

26 February, 2016

Suzuki January 2016 Automobile Production, Japan Sales, and Export Figures (Preliminary)

■ Production

| | January 2016 (units) | Year-on-Year | Year-on-Year Trends |
|---------------------|-------------------------|--------------|---|
| Japan production | 63,658 | 77.8% | Down for the eleventh consecutive month |
| Overseas production | 177,020 | 97.9% | Down for the first time in two months |
| Global production | 240,678 | 91.6% | Down for the third consecutive month |

*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

January 2016 key points

- Japan production volume decreased year-on-year owing to the decrease in production for both domestic and exports.
- Overseas production volume decreased year-on-year owing to the decrease in countries including China and India.
- Global production volume decreased year-on-year owing to the decrease in production in both Japan and overseas.

■ Japan sales

| | January 2016 (units) | Year-on-Year | Year-on-Year Trends |
|-----------------------------|-------------------------|--------------|---|
| Minivehicles | 41,161 | 98.9% | Down for the thirteenth consecutive month |
| Standard and small vehicles | 6,681 | 123.3% | Up for the fifth consecutive month |
| Total | 47,842 | 101.7% | Up for the first time in thirteen months |

January 2016 key points

- Minivehicle sales in Japan slightly decreased year-on-year, despite increase in sales of models including Every and Carry.

- Standard and small vehicle sales in Japan became the highest ever for January, owing to the increase in sales of Solio and Escudo (Vitara).
- The total Japan sales of minivehicle and standard and small vehicle sales increased year-on-year.

▪ Exports

| | January 2016 (units) | Year-on-Year | Year-on-Year Trends |
|---------|-------------------------|--------------|--------------------------------------|
| Exports | 7,213 | 66.1% | Down for the tenth consecutive month |

*Total of exported CBU units + CKD units.

January 2016 key point

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