

# Consolidated Financial Summary for FY2017 (1 April 2017 – 31 March 2018)

## [Japanese GAAP]

10 May 2018

Company Name : SUZUKI MOTOR CORPORATION Listings : The First Section of Tokyo Stock Exchange  
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Date of the Ordinary General Meeting of Shareholders : 28 June 2018  
 Start of Payment of Cash Dividends : 29 June 2018  
 Date of Filing Annual Securities Report : 28 June 2018  
 Preparation of Supplementary Explanatory Materials : Yes  
 Holding of Presentation Meeting on Financial Results : Yes

(Amounts less than one million yen are rounded down)

### 1. Consolidated Operating Results for FY2017 (1 April 2017 – 31 March 2018)

#### (1) Consolidated Management Results

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent	
	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	%
FY 2017	3,757,219	18.5	374,182	40.3	382,787	33.5	215,730	34.9
FY 2016	3,169,542	-0.3	266,685	36.5	286,693	37.1	159,956	37.1

[Note] Comprehensive income: FY2017 254,027 million yen (11.8%) FY2016 227,158 million yen (-%)

	Net income per share, Basic	Net income per share, Diluted	Return on shareholders' equity	Ratio of ordinary income to total assets	Ratio of operating income to net sales
	Yen	Yen	%	%	%
FY 2017	488.86	473.74	17.9	11.9	10.0
FY 2016	362.54	362.48	15.4	9.9	8.4

[Reference] Equity in earnings (losses) of affiliates: FY2017 -13,870 million yen FY2016 2,327 million yen

#### (2) Consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Million Yen	Million Yen	%	Yen
FY 2017	3,340,828	1,595,227	38.8	2,937.35
FY 2016	3,115,985	1,387,041	35.9	2,538.12

[Reference] Shareholders' equity (Net assets excluding non-controlling interests and subscription rights to shares):  
 FY2017 1,297,536 million yen FY2016 1,119,865 million yen

#### (3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Million Yen	Million Yen	Million Yen	Million Yen
FY 2017	445,171	-341,585	-113,922	600,846
FY 2016	366,315	-288,564	89,505	614,031

### 2. Cash Dividends

	Cash dividends per share					Total amount (Annual)	Payout ratio (Consolidated)	Ratio of total amount of cash dividends to shareholders' equity (Consolidated)
	1st quarter	2nd quarter	3rd quarter	Year-end	Annual			
	Yen	Yen	Yen	Yen	Yen	Million Yen	%	%
FY2016	-	17.00	-	27.00	44.00	19,416	12.1	1.9
FY2017	-	30.00	-	44.00	74.00	32,678	15.1	2.7
FY2018(Forecast)	-	37.00	-	37.00	74.00		15.9	

### 3. Forecast of consolidated results for FY 2018 (1 April 2018 – 31 March 2019)

(Percentage indicates change from the previous term)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent		Net income per share
	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	%	Yen
Full year	3,800,000	1.1	340,000	-9.1	350,000	-8.6	205,000	-5.0	464.08

## \*Notes

- (1) Changes in significant subsidiaries during the period  
(Changes in specified subsidiaries that accompany with a change in the scope of consolidation): None
- (2) Changes in Accounting Principles, Changes in Accounting Estimates, and Retrospective Restatements
- 1) Changes in accounting principles due to the revision of the accounting standards : None
  - 2) Changes in accounting principles other than 1) : None
  - 3) Changes in accounting estimates : None
  - 4) Retrospective restatements : None
- (3) Number of outstanding shares (common stock) (Shares)
- 1) Number of outstanding shares at end of period (Including treasury stock)
  - 2) Number of treasury stock at end of period
  - 3) Average number of outstanding shares during period

FY2017	491,018,100	FY2016	491,000,000
FY2017	49,280,675	FY2016	49,782,105
FY2017	441,293,713	FY2016	441,208,692

## [Reference] Summary of Non-consolidated Results

### Non-consolidated Operating Results for FY2017 (1 April 2017 – 31 March 2018)

#### (1) Non-consolidated Management Results

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income	
	Million Yen	%	Million Yen	%	Million Yen	%	Million Yen	%
FY 2017	1,852,766	9.8	124,705	17.2	137,112	14.1	104,849	19.6
FY 2016	1,687,836	4.9	106,396	105.4	120,210	57.9	87,671	11.6

