

<Reference for FY2017 (The 152nd Fiscal Year) > [Consolidated]

10 May 2018
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2016			FY2017			FY2018 Forecast						
		April 2016- March 2017		Ratio	April 2017- March 2018		Ratio	April 2018 - March 2019		Ratio				
		Change			Change			Change						
Net Sales		3,169.5	-11.2	-0.3%	3,757.2	+587.7	+18.5%	3,800.0	+42.8	+1.1%				
Domestic Sales		1,037.5	-10.4	-1.0%	1,116.7	+79.2	+7.6%	1,110.0	-6.7	-0.6%				
Suzuki brand		948.8	+4.1	+0.4%	1,010.4	+61.6	+6.5%	1,020.0	+9.6	+0.9%				
OEM sales		88.7	-14.5	-14.0%	106.3	+17.6	+19.8%	90.0	-16.3	-15.3%				
Overseas Sales		2,132.0	-0.8	-0.0%	2,640.5	+508.5	+23.8%	2,690.0	+49.5	+1.9%				
Operating Income margin		266.7	+71.4	+36.5%	374.2	+107.5	+40.3%	340.0	-34.2	-9.1%				
		8.4%			10.0%			8.9%						
Ordinary Income margin		286.7	+77.6	+37.1%	382.8	+96.1	+33.5%	350.0	-32.8	-8.6%				
		9.0%			10.2%			9.2%						
Net income attributable to owners of the parent margin		160.0	+43.3	+37.1%	215.7	+55.7	+34.9%	205.0	-10.7	-5.0%				
		5.0%			5.7%			5.4%						
General View		Higher earnings on lower 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		+119.7		Change in sales, model mix		+103.0		Cost reduction		+28.0	
			Cost reduction		+23.1		Effect of ForEX rates		+38.3					
			Decrease of depreciation		+4.9		Cost reduction		+26.6					
			Decrease of various expenses		+3.5		Decrease of depreciation		+12.5					
		Total		+151.2		Total		+180.4		Total		+28.0		
Factors of Decrease		Effect of ForEX rates		-79.3		Increase of various expenses		-65.0		Effect of ForEX rates		-22.0		
		Increase of R&D expenses		-0.5		Increase of R&D expenses		-7.9		Increase of R&D expenses		-20.0		
		Total		-79.8		Total		-72.9		Increase of various expenses		-20.0		
										Change in sales, model mix		-0.2		
		Total		-79.8		Total		-72.9		Total		-62.2		
Foreign Exchange Rates and Effect on Operating Income				Effect			Effect			Effect				
USD		108Yen	-12Yen	-6.3	111Yen	+3Yen	+1.8	105Yen	-6Yen	-3.7				
EUR		119Yen	-14Yen	-14.8	130Yen	+11Yen	+15.0	130Yen	+0Yen	+0.5				
INR		1.63Yen	-0.22Yen	-27.7	1.73Yen	+0.10Yen	+14.6	1.65Yen	-0.08Yen	-11.9				
100 IDR		0.82Yen	-0.07Yen	-2.5	0.83Yen	+0.01Yen	+0.6	0.78Yen	-0.05Yen	-2.2				
THB		3.08Yen	-0.36Yen	+3.6	3.36Yen	+0.28Yen	-1.8	3.30Yen	-0.06Yen	+0.3				
Capital Expenditures		198.8	+27.3		213.4	+14.6		250.0	+36.6					
Depreciation Expenses		163.4	-4.9		150.9	-12.5		150.0	-0.9					
R&D Expenses		131.5	+0.5		139.4	+7.9		160.0	+20.6					
Interest-Bearing debt		639.9	+110.6		577.9	-62.0								
Cash Flows	Operating Activities		366.3	+72.2	445.2	+78.9								
	Investing Activities		-288.6	-46.2	-341.6	-53.0								
	Financing Activities		89.5	+609.9	-113.9	-203.4								
	Cash Balance		614.0	+163.9	600.8	-13.2								
Operating results by Segment	Auto	Sales		2,895.6	+17.1	+0.6%	3,435.8	+540.2	+18.7%					
		Operating Income margin		255.1	+62.5	+32.4%	355.1	+100.0	+39.2%					
	Moto	Sales		206.3	-27.6	-11.8%	246.4	+40.1	+19.4%					
		Operating Income margin		-0.9	+9.3	-	4.6	+5.5	-					
	Marine, etc.	Sales		67.6	-0.7	-0.9%	75.0	+7.4	+11.0%					
		Operating Income margin		12.5	-0.4	-2.6%	14.5	+2.0	+15.9%					
Operating results by Geographic Region	Japan	Sales		1,858.8	+48.6	+2.7%	2,028.7	+169.9	+9.1%					
		Operating Income margin		137.2	+52.4	+61.8%	161.1	+23.9	+17.4%					
	Europe	Sales		558.2	+7.7	+1.4%	619.8	+61.6	+11.0%					
		Operating Income margin		13.1	+6.4	+94.9%	17.2	+4.1	+31.1%					
	Asia	Sales		1,506.9	+10.8	+0.7%	1,906.0	+399.1	+26.5%					
		Operating Income margin		121.4	+17.6	+16.9%	191.3	+69.9	+57.6%					
	Others	Sales		142.3	-12.1	-7.9%	165.8	+23.5	+16.5%					
		Operating Income margin		4.1	+1.7	+67.0%	5.1	+1.0	+25.6%					
			Operating Income margin		2.9%			3.1%						
	Number of Consolidated Subsidiaries		136	±0		131	-5							
	Number of Affiliates with application of equity method		32	-1		31	-1							
	Number of Employees		62,992	+1,391		65,179	+2,187							

