

<Reference for FY2018 (The 153rd Fiscal Year) First Three Months> [Consolidated]

2 August 2018
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2017 first three months April - June 2017			FY2018 first three months April - June 2018			Full-year forecast April 2018 - March 2019		
			Change	Ratio		Change	Ratio		Change	Ratio
Net Sales		869.3	+115.3	+15.3%	987.5	+118.2	+13.6%	3,800.0	+42.8	+1.1%
Domestic Sales		266.9	+16.9	+6.8%	296.3	+29.4	+11.0%	1,110.0	-6.7	-0.6%
Suzuki brand		242.6	+14.6	+6.4%	270.2	+27.6	+11.4%	1,020.0	+9.6	+0.9%
OEM sales		24.3	+2.3	+10.5%	26.1	+1.8	+7.4%	90.0	-16.3	-15.3%
Overseas Sales		602.4	+98.4	+19.5%	691.2	+88.8	+14.7%	2,690.0	+49.5	+1.9%
Operating Income		85.1	+25.9	+43.8%	116.5	+31.4	+36.9%	340.0	-34.2	-9.1%
Margin		9.8%			11.8%			8.9%		
Ordinary Income		99.5	+38.2	+62.4%	133.1	+33.6	+33.8%	350.0	-32.8	-8.6%
Margin		11.4%			13.5%			9.2%		
Net income attributable to owners of the parent		65.4	+27.4	+72.4%	85.9	+20.5	+31.3%	205.0	-10.7	-5.0%
Margin		7.5%			8.7%			5.4%		
General View		Higher earnings on higher 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		Change in sales, model mix		Cost reduction		+28.0	
			Effect of ForEX rates		Decrease of depreciation					
			Cost reduction		Cost reduction					
			Total		Total		Total			
Factors of Decrease		Increase of depreciation		Increase of various expenses		Effect of ForEX rates		-22.0		
		Increase of R&D expenses		Effect of ForEX rates		Increase of R&D expenses		-20.0		
		Increase of various expenses		Increase of R&D expenses		Increase of various expenses		-20.0		
		Total		Total		Total		-62.2		
Foreign Exchange Rates and Effect on Operating Income		USD	111 Yen	+3 Yen	Effect	+0.5	109 Yen	-2 Yen	Effect	-0.3
		EUR	122 Yen	+0 Yen		+0.1	130 Yen	+8 Yen		+2.8
		INR	1.74 Yen	+0.11 Yen		+3.1	1.64 Yen	-0.10 Yen		-4.6
		100IDR	0.84 Yen	+0.03 Yen		+0.4	0.79 Yen	-0.05 Yen		-0.8
		THB	3.24 Yen	+0.18 Yen		-0.4	3.42 Yen	+0.18 Yen		-0.3
Capital Expenditures		41.7	+2.3		78.0	+36.3		250.0	+36.6	
Depreciation Expenses		40.2	+3.0		32.7	-7.5		150.0	-0.9	
R&D Expenses		30.0	+2.4		31.7	+1.7		160.0	+20.6	
Interest-Bearing Debt		671.6	+31.7	(compared to end of previous fiscal year)	585.9	+8.0	(compared to end of previous fiscal year)			
Cash Flows	Operating Activities		63.0	-49.7		106.1	+43.1			
	Investing Activities		-44.6	+52.0		-113.2	-68.6			
	Financing Activities		23.8	-74.7		-14.3	-38.1			
	Cash Balance		658.7	+44.7	(compared to end of previous fiscal year)	578.5	-22.3	(compared to end of previous fiscal year)		
Operating results by Segment	Auto	Sales	787.3	+102.9	+15.0%	900.6	+113.3	+14.4%		
		Operating Income	79.4	+23.6	+42.4%	109.4	+30.0	+37.8%		
		Margin	10.1%			12.1%				
	Moto	Sales	61.6	+10.9	+21.6%	64.3	+2.7	+4.4%		
		Operating Income	2.0	+2.6	-	2.1	+0.1	+4.8%		
		Margin	3.3%			3.3%				
	Marine, etc	Sales	20.4	+1.5	+7.9%	22.6	+2.2	+10.8%		
		Operating Income	3.7	-0.3	-7.4%	5.0	+1.3	+35.3%		
		Margin	18.0%			22.0%				
Operating results by Geographic Region	Japan	Sales	498.4	+44.3	+9.7%	544.3	+45.9	+9.2%		
		Operating Income	47.2	+20.5	+77.2%	50.7	+3.5	+7.4%		
		Margin	9.5%			9.3%				
	Europe	Sales	157.6	+7.0	+4.7%	160.9	+3.3	+2.1%		
		Operating Income	6.4	+4.3	+209.4%	7.7	+1.3	+21.2%		
		Margin	4.0%			4.8%				
	Asia	Sales	416.4	+78.6	+23.3%	496.8	+80.4	+19.3%		
		Operating Income	32.7	+9.1	+38.6%	53.6	+20.9	+64.0%		
		Margin	7.8%			10.8%				
Others	Sales	40.2	+5.9	+17.0%	43.8	+3.6	+9.1%			
	Operating Income	1.3	+0.4	+41.5%	2.3	+1.0	+82.1%			
	Margin	3.1%			5.2%					
Number of Consolidated Subsidiaries		136	±0	(compared to end of previous fiscal year)	131	±0	(compared to end of previous fiscal year)			
Number of Affiliates with application of equity method		33	+1	(compared to end of previous fiscal year)	29	-2	(compared to end of previous fiscal year)			
Number of Employees		64,687	+1,695	(compared to end of previous fiscal year)	67,151	+1,972	(compared to end of previous fiscal year)			

