

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

3 August 2020
SUZUKI MOTOR CORPORATION
(Billions of yen)

		FY2019 first three months			FY2020 first three months			
		April - June 2019			April - June 2020			
			Change	Ratio		Change	Ratio	
Net Sales		907.5	-80.0	-8.1%	425.3	-482.2	-53.1%	
Domestic Sales		291.1	-5.2	-1.8%	212.4	-78.7	-27.0%	
Suzuki brand		268.5	-1.7	-0.6%	200.3	-68.2	-25.4%	
OEM sales		22.6	-3.5	-13.6%	12.1	-10.5	-46.5%	
Overseas Sales		616.4	-74.8	-10.8%	212.9	-403.5	-65.5%	
Operating Income		62.7	-53.8	-46.2%	1.3	-61.4	-97.9%	
Margin		6.9%			0.3%			
Ordinary Income		72.4	-60.7	-45.6%	14.5	-57.9	-80.0%	
Margin		8.0%			3.4%			
Net income attributable to owners of the parent		40.5	-45.4	-52.8%	1.8	-38.7	-95.6%	
Margin		4.5%			0.4%			
General View		Lower earnings on lower sales			Lower earnings on lower sales			
Factors of change in Operating Income	Factors of Increase	Cost reduction		+2.2	Decrease of various expenses		+52.5	
		Total		+2.2	Decrease of depreciation		+18.1	
Factors of Decrease		Increase of various expenses		-20.5	Decrease of R&D expenses		+4.2	
		Change in sales, model mix		-19.5	Cost reduction		+0.2	
		Effect of ForEX rates		-6.9	Total		+75.0	
		Increase of depreciation		-6.4	Change in sales, model mix		-131.9	
		Increase of R&D expenses		-2.7	Effect of ForEX rates		-4.5	
		Total		-56.0	Total		-136.4	
Foreign Exchange Rates and Effect on Operating Income				Effect			Effect	
	USD	110 Yen	+1 Yen	+0.1	108 Yen	-2 Yen	-0.3	
	EUR	123 Yen	-7 Yen	-2.4	119 Yen	-4 Yen	-0.9	
	INR	1.59 Yen	-0.05 Yen	-1.5	1.43 Yen	-0.16 Yen	-1.5	
	100IDR	0.77 Yen	-0.02 Yen	-0.1	0.73 Yen	-0.04 Yen	-0.0	
THB	3.48 Yen	+0.06 Yen	-0.1	3.37 Yen	-0.11 Yen	+0.1		
Capital Expenditures		59.9	-18.1		34.3	-25.6		
Depreciation Expenses		39.1	+6.4		30.3	-8.8		
R&D Expenses		34.4	+2.7		30.2	-4.2		
Interest-Bearing Debt		377.0	+1.6	(compared to the end of the previous fiscal year)	821.6	+417.4	(compared to the end of the previous fiscal year)	
Cash Flows	Operating Activities	55.4	-50.7		-76.0	-131.4		
	Investing Activities	-75.5	+37.7		16.5	+92.0		
	Financing Activities	-14.0	+0.3		403.1	+417.1		
	Cash Balance	435.1	-38.0	(compared to the end of the previous fiscal year)	767.2	+346.8	(compared to the end of the previous fiscal year)	
Operating results by Segment	Auto	Sales	817.1	-83.5	-9.3%	367.5	-449.6	-55.0%
		Operating Income	54.6	-54.8	-50.1%	0.0	-54.6	-100.0%
		Margin	6.7%			0.0%		
	Moto	Sales	65.6	+1.3	+2.0%	34.9	-30.7	-46.8%
		Operating Income	2.3	+0.2	+7.5%	-3.0	-5.3	-
		Margin	3.5%			-		
	Marine	Sales	24.8	+2.2	+9.9%	22.9	-1.9	-7.7%
		Operating Income	5.8	+0.8	+16.5%	4.3	-1.5	-25.9%
		Margin	23.3%			18.7%		
Operating results by Geographic Region	Japan	Sales	509.1	-35.2	-6.5%	331.0	-178.1	-35.0%
		Operating Income	26.1	-24.6	-48.6%	1.0	-25.1	-96.1%
		Margin	5.1%			0.3%		
	Europe	Sales	165.7	+4.8	+3.0%	75.4	-90.3	-54.5%
		Operating Income	8.0	+0.3	+4.1%	-0.5	-8.5	-
		Margin	4.8%			-		
	Asia	Sales	431.2	-65.6	-13.2%	105.2	-326.0	-75.6%
		Operating Income	22.0	-31.6	-59.0%	-6.7	-28.7	-
		Margin	5.1%			-		
	Other	Sales	46.5	+2.7	+6.1%	34.1	-12.4	-26.8%
		Operating Income	2.3	+0.0	+0.5%	1.1	-1.2	-53.0%
		Margin	4.9%			3.2%		
Number of Consolidated Subsidiaries		129	-1	(compared to the end of the previous fiscal year)	127	±0	(compared to the end of the previous fiscal year)	
Number of Affiliates accounted for using equity method		28	±0	(compared to the end of the previous fiscal year)	28	±0	(compared to the end of the previous fiscal year)	
Number of Employees		69,141	+1,420	(compared to the end of the previous fiscal year)	70,292	+1,793	(compared to the end of the previous fiscal year)	

