

26 April, 2016

## Suzuki March 2016 and Fiscal 2015 Automobile Production, Sales, and Export Figures (Preliminary)

### ■ Production

	March 2016 (units)	Year-on-Year	Year-on-Year Trends	Jan.–Mar. 2016 (units)	Year-on-Year
Japan production	67,306	65.6%	Down for the thirteenth consecutive month	194,072	71.7%
Overseas production	195,006	102.4%	Up for the first time in three months	539,235	98.9%
Global production	262,312	89.5%	Down for the fifth consecutive month	733,307	89.9%

\*Japan production: Complete built-up (CBU) units + complete knocked-down (CKD) units

\*Overseas production: Units completed at overseas plants that exclude CKD units from Japan

### March 2016 key points

- Japan production volume decreased year-on-year owing to the decrease in production for both domestic and exports.
- Overseas production volume became the highest ever owing to the increase in countries including India, Hungary, and Thailand.

	FY2015 (Apr.2015- Mar.2016) (units)	Year-on-Year	Year-on-Year Trends
Japan production	860,919	81.6%	Down for the first time in two years
Overseas production	2,090,393	105.2%	Up for the fourth consecutive year
Global production	2,951,312	97.0%	Down for the first time in two years

### Fiscal 2015 key points

- Japan production volume decreased year-on-year owing to the decrease in production for both domestic and exports.
- Overseas production volume became the highest ever owing to the increase in countries including India, Hungary, and Pakistan.

- Global production volume decreased year-on-year owing to the decrease in production in Japan.

#### ▪ Japan sales

	March 2016 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2016 (units)	Year-on-Year
Minivehicles	65,093	89.8%	Down for the fifteenth consecutive month	154,490	93.5%
Standard and small vehicles	12,353	113.2%	Up for the seventh consecutive month	27,807	118.4%
Total	77,446	92.9%	Down for the second consecutive month	182,297	96.6%

\*Minivehicle: Small-sized car unique to Japan with an overall length of less than 3.4m, an overall width of less than 1.48m, an overall height of less than 2m, and an engine displacement of less than 660cc.

\*Standard and small vehicle: Car that exceeds the above minivehicle specification.

#### March 2016 key points

- Minivehicle sales in Japan decreased year-on-year, despite increase in sales of the Every and the Carry.
- Standard and small vehicle sales in Japan increased year-on-year owing to the launch of the all-new Ignis and Baleno.

	FY2015 (Apr.2015- Mar.2016) (units)	Year-on-Year	Year-on-Year Trends
Minivehicles	549,042	80.8%	Down for the first time in four years
Standard and small vehicles	80,985	105.9%	Up for the first time in three years
Total	630,027	83.4%	Down for first time in five years

#### Fiscal 2015 key points

- Minivehicle sales in Japan decreased year-on-year owing to the decrease in sales of models including the WagonR and the Spacia.
- Standard and small vehicle sales in Japan increased year-on-year owing to the increase in sales of models including the Solio and the launch of the all-new Ignis.
- The total Japan sales of minivehicle and standard and small vehicle sales decreased year-on-year.

## ▪ Exports

	March 2016 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2016 (units)	Year-on-Year
Exports	9,982	74.8%	Down for the twelfth consecutive month	25,683	68.5%

\*Total of exported CBU units + CKD units.

### March 2016 key point

- Overall exports decreased year-on-year owing to the decrease in exports to areas including Latin America and the Middle East.

	FY2015 (Apr.2015- Mar.2016) (units)	Year-on-Year	Year-on-Year Trends
Exports	113,679	75.6%	Down for the fifth consecutive year

### Fiscal 2015 key point

- Overall exports decreased year-on-year owing to the decrease in exports to areas including Latin America and Africa.

## ▪ Reference: Global unit sales in fiscal 2015

	FY2015 (Apr.2015- Mar.2016) (units)	Year-on-Year	Year-on-Year Trends
Japan sales	630,027	83.4%	Down for the first time in five years
Overseas sales*	2,231,167	105.7%	Up for the second consecutive year
Global sales	2,861,194	99.8%	Down for the first time in four years

\*Overseas sales: preliminary-based prospect

### Fiscal 2015 key point

- Overseas sales is prospected to update the highest ever sales.