

<Reference for FY2021 First Nine Months>  
 [Consolidated 1/2]

4 February 2022  
 SUZUKI MOTOR CORPORATION  
 (Billions of yen)

		Q3 Results (October-December)				9M Results (April-December)					
		Q3 of FY2020	Q3 of FY2021			9M of FY2020	9M of FY2021				
				Change	Ratio			Change	Ratio		
Net Sales		905.3	900.7	-4.6	-0.5%	2,175.5	2,574.3	+398.8	+18.3%		
Domestic Sales		293.5	267.2	-26.3	-9.0%	820.3	787.5	-32.8	-4.0%		
Suzuki brand		269.2	244.3	-24.9	-9.2%	755.7	726.6	-29.1	-3.9%		
OEM sales		24.3	22.9	-1.4	-5.9%	64.6	60.9	-3.7	-5.7%		
Overseas Sales		611.8	633.5	+21.7	+3.6%	1,355.2	1,786.8	+431.6	+31.8%		
Operating Profit (Margin)		63.9 (7.1%)	47.6 (5.3%)	-16.3	-25.6%	138.8 (6.4%)	146.7 (5.7%)	+7.9	+5.7%		
Ordinary Profit (Margin)		78.7 (8.7%)	55.7 (6.2%)	-23.0	-29.3%	174.9 (8.0%)	203.9 (7.9%)	+29.0	+16.6%		
Profit attributable to owners of parent (Margin)		58.9 (6.5%)	35.3 (3.9%)	-23.6	-40.2%	113.2 (5.2%)	135.8 (5.3%)	+22.6	+19.9%		
General View			Decreased net sales and profit				Increased net sales and profit				
Factors of change in Operating Profit	Factors of Increase		Change in sales, model mix +23.4				Change in sales, model mix +125.3				
			Effect of ForEX rates +11.2				Effect of ForEX rates +32.3				
			Cost reduction +9.6				Cost reduction +16.0				
			Decrease of R&D expenses +2.0								
			Total +46.2				Total +173.6				
	Factors of Decrease		Change in price of raw materials -41.5				Change in price of raw materials -89.0				
			Increase of various expenses -17.0				Increase of various expenses -48.7				
			Increase of depreciation -4.0				Increase of depreciation -18.5				
			Total -62.5				Total -165.7				
Foreign Exchange Rates and Effect on Operating Profit					Effect				Effect		
USD		105Yen	114Yen	+9Yen	+2.0	106Yen	111Yen	+5Yen	+3.1		
EUR		125Yen	130Yen	+5Yen	+1.2	122Yen	131Yen	+9Yen	+7.8		
INR		1.43Yen	1.53Yen	+0.10Yen	+2.4	1.43Yen	1.51Yen	+0.08Yen	+4.2		
Capital Expenditures		36.7	46.2	+9.5		121.7	129.4	+7.7			
Depreciation Expenses		36.1	40.0	+3.9		96.8	105.9	+9.1			
R&D Expenses		37.3	35.3	-2.0		102.9	112.4	+9.5			
Interest-Bearing Debt balance						785.3	733.0	-37.8	※1		
Cash Flows	Operating Activities	106.2	37.6	-68.6		269.6	185.4	-84.2			
	Investing Activities	-56.8	-73.7	-16.9		-140.9	-118.9	+22.0			
	Financing Activities	-32.4	-28.8	+3.6		324.2	-93.1	-417.3			
	Cash Balance					879.2	899.7	-24.7	※1		
Operating results by Segment	Auto	Sales	827.9	812.8	-15.1	-1.8%	1,961.8	2,311.4	+349.6	+17.8%	
		Operating Profit (Margin)	57.4 (6.9%)	37.7 (4.6%)	-19.7	-34.4%	126.6 (6.5%)	115.7 (5.0%)	-10.9	-8.6%	
	Moto	Sales	56.3	64.7	+8.4	+14.9%	145.4	183.7	+38.3	+26.3%	
		Operating Profit (Margin)	2.2 (3.9%)	2.3 (3.6%)	+0.1	+7.8%	-1.4 (-)	9.2 (5.0%)	+10.6	-	
	Marine	Sales	18.2	20.2	+2.0	+10.9%	59.6	70.1	+10.5	+17.5%	
		Operating Profit (Margin)	3.6 (19.9%)	6.6 (32.9%)	+3.0	+83.3%	11.6 (19.4%)	18.8 (26.9%)	+7.2	+62.6%	
	Other	Sales	2.9	3.0	+0.1	+3.5%	8.7	9.1	+0.4	+4.5%	
		Operating Profit (Margin)	0.7 (24.3%)	1.0 (30.9%)	+0.3	+31.8%	2.0 (23.6%)	3.0 (32.5%)	+1.0	+44.0%	
	Operating results by Geographic Region	Japan	Sales	502.5	478.4	-24.1	-4.8%	1,322.0	1,407.1	+85.1	+6.4%
			Operating Profit (Margin)	36.2 (7.2%)	24.5 (5.1%)	-11.7	-32.5%	93.4 (7.1%)	86.0 (6.1%)	-7.4	-7.9%
		Europe	Sales	139.0	100.8	-38.2	-27.5%	341.6	372.2	+30.6	+9.0%
			Operating Profit (Margin)	2.1 (1.5%)	1.1 (1.1%)	-1.0	-47.7%	4.2 (1.2%)	10.3 (2.8%)	+6.1	+143.8%
Asia		Sales	450.7	485.1	+34.4	+7.6%	928.5	1,269.7	+341.2	+36.7%	
		Operating Profit (Margin)	26.7 (5.9%)	18.1 (3.7%)	-8.6	-32.0%	33.0 (3.6%)	33.9 (2.7%)	+0.9	+2.8%	
Other		Sales	45.8	62.6	+16.8	+36.6%	123.4	176.3	+52.9	+42.8%	
		Operating Profit (Margin)	2.6 (5.7%)	3.6 (5.7%)	+1.0	+37.9%	5.9 (4.8%)	11.1 (6.3%)	+5.2	+88.5%	
No. of Consolidated Subsidiaries						121	119	-1	※1		
No. of entities accounted for using equity method						29	32	+1	※1		
No. of Employees						69,504	69,460	+721	※1		

