

28 April 2020

Suzuki March 2020 and Fiscal 2019 Automobile Production, Sales, and Export Figures (Preliminary)

<March 2020>

▪ Production

	March 2020 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2020 (units)	Year-on-Year
Global production	213,159	77.2%	Down for the third consecutive month	765,919	89.5%
Japan production	91,435	101.3%	Up for the first time in 11 months	248,175	99.0%
Overseas production	121,724	65.5%	Down for the third consecutive month	517,744	85.6%
India	92,508	67.9%	Down for the third consecutive month	412,487	88.1%
Others	29,216	58.9%	Down for the eighth consecutive month	105,257	77.1%

*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

- Global production:
Decreased year-on-year owing to suspension of production due to the impact of the COVID-19.
- Japan production:
Increased year-on-year owing to increase in production for exports.
- Overseas production:
Decreased year-on-year owing to decrease in countries including India and Pakistan.

▪ Sales

	March 2020 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2020 (units)	Year-on-Year
Global sales	198,157	63.7%	Down for the third consecutive month	691,801	81.7%
Japan sales	78,401	90.1%	Down for the sixth consecutive month	187,372	88.8%
Minivehicles	63,968	89.7%	Down for the sixth consecutive month	152,967	88.7%
Standard and small vehicles	14,433	91.8%	Down for the sixth consecutive month	34,405	89.1%
Overseas sales	119,756	53.5%	Down for the third consecutive month	504,429	79.3%
India	76,976	52.1%	Down for the second consecutive month	353,376	82.4%
Others	42,780	56.1%	Down for the third consecutive month	151,053	72.9%

*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.

*Overseas sales: preliminary-based prospect

- Global sales:
Decreased year-on-year owing to decrease in both Japan and overseas sales.
- Japan sales:
Minivehicle sales decreased year-on-year owing to decrease in sales of models including the WagonR and the Spacia.
Standard and small vehicle sales decreased year-on-year owing to decrease in sales of models including the XBEE.
- Overseas sales:
Decreased year-on-year owing to decrease in countries including India and Pakistan.

▪ Exports

	March 2020 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2020 (units)	Year-on-Year
Exports	17,437	123.0%	Up for the second consecutive month	49,671	107.2%

*Total of exported CBU units + CKD units.

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

< Fiscal 2019 (April 2019 – March 2020)>

▪ **Production**

	Fiscal 2019 (units)	Year-on-Year	Year-on-Year Trends
Global production	2,966,399	87.4%	Down for the first time in four years
Japan production	944,172	93.4%	Down for the first time in four years
Overseas production	2,022,227	84.8%	Down for the first time in eight years
India	1,579,519	85.4%	Down for the first time in six years
Others	442,708	82.9%	Down for the sixth consecutive year

*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

- Global production:
Decreased year-on-year owing to decrease in both Japan and overseas production.
- Japan production:
Decreased year-on-year owing to decrease in production for both domestic and exports.
- Overseas production:
Decreased year-on-year owing to decrease in countries including India and Pakistan.

▪ **Sales**

	Fiscal 2019 (units)	Year-on-Year	Year-on-Year Trends
Global sales	2,851,564	85.7%	Down for the first time in four years
Japan sales	672,284	92.7%	Down for the first time in four years
Minivehicles	554,444	93.4%	Down for the first time in three years
Standard and small vehicles	117,840	89.7%	Down for the first time in five years
Overseas sales	2,179,280	83.8%	Down for the first time in six years
India	1,436,124	81.9%	Down for the first time in eight years
Others	743,156	87.6%	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.

*Overseas sales: preliminary-based prospect

- Global sales:
Decreased year-on-year owing to decrease in both Japan and overseas sales.
- Japan sales:
Minivehicle sales decreased year-on-year owing to decrease in sales of models including the WagonR.
Standard and small vehicle sales decreased year-on-year owing to decrease in sales of models including the XBEE and the Swift.
- Overseas sales:
Decreased year-on-year owing to decrease in countries including India and Pakistan.

▪ **Exports**

	Fiscal 2019 (units)	Year-on-Year	Year-on-Year Trends
Exports	182,111	90.1%	Down for the first time in four years

*Total of exported CBU units + CKD units.

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