

## Information by Business Segmentation

### Oceania, Central & South America, Middle East, Africa and Other Regions

#### Oceania

##### Sales Volume by Model

(Unit: Vehicles)

| Model                             | 2014          | 2015          | 2016          | 2017          | 2018           |
|-----------------------------------|---------------|---------------|---------------|---------------|----------------|
| RVR .....                         | 13,084        | 16,212        | 19,057        | 22,231        | 23,850         |
| Delica .....                      | 515           | 6             | —             | —             | —              |
| Galant Fortis <sup>*1</sup> ..... | 11,171        | 9,668         | 7,939         | 8,342         | 6,513          |
| Outlander.....                    | 10,608        | 12,274        | 15,205        | 19,549        | 18,036         |
| Outlander PHEV .....              | 1,144         | 802           | 199           | 692           | 1,020          |
| Pajero .....                      | 6,214         | 5,085         | 4,082         | 3,982         | 3,563          |
| Triton [1st] .....                | 27,876        | 10,749        | —             | —             | —              |
| Triton [2nd] .....                | 84            | 17,539        | 24,725        | 28,599        | 31,065         |
| Pajero Sport [2nd].....           | 1,906         | 2,442         | —             | —             | —              |
| Pajero Sport [3rd].....           | —             | 1,786         | 7,988         | 7,928         | 7,140          |
| Eclipse Cross .....               | —             | —             | —             | 2,171         | 9,524          |
| Mirage.....                       | 5,144         | 4,178         | 4,006         | 1,558         | 1,223          |
| Attrage .....                     | 1,058         | 833           | 131           | —             | —              |
| <b>Total</b>                      | <b>78,804</b> | <b>81,574</b> | <b>83,332</b> | <b>95,052</b> | <b>101,934</b> |

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

\*1 Including Lancer Evolution and Sportback

#### Central & South America

##### Production Volume by Model

(Unit: Vehicles)

| Production Facility / Assembler Model             | 2014          | 2015          | 2016          | 2017          | 2018          |
|---|---------------|---------------|---------------|---------------|---------------|
| HPE (Brazil) Triton (L200 Triton) [1st].....      | 19,740        | 10,290        | 6,180         | 2,430         | —             |
| Triton (L200 Triton Sport) [2nd].....             | —             | —             | 6,060         | 6,330         | 12,180        |
| Pajero Sport (Pajero Dakar) .....                 | 3,750         | 1,710         | 990           | 720           | —             |
| Pajero iO (Pajero TR4) .....                      | 4,500         | —             | —             | —             | —             |
| RVR (ASX).....                                    | 3,870         | 7,560         | 1,740         | 8,018         | 3,964         |
| Galant Fortis (Lancer).....                       | 1,590         | 3,930         | 30            | 1,320         | 1,680         |
| MAV (Venezuela) Pajero Sport (Montero Sport)..... | 1,082         | 408           | —             | —             | —             |
| <b>Total</b>                                      | <b>34,532</b> | <b>23,898</b> | <b>15,000</b> | <b>18,818</b> | <b>17,824</b> |

HPE: HPE Automotores do Brasil Ltda.

Notes:

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

2. ( ) in the model column indicates the local name of each model.

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

##### Sales Volume by Model

(Unit: Vehicles)

| Model                             | 2014           | 2015          | 2016          | 2017          | 2018          |
|-----------------------------------|----------------|---------------|---------------|---------------|---------------|
| Strada .....                      | 2              | —             | —             | —             | —             |
| Triton [1st] .....                | —              | 7,768         | 16,718        | 23,609        | 523           |
| Triton [2nd] .....                | 38,560         | 21,929        | 8,624         | 4,772         | 32,700        |
| Challenger .....                  | —              | —             | —             | 2             | —             |
| Pajero Sport [2nd].....           | —              | 259           | 3,083         | 4,386         | 244           |
| Pajero Sport [3rd].....           | 8,463          | 6,264         | 2,413         | 1,163         | 3,983         |
| Pajero iO .....                   | 7,274          | 82            | 8             | 8             | 2             |
| Pajero .....                      | 2,864          | 2,546         | 1,770         | 1,482         | 1,466         |
| Delica .....                      | 1,545          | 600           | 19            | —             | —             |
| XPANDER.....                      | —              | —             | —             | —             | 56            |
| Outlander [1st].....              | 617            | —             | —             | —             | —             |
| Outlander [2nd] .....             | 9,411          | 13,326        | 10,332        | 8,899         | 6,585         |
| Outlander PHEV .....              | 28             | 96            | 160           | 68            | 44            |
| Galant Fortis <sup>*1</sup> ..... | 7,433          | 6,115         | 4,895         | 1,840         | 2,703         |
| Lancer .....                      | 1,645          | 105           | 3             | 9             | —             |
| Eclipse Cross .....               | —              | —             | —             | —             | 2,406         |
| RVR .....                         | 15,313         | 10,708        | 7,234         | 8,608         | 8,540         |
| i-MiEV .....                      | 6              | 5             | 5             | 36            | 1             |
| Mirage.....                       | 6,452          | 3,791         | 3,084         | 916           | 1,191         |
| Attrage .....                     | 1,448          | 1,284         | 1,578         | 677           | 542           |
| <b>Total</b>                      | <b>101,061</b> | <b>74,878</b> | <b>59,926</b> | <b>56,475</b> | <b>60,986</b> |

