

February 26, 2016

**FHI Announces Production, Japan Sales and Export Results for January 2016 (Flash Report)**

		January 2016		
		Units	2016 vs 2015	
Domestic Production	*1 ☆	56,275	+0.1%	First y/y increase in 2 months
Overseas Production	*2 ☆	19,469	+1.3%	3rd consecutive month of y/y increase
<b>Global Production Total</b>	☆	<b>75,744</b>	<b>+0.4%</b>	3rd consecutive month of y/y increase
Passenger Vehicles	☆	11,089	+2.6%	First y/y increase in 2 months
Mini Vehicles		2,769	-9.4%	5th consecutive month of y/y decrease
<b>Japan Sales Total</b>		<b>13,858</b>	<b>-0.0%</b>	2nd consecutive month of y/y decrease
<b>Export Total</b>	*3	<b>34,629</b>	<b>-11.9%</b>	First y/y decrease in 3 months

☆: Record high for the month of January

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

Production increased year-on-year both in Japan and overseas in response to strong sales.

- Domestic production: Domestic production slightly increased year-on-year, as production of the Impreza, Subaru XV and Forester offset a decrease in the Legacy and Outback production.

- Overseas production: High volume production continued to meet strong demand for the Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle: Sales of the Forester, facelifted in October 2015, posted a significant increase.

- Mini vehicle: Sales decreased year-on-year, as demand for the Stella declined after a year since its full-model change.

**< Exports >**

- Exports from Japan decreased year-on-year. While sales kept momentum in key markets including North America, Europe and Australia, the export volume decreased compared to last year due to a difference in shipping schedules.

March 28, 2016

**FHI Announces Production, Japan Sales and Export Results for February 2016 (Flash Report)**

	February 2016			Jan–Feb 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	61,195	+4.4%	2nd consecutive month of y/y increase	117,470	+2.3%
Overseas Production *2	22,497	+12.4%	4th consecutive month of y/y increase	41,966	+6.9%
<b>Global Production Total</b>	<b>83,692</b>	<b>+6.5%</b>	4th consecutive month of y/y increase	<b>159,436</b>	<b>+3.5%</b>
Passenger Vehicles	11,651	-8.6%	First y/y decrease in 2months	22,740	-3.5%
Mini Vehicles	3,134	-21.6%	6th consecutive month of y/y decrease	5,903	-16.3%
<b>Japan Sales Total</b>	<b>14,785</b>	<b>-11.7%</b>	3rd consecutive month of y/y decrease	<b>28,643</b>	<b>-6.4%</b>
<b>Export Total</b> *3	<b>52,366</b>	<b>+22.5%</b>	First y/y increase in 2 months	<b>86,995</b>	<b>+6.0%</b>

: Record high for the month of February

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

Production increased year-on-year both in Japan and overseas in response to strong demand.

- Domestic production: Domestic production increased year-on-year, as production of the Impreza, Subaru XV and Forester offset a decrease in the Legacy and Outback production.
- Overseas production: Overseas production continued at a high volume to meet strong demand for the Legacy and Outback in North America.

**< Japan Sales >**

- Passenger vehicle sales decreased year-on-year, as a decline in the Legacy and Levorg sales offset strong sales of the Forester which was facelifted in October 2015.
- Mini vehicle: Sales decreased year-on-year mainly due to a decline in the Stella sales.

**< Exports >**

- Exports from Japan increased year-on-year, as shipments increased for most markets including North America, Europe, Australia and China.

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April 26, 2016

## FHI Announces Production, Japan Sales and Export Results for March 2016 and FYE2016 (Flash Report)

### < March 2016 >

	March 2016			Jan–Mar 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production <sup>*1</sup>	☆ 67,164	+3.8%	Increased y/y for 3rd consecutive month	184,634	+2.9%
Overseas Production <sup>*2</sup>	☆ 22,677	+24.4%	Increased y/y for 5th consecutive month	64,643	+12.5%
<b>Global Production Total</b>	☆ 89,841	+8.4%	Increased y/y for 5th consecutive month	249,277	+5.2%
Passenger Vehicles	14,483	-34.3%	Decreased y/y for 2nd consecutive month	37,223	-18.4%
Mini Vehicles	4,376	-30.2%	Decreased y/y for 7th consecutive month	10,279	-22.9%
<b>Japan Sales Total</b>	18,859	-33.4%	Decreased y/y for 4th consecutive month	47,502	-19.4%
<b>Export Total</b> <sup>*3</sup>	☆ 54,189	+9.5%	Increased y/y for 2nd consecutive month	141,184	+7.3%

☆: Record high for the month of March

### < Production >

Production increased year-on-year both in Japan and overseas in response to strong demand.

