

<Reference for FY2021 First Six Months>
[Consolidated 1/2]

11 November 2021
 SUZUKI MOTOR CORPORATION

(Billions of yen)

		2Q Results (July-September)				1H Results (April-September)					
		2Q of FY2020	2Q of FY2021			1H of FY2020	1H of FY2021				
				Change	Ratio			Change	Ratio		
Net Sales		844.9	828.2	-16.7	-2.0%	1,270.2	1,673.6	+403.4	+31.8%		
Domestic Sales		314.4	247.4	-67.0	-21.3%	526.8	520.3	-6.5	-1.2%		
Suzuki brand		286.2	229.2	-57.0	-19.9%	486.5	482.3	-4.2	-0.9%		
OEM sales		28.2	18.2	-10.0	-35.6%	40.3	38.0	-2.3	-5.6%		
Overseas Sales		530.5	580.9	+50.4	+9.5%	743.4	1,153.3	+409.9	+55.1%		
Operating Profit (Margin)		73.6 (8.7%)	44.6 (5.4%)	-29.0	-39.3%	74.9 (5.9%)	99.1 (5.9%)	+24.2	+32.3%		
Ordinary Profit (Margin)		81.7 (9.7%)	37.4 (4.5%)	-44.3	-54.2%	96.2 (7.6%)	148.2 (8.9%)	+52.0	+54.2%		
Profit attributable to owners of parent (Margin)		52.5 (6.2%)	15.7 (1.9%)	-36.8	-70.0%	54.3 (4.3%)	100.5 (6.0%)	+46.2	+85.0%		
General View			Decreased net sales and profit				Increased net sales and profit				
Factors of change in Operating Profit	Factors of Increase		Effect of ForEX rates	+8.6			Change in sales, model mix	+101.9			
			Cost reduction	+4.9			Effect of ForEX rates	+21.1			
			Total	+13.5			Cost reduction	+6.4			
	Factors of Decrease						Total	+129.4			
			Change in price of raw materials	-27.5			Change in price of raw materials	-47.5			
			Change in sales, model mix	-6.3			Increase of various expenses	-31.7			
			Increase of R&D expenses	-6.0			Increase of depreciation	-14.5			
			Increase of various expenses	-1.5			Increase of R&D expenses	-11.5			
			Increase of depreciation	-1.2			Total	-105.2			
			Total	-42.5							
Foreign Exchange Rates and Effect on Operating Profit					Effect				Effect		
		USD	106Yen	110Yen	+4Yen	+0.7	107Yen	110Yen	+3Yen	+1.1	
		EUR	124Yen	130Yen	+6Yen	+1.5	121Yen	131Yen	+10Yen	+6.6	
		INR	1.44Yen	1.49Yen	+0.05Yen	+1.0	1.43Yen	1.49Yen	+0.06Yen	+1.8	
Capital Expenditures		50.7	45.5	-5.2		85.0	83.2	-1.8			
Depreciation Expenses		30.4	31.6	+1.2		60.7	65.9	+5.2			
R&D Expenses		35.4	41.4	+6.0		65.6	77.1	+11.5			
Interest-Bearing Debt balance						792.8	737.4	-33.4	※1		
Cash Flows	Operating Activities	239.4	63.4	-176.0		163.4	147.8	-15.6			
	Investing Activities	-100.6	-16.5	+84.1		-84.1	-45.2	+38.9			
	Financing Activities	-46.5	-35.3	+11.2		356.6	-64.3	-420.9			
	Cash Balance					860.2	958.7	+34.3	※1		
Operating results by Segment	Auto	Sales	766.4	739.8	-26.6	-3.5%	1,133.9	1,498.6	+364.7	+32.2%	
		Operating Profit (Margin)	69.2 (9.0%)	36.0 (4.9%)	-33.2	-47.9%	69.2 (6.1%)	78.0 (5.2%)	+8.8	+12.7%	
	Moto	Sales	54.2	61.5	+7.3	+13.6%	89.1	119.0	+29.9	+33.6%	
		Operating Profit (Margin)	-0.6 (1.9%)	2.5 (4.0%)	+3.1	-	-3.6 (4.0%)	6.9 (5.8%)	+10.5	-	
	Marine	Sales	21.2	23.9	+2.7	+12.6%	41.4	49.9	+8.5	+20.4%	
		Operating Profit (Margin)	4.2 (19.5%)	5.4 (22.7%)	+1.2	+30.6%	8.0 (19.2%)	12.2 (24.4%)	+4.2	+53.2%	
	Other	Sales	3.1	3.0	-0.1	-3.2%	5.8	6.1	+0.3	+4.9%	
		Operating Profit (Margin)	0.8 (27.7%)	0.7 (24.0%)	-0.1	-16.1%	1.3 (23.2%)	2.0 (33.2%)	+0.7	+50.4%	
	Operating results by Geographic Region	Japan	Sales	488.5	452.1	-36.4	-7.5%	819.5	928.7	+109.2	+13.3%
			Operating Profit (Margin)	56.2 (11.5%)	31.4 (7.0%)	-24.8	-44.0%	57.2 (7.0%)	61.5 (6.6%)	+4.3	+7.6%
		Europe	Sales	127.2	118.0	-9.2	-7.2%	202.6	271.4	+68.8	+33.9%
			Operating Profit (Margin)	2.6 (2.0%)	2.0 (1.6%)	-0.6	-25.2%	2.1 (1.0%)	9.2 (3.4%)	+7.1	+332.8%
Asia		Sales	372.6	411.8	+39.2	+10.5%	477.8	784.6	+306.8	+64.2%	
		Operating Profit (Margin)	13.0 (3.5%)	6.6 (1.6%)	-6.4	-49.6%	6.3 (1.3%)	15.8 (2.0%)	+9.5	+149.8%	
Other		Sales	43.5	56.2	+12.7	+29.0%	77.6	113.7	+36.1	+46.5%	
		Operating Profit (Margin)	2.2 (5.0%)	2.7 (4.8%)	+0.5	+22.8%	3.3 (4.2%)	7.5 (6.6%)	+4.2	+128.6%	
No. of Consolidated Subsidiaries						124	120	±0	※1		
No. of entities accounted for using equity method						29	31	±0	※1		
No. of Employees						69,785	70,008	+1,269	※1		

