

<Reference for FY2017 (The 152th Fiscal Year) First Three Months> [Consolidated]

3 August 2017
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2016 first three months April - June 2016			FY2017 first three months April - June 2017			Full-year forecast April 2017 - March 2018						
			Change	Ratio		Change	Ratio		Change	Ratio				
Net Sales		754.0	-18.9	-2.4%	869.3	+115.3	+15.3%	3,400.0	+230.5	+7.3%				
Domestic Sales		250.0	+2.7	+1.1%	266.9	+16.9	+6.8%	1,050.0	+12.5	+1.2%				
Suzuki brand		228.0	+6.0	+2.7%	242.6	+14.6	+6.4%	960.0	+11.2	+1.2%				
OEM sales		22.0	-3.3	-12.8%	24.3	+2.3	+10.5%	90.0	+1.3	+1.4%				
Overseas Sales		504.0	-21.6	-4.1%	602.4	+98.4	+19.5%	2,350.0	+218.0	+10.2%				
Operating Income		59.2	+4.0	+7.2%	85.1	+25.9	+43.8%	240.0	-26.7	-10.0%				
Margin		7.8%			9.8%		7.1%							
Ordinary Income		61.3	-1.0	-1.7%	99.5	+38.2	+62.4%	255.0	-31.7	-11.1%				
Margin		8.1%			11.4%		7.5%							
Net income attributable to owners of the parent		38.0	+6.3	+19.7%	65.4	+27.4	+72.4%	145.0	-15.0	-9.4%				
Margin		5.0%			7.5%		4.3%							
General View		Higher operating income on lower sales			Higher earnings on higher sales			Lower earnings on higher sales						
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix		+30.0		Change in sales, model mix		+26.7		Cost reduction		+27.0	
			Decrease of R&D expenses		+4.0		Effect of ForEX rates		+3.7		Change in sales, model mix		+22.3	
			Cost reduction		+1.8		Cost reduction		+1.9					
			Decrease of depreciation		+0.4									
			Total		+36.2		Total		+32.3		Total		+49.3	
	Factors of Decrease		Effect of ForEX rates		-19.4		Increase of depreciation		-3.0		Increase of various expenses		-40.0	
		Increase of various expenses		-12.8		Increase of R&D expenses		-2.4		Increase of R&D expenses		-19.0		
		Total		-32.2		Total		-6.4		Total		-76.0		
Foreign Exchange Rates and Effect on Operating Income	USD	108 Yen	-13 Yen	Effect -1.3	111 Yen	+3 Yen	Effect +0.5	110 Yen	+2 Yen	Effect +1.0				
	EUR	122 Yen	-12 Yen	-3.2	122 Yen	+0 Yen	+0.1	115 Yen	-4 Yen	-4.6				
	INR	1.63 Yen	-0.30 Yen	-8.1	1.74 Yen	+0.11 Yen	+3.1	1.65 Yen	+0.02 Yen	+2.6				
	100IDR	0.81 Yen	-0.12 Yen	-0.8	0.84 Yen	+0.03 Yen	+0.4	0.85 Yen	+0.03 Yen	+1.4				
