

<Reference for FY2017 (The 152th Fiscal Year) First Nine Months> [Consolidated]

5 February 2018
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2016 first nine months April - December 2016			FY2017 first nine months April - December 2017			Full-year forecast April 2017 - March 2018						
			Change	Ratio		Change	Ratio		Change	Ratio				
Net Sales		2,252.0	-103.6	-4.4%	2,724.9	+472.9	+21.0%	3,600.0	+430.5	+13.6%				
Domestic Sales		725.3	-28.2	-3.8%	780.0	+54.7	+7.5%	1,080.0	+42.5	+4.1%				
Suzuki brand		663.0	-14.0	-2.1%	702.8	+39.8	+6.0%	980.0	+31.2	+3.3%				
OEM sales		62.3	-14.2	-18.6%	77.2	+14.9	+23.9%	100.0	+11.3	+12.7%				
Overseas Sales		1,526.7	-75.4	-4.7%	1,944.9	+418.2	+27.4%	2,520.0	+388.0	+18.2%				
Operating Income		167.4	+21.2	+14.4%	259.8	+92.4	+55.3%	300.0	+33.3	+12.5%				
Margin		7.4%			9.5%			8.3%						
Ordinary Income		180.2	+17.4	+10.7%	284.6	+104.4	+57.9%	320.0	+33.3	+11.6%				
Margin		8.0%			10.4%			8.9%						
Net income attributable to owners of the parent		133.4	+31.1	+30.4%	164.3	+30.9	+23.2%	180.0	+20.0	+12.5%				
Margin		5.9%			6.0%			5.0%						
General View		Higher earnings on lower sales			Higher earnings on higher sales			Higher earnings on higher sales						
Factors of change in Operating Income	Factors of Increase		Change in sales, model mix		+89.9		Change in sales, model mix		+70.6		Change in sales, model mix		+79.3	
			Cost reduction		+13.2		Effect of ForEX rates		+36.8		Cost reduction		+20.0	
			Decrease of depreciation		+2.2		Cost reduction		+16.0		Effect of ForEX rates		+20.0	
			Total		+105.3		Decrease of depreciation		+2.6		Total		+119.3	
Factors of Decrease		Effect of ForEX rates		-72.6		Increase of various expenses		-32.4		Increase of various expenses		-50.0		
		Increase of various expenses		-10.1		Increase of R&D expenses		-1.2		Increase of R&D expenses		-19.0		
		Increase of R&D expenses		-1.4		Total		-33.6		Increase of depreciation		-17.0		
		Total		-84.1		Total		-86.0		Total		-86.0		
Foreign Exchange Rates and Effect on Operating Income	USD	107 Yen	-15 Yen	-5.7	112 Yen	+5 Yen	+2.5	111 Yen	+3 Yen	+1.4				
	EUR	118 Yen	-16 Yen	-11.5	129 Yen	+11 Yen	+11.8	123 Yen	+4 Yen	+5.9				
	INR	1.60 Yen	-0.30 Yen	-28.7	1.74 Yen	+0.14 Yen	+15.1	1.70 Yen	+0.07 Yen	+8.6				
	100IDR	0.81 Yen	-0.09 Yen	-2.1	0.84 Yen	+0.03 Yen	+1.3	0.85 Yen	+0.03 Yen	+1.2				
	THB	3.03 Yen	-0.48 Yen	+3.4	3.33 Yen	+0.30 Yen	-1.7	3.19 Yen	+0.11 Yen	-0.7				
Capital Expenditures		136.7	+20.7		123.2	-13.5		220.0	+21.2					
Depreciation Expenses		117.1	-2.2		114.4	-2.7		180.0	+16.6					
R&D Expenses		97.6	+1.4		98.8	+1.2		150.0	+18.5					
Interest-Bearing Debt		670.3	+141.0	(compared to end of previous fiscal year)	656.1	+16.2	(compared to end of previous fiscal year)							
Cash Flows	Operating Activities		235.2	+85.4		261.2	+26.0							
	Investing Activities		-223.8	-55.9		-191.3	+32.5							
	Financing Activities		116.9	+557.3		-31.2	-148.1							
	Cash Balance		576.6	+126.5	(compared to end of previous fiscal year)	657.8	+43.8	(compared to end of previous fiscal year)						
Operating results by Segment	Auto		Sales	2,059.1	-71.6	-3.4%	2,489.6	+430.5	+20.9%					
	Operating Income		162.1	+15.7	+10.7%	248.3	+86.2	+53.2%						
	Margin		7.9%			10.0%								
	Moto		Sales	143.2	-29.7	-17.2%	181.0	+37.8	+26.4%					
	Operating Income		-3.6	+6.5	-	1.6	+5.2	-						
	Margin		(-)			0.9%								
	Others		Sales	49.7	-2.3	-4.5%	54.3	+4.6	+9.3%					
	Operating Income		8.9	-1.0	-10.1%	9.9	+1.0	+10.8%						
	Margin		18.0%			18.2%								
Operating results by Geographic Region	Japan		Sales	1,325.4	-1.0	-0.1%	1,482.1	+156.7	+11.8%					
	Operating Income		61.3	+1.5	+2.5%	111.5	+50.2	+82.0%						
	Margin		4.6%			7.5%								
	Europe		Sales	408.3	+2.0	+0.5%	456.4	+48.1	+11.8%					
	Operating Income		10.5	+4.2	+66.7%	12.6	+2.1	+20.3%						
	Margin		2.6%			2.8%								
	Asia		Sales	1,083.9	-47.1	-4.2%	1,408.1	+324.2	+29.9%					
	Operating Income		91.5	+9.2	+11.2%	140.6	+49.1	+53.6%						
	Margin		8.4%			10.0%								
Others		Sales	98.9	-13.4	-12.0%	119.6	+20.7	+20.9%						
Operating Income		2.5	+1.4	+132.3%	3.4	+0.9	+38.2%							
Margin		2.5%			2.9%									
Number of Consolidated Subsidiaries		136	±0	(compared to end of previous fiscal year)	131	-5	(compared to end of previous fiscal year)							
Number of Affiliates with application of equity method		32	-1	(compared to end of previous fiscal year)	31	-1	(compared to end of previous fiscal year)							
Number of Employees		62,652	+1,051	(compared to end of previous fiscal year)	64,817	+1,825	(compared to end of previous fiscal year)							

