

Suzuki Financial Performance (3rd Quarter)

(Unit : million yen unless otherwise stated)

		FY2010 3Q (2010/4-12)	FY2011 3Q (2011/4-12)	FY2012 3Q (2012/4-12)	FY2013 3Q (2013/4-12)	FY2014 3Q (2014/4-12)	FY2015 3Q (2015/4-12)	FY2016 3Q (2016/4-12)	FY2017 3Q (2017/4-12)	FY2018 3Q (2018/4-12)	FY2019 3Q (2019/4-12)	FY2020 3Q (2020/4-12)	Rank	
Consolidated	Net Sales	1,927,710	1,797,989	1,822,758	2,075,749	2,142,994	⑤ 2,355,591	⑦ 2,251,966	② 2,724,884	① 2,838,834	③ 2,626,070	2,175,532	9th	
	Domestic	693,638	684,331	749,656	⑤ 777,898	⑥ 773,763	⑦ 753,531	725,247	④ 779,969	① 896,031	② 861,461	③ 820,323	3rd	
	Overseas	1,234,071	1,113,661	1,073,101	1,297,851	1,369,231	⑥ 1,602,059	1,526,718	① 1,944,915	② 1,942,803	④ 1,764,608	1,355,208	10th	
	Operating Income (Margin)	92,456 (4.8%)	87,705 (4.9%)	92,879 (5.1%)	134,725 ④ (6.5%)	⑦ 135,216 ⑦ (6.3%)	⑤ 146,242 (6.2%)	④ 167,357 ③ (7.4%)	① 259,843 ① (9.5%)	② 256,544 ② (9.0%)	③ 170,433 ⑤ (6.5%)	⑥ 138,777 ⑥ (6.4%)	6th (6th)	
	Ordinary Income (Margin)	106,494 (5.5%)	96,364 (5.4%)	101,343 (5.6%)	139,483 (6.7%)	⑦ 144,379 ⑦ (6.7%)	⑥ 162,762 ⑥ (6.9%)	④ 180,220 ④ (8.0%)	② 284,586 ② (10.4%)	① 306,102 ① (10.8%)	③ 194,764 ⑤ (7.4%)	⑤ 174,887 ③ (8.0%)	5th (3rd)	
Net income attributable to owners of the parent (Margin)	42,609 (2.2%)	40,617 (2.3%)	48,426 (2.7%)	⑦ 82,485 ⑦ (4.0%)	79,896 (3.7%)	⑥ 102,260 ⑥ (4.3%)	③ 133,355 ③ (5.9%)	② 164,322 ② (6.0%)	① 180,781 ① (6.4%)	④ 116,564 ⑤ (4.4%)	⑤ 113,249 ④ (5.2%)	5th (4th)		
Segment-wise	Auto- mobile	Net Sales	1,707,954	1,574,185	1,626,445	1,843,492	1,916,981	④ 2,130,687	⑥ 2,059,098	② 2,489,606	① 2,596,661	③ 2,377,133	⑦ 1,961,805	7th
		Op. Income (Margin)	94,403 (5.5%)	85,819 (5.5%)	98,837 (6.1%)	⑥ 133,858 ④ (7.3%)	⑦ 133,735 ⑤ (7.0%)	⑤ 146,379 ⑥ (6.9%)	③ 162,072 ③ (7.9%)	① 248,280 ① (10.0%)	② 244,150 ② (9.4%)	④ 156,576 ⑦ (6.6%)	126,602 (6.5%)	8th (8th)
	Motor- cycle	Net Sales	186,289	188,804	163,349	⑦ 192,467	179,942	172,883	143,174	180,967	182,162	182,125	145,399	16th
		Op. Income (Margin)	-7,054 (-)	-2,808 (-)	-10,029 (-)	-4,563 (-)	-5,016 (-)	-10,074 (-)	-3,651 (-)	⑤ 1,658 ⑤ (0.9%)	⑦ 140 ⑦ (0.1%)	27 (0.0%)	-1,447 (-)	9th
	Marine, etc.	Net Sales	33,467	35,000	32,963	39,789	46,071	⑥ 52,019	49,693	⑤ 54,310	③ 60,010	② 66,811	① 68,327	1st
		Op. Income (Margin)	5,106 (15.3%)	4,694 (13.4%)	4,069 (12.3%)	5,429 (13.6%)	6,497 (14.1%)	④ 9,938 ④ (19.1%)	⑦ 8,935 ⑥ (18.0%)	⑤ 9,904 ⑤ (18.2%)	③ 12,253 ② (20.4%)	① 13,829 ① (20.7%)	② 13,622 ③ (19.9%)	2nd (3rd)
