

<Reference for FY2016 (The 151st Fiscal Year) > [Consolidated]

12 May 2017
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2015			FY2016			FY2017 Forecast		
		April 2015- March 2016		Ratio	April 2016- March 2017		Ratio	April 2017 - March 2018		Ratio
		Change			Change			Change		
Net Sales		3,180.7	+165.2	+5.5%	3,169.5	-11.2	-0.3%	3,400.0	+230.5	+7.3%
Domestic Sales		1,047.9	-46.7	-4.3%	1,037.5	-10.4	-1.0%	1,050.0	+12.5	+1.2%
Suzuki brand		944.7	-19.3	-2.0%	948.8	+4.1	+0.4%	960.0	+11.2	+1.2%
OEM sales		103.2	-27.4	-20.9%	88.7	-14.5	-14.0%	90.0	+1.3	+1.4%
Overseas Sales		2,132.8	+211.9	+11.0%	2,132.0	-0.8	-0.0%	2,350.0	+218.0	+10.2%
Operating Income margin		195.3	+15.9	+8.9%	266.7	+71.4	+36.5%	240.0	-26.7	-10.0%
6.1%					8.4%			7.1%		
Ordinary Income margin		209.1	+14.8	+7.6%	286.7	+77.6	+37.1%	255.0	-31.7	-11.1%
6.6%					9.0%			7.5%		
Net income attributable to owners of the parent margin		116.7	+19.8	+20.4%	160.0	+43.3	+37.1%	145.0	-15.0	-9.4%
3.7%					5.0%			4.3%		
General View		Higher earnings on higher sales			Higher earnings on lower sales			Lower earnings on higher sales		
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix	+58.6	Change in sales, model mix	+119.7	Cost reduction	+27.0		
			Cost reduction	+24.6	Cost reduction	+23.1	Change in sales, model mix	+22.3		
					Decrease of depreciation	+4.9				
					Decrease of various expenses	+3.5				
			Total	+83.2	Total	+151.2	Total	+49.3		
	Factors of Decrease		Increase of depreciation	-33.9	Effect of ForEX rates	-79.3	Increase of various expenses	-40.0		
		Increase of various expenses	-25.4	Increase of R&D expenses	-0.5	Increase of R&D expenses	-19.0			
		Increase of R&D expenses	-5.1	Effect of ForEX rates	-2.9	Increase of depreciation	-17.0			
		Total	-67.3	Total	-79.8	Total	-76.0			
Foreign Exchange Rates and Effect on Operating Income				Effect		Effect		Effect		
USD		120Yen	+10Yen	+4.2	108Yen	-12Yen	-6.3	110Yen	+2Yen	+1.0
EUR		133Yen	-6Yen	-6.3	119Yen	-14Yen	-14.8	115Yen	-4Yen	-4.6
INR		1.85Yen	+0.04Yen	+3.9	1.63Yen	-0.22Yen	-27.7	1.65Yen	+0.02Yen	+2.6
100 IDR		0.89Yen	-0.02Yen	-0.6	0.82Yen	-0.07Yen	-2.5	0.85Yen	+0.03Yen	+1.4
THB		3.44Yen	+0.06Yen	-0.6	3.08Yen	-0.36Yen	+3.6	3.10Yen	+0.02Yen	-0.1
Capital Expenditures		171.5	-23.0		198.8	+27.3		220.0	+21.2	
Depreciation Expenses		168.3	+33.9		163.4	-4.9		180.0	+16.6	
R&D Expenses		131.0	+5.1		131.5	+0.5		150.0	+18.5	
Interest-Bearing debt		529.3	-25.4		639.9	+110.6				
Cash Flows	Operating Activities		294.1	+39.1	366.3	+72.2				
	Investing Activities		-242.4	-121.5	-288.6	-46.2				
	Financing Activities		-520.4	-604.9	89.5	+609.9				
	Cash Balance		450.1	-482.2	614.0	+163.9				
Operating results by Business	Auto	Sales	2,878.5	+176.5	+6.5%	2,895.6	+17.1	+0.6%		
		Operating Income margin	192.6	+20.8	+12.1%	255.1	+62.5	32.4%		
	Moto	Sales	233.9	-16.6	-6.6%	206.3	-27.6	-11.8%		
		Operating Income margin	-10.2	-9.5	-	-0.9	+9.3	-		
	Others	Sales	68.3	+5.3	+8.3%	67.6	-0.7	-0.9%		
		Operating Income margin	12.9	+4.6	+55.8%	12.5	-0.4	-2.6%		
		18.9%		18.6%						
Operating results by Geographical Areas	Japan	Sales	1,810.2	+45.2	+2.6%	1,858.8	+48.6	+2.7%		
		Operating Income margin	84.8	-5.9	-6.5%	137.2	+52.4	+61.8%		
			4.7%		7.4%					
	Europe	Sales	550.5	+114.4	+26.2%	558.2	+7.7	+1.4%		
		Operating Income margin	6.7	+1.6	+31.4%	13.1	+6.4	+94.9%		
			1.2%		2.3%					
Asia	Sales	1,496.1	+189.9	+14.5%	1,506.9	+10.8	+0.7%			
	Operating Income margin	103.8	+22.2	+27.2%	121.4	+17.6	+16.9%			
		6.9%		8.1%						
Others	Sales	154.4	-4.8	-3.0%	142.3	-12.1	-7.9%			
	Operating Income margin	2.4	-0.2	-7.2%	4.1	+1.7	+67.0%			
		1.6%		2.9%						
Number of Consolidated Subsidiaries		136	+3		136	±0				
Number of Affiliates with application of equity method		33	-2		32	-1				
Number of Employees		61,601	+4,192		62,992	+1,391				

