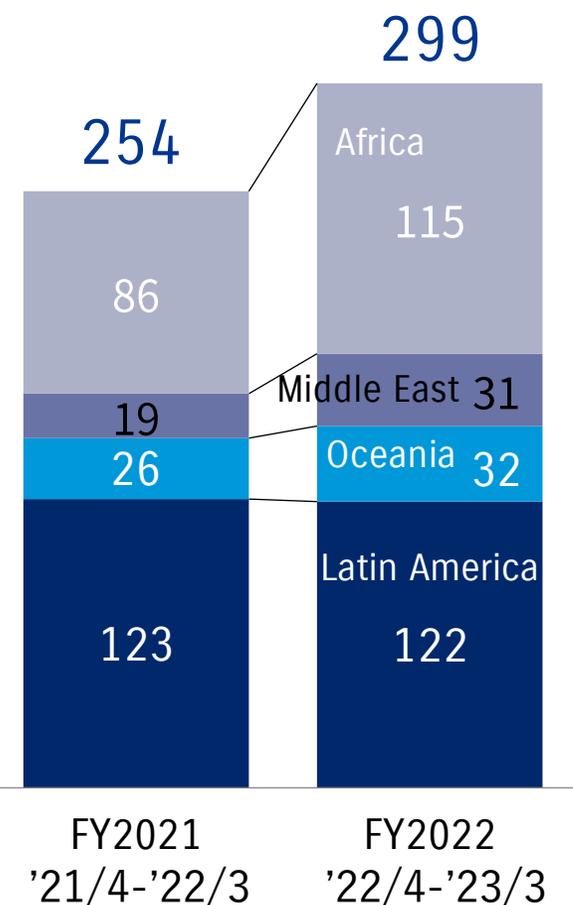
Indonesia | Grand Vitara launched (Feb.)



Europe | S-CROSS equipped with strong hybrid system (Oct.)

## Full Year Comparison

+44 (+17.5%)  
(Thousand units)



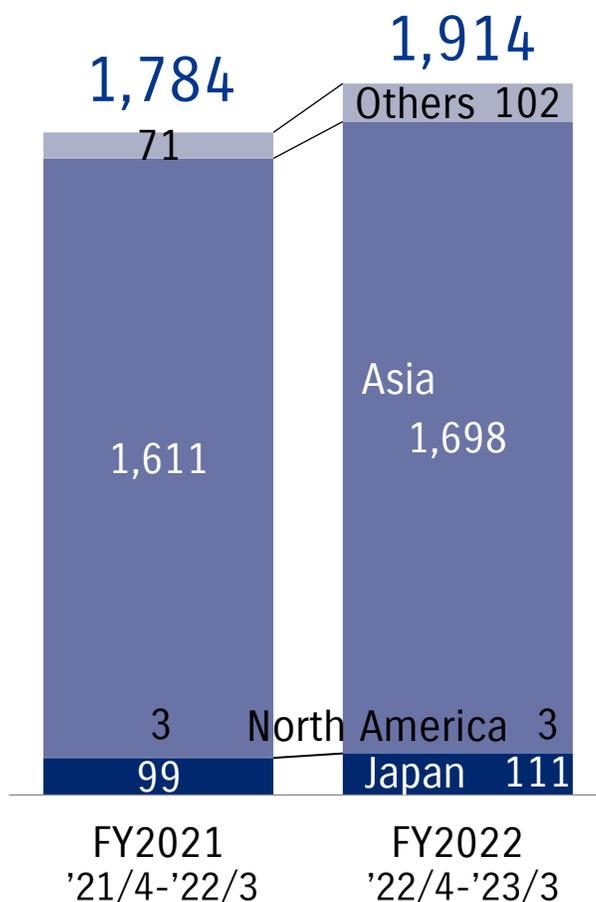
## FY2022 sales

(Thousand units)	Volume	year-on-year	
Africa	115	+29	+33.5%
South Africa	50	+19	+60.6%
Ethiopia	15	+6	+73.2%
Egypt	12	-14	-53.5%
Cote d'Ivoire	11	+6	+107.8%
Angola	9	+5	+163.5%
Ghana	1	+0	+49.7%
Others	17	+7	+65.0%
Middle East	31	+11	+60.0%
Oceania	32	+6	+21.5%
Australia	21	+4	+20.4%
Latin America	122	-1	-1.2%
Mexico	41	+8	+22.5%
Colombia	20	+1	+7.9%
Chile	19	-11	-35.4%

