

January 27, 2016

## FHI Announces Production, Japan Sales and Export Results for December 2015 and CY2015 (Flash Report)

### < December 2015 >

		December 2015		
		Units	2015 vs 2014	
Domestic Production <sup>*1</sup>		57,497	-1.7%	First y/y decrease in 3 months
	Overseas Production <sup>*2</sup>	☆ 17,650	+8.0%	Increased y/y for 2nd consecutive month
Global Production Total		☆ 75,147	+0.4%	Increased y/y for 2nd consecutive month
Passenger Vehicles		10,522	-1.2%	First y/y decrease in 2 months
	Mini Vehicles	2,545	-1.2%	Decreased y/y for 4th consecutive month
Japan Sales Total		13,067	-1.2%	First y/y decrease in 2 months
Export Total <sup>*3</sup>		☆ 53,455	+10.5%	Increased y/y for 2nd consecutive month

☆: Record high for the month of December

### < Production >

- Domestic production: While maintaining high volume to meet strong demand, domestic production slightly decreased year-on-year due to fewer working days. (one day less than December 2014)
- Overseas production: High volume production continued to meet strong demand for the Legacy and Outback in North America.

### < Japan Sales >

- Passenger vehicle: Passenger vehicle sales maintained the previous year level, as strong sales of the Forester, facelifted in the Fall of 2015, and the Subaru XV offset a decline in the Levorg and WRX sales.
- Mini vehicle: While results varied from model to model, overall mini vehicle sales maintained the previous year level.

### < Exports >

- Exports from Japan increased year-on-year led by increased shipments of the Forester to North America and the Subaru XV to Europe.

### < January–December 2015 >

		January–December 2015		
		Units	2015 vs 2014	
Domestic Production <sup>*1</sup>		★ 709,749	+2.0%	Increased y/y for 4th consecutive year
	Overseas Production <sup>*2</sup>	★ 228,804	+18.5%	Increased y/y for 2nd consecutive year
Global Production Total		★ 938,553	+5.6%	Increased y/y for 4th consecutive year
Passenger Vehicles		123,984	-2.0%	First y/y decrease in 4 years
	Mini Vehicles	38,268	-11.0%	Decreased y/y for 9th consecutive year
Japan Sales Total		162,252	-4.3%	Decreased y/y for 2nd consecutive year
Export Total <sup>*3</sup>		★ 566,876	+4.7%	Increased y/y for 4th consecutive year

★: Record high for January-December period

### < Production >

- Domestic production: The plant ran in higher-than-standard operation throughout the year and production slightly increased year-on-year. There were increases in production of the Outback for Europe and Australia and the Impreza and Crosstrek for North America.
- Overseas production: Overseas production increased year-on-year as strong sales of the new generation Legacy and Outback continued throughout the year.

### < Japan Sales >

- Passenger vehicle: Registrations decreased year-on-year due to supply constraints, but sales on a firm order basis posted a year-on-year increase.
- Mini vehicle: Mini vehicle sales decreased year-on-year due to a reactionary fall following the rush demand during 2014 January-March period before the consumption tax hike.

### < Exports >

- Exports from Japan increased year-on-year led by strong demand for the Outback in Europe, Australia and China as well as the Impreza and Crosstrek in North America.

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

\*2 Local line-off basis

\*3 JAMA report basis