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

<Reference for FY2017 (The 152th Fiscal Year) First Nine Months> [Units (Production & Sales)]

5 February 2018
SUZUKI MOTOR CORPORATION
(Thousand units)

	FY2016 first nine months (Apr.-Dec. 2016)	FY2017 first nine months							FY2017 full-year forecast (April 2017 - March 2018)				
		(Apr.-Sep. 2017)	(October - December 2017)		(April - December 2017)			Change	Ratio				
			Change	Ratio	Change	Ratio							
<Automobiles>	Mini vehicles	368	263	142	+25	+21.8%	405	+37	+10.0%	551	+19	+3.7%	
	Sub-compact and standard-sized vehicles	72	46	26	+4	+20.6%	73	+0	+0.4%	104	+1	+0.9%	
	Export	93	103	54	+20	+58.1%	158	+64	+68.6%	207	+64	+45.1%	
	OEM	66	53	29	+7	+32.2%	82	+16	+23.6%	111	+18	+18.8%	
	Domestic production (Including CBU) (CBU only)	600	466	251	+57	+29.2%	717	+117	+19.5%	973	+102	+11.8%	
	Europe	160	91	43	-8	-15.9%	133	-27	-16.8%	173	-30	-14.9%	
	China	103	45	26	-17	-39.2%	72	-31	-30.0%	/			
	Indonesia	83	53	34	+9	+34.8%	87	+4	+5.3%				
	Thailand	43	29	12	-2	-14.2%	41	-2	-5.0%				
	India	1,140	869	419	+35	+9.0%	1,288	+148	+13.0%				
	Others	82	63	37	+8	+28.1%	100	+18	+22.3%				
	Asia	1,451	1,060	528	+32	+6.5%	1,588	+137	+9.5%		2,174	+175	+8.8%
	Others	1	1	1	+1	+288.9%	2	+1	+92.1%		2	+1	+51.3%
	Overseas production	1,612	1,151	572	+25	+4.6%	1,723	+111	+6.9%	2,349	+146	+6.6%	
	Production Total	2,212	1,617	823	+82	+11.0%	2,440	+228	+10.3%	3,322	+248	+8.1%	
	Mini vehicles	366	266	124	+4	+2.9%	390	+24	+6.6%	540	+8	+1.5%	
	Sub-compact and standard-sized vehicles	74	54	23	+2	+9.6%	77	+3	+3.8%	105	-2	-1.6%	
	Domestic sales	441	320	148	+6	+3.9%	468	+27	+6.1%	645	+6	+1.0%	
	Europe	172	140	65	+9	+16.9%	204	+33	+18.9%	270	+25	+10.4%	
	China	120	53	34	-14	-28.7%	87	-33	-27.6%	(Supplement) Full-year sales in India are expected to increase by 10% compared to previous fiscal year			
Indonesia	70	55	30	+3	+10.4%	85	+15	+21.8%					
Thailand	18	12	7	+1	+13.6%	20	+2	+11.0%					
India	1,062	826	401	+44	+12.4%	1,226	+165	+15.5%					
