

# Consolidated Financial Summary for the First Three Months Ended 30 June 2017

## [Japanese GAAP]

3 August 2017

Company name : SUZUKI MOTOR CORPORATION  
 Code No. : 7269 Listings : The First Section of Tokyo Stock Exchange  
 Representative : Toshihiro Suzuki, President (CEO&COO) URL : <http://www.globalsuzuki.com>  
 Contact Person : Seiji Kobayashi, General Manager, Corporate Management/IR Dept. Corporate Planning Office  
 TEL 053-440-2030

Date of Filing Quarterly Securities Report : 9 August 2017

Start of Payment of Cash Dividends : -

Preparation of Supplementary Explanatory Materials : Yes

Holding of Presentation Meeting on Quarterly Financial Results : Yes

(Amounts less than one million yen are rounded down)

### 1. Consolidated Operating Results for FY2017 first three months (1 April – 30 June 2017)

#### (1) Consolidated management results

(Percentage indicates change from the same period of the previous year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%
FY 2017 first three months	869,313	15.3	85,072	43.8	99,509	62.4	65,432	72.4
FY 2016 first three months	754,031	-2.4	59,159	7.2	61,278	-1.7	37,956	19.7

[Note] Comprehensive Income  
 FY2017 first three months 96,765 Million Yen ( - %)  
 FY2016 first three months -46,495 Million Yen ( - %)

	Net income per share, Basic	Net income per share, Diluted
	Yen	Yen
FY 2017 first three months	148.30	148.28
FY 2016 first three months	86.03	86.01

#### (2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio
	Millions of Yen	Millions of Yen	%
FY 2017 first quarter	3,177,300	1,471,847	37.4
FY 2016	3,115,985	1,387,041	35.9

[Reference] Shareholders' equity :  
 (Net assets excluding non-controlling interests and subscription rights to shares)  
 FY2017 first quarter 1,187,500 Million Yen  
 FY2016 1,119,865 Million Yen

### 2. Cash dividends

	Cash dividends per share				
	First quarter	Second quarter	Third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
FY2016	-	17.00	-	27.00	44.00
FY2017	-				
FY2017 (Forecast)		22.00	-	22.00	44.00

[Note] Revision of the latest forecasts of cash dividends announced: None

### 3. Forecasts for Consolidated Operating Results of FY 2017 (1 April 2017 – 31 March 2018)

(Percentage indicates change from same period of the previous fiscal year)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of the parent		Net income per share
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen
First Half	1,600,000	6.7	120,000	3.9	125,000	2.6	70,000	-29.9	158.65
Full Year	3,400,000	7.3	240,000	-10.0	255,000	-11.1	145,000	-9.4	328.63

[Note] Revisions of the latest forecasts for consolidated operating results announced: None

## \* Notes

(1) Changes in significant subsidiaries during the period

(Changes in specified subsidiaries that accompany with a change in the scope of consolidation): None

New - (Name) Exclusion - (Name)

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: Yes

(3) 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 restatement : None

(4) Number of outstanding shares (common stock)

(Shares)

1) Number of outstanding shares at end of period  
(including treasury stock)

FY2017 Q1	491,000,000	FY2016	491,000,000
FY2017 Q1	49,782,263	FY2016	49,782,105
FY2017 Q1	441,217,828	FY2016 Q1	441,187,121

2) Number of treasury stock at end of period

3) Average number of outstanding shares during period  
(First three months)

## \* This quarterly financial report is not required to be audited

## \* 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 future 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 US dollar/Yen rate, Euro/Yen rate and Indian Rupee/Yen rate).

(Quarterly Results Supplementary Explanatory Materials)

Quarterly Results Supplementary Explanatory Materials will be available on our website

(<http://www.globalsuzuki.com>) on 3 August 2017.

## **Table of Contents**

<b>Quarterly Consolidated Financial Statements and Significant Notes.....</b>	<b>2</b>
(1) Quarterly Consolidated Balance Sheets.....	2
(2) Quarterly Consolidated Statement of Income and Consolidated Statement of Comprehensive Income .....	4
(3) Quarterly Consolidated Statement of Cash Flows .....	6
(4) Notes to Quarterly Consolidated Financial Statements .....	7
(Assumption for Going Concern) .....	7
(Significant Changes in the Amount of Shareholders' Equity) .....	7
(Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements) .....	7
(Segment Information) .....	7

# Quarterly Consolidated Financial Statements and Significant Notes

## (1) Quarterly Consolidated Balance Sheets

(Amount: Millions of yen)

