

# Additional Information

Fiscal Year 2002

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\*PC = Passenger Car / TB = Truck & Bus

\*All bridge figures included in 2002.

## 1. Trend of Consolidated Sales / Operating Income / Ordinary Income / Net Income

(Oku Yen)

	2000	2001	2002	02 bridge*	2003
Sales	32,767	32,007	38,849	4,334	29,000
PC*	25,582	25,200	31,606	4,244	29,000
TB*	7,185	6,807	7,242	90	-
Operating Profit	-739	402	828	-100	900
PC	-833	307	742	-99	900
TB	94	95	86	-2	-
Ordinary Profit	-941	119	543	-131	650
PC	-1,019	35	476	-131	650
TB	79	84	68	-1	-
Net Income	-2,781	112	374	-65	400
PC	-2,429	112	358	-63	400
TB	-353	1	15	-1	-

## 2. Profit of major subsidiaries / affiliated companies by regions

PC		Consolidated sales volume (1,000 units)		
		2000		
		Volume	Sales	Op. Income
Japan		439	7,194	-977
	Sales companies	-	3,150	-36
	PMC	-	491	68
NAFTA		375	8,874	600
	MMSA	-	8,206	183
	MMMA	-	3,754	185
Europe		249	3,753	-632
	MME G	-	3,785	-292
	NED	-	0	0
Others		272	5,762	176
	MSC	-	1,260	-16
	MMAL	-	1,553	-82
	MMPC	-	302	8
Total		1,335	25,582	-833

\*Volume after 2001 is on new basis; including PPC, excluding OEM

(1,000 units)

		2001*			2002* (after bridge)		
		Volume	Sales	Op. Income	Volume	Sales	Op. Income
Japan		405	6,218	-605	342	5,477	-668
	Sales companies	-	2,707	-35	-	2,392	-42
	PMC	-	391	30	-	425	28
NAFTA		333	8,693	947	470	11,910	902
	MMSA	-	8,170	195	-	11,063	56
	MMMA	-	3,665	251	-	4,912	357
Europe		182	5,250	-322	246	7,308	-222
	MME G	-	3,579	-1,630	-	5,329	-112
	NED	-	2,904	-1	-	3,738	9
Others		605	5,039	287	748	6,911	730
	MSC	-	1,295	-6	-	2,012	28
	MMAL	-	1,639	18	-	2,090	12
	MMPC	-	319	13	-	444	13
Total		1,525	25,200	307	1,806	31,606	742

(included in 2002)			(1,000 units)			
	02 bridge*			2003 Plan*		
	Volume	Sales	Op. Income	Volume	Sales	Op. Income
Japan	-	-	-	408	6,700	-500
NAFTA (incl. Puerto Rico)	82	2,034	-113	360	8,900	600
Europe	53	1,468	-18	199	7,300	100
Others	30	742	33	666	6,100	700
Total	165	4,244	-99	1,633	29,000	900

TB Consolidated sales volume (1,000 units)			
	2000		
	Volume	Sales	Op. Income
Japan	69	5,741	139
Sales Companies	-	5,021	66
MTM	-	239	8
PABCO	-	242	3
M B M	-	270	14
Overseas	41	144	45
Total	110	5,885	184

*Volume after 2001 is on new basis; including PPC, excluding OEM			(1,000 units)			
	2001			2002		
	Volume	Sales	Op. Income	Volume	Sales	Op. Income
Japan	63	5,547	137	65	5,612	53
Sales Companies	-	4,847	50	-	4,887	69
MTM	-	207	6	-	242	22
PABCO	-	227	0	-	239	2
M B M	-	286	27	-	337	43
Overseas	78	1,260	-42	91	1,630	32
Total	141	6,807	95	156	7,242	86

02 bridge			
	Volume	Sales	Op. Income
Japan	-	-	-
Overseas		90	-2
Total	3	90	-2

[For Reference] PC

\* Volume calculated on the former basis;  
(Not including PPC, including OEM)

	(1,000 units)			
	2001*	2002*	02 bridge*	2003 Plan*
	Volume	Volume	Volume	Volume
Japan	405	342	-	408
NAFTA	361	505	89	385
Europe	313	377	76	304
Others	225	313	31	319
Total	1,304	1,537	196	1,416

[For Reference] TB

\* Volume calculated on the former basis;  
(Not including PPC, including OEM)

(1,000 units)

	2001	2002	02 bridge
	Volume	Volume	Volume
Japan	64	65	-
Overseas	37	49	3
Total	101	114	3

