

# FY2011 Financial Results

**MIRAGE**



*Mirage all-new "global compact"*

**Mitsubishi Motors Corporation**

**April 26, 2012**

# Summary of FY2011 Results and FY2012 Forecast



**Shuichi Aoto**

**Managing Director**

Head Officer of the Headquarters CSR, Corporate Affairs,  
Controlling & Accounting Group Headquarters

# FY2011 Full-year Results Summary (vs. FY2010 Actual)

## Increased Profits In Severe Operating Climate with Strong Yen and Thai Floods

(100 million yen/000 units)

	FY10 Actual	FY11 Actual	Change	【Reference】 Feb 2 FY11 Forecast
<b>Revenue</b>	<b>18,285</b>	<b>18,073</b>	<b>-212</b>	18,200
<b>Operating Income</b>	<b>403</b>	<b>637</b>	<b>+234</b>	500
<b>Ordinary Income</b>	<b>389</b>	<b>609</b>	<b>+220</b>	400
<b>Net Income</b>	<b>156</b>	<b>239</b>	<b>+83</b>	200
<b>Sales Volume (retail)</b>	<b>987</b>	<b>1,001</b>	<b>+14</b>	1,013
<b>Sales Volume (wholesale)</b>	<b>1,098</b>	<b>1,072</b>	<b>- 26</b>	1,080
<b>(OEM, etc.)</b>	<b>(72)</b>	<b>(87)</b>	<b>(+15)</b>	<b>(87)</b>

Note: Sales volume is counted by the "New Calculation Method". (see p.26) Sales volume of FY2011 refers to preliminary results.

# FY2011 Results Summary (by quarter)

## Achieved Original FY2011 Targets by Building Up Sustainable Profit

(100 million yen/000 units)

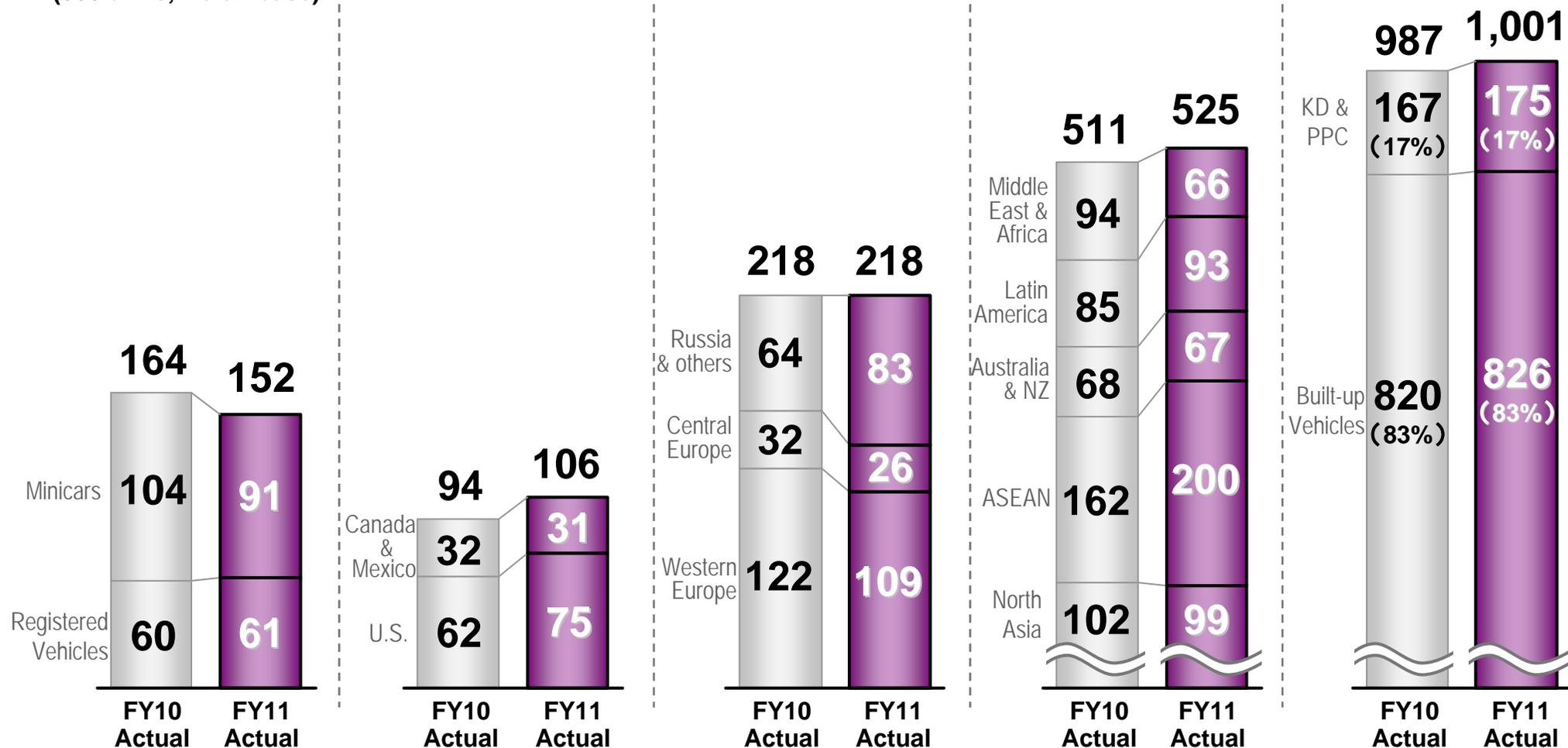
	<u>1Q</u> (Apr-Jun '11)	<u>2Q</u> (Jul-Sep '11)	<u>3Q</u> (Oct-Dec '11)	<u>4Q</u> (Jan-Mar '12)		<u>FY11</u> (Apr '11-Mar '12)
Revenue	<b>4,319</b>	<b>4,756</b>	<b>3,856</b>	<b>5,142</b>		<b>18,073</b>
Operating Income	<b>122</b>	<b>220</b>	<b>43</b>	<b>252</b>		<b>637</b>
Ordinary Income	<b>103</b>	<b>130</b>	<b>56</b>	<b>320</b>		<b>609</b>
Net Income	<b>43</b>	<b>63</b>	<b>30</b>	<b>103</b>		<b>239</b>
Sales Volume (retail)	<b>267</b>	<b>252</b>	<b>236</b>	<b>246</b>		<b>1,001</b>
Sales Volume (wholesale) (OEM, etc.)	<b>252</b>	<b>278</b>	<b>239</b>	<b>303</b>		<b>1,072</b>
	(20)	(16)	(23)	(28)		(87)
<u>Forex Rate</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Plan</u>	<u>Actual</u>	<u>Actual</u>
USD:	82	79	78	76	79	79
EUR:	118	113	106	98	104	111
AUD:	88	84	79	78	83	83

Note: Sales volume is counted by the "New Calculation Method". (see p.26) Sales volume of FY2011 refers to preliminary results.

# FY2011 Regional Sales Volume (vs. FY2010 Actual)

Japan	North America	Europe	Asia & others	Total
<b>Change from FY10 Actual</b>				
- 12 (- 7%)	+ 12 (+ 13%)	±0 (-)	+ 14 (+ 3%)	+ 14 (+ 1%)

(000 units, Retail base)



Note: Sales volume is counted by the "New Calculation Method". (see p.26) Sales volume of FY2011 refers to preliminary results.

