

<Reference for FY2022 First Three Months>
[Consolidated 1/2]

5 August 2022
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2021				Q1 of FY2022				
		Quarterly trends				Year on Year				
		Q1	Q2	Q3	Q4	Change	Ratio			
Net Sales		845.4	828.2	900.7	994.1	1,063.4	+218.0	+25.8%		
Domestic Sales		272.9	247.4	267.2	286.2	266.4	-6.5	-2.4%		
Suzuki brand		253.1	229.2	244.3	264.2	247.3	-5.8	-2.3%		
OEM sales		19.8	18.2	22.9	22.0	19.1	-0.7	-3.7%		
Overseas Sales		572.5	580.9	633.5	707.9	797.0	+224.5	+39.2%		
Operating Profit (Margin)		54.5 (6.4%)	44.6 (5.4%)	47.6 (5.3%)	44.8 (4.5%)	74.5 (7.0%)	+20.0	+36.8%		
Ordinary Profit (Margin)		110.8 (13.1%)	37.4 (4.5%)	55.7 (6.2%)	59.0 (5.9%)	89.8 (8.4%)	-21.0	-19.0%		
Profit attributable to owners of parent (Margin)		84.8 (10.0%)	15.7 (1.9%)	35.3 (3.9%)	24.5 (2.5%)	58.3 (5.5%)	-26.5	-31.2%		
General View						Increased net sales and operating profit				
Factors of change in Operating Profit	External factors					Effect of ForEX rates +20.6				
	Factors other than the above					Change in price of raw materials -29.7				
						Total -9.1				
						Change in volume, mix/price, etc. +47.7				
						(Change in volume) (+15.8)				
						(Change in mix/price etc.) (+31.9)				
						Cost reduction +2.5				
						Various expenses -9.2				
						R&D expenses -7.9				
						Depreciation expenses -4.0				
						Total +29.1				
Foreign Exchange Rates and Effect on Operating Profit								Effect		
USD		110Yen	110Yen	114Yen	116Yen	130Yen	+20Yen	+5.1		
EUR		132Yen	130Yen	130Yen	130Yen	138Yen	+6Yen	+2.0		
INR		1.49Yen	1.49Yen	1.53Yen	1.56Yen	1.69Yen	+0.20Yen	+5.9		
Capital Expenditures		37.7	45.5	46.2	60.0	74.2	+36.5			
Depreciation Expenses		34.3	31.6	40.0	55.6	38.3	+4.0			
R&D Expenses		35.7	41.4	35.3	48.3	43.6	+7.9			
Interest-Bearing Debt balance		763.9	737.4	733.0	674.2	733.1	+58.9	※1		
Cash Flows	Operating Activities	84.4	63.4	37.6	35.9	74.1	-10.3			
	Investing Activities	-28.7	-16.5	-73.7	-34.6	-61.8	-33.1			
	Financing Activities	-29.0	-35.3	-28.8	-61.5	33.3	+62.3			
	Cash Balance	949.9	958.7	899.7	858.0	921.5	+63.5	※1		
Operating results by Segment	Auto	Sales	758.8	739.8	812.8	893.4	940.1	+181.3	+23.9%	
		Operating Profit (Margin)	42.0 (5.5%)	36.0 (4.9%)	37.7 (4.6%)	37.1 (4.2%)	56.4 (6.0%)	+14.4	+34.2%	
	Moto	Sales	57.5	61.5	64.7	69.8	86.3	+28.8	+50.1%	
		Operating Profit (Margin)	4.4 (7.7%)	2.5 (4.0%)	2.3 (3.6%)	1.7 (2.3%)	8.3 (9.6%)	+3.9	+87.3%	
	Marine	Sales	26.0	23.9	20.2	27.9	34.3	+8.3	+31.9%	
		Operating Profit (Margin)	6.8 (26.0%)	5.4 (22.7%)	6.6 (32.9%)	5.2 (18.6%)	9.2 (26.9%)	+2.4	+36.6%	
	Others	Sales	3.1	3.0	3.0	3.0	2.7	-0.4	-11.0%	
		Operating Profit (Margin)	1.3 (42.2%)	0.7 (24.0%)	1.0 (30.9%)	0.8 (26.8%)	0.6 (23.3%)	-0.7	-50.8%	
	Operating results by Geographic Region	Japan	Sales	476.6	452.1	478.4	521.2	553.0	+76.4	+16.0%
			Operating Profit (Margin)	30.1 (6.3%)	31.4 (7.0%)	24.5 (5.1%)	35.0 (6.7%)	53.0 (9.6%)	+22.9	+76.2%
		Europe	Sales	153.4	118.0	100.8	114.5	130.3	-23.1	-15.1%
			Operating Profit (Margin)	7.2 (4.7%)	2.0 (1.6%)	1.1 (1.1%)	2.3 (2.0%)	2.3 (1.7%)	-4.9	-68.6%
Asia		Sales	372.8	411.8	485.1	533.8	592.7	+219.9	+59.0%	
		Operating Profit (Margin)	9.2 (2.5%)	6.6 (1.6%)	18.1 (3.7%)	9.9 (1.9%)	22.6 (3.8%)	+13.4	+146.4%	
Others		Sales	57.5	56.2	62.6	76.9	104.0	+46.5	+80.9%	
		Operating Profit (Margin)	4.8 (8.3%)	2.7 (4.8%)	3.6 (5.7%)	3.3 (4.3%)	8.0 (7.7%)	+3.2	+66.2%	
No. of Consolidated Subsidiaries		122	120	119	119	117	-2	※1		
No. of entities accounted for using equity method		31	31	32	32	32	±0	※1		
No. of Employees		70,419	70,008	69,460	69,193	70,333	+1,140	※1		

