



February 27, 2013

FHI Announces Production, Japan Sales and Export Results for January 2013 (Flash Report)

Production

		January 2013	
		units	2013 vs 2012
Domestic production *1	Passenger cars	49,584	132.1%
	Mini cars *2	0	—
	Total	49,584	106.9%
Overseas production *3	Passenger cars	16,748	95.7%
Total		66,332	103.9%

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

*2 FHI ended mini car production in March 2012.

*3 Local line-off basis

Led by strong demand for the Impreza, passenger car production in Japan increased year over year for the 16th consecutive month, marking an all-time record for the month of January. Total Japan production posted the first year-over-year increase in two months. Overseas production dropped year over year for the 5th month in a row as inventory in North America continued to recover from shortages. Global production posted the first year-over-year growth in three months, with a record high figure for the month of January.

Japan Sales

	January 2013	
	units	2013 vs 2012
Passenger cars *1	10,087	170.5%
Mini cars *2	3,706	42.3%
Total	13,793	94.0%

*1 Excludes commercial vehicles

*2 Includes mini trucks

With strong sales of the all-new Forester and continued high demand for the Impreza, domestic sales of passenger cars increased from a year ago for the 8th consecutive month. Total Japan sales decreased year over year for the second month in a row.

Export

	January 2013	
	units	2013 vs 2012
Total	26,187	93.4%

* JAMA report basis

Despite continued high demand for the Impreza, CBU exports from Japan decreased for the third consecutive month due to drops in the Legacy series and previous model year Forester.



PRESS INFORMATION

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March 28, 2013

FHI Announces Production, Japan Sales and Export Results for February 2013 (Flash report)

Production

		February 2013		Jan-Feb 2013	
		units	2013 vs 2012	units	2013 vs 2012
Domestic production *1	Passenger cars	52,086	129.8%	101,670	130.9%
	Mini cars *2	0	—	0	—
	Total	52,086	105.2%	101,670	106.1%
Overseas production *3	Passenger cars	16,019	92.2%	32,767	94.0%
Total		68,105	101.8%	134,437	102.8%

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

*2 FHI ended mini car production in March 2012.

*3 Local line-off basis

Led by strong demand for the Impreza, the passenger car production in Japan rose year over year for the 17th consecutive month, setting an all-time record for the month of February. For the second month in a row, the domestic production (passenger car only) surpassed the previous year figure which included the mini car production. Overseas production dropped year over year for the 6th straight month as inventory in North America continued to recover from shortages. Global production rose year over year for the second month in a row, setting a February production record.

Japan Sales

	February 2013		Jan-Feb 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger cars *1	10,251	134.8%	20,338	150.4%
Mini cars *2	5,212	54.5%	8,918	48.7%
Total	15,463	90.0%	29,256	91.9%

*1 Excludes commercial vehicles

*2 Includes mini trucks

With strong sales of the all-new Forester and continued high demand for the Impreza, domestic sales of passenger cars increased from a year ago for the 9th consecutive month. Total Japan sales decreased year over year for the third month in a row.

Export

	February 2013		Jan-Feb 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	38,152	107.3%	64,339	101.2%

* JAMA report basis

Led by the all-new Forester launch in North America, CBU exports from Japan posted the first year-over-year increase in 4 months.

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April 24, 2013

FHI Announces Production, Japan Sales and Export Results for March 2013 and FY2013 (Flash Report)

Production

		Mar 2013		Jan-Mar 2013		FY2013 (Apr '12 - Mar '13)	
		units	13 vs 12	units	13 vs 12	units	13 vs 12
Domestic production *1	Passenger cars	55,800	119.0%	157,470	126.4%	583,078	144.2%
	Mini cars *2	0	—	0	—	0	—
	Total	55,800	118.5%	157,470	110.2%	583,078	124.6%
Overseas production *3	Passenger cars	16,694	91.8%	49,461	93.2%	181,184	106.2%
Total		72,494	111.1%	206,931	105.6%	764,262	119.7%

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

*2 FHI ended mini car production in March 2012.

*3 Local line-off basis

<March 2013> Led by strong demand for the Impreza and all-new Forester, passenger car production in Japan rose year over year for the 18th consecutive month with a record high monthly output. For the third straight month, the domestic production surpassed the previous year volume which included the mini car production. For the seventh month in a row, overseas production decreased from 2012 in which the plant continued to run at full capacity to recover inventory shortages. Global production grew year over year for the second month in a row, setting a monthly production record.

