

5 February 2018

Suzuki Announces the Financial Results for FY2017 Third Quarter (April 2017 to December 2017)

- Increased net sales and income
- Full year forecasts kept unchanged

1. Outline of the Financial Results for FY2017 Third Quarter

The consolidated net sales of this third quarter (April 2017 to December 2017) increased by ¥472.9 billion (21.0%) to ¥2,724.9 billion compared to the corresponding period of the previous fiscal year. The Japanese domestic net sales increased by ¥54.7 billion (7.5%) to ¥780.0 billion year-on-year mainly owing to increase in automobile sales. The overseas net sales increased by ¥418.2 billion (27.4%) to ¥1,944.9 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 ¥92.4 billion (55.3%) to ¥259.8 billion year-on-year mainly owing to improvement in profit in Japan, Asia, and Europe. The ordinary income increased by ¥104.4 billion (57.9%) to ¥284.6 billion year-on-year. The net income attributable to owners of the parent increased by ¥30.9 billion (23.2%) to ¥164.3 billion year-on-year.

2. Operating Results by Segment

In the 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 and Europe. Consequently, the net sales of the automobile business increased by ¥430.5 billion (20.9%) to ¥2,489.6 billion year-on-year. The operating income increased by ¥86.2 billion (53.2%) to ¥248.3 billion year-on-year mainly owing to improvement in profit in Japan, Asia, and Europe.

In the motorcycle business, the net sales increased by ¥37.8 billion (26.4%) to ¥181.0 billion year-on-year mainly owing to sales contribution of scooters in India and large displacement models in developed countries. The operating loss of ¥3.6 billion in the previous fiscal year improved to an operating income of ¥1.6 billion.

In the marine and power products, etc. business, the net sales increased by ¥4.6 billion (9.3%) to ¥54.3 billion year-on-year mainly owing to sales contribution of new outboard motor DF350A in North America and Europe. The operating income increased by ¥1.0 billion (10.8%) to ¥9.9 billion year-on-year.

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

3. Forecasts for the Consolidated Operating Results - Full Year

With respect to the forecasts for the consolidated operating results, since the future outlook such as the exchange rate is unclear, they remain unchanged from the previous forecasts. 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.

(Forecasts for the consolidated operating results-Full Year)

Net Sales	¥3,600.0 billion	(up 13.6% year-on-year)
Operating Income	¥300.0 billion	(up 12.5% year-on-year)
Ordinary Income	¥320.0 billion	(up 11.6% year-on-year)
Net Income attributable to owners of the parent	¥180.0 billion	(up 12.5% year-on-year)
(Foreign Exchange Rate)	¥111/US\$	
	¥123/Euro	
	¥1.70/Indian Rupee	
	¥0.85/100 Indonesian Rupiah	
	¥3.19/Thai Baht	

*Forecasts for the consolidated operating results 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 future results, include economic conditions and the trend of demand in major markets and the fluctuations of foreign exchange rates (mainly U.S. dollar/Yen rate, Euro/Yen rate, Indian Rupee/Yen rate).