

26 April 2018

## Suzuki March 2018 and Fiscal 2017 Automobile Production, Japan Sales, and Export Figures (Preliminary)

### ■ Production

#### <March 2018>

	March 2018 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2018 (units)	Year-on-Year
Japan production	91,359	94.8%	Down for the second consecutive month	254,030	93.9%
Overseas production	224,292	110.9%	Up for the 15th consecutive month	643,963	108.9%
Global production	315,651	105.7%	Up for the 15th consecutive month	897,993	104.2%

\*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 2018 key points

- Japan production volume decreased year-on-year owing to decrease in production for domestic market.
- Overseas production volume became the highest ever for a single month owing to increase in countries including India and Hungary.

#### <Fiscal 2017 (April 2017 – March 2018)>

	Fiscal 2017 (units)	Year-on-Year	Year-on-Year Trends
Japan production	971,065	111.5%	Up for the second consecutive year
Overseas production	2,367,216	107.4%	Up for the sixth consecutive year
Global production	3,338,281	108.6%	Up for the second consecutive year

## Fiscal 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 owing to increase in countries including India and Pakistan.
- Global production volume became the highest ever owing to increase in both Japan and overseas production.

### ▪ Japan sales

#### <March 2018>

	March 2018 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2018 (units)	Year-on-Year
Minivehicles	69,538	97.6%	Down for the second consecutive month	165,708	99.9%
Standard and small vehicles	14,358	106.0%	Up for the seventh consecutive month	34,886	107.6%
Total	83,896	99.0%	Down for the first time in 17 months	200,594	101.2%

\*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 2018 key points

- Minivehicle sales in Japan decreased year-on-year mainly owing to decrease in sales of the Hustler.
- Standard and small vehicle sales in Japan became the highest ever for a single month mainly owing to the launch of the new XBEE.

#### <Fiscal 2017 (April 2017 – March 2018)>

	Fiscal 2017 (units)	Year-on-Year	Year-on-Year Trends
Minivehicles	556,110	104.5%	Up for the first time in three years
Standard and small vehicles	112,063	105.0%	Up for the third consecutive year
Total	668,173	104.6%	Up for the second consecutive year

## Fiscal 2017 key points

- Minivehicle sales in Japan increased year-on-year owing to increase in sales of models including the WagonR and the new Spacia.
- Standard and small vehicle sales in Japan became the highest ever mainly owing to the launch of the new XBEE and increase in sales of the Swift.

▪ Exports

<March 2018>

	March 2018 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2018 (units)	Year-on-Year
Exports	14,567	74.5%	Down for the third consecutive month	38,262	81.7%

\*Total of exported CBU units + CKD units.

March 2018 key point

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

<Fiscal 2017 (April 2017 – March 2018)>

	Fiscal 2017 (units)	Year-on-Year	Year-on-Year Trends
Exports	198,163	142.7%	Up for the second consecutive year

Fiscal 2017 key points

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

▪ Reference: Global sales

<Fiscal 2017 (April 2017 – March 2018)>

	Fiscal 2017 (units)	Year-on-Year	Year-on-Year Trends
Japan sales	668,173	104.6%	Up for the second consecutive year
Overseas sales*	2,555,724	112.1%	Up for the fourth consecutive year
Global sales	3,223,897	110.5%	Up for the second consecutive year

\*Overseas sales: preliminary-based prospect

Fiscal 2017 key point

- Global sales is prospected to exceed three million units in fiscal year for the first time ever.