



A PEEK INTO THE FUTURE

evx



FY2022 Third Quarter Financial Results

SUZUKI MOTOR CORPORATION

February 7, 2023

Third Quarter Results

... Increased net sales and profit

(Billions of yen)		FY2022 ('22/4-12)	FY2021 ('21/4-12)	Change		Record
					Ratio	
Consolidated Financial Results	Net Sales	3,412.8	2,574.3	+838.5	+32.6%	Increased for the second consecutive period
	Operating Profit (Margin)	267.0 (7.8%)	146.7 (5.7%)	+120.3	+82.0%	Increased for the second consecutive period
	Ordinary Profit (Margin)	298.6 (8.7%)	203.9 (7.9%)	+94.7	+46.4%	Increased for the second consecutive period
	Profit* (Margin)	183.4 (5.4%)	135.8 (5.3%)	+47.6	+35.1%	Increased for the second consecutive period
Global Sales Volume (Thousand units)	Automobile	2,210	1,949	+262	+13.4%	Increased in India, Japan, Africa, etc.
	Motorcycle	1,414	1,212	+202	+16.7%	Increased in India, ASEAN, Latin America, etc.

*Profit attributable to owners of parent

First, let us explain the results for the 9 months from April to December.

Net sales were 3,412.8 billion yen, an increase of 838.5 billion yen from the same period of the previous year.

Increased net sales mainly owes to improvement in sales mix/price etc., increase in volume, and the impact of the exchange rate.

Operating profit was 267 billion yen, an increase of 120.3 billion yen from the same period of the previous fiscal year.

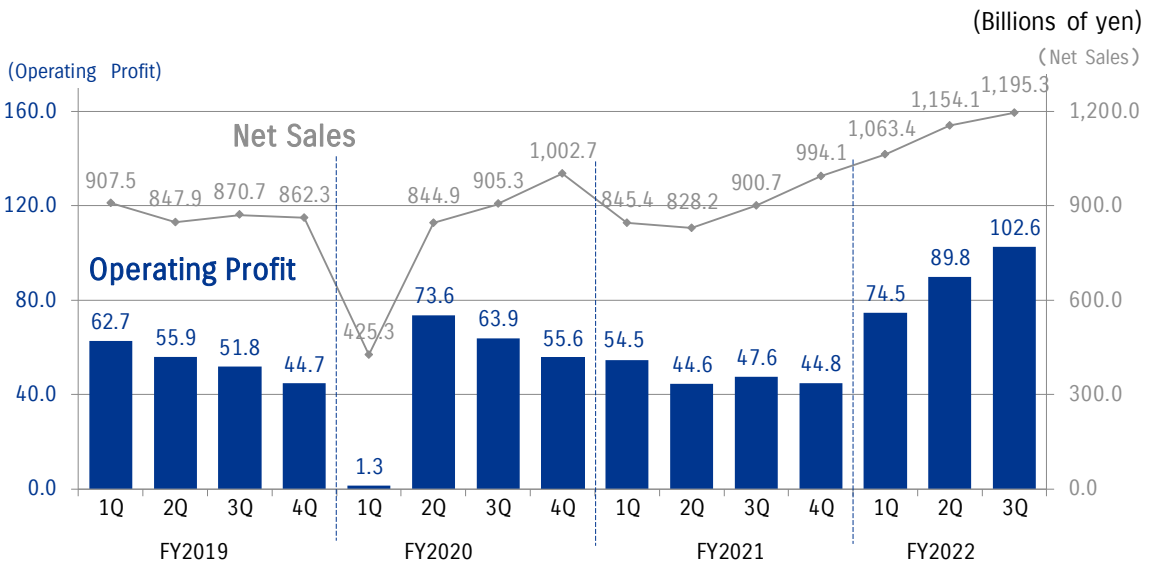
This was due to the impact of rising raw material prices being offset mainly by increased revenue.

Ordinary profit increased by 94.7 billion yen compared to the same period of the previous fiscal year to 298.6 billion yen.

Profit attributable to owners of parent increased by 47.6 billion yen to 183.4 billion yen. The increase in operating profit absorbed the decrease in non-operating income and extraordinary income (the gain on sale of the former Toyokawa factory site was recorded in the same period last year).

Global sales of Automobiles increased in countries such as India, Japan and Africa.

Global sales of motorcycles increased in India, and in regions such as ASEAN, and Latin America.



We would like to explain our quarterly results.

Net sales and profit both increased in the third quarter compared to the second quarter.

FY2022 Third Quarter Results | Net Sales


(Billions of yen)	Automobile			Motorcycle			Marine			Others			Total			of which effect of ForEX rates conversion
	FY2022 9 months ('22/4-12)	FY2021 9 months ('21/4-12)	Change	FY2022 9 months ('22/4-12)	FY2021 9 months ('21/4-12)	Change	FY2022 9 months ('22/4-12)	FY2021 9 months ('21/4-12)	Change	FY2022 9 months ('22/4-12)	FY2021 9 months ('21/4-12)	Change	FY2022 9 months ('22/4-12)	FY2021 9 months ('21/4-12)	Change	
Japan total	845.9	759.3	+86.6	17.7	16.7	+1.1	2.7	2.4	+0.2	9.0	9.1	-0.1	875.3	787.5	+87.8	
Suzuki brand	776.1	698.4	+77.6	17.7	16.7	+1.1	2.7	2.4	+0.2	9.0	9.1	-0.1	805.4	726.6	+78.8	
OEM	69.9	60.9	+8.9										69.9	60.9	+8.9	
Overseas total	2,203.4	1,552.1	+651.3	235.0	167.0	+68.0	99.1	67.7	+31.5				2,537.5	1,786.8	+750.7	
Europe	277.6	281.8	-4.2	28.2	21.7	+6.5	18.7	16.0	+2.7				324.6	319.5	+5.0	+22.1
N. America	0.5	0.5	-0.0	38.0	21.1	+16.9	57.1	33.5	+23.6				95.6	55.1	+40.4	+17.4
Asia	1,534.8	1,017.0	+517.8	124.9	91.0	+34.0	8.0	8.6	-0.6				1,667.7	1,116.6	+551.1	+185.1
India	1,248.2	772.4	+475.8	66.3	44.5	+21.8	0.6	0.5	+0.1				1,315.1	817.4	+497.7	+160.8
Others	286.5	244.6	+41.9	58.7	46.5	+12.2	7.4	8.1	-0.7				352.6	299.2	+53.5	+24.3
Others	390.5	252.8	+137.7	43.9	33.2	+10.7	15.3	9.6	+5.8				449.7	295.6	+154.2	+45.0
Grand total	3,049.3	2,311.4	+737.8	252.8	183.7	+69.1	101.8	70.1	+31.7	9.0	9.1	-0.1	3,412.8	2,574.3	+838.5	+269.6
			+230.2			+26.3			+13.1						+269.6	

of which effect of ForEX rates conversion

Note: North America : United States and Canada Automobile in North America : Sales of parts and accessories