- Domestic production increased year-on-year, as an increase in the Impreza, Subaru XV and Forester production offset a decrease in the Legacy and Outback production.
- Overseas production increased year-on-year as strong sales of the Legacy and Outback continued in North America.

### < Japan Sales >

- Passenger vehicle sales decreased year-on-year, as a decrease in the Legacy, Levorg, Impreza and Subaru XV sales offset strong demand for the Forester which was facelifted in October 2015.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella sales.

### < Exports >

- Exports from Japan increased year-on-year led by increased shipments to North America.

### < April 2015 — March 2016 (FYE2016) >

	April 2015 — March 2016 (FYE2016)		
	Units	FYE2016 vs FYE2015	
Domestic Production <sup>*1</sup>	★ 714,879	+1.0%	Increased y/y for 6th consecutive year
Overseas Production <sup>*2</sup>	★ 235,979	+14.2%	Increased y/y for 2nd consecutive year
<b>Global Production Total</b>	★ 950,858	+4.0%	Increased y/y for 6th consecutive year
Passenger Vehicles	115,591	-12.3%	First y/y decrease in 5 years
Mini Vehicles	35,223	-4.2%	Decreased y/y for 2nd consecutive year
<b>Japan Sales Total</b>	150,814	-10.5%	Decreased y/y for 2nd consecutive year
<b>Export Total</b> <sup>*3</sup>	★ 576,483	+5.7%	Increased y/y for 4th consecutive year

★: Record high for April-March period

### < Production >

Production increased year-on-year both in Japan and overseas in response to strong demand.

- Domestic production increased year-on-year led by strong demand for the Legacy and Outback as well as increased production of the Impreza and Crosstrek\* for North America. (\* "Subaru XV" outside North America)
- Overseas production increased year-on-year with continued strong demand in North America for the new generation Legacy and Outback launched in 2014.

### < Japan Sales >

- Passenger vehicle sales posted a year-on-year decrease as strong sales of the Impreza, Subaru XV and Forester were offset by a decline in the Levorg sales.
- Mini vehicle sales decreased year-on-year.

### < Exports >

- Exports from Japan increased year-on-year, led by high demand for the Legacy and Outback.

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

\*2 Local line-off basis

\*3 JAMA report basis

May 30, 2016

**FHI Announces Production, Japan Sales and Export Results for April 2016 (Flash Report)**

	April 2016			Jan–Apr 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	59,562	+11.6%	4th consecutive month of y/y increase	244,196	+4.9%
Overseas Production *2	23,840	+24.4%	6th consecutive month of y/y increase	88,483	+15.5%
<b>Global Production Total</b>	<b>83,402</b>	<b>+15.0%</b>	6th consecutive month of y/y increase	<b>332,679</b>	<b>+7.5%</b>
Passenger Vehicles	7,886	+11.3%	First y/y increase in 3 months	45,109	-14.4%
Mini Vehicles	2,251	-8.9%	8th consecutive month of y/y decrease	12,530	-20.7%
<b>Japan Sales Total</b>	<b>10,137</b>	<b>+6.1%</b>	First y/y increase in 5 months	<b>57,639</b>	<b>-15.8%</b>
<b>Export Total</b> *3	<b>55,699</b>	<b>+14.8%</b>	3rd consecutive month of y/y increase	<b>196,883</b>	<b>+9.3%</b>

: Record high for the month of April

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

Production increased year-on-year both in Japan and overseas, in response to strong demand.

- Domestic production increased year-on-year led by strong demand for the Impreza, Subaru XV and Forester.

- Overseas production increased year-on-year as strong sales of the Legacy and Outback continued in North America.

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year, led by continued strong demand for the Forester which was facelifted in October 2015.

- Mini vehicle sales decreased year-on-year due to a decline in the Stella sales.

**< Exports >**

- Exports from Japan rose year-on-year, as shipment volumes increased for most markets including North America, Europe, Australia and China.

