

FY2022 Second Quarter Financial Results



SUZUKI MOTOR CORPORATION
November 8, 2022

BASE
Spacia

Second Quarter Results

... Increased net sales and profit

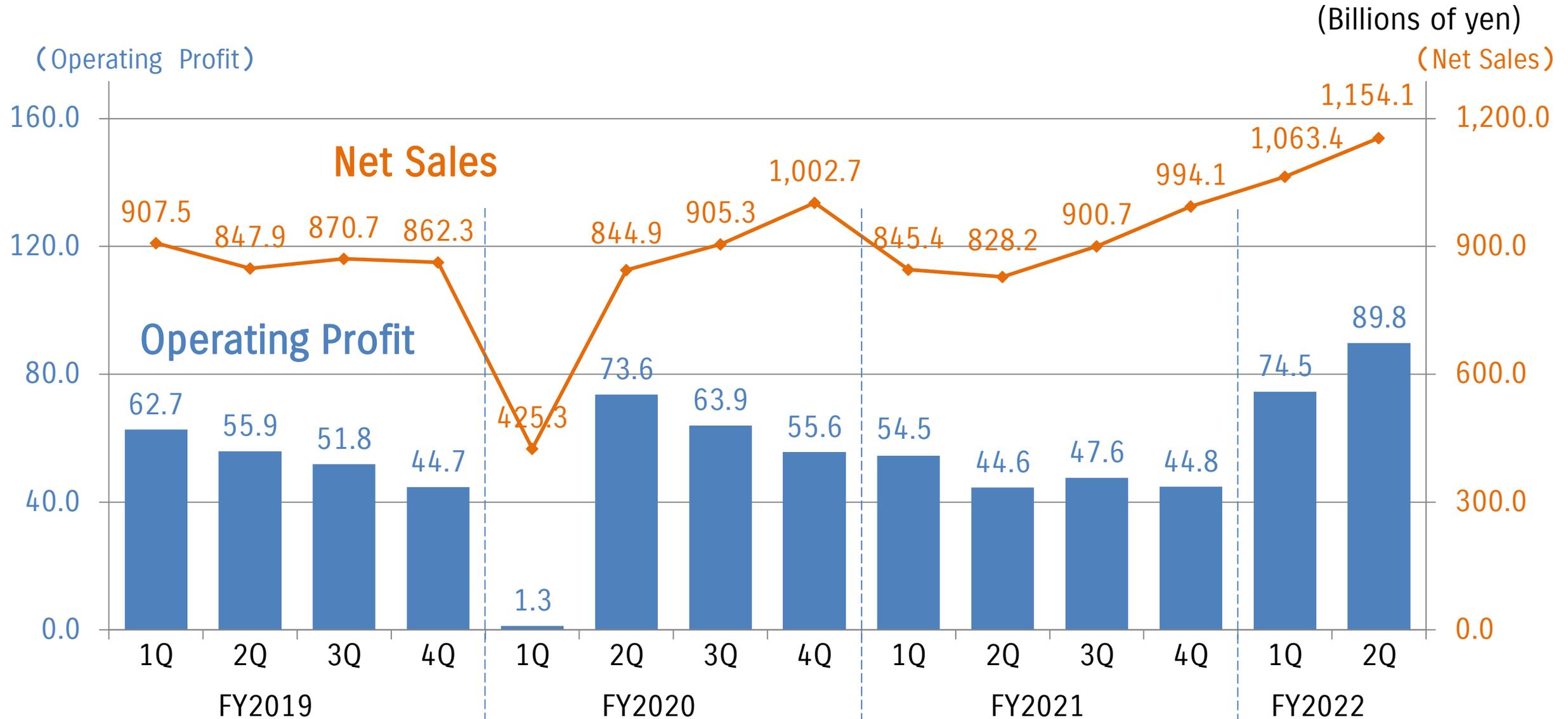
| (Billions of yen) | | FY2022 ('22/4-9) | FY2021 ('21/4-9) | Change | | Record |
|--------------------------------------|------------------------------|----------------------|----------------------|--------|--------|--|
| | | | | | Ratio | |
| Consolidated Financial Results | Net Sales | 2,217.5 | 1,673.6 | +543.9 | +32.5% | Increased for the second consecutive period, all-time high |
| | Operating Profit (Margin) | 164.3 (7.4%) | 99.1 (5.9%) | +65.2 | +65.8% | Increased for the second consecutive period |
| | Ordinary Profit (Margin) | 192.3 (8.7%) | 148.2 (8.9%) | +44.1 | +29.7% | Increased for the second consecutive period |
| | Profit* (Margin) | 115.1 (5.2%) | 100.5 (6.0%) | +14.6 | +14.5% | Increased for the second consecutive period |

- Increased net sales ... Increased net sales mainly owing to improvement in sales mix/price etc., increase in volume mainly in India, and the impact of the exchange rates.
- Increased operating profit ... The impact of rising raw material prices were covered mainly by increased revenue
- Increased profit ... Increase in operating profit absorbed decrease in non-operating income and extraordinary income (gain on sale of former Toyokawa plant site recorded in the same period last year)

| | | | | | | |
|---|------------|-------|-------|------|--------|--|
| Worldwide Sales Volume (Thousand units) | Automobile | 1,463 | 1,255 | +208 | +16.6% | Increased in India, Africa, Japan, etc. |
| | Motorcycle | 960 | 781 | +179 | +22.9% | Increased in India, ASEAN, Latin America, etc. |

| | | | | | | |
|----------------|-------------------------------------|--------|--------|--------|--|---|
| Cash Dividends | Interim Cash Dividends Per Share | 50 yen | 45 yen | +5 yen | | Increased for the second consecutive period Record-high interim dividend |
|----------------|-------------------------------------|--------|--------|--------|--|---|

*Profit attributable to owners of parent

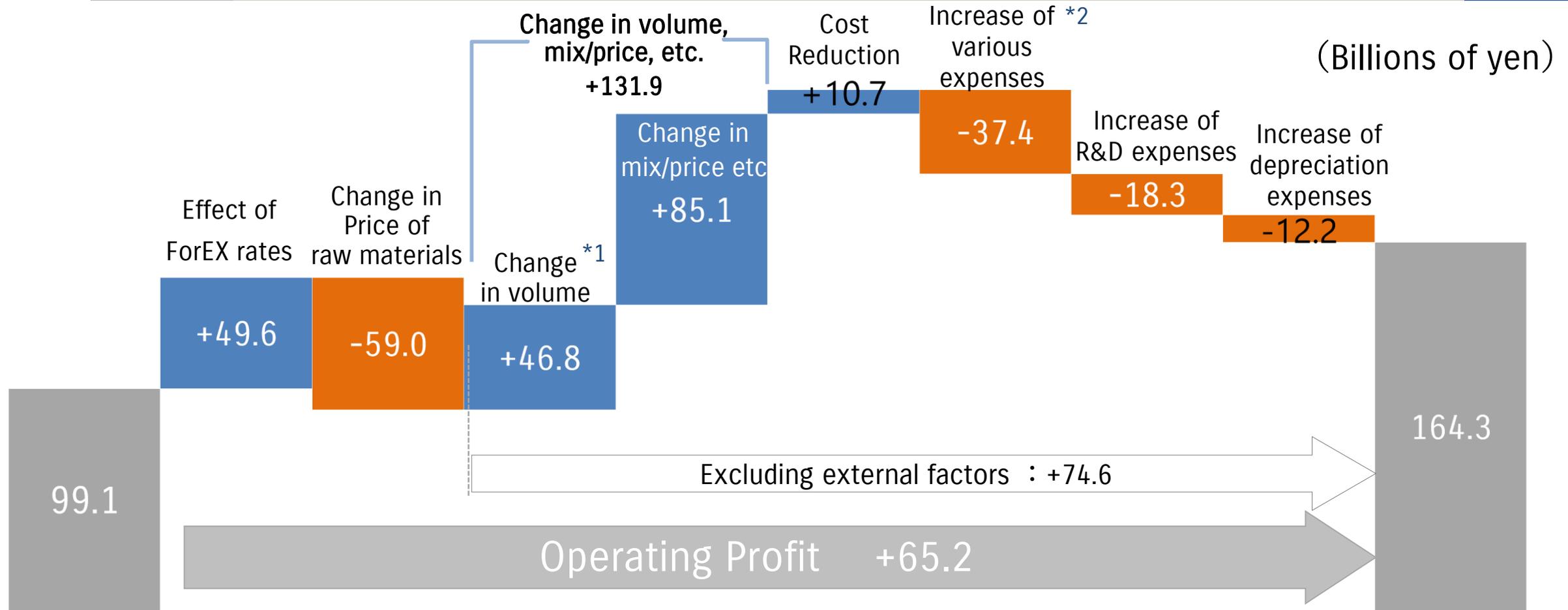


| (Billions of yen) | Automobile | | | Motorcycle | | | Marine | | | Others | | | Total | | | of which effect of ForEX rates conversion |
|---|------------------------------|------------------------------|--------|------------------------------|------------------------------|--------|------------------------------|------------------------------|--------|------------------------------|------------------------------|--------|------------------------------|------------------------------|--------|---|
| | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change | |
| Japan total | 539.5 | 500.9 | +38.5 | 13.2 | 11.6 | +1.6 | 1.9 | 1.7 | +0.2 | 5.7 | 6.1 | -0.4 | 560.2 | 520.3 | +39.9 | |
| Suzuki brand | 496.5 | 462.9 | +33.6 | 13.2 | 11.6 | +1.6 | 1.9 | 1.7 | +0.2 | 5.7 | 6.1 | -0.4 | 517.2 | 482.3 | +34.9 | |
| OEM | 43.0 | 38.0 | +4.9 | | | | | | | | | | 43.0 | 38.0 | +4.9 | |
| Overseas total | 1,427.6 | 997.7 | +430.0 | 162.7 | 107.4 | +55.4 | 66.9 | 48.2 | +18.7 | | | | 1,657.3 | 1,153.3 | +504.1 | |
| Europe | 168.3 | 204.0 | -35.6 | 20.7 | 16.0 | +4.8 | 13.2 | 11.9 | +1.3 | | | | 202.3 | 231.9 | -29.6 | +11.1 |
| N. America | 0.3 | 0.2 | +0.2 | 26.5 | 12.8 | +13.6 | 38.7 | 24.2 | +14.5 | | | | 65.5 | 37.2 | +28.3 | +11.6 |
| Asia | 1,008.7 | 632.7 | +376.0 | 85.5 | 56.9 | +28.6 | 5.2 | 6.0 | -0.8 | | | | 1,099.4 | 695.6 | +403.8 | +134.4 |
| India | 822.7 | 476.7 | +346.0 | 44.5 | 28.0 | +16.5 | 0.4 | 0.4 | -0.0 | | | | 867.6 | 505.1 | +362.5 | +116.6 |
| Others | 186.0 | 156.0 | +30.0 | 41.0 | 28.9 | +12.1 | 4.8 | 5.6 | -0.8 | | | | 231.8 | 190.5 | +41.3 | +17.8 |
| Others | 250.3 | 160.8 | +89.5 | 30.0 | 21.7 | +8.3 | 9.9 | 6.1 | +3.7 | | | | 290.2 | 188.6 | +101.5 | +28.6 |
| Grand total | 1,967.1 | 1,498.6 | +468.5 | 175.9 | 119.0 | +57.0 | 68.8 | 49.9 | +18.9 | 5.7 | 6.1 | -0.4 | 2,217.5 | 1,673.6 | +543.9 | +185.7 |
| of which effect of ForEX rates conversion | | | +158.1 | | | +19.0 | | | +8.6 | | | | | | +185.7 | |

