

# Suzuki Financial Performance Full Year (April to March)

(Unit : million yen unless otherwise stated)

			FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	Ranking
Consolidated	Net Sales		3,015,461	3,180,659	3,169,542	④ 3,757,219	③ 3,871,496	3,488,433	3,178,209	⑤ 3,568,380	② 4,641,644	① 5,374,255	1st
		Domestic	1,094,611	1,047,884	1,037,547	1,116,764	② 1,252,447	④ 1,179,523	⑤ 1,174,034	1,073,703	③ 1,212,009	① 1,312,799	1st
		Overseas	1,920,849	2,132,775	2,131,995	③ 2,640,454	④ 2,619,049	2,308,910	2,004,174	2,494,677	② 3,429,633	① 4,061,457	1st
	Operating Profit Margin		179,424 (6.0%)	195,308 (6.1%)	⑤ 266,685 ③ (8.4%)	② 374,182 ① (10.0%)	④ 324,365 ④ (8.4%)	215,069 (6.2%)	194,432 (6.1%)	191,460 (5.4%)	③ 350,551 ⑤ (7.6%)	① 465,563 ② (8.7%)	1st 2nd
	Ordinary Profit Margin		194,318 (6.4%)	209,109 (6.6%)	⑤ 286,693 ④ (9.0%)	③ 382,787 ① (10.2%)	④ 379,530 ② (9.8%)	245,414 (7.0%)	248,255 (7.8%)	262,917 (7.4%)	② 382,807 ⑤ (8.2%)	① 488,525 ③ (9.1%)	1st 3rd
	Profit attributable to owners of parent Margin		96,862 (3.2%)	116,660 (3.7%)	159,956 ② (5.0%)	③ 215,730 ① (5.7%)	④ 178,759 ⑤ (4.6%)	134,222 (3.8%)	146,421 (4.6%)	⑤ 160,345 (4.5%)	② 221,107 ④ (4.8%)	① 267,717 ③ (5.0%)	1st 3rd
Operating results by Segment	Auto	Sales	2,701,942	2,878,516	2,895,619	④ 3,435,802	③ 3,532,532	3,157,434	2,876,601	⑤ 3,204,877	② 4,162,163	① 4,883,804	1st
		Op. Profit Margin	171,827 (6.4%)	192,619 (6.7%)	⑤ 255,060 ② (8.8%)	② 355,027 ① (10.3%)	③ 303,731 ③ (8.6%)	197,100 (6.2%)	172,066 (6.0%)	152,832 (4.8%)	④ 279,084 (6.7%)	① 398,173 ④ (8.2%)	1st 4th
	Moto	Sales	250,485	233,889	206,289	246,362	255,071	242,561	206,530	253,458	333,151	366,934	7th
		Op. Profit Margin	-675 (-)	-10,198 (-)	-930 (-)	4,606 (1.9%)	3,631 (1.4%)	693 (0.3%)	2,575 (1.2%)	10,859 (4.3%)	29,340 ③ (8.8%)	③ 39,013 ① (10.6%)	3rd 1st
	Marine	Sales	63,033	68,253	67,633	75,053	83,894	⑤ 74,535	④ 83,411	③ 97,981	① 134,570	② 112,281	2nd
		Op. Profit Margin	8,272 (13.1%)	12,888 (18.9%)	12,555 (18.6%)	14,548 (19.4%)	17,004 (20.3%)	⑤ 14,117 ⑤ (18.9%)	④ 17,099 ④ (20.5%)	③ 24,017 ② (24.5%)	① 39,435 ① (29.3%)	② 25,230 ③ (22.5%)	2nd 3rd
	Other	Sales	・ "Marine" and "Other" have been disclosed separately as of FY2020-4Q. ・ The value listed in "Marine" column for FY2018-1Q or earlier is the total of "Marine" and "Others".					① 13,902	④ 11,666	② 12,064	③ 11,760	⑤ 11,235	5th
		Op. Profit Margin						② 3,158	④ 2,692	① 3,750	⑤ 2,690	③ 3,144	3rd
								⑤ (22.7%)	③ (23.1%)	① (31.1%)	④ (22.9%)	② (28.0%)	2nd
Operating results by Geographic Region	Japan	Sales	1,764,970	1,810,169	1,858,809	2,028,672	④ 2,142,449	1,986,733	1,900,526	1,928,240	② 2,461,038	① 2,838,881	1st
		Op. Profit Margin	90,718 (5.1%)	84,812 (4.7%)	⑤ 137,240 ⑤ (7.4%)	③ 161,044 ② (7.9%)	④ 150,768 (7.0%)	123,188 (6.2%)	118,373 (6.2%)	121,018 (6.3%)	② 182,979 ④ (7.4%)	① 243,029 ① (8.6%)	1st 1st
	Europe	Sales	436,139	550,465	558,242	619,840	⑤ 630,795	567,414	498,526	486,724	④ 633,528	① 918,659	1st
