

January 28, 2015

## FHI Announces Production, Japan Sales and Export Results for December 2014 and CY2014 (Flash Report)

### < December 2014 >

		December 2014		
		Units	2014 vs 2013	
Domestic Production <sup>*1</sup>		58,521	+7.1%	Increased y/y for 10th consecutive month
Overseas Production <sup>*2</sup>	☆	16,343	+62.0%	Increased y/y for 6th consecutive month
<b>Global Production Total</b>	☆	<b>74,864</b>	<b>+15.7%</b>	Increased y/y for 10th consecutive month
Passenger Vehicles		10,649	+24.4%	First y/y increase in 2 months
Mini Vehicles		2,575	-34.6%	Decreased y/y for 9th consecutive month
<b>Japan Sales Total</b>		<b>13,224</b>	<b>+5.8%</b>	First y/y increase in 3 months
<b>Export Total</b> <sup>*3</sup>	☆	<b>48,367</b>	<b>+4.8%</b>	First y/y increase in 2 months

☆: Record high for the month of December

#### < Production >

- Domestic production increased year-on-year due to strong sales in North America as well as the full-scale production launch of the all-new Legacy and Outback.
- Overseas production increased year-on-year with continued high demand for the all-new Legacy and Outback.

#### < Japan Sales >

- Passenger vehicle sales increased year-on-year led by strong demand for the enhanced Forester models launched in November 2014.
- Mini vehicle sales decreased year-on-year with a decline in the Stella and other minicar sales.

#### < Exports >

- Exports from Japan increased year-on-year as strong sales in North America continued and the shipments of the all-new Legacy and Outback models got into full swing.

### < January–December 2014 >

		January–December 2014		
		Units	2014 vs 2013	
Domestic Production <sup>*1</sup>	★	695,790	+8.8%	Increased y/y for 3rd consecutive year
Overseas Production <sup>*2</sup>	★	193,022	+14.1%	First y/y increase in 2 years
<b>Global Production Total</b>	★	<b>888,812</b>	<b>+9.9%</b>	Increased y/y for 3rd consecutive year
Passenger Vehicles		126,562	+0.5%	Increased y/y for 3rd consecutive year
Mini Vehicles		42,991	-21.6%	Decreased y/y for 8th consecutive year
<b>Japan Sales Total</b>		<b>169,553</b>	<b>-6.2%</b>	First y/y decrease in 3 years
<b>Export Total</b> <sup>*3</sup>	★	<b>541,586</b>	<b>+15.0%</b>	Increased y/y for 3rd consecutive year

★: Record high for January-December period

#### < Production >

- Domestic production increased year-on-year led by strong sales in North America together with high demand for new models including the all-new Legacy and Outback as well as the newly-introduced Levorg.
- Overseas production increased year-on-year with strong demand for the all-new Legacy and Outback.

#### < Japan Sales >

- Passenger vehicle sales increased year-on-year as launches of new models including the Levorg and the WRX series made up for year-on-year decreases posted in some of the months due to the consumption tax hike.
- Mini vehicle sales decreased year-on-year due to the effects of the consumption tax hike.

#### < Exports >

- Exports from Japan increased year-on-year led by strong sales of the Forester in North America and China as well as the worldwide launch of the all-new WRX series.

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

\*2 Local line-off basis

\*3 JAMA report basis

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