

# Suzuki Financial Performance (1st. Quarter)

(Unit : million yen unless otherwise stated)

		FY2009 (2009/4-6)	FY2010 (2010/4-6)	FY2011 (2011/4-6)	FY2012 (2012/4-6)	FY2013 (2013/4-6)	FY2014 (2014/4-6)	FY2015 (2015/4-6)	FY2016 (2016/4-6)	FY2017 (2017/4-6)	FY2018 (2018/4-6)	FY2019 (2019/4-6)	FY2020 (2020/4-6)	FY2021 (2021/4-6)	Ranking		
Consolidated	Net Sales	577,143	656,283	607,335	644,765	675,800	⑩ 710,402	⑦ 772,853	⑨ 754,031	⑤ 869,313	① 987,469	③ 907,534	⑱ 425,262	⑥ 845,350	6th		
	Domestic	207,455	238,564	⑱ 201,615	④ 267,008	240,237	⑥ 255,983	⑧ 247,233	⑦ 250,020	⑤ 266,962	① 296,345	② 291,116	212,401	③ 272,925	3rd		
	Overseas	⑱ 369,688	417,718	405,720	377,757	435,562	⑩ 454,418	⑦ 525,620	⑨ 504,010	⑤ 602,351	① 691,123	④ 616,418	⑱ 212,861	⑥ 572,424	6th		
	Operating Profit	⑱ 6,861	31,948	25,574	⑩ 35,648	⑧ 44,092	⑦ 50,919	⑤ 55,161	④ 59,159	② 85,072	① 116,464	③ 62,656	⑱ 1,298	⑥ 54,467	6th		
	(Margin)	⑱ (1.2%)	⑩ (4.9%)	(4.2%)	⑨ (5.5%)	⑦ (6.5%)	④ (7.2%)	⑤ (7.1%)	③ (7.8%)	② (9.8%)	① (11.8%)	⑥ (6.9%)	⑱ (0.3%)	⑧ (6.4%)	8th		
	Ordinary Profit	⑱ 12,568	30,610	28,767	40,240	⑧ 47,184	⑦ 59,309	⑤ 62,346	⑥ 61,278	③ 99,509	① 133,096	④ 72,400	⑱ 14,470	② 110,841	2nd		
(Margin)	⑱ (2.2%)	(4.7%)	(4.7%)	⑨ (6.2%)	⑧ (7.0%)	④ (8.3%)	⑥ (8.1%)	⑤ (8.1%)	③ (11.4%)	① (13.5%)	⑦ (8.0%)	⑱ (3.4%)	② (13.1%)	2nd			
Profit attributable to owners of parent	⑱ 2,138	15,156	18,731	⑩ 24,470	⑧ 27,032	⑥ 37,525	⑦ 31,700	⑤ 37,956	③ 65,432	① 85,912	④ 40,511	⑱ 1,764	② 84,752	2nd			
(Margin)	⑱ (0.4%)	(2.3%)	⑩ (3.1%)	⑨ (3.8%)	⑧ (4.0%)	④ (5.3%)	⑦ (4.1%)	⑤ (5.0%)	③ (7.5%)	② (8.7%)	⑥ (4.5%)	⑱ (0.4%)	① (10.0%)	1st			
by Business Segment	Auto-mobile	Net Sales	489,247	573,781	517,356	571,896	⑩ 590,766	⑨ 629,028	⑦ 691,930	⑧ 684,448	③ 787,314	① 900,539	② 817,106	⑱ 367,422	④ 758,773	4th	
		Op. Profit (Margin)	⑰ 6,966 ⑰ (1.4%)	⑩ 32,040 ⑨ (5.6%)	23,221 (4.5%)	⑨ 37,526 ⑧ (6.6%)	⑦ 44,774 ⑤ (7.6%)	⑥ 47,361 ⑥ (7.5%)	⑤ 53,595 ④ (7.7%)	③ 55,762 ③ (8.1%)	② 79,396 ② (10.1%)	① 109,398 ① (12.1%)	④ 54,610 ⑦ (6.7%)	⑱ 24 ⑱ (0.0%)	⑧ 41,973 ⑩ (5.5%)	8th 10th	
	Motor-cycle	Net Sales	⑥ 80,877	⑨ 69,818	⑦ 75,419	59,517	⑧ 70,507	⑩ 65,624	60,880	⑰ 50,684	61,618	64,341	65,613	⑱ 34,932	57,477	16th	
		Op. Profit (Margin)	-2,882 (-)	-1,783 (-)	332 (0.4%)	⑱ -3,441 (-)	-2,634 (-)	⑩ 984 ⑩ (1.5%)	-2,649 (-)	-561 (-)	⑨ 2,009 ⑨ (3.3%)	⑧ 2,105 ⑧ (3.3%)	⑦ 2,264 ⑦ (3.5%)	⑰ -3,009 (-)	⑥ 4,436 ② (7.7%)	6th 2nd	
	Marine	Net Sales	12,043	12,682	14,559	13,352	14,525	15,749	20,043	18,897	20,381	22,588	21,945	20,214	26,020	-	
		Op. Profit (Margin)	1,262 (10.5%)	1,692 (13.3%)	2,020 (13.9%)	1,562 (11.7%)	1,952 (13.4%)	2,573 (16.3%)	4,214 (21.0%)	3,958 (20.9%)	3,665 (18.0%)	4,961 (22.0%)	5,162 (23.5%)	3,798 (18.8%)	6,758 (26.0%)	-	