<FY2013> Strong demand for the Impreza drove the passenger car production in Japan to post an all-time FY record for the second year in a row. With strong sales of the Legacy in North America, overseas production also set an all-time FY record for the third consecutive year. Global production marked an all-time FY record for the second straight year.

Japan Sales

		Mar 2013		Jan-Mar 2013		FY2013 (Apr '12 - Mar '13)	
		units	13 vs 12	units	13 vs 12	units	13 vs 12
Passenger cars *1		16,970	108.3%	37,308	127.8%	116,185	139.8%
Mini cars *2		7,659	51.5%	16,577	49.9%	53,020	55.8%
Total		24,629	80.6%	53,885	86.4%	169,205	94.9%

*1 Excludes commercial vehicles

*2 Includes mini trucks

<March 2013> With strong sales of Impreza series and all-new Forester, passenger car sales in Japan increased from a year ago for the 10th straight month. Mini car sales posted a year-over-year decrease for the 10th consecutive month. Total Japan sales dropped for the 4th month in a row.

<FY2013> Passenger car sales for FY2013 in Japan rose from a year ago for the second year in a row, led by strong sales of the Impreza throughout the year as well as the all-new Forester launch in the second half. Total domestic sales for FY2013 posted the first year-over-year decrease in two years.

Export

		Mar 2013		Jan-Mar 2013		FY2013 (Apr '12 - Mar '13)	
		units	13 vs 12	units	13 vs 12	units	13 vs 12
Total		35,093	110.3%	99,432	104.2%	383,386	121.8%

* JAMA report basis

<March 2013> CBU exports from Japan rose year over year for the second straight month, led by strong sales of the Impreza in major overseas markets as well as the all-new Forester launch in North America.

<FY2013> Led by the continued strong demand for the Impreza in major overseas markets, CBU exports for FY2013 grew from a year ago for the first time in two years, setting an all-time FY record.



May 30, 2013

FHI Announces Production, Japan Sales and Export Results for April 2013 (Flash Report)

Production

	April 2013		Jan-Apr 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	50,181	109.1%	207,651	109.9% *3
Overseas production *4	16,244	109.2%	65,705	96.7%
Total	66,425	109.1%	273,356	106.4%

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

*2 FHI ended mini car production in March 2012.

*3 Change from 2012 on passenger-car-only basis is 121.7%.

*4 Local line-off basis

Led by strong demand for the Impreza and the all-new Forester, April production in Japan rose year over year for the 4th straight month. Overseas production in April posted the first year-over-year increase in 8 months setting an all-time record for the month of April. Global production grew for the 4th month in a row posting the highest April production record.

Japan Sales

	April 2013		Jan-Apr 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	9,603	183.4%	46,911	136.3%
Mini vehicles	3,744	103.7%	20,321	55.2%
Total	13,347	150.9%	67,232	94.4%

With strong sales of the all-new Forester and continued high demand for the Impreza, domestic sales of passenger cars increased from a year ago for the 11th consecutive month setting the best April sales record. Mini car sales rose for the first time in 11 months led by the Pleo and the Stella. Total Japan sales posted the first year-over-year increase in two months.

Export

	April 2013		Jan-Apr 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	39,108	131.1%	138,540	110.6%

* JAMA report basis

Led by strong sales of the Impreza in major overseas markets as well as the all-new Forester launch in North America, CBU exports from Japan rose year over year for the third straight month posting the highest monthly export record.



June 27, 2013

FHI Announces Production, Japan Sales and Export Results for May 2013 (Flash Report)

Production

	May 2013		Jan-May 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	50,659	125.7%	258,310	112.7% (†)
Overseas production *3	14,724	95.7%	80,429	96.5%
Total	65,383	117.4%	338,739	108.4%

(†: 122.5% on passenger-car-only (excl. mini vehicles) basis)

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

Led by strong demand for the Impreza series and the all-new Forester, April production in Japan rose year over year for the 5th straight month setting an all-time record for the month of May. Overseas production in May posted the first year-over-year decrease in two months. Global production grew year over year for the 5th consecutive month, posting an all-time May production record.