	Net income per share, Basic		Net income per share, Diluted	
	Yen		Yen	
FY 2017	237.56		230.21	
FY 2016	198.68		198.64	

#### (2) Non-consolidated Financial Position

	Total assets		Net assets		Shareholders' equity ratio		Net assets per share	
	Million Yen		Million Yen		%		Yen	
FY 2017	1,774,498		588,547		33.2		1,331.87	
FY 2016	1,749,592		507,810		29.0		1,150.47	

[Reference] Shareholders' equity (Net assets excluding subscription rights to shares):

FY2017 588,420 million yen FY2016 507,683 million yen

**\* This financial result is not required to be audited by certified public accountants or audit firm.**

#### \* Explanation regarding the appropriate use of forecasts for operating results, other information

(Caution with respect to forward-looking statement)

The forward-looking statements are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors.

Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate). Please refer to "Forecasts for Next Fiscal Year" in page 3 of the [Attachment] for detail such as precondition of the above-mentioned forecast.

(Financial Results Supplementary Explanatory Materials)

Financial Results Supplementary Explanatory Materials will be available on our website (<http://www.globalsuzuki.com/>) on 10 May 2018.

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# 1. Summary of Management Results, etc

## (1) Summary of Management Results and Financial Positions

### (Management results of FY2017)

With respect to the management environment of the Group for FY2017, the economy is recovering moderately as a whole. On the other hand, there are concerns about the influence of the US tariff policy, uncertainties about prospects for the economy of China and developing countries in Asia, and others. In India, an important market for the Group, the economy is expanding mainly owing to increase of domestic consumption. Also in Japan, the economy is recovering moderately on the back of various measures introduced by the government.

Under these circumstances, the consolidated net sales of this fiscal year (April 2017 to March 2018) increased by ¥587.7 billion (18.5%) to ¥3,757.2 billion compared to the previous fiscal year. The Japanese domestic net sales increased by ¥79.2 billion (7.6%) to ¥1,116.7 billion year-on-year mainly owing to increase in automobile sales. The overseas net sales increased by ¥508.5 billion (23.8%) to ¥2,640.5 billion year-on-year mainly owing to increase in automobile and motorcycle sales in markets including India and Europe.

In terms of the consolidated income, the operating income increased by ¥107.5 billion (40.3%) to ¥374.2 billion year-on-year mainly owing to improvement in profit in Asia, Japan, and Europe. The ordinary income increased by ¥96.1 billion (33.5%) to ¥382.8 billion year-on-year. The net income attributable to owners of the parent increased by ¥55.7 billion (34.9%) to ¥215.7 billion year-on-year.

### <The operating results by business segmentation> (Automobile Business)

The Japanese domestic automobile net sales increased year-on-year mainly owing to sales contribution of new models Spacia and XBEE launched in December, in addition to WagonR and Swift launched in the previous fiscal year. The overseas automobile net sales increased year-on-year mainly owing to increase in sales in markets including India, which launched the new Dzire and Swift, as well as Europe. Consequently, the net sales of the automobile business increased by ¥540.2 billion (18.7%) to ¥3,435.8 billion year-on-year. The operating income increased by ¥100.0 billion (39.2%) to ¥355.1 billion year-on-year mainly owing to improvement in profit in Asia, Japan and Europe.

### (Motorcycle Business)

The net sales increased by ¥40.1 billion (19.4%) to ¥246.4 billion year-on-year mainly owing to sales contribution of scooters in India and large displacement models in developed countries. The operating loss of ¥0.9 billion in the previous fiscal year improved to an operating income of ¥4.6 billion.

### (Marine Business, etc.)

The net sales increased by ¥7.4 billion (11.0%) to ¥75.0 billion year-on-year mainly owing to sales contribution of new outboard motor DF350A in North America and Europe. The operating income increased by ¥2.0 billion (15.9%) to ¥14.5 billion year-on-year.

### <The operating results by geographical areas>

With respect to the operating results by geographic region, Asia, Japan, Europe, and other areas all saw increase in sales and income.