# FY2011 Analysis of Operating Income (vs. FY2010 Actual)

(100 million yen)

**FY10  
Actual**

**FY11  
Actual**



**By region:**

Japan	- 21
North America	+18
Europe	+132
Asia & Others	+39



Vol/Mix



**Forex booking rate, in yen**

	FY10	FY11
USD	85	79
EUR	113	111
AUD	81	83
THB	2.75	2.59

**Main items:**

-R&D expenses	- 56
-Indirect labor cost and others	- 50

# FY2011 Ordinary and Net Income (vs. FY2010 Actual)

(100 million yen)

	<b>FY10 Actual</b>	<b>FY11 Actual</b>	<b>Change</b>
<b>Operating Income</b>	<b>403</b>	<b>637</b>	<b>+234</b>
<b>Non-operating Income</b>	<b>- 14</b>	<b>- 28</b>	<b>- 14</b>
<b>Ordinary Income</b>	<b>389</b>	<b>609</b>	<b>+220</b>
<b>Extraordinary Income &amp; Tax</b>	<b>- 233</b>	<b>- 370</b>	<b>- 137</b>
<b>Net Income</b>	<b>156</b>	<b>239</b>	<b>+83</b>

# FY2011 Balance Sheet (vs. end of FY2010)

(100 million yen)

	Mar. 31, 2011	Mar. 31, 2012	Change
<b>Total Assets</b>	<b>13,125</b>	<b>13,213</b>	<b>+ 88</b>
Cash & cash deposits	3,171	3,116	- 55
Accounts receivable	1,144	1,462	+ 318
Inventory	1,893	1,875	- 18
PP&E	3,836	3,767	- 69
<b>Total Liabilities</b>	<b>10,644</b>	<b>10,557</b>	<b>- 87</b>
Accounts payable	2,786	3,174	+ 388
Interest-bearing debt	3,979	3,481	- 498
<b>Net Assets</b>	<b>2,481</b>	<b>2,656</b>	<b>+ 175</b>

# FY2012 Regional Sales Volume Forecast (vs. FY2011 Actual)

Japan	North America	Europe	Asia & others	Total
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Change from FY11 Actual

**+ 15**  
(+ 10%)

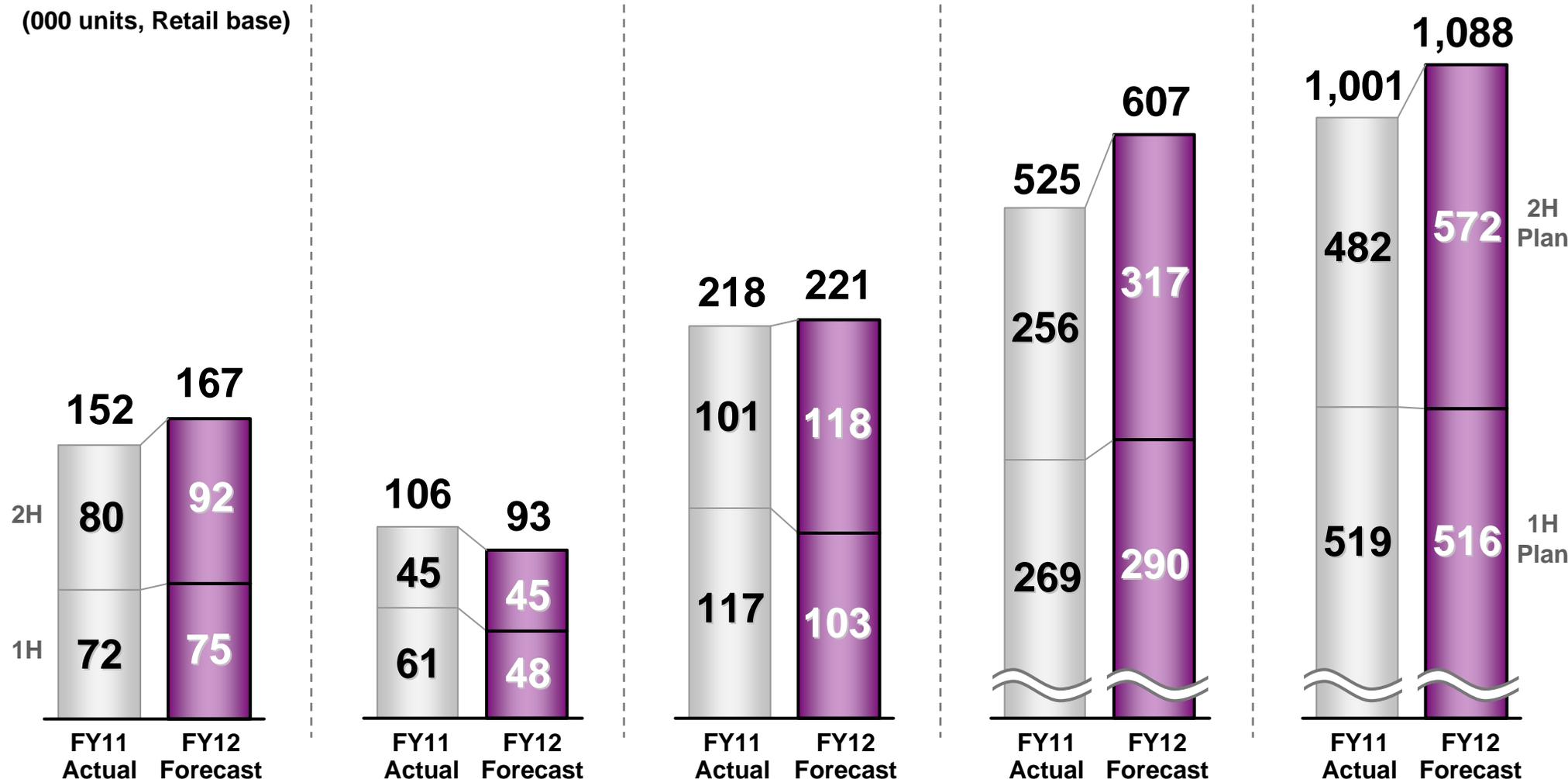
**- 13**  
(- 13%)

**+ 3**  
(+ 1%)

**+ 82**  
(+ 15%)

**+ 87**  
(+ 9%)

(000 units, Retail base)



Note: Sales volume of FY2011 refers to preliminary results.

