

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

November 8, 2022
SUZUKI MOTOR CORPORATION
(Billions of yen)

		2Q Results (July-September)				1H Results (April-September)				
		2Q of FY2021	2Q of FY2022			1H of FY2021	1H of FY2022			
				Change	Ratio			Change	Ratio	
Net Sales		828.2	1,154.1	+325.9	+39.3%	1,673.6	2,217.5	+543.9	+32.5%	
Domestic Sales		247.4	293.8	+46.3	+18.7%	520.3	560.2	+39.9	+7.7%	
Suzuki brand		229.2	269.9	+40.7	+17.7%	482.3	517.2	+34.9	+7.2%	
OEM sales		18.2	23.9	+5.7	+31.3%	38.0	43.0	+4.9	+13.0%	
Overseas Sales		580.9	860.4	+279.6	+48.1%	1,153.3	1,657.3	+504.1	+43.7%	
Operating Profit (Margin)		44.6 (5.4%)	89.8 (7.8%)	+45.2	+101.2%	99.1 (5.9%)	164.3 (7.4%)	+65.2	+65.8%	
Ordinary Profit (Margin)		37.4 (4.5%)	102.5 (8.9%)	+65.1	+174.1%	148.2 (8.9%)	192.3 (8.7%)	+44.1	+29.7%	
Profit attributable to owners of parent (Margin)		15.7 (1.9%)	56.8 (4.9%)	+41.1	+260.2%	100.5 (6.0%)	115.1 (5.2%)	+14.6	+14.5%	
General View			Increased net sales and profit				Increased net sales and profit			
Factors of change in Operating Profit	External factors		Effect of ForEX rates	+28.9			Effect of ForEX rates	+49.6		
			Change in price of raw materials	-29.3			Change in price of raw materials	-59.0		
			Total	-0.3			Total	-9.4		
	Factors other than the above		Change in volume, mix/price, etc.	+84.2			Change in volume, mix/price, etc.	+131.9		
			(Change in volume)	(+31.0)			(Change in volume)	(+46.8)		
			(Change in mix/price etc.)	(+53.2)			(Change in mix/price etc.)	(+85.1)		
			Cost reduction	+8.2			Cost reduction	+10.7		
			Various expenses	-28.2			Various expenses	-37.4		
			R&D expenses	-10.4			R&D expenses	-18.3		
			Depreciation expenses	-8.3			Depreciation expenses	-12.2		
			Total	+45.5			Total	+74.6		
Foreign Exchange Rates and Effect on Operating Profit					Effect				Effect	
USD		110Yen	138Yen	+28Yen	+6.8	110Yen	134Yen	+24Yen	+11.9	
EUR		130Yen	139Yen	+9Yen	+3.2	131Yen	139Yen	+8Yen	+5.3	
INR		1.49Yen	1.74Yen	+0.25Yen	+9.5	1.49Yen	1.72Yen	+0.23Yen	+15.5	
Capital Expenditures		45.5	57.5	+12.0		83.2	131.7	+48.5		
Depreciation Expenses		31.6	39.8	+8.3		65.9	78.1	+12.2		
R&D Expenses		41.4	51.8	+10.4		77.1	95.4	+18.3		
Interest-Bearing Debt balance						737.4	744.1	+69.9	※1	
Cash Flows	Operating Activities	63.4	69.2	+5.8		147.8	143.3	-4.5		
	Investing Activities	-16.5	-70.8	-54.3		-45.2	-132.5	-87.3		
	Financing Activities	-35.3	-6.3	+29.1		-64.3	27.0	+91.3		
	Cash Balance					958.7	917.1	+59.1	※1	
Operating results by Segment	Auto	Sales	739.8	1,027.1	+287.2	+38.8%	1,498.6	1,967.1	+468.5	+31.3%
		Operating Profit (Margin)	36.0 (4.9%)	71.7 (7.0%)	+35.7	+98.9%	78.0 (5.2%)	128.0 (6.5%)	+50.0	+64.1%
	Moto	Sales	61.5	89.6	+28.2	+45.8%	119.0	175.9	+57.0	+47.9%
		Operating Profit (Margin)	2.5 (4.0%)	7.0 (7.8%)	+4.5	+185.4%	6.9 (5.8%)	15.3 (8.7%)	+8.4	+122.1%
	Marine	Sales	23.9	34.5	+10.6	+44.1%	49.9	68.8	+18.9	+37.7%
		Operating Profit (Margin)	5.4 (22.7%)	10.5 (30.6%)	+5.1	+94.2%	12.2 (24.4%)	19.8 (28.7%)	+7.6	+62.3%
	Other	Sales	3.0	2.9	-0.0	-1.5%	6.1	5.7	-0.4	-6.3%
		Operating Profit (Margin)	0.7 (24.0%)	0.6 (21.0%)	-0.1	-14.0%	2.0 (33.2%)	1.3 (22.1%)	-0.8	-37.7%
	Operating results by Geographic Region	Japan	Sales	452.1	592.8	+140.7	+31.1%	928.7	1,145.7	+217.0
Operating Profit (Margin)			31.4 (7.0%)	45.3 (7.6%)	+13.8	+44.0%	61.5 (6.6%)	98.3 (8.6%)	+36.8	+59.8%
Europe		Sales	118.0	141.8	+23.7	+20.1%	271.4	272.1	+0.6	+0.2%
		Operating Profit (Margin)	2.0 (1.6%)	1.2 (0.8%)	-0.8	-39.2%	9.2 (3.4%)	3.4 (1.3%)	-5.7	-62.4%
Asia		Sales	411.8	651.2	+239.4	+58.1%	784.6	1,244.0	+459.4	+58.6%
		Operating Profit (Margin)	6.6 (1.6%)	42.0 (6.5%)	+35.5	+540.0%	15.8 (2.0%)	64.7 (5.2%)	+48.9	+310.4%
Other		Sales	56.2	100.2	+44.0	+78.4%	113.7	204.3	+90.6	+79.7%
		Operating Profit (Margin)	2.7 (4.8%)	4.7 (4.7%)	+2.0	+75.9%	7.5 (6.6%)	12.7 (6.2%)	+5.2	+69.7%
No. of Consolidated Subsidiaries						120	119	±0	※1	
No. of entities accounted for using equity method						31	32	±0	※1	
No. of Employees						70,008	70,746	+1,553	※1	

