

**<Reference for FY2015 (The 150th Fiscal Year) First Nine Months> [Consolidated]**

8 February 2016  
SUZUKI MOTOR CORPORATION  
(Billions of yen)

		FY2014			FY2015			Full-year forecast			Previous Forecast				
		April 2014 - December 2014			April 2015 - December 2015			April 2015 - March 2016			April 2015				
		Change	Ratio		Change	Ratio		Change	Ratio	-March 2016					
Net Sales		2,143.0	+67.3	+3.2%	2,355.6	+212.6	+9.9%	3,100.0	+84.5	+2.8%	3,100.0				
Domestic Sales		773.8	-4.1	-0.5%	753.5	-20.3	-2.6%	950.0	-144.6	-13.2%	950.0				
Suzuki brand		672.2	-24.1	-3.5%	677.0	+4.8	+0.7%	860.0	-104.0	-10.8%	860.0				
OEM sales		101.6	+20.0	+24.5%	76.5	-25.1	-24.7%	90.0	-40.6	-31.1%	90.0				
Overseas Sales		1,369.2	+71.4	+5.5%	1,602.1	+232.9	+17.0%	2,150.0	+229.1	+11.9%	2,150.0				
Operating Income		135.2	+0.5	+0.4%	146.2	+11.0	+8.2%	195.0	+15.6	+8.7%	195.0				
Margin		6.3%			6.2%			6.3%			6.3%				
Ordinary Income		144.4	+4.9	+3.5%	162.8	+18.4	+12.7%	205.0	+10.7	+5.5%	205.0				
Margin		6.7%			6.9%			6.6%			6.6%				
Net income attributable to owners of the parent		79.9	-2.6	-3.1%	102.3	+22.4	+28.0%	120.0	+23.1	+23.9%	125.0				
Margin		3.7%			4.3%			3.9%			4.0%				
General View		Lower net income on higher sales			Higher earnings on higher sales Highest ever each income			Higher earnings on higher sales			Higher earnings on higher sales				
Factors of Change in Operating Income	Factors of Increase		Cost reduction		+16.2		Change in sales, model mix		+58.7		Change in sales, model mix		+37.6		
			Effect of ForEX rates		+13.6		Cost reduction		+15.7		Cost reduction		+29.0		
			Decrease of R&D expenses		+6.7		Effect of ForEX rates		+8.2						
			Decrease of various expenses		+0.8										
			Total		+37.3		Total		+82.6		Total		+66.6		
	Factors of Decrease		Change in sales, model mix		-25.0		Increase of various expenses		-39.0		Increase of depreciation		-26.0		
			Increase of depreciation		-11.8		Increase of depreciation		-22.7		Increase of various expenses		-20.0		
							Increase of R&D expenses		-9.9		Increase of R&D expenses		-4.0		
			Total		-36.8		Total		-71.6		Total		-51.0		
											Effect of ForEX rates		-1.0		
Foreign Exchange Rates and Effect on Operating Income		USD	107 Yen	+8 Yen	Effect	+2.1	122 Yen	+15 Yen	Effect	+4.2	(Q4)	121 Yen	117 Yen	Effect	+4.1
		EUR	140 Yen	+8 Yen		+3.6	134 Yen	-6 Yen		-4.5		133 Yen	128 Yen		-4.9
		INR	1.77 Yen	+0.09 Yen		+4.6	1.90 Yen	+0.13 Yen		+9.2		1.86 Yen	1.75 Yen		+4.8
		100IDR	0.90 Yen	-0.04 Yen		-1.0	0.90 Yen	+0.00 Yen		+0.0		0.89 Yen	0.85 Yen		-0.5
		THB	3.29 Yen	+0.10 Yen		+0.0	3.51 Yen	+0.22 Yen		-1.5		3.44 Yen	3.23 Yen		-0.6
Capital Expenditures		132.4	-19.9		116.0	-16.4		180.0	-14.5		180.0				
Depreciation Expenses		96.6	+11.8		119.3	+22.7		160.0	+25.6		160.0				
R&D Expenses		86.3	-6.7		96.2	+9.9		130.0	+4.1		130.0				
Interest-bearing debt		482.5	+37.2	(compared to end of previous fiscal year)	590.0	+35.3	(compared to end of previous fiscal year)								
Cash Flows		Operating Activities	112.7	-104.8		149.8	+37.1								
		Investing Activities	-72.2	+95.4		-167.9	-95.7								
		Financing Activities	13.9	+22.6		-440.4	-454.3								
		Cash Balance	770.9	+60.3	(compared to end of previous fiscal year)	467.1	-465.2	(compared to end of previous fiscal year)							
Operating results by Business		M/C	Sales	179.9	-12.5	-6.5%	172.9	-7.0	-3.9%						
			Operating Income	-5.0	-0.4	-	-10.1	-5.1	-						
			Margin	-	-	-	-	-	-						
		A/M	Sales	1,917.0	+73.5	+4.0%	2,130.7	+213.7	+11.1%						
			Operating Income	133.7	-0.2	-0.1%	146.4	+12.7	+9.5%						
			Margin	7.0%			6.9%								
		M/P	Sales	46.1	+6.3	+15.8%	52.0	+5.9	+12.9%						
			Operating Income	6.5	+1.1	+19.7%	9.9	+3.4	+53.0%						
			Margin	14.1%			19.1%								
Operating results by Geographical Areas		Japan	Sales	1,258.6	+48.0	+4.0%	1,326.4	+67.8	+5.4%						
			Operating Income	94.5	-1.0	-1.0%	59.8	-34.7	-36.8%						
			Margin	7.5%			4.5%								
		Europe	Sales	303.4	+58.4	+23.8%	406.3	+102.9	+33.9%						
			Operating Income	-2.4	-1.1	-	6.3	+8.7	-						
			Margin	-			1.5%								
		Asia	Sales	932.3	+63.9	+7.4%	1,131.0	+198.7	+21.3%						
			Operating Income	42.4	-8.1	-16.0%	82.3	+39.9	+94.3%						
			Margin	4.5%			7.3%								
		Others	Sales	113.3	+5.1	+4.7%	112.3	-1.0	-0.8%						
			Operating Income	2.0	+2.5	-	1.1	-0.9	-47.9%						
			Margin	1.8%			0.9%								
Number of Consolidated Subsidiaries		131	-2	(compared to end of previous fiscal year)	135	+2	(compared to end of previous fiscal year)								
Number of Affiliates with application of equity method		37	±0	(compared to end of previous fiscal year)	34	-1	(compared to end of previous fiscal year)								
Number of Employees		57,569	-180	(compared to end of previous fiscal year)	58,390	+981	(compared to end of previous fiscal year)								

