

## **Suzuki Announces the Financial Results for FY2018 Third Quarter (April 2018 to December 2018)**

- Decreased income mainly owing to the depreciation of currencies of the emerging countries and the increase in selling expenses
- Business forecasts are kept unchanged from the previous forecasts

### **1. Outline of the Financial Results for FY2018 Third Quarter**

The consolidated net sales for FY2018 third quarter (April 2018 to December 2018) increased by ¥113.9 billion (4.2%) to ¥2,838.8 billion year-on-year. The operating income for the October-December period decreased, following the July-September period, mainly owing to the impact of the depreciation of currencies of the emerging countries including the Indian Rupee and the increase in selling expenses. The operating income for the April-December period decreased by ¥3.3 billion (1.3%) to ¥256.5 billion year-on-year.

On the other hand, the ordinary income increased by ¥21.5 billion (7.6%) to ¥306.1 billion year-on-year partly owing to the increase in interest income. Net income attributable to owners of the parent increased by ¥16.5 billion (10.0%) to ¥180.8 billion year-on-year.

### **2. Operating Results by Segment**

In the automobile business, the overseas automobile net sales decreased year-on-year mainly owing to the impact of the depreciation of currencies of the emerging countries. However, the net sales of the automobile business increased by ¥107.0 billion (4.3%) to ¥2,596.6 billion year-on-year owing to the increase in the Japanese domestic automobile net sales, which increased year-on-year mainly owing to the sales contribution of the Spacia and XBEE. The operating income decreased by ¥4.2 billion (1.7%) to ¥244.1 billion year-on-year mainly owing to the depreciation of currencies of the emerging countries and the increase in selling expenses.

In the motorcycle business, the net sales increased by ¥1.2 billion (0.7%) to ¥182.2 billion year-on-year. The operating income decreased by ¥1.5 billion to ¥0.1 billion year-on-year.

In the marine business, etc. the net sales increased by ¥5.7 billion (10.5%) to ¥60.0 billion year-on-year mainly owing to the sales contribution of large outboard motor DF350A in North America. The operating income increased by ¥2.4 billion (23.7%) to ¥12.3 billion year-on-year mainly owing to the improvement in profit in North America.

With respect to the operating results by geographic region, although Japan, Europe, and other areas increased, Asia decreased by ¥19.0 billion (13.5%) to ¥121.6 billion year-on-year.

### 3. Forecasts for the Consolidated Operating Results

With respect to the consolidated business forecasts, as a result of reflecting this third quarter results and revising the figures including the outlook of sales units and foreign exchange rate of each country, the Company decided to keep the business forecasts unchanged from the previous forecasts. 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	¥350.0 billion	(down 6.5% year-on-year)
Ordinary Income	¥390.0 billion	(up 1.9% year-on-year)
Net Income attributable to owners of the parent	¥220.0 billion	(up 2.0% year-on-year)
(Foreign Exchange Rates)	¥110/US\$	
	¥127/Euro	
	¥1.58/Indian Rupee	
	¥0.77/100 Indonesian Rupiah	
	¥3.41/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).