

25 April 2019

## Suzuki March 2019 and Fiscal 2018 Automobile Production, Japan Sales, and Export Figures (Preliminary)

### ■ Production

#### <March 2019>

	March 2019 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2019 (units)	Year-on-Year
Japan production	90,257	98.8%	Down for the second consecutive month	250,771	98.7%
Overseas production	185,780	82.8%	Down for the second consecutive month	604,609	93.9%
Global production	276,037	87.5%	Down for the second consecutive month	855,380	95.3%

\*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 2019 key points

- Japan production volume decreased year-on-year owing to the decrease in production for exports.
- Overseas production volume decreased year-on-year owing to the decrease in countries including India and Thailand.

#### <Fiscal 2018 (April 2018 – March 2019)>

	Fiscal 2018 (units)	Year-on-Year	Year-on-Year Trends
Japan production	1,010,657	104.1%	Up for the third consecutive year
Overseas production	2,383,319	100.7%	Up for the seventh consecutive year
Global production	3,393,976	101.7%	Up for the third consecutive year

## Fiscal 2018 key points

- Japan production volume increased year-on-year owing to the increase in production for the Japanese domestic market.
- Overseas production volume became the highest ever owing to the increase in countries including India and Myanmar.
- Global production volume became the highest ever owing to the increase in both Japan and overseas production.

### ▪ Japan sales

#### <March 2019>

	March 2019 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2019 (units)	Year-on-Year
Minivehicles	71,322	102.6%	Up for the 12th consecutive month	172,509	104.1%
Standard and small vehicles	15,718	109.5%	Up for the 19th consecutive month	38,596	110.6%
Total	87,040	103.7%	Up for the 12th consecutive month	211,105	105.2%

\*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 2019 key points

- Minivehicle sales in Japan increased year-on-year mainly owing to the increase in sales of the all-new Jimny.
- Standard and small vehicle sales in Japan became the highest ever for a single month owing to the increase in sales of models including the all-new Jimny Sierra and the Solio.

#### <Fiscal 2018 (April 2018 – March 2019)>

	Fiscal 2018 (units)	Year-on-Year	Year-on-Year Trends
Minivehicles	593,672	106.8%	Up for the second consecutive year
Standard and small vehicles	131,438	117.3%	Up for the fourth consecutive year
Total	725,110	108.5%	Up for the third consecutive year

## Fiscal 2018 key points

- Minivehicle sales in Japan increased year-on-year owing to the increase in sales of the Spacia and the all-new Jimny.
- Standard and small vehicle sales in Japan became the highest ever owing to the increase in sales of the all-new Jimny Sierra and the Swift.

▪ Exports

<March 2019>

	March 2019 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2019 (units)	Year-on-Year
Exports	14,172	97.3%	Down for the first time in three months	46,352	121.1%

\*Total of exported CBU units + CKD units.

March 2019 key point

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

<Fiscal 2018 (April 2018 – March 2018)>

	Fiscal 2018 (units)	Year-on-Year	Year-on-Year Trends
Exports	202,037	102.0%	Up for the third consecutive year

Fiscal 2018 key points

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

▪ Reference: Global sales

<Fiscal 2018 (April 2018 – March 2019)>

	Fiscal 2018 (units)	Year-on-Year	Year-on-Year Trends
Japan sales	725,110	108.5%	Up for the third consecutive year
Overseas sales*	2,602,064	101.8%	Up for the fifth consecutive year
Global sales	3,327,174	103.2%	Up for the third consecutive year

\*Overseas sales: preliminary-based prospect

Fiscal 2018 key point

- Global sales is prospected to exceed three million units for the second consecutive year and become the highest ever.