* Auto: Automobile Moto: Motorcycle Others: Marine and Power products, etc.

<Reference for FY2016 (The 151st Fiscal Year) > [Units (Production & Sales)]

12 May 2017

SUZUKI MOTOR CORPORATION

(Thousand units)

	FY2015 (Apr.2015- Mar. 2016)	FY2016							FY2017 full-year forecast				
		(Apr.-Dec. 2016)	(January - March 2017)		(April 2016 - March 2017)		(April 2017 - March 2018)						
			Change	Ratio	Change	Ratio	Change	Ratio					
<Automobiles>	Mini vehicles	561	368	163	+44	+37.4%	532	-30	-5.3%	551	+19	+3.7%	
	Sub-compact and standard-sized vehicles	74	72	31	+10	+48.0%	103	+29	+39.3%	104	+1	+0.9%	
	Export	114	93	52	+26	+97.8%	146	+32	+27.9%	214	+68	+46.9%	
	OEM	112	66	27	-1	-2.4%	93	-18	-16.5%	111	+18	+18.8%	
	Domestic production	861	600	274	+80	+41.0%	874	+13	+1.5%	980	+106	+12.2%	
	(CBU)	827	581	264	+78	+42.2%	846	+19	+2.2%	956	+110	+13.0%	
	Europe	193	160	43	-8	-16.4%	203	+10	+5.4%	161	-42	-20.8%	
	China	154	103	28	-14	-33.0%	131	-23	-15.1%	/			
	Indonesia	130	83	27	-3	-9.0%	110	-19	-14.9%				
	Thailand	56	43	16	+3	+19.2%	59	+3	+5.7%				
	India	1,424	1,140	445	+70	+18.5%	1,585	+161	+11.3%				
	Others	133	82	31	+3	+10.4%	113	-20	-15.2%				
	Asia	1,896	1,451	546	+59	+12.0%	1,997	+101	+5.3%		2,139	+142	+7.1%
	Others	2	1	0	+0	+101.2%	1	-1	-33.9%		2	+1	+51.3%
	Overseas production	2,090	1,612	590	+50	+9.4%	2,202	+111	+5.3%	2,302	+100	+4.6%	
	Production Total	2,951	2,212	863	+130	+17.7%	3,075	+124	+4.2%	3,282	+207	+6.7%	
	Mini vehicles	549	366	166	+11	+7.4%	532	-17	-3.1%	540	+8	+1.5%	
	Sub-compact and standard-sized vehicles	81	74	32	+5	+16.5%	107	+26	+31.8%	105	-2	-1.6%	
	Domestic sales	630	441	198	+16	+8.8%	639	+9	+1.4%	645	+6	+1.0%	
	Europe	207	172	73	+16	+28.2%	245	+38	+18.3%	267	+22	+9.1%	
	China	186	120	28	-21	-42.2%	148	-38	-20.2%	(Supplement) Full-year sales in India are expected to increase by 8% compared to previous fiscal year			
Indonesia	120	70	22	-6	-20.8%	92	-28	-23.2%					
Thailand	21	18	5	+0	+2.9%	23	+2	+7.5%					
India	1,305	1,062	383	+49	+14.8%	1,445	+139	+10.7%					