* Auto: Automobile business Moto: Motorcycle business Marine: Marine business, etc.

<Reference for FY2018 (The 153rd Fiscal Year) First Three months> [Units (Production & Sales)]

2 August 2018

SUZUKI MOTOR CORPORATION

(Thousand units)

		FY2017 first three months			FY2018 first three months			Full-year forecast		
		April - June 2017			April - June 2018			April 2018 - March 2019		
			Change	Ratio		Change	Ratio		Change	Ratio
<Automobiles>	Mini vehicles	132	+6	+4.7%	136	+4	+2.7%	556	+3	+0.6%
	Sub-compact and standard-sized vehicles	25	-2	-5.8%	30	+4	+16.3%	117	+13	+12.3%
	Export	49	+24	+98.8%	51	+2	+4.4%	200	-2	-0.9%
	OEM	26	+3	+14.4%	27	+1	+3.9%	108	-4	-3.9%
	Domestic production (Including CBU)	233	+32	+15.9%	244	+11	+4.7%	981	+10	+1.0%
	(CBU only)	229	+35	+18.3%	237	+9	+3.9%	957	+4	+0.5%
	Europe	49	-7	-12.3%	46	-3	-5.9%	173	-7	-4.0%
	China	27	-5	-14.6%	15	-12	-44.2%			
	Indonesia	27	-5	-16.5%	29	+2	+8.4%			
	Thailand	16	+2	+13.5%	18	+2	+15.0%			
	India	403	+58	+16.9%	481	+77	+19.2%			
	Others	26	+1	+2.8%	34	+7	+27.1%			
	Asia	499	+51	+11.4%	577	+77	+15.5%	2,257	+72	+3.3%
	Others	0	-0	-20.3%	1	+0	+96.8%	2	-0	-12.5%
	Overseas production	549	+44	+8.7%	623	+75	+13.6%	2,432	+65	+2.7%
	Production Total	782	+76	+10.8%	867	+86	+11.0%	3,413	+75	+2.2%
	Mini vehicles	132	+11	+9.2%	140	+8	+5.8%	555	-1	-0.2%
	Sub-compact and standard-sized vehicles	27	+1	+3.3%	33	+6	+21.5%	120	+8	+7.1%
	Domestic sales	160	+12	+8.1%	173	+14	+8.5%	675	+7	+1.0%
	Europe	70	+12	+20.1%	74	+4	+5.9%	280	-1	-0.3%
	China	29	-8	-22.0%	18	-11	-37.3%			
	Indonesia	26	+3	+12.3%	28	+3	+9.9%			
	Thailand	5	-0	-2.4%	8	+2	+43.0%			
India	368	+46	+14.3%	464	+95	+25.9%				
Others	42	+2	+3.8%	52	+10	+24.5%				
Asia	470	+42	+9.9%	570	+100	+21.2%	2,157	+64	+3.0%	
Others	41	-0	-0.4%	45	+3	+8.2%	187	+5	+3.0%	
Overseas sales	582	+54	+10.2%	689	+107	+18.5%	2,624	+68	+2.7%	
Sales Total	741	+66	+9.7%	862	+121	+16.3%	3,299	+75	+2.3%	
OEM Sales (Not included in figures above)	26	+3	+14.3%	27	+1	+3.3%				
<Motorcycles and ATVs>	Domestic	12	+4	+55.4%	9	-3	-22.2%	32	-3	-8.4%
	Export	25	+6	+27.8%	27	+1	+5.1%	103	-14	-12.2%
	Domestic production (Including ATVs)	37	+10	+35.4%	36	-1	-3.5%	135	-17	-11.3%
	(ATVs only)	3	+2	+98.3%	5	+2	+56.5%	15	+2	+11.6%
	North America	1	-0	-27.3%	1	+0	+4.4%	4	-0	-6.6%
	China	123	-0	-0.3%	104	-19	-15.1%			
	Indonesia	22	+8	+62.6%	33	+12	+53.5%			
	India	113	+32	+38.8%	164	+51	+44.7%			
	Others	75	+11	+17.5%	74	-0	-0.4%			
	Asia	333	+51	+18.0%	376	+43	+13.1%	1,496	+65	+4.5%
	Others	9	-12	-56.7%	13	+4	+41.6%	50	+9	+23.1%
	Overseas production (including ATVs)	342	+39	+12.7%	390	+47	+13.8%	1,550	+74	+5.0%
	(ATVs only)	2	+0	+28.3%	1	-1	-52.3%	8	+0	+2.8%
	Production Total (Including ATVs)	379	+48	+14.6%	425	+46	+12.1%	1,685	+57	+3.5%
	(ATVs only)	5	+2	+65.2%	6	+1	+16.6%	23	+2	+8.4%
	Domestic sales	19	+5	+33.3%	19	-1	-2.9%	64	+4	+7.6%
	Europe	15	-2	-12.3%	16	+1	+9.1%	50	+10	+25.0%
North America	11	+1	+11.0%	12	+1	+6.2%	40	+5	+13.5%	
China	93	-5	-5.1%	86	-8	-8.1%				
Indonesia	21	+12	+137.0%	20	-1	-3.4%				
India	109	+37	+50.7%	152	+43	+39.8%				
Others	72	+5	+8.2%	83	+11	+14.8%				
Asia	295	+49	+20.0%	340	+46	+15.5%	1,317	+56	+4.5%	
Others	38	-9	-19.0%	36	-2	-5.6%	175	-9	-5.0%	
Overseas sales	359	+39	+12.2%	404	+46	+12.7%	1,582	+62	+4.1%	
Sales Total (Including ATVs)	378	+44	+13.2%	423	+45	+11.9%	1,646	+66	+4.2%	
(ATVs only)	4	-0	-4.5%	5	+0	+3.4%	21	+1	+7.3%	