※1...compared to the end of FY2020

**<Reference for FY2021 First Six Months>
[Consolidated 2/2]**

11 November 2021
SUZUKI MOTOR CORPORATION

(Billions of yen)

		Full-year forecast (April2021-March2022)			Change from Previous Forecast	
			Change	Ratio		
Net Sales		3,200.0	+21.8	+0.7%	-200.0	
Domestic Sales		1,020.0	-154.0	-13.1%	-30.0	
Suzuki brand		940.0	-143.9	-13.3%	-30.0	
OEM sales		80.0	-10.1	-11.2%		
Overseas Sales		2,180.0	+175.8	+8.8%	-170.0	
Operating Profit (Margin)		170.0 (5.3%)	-24.4	-12.6%		
Ordinary Profit (Margin)		220.0 (6.9%)	-28.3	-11.4%		
Profit attributable to owners of parent (Margin)		150.0 (4.7%)	+3.6	+2.4%		
General View		Increased net sales and decreased operating profit				
Factors of change in Operating Profit	Factors of Increase	Change in sales, model mix	+64.4		-15.0	
		Effect of ForEX rates	+33.0		+8.0	
		Cost reduction	+30.0		+2.0	
			Total	+127.4		-5.0
	Factors of Decrease	Change in price of raw materials	-85.0		+5.0	
		Increase of R&D expenses	-43.8			
Increase of depreciation		-23.0				
		Total	-151.8		+5.0	
Foreign Exchange Rates and Effect on Operating Profit				Effect		
USD		110Yen	+4Yen	+3.1	+2Yen	
EUR		130Yen	+6Yen	+8.5	+1Yen	
INR		1.49Yen	+0.05Yen	+4.6	+0.02Yen	
Capital Expenditures		230.0	+59.1			
Depreciation Expenses		150.0	+13.5			
R&D Expenses		190.0	+43.8			

<Reference for FY2021 First Six Months>
 [Units (Production & Sales)]

