



Subaru Corporation Announces Production and Retail Sales Plans for CY2020

Tokyo, January 15, 2020 – Subaru Corporation today announced its annual production and retail sales plans for calendar year 2020.

1. Production

(Units in Thousands)

	2019 Result	'19 vs '18	2020 Plan	'20 vs '19
Japan Production ^{*1}	619	-6%	690	+11%
Overseas Production ^{*2}	369	+3%	410	+11%
Global Production	987	-3%	1,100	+11%

^{*1}: Includes production of Toyota 86 models

^{*2}: Excludes CKD production in Asia

Production in Japan is projected to grow 11% to 690,000 units.

In response to strong sales in North America, overseas production is projected to post an annual production record of 410,000 units.

2. Retail Sales

(Units in Thousands)

	2019 Result	'19 vs '18	2020 Plan	'20 vs '19
Japan Sales ^{*3}	131	-12%	131	±0%
Passenger Cars ^{*4}	105	-12%	105	±0%
Overseas Sales	910	-0%	939	+3%
U.S.	700	+3%	725	+4%
Canada	58	-1%	60	+5%
Australia	40	-20%	42	+5%
China	25	+15%	28	+11%
Other ^{*5}	88	-16%	84	-4%
Global Sales	1,042	-2%	1,070	+3%

^{*3}: Includes OEM vehicles

^{*4}: Passenger cars excluding mini vehicles

^{*5}: Includes vehicles from CKD production in Asia

Global sales are projected to be 1,070,000 units, with the U.S. market expected to post record sales for the 12th consecutive year with 725,000 units.

Note: Vehicle volume figures are rounded off to the nearest thousand. Numbers may not add up due to rounding.

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

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