

## **Suzuki Announces Financial Results for FY2018 (April 2018 to March 2019)**

- Increase in net sales and decrease in income
- Annual dividends kept unchanged from the previous fiscal year
- Net sales and operating income flat on the year for the next year forecasts

### **1. Outline of Financial Results for FY2018**

Consolidated net sales for FY2018 (April 2018 to March 2019) increased by ¥114.3 billion (3.0%) to ¥3,871.5 billion year-on-year. Operating income decreased by ¥49.8 billion (13.3%) to ¥324.4 billion year-on-year mainly owing to the impact of depreciation of currencies of emerging countries including the Indian Rupee and increase in various expenses. Ordinary income decreased by ¥3.3 billion (0.9%) to ¥379.5 billion year-on-year. Decrease in ordinary income was kept at this level partly owing to the increase in interest income and improvement in equity in earnings/losses of affiliates.

Net income attributable to owners of the parent decreased by ¥36.9 billion (17.1%) to ¥178.8 billion year-on-year mainly owing to accounting extraordinary loss of ¥81.3 billion for conducting recall campaign in Japan.

With respect to the annual dividends, although the net income attributable to owners of the parent decreased, because it is a temporary decrease owing to accounting extraordinary loss for conducting recall campaign in Japan, from the view of stable dividend payout, the Company schedules to keep the annual dividends same as the previous fiscal year to ¥74.00 per share, and the year-end dividends to ¥37.00 per share.

## 2. Operating Results by Segment

In the automobile business, overseas automobile net sales decreased year-on-year mainly owing to the impact of depreciation of currencies of emerging countries. However, net sales of the automobile business increased by ¥96.7 billion (2.8%) to ¥3,532.5 billion year-on-year by covering the decrease in the overseas automobile net sales with the increase in the Japanese domestic automobile net sales, which increased year-on-year mainly owing to the sales contribution of Spacia and XBEE. Operating income decreased by ¥51.3 billion (14.4%) to ¥303.8 billion year-on-year mainly owing to the impact of increase in various expenses, in addition to depreciation of currencies of emerging countries.

In the motorcycle business, net sales increased by ¥8.7 billion (3.5%) to ¥255.1 billion year-on-year mainly owing to the increase in sales in India, Indonesia, and the Philippines. Operating income decreased by ¥1.0 billion (21.2%) to ¥3.6 billion year-on-year mainly owing to the decrease in sales of large displacement models in Europe.

In the marine business, etc. net sales increased by ¥8.9 billion (11.8%) to ¥83.9 billion year-on-year, and operating income increased by ¥2.5 billion (16.9%) to ¥17.0 billion year-on-year mainly owing to the sales contribution of large outboard motor DF350A in North America.

With respect to the operating results by geographical region, Japan decreased by ¥10.3 billion (6.4%) to ¥150.8 billion year-on-year. In overseas, although Europe and other areas increased, Asia decreased by ¥47.1 billion (24.6%) to ¥144.2 billion year-on-year.

## 3. Forecasts for the Consolidated Operating Results of the Next Fiscal Year

With respect to the consolidated business forecasts for the next fiscal year, there is a situation where the outlook is unclear including the impact of the hike in the rate of consumption tax in Japan, as well as the economic outlook of India. The Company continuously prospects increase in automobile sales centred in India, but on the other hand, there are prospects including the appreciation of the Yen and the increase in R&D expenses. Consequently, the Company prospects the net sales and the operating income to be flat on the year.

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  | ¥3,900.0                    | billion | (up 0.7% year-on-year)    |
| Operating Income                                   | ¥330.0                      | billion | (up 1.7% year-on-year)    |
| Ordinary Income                                    | ¥340.0                      | billion | (down 10.4% year-on-year) |
| Net Income attributable<br>to owners of the parent | ¥200.0                      | billion | (up 11.9% year-on-year)   |
| (Foreign Exchange Rates)                           | ¥110/US\$                   |         |                           |
|  | ¥125/Euro                   |         |                           |
|  | ¥1.58/Indian Rupee          |         |                           |
|  | ¥0.77/100 Indonesian Rupiah |         |                           |
|  | ¥3.40/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).