

Five-Year Automobile Sales

Consolidated Automobile Sales

	(Number of units)				
	'13/3	'14/3	'15/3	'16/3	'17/3
Domestic units:					
Legacy	24,207	18,961	13,845	11,358	11,065
Impreza	53,250	61,071	39,462	39,794	51,592
Forester	18,044	36,572	21,103	22,044	24,239
Levorg	0	0	40,559	23,555	23,775
WRX	0	0	7,514	6,956	6,552
Exiga	7,392	3,853	1,937	4,498	4,284
SUBARU BRZ	6,711	3,380	1,890	1,995	2,253
OEM	2,778	1,857	1,127	884	2,066
Others	368	453	439	502	567
Passenger cars	112,750	126,147	127,876	111,586	126,393
Minicars	50,372	55,454	34,876	33,702	32,542
Domestic total	163,122	181,601	162,752	145,288	158,935

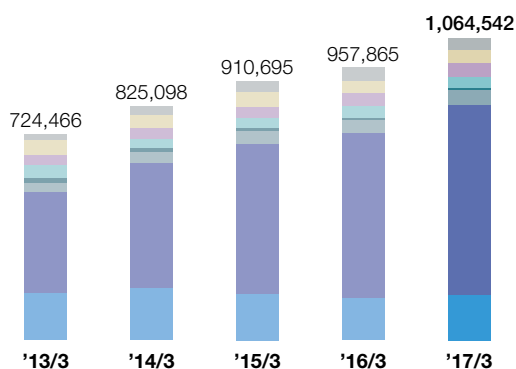
Overseas units by region:					
U.S.	357,569	441,799	527,630	582,674	667,613
Canada	32,644	36,013	42,439	47,579	53,061
Russia	14,719	15,314	11,559	5,723	5,338
Europe	46,382	31,756	35,730	41,778	40,915
Australia	38,120	39,515	38,889	44,611	49,106
China	50,185	44,807	53,821	44,388	44,000
Others	21,725	34,293	37,875	45,824	45,574
Overseas total	561,344	643,497	747,943	812,577	905,607

Overseas units by model:					
Legacy	207,460	182,712	235,791	286,979	333,339
Impreza	190,864	210,828	196,403	217,272	238,858
Forester	147,679	231,173	269,649	250,072	272,768
Levorg	0	0	0	7,713	6,823
WRX	0	0	37,982	43,120	47,185
Tribeca	4,243	2,561	64	34	7
SUBARU BRZ	10,100	15,822	7,914	7,387	6,627
OEM	591	256	135	0	0
Others	407	145	5	0	0
Overseas total	561,344	643,497	747,943	812,577	905,607
Grand total	724,466	825,098	910,695	957,865	1,064,542

Consolidated Automobile Sales by Region

(Number of units)

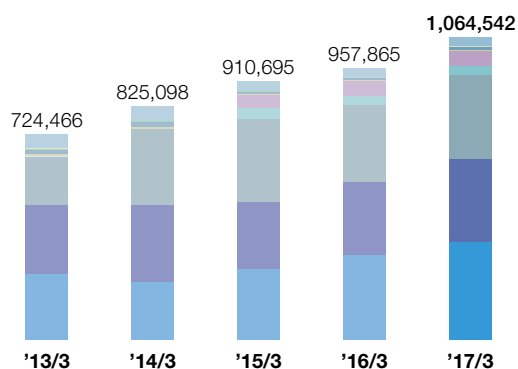
Japan United States Canada Russia
Europe Australia China Others



Consolidated Automobile Sales by Model

(Number of units)

Legacy Impreza Forester Levorg
WRX Tribeca Exiga SUBARU BRZ
OEM Others Minicars



□ Non-Consolidated Automobile Sales

	(Number of units)				
	'13/3	'14/3	'15/3	'16/3	'17/3
Domestic units:					
Legacy	25,424	19,272	14,734	11,665	11,529
Impreza	54,306	62,519	40,277	41,137	53,136
Forester	18,951	37,124	21,569	22,631	24,231
Levorg	0	0	41,832	24,014	24,626
WRX	0	0	7,991	7,181	6,724
Exiga	7,845	3,869	2,016	4,797	4,356
SUBARU BRZ	6,850	3,334	1,941	2,070	2,394
OEM	2,953	1,944	1,224	904	2,575
Passenger cars	116,329	128,062	131,584	114,399	129,571
Minicars	50,381	57,779	35,563	35,642	34,124
Domestic total	166,710	185,841	167,147	150,041	163,695

Export units:

Legacy	30,559	22,817	34,344	50,353	39,719
Impreza	198,232	206,022	199,770	218,866	191,873
Forester	142,745	247,362	265,072	249,202	278,963
Levorg	0	0	0	7,880	6,805
WRX	0	7,644	37,865	43,177	46,730
Tribeca	222	0	0	0	0
Exiga	407	145	5	0	0
SUBARU BRZ	11,542	15,118	8,418	7,005	6,653
OEM	316	86	135	0	0
Export total	384,023	499,194	545,609	576,483	570,743

U.S. retail sales¹

Legacy	164,680	160,340	191,060	212,741	248,204
Impreza	89,195	130,567	128,952	155,712	150,915
Forester	76,347	123,591	159,953	175,192	178,593
WRX	0	0	25,492	33,734	33,279
Tribeca	2,075	1,598	732	0	0
SUBARU BRZ	4,144	8,587	7,504	5,296	4,141
U.S. total	336,441	424,683	513,693	582,675	615,132

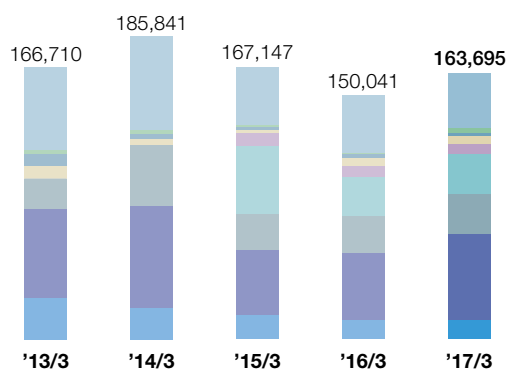
CKD overseas

CKD overseas	185,757	165,554	222,513	242,424	353,770
(SIA portion)	183,729	159,266	218,565	237,060	344,518

1. U.S. Retail Sales are the aggregate figures for the calendar year from January through December.

□ Non-Consolidated Domestic Automobile Sales by Model (Number of units)

Legend: Legacy, Impreza, Forester, Levorg, WRX, Exiga, SUBARU BRZ, OEM, Minicars



□ Non-Consolidated Automobile Export Units by Model (Number of units)

Legend: Legacy, Impreza, Forester, Levorg, WRX, Tribeca, Exiga, SUBARU BRZ, OEM, CKD Overseas