Japan Sales

	May 2013		Jan-May 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	9,110	165.9%	56,021	140.3%
Mini vehicles	3,922	83.2%	24,243	58.4%
Total	13,032	127.7%	80,264	98.5%

With strong sales of the all-new Forester and other popular models including the Subaru XV, domestic sales of passenger cars increased from a year ago for the 12th consecutive month setting the best May sales record. Mini vehicle sales posted the first year-over-year decrease in two months. Total Japan sales rose year over year for the second straight month.

Export

	May 2013		Jan-May 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	38,640	113.4%	177,180	111.2%

* JAMA report basis

Propelled by strong sales in overseas markets including North America, CBU exports from Japan rose year over year for the 4th month in a row, setting an all-time export record for the month of May.



July 26, 2013

FHI Announces Production, Japan Sales and Export Results for June 2013 (Flash Report)

Production

	June 2013		Jan-Jun 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	52,162	103.8%	310,472	111.1% (*)
Overseas production *3	13,366	89.4%	93,795	95.5%
Total	65,528	100.5%	404,267	107.0%

(* : 118.9% on passenger-car-only (excl. mini vehicles) basis)

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

< 2013. 6 >

Led by high demand for the Forester, June domestic production rose from a year ago for the 6th straight month. Overseas production declined year over year for the second month in a row. Global production grew from the previous year for the 6th consecutive month, posting an all-time June production record.

< 2013. 1-6 >

Driven by the strong demand for the Forester and the Impreza series, domestic production for Jan-Jun period increased from last year for the second consecutive year. Overseas production for the six months posted the first year-over-year decrease in 4 years. Global production set an all-time record for Jan-Jun period two years in a row.

Japan Sales

	June 2013		Jan-Jun 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	10,595	133.1%	66,616	139.1%
Mini vehicles	4,473	84.2%	28,716	61.3%
Total	15,068	113.5%	95,332	100.6%

< 2013. 6 >

With strong sales of the Forester and other popular models including the Subaru XV, domestic sales of passenger cars increased from a year ago for the 13th straight month. Mini vehicle sales declined year over year for the second month in a row. Total Japan sales rose from the previous year for the third consecutive month.

< 2013. 1-6 >

Driven by high demand for the Subaru XV launched last fall and the new Forester as well as the Impreza's strong sales continuing from 2012, domestic sales for Jan-Jun period increased year over year for two years in a row.

Export

	June 2013		Jan-Jun 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	39,383	126.4%	216,563	113.7%

* JAMA report basis

< 2013. 6 >

Propelled by North America's strong sales, June CBU exports set an all-time monthly record.

< 2013. 1-6 >

With high demand for the Forester and Impreza series in overseas markets especially in North America, CBU exports for the first six months of 2013 posted an all-time record for Jun-Jan period two years in a row.



August 28, 2013

FHI Announces Production, Japan Sales and Export Results for July 2013 (Flash Report)

Production

	July 2013		Jan-Jul 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	57,529	113.8%	368,001	111.5% (*)
Overseas production *3	7,761	95.7%	101,556	95.5%
Total	65,290	111.3%	469,557	107.6%

(* : 118.1% on passenger-car-only (excl. mini vehicles) basis)

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

Led by strong demand for the Forester and Impreza models, July domestic production rose year over year for the 7th straight month, setting an all-time record for the month of July. Overseas production declined from a year ago for the third month in a row, but total global production grew year over year for the 7th consecutive month, posting an all-time July production record.

Japan Sales

	July 2013		Jan-Jul 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	11,651	114.3%	78,267	134.8%
Mini vehicles	4,844	88.8%	33,560	64.2%
Total	16,495	105.4%	111,827	101.3%

Driven by strong sales of the Forester and other popular models including the Subaru XV, domestic sales of passenger cars increased from a year ago for the 14th straight month. Mini vehicle sales declined year over year for the third month in a row. Total Japan sales rose from the previous year for the 4th consecutive month.

Export

	July 2013		Jan-Jul 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	41,572	115.9%	258,135	114.1%

* JAMA report basis

Propelled by the continued strong sales in North America, July CBU exports set an all-time monthly record for the second straight month.



September 25, 2013

FHI Announces Production, Japan Sales and Export Results for August 2013 (Flash Report)

Production

	August 2013		Jan-Aug 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	43,052	115.5%	411,053	111.9% (*)
Overseas production *3	14,717	77.8%	116,273	92.8%
Total	57,769	102.8%	527,326	107.1%

(* : 117.8% on passenger-car-only (excl. mini vehicles) basis)

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

Led by strong demand for the Forester and Impreza models, domestic production rose year over year for the 8th straight month. Overseas production declined from a year ago for the 4th month in a row, but total global production grew year over year for the 8th consecutive month, posting an all-time August production record.

