

# ANNUAL REPORT 2015



**SUZUKI MOTOR CORPORATION**

## FINANCIAL SECTION

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### CONTENTS

<b>Management Discussion and Analysis</b> .....	<b>31</b>
<b>Five-Year Summary</b> .....	<b>33</b>
<b>Consolidated Financial Statements</b> .....	<b>34</b>
Consolidated Balance Sheets .....	34
Consolidated Statements of Income and Consolidated Statements of Comprehensive Income .....	36
Consolidated Statements of Changes in Net Assets.....	38
Consolidated Statements of Cash Flows.....	39
Notes to Consolidated Financial Statements.....	40
Independent Auditor's Report.....	65

# Management Discussion and Analysis

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## 1. Operating results

### (1) The operating results by segment

#### (a) Motorcycle

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.

#### (b) Automobile

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 top level of 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.

#### (c) Marine and Power products, etc.

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.

### (2) The operating results by geographical areas

#### (a) Japan

The net sales increased by ¥63.3 billion (3.7%) to ¥1,765.0 billion year-on-year due to expansion of triangle trade via Japan and other causes. The operating income 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.

#### (b) Europe

The net sales increased by ¥59.6 billion (15.9%) to ¥436.1 billion year-on-year owing to launch of all-new compact SUV Vitara, expansion of triangle trade via Japan, and other causes. The operating income increased by ¥0.9 billion (23.2%) to ¥5.1 billion year-on-year.

#### (c) Asia

The net sales increased by ¥130.8 billion (11.1%) to ¥1,306.2 billion year-on-year due to increase of sales in India, Pakistan and others though decrease of sales in Indonesia and Thailand. The operating income 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.

#### (d) Other areas

The net sales increased by ¥8.2 billion (5.4%) to ¥159.2 billion year-on-year owing to increase of sales of outboard motors in the United States, increase of sales of motorcycles and automobiles in Latin America, and other causes. The operating income increased by ¥2.4 billion to ¥2.6 billion year-on-year.

### (3) Selling, general and administrative expenses

In the current consolidated fiscal year, the amount of selling, general and administrative expenses increased by ¥37.9 billion (6.2%) to ¥645.7 billion year-on-year because of increase of sales expenses such as sales promotion expenses.

### (4) Other income and expenses

In the current consolidated fiscal year, the net amount of other income and expenses was a gain of ¥13.8 billion, which increased by ¥4.5 billion year-on-year. This was mainly due to increase of Interest income and dividends income from the previous fiscal year.

## (5) Forecasts for 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-First Half)

Net sales	¥1,500.0 billion	(up 4.8% year-on-year)
Operating income	¥91.0 billion	(up 0.5% year-on-year)
Net income attributable to owners of the parent	¥55.0 billion	(up 2.0% year-on-year)

(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)
Net income attributable to owners of the parent	¥110.0 billion	(up 13.6% year-on-year)
Foreign exchange rates	115yen/US\$, 125yen/Euro, 1.85yen/Indian Rupee 0.90yen/100Indonesian Rupiah, 3.50yen/Thai Baht	

\* The forecasts for next fiscal year mentioned above are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

## 2. Liquidity and capital resources

### (1) Cash flow

Cash flow provided by operating activities for FY2014 amounted to ¥255.0 billion (¥322.9 billion was provided in the previous fiscal year), and ¥120.9 billion was used for the acquisition of property, plant and equipment etc. and others in the investment activities (¥286.6 billion was used in the previous fiscal year). As a result, free cash flow amounted to ¥134.1 billion of positive (¥36.3 billion of positive for the previous fiscal year). In financing activities, ¥84.5 billion was provided by net increase of long term loan and others (¥2.8 billion was provided in the previous fiscal year).

As a result, the balance of cash and cash equivalents at the end of FY2014 amounted to ¥932.3 billion and increased by ¥221.7 billion from the end of previous fiscal year.

### (2) Demand for money

During the current consolidated fiscal year, The Company and consolidated subsidiaries invested a total ¥194.5 billion of capital expenditures on various areas such as development of new model and research & development.

Capital expenditure project for the next fiscal year is ¥180.0 billion. The required fund will be covered mainly by our own funds and external financing if necessary.

## 3. Significant accounting policies

For information regarding significant accounting policies, please refer to the Notes to Consolidated Financial Statements.

\* An amount less than 100 million yen has been rounded off in "Management Discussion and Analysis" section.

# Five-Year Summary

SUZUKI MOTOR CORPORATION

## CONSOLIDATED

Years ended 31 March	Millions of yen (except per share amounts)					Thousands of US dollars (except per share amounts)
	2015	2014	2013	2012	2011	2015
Net sales .....	<b>¥3,015,461</b>	¥2,938,314	¥2,578,317	¥2,512,186	¥2,608,217	<b>\$25,093,298</b>
Net income.....	<b>96,862</b>	107,484	80,389	53,887	45,174	<b>806,044</b>
Net income per share:						
Primary .....	<b>172.67</b>	191.60	143.31	96.06	80.65	<b>1.44</b>
Fully diluted .....	<b>172.63</b>	191.57	131.67	88.28	74.11	<b>1.44</b>
Cash dividends per share.....	<b>27.00</b>	24.00	18.00	15.00	13.00	<b>0.22</b>
Net assets .....	<b>1,701,390</b>	1,494,357	1,298,553	1,111,757	1,106,999	<b>14,158,199</b>
Total current assets.....	<b>2,008,729</b>	1,790,832	1,560,218	1,509,568	1,372,885	<b>16,715,730</b>
Total assets .....	<b>3,252,800</b>	2,874,074	2,487,635	2,302,439	2,224,344	<b>27,068,326</b>
Depreciation and amortization....	<b>134,377</b>	117,188	93,680	103,117	138,368	<b>1,118,228</b>

## NON-CONSOLIDATED

Years ended 31 March	Millions of yen (except per share amounts)					Thousands of US dollars (except per share amounts)
	2015	2014	2013	2012	2011	2015
Net sales .....	<b>¥1,663,147</b>	¥1,498,853	¥1,422,595	¥1,383,269	¥1,409,205	<b>\$13,839,954</b>
Net income.....	<b>51,248</b>	67,219	36,405	15,846	10,834	<b>426,463</b>
Net income per share:						
Primary .....	<b>91.34</b>	119.81	64.89	28.25	19.34	<b>0.76</b>
Fully diluted .....	<b>91.32</b>	119.79	59.64	25.98	17.80	<b>0.76</b>
Cash dividends per share.....	<b>27.00</b>	24.00	18.00	15.00	13.00	<b>0.22</b>
Net assets .....	<b>937,767</b>	859,224	761,353	703,292	691,207	<b>7,803,677</b>
Total current assets.....	<b>1,191,614</b>	1,070,668	921,352	921,669	818,964	<b>9,916,069</b>
Total assets .....	<b>2,096,545</b>	1,850,068	1,641,700	1,597,903	1,524,232	<b>17,446,495</b>
Depreciation and amortization....	<b>37,421</b>	33,605	35,626	38,532	61,265	<b>311,407</b>

Note: Yen amounts are translated into US dollars for convenience only, at ¥120.17 = US\$1, the prevailing exchange rate as of 31 March 2015.

# Consolidated Financial Statements

## Consolidated Balance Sheets

As of 31 March 2015 and 2014

SUZUKI MOTOR CORPORATION AND CONSOLIDATED SUBSIDIARIES	Millions of yen		Thousands of US dollars
	2015	2014	2015
<b>ASSETS</b>			
<b>Current assets:</b>			
Cash and cash equivalents *NOTE 4 .....	¥ 932,261	¥ 710,611	\$ 7,757,854
Receivables:			
Notes and accounts receivables-trade *NOTE 4 .....	316,826	310,694	2,636,483
Allowance for doubtful accounts.....	(4,156)	(4,804)	(34,590)
Inventories.....	314,391	276,285	2,616,222
Deferred tax assets.....	115,015	105,064	957,109
Other.....	334,391	392,982	2,782,651
Total current assets.....	<u>2,008,729</u>	<u>1,790,832</u>	<u>16,715,730</u>
<b>Property, plant and equipment:</b>			
Land *NOTE 5.....	259,540	238,532	2,159,774
Buildings and structures *NOTE 5.....	403,922	385,797	3,361,255
Machinery, equipment, vehicles.....	1,280,563	1,120,381	10,656,269
Tools, furniture and fixtures.....	391,797	378,011	3,260,357
Construction in progress .....	70,456	96,560	586,310
	<u>2,406,280</u>	<u>2,219,283</u>	<u>20,023,967</u>
Accumulated depreciation.....	(1,610,388)	(1,524,862)	(13,400,915)
Total property, plant and equipment.....	<u>795,892</u>	<u>694,420</u>	<u>6,623,051</u>
<b>Investments and other assets:</b>			
Investment securities *NOTE 4 .....	341,325	270,329	2,840,355
Investments in affiliates *NOTE 4 .....	59,544	55,699	495,501
Assets for retirement benefits *NOTE 7 .....	1,860	15,862	15,484
Deferred tax assets.....	19,985	20,924	166,311
Other.....	25,462	26,005	211,889
Total investments and other assets .....	<u>448,179</u>	<u>388,821</u>	<u>3,729,543</u>
Total assets.....	<u>¥3,252,800</u>	<u>¥2,874,074</u>	<u>\$27,068,326</u>

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

	Millions of yen		Thousands of US dollars
	2015	2014	2015
<b>LIABILITIES AND NET ASSETS</b>			
<b>Current liabilities:</b>			
Short-term loans payable <sup>*NOTE 4 and 5</sup> .....	¥ 177,805	¥ 197,413	\$ 1,479,615
Current portion of long-term loans payable <sup>*NOTE 4 and 5</sup> .....	104,145	38,748	866,650
Accounts payable-trade <sup>*NOTE 4</sup> .....	479,950	433,819	3,993,925
Income taxes payable .....	21,797	46,628	181,392
Accrued expenses <sup>*NOTE 4</sup> .....	181,217	171,274	1,508,005
Provision for product warranties.....	60,305	61,447	501,835
Deferred tax liabilities .....	6,190	967	51,517
Other <sup>*NOTE 5</sup> .....	121,188	106,634	1,008,479
Total current liabilities.....	<u>1,152,601</u>	<u>1,056,933</u>	<u>9,591,423</u>
<b>Noncurrent liabilities:</b>			
Long-term loans payable <sup>*NOTE 4 and 5</sup> .....	272,717	209,166	2,269,426
Liabilities for retirement benefits <sup>*NOTE 7</sup> .....	40,791	36,918	339,450
Provision for disaster .....	8,923	16,596	74,260
Deferred tax liabilities .....	43,766	29,179	364,208
Other <sup>*NOTE 5</sup> .....	32,609	30,923	271,357
Total noncurrent liabilities .....	<u>398,808</u>	<u>322,783</u>	<u>3,318,703</u>
Total liabilities .....	<u>1,551,409</u>	<u>1,379,717</u>	<u>12,910,126</u>
<b>Net assets:</b>			
<b>Shareholders' equity: <sup>*NOTE 11</sup></b>			
Capital stock:			
Common stock: Authorized-1,500,000,000 shares Issued, as of 31 March 2015 – 561,047,304.....	138,014	—	1,148,495
as of 31 March 2014 – 561,047,304.....	—	138,014	—
Capital surplus.....	144,364	144,364	1,201,337
Retained earnings .....	1,082,440	1,008,555	9,007,576
Treasury stock.....	(62)	(57)	(517)
Total shareholders' equity.....	<u>1,364,757</u>	<u>1,290,877</u>	<u>11,356,893</u>
<b>Accumulated other comprehensive income:</b>			
Valuation difference on available-for-sale securities .....	158,788	104,745	1,321,361
Deferred gains or losses on hedges.....	679	131	5,654
Foreign currency translation adjustment .....	(42,997)	(72,898)	(357,806)
Accumulated adjustment for retirement benefits .....	864	3,867	7,190
Total accumulated other comprehensive income .....	<u>117,333</u>	<u>35,846</u>	<u>976,399</u>
Subscription rights to shares <sup>*NOTE 14</sup> .....	250	168	2,088
Minority interests .....	219,048	167,464	1,822,818
Total net assets .....	<u>¥1,701,390</u>	<u>¥1,494,357</u>	<u>\$14,158,199</u>
Commitments and contingent liabilities <sup>*NOTE 15</sup> .....			
Total liabilities and net assets .....	<u>¥3,252,800</u>	<u>¥2,874,074</u>	<u>\$27,068,326</u>

## Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

## (Consolidated Statements of Income)

Years ended 31 March 2015 and 2014

SUZUKI MOTOR CORPORATION AND CONSOLIDATED SUBSIDIARIES	Millions of yen		Thousands of US dollars
	2015	2014	2015
<b>Net sales</b> .....	<b>¥3,015,461</b>	¥2,938,314	<b>\$25,093,298</b>
<b>Cost of sales</b> .....	<b>2,190,309</b>	2,142,754	<b>18,226,758</b>
Gross profit.....	<b>825,152</b>	795,559	<b>6,866,540</b>
<b>Selling, general and administrative expenses</b> .....	<b>645,727</b>	607,812	<b>5,373,449</b>
Operating income .....	<b>179,424</b>	187,747	<b>1,493,091</b>
<b>Other income (expenses):</b>			
Interest and dividend income.....	<b>25,259</b>	18,441	<b>210,200</b>
Interest expense .....	<b>(9,433)</b>	(6,158)	<b>(78,505)</b>
Equity in earnings (losses) of affiliates.....	<b>(1,454)</b>	(115)	<b>(12,105)</b>
Other, net.....	<b>(549)</b>	(2,823)	<b>(4,569)</b>
Income before income taxes .....	<b>193,246</b>	197,090	<b>1,608,111</b>
<b>Income taxes: *NOTE 8</b>			
Current.....	<b>70,589</b>	67,212	<b>587,415</b>
Deferred .....	<b>(4,970)</b>	2,387	<b>(41,362)</b>
	<b>65,619</b>	69,600	<b>546,052</b>
Income before minority interests.....	<b>127,627</b>	127,489	<b>1,062,058</b>
Minority interests in income .....	<b>30,765</b>	20,005	<b>256,014</b>
<b>Net income</b> .....	<b>¥ 96,862</b>	¥ 107,484	<b>\$ 806,044</b>
<b>Net income per share:</b>			
Primary .....	<b>¥ 172.67</b>	¥ 191.60	<b>\$ 1.44</b>
Fully diluted .....	<b>172.63</b>	191.57	<b>1.44</b>
<b>Cash dividends per share</b> .....	<b>27.00</b>	24.00	<b>0.22</b>

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.



**(Consolidated Statements of Comprehensive Income)**

Years ended 31 March 2015 and 2014

SUZUKI MOTOR CORPORATION AND CONSOLIDATED SUBSIDIARIES	Millions of yen		Thousands of US dollars
	2015	2014	2015
<b>Income before minority interests</b> .....	<b>¥127,627</b>	¥127,489	<b>\$1,062,058</b>
<b>Other comprehensive income</b> *NOTE 12			
Valuation difference on available-for-sale securities .....	<b>57,734</b>	47,596	<b>480,437</b>
Deferred gains or losses on hedges.....	<b>587</b>	(1,196)	<b>4,884</b>
Foreign currency translation adjustment .....	<b>46,774</b>	27,555	<b>389,233</b>
Adjustment for retirement benefits .....	<b>(3,005)</b>	—	<b>(25,012)</b>
Share of other comprehensive income of associates accounted for using equity method .....	<b>3,489</b>	7,504	<b>29,038</b>
Total other comprehensive income .....	<b>105,579</b>	81,459	<b>878,581</b>
<b>Comprehensive income</b> .....	<b>233,206</b>	208,949	<b>1,940,639</b>
Comprehensive income attributable to:			
Comprehensive income attributable to owners of the parent	<b>178,312</b>	187,105	<b>1,483,833</b>
Comprehensive income attributable to minority interests	<b>54,894</b>	21,844	<b>456,806</b>

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## Consolidated Statements of Changes in Net Assets

Years ended 31 March 2015 and 2014

Millions of yen

SUZUKI MOTOR CORPORATION AND CONSOLIDATED SUBSIDIARIES	Thousands of shares of common stock	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total other comprehensive income	Subscription rights to shares	Minority interests
<b>Balance as of 31 March 2013</b>	<b>561,047</b>	<b>¥138,014</b>	<b>¥144,364</b>	<b>¥912,304</b>	<b>¥(86)</b>	<b>¥(47,642)</b>	<b>¥84</b>	<b>¥151,513</b>
Dividends from surplus ..	—	—	—	(11,220)	—	—	—	—
Net income .....	—	—	—	107,484	—	—	—	—
Purchase of treasury stock ..	—	—	—	—	(5)	—	—	—
Disposal of treasury stock ..	—	—	(13)	—	35	—	—	—
Transfer of loss on disposal of treasury stock ..	—	—	13	(13)	—	—	—	—
Net changes of items other than shareholders' equity .....	—	—	—	—	—	83,488	83	15,950
<b>Balance as of 31 March 2014</b>	<b>561,047</b>	<b>¥138,014</b>	<b>¥144,364</b>	<b>¥1,008,555</b>	<b>¥(57)</b>	<b>¥35,846</b>	<b>¥168</b>	<b>¥167,464</b>
Cumulative effects of changes in accounting policies .....	—	—	—	(8,118)	—	—	—	—
<b>Balance as of 31 March 2014 reflected changes in accounting policies</b>	<b>561,047</b>	<b>¥138,014</b>	<b>¥144,364</b>	<b>¥1,000,437</b>	<b>¥(57)</b>	<b>¥35,846</b>	<b>¥168</b>	<b>¥167,464</b>
Dividends from surplus ..	—	—	—	(13,464)	—	—	—	—
Net income .....	—	—	—	96,862	—	—	—	—
Effects of changes of fiscal year .....	—	—	—	(1,384)	—	—	—	—
Purchase of treasury stock ..	—	—	—	—	(30)	—	—	—
Disposal of treasury stock ..	—	—	(9)	—	25	—	—	—
Transfer of loss on disposal of treasury stock ..	—	—	9	(9)	—	—	—	—
Net changes of items other than shareholders' equity ..	—	—	—	—	—	81,487	81	51,583
<b>Balance as of 31 March 2015</b>	<b>561,047</b>	<b>¥138,014</b>	<b>¥144,364</b>	<b>¥1,082,440</b>	<b>¥(62)</b>	<b>¥117,333</b>	<b>¥250</b>	<b>¥219,048</b>

Thousands of US dollars

SUZUKI MOTOR CORPORATION AND CONSOLIDATED SUBSIDIARIES	Thousands of shares of common stock	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total other comprehensive income	Subscription rights to shares	Minority interests
<b>Balance as of 31 March 2014</b>	<b>561,047</b>	<b>\$1,148,495</b>	<b>\$1,201,337</b>	<b>\$8,392,738</b>	<b>\$(477)</b>	<b>\$298,296</b>	<b>\$1,405</b>	<b>\$1,393,565</b>
Cumulative effects of changes in accounting policies .....	—	—	—	(67,557)	—	—	—	—
<b>Balance as of 31 March 2014 reflected changes in accounting policies</b>	<b>561,047</b>	<b>\$1,148,495</b>	<b>\$1,201,337</b>	<b>\$8,325,181</b>	<b>\$(477)</b>	<b>\$298,296</b>	<b>\$1,405</b>	<b>\$1,393,565</b>
Dividends from surplus ..	—	—	—	(112,049)	—	—	—	—
Net income .....	—	—	—	806,044	—	—	—	—
Effects of changes of fiscal year .....	—	—	—	(11,521)	—	—	—	—
Purchase of treasury stock ..	—	—	—	—	(252)	—	—	—
Disposal of treasury stock ..	—	—	(77)	—	212	—	—	—
Transfer of loss on disposal of treasury stock .....	—	—	77	(77)	—	—	—	—
Net changes of items other than shareholders' equity ..	—	—	—	—	—	678,102	682	429,253
<b>Balance as of 31 March 2015</b>	<b>561,047</b>	<b>\$1,148,495</b>	<b>\$1,201,337</b>	<b>\$9,007,576</b>	<b>\$(517)</b>	<b>\$976,399</b>	<b>\$2,088</b>	<b>\$1,822,818</b>

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## Consolidated Statements of Cash Flows

Years ended 31 March 2015 and 2014

SUZUKI MOTOR CORPORATION AND CONSOLIDATED SUBSIDIARIES	Millions of yen		Thousands of US dollars
	2015	2014	2015
<b>Cash flows from operating activities</b>			
Income before income taxes.....	¥193,246	¥197,090	\$1,608,111
Depreciation and amortization .....	134,377	117,188	1,118,228
Impairment loss .....	969	1,029	8,067
Increase (decrease) in allowance for doubtful accounts	(867)	(699)	(7,216)
Interest and dividends income.....	(25,259)	(18,441)	(210,200)
Interest expenses .....	9,433	6,158	78,505
Foreign exchange losses (gains).....	4,804	6,718	39,981
Equity in (earnings) losses of affiliates.....	1,454	115	12,105
Loss (gain) on sales of property, plant and equipment ...	102	(290)	850
Decrease (increase) in notes and accounts receivable-trade	(9,242)	(49,559)	(76,914)
Decrease (increase) in inventories .....	(37,179)	(10)	(309,392)
Increase (decrease) in notes and accounts payable-trade	44,390	72,664	369,398
Increase (decrease) in accrued expenses .....	2,542	12,680	21,155
Other, net.....	15,838	7,126	131,804
Sub-total	334,611	351,772	2,784,485
Interest and dividends income received .....	25,347	18,999	210,933
Interest expenses paid .....	(8,108)	(5,646)	(67,475)
Income taxes paid .....	(96,813)	(42,209)	(805,640)
Net cash provided by (used in) operating activities	255,037	322,915	2,122,302
<b>Cash flows from investing activities</b>			
Payments into time deposits .....	(79,661)	(77,477)	(662,905)
Proceeds from withdrawal of time deposits.....	136,236	38,842	1,133,695
Purchases of short-term investment securities .....	(193,152)	(209,912)	(1,607,325)
Proceeds from sales of short-term investment securities	206,239	165,156	1,716,227
Purchases of property, plant and equipment .....	(192,694)	(204,739)	(1,603,516)
Other, net.....	2,123	1,570	17,674
Net cash provided by (used in) investing activities	(120,909)	(286,559)	(1,006,149)
<b>Cash flows from financing activities</b>			
Net increase (decrease) in short-term loans payable.....	(26,353)	24,691	(219,297)
Proceeds from long-term loans payable .....	173,000	30,000	1,439,627
Repayment of long-term loans payable .....	(45,191)	(38,488)	(376,066)
Purchase of treasury stock.....	(30)	(5)	(252)
Cash dividends paid .....	(13,466)	(11,219)	(112,062)
Cash dividends paid to minority shareholders.....	(3,456)	(2,133)	(28,765)
Other, net.....	(28)	(35)	(236)
Net cash provided by (used in) financing activities	84,472	2,809	702,945
Effect of exchange rate changes on cash and cash equivalents	5,042	10,342	41,962
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>223,643</b>	<b>49,508</b>	<b>1,861,060</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>710,611</b>	<b>661,102</b>	<b>5,913,381</b>
<b>Increase (decrease) in cash and cash equivalents resulting from change of fiscal year of subsidiaries</b>	<b>(2,039)</b>	<b>—</b>	<b>(16,969)</b>
<b>Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation</b>	<b>45</b>	<b>—</b>	<b>382</b>
<b>Cash and cash equivalents at end of period</b> *NOTE 10	<b>¥932,261</b>	<b>¥710,611</b>	<b>\$7,757,854</b>

The accompanying Notes to Consolidated Financial Statements are an integral part of these statements.

