

Consolidated Financial Summary for the First Nine Months Ended December 31, 2022

[Japanese GAAP]

February 7, 2023

Company Name : SUZUKI MOTOR CORPORATION Listings : Tokyo Stock Exchange
 Code No. : 7269 URL : <https://www.globalsuzuki.com>
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Date of Filing Quarterly Securities Report : February 13, 2023

Start of Payment of Cash Dividends : -

Preparation of Supplementary Explanatory Materials : Yes

Holding of Presentation Meeting on Quarterly Financial Results : Yes

(Amounts less than one million yen are rounded down)

1. Consolidated Operating Results for FY2022 first nine months (April 1 – December 31, 2022)

(1) Consolidated Management Results

(Percentage indicates change from the same period of the previous fiscal year)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2022 first nine months	3,412,829	32.6	266,978	82.0	298,561	46.4	183,399	35.1
FY 2021 first nine months	2,574,330	18.3	146,659	5.7	203,869	16.6	135,786	19.9

[Note] Comprehensive income FY2022 first nine months 214,106 Million Yen (23.0%)
 FY2021 first nine months 174,027 Million Yen (9.3%)

	Profit per share, Basic		Profit per share, Diluted	
	Yen		Yen	
FY 2022 first nine months	377.64		377.38	
FY 2021 first nine months	279.63		279.61	

(2) Consolidated Financial Position

	Total assets		Net assets		Shareholders' equity ratio	
	Millions of Yen		Millions of Yen		%	
FY 2022 third quarter	4,377,328		2,417,417		45.9	
FY 2021	4,155,153		2,263,672		45.2	

[Reference] Shareholders' equity (Net assets excluding non-controlling interests and share acquisition rights):

FY2022 third quarter 2,008,969 Million Yen FY2021 1,878,227 Million Yen

2. Cash Dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2021	-	45.00	-	46.00	91.00
FY2022	-	50.00	-	-	-
FY2022 (Forecast)	-	-	-	-	-

[Note] 1. Revision of the latest forecasts of cash dividends announced: None

2. The forecasts of cash dividends for FY2022 are undetermined.

3. Forecasts for Consolidated Operating Results of FY2022 (April 1, 2022 – March 31, 2023)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Profit per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
Full Year	4,500,000	26.1	310,000	61.9	340,000	29.3	200,000	24.7	411.75

[Note] Revisions of the latest forecasts for consolidated operating results announced: Yes

*Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that accompany with a change in the scope of consolidation): Yes

New 1 (Name) Suzuki Global Ventures, L.P. Exclusion - (Name)

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: Yes

(3) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements

1) Changes in accounting principles due to the revision of the accounting standards : Yes

2) Changes in accounting principles other than 1) : None

3) Changes in accounting estimates : None

4) Retrospective restatement : None

(4) Number of outstanding shares (common stock)

(Shares)

1) Number of outstanding shares at the end of period
(including treasury shares)

FY2022 Q3	491,146,600	FY2021	491,122,300
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2) Number of treasury shares at the end of period

FY2022 Q3	5,438,855	FY2021	5,500,056
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3) Average number of outstanding shares during period
(First nine months)

FY2022 Q3	485,639,977	FY2021 Q3	485,598,889
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*** This quarterly financial result is not required to be audited by certified public accountants or audit firm.**

*** Explanation regarding the appropriate use of forecasts for operating results, other information**

(Cautions For Forward-looking Statement)

The forward-looking statements 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).

(Quarterly Financial Results Supplementary Explanatory Materials)

Quarterly Financial Results Supplementary Explanatory Materials will be available on our website

(<https://www.globalsuzuki.com>) on February 7, 2023.

[Attachment]

Table of Contents

Quarterly Consolidated Financial Statement and Significant Notes	2
(1) Quarterly Consolidated Balance Sheets.....	2
(2) Quarterly Consolidated Statement of Income and Quarterly Consolidated Statement of Comprehensive Income	4
(3) Quarterly Consolidated Statement of Cash Flows	6
(4) Notes to Quarterly Consolidated Financial Statements	7
(Assumption for Going Concern)	7
(Significant Changes in the Amount of Shareholders' Equity).....	7
(Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements).....	7
(Changes in Accounting Principles)	7
(Additional Information).....	7
(Segment Information).....	8
(Revenue Recognition)	10