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

<Reference for FY2017 (The 152nd Fiscal Year) > [Units (Production & Sales)]

10 May 2018

SUZUKI MOTOR CORPORATION

(Thousand units)

	FY2016 (Apr.2016- Mar. 2017)	FY2017							FY2018 full-year forecast (April 2018 - March 2019)				
		(Apr.-Dec. 2017)	(January - March 2018)			(April 2017 - March 2018)			Change	Ratio	Ratio		
			Change	Ratio	Ratio	Change	Ratio						
<Automobiles>	Mini vehicles	532	405	148	-16	-9.6%	553	+21	+4.0%	556	+3	+0.6%	
	Sub-compact and standard-sized vehicles	103	73	31	+1	+2.7%	104	+1	+1.1%	117	+13	+12.3%	
	Export	143	158	44	-5	-9.9%	202	+59	+41.6%	200	-2	-0.9%	
	OEM	93	82	31	+3	+12.1%	112	+19	+20.2%	108	-4	-3.9%	
	Domestic production (Including CBU)	871	717	254	-16	-6.1%	971	+100	+11.5%	981	+10	+1.0%	
	(CBU only)	846	705	248	-16	-6.2%	953	+107	+12.7%	957	+4	+0.5%	
	Europe	203	133	47	+4	+8.9%	180	-23	-11.4%	173	-7	-4.0%	
	China	131	72	15	-13	-47.3%	87	-44	-33.7%	/			
	Indonesia	112	87	34	+5	+16.1%	121	+9	+8.1%				
	Thailand	59	41	17	+1	+6.3%	58	-1	-1.9%				
	India	1,585	1,288	493	+48	+10.9%	1,781	+196	+12.4%				
	Others	113	100	38	+7	+24.2%	138	+26	+22.8%				
	Asia	1,999	1,588	597	+49	+8.9%	2,185	+186	+9.3%	2,257	+72	+3.3%	
	Others	1	2	0	+0	+19.3%	2	+1	+72.9%	2	-0	-12.5%	
	Overseas production	2,203	1,723	644	+52	+8.9%	2,367	+164	+7.4%	2,432	+65	+2.7%	
	Production Total	3,074	2,440	898	+36	+4.2%	3,338	+264	+8.6%	3,413	+75	+2.2%	
	<Automobiles>	Mini vehicles	532	390	166	-0	-0.1%	556	+24	+4.5%	555	-1	-0.2%
		Sub-compact and standard-sized vehicles	107	77	35	+2	+7.7%	112	+5	+5.0%	120	+8	+7.1%
		Domestic sales	639	468	201	+2	+1.2%	668	+29	+4.6%	675	+7	+1.0%
		Europe	245	204	77	+4	+5.3%	281	+36	+14.9%	280	-1	-0.4%
China		148	87	19	-10	-34.1%	105	-43	-28.8%	(Supplement) Full-year sales in India are expected to increase by 6% compared to previous fiscal year			
Indonesia		92	85	29	+7	+30.8%	114	+22	+23.9%				
Thailand		23	20	6	+1	+14.5%	26	+3	+11.9%				
India		1,445	1,226	427	+44	+11.6%	1,654	+209	+14.5%				
Others		162	142	52	+10	+22.6%	194	+32	+19.7%				
