

## FHI Announces Production and Retail Sales Plans for CY2015

Tokyo, January 16, 2015 - Fuji Heavy Industries Ltd. (FHI), the manufacturer of Subaru automobiles, today announced its annual production and retail sales plans for calendar year 2015.

### 1. Production

(Units in Thousands)

	2014 Result	'14 vs '13	2015 Plan	'15 vs '14
Japan Production	696	+9%	<b>700</b>	+1%
Overseas Production <sup>*1</sup>	193	+14%	<b>220</b>	+14%
<b>Global Production</b>	<b>889</b>	<b>+10%</b>	<b>920</b>	<b>+4%</b>

#### < Japan Production >

In prospect of strong sales of the new Legacy and Outback being launched worldwide, Japan production is projected to be 700,000 units, which will be an all-time record for the 3rd consecutive year.

#### < Overseas Production >

With expected high demand for the new Legacy and Outback, overseas production is projected to be 220,000 units, which will be an all-time record for the 2nd consecutive year.

#### < Global Production >

Global production is projected to be 920,000 units which will be an all-time record for the 4th consecutive year.

### 2. Retail Sales

(Units in Thousands)

	2014 Result	'14 vs '13	2015 Plan	'15 vs '14
Japan Sales <sup>*2</sup>	170	-6%	<b>156</b>	-8%
Passenger Cars <sup>*3</sup>	127	+0%	<b>114</b>	-10%
Overseas Sales	744	+15%	<b>784</b>	+5%
U.S.	514	+21%	<b>540</b>	+5%
Canada	42	+14%	<b>45</b>	+7%
China	55	-2%	<b>60</b>	+10%
Other	133	+1%	<b>139</b>	+4%
<b>Global Sales</b>	<b>913</b>	<b>+10%</b>	<b>940</b>	<b>+3%</b>

#### < Japan Sales >

Japan sales are projected to be 156,000 units which include a full-year contribution of the Legacy and Outback.

#### < Overseas Sales >

In prospect of sales increase in key markets including the US and China, overseas sales are projected to reach 784,000 units which will be an all-time record for the 4th consecutive year.

#### < Global Sales >

Global sales target is 940,000 units which will be an all-time record for the 4th consecutive year.

### 3. Production Capacity Plans

&lt;Original Plan Announced in May&gt;

	FYE2014	FYE2017	FYE2021
Japan	600	630	650
Overseas <sup>*1</sup>	170	310	400
Total	770	940	1,050

(Units in Thousands)

&lt;Revised Plan&gt;

	2014 end	FYE2017	FYE2021
Japan	629	630	650
Overseas <sup>*1</sup>	200	328	400
Total	829	958	1,050

(Units in Thousands)

FHI partly changes the production capacity plans announced in May 2014 in its new mid-term management vision, "Prominence 2020". To meet the high demand for the Legacy and Outback, the capacity of the overseas plant ("SIA" in the US) will be increased by additional 18,000 units during the first half period of FYE2017 and will reach 328,000 units by the end of 2016.

Plans for FYE2021 will remain unchanged from the original announcement.

\*1: Excludes CKD production in Malaysia

\*2: Includes OEM vehicles

\*3: Passenger cars excluding mini vehicles