

6 November, 2014

## **Suzuki Announces the Financial Results for FY2014 Second Quarter (April 2014 to September 2014)**

- Increased sales
- Operating income at the same level as the corresponding period of the previous fiscal year
- Forecasts for the full year operating results and dividends remain unchanged

### **1. Outline of the Financial Results for FY2014 Second Quarter (April 2014 to September 2014)**

The consolidated net sales of the second quarter (April 2014 to September 2014) increased by ¥60.5 billion (4.4%) to ¥1,430.7 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales increased by ¥16.4 billion (3.3%) to ¥520.7 billion year-on-year owing to the increase in the OEM sales. The overseas net sales increased by ¥44.1 billion (5.1%) to ¥910.0 billion year-on-year owing to the increase in Europe and Asia.

In terms of the consolidated income, the operating income was at the same level as the corresponding period of the previous fiscal year at ¥90.5 billion. Although it decreased in countries such as Japan, Indonesia, and Thailand, the increase in the income owing to the exchange rate contributed to the result. The ordinary income increased by ¥4.8 billion (5.2%) to ¥97.2 billion year-on-year. The net income increased by ¥2.2 billion (4.4%) to ¥53.9 billion year-on-year.

As for the dividends, they will be kept unchanged from the previous forecasts, with the interim cash dividends of 10 yen per share (10 yen per share in FY2013 interim dividends) and the annual dividends of 24 yen per share.

## 2. The Operating Results by Segment

In the automobile business, although the Company made efforts to resolve the back-orders of models such as the Hustler from the end of the previous fiscal year and expanded its sales and strengthened the products such as by setting variants of the WagonR equipped with Suzuki's unique fuel-efficient technology S-ENE CHARGE, 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 of Suzuki brand vehicles decreased year-on-year. However, owing to the increase in the OEM sales, the overall Japanese domestic net sales increased year-on-year. The overseas net sales increased year-on-year owing to the increase in India and Europe. Consequently, the net sales of the automobile business increased by ¥72.7 billion (6.0%) to ¥1,276.2 billion year-on-year. The operating income decreased by ¥1.3 billion (1.5%) to ¥85.8 billion year-on-year owing to the decrease in Indonesia and Thailand.

In the motorcycle business, the net sales decreased by ¥15.1 billion (10.9%) to ¥123.5 billion year-on-year mainly owing to the decrease in the sales in Asia. The operating loss of ¥1.0 billion in the corresponding period of the previous fiscal year became an operating loss of ¥0.2 billion.

In the marine and power products, etc. business, the net sales increased by ¥2.9 billion (10.4%) to ¥31.0 billion year-on-year mainly owing to the increase in the sales of the outboard motors in Europe and North America. The operating income increased by ¥0.7 billion (17.8%) to ¥4.9 billion year-on-year.

As for the operating income by geographical areas, although the income in Europe and other areas increased, the operating income in Japan decreased by ¥6.3 billion (9.5%) to ¥60.1 billion year-on-year mainly owing to the intensifying competition of automobiles, despite the increase in the income owing to the exchange rate. Asia also decreased by ¥7.7 billion (21.8%) to ¥27.3 billion year-on-year mainly owing to the decrease in the income in Indonesia and Thailand.

### 3. Forecasts for the Consolidated Operating Results-Full Year

As for the forecasts for the consolidated operating results, as a result of reviewing the figures such as the sales units and the exchange rates of each country based on the results of this second quarter, the overall consolidated net sales and each income are kept unchanged from the previous forecasts.

The Group will work as one to reform in every field to accomplish more than the below forecasts for the consolidated operation by pursuing the business activity.

(Forecasts for the consolidated operating results-Full Year)

Net Sales	¥3,000.0 billion (up 2.1% year-on-year)
Operating Income	¥188.0 billion (up 0.1% year-on-year)
Ordinary Income	¥198.0 billion (up 0.1% year-on-year)
Net Income	¥115.0 billion (up 7.0% year-on-year)

(Foreign Exchange Rate)	¥104/US\$
	¥138/Euro
	¥1.72/Indian Rupee
	¥0.87/100 Indonesian Rupiah
	¥3.20/Thai Baht