

**<Reference for FY2020 (The 155th Fiscal Year) First Six Months> [Consolidated]**

5 November 2020  
SUZUKI MOTOR CORPORATION  
(Billions of yen)

		FY2019 first six months April - September 2019			FY2020 first six months April - September 2020			Full-year forecast April 2020 - March 2021		
			Change	Ratio		Change	Ratio		Change	Ratio
Net Sales		1,755.4	-174.0	-9.0%	1,270.2	-485.2	-27.6%	3,000.0	-488.4	-14.0%
Domestic Sales		598.4	-0.2	-0.0%	526.8	-71.6	-12.0%	1,120.0	-59.5	-5.0%
Suzuki brand		552.9	+6.8	+1.2%	486.5	-66.4	-12.0%	1,040.0	-45.4	-4.2%
OEM sales		45.5	-7.0	-13.2%	40.3	-5.2	-11.5%	80.0	-14.1	-15.0%
Overseas Sales		1,157.0	-173.8	-13.1%	743.4	-413.6	-35.8%	1,880.0	-428.9	-18.6%
Operating Income		118.6	-79.9	-40.2%	74.9	-43.7	-36.8%	160.0	-55.1	-25.6%
Margin		6.8%			5.9%			5.3%		
Ordinary Income		139.5	-92.8	-40.0%	96.2	-43.3	-31.1%	180.0	-65.4	-26.7%
Margin		7.9%			7.6%			6.0%		
Net income attributable to owners of the parent		79.3	-56.9	-41.8%	54.3	-25.0	-31.5%	110.0	-24.2	-18.0%
Margin		4.5%			4.3%			3.7%		
General View		Lower earnings on lower sales			Lower earnings on lower sales			Lower earnings on lower sales		
Factors of change in Operating Income	Factors of Increase	Cost reduction		+7.8	Decrease of various expenses		+75.5	Decrease of various expenses		+75.5
	Factors of Decrease				Decrease of depreciation		+27.0	Decrease of depreciation		+23.5
		Total		+7.8	Decrease of R&D expenses		+6.3	Cost reduction		+23.0
					Cost reduction		+3.5	Total		+122.0
					Total		+112.3			
		Change in sales, model mix			-42.5	Change in sales, model mix		-147.0	Change in sales, model mix	
Effect of ForEX rates			-16.1	Effect of ForEX rates		-9.0	Effect of ForEX rates		-24.0	
Increase of various expenses			-14.8	Total		-156.0	Increase of R&D expenses		-1.9	
Increase of depreciation			-14.2				Total		-177.1	
Increase of R&D expenses			-0.1							
Total			-87.7							
Foreign Exchange Rates and Effect on Operating Income	USD	109 Yen	-1 Yen	-0.6	107 Yen	-2 Yen	-0.5	106 Yen	105 Yen	-1.8
	EUR	121 Yen	-9 Yen	-4.9	121 Yen	±0 Yen	-	120 Yen	120 Yen	-0.2
	INR	1.56 Yen	-0.06 Yen	-2.7	1.43 Yen	-0.13 Yen	-3.7	1.43 Yen	1.43 Yen	-9.3
	100IDR	0.77 Yen	-0.01 Yen	-0.1	0.73 Yen	-0.04 Yen	+0.0	0.73 Yen	0.72 Yen	-0.5
THB	3.49 Yen	+0.09 Yen	-0.1	3.38 Yen	-0.11 Yen	+0.0	3.38 Yen	3.37 Yen	-0.1	
Capital Expenditures	117.3	-14.7		85.0	-32.3		220.0	-16.4		
Depreciation Expenses	78.4	+14.2		60.7	-17.7		150.0	-14.2		
R&D Expenses	71.9	+0.1		65.6	-6.3		150.0	+1.9		
Interest-Bearing Debt		372.3	-3.1	(compared to the end of previous fiscal year)	792.8	+388.6	(compared to the end of previous fiscal year)			
Cash Flows	Operating Activities	106.7	-117.4		163.4	+56.7				
	Investing Activities	-99.1	+61.2		-84.1	+15.0				
	Financing Activities	-41.0	+201.5		356.6	+397.6				
Cash Balance		432.0	-41.1	(compared to the end of previous fiscal year)	860.2	+439.8	(compared to the end of previous fiscal year)			
Operating results by Segment	Auto	Sales	1,581.4	-179.9	-10.2%	1,133.9	-447.5	-28.3%		
		Operating Income	106.1	-79.4	-42.8%	69.2	-36.9	-34.7%		
		Margin	6.7%			6.1%				
	Moto	Sales	126.5	+0.2	+0.2%	89.1	-37.4	-29.6%		
		Operating Income	1.7	-2.3	-56.8%	-3.6	-5.3	-		
		Margin	1.4%			-				
Marine	Sales	47.5	+5.7	+13.6%	47.2	-0.3	-0.6%			
	Operating Income	10.8	+1.8	+20.2%	9.3	-1.5	-13.7%			
	Margin	22.7%			19.7%					
Operating results by Geographic Region	Japan	Sales	987.2	-25.1	-2.5%	819.5	-167.7	-17.0%		
		Operating Income	66.3	-19.4	-22.7%	57.2	-9.1	-13.8%		
		Margin	6.7%			7.0%				
	Europe	Sales	297.7	+23.6	+8.6%	202.6	-95.1	-31.9%		
		Operating Income	13.5	+4.4	+47.3%	2.1	-11.4	-84.3%		
		Margin	4.5%			1.0%				
Asia	Sales	814.9	-166.0	-16.9%	477.8	-337.1	-41.4%			
	Operating Income	26.3	-68.6	-72.3%	6.3	-20.0	-76.0%			
	Margin	3.2%			1.3%					
Other	Sales	91.7	+5.1	+5.8%	77.6	-14.1	-15.3%			
	Operating Income	4.3	+0.9	+28.1%	3.3	-1.0	-24.1%			
	Margin	4.7%			4.2%					
Number of Consolidated Subsidiaries		129	-1	(compared to the end of previous fiscal year)	124	-3	(compared to the end of previous fiscal year)			
Number of Affiliates accounted for using equity method		28	±0	(compared to the end of previous fiscal year)	29	+1	(compared to the end of previous fiscal year)			
Number of Employees		69,253	+1,532	(compared to the end of previous fiscal year)	69,785	+1,286	(compared to the end of previous fiscal year)			

