

Feature 1: Breakthroughs in the Japanese Market

We aim for further growth in our home market of Japan, which we believe is recovering.

Sales volume rose in Japan in the year ended March 31, 2019, buoyed by launches of the *Eclipse Cross* and a refreshed *Outlander PHEV* model. We also commenced sales of the new *Delica D:5* and new-model keicars, the *eK X* and the *eK Wagon*. We expect these favorable increases in sales volume to continue in the year ending March 31, 2020, driven by sales of these

new models and updated versions of the *RVR* and other existing models. We plan to augment MMC's performance in the Japanese market by providing customers with enhanced services throughout the value chain, including improvements in the sales network, after-sales service and sales financing level.

New-Model Keicars, the *eK X* and the *eK Wagon*

Planning and development management of these height-wagon keicars have been the responsibility of NMKV, a joint venture between MMC and Nissan Motor. The new models have all-new platforms, engines, continuously variable transmissions and other major components developed and produced through new processes. They bring together MMC's 60 years of experience with keicars and Nissan Motor's advanced technology.



eK X



eK Wagon

The New *Delica D:5*, an All-round Minivan



Delica D:5

Retaining the historical product concept of the *Delica* as “a vehicle that will securely carry passengers and their luggage to their destination through various road conditions,” the *Delica D:5* is an all-round minivan featuring a dramatically improved clean diesel engine that delivers powerful torque from low speeds, a newly developed automatic transmission with eight-speed sport mode and improved 4WD performance to further advance its renowned handling and running performance, along with new active safety technology.

The *Eclipse Cross*, a Crossover SUV

Since its launch in March 2018, the *Eclipse Cross* has won the RJC Car of the Year 2019 award and won accolades for its combination of a stylish coupe form and dynamic SUV mobility—a package that is distinctively MMC.

In addition, in June 2019 we equipped the vehicle with a clean diesel engine that pairs robust torque with quality travel, and commenced sales.



Eclipse Cross

Significant Improvements for the *Outlander PHEV*, a Plug-in Hybrid EV

We have substantially updated our plug-in hybrid EV (PHEV) system, improving around 90% of the system’s main components. The resulting system offers the smooth and powerful acceleration of a motor drive and a high degree of quietness. The *Outlander PHEV* showcases these distinguishing features as a “true EV.”



Outlander PHEV