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

<Reference for FY2020 (The 155th Fiscal Year) First Three months> [Units (Production & Sales)]

3 August 2020

SUZUKI MOTOR CORPORATION

(Thousand units)

		FY2019 first three months			FY2020 first three months		
		April - June 2019			April - June 2020		
			Change	Ratio		Change	Ratio
<Automobiles>	Mini vehicles	136	-0	-0.1%	91	-45	-32.9%
	Sub-compact and standard-sized vehicles	28	-2	-6.5%	17	-10	-37.2%
	Export	42	-9	-18.2%	28	-14	-33.3%
	OEM	21	-6	-20.6%	10	-11	-52.0%
	Domestic production (Including CBU)	227	-17	-7.0%	147	-80	-35.3%
	(CBU only)	224	-13	-5.5%	144	-81	-36.0%
	Europe	51	+4	+9.6%	14	-37	-73.2%
	India	413	-67	-14.0%	54	-359	-86.8%
	Pakistan	23	-9	-28.2%	2	-21	-93.2%
	Indonesia	24	-5	-17.8%	7	-17	-71.9%
	Thailand	10	-8	-46.3%	2	-8	-80.9%
	Other	7	-10	-58.4%	7	-0	-6.3%
	Asia	477	-100	-17.3%	71	-406	-85.1%
	Other	0	-0	-22.3%	0	-0	-84.0%
	Overseas production	528	-95	-15.3%	85	-443	-83.9%
	Production Total	755	-112	-13.0%	232	-523	-69.3%
	Mini vehicles	136	-4	-2.8%	88	-48	-35.4%
	Sub-compact and standard-sized vehicles	31	-3	-7.9%	18	-13	-41.4%
	Domestic sales	167	-7	-3.8%	106	-61	-36.5%
	Europe	75	+0	+0.6%	36	-39	-52.4%
	India	370	-94	-20.2%	66	-304	-82.1%
	Pakistan	31	-7	-17.4%	8	-24	-75.7%
	Indonesia	25	-4	-13.5%	9	-15	-62.8%
	Thailand	6	-1	-15.0%	5	-2	-29.5%
Other	20	-12	-37.0%	14	-6	-30.7%	
Asia	452	-117	-20.6%	102	-351	-77.6%	
Other	44	-1	-2.3%	20	-23	-53.8%	
Overseas sales	571	-118	-17.1%	157	-414	-72.4%	
Sales Total	738	-124	-14.4%	263	-474	-64.3%	
OEM Sales (Not included in figures above)	26	-1	-3.6%	12	-15	-55.6%	
<Motorcycles and ATVs>	Domestic	6	-3	-35.2%	6	-0	-3.9%
	Export	13	-14	-52.2%	8	-4	-34.5%
	Domestic production (Including ATVs)	19	-17	-47.9%	14	-5	-24.9%
	(ATVs only)	1	-4	-74.4%	2	+0	+34.8%
	North America	1	+0	+8.4%	-	-1	-100.0%
	India	204	+40	+24.4%	19	-185	-90.7%
	China	77	-27	-26.0%	121	+44	+56.5%
	Philippines	40	-4	-9.5%	6	-34	-84.9%
	Indonesia	39	+6	+18.6%	8	-32	-80.0%
	Other	32	+1	+4.4%	16	-15	-48.7%
	Asia	392	+16	+4.3%	170	-223	-56.7%
	Other	17	+5	+42.9%	5	-12	-70.1%
	Overseas production (including ATVs)	410	+21	+5.5%	175	-235	-57.4%
	(ATVs only)	3	+2	+170.2%	1	-1	-55.8%
	Production Total (Including ATVs)	429	+4	+1.0%	189	-240	-56.0%
	(ATVs only)	4	-2	-37.7%	3	-1	-24.2%
	Domestic sales	14	-5	-24.4%	13	-1	-10.1%
	Europe	15	-0	-2.9%	10	-5	-32.8%
	North America	12	-0	-1.2%	19	+7	+59.0%
	India	174	+36	+26.4%	54	-119	-68.7%
	China	87	-12	-12.3%	94	+7	+8.3%
	Philippines	52	+8	+17.0%	21	-31	-60.1%
	Indonesia	18	-0	-2.4%	5	-14	-75.2%
	Other	39	+2	+6.6%	25	-13	-34.6%
Asia	370	+34	+10.0%	199	-171	-46.2%	
Other	43	+0	+1.1%	33	-11	-24.5%	
Overseas sales	441	+34	+8.2%	261	-179	-40.7%	
Sales Total (Including ATVs)	455	+29	+6.8%	274	-181	-39.8%	
(ATVs only)	4	-0	-4.0%	8	+4	+85.1%	