# Production and Sales Volume of Motorcycles | Global

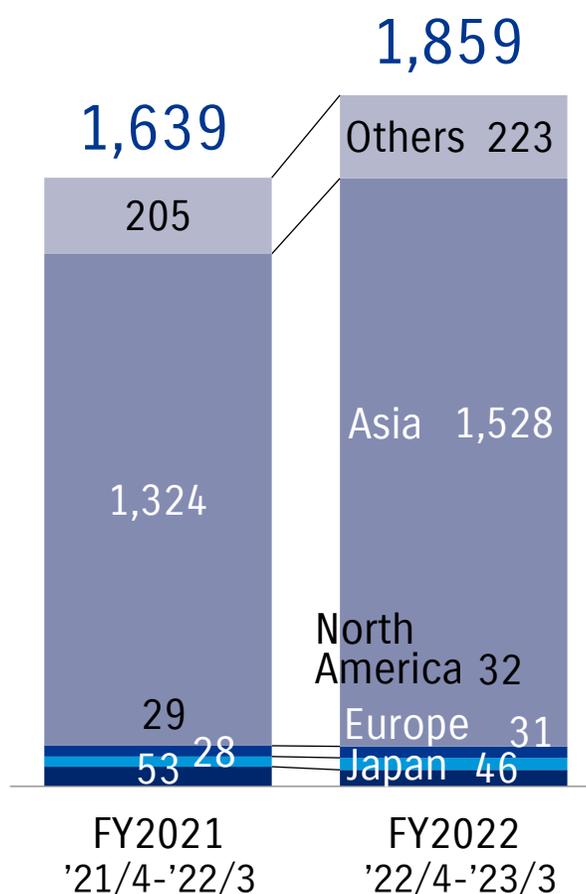
## Production Result

+130 (+7.3%)  
(Thousand units)



## Sales Result

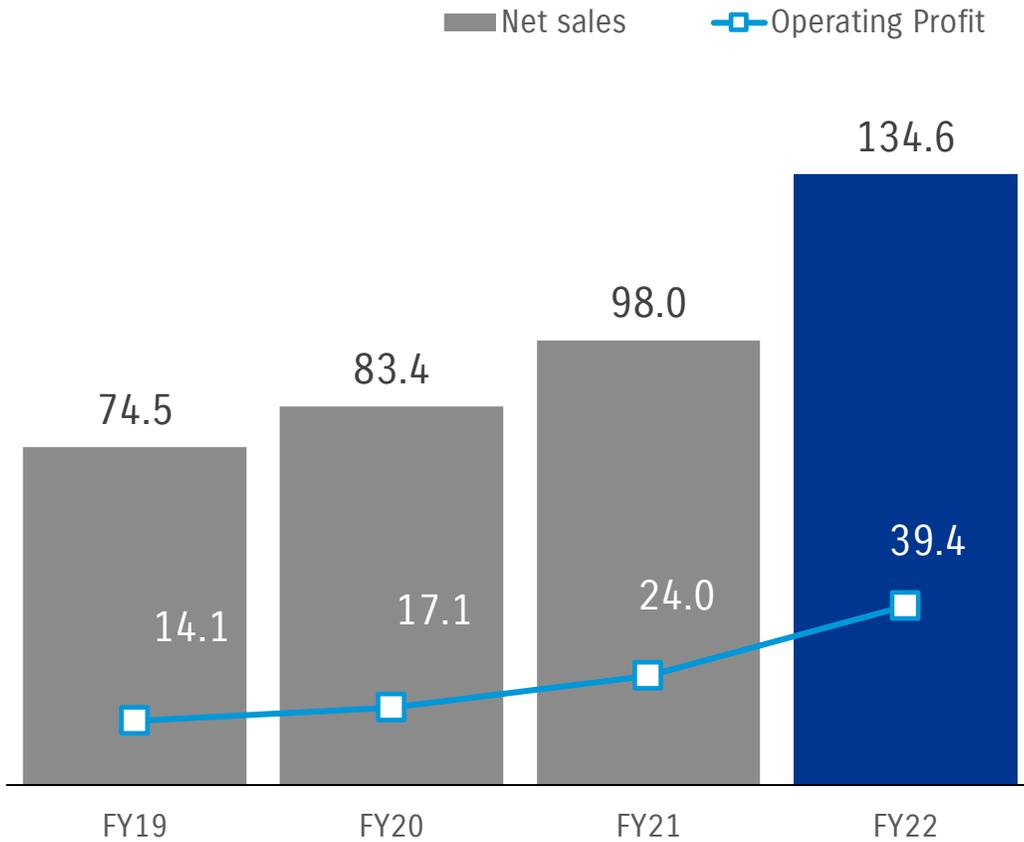
+220 (+13.4%)  
(Thousand units)