### (Financial Positions of FY2017)

#### - Assets, liabilities and net assets

With respect to the financial positions at the end of FY2017, total assets were ¥3,340.8 billion (increased by ¥224.8 billion from the end of previous consolidated fiscal year), total liabilities were ¥1,745.6 billion (increased by ¥16.7 billion from the end of previous consolidated fiscal year), total net assets were ¥1,595.2 billion (increased by ¥208.2 billion from the end of previous consolidated fiscal year).

## - Cash flows

Cash flow provided by operating activities for FY2017 amounted to ¥445.2 billion (¥366.3 billion was provided in the same period of the previous fiscal year). In investing activities, ¥341.6 billion was used for the acquisition of securities, property, plant and equipment, etc. (¥288.6 billion was used in the same period of the previous fiscal year). As a result, free cash flow amounted to ¥103.6 billion of positive (¥77.7 billion of positive in the same period of the previous fiscal year). In financing activities, ¥113.9 billion was used by repayment of long-term loans payable etc. (¥89.5 billion was provided in the same period of the previous fiscal year).

As a result, the balance of cash and cash equivalents at the end of FY2017 was ¥600.8 billion, which decreased by ¥13.2 billion from the end of the previous consolidated fiscal year.

## (2) Forecasts for the Next Fiscal Year

With respect to the forecasts for the consolidated operating results, the company prospects continuous increase in automobile sales mainly in India. On the other hand, the company also prospects appreciation of the yen and increase in research and development expenses. Thus, the company forecasts increase in net sales and decrease in income. The Group will work as one to reform in every field and pursue the business activity to accomplish more than the below forecasts for the consolidated operating results.

### (Forecast for the consolidated operating results-Full Year)

Net Sales	¥3,800.0 billion	(up 1.1% year-on-year)
Operating income	¥340.0 billion	(down 9.1% year-on-year)
Ordinary income	¥350.0 billion	(down 8.6% year-on-year)
Net income attributable to owners of the parent	¥205.0 billion	(down 5.0% year-on-year)
Foreign exchange rates	105 yen/US\$, 130 yen/Euro, 1.65 yen/Indian Rupee 0.78 yen/100 Indonesian Rupiah, 3.30 yen/Thai Baht	

\* The forecasts for next fiscal year mentioned above are based on currently available information and assumptions, contain risks and uncertainty, and do not constitute guarantees of future achievement. Please note that the actual results may greatly vary by the changes of various factors. Those factors, which may influence the actual results, include economic conditions and the trend of demand in major markets and the fluctuation of foreign exchange rate (mainly US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

## (3) Dividends for Current and Next Fiscal Year

Under the Mid-Term Management Plan SUZUKI NEXT 100 (from FY2015 to FY2019), the company prioritises investment for growth, and set the dividend payout ratio target to 15% or more.

The company was able to achieve the FY2019 net sales target of ¥3,700 billion and operating income margin target of 7% in this fiscal year, which is ahead of schedule. On the other hand, improvement of shareholders' equity ratio is becoming an urgent issue.

Taking the above into consideration, the company would like to apply the dividend payout ratio target of 15% to the annual dividends, which will be ¥74.00 per share, up by ¥30.00 per share from the previous fiscal year, and to the year-end dividends, which will be ¥44.00 per share.

The annual dividends of ¥74.00 per share will be the eighth consecutive increase in annual dividends.

With respect to the dividends for the next fiscal year, we plan to distribute ¥74.00 of annual dividends per share (including ¥37.00 of interim dividends per share), same amount to the current fiscal year.

## 2. Basic Policy on the Selection of Accounting Standard

The Group is preparing for implementation of the International Financial Reporting Standards (IFRS) in the future. Concrete timing of the implementation is currently under examination.