## Notes to Consolidated Financial Statements

### NOTE 1: Basis of presenting consolidated financial statements

The accompanying consolidated financial statements of Suzuki Motor Corporation (The Company), consolidated Subsidiaries, and Affiliates (The Group) have been prepared on the basis of generally accepted accounting principles and practices in Japan, and the consolidated financial statements were filed with the Financial Services Agency as required by the Financial Instruments and Exchange Act of Japan.

The preparation of the consolidated financial statements requires the management to select and adopt accounting standards and make estimates and assumptions that affect the reported amount of assets and liabilities, revenue and expenses, and the corresponding methods of disclosure.

As such, the management's estimates are made reasonably based on historical results. But due to the inherent uncertainty involved in making estimates, actual results could differ from these estimates.

For the convenience of readers outside Japan, certain reclassifications and modifications have been made to the original consolidated financial statements.

As permitted, an amount of less than one million yen has been omitted. For the convenience of readers, the consolidated financial statements, including the opening balance of shareholders' equity, have been presented in US dollars by translating all Japanese yen amounts on the basis of 120.17 to US\$1, the rate of exchange prevailing as of 31 March 2015. Consequently, the totals shown in the consolidated financial statements (both in yen and in US dollars) do not necessarily agree with the sum of the individual amounts.

### NOTE 2: Summary of significant accounting policies

#### (a) Principles of consolidation

The consolidated financial statements for the years ended 31 March 2015 and 2014, include the accounts of The Group. And the numbers of consolidated subsidiaries are both 133. All significant inter-company accounts and transactions are eliminated in consolidation. Investments in affiliated companies are accounted for by the equity method.

The difference at the time of acquisition between the cost and underlying net equity of investments in consolidated subsidiaries (goodwill) and in affiliated companies accounted for under the equity method is, as a rule, amortized on a straight-line basis over a period of five years after appropriate adjustments.

Consolidated subsidiaries that settled the account in 31 December without provisional account settlement as of consolidated account settlement date were consolidated with the financial statements based on their financial statements as of 31 December and made necessary adjustments for consolidation regarding important transactions that occurred between 31 December and consolidated account settlement date.

From this consolidated fiscal year, Suzuki Motor Iberica, S.A.U. and other 5 subsidiaries have changed the settlement date from 31 December to 31 March and Suzuki Motor (Thailand) Co., Ltd. and other 16 subsidiaries have been consolidated based on the financial statements of provisional account as of consolidated account settlement date. As a result, subsidiary which has been consolidated based on the financial statements as of 31 December is 1 subsidiary.

With regard to these changing mentioned above, the net income (loss) of three months from 1 January to 31 March 2014 has been recognized in retained earnings.

As a result, retained earnings decreased by ¥1,384 million from the beginning of this consolidated fiscal year.

The account settlement date of Magyar Suzuki Corporation Ltd. and other 4 subsidiaries is 31 December, but they are continuously consolidated based on the financial statements of provisional account settlement as of 31 March.

The account settlement date of other consolidated subsidiaries is the same as the consolidated account settlement date.

#### (b) Allowance for doubtful accounts

In order to allow for loss from bad debts, estimated uncollectible amount based on actual ratio of bad debt is appropriated as to general receivable. As for specific receivable with higher default possibility, recoverable amount is estimated respectively and uncollectible amount is appropriated.

#### (c) Allowance for investment loss

The differences between the book value and the fair value of securities and investment not quoted at an exchange are determined and appropriated as reserve in order to allow for losses from these investments.

#### (d) Provision for product warranties

The provision is appropriated into this account based on the warranty agreement and past experience in order to allow for expenses related to the maintenance service of products sold.

#### (e) Provision for directors' bonuses

In order to defray bonuses for directors and company auditors, estimated amount of such bonuses is appropriated.

#### (f) Provision for directors' retirement benefits

The amount to be paid at the end of fiscal year had been posted pursuant to The Company's regulations on the retirement allowance of Directors and Company Auditors. However, The Company's retirement benefit system for them was abolished at the closure of the Ordinary General Meeting of Shareholders held on 29 June 2006. And it was approved at Ordinary General Meeting of Shareholders that reappointed Directors and Company Auditors were paid their retirement benefit at the time of their retirement, based on their years of service. Estimated amount of such retirement benefits is appropriated at the end of the current consolidated fiscal year. Furthermore, for the Directors and Company Auditors of some consolidated subsidiaries, the amount to be paid at the end of the year was posted pursuant to their regulation on the retirement allowance of Directors and Company Auditors.

**(g) Provision for disaster**

Reasonably estimated amount is appropriated for anticipated loss mainly caused by relocation of plants and facilities located in the Ryuyo Region in Iwata City, Shizuoka Prefecture where massive tsunami damages caused by Tokai and Tonankai Earthquake are anticipated.

**(h) Provision for product liabilities**

With regards to the products exported to North American market, to prepare for the payment of compensation, not covered by "Product Liability Insurance" the anticipated amount to be borne by The Group is computed and provided on the basis of actual results in the past.

**(i) Provision for recycling expenses**

The provision is appropriated for an estimated expense related to the recycle of products of The Company based on actual sales.

**(j) Short-term investment securities and Investment securities**

The Company and its subsidiaries hold securities of listed companies, which have a risk of price fluctuations, and non-listed companies whose stock prices are difficult to be evaluated.

If we judge the decline in investment value is not temporary, we recognize revaluation loss based on the reasonable standard. If the stock market falls, we may incur significant loss on valuation of securities.

Securities have to be classified into four categories: trading securities; held-to-maturity debt securities; investments of The Company in equity securities issued by consolidated subsidiaries and affiliates; and available-for-sale securities.

According to this classification, securities held by The Company and its subsidiaries are available-for-sale securities. Available-for-sale securities for which market quotations are available are stated at market value method based on the market values as of the consolidated account settlement date (The evaluation differences shall be reported as other comprehensive income, and sales costs shall be calculated mainly by the moving average method).

Available-for-sale securities for which market quotations are unavailable are stated at cost by a moving average method.

**(k) Hedge accounting**

Gains or losses arising from changes in fair value of the derivatives designated as "hedging instruments" are deferred until the gains and losses on the hedged items or transactions are recognized.

If foreign currency forward contracts meet certain criteria, exceptional hedge accounting is applied and these contracts are handled together with hedged items. If interest rate swap contracts meet certain criteria, special exceptional hedge accounting is applied and these contracts are handled together with hedged items. If cross currency interest rate swap contracts meet certain criteria, integration method (special exceptional method and exceptional method) is applied and these contracts are handled together with hedged items.

The derivatives designated as hedging instruments by The Company and its subsidiaries are principally forward exchange contracts, interest swaps and cross currency interest rate swaps. The related hedged items are foreign currency denominated transaction and borrowings.

The Company and its subsidiaries have a policy to utilize the above hedging instruments in order to reduce our exposure to the risk of interest rate and foreign exchange fluctuation. Thus, our purchases of the hedging instruments are limited to, at maximum, the amounts of the hedged items. The Company and its subsidiaries evaluate effectiveness of its hedging activities by reference to the accumulated gains or losses on the hedging instruments and the related hedged items from the commencement of the hedges.

**(l) Foreign currency translation**

All monetary assets and liabilities denominated in foreign currencies, whether long-term or short-term are translated into Japanese yen at the exchange rates prevailing at the balance sheet date. Resulting gains and losses are included in net income or loss for the period.

Assets and liabilities of the foreign subsidiaries and affiliates are translated into Japanese yen at the exchange rates prevailing at the balance sheet date.

The components of net assets are translated into Japanese yen at their historical rates. Profit and loss accounts for the fiscal year are translated into Japanese yen using the average exchange rate during the fiscal year. Differences in yen amounts arising from the use of different rates are presented as "foreign currency translation adjustments" and "minority interests" in the net assets.

**(m) Inventories**

Stated at cost mainly determined by the gross average method (Figures on the consolidated balance sheet are measured by the method of book devaluation based on the reduction of profitability).

**(n) Method of depreciation and amortization of significant depreciable assets****a. Property, plant and equipment (excluding lease assets)**

..... Mainly declining balance method for The Company and domestic subsidiaries and mainly straight-line method for foreign subsidiaries.

Main durable years are as follows:

Buildings and structures 3 to 75 years

Machinery, equipment and vehicles 3 to 15 years

- b. Intangible assets (excluding lease assets)
  - ..... Straight-line method
- c. Lease assets
  - Finance lease which transfer ownership
    - ..... The same method as depreciation and amortization of self-owned noncurrent assets.
  - Finance lease which do not transfer ownership
    - ..... Straight-line method with the lease period as the durable years. As to lease assets with guaranteed residual value under lease agreement, remaining value is the guaranteed residual value. And as to other lease assets, remaining value would be zero.

**(o) Income taxes**

The provision for income taxes is computed based on the income before income taxes included in the consolidated statements of income. The assets and liability approach is adopted to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. In making a valuation for the possibility of collection of deferred tax assets, The Company and its subsidiaries estimate their future taxable income reasonably. If the estimated amount of future taxable income decrease, deferred tax assets may decrease and income taxes expenses may be posted. Consolidated tax payment has been applied to The Company and its domestic wholly owned subsidiaries since the fiscal year ended 31 March 2012.

**(p) Retirement benefits**

With regard to calculation of retirement benefit obligations, benefit formula basis method was used to attribute expected benefit to period up to the end of this fiscal year. With regard to past service costs, they are treated as expense on a straight-line basis over the certain years within the period of average length of employees' remaining service years at the time when it occurs. As for the actuarial gain or loss, the amounts, prorated on a straight-line basis over the certain years within the period of average length of employees' remaining service years in each year in which the differences occur, are respectively treated as expenses from the next term of the year in which they arise. Retirement benefit cost and retirement benefit obligation are calculated based on the actuarial assumptions, which include discount rate, assumed return of investment ratio, revaluation ratio, salary rise ratio, retirement ratio and mortality ratio. Discount rate is decided on the basis of yield on low-risk, long-term bonds, and assumed return of investment ratio is decided based on the investment policies of pension assets of each pension system etc. Decreased yield on long-term bond leads to a decrease in discount rate and has an adverse influence on the calculation of retirement benefit cost. However, the pension system adopted by The Company has a cash balance type plan, and thus the revaluation ratio, which is one of the base ratios, can reduce adverse effects caused by a decrease in the discount rate. If the investment yield of pension assets is less than the assumed return of investment ratio, it will have an adverse effect on the calculation of retirement benefit cost. But by focusing on low-risk investments, this influence should be minimal in the case of the pension fund systems of The Company and its subsidiaries.

**(q) Net income per share**

Primary net income per share is computed based on the weighted average number of shares issued during the respective years. Fully diluted net income per share is computed assuming that all stock options are exercised. Cash dividends per share are the amounts applicable to the respective periods including dividends to be paid after the end of the period.

**(r) Cash and cash equivalents**

All highly liquid investments with original maturities of three months or less when purchased are considered cash equivalents.

**(s) Reclassification**

Certain reclassifications of previously reported amounts are made to conform to current classifications.

**NOTE 3: Changes in accounting policies**

**(a) Application of accounting standard for retirement benefits**

Body text stipulated in article 35 of the Accounting Standard for Retirement Benefits (Accounting Standards Board of Japan (ASBJ) Statement No.26 of 17 May 2012) and article 67 of the Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No.25 of 26 March 2015) have been applied from this consolidated fiscal year.