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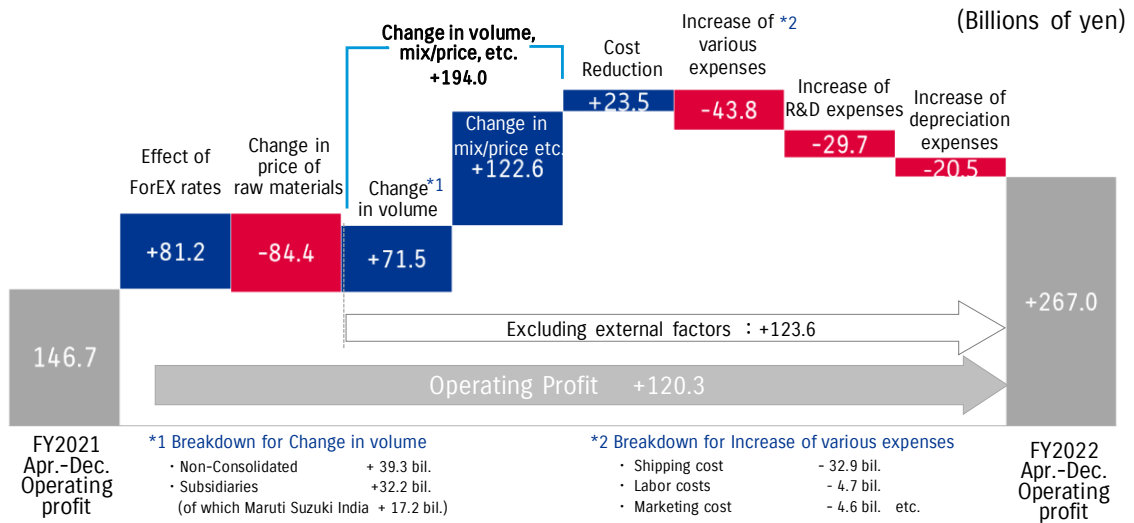
We would like to explain net sales by region and business between April and December.

Net sales increased in Japan, India and other regions.

The impact of exchange rate, contributed to increase in sales by 269.6 billion yen.

At the same time, overseas sales increased by 750.7 billion yen, partly due to the effect of price hikes reflecting rising raw material prices.

On a consolidated basis, net sales increased by 838.5 billion yen.



Note: The former "Change in sales, model mix" was broken down into "Change in volume" and "Change in mix/price etc.", and therefore, aggregate of the new items are re-labelled as "Change in volume, mix/price, etc."

We would like to explain the factors of increase and decrease behind the operating profit between April and December.

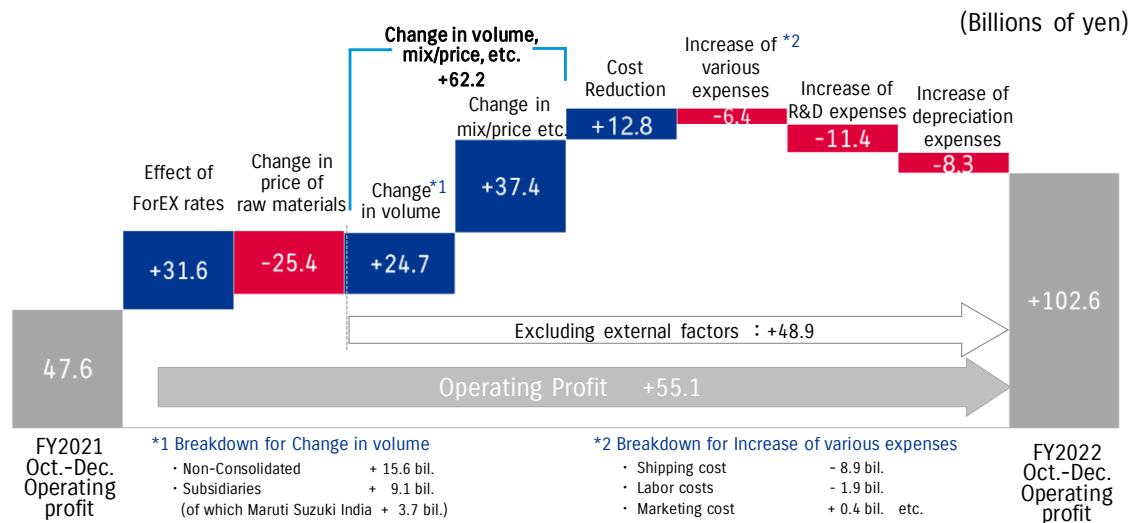
The breakdown of factors in operating profit are:

Effect of ForEx rates contributed to plus 81.2 billion yen, while change in price of raw materials led to a decrease by 84.4 billion yen.

Excluding these external factors, positive contributors are: change in volume by 71.5 billion yen, change in mix/price etc. by 122.6 billion yen, and cost reduction by 23.5 billion yen.

On the other hand, negative factors are:

Increase in various expenses by 43.8 billion yen due to increased volume, R&D expenses by 29.7 billion yen, and depreciation expenses by 20.5 billion yen.



Note: The former "Change in sales, model mix" was broken down into "Change in volume" and "Change in mix/price etc.", and therefore, aggregate of the new items are re-labelled as "Change in volume, mix/price, etc."

We would like to explain the factors behind the increase and decrease in operating profit from October to December.

The breakdown of factors in operating profit are:

Effect of ForEx rates contributed to plus 31.6 billion yen, while change in price of raw materials led to a decrease by 25.4 billion yen.

Excluding these external factors, positive contributors are: change in volume by 24.7 billion yen, change in mix/price etc. by 37.4 billion yen, and cost reduction by 12.8 billion yen.

On the other hand, negative factors are:

Increase in various expenses by 6.4 billion yen due to increased volume, R&D expenses by 11.4 billion yen, and depreciation expenses by 8.3 billion yen.

