Global Retail Sales Results (Flash Report) — SUBARU Corporation

■CY2018

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	9,384	10,605	16,934	7,110	6,537	9,859	10,162	8,491	12,334	10,516	9,977	7,421	119,330
	Minicar	2,734	3,009	4,201	1,897	2,005	2,325	2,116	1,702	2,882	2,325	2,176	1,752	29,124
Japan Total		12,118	13,614	21,135	9,007	8,542	12,184	12,278	10,193	15,216	12,841	12,153	9,173	148,454
	U.S.	44,357	47,249	58,097	53,170	60,146	59,841	59,426	64,088	57,044	55,394	56,782	64,541	680,135
	Canada	3,221	3,254	4,830	5,710	5,513	5,348	5,044	5,035	5,622	5,500	4,995	3,998	58,070
	Europe	2,956	2,788	4,126	3,644	3,790	4,533	3,308	3,719	3,347	2,929	2,794	2,623	40,557
	Russia	621	530	495	652	712	667	573	659	718	692	808	1,019	8,146
	Australia	4,253	3,901	5,195	4,017	4,019	4,920	3,366	3,845	4,758	4,370	3,921	3,450	50,015
	China	2,394	1,049	2,356	882	1,880	837	1,723	1,759	2,130	1,990	2,145	2,699	21,844
	Others	4,859	3,838	4,571	4,321	4,448	4,923	4,979	5,372	4,024	4,407	4,795	5,160	55,697
Overseas Total		62,661	62,609	79,670	72,396	80,508	81,069	78,419	84,477	77,643	75,282	76,240	83,490	914,464
Global Total		**74,779**	**76,223**	**100,805**	**81,403**	**89,050**	**93,253**	**90,697**	**94,670**	**92,859**	**88,123**	**88,393**	**92,663**	**1,062,918**

■CY2019

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	5,383	9,688	16,022	8,151	7,129	9,745	10,469	8,170	11,435	5,033	7,694	6,156	105,075
	Minicar	1,964	2,391	3,034	1,806	1,869	2,148	2,456	1,914	3,841	1,580	1,692	1,491	26,186
Japan Total		7,347	12,079	19,056	9,957	8,998	11,893	12,925	10,084	15,276	6,613	9,386	7,647	131,261
	U.S.	46,072	49,081	61,601	57,288	63,972	61,511	64,106	70,039	51,659	55,531	56,893	62,364	700,117
	Canada	3,143	3,069	4,780	5,220	5,875	5,317	5,159	4,730	4,755	5,641	5,164	4,671	57,524
	Europe	2,850	2,389	2,965	2,713	2,350	2,355	2,216	1,953	2,177	1,979	2,685	6,443	33,075
	Russia	456	667	540	514	559	664	586	701	651	711	809	952	7,810
	Australia	3,440	2,031	3,018	3,006	4,023	4,615	3,513	3,553	3,502	3,303	3,141	2,862	40,007
	China	2,509	1,368	2,097	2,222	2,433	2,575	1,942	2,213	1,673	1,937	2,027	2,208	25,204
	Others	4,232	3,367	4,283	3,574	3,737	3,470	4,363	4,406	4,331	3,871	3,796	3,284	46,714
Overseas Total		62,702	61,972	79,284	74,537	82,949	80,507	81,885	87,595	68,748	72,973	74,515	82,784	910,451
Global Total		**70,049**	**74,051**	**98,340**	**84,494**	**91,947**	**92,400**	**94,810**	**97,679**	**84,024**	**79,586**	**83,901**	**90,431**	**1,041,712**

■CY2020

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	8,456	9,407	13,129	3,587	1,704	6,485	7,454	4,755	6,417	5,869	8,413	9,097	84,773
	Minicar	1,821	1,933	2,462	1,639	1,009	1,536	1,987	1,678	2,026	1,784	1,603	1,289	20,767
Japan Total		10,277	11,340	15,591	5,226	2,713	8,021	9,441	6,433	8,443	7,653	10,016	10,386	105,540
	U.S.	46,285	51,695	32,611	30,624	51,988	53,911	51,458	57,885	60,103	61,411	50,413	63,558	611,942
	Canada	3,322	3,501	2,772	1,290	2,975	4,292	5,678	5,276	6,611	6,319	5,552	4,541	52,129
	Europe	1,557	1,601	1,521	726	1,221	1,660	1,913	1,419	2,153	1,922	1,958	2,315	19,966
	Russia	370	516	851	99	139	297	513	611	782	677	638	814	6,307
	Australia	2,250	2,603	3,024	1,282	2,023	3,775	2,864	2,052	2,121	2,902	3,203	3,402	31,501
	China	1,832	119	860	1,694	2,218	2,033	1,892	2,019	2,671	2,312	2,413	2,293	22,356
	Others	3,654	3,128	2,284	806	1,324	2,004	2,381	2,481	2,487	2,551	3,065	3,526	29,691
Overseas Total		59,270	63,163	43,923	36,521	61,888	67,972	66,699	71,743	76,928	78,094	67,242	80,449	773,892
Global Total		**69,547**	**74,503**	**59,514**	**41,747**	**64,601**	**75,993**	**76,140**	**78,176**	**85,371**	**85,747**	**77,258**	**90,835**	**879,432**

