

## **Subaru Corporation Announces Consolidated Financial Results for FYE 2023**

Tokyo, May 11, 2023 – Subaru Corporation today announced its consolidated financial results for the fiscal year ended March 31, 2023.

### **Results for FYE 2023: Consolidated Revenue**

While production constraints continued throughout the fiscal year, mainly due to semiconductor shortages, global production increased 20.3% to 874,000 units as the company worked to minimize the impact through measures such as flexible rescheduling of production plans.

Production in Japan rose 26.3% to 575,000 units, while production in the U.S. grew 10.1% to 299,000 units.

As a result of the production increase, global unit sales rose 16.1% to 852,000 units, led by steady sales in Subaru's key U.S. market.

Due to the positive effects of foreign exchange rates, the unit sales growth, and other factors, consolidated revenue rose 37.5% to 3,774.5 billion yen.

### **Results for FYE 2023: Consolidated Profit and Loss**

As positive factors such as the effects of foreign exchange rates and sales volume growth more than offset the negative effects of material cost increases and higher SG&A expenses, operating profit rose 177.0 billion yen to 267.5 billion yen, profit before tax grew 171.4 billion yen to 278.4 billion yen, and profit for the period attributable to owners of parent increased 130.4 billion yen to 200.4 billion yen.

### **Forecast for FYE 2024**

Global unit sales are forecast at 1,010,000 units, with the key U.S. market expected to lead sales growth.

While the negative impact of the stronger yen is expected, taking into account sales volume growth, the Company forecasts revenue of 4,200 billion yen (up 11.3% y/y), operating profit of 300 billion yen (up 12.2% y/y), profit before tax of 300 billion yen (up 7.8% y/y), and profit for the period attributable to owners of parent of 210 billion yen (up 4.8% y/y).

The forecasts are based on exchange rate assumptions of 128 yen to the U.S. dollar and 138 yen to the euro.

Notes on figures in the results:

Vehicle volume figures are rounded to the nearest thousand. Yen figures are rounded to the nearest hundred million.

Forward-looking statements in this document including financial and other 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.

# Reference for FYE 2023 Consolidated Financial Results

(Yen in 100 millions, Units in thousands)

		FYE 2022 2021. 4 – 2022. 3 RESULTS	FYE 2023 2022. 4 – 2023. 4 RESULTS			FYE 2024 2023. 4 – 2024. 4 FORECASTS		
				Change	%		Change	%
Revenue		27,445	37,745	10,299	37.5	42,000	4,255	11.3
	Japan	4,880	5,810	929	19.0	–	–	–
	Overseas	22,565	31,935	9,370	41.5	–	–	–
Operating profit		905	2,675	1,770	195.7	3,000	325	12.2
Profit margin (%)		3.3	7.1			7.1		
Profit before tax		1,070	2,784	1,714	160.2	3,000	216	7.8
Profit margin (%)		3.9	7.4			7.1		
Profit for the period attributable to owners of parent		700	2,004	1,304	186.3	2,100	96	4.8
Profit margin (%)		2.6	5.3			5.0		
Factors contributing to change in operating profit			Effects of foreign exchange rates			Sales volume, mix, etc.		
			2,226			1,520		
			Sales volume, mix, etc.			Decrease in R&D exp.		
			1,687			60		
			Cost impacts			Effects of foreign exchange rates		
			(1,200)			(655)		
			Increase in SG&A exp., etc.			Increase in SG&A exp., etc.		
			(776)			(310)		
			Increase in R&D exp.			Cost impacts		
			(108)			(267)		
			Other			Other		
			(59)			(23)		
Exchange rates		JPY/US\$ 112/US\$	135/US\$			128/US\$		
		JPY/EUR 130/EUR	141/EUR			138/EUR		
Capital expenditures		861	1,228			1,800		
Depreciation		946	1,030			1,000		
R&D expenditures *		1,138	1,078			1,200		
Interest bearing debts		3,340	3,126			–		
Performance description			- First increase in revenue in three years			- Increase in revenue for two consecutive years		
			- First increase in profit at each stage in three years			- Increase in profit at each stage for two consecutive years		
			- First increase in consolidated unit sales in three years			- Increase in consolidated unit sales for two consecutive years		
Consolidated unit sales		89	100	10	11.4	126	27	26.8
Japan	Passenger Cars	73	81	9	11.7	107	26	32.2
	Minicars	17	19	2	10.3	19	1	3.2
Consolidated unit sales		645	753	108	16.8	884	131	17.4
Overseas	North America	555	635	80	14.3	729	94	14.9
	Europe **	15	23	8	54.8	–	–	–
	China	14	10	(4)	(26.8)	14	4	34.6
	Other	60	84	24	39.8	–	–	–
Consolidated unit sales total		734	852	118	16.1	1,010	158	18.5
Production units total		727	874	147	20.3	1,010	136	15.6
	Japan	455	575	120	26.3	–	–	–
	U.S.	272	299	27	10.1	–	–	–
Revenue by business segment	Automobile	26,775	36,906	10,131	37.8	40,907	4,001	11
	Aerospace	623	790	167	26.9	1,045	255	32
	Other	48	49	1	2.8	48	(1)	(2)
Operating profit by business segment	Automobile	925	2,633	1,707	184.5	2,962	329	13
	Aerospace	(70)	(21)	49	70.3	17	38	182
	Other	48	63	15	30.9	21	(42)	(67)
	Elimination & Corporate	1	0	(1)	(67.9)	0	(0)	(100)

\* "R&D expenditures" indicate R&D activity related costs incurred during the reporting period. Under IFRS, a part of these costs that meets capitalization criteria is recognized as an intangible asset and amortized over its estimated useful life; thus, the amount of "R&D expenditures" stated here does not match that of "R&D expenses" stated on the Consolidated Statement of Income.

\*\* Starting from the FYE 2023 1st Quarter reporting, the definition of the Europe region has been revised. (The previous-year results have been changed accordingly.)

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