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

**<Reference for FY2020 (The 155th Fiscal Year) First Six Months> [Units (Production & Sales)]**

5 November 2020  
SUZUKI MOTOR CORPORATION  
(Thousand units)

	FY2019 first six months (Apr.-Sept. 2019)	FY2020 first six months							FY2020 full-year forecast (April 2020 - March 2021)			
		(Apr.-Jun. 2020)	(July - September 2020)			(April - September 2020)			Change	Ratio		
			Change	Ratio	Change	Ratio	Change	Ratio				
<b>&lt;Automobiles&gt;</b>	Mini vehicles	266	91	152	+22	+17.1%	244	-22	-8.5%	539	-12	-2.3%
	Sub-compact and standard-sized vehicles	56	17	28	+0	+1.6%	46	-10	-17.8%	103	-12	-10.7%
	Export	79	28	52	+15	+40.7%	80	+1	+1.5%	188	+4	+2.0%
	OEM	43	10	28	+6	+26.8%	38	-5	-12.0%	86	-7	-7.6%
	Domestic production (Including CBU) (CBU only)	444	147	261	+44	+20.1%	408	-36	-8.2%	916	-28	-3.0%
	Europe	86	14	31	-4	-11.5%	45	-41	-47.9%	114	-46	-28.6%
	India	787	54	396	+19	+5.1%	451	-337	-42.8%			
	Pakistan	51	2	13	-16	-55.7%	14	-37	-72.3%			
	Indonesia	62	7	20	-17	-45.6%	27	-34	-55.9%			
	Thailand	17	2	4	-4	-51.7%	6	-12	-67.9%			
	Other	13	7	6	-0	-6.6%	13	-1	-6.5%			
	Asia	931	71	439	-18	-4.0%	510	-421	-45.2%	1,498	-360	-19.4%
	Other	1	0	0	-0	-30.3%	0	-1	-56.0%	1	-1	-41.9%
	Overseas production	1,018	85	470	-22	-4.5%	555	-463	-45.4%	1,613	-407	-20.1%
	Production Total	1,462	232	732	+21	+3.0%	963	-499	-34.1%	2,529	-435	-14.7%
	Mini vehicles	273	88	146	+10	+7.1%	234	-38	-14.1%	531	-23	-4.2%
	Sub-compact and standard-sized vehicles	60	18	29	+0	+0.8%	47	-12	-20.8%	105	-13	-10.9%
	Domestic sales	333	106	176	+10	+6.0%	282	-51	-15.3%	636	-36	-5.4%
	Europe	149	36	59	-15	-20.2%	95	-54	-36.3%	221	-41	-15.6%
	India	675	66	365	+60	+19.6%	432	-244	-36.1%			
Pakistan	54	8	18	-6	-25.1%	25	-29	-53.9%				
Indonesia	51	9	16	-10	-38.7%	26	-26	-50.2%				
Thailand	13	5	6	+0	+1.5%	11	-2	-14.2%				
Other	43	14	21	-2	-8.8%	35	-8	-19.1%				
Asia	837	102	426	+42	+10.9%	528	-309	-36.9%	1,383	-359	-20.6%	
Other	89	20	40	-5	-10.7%	61	-28	-31.8%	138	-37	-21.2%	