Note: North America...United States and Canada

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

Consolidated: Factors of Change in Operating Profit (Apr.-Sept. period)



FY2021
Apr.-Sept.
Operating
profit

***1 Breakdown for Change in volume**

- Non-Consolidated + 23.7 bil.
- Subsidiaries +23.1 bil.
(of which Maruti Suzuki India + 13.5 bil.)

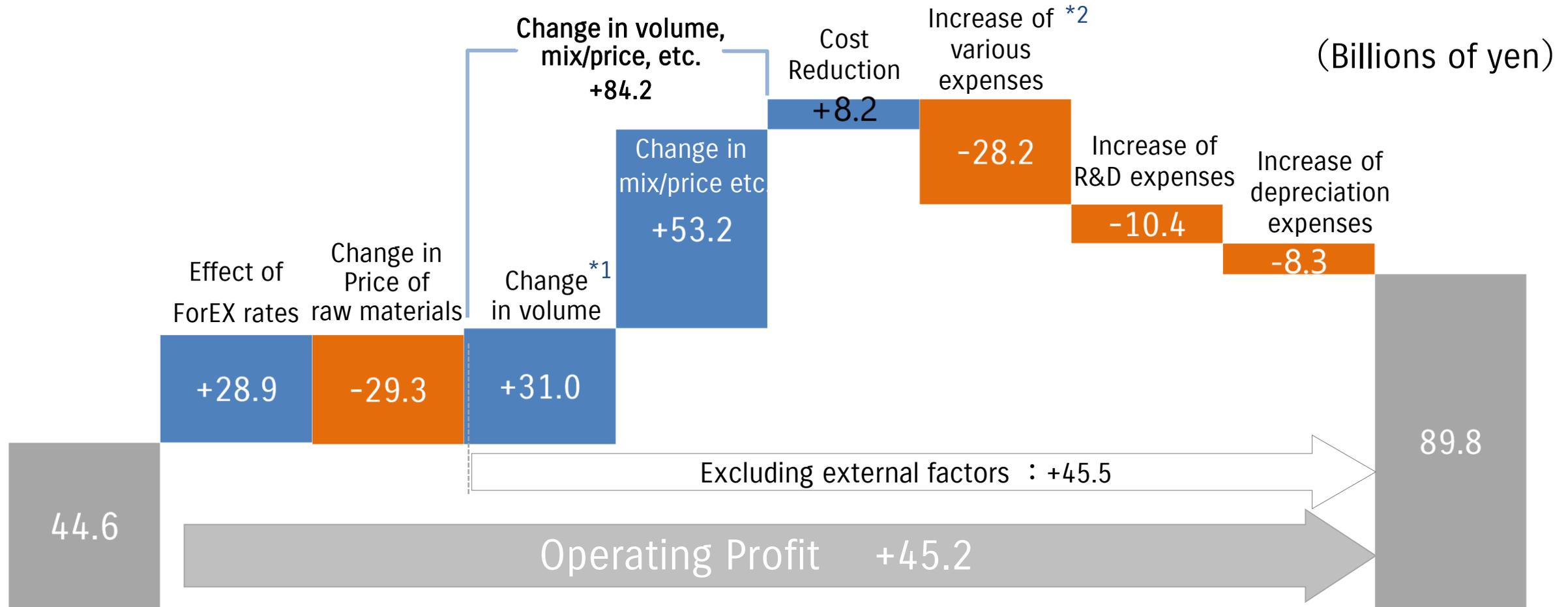
***2 Breakdown for Increase of various expenses**

- Shipping cost -23.9 bil.
- Marketing costs - 5.0 bil.
- Labor cost - 2.8 bil. etc.

FY2022
Apr.-Sept.
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.".

Consolidated: Factors of Change in Operating Profit (Jul.-Sept. period)



FY2021
Jul.-Sept.
Operating
profit

***1 Breakdown for Change in volume**

- Non-Consolidated + 18.5 bil.
- Subsidiaries +12.5 bil.
(of which Maruti Suzuki India + 4.8 bil.)

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

- Shipping cost -13.3 bil.
- Quality-related costs - 9.0 bil.
- Marketing costs - 1.4 bil. etc.

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.".

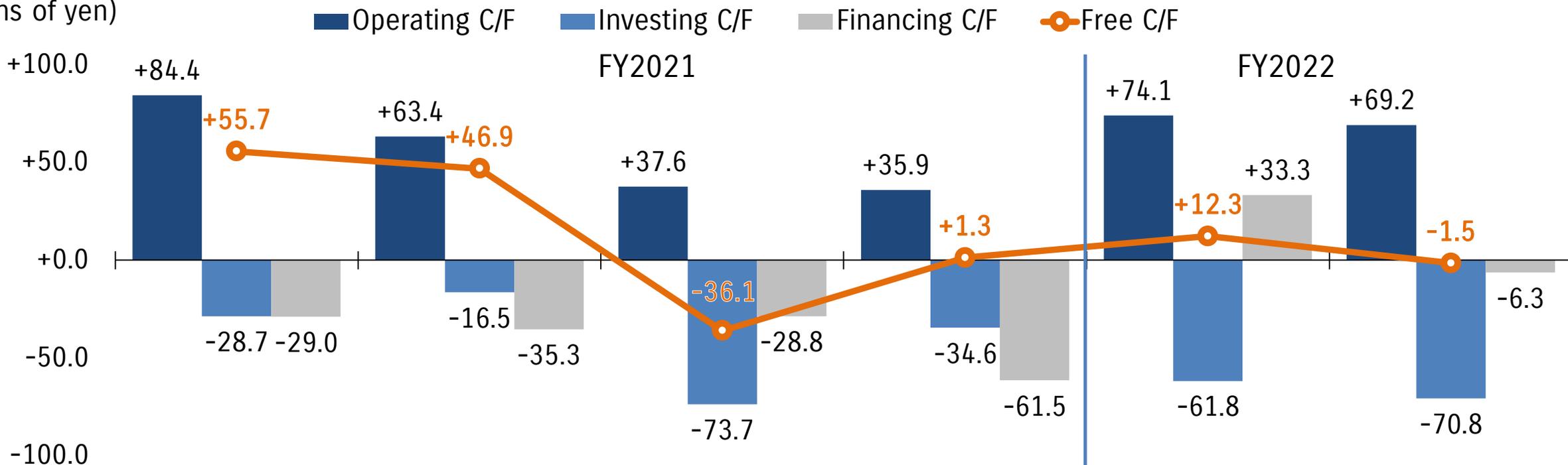
| | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change | Effect of ForEX rates in operating profit |
|-----------------------|----------------------------------|----------------------------------|-----------|--|
| Indian Rupee | 1.72 yen | 1.49 yen | +0.23 yen | +15.5 bln yen |
| US Dollar | 134 yen | 110 yen | +24 yen | +11.9 bln yen |
| Mexican Peso | 6.66 yen | 5.49 yen | +1.17 yen | +6.3 bln yen |
| Euro | 139 yen | 131 yen | +8 yen | +5.3 bln yen |
| Australian Dollar | 94 yen | 83 yen | +11 yen | +2.8 bln yen |
| South African Rand | 8.23 yen | 7.65 yen | +0.58 yen | +2.3 bln yen |
| 100 Indonesian Rupiah | 0.91 yen | 0.77 yen | +0.14 yen | +2.0 bln yen |
| Sterling Pound | 163 yen | 152 yen | +11 yen | +1.3 bln yen |
| Pakistan Rupee | 0.65 yen | 0.69 yen | -0.04 yen | -1.5 bln yen |
| Others* | – | – | – | +3.7 bln yen |
| Total | | | | +49.6 bln yen |

*Others...Vietnamese Dong +0.8bln yen, etc.

| | FY2022 6 months ('22/4-9) | FY2021 6 months ('21/4-9) | Change |
|-----------------------|------------------------------|------------------------------|---------------|
| (Non-consolidated) | 32.9 bln yen | 25.4 bln yen | +7.5 bln yen |
| (Subsidiaries) | 98.8 bln yen | 57.8 bln yen | +41.0 bln yen |
| Capital Expenditures | 131.7 bln yen | 83.2 bln yen | +48.5 bln yen |
| Depreciation Expenses | 78.1 bln yen | 65.9 bln yen | +12.2 bln yen |
| R&D Expenses | 95.4 bln yen | 77.1 bln yen | +18.3 bln yen |

| | FY2022 Q2 | FY2021 Q2 | | FY2021 Q4 | |
|--|---------------|---------------|--------------|---------------|---------------|
| | ('22/9) | ('21/9) | Change | ('22/3) | Change |
| Interest-Bearing Debt balance | 744.1 bln yen | 737.4 bln yen | +6.7 bln yen | 674.2 bln yen | +69.9 bln yen |
| Consolidated Subsidiaries | 119 | 120 | -1 | 119 | ±0 |
| Entities accounted for using equity method | 32 | 31 | +1 | 32 | ±0 |
| Employees | 70,746 | 70,008 | +738 | 69,193 | +1,553 |