Japan Sales

	August 2013		Jan-Aug 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	8,497	125.0%	86,764	133.8%
Mini vehicles	3,903	98.3%	37,463	66.6%
Total	12,400	115.1%	124,227	102.6%

Driven by strong sales of the Forester and other popular models including the Subaru XV, domestic sales of passenger cars increased from a year ago for the 15th straight month. Mini vehicle sales declined year over year for the fourth month in a row. Total Japan sales rose from the previous year for the 5th consecutive month.

Export

	August 2013		Jan-Aug 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	35,006	142.9%	293,141	116.9%

* JAMA report basis

Propelled by continued strong sales in North America as well as high demand for the Forester in other overseas markets, CBU exports grew year over year for the 7th consecutive month, setting an all-time export record for the month of August.



October 28, 2013

FHI Announces Results for September 2013 and 1st Half of FY2014 (Flash Report)

Production

	Sep 2013		Jan-Sep 2013		Apr-Sep 2013	
	units	'13 vs '12	units	'13 vs '12	units	'13 vs '12
Domestic production *1 *2	56,522	117.4%	467,575	(*) 112.5%	310,105	113.8%
Overseas production *3	13,530	89.5%	129,803	92.5%	80,342	92.0%
Total	70,052	110.7%	597,378	107.5%	390,447	108.5%

(* : 117.7% on passenger-car-only (excl. mini vehicles) basis)

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

<2013. 9>

Led by strong demand for the Forester, domestic production rose year over year for the 9th straight month, setting a record for September. Overseas production declined from a year ago for the 5th month in a row, but total global production grew year over year for the 9th consecutive month, posting an all-time September production record.

<2013. 4-9>

Strong sales of the Impreza series and Forester drove the Apr-Sep production to post an all-time record for the period. Overseas production posted the first decline in two years, but total global production set an all-time record for the Apr-Sep period two straight years.

Japan Sales

	Sep 2013		Jan-Sep 2013		Apr-Sep 2013	
	units	'13 vs '12	units	'13 vs '12	units	'13 vs '12
Passenger vehicles	13,120	110.7%	99,884	130.2%	62,576	131.7%
Mini vehicles	5,722	122.8%	43,185	70.9%	26,608	96.0%
Total	18,842	114.1%	143,069	103.9%	89,184	118.5%

<2013. 9>

Driven by popular models such as the Forester and Subaru XV, domestic sales of passenger cars increased from a year ago for the 16th straight month. Mini vehicle sales posted the first year-over-year increase in 5 months. Total Japan sales rose from the previous year for the 6th consecutive month.

<2013. 4-9>

Domestic sales for Apr-Sep period increased from the previous year for two years in a row, due to high demand for the Impreza series and Forester plus the June introduction of the Subaru XV Hybrid.

Export

	Sep 2013		Jan-Sep 2013		Apr-Sep 2013	
	units	'13 vs '12	units	'13 vs '12	units	'13 vs '12
Total	37,889	115.3%	331,030	116.7%	231,598	123.0%

* JAMA report basis

<2013. 9>

Propelled by continued strong sales in North America as well as high demand for the Forester in other overseas markets, CBU exports grew year over year for the 8th consecutive month, setting an all-time export record for the month of September.

<2013. 4-9>

CBU exports for Apr-Sep period surpassed 200,000 units for the first time setting an all-time record for the period, driven by continued strong sales in North America as well as high demand for the Forester in other overseas markets.



November 28, 2013

FHI Announces Production, Japan Sales and Export Results for October 2013 (Flash Report)

Production

	October 2013		Jan-Oct 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	59,812	109.7%	527,387	112.2%
Overseas production *3	15,997	94.0%	145,800	92.6%
Total	75,809	105.9%	673,187	107.3%

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

Led by strong demand for the Forester, domestic production rose year over year for the 10th straight month, setting an all-time record for the month of October. While overseas production declined from a year ago for the 6th month in a row, total global production grew year over year for the 10th consecutive month, posting an all-time monthly production record.

