

25 February 2021

Suzuki January 2021 Automobile Production, Sales, and Export Figures (Preliminary)

■ Production

| | Jan. 2021 (units) | Year-on- Year | Year-on-Year Trends | Apr. 2020 – Jan. 2021 (units) | Year-on- Year |
|----------------------------|----------------------|------------------|---|-------------------------------------|------------------|
| Global production | 265,285 | 88.8% | Down for the first time in six months | 2,078,275 | 83.2% |
| Japan production | 77,935 | 98.5% | Down for the first time in two months | 758,147 | 97.8% |
| Overseas production | 187,350 | 85.3% | Down for the first time in five months | 1,320,128 | 76.7% |
| India | 160,975 | 89.9% | Down for the first time in six months | 1,099,263 | 81.8% |
| Others | 26,375 | 65.1% | Down for the 18th consecutive month | 220,865 | 58.4% |

*Japan production: Complete built-up (CBU) units that include OEM 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 the domestic market.
- Overseas production:
Decreased year-on-year owing to decrease in countries including India.

▪ Sales

| | Jan. 2021 (units) | Year-on- Year | Year-on-Year Trends | Apr. 2020 – Jan. 2021 (units) | Year-on- Year |
|-----------------------------|----------------------|------------------|--|-------------------------------------|------------------|
| Global sales | 251,438 | 101.0% | Up for the second consecutive month | 2,007,552 | 83.3% |
| Japan sales | 55,776 | 109.3% | Up for the seventh consecutive month | 499,255 | 93.2% |
| Minivehicles | 45,753 | 110.1% | Up for the seventh consecutive month | 416,390 | 94.0% |
| Standard and small vehicles | 10,023 | 105.9% | Up for the fourth consecutive month | 82,865 | 89.2% |
| Overseas sales | 195,662 | 98.9% | Down for the first time in two months | 1,508,297 | 80.5% |
| India | 142,604 | 100.2% | Up for the second consecutive month | 1,026,395 | 83.8% |
| Others | 53,058 | 95.4% | Down for the fourth consecutive month | 481,902 | 74.4% |

*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:
Increased year-on-year owing to increase in Japan sales.
- Japan sales:
Increased year-on-year owing to increase in sales of both minivehicles and standard and small vehicles.
- Overseas sales:
Total overseas sales decreased year-on-year despite record-high sales for January in India.

▪ Exports

| | Jan. 2021 (units) | Year-on- Year | Year-on-Year Trends | Apr. 2020 – Jan. 2021 (units) | Year-on- Year |
|----------------|----------------------|------------------|--|-------------------------------------|------------------|
| Exports | 14,256 | 99.8% | Down for the first time in eight months | 160,092 | 109.1% |

*Total of exported CBU units + CKD units.

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