11 November 2021
 SUZUKI MOTOR CORPORATION
 (Thousand units)

		2Q Results (July-September)				1H Results (April-September)				Full-year forecast (April2021-March2022)			Change from Previous Forecast
		2Q of FY2020	2Q of FY2021			1H of FY2020	1H of FY2021			Change	Ratio		
			Change	Ratio			Change	Ratio					
<Automobiles>	Mini vehicles	152	103	-50	-32.7%	244	220	-24	-9.9%	447	-92	-17.1%	-8
	Sub-compact & standard-sized vehicles	28	17	-11	-40.7%	46	37	-9	-19.2%	85	-16	-15.8%	-6
	Export	53	46	-6	-12.2%	81	91	+11	+13.1%	217	+13	+6.5%	-3
	OEM	28	17	-11	-39.2%	38	36	-2	-4.9%	75	-11	-12.9%	-2
	Domestic production	261	183	-79	-30.1%	408	384	-24	-5.9%	824	-106	-11.4%	-19
	(CBU only)	259	162	-97	-37.4%	402	350	-53	-13.1%	731	-166	-18.5%	-26
	Europe	31	23	-9	-27.6%	45	52	+7	+16.5%	118	+8	+6.8%	-25
	India	396	366	-30	-7.6%	451	732	+282	+62.5%				
	Pakistan	13	20	+7	+56.4%	14	36	+22	+153.8%				
	Indonesia	20	32	+12	+59.0%	27	61	+34	+124.0%				
	Thailand	4	5	+1	+23.2%	6	9	+3	+56.4%				
	Other	6	0	-6	-100.0%	13	0	-13	-100.0%				
	Asia	439	423	-16	-3.7%	510	838	+328	+64.2%	1,636	+26	+1.6%	-255
	Other	0	0	-0	-17.3%	0	1	+0	+31.5%	1	+0	+10.1%	
	Overseas production	470	446	-25	-5.3%	555	891	+335	+60.4%	1,755	+34	+2.0%	-280
	Production Total	732	628	-104	-14.1%	964	1,275	+311	+32.3%	2,579	-72	-2.7%	-299
	Mini vehicles	146	106	-40	-27.5%	234	225	-10	-4.1%	448	-91	-16.9%	-18
	Sub-compact & standard-sized vehicles	29	18	-11	-37.3%	47	42	-5	-10.8%	89	-19	-17.5%	-9
	Domestic sales	176	125	-51	-29.1%	282	267	-15	-5.2%	537	-110	-17.0%	-27
	Europe	59	63	+4	+6.2%	95	132	+37	+38.8%	234	+28	+13.8%	+2
	India	365	309	-57	-15.5%	432	606	+174	+40.4%				
	Pakistan	18	38	+21	+119.2%	25	60	+35	+141.0%				
	Indonesia	16	23	+6	+39.5%	26	44	+19	+73.6%				
	Thailand	6	4	-2	-35.6%	11	10	-1	-12.5%				
	Other	21	10	-10	-50.4%	35	24	-11	-30.3%				
	Asia	426	384	-42	-9.9%	528	745	+217	+41.0%	1,525	-35	-2.2%	-207
Other	40	59	+19	+46.4%	61	112	+51	+84.0%	190	+31	+19.6%	+7	
Overseas sales	526	507	-20	-3.7%	684	988	+304	+44.5%	1,949	+25	+1.3%	-198	
Sales Total	702	631	-71	-10.1%	966	1,255	+290	+30.0%	2,486	-85	-3.3%	-225	
OEM Sales (Not included in figures above)	36	40	+4	+12.5%	47	77	+30	+62.5%					