The revision of the calculation method for retirement benefit obligations and service costs, with the changing method of attributing benefits to accounting periods from the straight-line basis method to the benefit formula basis, and the changing method of determination of the discount rate from the method of determination the bonds period by using the approximate number of years of the average remaining service period of employees which is based on determination of the discount rate to a single weighted average discount rate reflecting the estimated timing and amount of benefit payment, have been applied from this consolidated fiscal year.

In accordance with transitional accounting as stipulated in article 37 of the Accounting Standard for Retirement Benefits, the effect of the changes in accounting policies arising from initial application is recognized in retained earnings from the beginning of this consolidated fiscal year.

As a result, assets for retirement benefits decreased by ¥10,357 million, liabilities for retirement benefits increased by ¥1,885 million and retained earnings decreased by ¥8,118 million from the beginning of this consolidated fiscal year. Influences by the above-mentioned on operating income and income before income taxes for this consolidated fiscal year are insignificant.

**(b) New accounting standards not yet applied**

- Accounting Standard for Business Combinations (ASBJ Statement No.21 of 13 September 2013)
- Accounting Standard for Consolidated Financial Statements (ASBJ Statement No.22 of 13 September 2013)
- Accounting Standard for Business Divestitures (ASBJ Statement No.7 of 13 September 2013)
- Accounting Standard for Earnings Per Share (ASBJ Statement No.2 of 13 September 2013)
- Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures (ASBJ Guidance No.10 of 13 September 2013)
- Guidance on Accounting Standard for Earnings Per Share (ASBJ Guidance No.4 of 13 September 2013)

**a. Overview**

The accounting methods for difference arising from a change in ownership interest in a subsidiary when the Company continues to have control because of additional acquisition of shares of the subsidiary, treatment of acquisition-related costs, expression of net income, etc. and expression of minority interests to non-controlling interests, provisional accounting treatments and others have been revised.

**b. Application date**

These accounting standards will be applied from the beginning of the consolidated fiscal year on and after 1 April 2015. Provisional accounting treatments will be applied to business combinations to be performed on and after 1 April 2015.

**c. Effect of applying accounting standard**

The effect in the consolidated financial statements as a result of the adoption of these accounting standards is currently unconfirmed.

**NOTE 4: Financial Instruments**

**(a) Matters for conditions of financial instruments**

**a. Policy for financial instruments**

As for the fund management, The Group uses short-term deposits and short-term investment securities, and as for the fund-raising, The Group uses borrowings from financial institutions such as banks and issuance of bonds. The Group uses derivatives to hedge and manage the risks of interest rates and exchange rates fluctuations, and does not use derivatives for speculation purposes.

**b. Type of financial instruments, risks and risk management**

With respect to customers' credit risks from operating receivables such as notes and accounts receivables-trade, in order to mitigate the risks, The Group identifies credit standing of major counterparties and manages due date and receivable balance of each counterparty in line with our rules and regulations for credit control. The Group hedges risks of exchange rate fluctuations from operating receivables denominated in foreign currency by forward exchange contract in principle. Investment securities are mainly stocks of companies with which The Group has business relationship, and as for listed stocks, The Group quarterly identifies those fair values and reports them to the Board of Directors. Basically, accounts payable-trade is due within one year.

Applications of borrowings are fund for operating capital (mainly short-term) and capital expenditures (long-term), and The Group uses interest-rate swaps or cross currency interest rate swaps for the risks of fluctuation in interest rate and exchange rate of some long-term borrowings.

Objectives of derivative transactions are foreign currency forward contracts to hedge the risks of exchange rate fluctuations related to receivables denominated in foreign currencies, interest rate swaps to hedge the risks of fluctuations in interest rate related to borrowings, and cross currency interest rate swaps to hedge the risk of fluctuation in exchange rate and interest rate related to borrowings. The Group executes and manages derivatives within the actual demand in line with our rules and regulations which set out the authority to trade. In addition, in using derivatives, The Group deals with financial institutions which have high credit grade in order to reduce credit risks. With respect to hedge accounting, also please see Note 2 (k).

In addition, each company of The Group manages liquidity risk related to accounts payable and borrowings by making a financial plan.

**c. Supplement to fair values of financial instruments**

Fair values of financial instruments include values based on quoted prices in active markets and values assessed by rational valuation techniques in case quoted prices are not available. Because the rational valuation techniques include variable factors, the results of valuation may differ when different assumption is applied.

## (b) Matters for fair values of the financial instruments

Carrying amounts in the consolidated balance sheet, fair values and difference as of 31 March 2015 and 2014 were as follows. Financial instruments whose fair value cannot be reliably determined are not included in the below table.

Millions of yen

	2015			2014		
	Carrying amount	Fair value	Difference	Carrying amount	Fair value	Difference
Cash and deposits	<b>¥457,513</b>	<b>¥457,513</b>	<b>¥ —</b>	¥358,851	¥358,851	¥ —
Notes and accounts receivables-trade	<b>316,826</b>	<b>318,567</b>	<b>1,741</b>	310,694	311,221	527
Short-term investment securities and Investment securities						
Available-for-sale securities	<b>1,007,347</b>	<b>1,007,347</b>	<b>—</b>	863,514	863,514	—
Investments in affiliates	<b>616</b>	<b>669</b>	<b>52</b>	513	252	(261)
Total of assets	<b>1,782,304</b>	<b>1,784,098</b>	<b>1,794</b>	1,533,573	1,533,838	265
Accounts payable-trade	<b>479,950</b>	<b>479,950</b>	<b>—</b>	433,819	433,819	—
Short-term loans payable	<b>177,805</b>	<b>177,805</b>	<b>—</b>	197,413	197,413	—
Current portion of long-term loans payable	<b>104,145</b>	<b>103,768</b>	<b>377</b>	38,748	38,779	(31)
Accrued expenses	<b>181,217</b>	<b>181,217</b>	<b>—</b>	171,274	171,274	—
Long-term loans payable	<b>272,717</b>	<b>268,346</b>	<b>4,370</b>	209,166	207,874	1,291
Total of liabilities	<b>1,215,834</b>	<b>1,211,087</b>	<b>4,747</b>	1,050,421	1,049,160	1,260
Derivatives						
Hedge accounting is applied	<b>1,072</b>	<b>1,072</b>	<b>—</b>	51	51	—
Hedge accounting is not applied	<b>1,603</b>	<b>1,603</b>	<b>—</b>	1,160	1,160	—

Thousands of US dollars

	2015		
	Carrying amount	Fair value	Difference
Cash and deposits	<b>\$3,807,223</b>	<b>\$3,807,223</b>	<b>\$ —</b>
Notes and accounts receivables-trade	<b>2,636,483</b>	<b>2,650,976</b>	<b>14,492</b>
Short-term investment securities and Investment securities			
Available-for-sale securities	<b>8,382,687</b>	<b>8,382,687</b>	<b>—</b>
Investments in affiliates	<b>5,131</b>	<b>5,572</b>	<b>440</b>
Total of assets	<b>14,831,524</b>	<b>14,846,458</b>	<b>14,933</b>
Accounts payable-trade	<b>3,993,925</b>	<b>3,993,925</b>	<b>—</b>
Short-term loans payable	<b>1,479,615</b>	<b>1,479,615</b>	<b>—</b>
Current portion of long-term loans payable	<b>866,650</b>	<b>863,511</b>	<b>3,139</b>
Accrued expenses	<b>1,508,005</b>	<b>1,508,005</b>	<b>—</b>
Long-term loans payable	<b>2,269,426</b>	<b>2,233,061</b>	<b>36,365</b>
Total of liabilities	<b>10,117,623</b>	<b>10,078,119</b>	<b>39,504</b>
Derivatives			
Hedge accounting is applied	<b>8,922</b>	<b>8,922</b>	<b>—</b>
Hedge accounting is not applied	<b>13,339</b>	<b>13,339</b>	<b>—</b>

\* Assets or liabilities derived from derivatives are shown on a net basis and net liabilities are shown as ( ).



## \*1. Matters for methods used to measure fair values of financial instruments

## Assets:

## a. Cash and deposits

Because fair values of deposits are approximately equal to the book values, book values are used as fair values.

## b. Notes and accounts receivables-trade

Fair values of sales finance receivables are calculated on the discount method by the expected rate applied to new loan contract, on each receivable classified into a certain term.

Notes and accounts receivables-trade except sales finance are settled in short term and those fair values are approximately equal to the book values. So book values are used as fair values.

## c. Short-term investment securities and Investment securities

As to these fair values, fair values of stock are prices of exchanges. As to negotiable certificate of deposit and other types of securities, book values are used as fair values because they are settled in short term and those fair values are approximately equal to the book values.

## Liabilities:

## a. Accounts payable-trade, Short-term loans payable and Accrued expenses

Because these are settled in short term and those fair values are approximately equal to the book values, such book values are used.

## b. Current portion of long-term loans payable and Long-term loans payable

These fair values are measured by discounting based on the estimated interest rates at which similar new loans with same amount of principal and interest could have been borrowed.

## Derivatives:

Please refer to Note 4 (d) Derivative transactions.

## \*2. Financial instruments whose fair value cannot be reliably determined as of 31 March 2015 and 2014

	Millions of yen		Thousands of US dollars
	2015	2014	2015
<b>Available-for-sale securities</b>			
Unlisted stock other than stocks of affiliates	<b>¥18,748</b>	¥18,747	<b>\$156,013</b>
Unlisted stock of affiliates .....	<b>23,084</b>	17,077	<b>192,098</b>
Others .....	<b>119</b>	557	<b>997</b>

Those fair values cannot be reliably measured because market values are unavailable and future cash flows cannot be estimated. So they are not included in "short-term investment securities and investment securities".

\*3. The amounts to be redeemed after the account settlement date of monetary receivables and available-for-sale securities

Millions of yen

	2015			2014		
	Within 1 year	Over 1 year, Within 5 years	Over 5 years, Within 10 years	Within 1 year	Over 1 year, Within 5 years	Over 5 years, Within 10 years
Cash and deposits	¥ 457,513	¥ —	¥ —	¥ 358,851	¥ —	¥ —
Notes and accounts receivables- trade	241,373	75,017	435	249,336	60,831	526
Securities and investment securities with maturities	685,647	—	—	612,489	—	—
Total	¥1,384,534	¥75,017	¥435	¥1,220,677	¥60,831	¥526

Thousands of US dollars

	2015		
	Within 1 year	Over 1 year, Within 5 years	Over 5 years, Within 10 years
Cash and deposits	\$ 3,807,223	\$ —	\$ —
Notes and accounts receivables- trade	2,008,598	624,264	3,619
Securities and investment securities with maturities	5,705,647	—	—
Total	\$11,521,469	\$624,264	\$3,619

## (c) Securities

## a. Available-for-sale securities with market value as of 31 March 2015 and 2014

	Millions of yen					
	Acquisition cost	2015 Carrying Amount	Difference	Acquisition cost	2014 Carrying Amount	Difference
Securities for which the carrying amount exceeds the acquisition costs						
Stocks.....	¥ 93,769	¥ 320,628	¥ 226,859	¥ 91,865	¥250,014	¥158,148
Bonds.....	—	—	—	—	—	—
Others.....	249,238	263,329	14,090	175,441	181,767	6,325
Sub-Total	¥343,008	¥ 583,957	¥ 240,949	¥267,307	¥431,782	¥164,474
Securities for which the carrying amount does not exceed the acquisition costs						
Stocks.....	¥ 1,549	¥ 1,191	¥ (358)	¥ 1,928	¥ 1,567	¥ (361)
Bonds.....	—	—	—	5,000	5,000	—
Others.....	422,198	422,198	—	425,164	425,164	—
Sub-Total	¥423,748	¥ 423,389	¥ (358)	¥432,093	¥431,732	¥ (361)
Total	¥766,756	¥1,007,347	¥ 240,591	¥699,401	¥863,514	¥164,113

	Thousands of US dollars		
	Acquisition cost	2015 Carrying Amount	Difference
Securities for which the carrying amount exceeds the acquisition costs			
Stocks.....	\$ 780,304	\$ 2,668,124	\$ 1,887,819
Bonds.....	—	—	—
Others.....	2,074,052	2,191,308	117,255
Sub-Total	\$ 2,854,357	\$ 4,859,432	\$ 2,005,075
Securities for which the carrying amount does not exceed the acquisition costs			
Stocks.....	\$ 12,898	\$ 9,913	\$ (2,984)
Bonds.....	—	—	—
Others.....	3,513,341	3,513,341	—
Sub-Total	\$ 3,526,239	\$3,523,254	\$ (2,984)
Total	\$ 6,380,596	\$ 8,382,687	\$ 2,002,090

## b. Available-for-sale securities sold during 2015 and 2014

	Millions of yen		Thousands of US dollars
	2015	2014	2015
Amounts sold .....	¥206,255	¥165,779	\$ 1,716,364
Gains on sales of available-for-sale securities .....	—	17	—
Loss on sales of available-for-sale securities .....	—	0	—

## (d) Derivative transactions

The contract/notional amounts of derivatives which are shown in the below table do not represent The Group's exposure to market risk. As to fair values of derivatives which are shown in the below tables, commodity transactions are valued based on market price. Other transactions are valued based on the price offered by financial institutions.