(Supplement)
Full-year sales in India are expected to increase by 6% compared to previous fiscal year

<Reference for FY2018 (The 153rd Fiscal Year) First Three months> [Breakdown of Consolidated Net Sales]

2 August 2018

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2017 first three months		FY2018 first three months		Change			
		April - June 2017		April - June 2018		Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile business	Japan	180	257.4	193	287.2	+13	+7.0%	+29.8	+11.6%
	Overseas	563	529.9	678	613.4	+115	+20.4%	+83.5	+15.7%
	Europe	70	110.6	71	120.1	+0	+0.5%	+9.5	+8.6%
	North America		0.4		0.4			-0.0	-14.4%
	Asia	447	364.4	558	433.5	+111	+24.8%	+69.1	+19.0%
	(Of which India)	(368)	(276.9)	(464)	(335.5)	(+95)	(+25.9%)	(+58.6)	(+21.2%)
	Other areas	45	54.5	49	59.4	+4	+8.0%	+4.9	+9.0%
	Total	743	787.3	871	900.6	+127	+17.1%	+113.3	+14.4%
Motorcycle business	Japan	16	5.5	14	5.5	-2	-12.8%	-0.0	-0.4%
	Overseas	278	56.1	324	58.8	+46	+16.4%	+2.7	+4.9%
	Europe	14	14.5	13	12.1	-1	-6.4%	-2.4	-16.4%
	North America	8	9.4	8	8.3	+0	+0.1%	-1.1	-11.7%
	Asia	215	24.9	272	30.9	+57	+26.5%	+6.0	+24.1%
	Other areas	41	7.3	30	7.5	-11	-26.1%	+0.2	+3.4%
		Total	294	61.6	338	64.3	+43	+14.8%	+2.7
Marine business, etc.	Japan		4.0		3.6			-0.4	-9.4%
	Overseas		16.4		19.0			+2.6	+15.8%
	Europe		5.6		5.4			-0.2	-3.5%
	North America		7.3		9.8			+2.5	+35.7%
	Asia		1.3		1.7			+0.4	+26.1%
	Other areas		2.2		2.1			-0.1	-6.5%
		Total		20.4		22.6			+2.2
Total	Japan		266.9		296.3			+29.4	+11.0%
	Overseas		602.4		691.2			+88.8	+14.7%
	Europe		130.7		137.6			+6.9	+5.3%
	North America		17.1		18.5			+1.4	+8.3%
	Asia		390.6		466.1			+75.5	+19.3%
	Other areas		64.0		69.0			+5.0	+7.8%
		Total		869.3		987.5			+118.2

*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.

• FY2018 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).