### 3 . Interest Bearing Debt

(Oku Yen)

	1999	2000	2001	2002
MMC	4,770	4,222	4,265	4,378
PC	6,736	7,115	7,366	6,451
Auto business	4,217	3,531	3,447	2,173
Finance	2,519	3,584	3,919	4,278
T & B	3,249	2,873	2,618	-
consolidation adjustment	-22	-943	-1,203	-743
Total	14,733	13,267	13,046	10,086

### 4 . North American Operations

	1999	2000	2001	2002	2003
Incentives (CNW basis)	\$2,175	\$2,055	\$1,791	\$1,673	\$1,989
Penetration	41%	57%	57%	52%	50%
MMSA Market Share	1.6%	1.8%	1.9%	2.1%	2.3%
Number of Dealers	514	550	589	637	678

### 5 . Sales / Production by Plant

\*Retail basis

(1,000 units)

	1999			2000		
	Sales*	Production	Capacity	Sales*	Production	Capacity
Japan						
Nagoya	-	306	442	-	212	442
Mizushima	-	507	758	-	506	701
Tokyo	-	96	145	-	101	139
PMC	-	91	140	-	139	140
MBM	-	2	2	-	2	2
Total	-	1,002	1,488	-	960	1,424
Overseas						
MMSA, MMMA (US)	261	160	223	314	222	223
NED	283	122	280	258	79	280
MSC	19	78	93	30	92	93
MMAL	67	35	62	71	39	62
MMPC	16	13		16	14	
KT B	32	-	-	65	-	-
PROTON	151	166		177	177	

(1,000 units)

		2001			2002		
		Sales*	Production	Capacity	Sales*	Production*	Capacity
Japan	Nagoya	-	56	214	-	83	214
	Mizushima	-	503	701	-	502	597
	Tokyo	-	83	139	-	99	119
	P M C	-	171	140	-	181	140
	M B M	-	2	2	-	2	2
	Total	-	815	1,196	-	868	1,072
Overseas	MMSA, MMMA (US)	322	194	223	345	204	244
	N E D	213	79	231	203	76	231
	M S C	25	85	93	33	106	93
	M M A L	66	44	62	65	46	62
	M M P C	17	15	-	7	14	-
	K T B	66	-	-	76	-	-
	P R O T O N	239	231	-	212	228	-

\*As for 2002 production, the figure includes TB, for 12 months.

(1,000 units)

		02 bridge			2003		
		Sales*	Production	Capacity	Sales*	Production	Capacity
Japan	Nagoya	-	-	-	-	-	-
	Mizushima	-	-	-	-	-	-
	Tokyo	-	-	-	-	-	-
	P M C	-	-	-	-	-	-
	M B M	-	-	-	-	-	-
	Total	-	-	-	-	789	951
Overseas	MMSA, MMMA (US)	70	52	-	330	200	244
	N E D	15	18	-	200	72	231
	M S C	6	25	-	37	96	92
	M M A L	16	9	-	75	42	62
	M M P C	4	3	-	-	12	-
	K T B	20	-	-	39	36	-
	P R O T O N	46	48	-	205	205	-

## 6 . CAPEX

(Oku Yen)

	1999	2000	2001	2002	02 bridge	2003
PC	291	370	889	1,153	181	1,700
TB	215	135	72	85	-	-
Total	506	505	961	1,238	181	1,700

## 7 . Depreciation &amp; Amortization (excluding operating lease from MMSA)

(Oku Yen)

	1999	2000	2001	2002	02 bridge	2003
PC	-	-	912	1,048	153	1,050
TB	-	-	194	180	0	-
Total	1,176	1,234	1,106	1,228	153	1,050

## 8 . R&D Cost

(Non-Consolidated Basis)

(Oku Yen)

	1999	2000	2001	2002	2003
PC	725	646	680	760	810
TB	315	334	330	290	-
Total	1,040	980	1,010	1,050	810

## 9 . Number of Domestic Sales Companies

[ PC ]

	1999	2000	2001	2002	2003
Dealers	244	234	229	207	200
Branches	1,140	1,107	1,058	1,001	965

[ T&B ]

	1999	2000	2001	2002	2003
Dealers	41	36	36	36	-
Branches	298	296	294	291	-

## 10 . Number of Subsidiaries & Affiliated Companies

	1999	2000	2001	2002
Subsidiaries	250	244	233	141
Affiliated Companies	60	53	49	35