### 3. Consolidated Financial Statement and Significant notes

#### (1) Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2016 (As of 31 March 2017)	FY2017 (As of 31 March 2018)
<b>Assets</b>		
Current assets		
Cash and deposits	693,952	690,418
Notes and accounts receivables-trade	349,224	388,973
Short-term investment securities	338,756	256,695
Merchandise and finished goods	234,730	253,999
Work in process	40,537	48,954
Raw materials and supplies	56,847	49,962
Deferred tax assets	113,845	122,092
Other	133,428	135,237
Allowance for doubtful accounts	(5,349)	(5,252)
Total current assets	1,955,973	1,941,081
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	154,843	160,990
Machinery and equipment, net	267,951	199,051
Tools, furniture and fixtures, net	24,195	56,962
Land	261,130	280,866
Construction in progress	48,223	106,393
Total property, plant and equipment	756,344	804,265
Intangible assets		
Goodwill	339	237
Other	2,343	2,319
Total intangible assets	2,683	2,556
Investments and other assets		
Investment securities	335,787	543,485
Long-term loans receivable	798	758
Assets for retirement benefits	44	42
Deferred tax assets	21,140	23,471
Other	43,631	25,692
Allowance for doubtful accounts	(399)	(402)
Allowance for investment loss	(18)	(124)
Total investments and other assets	400,984	592,925
Total noncurrent assets	1,160,012	1,399,747
<b>Total assets</b>	<b>3,115,985</b>	<b>3,340,828</b>

	FY2016 (As of 31 March 2017)	FY2017 (As of 31 March 2018)
<b>Liabilities</b>		
Current liabilities		
Accounts payable-trade	428,063	443,916
Electronically recorded obligations	83,070	68,322
Short-term loans payable	96,643	97,598
Current portion of long term loans payable	119,958	93,157
Accrued expenses	191,068	215,335
Income taxes payable	31,863	40,598
Deferred tax liabilities	55	929
Provision for product warranties	76,995	105,106
Provision for directors' bonuses	372	70
Other	160,030	177,234
Total current liabilities	1,188,121	1,242,270
Noncurrent liabilities		
Bonds with subscription rights to shares	200,400	194,211
Long-term loans payable	222,870	192,943
Deferred tax liabilities	1,384	1,175
Provision for directors' retirement benefits	1,164	1,161
Provision for disaster	1,976	1,914
Provision for product liabilities	3,443	4,529
Provision for recycling expenses	6,372	7,804
Liabilities for retirement benefits	63,099	65,224
Other	40,110	34,364
Total noncurrent liabilities	540,822	503,330
Total liabilities	1,728,943	1,745,601
<b>Net assets</b>		
Shareholders' equity		
Capital stock	138,014	138,064
Capital surplus	144,035	143,868
Retained earnings	1,058,549	1,247,242
Treasury stock	(191,051)	(189,126)
Total shareholders' equity	1,149,548	1,340,047
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	98,827	108,528
Deferred gains or losses on hedges	1,269	22
Foreign currency translation adjustment	(119,236)	(140,136)
Accumulated adjustment for retirement benefit	(10,543)	(10,925)
Total accumulated other comprehensive income	(29,683)	(42,511)
Subscription rights to shares	126	126
Non-controlling interests	267,049	297,564
Total net assets	1,387,041	1,595,227
Total liabilities and net assets	3,115,985	3,340,828

## (2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income (Consolidated Statement of Income)

	(Amount: Millions of yen)	
	FY2016 (1 April 2016– 31 March 2017)	FY2017 (1 April 2017– 31 March 2018)
Net sales	3,169,542	3,757,219
Cost of sales	2,261,914	2,651,473
Gross profit	907,627	1,105,745
Selling, general and administrative expenses	640,942	731,563
Operating income	266,685	374,182
Non-operating income		
Interest income	13,186	32,559
Dividend income	3,640	3,073
Rent income on noncurrent assets	1,493	1,708
Foreign exchange gains	198	-
Equity in earnings of affiliates	2,327	-
Other	8,813	10,367
Total non-operating income	29,660	47,709
Non-operating expenses		
Interest expenses	4,771	8,152
Loss on valuation of securities	0	352
Depreciation of assets for rent	461	362
Provision of allowance for doubtful accounts	6	97
Provision of allowance for investment loss	97	106
Foreign exchange losses	-	8,401
Equity in losses of affiliates	-	13,870
Other	4,316	7,761
Total non-operating expenses	9,652	39,104
Ordinary income	286,693	382,787
Extraordinary income		
Gain on sales of noncurrent assets	1,022	2,797
Gain on sales of investment securities	47,775	1,281
Total extraordinary income	48,798	4,079
Extraordinary loss		
Loss on sales of noncurrent assets	355	247
Impairment loss	39,936	2,585
Total extraordinary loss	40,291	2,833
Income before income taxes etc.	295,200	384,033
Income taxes-current	92,263	121,527
Income taxes-deferred	5,319	(12,933)
Income taxes	97,583	108,593
Net income	197,616	275,439
Net income attributable to non-controlling interests	37,660	59,709
Net income attributable to owners of the parent	159,956	215,730



