

9 May, 2014

## **Suzuki announces Financial Results for FY2013 (April 2013 to March 2014)**

- Increased sales for two consecutive fiscal years
- Increased profit for five consecutive fiscal years
- Highest ever income amount and income margin
- Year-end dividends up by ¥4.00 per share to ¥14.00 per share

### **1. Outline of Operating Results for FY2013 (April 2013 to March 2014)**

The consolidated net sales of this fiscal year (April 2013 to March 2014) increased by ¥360.0 billion (14.0%) to ¥2,938.3 billion compared to the previous fiscal year, owing to increase in Japan, Asia, and Europe. The Japanese domestic net sales increased by ¥91.8 billion (8.8%) to ¥1,132.7 billion year-on-year, by covering the decrease in OEM sales with the sales of Suzuki brand vehicles. The overseas net sales increased by ¥268.2 billion (17.4%) to ¥1,805.6 billion year-on-year.

In terms of the consolidated income, the operating income increased by ¥43.1 billion (29.9%) to ¥187.7 billion year-on-year, the ordinary income increased by ¥42.2 billion (27.2%) to ¥197.8 billion year-on-year, and the net income increased by ¥27.1 billion (33.7%) to ¥107.5 billion year-on-year. The operating income increased mainly owing to improvement in export profit from Japan by the impact of the exchange rate and increase in income in Asia. Each income amount and income margin of the operating income, the ordinary income, and the net income, marked the highest ever.

The year-end dividends is scheduled to be up by ¥4.00 per share from the previous forecasts to ¥14.00 per share (previous year-end dividends was ¥10.00 per share). As a result, the annual dividends will be ¥24.00 per share, up by ¥6.00 per share from the previous fiscal year.

## 2. The Operating Results by Segment

In the automobile business, the Japanese domestic net sales increased year-on-year as a result of expanding its sales and strengthening the products such as by improvement in fuel efficiency of the Alto Eco and launch of new-genre mini passenger car Hustler, in addition to great sales of the Spacia, as well as the impact of last-minute demand due to increase in consumption tax rate. As for the overseas, the net sales increased year-on-year mainly owing to increase in Europe, India, and Indonesia. As a result, the overall net sales of the automobile business increased by ¥317.9 billion (13.8%) to ¥2,615.7 billion year-on-year. The operating income marked the highest ever, which increased by ¥28.7 billion (19.0%) to ¥179.3 billion year-on-year, mainly owing to improvement in export profit from Japan by the impact of the exchange rate and increase in income in Asia.

In the motorcycle business, the net sales increased by ¥36.3 billion (15.8%) to ¥266.6 billion year-on-year, mainly owing to the impact of the exchange rate and launch of new large displacement motorcycle V-Strom1000ABS in Europe. As for the operating income, the operating loss of ¥11.9 billion in the previous fiscal year became an operating income of ¥100 million, slightly turning into the black for the first time in six fiscal years, mainly owing to improvement in income of large displacement motorcycles.

In the marine and power products, etc. business, the net sales increased by ¥5.8 billion (11.6%) to ¥56.0 billion year-on-year, mainly owing to increase in sales of outboard motors in Europe. Operating income increased by ¥2.4 billion (41.5%) to ¥8.3 billion year-on-year.

As for the operating results by geographical areas, Japan marked the highest ever operating income mainly owing to improvement in export profit from Japan by the impact of the exchange rate. Asia also marked the highest ever operating income mainly owing to increase in automobile sales in Indonesia and Thailand and the impact of the exchange rate. Europe increased sales and turned into the black mainly owing to launch of the SX4 S-CROSS and new large displacement motorcycles.