※1...compared to the end of FY2020

# <Reference for FY2021 First Nine Months>

## [Consolidated 2/2]

4 February 2022

SUZUKI MOTOR CORPORATION

(Billions of yen)

		Full-year forecast (April2021-March2022)			Change from Previous Forecast
			Change	Ratio	
Net Sales		3,400.0	+221.8	+7.0%	+200.0
	Domestic Sales	1,040.0	-134.0	-11.4%	+20.0
	Suzuki brand	960.0	-123.9	-11.4%	+20.0
	OEM sales	80.0	-10.1	-11.2%	
Overseas Sales		2,360.0	+355.8	+17.8%	+180.0
Operating Profit (Margin)		170.0 (5.0%)	-24.4	-12.6%	
Ordinary Profit (Margin)		230.0 (6.8%)	-18.3	-7.4%	+10.0
Profit attributable to owners of parent (Margin)		150.0 (4.4%)	+3.6	+2.4%	
General View		Increased net sales and decreased operating profit			
Factors of change in Operating Profit	Factors of Increase	Change in sales, model mix		+108.4	+44.0
		Effect of ForEX rates		+36.0	+3.0
		Cost reduction		+28.0	-2.0
		Total		+172.4	+45.0
	Factors of Decrease	Change in price of raw materials		-110.0	-25.0
		Increase of R&D expenses		-33.8	+10.0
		Increase of various expenses		-30.0	-30.0
		Increase of depreciation		-23.0	
		Total		-196.8	-45.0
	Foreign Exchange Rates and Effect on Operating Profit				Effect
	USD	112Yen	+6Yen	+4.6	+2Yen
	EUR	130Yen	+6Yen	+7.7	
	INR	1.51Yen	+0.07Yen	+6.3	+0.02Yen
Capital Expenditures		230.0	+59.1		
Depreciation Expenses		150.0	+13.5		
R&D Expenses		180.0	+33.8		-10.0

<Reference for FY2021 First Nine Months>  
 [Units (Production & Sales)]