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June 29, 2016

**FHI Announces Production, Japan Sales and Export Results for May 2016 (Flash Report)**

	May 2016			Jan–May 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	55,182	+3.7%	5th consecutive month of y/y increase	299,378	+4.7%
Overseas Production *2	18,181	-0.0%	First y/y decrease in 7 months	106,664	+12.5%
<b>Global Production Total</b>	<b>73,363</b>	<b>+2.8%</b>	7th consecutive month of y/y increase	<b>406,042</b>	<b>+6.6%</b>
Passenger Vehicles	8,243	+24.2%	2nd consecutive month of y/y increase	53,352	-10.1%
Mini Vehicles	1,961	-23.8%	9th consecutive month of y/y decrease	14,491	-21.1%
<b>Japan Sales Total</b>	<b>10,204</b>	<b>+10.8%</b>	2nd consecutive month of y/y increase	<b>67,843</b>	<b>-12.7%</b>
<b>Export Total</b> *3	<b>41,508</b>	<b>+15.8%</b>	4th consecutive month of y/y increase	<b>238,391</b>	<b>+10.4%</b>

: Record high for the month of May

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production increased year-on-year led by strong demand for the Subaru WRX and the Forester.
- Overseas production slightly decreased year-on-year. (3 units fewer than the same month last year.)

**< Japan Sales >**

- Passenger vehicle sales increased year-on-year, led by continued strong demand for the Forester which was facelifted in October 2015.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella sales.

**< Exports >**

- Exports from Japan rose year-on-year, with increased shipments to most markets including North America, Europe, Australia and China.

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July 28, 2016

## FHI Announces Production, Japan Sales and Export Results for June 2016 and January-June 2016 (Flash Report)

### < June 2016 >

	June 2016		
	Units	2016 vs 2015	
Domestic Production <sup>*1</sup>	64,704	+0.4%	6th consecutive month of y/y increase
Overseas Production <sup>*2</sup>	23,061	+12.8%	First y/y increase in 2 months
<b>Global Production Total</b>	<b>87,765</b>	<b>+3.4%</b>	8th consecutive month of y/y increase
Passenger Vehicles	8,870	+31.6%	3rd consecutive month of y/y increase
Mini Vehicles	2,659	-21.9%	10th consecutive month of y/y decrease
<b>Japan Sales Total</b>	<b>11,529</b>	<b>+13.7%</b>	3rd consecutive month of y/y increase
<b>Export Total</b> <sup>*3</sup>	<b>51,011</b>	<b>-3.5%</b>	First y/y decrease in 5 months

: Record high for the month of June

### < Production >

- Domestic production increased year-on-year, led by increases in the WRX and Forester production.
- Overseas production increased year-on-year, as strong sales of the Legacy and Outback continued in North America.

### < Sales in Japan >

- Passenger vehicle sales increased year-on-year led by strong demand for the Forester, Impreza and WRX.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella sales.

### < Exports >

- Exports from Japan decreased year-on-year, affected by schedules of shipments to North America and Australia.

### < January–June 2016 >

	January–June 2016		
	Units	2016 vs 2015	
Domestic Production <sup>*1</sup>	364,082	+3.9%	5th consecutive year of y/y increase
Overseas Production <sup>*2</sup>	129,725	+12.5%	2nd consecutive year of y/y increase
<b>Global Production Total</b>	<b>493,807</b>	<b>+6.0%</b>	5th consecutive year of y/y increase
Passenger Vehicles	62,222	-5.8%	First decrease in 2 years
Mini Vehicles	17,150	-21.2%	4th consecutive year of y/y decrease
<b>Japan Sales Total</b>	<b>79,372</b>	<b>-9.6%</b>	First decrease in 2 years
<b>Export Total</b> <sup>*3</sup>	<b>289,402</b>	<b>+7.7%</b>	5th consecutive year of y/y increase

: Record high for January-June period

### < Production >

- Domestic production increased year-on-year, led by high demand for the Forester in Japan.
- Overseas production increased year-on-year, as strong sales of the Legacy and Outback continued in North America.

### < Sales in Japan >

- Passenger vehicle sales decreased year-on-year, while the Forester which was facelifted in October 2015 maintained its strong momentum.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella sales.

### < Exports >

- Exports from Japan rose year-on-year, with increased shipments to most markets including North America, Europe, Australia and China.

