

<Reference for FY2015 (The 150th Fiscal Year) > [Consolidated]

10 May 2016
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2014			FY2015			FY2016 Forecast			
		April 2014- March 2015		Ratio	April 2015- March 2016		Ratio	April 2016 - March 2017		Ratio	
		Change			Change			Change			
Net Sales		3,015.5	+77.2	+2.6%	3,180.7	+165.2	+5.5%	3,100.0	-80.7	-2.5%	
	Domestic Sales	1,094.6	-38.1	-3.4%	1,047.9	-46.7	-4.3%	1,030.0	-17.9	-1.7%	
	Suzuki brand	964.0	-43.5	-4.3%	944.7	-19.3	-2.0%	940.0	-4.7	-0.5%	
	OEM sales	130.6	+5.4	+4.2%	103.2	-27.4	-20.9%	90.0	-13.2	-12.8%	
	Overseas Sales	1,920.9	+115.3	+6.4%	2,132.8	+211.9	+11.0%	2,070.0	-62.8	-2.9%	
Operating Income margin		179.4	-8.3	-4.4%	195.3	+15.9	+8.9%	180.0	-15.3	-7.8%	
		6.0%			6.1%			5.8%			
Ordinary Income margin		194.3	-3.5	-1.8%	209.1	+14.8	+7.6%	185.0	-24.1	-11.5%	
		6.4%			6.6%			6.0%			
Net income attributable to owners of the parent margin		96.9	-10.6	-9.9%	116.7	+19.8	+20.4%	93.0	-23.7	-20.3%	
		3.2%			3.7%			3.0%			
General View		Lower earnings on higher sales			Higher earnings on higher sales			Lower earnings on lower sales			
Factors of change in Operating Income	Factors of Increase		Cost reduction	+27.2	Change in sales, model mix	+58.6	Change in sales, model mix	+54.7			
			Effect of ForEX rates	+22.2	Cost reduction	+24.6	Cost reduction	+29.0			
			Decrease of R&D expenses	+1.2							
			Total	+50.6	Total	+83.2	Total	+83.7			
	Factors of Decrease		Increase of various expenses	-23.6	Increase of depreciation	-33.9	Effect of ForEX rates	-62.0			
			Change in sales, model mix	-18.1	Increase of various expenses	-25.4	Increase of various expenses	-26.0			
		Increase of depreciation	-17.2	Increase of R&D expenses	-5.1	Increase of R&D expenses	-9.0				
				Effect of ForEX rates	-2.9	Increase of depreciation	-2.0				
		Total	-58.9	Total	-67.3	Total	-99.0				
Foreign Exchange Rates				(Effect of ForEX rates)		(Effect of ForEX rates)		(Effect of ForEX rates)			
		USD	110Yen	+10Yen	+3.4	120Yen	+10Yen	+4.2	105Yen	-15Yen	-7.2
		EUR	139Yen	+5Yen	+3.1	133Yen	-6Yen	-6.3	120Yen	-13Yen	-13.4
		INR	1.81Yen	+0.13Yen	+9.6	1.85Yen	+0.04Yen	+3.9	1.60Yen	-0.25Yen	-26.6
		100 IDR	0.91Yen	-0.02Yen	-0.6	0.89Yen	-0.02Yen	-0.6	0.80Yen	-0.09Yen	-2.6
	THB	3.38Yen	+0.20Yen	+0.1	3.44Yen	+0.06Yen	-0.6	3.00Yen	-0.44Yen	+4.3	
Capital Expenditures		194.5	-19.1		171.5	-23.0		220.0	+48.5		
Depreciation Expenses		134.4	+17.2		168.3	+33.9		170.0	+1.7		
R&D Expenses		125.9	-1.2		131.0	+5.1		140.0	+9.0		
Interest-bearing debt		554.7	+109.4		529.3	-25.4					
Cash Flows	Operating Activities		255.0	-67.9		294.1	+39.1				
	Investing Activities		-120.9	+165.7		-242.4	-121.5				
	Financing Activities		84.5	+81.7		-520.4	-604.9				
	Cash Balance		932.3	+221.7		450.1	-482.2				
Operating results by Business	M/C	Sales	250.5	-16.1	-6.0%	233.9	-16.6	-6.6%			
		Operating Income margin	-0.7	-0.8	-	-10.2	-9.5	-			
	A/M	Sales	2,702.0	+86.3	+3.3%	2,878.5	+176.5	+6.5%			
		Operating Income margin	171.8	-7.5	-4.2%	192.6	+20.8	+12.1%			
	M/P	Sales	63.0	+7.0	+12.5%	68.3	+5.3	+8.3%			
		Operating Income margin	8.3	-0.0	-0.9%	12.9	+4.6	+55.8%			
		13.1%			18.9%						
Operating results by Geographical Areas	Japan	Sales	1,765.0	+63.3	+3.7%	1,810.2	+45.2	+2.6%			
		Operating Income margin	90.7	-43.8	-32.6%	84.8	-5.9	-6.5%			
	Europe	Sales	436.1	+59.6	+15.9%	550.5	+114.4	+26.2%			
		Operating Income margin	5.1	+0.9	+23.2%	6.7	+1.6	+31.4%			
	Asia	Sales	1,306.2	+130.8	+11.1%	1,496.1	+189.9	+14.5%			
		Operating Income margin	81.6	+22.2	+37.3%	103.8	+22.2	+27.2%			
Others	Sales	159.2	+8.2	+5.4%	154.4	-4.8	-3.0%				
	Operating Income margin	2.6	+2.4	+983.2%	2.4	-0.2	-7.2%				
		1.6%			1.6%						
Number of Consolidated Subsidiaries		133	±0		136	+3					
Number of Affiliates with application of equity method		35	-2		33	-2					
Number of Employees		57,409	-340		61,601	+4,192					

