

28 April 2021

Suzuki March 2021 and Fiscal 2020 Automobile Production, Sales, and Export Figures (Preliminary)

<March 2021>

▪ Production

	March 2021 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2021 (units)	Year-on-Year
Global production	301,917	141.6%	Up for the second consecutive month	838,164	109.4%
Japan production	96,700	105.8%	Up for the first time in 3 months	249,904	100.7%
Overseas production	205,217	168.6%	Up for the second consecutive month	588,260	113.6%
India	172,429	186.4%	Up for the second consecutive month	501,515	121.6%
Others	32,788	112.2%	Up for the first time in 20 months	86,745	82.4%

*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

- Global production:
Increased year-on-year owing to increase in both Japan and overseas production.
- Japan production:
Increased year-on-year owing to increase in production for both Japan and overseas.
- Overseas production:
Increased year-on-year owing to record-high production for March in India.

▪ Sales

	March 2021 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2021 (units)	Year-on-Year
Global sales	301,336	152.1%	Up for the fourth consecutive month	815,092	117.8%
Japan sales	84,791	108.2%	Up for the ninth consecutive month	203,743	108.7%
Minivehicles	70,351	110.0%	Up for the ninth consecutive month	168,758	110.3%
Standard and small vehicles	14,440	100.0%	Up for the sixth consecutive month	34,985	101.7%
Overseas sales	216,545	180.8%	Up for the second consecutive month	611,349	121.2%
India	149,518	194.2%	Up for the fourth consecutive month	439,605	124.4%
Others	67,027	156.7%	Up for the first time in 6 months	171,744	113.7%

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

▪ Exports

	March 2021 (units)	Year-on-Year	Year-on-Year Trends	Jan.-Mar. 2021 (units)	Year-on-Year
Exports	25,178	144.4%	Up for the second consecutive month	60,343	121.5%

*Total of exported CBU units + CKD units.

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

< Fiscal 2020 (April 2020 – March 2021)>

▪ **Production**

	Fiscal 2020 (units)	Year-on-Year	Year-on-Year Trends
Global production	2,651,148	89.4%	Down for the second consecutive year
Japan production	930,116	98.5%	Down for the second consecutive year
Overseas production	1,721,032	85.2%	Down for the second consecutive year
India	1,439,803	91.3%	Down for the second consecutive year
Others	281,229	63.5%	Down for the seventh 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 the domestic market.
- Overseas production:
Decreased year-on-year owing to decrease in countries including India and other main markets.

▪ **Sales**

	Fiscal 2020 (units)	Year-on-Year	Year-on-Year Trends
Global sales	2,571,207	90.2%	Down for the second consecutive year
Japan sales	647,222	96.3%	Down for the second consecutive year
Minivehicles	539,395	97.3%	Down for the second consecutive year
Standard and small vehicles	107,827	91.5%	Down for the second consecutive year
Overseas sales	1,923,985	88.3%	Down for the second consecutive year
India	1,323,396	92.2%	Down for the second consecutive year
Others	600,589	80.8%	Down for the third 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:
Decreased year-on-year owing to decrease in sales of both minivehicles and standard and small vehicles.
- Overseas sales:
Decreased year-on-year owing to decrease in countries including India and other main markets.

▪ **Exports**

	Fiscal 2020 (units)	Year-on-Year	Year-on-Year Trends
Exports	206,179	113.2%	Up for the first time in 2 years

*Total of exported CBU units + CKD units.

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