	FY2022 9 months (*22/4-12)	FY2021 9 months (*21/4-12)	Change	Effect of ForEX rates in operating profit
Indian Rupee	1.72 yen	1.51 yen	+0.21 yen	+22.6 bln yen
US Dollar	137 yen	111 yen	+25 yen	+19.9 bln yen
Mexican Peso	6.84 yen	5.48 yen	+1.36 yen	+11.1 bln yen
Euro	141 yen	131 yen	+10 yen	+10.6 bln yen
Australian Dollar	93 yen	83 yen	+11 yen	+4.0 bln yen
South African Rand	8.16 yen	7.56 yen	+0.60 yen	+3.2 bln yen
100 Indonesian Rupiah	0.91 yen	0.78 yen	+0.13 yen	+3.1 bln yen
Sterling Pound	164 yen	153 yen	+11 yen	+2.2 bln yen
Pakistan Rupee	0.64 yen	0.68 yen	-0.04 yen	-1.8 bln yen
Others*	-	-	-	+6.3 bln yen
Total				+81.2 bln yen

*Others...New Zealand Dollar +1.2 bln yen, etc.

We would like to explain the exchange rate between April and December.

One of the factors behind the increase in earnings this fiscal year was the depreciation of yen.

The impact of foreign exchange rates contributed to a profit increase by 81.2 billion yen.

	FY2022 9 months ('22/4-12)	FY2021 9 months ('21/4-12)	Change
(Non-consolidated)	49.1 bln yen	38.6 bln yen	+10.5 bln yen
(Subsidiaries)	147.0 bln yen	90.8 bln yen	+56.2 bln yen
Capital Expenditures	196.1 bln yen	129.4 bln yen	+66.6 bln yen
Depreciation Expenses	126.4 bln yen	105.9 bln yen	+20.5 bln yen
R&D Expenses	142.0 bln yen	112.4 bln yen	+29.7 bln yen

	FY2022 Q3 ('22/12)	FY2021 Q3		FY2021 Q4	
		('21/12)	Change	('22/3)	Change
Interest-Bearing Debt balance	754.2 bln yen	733.0 bln yen	+21.2 bln yen	674.2 bln yen	+80.1 bln yen
Consolidated Subsidiaries	120	119	+1	119	+1
Entities accounted for using equity method	32	32	±0	32	±0
Employees	70,349	69,460	+889	69,193	+1,156

We would like to explain our capital expenditures for April-December.

Capital expenditures increased at both our company and its subsidiaries.

In particular, the Group's subsidiaries experienced a significant increase over the same period of the previous fiscal year due to 32 billion yen for the acquisition of land in Kharkhoda, India in the first quarter and preparation for the production of the Jimny 5-door and Fronx.

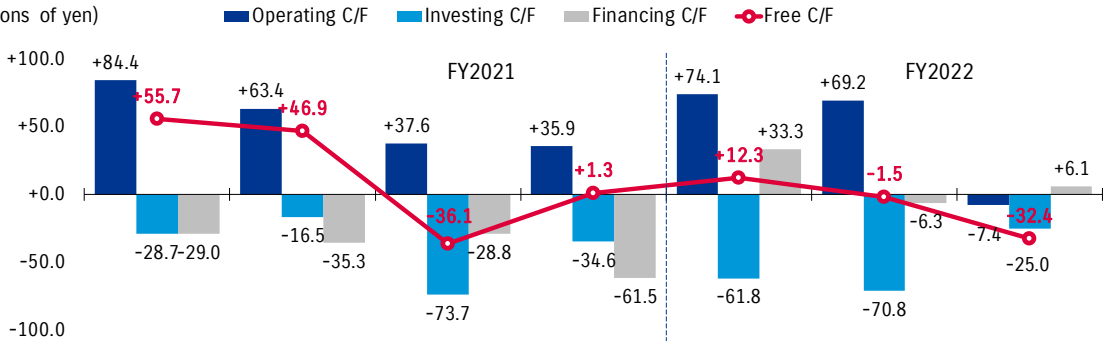
R&D expenses increased by 29.7 billion yen to 142 billion yen for the fiscal year.

We are making progress toward 200 billion yen for the full year.

FY2022 Third Quarter Results | Cash Flows (Quarterly trends)



(Billions of yen)



	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q
Operating C/F	+84.4	+63.4	+37.6	+35.9	+74.1	+69.2	-7.4
Investing C/F	-28.7	-16.5	-73.7	-34.6	-61.8	-70.8	-25.0
Free C/F	+55.7	+46.9	-36.1	+1.3	+12.3	-1.5	-32.4
Financing C/F	-29.0	-35.3	-28.8	-61.5	+33.3	-6.3	+6.1
(of which dividend payout*)	(-25.7)	(-8.8)	(-22.0)	(-0.1)	(-22.5)	(-13.6)	(-24.3)
Cash balance	949.9	958.7	899.7	858.0	921.5	917.1	874.0

* Including dividends paid to non-controlling interests

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Let us explain our cash flow situation.

We have made aggressive capital investments in the last five quarters, resulting in lower free cash flow.

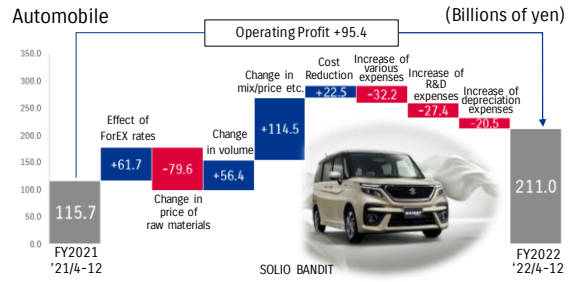
We will continue to make effective use of funds to achieve our fiscal 2030 sales target of 7 trillion yen.