## a. Derivative transactions to which hedge accounting is not applied as of 31 March 2015 and 2014

Currency related transactions (non-market transactions)

Millions of yen

Type	2015				2014			
	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)
Foreign currency forward contracts								
Buying								
USD	¥ 3,746	—	¥394	¥394	¥17,687	—	¥(142)	¥(142)
EUR	1,694	—	(16)	(16)	—	—	—	—
JPY	14,550	—	(43)	(43)	11,405	—	(262)	(262)
Total	¥19,990	—	¥333	¥333	¥29,093	—	¥(404)	¥(404)

Thousands of US dollars

Type	2015			
	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)
Foreign currency forward contracts				
Buying				
USD	\$31,175	—	\$3,279	\$3,279
EUR	14,098	—	(138)	(138)
JPY	121,079	—	(362)	(362)
Total	\$166,352	—	\$2,778	\$2,778

Interest and currency related transactions (non-market transactions)

Millions of yen

Type	2015				2014			
	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)
Interest rate swap								
Pay fixed								
receive floating								
Pay PHP								
receive USD	¥ —	¥ —	¥ —	¥ —	¥1,200	¥ —	¥ 84	¥ 84
Cross currency interest rate swap								
Pay floating								
receive floating								
Pay INR								
receive USD	5,568	2,784	1,323	1,323	7,153	4,769	1,536	1,536
Pay fixed								
receive floating								
Pay IDR								
receive USD	12,017	12,017	0	0	—	—	—	—
Pay fixed								
receive floating								
Pay IDR								
receive JPY	10,000	10,000	(0)	(0)	—	—	—	—
Total	¥27,585	¥24,801	¥1,323	¥1,323	¥8,353	¥4,769	¥1,620	¥1,620

Thousands of US dollars

Type	2015			
	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)
Cross currency interest rate swap Pay floating receive floating Pay INR receive USD	<b>\$ 46,340</b>	<b>\$ 23,170</b>	<b>\$11,012</b>	<b>\$11,012</b>
Pay fixed receive floating Pay IDR receive USD	<b>100,000</b>	<b>100,000</b>	<b>0</b>	<b>0</b>
Pay fixed receive floating Pay IDR receive JPY	<b>83,215</b>	<b>83,215</b>	<b>(0)</b>	<b>(0)</b>
Total	<b>\$229,555</b>	<b>\$206,385</b>	<b>\$11,012</b>	<b>\$11,012</b>

Commodity-related transactions (market transactions)

Millions of yen

Type	2015				2014			
	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)
Commodity Futures contract Buying	<b>¥1,304</b>	—	<b>¥(54)</b>	<b>¥(54)</b>	¥4,545	—	¥(55)	¥(55)
Total	<b>¥1,304</b>	—	<b>¥(54)</b>	<b>¥(54)</b>	¥4,545	—	¥(55)	¥(55)

Thousands of US dollars

Type	2015			
	Contract/ notional amount	Amount due after one year	Fair value	Gain (loss)
Commodity Futures contract Buying	<b>\$10,854</b>	—	<b>\$(450)</b>	<b>\$(450)</b>
Total	<b>\$10,854</b>	—	<b>\$(450)</b>	<b>\$(450)</b>

Earthquake-related transactions

Fair values for derivative contract relating to earthquakes were not measured due to characteristic of instruments. So they are not accounted for at fair values.

## b. Derivative transactions to which hedge accounting is applied as of 31 March 2015 and 2014

## Currency related transactions

Millions of yen

Type	2015			2014		
	Contract/ notional amount	Amount due after one year	Fair value	Contract/ notional amount	Amount due after one year	Fair value
Foreign currency forward contracts (Principle hedge accounting)						
Selling (Principal hedged item: Account receivable-trade)						
USD	¥ 8,034	—	¥ 42	¥ 3,847	—	¥ (35)
EUR	21,695	—	1,012	1,367	—	(7)
CAD	414	—	11	80	—	0
AUD	4,528	—	141	3,265	—	(95)
NZD	1,236	—	3	1,256	—	(40)
GBP	40	—	1	221	—	(1)
MXN	1,518	—	14	827	—	(6)
Buying (Principal hedged item: Account payable-trade)						
USD	—	—	—	70	—	2
EUR	11,083	—	(88)	7,225	—	(3)
Foreign currency forward contracts (Exceptional hedge accounting)						
Selling (Principal hedged item: Account receivable-trade)						
USD	—	—	*	616	—	*
EUR	19,354	—	*	8,947	—	*
CAD	51	—	*	15	—	*
AUD	2,883	—	*	2,039	—	*
NZD	375	—	*	350	—	*
GBP	40	—	*	301	—	*
MXN	492	—	*	691	—	*
CNY	720	—	*	56	—	*
Buying (Principal hedged item: Account payable-trade)						
USD	3,649	—	*	—	—	*
EUR	2,726	—	*	679	—	*
JPY	895	—	*	—	—	*
Total	¥79,742	—	¥1,139	¥31,862	—	¥(188)

Thousands of US dollars

Type	2015		
	Contract/ notional amount	Amount due after one year	Fair value
Foreign currency forward contracts (Principle hedge accounting)			
Selling (Principal hedged item: Account receivable-trade)			
USD	\$ 66,856	—	\$ 354
EUR	180,537	—	8,424
CAD	3,447	—	95
AUD	37,687	—	1,180
NZD	10,292	—	25
GBP	334	—	10
MXN	12,635	—	124
Buying (Principal hedged item: Account payable-trade)			
EUR	92,235	—	(734)
Foreign currency forward contracts (Exceptional hedge accounting)			
Selling (Principal hedged item: Account receivable-trade)			
EUR	161,061	—	*
CAD	426	—	*
AUD	23,995	—	*
NZD	3,126	—	*

GBP	336	—	*
MXN	4,101	—	*
CNY	5,993	—	*
Buying (Principal hedged item: Account payable-trade)			
USD	30,370	—	*
EUR	22,688	—	*
JPY	7,454	—	*
Total	\$663,581	—	\$9,481

\* Because these foreign currency forward contracts are handled together with hedged items, their fair values are included in that of hedged items.

## Interest and currency related transactions

Millions of yen

Type	Principal hedged item	2015			2014		
		Contract/ notional amount	Amount due after one year	Fair value	Contract/ notional amount	Amount due after one year	Fair value
Interest rate swap (Principle hedge accounting)							
Pay fixed receive floating	Long-term debt	¥ 63,500	¥ 63,500	¥(32)	¥ —	¥ —	¥ —
Cross currency interest rate swap (Principle hedge accounting)							
Pay fixed receive floating Pay JPY receive USD	Long-term debt	—	—	—	121,243	121,243	(73)
Pay fixed receive floating Pay IDR receive USD		8,919	4,026	(18)	3,782	2,319	2
Pay fixed receive floating Pay THB receive USD		14,962	14,962	(16)	12,940	12,940	311
Cross currency interest rate swap (Integration hedge accounting)							
Pay fixed receive floating Pay JPY receive USD	Long-term debt	98,000	98,000	*	—	—	—
Pay fixed receive floating Pay CNY receive JPY	Long-term debt	243	243	*	—	—	—
Pay fixed receive floating Pay INR receive USD	receivable	2,913	2,913	*	—	—	—
Total		¥188,538	¥183,645	¥(67)	¥137,965	¥136,502	¥240

Thousands of US dollars

Type	Principal hedged item	2015		
		Contract/ notional amount	Amount due after one year	Fair value
Interest rate swap (Principle hedge accounting)				
Pay fixed receive floating	Long-term debt	\$528,418	\$528,418	\$ (274)
Cross currency interest rate swap (Principle hedge accounting)				
Pay fixed receive floating Pay IDR receive USD	Long-term debt	74,225	33,506	(149)

Pay fixed receive floating Pay THB receive USD	Long-term debt	<b>124,507</b>	<b>124,507</b>	<b>(135)</b>
Cross currency interest rate swap (Integration hedge accounting)				
Pay fixed receive floating Pay JPY receive USD	Long-term debt	<b>815,511</b>	<b>815,511</b>	*
Pay fixed receive floating Pay CNY receive JPY	Long-term debt	<b>2,022</b>	<b>2,022</b>	*
Pay fixed receive floating Pay INR receive USD	receivable	<b>24,248</b>	<b>24,248</b>	*
Total		<b>\$1,568,932</b>	<b>\$1,528,214</b>	<b>\$(559)</b>

\* Because these cross currency interest rate swap transactions are handled together with hedged items, their fair values are included in that of hedged items.

#### NOTE 5: Short-term debt and long-term debt

Short-term debt as of 31 March 2015 and 2014 were as follows. The annual interest rates of short-term debt as of 31 March 2015 were from **0.15** percent to **10.5** percent.

	Millions of yen		Thousands of US dollars
	<b>2015</b>	2014	<b>2015</b>
Short-term loans payable and current portion of Long-term loans payable			
Unsecured .....	<b>¥281,950</b>	¥236,161	<b>\$2,346,265</b>
Lease obligations due within one year .....	<b>43</b>	46	<b>365</b>
	<b>¥281,994</b>	¥236,207	<b>\$2,346,631</b>

Long-term debt as of 31 March 2015 and 2014 were as follows:

	Millions of yen		Thousands of US dollars
	<b>2015</b>	2014	<b>2015</b>
Long-term loans payable maturing through 2020			
Secured .....	<b>¥ —</b>	¥ 236	<b>\$ —</b>
Unsecured .....	<b>272,717</b>	208,930	<b>2,269,426</b>
Lease obligations due more than one year .....	<b>49</b>	72	<b>408</b>
Other interest-bearing debts (Long-term guarantee deposited)	<b>13,731</b>	13,655	<b>114,270</b>
	<b>¥286,497</b>	¥222,894	<b>\$2,384,104</b>

As is customary in Japan, both short-term and long-term bank loans are subject to general agreements which provide that the banks may, under certain circumstances, request additional security for those loans, and may treat any security furnished to the banks, as well as cash deposited with them, as security for all present and future indebtedness.



