

3 August, 2015

Suzuki Announces the Financial Results for FY2015 First Quarter (April 2015 to June 2015)

- Increased sales and operating/ordinary income
- Decreased net income (attributable to owners of the parent)

1. Outline of the Financial Results for FY2015 First Quarter (April 2015 to June 2015)

The consolidated net sales of this first quarter (April 2015 to June 2015) increased by ¥62.5 billion (8.8%) to ¥772.9 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales decreased by ¥8.7 billion (3.4%) to ¥247.3 billion year-on-year owing to the decrease in the OEM sales. The overseas net sales increased by ¥71.2 billion (15.7%) to ¥525.6 billion year-on-year mainly owing to the increase in the automobile sales in India.

In terms of the consolidated income, the operating income increased by ¥4.3 billion (8.3%) to ¥55.2 billion year-on-year mainly owing to the increase in the income in India. The ordinary income increased by ¥3.0 billion (5.1%) to ¥62.3 billion year-on-year. However, the net income attributable to owners of the parent decreased by ¥5.8 billion (15.5%) to ¥31.7 billion year-on-year mainly owing to the increase in the adjustment of profit attributable to non-controlling interests.

2. The Operating Results by Segment

In the automobile business, the Company made efforts to expand its sales by strengthening its products such as by launching the all-new Alto Lapin minicar and enhancing fuel efficiency of models including the Hustler and the Spacia minicars. However, owing to the decrease in the OEM sales, the Japanese domestic net sales decreased year-on-year. The overseas net sales increased year-on-year mainly owing to the increase in India and Pakistan. Consequently, the net sales of the automobile business increased by ¥62.9 billion (10.0%) to ¥691.9 billion year-on-year. The operating income increased by ¥6.3 billion (13.2%) to

¥53.6 billion year-on-year mainly owing to the increase in the income in India.

In the motorcycle business, the net sales decreased by ¥4.7 billion (7.2%) to ¥60.9 billion year-on-year mainly owing to the decrease in the sales in North America and Asia. The operating income of ¥1.0 billion in the corresponding period of the previous fiscal year became an operating loss of ¥2.6 billion.

In the marine and power products, etc. business, the net sales increased by ¥4.3 billion (27.3%) to ¥20.1 billion year-on-year mainly owing to the increase in the sales of the outboard motors in the US. The operating income increased by ¥1.6 billion (63.8%) to ¥4.2 billion year-on-year.

As for the operating income by geographical areas, Japan decreased by ¥6.6 billion (19.7%) to ¥27.2 billion year-on-year mainly owing to the increase in research and development expenses and depreciation. However, Asia increased by ¥14.0 billion (93.2%) to ¥29.1 billion year-on-year mainly owing to the increase in the automobile sales in India and Pakistan.

3. Forecasts for the Consolidated Operating Results-Full Year

As for the forecasts for the consolidated operating results, they remain unchanged from the previous forecasts. 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-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)
Ordinary Income	¥200.0 billion (up 2.9% year-on-year)
Net Income attributable to owners of the parent	¥110.0 billion (up 13.6% year-on-year)
(Foreign Exchange Rate)	¥115/US\$
	¥125/Euro
	¥1.85/Indian Rupee
	¥0.90/100 Indonesian Rupiah
	¥3.50/Thai Baht