FY2022 Third Quarter Results | Operating Results by Segment

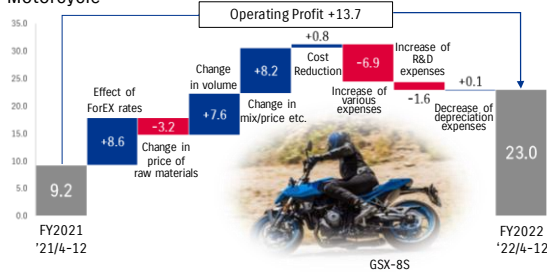


Operating Results by Segment

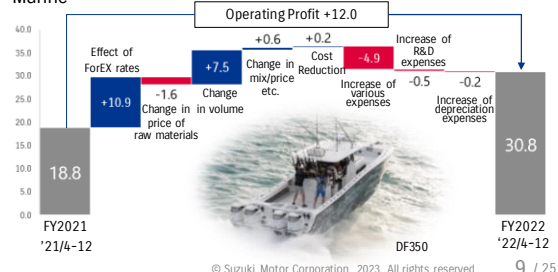
	'22/4-12						'22/10-12					
	Sales		Operating profit		Margin		Sales		Operating profit		margin	
	Yr/Yr		Yr/Yr				Yr/Yr		Yr/Yr			
Automobile	3,049.3	+31.9%	211.0	+82.5%	6.9%		1,082.2	+33.1%	83.0	+120.6%	7.7%	
Motorcycle	252.8	+37.6%	23.0	+148.8%	9.1%		76.9	+18.7%	7.7	+226.7%	10.0%	
Marine	101.8	+45.3%	30.8	+63.7%	30.3%		33.0	+64.0%	11.0	+66.3%	33.4%	
Others	9.0	-1.4%	2.2	-26.3%	24.3%		3.3	+8.3%	0.9	-2.0%	28.0%	
Total	3,412.8	+32.6%	267.0	+82.0%	7.8%		1,195.3	+32.7%	102.6	+115.9%	8.6%	



Motorcycle



Marine



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Next is the operating results by segment.

The chart shows the factors that caused the increase or decrease in operating income by segment between April and December.

Automobile segment:

Net sales and operating profit both increased year-on-year.

In the motorcycle segment, net sales and profit increased.

Notably, the operating margin for the period from October to December marked 10.0%.

Regarding the marine segment,

Both net sales and profit were at record highs.

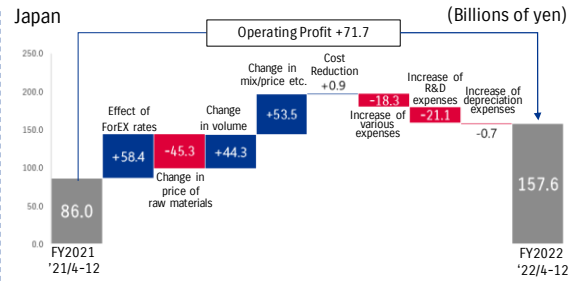
Motorcycle and marine businesses have shown significant contribution with the profit of 53.8 billion yen, accounting for approximately 20% among consolidated operating profit of 267 billion yen.

FY2022 Third Quarter Results | Operating Results by Geographic Region

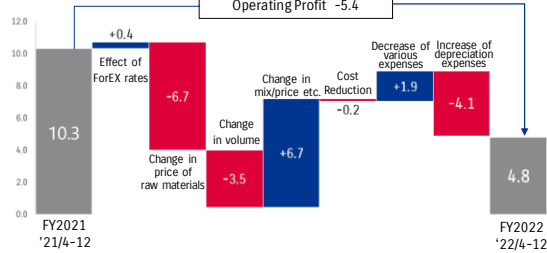


Operating Results by Geographic Region

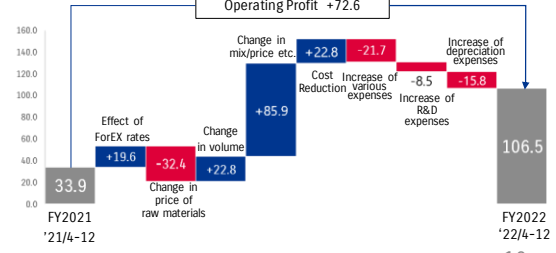
	'22/4-12					'22/10-12				
	Sales		Operating profit			Sales		Operating profit		
	Yr/Yr		Yr/Yr	Margin		Yr/Yr	Yr/Yr	Margin		
Japan	1,785.3	+26.9%	157.6	+83.4%	8.8%	639.5	+33.7%	59.4	+142.9%	9.3%
Europe	436.9	+17.4%	4.8	-52.9%	1.1%	164.9	+63.6%	1.4	+27.5%	0.8%
Asia	1,900.0	+49.6%	106.5	+214.3%	5.6%	656.1	+35.2%	41.8	+130.8%	6.4%
Others	298.3	+69.2%	18.3	+65.1%	6.1%	94.1	+50.3%	56.0	+55.6%	5.9%
Total	3,412.8	+32.6%	267.0	+82.0%	7.8%	1,195.3	+32.7%	102.6	+115.9%	8.6%



Europe



Asia



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Next, we would like to explain our results by geographic region. In April-December, sales increased in all regions, but profit decreased in Europe.

In the period from October to December, net sales and profit both increased in all regions, with the largest increases in Japan and Asia.

		Rupees (Billions of Rupees) ^{*1}			Yen Conversion (Billions of yen)		
		FY2022 ('22/4-12)	FY2021 ('21/4-12)	Change	FY2022 ('22/4-12)	FY2021 ('21/4-12)	Change
Consolidated	Net Sales	816.9	582.9	+234.0	1,405.0	880.1	+524.9
	Operating Profit ^{*2} (Margin)	55.7 (6.8%)	11.1 (1.9%)	+44.6	95.8 (6.8%)	16.8 (1.9%)	+79.0
	Profit before income taxes (Margin)	70.2 (8.6%)	24.6 (4.2%)	+45.6	120.7 (8.6%)	37.1 (4.2%)	+83.6
	Profit (Margin)	55.4 (6.8%)	20.0 (3.4%)	+35.4	95.3 (6.8%)	30.3 (3.4%)	+65.0
	EX rate	1.72 yen	1.51 yen	+0.21 yen			
Whole-sales (Thousand units)	Domestic ^{*3}	1,257	994	+263			
	Exports ^{*3}	195	170	+25			
	Total	1,451	1,164	+287			

*1 Results shown in Rupees are consolidated results announced by Maruti Suzuki India on January 24

*2 Operating Profit is calculated by using the following formula:

