

## FHI Announces Production and Retail Sales Plans for CY2016 – Subaru's Production and Sales to Surpass One Million Units for First Time –

Tokyo, January 18, 2016 - Fuji Heavy Industries Ltd. (FHI), the manufacturer of Subaru automobiles, today announced its annual production and retail sales plans for calendar year 2016.

### 1. Production

(Units in Thousands)

	2015 Result	'15 vs '14	2016 Plan	'16 vs '15
Japan Production	710	+2%	<b>718</b>	+1%
Overseas Production <sup>*1</sup>	229	+19%	<b>296</b>	+29%
<b>Global Production</b>	<b>939</b>	<b>+6%</b>	<b>1,014</b>	<b>+8%</b>

#### < Japan Production >

Japan production is projected to be 718,000 units. It will be an all-time record for the 4th consecutive year.

#### < Overseas Production >

With production capacity increases to be carried out in 2016, overseas production is projected to grow to 296,000 units. It will be an all-time record for the 3rd consecutive year.

#### < Global Production >

Global production is projected to be 1,014,000 units, surpassing one million for the first time. It will be an all-time record for the 5th consecutive year.

### 2. Retail Sales

(Units in Thousands)

	2015 Result	'15 vs '14	2016 Plan	'16 vs '15
Japan Sales <sup>*2</sup>	162	-4%	<b>162</b>	+0%
Passenger Cars <sup>*3</sup>	124	-2%	<b>124</b>	+0%
Overseas Sales	816	+10%	<b>871</b>	+7%
U.S.	583	+13%	<b>615</b>	+6%
Canada	47	+11%	<b>50</b>	+7%
China	47	-14%	<b>50</b>	+6%
Other	139	+5%	<b>156</b>	+11%
<b>Global Sales</b>	<b>978</b>	<b>+7%</b>	<b>1,033</b>	<b>+6%</b>

#### < Japan Sales >

Japan sales are projected to be 162,000 units, maintaining the previous year level.

#### < Overseas Sales >

In prospect of growth in key markets including the U.S. and Canada, overseas sales are projected to be 871,000 units. It will be an all-time record for the 5th consecutive year.

#### < Global Sales >

Global sales are projected to be 1,033,000 units, surpassing one million for the first time. It will be an all-time record for the 5th consecutive year.

<sup>\*1</sup>: Excludes CKD production in Malaysia

<sup>\*2</sup>: Includes OEM vehicles

<sup>\*3</sup>: Passenger cars excluding mini vehicles