* M/C: Motorcycle A/M: Automobile M/P: Marine and Power products, etc.

<Reference for FY2015 (The 150th Fiscal Year) > [Units (Production & Sales)]

10 May 2016

SUZUKI MOTOR CORPORATION

(Thousand units)

	FY2014 (Apr.2014- Mar. 2015)	FY2015							FY2016 full-year forecast (April 2016 - March 2017)			
		(Apr.-Dec. 2015)	(January - March 2016)		(April 2015 - March 2016)			Change	Ratio	Change	Ratio	
			Change	Ratio	Change	Ratio						
<Motorcycles and ATVs>	Domestic	49	25	7	-3	-30.6%	32	-18	-35.8%	35	+3	+10.5%
	Export	105	70	21	-7	-24.2%	91	-14	-13.3%	98	+7	+8.2%
	Domestic production (Including ATVs)	154	95	28	-10	-25.8%	122	-32	-20.5%	133	+11	+8.8%
	(ATVs only)	12	10	3	+0	+0.4%	14	+2	+12.7%	12	-2	-11.4%
	North America	5	4	1	-0	-8.3%	4	-1	-15.0%	6	+2	+35.2%
	China	667	443	111	-36	-24.5%	554	-113	-16.9%	/		
	Indonesia	234	83	37	+13	+55.1%	120	-114	-48.7%			
	India	382	283	93	-5	-4.8%	377	-6	-1.5%			
	Others	271	168	59	-15	-20.3%	227	-44	-16.2%			
	Asia	1,554	978	300	-42	-12.4%	1,278	-276	-17.8%		1,241	-37
	Others	85	58	16	-10	-38.1%	74	-12	-13.5%	66	-8	-10.6%
	Overseas production (Including ATVs)	1,645	1,040	316	-52	-14.1%	1,356	-289	-17.5%	1,313	-43	-3.2%
	(ATVs only)	8	7	1	+0	+36.5%	9	+0	+4.3%	10	+1	+14.1%
	Production Total (Including ATVs)	1,799	1,135	344	-62	-15.2%	1,479	-320	-17.8%	1,446	-33	-2.2%
	(ATVs only)	20	18	4	+0	+9.3%	22	+2	+9.3%	22	-0	-1.4%
	Domestic sales	67	47	14	-0	-3.2%	61	-6	-8.7%	65	+4	+6.5%
	Europe	45	38	10	-2	-14.7%	48	+3	+6.8%	50	+2	+4.3%
	North America	43	32	13	+2	+13.7%	46	+3	+6.3%	47	+1	+3.3%
	China	564	352	101	-38	-27.5%	453	-111	-19.7%	/		
	Indonesia	223	78	22	-9	-28.7%	101	-123	-54.8%			
India	341	245	68	-15	-18.2%	313	-27	-8.0%				
Others	269	188	71	+2	+3.6%	259	-10	-3.6%				
Asia	1,397	864	263	-60	-18.6%	1,126	-271	-19.4%	1,150		+24	+2.1%
Others	212	164	52	-5	-8.4%	215	+3	+1.5%	190	-25	-11.8%	
Overseas sales	1,697	1,098	337	-65	-16.1%	1,435	-262	-15.4%	1,437	+2	+0.1%	
Sales Total (Including ATVs)	1,764	1,145	351	-65	-15.7%	1,496	-268	-15.2%	1,502	+6	+0.4%	
(ATVs only)	22	16	5	-0	-0.3%	22	-0	-0.2%	19	-3	-12.4%	

