



April 23, 2014

## FHI Announces Production, Japan Sales and Export Results for March 2014 and FY2014 (Flash Report)

### < March 2014 >

	March 2014			Jan-Mar 2014	
	Units	2014 vs 2013		Units	'14 vs '13
<b>Domestic Production</b> *1	★ 62,069	+11.2%	First y/y increase in 2 months	167,625	+6.4%
<b>Overseas Production</b> *2	15,884	-4.9%	Decreased y/y for 11th consecutive month	43,809	-11.4%
<b>Global Production Total</b>	★ 77,953	+7.5%	First y/y increase in 2 months	211,434	+2.2%
<b>Passenger Vehicles</b>	19,619	+15.6%	Increased y/y for 3rd consecutive month	40,370	+8.2%
<b>Mini Vehicles</b>	9,164	+19.7%	Increased y/y for 7th consecutive month	19,542	+17.9%
<b>Japan Sales Total</b>	28,783	+16.9%	Increased y/y for 3rd consecutive month	59,912	+11.2%
<b>Export Total</b> *3	☆ 52,285	+49.0%	Increased y/y for 14th consecutive month	127,554	+28.3%

☆: Record high for the month of March

★: Record high for a single month

### < Production >

Domestic Production: Increased y/y due to strong demand for the Forester.

Overseas Production: Decreased y/y due to inventory adjustments prior to the launch of the all-new Legacy and Outback.

### < Japan Sales >

Passenger Vehicles: Increased y/y led by strong sales of the Impreza series and Forester.

Mini Vehicles: Increased y/y led by strong sales of the Pleo, Sambar and other models.

### < Exports >

Increased y/y due to strong demand for the Forester in North America and other markets.

### < April 2013 - March 2014 >

	FY2014 (Apr 2013 - Mar 2014)		
	Units	2014 vs 2013	
<b>Domestic Production</b> *1	★ 649,911	+11.5%	Increased for 4th consecutive year
<b>Overseas Production</b> *2	163,511	-9.8%	First decrease in 5 years
<b>Global Production Total</b>	★ 813,422	+6.4%	Increased for 4th consecutive year
<b>Passenger Vehicles</b>	129,031	+11.1%	Increased for 3rd consecutive year
<b>Mini Vehicles</b>	57,814	+9.0%	First increase in 2 years
<b>Japan Sales Total</b>	186,845	+10.4%	First increase in 2 years
<b>Export Total</b> *3	★ 499,194	+30.2%	Increased for 2nd consecutive year

★: Record high for the April-March period

### < Production >

Domestic Production: Increased over the previous year due to strong demand for the Forester.

Overseas Production: Decreased over the previous year as inventory levels of the Legacy and Outback got improved.

### < Japan Sales >

Passenger Vehicles: Increased over the previous year led by strong sales of the Impreza series and Forester.

Mini Vehicles: Increased over the previous year led mainly by the Stella mini passenger car.

### < Exports >

Increased over the previous year due to continued strong sales in North America as well as high demand for the Impreza series and Forester in major overseas markets.

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

\*2 Local line-off basis

\*3 JAMA report basis