		Op. Profit Margin	5,116 (1.2%)	6,721 (1.2%)	13,101 (2.3%)	④ 17,174 ④ (2.8%)	② 22,981 ① (3.6%)	③ 17,678 ③ (3.1%)	10,823 (2.2%)	12,561 (2.6%)	⑤ 16,756 ⑤ (2.6%)	① 23,349 (2.5%)	1st 7th
	Asia	Sales	1,306,230	1,496,116	1,506,909	③ 1,906,030	④ 1,887,096	1,651,377	1,395,297	⑤ 1,803,511	② 2,545,537	① 2,945,687	1st
		Op. Profit Margin	81,607 (6.2%)	103,823 (6.9%)	⑤ 121,396 ③ (8.1%)	② 191,315 ① (10.0%)	④ 144,214 ④ (7.6%)	62,671 (3.8%)	55,957 (4.0%)	43,765 (2.4%)	③ 153,454 (6.0%)	① 245,899 ② (8.3%)	1st 2nd
	Other	Sales	159,181	154,399	142,267	165,766	⑤ 183,133	④ 185,621	180,357	③ 253,202	② 393,930	① 406,287	1st
		Op. Profit Margin	2,620 (1.6%)	2,431 (1.6%)	4,060 (2.9%)	5,101 (3.1%)	6,083 (3.3%)	⑤ 6,531 (3.5%)	④ 8,641 (4.8%)	② 14,361 ③ (5.7%)	① 19,009 (4.8%)	③ 11,588 (2.9%)	3rd 13th
Non-Consolidated	Net Sales		1,663,147	1,609,065	1,687,836	1,852,766	④ 1,940,224	1,792,834	1,707,133	1,690,761	② 2,217,163	① 2,604,850	1st
	Operating Profit Margin		69,127 (4.2%)	51,801 (3.2%)	④ 106,396 ④ (6.3%)	③ 124,705 ② (6.7%)	96,747 (5.0%)	72,702 (4.1%)	65,061 (3.8%)	77,976 (4.6%)	② 127,712 ⑤ (5.8%)	① 203,953 ① (7.8%)	1st 1st
	Ordinary Profit Margin		74,651 (4.5%)	76,151 (4.7%)	④ 120,210 ④ (7.1%)	③ 137,112 ③ (7.4%)	⑤ 117,223 (6.0%)	97,046 (5.4%)	88,291 (5.2%)	93,071 (5.5%)	② 169,821 ② (7.7%)	① 257,228 ① (9.9%)	1st 1st
	Profit attributable to owners of parent Margin		51,248 (3.1%)	78,593 (4.9%)	④ 87,671 ④ (5.2%)	③ 104,849 ③ (5.7%)	42,414 (2.2%)	78,110 (4.4%)	80,431 (4.7%)	⑤ 82,953 ⑤ (4.9%)	② 145,307 ② (6.6%)	① 203,112 ① (7.8%)	1st 1st
ForEX rates (Yen)	US dollar		110	120	108	111	111	109	106	112	136	145	
	Euro		139	133	119	130	128	121	124	131	141	157	
	Indian Rupee		1.81	1.85	1.63	1.73	1.60	1.55	1.44	1.52	1.70	1.76	
Capital Expenditures (bil. yen)		Cons.	194.5	171.5	198.8	213.4	268.9	236.4	170.9	189.4	269.9	321.5	
		Non-Cons	50.2	66.0	67.2	53.6	58.4	63.0	56.0	58.2	69.1	62.1	
Depreciation Expenses (bil. yen)		Cons.	134.4	168.3	163.4	150.9	148.9	164.2	136.5	161.5	177.3	197.2	
		Non-Cons	37.4	40.9	49.2	49.1	45.5	48.3	35.0	36.3	41.5	47.4	
R&D Expenses (bil. yen)		Cons.	125.9	131.0	131.5	139.4	158.1	148.1	146.2	160.7	205.6	234.2	
		Non-Cons	108.1	113.0	115.7	119.3	142.1	134.2	133.8	146.5	183.9	204.8	
Shareholders' equity ratio			45.6%	35.4%	35.9%	38.8%	40.9%	44.5%	41.8%	45.2%	45.4%	46.3%	
Return on shareholders' equity			6.9%	9.6%	15.4%	17.9%	13.3%	9.3%	9.2%	9.0%	11.2%	11.7%	
Profit per share (Yen)			172.67	234.98	362.54	488.86	395.26	286.36	301.65	330.20	455.20	553.59	
Dividends (Yen)	Per Share	Annual	27	32	44	74	74	85	90	91	100	122	
		Year-end	17	17	27	44	37	48	53	46	50	67	
	Payout ratio (Cons.)		15.6%	13.6%(17.3%)	12.1%(15.2%)	15.1%	18.7%	29.7%	29.8%	27.6%	22.0%	22.0%	

※Ranking is made since start of disclosure (Cons.:FY1977, Segment-wise:FY1998, Japan&Europe:FY1997, Asia:FY2001, Non-Cons.:FY1975). Marine and Other segment af of FY2019 when disclosed independently.  
 Other region as of FY2011 when reclassified. ※Dividend payout ratio in () of FY2015 and FY2016 are calculated excluding gains from portfolio securities.