## Aim for Increased YoY Revenue and Profit

(100 million yen/000 units)

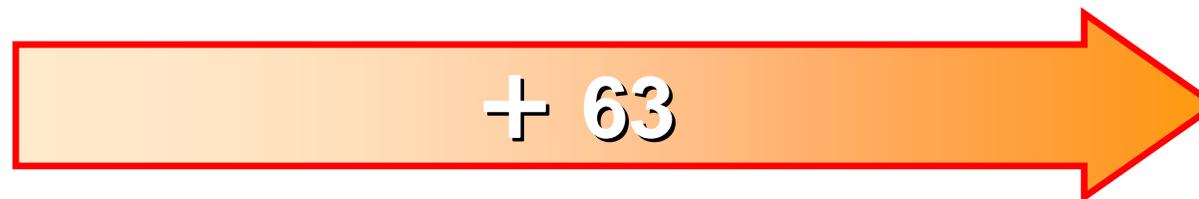
	<u>FY11 Actual</u>	<u>FY12 Forecast</u>	<u>Change</u>
Revenue	<b>18,073</b>	<b>19,800</b>	<b>+1,727</b>
Operating Income	<b>637</b>	<b>700</b>	<b>+63</b>
Ordinary Income	<b>609</b>	<b>520</b>	<b>- 89</b>
Net Income	<b>239</b>	<b>250</b>	<b>+11</b>
Sales Volume (Retail)	<b>1,001</b>	<b>1,088</b>	<b>+87</b>
Sales Volume (wholesale)	<b>1,072</b>	<b>1,208</b>	<b>+136</b>
(OEM, etc.)	<b>(87)</b>	<b>(104)</b>	<b>(+17)</b>
<u>Forex Rate</u>	<u>Actual</u>	<u>Plan</u>	
USD:	79	78	
EUR:	111	103	
AUD:	83	82	
THB:	2.59	2.75	

Note: Sales volume of FY2011 refers to preliminary results.

# FY2012 Analysis of Operating Income (vs. FY2011 Actual)

(100 million yen)

**FY11  
Actual**



**FY12  
Forecast**

**By region:**

Japan	+80
North America	+20
Europe	+30
Asia & Others	+300



Sales  
Expenses



Forex



Combined  
impact of raw  
material price  
/ cost reduction



Others



Vol/Mix

**Forex booking rate, in yen**

	<u>FY11</u>	<u>FY12</u>
USD	79	78
EUR	111	103
AUD	83	82
THB	2.59	2.75

**Main items:**

- R&D expenses	- 140
- Indirect labor cost and others	- 77



*Concept* **PX-MiEV II**



# FY2012 Business Plan



*Mirage all-new "global compact"*

**Osamu Masuko**

**President**

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## FY2011

- Exceeded the profit target, overcoming numerous challenges despite having a “year of severe operating climate”
- Bolstering our strength: prepare for launching the new *Mirage* in Thailand, decision made to end production in Europe, etc.

## FY2012

- Year of preparation for future increase in profits
- Further promotion of projects for the “growth and leap forward”

Product Development: Introduction and expansion of new models  
the new *Mirage*, the new *Outlander*, PHEVs, etc.

Production: Expansion of local production in Thailand, China, Russia,  
and other emerging countries

Sales: Further promotion of “ASEAN Challenge 12”

- Work toward achieving the operating goals in final year of the “*Jump 2013*”

Concentrate resources in emerging markets and environmental initiatives with rollout of new models in FY2012

- Expand rollout of the new *Mirage* to the global market
- Introduction of the new *Outlander*
- Introduction of PHEV based on the new *Outlander*
- Introduction of Mini-truck EV

## MIRAGE



The new *Mirage*

The new *Outlander*



## Concept PHEV II



Mini Truck EV



## Optimize introduction of EV/PHEV/HEV vehicles based on market trends

- Establish base for EV/PHEV/HEV technology  
Expand selection of EV/PHEV/HEV, establishing PHEV/HEV technologies derived from EV technologies
- Shift in market trends  
Mature Markets: Sluggish due to Eurozone debt crises, demand for cheaper models  
Emerging Markets: Solid growth in ASEAN and other markets, importance increasing
- Choose the optimal technologies per market based on: cruising range, affordability, and infrastructure

Segment	Minicar/Compact	Compact Sedan	SUV
Technologies	EV	HEV	
			PHEV

- Release 7 models of EV/PHEV/HEV vehicles during FY2014-2016

**FY2011-13 JUMP 2013**



**MINICAB-MiEV**  
Mini Commercial EV  
Introduced Dec. 2011



**PHEV**



**Mini-truck EV**

**FY2014-16**

Release 7 models of EV/PHEV/HEV

## Emerging countries: Enhancing prod. capacity



*Pajero Sport*

- Thailand : Complete a brand-new third factory in April and establish system for export of the new *Mirage*. Increased production capacity of the *Pajero Sport* and Triton at the #1 and #2 factories.
- Indonesia : Start local production of the *Outlander Sport* at a new factory. (Jul)
- Russia : Launch local production of the new *Outlander* for the Russian market at PCMA Rus. (Nov)
- China : Establish a 50/50 joint venture company with Guangzhou Automobile Group. Launch local production of a new model at the new company. (Oct)
- India : Launch local production of the *Pajero Sport*. (Sep)

## Advanced Countries: Adjusting prod. capacity

- Japan : Efficient use of existing production facilities by controlling output according to the movement of the strong yen. Start production of the new *Outlander* at the Okazaki Plant. (May)
- US : Start of local production of the *Outlander Sport*. (Jul)  
Expansion of markets to export from the U.S. plant.
- Netherlands : Production of Mitsubishi vehicles at NedCar will finish at the end of 2012. No new model to be produced.

**FY2012 : Overseas production ratio will be raised as overseas production increases**

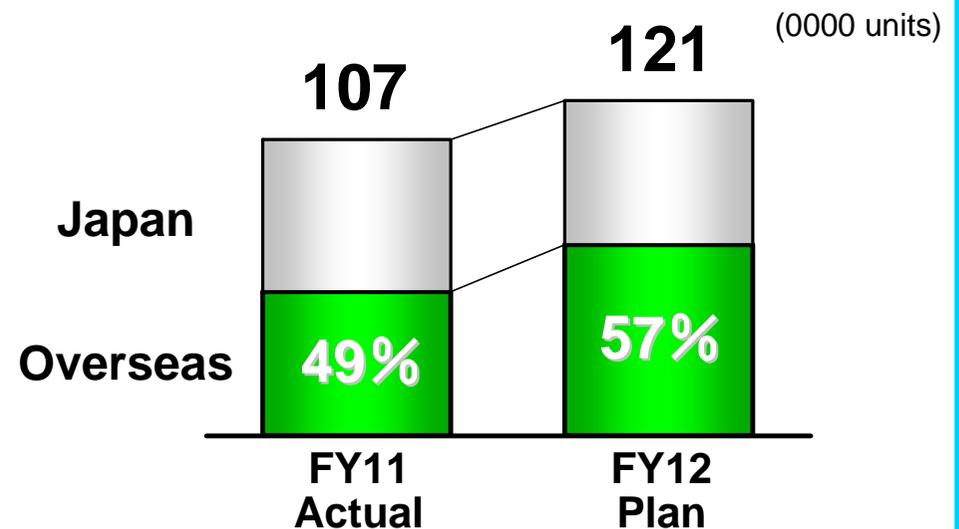
**FY2011(Actual)**

**49%**



**FY2012(Plan)**

**57%**



## ***ASEAN Challenge 12: Expand sales in emerging markets***

Ramp up activities to achieve 12% market share in five major ASEAN countries as described in the *ASEAN Challenge 12* plan by FY2015

