

February 26, 2015

**FHI Announces Production, Japan Sales and Export Results for January 2015 (Flash Report)**

		January 2015		
		Units	2015 vs 2014	
Domestic Production	<sup>*1</sup>	☆ 56,229	+1.1%	Increased y/y for 11th consecutive month
Overseas Production	<sup>*2</sup>	☆ 19,224	+32.7%	Increased y/y for 7th consecutive month
<b>Global Production Total</b>		☆ <b>75,453</b>	<b>+7.7%</b>	Increased y/y for 11th consecutive month
Passenger Vehicles		☆ 10,804	+5.2%	Increased y/y for 2nd consecutive month
Mini Vehicles		3,056	-29.8%	Decreased y/y for 10th consecutive month
<b>Japan Sales Total</b>		<b>13,860</b>	<b>-5.2%</b>	First y/y decrease in 2 months
<b>Export Total</b>	<sup>*3</sup>	☆ <b>39,327</b>	<b>+24.6%</b>	Increased y/y for 2nd consecutive month

☆: Record high for the month of January

<sup>\*1</sup> JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

<sup>\*2</sup> Local line-off basis

<sup>\*3</sup> JAMA report basis

**< Production >**

- Domestic production increased year-on-year led by continued strong sales in North America as well as high demand for the new generation Legacy and Outback especially in Japan.
- Overseas production increased year-on-year with continued high demand for the new generation Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year for the 2nd consecutive month, led by strong demand for the new generation Legacy and Outback as well as continued strong sales of the Levorg wagon launched in June 2014.
- Mini vehicle sales decreased year-on-year for 10 consecutive months from April 2014.

**< Exports >**

- Exports from Japan increased year-on-year for the 2nd consecutive month, as strong sales in North America continued and the shipments of the all-new Outback models got into full swing especially those for Europe and China.

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March 25, 2015

**FHI Announces Production, Japan Sales and Export Results for February 2015 (Flash Report)**

	February 2015			Jan–Feb 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production *1	☆ 58,593	+17.3%	Increased y/y for 12th consecutive month	114,822	+8.8%
Overseas Production *2	☆ 20,019	+48.9%	Increased y/y for 8th consecutive month	39,243	+40.5%
<b>Global Production Total</b>	☆ 78,612	+24.0%	Increased y/y for 12th consecutive month	154,065	+15.4%
Passenger Vehicles	12,754	+21.7%	Increased y/y for 3rd consecutive months	23,558	+13.5%
Mini Vehicles	3,998	-33.6%	Decreased y/y for 11th consecutive month	7,054	-32.0%
<b>Japan Sales Total</b>	16,752	+1.5%	First y/y increase in 2 months	30,612	-1.7%
<b>Export Total</b> *3	42,765	-2.1%	First y/y decrease in 3 months	82,092	+9.1%

☆: Record high for the month of February

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production increased year-on-year led by continued strong sales in North America as well as high demand for the new generation Legacy and Outback especially in Japan.
- Overseas production increased year-on-year led by continued high demand for the new generation Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year, led by strong demand for the new generation Legacy and Outback as well as continued strong sales of the Levorg wagon launched in June 2014.
- Mini vehicle sales decreased year-on-year.

**< Exports >**

- While strong sales in North America continued, exports from Japan decreased year-on-year due to inventory adjustments of the Forester and Impreza for China.

