

# Suzuki Financial Performance (2nd Quarter)

(Unit : million yen)

		FY2009 2Q (2009/4-9)	FY2010 2Q (2010/4-9)	FY2011 2Q (2011/4-9)	FY2012 2Q (2012/4-9)	FY2013 2Q (2013/4-9)	FY2014 2Q (2014/4-9)	FY2015 2Q (2015/4-9)	FY2016 2Q (2016/4-9)	FY2017 2Q (2017/4-9)	FY2018 2Q (2018/4-9)	FY2019 2Q (2019/4-9)	FY2020 2Q (2020/4-9)	Rank		
Consolidated	Net Sales	1,181,559	1,318,760	1,226,169	1,226,825	⑩ 1,370,189	⑨ 1,430,689	⑥ 1,555,522	⑦ 1,498,956	② 1,831,097	① 1,929,434	③ 1,755,446	1,270,247	13th		
	Domestic	439,379	⑩ 493,009	448,740	⑥ 515,097	⑦ 504,269	⑤ 520,718	⑧ 500,049	⑨ 496,530	③ 531,387	① 598,568	② 598,355	④ 526,822	4th		
	Overseas	742,179	825,750	777,429	711,728	⑩ 865,920	⑨ 909,971	⑥ 1,055,473	⑧ 1,002,425	② 1,299,709	① 1,330,866	⑤ 1,157,091	743,424	14th		
	Operating Income (Margin)	31,842 (2.7%)	⑩ 68,814 (5.2%)	64,731 ⑩ (5.3%)	66,142 ⑨ (5.4%)	⑦ 90,298 ⑤ (6.6%)	⑥ 90,528 ⑦ (6.3%)	⑤ 101,093 ⑥ (6.5%)	④ 115,503 ③ (7.7%)	② 172,881 ② (9.4%)	① 198,454 ① (10.3%)	③ 118,606 ④ (6.8%)	③ 118,606 ④ (6.8%)	⑨ 74,901 ⑧ (5.9%)	9th (8th)	
	Ordinary Income (Margin)	39,078 (3.3%)	⑩ 74,936 ⑩ (5.7%)	67,555 (5.5%)	70,002 ⑨ (5.7%)	⑧ 92,410 ⑧ (6.7%)	⑥ 97,248 ⑦ (6.8%)	⑤ 112,095 ⑥ (7.2%)	④ 121,823 ③ (8.1%)	② 186,879 ② (10.2%)	① 232,304 ① (12.0%)	③ 139,487 ④ (7.9%)	③ 139,487 ④ (7.9%)	⑦ 96,169 ⑤ (7.6%)	7th (5位)	
Net income attributable to owners of the parent (Margin)	12,514 (1.1%)	30,411 (2.3%)	32,009 (2.6%)	⑩ 41,901 ⑨ (3.4%)	⑧ 51,650 ⑧ (3.8%)	⑦ 53,945 ⑦ (3.8%)	⑤ 79,051 ④ (5.1%)	③ 99,927 ② (6.7%)	② 104,208 ③ (5.7%)	① 136,183 ① (7.1%)	④ 79,303 ⑤ (4.5%)	④ 79,303 ⑤ (4.5%)	⑥ 54,326 ⑥ (4.3%)	6th (6th)		
Segment- wise	Auto- mobile	Net Sales	1,027,767	⑩ 1,163,393	1,062,045	1,089,071	⑨ 1,203,549	⑧ 1,276,213	⑥ 1,395,852	⑦ 1,367,701	② 1,669,112	① 1,761,345	③ 1,581,453	1,133,933	12th	
		Op. Income (Margin)	32,288 (3.1%)	⑧ 69,303 ⑩ (6.0%)	60,269 (5.7%)	⑩ 69,221 ⑧ (6.4%)	⑥ 87,083 ④ (7.2%)	⑦ 85,820 ⑥ (6.7%)	⑤ 94,519 ⑤ (6.8%)	③ 109,320 ③ (8.0%)	② 162,388 ② (9.7%)	① 185,478 ① (10.5%)	④ 106,105 ⑥ (6.7%)	④ 106,105 ⑥ (6.7%)	⑨ 69,240 ⑨ (6.1%)	9th (9th)
	Motor- cycle	Net Sales	142,542	131,188	137,665	112,741	138,586	123,505	123,334	96,521	124,347	126,268	126,471	89,062	Lowest	
		Op. Income (Margin)	-5,529 (-)	-4,144 (-)	741 (0.5%)	-5,864 (-)	-957 (-)	-205 (-)	-1,211 (-)	-667 (-)	3,739 (3.0%)	4,017 ⑩ (3.2%)	1,734 (1.4%)	-3,634 (-)	20th	
	Marine, etc.	Net Sales	21,747	24,179	26,458	25,012	28,053	30,970	⑦ 36,336	⑩ 34,733	⑥ 37,637	③ 41,819	① 47,521	② 47,251	2nd	
		Op. Income (Margin)	2,874 (13.2%)	3,656 (15.1%)	3,721 (14.1%)	2,785 (11.1%)	4,172 (14.9%)	⑩ 4,913 ⑨ (15.9%)	④ 7,785 ② (21.4%)	⑥ 6,849 ④ (19.7%)	⑦ 6,753 ⑦ (17.9%)	③ 8,957 ② (21.4%)	① 10,766 ① (22.7%)	② 9,294 ⑤ (19.7%)	2nd (5th)	
	Financial Services	Net Sales	38,246	・"Financial Services" segment has been excluded as of FY2011-1Q.												
Op. Income (Margin)		2,057 (5.4%)	・FY2010-2Q results were reclassified in accordance with the new standard.													
Location- wise	Japan	Net Sales	681,913	813,406	744,272	768,233	792,176	⑨ 828,803	⑧ 866,317	⑦ 879,186	⑤ 974,047	③ 1,012,333	④ 987,232	819,480	11th	
