

Suzuki Financial Performance 3rd. Quarter (Apr.-Dec.)

(Unit : million yen unless otherwise stated)

			J-GAAP								IFRS		
			FY2015 (2015/4-12)	FY2016 (2016/4-12)	FY2017 (2017/4-12)	FY2018 (2018/4-12)	FY2019 (2019/4-12)	FY2020 (2020/4-12)	FY2021 (2021/4-12)	FY2022 (2022/4-12)	FY2023 (2023/4-12)	FY2024 (2024/4-12)	
Consolidated	Net Sales/ Revenue		2,355,591	2,251,966	2,724,884	2,838,834	2,626,070	2,175,532	2,574,330	3,412,829	3,834,081	4,283,717	
		Domestic	753,531	725,247	779,969	896,031	861,461	820,323	787,540	875,313	916,476	1,081,549	
		Overseas	1,602,059	1,526,718	1,944,915	1,942,803	1,764,608	1,355,208	1,786,790	2,537,516	2,917,604	3,202,167	
	Operating Profit (Margin)		146,242 (6.2%)	167,357 (7.4%)	259,843 (9.5%)	256,544 (9.0%)	170,433 (6.5%)	138,777 (6.4%)	146,659 (5.7%)	266,978 (7.8%)	371,176 (9.7%)	479,720 (11.2%)	
	Ordinary Profit/ Profit before tax (Margin)		162,762 (6.9%)	180,220 (8.0%)	284,586 (10.4%)	306,102 (10.8%)	194,764 (7.4%)	174,887 (8.0%)	203,869 (7.9%)	298,561 (8.7%)	435,123 (11.3%)	548,013 (12.8%)	
	Profit attributable to owners of parent (Margin)		102,260 (4.3%)	133,355 (5.9%)	164,322 (6.0%)	180,781 (6.4%)	116,564 (4.4%)	113,249 (5.2%)	135,786 (5.3%)	183,399 (5.4%)	237,120 (6.2%)	311,703 (7.3%)	
Operating results by Segment	Auto	Net Sales/ Revenue	2,130,687	2,059,098	2,489,606	2,596,661	2,377,133	1,961,805	2,311,472	3,049,313	3,475,727	3,900,353	
		Op. Profit (Margin)	146,379 (6.9%)	162,072 (7.9%)	248,280 (10.0%)	244,150 (9.4%)	156,576 (6.6%)	126,602 (6.5%)	115,659 (5.0%)	211,043 (6.9%)	319,284 (9.2%)	423,535 (10.9%)	
	Moto	Net Sales/ Revenue	172,883	143,174	180,967	182,162	182,125	145,399	183,692	252,759	266,029	295,261	
		Op. Profit (Margin)	-10,074 (-)	-3,651 (-)	1,658 (0.9%)	140 (0.1%)	27 (0.0%)	-1,447 (-)	9,230 (5.0%)	22,967 (9.1%)	27,854 (10.5%)	31,073 (10.5%)	
	Marine	Net Sales/ Revenue	52,019	49,693	54,310	60,010	56,207	59,604	70,053	101,775	83,840	79,532	
		Op. Profit (Margin)	9,938 (19.1%)	8,935 (18.0%)	9,904 (18.2%)	12,253 (20.4%)	11,186 (19.9%)	11,567 (19.4%)	18,809 (26.8%)	30,788 (30.3%)	21,467 (25.6%)	22,271 (28.0%)	
	Other	Net Sales/ Revenue	・ "Marine" and "Other" has been disclosed seperately as of FY2020-4Q. ・ The value listed in "Marine" column for FY2018 or earlier is the total of "Marine" and "Other".					10,604	8,724	9,112	8,980	8,484	8,570
		Op. Profit (Margin)						2,643 (24.9%)	2,055 (23.6%)	2,958 (32.5%)	2,179 (24.3%)	2,570 (30.3%)	2,839 (33.1%)
	Operating results by Geographic Region	Japan	Net Sales/ Revenue	1,326,371	1,325,356	1,482,129	1,551,041	1,471,302	1,322,038	1,407,095	1,785,252	2,036,610	2,163,113
			Op. Profit (Margin)	59,786 (4.5%)	61,259 (4.6%)	111,466 (7.5%)	112,590 (7.3%)	91,941 (6.2%)	93,376 (7.1%)	85,956 (6.1%)	157,647 (8.8%)	210,953 (10.4%)	223,833 (10.3%)
		Europe	Net Sales/ Revenue	406,295	408,328	456,436	434,546	430,469	341,592	372,202	436,941	670,950	595,787
			Op. Profit (Margin)	6,281 (1.5%)	10,472 (2.6%)	12,594 (2.8%)	14,703 (3.4%)	15,107 (3.5%)	4,211 (1.2%)	10,267 (2.8%)	4,839 (1.1%)	17,436 (2.6%)	8,301 (1.4%)
Asia		Net Sales/ Revenue	1,130,988	1,083,853	1,408,126	1,419,707	1,266,882	928,527	1,269,753	1,900,019	2,130,105	2,401,269	
		Op. Profit (Margin)	82,318 (7.3%)	91,498 (8.4%)	140,575 (10.0%)	121,568 (8.6%)	54,075 (4.3%)	32,966 (3.6%)	33,888 (2.7%)	106,510 (5.6%)	189,735 (8.9%)	226,257 (9.4%)	
Other		Net Sales/ Revenue	112,315	98,867	119,556	130,173	138,352	123,432	176,278	298,342	292,946	338,208	
		Op. Profit (Margin)	1,066 (0.9%)	2,477 (2.5%)	3,422 (2.9%)	4,323 (3.3%)	5,653 (4.1%)	5,865 (4.8%)	11,058 (6.3%)	18,259 (6.1%)	9,565 (3.3%)	8,536 (2.5%)	
FX rates		US dollar (yen)		122	107	112	111	109	106	111	137	143	153
		Euro (yen)		134	118	129	129	121	122	131	141	155	165
	Indian Rupee (yen)		1.90	1.60	1.74	1.61	1.56	1.43	1.51	1.72	1.74	1.83	
Capital expenditures (bln yen)			116.0	136.7	123.2	191.2	173.4	121.7	129.4	196.1	207.2	247.3	
Depreciation exp. (bln yen)			119.4	117.1	114.4	106.3	118.8	96.8	105.9	126.4	132.2	143.9	
R&D exp. (bln yen)			96.2	97.6	98.8	111.4	105.6	102.9	112.4	142.0	157.0	180.2	
Number of Employees			58,390	62,652	64,817	68,040	69,041	69,504	69,460	70,349	72,341	74,212	
Number of	Consolidated Subsidiaries		135	136	131	131	128	121	119	120	117	120	
Companies	Entities accounted for using equity method		34	32	31	28	28	29	32	32	32	33	

*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.