Asia		1,870	1,560	533	+52	+10.8%	2,093	+223	+11.9%	2,157	+64	+3.0%	
Others		164	137	45	+4	+9.2%	182	+17	+10.4%	187	+5	+3.0%	
Overseas sales		2,279	1,901	655	+60	+10.0%	2,556	+276	+12.1%	2,624	+68	+2.7%	
Sales Total		2,918	2,368	855	+62	+7.8%	3,224	+306	+10.5%	3,299	+75	+2.3%	
OEM Sales (Not included in figures above)		93	82	30	+4	+13.4%	112	+19	+20.3%				
<Motorcycles and ATVs>	Domestic	39	27	8	-3	-27.3%	35	-4	-9.8%	32	-3	-8.4%	
	Export	102	84	33	+1	+3.9%	117	+15	+14.9%	103	-14	-12.2%	
	Domestic production (Including ATVs)	141	111	41	-2	-4.1%	152	+11	+8.1%	135	-17	-11.3%	
	(ATVs only)	8	8	5	+3	+137.0%	13	+5	+66.7%	15	+2	+11.6%	
	North America	4	3	1	+0	+31.6%	4	-0	-3.0%	4	-0	-6.6%	
	China	438	399	107	+3	+3.3%	506	+68	+15.5%	/			
	Indonesia	72	70	19	-3	-15.2%	89	+16	+22.7%				
	India	379	391	158	+43	+38.1%	548	+169	+44.6%				
	Others	273	221	67	+1	+1.4%	289	+16	+5.9%				
	Asia	1,162	1,081	351	+44	+14.5%	1,431	+269	+23.2%	1,496	+65	+4.5%	
	Others	62	29	13	+1	+7.8%	42	-21	-32.9%	50	+8	+19.2%	
	Overseas production (Including ATVs)	1,229	1,113	365	+46	+14.3%	1,478	+249	+20.2%	1,550	+72	+4.9%	
	(ATVs only)	7	6	2	+0	+43.0%	8	+0	+5.1%	8	+0	+2.8%	
	Production Total (Including ATVs)	1,370	1,224	406	+44	+12.1%	1,630	+260	+19.0%	1,685	+55	+3.4%	
	(ATVs only)	15	15	6	+3	+105.4%	21	+6	+37.2%	23	+2	+8.4%	
	Domestic sales	62	48	12	-5	-31.4%	60	-2	-4.0%	64	+4	+7.6%	
	Europe	45	30	10	+3	+43.6%	40	-5	-10.9%	50	+10	+25.1%	
	North America	32	27	8	+1	+9.9%	35	+3	+10.6%	40	+5	+13.5%	
China	359	302	90	+2	+2.3%	392	+33	+9.3%	/				
Indonesia	52	54	15	-3	-18.8%	69	+16	+31.2%					
India	351	363	138	+37	+36.1%	501	+151	+43.0%					
Others	278	223	76	+5	+7.2%	299	+21	+7.6%					
Asia	1,039	942	319	+40	+14.5%	1,261	+222	+21.3%	1,317	+56	+4.5%		
Others	190	142	42	+1	+1.7%	184	-5	-2.8%	175	-9	-5.0%		
Overseas sales	1,305	1,141	379	+45	+13.4%	1,520	+215	+16.4%	1,582	+62	+4.1%		
Sales Total (Including ATVs)	1,367	1,189	391	+39	+11.2%	1,580	+212	+15.5%	1,646	+66	+4.2%		
(ATVs only)	18	15	4	+0	+10.3%	20	+1	+8.1%	21	+1	+7.3%		

[Breakdown of Consolidated Net Sales]

(Amount: Billions of yen)

