

<Reference for FY2016 (The 151th Fiscal Year) First Three Months> [Consolidated]

3 August 2016
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2015 first three months April - June 2015			FY2016 first three months April - June 2016			Full-year forecast April 2016 - March 2017			
			Change	Ratio		Change	Ratio		Change	Ratio	
Net Sales		772.9	+62.5	+8.8%	754.0	-18.9	-2.4%	3,100.0	-80.7	-2.5%	
Domestic Sales		247.3	-8.7	-3.4%	250.0	+2.7	+1.1%	1,030.0	-17.9	-1.7%	
Suzuki brand		222.0	+0.3	+0.1%	228.0	+6.0	+2.7%	940.0	-4.7	-0.5%	
OEM sales		25.3	-9.0	-26.4%	22.0	-3.3	-12.8%	90.0	-13.2	-12.8%	
Overseas Sales		525.6	+71.2	+15.7%	504.0	-21.6	-4.1%	2,070.0	-62.8	-2.9%	
Operating Income		55.2	+4.3	+8.3%	59.2	+4.0	+7.2%	180.0	-15.3	-7.8%	
Margin		7.1%			7.8%		5.8%				
Ordinary Income		62.3	+3.0	+5.1%	61.3	-1.0	-1.7%	185.0	-24.1	-11.5%	
Margin		8.1%			8.1%		6.0%				
Net income attributable to owners of the parent		31.7	-5.8	-15.5%	38.0	+6.3	+19.7%	93.0	-23.7	-20.3%	
Margin		4.1%			5.0%		3.0%				
General View		Higher operating income and ordinary income, lower net income attributable to owners of the parent on higher sales			Higher operating income on lower sales			Lower earnings on lower sales			
Factors of change in Operating Income	Factors of Increase	Change in sales, model mix +13.0 Effect of ForEX rates +6.8 Cost reduction +2.0 Total +21.8			Change in sales, model mix +30.0 Decrease of R&D expenses +4.0 Cost reduction +1.8 Decrease of depreciation +0.4 Total +36.2			Change in sales, model mix +54.7 Cost reduction +29.0 Total +83.7			
	Factors of Decrease	Increase of various expenses -7.2 Increase of depreciation -6.7 Increase of R&D expenses -3.6 Total -17.5			Effect of ForEX rates -19.4 Increase of various expenses -12.8 Total -32.2			Effect of ForEX rates -62.0 Increase of various expenses -26.0 Increase of R&D expenses -9.0 Increase of depreciation -2.0 Total -99.0			
Foreign Exchange Rates and Effect on Operating Income	USD	121 Yen	+19 Yen	Effect +2.1	108 Yen	-13 Yen	Effect -1.3	105 Yen	-15 Yen	Effect -7.2	
	EUR	134 Yen	-6 Yen	-1.5	122 Yen	-12 Yen	-3.2	120 Yen	-13 Yen	-13.4	
	INR	1.93 Yen	+0.21 Yen	+4.9	1.63 Yen	-0.30 Yen	-8.1	1.60 Yen	-0.25 Yen	-26.6	
	100IDR	0.93 Yen	+0.05 Yen	+0.3	0.81 Yen	-0.12 Yen	-0.8	0.80 Yen	-0.09 Yen	-2.6	
	THB	3.66 Yen	+0.51 Yen	-0.8	3.06 Yen	-0.60 Yen	+1.5	3.00 Yen	-0.44 Yen	+4.3	
Capital Expenditures		33.7	-8.9		39.4	+5.7		220.0	+48.5		
Depreciation Expenses		37.6	+6.7		37.2	-0.4		170.0	+1.7		
R&D Expenses		31.6	+3.6		27.6	-4.0		140.0	+9.0		
Interest-Bearing Debt		471.2	-83.5	(compared to end of previous fiscal year)	632.0	+102.7	(compared to end of previous fiscal year)				
Cash Flows	Operating Activities	82.5	+53.1		112.7	+30.2					
	Investing Activities	-128.8	-116.0		-96.6	+32.2					
	Financing Activities	-94.6	-92.9		98.5	+193.1					
	Cash Balance	793.4	-138.9	(compared to end of previous fiscal year)	552.4	+102.3	(compared to end of previous fiscal year)				
Operating results by Business	A/M	Sales	691.9	+62.9	+10.0%	684.4	-7.5	-1.1%			
		Operating Income	53.6	+6.3	13.2%	55.8	+2.2	4.0%			
		Margin	7.7%			8.1%					
	M/C	Sales	60.9	-4.7	-7.2%	50.7	-10.2	-16.7%			
		Operating Income	-2.6	-3.6	-	-0.6	+2.0	-			
		Margin	(-)			(-)					
	M/P	Sales	20.1	+4.3	+27.3%	18.9	-1.2	-5.7%			
		Operating Income	4.2	+1.6	+63.8%	4.0	-0.2	-6.1%			
		Margin	21.0%			20.9%					
Operating results by Geographical Areas	Japan	Sales	446.4	+21.2	+5.0%	454.1	+7.7	+1.7%			
		Operating Income	27.2	-6.6	-19.7%	26.7	-0.5	-1.8%			
		Margin	6.1%			5.9%					
	Europe	Sales	134.7	+20.9	+18.4%	150.6	+15.9	+11.8%			
		Operating Income	0.9	+0.4	+64.3%	2.1	+1.2	+136.5%			
		Margin	0.6%			1.4%					
	Asia	Sales	367.7	+73.7	+25.1%	337.8	-29.9	-8.2%			
		Operating Income	29.1	+14.0	+93.2%	23.6	-5.5	-18.9%			
		Margin	7.9%			7.0%					
Others	Sales	38.5	-1.1	-2.7%	34.3	-4.2	-10.9%				
	Operating Income	0.5	-0.2	-32.1%	0.9	+0.4	+75.1%				
	Margin	1.3%			2.6%						
Number of Consolidated Subsidiaries		133	±0	(compared to end of previous fiscal year)	136	±0	(compared to end of previous fiscal year)				
Number of Affiliates with application of equity method		35	±0	(compared to end of previous fiscal year)	33	±0	(compared to end of previous fiscal year)				
Number of Employees		58,466	+1,057	(compared to end of previous fiscal year)	62,764	+1,163	(compared to end of previous fiscal year)				