Sales of product
+ Other operating revenues
- Total Expenses
+ Finance costs

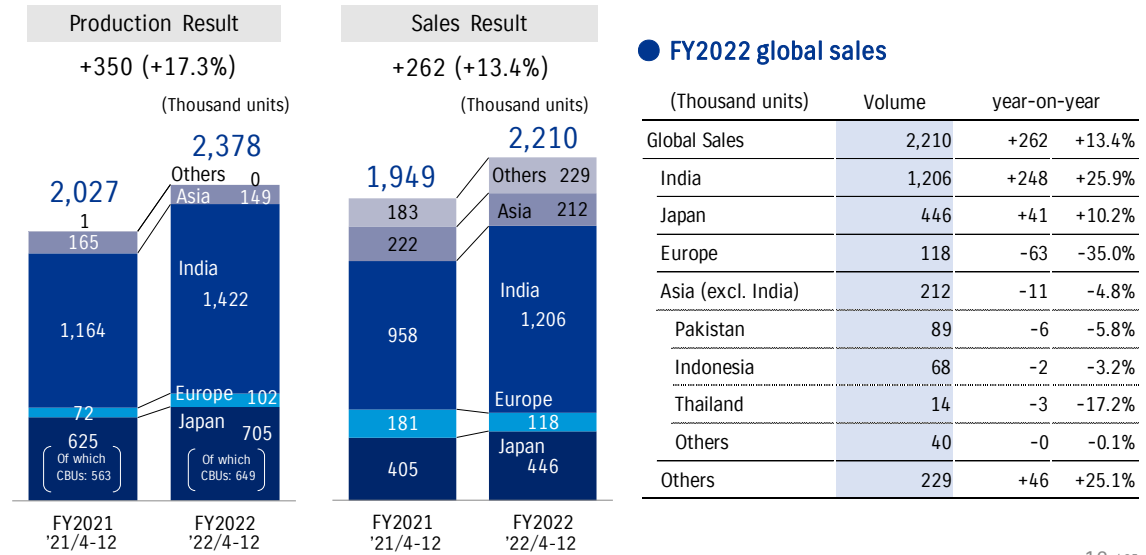
*3 Domestic and exports include OEM units

Note. The above figures are for reference purpose only as financial results of Maruti Suzuki India are based on IndAS (Indian IFRS).

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Maruti Suzuki India Ltd. in India announced its financial results on January 24, and would like to summarize the result.

Maruti Suzuki's sales increased by 524.9 billion yen compared to the same period of the previous year. Operating profit increased by 79 billion yen.



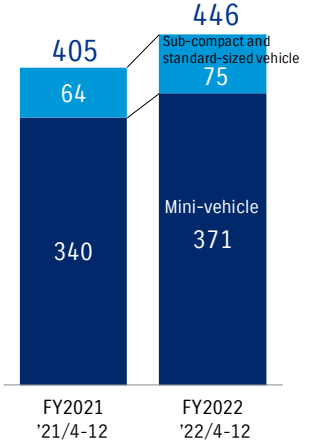
Next, let us explain the status of production and sales.

Automobile production results in Japan, Europe and India increased year-on-year.

Sales results increased year-on-year in Japan, India and other regions.

Third Quarter Comparison

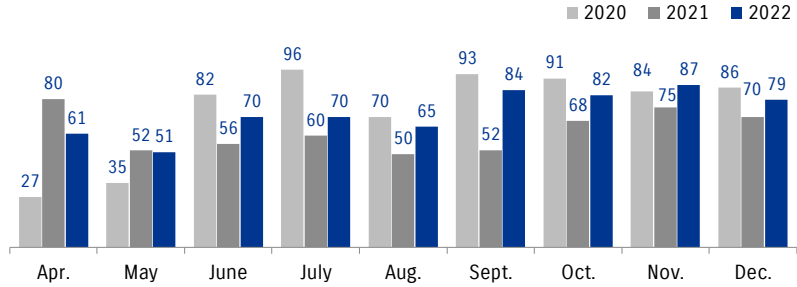
+41 (+10.2%)
(Thousand units)



● Japan production

- Domestic plants suffered from suspension of production due to shortage of components since May 2021.
- Production in the current fiscal year is gradually improving, and between April and December, 649,000 units of CBUs were produced in Japan. (+15.3% year-on-year)

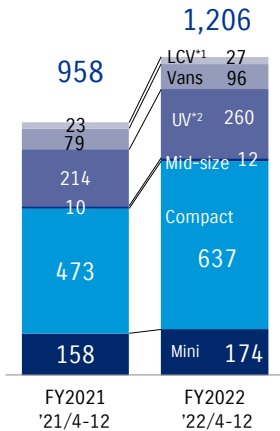
Trends in domestic production units (CBUs) (Thousand units)



Domestic automobile sales increased compared to FY2021, due to decreased impact of parts supply shortage including semiconductors.

Third Quarter Comparison

+248 (+25.9%)
(Thousand units)



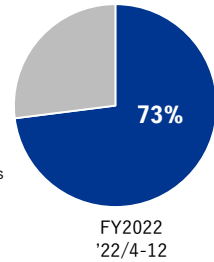
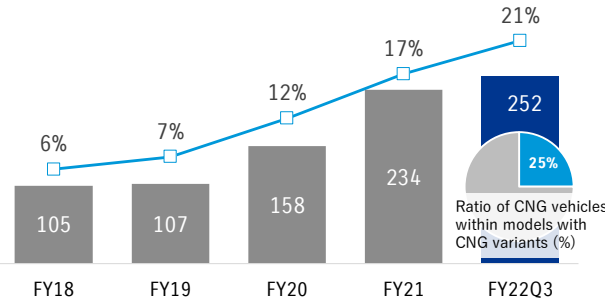
FY2022 India sales

• Suzuki achieved 25 million cumulative domestic sales in India in January 2023.

Promotion of CNG vehicles

Sales of Suzuki CNG vehicles in India (Thousand units), CNG vehicle ratio among Suzuki vehicles (%)

Suzuki's CNG car market share in India (%)



Note: Wholesales include commercial vehicles and exclude OEM units *1 LCV=Light Commercial Vehicles *2 UV =Utilities Vehicles

Sales in India increased, compared to the same period last year which was affected by limited availability of dealers due to lockdown and production decline due to shortage of semiconductors.