	THB	3.06 Yen	-0.60 Yen	+1.5	3.24 Yen	+0.18 Yen	-0.4	3.10 Yen	+0.02 Yen	-0.1				
Capital Expenditures		39.4	+5.7		41.7	+2.3		220.0	+21.2					
Depreciation Expenses		37.2	-0.4		40.2	+3.0		180.0	+16.6					
R&D Expenses		27.6	-4.0		30.0	+2.4		150.0	+18.5					
Interest-Bearing Debt		632.0	+102.7	(compared to end of previous fiscal year)	671.6	+31.7	(compared to end of previous fiscal year)							
Cash Flows	Operating Activities		112.7	+30.2		63.0	-49.7							
	Investing Activities		-96.6	+32.2		-44.6	+52.0							
	Financing Activities		98.5	+193.1		23.8	-74.7							
	Cash Balance		552.4	+102.3	(compared to end of previous fiscal year)	658.7	+44.7	(compared to end of previous fiscal year)						
Operating results by Segment	Auto	Sales	684.4	-7.5	-1.1%	787.3	+102.9	+15.0%						
		Operating Income	55.8	+2.2	+4.0%	79.4	+23.6	+42.4%						
		Margin	8.1%			10.1%								
	Moto	Sales	50.7	-10.2	-16.7%	61.6	+10.9	+21.6%						
		Operating Income	-0.6	+2.0	-	2.0	+2.6	-						
		Margin	(-)			3.3%								
	Others	Sales	18.9	-1.2	-5.7%	20.4	+1.5	+7.9%						
		Operating Income	4.0	-0.2	-6.1%	3.7	-0.3	-7.4%						
		Margin	20.9%			18.0%								
Operating results by Geographic Region	Japan	Sales	454.1	+7.7	+1.7%	498.4	+44.3	+9.7%						
		Operating Income	26.7	-0.5	-1.8%	47.2	+20.5	+77.2%						
		Margin	5.9%			9.5%								
	Europe	Sales	150.6	+15.9	+11.8%	157.6	+7.0	+4.7%						
		Operating Income	2.1	+1.2	+136.5%	6.4	+4.3	+209.4%						
		Margin	1.4%			4.0%								
	Asia	Sales	337.8	-29.9	-8.2%	416.4	+78.6	+23.3%						
		Operating Income	23.6	-5.5	-18.9%	32.7	+9.1	+38.6%						
		Margin	7.0%			7.8%								
	Others	Sales	34.3	-4.2	-10.9%	40.2	+5.9	+17.0%						
		Operating Income	0.9	+0.4	+75.1%	1.3	+0.4	+41.5%						
		Margin	2.6%			3.1%								
Number of Consolidated Subsidiaries		136	±0	(compared to end of previous fiscal year)	136	±0	(compared to end of previous fiscal year)							
Number of Affiliates with application of equity method		33	±0	(compared to end of previous fiscal year)	33	+1	(compared to end of previous fiscal year)							
Number of Employees		62,764	+1,163	(compared to end of previous fiscal year)	64,687	+1,695	(compared to end of previous fiscal year)							

