

10 May, 2016

## **Suzuki Announces the Financial Results for FY2015 (April 2015 to March 2016)**

- Increased sales and income for this fiscal year.
- The Company prospects decrease in sales and income results for the next fiscal year owing to the appreciation of the yen.

### **1. Outline of the Financial Results for FY2015**

The consolidated net sales of this fiscal year (April 2015 to March 2016) increased by ¥165.2 billion (5.5%) to ¥3,180.7 billion compared to the previous fiscal year. The Japanese domestic net sales decreased by ¥46.7 billion (4.3%) to ¥1,047.9 billion year-on-year owing to the impact of the hike in the light motor vehicle tax and decrease in the OEM sales. The overseas net sales increased by ¥211.9 billion (11.0%) to ¥2,132.8 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 ¥15.9 billion (8.9%) to ¥195.3 billion year-on-year mainly owing to the increase in the income in India. The ordinary income increased by ¥14.8 billion (7.6%) to ¥209.1 billion year-on-year. The net income attributable to owners of the parent increased by ¥19.8 billion (20.4%) to ¥116.7 billion year-on-year.

In the New Mid-Term Management Plan SUZUKI NEXT 100, the Company set the consolidated dividend payout ratio of more than 15% as the shareholder return target in FY2019. As for this fiscal year, the Company implemented purchase and retirement of treasury stock. Taking this into consideration, based on the net income attributable to owners of the parent excluding the gain on sales of the ordinary shares of Volkswagen AG, the year-end dividends is scheduled to be the same as the previous fiscal year at ¥17.00 per share. As a result, the annual dividends including the interim dividends will be ¥32.00 per share, up by ¥5.00 per share from the previous fiscal year.

## 2. The Operating Results by Segment

In the Japanese automobile business, the Company received high appraisal in Japan for the Alto and Alto Lapin minicars including the RJC Car of the Year award (the second consecutive win for the Company following the Hustler minicar in the previous year). The Company also made efforts to expand its sales and strengthen the products, such as launching Solio, Escudo (Vitara), Ignis, and Baleno compact cars in Japan. However, the Japanese domestic automobile net sales decreased year-on-year owing to the hike in the light motor vehicle tax and decrease in the OEM sales. The overseas automobile net sales increased year-on-year mainly owing to the sales contribution of Vitara in Europe and increase in India and Pakistan. Consequently, the net sales of the automobile business increased by ¥176.5 billion (6.5%) to ¥2,878.5 billion year-on-year. The operating income increased by ¥20.8 billion (12.1%) to ¥192.6 billion year-on-year mainly owing to the increase in the income in India.

In the motorcycle business, the net sales decreased by ¥16.6 billion (6.6%) to ¥233.9 billion year-on-year mainly owing to the decrease in Indonesia, despite sales contribution of the new road sportbike GSX-S1000 and the Indian Gixxer. The operating loss of ¥0.7 billion in the previous fiscal year became an operating loss of ¥10.2 billion partly owing to the quality-related expenses.

In the marine and power products, etc. business, the net sales increased by ¥5.3 billion (8.3%) to ¥68.3 billion year-on-year mainly owing to the increase in the sales of the outboard motors in the US. The operating income increased by ¥4.6 billion (55.8%) to ¥12.9 billion year-on-year.

As for the operating income by geographical areas, Japan decreased by ¥5.9 billion (6.5%) to ¥84.8 billion year-on-year mainly owing to the increase in research and development expenses and depreciation. However, Asia increased by ¥22.2 billion (27.2%) to ¥103.8 billion year-on-year mainly owing to the increase in the income in India and Pakistan.

### 3. Forecasts for the Consolidated Operating Results of the Next Fiscal Year

For the next fiscal year, the Company prospects increase in sales of automobiles mainly in Europe and India. However, the Company prospects decrease in sales and income results owing to the appreciation of the yen. 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	¥3,100.0 billion (down 2.5% year-on-year)
Operating Income	¥180.0 billion (down 7.8% year-on-year)
Ordinary Income	¥185.0 billion (down 11.5% year-on-year)
Net Income attributable to owners of the parent	¥93.0 billion (down 20.3% year-on-year)
(Foreign Exchange Rate)	¥105/US\$
	¥120/Euro
	¥1.60/Indian Rupee
	¥0.80/100 Indonesian Rupiah
	¥3.00/Thai Baht