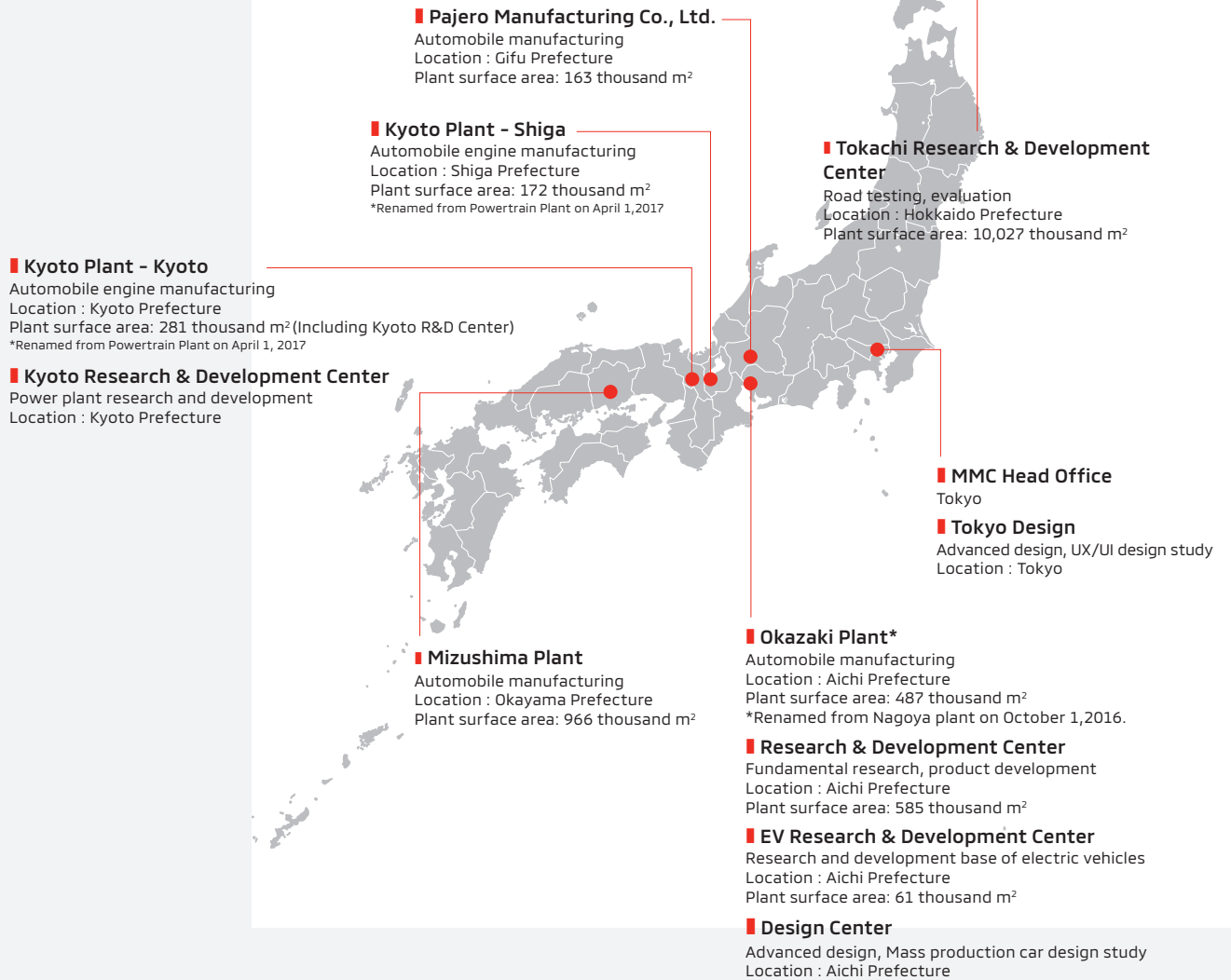


# Information by Business Segmentation

## Japan

### Principal Operational Facilities in Japan



### Manufacturing Facilities

#### Automobile Manufacturing

- Okazaki Plant
- Mizushima Plant
- Pajero Manufacturing Co., Ltd. (PMC)

