

5 February 2021

Suzuki Announces Financial Results for FY2020 Third Quarter (April to December 2020)

- Decreased net sales and income for April-December period
- Full year forecasts kept unchanged from previous forecasts

1. Outline of Financial Results for FY2020 Third Quarter

For April-December period, consolidated net sales decreased by ¥450.6 billion (17.2%) to ¥2,175.5 billion, and operating income decreased by ¥31.6 billion (18.6%) to ¥138.8 billion year-on-year. The decreased net sales and income for April-June period could not be covered with recovery of sales in India and Japan, and efforts to decrease expenses from July.

Ordinary income decreased by ¥19.9 billion (10.2%) to ¥174.9 billion, despite improvement in financial revenue. With respect to net income attributable to owners of the parent, since there was recording of ¥11.9 billion as gain on sales of investment securities, it became ¥113.2 billion, a decrease of ¥3.4 billion (2.8%) year-on-year.

2. Operating Results by Segment

(1) Automobile business

For April-December period, net sales decreased by ¥415.3 billion (17.5%) to ¥1,961.8 billion, and operating income decreased by ¥30.0 billion (19.1%) to ¥126.6 billion year-on-year. The decreased net sales and income for April-June period could not be covered with recovery of sales in India and Japan, and efforts to decrease expenses from July.

(2) Motorcycle business

For April-December period, net sales decreased by ¥36.8 billion (20.2%) to ¥145.4 billion year-on-year, and operating loss of ¥1.4 billion was recorded owing to decrease in sales during the sales season of large motorcycles in April-June period, and the impact of decrease in sales of small motorcycles in markets including India and ASEAN.

(3) Marine business, etc.

For April-December period, net sales increased by ¥1.5 billion (2.3%) to ¥68.3 billion year-on-year, owing to strong sales of large outboard motors mainly in North America. Operating income decreased by ¥0.2 billion (1.5%) to ¥13.6 billion year-on-year.

(4) Operating results by geographic region

With respect to operating income by geographic region for April-December period, Japan and other areas were flat on the year, while Europe and Asia decreased year-on-year.

3. Forecasts for Consolidated Operating Results

With respect to forecasts for consolidated operating results for FY2020, as the trends of the new coronavirus is still unclear and there are issues including the price of raw materials and supply of parts, we have kept the forecasts unchanged from the previous forecasts.

(Forecasts for the consolidated operating results-Full Year)

Net Sales	¥3,000.0 billion	(down 14.0% year-on-year, kept unchanged from previous forecast)
Operating income	¥160.0 billion	(down 25.6% year-on-year, kept unchanged from previous forecast)
Ordinary income	¥180.0 billion	(down 26.7% year-on-year, kept unchanged from previous forecast)
Net Income attributable to owners of the parent	¥110.0 billion	(down 18.0% year-on-year, kept unchanged from previous forecast)
(Foreign Exchange Rate)	¥106/US\$ ¥120/Euro ¥1.43/Indian Rupee ¥0.73/100 Indonesian Rupiah ¥3.38/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).