### ■ **FY2011**

- Thailand : Despite a one month of disruption in production, achieved a sales volume of 74K units, increased of 55% YoY, buoyed by high sales of the *Triton* and *Pajero Sport*.
- ASEAN region : Sales volume of 200K units achieved, increased of 24% YoY.
- Increased market share in five major ASEAN countries
  - Thailand, Indonesia, the Philippines, Malaysia, and Vietnam

**FY2010 6.5% ⇒ FY2011 7.9%**

### ■ **FY2012-on**

- Achieve annual sales volume of 100K units in major countries : Thailand (FY2012)  
Indonesia (FY2013)

## Expand aftersales business and improve quality of service

- Re-Organization of the Global Aftersales Division into two offices;  
*After Sales Office* and *Service Office* (Apr)

Improve aftersales business and improve quality of service

## Move forward with logistic reforms on a global scale

- Establish a new *Group Logistics Optimization Office* under the control of the VP of Overseas Operations (Apr)
- Form a system to optimize the entire Mitsubishi Motors Group

# FY2012 Regional Sales Volume Forecast (vs. FY2011 Actual)

Japan	North America	Europe	Asia & others	Total
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Change from FY11 Actual

**+ 15**  
(+ 10%)

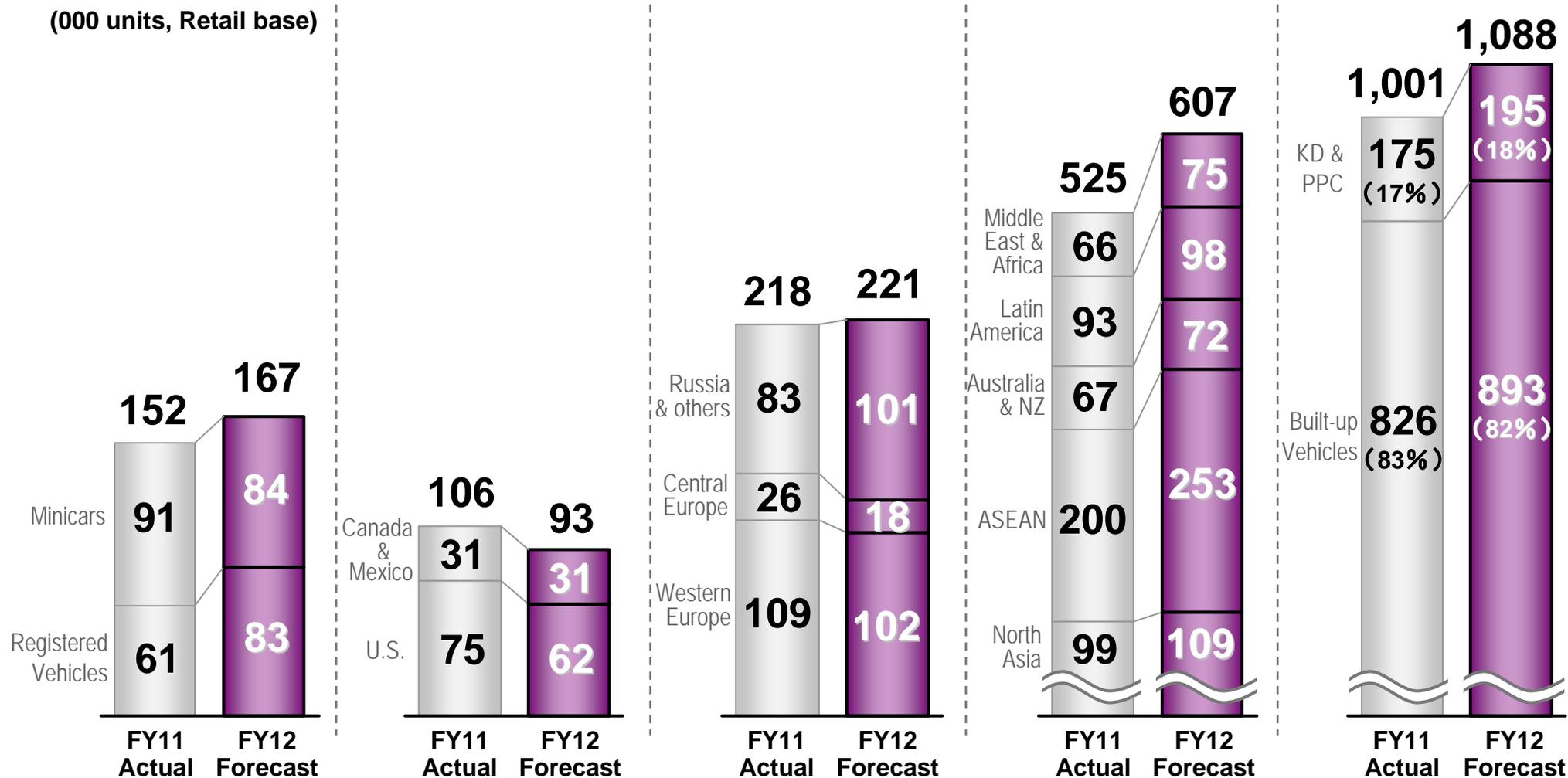
**- 13**  
(- 13%)

**+ 3**  
(+ 1%)

**+ 82**  
(+ 15%)

**+ 87**  
(+ 9%)

(000 units, Retail base)



Note: Sales volume of FY2011 refers to preliminary results.

# Introduction of the new *MIRAGE* Global Strategic Vehicle

Good Start of Sales in Thailand since sales commenced in March

## ■ *MIRAGE* concept

- Compact / Affordable / High fuel efficiency
- To be introduced in both emerging markets expected to grow, and advanced markets where demand for smaller vehicles is growing
- Entry model in Mitsubishi Motors' lineup
  - Compact car that can comfortably seat five adults
- New 1.0-liter & 1.2-liter 3-cylinder engines with:
  - Variable valve timing (MIVEC\*<sup>1</sup>)
  - Idling-stop system (AS&G\*<sup>2</sup>)
  - Regenerative braking system
  - Low aerodynamic drag and lightweight body

## ■ Production sites

- New Third Factory at MMTh (Thailand)
- Full production begun from April

※<sup>1</sup> MIVEC : Mitsubishi Innovative Valve timing Electronic Control system