The aggregate annual maturities of long-term debt, excluding other interest-bearing debt, outstanding as of 31 March 2015 were as follows:

<u>Year ending 31 March</u>	Millions of yen	Thousands of US dollars
2017 .....	<b>¥ 46,879</b>	<b>\$ 390,108</b>
2018 .....	<b>90,725</b>	<b>754,975</b>
2019 .....	<b>50,160</b>	<b>417,413</b>
2020 .....	<b>8,000</b>	<b>66,577</b>
Thereafter .....	<b>77,000</b>	<b>640,758</b>
	<b>¥272,766</b>	<b>\$2,269,834</b>

Assets pledged as collateral as of 31 March 2015:

	Millions of yen	Thousands of US dollars
Buildings and structures .....	<b>¥643</b>	<b>\$5,352</b>
Land .....	<b>97</b>	<b>807</b>
	<b>¥740</b>	<b>\$6,160</b>

Secured liabilities as of 31 March 2015:

	Millions of yen	Thousands of US dollars
Others (noncurrent liabilities) .....	<b>¥448</b>	<b>\$3,734</b>

#### NOTE 6: Loan commitment

The Company has the commitment line contract with five banks for effective financing. The outstanding balance of this contract as of 31 March 2015 and 2014 were as follows:

	Millions of yen		Thousands of US dollars
	<b>2015</b>	2014	<b>2015</b>
Commitment line contract total .....	<b>¥200,000</b>	¥200,000	<b>\$1,664,308</b>
Actual loan balance .....	—	—	—
Variance	<b>¥200,000</b>	¥200,000	<b>\$1,664,308</b>

**NOTE 7: Retirement and severance benefit**

(Year ended 31 March 2014)

**1 Outline of adopted retirement benefit systems**

As for The Company, cash balance corporate pension plan and lump-sum retirement benefit plan are established. And as for some of consolidated subsidiaries, defined benefit corporate pension plan and lump-sum retirement benefit plan are established. As for some foreign consolidated subsidiaries, defined contribution plan are established.

Some consolidated subsidiaries adopt simplified methods for the calculation of retirement benefits.

**2 Defined benefit plan****(a) Reconciliation of retirement benefit obligation from the opening balance to the closing balance**

	Millions of yen
Opening balance of retirement benefit obligation	<b>¥108,739</b>
Service cost	<b>6,024</b>
Interest cost	<b>2,199</b>
Actuarial differences arised in current fiscal year	<b>(611)</b>
Retirement allowance paid	<b>(4,940)</b>
Past service cost arised in current fiscal year	<b>159</b>
Others	<b>(475)</b>
Closing balance of retirement benefit obligation	<b>¥111,096</b>

**(b) Reconciliation of pension assets from the opening balance to the closing balance**

	Millions of yen
Opening balance of pension assets	<b>¥83,842</b>
Expected return on pension assets	<b>825</b>
Actuarial differences arised in current fiscal year	<b>808</b>
Contribution from employers	<b>8,028</b>
Retirement allowance paid	<b>(3,512)</b>
Others	<b>48</b>
Closing balance of pension assets	<b>¥90,040</b>

**(c) Reconciliation between closing balance of retirement benefit obligation and pension assets and net amount of liability/asset for retirement benefits recognized in consolidated balance sheet**

	Millions of yen
Defined benefit obligation of funded severance plan	<b>¥82,668</b>
Plan asset	<b>(90,040)</b>
	<b>(7,371)</b>
Defined benefit obligation of unfunded severance plan	<b>28,427</b>
Net amount of liability and asset for retirement benefits recognized in consolidated balance sheet	<b>¥21,056</b>
Liability for retirement benefits	<b>¥36,918</b>
Asset for retirement benefits	<b>(15,862)</b>
Net amount of liability and asset for retirement benefits recognized in consolidated balance sheet	<b>¥21,056</b>

**(d) Breakdown of retirement benefit expenses**

	Millions of yen
Service cost	<b>¥6,024</b>
Interest cost	<b>2,199</b>
Expected return on plan assets	<b>(825)</b>
Recognition of actuarial gains and losses	<b>527</b>
Amortization of past service cost	<b>(636)</b>
Others	<b>(656)</b>
Total amount of retirement benefit expenses for defined benefit plans	<b>¥6,633</b>

## (e) Accumulated adjustment for retirement benefit

Breakdown of accumulated adjustment for retirement benefit recognized were as follows:

	Millions of yen
Unrecognized past service cost	<b>¥3,276</b>
Unrecognized actuarial gains and losses	<b>2,742</b>
Total	<b>¥6,018</b>

## (f) Plan assets

## a. Major breakdown of pension assets

Portion of major components to total pension assets were as follows:

Debt securities	<b>51.1%</b>
General account of life insurance companies	<b>38.0%</b>
Others	<b>10.9%</b>
Total	<b>100.0%</b>

## b. Method to determine long-term expected return on plan assets

Expected return on pension assets were determined by considering the current and anticipated future portfolio of pension assets and current and anticipated future long-term performance of various asset classes that comprise pension assets.

## (g) Actuarial assumptions

Discount rate	<b>2.00%</b>
Expected long-term return on pension assets	<b>0.82%</b>

## 3 Defined contribution plan

Contribution to defined contribution plan by The Company and consolidated subsidiaries was 216 million yen.

(Year ended 31 March 2015)

## 1. Outline of adopted retirement benefit systems

As for The Company, cash balance corporate pension plan and lump-sum retirement benefit plan are established. And as for some of consolidated subsidiaries, defined benefit corporate pension plan and lump-sum retirement benefit plan are established. As for some foreign consolidated subsidiaries, defined contribution plan are established. Some consolidated subsidiaries adopt simplified methods for the calculation of retirement benefits.

## 2. Defined benefit plan

## (a) Reconciliation of retirement benefit obligation from the opening balance to the closing balance

	Millions of yen	Thousands of US dollars
Opening balance of retirement benefit obligation	<b>¥111,096</b>	<b>\$ 924,494</b>
Cumulative effects of changes in accounting	<b>12,243</b>	<b>101,882</b>
Opening balance reflected changes in accounting	<b>¥123,339</b>	<b>\$1,026,377</b>
Service cost	<b>6,638</b>	<b>55,245</b>
Interest cost	<b>1,681</b>	<b>13,994</b>
Actuarial differences arised in current fiscal year	<b>886</b>	<b>7,378</b>
Retirement allowance paid	<b>(4,751)</b>	<b>(39,542)</b>
Past service cost arised in current fiscal year	<b>5,322</b>	<b>44,294</b>
Others	<b>301</b>	<b>2,505</b>
Closing balance of retirement benefit obligation	<b>¥133,418</b>	<b>\$1,110,251</b>

## (b) Reconciliation of pension assets from the opening balance to the closing balance

	Millions of yen	Thousands of US dollars
Opening balance of pension assets	<b>¥90,040</b>	<b>\$749,273</b>
Expected return on pension assets	<b>1,000</b>	<b>8,322</b>
Actuarial differences arised in current fiscal year	<b>454</b>	<b>3,785</b>
Contribution from employers	<b>5,905</b>	<b>49,142</b>
Retirement allowance paid	<b>(3,364)</b>	<b>(27,993)</b>
Others	<b>451</b>	<b>3,755</b>
Closing balance of pension assets	<b>¥94,487</b>	<b>\$786,285</b>

## (c) Reconciliation between closing balance of retirement benefit obligation and pension assets and net amount of liability/asset for retirement benefits recognized in consolidated balance sheet

	Millions of yen	Thousands of US dollars
Defined benefit obligation of funded severance plan	<b>¥95,065</b>	<b>\$791,090</b>
Plan asset	<b>(94,487)</b>	<b>(786,285)</b>
	<b>577</b>	<b>4,804</b>
Defined benefit obligation of unfunded severance plan	<b>38,353</b>	<b>319,161</b>
Net amount of liability and asset for retirement benefits recognized in consolidated balance sheet	<b>¥38,930</b>	<b>\$323,965</b>
Liability for retirement benefits	<b>¥40,791</b>	<b>\$339,450</b>
Asset for retirement benefits	<b>(1,860)</b>	<b>(15,484)</b>
Net amount of liability and asset for retirement benefits recognized in consolidated balance sheet	<b>¥38,930</b>	<b>\$323,965</b>

## (d) Breakdown of retirement benefit expenses

	Millions of yen	Thousands of US dollars
Service cost	<b>¥6,638</b>	<b>\$55,245</b>
Interest cost	<b>1,681</b>	<b>13,994</b>
Expected return on plan assets	<b>(1,000)</b>	<b>(8,322)</b>
Recognition of actuarial gain and losses	<b>992</b>	<b>8,262</b>
Amortization of past service cost	<b>117</b>	<b>981</b>
Others	<b>46</b>	<b>384</b>
Total amount of retirement benefit expenses for defined benefit plans	<b>¥8,477</b>	<b>\$70,546</b>

## (e) Adjustment for retirement benefit

Breakdown of adjustment for retirement benefit recognized were as follows:

	Millions of yen	Thousands of US dollars
Past service cost	<b>¥(5,140)</b>	<b>\$(42,780)</b>
Actuarial gains and losses	<b>616</b>	<b>5,129</b>
Total	<b>¥(4,524)</b>	<b>\$(37,650)</b>

## (f) Accumulated adjustment for retirement benefit

Breakdown of accumulated adjustment for retirement benefit recognized were as follows:

	Millions of yen	Thousands of US dollars
Unrecognized past service cost	<b>¥(1,864)</b>	<b>\$(15,513)</b>
Unrecognized actuarial gains and losses	<b>3,344</b>	<b>27,828</b>
Total	<b>¥1,479</b>	<b>\$12,314</b>

**(g) Plan assets**

## a. Major breakdown of pension assets

Portion of major components to total pension assets were as follows:

Debt securities	<b>49.0%</b>
General account of life insurance companies	<b>37.9%</b>
Others	<b>13.1%</b>
Total	<b>100.0%</b>

## b. Method to determine long-term expected return on plan assets

Expected return on pension assets were determined by considering the current and anticipated future portfolio of pension assets and current and anticipated future long-term performance of various asset classes that comprise pension assets.

**(h) Actuarial assumptions**

Discount rate	<b>1.12%</b>
Expected long-term return on pension assets	<b>0.88%</b>

**3. Defined contribution plan**

Contribution to defined contribution plan by The Company and consolidated subsidiaries was 231 million yen (1,926 thousand US dollars).

**NOTE 8: Income taxes**

Breakdown of deferred tax assets and deferred tax liabilities by their main occurrence causes were as follows:

	Millions of yen		Thousands of US dollars
	<b>2015</b>	2014	<b>2015</b>
<b>Deferred tax assets</b>			
Impairment loss and Excess-depreciation .....	<b>¥ 57,418</b>	¥ 59,105	<b>\$ 477,811</b>
Various reserves .....	<b>37,254</b>	39,548	<b>310,017</b>
Unrealized profits elimination .....	<b>24,197</b>	20,876	<b>201,359</b>
Loss on valuation of securities .....	<b>14,265</b>	12,254	<b>118,713</b>
Deferred assets .....	<b>3,579</b>	3,367	<b>29,787</b>
Others .....	<b>75,362</b>	82,757	<b>627,134</b>
Deferred tax assets sub-total .....	<b>212,078</b>	217,910	<b>1,764,824</b>
Valuation allowance .....	<b>(39,996)</b>	(54,930)	<b>(332,832)</b>
Deferred tax assets total .....	<b>¥172,082</b>	¥162,980	<b>\$1,431,991</b>
<b>Deferred tax liabilities</b>			
Valuation difference on available-for-sale securities .....	<b>¥(76,700)</b>	¥ (56,219)	<b>\$(638,265)</b>
Variance from the complete market value method of consolidated subsidiaries .....	<b>(5,811)</b>	(5,243)	<b>(48,357)</b>
Reserve for advanced depreciation of noncurrent assets ...	<b>(3,450)</b>	(3,603)	<b>(28,713)</b>
Others .....	<b>(1,076)</b>	(2,071)	<b>(8,959)</b>
Deferred tax liabilities total .....	<b>(87,038)</b>	(67,138)	<b>(724,296)</b>
Net amounts of deferred tax assets .....	<b>¥ 85,043</b>	¥ 95,841	<b>\$ 707,695</b>

The differences between the statutory tax rate and the effective tax rate were summarized as follows:

	<b>2015</b>	2014
Statutory tax rate .....	—	37.2%
Effect of change of tax rate .....	—	3.1%
Tax credit .....	—	(3.3%)
Tax rate difference (consolidated overseas subsidiaries)	—	(2.0%)
Others .....	—	0.3%
Effective tax rate .....	—	35.3%

\* For the year ended 31 March 2015, notes have been omitted as the difference between the statutory tax rate and the effective tax rate after adoption of tax effect accounting was less than 5% of the statutory tax rate.