		FY2016		FY2017		Change			
		April 2016- March 2017		April 2017- March 2018		Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile business	Japan	709	1,002.6	754	1,081.3	+44	+6.3%	+78.7	+7.9%
	Overseas	2,167	1,893.0	2,492	2,354.5	+325	+15.0%	+461.5	+24.4%
	Europe	239	374.2	263	449.5	+24	+10.0%	+75.3	+20.1%
	North America	-	2.2	-	1.5	-	-	-0.7	-32.8%
	Asia (Of which India)	1,739	1,302.1	2,019	1,654.7	+281	+16.1%	+352.6	+27.1%
	Other areas	(1,445)	(987.0)	(1,654)	(1,259.8)	(+209)	(+14.5%)	(+272.8)	(+27.6%)
	Total	190	214.5	210	248.8	+21	+10.8%	+34.3	+16.0%
	Total	2,877	2,895.6	3,246	3,435.8	+369	+12.8%	+540.2	+18.7%
Motorcycle business	Japan	62	19.3	59	20.8	-2	-3.7%	+1.5	+7.3%
	Overseas	986	187.0	1,183	225.6	+198	+20.1%	+38.6	+20.7%
	Europe	46	36.9	48	44.0	+2	+4.1%	+7.1	+19.4%
	North America	34	29.9	36	33.0	+2	+5.5%	+3.1	+10.5%
	Asia	743	86.1	943	112.7	+200	+26.9%	+26.6	+30.8%
	Other areas	163	34.1	157	35.9	-6	-3.6%	+1.8	+5.4%
	Total	1,047	206.3	1,243	246.4	+195	+18.7%	+40.1	+19.4%
Marine business, etc.	Japan	-	15.6	-	14.6	-	-	-1.0	-6.0%
	Overseas	-	52.0	-	60.4	-	-	+8.4	+16.0%
	Europe	-	14.2	-	17.1	-	-	+2.9	+19.8%
	North America	-	24.0	-	28.0	-	-	+4.0	+16.3%
	Asia	-	4.8	-	5.8	-	-	+1.0	+21.9%
	Other areas	-	9.0	-	9.5	-	-	+0.5	+6.3%
	Total	-	67.6	-	75.0	-	-	+7.4	+11.0%
Total	Japan	-	1,037.5	-	1,116.7	-	-	+79.2	+7.6%
	Overseas	-	2,132.0	-	2,640.5	-	-	+508.5	+23.8%
	Europe	-	425.3	-	510.6	-	-	+85.3	+20.1%
	North America	-	56.1	-	62.5	-	-	+6.4	+11.3%
	Asia	-	1,393.0	-	1,773.2	-	-	+380.2	+27.3%
	Other areas	-	257.6	-	294.2	-	-	+36.6	+14.2%
	Total	-	3,169.5	-	3,757.2	-	-	+587.7	+18.5%

(Unit : Thousand)

[Breakdown of Non-Consolidated Net Sales]

(Amount: Billions of yen)

		FY2016		FY2017		Change				
		April 2016- March 2017		April 2017- March 2018		Unit		Amount		
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio	
Automobile	Domestic	Mini Vehicle	621	606.7	658	651.7	+37	+5.9%	+45.0	+7.4%
		Sub-compact and Standard-sized	116	162.2	120	173.4	+4	+3.2%	+11.2	+6.9%
		Total	737	768.9	778	825.1	+40	+5.5%	+56.2	+7.3%
	Export	General trade	139	331.2	198	413.8	+59	+42.7%	+82.6	+24.9%
		Triangle trade	-	339.6	-	317.0	-	-	-22.6	-6.7%
		Total	139	670.8	198	730.8	+59	+42.7%	+60.0	+8.9%
		(Of which Overseas production parts)	-	(194.0)	-	(199.6)	-	-	(+5.6)	(+2.9%)
Total	876	1,439.7	976	1,555.9	+100	+11.4%	+116.2	+8.1%		
Motorcycle	Domestic	60	10.8	60	12.7	+0	+0.3%	+1.9	+17.1%	
	Export	General trade	97	58.7	114	74.1	+17	+17.1%	+15.4	+26.4%
		Triangle trade	-	11.9	-	18.6	-	-	+6.7	+55.9%
		Total	97	70.6	114	92.7	+17	+17.1%	+22.1	+31.4%
	(Of which Overseas production parts)	-	(5.7)	-	(7.1)	-	-	(+1.4)	(+23.3%)	
	ATVs only	General trade	8	3.4	13	4.8	+4	+53.8%	+1.4	+43.3%
		Triangle trade	-	0.6	-	0.6	-	-	-0.0	-1.3%
Total		8	4.0	13	5.4	+4	+53.8%	+1.4	+36.8%	
(Of which Overseas production parts)	-	(1.0)	-	(1.1)	-	-	(+0.1)	(+16.6%)		
Total	157	81.4	174	105.4	+17	+10.7%	+24.0	+29.5%		
Marine, etc.	Domestic	-	3.3	-	3.6	-	-	+0.3	+8.3%	
	Export	General trade	-	31.5	-	37.1	-	-	+5.6	+17.7%
		Triangle trade	-	7.7	-	8.5	-	-	+0.8	+11.6%
	Total	-	39.2	-	45.6	-	-	+6.4	+16.5%	
Total	-	42.5	-	49.2	-	-	+6.7	+15.9%		
Spare parts and others	Domestic	-	83.5	-	99.5	-	-	+16.0	+19.2%	
	Export (General trade)	-	40.7	-	42.8	-	-	+2.1	+5.1%	
	Total	-	124.2	-	142.3	-	-	+18.1	+14.5%	
Total	Domestic	-	866.5	-	940.9	-	-	+74.4	+8.6%	
	Export	General trade	-	462.1	-	567.8	-	-	+105.7	+22.9%
		Triangle trade	-	359.2	-	344.1	-	-	-15.1	-4.2%
		Total	-	821.3	-	911.9	-	-	+90.6	+11.0%
	Total	-	1,687.8	-	1,852.8	-	-	+165.0	+9.8%	