Others	209	120	43	+2	+4.0%	162	-47	-22.4%					
Asia	1,842	1,389	481	+25	+5.4%	1,870	+29	+1.5%	1,983		+113	+6.0%	
Others	183	123	41	-3	-5.9%	164	-18	-10.0%	176		+12	+7.1%	
Overseas sales	2,231	1,684	595	+38	+6.8%	2,279	+48	+2.2%	2,426	+147	+6.4%		
Sales Total	2,861	2,125	793	+54	+7.3%	2,918	+57	+2.0%	3,071	+153	+5.2%		
OEM Sales (Not included in figures above)	112	67	27	-1	-3.0%	93	-19	-16.6%					
<Motorcycles and ATVs>	Domestic	32	28	11	+4	+67.3%	39	+7	+22.4%	40	+1	+3.2%	
	Export	91	70	32	+11	+52.2%	102	+11	+12.6%	118	+16	+15.6%	
	Domestic production (Including ATVs)	122	98	43	+15	+55.8%	141	+19	+15.1%	158	+17	+12.2%	
	(ATVs only)	14	6	2	-1	-32.8%	8	-5	-40.5%	13	+5	+61.3%	
	North America	4	3	1	+0	+46.9%	4	-0	-0.5%	5	+1	+13.2%	
	China	554	335	104	-7	-6.4%	438	-116	-20.9%	/			
	Indonesia	120	50	22	-15	-39.6%	72	-48	-39.9%				
	India	377	265	114	+21	+22.3%	379	+3	+0.7%				
	Others	229	206	66	+7	+12.0%	273	+44	+19.1%				
	Asia	1,279	856	306	+6	+2.1%	1,162	-117	-9.2%		1,180	+18	+1.5%
	Others	74	51	12	-4	-25.5%	63	-11	-14.9%		56	-7	-10.9%
	Overseas production (Including ATVs)	1,358	910	319	+3	+0.8%	1,229	-128	-9.4%		1,241	+12	+0.9%
	(ATVs only)	9	6	1	-0	-23.4%	7	-1	-15.5%	8	+1	+8.1%	
	Production Total (Including ATVs)	1,480	1,008	362	+18	+5.2%	1,370	-110	-7.4%	1,399	+29	+2.1%	
	(ATVs only)	22	12	3	-1	-29.9%	15	-7	-30.7%	21	+6	+35.8%	
	Domestic sales	61	45	17	+3	+24.1%	62	+1	+1.5%	67	+5	+8.1%	
	Europe	48	38	7	-3	-28.1%	45	-3	-6.2%	53	+8	+18.1%	
	North America	46	25	7	-6	-44.9%	32	-14	-30.0%	40	+8	+25.5%	
	China	453	270	88	-12	-12.3%	359	-94	-20.9%	/			
	Indonesia	101	34	18	-4	-19.6%	52	-48	-48.0%				
	India	313	249	102	+33	+49.2%	351	+37	+11.9%				
Others	264	207	70	-3	-3.5%	278	+14	+5.3%					
Asia	1,131	761	278	+14	+5.3%	1,039	-92	-8.1%	1,073		+34	+3.3%	
Others	216	148	42	-10	-19.5%	190	-26	-12.1%	186		-4	-1.9%	
Overseas sales	1,440	971	334	-4	-1.3%	1,305	-134	-9.3%	1,352		+47	+3.6%	
Sales Total (Including ATVs)	1,501	1,016	351	-1	-0.3%	1,367	-133	-8.9%	1,419	+52	+3.8%		
(ATVs only)	22	14	4	-2	-28.8%	18	-4	-16.6%	18	-0	-0.5%		

