



April 24, 2013

## FHI Announces Production, Japan Sales and Export Results for March 2013 and FY2013 (Flash Report)

### Production

		Mar 2013		Jan-Mar 2013		FY2013 (Apr '12 - Mar '13)	
		units	13 vs 12	units	13 vs 12	units	13 vs 12
Domestic production *1	Passenger cars	55,800	119.0%	157,470	126.4%	583,078	144.2%
	Mini cars *2	0	—	0	—	0	—
	Total	55,800	118.5%	157,470	110.2%	583,078	124.6%
Overseas production *3	Passenger cars	16,694	91.8%	49,461	93.2%	181,184	106.2%
<b>Total</b>		<b>72,494</b>	<b>111.1%</b>	<b>206,931</b>	<b>105.6%</b>	<b>764,262</b>	<b>119.7%</b>

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

\*2 FHI ended mini car production in March 2012.

\*3 Local line-off basis

<March 2013> Led by strong demand for the Impreza and all-new Forester, passenger car production in Japan rose year over year for the 18th consecutive month with a record high monthly output. For the third straight month, the domestic production surpassed the previous year volume which included the mini car production. For the seventh month in a row, overseas production decreased from 2012 in which the plant continued to run at full capacity to recover inventory shortages. Global production grew year over year for the second month in a row, setting a monthly production record.

<FY2013> Strong demand for the Impreza drove the passenger car production in Japan to post an all-time FY record for the second year in a row. With strong sales of the Legacy in North America, overseas production also set an all-time FY record for the third consecutive year. Global production marked an all-time FY record for the second straight year.

### Japan Sales

	Mar 2013		Jan-Mar 2013		FY2013 (Apr '12 - Mar '13)	
	units	13 vs 12	units	13 vs 12	units	13 vs 12
Passenger cars *1	16,970	108.3%	37,308	127.8%	116,185	139.8%
Mini cars *2	7,659	51.5%	16,577	49.9%	53,020	55.8%
<b>Total</b>	<b>24,629</b>	<b>80.6%</b>	<b>53,885</b>	<b>86.4%</b>	<b>169,205</b>	<b>94.9%</b>

\*1 Excludes commercial vehicles

\*2 Includes mini trucks

<March 2013> With strong sales of Impreza series and all-new Forester, passenger car sales in Japan increased from a year ago for the 10th straight month. Mini car sales posted a year-over-year decrease for the 10th consecutive month. Total Japan sales dropped for the 4th month in a row.

<FY2013> Passenger car sales for FY2013 in Japan rose from a year ago for the second year in a row, led by strong sales of the Impreza throughout the year as well as the all-new Forester launch in the second half. Total domestic sales for FY2013 posted the first year-over-year decrease in two years.

### Export

	Mar 2013		Jan-Mar 2013		FY2013 (Apr '12 - Mar '13)	
	units	13 vs 12	units	13 vs 12	units	13 vs 12
<b>Total</b>	<b>35,093</b>	<b>110.3%</b>	<b>99,432</b>	<b>104.2%</b>	<b>383,386</b>	<b>121.8%</b>

\* JAMA report basis

<March 2013> CBU exports from Japan rose year over year for the second straight month, led by strong sales of the Impreza in major overseas markets as well as the all-new Forester launch in North America.

<FY2013> Led by the continued strong demand for the Impreza in major overseas markets, CBU exports for FY2013 grew from a year ago for the first time in two years, setting an all-time FY record.