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April 23, 2015

## FHI Announces Production, Japan Sales and Export Results for March 2015 and FYE2015 (Flash Report)

### < March 2015 >

	March 2015			Jan—Mar 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production <sup>*1</sup>	☆ 64,682	+4.2%	Increased y/y for 13th consecutive month	179,504	+7.1%
Overseas Production <sup>*2</sup>	☆ 18,225	+14.7%	Increased y/y for 9th consecutive month	57,468	+31.2%
<b>Global Production Total</b>	☆ 82,907	+6.4%	Increased y/y for 13th consecutive month	236,972	+12.1%
Passenger Vehicles	22,058	+12.4%	Increased y/y for 4th consecutive month	45,616	+13.0%
Mini Vehicles	6,270	-31.6%	Decreased y/y for 12th consecutive month	13,324	-31.8%
<b>Japan Sales Total</b>	28,328	-1.6%	First y/y decrease in 2 months	58,940	-1.6%
<b>Export Total</b> <sup>*3</sup>	49,705	-4.9%	Decreased y/y for 2nd consecutive month	131,797	+3.3%

☆: Record high for the month of March

### < Production >

- Domestic production increased year-on-year, driven by continued high demand for the Forester, Impreza and Subaru XV for North America as well as strong sales performance of new models including the new generation Legacy, Outback, WRX, and the newly introduced Levorg wagon.
- Overseas production increased year-on-year with continued strong demand for the new generation Legacy and Outback in North America.

### < Japan Sales >

- Passenger vehicle sales increased year-on-year led by high demand for the new generation Legacy and Outback as well as strong sales momentum of the Levorg wagon which posted sales of 6,000+ units in March.
- Mini vehicle sales decreased year-on-year.

### < Exports >

- Exports from Japan decreased year-on-year for the second consecutive month due to inventory adjustments of the Forester and Subaru XV for China.

### < April 2014 — March 2015 >

	April 2014 — March 2015		
	Units	2015 vs 2014	
Domestic Production <sup>*1</sup>	★ 707,669	+8.9%	Increased y/y for 5th consecutive year
Overseas Production <sup>*2</sup>	★ 206,681	+26.4%	First y/y increase in 2 years
<b>Global Production Total</b>	★ 914,350	+12.4%	Increased y/y for 5th consecutive year
Passenger Vehicles	131,808	+2.2%	Increased y/y for 4th consecutive year
Mini Vehicles	36,773	-36.4%	First y/y decrease in 2 years
<b>Japan Sales Total</b>	168,581	-9.8%	First y/y decrease in 2 years
<b>Export Total</b> <sup>*3</sup>	★ 545,829	+9.3%	Increased y/y for 3rd consecutive year

★: Record high for the April-March period

### < Production >

- Domestic production increased year-on-year setting a fiscal year record due to continued strong sales in North America and worldwide launches of new models.
- Overseas production increased year-on-year setting a fiscal year record on the back of production capacity increase of SIA plant\* in the summer of 2014 to meet strong demand for the new generation Legacy and Outback. (\*SIA: Subaru of Indiana Automotive, Inc. in the U.S.)

### < Japan Sales >

- Passenger vehicle sales increased year-on-year as launches of new models in the second half of the year including the Legacy, Outback, WRX and Levorg made up for decreases in the first half caused by the consumption tax hike.
- Mini vehicle sales decreased year-on-year.

### < Exports >

- Exports from Japan increased year-on-year setting a fiscal year record, led by continued strong sales in North America as well as the new generation Outback launches in the second half of the year in key markets including Europe, Australia and China.

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

May 28, 2015

**FHI Announces Production, Japan Sales and Export Results for April 2015 (Flash Report)**

	April 2015			Jan–Apr 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production *1	☆ 53,358	+0.4%	Increased y/y for 14th consecutive month	232,862	+5.5%
Overseas Production *2	☆ 19,171	+18.5%	Increased y/y for 10th consecutive month	76,639	+27.8%
<b>Global Production Total</b>	☆ 72,529	+4.7%	Increased y/y for 14th consecutive month	309,501	+10.2%
Passenger Vehicles	7,085	+17.3%	Increased y/y for 5th consecutive months	52,701	+13.6%
Mini Vehicles	2,470	+33.0%	First y/y increase in 13 months	15,794	-26.2%
<b>Japan Sales Total</b>	9,555	+21.0%	First y/y increase in 2 months	68,495	+1.0%
<b>Export Total</b> *3	☆ 48,499	+16.6%	First y/y increase in 3 months	180,076	+6.5%

☆: Record high for the month of April

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production increased year-on-year led by continued strong sales of the Impreza and Subaru XV in North America.
- Overseas production increased year-on-year with continued high demand for the new generation Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year as strong sales of the Levorg and WRX made up for a decrease in sales of the Impreza, Subaru XV and Forester.
- Mini vehicle sales posted the first year-on-year increase in 13 months.