*A/M: Automobile M/C: Motorcycle M/P: Marine and Power products, etc.

<Reference for FY2016 (The 151th Fiscal Year) First Three months> [Units (Production & Sales)]

3 August 2016

SUZUKI MOTOR CORPORATION

(Thousand units)

	FY2015 first three months			FY2016 first three months			Full-year forecast			
	April - June 2015			April - June 2016			April 2016 - March 2017			
		Change	Ratio		Change	Ratio		Change	Ratio	
Automobiles	Minivehicles	161	-14	-7.8%	126	-35	-21.6%	568	+7	+1.2%
	Sub-compact and standard-sized vehicles	16	-3	-16.1%	27	+11	+67.6%	98	+24	+32.5%
	Export	33	-4	-11.6%	25	-9	-26.1%	142	+28	+24.6%
	OEM	28	-9	-25.2%	23	-5	-17.7%	103	-9	-7.9%
	Domestic production (Including CBU)	238	-30	-11.3%	201	-37	-15.7%	911	+50	+5.8%
	(CBU only)	227	-30	-11.7%	193	-34	-14.9%	876	+49	+5.9%
	Europe	46	+1	+1.3%	56	+10	+21.1%	191	-2	-0.9%
	China	38	-35	-48.4%	31	-6	-16.5%	/		
	Indonesia	35	-7	-15.7%	32	-3	-7.8%			
	Thailand	14	+11	+390.6%	14	-0	-0.1%			
	India	336	+31	+10.2%	345	+9	+2.6%			
	Others	34	+13	+61.4%	26	-8	-23.8%			
	Asia	457	+13	+3.0%	448	-8	-1.8%			
	Others	1	-0	-2.1%	0	-0	-38.6%	2	+0	+0.1%
	Overseas production	503	+14	+2.8%	505	+1	+0.2%	2,240	+150	+7.2%
	Production Total	742	-17	-2.2%	706	-36	-4.9%	3,151	+200	+6.8%
	Minivehicles	138	-27	-16.5%	121	-16	-11.9%	550	+1	+0.2%
	Sub-compact and standard-sized vehicles	15	-4	-23.1%	27	+12	+80.0%	100	+19	+23.5%
	Domestic sales	152	-32	-17.2%	148	-4	-2.9%	650	+20	+3.2%
	Europe	50	+1	+1.9%	59	+8	+16.6%	232	+25	+12.2%
China	46	-21	-31.6%	37	-9	-19.8%	(Supplement) Full-year sales in India are expected to increase by 7% compared to previous fiscal year			
Indonesia	32	-8	-20.2%	23	-9	-28.4%				
Thailand	5	-0	-7.9%	5	-0	-0.0%				
India	306	+35	+13.0%	322	+17	+5.4%				
Others	48	+19	+63.5%	40	-8	-16.6%				
Asia	437	+24	+5.8%	428	-10	-2.2%				1,888
Others	48	+3	+7.2%	41	-7	-13.8%	186	+3	+1.8%	
Overseas sales	535	+28	+5.6%	528	-8	-1.5%	2,306	+75	+3.4%	
Sales Total	688	-3	-0.5%	675	-12	-1.8%	2,956	+95	+3.3%	
OEM Sales (Not included in figures above)	28	-15	-35.3%	23	-5	-17.6%				