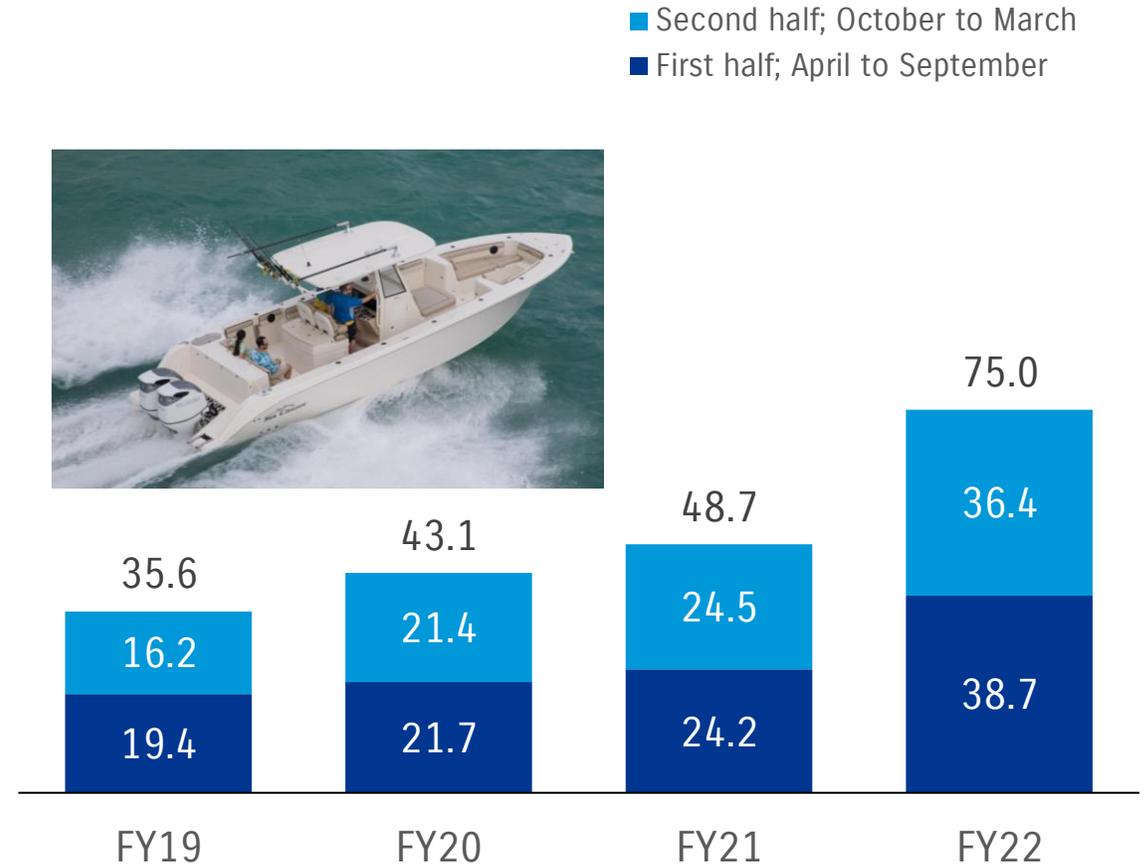
## FY2022 global sales

(Thousand units)	Volume	year-on-year	
Global sales	1,859	+220	+13.4%
Japan	46	-8	-14.6%
Europe	31	+3	+9.1%
North America	32	+3	+11.5%
Asia	1,528	+204	+15.4%
India	740	+130	+21.4%
China	430	+27	+6.8%
Philippines	197	+36	+22.5%
Others	161	+10	+6.8%
Others	223	+18	+8.7%
Latin America	198	+30	+17.5%
Others	24	-12	-32.3%

Trends in Marine Operating Results (Billions of yen)



North America Sales Trends (Billions of yen)