<Reference for FY2017 (The 152nd Fiscal Year)> [Non-Consolidated]

10 May 2018
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2016			FY2017			
		April 2016 - March 2017			April 2017 - March 2018			
			Change	Ratio		Change	Ratio	
Net Sales		1,687.8	+78.7	+4.9%	1,852.8	+165.0	+9.8%	
Domestic Sales		866.5	+19.7	+2.3%	940.9	+74.4	+8.6%	
Overseas Sales		821.3	+59.0	+7.7%	911.9	+90.6	+11.0%	
General trade		462.1	+28.4	+6.6%	567.8	+105.7	+22.9%	
Triangle trade		359.2	+30.6	+9.3%	344.1	-15.1	-4.2%	
Operating Income margin		106.4 (6.3%)	+54.6	+105.4%	124.7 (6.7%)	+18.3	+17.2%	
Ordinary Income margin		120.2 (7.1%)	+44.0	+57.9%	137.1 (7.4%)	+16.9	+14.1%	
Net Income margin		87.7 (5.2%)	+9.1	+11.6%	104.8 (5.7%)	+17.1	+19.6%	
General View		Higher earnings on higher sales			Higher earnings on higher sales			
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix		+66.9	Change in sales, model mix		+22.9
			Decrease of various expenses		+34.9	Effect of ForEX rates		+21.6
			Cost reduction		+5.7	Cost reduction		+6.1
			Total		+107.5	Decrease of depreciation		+0.1
						Total		+50.7
	Factors of Decrease		Effect of ForEX rates		-41.9	Increase of various expenses		-28.8
			Increase of depreciation		-8.3	Increase of R&D expenses		-3.6
			Increase of R&D expenses		-2.7			
			Total		-52.9	Total		-32.4
Foreign Exchange Rates and Effect on Operating Income		USD	108 Yen	-12 Yen	-6.1	111 Yen	+3 Yen	+1.7
		EUR	119 Yen	-14 Yen	-13.5	130 Yen	+11 Yen	+13.6
Capital Expenditures		67.2	+1.2		53.6	-13.6		
Depreciation		49.2	+8.3		49.1	-0.1		
R&D Expenses		115.7	+2.7		119.3	+3.6		
Interest-Bearing Debt		496.0	+104.4		423.0	-73.0		
Cash Dividends per Share		Interim	17 Yen	+2 Yen	30 Yen	+13 Yen	FY 2018 (Forecast) Annual 74 Yen Interim 37 Yen	
		Year-end	27 Yen	+10 Yen	(Plan) 44 Yen	+17 Yen		
		Annual	44 Yen	+12 Yen	(Plan) 74 Yen	+30 Yen		

*1. [Consolidated], [Units (Production & Sales)], [Non-Consolidated], [Breakdown of Consolidated Net Sales], [Breakdown of Non-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.
- FY2017 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).