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

3 August 2020

SUZUKI MOTOR CORPORATION

(Unit : Thousand)

(Amount: Billions of yen)

		FY2019 first three months		FY2020 first three months		Change			
		April - June 2019		April - June 2020		Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile business	Japan	182	281.5	115	203.8	-67	-36.8%	-77.7	-27.6%
	Overseas	566	535.6	150	163.7	-417	-73.6%	-371.9	-69.4%
	Europe	75	124.7	31	55.8	-44	-58.9%	-68.9	-55.2%
	North America		0.2		0.3			+0.1	+20.5%
	Asia	452	364.5	98	84.9	-355	-78.4%	-279.6	-76.7%
	(Of which India)	(375)	(283.0)	(68)	(48.2)	(-308)	(-81.9%)	(-234.8)	(-83.0%)
	Other	40	46.2	22	22.7	-18	-45.6%	-23.5	-50.9%
	Total	748	817.1	265	367.5	-484	-64.6%	-449.6	-55.0%
Motorcycle business	Japan	13	5.7	13	5.0	-0	-3.1%	-0.7	-12.1%
	Overseas	363	59.9	105	29.9	-257	-71.0%	-30.0	-50.0%
	Europe	13	11.9	8	7.2	-5	-37.7%	-4.7	-39.4%
	North America	8	7.2	9	8.5	+1	+16.1%	+1.3	+18.1%
	Asia	300	32.7	56	8.5	-244	-81.4%	-24.2	-74.0%
	Other	42	8.1	32	5.7	-9	-22.1%	-2.4	-29.5%
		Total	375	65.6	118	34.9	-258	-68.6%	-30.7
Marine business, etc.	Japan		3.9		3.6			-0.3	-7.6%
	Overseas		20.9		19.3			-1.6	-7.7%
	Europe		6.3		4.7			-1.6	-25.2%
	North America		10.9		10.7			-0.2	-1.9%
	Asia		1.5		2.6			+1.1	+71.8%
	Other		2.2		1.3			-0.9	-41.7%
		Total		24.8		22.9			-1.9
Total	Japan		291.1		212.4			-78.7	-27.0%
	Overseas		616.4		212.9			-403.5	-65.5%
	Europe		142.9		67.7			-75.2	-52.6%
	North America		18.3		19.5			+1.2	+6.3%
	Asia		398.7		96.0			-302.7	-75.9%
	Other		56.5		29.7			-26.8	-47.5%
		Total		907.5		425.3			-482.2

*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).