**Full-Year Results**

**... Increased net sales and profits**

(Billions of yen)	FY2022 (‘22/4-‘23/3)	FY2021 (‘21/4-‘22/3)	Change		Record
				ratio	
Net Sales	2,217.2	1,690.8	+526.4	+31.1%	Increased for the first time in 4 periods
Japan	968.1	836.2	+131.9	+15.8%	
Overseas	1,249.0	854.6	+394.5	+46.2%	
General trade	734.1	528.2	+205.9	+39.0%	
Triangle trade	515.0	326.4	+188.6	+57.8%	
Operating Profit (Margin)	127.7 (5.8%)	78.0 (4.6%)	+49.7	+63.8%	Increased for the second consecutive period
Ordinary Profit (Margin)	169.8 (7.7%)	93.1 (5.5%)	+76.7	+82.5%	Increased for the second consecutive period
Profit (Margin)	145.3 (6.6%)	83.0 (4.9%)	+62.4	+75.2%	Increased for the fourth consecutive period

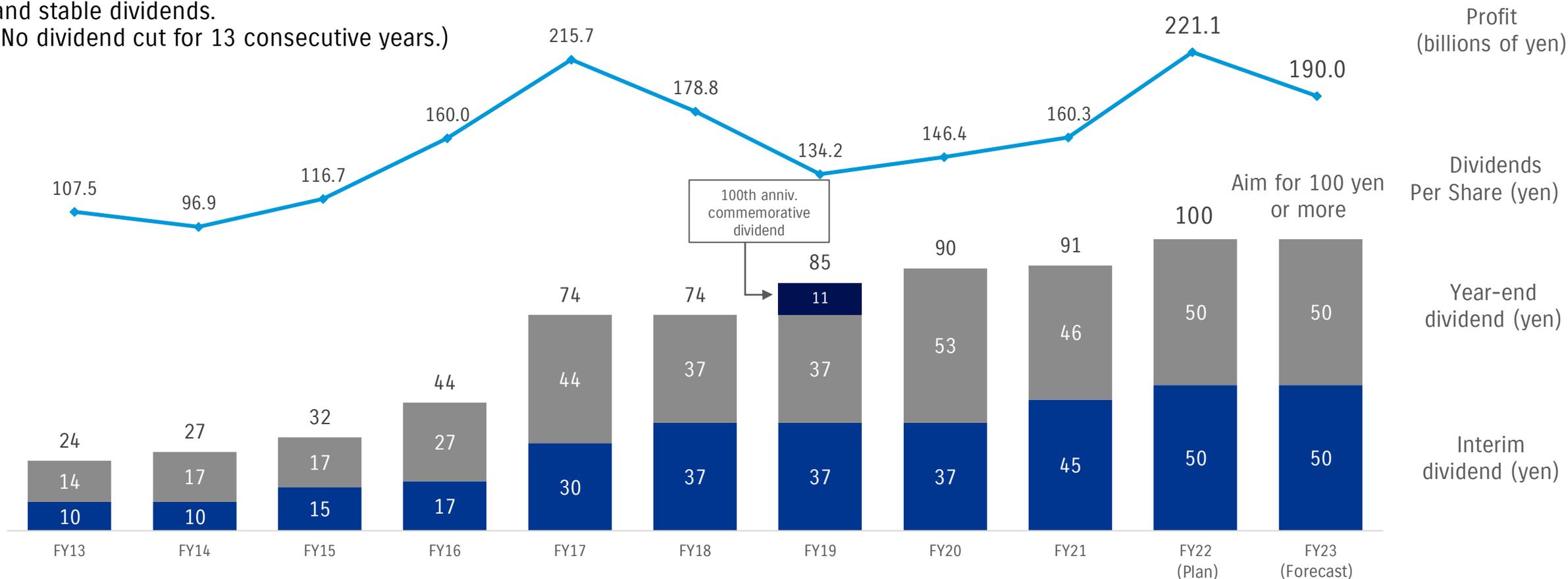
# Shareholder Return | Dividend per share

FY2022: **Annual dividend of 100 yen** (up 9 yen year-on-year), record high

FY2023: Aim for **a dividend of 100 yen or more**, despite lower profit forecast.

Repurchase of shares: 6 million shares and JPY 20 billion (Maximum)

- Emphasis on **progressive dividend policy** with continuous and stable dividends.  
(No dividend cut for 13 consecutive years.)



