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Suzuki Announces the Financial Results for FY2014 (April 2014 to March 2015)

- Decreased income for the first time in six fiscal years, despite recovering the net sales to ¥3.0 trillion.
- Year-end dividends up by ¥3.00 per share with the dividend payout ratio of approximately 15%.

1. Outline of the Financial Results for FY2014 (April 2014 to March 2015)

The consolidated net sales of this fiscal year (April 2014 to March 2015) increased by ¥77.2 billion (2.6%) to ¥3,015.5 billion compared to the previous fiscal year. The Company was able to recover the net sales to ¥3.0 trillion, which had declined after the financial crisis of 2008. The Japanese domestic net sales decreased by ¥38.1 billion (3.4%) to ¥1,094.6 billion year-on-year owing to the decrease in the automobile sales. However, the overseas net sales increased by ¥115.3 billion (6.4%) to ¥1,920.9 billion year-on-year mainly owing to the increase in the automobile sales in India.

In terms of the consolidated income, the operating income decreased by ¥8.3 billion (4.4%) to ¥179.4 billion year-on-year. Although the decrease in the income in Indonesia and Thailand were covered by the increase in the income in India, the operating income decreased mainly owing to the increase in the operating expenses of Japan and overseas. The ordinary income decreased by ¥3.5 billion (1.8%) to ¥194.3 billion year-on-year. The net income decreased by ¥10.6 billion (9.9%) to ¥96.9 billion year-on-year mainly owing to the increase in the adjustment of minority interests in income.

Although the income decreased year-on-year, with the consolidated dividend payout ratio of approximately 15%, the year-end dividends is scheduled to be up by ¥3.00 per share from the previous forecasts to ¥17.00 per share (previous year-end dividends was ¥14.00 per share). As a result, the annual dividends will be ¥27.00 per share, up by ¥3.00 per share from the previous fiscal year.

2. The Operating Results by Segment

In the automobile business, the Company made efforts to expand its sales and strengthen the products such as by winning numbers of awards including the 2015 RJC Car of the Year award for the much-favored Hustler minicar, launching the all-new Alto minicar, which has achieved the best fuel efficiency among non-hybrid gasoline vehicles in Japan, and launching the Every and Every Wagon one-box minicars which have pursued roominess, fuel efficiency, and user-friendliness. However, partly owing to the impact of the recoil reduction from the hike in the rate of the consumption tax in Japan, the Japanese domestic net sales decreased year-on-year. The overseas net sales increased year-on-year mainly owing to the increase in India. Consequently, the net sales of the automobile business increased by ¥86.3 billion (3.3%) to ¥2,702.0 billion year-on-year. The operating income decreased by ¥7.5 billion (4.2%) to ¥171.8 billion year-on-year mainly owing to the decrease in the income in Japan, Indonesia, and Thailand, despite the increase in the income in India.

In the motorcycle business, the net sales decreased by ¥16.1 billion (6.0%) to ¥250.5 billion year-on-year mainly owing to the decrease in the sales in Asia. The operating income of ¥0.1 billion in the previous fiscal year became an operating loss of ¥0.7 billion.

In the marine and power products, etc. business, the net sales increased by ¥7.0 billion (12.5%) to ¥63.0 billion year-on-year mainly owing to the increase in the sales of the outboard motors in Europe and North America. The operating income was at the same level as the previous fiscal year at ¥8.3 billion.

As for the operating income by geographical areas, Asia increased by ¥22.2 billion (37.3%) to ¥81.6 billion year-on-year by covering the decrease in the income in Indonesia and Thailand with the Indian automobile business. However, Japan decreased by ¥43.8 billion (32.6%) to ¥90.7 billion year-on-year mainly owing to the strengthening of sales promotion of Japan and overseas and the increase in the quality expenses.

3. Forecasts for the Consolidated Operating Results of the Next Fiscal Year

As for the next fiscal year, although the decrease in the demand of minicars in Japan is expected, the Company forecasts increase in sales and income compared to this fiscal year mainly owing to the increase in the overseas sales including India. The Group will work as one to reform in every field to accomplish the below forecasts for the consolidated operation by pursuing the business activity.

(Forecasts for the consolidated operating results-Full Year)

Net Sales	¥3,100.0 billion (up 2.8% year-on-year)
Operating Income	¥190.0 billion (up 5.9% year-on-year)
Ordinary Income	¥200.0 billion (up 2.9% year-on-year)
Net Income attributable to owners of the parent	¥110.0 billion (up 13.6% year-on-year)
(Foreign Exchange Rate)	¥115/US\$
	¥125/Euro
	¥1.85/Indian Rupee
	¥0.90/100 Indonesian Rupiah
	¥3.50/Thai Baht