Japan Sales

	October 2013		Jan-Oct 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	8,237	100.8%	108,121	127.4%
Mini vehicles	3,895	149.2%	47,080	74.1%
Total	12,132	112.5%	155,201	104.6%

With continued high demand for the Forester, domestic sales of passenger cars increased from a year ago for the 17th month in a row. Mini-vehicle sales were led by the "Pleo Plus" minicar and increased from last year for the second straight month. Total Japan sales rose from the previous year for the 7th consecutive month.

Export

	October 2013		Jan-Oct 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	40,594	123.6%	371,624	117.4%

* JAMA report basis

Propelled by continued strong sales in North America as well as high demand for the Forester in other overseas markets, CBU exports grew year over year for the 9th consecutive month, setting an all-time export record for the month of October.



December 25, 2013

FHI Announces Production, Japan Sales and Export Results for November 2013 (Flash Report)

Production

	November 2013		Jan-Nov 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	57,731	111.9%	585,118	112.2%
Overseas production *3	13,273	86.5%	159,073	92.1%
Total	71,004	106.1%	744,191	107.2%

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

Led by strong demand for the Forester, domestic production rose year over year for the 11th straight month, setting an all-time record for the month of November. While overseas production declined from a year ago for the 7th month in a row, total global production grew year over year for the 11th consecutive month, posting an all-time production record for November.

Japan Sales

	November 2013		Jan-Nov 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	9,287	78.1%	117,408	121.3%
Mini vehicles	3,834	118.7%	50,914	76.3%
Total	13,121	86.8%	168,322	102.9%

Domestic sales of passenger vehicles posted the first year-over-year decrease in 18 months due to a reactionary fall from November of last year boosted by the all-new Forester launch as well as supply shortages of high-demand models, mainly the Impreza series. Mini-vehicle sales were led by the "Pleo Plus" minicar and increased from last year for the third straight month. Total Japan sales declined from a year ago for the first time in 8 months.

Export

	November 2013		Jan-Nov 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	53,284	174.7%	424,908	122.5%

* JAMA report basis

CBU exports grew year over year for the 10th consecutive month setting an all-time monthly export record, led by continued strong sales in North America as well as the boost by added exports for North America that had been carried over from end-of-October shipments due to typhoon hits in Japan.



January 29, 2014

FHI Announces Production, Japan Sales and Export Results for December 2013 and CY2013 (Flash Report)

Production

	December 2013		Jan-Dec 2013	
	units	2013 vs 2012	units	2013 vs 2012
Domestic production *1 *2	54,638	116.4%	639,756	112.5%
Overseas production *3	10,090	83.8%	169,163	91.5%
Total	64,728	109.8%	808,919	107.4%

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

*2 FHI ended mini vehicle production in March 2012.

*3 Local line-off basis

< 2013. 12 >

Led by strong demand for the Forester, domestic production rose year-on-year for the 12th consecutive month. While overseas production posted a year-on-year decline for the 8th straight month, total global production grew year-on-year for the 12th consecutive month.

< 2013. 1-12 >

Domestic production in 2013 increased for the 2nd straight year, setting an all-time record for Jan-Dec period. Total global production in 2013 posted an all-time record for the 2nd consecutive year.

Japan Sales

	December 2013		Jan-Dec 2013	
	units	2013 vs 2012	units	2013 vs 2012
Passenger vehicles	8,561	75.8%	125,969	116.6%
Mini vehicles	3,935	136.4%	54,849	78.8%
Total	12,496	88.1%	180,818	101.7%

< 2013. 12 >

Domestic sales of passenger vehicles posted the 2nd straight month of year-on-year decrease due to a reactionary fall from the previous year's new Forester launch as well as supply shortages of high-demand models, mainly the Impreza series. Mini-vehicle sales rose year-on-year for the 4th consecutive month, while total Japan sales dropped year-on-year for the 2nd month in a row.

< 2013. 1-12 >

With continued high demand for the Impreza series including the Subaru XV as well as a boost by the new Forester launch, both passenger vehicle and total sales marked the 2nd consecutive year of growth.

Export

	December 2013		Jan-Dec 2013	
	units	2013 vs 2012	units	2013 vs 2012
Total	46,164	142.7%	471,072	124.2%

* JAMA report basis

< 2013. 12 >

With continued strong sales in North America, CBU exports grew year-on-year for the 11th month in a row, setting an all-time record for month of December.

< 2013. 1-12 >

Led by strong sales in North America as well as high demand for the Forester in major overseas markets, CBU exports in 2013 marked an all-time record for Jan-Dec period for the 2nd consecutive year.