**NOTE 9: Research and development costs**

Research and development costs included in selling, general and administrative expenses, for the years ended 31 March 2015 and 2014 were as follows:

	Millions of yen		Thousands of US dollars
	2015	2014	2015
Research and development costs.....	<b>¥125,896</b>	¥127,090	<b>\$1,047,655</b>

**NOTE 10: Cash and cash equivalents**

Cash and cash equivalents as of 31 March 2015 and 2014 were as follows:

	Millions of yen		Thousands of US dollars
	2015	2014	2015
Cash and deposits .....	<b>¥457,513</b>	¥358,851	<b>\$3,807,223</b>
Short-term investment securities.....	<b>685,647</b>	612,489	<b>5,705,647</b>
Time deposits with maturities of over three months .....	<b>(18,012)</b>	(73,370)	<b>(149,888)</b>
Bonds etc. with redemption period of over three months	<b>(192,888)</b>	(187,359)	<b>(1,605,126)</b>
	<b>¥932,261</b>	¥710,611	<b>\$7,757,854</b>

**NOTE 11: Net assets**

The Companies Act of Japan requires that at least 50% of the contribution of new shares be included in capital stock. The portion to be recorded as capital stock is determined by resolution of the meeting of the Board of Directors. Proceeds in excess of the capital stock should be credited to "legal capital surplus".

The Companies Act provides that an amount equivalent to 10% of cash dividends should be appropriated as a legal capital surplus or legal retained earnings until total amount of them reaches a certain limit, defined as 25% of the capital stock. The Companies Act allows both legal capital surplus and legal retained earnings to be transferred to the capital stock following the approval at an Ordinary General Meeting of Shareholders.

The legal retained earnings of The Company and its subsidiaries are included in "retained earnings" on the consolidated balance sheet and are not shown separately.

According to the Companies Act, the articles of incorporation allow to repurchase treasury stock and dispose of such treasury stock by resolution of meeting of the Board of Directors.

**NOTE 12: Other comprehensive income**

Other comprehensive income as of 31 March 2015 and 2014 were as follows:

	Millions of yen		Thousands of US dollars
	2015	2014	2015
Valuation difference on available-for-sale securities			
Unrealized loss (gain) arising during the period .....	<b>¥77,327</b>	¥73,280	<b>\$ 643,480</b>
Reclassification adjustment of unrealized gain (loss) through profit or loss.....	<b>—</b>	40	<b>—</b>
Before tax effect.....	<b>77,327</b>	73,320	<b>643,480</b>
Tax effect .....	<b>(19,592)</b>	(25,724)	<b>(163,043)</b>
Balance at the end of the period.....	<b>¥57,734</b>	¥47,596	<b>\$ 480,437</b>
Deferred gains or losses on hedges			
Unrealized loss (gain) arising during the period .....	<b>¥ 965</b>	¥ (4,119)	<b>\$ 8,034</b>
Reclassification adjustment of unrealized gain (loss) through profit or loss.....	<b>75</b>	1,785	<b>628</b>
Before tax effect.....	<b>1,041</b>	(2,333)	<b>8,662</b>
Tax effect .....	<b>(453)</b>	1,136	<b>(3,777)</b>

Balance at the end of the period.....	¥ 587	¥ (1,196)	\$ 4,884
Foreign currency translation adjustment			
Unrealized loss (gain) arising during the period.....	¥ 46,774	¥27,748	\$ 389,233
Reclassification adjustment of unrealized gain (loss) through profit or loss.....	—	(192)	—
Balance at the end of the period	¥ 46,774	¥27,555	\$ 389,233
Adjustment for retirement benefit			
Unrealized loss (gain) arising during the period.....	¥ (5,176)	¥ —	\$ (43,072)
Reclassification adjustment of unrealized gain (loss) through profit or loss.....	651	—	5,422
Before tax effect.....	(4,524)	—	(37,650)
Tax effect.....	1,518	—	12,637
Balance at the end of the period.....	¥ (3,005)	¥ —	\$ (25,012)
Share of other comprehensive income of associates accounted for using equity method			
Unrealized loss (gain) arising during the period	¥ 3,489	¥ 7,504	\$ 29,038
Total other comprehensive income.....	¥105,579	¥81,459	\$ 878,581

**NOTE 13: Cash dividends**

	Resolution			
	Ordinary General Meeting of Shareholders held on 27 June 2014		Meeting of the Board of Directors held on 6 November 2014	
Total amount of cash dividends	¥7,854 million	\$65,362 thousand	¥5,610 million	\$46,687 thousand
Cash dividends per share	¥14.00	\$0.12	¥10.00	\$0.08
Record date	31 March 2014		30 September 2014	
Effective date	30 June 2014		28 November 2014	

Dividends which record date was in the current consolidated fiscal year and effective date was in the next fiscal year:

	Resolution	
	Ordinary General Meeting of Shareholders held on 26 June 2015	
Total amount of cash dividends	¥9,537 million	\$79,368 thousand
Cash dividends per share	¥17.00	\$0.14
Record date	31 March 2015	
Effective date	29 June 2015	

**NOTE 14: Stock option plan**

The Company adopts stock option plan by using subscription rights to shares.

The plan was adopted at the Ordinary General Meeting of Shareholders and meeting of the Board of Directors held on 28 June 2012, 27 June 2013 and 27 June 2014 based on The Company Act of Japan.

The details of the plan were as follows:

1. Resolution date	28 June 2012
2. Category and number of people to whom stock options are granted	10 Directors of The Company (excluding Outside Directors) 6 Managing Officers who do not concurrently serve as Directors
3. Class of shares that are the subject of subscription rights to shares	Common stock of The Company
4. Number of shares	67,000 shares
5. Amount to be paid for subscription rights to shares	1 yen per 1 share
6. Period during which subscription rights to shares can be exercised	From 21 July 2012 to 20 July 2042
7. Terms of exercise of subscription rights to shares	(1) A person who is allocated subscription rights to shares shall be able to exercise share subscription rights only up until 10th day (the next business day if the 10th day falls on a non-business day) from the day immediately following the date of resignation as The Company's Director as well as the Senior Managing Officer or Managing Officer without the role of Director being served concurrently. (2) If a person who is allocated subscription rights to shares was dead, heir may exercise the rights.
8. Matters relating to assignment of subscription rights to shares	The acquisition of subscription rights to shares by assignment shall require the approval of the Board of Directors of The Company.
9. Matters relating to subrogation payment	None

1. Resolution date	27 June 2013
2. Category and number of people to whom stock options are granted	7 Directors of The Company (excluding Outside Director) 10 Senior Managing Officers and Managing Officers who do not concurrently serve as Directors
3. Class of shares that are the subject of subscription rights to shares	Same to the plan adopted at 28 June 2012
4. Number of shares	42,000 shares
5. Amount to be paid for subscription rights to shares	Same to the plan adopted at 28 June 2012
6. Period during which subscription rights to shares can be exercised	From 20 July 2013 to 19 July 2043
7. Terms of exercise of subscription rights to shares	Same to the plan adopted at 28 June 2012
8. Matters relating to assignment of subscription rights to shares	Same to the plan adopted at 28 June 2012
9. Matters relating to subrogation payment	Same to the plan adopted at 28 June 2012



1. Resolution date	27 June 2014
2. Category and number of people to whom stock options are granted	6 Directors of The Company (excluding Outside Director) 6 Managing Officers who do not concurrently serve as Directors
3. Class of shares that are the subject of subscription rights to shares	Same to the plan adopted at 28 June 2012
4. Number of shares	32,400 shares
5. Amount to be paid for subscription rights to shares	Same to the plan adopted at 28 June 2012
6. Period during which subscription rights to shares can be exercised	From 23 July 2014 to 22 July 2044
7. Terms of exercise of subscription rights to shares	Same to the plan adopted at 28 June 2012
8. Matters relating to assignment of subscription rights to shares	Same to the plan adopted at 28 June 2012
9. Matters relating to subrogation payment	Same to the plan adopted at 28 June 2012

**NOTE 15: Contingent liabilities**

As of 31 March 2015 and 2014, The Company and some of consolidated subsidiaries had the contingent liabilities as follows:

	Millions of yen		Thousands of US dollars
	2015	2014	2015
Guarantee of indebtedness of affiliates and others .....	<b>¥10,425</b>	¥8,277	<b>\$86,756</b>

**NOTE 16: Segment Information****1. Outline of reportable segments**

The reportable segments of The Company are the components of The Company business for which discrete financial information is available, and whose operating results are regularly reviewed by our decision-making body such as Board of Directors to make decisions about resources to be allocated to the segment and to assess its performance.

The Group has three reportable segments of "Motorcycle", "Automobile" and "Marine and Power products, etc." based on the form of management organization and nature of products and services.

Main products and services of each segment are as follows:

Segment	Main products and services
Motorcycle	Motorcycles, All-terrain vehicles
Automobile	Minivehicles, Sub-compact vehicles, Standard-sized vehicles
Marine and Power products, etc.	Outboard motors, Engines for snowmobiles, etc., Electro senior vehicles, Houses

**2. Methods of measurement for the amounts of net sales, profit or loss, assets and other items for each reportable segment**

The accounting policies of the reportable segments are consistent to the description of the "Summary of significant accounting policies" (Note2).

## 3. Information about the amounts of net sales, profit or loss, assets and other items by reportable segment (Years ended 31 March)

	Millions of yen				
	2015				
	Motorcycle	Automobile	Marine & Power products, etc.	Adjustment	Consolidated
Net Sales:					
Net sales to external customers ...	<b>¥250,485</b>	<b>¥2,701,942</b>	<b>¥63,033</b>	<b>¥ —</b>	<b>¥3,015,461</b>
Segment profit (loss) .....	<b>(675)</b>	<b>171,827</b>	<b>8,272</b>	<b>—</b>	<b>179,424</b>
Segment assets .....	<b>203,256</b>	<b>1,893,036</b>	<b>45,159</b>	<b>1,111,348</b>	<b>3,252,800</b>
Other content:					
Depreciation .....	<b>8,504</b>	<b>124,686</b>	<b>1,186</b>	<b>—</b>	<b>134,377</b>
Amortization of goodwill .....	<b>639</b>	<b>1,757</b>	<b>122</b>	<b>—</b>	<b>2,519</b>
Impairment loss .....	<b>—</b>	<b>969</b>	<b>—</b>	<b>—</b>	<b>969</b>
Investment in associates accounted for by equity method...	<b>15,089</b>	<b>45,346</b>	<b>82</b>	<b>—</b>	<b>60,519</b>
Increase in property, plant and equipment and intangible assets ...	<b>8,356</b>	<b>184,785</b>	<b>1,314</b>	<b>—</b>	<b>194,457</b>

