

10 May 2018

Suzuki Announces the Financial Results for FY2017 (April 2017 to March 2018)

- Increased net sales and income
- Annual dividends up by ¥30.00 per share year-on-year
- Forecasts for operating results of the next fiscal year prospects increase in net sales and decrease in income partly owing to increase in research and development expenses

1. Outline of the Financial Results for FY2017

The consolidated net sales of this fiscal year (April 2017 to March 2018) increased by ¥587.7 billion (18.5%) to ¥3,757.2 billion compared to the previous fiscal year. The Japanese domestic net sales increased by ¥79.2 billion (7.6%) to ¥1,116.7 billion year-on-year mainly owing to increase in automobile sales. The overseas net sales increased by ¥508.5 billion (23.8%) to ¥2,640.5 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 ¥107.5 billion (40.3%) to ¥374.2 billion year-on-year mainly owing to improvement in profit in Asia, Japan, and Europe. The ordinary income increased by ¥96.1 billion (33.5%) to ¥382.8 billion year-on-year. The net income attributable to owners of the parent increased by ¥55.7 billion (34.9%) to ¥215.7 billion year-on-year.

The annual dividends is scheduled to be up by ¥30.00 per share from the previous fiscal year to ¥74.00 per share through applying the consolidated dividend payout ratio target of 15% set in the Mid-Term Management Plan SUZUKI NEXT 100 (from FY2015 to FY2019). The year-end dividends will be ¥44.00 per share, up by ¥17.00 per share from the previous fiscal year.

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 Spacia and XBEE launched in December, in addition to WagonR and Swift 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, which launched the new Dzire and Swift, as well as Europe. Consequently, the net sales of the automobile business increased by ¥540.2 billion (18.7%) to ¥3,435.8 billion year-on-year. The operating income increased by ¥100.0 billion (39.2%) to ¥355.1 billion year-on-year mainly owing to improvement in profit in Asia, Japan and Europe.

In the motorcycle business, the net sales increased by ¥40.1 billion (19.4%) to ¥246.4 billion year-on-year mainly owing to sales contribution of scooters in India and large displacement models in developed countries. The operating loss of ¥0.9 billion in the previous fiscal year improved to an operating income of ¥4.6 billion.

In the marine business, etc. the net sales increased by ¥7.4 billion (11.0%) to ¥75.0 billion year-on-year mainly owing to sales contribution of new outboard motor DF350A in North America and Europe. The operating income increased by ¥2.0 billion (15.9%) to ¥14.5 billion year-on-year.

With respect to the operating results by geographic region, Asia, Japan, Europe, 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, the company prospects continuous increase in automobile sales mainly in India. On the other hand, the company also prospects appreciation of the yen and increase in research and development expenses. Thus, the company forecasts increase in net sales and decrease in income. 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 | ¥3,800.0 | billion | (up 1.1% year-on-year) |
| Operating Income | ¥340.0 | billion | (down 9.1% year-on-year) |
| Ordinary Income | ¥350.0 | billion | (down 8.6% year-on-year) |
| Net Income attributable to owners of the parent | ¥205.0 | billion | (down 5.0% year-on-year) |

(Foreign Exchange Rate)

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|-----------------------------|
| ¥105/US\$ |
| ¥130/Euro |
| ¥1.65/Indian Rupee |
| ¥0.78/100 Indonesian Rupiah |
| ¥3.30/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).