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

\*2 Local line-off basis

\*3 JAMA report basis

August 30, 2016

**FHI Announces Production, Japan Sales and Export Results for July 2016 (Flash Report)**

	July 2016			Jan–Jul 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	61,133	-9.3%	First y/y decrease in 7 months	425,215	+1.8%
Overseas Production *2	16,176	+49.3%	2nd consecutive month of y/y increase	145,901	+15.7%
<b>Global Production Total</b>	<b>77,309</b>	<b>-1.1%</b>	First y/y decrease in 9 months	<b>571,116</b>	<b>+5.0%</b>
Passenger Vehicles	8,906	-18.3%	First y/y decrease in 4 months	71,128	-7.6%
Mini Vehicles	3,369	+6.3%	First y/y increase in 11 months	20,519	-17.7%
<b>Japan Sales Total</b>	<b>12,275</b>	<b>-12.7%</b>	First y/y decrease in 4 months	<b>91,647</b>	<b>-10.1%</b>
<b>Export Total</b> *3	<b>54,418</b>	<b>+2.2%</b>	First y/y increase in 2 months	<b>343,820</b>	<b>+6.8%</b>

: Record high for the month of July

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- While maintaining high volume to meet strong demand, domestic production slightly decreased year-on-year due to fewer working days. (2 days less than July 2015)
- Overseas production significantly increased year-on-year, as Subaru vehicle production began on the assembly line that was once used to build the Toyota Camry.

**< Sales in Japan >**

- Passenger vehicle sales decreased year-on-year, as strong demand for the Forester was offset by a decline in other model sales.
- Mini vehicle sales rose year-on-year, led by increased sales of the Stella, Pleo and Sambar.

**< Exports >**

- Exports from Japan rose year-on-year, led by increased shipments of the Impreza and Forester especially to North America.

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September 28, 2016

**FHI Announces Production, Japan Sales and Export Results for August 2016 (Flash Report)**

	August 2016			Jan–Aug 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	49,457	+6.9%	First y/y increase in 2 months	474,672	+2.3%
Overseas Production *2	35,922	+62.8%	3rd consecutive month of y/y increase	181,823	+22.7%
<b>Global Production Total</b>	<b>85,379</b>	<b>+25.0%</b>	First y/y increase in 2 months	<b>656,495</b>	<b>+7.2%</b>
Passenger Vehicles	8,367	+3.6%	First y/y increase in 2 months	79,495	-6.5%
Mini Vehicles	2,604	+13.5%	2nd consecutive month of y/y increase	23,123	-15.1%
<b>Japan Sales Total</b>	<b>10,971</b>	<b>+5.8%</b>	First y/y increase in 2 months	<b>102,618</b>	<b>-8.6%</b>
<b>Export Total</b> *3	<b>33,234</b>	<b>-24.4%</b>	First y/y decrease in 2 months	<b>377,054</b>	<b>+3.0%</b>

: Record high for the month of August

: Record high for a single month

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production rose year-on-year due to increased production of the Impreza and Forester.
- Overseas production significantly increased year-on-year, as Subaru vehicle production began on the assembly line that was once used to build the Toyota Camry.

**< Sales in Japan >**

- Passenger vehicle sales increased year-on-year led by the Impreza and Forester.
- Mini vehicle sales rose year-on-year led by increased sales of the Stella and Sambar.

**< Exports >**

- Exports from Japan decreased year-on-year for reasons related to schedules of shipments to North America and Europe.

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October 27, 2016

## FHI Announces Production, Japan Sales and Export Results for September 2016 and 1st Half of FYE2017 (Flash Report)

### < September 2016 >

	September 2016			Jan–Sep 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production <sup>*1</sup>	64,572	+2.2%	2nd consecutive month of y/y increase	539,244	+2.3%
Overseas Production <sup>*2</sup>	30,495	+44.0%	4th consecutive month of y/y increase	212,318	+25.4%
<b>Global Production Total</b>	<b>95,067</b>	<b>+12.7%</b>	2nd consecutive month of y/y increase	<b>751,562</b>	<b>+7.9%</b>
Passenger Vehicles	11,145	-2.3%	First y/y decrease in 2 months	90,640	-6.0%
Mini Vehicles	3,368	-6.0%	First y/y decrease in 3 months	26,491	-14.0%
<b>Japan Sales Total</b>	<b>14,513</b>	<b>-3.2%</b>	First y/y decrease in 2 months	<b>117,131</b>	<b>-8.0%</b>
<b>Export Total</b> <sup>*3</sup>	<b>51,841</b>	<b>+4.8%</b>	First y/y increase in 2 months	<b>428,895</b>	<b>+3.2%</b>

: Record high for the month of September

: Record high for a single month

: Record high for Jan-Sep period

### < Production >

- Domestic production rose year-on-year due to increased production of the Impreza and Forester.
- Overseas production significantly increased year-on-year, as Subaru vehicle production began on the assembly line that was once used to build the Toyota Camry.