※1...compared to the end of FY2021

<Reference for FY2022 First Three Months>
 [Consolidated 2/2]

5 August 2022
 SUZUKI MOTOR CORPORATION

No change from previous forecast

(Billions of yen)

		FY2022 forecast (April2022-March2023)		
		Year on Year		Ratio
		Change		
Net Sales		3,900.0	+331.6	+9.3%
Domestic Sales		1,200.0	+126.3	+11.8%
Suzuki brand				
OEM sales				
Overseas Sales		2,700.0	+205.3	+8.2%
Operating Profit (Margin)		195.0 (5.0%)	+3.5	+1.8%
Ordinary Profit (Margin)		220.0 (5.6%)	-42.9	-16.3%
Profit attributable to owners of parent (Margin)		135.0 (3.5%)	-25.3	-15.8%
General View		Net sales and operating profit are expected to increase		
Factors of change in Operating Profit	External factors	Effect of ForEX rates		+30.0
		Change in price of raw materials		-85.0
		Total		-55.0
Factors of change in Operating Profit	Factors other than the above	Change in volume, mix/price, etc.		+111.3
		Cost reduction		+35.0
		Various expenses		-40.0
		R&D expenses		-39.3
		Depreciation expenses		-8.5
		Total		+58.5
Foreign Exchange Rates and Effect on Operating Profit	USD	120Yen	+8Yen	+6.9
	EUR	130Yen	-1Yen	-0.9
	INR	1.60Yen	+0.08Yen	+7.3
Capital Expenditures		290.0	+100.6	
Depreciation Expenses		170.0	+8.5	
R&D Expenses		200.0	+39.3	

<Reference for FY2022 First Three Months>

[Units (Production & Sales)]

5 August 2022

SUZUKI MOTOR CORPORATION

(Thousand units)