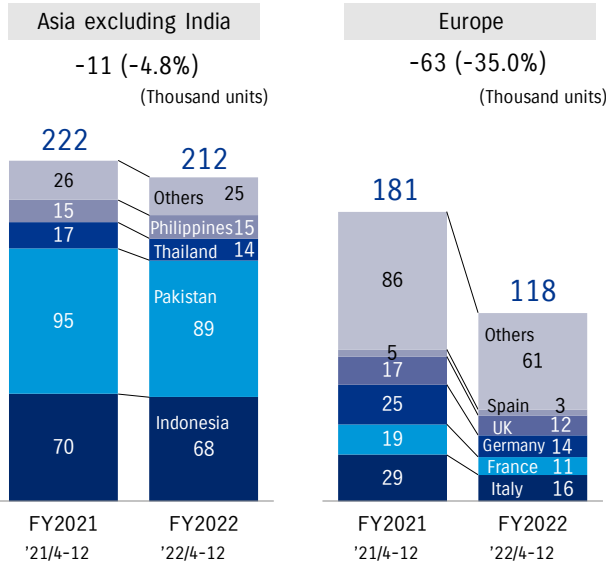
Notably, growth in UV segment resulted in increase by 21.5% year-on-year due to introduction of new SUVs “Brezza” and “Grand Vitara”.

In January, cumulative sales in India since the commencement of production and sales in December 1982 reached 25 million units.

We are focusing on the penetration of CNG vehicles in India.

Sales of Suzuki CNG vehicles increased steadily, the percentage of CNG vehicles in Suzuki sales during the third quarter was 21%, sales of CNG vehicles accounted for 25% of models with CNG variants.

Share of Suzuki vehicles in CNG market in India is 73%.



Indonesia | Achieved accumulated automobile production of 3 million units (Dec.)



Europe | S-CROSS equipped with strong hybrid system (Oct.)

Sales in Asia excluding India, and Europe decreased year-on-year.

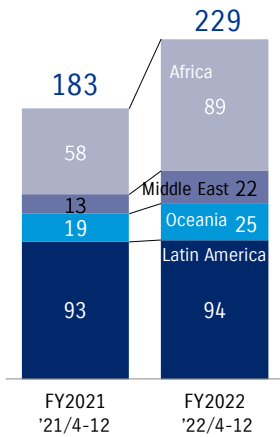
In Pakistan, the import of KD had not been possible since July due to foreign currency restrictions, resulting in a shortage of vehicle supplies.

In November, permission was granted and production resumed. However, in recent days, import restrictions have occurred again, and this affected the production in January.

In Europe, sales have decreased significantly since there is a shortage of stock due to the impact of logistics caused by the shortage of car carriers and semiconductor shortage.

Third Quarter Comparison

+46 (+ 25.1%)
(Thousand units)



● Vehicle Assembly Production of Suzuki Swift Starts in Ghana

• TOYOTA TSUSHO MANUFACTURING GHANA CO. LIMITED, Toyota Tsusho Corporation's vehicle assembly company in the Republic of Ghana, began production of Suzuki's Swift compact car in Ghana in September 2022.



Ceremony in Ghana (Jan.)

● FY2022 Africa sales

(Thousand units)	Volume	year-on-year	
Africa	89	+31	+52.7%
South Africa	37	+16	+76.4%
Ethiopia	12	+7	+120.4%
Egypt	11	-6	-36.5%
Cote d'Ivoire	7	+4	+93.9%
Angola	6	+4	+170.1%
Others	14	+7	+92.1%

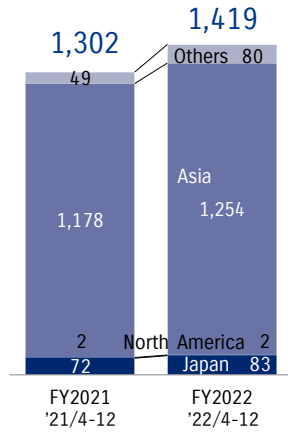
As for other regions, unit sales increased significantly in each region.

In Africa in particular, sales volume of automobiles has increased significantly, but we must keep a close watch on the situation in Egypt and Ethiopia, where foreign currency restriction is currently preventing imports.

Topic for the period is the start of vehicle assembly production of Suzuki Swift in Ghana.

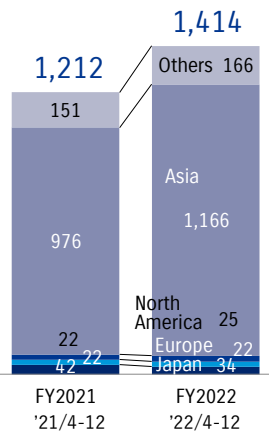
Production Result

+117 (+9.0%)
(Thousand units)



Sales Result

+202 (+16.7%)
(Thousand units)

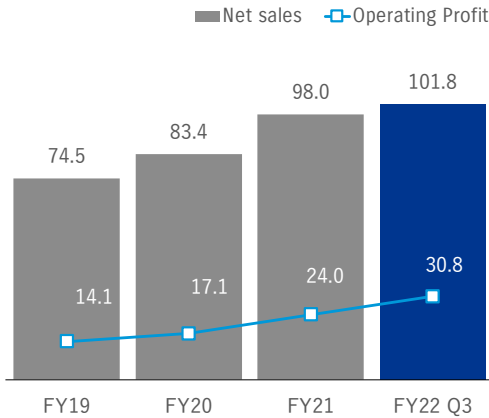


● FY2022 global sales

(Thousand units)	Volume	year-on-year	
Global sales	1,414	+202	+16.7%
Japan	34	-8	-19.4%
Europe	22	+0	+1.9%
North America	25	+3	+14.2%
Asia	1,166	+191	+19.6%
India	549	+112	+25.5%
China	337	+21	+6.7%
Philippines	153	+36	+30.3%
Others	128	+22	+21.2%
Others	166	+16	+10.4%
Latin America	150	+28	+22.8%
Others	17	-12	-41.7%

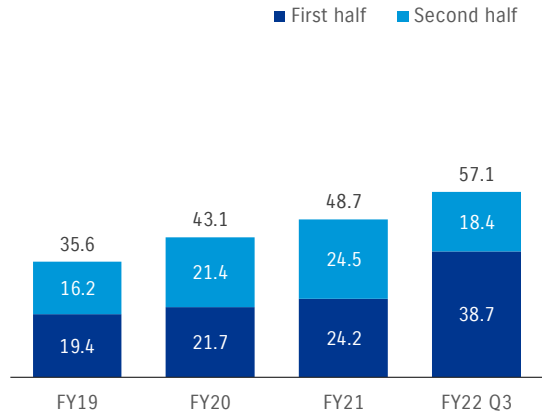
Production and sales of motorcycles both increased.
Sales increased, especially in India, the Philippines and Latin America.