Quarterly Consolidated Financial Statements and Significant Notes

(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	FY2021 (As of March 31, 2022)	FY2022 third quarter (As of December 31, 2022)
Assets		
Current assets		
Cash and deposits	964,315	995,996
Notes and accounts receivable-trade	434,006	443,343
Securities	122,314	45,427
Merchandise and finished goods	214,471	276,399
Work in process	66,619	68,769
Raw materials and supplies	88,358	107,369
Other	167,924	226,597
Allowance for doubtful accounts	(6,790)	(6,805)
Total current assets	2,051,219	2,157,097
Non-current assets		
Property, plant and equipment	1,037,975	1,100,159
Intangible assets	3,396	3,240
Investments and other assets		
Investment securities	852,269	888,881
Other	210,768	228,285
Allowance for doubtful accounts	(301)	(322)
Allowance for investment loss	(174)	(13)
Total investments and other assets	1,062,563	1,116,831
Total non-current assets	2,103,934	2,220,230
Total assets	4,155,153	4,377,328
Liabilities		
Current liabilities		
Accounts payable-trade	287,724	296,117
Electronically recorded obligations-operating	14,911	22,512
Short-term borrowings	182,266	339,331
Current portion of bonds with share acquisition rights	8,560	7,340
Income taxes payable	55,155	56,773
Provision for product warranties	227,559	219,159
Other	480,340	454,897
Total current liabilities	1,256,517	1,396,131
Non-current liabilities		
Long-term borrowings	483,333	407,540
Other provisions	16,690	17,953
Retirement benefit liability	64,449	62,340
Other	70,491	75,943
Total non-current liabilities	634,963	563,778
Total liabilities	1,891,481	1,959,910

	FY2021 (As of March 31, 2022)	FY2022 third quarter (As of December 31, 2022)
Net assets		
Shareholders' equity		
Share capital	138,318	138,370
Capital surplus	143,369	143,179
Retained earnings	1,638,726	1,775,501
Treasury shares	(20,877)	(20,643)
Total shareholders' equity	1,899,536	2,036,407
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	111,078	104,996
Deferred gains or losses on hedges	88	(291)
Foreign currency translation adjustment	(112,138)	(112,923)
Remeasurements of defined benefit plans	(20,337)	(19,218)
Total accumulated other comprehensive income	(21,309)	(27,437)
Share acquisition rights	41	41
Non-controlling interests	385,403	408,406
Total net assets	2,263,672	2,417,417
Total liabilities and net assets	4,155,153	4,377,328

**(2) Quarterly Consolidated Statement of Income and
Quarterly Consolidated Statement of Comprehensive Income
(First nine months ended December 31, 2022)
【Quarterly Consolidated Statement of Income】**

	(Millions of yen)	
	FY2021 first nine months (April 1 – December 31, 2021)	FY2022 first nine months (April 1 – December 31, 2022)
Net sales	2,574,330	3,412,829
Cost of sales	1,947,396	2,569,598
Gross profit	626,933	843,231
Selling, general and administrative expenses	480,274	576,252
Operating profit	146,659	266,978
Non-operating income		
Interest income	61,518	28,445
Dividend income	4,061	4,531
Share of profit of entities accounted for using equity method	6,589	8,638
Other	9,805	11,135
Total non-operating income	81,975	52,751
Non-operating expenses		
Interest expenses	3,184	4,221
Foreign exchange losses	2,062	9,419
Expenses related to discontinuation of development	13,359	—
Other	6,158	7,527
Total non-operating expenses	24,764	21,168
Ordinary profit	203,869	298,561
Extraordinary income		
Gain on sale of non-current assets	19,063	1,094
Gain on sale of investment securities	4	4
Total extraordinary income	19,067	1,098
Extraordinary losses		
Loss on sale of non-current assets	709	508
Impairment losses	9,514	—
Total extraordinary losses	10,224	508
Profit before income taxes	212,712	299,152
Income taxes	44,982	75,451
Profit	167,729	223,700
Profit attributable to non-controlling interests	31,942	40,301
Profit attributable to owners of parent	135,786	183,399

【Quarterly Consolidated Statement of Comprehensive Income】

(Millions of yen)

	FY2021 first nine months (April 1 – December 31, 2021)	FY2022 first nine months (April 1 – December 31, 2022)
Profit	167,729	223,700
Other comprehensive income		
Valuation difference on available-for-sale securities	(22,789)	(2,986)
Deferred gains or losses on hedges	311	(458)
Foreign currency translation adjustment	26,214	(8,823)
Remeasurements of defined benefit plans, net of tax	1,245	924
Share of other comprehensive income of entities accounted for using equity method	1,316	1,749
Total other comprehensive income	6,297	(9,594)
Comprehensive income	174,027	214,106
Comprehensive income attributable to:		
owners of parent	146,042	177,271
non-controlling interests	27,984	36,835