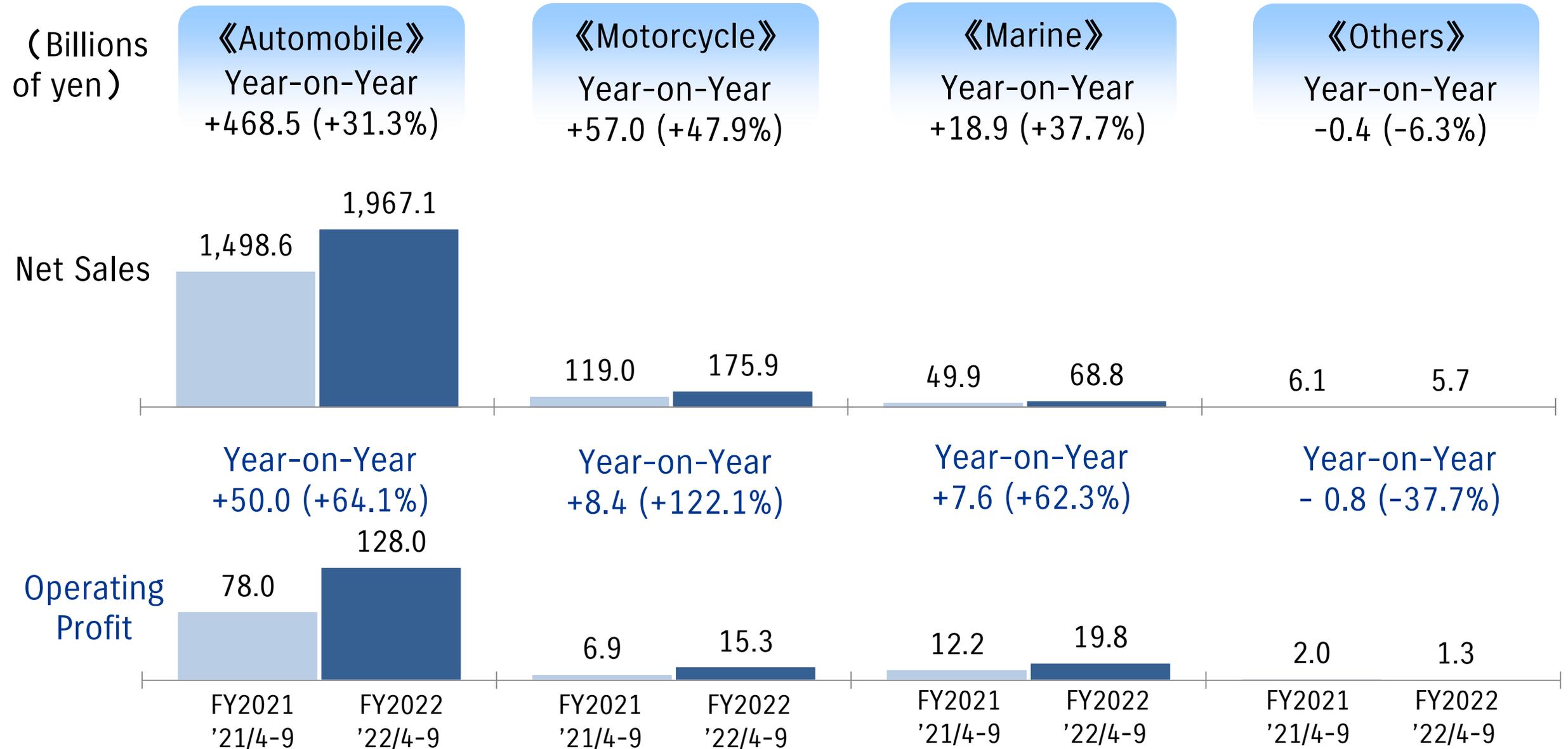
(Billions of yen)



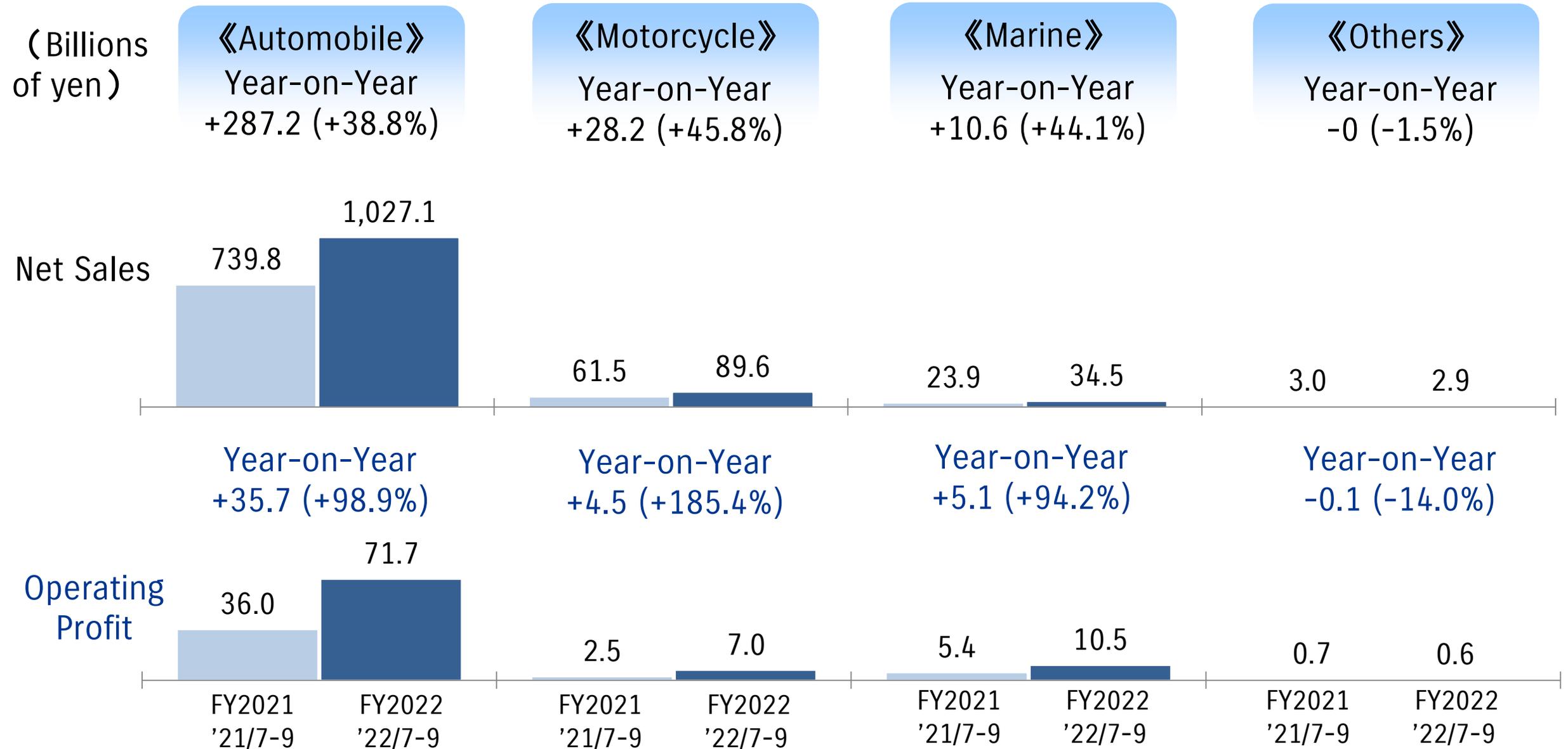
| | 1 Q | 2Q | 3Q | 4Q | 1Q | 2Q |
|-----------------------------|---------|--------|---------|--------|---------|---------|
| Operating C/F | +84.4 | +63.4 | +37.6 | +35.9 | +74.1 | +69.2 |
| Investing C/F | -28.7 | -16.5 | -73.7 | -34.6 | -61.8 | -70.8 |
| Free C/F | +55.7 | +46.9 | -36.1 | +1.3 |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

