

< Reference for the First Nine Months of FYE2019 Consolidated Financial Results >

(Yen in 100 Millions, Units in Thousands)

	FYE2018 *		FYE2019			FYE2018 *		FYE2019			FYE2019 Full Year ('18.4 - '19.3) PREVIOUS FORECASTS					
	First 9 Months (2017 4-12)		First 9 Months (2018 4-12)			Full Year ('17.4 - '18.3)		Full Year ('18.4 - '19.3)								
	RESULTS		RESULTS			RESULTS		FORECASTS								
	Originally-reported		Change	%	Originally-reported	Change	%		Change	%						
Net sales	24,377	25,646	23,774	(603)	(2.5)	32,327	34,052	31,200	(1,127)	(3.5)	32,100					
Japan	4,842	4,845	4,358	(484)	(10.0)	6,680	6,686	5,698	(982)	(14.7)	6,173					
Overseas	19,536	20,801	19,417	(119)	(0.6)	25,647	27,367	25,502	(145)	(0.6)	25,927					
Operating income	3,063		1,537	(1,526)	(49.8)	3,794		1,850	(1,944)	(51.2)	2,200					
Profit margin (%)	12.6	11.9	6.5			11.7	11.1	5.9			6.9					
Ordinary income	3,031		1,570	(1,461)	(48.2)	3,799		1,930	(1,869)	(49.2)	2,290					
Profit margin (%)	12.4	11.8	6.6			11.8	11.2	6.2			7.1					
Net income attributable to owners of parent	1,528		1,182	(346)	(22.7)	2,204		1,400	(804)	(36.5)	1,670					
Profit margin (%)	6.3	6.0	5.0			6.8	6.5	4.5			5.2					
Factors contributing to change in operating income			Decrease in R&D exp	112				Decrease in R&D exp	152							
Increase in SG&A exp, etc.			(813)		Deterioration in sales volume/mix, etc.			(983)								
Deterioration in sales volume/mix, etc.			(664)		Increase in SG&A exp, etc.			(949)								
Loss on currency exchange			(115)		Increase in raw material costs, etc.			(91)								
Increase in raw material costs, etc.			(46)		Loss on currency exchange			(73)								
Exchange rates	JPY/US\$	112/US\$	111/US\$			111/US\$	110/US\$	110/US\$			110/US\$					
	JPY/EUR	128/EUR	130/EUR			130/EUR	129/EUR	130/EUR			130/EUR					
Capital expenditures	780		852			1,414		1,300			1,300					
Depreciation and amortization	653		674			898		930			930					
R&D expenses	889		780			1,211		1,060			1,080					
Interest bearing debts	919		520			862		1,000			500					
Performance description *			- First decrease in net sales in 7 years					- First decrease in net sales in 7 years								
- Decrease in operating income and net income for 3 consecutive years			- Decrease in all profits for 3 consecutive years													
- First decrease in ordinary income in 2 years																
Consolidated unit sales	119		98			163										
<Japan>																
Passenger Cars	98		80			133										
Minicars	21		19			31										
Consolidated unit sales	683		664			903										
<Overseas>																
North America	554		543			728										
Europe	34		32			48										
China	22		17			27										
Other	74		71			101										
Consolidated unit sales total	802		762			1,067		996			(71)		(6.6)		1,041	
Production units total	793		762			1,050		993			(57)		(5.4)		1,036	
Japan	532		491			701		616			(85)		(12.2)		656	
U.S.	260		271			349		377			29		8.2		380	
Net sales by business segment	Automobile		23,070		24,339		22,719		(351)		(1.5)					
	Aerospace		1,067		943		(123)		(11.6)							
	Other		240		111		(129)		(53.6)							
Operating income by business segment	Automobile		2,903		1,454		(1,449)		(49.9)							
	Aerospace		116		49		(67)		(58.0)							
	Other		40		29		(11)		(26.8)							
	Elimination & Corporate		5		5		0		2.3							

* With effect from FYE2019, the Company has changed its accounting policies. In the new method, sales incentives are deducted from net sales, whereas they were previously recognized as SG&A expenses. For comparison purposes, net sales and SG&A expenses of the previous year have been recalculated. The recalculated figures are stated along with the originally-announced figures. There is no impact of the recalculation on the previous-year profit figures. Performance description notes for the current year are stated in comparison with the recalculated figures of the previous year results.

- "Exchange Rates" are the rates used for Subaru Corporation's non-consolidated sales recording.
 - "Consolidated Unit Sales" include retail sales of Japanese consolidated dealers, wholesale sales of overseas consolidated distributors, and deliveries from Subaru Corporation to non-consolidated distributors/dealers.
 - Production in Japan includes production of the 86 models for Toyota.

< Forward-looking statements in this document are based on the information available at the time of the announcement and are subject to various risks and uncertainties that could cause actual results to vary materially. >