4 February 2022  
 SUZUKI MOTOR CORPORATION  
 (Thousand units)

		Q3 Results (October-December)				9M Results (April-December)				Full-year forecast (April2021-March2022)			Change from Previous Forecast
		Q3 of FY2020	Q3 of FY2021			9M of FY2020	9M of FY2021			Change	Ratio		
			Change	Ratio	Change		Ratio						
<Automobiles>	Mini vehicles	156	131	-25	-16.1%	400	351	-49	-12.3%	467	-72	-13.4%	+20
	Sub-compact & standard-sized vehicles	29	25	-3	-11.9%	74	62	-12	-16.4%	90	-11	-10.8%	+5
	Export	64	62	-2	-2.9%	144	153	+9	+6.0%	208	+4	+2.1%	-9
	OEM	23	23	-1	-3.1%	62	59	-3	-4.2%	78	-8	-9.4%	+3
	Domestic production	272	241	-31	-11.4%	680	625	-55	-8.1%	842	-88	-9.5%	+18
	(CBU only)	261	213	-48	-18.3%	663	563	-100	-15.1%	756	-141	-15.8%	+25
	Europe	30	20	-10	-33.4%	75	72	-3	-3.6%	103	-7	-6.8%	-15
	India	488	432	-56	-11.4%	938	1,164	+226	+24.1%				
	Pakistan	20	18	-2	-10.8%	34	54	+20	+57.9%				
	Indonesia	28	36	+8	+29.5%	55	97	+42	+76.1%				
	Thailand	6	5	-1	-21.2%	12	14	+2	+15.2%				
	Other	5	1	-5	-90.0%	18	1	-17	-97.0%				
	Asia	547	491	-56	-10.2%	1,057	1,329	+272	+25.7%	1,877	+267	+16.6%	+241
	Other	0	0	+0	+80.9%	1	1	+0	+46.9%	1	+0	+10.1%	
	Overseas production	577	512	-66	-11.3%	1,133	1,402	+270	+23.8%	1,981	+260	+15.1%	+226
	Production Total	849	753	-97	-11.4%	1,813	2,027	+215	+11.8%	2,823	+172	+6.5%	+244
	Mini vehicles	136	115	-21	-15.2%	371	340	-30	-8.2%	458	-81	-15.1%	+10
	Sub-compact & standard-sized vehicles	25	22	-3	-13.8%	73	64	-9	-11.8%	92	-16	-14.7%	+3
	Domestic sales	162	137	-24	-15.0%	443	405	-39	-8.8%	550	-97	-15.0%	+13
	Europe	55	49	-6	-11.1%	150	181	+31	+20.5%	225	+19	+9.5%	-9
	India	452	352	-100	-22.2%	884	958	+74	+8.4%				
	Pakistan	20	34	+14	+67.7%	46	95	+49	+108.1%				
	Indonesia	21	26	+4	+20.2%	47	70	+23	+49.2%				
	Thailand	8	8	-0	-5.4%	19	17	-2	-9.5%				
	Other	22	16	-6	-26.7%	57	40	-16	-28.9%				
	Asia	524	436	-88	-16.9%	1,052	1,180	+128	+12.2%	1,655	+95	+6.1%	+130
Other	50	72	+22	+43.6%	111	183	+73	+65.8%	235	+76	+47.9%	+45	
Overseas sales	629	556	-73	-11.6%	1,313	1,544	+231	+17.6%	2,114	+190	+9.9%	+165	
Sales Total	791	693	-97	-12.3%	1,756	1,949	+193	+11.0%	2,665	+94	+3.6%	+179	
OEM Sales (Not included in figures above)	42	46	+4	+9.0%	89	123	+33	+37.4%					