Others	120	89	53	+11	+26.6%	142	+22	+18.6%					
Asia	1,389	1,035	525	+45	+9.4%	1,560	+171	+12.3%	2,010	+140	+7.5%		
Others	123	87	50	+7	+16.1%	137	+13	+10.7%	177	+13	+7.6%		
Overseas sales	1,684	1,261	640	+62	+10.6%	1,901	+217	+12.9%	2,457	+178	+7.8%		
Sales Total	2,125	1,581	787	+67	+9.3%	2,368	+244	+11.5%	3,102	+184	+6.3%		
OEM Sales (Not included in figures above)	67	53	28	+7	+31.1%	82	+15	+23.2%					

<Motorcycles and ATVs>	Domestic	28	20	7	-2	-24.1%	27	-1	-2.9%	36	-3	-7.1%
	Export	70	50	33	+5	+19.2%	84	+14	+20.0%	119	+17	+16.6%
	Domestic production (Including ATVs)	98	70	40	+3	+8.5%	111	+13	+13.5%	155	+14	+10.1%
	(ATVs only)	6	6	2	+1	+34.5%	8	+3	+42.1%	12	+4	+48.9%
	North America	3	2	1	+0	+41.3%	3	-0	-13.9%	4	-0	-9.4%
	China	335	251	148	+34	+30.2%	399	+64	+19.3%	/		
	Indonesia	50	46	24	+3	+16.8%	70	+20	+39.6%			
	India	265	260	131	+37	+38.7%	391	+126	+47.4%			
	Others	206	144	77	+9	+12.9%	221	+15	+7.3%			
	Asia	856	701	380	+83	+28.0%	1,081	+225	+26.3%		1,320	+158
	Others	51	20	10	-4	-31.1%	29	-21	-42.2%	42	-20	-32.8%
	Overseas production (Including ATVs)	910	722	390	+79	+25.4%	1,113	+203	+22.3%	1,366	+137	+11.1%
	(ATVs only)	6	5	1	-1	-27.1%	6	-0	-1.2%	8	+1	+8.1%
	Production Total (Including ATVs)	1,008	793	431	+82	+23.6%	1,224	+216	+21.4%	1,521	+151	+11.0%
	(ATVs only)	12	11	4	+0	+2.3%	15	+2	+19.8%	20	+5	+29.3%
	Domestic sales	45	36	12	-2	-12.5%	48	+3	+6.7%	62	+0	+0.1%
	Europe	38	25	6	-2	-27.7%	31	-7	-18.7%	47	+2	+4.5%
	North America	25	20	7	+2	+25.5%	27	+3	+10.8%	39	+7	+22.4%
	China	270	197	105	+10	+10.3%	302	+31	+11.6%	/		
	Indonesia	34	41	13	+2	+20.8%	54	+20	+57.3%			
India	249	241	122	+33	+37.0%	363	+114	+45.8%				
Others	207	148	76	+6	+8.1%	224	+17	+8.1%				
Asia	761	627	316	+51	+19.1%	943	+182	+23.9%	1,180		+141	+13.6%
Others	148	89	52	+1	+1.9%	142	-6	-4.1%	187	-3	-1.3%	
Overseas sales	971	761	382	+51	+15.3%	1,143	+171	+17.7%	1,453	+147	+11.3%	
Sales Total (Including ATVs)	1,016	797	394	+49	+14.2%	1,190	+174	+17.2%	1,515	+148	+10.8%	
(ATVs only)	14	9	7	+1	+24.6%	15	+1	+7.6%	19	+1	+5.0%	