* Including dividends paid to non-controlling interests

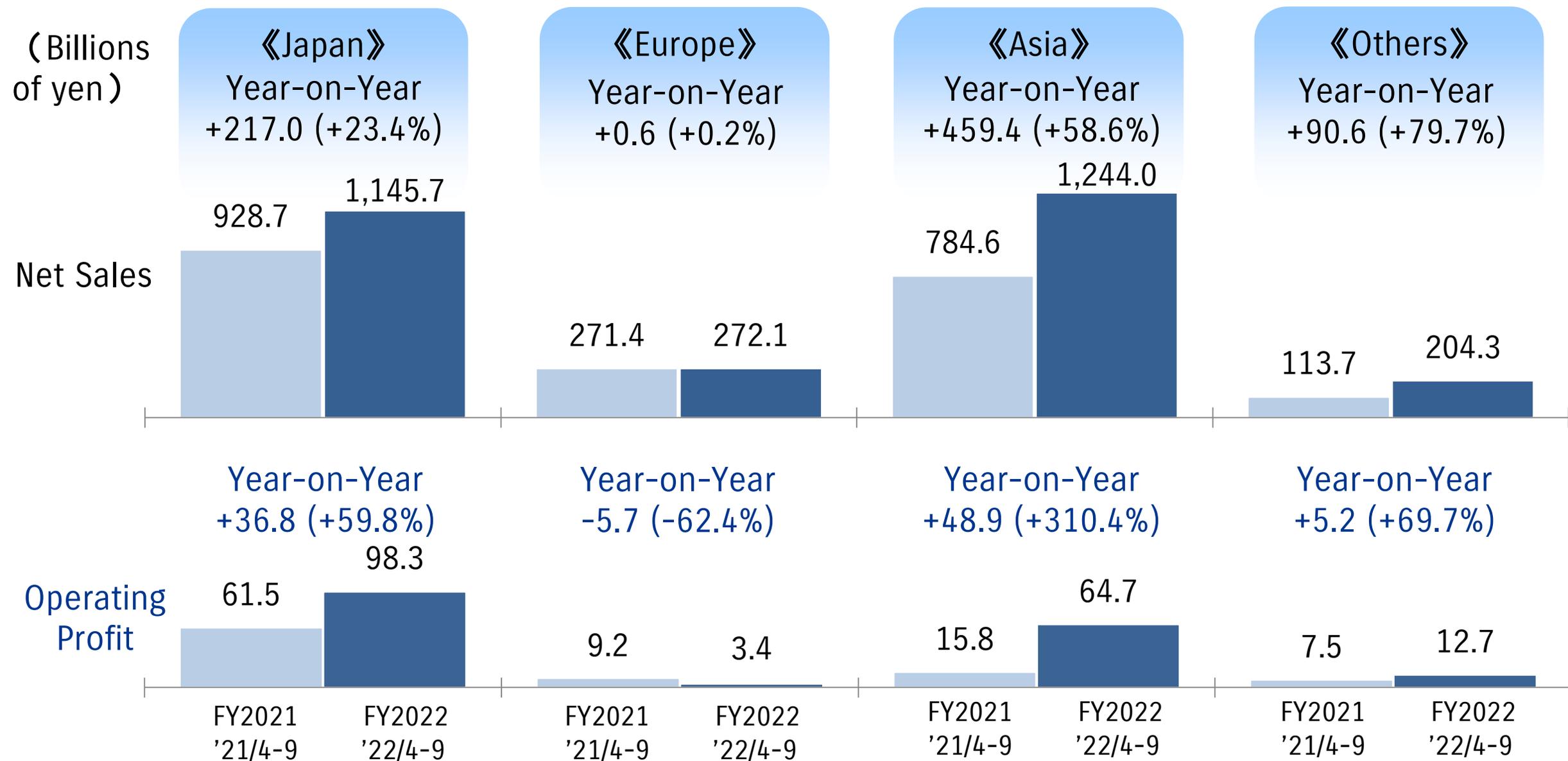
Consolidated: Operating Results by Segment (Apr.-Sept. period)



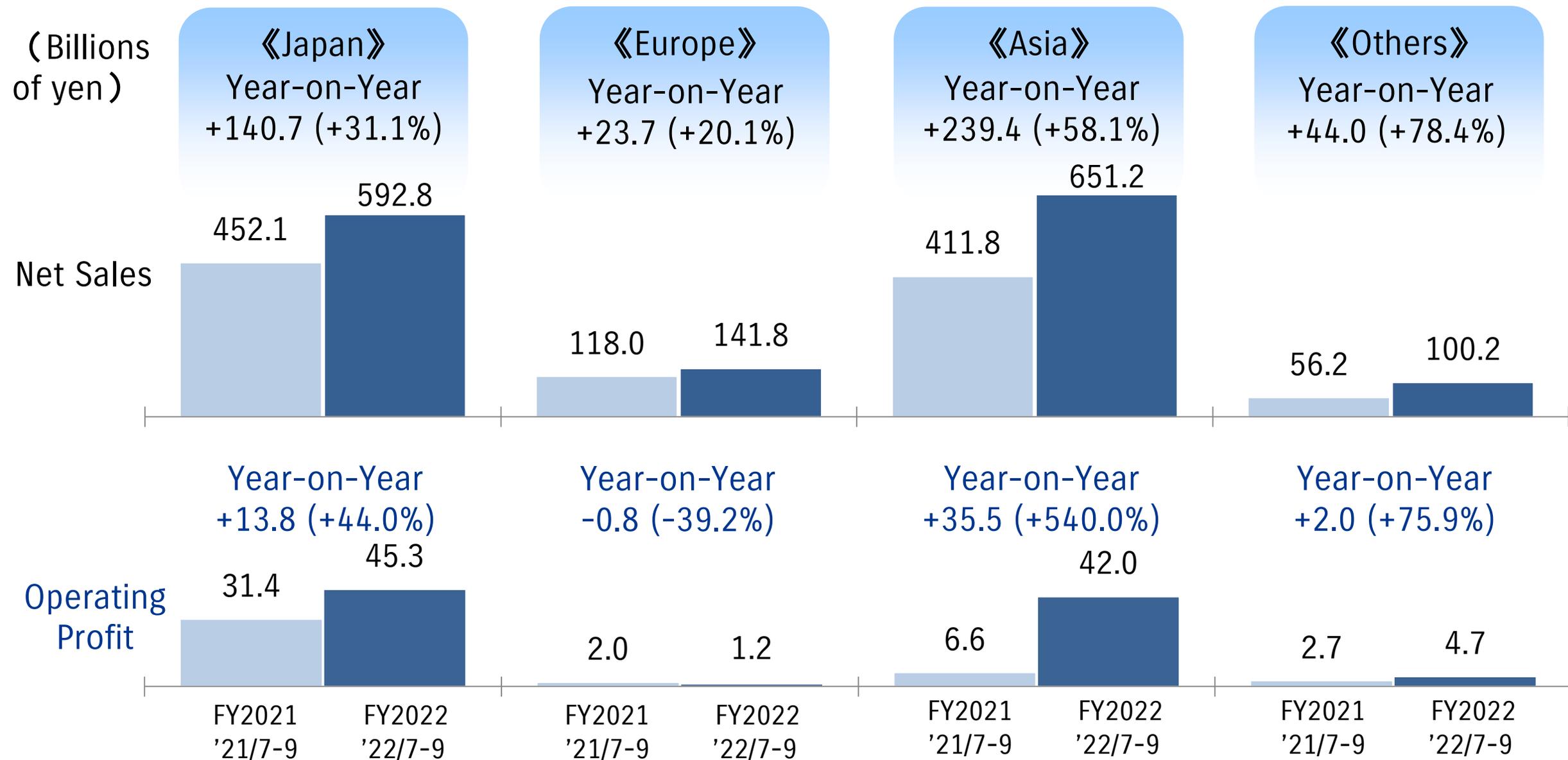
Consolidated: Operating Results by Segment (Jul.-Sept. period)



Consolidated: Operating Results by Geographic Region (Apr.-Sept. period)



Consolidated: Operating Results by Geographic Region (Jul.-Sept. period)



| | | Rupees (Billions of Rupees) ^{*1} | | | Yen Conversion (Billions of yen) | | |
|--|--|---|----------------------|-----------|----------------------------------|----------------------|--------|
| | | FY2022 ('22/4-9) | FY2021 ('21/4-9) | Change | FY2022 ('22/4-9) | FY2021 ('21/4-9) | Change |
| Consoli- dated | Net Sales | 538.3 | 361.0 | +177.3 | 926.0 | 537.9 | +388.1 |
| | Operating Profit ^{*2} (Margin) | 33.1 (6.1%) | 1.8 (0.5%) | +31.3 | 56.9 (6.1%) | 2.6 (0.5%) | +54.3 |
| | Profit before income taxes (Margin) | 40.3 (7.5%) | 12.1 (3.3%) | +28.2 | 69.2 (7.5%) | 18.0 (3.3%) | +51.2 |
| | Profit (Margin) | 31.5 (5.8%) | 9.6 (2.7%) | +21.9 | 54.2 (5.8%) | 14.3 (2.7%) | +39.9 |
| | EX rate | 1.72 yen | 1.49 yen | +0.23 yen | | | |
| Whole- sales (Thousand units) | Domestic ^{*3} | 853 | 628 | +224 | | | |
| | Exports ^{*3} | 133 | 105 | +28 | | | |
| | Total | 985 | 733 | +252 | | | |

*1 Results shown in Rupees are consolidated results announced by Maruti Suzuki India on October 28

*2 Operating Profit is calculated by using the following formula:
 Sales of product
 + Other operating revenues
 - Total Expenses
 + Finance costs

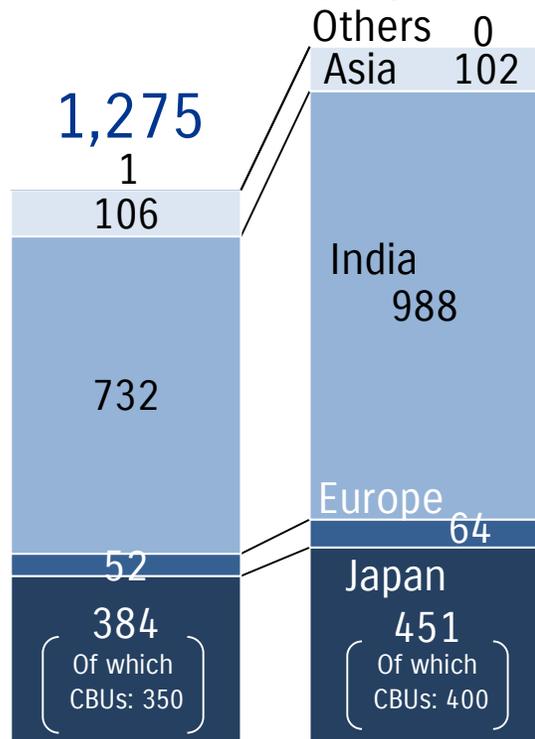
*3 Domestic and exports include OEM units

« Production Result »

+331 (+25.9%)

(Thousand units)

1,606



FY2021
'21/4-9

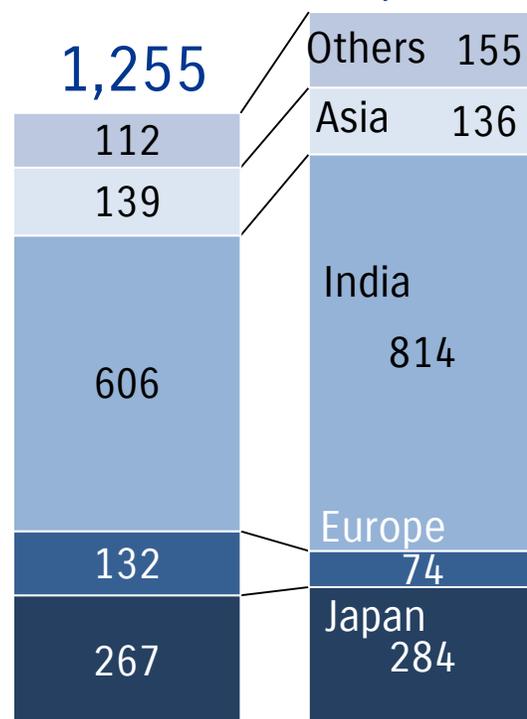
FY2022
'22/4-9

« Sales Result »