# The Next Year Forecast | Highlights



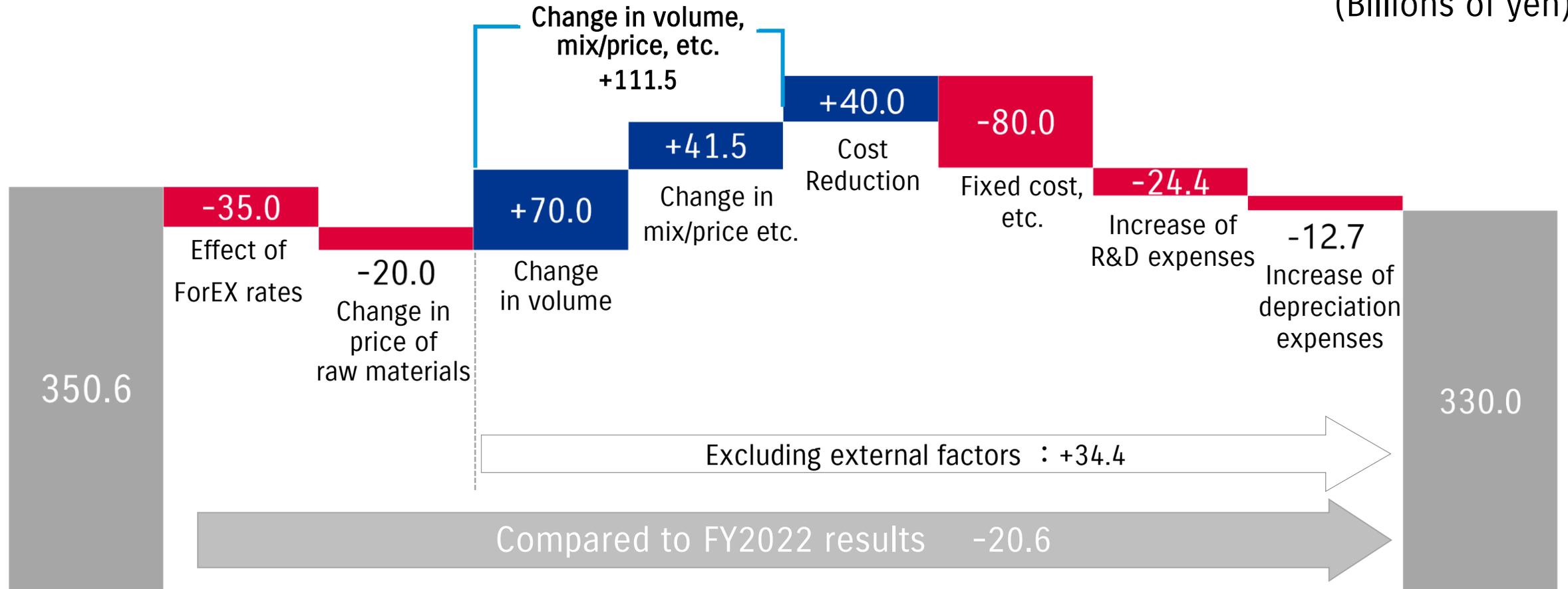
(Billions of yen)		FY2023 ( '23/4-'24/3)	FY2022 ( '22/4-'23/3)	Change		Record
					Ratio	
Consolidated Financial Results	Net Sales	4,900.0	4,641.6	+258.4	+5.6%	Increase for the third consecutive period
	Operating Profit (Margin)	330.0 (6.7%)	350.6 (7.6%)	-20.6	-5.9%	Decrease for the first time in 2 periods
	Ordinary Profit (Margin)	340.0 (6.9%)	382.8 (8.2%)	-42.8	-11.2%	Decrease for the first time in 4 periods
	Profit* (Margin)	190.0 (3.9%)	221.1 (4.8%)	-31.1	-14.1%	Decrease for the first time in 4 periods
Global Sales Volume (Thousand units)	Automobile	3,186	3,000	+186	+6.2%	
	Motorcycle	1,941	1,859	+82	+4.4%	
Cash Dividends	Annual cash dividends per share	100 yen or more	100 yen	-	-	-

\*Profit attributable to owners of parent

(Reference) The International Financial Reporting Standards (IFRS) will be voluntarily adopted in place of the Japanese GAAP from the first quarter of the fiscal year ending March 2025.