<Motorcycles and ATVs>	Domestic	3	6	+3	+92.0%	13	16	+3	+22.1%	21	+5	+28.5%	
	Export	16	20	+4	+23.6%	34	56	+22	+64.4%	79	+29	+57.0%	-4
	Domestic production	20	26	+7	+34.7%	47	72	+25	+52.7%	100	+33	+50.0%	-4
	(ATVs only)	1	3	+2	+133.3%	5	9	+5	+102.6%	13	+6	+86.8%	
	North America	1	1	+0	+26.2%	2	2	+1	+47.9%	3	+0	+18.4%	
	India	189	182	-7	-3.8%	379	534	+155	+41.0%				
	China	124	133	+9	+7.3%	379	419	+40	+10.6%				
	Philippines	39	41	+2	+5.3%	78	107	+29	+37.5%				
	Indonesia	26	11	-15	-57.8%	47	33	-15	-30.7%				
	Other	25	32	+7	+29.1%	68	85	+18	+26.5%				
	Asia	402	398	-4	-1.0%	951	1,178	+228	+24.0%	1,553	+182	+13.3%	+33
	Other	20	18	-1	-6.5%	43	49	+6	+14.0%	61	+4	+7.0%	+10
	Overseas production	422	418	-5	-1.2%	995	1,229	+234	+23.6%	1,617	+187	+13.1%	+43
	(ATVs only)	1	1	+0	+24.8%	4	5	+1	+27.5%	6	+1	+13.7%	-1
	Production Total	442	444	+2	+0.4%	1,042	1,302	+259	+24.9%	1,717	+220	+14.7%	+39
	(ATVs only)	3	5	+2	+85.2%	9	14	+6	+68.8%	19	+7	+55.3%	-1
	Domestic sales	12	12	-0	-2.8%	39	42	+3	+7.0%	52	+1	+1.8%	+2
	Europe	7	4	-3	-44.5%	31	22	-9	-29.1%	30	-9	-22.5%	-1
	North America	7	6	-1	-17.3%	37	22	-15	-40.8%	31	-15	-32.5%	-2
	India	187	179	-8	-4.3%	377	437	+61	+16.2%				
	China	91	93	+1	+1.6%	288	315	+27	+9.4%				
	Philippines	40	44	+4	+10.8%	96	117	+20	+20.8%				
	Indonesia	8	5	-3	-37.6%	21	13	-7	-34.4%				
	Other	37	37	-0	-0.4%	95	92	-3	-3.1%				
	Asia	363	358	-5	-1.5%	877	975	+98	+11.2%	1,316	+91	+7.4%	-20
	Other	52	46	-6	-11.6%	133	146	+13	+9.7%	188	+14	+8.0%	+5
Overseas sales	429	413	-16	-3.7%	1,078	1,164	+87	+8.0%	1,565	+81	+5.5%	-18	
Sales Total	441	425	-16	-3.7%	1,117	1,206	+89	+8.0%	1,617	+82	+5.4%	-16	
(ATVs only)	5	4	-1	-10.9%	18	12	-6	-33.8%	17	-6	-24.5%	-1	

# <Reference for FY2021 First Nine Months>

4 February 2022

## [Breakdown of Consolidated Net Sales]

SUZUKI MOTOR CORPORATION

(Unit : Thousand, Amount: Billions of yen)

		9M Results		9M Results		Change			
		April-December 2020		April-December 2021		Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile business	Japan	493	794.0	456	759.3	-37	-7.6%	-34.7	-4.4%
	Overseas	1,318	1,167.8	1,598	1,552.1	+280	+21.2%	+384.3	+32.9%
	Europe	140	258.9	142	281.8	+2	+1.5%	+22.9	+8.9%
	North America		0.7		0.5			-0.2	-31.0%
	Asia	1,068	789.0	1,227	1,017.0	+159	+14.9%	+228.0	+28.9%
	(Of which India)	(906)	(603.1)	(994)	(772.4)	(+88)	(+9.7%)	(+169.3)	(+28.1%)
	Other	110	119.2	229	252.8	+119	+107.8%	+133.6	+112.0%
	Total	1,812	1,961.8	2,054	2,311.4	+243	+13.4%	+349.6	+17.8%
Motorcycle business	Japan	38	14.8	39	16.7	+1	+3.9%	+1.9	+12.7%
	Overseas	750	130.6	908	167.0	+158	+21.1%	+36.4	+27.9%
	Europe	24	22.8	19	21.7	-6	-23.3%	-1.1	-4.6%
	North America	19	17.7	21	21.1	+2	+10.9%	+3.4	+19.1%
	Asia	579	67.9	687	91.0	+107	+18.5%	+23.1	+34.0%
	Other	128	22.2	182	33.2	+55	+42.7%	+11.0	+49.5%
	Total	787	145.4	947	183.7	+160	+20.3%	+38.3	+26.3%
Marine business	Japan		2.8		2.4			-0.4	-15.0%
	Overseas		56.8		67.7			+10.9	+19.2%
	Europe		12.3		16.0			+3.7	+29.3%
	North America		30.1		33.5			+3.4	+11.5%
	Asia		8.8		8.6			-0.2	-2.6%
	Other		5.6		9.6			+4.0	+72.4%
	Total		59.6		70.1			+10.5	+17.5%
	Other business (Domestic)		8.7		9.1			+0.4	+4.5%
Total	Japan		820.3		787.5			-32.8	-4.0%
	Overseas		1,355.2		1,786.8			+431.6	+31.8%
	Europe		294.0		319.5			+25.5	+8.7%
	North America		48.5		55.1			+6.6	+13.7%
	Asia		865.7		1,116.6			+250.9	+29.0%
	Other		147.0		295.6			+148.6	+101.1%
	Total		2,175.5		2,574.3			+398.8	+18.3%

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

- "Change" and "Ratio" are the amounts compared to the same period of the previous fiscal 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.

- OEM Sales means sales of OEM in Japan and India.

- FY2021 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).