

2 November, 2017

Suzuki Announces the Financial Results for FY2017 Second Quarter (April 2017 to September 2017)

- Increased net sales and income
- Interim cash dividends up by ¥8.00 per share
- Upward revision in full year forecasts

1. Outline of the Financial Results for FY2017 Second Quarter

The consolidated net sales of this second quarter (April 2017 to September 2017) increased by ¥332.1 billion (22.2%) to ¥1,831.1 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales increased by ¥34.8 billion (7.0%) to ¥531.4 billion year-on-year mainly owing to increase in minivehicle sales. The overseas net sales increased by ¥297.3 billion (29.7%) to ¥1,299.7 billion year-on-year mainly owing to increase in automobile and motorcycle sales in markets including India and Europe.

In terms of the consolidated income, the operating income increased by ¥57.4 billion (49.7%) to ¥172.9 billion year-on-year mainly owing to improvement in profit in Japan, Asia, and Europe. The ordinary income increased by ¥65.1 billion (53.4%) to ¥186.9 billion year-on-year. The net income attributable to owners of the parent increased by ¥4.3 billion (4.3%) to ¥104.2 billion year-on-year.

The interim cash dividends will be up by ¥8.00 per share from the previous forecast to ¥30.00 per share (previous interim cash dividends were ¥17.00 per share), since the second quarter results exceeded the forecasts made in the beginning of the fiscal year. The year-end cash dividends will also be up by ¥8.00 per share from the previous forecast to ¥30.00 per share.

2. Operating Results by Segment

In the automobile business, the Japanese domestic automobile net sales increased year-on-year mainly owing to sales contribution of new models including the WagonR and the Swift, which were launched in the previous fiscal year. The overseas automobile net sales increased year-on-year mainly owing to increase in sales in markets including India and Europe. Consequently, the net sales of the automobile business increased by ¥301.4 billion (22.0%) to ¥1,669.1 billion year-on-year. The operating income increased by ¥53.1 billion (48.5%) to ¥162.4 billion year-on-year mainly owing to improvement in profit in Japan, Asia, and Europe.

In the motorcycle business, the net sales increased by ¥27.8 billion (28.8%) to ¥124.4 billion year-on-year mainly owing to sales contribution of the all-new supersport bike GSX-R1000 for the global market and the sport bike GSX-R150 for emerging countries. The operating loss of ¥0.7 billion in the previous fiscal year improved to an operating income of ¥3.7 billion.

In the marine and power products, etc. business, the net sales increased by ¥2.9 billion (8.4%) to ¥37.6 billion year-on-year mainly owing to increase in exports of outboard motors to Europe. The operating income decreased by ¥0.1 billion (1.4%) to ¥6.8 billion year-on-year owing to increase in expenses such as sundry expenses.

With respect to the operating results by geographic region, Japan, Europe, Asia, and other areas all saw increase in sales and income.

3. Forecasts for the Consolidated Operating Results - Full Year

With respect to the forecasts for the consolidated operating results, by reflecting this second quarter results, along with reviewing figures such as the sales units and the foreign exchange rates, the Company has made the following revision. The Group will work as one to reform in every field and pursue the business activity to accomplish more than the below forecasts for the consolidated operating results.

(Forecasts for the consolidated operating results-Full Year)

Net Sales	¥3,600.0 billion	(up 13.6% year-on-year, up ¥200.0 billion from the previous forecast)
Operating Income	¥300.0 billion	(up 12.5% year-on-year, up ¥60.0 billion from the previous forecast)
Ordinary Income	¥320.0 billion	(up 11.6% year-on-year, up ¥65.0 billion from the previous forecast)
Net Income attributable to owners of the parent	¥180.0 billion	(up 12.5% year-on-year, up ¥35.0 billion from the previous forecast)
(Foreign Exchange Rate)	¥111/US\$ ¥123/Euro ¥1.70/Indian Rupee ¥0.85/100 Indonesian Rupiah ¥3.19/Thai Baht	

*Forecasts for the consolidated operating results 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 future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).