+208 (+16.6%)

(Thousand units)

1,463



FY2021
'21/4-9

FY2022
'22/4-9

● FY2022 global sales (Thousand units)

• Global Sales 1,463 (+ 16.6% year-on-year)

(Breakdown of global sales)

| | |
|--------------------|----------------------------|
| India | 814 (+ 34.4% year-on-year) |
| Japan | 284 (+ 6.1% year-on-year) |
| Europe | 74 (- 43.5% year-on-year) |
| Asia (excl. India) | 136 (- 1.6% year-on-year) |
| Others | 155 (+ 38.4% year-on-year) |

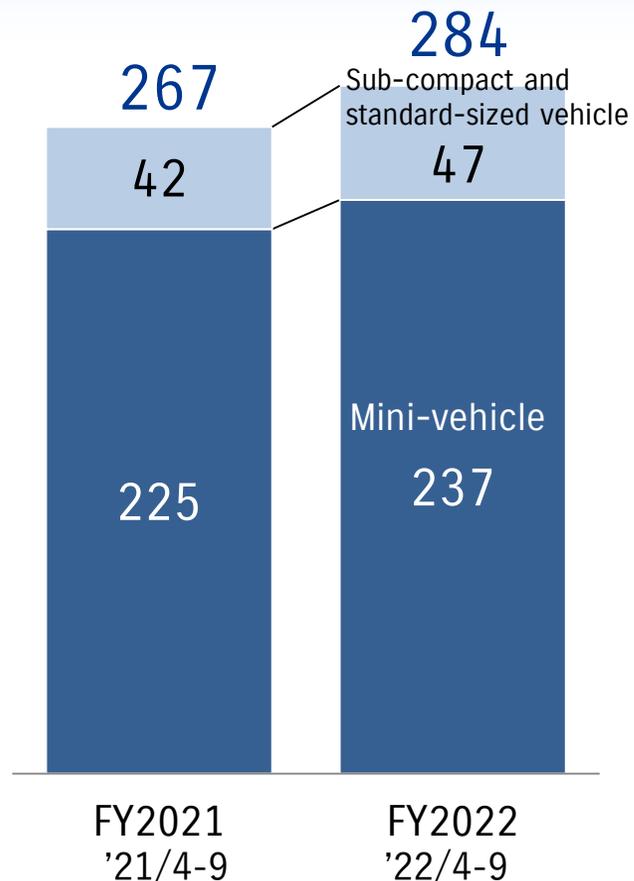
(Breakdown of Asia excl. India)

| | |
|-----------|---------------------------|
| Pakistan | 58 (- 4.9% year-on-year) |
| Indonesia | 42 (- 4.5% year-on-year) |
| Thailand | 10 (+ 1.1% year-on-year) |
| Others | 27 (+ 10.6% year-on-year) |

«Second Quarter Comparison»

+16 (+6.1%)

(Thousand units)



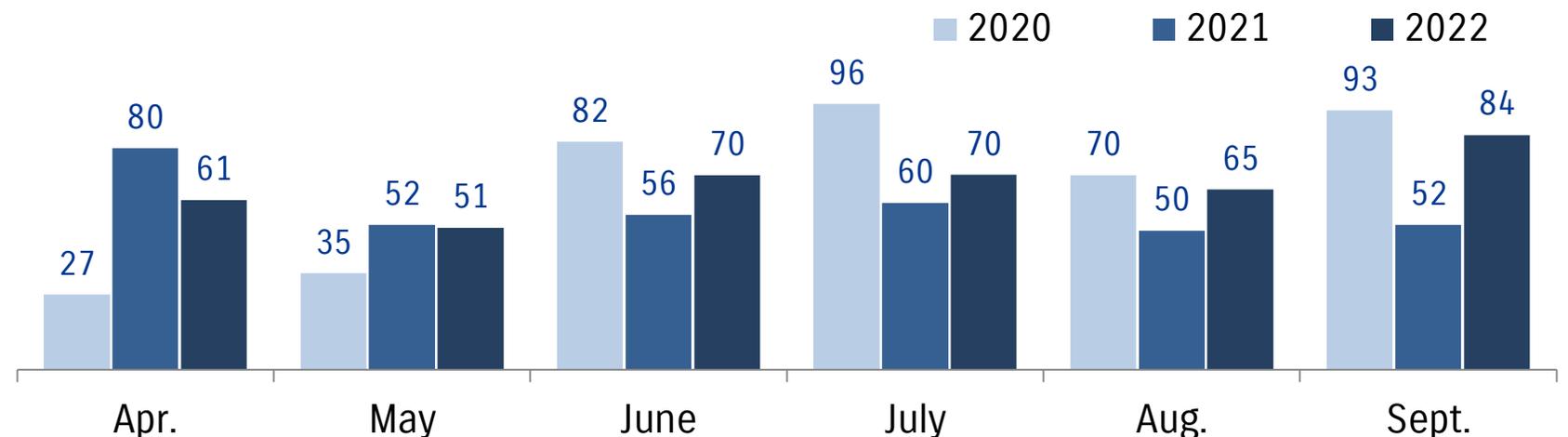
● FY2022 Japan sales

- Domestic automobile sales increased by 6.1% compared with FY2021, due to lower impact of parts supply shortage including semiconductors.

● FY2022 domestic plant operation status

- Domestic plants continued to suffer from suspension of production due to shortage of components since May 2021. Production in the current fiscal year is gradually improving, and between April and September, 400,000 units of CBUs were produced in Japan. (+14.6% year-on-year)

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

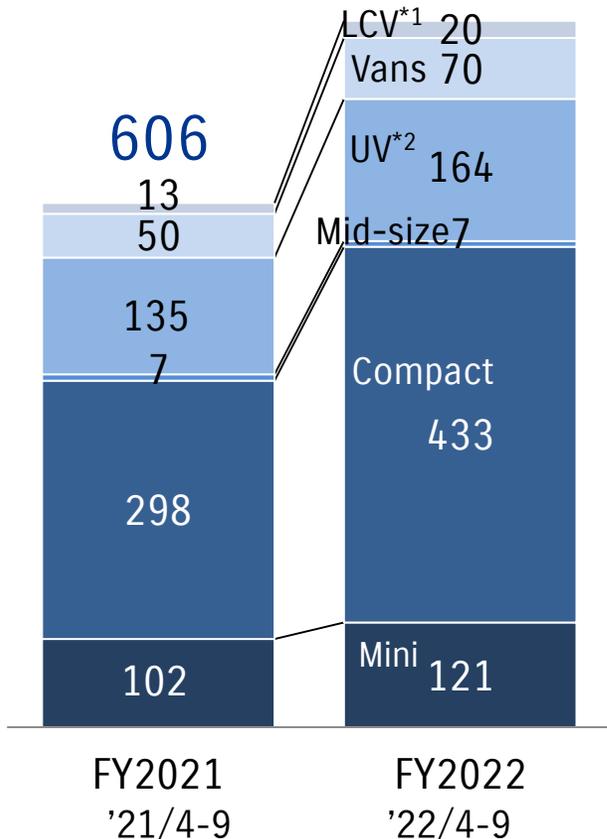


«Second Quarter Comparison»

+208 (+34.4%)

(Thousand units)

814



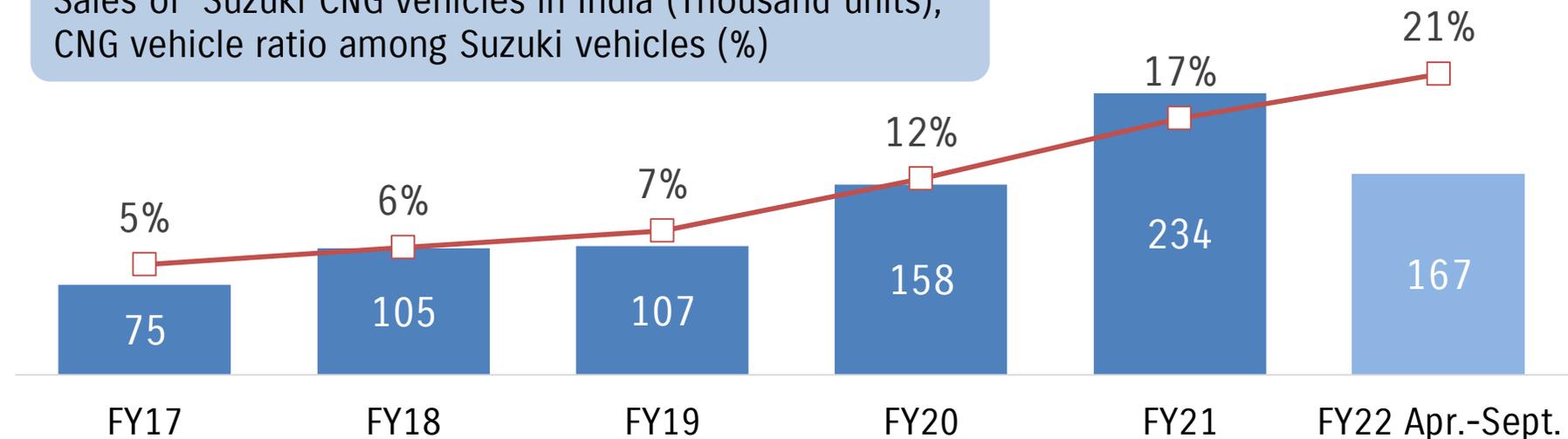
FY2022 India sales

- Sales in India in the same period last year was affected by limited availability of dealers due to lockdown and production decline due to shortage of parts supply including semiconductors.
- Growth in UV segment due to introduction of new “Brezza” and new SUV “Grand Vitara” resulted in increase by 34.4% year-on-year

Promotion of CNG vehicles

- The percentage of CNG vehicles in Suzuki sales during the second quarter was 21%, sales of CNG vehicles accounted for 30% of models with CNG variants.