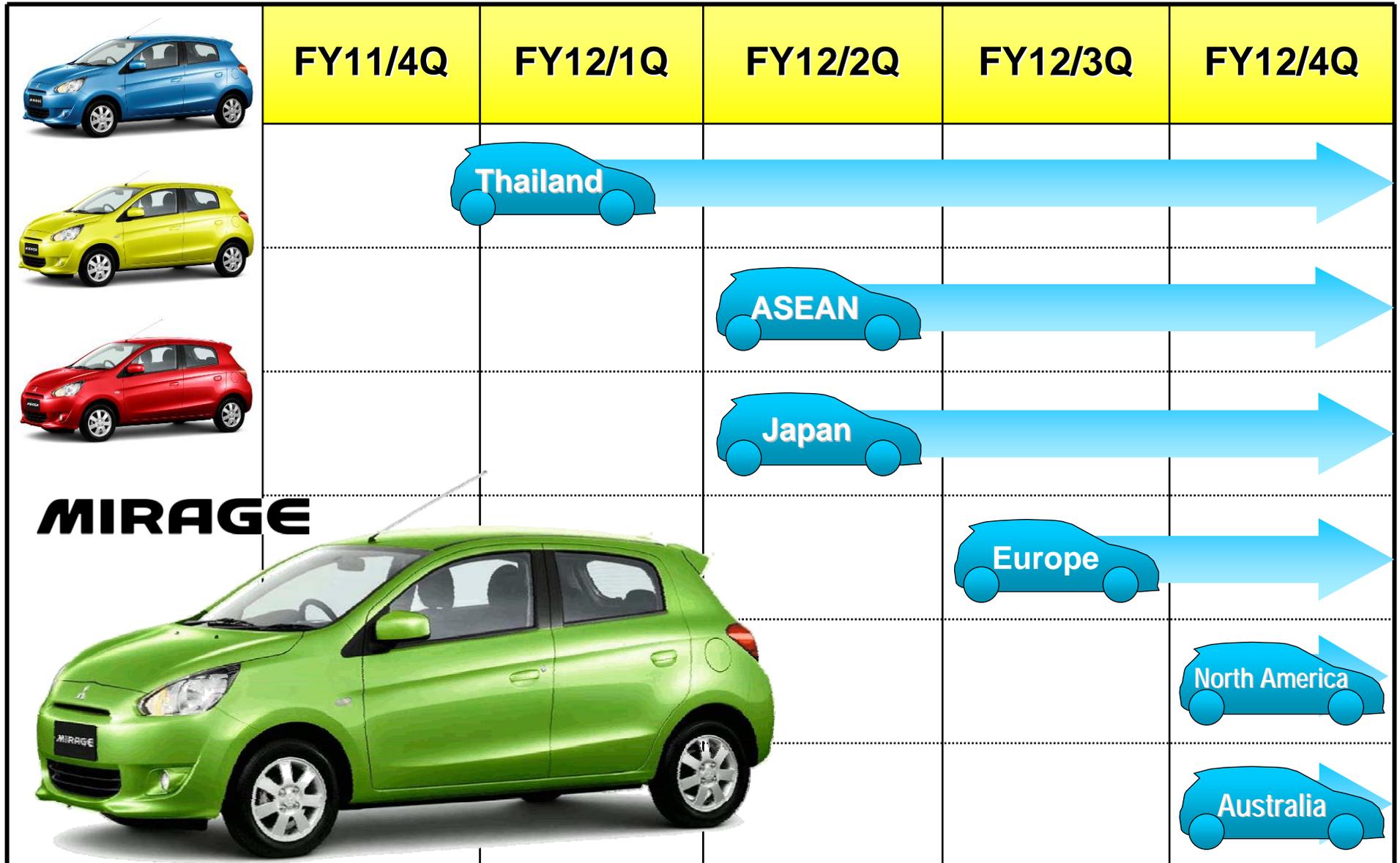
※<sup>2</sup> AS&G : Auto Stop & Go

**MIRAGE**

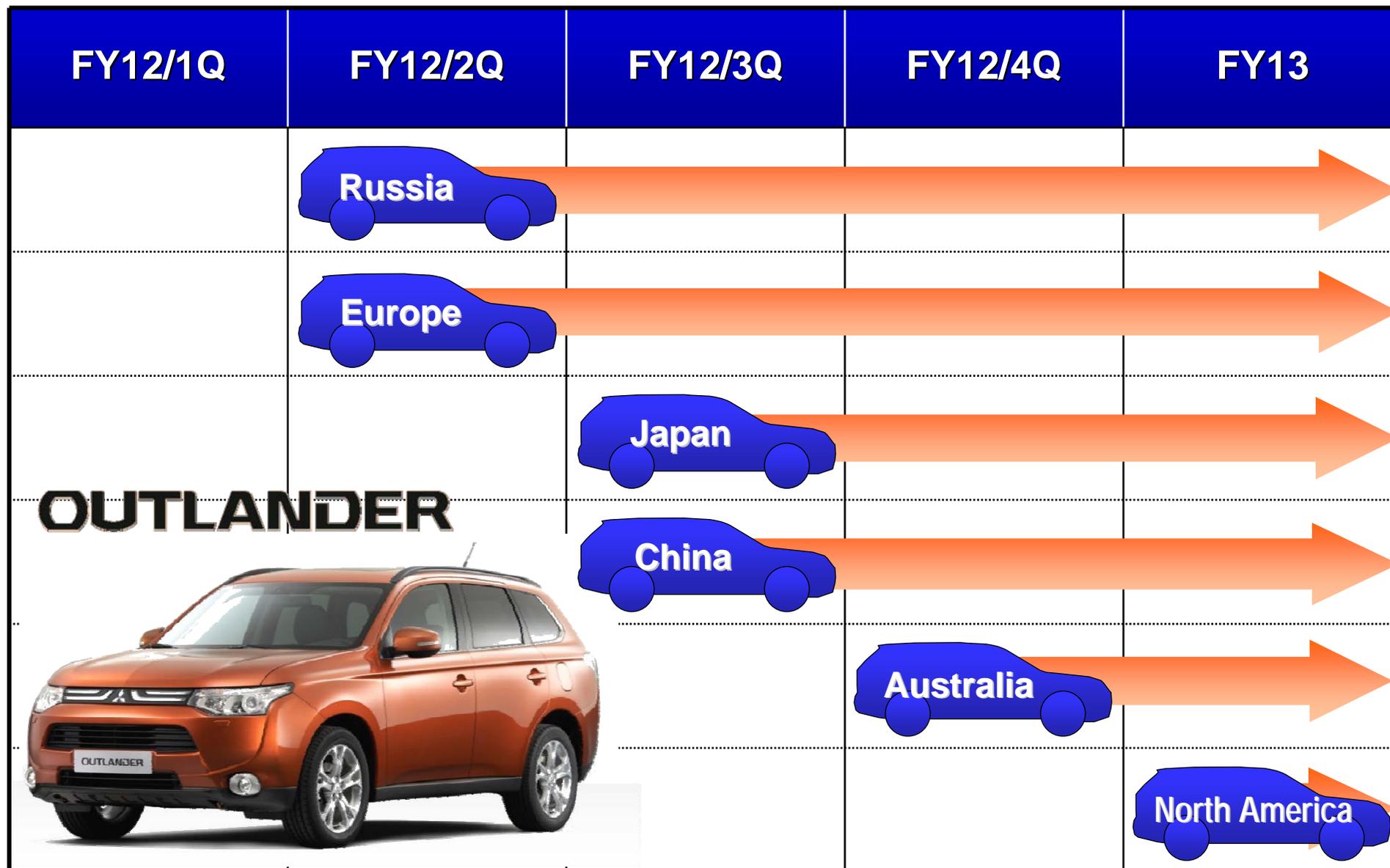


The new *Mirage* production line at MMTh's third factory

# Rollout Plan for the All-new *Mirage*



# Rollout Plan for the next-generation *Outlander*



## ■ FY2011 Operating Results

Increased Profits In Harsh Operating Climate with Strong Yen and Thai Floods

- **Retail Sales Volume:** 1,001K units, 1% up YoY (increased in ASEAN, N.A., and Central & South America)
- **Wholesale Sales Volume:** 1,072K units, 2% down YoY (increased in ASEAN while decreased in Middle East/Africa and Europe)
- **Revenue:** 1,807.3 billion yen, 1% down YoY
- **Operating Profit:** 63.7 billion yen, 58% up YoY, 23.4 billion yen up YoY  
(Offset strong yen with cost reduction and improving model mix)
- **Net Profit:** 23.9 billion yen, 53% up YoY, 8.3 billion yen up YoY