#### Engine Manufacturing

- Kyoto Plant - Kyoto, Shiga
- Mizushima Plant

### R&D Facilities

#### R&D

- Research & Development Center
- EV Research & Development Center
- Kyoto Research & Development Center
- Tokachi Research & Development Center

### Design Facilities

#### Design

- Design Center
- Tokyo Design

### Sales Organization

Sales Companies: 104

Consolidated Subsidiaries 5, Independent Dealerships 99

New Car Sales Outlets: 594

(As of March 31, 2019)

■ MMC and Consolidated Subsidiaries

## Production Volume by Model

(Unit: Vehicles)

Production Facility / Assembler	Model	2014	2015	2016	2017	2018
■ Okazaki Plant	Outlander.....	103,861	134,717	96,923	107,419	<b>108,984</b>
	Outlander PHEV.....	36,910	41,218	24,259	30,035	<b>53,688</b>
	RVR <sup>*1</sup> .....	101,473	93,282	138,324	85,493	<b>8</b>
	Eclipse Cross.....	—	—	—	48,526	<b>102,690</b>
■ Mizushima Plant	RVR.....	—	—	—	34,586	<b>112,173</b>
	Galant Fortis <sup>*2</sup> .....	99,704	118,612	50,281	34,749	—
	Lancer.....	780	—	—	—	—
	Delica.....	780	—	—	—	—
	i-MiEV <sup>*1</sup> .....	3,461	4,743	4,254	3,195	<b>3,428</b>
	eK Wagon / eK Custom [3rd] <sup>*3</sup> .....	110,300	95,803	69,359	90,013	<b>89,073</b>
	eK Wagon / eK X [4th] <sup>*3</sup> .....	—	—	—	—	<b>10,522</b>
	eK Space / eK Space Custom <sup>*3</sup> .....	124,748	89,868	66,742	79,175	<b>93,451</b>
	MINICAB-MiEV.....	882	333	203	276	<b>291</b>
MINICAB-MiEV Truck.....	160	141	—	—	—	
■ PMC	Pajero.....	54,267	53,393	45,406	36,142	<b>46,637</b>
	Delica D:5.....	10,767	12,464	10,462	14,300	<b>16,748</b>
	Outlander.....	—	7,920	24,656	25,433	<b>22,748</b>
	Others.....	502	472	602	321	<b>439</b>
<b>Registered Vehicle Total</b>		<b>409,044</b>	<b>462,078</b>	<b>390,913</b>	<b>417,004</b>	<b>464,209</b>
<b>Minicar Total</b>		<b>239,551</b>	<b>190,888</b>	<b>140,558</b>	<b>172,659</b>	<b>196,671</b>
<b>Total</b>		<b>648,595</b>	<b>652,966</b>	<b>531,471</b>	<b>589,663</b>	<b>660,880</b>

■ MMC and Consolidated Subsidiaries

Note:

1. Production volume is based on the definition adopted by the Japan Automobile Manufacturers Association Inc. (JAMA)

2. Variants produced under the same model are identified by representing the number of generation.

\*1 Including commissioned OEM production

\*2 Including Sportback and Lancer Evolution

\*3 Including jointly-developed vehicle production

## Sales Volume by Model

(Unit: Vehicles)