Sales of Suzuki CNG vehicles in India (Thousand units), CNG vehicle ratio among Suzuki vehicles (%)



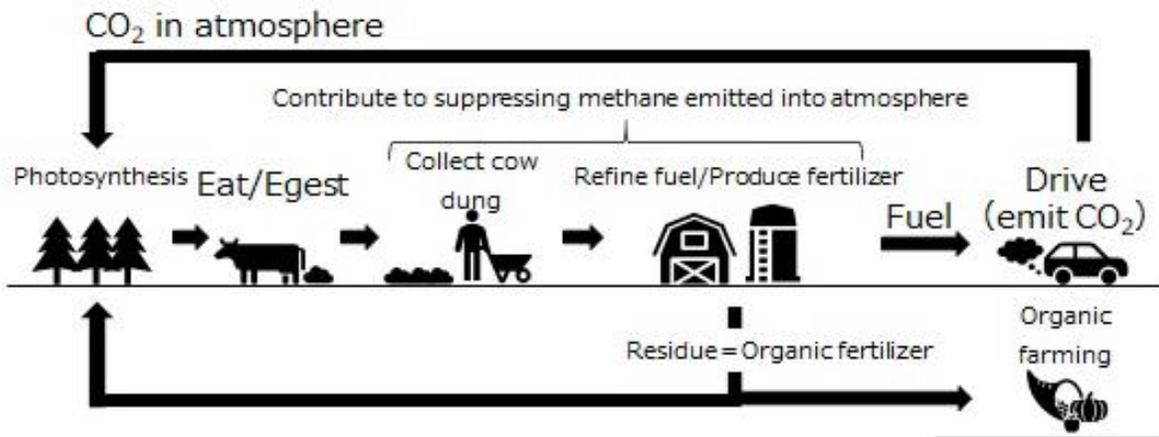
Note: Wholesales include commercial vehicles and exclude OEM units *1 LCV=Light Commercial Vehicles *2 UV =Utilities Vehicles

● Contribute to the formation of a Carbon Neutral and Sustainable Society in India

- On Aug. 31, Suzuki announced signing of a memorandum of understanding with the Indian government agency National Dairy Development Board (NDDB), to start a Biogas Demonstration Project.
- Suzuki and NDDB will study business model for the future commercialization of biogas and its potential for widespread use, in view of establishing a joint venture.



Overview of Biogas Project



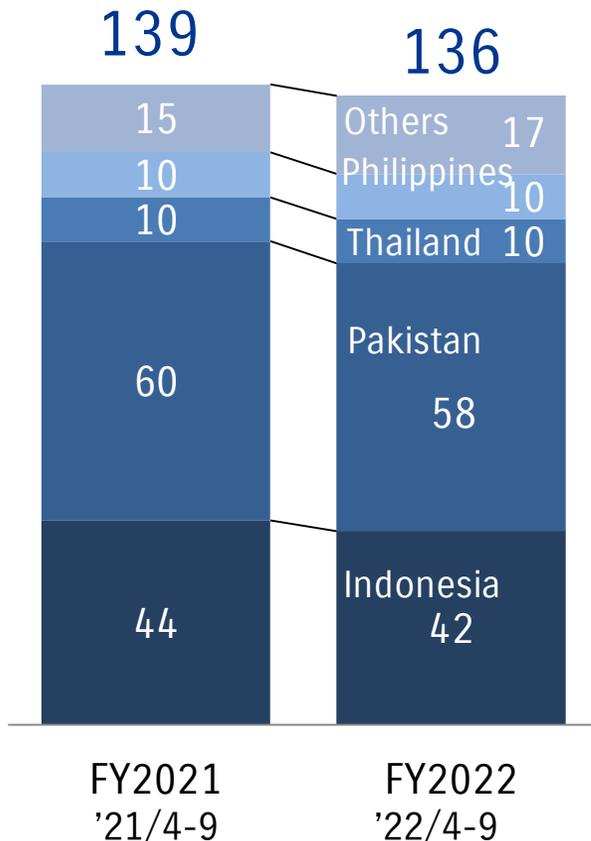
Effects

- Suppressing methane emitted into atmosphere that has 28 times larger greenhouse effect than those of CO₂ by artificially generating biogas from methane included in grass-derived cow dung and refining fuel for automobiles
- As this fuel derives from CO₂ emitted into the atmosphere, this is a carbon neutral fuel.
- The residue from the biogas can also be used as organic fertilizer, contributing to the organic fertilizer promotion policy by the Government of India.
- Contribute to revitalizing rural communities, creating new jobs, recycling waste, improving energy self-sufficiency, and creating a recycling-oriented society

«Second Quarter Comparison»

-2 (-1.6%)

(Thousand units)



● FY2022 Asia excluding India

< Indonesia >

- Domestic sales declined by 4.5% year-on-year mainly due to the end of the exemption of automobile luxury tax.
- Suzuki launched the new Ertiga Hybrid in June and started exporting it to ASEAN and Latin America.
- Promote sales expansion of Ertiga and XL7

< Pakistan >

- Since July, due to the Central Bank's restrictions on foreign currency remittances, customs clearance of KD components became unavailable and the supply of vehicles became insufficient, resulting in sales of April-September down by 4.9% from the previous year.

< Thailand >

- Sales volume remained at the same level as the previous year
- Aim to expand sales with special edition Swift, XL7, etc.

< Philippines >

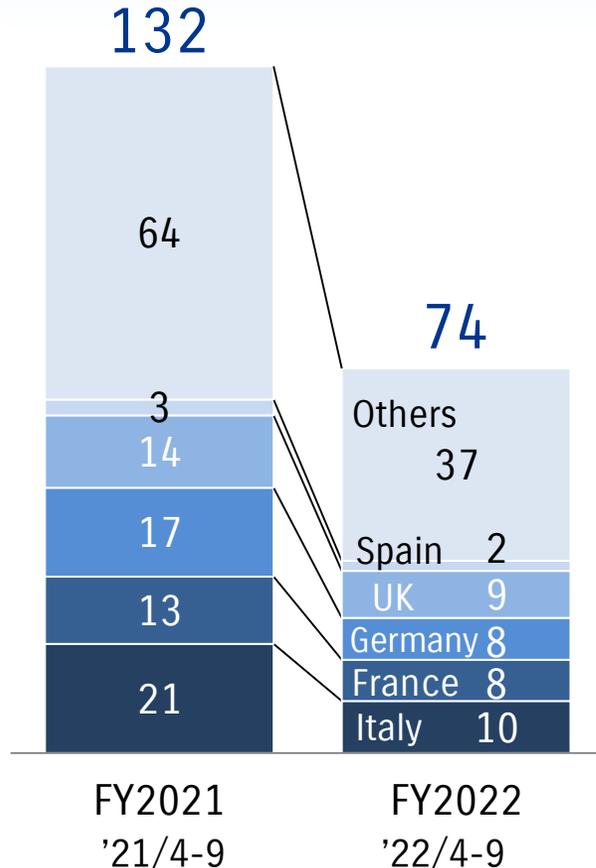
- Sales volume maintained the same level as last year due to strong sales of Ertiga and XL7.



«Second Quarter Comparison»

-57 (-43.5%)

(Thousand units)



● FY2022 Europe sales

- 74,000 units were sold, down by 43.5% year-on-year, due to lack of product supply.
- Although the semiconductor procurement situation has improved, Magyar Suzuki continues to cut production due to labor shortages.
- Following VITARA, the S-CROSS has been equipped with Suzuki's original strong hybrid system from October.

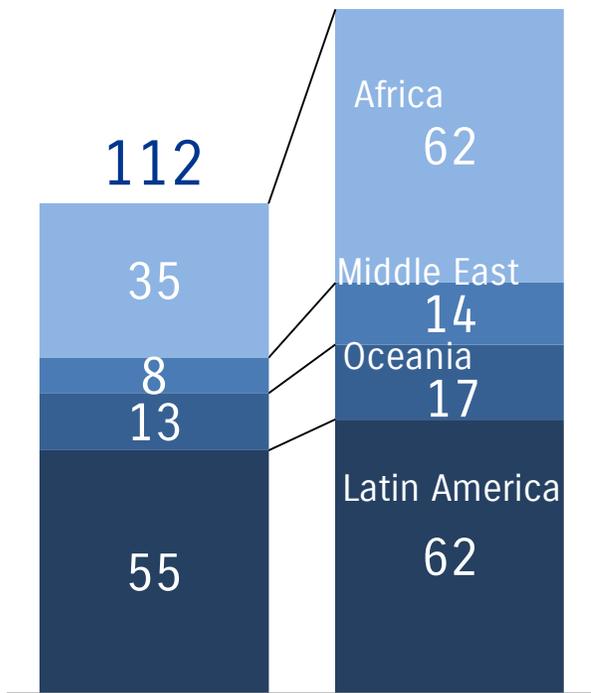


«Second Quarter Comparison»

+43 (+38.4%)

(Thousand units)

155



FY2021
'21/4-9

FY2022
'22/4-9

● FY2022 Other markets

< Africa >

- April-September Africa sales rose by 74.7% to 62,000 units

South Africa

26,000 units (+ 93.3% year-on-year)

Market share jumped from 5.8% to 10.1%

Egypt

10,000 units (- 4.2% year-on-year)

Ethiopia

8,000 units (+ 156.2% year-on-year)

Cote d'Ivoire

5,000 units (+ 103.0% year-on-year)

Angola

4,000 units (+ 128.9% year-on-year)

Other

10,000 units (+ 105.1% year-on-year)

< Middle East >

- Increase of 66.6% in the Middle East, mainly in Saudi Arabia

< Oceania >

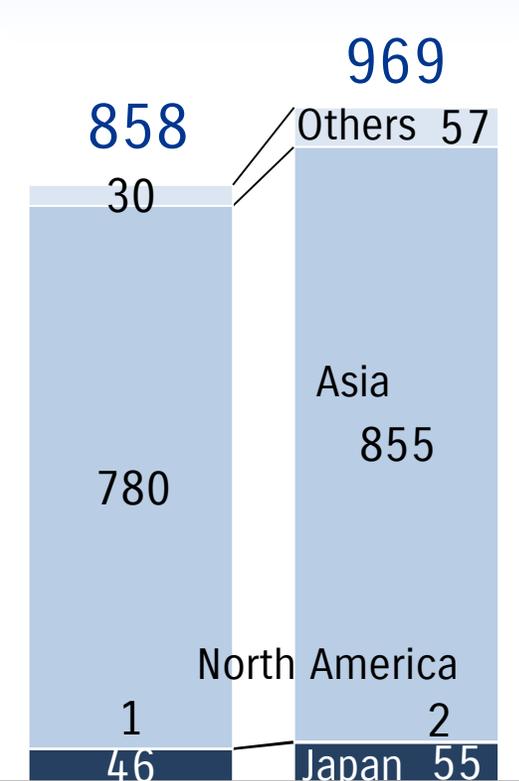
- Sales in Oceania rose by 29.9% to 17,000 units.
Australia sold 12,000 units, up by 39.5% from the previous year.