**< Exports >**

- Exports from Japan increased year-on-year, led by strong sales of the Impreza, Subaru XV and Forester in North America as well as high demand for the new generation Outback in Europe and Australia.

###

June 29, 2015

**FHI Announces Production, Japan Sales and Export Results for May 2015 (Flash Report)**

	May 2015			Jan–May 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production *1	53,204	-5.0%	First y/y decrease in 15 months	286,066	+3.4%
Overseas Production *2	☆ 18,184	+30.7%	Increased y/y for 11th consecutive month	94,823	+28.3%
<b>Global Production Total</b>	☆ 71,388	+2.1%	Increased y/y for 15th consecutive month	380,889	+8.6%
Passenger Vehicles	6,635	+3.5%	Increased y/y for 6th consecutive month	59,336	+12.3%
Mini Vehicles	2,574	+1.4%	Increased y/y for 2nd consecutive month	18,368	-23.3%
<b>Japan Sales Total</b>	9,209	+2.9%	Increased y/y for 2nd consecutive month	77,704	+1.2%
<b>Export Total</b> *3	35,833	-11.5%	First y/y decrease in 2 months	215,909	+3.0%

☆: Record high for the month of May

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production decreased year-on-year due to temporarily-reduced production of the Forester for North America before its model year change.
- Overseas production increased year-on-year with continued strong demand for the new generation Legacy and

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year as sales of the Levorg and other models made up for a decrease in sales of the Impreza, Subaru XV and Forester.
- Mini vehicle sales increased year-on-year for the second consecutive month.

**< Exports >**

- Exports from Japan decreased year-on-year due to continued inventory adjustments of the Forester for China as well as temporarily-reduced shipments of the Forester for North America before its model year change.

###

July 28, 2015

**FHI Announces Production, Japan Sales and Export Results for June 2015 (Flash Report)**
**< June 2015 >**

	June 2015		
	Units	2015 vs 2014	
Domestic Production <sup>*1</sup>	☆ 64,442	+7.5%	First y/y increase in 2 months
Overseas Production <sup>*2</sup>	☆ 20,442	+73.8%	Increased y/y for 12th consecutive month
<b>Global Production Total</b>	☆ <b>84,884</b>	<b>+18.4%</b>	Increased y/y for 16th consecutive month
Passenger Vehicles	6,739	-15.9%	First y/y decrease in 7 months
Mini Vehicles	3,403	+22.5%	Increased y/y for 3rd consecutive month
<b>Japan Sales Total</b>	<b>10,142</b>	<b>-6.0%</b>	First y/y decrease in 3 months
<b>Export Total</b> <sup>*3</sup>	☆ <b>52,886</b>	<b>+7.8%</b>	First y/y increase in 2 months

☆: Record high for the month of June

**< Production >**

- Domestic production increased year-on-year due to stronger demand for the Impreza and Subaru XV in North America and a higher number of production days.
- Overseas production posted a significant year-on-year increase with continued high demand for the Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle sales decreased year-on-year due to a decline in the Levorg sales a year after its launch in June 2014.
- Mini vehicle sales increased year-on-year with stronger sales of the Stella and other models.

**< Exports >**

- Exports from Japan increased year-on-year led by increased shipments to North America and Australia.