Trends in Marine Operating Results (billions of yen)



Note: Figures for fiscal years FY19 to FY21 show results for April to March. FY22Q3 shows April-December results.

North America Sales Trends (billions of yen)



Note: First half shows April to September results, and second half shows October to March results. 23/3 Q3 second half shows October to December results.

In the marine business, sales in North America remained strong, and both sales and operating income reached record highs for the third quarter.

Demand for large outboard motors is expected to remain strong. From the end of December, the Kosai outboard motor plant started operating in two shifts.

We will increase production to eliminate B/O in the future.

(Billions of yen)		FY2022 ('22/4-'23/3)	FY2021 ('21/4-'22/3)	Change		Record	Comparison with previous forecast	
					Ratio		('22/4-'23/3)	Change
Consolidated Financial Results	Net Sales	4,500.0	3,568.4	+931.6	+26.1%	Increase for the second consecutive period	4,500.0	±0
	Operating Profit (Margin)	310.0 (6.9%)	191.5 (5.4%)	+118.5	+61.9%	Increase for the first time in five periods	290.0 (6.4%)	+20.0
	Ordinary Profit (Margin)	340.0 (7.6%)	262.9 (7.4%)	+77.1	+29.3%	Increase for the third consecutive period	320.0 (7.1%)	+20.0
	Profit* (Margin)	200.0 (4.4%)	160.3 (4.5%)	+39.7	+24.7%	Increase for the third consecutive period	190.0 (4.2%)	+10.0
Global Sales Volume (Thousand units)	Automobile	3,023	2,707	+316	+11.7%		3,041	-18
	Motorcycle	1,852	1,639	+213	+13.0%		1,863	-11
Cash Dividends	Annual cash dividends per share	TBD	91 yen	-	-	-	91 yen	-

*Profit attributable to owners of parent

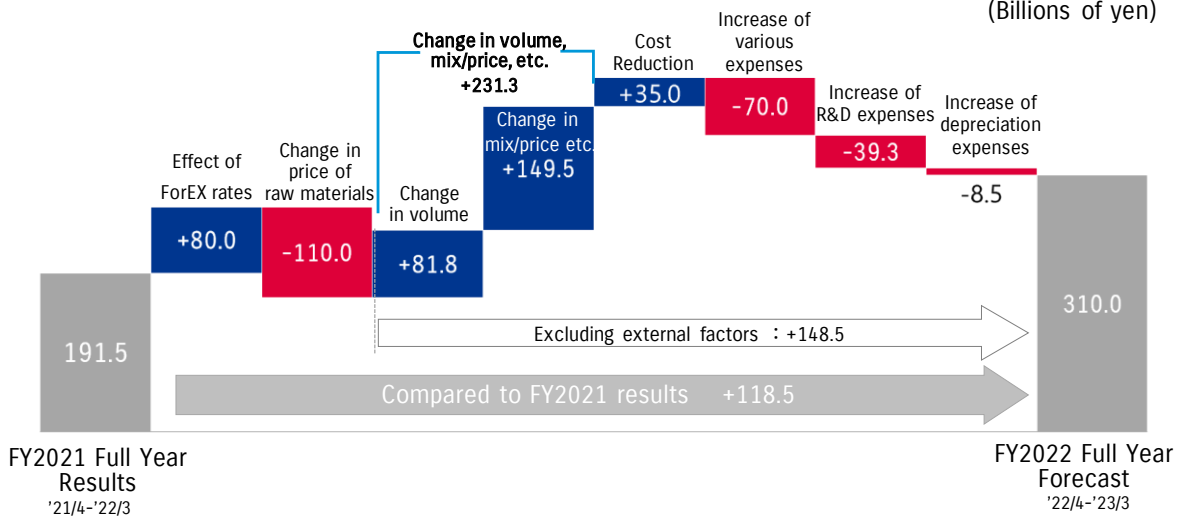
Next, let us explain our full year forecast.

Although we have revised down sales volume as we have estimated the production cut due to the shortage of semiconductors to the maximum extent, we have revised our earnings forecast upward from our previous forecast.

Operating profit is forecasted at 310 billion yen, an increase of 20 billion yen from the previous forecast.

The annual dividend is still undecided due to the uncertain impact of the semiconductor supply shortage.

(Billions of yen)



As a result, operating income is expected to increase by 118.5 billion yen from the previous year.

The breakdown of factors in operating profit are:

Effect of ForEx rates contributed to plus 80 billion yen, while change in price of raw materials led to a decrease by 110 billion yen.

Excluding these external factors, positive contributors are:

change in volume by 81.8 billion yen, change in mix/price etc. by 149.5 billion yen, and cost reduction by 35 billion yen.

On the other hand, negative factors are:

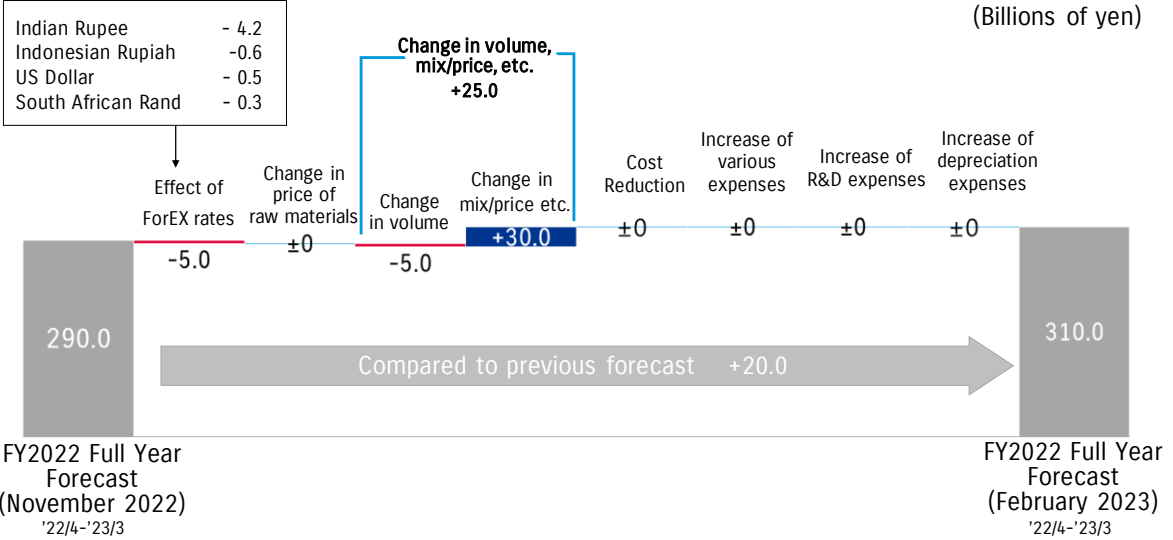
Increase of various expenses by 70 billion yen due to increased volume,

R&D expenses by 39.3 billion yen, and depreciation expenses by 8.5 billion yen.