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

<Reference for FY2015 (The 150th Fiscal Year) First Nine Months> [Units (Production & Sales)]

8 February 2016  
SUZUKI MOTOR CORPORATION

(Thousand units)

	FY2014 first nine months (Apr.-Dec. 2014)	FY2015 first nine months						FY2015 full-year forecast (April 2015 - March 2016)			Revised units from previous forecast		
		(Apr.-Sep. 2015)	(October - December 2015)		(April - December 2015)		Change	Ratio	Change	Ratio			
				Change	Ratio	Change						Ratio	
<Motorcycles and ATVs>	Domestic	40	17	8	-4	-36.1%	25	-15	-37.0%	34	-15	-31.1%	-1
	Export	77	46	24	-6	-21.2%	70	-7	-9.4%	92	-13	-12.0%	-11
	Domestic production (Including ATVs)	117	63	31	-11	-25.4%	95	-22	-18.9%	126	-28	-18.1%	-12
	(ATVs only)	9	7	1	-2	-66.5%	8	-1	-5.8%	11	-1	-8.4%	-2
	North America	4	3	1	-0	-28.4%	4	-1	-16.1%	5	-0	-4.2%	
	China	520	313	135	-39	-22.3%	449	-71	-13.7%				
	Indonesia	210	58	25	-36	-58.8%	83	-127	-60.4%				
	India	284	195	88	-14	-13.8%	283	-1	-0.3%				
	Others	197	112	56	-10	-15.8%	168	-29	-14.7%				
	Asia	1,212	679	305	-100	-24.6%	984	-228	-18.8%	1,309	-245	-15.8%	-80
	Others	60	40	18	-1	-6.5%	58	-2	-3.4%	79	-6	-7.4%	+4
	Overseas production (Including ATVs)	1,276	721	325	-101	-23.8%	1,046	-231	-18.1%	1,393	-252	-15.3%	-76
	(ATVs only)	7	5	2	-0	-14.9%	7	-0	-0.1%	9	+1	+7.2%	
	Production Total (Including ATVs)	1,393	784	356	-112	-23.9%	1,140	-253	-18.1%	1,519	-280	-15.5%	-88
	(ATVs only)	16	12	3	-3	-44.6%	16	-1	-3.2%	20	-0	-2.0%	-2
	Domestic sales	52	32	15	-1	-7.5%	47	-5	-10.3%	62	-5	-7.3%	-2
	Europe	34	32	6	-0	-0.9%	38	+5	+14.1%	50	+5	+11.4%	-1
	North America	31	24	8	+2	+30.4%	33	+1	+3.7%	44	+1	+2.8%	+1
	China	425	247	106	-32	-23.5%	352	-73	-17.2%				
	Indonesia	192	57	21	-25	-54.8%	78	-114	-59.1%				
India	257	169	77	-14	-15.7%	245	-12	-4.7%					
Others	200	124	63	-1	-2.1%	188	-12	-6.1%					
Asia	1,075	597	267	-73	-21.6%	864	-211	-19.6%	1,150	-247	-17.7%	-88	
Others	156	112	52	+4	+7.7%	164	+8	+5.1%	206	-6	-2.9%	-3	
Overseas sales	1,295	765	334	-68	-16.9%	1,098	-197	-15.2%	1,450	-247	-14.6%	-91	
Sales Total (Including ATVs)	1,348	797	348	-69	-16.6%	1,145	-202	-15.0%	1,512	-252	-14.3%	-93	
(ATVs only)	17	11	5	-1	-9.1%	17	-0	-0.1%	21	-1	-3.4%		