	Millions of yen				
	2014				
	Motorcycle	Automobile	Marine & Power products, etc.	Adjustment	Consolidated
Net Sales:					
Net sales to external customers ...	<b>¥266,602</b>	<b>¥2,615,664</b>	<b>¥56,046</b>	<b>¥ —</b>	<b>¥2,938,314</b>
Segment profit .....	<b>105</b>	<b>179,296</b>	<b>8,346</b>	<b>—</b>	<b>187,747</b>
Segment assets .....	<b>222,413</b>	<b>1,649,071</b>	<b>42,668</b>	<b>959,921</b>	<b>2,874,074</b>
Other content:					
Depreciation .....	<b>7,268</b>	<b>109,024</b>	<b>896</b>	<b>—</b>	<b>117,188</b>
Amortization of goodwill .....	<b>453</b>	<b>1,609</b>	<b>101</b>	<b>—</b>	<b>2,164</b>
Impairment loss .....	<b>128</b>	<b>900</b>	<b>0</b>	<b>—</b>	<b>1,029</b>
Investment in associates accounted for by equity method...	<b>15,335</b>	<b>40,276</b>	<b>87</b>	<b>—</b>	<b>55,699</b>
Increase in property, plant and equipment and intangible assets ...	<b>22,847</b>	<b>189,604</b>	<b>1,167</b>	<b>—</b>	<b>213,619</b>

	Thousands of US dollars				
	2015				
	Motorcycle	Automobile	Marine & Power products, etc.	Adjustment	Consolidated
Net Sales:					
Net sales to external customers ...	<b>\$2,084,427</b>	<b>\$22,484,333</b>	<b>\$ 524,537</b>	<b>\$ —</b>	<b>\$25,093,298</b>
Segment profit (loss) .....	<b>(5,621)</b>	<b>1,429,874</b>	<b>68,839</b>	<b>—</b>	<b>1,493,091</b>
Segment assets .....	<b>1,691,409</b>	<b>15,752,987</b>	<b>375,796</b>	<b>9,248,132</b>	<b>27,068,326</b>
Other content:					
Depreciation .....	<b>70,771</b>	<b>1,037,582</b>	<b>9,874</b>	<b>—</b>	<b>1,118,228</b>
Amortization of goodwill .....	<b>5,324</b>	<b>14,625</b>	<b>1,017</b>	<b>—</b>	<b>20,968</b>
Impairment loss .....	<b>—</b>	<b>8,067</b>	<b>—</b>	<b>—</b>	<b>8,067</b>
Investment in associates accounted for by equity method...	<b>125,569</b>	<b>377,356</b>	<b>686</b>	<b>—</b>	<b>503,612</b>
Increase in property, plant and equipment and intangible assets ...	<b>69,540</b>	<b>1,537,702</b>	<b>10,942</b>	<b>—</b>	<b>1,618,185</b>

## (Reference information)

As reference information, operating results by geographical areas were as follows:

(a) The amount of net sales, operating income or loss based on location of  
The Company and its consolidated subsidiaries (Years ended 31 March)

	Millions of yen					
	2015					
	Japan	Europe	Asia	Other areas	Eliminations	Consolidated
Net Sales:						
Net sales to external customers...	¥1,317,659	¥306,156	¥1,233,494	¥158,151	¥ —	¥3,015,461
Internal net sales or transfer among geographical areas.....	447,311	129,982	72,736	1,029	(651,059)	—
Total	1,764,970	436,139	1,306,230	159,181	(651,059)	3,015,461
Operating income.....	90,718	5,116	81,607	2,620	(637)	179,424

	Millions of yen					
	2014					
	Japan	Europe	Asia	Other areas	Eliminations	Consolidated
Net Sales:						
Net sales to external customers...	¥1,309,383	¥ 360,465	¥1,118,169	¥ 150,296	¥ —	¥2,938,314
Internal net sales or transfer among geographical areas.....	392,284	16,000	57,185	679	(466,149)	—
Total	1,701,667	376,466	1,175,355	150,975	(466,149)	2,938,314
Operating income.....	134,513	4,154	59,419	241	(10,582)	187,747

	Thousands of US dollars					
	2015					
	Japan	Europe	Asia	Other areas	Eliminations	Consolidated
Net sales:						
Net sales to external customers...	\$10,964,960	\$2,547,693	\$10,264,578	\$1,316,066	\$ —	\$25,093,298
Internal net sales or transfer among geographical areas.....	3,722,322	1,081,657	605,276	8,566	(5,417,822)	—
Total	14,687,283	3,629,350	10,869,854	1,324,632	(5,417,822)	25,093,298
Operating income.....	754,915	42,573	679,102	21,802	(5,302)	1,493,091

\* "Other areas" consists principally of North America, Oceania and South America.

(b) The amount of net sales based on external customers (Years ended 31 March)

	Millions of yen			
	<b>2015</b>			
	Japan	India	Others	Consolidated
Net sales.....	<b>¥1,094,611</b>	<b>¥787,560</b>	<b>¥1,133,289</b>	<b>¥3,015,461</b>

	Millions of yen			
	2014			
	Japan	India	Others	Consolidated
Net sales.....	¥1,132,732	¥638,720	¥1,166,861	¥2,938,314

	Thousands of US dollars			
	<b>2015</b>			
	Japan	India	Others	Consolidated
Net sales.....	<b>\$9,108,860</b>	<b>\$6,553,717</b>	<b>\$9,430,720</b>	<b>\$25,093,298</b>

## Independent Auditor's Report

To the Board of Directors of  
Suzuki Motor Corporation

We have audited the accompanying consolidated financial statements of Suzuki Motor Corporation and its subsidiaries, which comprise the consolidated balance sheet as at 31 March 2015, and the consolidated statement of income, statement of comprehensive income, statement of changes in net assets and statement of cash flows for the year then ended, all expressed in Japanese Yen, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.


An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Suzuki Motor Corporation and its consolidated subsidiaries as at 31 March 2015, and the consolidated results of their operations and their cash flows for the year then ended in accordance with accounting principles generally accepted in Japan.

The amounts expressed in US dollars, which are provided solely for the convenience of the reader, have been translated on the basis set forth in Note 1 to the accompanying consolidated financial statements.



Seimei Audit Corporation  
Tokyo, Japan  
26 June 2015

# Company Outline

- 1. Company Name** **SUZUKI MOTOR CORPORATION**
- 2. Date of Incorporation** March 1920 Incorporated as Suzuki Loom Manufacturing Co.  
June 1954 Name changed to Suzuki Motor Co., Ltd.  
October 1990 Name changed to Suzuki Motor Corporation
- 3. Head Office** 300 Takatsuka-cho, Minami-ku, Hamamatsu-shi, Shizuoka 432-8611 Japan  
**Mailing Address** : Hamamatsu-Nishi, P.O.Box 1 Naka-ku, Hamamatsu-shi, Shizuoka, Japan  
**Website Address** : <http://www.globalsuzuki.com>
- 4. Main Products** Motorcycles, Automobiles, Outboard Motors, Motorized Wheelchairs, Electro Senior Vehicles, Industrial Equipment
- 5. Fiscal Year-End** 31 March
- 6. Public Accounting Firm** Seimei Audit Corporation
- 7. Capital and Shareholders** (as of 31 March, 2015)

Capital	¥138,014 million
Total number of authorized shares	1,500 million
Total number of shares issued	561,047,304
Number of shareholders	33,311
Stock Listing	Tokyo Stock Exchange
Securities Code	7269
Ordinary General Meeting of Shareholders	June
Record Dates	<ul style="list-style-type: none"> <li>• Ordinary General Meeting of Shareholders 31 March</li> <li>• Year-End Dividend 31 March</li> <li>• Interim Dividend 30 September</li> </ul>
Shareholders' Register Manager	Sumitomo Mitsui Trust Bank, Limited 1-4-1, Marunouchi, Chiyoda-ku, Tokyo

## <Ten Major Shareholders>

Name of Shareholder	Number of Shares Held (Thousands of Shares)	Shareholding Ratio (%)
Volkswagen AG	111,610	19.9
The Master Trust Bank of Japan, Ltd. (Trust Account)	22,869	4.1
Tokio Marine & Nichido Fire Insurance Co., Ltd.	17,961	3.2
Japan Trustee Services Bank, Ltd. (Trust Account)	16,485	2.9
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	16,000	2.9
The Shizuoka Bank, Ltd.	14,500	2.6
Resona Bank, Ltd.	13,000	2.3
JP Morgan Chase Bank 380055	9,429	1.7
Sompo Japan Nipponkoa Insurance Inc.	7,761	1.4
Nippon Steel & Sumitomo Metal Corporation	7,759	1.4

(Note) \*1. Number of shares disregards and rounds off figures of less than 1,000 shares.

\*2. Our Company holds 7,248 of treasury stocks.

\*3. Shareholding ratio is calculated eliminating treasury stocks held by our Company.

**Suzuki Group**

Subsidiaries: 133 companies (68 in domestic, 65 in overseas) Affiliates: 35 companies

**(1) Major Domestic Subsidiaries****[Manufacturing Subsidiaries]**

Suzuki Auto Parts Mfg. Co., Ltd.  
 Suzuki Akita Auto Parts Mfg. Co., Ltd.  
 Snic Co., Ltd.  
 Suzuki Toyama Auto Parts Mfg. Co., Ltd.

**(2) Major Overseas Subsidiaries****[Marketing Subsidiaries]**

30 directly managed overseas marketing companies

**[EUROPE]**

<b>Germany</b>	Suzuki Deutschland GmbH
<b>Spain</b>	Suzuki Motor Iberica, S.A.U.
<b>Italy</b>	Suzuki Italia S.p.A.
<b>France</b>	Suzuki France S.A.S.
<b>Hungary</b>	Magyar Suzuki Corporation Ltd.
<b>UK</b>	Suzuki GB PLC
<b>Austria</b>	Suzuki Austria Automobil Handels G.m.b.H
<b>Poland</b>	Suzuki Motor Poland SP.Z.O.O.

**[AMERICA]**

<b>USA</b>	Suzuki Motor of America, Inc.
<b>USA</b>	Suzuki Manufacturing of America Corporation
<b>Canada</b>	Suzuki Canada Inc.
<b>Mexico</b>	Suzuki Motor de Mexico S.A. DE C.V.
<b>Colombia</b>	Suzuki Motor de Colombia S.A.

**[Non-Manufacturing Subsidiaries]**

Suzuki Transportation & Packing Co., Ltd.  
 Suzuki Business Co., Ltd.  
 Suzuki Engineering Co., Ltd.

**[Marketing Subsidiaries]**

54 directly managed domestic marketing companies

**[ASIA]**

<b>India</b>	Maruti Suzuki India Ltd.
<b>India</b>	Suzuki Motorcycle India Private Limited
<b>Pakistan</b>	Pak Suzuki Motor Co., Ltd.
<b>Indonesia</b>	PT. Suzuki Indomobil Motor
<b>Thailand</b>	Thai Suzuki Motor Co., Ltd.
<b>Thailand</b>	Suzuki Motor (Thailand) Co., Ltd.
<b>Malaysia</b>	Suzuki Motorcycle Malaysia SDN.BHD.
<b>Philippines</b>	Suzuki Philippines Inc.
<b>Cambodia</b>	Cambodia Suzuki Motor Co., Ltd.
<b>China</b>	Suzuki Motor (China) Investment Co., Ltd.
<b>Vietnam</b>	Vietnam Suzuki Corporation
<b>Taiwan</b>	Taiwan Suzuki Automobile Corporation
<b>Myanmar</b>	Suzuki (Myanmar) Motor Co., Ltd.

**[OCEANIA]**

<b>Australia</b>	Suzuki Australia Pty. Ltd.
<b>New Zealand</b>	Suzuki New Zealand Ltd.

**[AFRICA]**

<b>South Africa</b>	Suzuki Auto South Africa (Pty.) Ltd.
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**Way of Life!**

**SUZUKI MOTOR CORPORATION**

300 Takatsuka-Cho,  
Minami-Ku, Hamamatsu-shi,  
Shizuoka, Japan 432-8611  
<http://www.globalsuzuki.com>