Full Year Forecast | Factors of Change in Operating Profit • Compared with Nov.



(Billions of yen)



For factors that increased or decreased from the previous announcement,

Effect of ForEX rates decreased profit by 5 billion yen,

Change in volume fully factoring in semiconductor risk decreased profit by 5 billion yen,

changes in mix/price etc. increased profit by 30 billion yen.

<Factors of Change in Operating Profit>

(Billions of yen)	FY2022 Forecast
Change in volume	+81.8
Change in mix/price, etc.	+149.5
Cost reduction	+35.0
Effect of ForEX rates	+80.0
Change in price of raw materials	-110.0
Increase of various expenses	-70.0
Increase of R&D expenses	-39.3
Increase of depreciation	-8.5
Total	+118.5

<Foreign Exchange Rates>

	FY2022 Forecast	FY2021 Result	Change	'23/1-3 Forecast	Effect of ForEX rates in operating profit
Indian Rupee	1.68 yen	1.52 yen	+0.16 yen	1.55 yen	+22.8 bln yen
US Dollar	134 yen	112 yen	+22 yen	126 yen	+21.4 bln yen
Mexican Peso	6.78 yen	5.53 yen	+1.25 yen	6.60 yen	+13.0 bln yen
Euro	139 yen	131 yen	+8 yen	135 yen	+12.0 bln yen
Australian Dollar	92 yen	83 yen	+9 yen	87 yen	+4.1 bln yen
100 Indonesian Rupiah	0.89 yen	0.79 yen	+0.10 yen	0.83 yen	+3.1 bln yen
South African Rand	7.97 yen	7.58 yen	+0.39 yen	7.40 yen	+2.6 bln yen
Sterling Pound	162 yen	154 yen	+8 yen	155 yen	+2.2 bln yen
New Zealand Dollar	84 yen	78 yen	+6 yen	81 yen	+1.1 bln yen
Pakistan Rupee	0.62 yen	0.68 yen	-0.06 yen	0.56 yen	-3.4 bln yen
Others	-	-	-	-	+1.1 bln yen
Effect of ForEX rates total					+80.0 bln yen

<Capital Expenditures•Depreciation Expenses•R&D Expenses>

(Billions of yen)	FY2022 Forecast	Comparison with FY2021	
		FY 2021 Result	Change
Capital Expenditures	290.0	189.4	+100.6
Depreciation Expenses	170.0	161.5	+8.5
R&D Expenses	200.0	160.7	+39.3

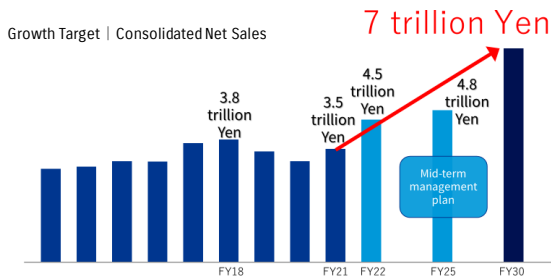
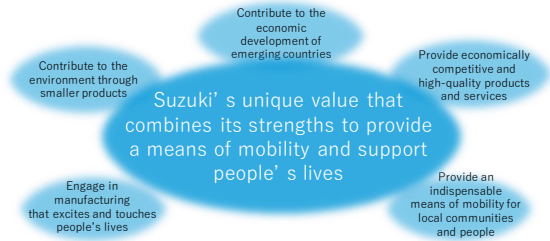
The exchange rate has been revised to reflect the recent appreciation of the yen.

(Thousand units)	Production				Sales			
	Forecast (FY2022)	Result (FY2021)		Revised units from previous forecast	Forecast (FY2022)	Result (FY2021)		Revised units from previous forecast
			Change				Change	
<Automobile>								
Japan	931	840	+91	-63	629	561	+68	-19
Europe	142	100	+42	+1	182	225	-43	-
Asia	2,102	1,882	+220	-32	1,920	1,666	+254	-10
Others	0	1	-1	-	292	254	+38	+10
Total	3,175	2,822	+353	-94	3,023	2,707	+316	-18
Automobile sales outlook in India is +21% year-on-year								
<Motorcycle>								
Japan	111	99	+12	-3	46	53	-7	-6
Europe	-	-	-	-	31	28	+3	-2
N.America	3	3	-0	-	32	29	+3	-1
Asia	1,650	1,611	+39	-3	1,528	1,324	+204	-9
Others	97	71	+26	+6	215	205	+10	+7
Total	1,861	1,784	+77	-	1,852	1,639	+213	-11

Volume of automobile production was revised down by 94,000 units from the previous forecast.

This is due to the maximized factoring of semiconductor risks and the impact of import restrictions in Pakistan.

Automobile sales outlook in India is +21% year-on-year.



Tokyo | President Toshihiro Suzuki explained the growth strategy (Jan.)

On January 26, we announced our Growth Strategy for FY2030.

Suzuki will contribute to the realization of a carbon neutral society and the economic growth of emerging countries such as India, ASEAN, and Africa, with our main business regions, Japan, India, and Europe, as the core.

By focusing on creating solutions that are unique to Suzuki, which are to develop products and services focused on the customer, and grow along with the operating countries and regions, we will aim to achieve net sales of 7 trillion yen.

The document is now only available in Japanese and the English version will follow soon.



In order to provide our stakeholders with a deeper understanding of Suzuki's activities, we released our Integrated Report and Sustainability Report on February 6.

The document is now only available in Japanese and the English version will follow soon.

Suzuki will continue to strive for sustainable growth and increased corporate value over the medium to long term.



FY2022 Third Quarter Financial Results

SUZUKI MOTOR CORPORATION
February 7, 2023

Thank you.



Caution with respect to Forward-Looking Statements

- The forward-looking statements mentioned in this presentation 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 U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).

[English translation from the original Japanese language document]