



## Subaru Posts Fiscal Year Record Sales in the US, Canada, and China

Tokyo, April 3, 2014 - Fuji Heavy Industries Ltd. (FHI), the manufacturer of Subaru automobiles, today announced that Subaru has posted fiscal year record sales in FY2014 (April 2013 - March 2014) in the US, Canada, and China.

Subaru's US sales in FY2014 rose 27.6% to 444,544 units, posting six consecutive years of sales growth and five consecutive years of record sales. Subaru's popular SUV models, the Outback and Forester, both achieved over 100,000 sales as the Outback sold 118,874 units (+0.2%) while the Forester, driven by the all-new version launched in March 2013, sold 137,838 units (+71.0%). The Subaru XV\*, introduced in September 2012, also contributed to the growth with 59,906 units sold (+230.9%). Subaru has posted record sales for each of all twelve months and it sold 44,479 units in March, an all-time sales record for a single month.

In Canada, Subaru sold 38,126 units (+22.0%), setting a fiscal year sales record for the 2nd consecutive year. The Forester, driven by the all-new version launched in March 2013, and the Subaru XV\*, introduced in August 2012, both contributed to the growth, selling 12,279 units (+65.7%) and 6,217 units (+91.2%), respectively.

In China, Subaru sold 60,005 units (+38.1%), breaking the previous record of 58,075 units established in FY2011. The Forester, driven by the all-new version launched at the end of 2012, and the Subaru XV, introduced in February 2012, each led the strong sales, selling 34,971 units (+52.0%) and 13,836 units (+39.5%), respectively.

\* Sold under the name "Subaru XV Crosstrek" in the US and Canada

### Fiscal Year Sales in the US (April - March)

Fiscal Year	Unit Sales	Change from Previous Year
FY2009 (Apr 2008 - Mar 2009)	188,350	+ 1.7%
FY2010 (Apr 2009 - Mar 2010)	232,614	+ 23.5%
FY2011 (Apr 2010 - Mar 2011)	273,783	+ 17.7%
FY2012 (Apr 2011 - Mar 2012)	280,100	+ 2.3%
FY2013 (Apr 2012 - Mar 2013)	348,400	+ 24.4%
FY2014 (Apr 2013 - Mar 2014)	444,544	+ 27.6%

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