<Motorcycles and ATVs>	Domestic	4	5	+1	+21.0%	10	10	-0	-0.4%	21	+5	+28.5%	
	Export	9	18	+9	+90.4%	18	36	+18	+102.0%	83	+33	+64.9%	-7
	Domestic production	14	23	+9	+68.8%	28	46	+18	+65.4%	104	+37	+56.0%	-7
	(ATVs only)	1	3	+2	+126.1%	3	6	+3	+88.9%	13	+6	+86.8%	+1
	North America	1	1	-0	-11.9%	1	1	+1	+65.4%	3	+0	+18.4%	-1
	India	171	213	+42	+24.5%	190	352	+162	+85.6%				
	China	135	145	+10	+7.4%	255	286	+31	+12.2%				
	Philippines	33	31	-2	-6.0%	39	66	+27	+69.7%				
	Indonesia	14	9	-5	-34.2%	22	22	+0	+1.4%				
	Other	27	29	+2	+7.0%	43	54	+11	+25.1%				
	Asia	379	426	+47	+12.4%	548	780	+232	+42.2%	1,520	+149	+10.9%	+2
	Other	18	16	-2	-11.7%	23	30	+7	+31.3%	51	-6	-10.6%	-3
	Overseas production	398	442	+45	+11.2%	572	812	+239	+41.8%	1,574	+144	+10.0%	-2
	(ATVs only)	2	2	+1	+50.2%	3	3	+1	+28.6%	7	+2	+32.7%	
	Production Total	411	466	+54	+13.2%	600	858	+258	+42.9%	1,678	+181	+12.1%	-9
	(ATVs only)	3	5	+3	+86.0%	6	10	+4	+61.6%	20	+8	+63.5%	+1
	Domestic sales	14	14	-0	-3.2%	27	30	+3	+11.7%	50	-1	-2.1%	-2
	Europe	13	7	-6	-43.8%	23	18	-6	-24.1%	31	-8	-20.0%	
	North America	12	7	-5	-43.1%	31	17	-14	-45.9%	33	-13	-28.2%	+5
	India	135	163	+28	+20.9%	189	258	+69	+36.4%				
	China	103	108	+5	+5.2%	197	223	+26	+12.9%				
	Philippines	36	35	-1	-2.9%	57	72	+16	+27.8%				
	Indonesia	8	4	-5	-55.4%	13	9	-4	-32.5%				
	Other	33	26	-6	-19.5%	58	55	-3	-4.9%				
	Asia	314	336	+22	+6.9%	514	617	+103	+20.1%	1,336	+111	+9.1%	-18
	Other	48	55	+8	+16.0%	81	100	+19	+23.3%	183	+9	+5.2%	+12
Overseas sales	387	405	+19	+4.8%	649	751	+102	+15.8%	1,583	+99	+6.7%	-1	
Sales Total	401	419	+18	+4.5%	675	781	+106	+15.6%	1,633	+98	+6.4%	-3	
(ATVs only)	5	4	-2	-30.3%	13	8	-6	-41.9%	18	-5	-20.1%	+4	

<Reference for FY2021 First Six months>
[Breakdown of Consolidated Net Sales]

11 November 2021
 SUZUKI MOTOR CORPORATION

(Unit : Thousand, Amount: Billions of yen)

		1H of FY2020		1H of FY2021		Change			
		April-September 2020		April-September 2021		Unit		Amount	
		Unit	Amount	Unit	Amount	Change	Ratio	Change	Ratio
Automobile business	Japan	312	508.8	296	500.9	-16	-5.2%	-7.9	-1.5%
	Overseas	673	625.1	1,026	997.7	+353	+52.4%	+372.6	+59.6%
	Europe	84	154.1	105	204.0	+22	+25.8%	+49.9	+32.4%
	North America		0.5		0.2			-0.3	-64.8%
	Asia	528	399.9	775	632.7	+247	+46.8%	+232.8	+58.2%
	(Of which India)	(438)	(293.2)	(680)	(476.7)	(+242)	(+55.4%)	(+183.5)	(+62.6%)
	Other	62	70.6	146	160.8	+84	+136.0%	+90.2	+127.8%
	Total	985	1,133.9	1,321	1,498.6	+336	+34.2%	+364.7	+32.2%
Motorcycle business	Japan	26	10.2	28	11.6	+1	+5.3%	+1.4	+13.7%
	Overseas	387	78.9	589	107.4	+202	+52.1%	+28.5	+36.1%
	Europe	16	15.2	14	16.0	-2	-14.4%	+0.8	+4.7%
	North America	12	13.3	12	12.8	+1	+6.2%	-0.5	-3.6%
	Asia	285	36.9	441	56.9	+156	+54.9%	+20.0	+54.4%
	Other	75	13.5	122	21.7	+47	+62.5%	+8.2	+60.9%
	Total	414	89.1	617	119.0	+203	+49.1%	+29.9	+33.6%
Marine business	Japan		2.0		1.7			-0.3	-15.9%
	Overseas		39.4		48.2			+8.8	+22.3%
	Europe		8.5		11.9			+3.4	+40.3%
	North America		21.7		24.2			+2.5	+11.5%
	Asia		5.9		6.0			+0.1	+1.0%
	Other		3.3		6.1			+2.8	+84.5%
	Total		41.4		49.9			+8.5	+20.4%
Other business (Domestic)			5.8		6.1			+0.3	+4.9%
Total	Japan		526.8		520.3			-6.5	-1.2%
	Overseas		743.4		1,153.3			+409.9	+55.1%
	Europe		177.8		231.9			+54.1	+30.4%
	North America		35.5		37.2			+1.7	+4.8%
	Asia		442.7		695.6			+252.9	+57.1%
	Other		87.4		188.6			+101.2	+115.8%
	Total		1,270.2		1,673.6			+403.4	+31.8%

*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.

• FY2021 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).