## (Consolidated Statement of Comprehensive Income)

(Amount: Millions of yen)

	FY2016 (1 April 2016 – 31 March 2017)	FY2017 (1 April 2017 – 31 March 2018)
Net income	197,616	275,439
Other comprehensive income		
Valuation difference on available-for-sale securities	28,375	16,036
Deferred gains or losses on hedges	505	(1,232)
Foreign currency translation adjustment	3,634	(35,936)
Adjustment for retirement benefits	(655)	(514)
Share of other comprehensive income of associates accounted for using equity method	(2,318)	234
Total other comprehensive income	29,541	(21,411)
Comprehensive income	227,158	254,027
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	177,276	202,870
Comprehensive income attributable to non-controlling interests	49,881	51,157

### (3) Consolidated Statement of Changes in Net Assets

FY2016 (1 April 2016 – 31 March 2017)

(Amount: Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of current fiscal year	138,014	144,166	913,656	(191,169)	1,004,668
Changes of items during the period					
Dividends from surplus			(15,003)		(15,003)
Net income attributable to owners of the parent			159,956		159,956
Purchase of treasury stock				(4)	(4)
Disposal of Treasury stock		(60)		122	62
Transfer to capital surplus from retained earnings		60	(60)		-
Capital increase of consolidated subsidiaries		(130)			(130)
Net changes of items other than shareholders' equity					
Total changes of items during the period	-	(130)	144,892	118	144,880
Balance at end of current fiscal year	138,014	144,035	1,058,549	(191,051)	1,149,548

	Accumulated other comprehensive income					Subscripti on right to shares	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Accumulated adjustment for retirement benefit	Total accumulated other comprehensive income			
Balance at beginning of current fiscal year	77,624	536	(115,551)	(9,580)	(46,970)	188	229,816	1,187,703
Changes of items during the period								
Dividends from surplus								(15,003)
Net income attributable to owners of the parent								159,956
Purchase of treasury stock								(4)
Disposal of Treasury stock								62
Transfer to capital surplus from retained earnings								-
Capital increase of consolidated subsidiaries								(130)
Net changes of items other than shareholders' equity	21,202	732	(3,685)	(962)	17,287	(62)	37,232	54,458
Total changes of items during the period	21,202	732	(3,685)	(962)	17,287	(62)	37,232	199,338
Balance at end of current fiscal year	98,827	1,269	(119,236)	(10,543)	(29,683)	126	267,049	1,387,041

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of current fiscal year	138,014	144,035	1,058,549	(191,051)	1,149,548
Changes of items during the period					
Issuance of new shares	49	49			98
Dividends from surplus			(25,153)		(25,153)
Net income attributable to owners of the parent			215,730		215,730
Purchase of treasury stock				(6)	(6)
Disposal of Treasury stock		(1,912)		1,930	18
Transfer to capital surplus from retained earnings		1,912	(1,912)		-
Capital increase of consolidated subsidiaries		(216)			(216)
Change of scope of equity method			28		28
Net changes of items other than shareholders' equity					
Total changes of items during the period	49	(166)	188,692	1,924	190,498
Balance at end of current fiscal year	138,064	143,868	1,247,242	(189,126)	1,340,047

	Accumulated other comprehensive income					Subscription right to shares	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Accumulated adjustment for retirement benefit	Total accumulated other comprehensive income			
Balance at beginning of current fiscal year	98,827	1,269	(119,236)	(10,543)	(29,683)	126	267,049	1,387,041
Changes of items during the period								
Issuance of new shares								98
Dividends from surplus								(25,153)
Net income attributable to owners of the parent								215,730
Purchase of treasury stock								(6)
Disposal of treasury stock								18
Transfer to capital surplus from retained earnings								-
Capital increase of Consolidated subsidiaries								(216)
Change of scope of equity method								28
Net changes of items other than shareholders' equity	9,700	(1,246)	(20,900)	(381)	(12,828)	-	30,514	17,686
Total changes of items during the period	9,700	(1,246)	(20,900)	(381)	(12,828)	-	30,514	208,185
Balance at end of current fiscal year	108,528	22	(140,136)	(10,925)	(42,511)	126	297,564	1,595,227

