

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