

Subaru Corporation Announces Production and Retail Sales Plans for CY2018 – Production and Sales to Surpass One Million Units for Third Consecutive Year –

Tokyo, January 15, 2018 – Subaru Corporation today announced its annual production and retail sales plans for calendar year 2018.

1. Production

(Units in Thousands)

| | 2017 Result | '17 vs '16 | 2018 Plan | '18 vs '17 |
|-----------------------------------|--------------|------------|--------------|------------|
| Japan Production | 710 | -2% | 673 | -5% |
| Overseas Production ^{*1} | 363 | +22% | 367 | +1% |
| Global Production | 1,073 | +5% | 1,040 | -3% |

^{*1}: Excludes CKD production in Malaysia

< Japan Production >

Japan production is projected to decrease to 673,000 units.

< Overseas Production >

Overseas production is projected to be 367,000 units, to mark a record high for the 5th consecutive year.

< Global Production >

Global production is projected to be 1,040,000 units, surpassing one million for the third consecutive year.

2. Retail Sales

(Units in Thousands)

| | 2017 Result | '17 vs '16 | 2018 Plan | '18 vs '17 |
|------------------------------|--------------|------------|--------------|------------|
| Japan Sales ^{*2} | 177 | +14% | 157 | -11% |
| Passenger Cars ^{*3} | 144 | +18% | 124 | -14% |
| Overseas Sales | 883 | +3% | 923 | +5% |
| U.S. | 648 | +5% | 680 | +5% |
| Canada | 55 | +9% | 57 | +4% |
| Australia | 53 | +12% | 54 | +2% |
| China | 31 | -34% | 30 | -3% |
| Other | 96 | -2% | 102 | +6% |
| Global Sales | 1,060 | +5% | 1,080 | +2% |

^{*2}: Includes OEM vehicles

^{*3}: Passenger cars excluding mini vehicles

< Japan Sales >

Japan sales are projected to decrease to 157,000 units, as the momentum boosted by the all-new Impreza, launched in October 2016, will decline.

< Overseas Sales >

In prospect of further growth in key markets including the U.S. and Canada, overseas sales are projected to increase to 923,000 units, to mark a record high for the 7th consecutive year.

< Global Sales >

Global sales are projected to be 1,080,000 units, surpassing one million for the third consecutive year. It will mark a calendar year sales record for the 7th consecutive year.