

< Reference for the First Half of FYE2019 Consolidated Financial Results >

									(Yen in 100 Millions, Units in Thousands)			
	FYE2018 * FYE2019				FYE2018 * Full Year		FYE2019 Full Year			FYE2019		
		1st Half		1st Half						Full Year		
!		(2017 4-9)		(2018 4-9)			('17.4 - '18.3)		('18.4 - '19.3)			('18.4 - '19.3)
		, ,		,					,		PREVIOUS	
l de la companya de		RESULTS		RESULTS			RESULTS		FORECASTS		FORECASTS	
			Originally- reported	ĺ	Change	%		Originally- reported		Change	%	
Net sales		16,080	16,863	14,868	(1,212)	(7.5)	32,327	34,052	32,100	(227)	(0.7)	32,500
	Japan	3,283	3,286	2,874	(408)	(12.4)	6,680	6,686	6,173	(507)	(7.6)	6,086
	Overseas	12,797	13,577	11,994	(804)	(6.3)	25,647	27,367	25,927	280	1.1	26,415
Operating income		2,121	<u>I</u>	550	(1,571)	(74.1)	3,794		2,200	(1,594)	(42.0)	3,000
	Profit margin (%)	13.2	12.6	3.7			11.7	11.1	6.9			9.2
Ordinary income		2,127	l	600	(1,527)	(71.8)	3,799		2,290	(1,509)	(39.7)	3,050
•	Profit margin (%)	13.2	12.6	4.0	, ,	, ,	11.8	11.2	7.1	, ,	, ,	9.4
Net income attribut	able to	850		443	(407)	(47.9)	2,204		1,670	(534)	(24.2)	2,200
owners of parent	Profit margin (%)	5.3	5.0	3.0	, ,	` ,	6.8	6.5	5.2	, ,	, ,	6.8
•			/		e in R&D	65				e in R&D	132	/
Factors contributing to				exp					exp			
change in operating income				Increase in SG&A		(913)			Cost reduction		/	
				exp, etc. Deterioration in					effort, etc. Increase in SG&A			
				model mix, etc.		(629)			exp, etc.		(907)	
				Loss on currency		(70)			Deterioration in		(600)	
				exchange		(76)			model mix, etc.		(689)	
				Increase in raw		(18)				currency	(146)	
Exchange rates JPY/US\$ JPY/EUR		/ 111/US\$		material costs, etc.		` '	/ 111/US\$		exchange (140) 110/US\$		/ 105/US\$	
		125/EUR		131/EUR			130/EUR		130/EUR		130/EUR	
Capital expenditures		545		591			1,414		1,300		1,300	
Depreciation and amortization		421		473			898		930		930	
R&D expenses		609		545			1,211		1,080		1,200	
Interest bearing debts		976		545 498			862		500		800	
						002				800		
Performance description *		/		- First decrease in net sales and					- First decrease in net sales in 7			
			operating income in 2 year		ars			years				
				- Decrease in ordinary inc					- Decrease in all profits for 3			
				and net income for 3 consecutive years					consecutive years			
Consolidated unit sales		8:	2	65	(17)	(21.1)	16	3				151
<japan></japan>	Passenger Cars	6	7	52	(15)	(22.1)	13	33				123
	Minicars	1:	5	13	(2)	(16.4)	3	1				28
Consolidated unit s	ales	44	19	417	(32)	(7.1)	90)3				950
<overseas></overseas>	North America	36	64	334	(30)	(8.2)	72	28				768
	Europe	2	1	26	4	20.1	4	8	/			44
	China	14	4	9	(5)	(33.5)	2	7				30
	Other	5	0	48	(2)	(3.2)	10)1				107
Consolidated unit s	ales total	53	31	482	(49)	(9.3)	1,0	67	1,041	(26)	(2.4)	1,100
Production units total		52	25	492	(34)	(6.4)	1,0	50	1,036	(14)	(1.3)	1,056
	Japan	34	ŀ6	319	(27)	(7.9)	70)1	656	(45)	(6.4)	672
	U.S.	17	' 9	173	(6)	(3.6)	34	.9	380	31	8.9	384
Net sales by	Automobile	15,217	16,000	14,164	(1,053)	(6.9)	30,623	32,349				
	Aerospace	680		630	(50)	(7.3)						/
business segment					, ,	` ′				/	/	
	Other	18	5 3	74	(109)	(59.7)	28	52				/
	Automobile	2,0	53	500	(1,553)	(75.6)	3,6	15				
Operating income by business	Aerospace	4:	2	30	(12)	(28.6)	12	23	1			
	Other	24	4	18 (6)		(25.9)	5	51				
segment	Elimination &				-	· , ,						
	Corporate	3	3	3	0	3.6	7	,				/

^{*} With effect from FYE2019, the Company has changed its accounting policies. In the new method, sales incentives are deducted from net sales, whereas they were previously recognized as SG&A expenses. For comparison purposes, net sales and SG&A expenses of the previous year have been recalculated. The recalculated figures are stated along with the originally-announced figures. There is no impact of the recalculation on the previous-year profit figures. Performance description notes for the current year are stated in comparison with the recalculated figures of the previous year results.

^{- &}quot;Exchange Rates" are the rates used for Subaru Corporation's non-consolidated sales recording.

^{- &}quot;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. >