Overseas sales	1,075	157	526	+22	+4.4%	684	-392	-36.4%	1,742	-437	-20.1%	
Sales Total	1,408	263	702	+32	+4.8%	966	-442	-31.4%	2,378	-474	-16.6%	
OEM Sales (Not included in figures above)	55	12	36	+7	+22.5%	47	-8	-14.5%				

(Supplement)  
Full-year sales in India are expected to decrease by 20% compared to previous fiscal year

<b>&lt;Motorcycles and ATVs&gt;</b>	Domestic	11	6	4	-1	-16.9%	10	-1	-10.0%	19	-1	-3.2%
	Export	31	8	9	-8	-46.6%	18	-13	-41.5%	51	-24	-32.2%
	Domestic production (Including ATVs)	42	14	14	-9	-39.9%	28	-14	-33.2%	70	-25	-26.2%
	(ATVs only)	3	2	1	-1	-32.4%	3	-0	-5.3%	7	-1	-6.8%
	North America	2	-	1	+0	+22.7%	1	-1	-43.3%	3	-0	-4.5%
	India	428	19	171	-53	-23.8%	190	-239	-55.7%			
	China	171	121	135	+41	+43.2%	255	+84	+49.2%			
	Philippines	87	6	33	-14	-29.6%	39	-48	-55.1%			
	Indonesia	62	8	14	-8	-37.5%	22	-40	-64.7%			
	Other	62	16	27	-4	-12.3%	43	-19	-30.8%			
	Asia	810	170	379	-39	-9.3%	548	-261	-32.3%	1,234	-337	-21.4%
	Other	32	5	18	+3	+21.0%	23	-9	-27.4%	49	-11	-19.0%
	Overseas production (Including ATVs)	843	175	398	-35	-8.2%	572	-271	-32.1%	1,286	-348	-21.3%
	(ATVs only)	4	1	2	-0	-4.7%	3	-2	-36.1%	5	-1	-15.3%
	Production Total (Including ATVs)	885	189	411	-44	-9.8%	600	-284	-32.1%	1,356	-373	-21.6%
	(ATVs only)	8	3	3	-1	-20.1%	6	-2	-22.3%	12	-1	-10.5%
	Domestic sales	27	13	14	+1	+9.0%	27	-0	-0.9%	51	+2	+4.4%
	Europe	26	10	13	+2	+17.4%	23	-3	-12.1%	41	-0	-1.0%
	North America	21	19	12	+3	+36.5%	31	+10	+49.6%	43	+8	+23.9%
	India	339	54	135	-30	-18.1%	189	-149	-44.1%			
China	163	94	103	+27	+35.4%	197	+34	+20.9%				
Philippines	102	21	36	-13	-26.3%	57	-45	-44.2%				
Indonesia	38	5	8	-11	-58.2%	13	-25	-66.4%				
Other	78	26	33	-6	-16.0%	58	-20	-25.1%				
Asia	719	200	314	-33	-9.6%	514	-205	-28.5%	1,181	-223	-15.9%	
Other	86	33	48	+5	+11.0%	81	-6	-6.5%	162	-18	-10.1%	
Overseas sales	852	262	387	-23	-5.7%	648	-203	-23.9%	1,427	-234	-14.1%	
Sales Total (Including ATVs)	879	275	401	-22	-5.3%	675	-204	-23.2%	1,478	-231	-13.5%	
(ATVs only)	9	8	5	+1	+20.7%	13	+5	+53.7%	19	+2	+10.4%	