## (4) Consolidated Statement of Cash Flows

(Amount: Millions of yen)

	FY2016 (1 April 2016 – 31 March 2017)	FY2017 (1 April 2017 – 31 March 2018)
Net cash provided by (used in) operating activities		
Income before income taxes etc.	295,200	384,033
Depreciation and amortization	163,397	150,877
Impairment loss	39,936	2,585
Increase (decrease) in allowance for doubtful accounts	(812)	(81)
Interest and dividends income	(16,827)	(35,633)
Interest expenses	4,771	8,152
Foreign exchange losses (gains)	876	1,064
Equity in (earnings) losses of affiliates	(2,327)	13,870
Loss (gain) on sales of property, plant and equipment	(667)	(2,550)
Loss (gain) on sales of investment securities	(47,775)	(1,281)
Decrease (increase) in notes and accounts receivable-trade	(17,023)	(41,940)
Decrease (increase) in inventories	(50,386)	(23,449)
Increase (decrease) in notes and accounts payable-trade	45,218	5,710
Increase (decrease) in accrued expenses	6,473	29,720
Other, net	20,370	39,067
Sub-total	440,423	530,146
Interest and dividends income received	15,412	36,062
Interest expenses paid	(4,613)	(8,649)
Income taxes paid	(84,906)	(112,387)
Net cash provided by (used in) operating activities	366,315	445,171
Net cash provided by (used in) investing activities		
Payments into time deposits	(38,552)	(141,102)
Proceeds from withdrawal of time deposits	8,367	96,086
Purchase of short-term investment securities	(297,947)	(729,488)
Proceeds from sales and redemption of securities	268,519	775,840
Purchases of property, plant and equipment	(192,054)	(205,854)
Other, net	(36,898)	(137,066)
Net cash provided by (used in) investing activities	(288,564)	(341,585)

	FY2016 (1 April 2016 – 31 March 2017)	FY2017 (1 April 2017 – 31 March 2018)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(102,949)	1,443
Proceeds from long-term loans payable	83,172	57,000
Repayment of long-term loans payable	(63,449)	(120,874)
Proceeds from issuance of bonds with subscription rights to shares	200,500	-
Redemption of bonds	-	(6,070)
Proceeds from share issuance to non-controlling shareholders	-	1,005
Purchase of treasury stock	(4)	(6)
Cash dividends paid	(15,003)	(25,146)
Cash dividends paid to non-controlling interests	(9,417)	(20,789)
Other, net	(3,342)	(484)
Net cash provided by (used in) financing activities	89,505	(113,922)
Effect of exchange rate changes on cash and cash equivalents	(3,313)	(2,848)
Net increase (decrease) in cash and cash equivalents	163,942	(13,185)
Cash and cash equivalents at beginning of fiscal year	450,088	614,031
Cash and cash equivalents at end of period	614,031	600,846

## (5) Notes to Consolidated Financial Statements

### (Assumption for Going Concern)

None

### (Basic Matters for Preparing Consolidated Financial Statements)

With regard to other matters than the below mentioned, there is no significant change from notes in the most recent Annual Securities Report (filed on 30 June 2017), therefore disclosure is omitted.

#### 1) Scope of consolidation

(a) Number of consolidated subsidiaries	131	Domestic companies ...	Suzuki Auto Parts Mfg. Co., Ltd. Suzuki Motor Sales Kinki Inc. and other 68 companies
		Overseas companies ...	Magyar Suzuki Corporation Ltd. Suzuki Deutschland GmbH Maruti Suzuki India Ltd. Suzuki Motor Gujarat Private Ltd. Pak Suzuki Motor Co., Ltd. PT. Suzuki Indomobil Motor Suzuki Motor (Thailand) Co., Ltd. and other 54 companies
(b) Number of unconsolidated subsidiaries	2	.....	Suzuki Motor Co., Ltd. and other 1 company