Note:

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

2. From FY 2017, Puerto Rico was reclassified from "Central & South Americas" to "North America" in business segmentation.

\*1 Including Lancer Evolution and Sportback

## Middle East, Africa and Other Regions

### Production Volume by Model

(Unit: Vehicles)

| Production Facility / Assembler Model | 2014       | 2015     | 2016     | 2017     | 2018       |
|---------------------------------------|------------|----------|----------|----------|------------|
| SLM (Tunisia) Triton (L200) .....     | 180        | –        | –        | –        | –          |
| PIL (Bangladesh) Pajero Sport .....   | –          | –        | –        | –        | 394        |
| <b>Total</b>                          | <b>180</b> | <b>–</b> | <b>–</b> | <b>–</b> | <b>394</b> |

Note:

- From FY 2018, Bangladesh was reclassified from "Asia" to "Other Regions" in business segmentation.
- ( ) in the model column indicates the local name of each model.

### Sales Volume by Model

(Unit: Vehicles)

| Model                    | 2014           | 2015           | 2016          | 2017          | 2018          |
|--------------------------|----------------|----------------|---------------|---------------|---------------|
| Pajero .....             | 22,462         | 32,559         | 18,674        | 18,013        | 27,859        |
| Delica .....             | 1,277          | 186            | 22            | 3             | 1             |
| Delica D:5 .....         | –              | –              | –             | –             | 2             |
| XPANDER .....            | –              | –              | –             | –             | 616           |
| Outlander [1st] .....    | 93             | 4              | –             | 13            | –             |
| Outlander [2nd] .....    | 3,212          | 5,078          | 5,275         | 3,697         | 2,762         |
| Outlander PHEV .....     | 2              | –              | 3             | 65            | 298           |
| RVR .....                | 5,020          | 3,491          | 4,159         | 4,796         | 2,692         |
| Galant Fortis*1 .....    | 34,260         | 56,965         | 24,119        | 22,783        | 9,924         |
| Lancer .....             | 1,591          | 134            | –             | –             | –             |
| Galant .....             | 96             | –              | –             | –             | –             |
| Triton [1st] .....       | 27,240         | 11,379         | 843           | 1,151         | 288           |
| Triton [2nd] .....       | –              | 9,502          | 12,488        | 14,318        | 23,530        |
| Pajero Sport [2nd] ..... | 2,707          | 1,978          | 557           | 56            | 236           |
| Pajero Sport [3rd] ..... | –              | 262            | 2,520         | 2,849         | 5,368         |
| Eclipse Cross .....      | –              | –              | –             | 302           | 5,782         |
| Mirage .....             | 4,095          | 3,343          | 1,383         | 1,907         | 1,302         |
| Attrage .....            | 4,786          | 1,767          | 857           | 2,309         | 6,241         |
| Others .....             | –              | –              | –             | –             | 1             |
| <b>Total</b>             | <b>106,841</b> | <b>126,648</b> | <b>70,900</b> | <b>72,262</b> | <b>86,902</b> |

Note:

- From FY 2018, India and five other countries was reclassified from "Asia" to "Other," and Turkey and two other countries, from "Europe" to "Middle East" in business segmentation.
  - Variants produced under the same model are identified by representing the number of generation.
- \*1 Including Lancer Evolution and Sportback