### < Sales in Japan >

- While demand for the Legacy and Forester increased, passenger vehicle sales decreased year-on-year due to a decline in the Levorg sales.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella and Pleo sales.

### < Exports >

- Exports from Japan rose year-on-year as shipments of the Forester to North America and Europe increased.

### < April — September 2016 >

	April - September 2016		
	Units	2016 vs 2015	
Domestic Production <sup>*1</sup>	354,610	+2.0%	5th consecutive year of y/y increase
Overseas Production <sup>*2</sup>	147,675	+32.0%	3rd consecutive year of y/y increase
<b>Global Production Total</b>	<b>502,285</b>	<b>+9.3%</b>	5th consecutive year of y/y increase
Passenger Vehicles	53,417	+5.1%	First y/y increase in 3 years
Mini Vehicles	16,212	-7.3%	First y/y decrease in 2 years
<b>Japan Sales Total</b>	<b>69,629</b>	<b>+1.9%</b>	First y/y increase in 3 years
<b>Export Total</b> <sup>*3</sup>	<b>287,711</b>	<b>+1.3%</b>	5th consecutive year of y/y increase

: Record high for Apr-Sep period

### < Production >

- Domestic production rose year-on-year due to increased production of the Impreza and Forester.
- Overseas production significantly increased year-on-year, as Subaru vehicle production began in July on the assembly line that was once used to build the Toyota Camry.

### < Sales in Japan >

- Passenger vehicle sales increased year-on-year led by the Legacy, Impreza and Forester.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella and Pleo sales.

### < Exports >

- Exports from Japan increased year-on-year led by strong overseas sales. Export volume increased for all the key markets including North America, Europe, Australia and China.

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

\*2 Local line-off basis

\*3 JAMA report basis

November 25, 2016

**FHI Announces Production, Japan Sales and Export Results for October 2016 (Flash Report)**

	October 2016			Jan–Oct 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	62,983	-2.7%	First y/y decrease in 3 months	602,227	+1.7%
Overseas Production *2	☆ 31,679	+40.9%	5th consecutive month of y/y increase	243,997	+27.2%
<b>Global Production Total</b>	<b>94,662</b>	<b>+8.6%</b>	3rd consecutive month of y/y increase	<b>846,224</b>	<b>+8.0%</b>
Passenger Vehicles	9,249	+22.8%	First y/y increase in 2 months	99,889	-3.9%
Mini Vehicles	2,256	-7.5%	2nd consecutive month of y/y decrease	28,747	-13.6%
<b>Japan Sales Total</b>	<b>11,505</b>	<b>+15.4%</b>	First y/y increase in 2 months	<b>128,636</b>	<b>-6.3%</b>
<b>Export Total</b> *3	☆☆ 57,661	+23.1%	2nd consecutive month of y/y increase	○ 486,556	+5.2%

☆: Record high for the month of October

☆☆: Record high for any single month

○: Record high for January-October period

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production decreased year-on-year due to fewer working days. (one day less than October last year)
- Overseas production significantly increased year-on-year, as Subaru vehicle production began on the assembly line that had been used to build the Toyota Camry.

**< Sales in Japan >**

- Passenger vehicle sales increased year-on-year led by the Forester and Levorg.
- Mini vehicle sales decreased year-on-year, mainly due to a decline in the Pleo sales.

**< Exports >**

- Exports from Japan rose year-on-year due to increased shipments of the Forester to North America.