	Other	Net Sales	• "Marin" and "Other" has been disclosed separately as of FY2020-4Q. • The value listed in "Marine" column for FY2018-1Q or earlier is the total of "Marine" and "Other".										2,868	2,692	3,078	-	
		Op. Profit (Margin)											619 (21.6%)	485 (18.0%)	1,298 (42.2%)	-	
	by Geographic Region	Japan	Net Sales	⑰ 330,982	399,214	341,977	404,043	391,141	⑩ 425,211	⑨ 446,392	⑧ 454,122	⑤ 498,388	② 544,298	④ 509,098	⑱ 330,971	⑦ 476,637	7th
			Op. Profit (Margin)	⑱ -2,032 (-)	15,811 (4.0%)	10,912 (3.2%)	⑥ 27,504 ⑤ (6.8%)	④ 30,802 ④ (7.9%)	③ 33,849 ③ (8.0%)	⑦ 27,169 ⑦ (6.1%)	⑧ 26,670 ⑧ (5.9%)	② 47,248 ① (9.5%)	① 50,723 ② (9.3%)	⑨ 26,068 ⑨ (5.1%)	⑰ 1,017 ⑰ (0.3%)	⑤ 30,062 ⑥ (6.3%)	5th 6th
Europe		Net Sales	109,326	86,431	83,534	⑱ 66,198	⑰ 70,915	113,778	⑨ 134,656	⑧ 150,593	⑥ 157,622	⑤ 160,886	③ 165,703	75,438	⑦ 153,375	7th	
		Op. Profit (Margin)	1,816 (1.7%)	⑦ 3,978 ④ (4.6%)	1,868 ⑧ (2.2%)	⑰ -1,341 (-)	⑱ -2,558 (-)	529 (0.5%)	869 (0.6%)	⑩ 2,056 (1.4%)	⑤ 6,362 ⑤ (4.0%)	② 7,710 ② (4.8%)	① 8,026 ① (4.8%)	-452 (-)	③ 7,250 ③ (4.7%)	3rd 3rd	
North America		Net Sales	⑥ 47,114	⑧ 26,142	⑦ 31,946	• "North America" results has been included in "Other" section as of FY2012-3Q. • FY2012-1Q results were reclassified in accordance with the new standard.											
		Op. Profit (Margin)	⑧ -4,160 (-)	⑥ -960 (-)	② 522 ① (1.6%)												
Asia		Net Sales	177,263	⑩ 233,451	226,371	⑨ 233,491	⑧ 293,881	⑦ 293,958	⑤ 367,742	⑥ 337,770	③ 416,392	① 496,848	② 431,216	⑱ 105,232	④ 372,782	4th	
		Op. Profit (Margin)	11,207 ⑨ (6.3%)	⑩ 11,527 (4.9%)	⑨ 11,915 (5.3%)	9,199 (3.9%)	⑥ 19,904 ⑧ (6.8%)	⑦ 15,060 (5.1%)	③ 29,095 ③ (7.9%)	④ 23,587 ⑦ (7.0%)	② 32,685 ⑤ (7.8%)	① 53,616 ① (10.8%)	⑤ 21,964 (5.1%)	⑱ -6,732 (-)	9,192 ⑰ (2.5%)	15th 17th	
Other		Net Sales	14,140	19,495	20,226	④ 43,113	⑤ 40,458	⑦ 39,583	⑧ 38,499	⑨ 34,321	⑥ 40,161	③ 43,829	② 46,496	⑩ 34,054	① 57,497	1st	
		Op. Profit (Margin)	362 (2.6%)	1,022 (5.2%)	607 (3.0%)	⑨ 234 ⑨ (0.5%)	⑩ -519 (-)	⑦ 745 ⑦ (1.9%)	⑧ 505 ⑧ (1.3%)	⑥ 885 ⑥ (2.6%)	④ 1,253 ⑤ (3.1%)	③ 2,281 ② (5.2%)	② 2,293 ③ (4.9%)	⑤ 1,078 ④ (3.2%)	① 4,789 ① (8.3%)	1st 1st	
Foreign exchange rates (Cons.) (Yen)	US dollar	97	92	82	80	99	102	121	108	111	109	110	108	110			
	Euro	135	118	117	103	129	140	134	122	122	130	123	119	132			
	Indian Rupee				1.50	1.79	1.72	1.93	1.63	1.74	1.64	1.59	1.43	1.49			
Consolidated expenses (Bil. Yen)	Capital expenditures	25.4	39.7	32.7	32.8	41.6	42.6	33.7	39.4	41.7	78.0	59.9	34.3	37.7			
	Depreciation exp.	29.3	30.5	25.0	23.6	23.8	30.9	37.6	37.2	40.2	32.7	39.1	30.3	33.4			
	R&D exp.	19.5	21.8	22.0	23.8	25.2	28.0	31.6	27.6	30.0	31.7	34.4	30.2	35.7			

※Ranking is made among 19 periods since FY2003, when quarterly results has been published. Ranking of results by Business Segment is made among 18 periods since FY2004.  
 Ranking of Other(by Geographic Region) is made among 10 periods since FY2012, when reclassified.