# The Next Year Forecast | Factors of Change in Operating Profit • Compared with FY2022

(Billions of yen)



FY2022 Full Year Results

'22/4-'23/3

FY2023 Full Year Forecast

'23/4-'24/3

Note. The summary category has been changed from the previous factors of change in operating profit.

(Shipping costs etc. are included in Various expenses until the fiscal year ended March 2023, but in this forecast they are included in Change in volume, mix/price, etc.)

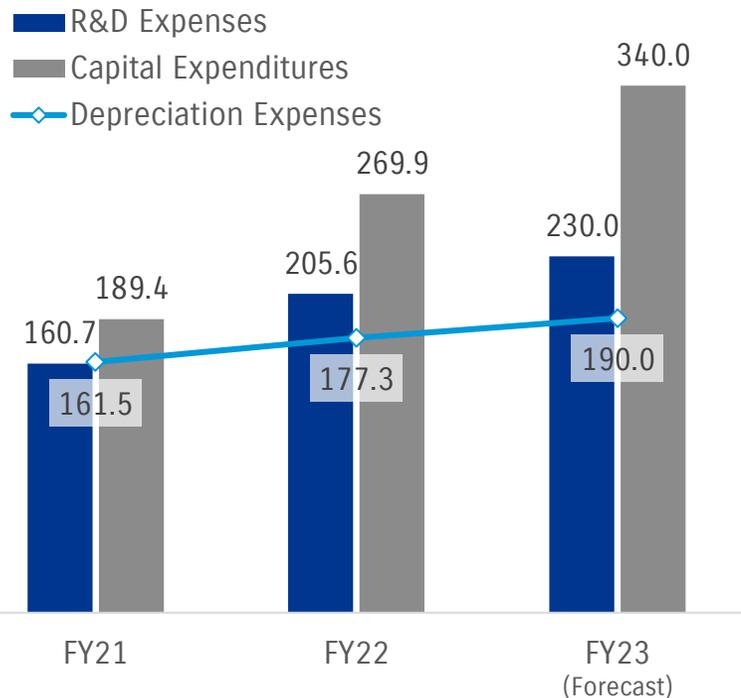
# The Next Year Forecast | Capital Expenditures and ForEX Rates, etc.

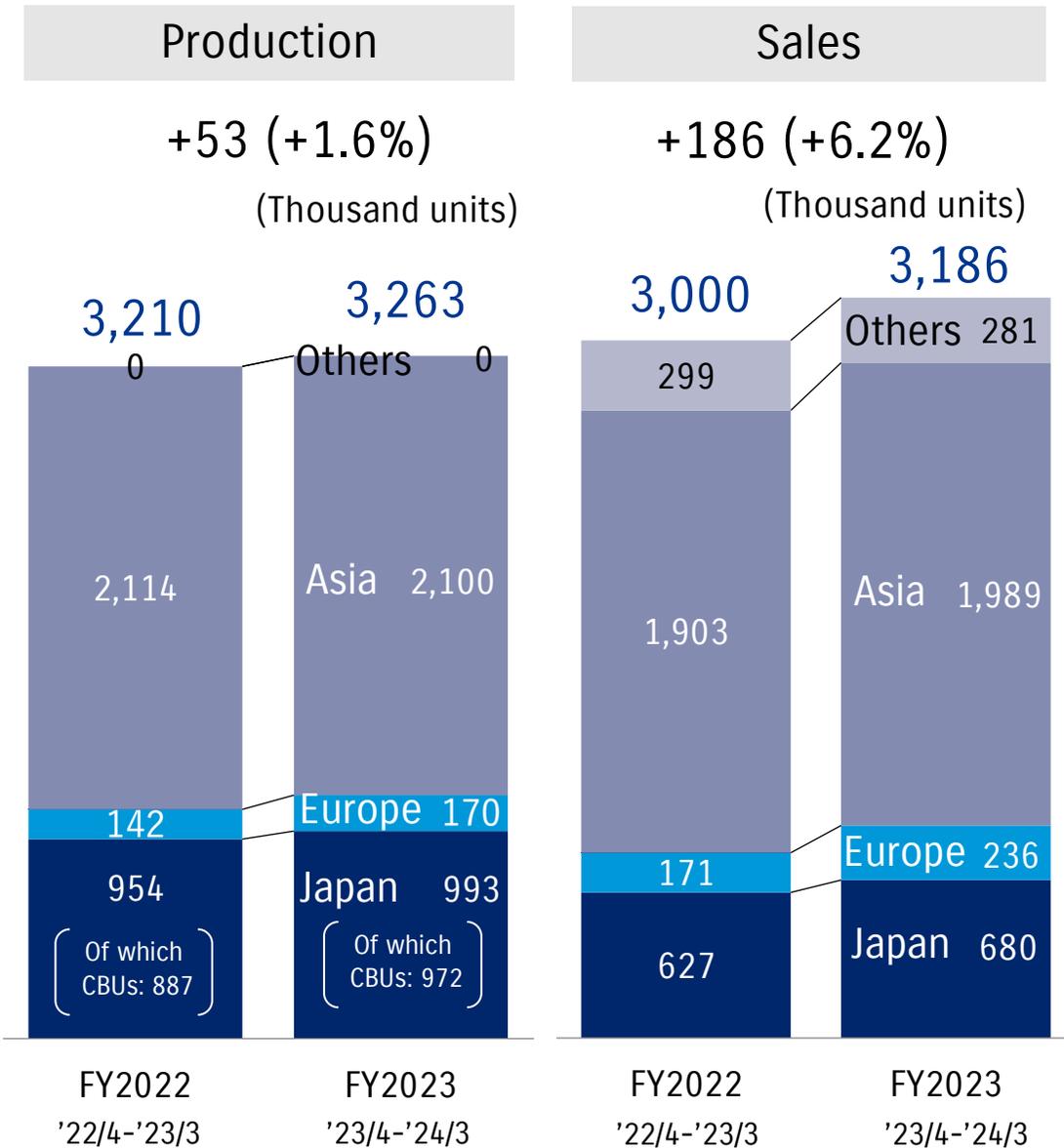
<Capital Expenditures•Depreciation Expenses•R&D Expenses>