	FY2016 (As of 31 March 2017)	FY2017 first quarter (As of 30 June 2017)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	693,952	719,906
Notes and accounts receivables-trade	349,224	346,308
Short-term investment securities	338,756	329,722
Merchandise and finished goods	234,730	236,301
Work in process	40,537	50,929
Raw materials and supplies	56,847	51,011
Other	247,273	258,355
Allowance for doubtful accounts	(5,349)	(5,735)
<b>Total current assets</b>	<b>1,955,973</b>	<b>1,986,800</b>
<b>Noncurrent assets</b>		
Property, plant and equipment	756,344	758,576
Intangible assets	2,683	3,050
<b>Investments and other assets</b>		
Investment securities	335,787	374,927
Other	65,614	54,462
Allowance for doubtful accounts	(399)	(399)
Allowance for investment loss	(18)	(117)
<b>Total investments and other assets</b>	<b>400,984</b>	<b>428,873</b>
<b>Total noncurrent assets</b>	<b>1,160,012</b>	<b>1,190,500</b>
<b>Total assets</b>	<b>3,115,985</b>	<b>3,177,300</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable-trade	428,063	410,130
Electronically recorded obligations	83,070	83,417
Short-term loans payable	216,601	242,644
Income taxes payable	31,863	20,232
Provision for product warranties	76,995	77,867
Other	351,526	335,789
<b>Total current liabilities</b>	<b>1,188,121</b>	<b>1,170,082</b>
<b>Noncurrent liabilities</b>		
Bonds with subscription rights to shares	200,400	200,375
Long-term loans payable	222,870	228,561
Other provision	12,956	14,143
Liabilities for retirement benefits	63,099	59,596
Other	41,495	32,695
<b>Total noncurrent liabilities</b>	<b>540,822</b>	<b>535,370</b>
<b>Total liabilities</b>	<b>1,728,943</b>	<b>1,705,452</b>

(Amount: Millions of yen)

	FY2016 (As of 31 March 2017)	FY2017 first quarter (As of 30 June 2017)
Net assets		
Shareholders' equity		
Capital stock	138,014	138,014
Capital surplus	144,035	144,035
Retained earnings	1,058,549	1,112,067
Treasury stock	(191,051)	(191,051)
Total shareholders' equity	1,149,548	1,203,065
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	98,827	102,864
Deferred gains or losses on hedges	1,269	(603)
Foreign currency translation adjustment	(119,236)	(107,170)
Accumulated adjustment for retirement benefits	(10,543)	(10,656)
Total accumulated other comprehensive income	(29,683)	(15,565)
Subscription rights to shares	126	126
Non-controlling interests	267,049	284,221
Total net assets	1,387,041	1,471,847
Total liabilities and net assets	3,115,985	3,177,300

**(2) Quarterly Consolidated Statement of Income and  
Quarterly Consolidated Statement of Comprehensive Income  
(First Three months ended 30 June 2017)  
【Quarterly Consolidated Statement of Income】**

(Amount: Millions of yen)

	FY2016 first three months (1 April – 30 June 2016)	FY2017 first three months (1 April – 30 June 2017)
Net sales	754,031	869,313
Cost of sales	539,621	622,873
Gross profit	214,410	246,440
Selling, general and administrative expenses	155,250	161,367
Operating income	59,159	85,072
Non-operating income		
Interest income	2,567	10,750
Dividends income	2,135	1,283
Equity in earnings of affiliates	597	813
Other	3,095	6,098
Total non-operating income	8,395	18,946
Non-operating expenses		
Interest expenses	1,114	1,197
Loss on valuation of securities	0	-
Foreign exchange loss	3,398	981
Other	1,763	2,329
Total non-operating expenses	6,276	4,509
Ordinary income	61,278	99,509
Extraordinary income		
Gain on sales of noncurrent assets	365	188
Gain on sales of investment securities	-	1,281
Total extraordinary income	365	1,470
Extraordinary loss		
Loss on sales of noncurrent assets	41	43
Impairment loss	84	-
Total extraordinary loss	125	43
Income before income taxes	61,518	100,936
Income taxes	14,879	23,161
Net income	46,638	77,775
Net income attributable to non-controlling interests	8,681	12,342
Net income attributable to owners of the parent	37,956	65,432

## 【Quarterly Consolidated Statement of Comprehensive Income】

(Amount: Millions of yen)

	FY2016 first three months (1 April – 30 June 2016)	FY2017 first three months (1 April – 30 June 2017)
Net income	46,638	77,775
Other comprehensive income		
Valuation difference on available-for-sale securities	(5,721)	6,013
Deferred gains or losses on hedges	(205)	(1,859)
Foreign currency translation adjustment	(85,094)	15,535
Adjustment for retirement benefits	72	(287)
Share of other comprehensive income of associates accounted for using equity method	(2,184)	(410)
Total other comprehensive income	(93,133)	18,990
Comprehensive income	(46,495)	96,765
Comprehensive income attributable to:		
Comprehensive income attributable to owners of the parent	(32,334)	79,516
Comprehensive income attributable to non-controlling interests	(14,161)	17,249

### (3) Quarterly Consolidated Statement of Cash Flows

(Amount: Millions of yen)

