

April 26, 2018

**Subaru Corporation Announces Production, Japan Sales and Export Results
for March 2018 and FYE2018 (Flash Report)**

< March 2018 >

	March 2018			Jan-Mar 2018	
	Units	2018 vs 2017		Units	'18 vs '17
Domestic production *1	64,446	-4.7%	First y/y decrease in 2 months	168,921	-4.8%
Overseas production *2	29,544	-21.4%	4th consecutive month of y/y decrease	88,200	-14.4%
Global production total	93,990	-10.7%	5th consecutive month of y/y decrease	257,121	-8.3%
Passenger vehicles	16,934	-8.4%	5th consecutive month of y/y decrease	36,923	-16.9%
Mini vehicles	4,201	-12.1%	9th consecutive month of y/y decrease	9,944	-6.3%
Japan sales total	21,135	-9.2%	5th consecutive month of y/y decrease	46,867	-14.9%
Export total *3	50,345	+1.7%	3rd consecutive month of y/y increase	136,847	+5.9%

< Production >

- Domestic production decreased year-on-year, as a decrease in the Forester production offset an increase in production of other models including the Crosstrek (Subaru XV) for North America.
- Overseas production decreased year-on-year, as the momentum boosted by the new-generation Impreza declined after its introduction over a year ago.

< Sales in Japan >

- Passenger vehicle sales decreased year-on-year, as the momentum boosted by the new-generation Impreza declined after its introduction over a year ago.
- Mini vehicle sales decreased year-on-year, mainly due to a decline in the Chiffon sales.

< Exports >

- Exports from Japan slightly increased year-on-year, as an increase in shipments to Australia and other markets offset a decline in shipments to North America and Europe.

< April 2017 – March 2018 >

	April 2017 – March 2018 (FYE2018)		
	Units	FYE2018 vs FYE2017	
Domestic production *1	701,152	-2.7%	First decrease in 8 years
Overseas production *2	◎ 348,597	+4.0%	4th consecutive year of increase
Global production total	1,049,749	-0.6%	First decrease in 8 years
Passenger vehicles	136,630	+5.7%	2nd consecutive year of increase
Mini vehicles	31,929	-6.4%	4th consecutive year of decrease
Japan sales total	168,559	+3.2%	2nd consecutive year of increase
Export total *3	556,467	-2.5%	2nd consecutive year of decrease

◎: Record high for April-March period

< Production >

- Domestic production decreased as production of the Impreza for North America was moved to the U.S.
- Overseas production increased due to increased production capacity as well as the new generation Impreza's start of production in November 2016.

< Sales in Japan >

- Passenger vehicle sales increased, led by strong demand for the all-new Subaru XV.
- Mini vehicle sales decreased due to declines in Stella and Sambar sales.

< Exports >

- Exports from Japan decreased as production of the Impreza for North America was moved from Japan to the U.S.

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

*2 Local line-off basis

*3 JAMA report basis