		FY2021				Q1 of FY2022			FY2022 forecast (April2022-March2023) (No change from previous forecast)		
		Quarterly trends				Year on Year			Year on Year		
		Q1	Q2	Q3	Q4						
<Automobiles>	Mini vehicles	117	103	131	119	112	-5	-4.0%			
	Sub-compact & standard-sized vehicles	20	17	25	24	20	-0	-1.0%			
	Export	45	46	62	49	60	+15	+34.2%			
	OEM	19	17	23	22	17	-3	-13.1%			
	Domestic production	201	183	241	215	209	+8	+4.0%	1,035	+195	+23.3%
	(CBU only)	188	162	213	191	181	-6	-3.4%	913	+159	+21.1%
	Europe	29	23	20	27	31	+1	+4.6%	136	+36	+36.6%
	India	366	366	432	494	466	+100	+27.3%			
	Pakistan	16	20	18	16	16	-0	-1.7%			
	Indonesia	28	32	36	37	35	+6	+22.7%			
	Thailand	4	5	5	4	2	-2	-45.5%			
	Others	-	-	1	1	1	+1	-			
	Asia	415	423	491	553	521	+105	+25.4%	1,926	+44	+2.3%
	Others	0	0	0	-	-	-0	-100.0%	-	-1	-100.0%
	Overseas production	445	446	512	580	551	+107	+23.9%	2,061	+79	+4.0%
	Production Total	646	628	753	794	761	+115	+17.7%	3,096	+274	+9.7%
	Mini vehicles	119	106	115	130	113	-6	-5.1%			
	Sub-compact & standard-sized vehicles	24	18	22	27	21	-3	-13.1%			
	Domestic sales	143	125	137	157	133	-9	-6.4%	663	+102	+18.1%
	Europe	69	63	49	44	36	-33	-47.5%	199	-26	-11.7%
India	297	309	352	408	380	+83	+27.9%				
Pakistan	22	38	34	37	41	+19	+85.7%				
Indonesia	21	23	26	21	20	-2	-7.4%				
Thailand	5	4	8	6	5	-0	-0.7%				
Others	14	10	16	14	15	+1	+8.9%				
Asia	360	384	436	486	461	+101	+28.1%	1,794	+128	+7.7%	
Others	52	59	72	71	79	+27	+51.6%	252	-2	-0.9%	
Overseas sales	481	507	556	601	577	+96	+19.9%	2,245	+99	+4.6%	
Sales Total	624	631	694	758	710	+87	+13.9%	2,908	+201	+7.4%	
OEM Sales (Not included in figures above)		37	40	46	42	46	+9	+25.7%			
<Motorcycles and ATVs>	Domestic	5	5	6	5	6	+2	+32.1%	21	-0	-2.2%
	Export	18	18	20	21	20	+2	+12.3%	97	+20	+24.9%
	Domestic production	23	23	26	27	26	+4	+16.4%	119	+20	+20.0%
	(ATVs only)	3	3	3	3	3	+0	+4.0%	10	-3	-21.8%
	North America	1	1	1	1	1	+1	+78.7%	4	+1	+24.9%
	India	139	213	182	217	169	+29	+20.8%			
	China	142	145	133	124	131	-11	-7.7%			
	Philippines	35	31	41	41	41	+6	+16.7%			
	Indonesia	13	9	11	14	12	-1	-8.8%			
	Others	25	29	32	36	43	+18	+69.9%			
	Asia	354	426	398	432	395	+40	+11.4%	1,534	-77	-4.8%
	Others	14	16	18	22	30	+16	+109.1%	64	-7	-9.7%
	Overseas production	369	442	418	455	426	+57	+15.3%	1,603	-82	-4.9%
	(ATVs only)	1	2	1	3	2	+1	+95.1%	7	-1	-9.5%
	Production Total	392	466	444	482	453	+60	+15.4%	1,721	-63	-3.5%
	(ATVs only)	4	5	5	6	5	+1	+29.0%	17	-4	-17.1%
	Domestic sales	16	14	12	11	13	-3	-19.5%	54	+1	+1.2%
	Europe	10	7	4	6	9	-1	-9.3%	38	+10	+34.6%
	North America	10	7	6	6	11	+1	+11.7%	30	+1	+4.9%
	India	95	163	179	172	167	+72	+75.8%			
China	114	108	93	88	120	+6	+5.4%				
Philippines	38	35	45	43	48	+10	+27.3%				
Pakistan	7	9	10	10	10	+3	+34.9%				
Others	27	21	32	35	37	+11	+39.7%				
Asia	281	336	358	348	383	+102	+36.2%	1,463	+139	+10.5%	
Others	44	55	51	54	55	+11	+24.8%	201	-4	-1.8%	
Overseas sales	346	405	419	415	459	+113	+32.7%	1,733	+147	+9.3%	
Sales Total	362	419	431	427	472	+110	+30.3%	1,787	+148	+9.0%	
(ATVs only)	4	4	4	3	4	-0	-2.3%	19	+4	+24.2%	