< Latin America >

- Latin America sales were 62,000 units, up by 12.8% year-on-year.
Mexico sold 21,000 units, up by 40.6% from the previous year.

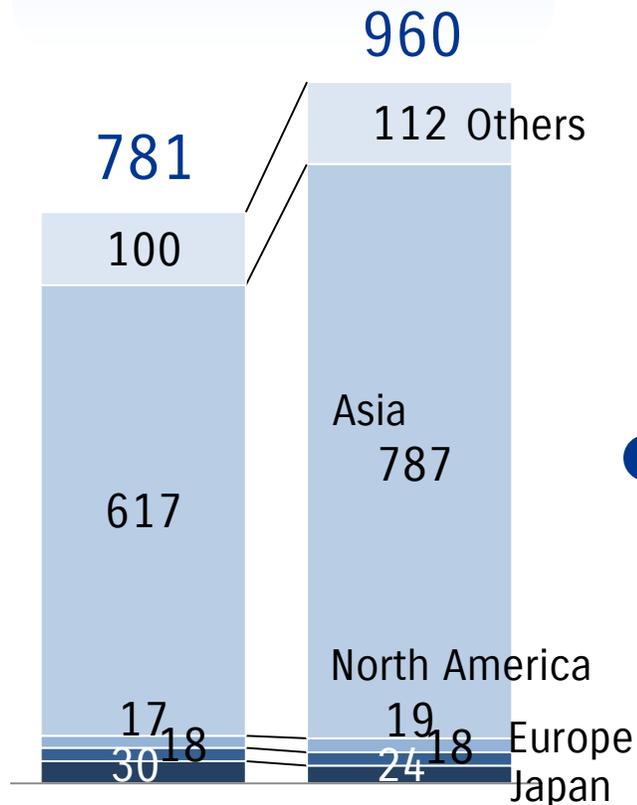
« Production Result »

+111 (+13.0%)
(Thousand units)



« Sales Result »

+179 (+22.9%)
(Thousand units)



● FY2022 global sales (Thousand units)

| | |
|----------------------|------------------------------|
| • Global sales | 960 (+ 22.9% year-on-year) |
| • Asia | 787 (+ 27.5% year-on-year) |
| Japan | 24 (- 18.5% year-on-year) |
| Europe | 18 (- 0.4% year-on-year) |
| North America | 19 (+ 16.7% year-on-year) |
| Others | 112 (+ 12.3% year-on-year) |
| (Breakdown of Asia) | |
| India | 350 (+ 35.7% year-on-year) |
| China | 245 (+ 10.2% year-on-year) |
| Philippines | 99 (+ 37.2% year-on-year) |
| Pakistan | 20 (+ 23.6% year-on-year) |
| Others | 72 (+ 50.0% year-on-year) |

● World-Premiere of the New Luxury Scooter BURGMAN STREET 125EX

- BURGMAN STREET 125EX will be introduced in Europe together with the new Address 125 and Avenis 125 from Spring 2023



New BURGMAN STREET 125EX

FY2021
'21/4-9

FY2022
'22/4-9

FY2021
'21/4-9

FY2022
'22/4-9

● Exit from MotoGP and EWC factory participation

- Decided to end participation in MotoGP and EWC at the end of the 2022 season due to the need to reallocate resources to other initiatives for sustainability
- Going forward, Suzuki will concentrate our costs and human resources on developing new technologies to its efforts on the big changes that the current economical situation and the Automotive world is facing in these years

We would like to express our deepest gratitude to all those who have supported Suzuki's motorcycle racing activities for many years and to all Suzuki fans who have given us their enthusiastic support.



● Recent racing results

MotoGP

| | |
|------|--|
| 2020 | <ul style="list-style-type: none"> • Joan Mir becomes 2020 MotoGP World Champion • Team SUZUKI ECSTAR achieves its first Team Title |
| 2022 | <ul style="list-style-type: none"> • Alex Rins Wins at the MotoGP 18th Round • Alex Rins won the final round, Suzuki bid farewell to MotoGP with a victory |

EWC

| | |
|------|--|
| 2021 | <ul style="list-style-type: none"> • Suzuki Wins 2021 FIM Endurance World Championship Title 20th title for Suzuki |
| 2022 | <ul style="list-style-type: none"> • Suzuki Wins the First Round of 2022 FIM Endurance World Championship, 24 Heures Motos at Le Mans for the second consecutive year |

FY2022 results

- Net sales increased by 18.9 billion yen (+37.7%) to 68.8 billion yen, and operating profit increased by 7.6 billion yen (+62.3%) to 19.8 billion yen year-on-year.
- Record high net sales and operating profit throughout all of second quarters.

Production of outboard motors equipped with Micro-Plastic Collecting Device begins

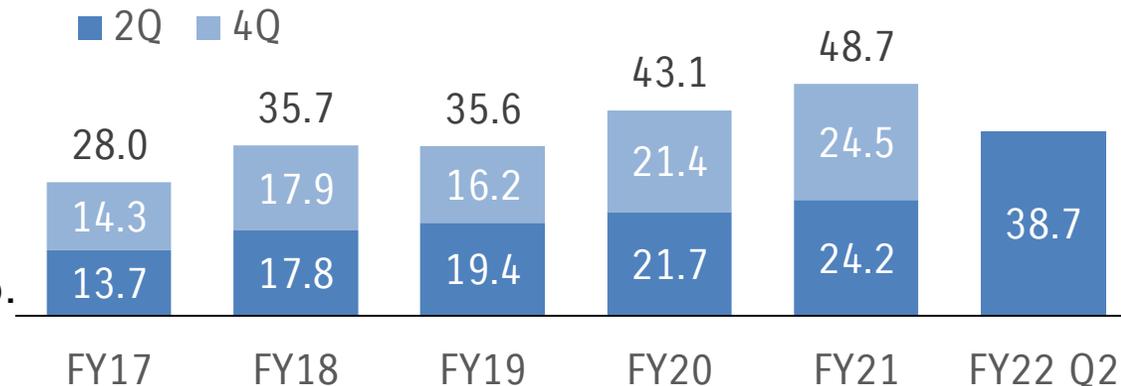
- Production of five mid-size outboard motors with the world's first Micro-Plastic Collecting Device as standard equipment began in July. The product will be shipped worldwide, including to major markets such as North America and Europe.



North America sales trends

- Orders for large Japan production models continue to be strong in North America.
- Sales grew both in terms of supply to boat builders and in capturing demand for outboard motor replacements for existing boats caused by a shortage of new boat stocks.

North America Sales Trends (billions of yen)



Suzuki outboard motors achieved accumulated global production of four million units on October 27

- Production began at the Takatsuka headquarters plant in 1965.
- Currently produced at the Kosai Plant and Thai Suzuki.

While there is no change in our perception that the risk of global recession is increasing, we have revised the forecast upward to reflect the progress of the first half of the fiscal year and the review of unit sales and the weak yen.

| (Billions of yen) | | FY2022 (^{'22/4-} '23/3) | FY2021 (^{'21/4-} '22/3) | Change | | Record | Comparison with previous forecast | |
|---|---------------------------------|--------------------------------------|--------------------------------------|--------|--------|---|-----------------------------------|---------|
| | | | | | Ratio | | (^{'22/4-} '23/3) | Change |
| Consolidated Financial Results | Net Sales | 4,500.0 | 3,568.4 | +931.6 | +26.1% | Increase for the second consecutive period | 3,900.0 | + 600.0 |
| | Operating Profit (Margin) | 290.0 (6.4%) | 191.5 (5.4%) | +98.5 | +51.5% | Increase for the first time in five periods | 195.0 (5.0%) | + 95.0 |
| | Ordinary Profit (Margin) | 320.0 (7.1%) | 262.9 (7.4%) | +57.1 | +21.7% | Increase for the third consecutive period | 220.0 (5.6%) | + 100.0 |
| | Profit* (Margin) | 190.0 (4.2%) | 160.3 (4.5%) | +29.7 | +18.5% | Increase for the third consecutive period | 135.0 (3.5%) | + 55.0 |
| Worldwide Sales Volume (Thousand units) | Automobile | 3,041 | 2,707 | +334 | +12.3% | | 2,908 | + 133 |
| | Motorcycle | 1,863 | 1,639 | +224 | +13.7% | | 1,787 | + 76 |
| Cash Dividends | Annual cash dividends per share | TBD | 91 yen | - | - | - | 91 yen | - |

*Profit attributable to owners of parent

Full year forecast (Factors of Change and ForEX Rates)

<Factors of Change in Operating Profit>

| (Billions of yen) | FY2022 Forecast |
|----------------------------------|-----------------|
| Change in volume | +86.8 |
| Change in mix/price, etc. | +119.5 |
| Cost reduction | +35.0 |
| Effect of ForEX rates | +85.0 |
| Change in price of raw materials | -110.0 |
| Increase of various expenses | -70.0 |
| Increase of R&D expenses | -39.3 |
| Increase of depreciation | -8.5 |
| Total | +98.5 |