Location-wise	Japan	Net Sales	1,169,028	1,128,353	1,131,475	1,210,631	1,258,594	⑦ 1,326,371	1,325,356	③ 1,482,129	② 1,551,041	⑤ 1,471,302	1,322,038	9th
		Op. Income (Margin)	48,655 (4.2%)	57,654 (5.1%)	⑦ 69,602 ⑦ (6.2%)	③ 95,468 ① (7.9%)	④ 94,540 ③ (7.5%)	59,786 (4.5%)	61,259 (4.6%)	② 111,466 ② (7.5%)	① 112,590 ④ (7.3%)	⑥ 91,941 ⑥ (6.2%)	⑤ 93,376 ⑤ (7.1%)	5th (5th)
	Europe	Net Sales	239,812	234,303	180,106	244,998	303,393	406,295	⑦ 408,328	④ 456,436	⑤ 434,546	⑥ 430,469	341,592	10th
		Op. Income (Margin)	2,426 (1.0%)	940 (0.4%)	-3,277 (-)	-1,329 (-)	-2,362 (-)	⑦ 6,281 ⑥ (1.5%)	④ 10,472 ④ (2.6%)	③ 12,594 ③ (2.8%)	② 14,703 ② (3.4%)	① 15,107 ① (3.5%)	4,211 (1.2%)	9th (10th)
	North America	Net Sales	65,391											
		Op. Income (Margin)	-2,543 (-)											
	Asia	Net Sales	704,236	610,501	673,687	868,410	⑥ 932,280	④ 1,130,988	⑤ 1,083,853	② 1,408,126	① 1,419,707	③ 1,266,882	⑦ 928,527	7th
		Op. Income (Margin)	37,440 (5.3%)	19,997 (3.3%)	20,615 (3.1%)	⑥ 50,456 (5.8%)	42,363 (4.5%)	④ 82,318 ③ (7.3%)	③ 91,498 ③ (8.4%)	① 140,575 ① (10.0%)	② 121,568 ② (8.6%)	⑤ 54,075 (4.3%)	32,966 (3.6%)	13th (15th)
	Others	Net Sales	57,681	126,929	120,949	108,198	113,269	112,315	98,867	119,556	130,173	138,352	123,432	
		Op. Income (Margin)	3,260 (5.7%)	2,477 (2.0%)	1,769 (1.5%)	-487 (-)	2,047 (1.8%)	1,066 (0.9%)	2,477 (2.5%)	3,422 (2.9%)	4,323 (3.3%)	5,653 (4.1%)	5,865 (4.8%)	
Foreign exchange rates (Cons.) (Yen)	US dollar	87	79	80	99	107	122	107	112	111	109	106		
	Euro	114	111	102	132	140	134	118	129	129	121	122		
	Indian Rupee				1.68	1.77	1.90	1.60	1.74	1.61	1.56	1.43		
	100 Indonesian Rupiah				0.94	0.90	0.90	0.81	0.84	0.77	0.77	0.73		
	Thai Baht				3.19	3.29	3.51	3.03	3.33	3.41	3.52	3.39		
Consolidated expenses (Bil. Yen)	Capital expenditures	96.3	86.8	124.0	152.3	132.4	116.0	136.7	123.2	191.2	173.4	121.7		
	Depreciation exp.	93.9	70.3	70.5	84.8	96.6	119.4	117.1	114.4	106.3	118.8	96.8		
	R&D exp.	70.0	74.4	85.3	93.0	86.3	96.2	97.6	98.8	111.4	105.6	102.9		
No. of Companies	Subsidiaries	138	141	135	135	131	135	136	131	131	128	121		
	Affiliates	38	37	36	37	37	34	32	31	28	28	29		

※Ranking is made among 18 periods since FY2003, when quarterly results has been published. (Segment-wise results ranking is made among 17 periods since FY2004)