#### 2) Scope of application of equity method

(a) Number of affiliates which the equity method is applied	31	.....	Chongqing Changan Suzuki Automobile Co., Ltd. and other 30 companies
(b) Number of unconsolidated subsidiaries and affiliates which the equity method isn't applied	3	.....	Suzuki Motor Co., Ltd. and other 2 companies

#### 3) Change in the scope of consolidation and the application of the equity method

(a) Consolidated subsidiaries	(New)	3 companies
	(Exclusion)	8 companies
(b) Equity method	(New)	1 company
	(Exclusion)	2 companies

## (Segment Information and Others)

### [Segment Information]

#### 1. Outline of Reportable Segments

The reportable segments of the Company are the components of the Company business for which discrete financial information is available, and whose operating results are regularly reviewed by our decision-making body such as Board of Directors to make decisions about resources to be allocated to the segment and to assess its performance.

The Company has three reportable segments of “Automobile business”, “Motorcycle business” and “Marine business, etc.” based on the form of management organization and nature of products and services.

The segment which was previously stated as “Marine and Power products, etc.” has been changed to “Marine business, etc.” from this consolidated fiscal year. This change in the segment name does not affect the segment information.

Reportable segment of the previous fiscal year is reported as a renamed segment.

Main products and services of each segment are as follows:

Segment	Main products and services
Automobile business	Mini vehicles, Sub-compact vehicles, Standard-sized vehicles
Motorcycle business	Motorcycles, All terrain vehicles
Marine business, etc.	Outboard motors, Motorized wheelchairs, Electro senior vehicles, Houses

#### 2. Information about Net Sales, Profit or Loss, Assets, Liabilities and Other Items by Reportable Segment

FY2016 (1 April 2016 – 31 March 2017)

(Amount: Millions of yen)

	Reportable Segments				Adjustment <sup>*2</sup>	Total
	Automobile business	Motorcycle business	Marine business, etc.	Total		
Net sales	2,895,619	206,289	67,633	3,169,542	-	3,169,542
Segment profit(loss) <sup>*1</sup>	255,060	(930)	12,555	266,685	-	266,685
Segment assets	2,205,138	204,159	46,375	2,455,673	660,311	3,115,985
Other items						
Depreciation	150,475	9,796	3,124	163,397	-	163,397
Amortization of goodwill	1,547	54	0	1,602	-	1,602
Impairment loss	33,077	5,343	1,514	39,936	-	39,936
The amount of investment in associates accounted for by the equity method	48,957	3,796	87	52,841	-	52,841
Increase in property, plant and equipment and intangible assets	181,268	15,814	1,699	198,782	-	198,782

FY2017 (1 April 2017 – 31 March 2018)

(Amount: Millions of yen)

	Reportable Segments				Adjustment* <sup>2</sup>	Total
	Automobile business	Motorcycle business	Marine business, etc.	Total		
Net sales	3,435,802	246,362	75,053	3,757,219	-	3,757,219
Segment profit * <sup>1</sup>	355,027	4,606	14,548	374,182	-	374,182
Segment assets	2,446,239	222,057	47,105	2,715,402	625,425	3,340,828
Other items						
Depreciation	136,293	11,281	3,302	150,877	-	150,877
Amortization of goodwill	69	55	0	124	-	124
Impairment loss	2,366	17	201	2,585	-	2,585
The amount of investment in associates accounted for by the equity method	29,869	5,459	180	35,509	-	35,509
Increase in property, plant and equipment and intangible assets	198,731	13,502	1,142	213,376	-	213,376

[Notes] \*1. Segment profit (loss) is an operating income in the consolidated statements of income.

\*2. For segment assets, unallocated company assets (¥660,311 million in FY2016 and ¥625,425 million in FY 2017) included in "Adjustment" are mainly funds for management of surplus funds by the Company (Cash and deposits, Short-term investment securities, etc.) and long-term investment funds (Investment securities).

### 3. Information about Geographic Areas

FY2016 (1 April 2016 – 31 March 2017)

(1) Net sales (Amount: Millions of yen)

Japan	India	Other areas	Total
1,037,546	1,018,813	1,113,182	3,169,542

[Note] Net sales are counted based on the country location of external customers and divided by countries.