* Auto: Automobile Moto: Motorcycle Others: Marine and Power products, etc.

<Reference for FY2017 (The 152th Fiscal Year) First Three months> [Units (Production & Sales)]

3 August 2017

SUZUKI MOTOR CORPORATION

(Thousand units)

		FY2016 first three months			FY2017 first three months			Full-year forecast		
		April - June 2016			April - June 2017			April 2017 - March 2018		
			Change	Ratio		Change	Ratio		Change	Ratio
<Automobiles>	Mini vehicles	126	-35	-21.6%	132	+6	+4.7%	551	+19	+3.7%
	Sub-compact and standard-sized vehicles	27	+11	+67.6%	25	-2	-5.8%	104	+1	+0.9%
	Export	25	-9	-26.1%	49	+24	+98.8%	214	+71	+50.0%
	OEM	23	-5	-17.7%	26	+3	+14.4%	111	+18	+18.8%
	Domestic production (Including CBU)	201	-37	-15.7%	233	+32	+15.9%	980	+109	+12.6%
	(CBU only)	193	-34	-14.9%	229	+35	+18.3%	956	+110	+13.0%
	Europe	56	+10	+21.1%	49	-7	-12.3%	161	-42	-20.8%
	China	31	-6	-16.5%	27	-5	-14.6%	/		
	Indonesia	32	-3	-7.8%	27	-5	-16.5%			
	Thailand	14	-0	-0.1%	16	+2	+13.5%			
	India	345	+9	+2.6%	403	+58	+16.9%			
	Others	26	-8	-23.8%	26	+1	+2.8%			
	Asia	448	-8	-1.8%	499	+51	+11.4%	2,139	+140	+7.0%
	Others	0	-0	-39.1%	0	-0	-20.3%	2	+1	+51.3%
	Overseas production	505	+1	+0.2%	549	+44	+8.7%	2,302	+99	+4.5%
	Production Total	706	-36	-4.9%	782	+76	+10.8%	3,282	+208	+6.8%
	Mini vehicles	121	-16	-11.9%	132	+11	+9.2%	540	+8	+1.5%
	Sub-compact and standard-sized vehicles	27	+12	+80.0%	27	+1	+3.3%	105	-2	-1.6%
	Domestic sales	148	-4	-2.9%	160	+12	+8.1%	645	+6	+1.0%
	Europe	58	+8	+16.2%	70	+12	+19.8%	267	+22	+9.1%
	China	37	-9	-19.8%	29	-8	-22.0%	(Supplement) Full-year sales in India are expected to increase by 8% compared to previous fiscal year		
	Indonesia	23	-9	-28.4%	26	+3	+12.3%			
	Thailand	5	-0	-0.0%	5	-0	-2.4%			
India	322	+17	+5.4%	368	+46	+14.3%				
Others	40	-8	-16.6%	42	+2	+3.9%				
Asia	428	-10	-2.2%	470	+42	+9.9%	1,983	+113	+6.0%	
Others	42	-6	-13.1%	41	-0	-0.5%	176	+12	+7.1%	
Overseas sales	528	-8	-1.4%	581	+54	+10.2%	2,426	+147	+6.4%	
Sales Total	676	-12	-1.8%	741	+66	+9.7%	3,071	+153	+5.2%	
OEM Sales (Not included in figures above)	23	-5	-17.6%	26	+3	+14.3%				

<Motorcycles and ATVs>	Domestic	7	-1	-11.3%	12	+4	+55.4%	40	+1	+3.2%
	Export	20	-1	-5.0%	25	+6	+27.8%	118	+16	+15.6%
	Domestic production (Including ATVs)	27	-2	-6.8%	37	+10	+35.4%	158	+17	+12.2%
	(ATVs only)	2	-2	-51.2%	3	+2	+98.3%	13	+5	+61.3%
	North America	1	-0	-29.2%	1	-0	-27.3%	5	+1	+13.2%
	China	123	-40	-24.5%	123	-0	-0.3%	/		
	Indonesia	13	-13	-50.1%	22	+8	+62.6%			
	India	82	-8	-8.4%	113	+32	+38.8%			
	Others	64	+7	+11.7%	75	+11	+17.5%			
	Asia	282	-54	-16.1%	333	+51	+18.0%		1,180	+18
	Others	21	-2	-6.8%	10	-11	-51.8%	56	-7	-10.9%
	Overseas production (including ATVs)	304	-56	-15.6%	344	+40	+13.0%	1,241	+12	+0.9%
	(ATVs only)	2	-1	-38.8%	2	+0	+28.3%	8	+1	+8.1%
	Production Total (Including ATVs)	331	-58	-14.9%	381	+49	+14.9%	1,399	+29	+2.1%
	(ATVs only)	3	-3	-46.1%	5	+2	+65.2%	21	+6	+35.8%
	Domestic sales	14	-1	-6.4%	19	+5	+33.3%	67	+5	+8.1%
	Europe	17	-1	-6.6%	15	-2	-12.8%	53	+8	+17.9%
	North America	10	-4	-27.1%	11	+1	+11.0%	40	+8	+25.5%
	China	98	-39	-28.2%	93	-5	-5.1%	/		
	Indonesia	9	-19	-68.9%	21	+12	+137.0%			
	India	72	-7	-9.3%	109	+37	+50.7%			
	Others	66	+3	+5.4%	72	+5	+8.1%			
	Asia	246	-62	-20.1%	295	+49	+19.9%		1,073	+34
Others	47	-7	-13.0%	38	-9	-19.1%	186	-4	-1.9%	
Overseas sales	320	-74	-18.8%	359	+39	+12.2%	1,352	+47	+3.6%	
Sales Total (Including ATVs)	334	-75	-18.3%	378	+44	+13.1%	1,419	+52	+3.8%	
(ATVs only)	5	-2	-26.0%	4	-0	-4.5%	18	-0	-0.6%	