(3) Quarterly Consolidated Statement of Cash Flows

(Millions of yen)

	FY2021 first nine months (April 1 – December 31, 2021)	FY2022 first nine months (April 1 – December 31, 2022)
Cash flows from operating activities		
Profit before income taxes	212,712	299,152
Depreciation and amortization	105,936	126,445
Impairment losses	9,514	—
Increase (decrease) in allowance for doubtful accounts	(515)	61
Increase (decrease) in retirement benefit liability	(1,594)	(2,093)
Increase (decrease) in provision for product warranties	(8,491)	(8,506)
Interest and dividend income	(65,579)	(32,977)
Interest expenses	3,184	4,221
Foreign exchange losses (gains)	464	4,117
Share of loss (profit) of entities accounted for using equity method	(6,589)	(8,638)
Loss (gain) on sale of property, plant and equipment	(18,353)	(586)
Loss (gain) on sale of investment securities	(4)	(4)
Decrease (increase) in trade receivables	95,654	(10,904)
Decrease (increase) in inventories	25,065	(85,868)
Increase (decrease) in trade payables	(115,276)	16,781
Increase (decrease) in accrued expenses	(64,424)	305
Other, net	(6,145)	(119,097)
Subtotal	165,557	182,408
Interest and dividends received	65,913	32,794
Interest paid	(3,469)	(3,721)
Income taxes paid	(42,595)	(75,611)
Net cash provided by (used in) operating activities	185,406	135,869
Cash flows from investing activities		
Payments into time deposits	(103,028)	(118,465)
Proceeds from withdrawal of time deposits	94,799	101,403
Purchase of securities	(559,866)	(912,762)
Proceeds from sale and redemption of securities	612,621	985,633
Purchase of property, plant and equipment	(131,628)	(188,644)
Proceeds from sales of property, plant and equipment	23,404	1,550
Other, net	(55,230)	(26,254)
Net cash provided by (used in) investing activities	(118,928)	(157,538)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(157,898)	84,412
Proceeds from long-term borrowings	304,712	87,461
Repayments of long-term borrowings	(183,363)	(77,194)
Purchase of bonds with share acquisition rights	—	(1,220)
Dividends paid	(47,592)	(46,633)
Dividends paid to non-controlling interests	(8,969)	(13,753)
Other, net	(3)	(3)
Net cash provided by (used in) financing activities	(93,114)	33,069
Effect of exchange rate changes on cash and cash equivalents	1,949	4,616
Net increase (decrease) in cash and cash equivalents	(24,686)	16,017
Cash and cash equivalents at the beginning of period	924,392	857,996
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	—	(1)
Cash and cash equivalents at the end of period	899,705	874,011

(4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements)

[Calculation of income taxes]

With respect to income taxes, the effective tax rates were reasonably estimated after applying the tax effect accounting to the profit before income taxes of the consolidated fiscal year. And income tax was calculated by multiplying the income before income taxes by this estimated effective tax rate.

(Changes in Accounting Principles)

[Application of Guidance on Accounting Standard for Calculation of Market Value]

The Company has applied the "Guidance on Accounting Standard for Calculation of Market Value" (ASBJ Guidance No. 31, June 17, 2021) from the beginning of FY2022. In accordance with the transitional treatment set forth in article 27-2 of the Guidance on Accounting Standard for Calculation of Market Value, the Company has applied the new accounting policies set forth in the Guidance on Accounting Standard for Calculation of Market Value into the future. It has no impact on the quarterly consolidated financial statements.

(Additional Information)

[Application of Treatment of Accounting and Disclosure under the Group Tax Sharing System]

From the first quarter of FY2022, the Company and certain of its domestic consolidated subsidiaries have switched from the Consolidated Taxation System to the Group Tax Sharing System. As a result, accounting and disclosure for income taxes, local income taxes, and tax effect accounting are in accordance with the "Treatment of Accounting and Disclosure under the Group Tax Sharing System" (Practical Solution Report No. 42, August 12, 2021.). In accordance with Practical Solution Report No. 42, Article 32 (1), there will be no impact from the change in accounting policies in accordance with the application of Practical Solution Report No. 42.

(Segment Information)

1. Net sales and Profit of Each Reportable Segment

FY2021 first nine months (April 1 – December 31, 2021)

(Millions of yen)

	Reportable Segments				
	Automobile business	Motorcycle business	Marine business	Other business	Total
Net Sales	2,311,472	183,692	70,053	9,112	2,574,330
Segment Profit* ¹	115,659	9,230	18,809	2,958	146,659

FY2022 first nine months (April 1 – December 31, 2022)

(Millions of yen)

	Reportable Segments				
	Automobile business	Motorcycle business	Marine business	Other business	Total
Net Sales	3,049,313	252,759	101,775	8,980	3,412,829
Segment Profit* ¹	211,043	22,967	30,788	2,179	266,978

[Notes] *1. Segment profit is an operating profit in the quarterly consolidated statement of income.