(2) Property, plant and equipment (Amount: Millions of yen)

Japan	India	Other areas	Total
411,224	243,862	101,257	756,344

FY2017 (1 April 2017 – 31 March 2018)

(1) Net sales (Amount: Millions of yen)

Japan	India	Other areas	Total
1,116,764	1,306,616	1,333,838	3,757,219

[Note] Net sales are counted based on the country location of external customers and divided by countries.

(2) Property, plant and equipment (Amount: Millions of yen)

Japan	India	Other areas	Total
421,356	277,511	105,397	804,265



(Reference information)

As reference information, operating results by geographical areas were as follows:

**[Operating Results by Geographical Areas]**

FY2016 (1 April 2016 – 31 March 2017)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	1,293,486	344,591	1,389,743	141,721	3,169,542	—	3,169,542
2) Internal net sales or transfer among geographical areas	565,322	213,651	117,165	546	896,685	(896,685)	—
Total	1,858,809	558,242	1,506,909	142,267	4,066,228	(896,685)	3,169,542
Operating income	137,240	13,101	121,396	4,060	275,799	(9,113)	266,685

FY2017 (1 April 2017 – 31 March 2018)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other areas	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	1,381,093	428,974	1,782,112	165,038	3,757,219	—	3,757,219
2) Internal net sales or transfer among geographical areas	647,578	190,866	123,917	728	963,091	(963,091)	—
Total	2,028,672	619,840	1,906,030	165,766	4,720,310	(963,091)	3,757,219
Operating income	161,044	17,174	191,315	5,101	374,635	(453)	374,182

- [Notes]
1. Classification of countries or areas is based on a geographical adjacency.
  2. The major countries or areas belonging to classifications other than Japan:
    - (1) Europe ..... Hungary, Germany, United Kingdom and France
    - (2) Asia ..... India, Pakistan, Indonesia and Thailand
    - (3) Other areas ..... United States, Australia, Mexico and Colombia
  3. Classification is counted based on the location of the Company and its consolidated subsidiaries.

**(Information about Per Share Amount)**

(Yen)

FY2016 (1 April 2016 – 31 March 2017)		FY2017 (1 April 2017 – 31 March 2018)	
Net assets per share	2,538.12	Net assets per share	2,937.35
Net income per share, Basic	362.54	Net income per share, Basic	488.86
Net income per share, Diluted	362.48	Net income per share, Diluted	473.74

[Note] Basis of calculation

## 1. Net assets per share

	FY2016 (As of 31 March 2017)	FY2017 (As of 31 March 2018)
Total net assets (Million Yen)	1,387,041	1,595,227
Amount deducted from total net assets (Million Yen)	267,175	297,690
(of which subscription rights to shares)	(126)	(126)
(of which non-controlling interests)	(267,049)	(297,564)
Net assets attributable to common stock at end of period (Million Yen)	1,119,865	1,297,536
Number of outstanding shares (Common stock)	491,000,000	491,018,100
Number of treasury stock (Common stock)	49,782,105	49,280,675
Number of common stock used to calculate net assets per share	441,217,895	441,737,425

## 2. Net income per share, Basic and Net income per share, Diluted

	FY2016 (1 April 2016 – 31 March 2017)	FY2017 (1 April 2017 – 31 March 2018)
Net income per share, Basic		
Net income attributable to owners of the parent (Million Yen)	159,956	215,730
Amount not attributable to common stock shareholders (Million Yen)	-	-
Net income attributable to owners of the parent attributable to common stock (Million Yen)	159,956	215,730
Average number of outstanding shares during the period (Common stock)	441,208,692	441,293,713
Net income per share, Diluted		
Amount of Net income attributable to owners of the parent adjustment (Million Yen)	-	-
Increase in number of common stock (of which Convertible bond-type bonds with subscription rights to shares)	76,455	14,085,417
(of which subscription rights to shares)	(-)	(14,017,429)
	(76,455)	(67,988)
Outline of potential common stock not used to calculate Net income per share, Diluted because they do not have dilution effect	Euro Yen Zero Coupon (subject to the maximum number of shares to be delivered) Convertible Bond Due 2021 and Euro Yen Zero Coupon (subject to the maximum number of shares to be delivered) Convertible Bond Due 2023	-

**(Significant Subsequent Event)**

None