

# <Reference for FY2025 First Three Months>

Aug. 5, 2025

SUZUKI MOTOR CORPORATION

[Consolidated] <IFRS>

(Billions of yen)

			Q1 Results (April-June)				Full-year <the previous forecast left unchanged>				
			Q1 of FY2024	Q1 of FY2025			FY2024 Results	FY2025 Forecast			
					YoY					YoY	
					Change	Ratio				Change	Ratio
Revenue			1,457.6	1,397.8	-59.9	-4.1%	5,825.2	6,100.0	+274.8	+4.7%	
	Domestic		355.3	384.2	+28.9	+8.1%	1,491.0	1,550.0	+59.0	+4.0%	
	Overseas		1,102.3	1,013.6	-88.8	-8.1%	4,334.2	4,550.0	+215.8	+5.0%	
Operating Profit (Margin)			157.6 (10.8%)	142.1 (10.2%)	-15.4	-9.8%	642.9 (11.0%)	500.0 (8.2%)	-142.9	-22.2%	
Profit before tax (Margin)			189.5 (13.0%)	175.7 (12.6%)	-13.8	-7.3%	730.2 (12.5%)	580.0 (9.5%)	-150.2	-20.6%	
Profit attributable to owners of parent (Margin)			114.2 (7.8%)	102.0 (7.3%)	-12.2	-10.7%	416.1 (7.1%)	320.0 (5.2%)	-96.1	-23.1%	
General View				Decreased revenue and profit				Increased revenue, and decreased profit			
Factors of change in Operating Profit	External factors			Effect of ForEX rates -23.0 Change in price of raw materials -4.3 Total -27.3				Effect of ForEX rates -80.0 Change in price of raw materials -35.0 Business risks, etc. -40.0 Total -155.0			
	Factors other than the above			Change in volume -9.8 Change in mix/price etc. +21.6 Cost reduction +9.0 Fixed cost, etc. +1.3 R&D expenses -7.3 Depreciation expenses -3.0 Total +11.9				Change in volume +50.0 Change in mix/price etc. +95.4 Cost reduction +35.0 Fixed cost, etc. -100.0 R&D expenses -34.4 Depreciation expenses -33.9 Total +12.1			
	Foreign Exchange Rates and Effect on Operating Profit		USD 156Yen EUR 168Yen INR 1.88Yen	145Yen 164Yen 1.70Yen	-11Yen -4Yen -0.18Yen	Effect -2.6 -1.3 -11.4	153Yen 164Yen 1.82Yen	140Yen 160Yen 1.68Yen	-13Yen -4Yen -0.14Yen	Effect -14.0 -7.0 -33.7	
	Capital Expenditures		83.1	82.7	-0.4			380.0	+18.2		
	Depreciation Expenses		47.5	50.4	+3.0			230.0	+33.9		
	R&D Expenses		55.7	63.1	+7.3			300.0	+34.4		
	Interest-Bearing Debt balance		772.5	735.7	+10.4	*					
	Cash Flows	Operating Activities		98.5	64.0	-34.5					
		Investing Activities		-22.3	-27.3	-5.0					
		Financing Activities		-60.8	-34.1	+26.7					
Cash Balance		875.2	849.3	+6.6	*						
Operating results by Segment	Auto	Revenue	1,320.0	1,257.8	-62.1	-4.7%					
		Operating Profit (Margin)	136.4 (10.3%)	119.4 (9.5%)	-17.0	-12.5%					
	Moto	Revenue	104.8	104.8	+0.0	+0.0%					
		Operating Profit (Margin)	12.1 (11.5%)	12.8 (12.2%)	+0.7	+5.5%					
	Marine	Revenue	30.2	31.9	+1.7	+5.7%					
		Operating Profit (Margin)	8.1 (26.8%)	9.2 (28.8%)	+1.1	+13.4%					
	Other	Revenue	2.8	3.3	+0.5	+18.6%					
		Operating Profit (Margin)	0.9 (33.8%)	0.8 (23.3%)	-0.2	-18.2%					
Operating results by Geographic Region	Japan	Revenue	720.0	716.3	-3.6	-0.5%					
		Operating Profit (Margin)	85.1 (11.8%)	64.4 (9.0%)	-20.7	-24.3%					
	Europe	Revenue	226.6	156.7	-69.9	-30.9%					
		Operating Profit (Margin)	5.6 (2.5%)	2.6 (1.6%)	-3.0	-54.2%					
	Asia	Revenue	787.2	783.3	-3.8	-0.5%					
		Operating Profit (Margin)	73.8 (9.4%)	62.3 (8.0%)	-11.5	-15.5%					
	Other	Revenue	116.1	109.2	-6.8	-5.9%					
		Operating Profit (Margin)	2.9 (2.5%)	4.8 (4.4%)	+1.8	+62.1%					