(Billions of yen)	FY2023 Forecast	Comparison with FY2022	
		FY2022 Result	Change
Capital Expenditures	340.0	269.9	+70.1
Depreciation Expenses	190.0	177.3	+12.7
R&D Expenses	230.0	205.6	+24.4

<Foreign Exchange Rates>

	FY2023 Forecast	FY2022 Result	Change	Effect of ForEX rates in operating profit
Indian Rupee	1.60 yen	1.70 yen	-0.10 yen	-18.5 bln yen
US Dollar	130 yen	136 yen	-6 yen	-5.9 bln yen
South African Rand	7.20 yen	7.99 yen	-0.79 yen	-5.1 bln yen
Australian Dollar	88 yen	93 yen	-5 yen	-2.4 bln yen
Pakistan Rupee	0.46 yen	0.61 yen	-0.15 yen	-2.2 bln yen
100 Indonesian Rupiah	0.87 yen	0.90 yen	-0.03 yen	-1.2 bln yen
Sterling Pound	162 yen	163 yen	-1 yen	-0.6 bln yen
New Zealand Dollar	82 yen	84 yen	-2 yen	-0.4 bln yen
Mexican Peso	7.10 yen	6.91 yen	+0.19 yen	+2.6 bln yen
Euro	142 yen	141 yen	+1 yen	+1.7 bln yen
Others	-			-3.0 bln yen
<b>Effect of ForEX rates total</b>				<b>-35.0 bln yen</b>