## ■ FY2012 Forecasts

Aim for increased Profits, Revenue, and Sales Volume with Global Rollout of New Models

- **Retail Sales Volume:** 1,088K units, 8% up YoY (increases in Asia, Europe, and Japan)
- **Wholesale Sales Volume:** 1,208K units, 13% up YoY (increases in Asia, Europe, and Japan)
- **Revenue:** 1,980.0 billion yen, 10% up YoY
- **Operating Profit:** 70.0 billion yen, 10% up YoY **Net Profit:** 25.0 billion yen, 5% up YoY

## ■ FY2013 (last year of *JUMP 2013*) Operating Targets

No Change to Targets, Push Structural Reforms, Even with the Strong Yen

# Additional Information



**the next-generation *Outlander***

## Outline

### ■ New calculation method (from FY2011)

- Retail volume: Count only MMC-brand products  
Change “Russia/Ukraine” to “Russia & Others” (Russia, Ukraine, Kazakhstan)
- Wholesale Volume: Include OEM sales in count

### ■ Former calculation method

- Retail Volume: Included Non-MMC brand products.
- Wholesale Volume: OEM sales were not included.

<b>FY2010 Results</b> (000 Units)	<u>Former method</u>		<u>Volume Adjustment</u>		<u>New Method</u>
<b>Retail Volume</b>	<b>1,105</b>	<b>–</b>	<b>118</b>	<b>=</b>	<b>987</b>
<b>Wholesale Volume</b>	<b>1,045</b>	<b>+</b>	<b>53</b>	<b>=</b>	<b>1,098</b>

# FY2011 Regional Sales Volume (by quarter, vs. FY2010 Actual)

Japan	North America	Europe	Asia & others	Total
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Change from FY10 Actual

- 12  
(- 7%)

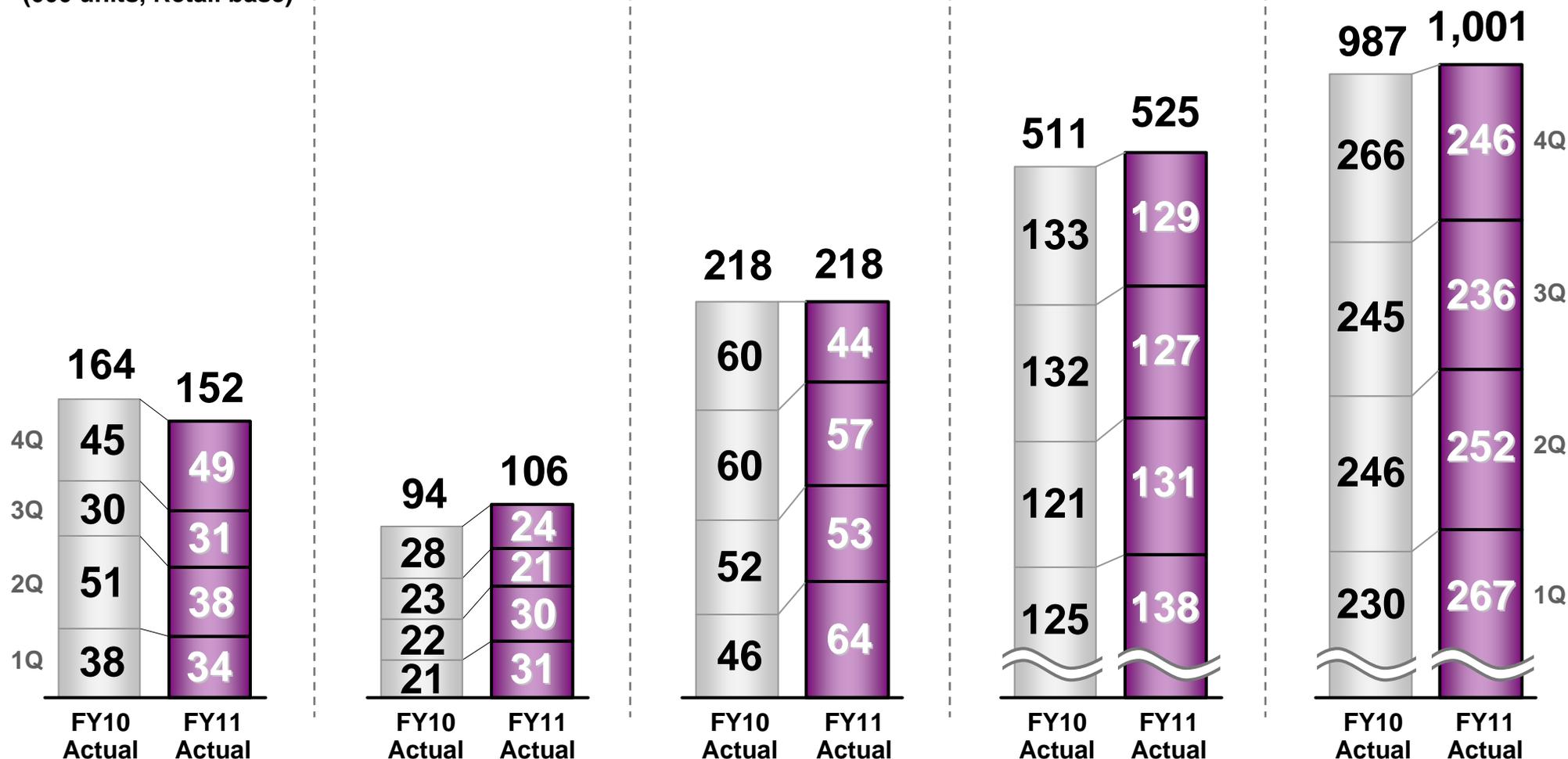
+ 12  
(+ 13%)

±0  
(-)

+ 14  
(+ 3%)

+ 14  
(+ 1%)

(000 units, Retail base)



Note: Sales volume is counted by the "New Calculation Method". (see p.26) Sales volume of FY2011 refers to preliminary results.