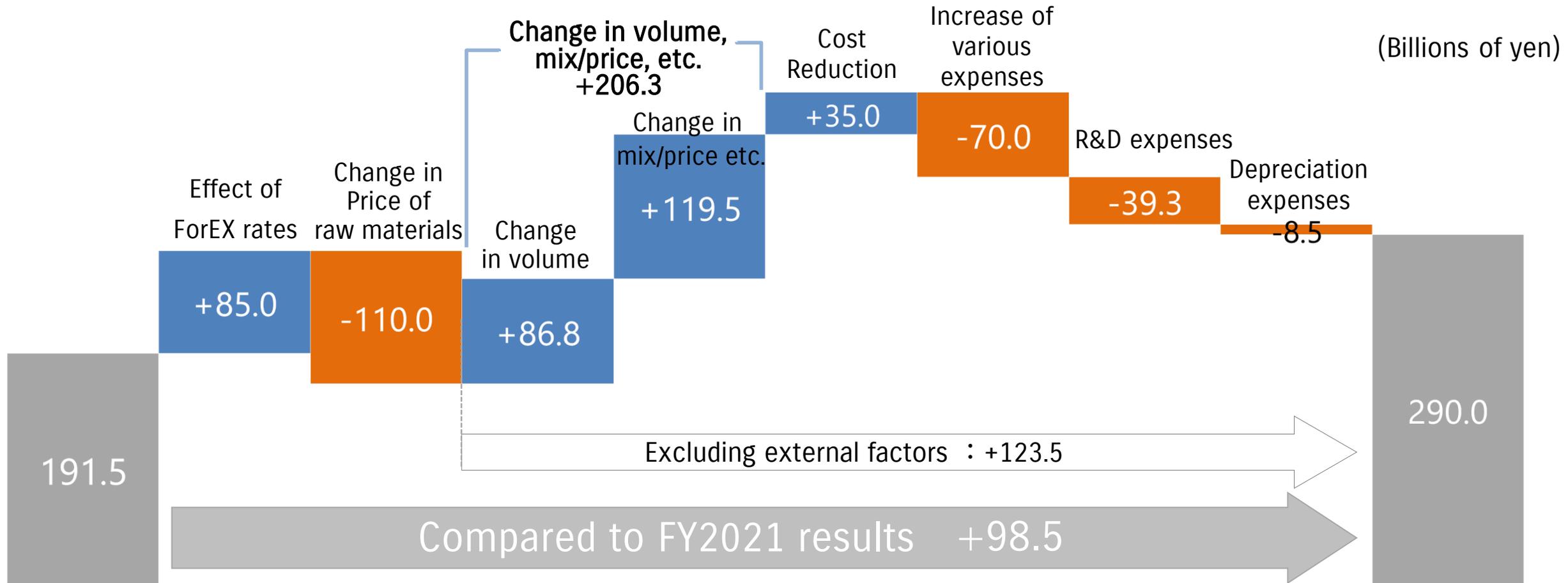
<Foreign Exchange Rates>

| | FY2022 Forecast | FY2021 Result | Change | 2nd Half Forecast | Effect of ForEX rates in operating profit |
|------------------------------------|-----------------|---------------|-----------|-------------------|---|
| Indian Rupee | 1.72 yen | 1.52 yen | +0.20 yen | 1.72 yen | +27.0 bln yen |
| US Dollar | 136 yen | 112 yen | +24 yen | 138 yen | +21.9 bln yen |
| Euro | 138 yen | 131 yen | +7 yen | 138 yen | +12.1 bln yen |
| Mexican Peso | 6.68 yen | 5.53 yen | +1.15 yen | 6.70 yen | +11.6 bln yen |
| Australian Dollar | 93 yen | 83 yen | +10 yen | 92 yen | +4.0 bln yen |
| South African Rand | 8.07 yen | 7.58 yen | +0.49 yen | 7.90 yen | +2.9 bln yen |
| Sterling Pound | 160 yen | 154 yen | +6 yen | 158 yen | +2.0 bln yen |
| 100 Indonesian Rupiah | 0.91 yen | 0.79 yen | +0.12 yen | 0.91 yen | +3.7 bln yen |
| New Zealand Dollar | 83 yen | 78 yen | +5 yen | 82 yen | +0.9 bln yen |
| Pakistan Rupee | 0.63 yen | 0.68 yen | -0.05 yen | 0.61 yen | -3.9 bln yen |
| Others | - | | | | +2.8 bln yen |
| Effect of ForEX rates total | | | | | +85.0 bln yen |

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

| (Billions of yen) | FY2022 Forecast | Comparison with FY2021 | |
|-----------------------|-----------------|------------------------|--------|
| | | FY 2021 Result | Change |
| Capital Expenditures | 290.0 | 189.4 | +100.6 |
| Depreciation Expenses | 170.0 | 161.5 | +8.5 |
| R&D Expenses | 200.0 | 160.7 | +39.3 |

Full year forecast (Factors of Change in Operating Profit • Compared with FY2021)

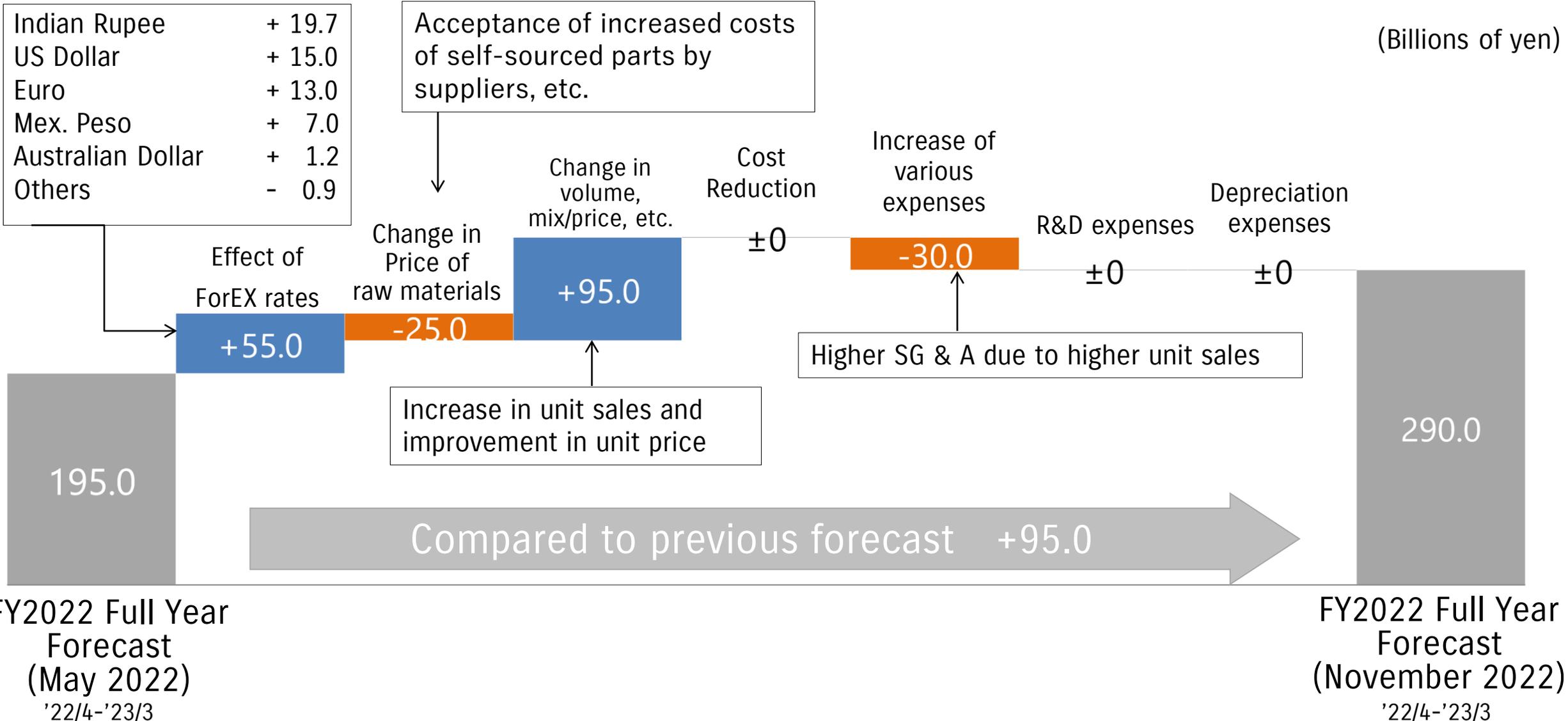


FY2021 Full Year Results
'21/4-'22/3

FY2022 Full Year Forecast
'22/4-'23/3

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."

Full year forecast (Factors of Change in Operating Profit • Compared with May)



Note: "Change in volume, mix/price, etc." is displayed in total because previously announced figures have not been broken down into "change in volume" and "change in mix/price, etc.".

| (Thousand units) | Production | | | | Sales | | | |
|---------------------------|-------------------|-----------------|-------------|--------------------------------------|-------------------|-----------------|-------------|--------------------------------------|
| | Forecast (FY2022) | Result (FY2021) | Change | Revised units from previous forecast | Forecast (FY2022) | Result (FY2021) | Change | Revised units from previous forecast |
| <Automobile> | | | | | | | | |
| Japan | 994 | 840 | +154 | -41 | 648 | 561 | +87 | -15 |
| Europe | 141 | 100 | +41 | +5 | 182 | 225 | -43 | -17 |
| Asia | 2,134 | 1,882 | +252 | +208 | 1,930 | 1,666 | +264 | +136 |
| Others | 0 | 1 | -1 | - | 282 | 254 | +28 | +30 |
| Total | 3,269 | 2,822 | +447 | +173 | 3,041 | 2,707 | +334 | +133 |

<Motorcycle>

| | | | | | | | | |
|--------------|--------------|--------------|------------|-------------|--------------|--------------|-------------|------------|
| Japan | 114 | 99 | +15 | -5 | 52 | 53 | -1 | -2 |
| Europe | - | - | - | - | 33 | 28 | +5 | -5 |
| N.America | 3 | 3 | -0 | -1 | 33 | 29 | +4 | +3 |
| Asia | 1,653 | 1,611 | +42 | +119 | 1,537 | 1,324 | +213 | +74 |
| Others | 91 | 71 | +20 | +27 | 208 | 205 | +3 | +7 |
| Total | 1,861 | 1,784 | +77 | +140 | 1,863 | 1,639 | +224 | +76 |

Automobile sales outlook in India is +21% year-on-year

FY2022 Second Quarter Financial Results



GRAND VITARA
A NEW BREED OF SUVs

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]