※1...compared to the end of FY2021

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

November 8, 2022
SUZUKI MOTOR CORPORATION

(Billions of yen)

		Full-year forecast (April2022-March2023)			Change from Previous Forecast
			Change	Ratio	
Net Sales		4,500.0	+931.6	+26.1%	+600.0
Domestic Sales		1,200.0	+126.3	+11.8%	
Suzuki brand		1,100.0	+109.2	+11.0%	-
OEM sales		100.0	+17.1	+20.6%	-
Overseas Sales		3,300.0	+805.3	+32.3%	+600.0
Operating Profit (Margin)		290.0 (6.4%)	+98.5	+51.5%	+95.0
Ordinary Profit (Margin)		320.0 (7.1%)	+57.1	+21.7%	+100.0
Profit attributable to owners of parent (Margin)		190.0 (4.2%)	+29.7	+18.5%	+55.0
General View		Increased net sales and profit			
Factors of change in Operating Profit	External factors		Effect of ForEX rates	+85.0	+55.0
			Change in price of raw materials	-110.0	-25.0
			Total	-25.0	+30.0
	Factors other than the above		Change in volume, mix/price, etc.	+206.3	+95.0
			(Change in volume)	(+86.8)	-
			(Change in mix/price etc.)	(+119.5)	-
			Cost reduction	+35.0	
			Various expenses	-70.0	-30.0
			R&D expenses	-39.3	
			Depreciation expenses	-8.5	
		Total	+123.5	+65.0	
Foreign Exchange Rates and Effect on Operating Profit				Effect	
		USD	136Yen	+24Yen	+21.9
		EUR	138Yen	+7Yen	+12.1
		INR	1.72Yen	+0.20Yen	+27.0
Capital Expenditures		290.0	+100.6		
Depreciation Expenses		170.0	+8.5		
R&D Expenses		200.0	+39.3		

<Reference for FY2022 First Six Months>
 [Units (Production & Sales)]

November 8, 2022
 SUZUKI MOTOR CORPORATION
 (Thousand units)