		Op. Income (Margin)	8,866 (1.3%)	36,653 (4.5%)	⑩ 38,806 ⑧ (5.2%)	⑦ 54,432 ⑤ (7.1%)	③ 66,363 ② (8.4%)	⑤ 60,053 ④ (7.2%)	⑧ 43,290 ⑨ (5.0%)	④ 43,290 ⑨ (5.0%)	⑨ 39,528 (4.5%)	② 74,745 ③ (7.7%)	① 85,710 ① (8.5%)	④ 66,282 ⑦ (6.7%)	⑥ 57,164 ⑥ (7.0%)	6th (6th)
	Europe	Net Sales	⑩ 222,669	165,473	163,243	128,312	149,923	215,643	⑧ 264,626	⑥ 278,776	③ 310,311	⑦ 274,086	⑤ 297,688	202,651	13th	
		Op. Income (Margin)	⑨ 3,558 ⑧ (1.6%)	1,799 (1.1%)	1,224 (0.8%)	-2,307 (-)	-3,451 (-)	397 (0.2%)	2,373 (0.9%)	⑥ 7,164 ⑤ (2.6%)	③ 9,141 ③ (2.9%)	② 9,168 ② (3.3%)	① 13,507 ① (4.5%)	① 13,507 ① (4.5%)	2,119 (1.0%)	14th (14th)
	North America	Net Sales	78,873	45,543	49,579	・"North America" results has been included in "Others" section as of FY2012-3Q.										
		Op. Income (Margin)	-8,906 (-)	-2,075 (-)	-303 (-)	・FY2012-2Q results were reclassified in accordance with the new standard.										
	Asia	Net Sales	363,091	⑨ 463,667	⑩ 427,553	425,630	⑦ 581,032	⑥ 602,039	④ 741,715	⑤ 701,257	② 933,808	① 980,899	③ 814,885	⑧ 477,755	8th	
		Op. Income (Margin)	⑨ 25,452 ⑧ (7.0%)	⑩ 24,502 (5.3%)	18,570 (4.3%)	11,377 (2.7%)	⑤ 34,953 (6.0%)	⑥ 27,346 (4.5%)	④ 54,993 ⑥ (7.4%)	③ 59,762 ③ (8.5%)	② 90,629 ① (9.7%)	① 94,962 ① (9.7%)	⑦ 26,330 (3.2%)	6,308 (1.3%)	18th Lowest	
Others	Net Sales	30,151	39,151	38,968	84,020	78,176	76,011	77,240	64,180	78,579	86,635	91,656	77,601			
	Op. Income (Margin)	509 (1.7%)	2,200 (5.6%)	1,129 (2.9%)	918 (1.1%)	-788 (-)	1,993 (2.6%)	1,085 (1.4%)	1,331 (2.1%)	2,141 (2.7%)	3,366 (3.9%)	4,313 (4.7%)	3,274 (4.2%)			
Foreign exchange rates (Cons.) (Yen)	US dollar	96	89	80	79	99	103	122	105	111	110	109	107			
	Euro	133	114	114	101	130	139	135	118	126	130	121	121			
	Indian Rupee				1.47	1.70	1.73	1.91	1.58	1.74	1.62	1.56	1.43			
	100 Indonesian Rupiah				0.85	0.98	0.89	0.91	0.80	0.84	0.78	0.77	0.73			
	Thai Baht				2.55	3.21	3.19	3.57	3.00	3.28	3.40	3.49	3.38			
Consolidated expenses (Bil. Yen)	Capital expenditures	58.6	66.3	55.1	65.6	101.0	94.4	74.9	95.1	73.5	132.0	117.3	85.0			
	Depreciation exp.	58.1	62.5	47.6	45.8	51.7	64.4	76.8	76.5	74.3	64.2	78.4	60.7			
	R&D exp.	44.3	50.4	51.5	57.8	59.5	60.2	62.8	62.7	65.4	71.8	71.9	65.6			
No. of Companies	Subsidiaries	137	139	139	135	135	133	135	136	136	131	129	124			
	Affiliates	37	36	38	36	37	37	35	33	33	28	28	29			
Cash dividends	per (Yen) share	Annual	5	6	7	8	10	10	15	17	30	37	37			
		Year-end	17.4%	11.0%	12.3%	10.7%	10.9%	10.4%	10.3%	7.5%	12.7%	12.1%	21.5%	33.1%		
	Payout ratio※	Consolidated	12	13	15	18	24	27	32	44	74	74	85(74)	TBD		
	Non-Cons.	19.1%	16.1%	15.6%	12.6%	12.5%	15.6%	13.6%(17.3%)	12.1%(15.2%)	15.1%	18.7%	29.7%	TBD			

※Ranking is made among the period since FY1998, when 2Q results has been published. (Location-wise results published as of FY2000, and Asia results published as of FY2001)

※( )...Dividend payout ratio excluding gains from portfolio securities

※Annual dividends of FY2019(85 yen per share) includes a commemorative dividend of 11 yen for the 100th anniversary of foundation.