\* : compared to the end of FY2024

# <Reference for FY2025 First Three Months>

Aug. 5, 2025  
SUZUKI MOTOR CORPORATION

## [Units (Production & Sales)]

(Thousand units)

				Q1 Results (April-June)			Full-year <the previous forecast left unchanged>					
				Q1 of FY2024	Q1 of FY2025		FY2024 Results	FY2025 Forecast				
					YoY			YoY				
					Change	Ratio		Change	Ratio			
<Automobiles>		Mini vehicles	144	140	-3	-2.4%	580					
		Sub-compact & standard-sized vehicles	31	27	-3	-10.7%	116					
		Export	58	43	-15	-26.1%	213					
		OEM	22	21	-2	-8.2%	86					
		Domestic production		255	231	-24	-9.3%	995	975	-20	-2.0%	
		(CBU only)		242	211	-32	-13.1%	931	898	-33	-3.6%	
		Europe		29	23	-7	-22.4%	104	103	-1	-1.0%	
		India		496	503	+7	+1.5%	2,102				
		Pakistan		4	4	-1	-16.9%	15				
		Indonesia		17	20	+2	+13.7%	71				
		Other		2	1	-0	-11.1%	9				
		Asia		519	528	+9	+1.7%	2,197	2,376	+179	+8.1%	
		Other		0	0	-0	-14.7%	0	0	+0	+101.9%	
		Overseas production		548	551	+2	+0.4%	2,301	2,479	+178	+7.7%	
		Production Total		803	782	-21	-2.7%	3,296	3,454	+158	+4.8%	
			Mini vehicles	140	137	-3	-2.1%	585				
			Sub-compact & standard-sized vehicles	30	39	+9	+30.4%	133				
			Domestic sales		170	176	+6	+3.6%	718	740	+22	+3.1%
			Europe		65	48	-17	-26.5%	220	184	-36	-16.4%
	India		427	402	-25	-5.8%	1,795	India expected to outpace market growth (+1~2% year-on-year)				
	Pakistan		19	23	+4	+20.3%	69					
	Indonesia		16	13	-3	-18.4%	65					
	Other		13	13	+0	+0.8%	50					
	Asia		475	451	-24	-5.1%	1,979	2,083	+104	+5.3%		
	Latin America		29	28	-1	-4.2%	122					
	Africa		24	31	+7	+27.4%	109					
	Other		20	20	-0	-0.7%	92					
Other			74	79	+5	+7.2%	324	317	-7	-2.2%		
Overseas sales			614	578	-36	-5.9%	2,523	2,584	+61	+2.4%		
Sales Total			784	754	-30	-3.8%	3,240	3,324	+83	+2.6%		
OEM Sales (Not included in figures above)			51	60	+10	+19.3%						