<Reference for FY2017 (The 152th Fiscal Year) First Nine months> [Breakdown of Consolidated Net Sales]

5 February 2018

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2016 first nine months April - December 2016		FY2017 first nine months April - December 2017		Change			
		Unit	Amount	Unit	Amount	Unit		Amount	
						Change	Ratio	Change	Ratio
Automobile	Japan	494	699.0	533	753.0	+39	+7.9%	+54.0	+7.7%
	Overseas	1,589	1,360.1	1,838	1,736.6	+250	+15.6%	+376.5	+27.7%
	Europe	169	264.3	196	332.3	+27	+15.4%	+68.0	+25.7%
	North America	-	1.7	-	1.1	-	-	-0.6	-33.1%
	Asia (Of which India)	1,279	936.6	1,492	1,223.7	+212	+16.6%	+287.1	+30.7%
	(Of which India)	(1,061)	(708.5)	(1,226)	(924.7)	(+166)	(+15.5%)	(+216.2)	(+30.5%)
	Other areas	140	157.5	151	179.5	+11	+7.2%	+22.0	+13.9%
	Total	2,083	2,059.1	2,371	2,489.6	+288	+13.8%	+430.5	+20.9%
Motorcycle	Japan	45	14.6	46	15.9	+1	+1.4%	+1.3	+8.7%
	Overseas	713	128.6	875	165.1	+163	+22.6%	+36.5	+28.4%
	Europe	30	24.5	33	32.0	+3	+6.0%	+7.5	+30.9%
	North America	19	16.5	24	22.8	+5	+24.7%	+6.3	+38.0%
	Asia	537	61.7	699	83.3	+162	+30.0%	+21.6	+35.0%
	Other areas	126	25.9	120	27.0	-6	-4.9%	+1.1	+4.2%
		Total	759	143.2	922	181.0	+162	+21.4%	+37.8
Marine & Power products, etc.	Japan		11.7		11.1			-0.6	-5.0%
	Overseas		38.0		43.2			+5.2	+13.7%
	Europe		9.6		11.8			+2.2	+23.3%
	North America		17.8		19.4			+1.6	+9.0%
	Asia		3.7		4.4			+0.7	+18.4%
	Other areas		6.9		7.6			+0.7	+10.0%
		Total		49.7		54.3			+4.6
Total	Japan		725.3		780.0			+54.7	+7.5%
	Overseas		1,526.7		1,944.9			+418.2	+27.4%
	Europe		298.4		376.1			+77.7	+26.0%
	North America		36.0		43.3			+7.3	+20.3%
	Asia		1,002.0		1,311.4			+309.4	+30.9%
	Other areas		190.3		214.1			+23.8	+12.5%
		Total		2,252.0		2,724.9			+472.9

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

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

• FY2017 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).