

30 January, 2017

## Suzuki December 2016 and Calendar Year 2016 Automobile Production, Japan Sales, and Export Figures (Preliminary)

### ■ Production

	Dec. 2016 (units)	Year -on -Year	Year-on-Year Trends	Jan.-Dec. 2016 (units)	Year -on -Year	Year-on-Year Trends
Japan production	67,662	99.8%	Down for the twenty-second consecutive month	794,244	84.7%	Down for the second consecutive year
Overseas production	158,609	97.8%	Down for the first time in two months	2,151,051	102.6%	Up for the fifth consecutive year
Global production	226,271	98.4%	Down for the first time in two months	2,945,295	97.1%	Down for the first time in three years

\*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

### 2016 key points

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

### December 2016 key points

- Japan production volume decreased year-on-year owing to decrease in production for domestic market.
- Overseas production volume decreased year-on-year owing to decrease in countries including Pakistan and Indonesia.
- Global production volume decreased year-on-year owing to decrease in both Japan and overseas production.

▪ Japan sales

	Dec. 2016 (units)	Year -on -Year	Year-on-Year Trends	Jan.-Dec. 2016 (units)	Year -on -Year	Year-on-Year Trends
Minivehicle	36,437	100.3%	Up for the first time in twenty four months	520,739	93.0%	Down for the second consecutive year
Standard and small vehicle	6,450	106.1%	Up for the sixteenth consecutive month	102,129	133.2%	Up for the first time in four years
Total	42,887	101.1%	Up for the second consecutive month	622,868	97.9%	Down for the second consecutive year

\*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.

#### 2016 key points

- Minivehicle sales in Japan decreased year-on-year owing to decrease in sales of models including the WagonR and the Alto.
- Standard and small vehicle sales in Japan exceeded 100,000 units for the first time and became the highest ever for calendar year owing to increase in sales of models including the Ignis and the Solio.

#### December 2016 key points

- Minivehicle sales in Japan increased year-on-year for the first time in twenty four months owing to increase in sales of models including the Spacia and the Every.
- Standard and small vehicle sales in Japan increased year-on-year owing to increase in sales of models including the Ignis and the Baleno.

▪ Exports

	Dec. 2016 (units)	Year -on -Year	Year-on-Year Trends	Jan.-Dec. 2016 (units)	Year -on -Year	Year-on-Year Trends
Exports	13,954	159.9%	Up for the second consecutive month	117,714	93.8%	Down for the sixth consecutive year

\*Total of exported CBU units + CKD units.

2016 key point

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

December 2016 key point

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