

27 April, 2017

Suzuki March 2017 and Fiscal 2016 Automobile Production, Japan Sales, and Export Figures (Preliminary)

■ Production

<March 2017>

	March 2017 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2017 (units)	Year-on-Year
Japan production	97,725	145.2%	Up for the third consecutive month	273,574	141.0%
Overseas production	200,323	102.7%	Up for the third consecutive month	589,701	109.4%
Global production	298,048	113.6%	Up for the third consecutive month	863,275	117.7%

*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 2017 key points

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

<Fiscal 2016 (April 2016 – March 2017)>

	Fiscal 2016 (units)	Year-on-Year	Year-on-Year Trends
Japan production	873,746	101.5%	Up for the first time in two years
Overseas production	2,201,511	105.3%	Up for the fifth consecutive year
Global production	3,075,257	104.2%	Up for the first time in two years

Fiscal 2016 key points

- Japan production volume increased year-on-year owing to increase in production for exports.
- Overseas production volume became the highest ever owing to increase in countries including India and Hungary.
- Global production volume exceeded three million units for the first time in two years and became the highest ever owing to increase in both Japan and overseas production.

▪ Japan sales

<March 2017>

	March 2017 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2017 (units)	Year-on-Year
Minivehicles	71,215	109.4%	Up for the fourth consecutive month	165,893	107.4%
Standard and small vehicles	13,551	109.7%	Up for the nineteenth consecutive month	32,407	116.5%
Total	84,766	109.5%	Up for the fifth consecutive month	198,300	108.8%

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

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

March 2017 key points

- Minivehicle sales in Japan increased year-on-year owing to increase in sales of models including the Spacia and the all-new WagonR.
- Standard and small vehicle sales in Japan became the highest ever for a single month owing to increase in sales of models including the all-new Swift and the Solio.

<Fiscal 2016 (April 2016 – March 2017)>

	Fiscal 2016 (units)	Year-on-Year	Year-on-Year Trends
Minivehicles	532,142	96.9%	Down for the second consecutive year
Standard and small vehicles	106,729	131.8%	Up for the second consecutive year
Total	638,871	101.4%	Up for the first time in two years

Fiscal 2016 key points

- Minivehicle sales in Japan decreased year-on-year owing to decrease in sales of passenger vehicles.
- Standard and small vehicle sales in Japan exceeded 100,000 units and became the highest ever owing to the launch of the Ignis and increase in sales of models including the Solio.

- The total Japan sales of minivehicle and standard and small vehicle sales increased year-on-year owing to increase in sales of standard and small vehicle.

▪ Exports

<March 2017>

	March 2017 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2017 (units)	Year-on-Year
Exports	19,563	196.0%	Up for the fifth consecutive month	46,843	182.4%

*Total of exported CBU units + CKD units.

March 2017 key point

- Overall exports increased year-on-year owing to increase in exports to areas including Europe.

<Fiscal 2016 (April 2016 – March 2017)>

	Fiscal 2016 (units)	Year-on-Year	Year-on-Year Trends
Exports	138,874	122.2%	Up for the first time in six years

Fiscal 2016 key points

- Overall exports increased year-on-year owing to increase in exports to areas including Europe.

▪ Reference: Global sales

<Fiscal 2016 (April 2016 – March 2017)>

	Fiscal 2016 (units)	Year-on-Year	Year-on-Year Trends
Japan sales	638,871	101.4%	Up for the first time in two years
Overseas sales*	2,279,222	102.2%	Up for the third consecutive year
Global sales	2,918,093	102.0%	Up for the first time in two years

*Overseas sales: preliminary-based prospect

Fiscal 2016 key point

- Global and overseas sales are prospected to update the highest ever.