**< January—June 2015 >**

	January—June 2015		
	Units	2015 vs 2014	
Domestic Production <sup>*1</sup>	★ 350,508	+4.1%	Increased y/y for 4th consecutive year
Overseas Production <sup>*2</sup>	★ 115,265	+34.6%	First y/y increase in 3 years
<b>Global Production Total</b>	★ <b>465,773</b>	<b>+10.3%</b>	Increased y/y for 4th consecutive year
Passenger Vehicles	66,075	+8.6%	First y/y increase in 2 years
Mini Vehicles	21,771	-18.5%	Decreased y/y for 3rd consecutive year
<b>Japan Sales Total</b>	<b>87,846</b>	<b>+0.3%</b>	First y/y increase in 2 years
<b>Export Total</b> <sup>*3</sup>	★ <b>268,795</b>	<b>+3.9%</b>	Increased y/y for 4th consecutive year

★: Record high for January-June period

**< Production >**

- Domestic production increased year-on-year led by higher demand for the Impreza, Subaru XV and WRX in North America.
- Overseas production increased year-on-year with continued strong sales of the new generation Legacy and Outback launched in North America in July 2014.

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year led by new models including the Levorg. Mini vehicle sales decreased year-on-year as an increase in April-June period could not make up for a decrease in January-March period. Total sales in Japan for January-June period increased year-on-year for the first time in two years.

**< Exports >**

- Exports from Japan increased year-on-year led by continued strong sales in North America as well as high demand for the new generation Outback in Europe, Australia and other overseas markets.

<sup>\*1</sup> JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

<sup>\*2</sup> Local line-off basis

<sup>\*3</sup> JAMA report basis

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August 28, 2015

**FHI Announces Production, Japan Sales and Export Results for July 2015 (Flash Report)**

	July 2015			Jan–Jul 2015	
	Units	2015 vs 2014		Units	'15 vs '14
<b>Domestic Production</b> *1	☆ 67,368	+0.8%	Increased y/y for 2nd consecutive month	417,876	+3.6%
<b>Overseas Production</b> *2	☆ 10,833	+20.2%	Increased y/y for 13th consecutive month	126,098	+33.2%
<b>Global Production Total</b>	☆ 78,201	+3.1%	Increased y/y for 17th consecutive month	543,974	+9.2%
<b>Passenger Vehicles</b>	10,896	-9.6%	Decreased y/y for 2nd consecutive month	76,971	+5.6%
<b>Mini Vehicles</b>	3,168	+9.5%	Increased y/y for 4th consecutive month	24,939	-15.8%
<b>Japan Sales Total</b>	14,064	-5.9%	Decreased y/y for 2nd consecutive month	101,910	-0.6%
<b>Export Total</b> *3	☆ 53,261	+11.4%	Increased y/y for 2nd consecutive month	322,056	+5.1%

☆: Record high for the month of July

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production slightly increased year-on-year, as an increase in the Legacy, Outback, Impreza and Subaru XV production offset a decrease in production of other models.
- Overseas production increased year-on-year with continued strong demand for the Legacy and Outback in North America.

**< Japan Sales >**

- While the Impreza and Subaru XV sales posted an increase, total passenger vehicle sales decreased year-on-year with a decline in the Levorg sales after a year since its launch in June 2014.
- Mini vehicle sales increased year-on-year led by the Stella and Sambar.

**< Exports >**

- Exports from Japan increased year-on-year due to increased shipments of the Impreza and Subaru XV to North America as well as higher demand for the Outback in Europe and Australia.

September 29, 2015

**FHI Announces Production, Japan Sales and Export Results for August 2015 (Flash Report)**

	August 2015			Jan–Aug 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production *1	☆ 46,246	+1.2%	Increased y/y for 3rd consecutive month	464,122	+3.3%
Overseas Production *2	☆ 22,062	+8.8%	Increased y/y for 14th consecutive month	148,160	+28.9%
<b>Global Production Total</b>	☆ <b>68,308</b>	<b>+3.5%</b>	Increased y/y for 18th consecutive month	<b>612,282</b>	<b>+8.5%</b>
Passenger Vehicles	8,075	-18.0%	Decreased y/y for 3rd consecutive month	85,046	+2.8%
Mini Vehicles	2,295	+81.9%	Increased y/y for 5th consecutive month	27,234	-11.8%
<b>Japan Sales Total</b>	<b>10,370</b>	<b>-6.7%</b>	Decreased y/y for 3rd consecutive month	<b>112,280</b>	<b>-1.2%</b>
<b>Export Total</b> *3	☆ <b>43,984</b>	<b>+15.7%</b>	Increased y/y for 3rd consecutive month	<b>366,040</b>	<b>+6.3%</b>

