



April 25, 2012

FHI Announces Results for March 2012 and FY 2012 (Flash report)

● Production

		March 2012		Jan-Mar 2012		FY 2012 (Apr.2011-Mar.2012)	
		units	12 vs 11	units	12 vs 11	units	12 vs 11
Domestic production*1	Passenger cars	46,886	340.7%	124,568	155.7%	404,340	105.9%
	Mini cars	184	6.6%	18,361	136.2%	63,665	82.7%
	Total	47,070	284.8%	142,929	152.9%	468,005	102.0%
Overseas production*2	Passenger cars	18,185	122.6%	53,060	120.2%	170,629	103.6%
Total		65,255	208.1%	195,989	142.4%	638,634	102.4%

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

*2.Local line-off basis

<March 2012>

- Due to the increased production of Impreza, the domestic production of passenger cars increased for the sixth consecutive month year-on-year and set an all-time March record. The overseas production increased for the seventh consecutive month year-on-year and set an all-time March record. The global production for March increased for the sixth consecutive month year-on-year.

<FY 2012>

- In spite of the decreased production in the first half of FY2012 due to the major earthquake in northeastern Japan, the domestic production for FY2012 increased for the second consecutive year year-on-year and set an all-time year record by catching-up production from October 2011. Reflecting the strong sales of Legacy in North America, the overseas production for FY2012 increased for the second consecutive year year-on-year and set an all-time year record, and the global production for the period April 2011 through March 2012 increased for the second consecutive year year-on-year and set an all-time year record.

● Sales in Japan

	March 2012		Jan-Mar 2012		FY 2012 (Apr.2011-Mar.2012)	
	units	12 vs 11	units	12 vs 11	units	12 vs 11
Passenger cars*1	15,671	207.0%	29,193	146.9%	83,126	114.4%
Mini cars*2	14,874	167.5%	33,202	144.3%	95,088	102.5%
Total	30,545	185.7%	62,395	145.5%	178,214	107.8%

*1.Excludes commercial vehicles *2.Includes mini trucks

<March 2012>

- Due to the decreased sales in the same period last year affected by the major earthquake in northeastern Japan and the strong sales of Samba and the Impreza in this March, the sales of passenger cars and mini cars in Japan increased for the sixth consecutive month year-on-year.

<FY 2012>

- In spite of the lack of inventory caused by the major earthquake in northeastern Japan in the first half of FY2012, total sales in Japan increased for the first time in seven years year-on-year, due to the strong sales of Samba and Impreza in the latter half of FY2012.

● Export

	March 2012		Jan-Mar 2012		FY 2012 (Apr.2011-Mar.2012)	
	units	12 vs 11	units	12 vs 11	units	12 vs 11
Total	31,802	168.8%	95,402	120.4%	314,838	95.4%

*1.JAMA report basis

<March 2012>

- Total exports from Japan in March increased for the second consecutive month year-on-year, due to the increased exports of Impreza and the production suspension in the same time last year affected by the major earthquake in northeastern Japan.

<FY 2012>

- In spite of increased exports of Legacy and Impreza in the latter half of FY2012, total exports for the period April 2011 through March 2012 decreased for the first time in two years year-on-year, due to the decreased exports in the first half of FY2012 affected by the major earthquake in northeastern Japan.