* Domestic production: CBU + CKD. Overseas production: Units completed at overseas factories(excluding CKD from Japan)

* Sales are SUZUKI brand vehicles (Including license-built vehicles in part). Overseas sales of FY 2016 include forecast in part

<Reference for FY2016 (The 151st Fiscal Year)> [Non-Consolidated]

12 May 2017
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2015			FY2016			
		April 2015 - March 2016			April 2016 - March 2017			
			Change	Ratio		Change	Ratio	
Net Sales		1,609.1	-54.0	-3.3%	1,687.8	+78.7	+4.9%	
	Domestic Sales	846.8	-146.0	-14.7%	866.5	+19.7	+2.3%	
	Overseas Sales	762.3	+92.0	+13.7%	821.3	+59.0	+7.7%	
	General trade	433.7	-41.2	-8.7%	462.1	+28.4	+6.6%	
	Triangle trade	328.6	+133.2	+68.2%	359.2	+30.6	+9.3%	
Operating Income		51.8	-17.3	-25.1%	106.4	+54.6	+105.4%	
margin		3.2%			6.3%			
Ordinary Income		76.2	+1.5	+2.0%	120.2	+44.0	+57.9%	
margin		4.7%			7.1%			
Net Income		78.6	+27.4	+53.4%	87.7	+9.1	+11.6%	
margin		4.9%			5.2%			
General View		Lower operating income on lower sales			Higher earnings on higher sales			
Factors of change in Operating Income	Factors of Increase		Decrease of various expenses		+15.4	Change in sales, model mix		+66.9
			Cost reduction		+5.8	Decrease of various expenses		+34.9
						Cost reduction		+5.7
			Total		+21.2	Total		+107.5
	Factors of Decrease		Change in sales, model mix		-22.4	Effect of ForEX rates		-41.9
			Effect of ForEX rates		-7.7	Increase of depreciation		-8.3
			Increase of R&D expenses		-4.9	Increase of R&D expenses		-2.7
			Increase of depreciation		-3.5			
			Total		-38.5	Total		-52.9
	Foreign Exchange				Effect			Effect
Rates and Effect on		USD	120 Yen	+10 Yen	+4.1	108 Yen	-12 Yen	-6.1
Operating Income		EUR	133 Yen	-7 Yen	-6.0	119 Yen	-14 Yen	-13.5
Capital Expenditures		66.0	+15.8		67.2	+1.2		
Depreciation		40.9	+3.5		49.2	+8.3		
R&D Expenses		113.0	+4.9		115.7	+2.7		
Interest-Bearing Debt		391.6	-37.7		496.0	+104.4		
Cash Dividends per Share		Interim	15 Yen	+5 Yen		17 Yen	+2 Yen	FY 2017 (Forecast) Annual 44 Yen <Interim 22 Yen>
		Year-end	17 Yen	±0 Yen		(Plan) 27 Yen	+10 Yen	
		Annual	32 Yen	+5 Yen		(Plan) 44 Yen	+12 Yen	

*"Change" and "Ratio" mentioned in the "Reference [Consolidated]", "Reference [Units (Production & Sales)]" and "Reference [Non-consolidated]" are the amounts compared to the same period of previous year.

*"General view" mentioned in the "Reference[Consolidated]" and "Reference [Non-consolidated]" are based on the results of and after FY1977 when consolidated results were disclosed.

*The forecasts mentioned in the "Reference [Consolidated]" and "Reference [Units (Production & Sales)]" 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).