		2Q Results (July-September)				1H Results (April-September)				Full-year forecast (April2022-March2023)			Change from Previous Forecast
		2Q of FY2021	2Q of FY2022			1H of FY2021	1H of FY2022			Change	Ratio		
			Change	Ratio			Change	Ratio					
<Automobiles>	Mini vehicles	103	127	+24	+23.4%	220	239	+19	+8.8%				
	Sub-compact & standard-sized vehicles	17	26	+9	+53.9%	37	46	+9	+23.9%				
	Export	46	67	+20	+43.5%	91	127	+36	+38.9%				
	OEM	17	22	+5	+30.6%	36	39	+3	+7.3%				
	Domestic production	183	241	+58	+32.0%	384	451	+66	+17.3%	994	+154	+18.4%	-41
	(CBU only)	162	219	+57	+35.3%	350	400	+51	+14.6%	907	+153	+20.3%	-6
	Europe	23	33	+11	+47.5%	52	64	+12	+23.2%	141	+41	+41.7%	+5
	India	366	522	+156	+42.7%	732	988	+256	+35.0%				
	Pakistan	20	8	-12	-59.2%	36	24	-12	-33.3%				
	Indonesia	32	36	+3	+10.7%	61	71	+10	+16.3%				
	Other	5	4	-1	-12.3%	9	7	-1	-14.6%				
	Asia	423	570	+147	+34.9%	838	1,091	+253	+30.2%	2,134	+252	+13.4%	+208
	Other	0	-	-0	-100.0%	1	-	-1	-100.0%	-	-1	-100.0%	
	Overseas production	446	603	+158	+35.4%	891	1,155	+264	+29.7%	2,275	+293	+14.8%	+214
	Production Total	628	845	+216	+34.4%	1,275	1,606	+331	+25.9%	3,269	+447	+15.8%	+173
	Mini vehicles	106	124	+18	+17.2%	225	237	+12	+5.4%	537	+67	+14.1%	
	Sub-compact & standard-sized vehicles	18	26	+7	+39.7%	42	47	+4	+10.0%	111	+20	+22.1%	
	Domestic sales	125	150	+26	+20.5%	267	284	+16	+6.1%	648	+87	+15.4%	-15
	Europe	63	38	-25	-39.2%	132	74	-57	-43.5%	182	-43	-19.2%	-17
	India	309	434	+125	+40.6%	606	814	+208	+34.4%	(Supplement)			
Pakistan	38	17	-22	-56.7%	60	58	-3	-4.9%	Full-year sales in India				
Indonesia	23	22	-0	-1.7%	44	42	-2	-4.5%	are expected to				
Other	14	16	+1	+10.3%	34	37	+3	+7.9%	increase by 21% YoY.				
Asia	384	489	+105	+27.2%	745	951	+206	+27.7%	1,930	+264	+15.9%	+136	
Latin America	29	29	+0	+0.6%	55	62	+7	+12.8%					
Africa	20	32	+12	+63.3%	35	62	+26	+74.7%					
Other	11	14	+3	+30.1%	21	31	+9	+43.8%					
Other	59	75	+16	+26.7%	112	155	+43	+38.4%	282	+28	+10.9%	+30	
Overseas sales	507	603	+96	+18.9%	988	1,180	+191	+19.4%	2,393	+247	+11.5%	+148	
Sales Total	631	753	+121	+19.2%	1,255	1,463	+208	+16.6%	3,041	+334	+12.3%	+133	
OEM Sales (Not included in figures above)	40	55	+15	+37.7%	77	102	+25	+32.0%					
<Motorcycles and ATVs>	Domestic	5	6	+1	+23.1%	10	13	+3	+27.4%	22	+1	+2.4%	+1
	Export	18	23	+4	+24.8%	36	43	+7	+18.6%	92	+14	+18.5%	-5
	Domestic production	23	29	+6	+24.5%	46	55	+9	+20.5%	114	+15	+15.0%	-5
	North America	1	0	-0	-41.4%	1	2	+0	+14.7%	3	-0	-6.3%	-1
	India	213	212	-0	-0.2%	352	381	+29	+8.2%				
	China	145	141	-3	-2.4%	286	272	-14	-5.0%				
	Philippines	31	50	+19	+62.8%	66	91	+25	+38.3%				
	Indonesia	9	14	+5	+58.0%	22	26	+4	+18.9%				
	Other	29	42	+13	+47.0%	54	85	+31	+57.7%				
	Asia	426	460	+34	+8.1%	780	855	+75	+9.6%	1,653	+42	+2.6%	+119
	Other	16	27	+11	+69.1%	30	57	+27	+88.1%	91	+20	+28.4%	+27
	Overseas production	442	487	+45	+10.2%	812	914	+102	+12.5%	1,747	+62	+3.7%	+144
	Production Total	466	516	+51	+10.9%	858	969	+111	+13.0%	1,861	+77	+4.3%	+140
	(ATVs only)	5	5	-1	-10.5%	10	10	+1	+6.5%	20	-1	-2.5%	+3
	Domestic sales	14	11	-2	-17.3%	30	24	-6	-18.5%	52	-1	-2.6%	-2
	Europe	7	8	+1	+12.8%	18	18	-0	-0.4%	33	+5	+16.9%	-5
	North America	7	8	+2	+24.0%	17	19	+3	+16.7%	33	+4	+15.4%	+3
	India	163	183	+20	+12.3%	258	350	+92	+35.7%				
	China	108	125	+17	+15.3%	223	245	+23	+10.2%				
	Philippines	35	51	+17	+48.1%	72	99	+27	+37.2%				
Indonesia	4	6	+3	+75.1%	9	12	+4	+42.9%					
Other	26	38	+12	+45.3%	55	79	+24	+43.5%					
Asia	336	404	+68	+20.2%	617	787	+170	+27.5%	1,537	+213	+16.1%	+74	
Other	55	57	+1	+2.0%	100	112	+12	+12.3%	208	+3	+1.6%	+7	
Overseas sales	405	477	+72	+17.7%	751	936	+185	+24.6%	1,811	+225	+14.2%	+78	
Sales Total	419	488	+69	+16.5%	781	960	+179	+22.9%	1,863	+224	+13.7%	+76	
(ATVs only)	4	4	+0	+13.3%	8	8	+0	+4.9%	17	+2	+11.1%	-2	