<Reference for FY2020 (The 155th Fiscal Year) First Six months> [Breakdown of Consolidated Net Sales]

5 November 2020

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2019 first six months April - September 2019		FY2020 first six months April - September 2020		Change			
		Unit	Amount	Unit	Amount	Unit		Amount	
						Change	Ratio	Change	Ratio
Automobile business	Japan	364	577.0	312	508.8	-52	-14.3%	-68.2	-11.8%
	Overseas	1,067	1,004.4	673	625.1	-394	-37.0%	-379.3	-37.8%
	Europe	134	220.6	84	154.1	-50	-37.4%	-66.5	-30.2%
	North America		0.5		0.5			-0.0	-10.7%
	Asia (Of which India)	845 (689)	680.3 (512.3)	528 (438)	399.9 (293.2)	-317 (-251)	-37.5% (-36.5%)	-280.4 (-219.1)	-41.2% (-42.8%)
	Other	89	103.0	62	70.6	-27	-30.8%	-32.4	-31.4%
	Total	1,431	1,581.4	985	1,133.9	-447	-31.2%	-447.5	-28.3%
Motorcycle business	Japan	28	11.6	26	10.2	-1	-4.5%	-1.4	-12.2%
	Overseas	718	114.9	387	78.9	-330	-46.0%	-36.0	-31.3%
	Europe	21	19.7	16	15.2	-5	-25.3%	-4.5	-22.7%
	North America	16	14.1	12	13.3	-4	-25.8%	-0.8	-5.5%
	Asia	595	64.9	285	36.9	-311	-52.2%	-28.0	-43.2%
	Other	85	16.2	75	13.5	-10	-11.9%	-2.7	-16.9%
	Total	745	126.5	414	89.1	-332	-44.5%	-37.4	-29.6%
Marine business, etc.	Japan		9.8		7.8			-2.0	-20.6%
	Overseas		37.7		39.4			+1.7	+4.6%
	Europe		9.8		8.5			-1.3	-12.8%
	North America		19.4		21.7			+2.3	+11.6%
	Asia		3.6		5.9			+2.3	+63.5%
	Other		4.9		3.3			-1.6	-31.9%
	Total		47.5		47.2			-0.3	-0.6%
Total	Japan		598.4		526.8			-71.6	-12.0%
	Overseas		1,157.0		743.4			-413.6	-35.8%
	Europe		250.1		177.8			-72.3	-28.9%
	North America		34.0		35.5			+1.5	+4.2%
	Asia		748.8		442.7			-306.1	-40.9%
	Other		124.1		87.4			-36.7	-29.5%
	Total		1,755.4		1,270.2			-485.2	-27.6%

\*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. [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.

• FY2020 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).