

29 March 2018

## Suzuki February 2018 Automobile Production, Japan Sales, and Export Figures (Preliminary)

### ■ Production

|                     | February 2018 (units) | Year-on-Year | Year-on-Year Trends                  | Jan.-Feb. 2018 (units) | Year-on-Year |
|---------------------|-----------------------|--------------|--------------------------------------|------------------------|--------------|
| Japan production    | 82,035                | 86.2%        | Down for the first time in 14 months | 162,671                | 93.4%        |
| Overseas production | 211,090               | 113.1%       | Up for the 14th consecutive month    | 419,787                | 107.8%       |
| Global production   | 293,125               | 104.0%       | Up for the 14th consecutive month    | 582,458                | 103.4%       |

\*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 2018 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 a single month owing to increase in countries including India, Pakistan, and Thailand.
- Global production volume became the highest ever for February owing to increase in overseas production.

### ■ Japan sales

|                             | February 2018 (units) | Year-on-Year | Year-on-Year Trends                  | Jan.-Feb. 2018 (units) | Year-on-Year |
|-----------------------------|-----------------------|--------------|--------------------------------------|------------------------|--------------|
| Minivehicles                | 52,429                | 98.4%        | Down for the first time in 15 months | 96,171                 | 101.6%       |
| Standard and small vehicles | 10,874                | 113.3%       | Up for the sixth consecutive month   | 20,528                 | 108.9%       |
| Total                       | 63,303                | 100.7%       | Up for the 16th consecutive month    | 116,699                | 102.8%       |

\*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.

## February 2018 key points

- Minivehicle sales in Japan decreased year-on-year owing to decrease in sales of models including the Hustler and the WagonR.
- Standard and small vehicle sales in Japan became the highest ever for February owing to launch of the new XBEE 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.

## ■ Exports

|         | February<br>2018<br>(units) | Year-on-Year | Year-on-Year Trends                   | Jan.-Feb.<br>2018<br>(units) | Year-on-Year |
|---------|-----------------------------|--------------|---------------------------------------|------------------------------|--------------|
| Exports | 13,778                      | 80.6%        | Down for the second consecutive month | 23,695                       | 86.9%        |

\*Total of exported CBU units + CKD units.

## February 2018 key point

- Overall exports decreased year-on-year owing to decrease in exports to Europe.