

# Suzuki Financial Performance 2nd. Quarter (Apr.-Sep.)

(Unit : million yen unless otherwise stated)

			J-GAAP								IFRS		
			FY2015 (2015/4-9)	FY2016 (2016/4-9)	FY2017 (2017/4-9)	FY2018 (2018/4-9)	FY2019 (2019/4-9)	FY2020 (2020/4-9)	FY2021 (2021/4-9)	FY2022 (2022/4-9)	FY2023 (2023/4-9)	FY2024 (2024/4-9)	
Consolidated	Net Sales/ <b>Revenue</b>		1,555,522	1,498,956	1,831,097	1,929,434	1,755,446	1,270,247	1,673,586	2,217,504	2,556,078	2,855,000	
		Domestic	500,049	496,530	531,387	598,568	598,355	526,822	520,332	560,195	612,400	712,883	
		Overseas	1,055,473	1,002,425	1,299,709	1,330,866	1,157,091	743,424	1,153,253	1,657,309	1,943,677	2,142,116	
	Operating Profit (Margin)		101,093 (6.5%)	115,503 (7.7%)	172,881 (9.4%)	198,454 (10.3%)	118,606 (6.8%)	74,901 (5.9%)	99,112 (5.9%)	164,341 (7.4%)	238,133 (9.3%)	334,949 (11.7%)	
	Ordinary Profit/ <b>Profit before tax</b> (Margin)		112,095 (7.2%)	121,823 (8.1%)	186,879 (10.2%)	232,304 (12.0%)	139,487 (7.9%)	96,169 (7.6%)	148,248 (8.9%)	192,310 (8.7%)	288,114 (11.3%)	376,459 (13.2%)	
	Profit attributable to owners of parent (Margin)		79,051 (5.1%)	99,927 (6.7%)	104,208 (5.7%)	136,183 (7.1%)	79,303 (4.5%)	54,326 (4.3%)	100,526 (6.0%)	115,107 (5.2%)	151,106 (5.9%)	217,451 (7.6%)	
Operating results by Segment	Auto	Net Sales/ <b>Revenue</b>	1,395,852	1,367,701	1,669,112	1,761,345	1,581,453	1,133,933	1,498,630	1,967,125	2,310,901	2,594,512	
		Op. Profit (Margin)	94,519 (6.8%)	109,320 (8.0%)	162,388 (9.7%)	185,478 (10.5%)	106,105 (6.7%)	69,240 (6.1%)	78,035 (5.2%)	128,043 (6.5%)	206,033 (8.9%)	293,398 (11.3%)	
	Moto	Net Sales/ <b>Revenue</b>	123,334	96,521	124,347	126,268	126,471	89,062	118,943	175,899	178,676	198,307	
		Op. Profit (Margin)	-1,211 ( - )	-667 ( - )	3,739 (3.0%)	4,017 (3.2%)	1,734 (1.4%)	-3,634 ( - )	6,873 (5.8%)	15,265 (8.7%)	15,798 (8.8%)	22,682 (11.4%)	
	Marine	Net Sales/ <b>Revenue</b>	36,336	34,733	37,637	41,819	39,840	41,471	49,946	68,798	61,011	56,633	
		Op. Profit (Margin)	7,785 (21.4%)	6,849 (19.7%)	6,753 (17.9%)	8,957 (21.4%)	8,942 (22.4%)	7,953 (19.2%)	12,186 (24.4%)	19,777 (28.7%)	14,702 (24.1%)	17,028 (30.1%)	
	Other	Net Sales/ <b>Revenue</b>	・ "Marine" and "Other" has been disclosed separately as of FY2020-4Q. ・ The value listed in "Marine" column for FY2018 or earlier is the total of "Marine" and "Other".				7,681	5,780	6,066	5,681	5,488	5,547	
		Op. Profit (Margin)					1,823 (23.7%)	1,340 (23.2%)	2,016 (33.2%)	1,255 (22.1%)	1,598 (29.1%)	1,839 (33.2%)	
	Operating results by Geographic Region	Japan	Net Sales/ <b>Revenue</b>	866,317	879,186	974,047	1,012,333	987,232	819,480	928,700	1,145,749	1,336,495	1,435,406
			Op. Profit (Margin)	43,290 (5.0%)	39,528 (4.5%)	74,745 (7.7%)	85,710 (8.5%)	66,282 (6.7%)	57,164 (7.0%)	61,517 (6.6%)	98,275 (8.6%)	127,167 (9.5%)	156,905 (10.9%)
Europe		Net Sales/ <b>Revenue</b>	264,626	278,776	310,311	274,086	297,688	202,651	271,427	272,058	440,855	421,874	
		Op. Profit (Margin)	2,373 (0.9%)	7,164 (2.6%)	9,141 (2.9%)	9,168 (3.3%)	13,507 (4.5%)	2,119 (1.0%)	9,173 (3.4%)	3,444 (1.3%)	16,003 (3.6%)	8,261 (2.0%)	
Asia		Net Sales/ <b>Revenue</b>	741,715	701,257	933,808	980,899	814,885	477,755	784,576	1,243,963	1,422,215	1,576,393	
		Op. Profit (Margin)	54,993 (7.4%)	59,762 (8.5%)	90,629 (9.7%)	94,962 (9.7%)	26,330 (3.2%)	6,308 (1.3%)	15,759 (2.0%)	64,676 (5.2%)	126,371 (8.9%)	153,432 (9.7%)	
Other		Net Sales/ <b>Revenue</b>	77,240	64,180	78,579	86,635	91,656	77,601	113,684	204,265	196,957	226,352	
		Op. Profit (Margin)	1,085 (1.4%)	1,331 (2.1%)	2,141 (2.7%)	3,366 (3.9%)	4,313 (4.7%)	3,274 (4.2%)	7,485 (6.6%)	12,700 (6.2%)	7,406 (3.8%)	6,068 (2.7%)	
FX rates	US dollar (yen)		122	105	111	110	109	107	110	134	141	153	
	Euro (yen)		135	118	126	130	121	121	131	139	153	166	
	Indian Rupee (yen)		1.91	1.58	1.74	1.62	1.56	1.43	1.49	1.72	1.72	1.84	
Capital expenditures (bln yen)			74.9	95.1	73.5	132.0	117.3	85.0	83.2	131.7	132.2	168.2	
Depreciation exp. (bln yen)			76.8	76.5	74.3	64.2	78.4	60.7	65.9	78.1	87.6	94.6	
R&D exp. (bln yen)			62.8	62.7	65.4	71.8	71.9	65.6	77.1	95.4	107.2	123.5	
Number of	Consolidated Subsidiaries		135	136	136	131	129	124	120	119	118	119	
Companies	Entities accounted for using equity method		35	33	33	28	28	29	31	32	31	33	
Dividend	Interim	Per Share (Yen)	15	17	30	37	37円	37	45	50	55	20	
	Annual	Per Share (Yen)	32	44	74	74円	85円	90	91	100	122	40	
		Payout ratio	13.6%	12.1%	15.1%	18.7%	29.7%	29.8%	27.6%	22.0%	18.6%	22.0%	

\*IFRS was adopted from FY2024, and the same period of FY2023 was also reclassified to IFRS. Therefore, about FY2023 and FY2024 "Net Sales/Revenue" column shows revenue and "Ordinary Profit/Profit before tax" column shows profit before tax.

\*1→4 stock split implemented on April 1, 2024. Therefore, the dividend per share through FY2023 is the amount before the stock split.