☆: Record high for the month of August

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production increased year-on-year, as an increase in production of the Legacy, Outback, Impreza and Subaru XV offset a decrease in production of other models.
- Overseas production increased year-on-year with continued strong demand for the Legacy and Outback in North America.

**< Japan Sales >**

- While the Impreza and Subaru XV sales increased, total passenger vehicle sales posted a year-on-year decrease as demand for the Levorg, launched in June 2014, declined.
- Mini vehicle sales increased year-on-year led by the Stella and Sambar.

**< Exports >**

- Exports from Japan increased year-on-year due to increased shipments of the Impreza, XV and WRX to North America as well as higher demand for the Outback in Europe and Australia.



October 26, 2015

## FHI Announces Production, Japan Sales and Export Results for September 2015 and 1st Half of FYE2016 (Flash Report)

### < September 2015 >

	September 2015			Jan–Sep 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production <sup>*1</sup>	☆ 63,153	+1.2%	Increased y/y for 4th consecutive month	★ 527,275	+3.1%
Overseas Production <sup>*2</sup>	☆ 21,182	+1.1%	Increased y/y for 15th consecutive month	★ 169,342	+24.6%
<b>Global Production Total</b>	☆ <b>84,335</b>	<b>+1.2%</b>	Increased y/y for 19th consecutive month	★ <b>696,617</b>	<b>+7.6%</b>
Passenger Vehicles	11,412	-24.8%	Decreased y/y for 4th consecutive month	96,458	-1.5%
Mini Vehicles	3,583	-18.8%	First y/y decrease in 6 months	30,817	-12.7%
<b>Japan Sales Total</b>	<b>14,995</b>	<b>-23.5%</b>	Decreased y/y for 4th consecutive month	<b>127,275</b>	<b>-4.5%</b>
<b>Export Total</b> <sup>*3</sup>	☆ <b>49,474</b>	<b>+11.4%</b>	Increased y/y for 4th consecutive month	★ <b>415,514</b>	<b>+6.8%</b>

☆: Record high for the month of September

★: Record high for January–September period

#### < Production >

- Domestic production increased year-on-year, as an increase in production of the Legacy, Outback, Impreza, and Subaru XV offset a decrease in production of other models.
- Overseas production increased year-on-year with continued strong sales of the Legacy and Outback in North America.

#### < Japan Sales >

- While the Impreza and Subaru XV sales increased, total passenger vehicle sales posted a year-on-year decrease as demand for the Levorg, launched in June 2014, declined.
- Minivehicle sales decreased year-on-year due to a decline in the Pleo and Samber sales.

#### < Exports >

- Exports from Japan increased year-on-year, due to increased shipments of the Impreza and XV to North America as well as higher demand for the Outback in Europe and Australia.

### < April — September 2015 >

	April — September 2015		
	Units	2015 vs 2014	
Domestic Production <sup>*1</sup>	★ 347,771	+1.1%	Increased y/y for 4th consecutive year
Overseas Production <sup>*2</sup>	★ 111,874	+21.5%	Increased y/y for 2nd consecutive year
<b>Global Production Total</b>	★ <b>459,645</b>	<b>+5.4%</b>	Increased y/y for 4th consecutive year
Passenger Vehicles	50,842	-11.7%	Decreased y/y for 2nd consecutive year
Mini Vehicles	17,493	+11.1%	First y/y increase in 5 years
<b>Japan Sales Total</b>	<b>68,335</b>	<b>-6.8%</b>	Decreased y/y for 2nd consecutive year
<b>Export Total</b> <sup>*3</sup>	★ <b>283,937</b>	<b>+8.6%</b>	Increased y/y for 4th consecutive year

★: Record high for April–September period

#### < Production >

- Domestic production increased year-on-year led by higher demand for the Legacy, Outback, Impreza, and Subaru XV.
- Overseas production increased year-on-year with continued strong demand for the new generation Legacy and Outback launched in 2014.