# FY2011 Regional Results (vs. FY2010 Actual)

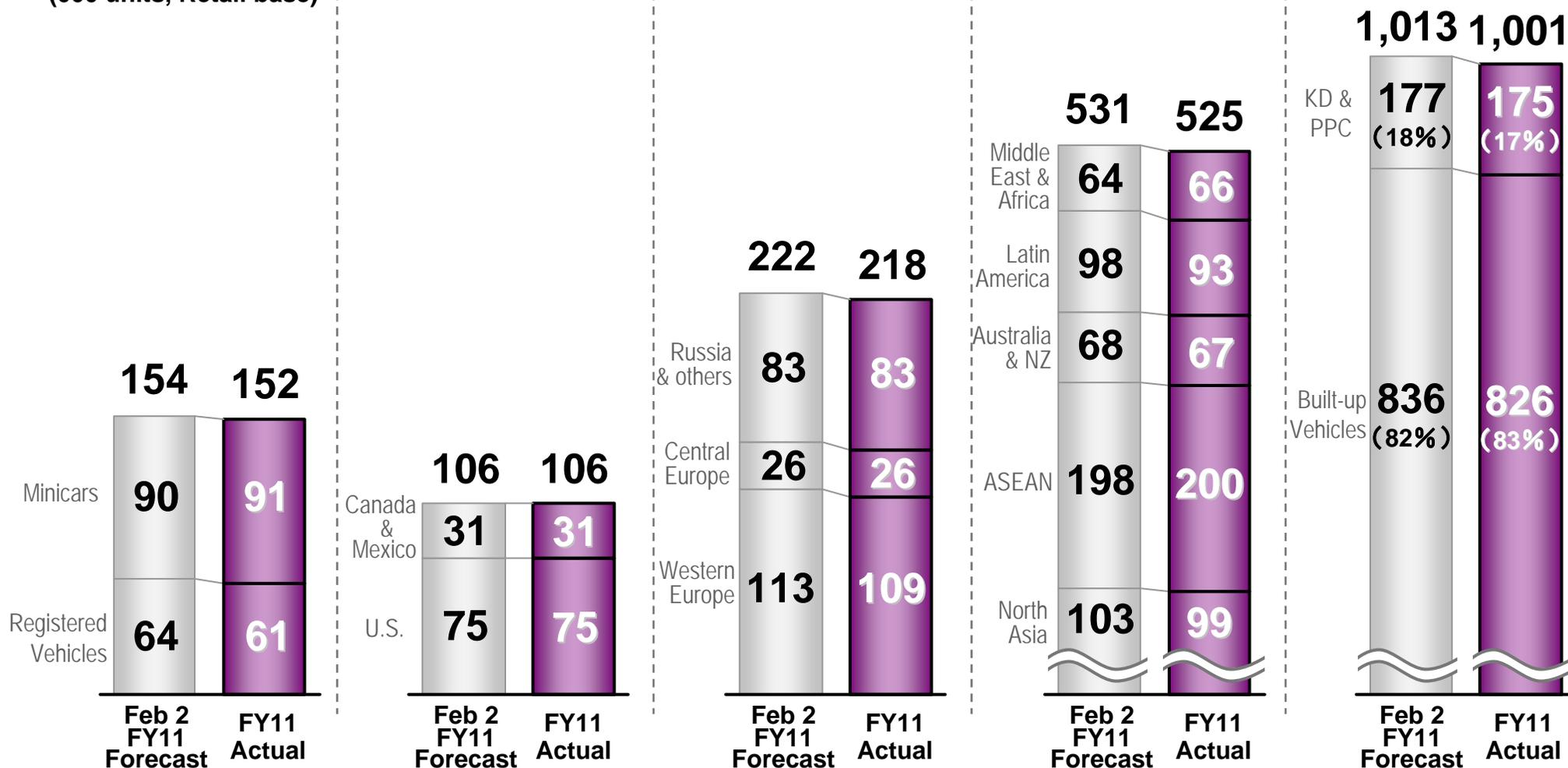
(100 million yen)

	FY10 Actual	FY11 Actual	Change	【Reference】 Feb. 2 FY11 Forecast
<b>Revenue</b>	18,285	18,073	-212	18,200
Japan	3,633	3,571	-62	3,700
North America	1,898	1,952	+54	1,800
Europe	4,900	4,748	-152	4,600
Asia & Others	7,854	7,802	-52	8,100
<b>Operating Income</b>	403	637	+234	500
Japan	51	68	+17	50
North America	-279	-262	+17	-290
Europe	-264	-156	+108	-220
Asia & Others	895	987	+92	960

# FY2011 Regional Sales Volume (vs. Feb 2 FY2011 Forecast)

Japan	North America	Europe	Asia & others	Total
<b>Change from Feb 2 FY11 Forecast</b>				
- 2 (- 2%)	±0 ( - )	- 4 (- 2%)	- 6 (- 1%)	- 12 (- 1%)

(000 units, Retail base)



Note: Sales volume of FY2011 refers to preliminary results.



# FY2012 Forecast Summary (vs. FY2011 Actual, by half and total)

(100 million yen/000 units)

	FY2011			FY2012		
	1H Actual	2H Actual	Full-year Actual	1H Forecast	2H Forecast	Full-year Forecast
<b>Revenue</b>	<b>9,075</b>	<b>8,998</b>	<b>18,073</b>	<b>9,200</b>	<b>10,600</b>	<b>19,800</b>
<b>Operating Income</b>	<b>342</b>	<b>295</b>	<b>637</b>	<b>220</b>	<b>480</b>	<b>700</b>
<b>Ordinary Income</b>	<b>233</b>	<b>376</b>	<b>609</b>	<b>180</b>	<b>340</b>	<b>520</b>
<b>Net Income</b>	<b>106</b>	<b>133</b>	<b>239</b>	<b>90</b>	<b>160</b>	<b>250</b>
<b>Sales Volume (retail)</b>	<b>519</b>	<b>482</b>	<b>1,001</b>	<b>516</b>	<b>572</b>	<b>1,088</b>
<b>Sales Volume (Wholesale)</b>	<b>530</b>	<b>542</b>	<b>1,072</b>	<b>564</b>	<b>644</b>	<b>1,208</b>
<b>(OEM, etc.)</b>	<b>(36)</b>	<b>(51)</b>	<b>(87)</b>	<b>(47)</b>	<b>(57)</b>	<b>(104)</b>

Note: Sales volume of FY2011 refers to preliminary results.

# FY2012 Regional Forecast (vs. FY2011 Actual)

(100 million yen)

	FY11 Actual	FY12 Forecast	Change
<b>Revenue</b>	<b>18,073</b>	<b>19,800</b>	<b>+1,727</b>
Japan	3,571	4,000	+429
North America	1,952	1,700	-252
Europe	4,748	4,700	-48
Asia & Others	7,802	9,400	+1,598
<b>Operationg Income</b>	<b>637</b>	<b>700</b>	<b>+63</b>
Japan	68	80	+12
North America	-262	-280	-18
Europe	-156	-270	-114
Asia & Others	987	1,170	+183

## ■ Japan

- Increase sales volume rolling out new models  
Introduction of the all-new *Mirage* and new *Outlander*
- Expand lineup of models with EV/PHEV/HEV vehicles
- Ensure profitability by bolstering *Aichaku* project activities
- Efficient use of production facilities by controlling output according to the movement of the strong yen

## ■ United States

- In July, Start of local production of the *Outlander Sport* and expansion of markets to export from the U.S. plant

## ■ Europe

- End production of Mitsubishi vehicles at Netherlands plant at the end of 2012.
- Introduction of the new *Outlander* and all-new *Mirage*
- Commence local production of the *Outlander* for the Russian market (Nov)