Motorcycles and ATVs	Domestic	8	-6	-39.8%	7	-1	-11.3%	35	+3	+10.5%			
	Export	21	-2	-8.4%	20	-1	-5.0%	98	+7	+8.2%			
	Domestic production (Including ATVs)	29	-8	-20.4%	27	-2	-6.8%	133	+11	+8.8%			
	(ATVs only)	4	+1	+21.3%	2	-2	-51.2%	12	-2	-11.4%			
	North America	1	+0	+10.5%	1	-0	-29.2%	6	+2	+35.2%			
	China	163	-9	-5.4%	123	-40	-24.5%	/					
	Indonesia	27	-63	-70.4%	13	-13	-50.1%						
	India	89	+3	+4.0%	82	-8	-8.4%						
	Others	57	-7	-10.4%	64	+7	+11.7%						
	Asia	336	-76	-18.4%	282	-54	-16.1%				1,241	-38	-3.0%
	Others	23	+5	+31.9%	21	-2	-6.8%				66	-8	-10.6%
	Overseas production (including ATVs)	360	-70	-16.3%	304	-56	-15.6%	1,313	-45	-3.3%			
	(ATVs only)	3	+1	+59.0%	2	-1	-38.8%	10	+1	+14.1%			
	Production Total (Including ATVs)	389	-78	-16.6%	331	-58	-14.9%	1,446	-34	-2.3%			
	(ATVs only)	6	+2	+34.6%	3	-3	-46.1%	22	-0	-1.4%			
	Domestic sales	15	-2	-11.7%	14	-1	-6.4%	65	+4	+6.5%			
	Europe	18	+2	+15.1%	17	-1	-4.9%	50	+2	+4.5%			
	North America	14	-1	-7.6%	10	-4	-27.1%	47	+1	+3.3%			
	China	137	-6	-4.5%	98	-39	-28.2%	/					
	Indonesia	28	-55	-66.3%	9	-19	-68.9%						
India	80	-0	-0.1%	72	-7	-9.3%							
Others	62	-5	-6.8%	65	+2	+3.6%							
Asia	307	-66	-17.8%	244	-63	-20.5%	1,150				+24	+2.1%	
Others	54	+5	+10.5%	47	-7	-13.0%	190				-26	-11.9%	
Overseas sales	393	-60	-13.3%	318	-75	-19.0%	1,437	+2	+0.1%				
Sales Total (Including ATVs)	408	-62	-13.2%	332	-76	-18.6%	1,502	+6	+0.4%				
(ATVs only)	6	+1	+15.3%	5	-2	-26.7%	19	-3	-12.4%				

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

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

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

* 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 rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).