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December 27, 2016

**FHI Announces Production, Japan Sales and Export Results for November 2016 (Flash Report)**

	November 2016			Jan–Nov 2016	
	Units	2016 vs 2015		Units	'16 vs '15
Domestic Production *1	65,586	+8.8%	First y/y increase in 2 months	667,813	+2.4%
Overseas Production *2	25,688	+32.9%	6th consecutive month of y/y increase	269,685	+27.7%
<b>Global Production Total</b>	<b>91,274</b>	<b>+14.7%</b>	4th consecutive month of y/y increase	<b>937,498</b>	<b>+8.6%</b>
Passenger Vehicles	11,832	+24.9%	2nd consecutive month of y/y increase	111,721	-1.5%
Mini Vehicles	2,107	-14.6%	3rd consecutive month of y/y decrease	30,854	-13.6%
<b>Japan Sales Total</b>	<b>13,939</b>	<b>+16.7%</b>	2nd consecutive month of y/y increase	<b>142,575</b>	<b>-4.4%</b>
<b>Export Total</b> *3	<b>46,731</b>	<b>-8.5%</b>	First y/y decrease in 2 months	<b>533,287</b>	<b>+3.9%</b>

: Record high for the month of November

: Record high for January–November period

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

\*2 Local line-off basis

\*3 JAMA report basis

**< Production >**

- Domestic production rose year-on-year as production of the Legacy and Forester increased.
- Overseas production significantly increased year-on-year, as the U.S. production of the all-new Impreza started in November, and Subaru vehicle production began on the assembly line that was once used to build the Toyota Camry.

**< Sales in Japan >**

- Passenger vehicle sales increased year-on-year led by the Levorg and Forester.
- Mini vehicle sales decreased year-on-year as sales of the Stella and Pleo declined.

**< Exports >**

- Exports from Japan decreased year-on-year for reasons related to schedules of shipments to North America and Australia.

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January 30, 2017

### FHI Announces Production, Japan Sales and Export Results for December 2016 and CY2016 (Flash Report)

#### < December 2016 >

	December 2016		
	Units	2016 vs 2015	
Domestic Production <sup>*1</sup>	59,928	+4.2%	2nd consecutive month of y/y increase
Overseas Production <sup>*2</sup>	27,178	+54.0%	7th consecutive month of y/y increase
<b>Global Production Total</b>	<b>87,106</b>	<b>+15.9%</b>	5th consecutive month of y/y increase
Passenger Vehicles	10,269	-2.4%	First y/y decrease in 3 months
Mini Vehicles	2,936	+15.4%	First y/y increase in 4 months
<b>Japan Sales Total</b>	<b>13,205</b>	<b>+1.1%</b>	3rd consecutive month of y/y increase
<b>Export Total</b> <sup>*3</sup>	<b>49,421</b>	<b>-7.5%</b>	2nd consecutive month of y/y decrease

: Record high for the month of December

#### < Production >

- Domestic production rose year-on-year, as the Forester output increased.
- Overseas production significantly increased year-on-year, due to increased production capacity as well as the all-new Impreza's start of production in November.

#### < Sales in Japan >

- Passenger vehicle sales decreased year-on-year, due to a decline in the Legacy and Forester sales.
- Mini vehicle sales increased year-on-year, led by the all-new Chiffon launched in December.

#### < Exports >

- Exports from Japan decreased year-on-year for reasons related to a schedule of shipments to North America.

#### < January — December 2016 >

	January - December 2016		
	Units	2016 vs 2015	
Domestic Production <sup>*1</sup>	727,741	+2.5%	5th consecutive year of y/y increase
Overseas Production <sup>*2</sup>	296,863	+29.7%	3rd consecutive year of y/y increase
<b>Global Production Total</b>	<b>1,024,604</b>	<b>+9.2%</b>	5th consecutive year of y/y increase
Passenger Vehicles	121,990	-1.6%	2nd consecutive year of y/y decrease
Mini Vehicles	33,790	-11.7%	10th consecutive year of y/y decrease
<b>Japan Sales Total</b>	<b>155,780</b>	<b>-4.0%</b>	3rd consecutive year of y/y decrease
<b>Export Total</b> <sup>*3</sup>	<b>582,708</b>	<b>+2.8%</b>	5th consecutive year of y/y increase

: Record high for January-December period

#### < Production >

- Domestic production rose year-on-year, as the plants were operated at full capacity throughout the year. The Forester contributed to the increase.
- Overseas production significantly increased year-on-year due to increased production capacity.

#### < Sales in Japan >

- Passenger vehicle sales decreased year-on-year due to supply shortage. On the order basis, the annual total posted an increase over the previous year.
- Mini vehicle sales decreased year-on-year due to a decline in the Stella and other model sales.

#### < Exports >

- Exports from Japan increased year-on-year led by increased shipments to Australia.

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

\*2 Local line-off basis

\*3 JAMA report basis