



January 28, 2013

## FHI Announces Production, Japan Sales and Export Results for December 2012 and CY2012 (Flash report)

### Production

		December 2012		Jan-Dec 2012	
		units	2012 vs 2011	units	2012 vs 2011
Domestic production *1	Passenger cars	46,931	115.3%	550,176	152.9%
	Mini cars	0	0.0%	18,361	31.2%
	Total	46,931	93.0%	568,537	135.8%
Overseas production *2	Passenger cars	12,037	82.3%	184,783	114.3%
<b>Total</b>		<b>58,968</b>	<b>90.6%</b>	<b>753,320</b>	<b>129.8%</b>

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

\*2 Local line-off basis (Excl. CKD production in Malaysia)

<2012. 12>

Led by strong demand for the Impreza, passenger car production in Japan increased year over year for the 15th consecutive month, marking an all-time record for the month of December. Due to the loss from mini-car production discontinuation, total Japan production posted the first year-over-year decline in 15 months. Overseas production dropped year over year for the 4th month in a row as inventory in North America continued to recover from shortages. Global production decreased from a year ago for the second month in a row.

<2012. 1-12>

Domestic passenger car production and overseas production in 2012 each posted an all-time annual record for Jan-Dec period. Global production posted the first growth in two years and set an all-time record for Jan-Dec period.

### Japan Sales

	December 2012		Jan-Dec 2012	
	units	2012 vs 2011	units	2012 vs 2011
Passenger cars *1	11,293	165.0%	108,070	146.4%
Mini cars *2	2,884	33.5%	69,645	82.0%
<b>Total</b>	<b>14,177</b>	<b>91.7%</b>	<b>177,715</b>	<b>112.0%</b>

\*1 Excludes commercial vehicles

\*2 Includes mini trucks

<2012. 12>

With strong sales of the all-new Forester just launched in Japan and continued high demand for the Impreza, domestic sales of passenger cars increased from a year ago for the 7th consecutive month. Total Japan sales posted the first year-over-year decline in two months.

<2012. 1-12>

Led by the popular Impreza, both passenger car and total sales in Japan posted a growth for the first time in two years.

### Export

	December 2012		Jan-Dec 2012	
	units	2012 vs 2011	units	2012 vs 2011
<b>Total</b>	<b>32,357</b>	<b>85.4%</b>	<b>379,356</b>	<b>127.0%</b>

\* JAMA report basis (CBU)

<2012. 12>

Despite continued high demand for the Impreza, CBU exports from Japan decreased for the second consecutive month due to drops in the Legacy series and previous model year Forester.

<2012. 1-12>

Led by strong sales of the Impreza in major markets, CBU exports in 2012 rose for the first time in two years and posted an all-time record for Jan-Dec period.