



November 6, 2017  
Subaru Corporation

< Reference for the 1st Half of FYE2018 Consolidated Financial Results >

(Yen in 100 Millions, Units in Thousands)

	RESULTS FYE2017 1H 2016. 4-9	RESULTS FYE2018 1st Half 2017. 4-9			RESULTS FYE2017 '16.4-'17.3	FORECASTS FYE2018 2017.4 - 2018.3			PREVIOUS FORECASTS FYE2018 '17.4-'18.3
		Change		%		Change		%	
<b>Net sales</b>	15,777	16,863	1,087	6.9	33,260	33,800	540	1.6	34,200
Japan	2,860	3,286	426	14.9	6,503	6,717	213	3.3	6,680
Overseas	12,916	13,577	661	5.1	26,756	27,083	327	1.2	27,520
<b>Operating income</b>	2,085	2,121	36	1.7	4,108	3,800	(308)	(7.5)	4,100
Profit margin (%)	13.2	12.6			12.4	11.2			12.0
<b>Ordinary income</b>	2,278	2,127	(150)	(6.6)	3,943	3,820	(123)	(3.1)	4,100
Profit margin (%)	14.4	12.6			11.9	11.3			12.0
<b>Net income attributable to owners of parent</b>	1,638	850	(788)	(48.1)	2,824	2,070	(754)	(26.7)	2,285
Profit margin (%)	10.4	5.0			8.5	6.1			6.7
<b>Factors contributing to change in operating income</b>									
		Gain on currency exchange		214		Gain on currency exchange		317	
		Improvements on model mix, etc.		142		Increase in SG&A exp, etc.		(252)	
		Increase in SG&A exp, etc.		(203)		Increase in R&D exp		(158)	
		Increase in R&D exp		(75)		Increase in raw material costs, etc.		(124)	
		Increase in raw material costs, etc.		(42)		Deterioration in model mix, etc.		(91)	
<b>Exchange rates</b>	JPY/US\$ 107/US\$ JPY/EUR 120/EUR	111/US\$ 125/EUR			108/US\$ 119/EUR	111/US\$ 128/EUR			110/US\$ 120/EUR
<b>Capital expenditures</b>	637	545			1,585	1,500			1,500
<b>Depreciation and amortization</b>	335	421			770	920			920
<b>R&amp;D expenses</b>	534	609			1,142	1,300			1,340
<b>Interest bearing debts</b>	1,614	976			1,483	1,000			1,000
<b>Performance description</b>		- Net sales and operating income increased y/y for first time in 2 years. - Record consolidated unit sales for 6th consecutive year.				- Net sales to increase y/y for 6th consecutive year. - Operating income to decrease y/y for 2nd consecutive year. - Record consolidated unit sales for 6th consecutive year.			
<b>Consolidated unit sales (Japan)</b>	68	82	14	21.0	159	167	8	4.8	172
Passenger Cars	52	67	15	28.2	126	135	9	6.8	134
Minicars	16	15	(0)	(3.0)	33	32	(1)	(3.0)	38
<b>Consolidated unit sales (Overseas)</b>	444	449	5	1.1	906	901	(4)	(0.5)	933
North America	355	364	9	2.4	721	724	3	0.4	742
Europe	22	21	(1)	(3.4)	46	47	1	1.3	46
China	22	14	(8)	(36.4)	44	30	(14)	(32.2)	42
Other	45	50	5	11.3	95	101	6	6.8	103
<b>Consolidated unit sales total</b>	512	531	19	3.8	1,065	1,068	3	0.3	1,106
<b>Production units total</b>	502	525	23	4.5	1,056	1,053	(3)	(0.2)	1,091
Japan	355	346	(8)	(2.4)	721	702	(18)	(2.5)	710
U.S.	148	179	31	21.2	335	351	16	4.7	381
<b>Net sales by business segment</b>	Automobile 14,924 Aerospace 668 Other 185	16,000 680 183	1,076 12 (2)	7.2 1.9 (1.3)	31,520 1,388 353				
<b>Operating income by business segment</b>	Automobile 2,033 Aerospace 36 Other 12 Elimination & Corporate 4	2,053 42 24 3	20 6 12 (1)	1.0 16.0 98.7 (30.9)	3,977 91 35 5				

\* "Exchange rates" are the rates used for Subaru Corporation's non-consolidated sales recording.

\* "Consolidated unit sales" include retail sales of Japanese consolidated dealers, wholesale sales of overseas consolidated distributors, and deliveries from Subaru Corporation to non-consolidated distributors/dealers.

\* Production in Japan includes production of the 86 models for Toyota.

< 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. >