Model	2014	2015	2016	2017	2018
Outlander [1st] .....	1	—	—	—	—
Outlander [2nd] .....	1,323	3,722	2,521	2,781	1,979
Outlander PHEV .....	8,629	11,840	3,625	5,105	6,780
RVR .....	2,066	1,622	1,369	1,900	1,185
Eclipse Cross .....	—	—	—	4,996	9,115
Galant Fortis <sup>*1</sup> .....	2,318	1,393	8	—	—
Pajero .....	1,803	1,665	1,062	1,000	621
Delica D:5 .....	11,025	11,597	10,294	13,303	17,075
Mirage .....	4,689	3,846	4,607	3,650	3,044
i-MiEV (Registered Vehicles) .....	—	—	—	—	70
Passenger cars - other .....	—	—	—	2	4
i .....	3	1	—	1	—
i-MiEV .....	824	489	144	167	44
Minica Van .....	13	6	1	1	—
Pajero Mini .....	4	1	1	2	—
Toppo .....	2	—	—	—	—
eK Wagon [2nd] .....	20	5	—	—	—
eK Wagon / eK Custom [3rd] .....	30,867	26,513	22,061	31,225	31,628
eK Wagon / eK X [4th] .....	—	—	—	—	1,246
eK Space / eK Space Custom .....	27,020	16,779	12,654	12,726	12,472
Minicab .....	1,819	45	43	30	21
MINICAB-MiEV .....	781	423	205	285	296
MINICAB-MiEV Truck .....	181	126	43	3	3
Minicars - other .....	2	11	1	—	1
Dignity <sup>*2</sup> .....	13	14	7	—	—
Proudia <sup>*2</sup> .....	77	48	36	—	—
Delica D:3 <sup>*2</sup> .....	108	94	100	105	78
Delica Van <sup>*2</sup> .....	307	328	293	260	246
Lancer Cargo <sup>*2</sup> .....	1,151	1,067	770	757	681
Delica D:2 <sup>*3</sup> .....	6,068	5,923	7,125	7,056	5,796
Town Box <sup>*3</sup> .....	982	923	719	782	769
Minicab <sup>*3</sup> .....	12,678	13,443	12,086	11,416	11,342
<b>Registered Vehicles Total</b>	<b>39,578</b>	<b>43,159</b>	<b>31,817</b>	<b>40,915</b>	<b>46,674</b>
<b>Minicars Total</b>	<b>75,196</b>	<b>58,765</b>	<b>47,958</b>	<b>56,638</b>	<b>57,822</b>
<b>Domestically Produced Vehicles Total</b>	<b>110,085</b>	<b>98,078</b>	<b>75,168</b>	<b>93,903</b>	<b>101,452</b>
<b>Imported Vehicles Total</b>	<b>4,689</b>	<b>3,846</b>	<b>4,607</b>	<b>3,650</b>	<b>3,044</b>
<b>Total</b>	<b>114,774</b>	<b>101,924</b>	<b>79,775</b>	<b>97,553</b>	<b>104,496</b>

Notes: Variants produced under the same model are identified by representing the number of generation.

\*1 Including Sportback and Lancer Evolution

\*2 OEM supplied by Nissan Motor Co., Ltd.

\*3 OEM supplied by SUZUKI MOTOR CORPORATION

## Export Shipments

(Unit: Vehicles)

Business Segmentation	2014	2015	2016	2017	2018
North America .....	43,045	69,324	100,339	113,790	<b>121,675</b>
Europe .....	147,668	147,338	123,581	127,336	<b>155,144</b>
Asia .....	39,505	30,751	17,057	12,373	<b>18,837</b>
Oceania .....	43,368	42,801	52,033	65,450	<b>53,822</b>
Middle East & Africa .....	77,672	115,725	69,200	47,882	<b>54,609</b>
Central & South America .....	32,267	26,383	17,367	17,868	<b>25,528</b>
<b>Total</b>	<b>383,525</b>	<b>432,322</b>	<b>379,577</b>	<b>384,699</b>	<b>429,615</b>

Model	2014	2015	2016	2017	2018
Outlander.....	101,446	138,292	119,754	130,067	<b>128,509</b>
Outlander PHEV .....	28,495	29,808	21,191	23,755	<b>46,396</b>
RVR <sup>1</sup> .....	99,061	91,498	136,535	116,172	<b>112,646</b>
Galant Fortis <sup>2</sup> .....	97,102	116,083	52,898	35,805	—
Lancer.....	780	—	—	—	—
Delica .....	780	—	—	—	—
Delica D:5.....	647	624	131	52	—
Eclipse Cross.....	—	—	—	41,371	<b>92,478</b>
i-MiEV <sup>1</sup> .....	2,660	4,266	4,243	2,955	<b>3,415</b>
Pajero .....	52,554	51,751	44,825	34,138	<b>46,171</b>
<b>Total</b>	<b>383,525</b>	<b>432,322</b>	<b>379,577</b>	<b>384,315</b>	<b>429,615</b>

Notes: Variants produced under the same model are identified by representing the number of generation.

\*1 Including commissioned OEM production

\*2 Including Lancer Evolution and Sportback