#### < Japan Sales >

- Passenger vehicle sales posted a year-on-year decrease as demand for the Levorg, launched in June 2014, declined.
- Mini vehicle sales increased from the same period of last year which experienced a significant decrease due to the consumption tax hike.

#### < Exports >

- Exports from Japan increased year-on-year, led by strong demand for the Impreza, Subaru XV and WRX in North America throughout the period.

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

November 27, 2015

**FHI Announces Production, Japan Sales and Export Results for October 2015 (Flash Report)**

	October 2015			Jan–Oct 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production *1	64,714	-4.5%	First y/y decrease in 5 months	591,989	+2.2%
Overseas Production *2	22,488	-1.3%	First y/y decrease in 16 months	191,830	+20.9%
<b>Global Production Total</b>	<b>87,202</b>	<b>-3.7%</b>	First y/y decrease in 20 months	<b>783,819</b>	<b>+6.2%</b>
Passenger Vehicles	7,529	-16.9%	5th consecutive month of y/y decrease	103,987	-2.8%
Mini Vehicles	2,439	-1.6%	2nd consecutive month of y/y decrease	33,256	-11.9%
<b>Japan Sales Total</b>	<b>9,968</b>	<b>-13.6%</b>	5th consecutive month of y/y decrease	<b>137,243</b>	<b>-5.2%</b>
<b>Export Total</b> *3	<b>46,855</b>	<b>-17.6%</b>	First y/y decrease in 5 months	<b>462,369</b>	<b>+3.7%</b>

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

While sales kept strong momentum led by continued high demand in North America, production decreased year-on-year for the following reasons:

- Domestic production decreased due to fewer working days. (one day less than October 2014)
- Overseas production decreased as a result of less overtime. (Production volume was particularly high in October 2014 with increased overtime.)

**< Japan Sales >**

- While the Impreza and Subaru XV sales increased, total passenger vehicle sales posted a year-on-year decrease as demand for the Levorg, launched in June 2014, declined.
- Mini vehicle sales decreased year-on-year mainly due to a decline in Sambar sales.

**< Exports >**

- While Subaru's overseas sales continued to be strong in key markets including North America, Europe and Australia, exports from Japan decreased year-on-year due to shipping schedule changes.

###

December 25, 2015

**FHI Announces Production, Japan Sales and Export Results for November 2015 (Flash Report)**

	November 2015			Jan–Nov 2015	
	Units	2015 vs 2014		Units	'15 vs '14
Domestic Production *1	☆ 60,263	+4.0%	First y/y increase in 2 months	652,252	+2.4%
Overseas Production *2	☆ 19,324	+7.3%	First y/y increase in 2 months	211,154	+19.5%
<b>Global Production Total</b>	☆ 79,587	+4.8%	First y/y increase in 2 months	863,406	+6.1%
Passenger Vehicles	9,475	+6.2%	First y/y increase in 6 months	113,462	-2.1%
Mini Vehicles	2,467	-7.0%	3rd consecutive month of y/y decrease	35,723	-11.6%
<b>Japan Sales Total</b>	11,942	+3.1%	First y/y increase in 6 months	149,185	-4.6%
<b>Export Total</b> *3	51,052	+7.5%	First y/y increase in 2 months	513,421	+4.1%

☆: Record high for the month of November

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

Production increased year-on-year both in Japan and overseas on the back of strong sales momentum.