(Supplement)
Full-year sales in India are expected to increase by 11% YoY.

<Reference for FY2022 First Three Months>
[Breakdown of Consolidated Net Sales]

5 August 2022

SUZUKI MOTOR CORPORATION

(Unit : Thousand, Amount: Billions of yen)

		Q1 of FY2021		Q1 of FY2022		Year on Year			
		Unit	Amount	Unit	Amount	Unit		Amount	
						Change	Ratio	Change	Ratio
Automobile business	Japan	156	262.9	150	256.7	-7	-4.3%	-6.2	-2.4%
	Overseas	509	495.9	604	683.4	+95	+18.7%	+187.5	+37.8%
	Europe	61	115.0	32	77.9	-29	-47.5%	-37.1	-32.3%
	North America		0.1		0.2			+0.1	+77.0%
	Asia (Of which India)	378 (308)	302.4 (224.8)	480 (398)	482.9 (376.2)	+102 (+90)	+27.0% (+29.3%)	+180.5 (+151.4)	+59.7% (+67.3%)
	Others	70	78.4	92	122.4	+22	+31.7%	+44.0	+56.2%
	Total	665	758.8	754	940.1	+89	+13.3%	+181.3	+23.9%
Motorcycle business	Japan	15	6.1	13	6.1	-1	-9.5%	+0.0	+1.0%
	Overseas	273	51.4	349	80.2	+76	+27.8%	+28.8	+55.9%
	Europe	7	8.8	9	11.4	+2	+23.1%	+2.6	+29.6%
	North America	7	6.8	14	14.9	+7	+99.7%	+8.1	+117.5%
	Asia	191	25.9	261	39.5	+70	+36.4%	+13.6	+52.3%
	Others	67	9.9	65	14.4	-2	-3.5%	+4.5	+45.8%
	Total	288	57.5	362	86.3	+75	+25.9%	+28.8	+50.1%
Marine business	Japan		0.8		0.9			+0.1	+5.6%
	Overseas		25.2		33.4			+8.2	+32.7%
	Europe		7.0		7.2			+0.2	+2.7%
	North America		12.0		19.3			+7.3	+60.8%
	Asia		3.2		2.4			-0.8	-23.6%
	Others		3.0		4.5			+1.5	+50.8%
	Total		26.0		34.3			+8.3	+31.9%
Other business (Domestic)			3.1		2.7			-0.4	-11.0%
Total	Japan		272.9		266.4			-6.5	-2.4%
	Overseas		572.5		797.0			+224.5	+39.2%
	Europe		130.8		96.5			-34.3	-26.3%
	North America		18.9		34.4			+15.5	+81.4%
	Asia		331.5		524.8			+193.3	+58.3%
	Others		91.3		141.3			+50.0	+54.9%
	Total		845.4		1,063.4			+218.0	+25.8%

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

• "Change" and "Ratio" are the amounts compared to the same period of the previous fiscal year.

*2. [Consolidated]

• Factors of change in Operating Profit: 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".

• Interest-Bearing Debt balance, Cash Balance, No. of Consolidated Subsidiaries, No. of entities accounted for using equity method and No. of employees are figures at the end of each quarter.

*3. [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.

• FY2022 is included preliminary figures.

*4. [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.

*5. [Consolidated], [Units (Production & Sales)]

• The forecasts 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).