



27 April 2022

Suzuki March 2022 and Fiscal Year 2021 Automobile Production, Sales, and Export Figures (Preliminary)

<March 2022>

▪ **Production**

| | March 2022 (units) | Year-on-Year | Year-on-Year Trends | Jan.-Mar. 2022 (units) | Year-on-Year |
|--------------------------|--------------------|--------------|--|------------------------|--------------|
| Global production | 279,454 | 92.6% | Down for the first time in two months | 794,460 | 94.8% |
| Japan production | 84,227 | 87.1% | Down for the first time in two months | 214,508 | 85.8% |
| Overseas production | 195,227 | 95.1% | Down for the first time in three months | 579,952 | 98.6% |
| India | 163,362 | 94.7% | Down for the first time in three months | 494,354 | 98.6% |
| Others | 31,865 | 97.2% | Down for the second consecutive month | 85,598 | 98.7% |

*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

- Japan, overseas production:
Decreased year-on-year owing to shortage of parts including semiconductors.

▪ Sales

| | March 2022 (units) | Year-on -Year | Year-on-Year Trends | Jan.-Mar. 2022 (units) | Year-on -Year |
|-----------------------------|--------------------------|------------------|---|------------------------------|------------------|
| Global sales | 277,185 | 92.0% | Down for the eighth consecutive month | 758,009 | 93.0% |
| Japan sales | 64,672 | 76.3% | Down for the tenth consecutive month | 156,737 | 76.9% |
| Minivehicles | 53,704 | 76.3% | Down for the tenth consecutive month | 130,087 | 77.1% |
| Standard and small vehicles | 10,968 | 76.0% | Down for the tenth consecutive month | 26,650 | 76.2% |
| Overseas sales | 212,513 | 98.1% | Down for the seventh consecutive month | 601,272 | 98.3% |
| India | 137,658 | 92.1% | Down for the eighth consecutive month | 407,726 | 92.7% |
| Others | 74,855 | 111.7% | Up for the 13th consecutive month | 193,546 | 112.7% |

*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.

- Japan sales:
Decreased year-on-year owing to shortage of vehicle supply due to decrease in domestic production.
- Overseas sales:
Decreased year-on-year owing to shortage of vehicle supply due to decrease in production in India, etc.

▪ Exports

| | March 2022 (units) | Year-on -Year | Year-on-Year Trends | Jan.-Mar. 2022 (units) | Year-on -Year |
|---------|--------------------------|------------------|--------------------------------------|------------------------------|------------------|
| Exports | 18,400 | 73.1% | Down for the third consecutive month | 50,722 | 84.1% |

*Total of exported CBU units + CKD units.

- Decreased year-on-year owing to decrease in production for areas including Europe due to shortage of semiconductors.

< Fiscal 2021 (April 2021 – March 2022)>

▪ **Production**

| | Fiscal 2021 (units) | Year-on-Year | Year-on-Year Trends |
|--------------------------|---------------------|---------------|---|
| Global production | 2,821,884 | 106.4% | Up for the first time in three years |
| Japan production | 839,531 | 90.3% | Down for the third consecutive year |
| Overseas production | 1,982,353 | 115.2% | Up for the first time in three years |
| India | 1,658,586 | 115.2% | Up for the first time in three years |
| Others | 323,767 | 115.1% | Up for the first time in eight years |

*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

- Japan production:
Decreased year-on-year owing to shortage of semiconductors.
- Overseas production:
Increased year-on-year despite the parts supply shortage including semiconductors, owing to increase in areas including India, and low sales in the previous year due to the Novel Coronavirus outbreak.

▪ **Sales**

| | Fiscal 2021 (units) | Year-on-Year | Year-on-Year Trends |
|-----------------------------|---------------------|---------------|---|
| Global sales | 2,706,865 | 105.3% | Up for the first time in three years |
| Japan sales | 561,375 | 86.7% | Down for the third consecutive year |
| Minivehicles | 470,497 | 87.2% | Down for the third consecutive year |
| Standard and small vehicles | 90,878 | 84.3% | Down for the third consecutive year |
| Overseas sales | 2,145,490 | 111.5% | Up for the first time in three years |
| India | 1,365,370 | 103.2% | Up for the first time in three years |
| Others | 780,120 | 129.9% | Up for the first time in four years |

*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.

- Japan sales:
Decreased year-on-year owing to shortage of vehicle supply due to decrease in domestic production.
- Overseas sales:
Increased year-on-year despite the negative impact on vehicle production due to parts supply shortage including semiconductors, owing to low sales in the previous year due to the Novel Coronavirus outbreak.
Sales were record-high in Latin America and Africa.

▪ **Exports**

| | Fiscal 2021 (units) | Year-on -Year | Year-on-Year Trends |
|---------|---------------------------|------------------|---|
| Exports | 202,241 | 98.1% | Down for the first time in two years |

*Total of exported CBU units + CKD units.

- Decreased year-on-year owing to decrease in production for areas including Europe, due to shortage of semiconductors.