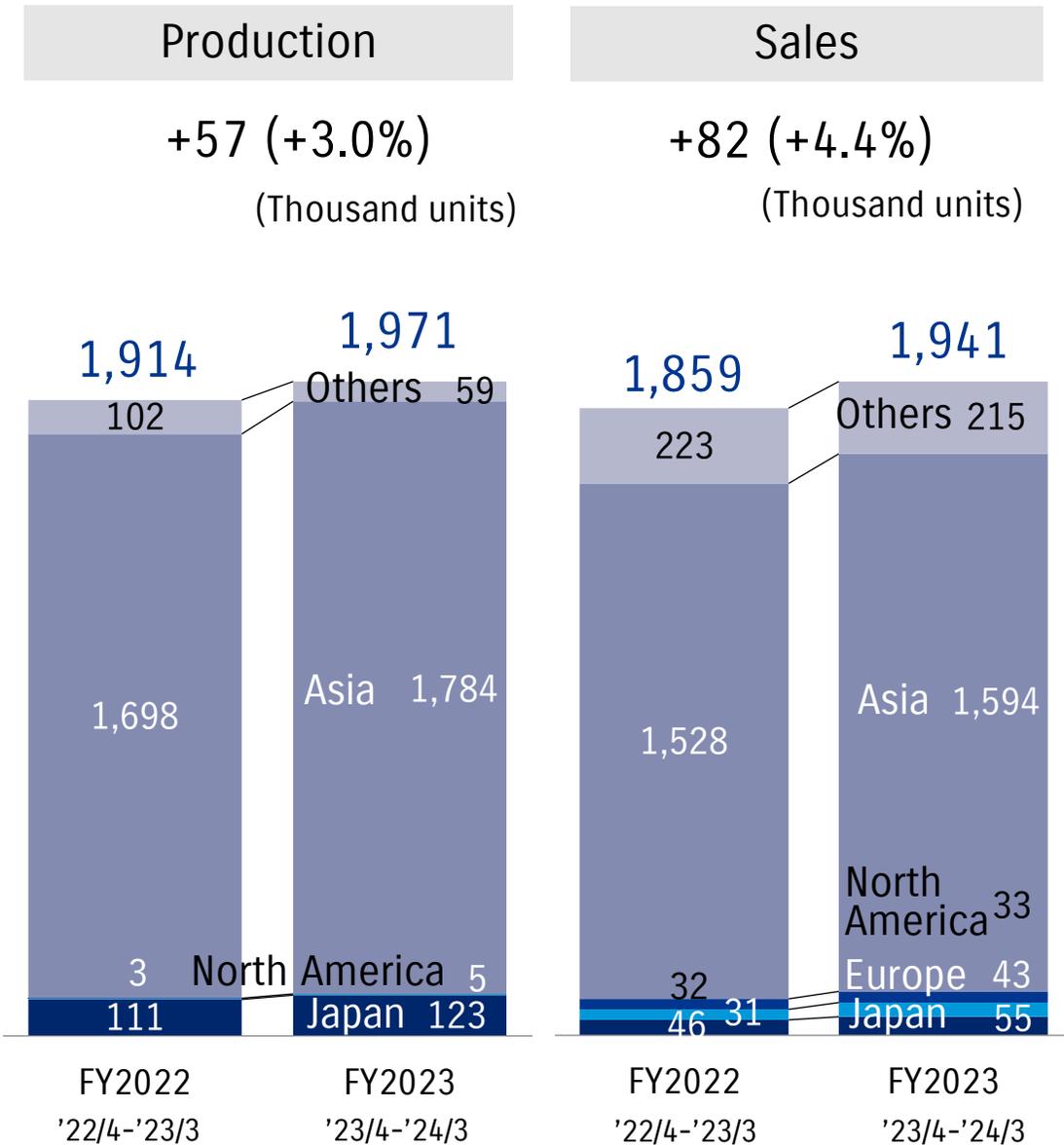
## ● Production Volume

(Thousand units)	FY2023	FY2022	Change	Ratio
Total	3,263	3,210	+53	+1.6%
Japan	993	954	+39	+4.1%
Europe	170	142	+28	+19.3%
Asia	2,100	2,114	-14	-0.7%
Others	-	0	-0	-100.0%

## ● Sales Volume

Total	3,186	3,000	+186	+6.2%
Japan	680	627	+53	+8.4%
Europe	236	171	+65	+37.8%
Asia	1,989	1,903	+86	+4.5%
India expected to outpace market growth (+5-7% year-on-year)				
Others	281	299	-18	-6.0%

# The Next Year Forecast | Production and Sales Volume of Motorcycles



## Production Volume

(Thousand units)	FY2023	FY2022	Change	Ratio
Total	1,971	1,914	+57	+3.0%
Japan	123	111	+12	+11.2%
North America	5	3	+2	+57.3%
Asia	1,784	1,698	+86	+5.1%
Others	59	102	-43	-42.3%

## Sales Volume

Total	1,941	1,859	+82	+4.4%
Japan	55	46	+9	+20.6%
Europe	43	31	+12	+39.6%
North America	33	32	+1	+3.4%
Asia	1,594	1,528	+66	+4.3%
Others	215	223	-8	-3.5%



*V-STROM 600 LT*

# FY2022 Financial Results

SUZUKI MOTOR CORPORATION  
May 15, 2023



### **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]