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

November 8, 2022
 SUZUKI MOTOR CORPORATION

(Unit:Thousand, Amount:Billions of yen)

		1H of FY2021		1H of FY2022		Change			
		April-September 2021		April-September 2022		Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile business	Japan	296	500.9	320	539.5	+24	+8.1%	+38.5	+7.7%
	Overseas	1,026	997.7	1,248	1,427.6	+223	+21.7%	+430.0	+43.1%
	Europe	105	204.0	69	168.3	-37	-34.8%	-35.6	-17.5%
	North America		0.2		0.3			+0.2	+92.7%
	Asia	775	632.7	995	1,008.7	+221	+28.5%	+376.0	+59.4%
	(Of which India)	(680)	(476.7)	(853)	(822.7)	(+173)	(+25.4%)	(+346.0)	(+72.6%)
	Other	146	160.8	185	250.3	+39	+26.8%	+89.5	+55.7%
	Total	1,321	1,498.6	1,568	1,967.1	+247	+18.7%	+468.5	+31.3%
Motorcycle business	Japan	28	11.6	24	13.2	-3	-12.4%	+1.6	+13.5%
	Overseas	589	107.4	705	162.7	+116	+19.7%	+55.4	+51.6%
	Europe	14	16.0	18	20.7	+5	+34.2%	+4.8	+30.2%
	North America	12	12.8	23	26.5	+11	+85.7%	+13.6	+106.3%
	Asia	441	56.9	560	85.5	+119	+27.1%	+28.6	+50.4%
	Other	122	21.7	104	30.0	-19	-15.2%	+8.3	+38.3%
	Total	617	119.0	730	175.9	+113	+18.2%	+57.0	+47.9%
Marine business	Japan		1.7		1.9			+0.2	+10.6%
	Overseas		48.2		66.9			+18.7	+38.7%
	Europe		11.9		13.2			+1.3	+10.5%
	North America		24.2		38.7			+14.5	+60.0%
	Asia		6.0		5.2			-0.8	-13.7%
	Other		6.1		9.9			+3.7	+61.1%
	Total		49.9		68.8			+18.9	+37.7%
Other business (Domestic)			6.1		5.7			-0.4	-6.3%
Total	Japan		520.3		560.2			+39.9	+7.7%
	Overseas		1,153.3		1,657.3			+504.1	+43.7%
	Europe		231.9		202.3			-29.6	-12.8%
	North America		37.2		65.5			+28.3	+76.1%
	Asia		695.6		1,099.4			+403.8	+58.1%
	Other		188.6		290.2			+101.5	+53.8%
	Total		1,673.6		2,217.5			+543.9	+32.5%

*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." from 1Q of FY2022. Therefore, aggregate of the new items are re-labelled as "Change in volume, mix/price, etc".

*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).