	FY2014 (Apr.2014- Mar. 2015)	FY2015							FY2016 full-year forecast (April 2016 - March 2017)			
		(Apr.-Dec. 2015)	(January - March 2016)		(April 2015 - March 2016)			Change	Ratio	Change	Ratio	
			Change	Ratio	Change	Ratio						
<Automobiles>	Mini vehicles	689	442	119	-64	-35.1%	561	-128	-18.5%	568	+7	+1.2%
	Sub-compact and standard-sized vehicles	76	53	21	+1	+3.1%	74	-2	-2.2%	98	+24	+32.5%
	Export	149	88	26	-9	-24.6%	114	-35	-23.4%	142	+28	+24.6%
	OEM	142	84	28	-5	-13.8%	112	-30	-21.3%	103	-9	-7.9%
	Domestic production	1,055	667	194	-77	-28.3%	861	-194	-18.4%	911	+50	+5.8%
	(CBU)	1,006	641	186	-73	-28.1%	827	-179	-17.8%	876	+49	+5.9%
	Europe	143	141	51	+7	+16.9%	193	+50	+35.1%	191	-2	-0.9%
	China	260	112	41	-22	-34.6%	154	-106	-40.8%	/		
	Indonesia	158	100	30	-1	-4.7%	130	-28	-17.8%			
	Thailand	29	42	13	+1	+10.5%	56	+27	+92.9%			
	India	1,308	1,049	375	+10	+2.6%	1,424	+116	+8.9%			
	Others	88	105	28	-0	-1.7%	133	+45	+50.6%			
	Asia	1,842	1,408	488	-13	-2.6%	1,896	+53	+2.9%	2,047	+151	+8.0%
	Others	3	2	0	-1	-76.8%	2	-1	-23.3%	2	+0	+0.4%
	Overseas production	1,988	1,551	539	-6	-1.1%	2,090	+103	+5.2%	2,240	+150	+7.2%
	Production Total	3,043	2,218	733	-83	-10.1%	2,951	-91	-3.0%	3,151	+200	+6.8%
	Mini vehicles	679	395	154	-11	-6.5%	549	-130	-19.2%	550	+1	+0.2%
	Sub-compact and standard-sized vehicles	76	53	28	+4	+18.4%	81	+4	+5.9%	100	+19	+23.5%
	Domestic sales	756	448	182	-6	-3.4%	630	-126	-16.6%	650	+20	+3.2%
	Europe	195	150	57	+4	+7.5%	207	+12	+6.2%	232	+25	+12.2%
China	253	137	49	-15	-24.0%	186	-67	-26.5%	(Supplement) Full-year sales in India are expected to increase by 7% compared to previous fiscal year			
Indonesia	148	92	28	-3	-8.4%	120	-29	-19.3%				
Thailand	20	16	5	+0	+3.4%	21	+1	+7.3%				
India	1,171	972	333	+16	+5.1%	1,305	+135	+11.5%				
Others	129	168	41	-4	-8.7%	209	+80	+61.9%				
Asia	1,721	1,385	457	-6	-1.2%	1,842	+121	+7.0%	1,888	+46	+2.5%	
Others	196	139	44	-7	-13.3%	183	-13	-6.6%	186	+3	+1.8%	
Overseas sales	2,111	1,674	557	-8	-1.5%	2,231	+120	+5.7%	2,306	+75	+3.4%	
Sales Total	2,867	2,122	739	-15	-1.9%	2,861	-6	-0.2%	2,956	+95	+3.3%	
OEM Sales (Not included in figures above)	150	84	28	-4	-14.0%	112	-38	-25.5%				

* Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan)

* Sales are SUZUKI brand vehicles (Including license-built vehicles in part). Overseas sales of FY 2015 include forecast in part

<Reference for FY2015 (The 150th Fiscal Year)> [Non-Consolidated]

10 May 2016
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2014			FY2015						
		April 2014 - March 2015			April 2015 - March 2016						
			Change	Ratio		Change	Ratio				
Net Sales		1,663.1	+164.2	+11.0%	1,609.1	-54.0	-3.3%				
	Domestic Sales	992.8	+62.9	+6.8%	846.8	-146.0	-14.7%				
	Overseas Sales	670.3	+101.3	+17.8%	762.3	+92.0	+13.7%				
	General trade	474.9	-27.2	-5.4%	433.7	-41.2	-8.7%				
	Triangle trade	195.4	+128.5	+192.1%	328.6	+133.2	+68.2%				
Operating Income		69.1	-27.9	-28.7%	51.8	-17.3	-25.1%				
margin		4.2%			3.2%						
Ordinary Income		74.7	-24.6	-24.8%	76.2	+1.5	+2.0%				
margin		4.5%			4.7%						
Net Income		51.2	-16.0	-23.8%	78.6	+27.4	+53.4%				
margin		3.1%			4.9%						
General View		Lower earnings on higher sales			Lower operating income on lower sales						
Factors of change in Operating Income	Factors of Increase		Effect of ForEX rates		+9.0		Decrease of various expenses	+15.4			
			Cost reduction		+8.2		Cost reduction	+5.8			
			Decrease of R&D expenses		+5.2						
			Total		+22.4		Total	+21.2			
	Factors of Decrease		Increase of various expenses		-45.0		Change in sales, model mix	-22.4			
			Increase of depreciation		-3.8		Effect of ForEX rates	-7.7			
			Change in sales, model mix		-1.5		Increase of R&D expenses	-4.9			
			Total		-50.3		Increase of depreciation	-3.5			
							Total	-38.5			
	Foreign Exchange Rates		USD	110 Yen	+10 Yen	(Effect of ForEX rates)	+3.3	120 Yen	+10 Yen	(Effect of ForEX rates)	+4.1
		EUR	140 Yen	+6 Yen		+2.9	133 Yen	-7 Yen		-6.0	
Capital Expenditures		50.2	+2.0		66.0	+15.8					
Depreciation		37.4	+3.8		40.9	+3.5					
R&D Expenses		108.1	-5.2		113.0	+4.9					
Interest-Bearing Debt		429.3	+126.1		391.6	-37.7					
Cash Dividends per Share		Interim	10 Yen	±0 Yen			15 Yen	+5 Yen	FY 2016 (Forecast)		
		Year-end	17 Yen	+3 Yen				(Plan) 17 Yen	±0 Yen	Annual 32 Yen	
		Annual	27 Yen	+3 Yen				(Plan) 32 Yen	+5 Yen	(Interim 15 Yen)	

**"Change" and "Ratio" mentioned in the "Reference [Consolidated]" , "Reference [Units (Production & Sales)]" and "Reference [Non-consolidated]" are the amounts compared to the same period of previous year.

**"General view" mentioned in the "Reference[Consolidated]" and "Reference [Non-consolidated]" are based on the results of and after FY1977 when consolidated results were disclosed.

*The forecasts mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" 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 US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).