■CY2021

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	9,685	8,374	13,110	5,402	4,797	5,459	6,297	5,646	4,651	5,707	7,473	6,513	83,114
	Minicar	1,472	2,264	2,603	1,610	1,572	1,681	1,713	1,290	1,238	822	1,086	847	18,198
Japan Total		11,157	10,638	15,713	7,012	6,369	7,140	8,010	6,936	5,889	6,529	8,559	7,360	101,312
	U.S.	46,400	48,300	65,726	61,389	56,558	42,877	50,125	49,373	42,054	36,817	33,045	51,146	583,810
	Canada	2,653	3,221	5,386	5,199	5,503	5,250	6,039	5,853	5,720	5,655	3,409	2,982	56,870
	Europe	1,060	1,391	2,538	1,535	1,864	2,224	1,673	1,422	2,538	2,133	1,891	1,884	22,153
	Russia	407	528	679	627	588	670	358	438	623	308	233	245	5,704
	Australia	3,223	2,639	4,212	3,451	3,547	3,021	2,376	3,232	3,062	2,736	2,712	2,804	37,015
	China	1,320	704	1,774	1,624	1,984	1,753	1,353	1,734	1,687	1,004	703	1,128	16,768
	Others	4,272	2,913	3,602	3,399	3,195	2,718	2,591	2,552	2,951	3,133	2,506	2,847	36,679
Overseas Total		59,335	59,696	83,917	77,224	73,239	58,513	64,515	64,604	58,635	51,786	44,499	63,036	758,999
Global Total		**70,492**	**70,334**	**99,630**	**84,236**	**79,608**	**65,653**	**72,525**	**71,540**	**64,524**	**58,315**	**53,058**	**70,396**	**860,311**

■CY2022

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	5,000	4,591	11,387	5,736	3,480	6,153	9,332	6,348	7,921	7,210	7,426	6,836	81,420
	Minicar	1,489	1,639	2,084	1,590	1,326	1,533	1,462	1,437	2,176	1,752	1,633	1,317	19,438
Japan Total		6,489	6,230	13,471	7,326	4,806	7,686	10,794	7,785	10,097	8,962	9,059	8,153	100,858
	U.S.	44,158	44,866	43,322	45,748	42,526	43,175	41,536	50,126	45,658	48,568	50,138	56,760	556,581
	Canada	3,310	3,347	4,047	3,455	4,131	3,577	3,050	3,417	4,183	4,004	3,881	3,514	43,916
	Europe	1,207	1,414	1,912	1,244	1,423	1,276	1,151	1,103	1,499	1,445	1,750	1,503	16,927
	Russia	335	352	208	95	81	162	47	57	51	35	22	84	1,529
	Australia	2,722	3,151	2,279	1,644	3,626	3,575	2,822	2,960	3,167	2,318	3,701	4,071	36,036
	China	788	552	905	693	878	1,488	1,256	1,347	950	848	616	903	11,224
	Others	2,759	2,297	2,504	2,754	2,501	2,785	2,897	3,227	2,911	2,996	3,403	3,625	34,659
Overseas Total		55,279	55,979	55,177	55,633	55,166	56,038	52,759	62,237	58,419	60,214	63,511	70,460	700,872
Global Total		**61,768**	**62,209**	**68,648**	**62,959**	**59,972**	**63,724**	**63,553**	**70,022**	**68,516**	**69,176**	**72,570**	**78,613**	**801,730**

■CY2023

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	7,544	5,611	10,373	6,143	5,008								34,679
	Minicar	1,469	1,569	1,977	1,516	1,391								7,922
Japan Total		9,013	7,180	12,350	7,659	6,399								42,601
	U.S.	44,373	45,790	53,213	51,014	54,531								248,921
	Canada	3,058	3,315	3,167	4,318	5,246								19,104
	Europe	1,301	1,670	2,637	1,708	1,966								9,282
	Australia	3,601	4,054	3,852	2,511	3,564								17,582
	China	369	632	744	793	1,030								3,568
	Others	4,345	3,482	3,476	2,957	3,299								17,559
Overseas Total		57,047	58,943	67,089	63,301	69,636								316,016
Global Total		**66,060**	**66,123**	**79,439**	**70,960**	**76,035**								**358,617**

■YonY change (%)

		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	Passenger car	50.9%	22.2%	-8.9%	7.1%	43.9%								14.9%
	Minicar	-1.3%	-4.3%	-5.1%	-4.7%	4.9%								-2.5%
Japan Total		38.9%	15.2%	-8.3%	4.5%	33.1%								11.2%
	U.S.	0.5%	2.1%	22.8%	11.5%	28.2%								12.8%
	Canada	-7.6%	-1.0%	-21.7%	25.0%	27.0%								4.5%
	Europe	7.8%	18.1%	37.9%	37.3%	38.2%								28.9%
	Australia	32.3%	28.7%	69.0%	52.7%	-1.7%								31.0%
	China	-53.2%	14.5%	-17.8%	14.4%	17.3%								-6.5%
	Others	40.4%	31.4%	28.2%	3.8%	27.8%								26.5%
Overseas Total		3.2%	5.3%	21.6%	13.8%	26.2%								14.0%
Global Total		**6.9%**	**6.3%**	**15.7%**	**12.7%**	**26.8%**								**13.6%**