- Domestic production increased year-on-year led by increased production of the Impreza, Subaru XV and Forester.
- Overseas production increased year-on-year led by continued strong demand for the Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year led by increased sales of the Forester which was facelifted in October and the Subaru XV.
- Mini vehicle sales decreased year-on-year due to a decline in the Pleo and Sambar sales.

**< Exports >**

- Exports from Japan increased year-on-year with increased shipments of the Forester to North America, the Subaru XV to Europe, and the Outback to Australia.

###

January 27, 2016

## FHI Announces Production, Japan Sales and Export Results for December 2015 and CY2015 (Flash Report)

### < December 2015 >

		December 2015		
		Units	2015 vs 2014	
Domestic Production <sup>*1</sup>		57,497	-1.7%	First y/y decrease in 3 months
	Overseas Production <sup>*2</sup>	☆ 17,650	+8.0%	Increased y/y for 2nd consecutive month
<b>Global Production Total</b>		☆ 75,147	+0.4%	Increased y/y for 2nd consecutive month
Passenger Vehicles		10,522	-1.2%	First y/y decrease in 2 months
	Mini Vehicles	2,545	-1.2%	Decreased y/y for 4th consecutive month
<b>Japan Sales Total</b>		13,067	-1.2%	First y/y decrease in 2 months
<b>Export Total</b> <sup>*3</sup>		☆ 53,455	+10.5%	Increased y/y for 2nd consecutive month

☆: Record high for the month of December

### < Production >

- Domestic production: While maintaining high volume to meet strong demand, domestic production slightly decreased year-on-year due to fewer working days. (one day less than December 2014)
- Overseas production: High volume production continued to meet strong demand for the Legacy and Outback in North America.

### < Japan Sales >

- Passenger vehicle: Passenger vehicle sales maintained the previous year level, as strong sales of the Forester, facelifted in the Fall of 2015, and the Subaru XV offset a decline in the Levorg and WRX sales.
- Mini vehicle: While results varied from model to model, overall mini vehicle sales maintained the previous year level.

### < Exports >

- Exports from Japan increased year-on-year led by increased shipments of the Forester to North America and the Subaru XV to Europe.

### < January–December 2015 >

		January–December 2015		
		Units	2015 vs 2014	
Domestic Production <sup>*1</sup>		★ 709,749	+2.0%	Increased y/y for 4th consecutive year
	Overseas Production <sup>*2</sup>	★ 228,804	+18.5%	Increased y/y for 2nd consecutive year
<b>Global Production Total</b>		★ 938,553	+5.6%	Increased y/y for 4th consecutive year
Passenger Vehicles		123,984	-2.0%	First y/y decrease in 4 years
	Mini Vehicles	38,268	-11.0%	Decreased y/y for 9th consecutive year
<b>Japan Sales Total</b>		162,252	-4.3%	Decreased y/y for 2nd consecutive year
<b>Export Total</b> <sup>*3</sup>		★ 566,876	+4.7%	Increased y/y for 4th consecutive year

★: Record high for January-December period

### < Production >

- Domestic production: The plant ran in higher-than-standard operation throughout the year and production slightly increased year-on-year. There were increases in production of the Outback for Europe and Australia and the Impreza and Crosstrek for North America.
- Overseas production: Overseas production increased year-on-year as strong sales of the new generation Legacy and Outback continued throughout the year.

### < Japan Sales >

- Passenger vehicle: Registrations decreased year-on-year due to supply constraints, but sales on a firm order basis posted a year-on-year increase.
- Mini vehicle: Mini vehicle sales decreased year-on-year due to a reactionary fall following the rush demand during 2014 January-March period before the consumption tax hike.

### < Exports >

- Exports from Japan increased year-on-year led by strong demand for the Outback in Europe, Australia and China as well as the Impreza and Crosstrek in North America.

\*1 JAMA (Japan Automobile Manufacturers Association Inc.) report basis (CBU)

\*2 Local line-off basis

\*3 JAMA report basis