<Reference for FY2017 (The 152th Fiscal Year) First Three months> [Breakdown of Consolidated Net Sales]

3 August 2017

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2016 first three months April - June 2016		FY2017 first three months April - June 2017		Change			
		Unit	Amount	Unit	Amount	Unit		Amount	
						Change	Ratio	Change	Ratio
Automobile	Japan	168	241.3	180	257.4	+12	+7.3%	+16.1	+6.7%
	Overseas	504	443.1	563	529.9	+59	+11.8%	+86.8	+19.6%
	Europe	59	97.9	70	110.6	+11	+18.8%	+12.7	+12.9%
	North America	-	0.6	-	0.4	-	-	-0.2	-35.8%
	Asia (Of which India)	399 (322)	291.6 (216.4)	447 (368)	364.4 (276.9)	+49 (+46)	+12.2% (+14.3%)	+72.8 (+60.5)	+25.0% (+28.0%)
	Other areas	46	53.0	45	54.5	-0	-0.6%	+1.5	+2.9%
	Total	672	684.4	743	787.3	+72	+10.7%	+102.9	+15.0%
Motorcycle	Japan	14	5.0	16	5.5	+2	+12.6%	+0.5	+11.1%
	Overseas	228	45.7	278	56.1	+50	+21.8%	+10.4	+22.7%
	Europe	15	12.3	14	14.5	-1	-6.6%	+2.2	+18.0%
	North America	6	5.9	8	9.4	+2	+40.5%	+3.5	+60.3%
	Asia	170	19.6	215	24.9	+45	+26.6%	+5.3	+26.7%
	Other areas	38	7.9	41	7.3	+3	+8.1%	-0.6	-7.8%
	Total	243	50.7	294	61.6	+51	+21.2%	+10.9	+21.6%
Marine & Power products, etc.	Japan		3.7		4.0			+0.3	+8.6%
	Overseas		15.2		16.4			+1.2	+7.7%
	Europe		4.5		5.6			+1.1	+23.6%
	North America		7.4		7.3			-0.1	-2.1%
	Asia		1.2		1.3			+0.1	+11.6%
	Other areas		2.1		2.2			+0.1	+5.8%
	Total		18.9		20.4			+1.5	+7.9%
Total	Japan		250.0		266.9			+16.9	+6.8%
	Overseas		504.0		602.4			+98.4	+19.5%
	Europe		114.7		130.7			+16.0	+13.9%
	North America		13.9		17.1			+3.2	+22.7%
	Asia		312.4		390.6			+78.2	+25.0%
	Other areas		63.0		64.0			+1.0	+1.7%
	Total		754.0		869.3			+115.3	+15.3%

*1. [Consolidated], [Units (Production & Sales)], [Breakdown of Consolidated Net Sales]

• "Change" and "Ratio" are the amounts compared to the same period of previous year.

*2. [Units (Production & Sales)]

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

• "Sales" means retail sales of SUZUKI brand vehicles (some are wholesale sales), including license-built vehicles in part.

• FY2017 is included preliminary figures.

*3. [Breakdown of Consolidated Net Sales]

• Units are wholesale sales based on consolidated net sales.

• Classification is based on the location of external customers.

North America...United States and Canada, Automobile in North America...Sales of parts and accessories, etc.

*4. [Consolidated], [Units (Production & Sales)]

• The forecasts are based on currently available information and assumptions, contain risks and uncertainty, which 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 rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).