

# Suzuki Quarterly Performance

(Unit : million yen unless otherwise stated)

		FY2018				FY2019				FY2020				FY2021		
		'18/4-6	'18/7-9	'18/10-12	'19/1-3	'19/4-6	'19/7-9	'19/10-12	'20/1-3	'20/4-6	'20/7-9	'20/10-12	'21/1-3	'21/4-6		
Consolidated	Net Sales	987,469	941,965	909,400	1,032,662	907,534	847,912	870,624	862,363	425,262	844,985	905,285	1,002,677	845,350		
		Domestic	296,345	302,223	297,463	356,416	291,116	307,239	263,106	318,062	212,401	314,421	293,501	353,711	272,925	
		Overseas	691,123	639,743	611,937	676,246	616,418	540,673	607,517	544,302	212,861	530,563	611,784	648,966	572,424	
		Operating Profit	116,464	81,990	58,090	67,821	62,656	55,950	51,827	44,636	1,298	73,603	63,876	55,655	54,467	
		(Margin)	(11.8%)	(8.7%)	(6.4%)	(6.6%)	(6.9%)	(6.6%)	(6.0%)	(5.2%)	(0.3%)	(8.7%)	(7.1%)	(5.6%)	(6.4%)	
		Ordinary Profit	133,096	99,208	73,798	73,428	72,400	67,087	55,277	50,650	14,470	81,699	78,718	73,368	110,841	
	(Margin)	(13.5%)	(10.5%)	(8.1%)	(7.1%)	(8.0%)	(7.9%)	(6.3%)	(5.9%)	(3.4%)	(9.7%)	(8.7%)	(7.3%)	(13.1%)		
	Profit attributable to owners of parent	85,912	50,271	44,598	-2,022	40,511	38,792	37,261	17,658	1,764	52,562	58,923	33,172	84,752		
	(Margin)	(8.7%)	(5.3%)	(4.9%)	(-)	(4.5%)	(4.6%)	(4.3%)	(2.0%)	(0.4%)	(6.2%)	(6.5%)	(3.3%)	(10.0%)		
by Business Segment	Auto-mobile	Net Sales	900,539	860,806	835,316	935,871	817,106	764,347	795,680	780,301	367,422	766,511	827,872	914,796	758,773	
		Op. Profit (Margin)	109,398 (12.1%)	76,080 (8.8%)	58,672 (7.0%)	59,581 (6.4%)	54,610 (6.7%)	51,495 (6.7%)	50,471 (6.3%)	40,524 (5.2%)	24 (0.0%)	69,216 (9.0%)	57,362 (6.9%)	45,464 (5.0%)	41,973 (5.5%)	
	Motor-cycle	Net Sales	64,341	61,927	55,894	72,909	65,613	60,858	55,654	60,436	34,932	54,130	56,337	61,131	57,477	
		Op. Profit (Margin)	2,105 (3.3%)	1,912 (3.1%)	-3,877 (-)	3,491 (4.8%)	2,264 (3.5%)	-530 (-)	-1,707 (-)	666 (1.1%)	-3,009 (-)	-625 (-)	2,187 (3.9%)	4,022 (6.6%)	4,436 (7.7%)	
	Marine	Net Sales	22,588	19,231	18,191	23,884	21,945	17,894	16,367	18,327	20,214	21,256	18,132	23,807	26,020	
		Op. Profit (Margin)	4,961 (22.0%)	3,996 (20.8%)	3,296 (18.1%)	4,751 (19.9%)	5,162 (23.5%)	3,780 (21.1%)	2,243 (13.7%)	2,930 (16.0%)	3,798 (18.8%)	4,155 (19.5%)	3,612 (19.9%)	5,532 (23.2%)	6,758 (26.0%)	
	Other	Net Sales	The value listed in "Marine" column for FY2018 is the total of "Marine" and "Other".				2,868	4,812	2,922	3,298	2,692	3,087	2,943	2,942	3,078	
		Op. Profit (Margin)	The value listed in "Marine" column for FY2018 is the total of "Marine" and "Other".				619 (21.6%)	1,204 (25.0%)	819 (28.0%)	515 (15.6%)	485 (18.0%)	855 (27.7%)	714 (24.3%)	636 (21.6%)	1,298 (42.2%)	
	by Geographic Region	Japan	Net Sales	544,298	468,035	538,708	591,408	509,098	478,134	484,070	515,431	330,971	488,509	502,558	578,488	476,637
			Op. Profit (Margin)	50,723 (9.3%)	34,987 (7.5%)	26,880 (5.0%)	38,178 (6.5%)	26,068 (5.1%)	40,214 (8.4%)	25,659 (5.3%)	31,247 (6.1%)	1,017 (0.3%)	56,147 (11.5%)	36,212 (7.2%)	24,997 (4.3%)	30,062 (6.3%)
Europe		Net Sales	160,886	113,200	160,460	196,249	165,703	131,985	132,781	136,945	75,438	127,213	138,941	156,934	153,375	
		Op. Profit (Margin)	7,710 (4.8%)	1,458 (1.3%)	5,535 (3.4%)	8,278 (4.2%)	8,026 (4.8%)	5,481 (4.2%)	1,600 (1.2%)	2,571 (1.9%)	-452 (-)	2,571 (2.0%)	2,092 (1.5%)	6,612 (4.2%)	7,250 (4.7%)	
Asia		Net Sales	496,848	484,051	438,808	467,389	431,216	383,669	451,997	384,495	105,232	372,523	450,772	466,770	372,782	
		Op. Profit (Margin)	53,616 (10.8%)	41,346 (8.5%)	26,606 (6.1%)	22,646 (4.8%)	21,964 (5.1%)	4,366 (1.1%)	27,745 (6.1%)	8,596 (2.2%)	-6,732 (-)	13,040 (3.5%)	26,658 (5.9%)	22,991 (4.9%)	9,192 (2.5%)	
Other		Net Sales	43,829	42,806	43,538	52,960	46,496	45,160	46,696	47,269	34,054	43,547	45,831	56,925	57,497	
		Op. Profit (Margin)	2,281 (5.2%)	1,085 (2.5%)	957 (2.2%)	1,760 (3.3%)	2,293 (4.9%)	2,020 (4.5%)	1,340 (2.9%)	878 (1.9%)	1,078 (3.2%)	2,196 (5.0%)	2,591 (5.7%)	2,776 (4.9%)	4,789 (8.3%)	
Foreign exchange rates (Cons.) (Yen)		US dollar	109	111	113	110	110	107	109	109	108	106	105	106	110	
		Euro	130	130	129	125	123	119	120	120	119	124	125	128	132	
	Indian Rupee	1.64	1.61	1.58	1.57	1.59	1.54	1.54	1.51	1.43	1.44	1.43	1.47	1.49		
Consolidated expenses (Bil. Yen)	Capital expenditures	78.0	54.0	59.2	77.7	59.9	57.4	56.1	63.0	34.3	50.7	36.7	49.2	37.7		
	Depreciation exp.	32.7	31.5	42.1	42.6	39.1	39.3	40.4	45.4	30.3	30.4	36.1	39.7	33.4		
	R&D exp.	31.7	40.1	39.6	46.7	34.4	37.5	33.7	42.5	30.2	35.4	37.3	43.3	35.7		