	FY2016 first three months (1 April – 30 June 2016)	FY2017 first three months (1 April – 30 June 2017)
Net cash provided by (used in) operating activities		
Income before income taxes	61,518	100,936
Depreciation and amortization	37,237	40,221
Impairment loss	84	-
Increase (decrease) in allowance for doubtful accounts	(344)	333
Interest and dividends income	(4,703)	(12,033)
Interest expenses	1,114	1,197
Foreign exchange losses (gains)	5,195	727
Equity in (earnings) losses of affiliates	(597)	(813)
Loss (gain) on sales of property, plant and equipment	(323)	(145)
Loss (gain) on sales of investment securities	-	(1,281)
Decrease (increase) in notes and accounts receivable-trade	11,618	6,317
Decrease (increase) in inventories	6,991	30
Increase (decrease) in notes and accounts payable-trade	7,817	(21,263)
Increase (decrease) in accrued expenses	2,949	(10,967)
Other, net	5,224	(15,322)
Subtotal	133,781	87,935
Interest and dividends income received	4,332	11,357
Interest expenses paid	(699)	(1,277)
Income taxes paid	(24,720)	(34,970)
Net cash provided by (used in) operating activities	112,694	63,044
Net cash provided by (used in) investing activities		
Payments into time deposits	(3,586)	(27,730)
Proceeds from withdrawal of time deposits	2,519	47,176
Purchase of short-term investment securities	(97,270)	(77,473)
Proceeds from sales and redemption of short-term investment securities	40,097	92,323
Purchases of property, plant and equipment	(40,118)	(48,009)
Other, net	1,778	(30,876)
Net cash provided by (used in) investing activities	(96,580)	(44,588)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(126,775)	29,298
Proceeds from long-term loans payable	48,401	17,000
Repayment of long-term loans payable	(15,782)	(10,525)
Proceeds from issuance of bonds with subscription rights to shares	200,500	-
Purchase of treasury stock	(0)	(0)
Cash dividends paid	(7,502)	(11,915)
Cash dividends paid to non-controlling interests	(327)	(98)
Other, net	(9)	(6)
Net cash provided by (used in) financing activities	98,503	23,751
Effect of exchange rate changes on cash and cash equivalents	(12,271)	2,416
Net increase (decrease) in cash and cash equivalents	102,346	44,624
Cash and cash equivalents at beginning of period	450,088	614,031
Cash and cash equivalents at end of period	552,435	658,656



#### (4) Notes to Quarterly Consolidated Financial Statements

(Assumption for Going Concern)

None

(Significant Changes in the Amount of Shareholders' Equity)

None

(Application of Accounting Treatment Specific to Preparation of Quarterly Consolidated Financial Statements)

[Calculation of income taxes]

With respect to income taxes, the effective tax rates were reasonably estimated after applying the tax effect accounting to the income before income taxes of the consolidated fiscal year. And income tax was calculated by multiplying the income before income taxes by this estimated effective tax rate.

(Segment Information)

Net sales and Profit (Loss) of Each Reportable Segment

FY2016 first three months (1 April - 30 June 2016)

(Amount: Millions of yen)

	Reportable Segments			
	Automobile	Motorcycle	Marine & Power products, etc.	Total
Net Sales	684,448	50,684	18,897	754,031
Segment profit (loss) *1	55,762	(561)	3,958	59,159

FY2017 first three months (1 April - 30 June 2017)

(Amount: Millions of yen)

	Reportable Segments			
	Automobile	Motorcycle	Marine & Power products, etc.	Total
Net Sales	787,314	61,618	20,381	869,313
Segment profit *1	79,396	2,009	3,665	85,072

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

2. Main products and services of each segment are as follows:

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

(Reference)

As reference information, operating results by geographic region are as follows;

### **[Operating Results by Geographic Region]**

FY2016 first three months (1 April - 30 June 2016)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	314,708	95,379	309,726	34,217	754,031	—	754,031
2) Internal net sales or transfer among geographic regions	139,414	55,214	28,044	103	222,776	(222,776)	—
Total	454,122	150,593	337,770	34,321	976,808	(222,776)	754,031
Operating income	26,670	2,056	23,587	885	53,199	5,959	59,159

FY2017 first three months (1 April - 30 June 2017)

(Amount: Millions of yen)

	Japan	Europe	Asia	Other	Total	Eliminations	Consolidated
Net Sales							
1) Net sales to external customers	328,822	110,132	390,263	40,095	869,313	—	869,313
2) Internal net sales or transfer among geographic regions	169,565	47,490	26,129	66	243,251	(243,251)	—
Total	498,388	157,622	416,392	40,161	1,112,565	(243,251)	869,313
Operating income	47,248	6,362	32,685	1,253	87,550	(2,478)	85,072

[Notes] 1. Classification of countries or regions is based on a geographical adjacency.

2. The major countries or regions belonging to classifications other than Japan:

(1) Europe..... Hungary, Germany, United Kingdom and France

(2) Asia..... India, Indonesia, Thailand and Pakistan

(3) Other..... United States, Australia, Mexico and Colombia

3. Classification is based on the location of the Company and its consolidated subsidiaries.