2. Main products and services of each segment are as follows:

Segment	Main products and services
Automobile business	Mini vehicles, Sub-compact vehicles, Standard-sized vehicles
Motorcycle business	Motorcycles, All terrain vehicles
Marine business	Outboard motors
Other business	Motorized wheelchairs, Solar power generation, Real estate

2. Impairment Losses of Non-Current Assets or Goodwill, etc. of Each Reportable Segment

(Significant impairment losses of non-current assets)

The Group has recorded impairment losses in the following group of assets.

With regard to assets for rent and idle assets, the Group has reduced the book value of the asset group whose market value has particularly fallen to the recoverable amount and recorded impairment losses as extraordinary losses.

FY2021 first nine months (April 1 – December 31, 2021)

(Millions of yen)

Usage	Location	Classification	Impairment losses	Reportable Segments			
				Automobile business	Motorcycle business	Marine business	Other business
Assets for rent	Japan	Land	9,382	9,285	97	—	—
Idle assets	Japan	Land	131	129	1	0	0
Total			9,514	9,415	98	0	0

FY2022 first nine months (April 1 – December 31, 2022)

None

(Reference information)

As reference information, operating results by geographical region are as follows:

[Operating Results by Geographical Region]

FY2021 first nine months (April 1 – December 31, 2021)

(Millions of yen)

	Japan	Europe	Asia	Other	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	963,105	272,735	1,162,661	175,827	2,574,330	—	2,574,330
2) Internal net sales or transfer among geographical regions	443,989	99,466	107,092	450	650,999	(650,999)	—
Total	1,407,095	372,202	1,269,753	176,278	3,225,330	(650,999)	2,574,330
Operating profit	85,956	10,267	33,888	11,058	141,170	5,488	146,659

FY2022 first nine months (April 1 – December 31, 2022)

(Millions of yen)

	Japan	Europe	Asia	Other	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	1,106,147	264,828	1,744,057	297,795	3,412,829	—	3,412,829
2) Internal net sales or transfer among geographical regions	679,104	172,112	155,962	547	1,007,726	(1,007,726)	—
Total	1,785,252	436,941	1,900,019	298,342	4,420,556	(1,007,726)	3,412,829
Operating profit	157,647	4,839	106,510	18,259	287,257	(20,278)	266,978

[Notes] 1. Classification of countries or regions is based on a geographical adjacency.

2. The major countries or regions belonging to classifications other than Japan:

(1) Europe.....Hungary, Germany, United Kingdom and France

(2) Asia.....India, Pakistan, Indonesia and Thailand

(3) Other.....United States, Australia, Mexico, Colombia and South Africa

3. Classification is counted based on the location of the Company and its consolidated subsidiaries.

(Revenue Recognition)**[Breakdown of Revenue from Contracts with Customers]**

FY2021 first nine months (April 1 – December 31, 2021)

(Millions of yen)

	Reportable Segments				Total
	Automobile business	Motorcycle business	Marine business	Other business	
Japan	740,500	16,666	2,408	9,112	768,687
Europe	281,852	21,756	15,945	—	319,555
Asia	1,012,315	89,864	8,591	—	1,110,771
Other	253,288	54,289	43,103	—	350,681
Revenue from contracts with customers	2,287,956	182,577	70,048	9,112	2,549,694
Other revenue*2	23,515	1,115	4	—	24,635
Net sales to external customers	2,311,472	183,692	70,053	9,112	2,574,330

FY2022 first nine months (April 1 – December 31, 2022)

(Millions of yen)

	Reportable Segments				Total
	Automobile business	Motorcycle business	Marine business	Other business	
Japan	827,128	17,743	2,654	8,980	856,506
Europe	277,644	28,227	18,678	—	324,550
Asia	1,529,517	124,151	7,968	—	1,661,638
Other	390,966	81,855	72,449	—	545,271
Revenue from contracts with customers	3,025,256	251,978	101,751	8,980	3,387,967
Other revenue*2	24,056	781	24	—	24,862
Net sales to external customers	3,049,313	252,759	101,775	8,980	3,412,829

[Notes] *1. Revenue is classified by region based on the location of the customers.

2. Other revenue include lease revenue of the lessor, etc.