<Motorcycles and ATVs>	Production	Domestic	5	3	-3	-50.5%	21	9	-12	-58.3%	
		Export	16	18	+3	+16.7%	70	89	+19	+27.0%	
		Domestic production	21	21	-0	-0.0%	91	97	+7	+7.4%	
		North America	1	0	-1	-90.3%	3	2	-2	-48.0%	
			India	271	291	+20	+7.4%	1,130			
			China	119	109	-11	-8.9%	397			
			Philippines	41	39	-3	-6.2%	144			
			Indonesia	6	6	+0	+5.2%	31			
			Other	35	39	+3	+9.7%	135			
		Asia	474	484	+11	+2.2%	1,836	1,824	-12	-0.7%	
		Other	25	30	+6	+23.0%	111	104	-7	-6.2%	
	Overseas production	499	515	+15	+3.0%	1,951	1,930	-21	-1.1%		
	Production Total	520	535	+15	+2.9%	2,042	2,028	-14	-0.7%		
	(ATVs only)	3	3	-0	-10.0%	13	12	-1	-5.6%		
	Sales	Domestic sales	9	8	-1	-11.8%	35	33	-3	-8.4%	
		Europe	13	9	-4	-29.5%	40	37	-3	-7.1%	
			North America	11	9	-2	-14.2%	30	33	+3	+11.1%
			India	247	271	+24	+9.6%	1,048			
			China	104	96	-9	-8.5%	331			
			Philippines	36	39	+4	+10.4%	150			
			Other	45	44	-1	-1.2%	167			
		Asia	432	450	+18	+4.2%	1,695	1,721	+26	+1.5%	
		Latin America	53	68	+14	+26.9%	242				
			Other	4	4	-0	-5.3%				22
		Other	58	72	+14	+24.4%	264	255	-9	-3.5%	
		Overseas sales	513	540	+27	+5.2%	2,029	2,045	+17	+0.8%	
		Sales Total	522	548	+26	+4.9%	2,064	2,078	+14	+0.7%	
(ATVs only)		3	3	-0	-10.8%	11	12	+0	+3.3%		

# <Reference for FY2025 First Three Months>

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SUZUKI MOTOR CORPORATION

## [Breakdown of Consolidated Revenue]

(Unit : Thousand, Amount : Billions of yen)

		Q1 of FY2024		Q1 of FY2025		YoY			
		Unit	Amount	Unit	Amount	Unit		Amount	
						Change	Ratio	Change	Ratio
Automobile	Japan	187	347.0	183	375.9	-3	-1.8%	+28.9	+8.3%
	Overseas	640	973.0	618	881.9	-22	-3.5%	-91.1	-9.4%
	Europe	53	166.1	39	117.4	-13	-24.8%	-48.8	-29.4%
	North America		0.1		0.1			-0.0	-32.2%
	Asia (Of which India)	498 (451)	643.2 (563.6)	482 (431)	606.0 (524.2)	-16 (-20)	-3.3% (-4.5%)	-37.2 (-39.4)	-5.8% (-7.0%)
	Other	89	163.5	96	158.5	+7	+7.9%	-5.0	-3.1%
	Total	826	1,320.0	801	1,257.8	-26	-3.1%	-62.1	-4.7%
Motorcycle	Japan	8	4.7	7	4.1	-2	-20.8%	-0.6	-12.5%
	Overseas	410	100.0	456	100.7	+46	+11.3%	+0.6	+0.6%
	Europe	12	15.2	9	12.6	-3	-22.9%	-2.6	-17.1%
	North America	7	11.5	8	11.1	+1	+10.1%	-0.4	-3.1%
	Asia	331	54.0	360	54.5	+30	+8.9%	+0.5	+0.9%
	Other	60	19.3	79	22.4	+19	+30.8%	+3.1	+16.1%
	Total	419	104.8	463	104.8	+44	+10.6%	+0.0	+0.0%
Marine	Japan		0.8		0.9			+0.0	+5.5%
	Overseas		29.3		31.0			+1.7	+5.7%
	Europe		5.5		6.3			+0.8	+13.9%
	North America		15.7		16.1			+0.3	+2.2%
	Asia		3.6		2.9			-0.7	-18.5%
	Other		4.5		5.7			+1.2	+27.6%
	Total		30.2		31.9			+1.7	+5.7%
Other (Domestic)			2.8		3.3			+0.5	+18.6%
Total	Japan		355.3		384.2			+28.9	+8.1%
	Overseas		1,102.3		1,013.6			-88.8	-8.1%
	Europe		186.8		136.2			-50.6	-27.1%
	North America		27.3		27.3			-0.1	-0.2%
	Asia		700.9		663.4			-37.4	-5.3%
	Other		187.3		186.7			-0.7	-0.3%
	Total		1,457.6		1,397.8			-59.9	-4.1%

### \*1. [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.
- Q1 of FY2025 includes preliminary figures.

### \*2. [Breakdown of Consolidated Revenue]

- Units are wholesale sales based on consolidated revenue.
- Classification is based on the location of external customers.  
North America...United States and Canada, Automobile in North America...Revenue of parts and accessories, etc.

### \*3. [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.