

28 March, 2016

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

### ■ Production

|                     | February<br>2016<br>(units) | Year-on-Year | Year-on-Year Trends                    | Jan.-Feb.<br>2016<br>(units) | Year-on-Year |
|---------------------|-----------------------------|--------------|--|------------------------------|--------------|
| Japan production    | 63,108                      | 73.1%        | Down for the twelfth consecutive month | 126,766                      | 75.4%        |
| Overseas production | 167,189                     | 96.1%        | Down for the second consecutive month  | 344,209                      | 97.0%        |
| Global production   | 230,297                     | 88.5%        | Down for the fourth consecutive month  | 470,975                      | 90.0%        |

\*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

### February 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, despite increase in countries including Hungary and Thailand.
- Global production volume decreased year-on-year owing to the decrease in production in both Japan and overseas.

### ■ Japan sales

|                             | February<br>2016<br>(units) | Year-on-Year | Year-on-Year Trends                       | Jan.-Feb.<br>2016<br>(units) | Year-on-Year |
|-----------------------------|-----------------------------|--------------|---|------------------------------|--------------|
| Minivehicles                | 48,236                      | 94.5%        | Down for the fourteenth consecutive month | 89,397                       | 96.5%        |
| Standard and small vehicles | 8,773                       | 122.5%       | Up for the sixth consecutive month        | 15,454                       | 122.8%       |
| Total                       | 57,009                      | 98.0%        | Down for the first time in two months     | 104,851                      | 99.6%        |

\*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.

## February 2016 key points

- Minivehicle sales in Japan decreased year-on-year owing to the decrease in sales of models including the WagonR, despite increase in sales of models including the Every and the Carry.
- 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

|         | February<br>2016<br>(units) | Year-on-Year | Year-on-Year Trends                           | Jan.-Feb.<br>2016<br>(units) | Year-on-Year |
|---------|-----------------------------|--------------|---|------------------------------|--------------|
| Exports | 8,488                       | 64.2%        | Down for the<br>eleventh<br>consecutive month | 15,701                       | 65.1%        |

\*Total of exported CBU units + CKD units.

## February 2016 key point

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