<Automobiles>	Mini vehicles	506	306	136	-37	-21.6%	442	-63	-12.5%	560	-129	-18.7%	-30
	Sub-compact and standard-sized vehicles	56	33	20	+1	+3.0%	53	-2	-4.1%	74	-2	-2.2%	-1
	Export	114	61	27	-10	-26.3%	88	-26	-23.0%	113	-36	-24.0%	-3
	OEM	109	54	30	-4	-12.7%	84	-26	-23.5%	112	-30	-21.2%	+3
	Domestic production (CBU)	784	454	213	-51	-19.3%	667	-118	-15.0%	859	-196	-18.6%	-31
	Europe	99	91	51	+26	+104.0%	141	+43	+43.2%	194	+51	+35.9%	+9
	China	196	64	48	-25	-34.0%	112	-84	-42.8%				
	Indonesia	126	66	33	-9	-21.6%	100	-27	-21.1%				
	Thailand	17	33	10	+2	+27.8%	42	+26	+152.5%				
	India	943	711	337	+37	+12.2%	1,049	+106	+11.3%				
	Others	60	69	36	+18	+93.7%	105	+45	+75.6%				
	Asia	1,342	943	465	+23	+5.1%	1,408	+66	+4.9%	1,909	+67	+3.6%	-21
	Others	2	2	0	-1	-75.0%	2	-0	-2.7%	2	-1	-23.0%	
	Overseas production	1,442	1,035	516	+48	+10.2%	1,551	+109	+7.6%	2,105	+117	+5.9%	-12
	Production Total	2,227	1,489	729	-3	-0.4%	2,218	-9	-0.4%	2,964	-79	-2.6%	-43
	Mini vehicles	514	271	124	-61	-33.1%	395	-120	-23.3%	540	-139	-20.5%	-30
	Sub-compact and standard-sized vehicles	53	34	19	+5	+30.7%	53	+0	+0.3%	80	+4	+4.6%	+5
	Domestic sales	567	304	143	-57	-28.4%	448	-119	-21.1%	620	-136	-18.0%	-25
	Europe	142	101	49	+4	+9.8%	150	+8	+5.7%	205	+10	+5.3%	
	China	188	81	56	-11	-16.7%	137	-52	-27.4%				
Indonesia	118	61	30	-10	-24.7%	92	-26	-22.1%					
Thailand	15	11	5	+1	+32.9%	16	+1	+8.7%					
India	854	629	343	+48	+16.2%	972	+118	+13.9%					
Others	84	108	60	+31	+106.6%	168	+84	+99.6%					
Asia	1,259	890	495	+59	+13.6%	1,385	+126	+10.0%	1,833	+112	+6.5%	-17	
Others	145	93	46	-6	-12.2%	139	-6	-4.3%	179	-17	-8.5%	+5	
Overseas sales	1,546	1,084	590	+57	+10.7%	1,674	+128	+8.3%	2,217	+106	+5.0%	-12	
Sales Total	2,113	1,388	733	+0	+0.0%	2,122	+8	+0.4%	2,837	-30	-1.1%	-37	
OEM Sales (Not included in figures above)	118	54	30	-5	-14.8%	84	-34	-28.7%					

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

\* Sales are SUZUKI brand vehicles (Including license-built vehicles in part). Overseas sales of FY 2015 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.

\*\*"General view" mentioned in the "Reference[Consolidated]" are based on the results of and after FY2003 when consolidated third quarter results were disclosed.

\* 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).