**U.S.-made *Outlander Sport***

# Initiatives in Major Markets in FY2012 - 2

- China
  - Establish a 50/50 joint venture company with Guangzhou Automobile Group and increase production capacity by introducing a new model at the new company
- Thailand
  - Expand production/sales and ensure smooth production of the all-new *Mirage*
  - Expand production/sales of the *Triton* and *Pajero Sport*
- ASEAN
  - Sequentially roll out the all-new *Mirage* throughout the region
  - Commence local production of a compact SUV (*RVR/ASX/Outlander Sport*) in Indonesia and Malaysia
- Brazil
  - Consider ways to increase collaboration with local partner, including rollout of a new model
  - With Brazil keeping the increase of 30% in its IPI tax, consider ways to expand local production



**Pajero Sport**



**Compact SUV  
(RVR/ASX/  
Outlander Sport)**

# The next-generation *Outlander*

## ■ Concept of the next-generation *Outlander*

- Outstanding environmental performance:

Class-topping fuel consumption and CO<sub>2</sub> emission levels

New-generation MIVEC\*<sup>1</sup> engine employed with new variable valvetrain

MMC's own clean diesel engine

Idle-stop system (AS&G\*<sup>2</sup>)

Eco-friendly driving system

- Enhanced levels of safety borne from advanced safety technologies
  - Adaptive Cruise Control System
  - Lane Departure Warning System, etc.
- High-quality, user-friendly interior

## ■ Production locations

- Okazaki Plant and local production in Russia

## ■ Start of sales

- First launch in Russia this summer, followed by Europe, Japan, and other countries in the world.
- Plug-in hybrid version of the model currently under development will be introduced during fiscal 2012.



**The next-generation *Outlander***

\*<sup>1</sup> MIVEC : Mitsubishi Innovative Valve timing Electronic Control system

\*<sup>2</sup> AS&G : Auto Stop & Go

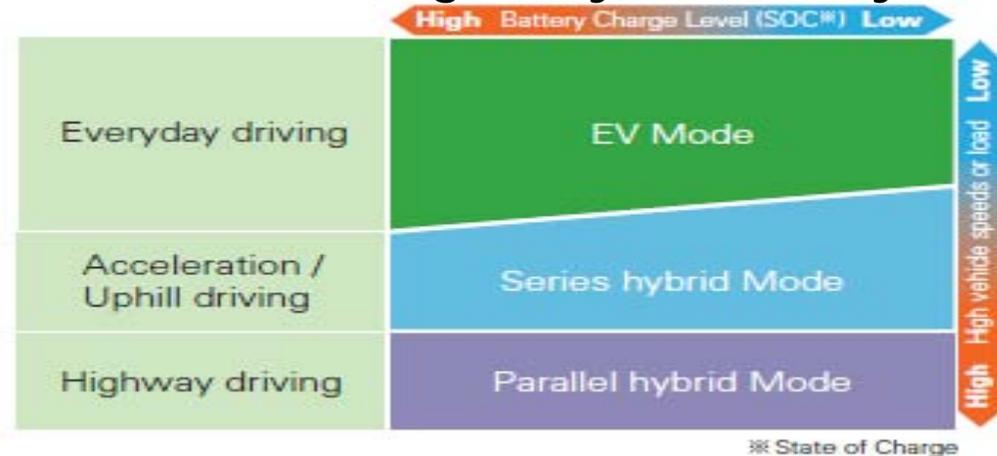
# The MITSUBISHI Concept PX-MiEV II Eco-SUV



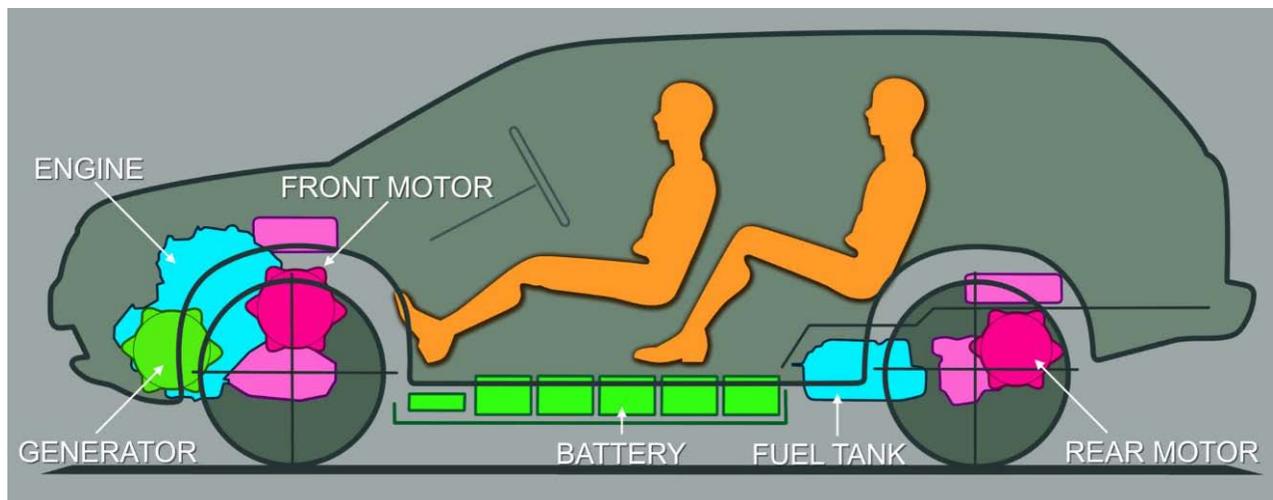
## Concept PX-MiEV II

PHEV displayed at the 2011 Tokyo Motor Show

## MITSUBISHI Plug-in Hybrid EV System



- Target EV Cruising Range : more than 50km
- Target Combined Cruising Range : more than 800km
- Target Fuel Efficiency : more than 60km/L



### System Structure

#### 1. EV Components

- Drive Battery
- F/R Electric Motors
- F/R Inverters

#### 2. IC\* Engine/Fuel Tank

#### 3. Generator

\*Internal Combustion

# Rollout Plan for Electric-powered Models

	FY2009	FY2010	FY2011	FY2012
<b>Japan</b>	<p><b>Fleet Sales</b> From Jul. 2009</p> <p><b>Sales to Individuals</b> From Apr. 2010</p> <p><b>Roll out of G and M trim levels</b> From Jul. 2011</p>			
	<p><i>i-MiEV</i></p>  <p>Units Sold : 1.4K</p>	<p><i>MINICAB-MiEV</i></p>  <p>Units Sold : 2.6K</p>	<p>Units Sold : 5K</p>	<p><b>Mini commercial EV</b> From Dec. 2011</p> <p><i>Concept PX-MiEV II</i></p>  <p><b>Mini-truck EV</b></p> <p><b>PHEV</b></p>
<b>Overseas</b>	<p><b>RHD vehicles (Hong Kong, England, etc.)</b> From Fall 2009</p> <p><b>Europe (LHD markets incl.) / OEM to PSA Peugeot Citroën</b> From Oct. 2010</p> <p><b>N. America</b> From Nov. 2011</p>			
	<p><i>i-MiEV</i> for Europe</p>  <p>Units Sold : 0.2K</p>	<p>Units Sold : 5.6K</p>	<p>Units Sold : 11K</p>	<p><i>i-MiEV</i> for North America</p> 

# The i-MiEV New-generation Electric Vehicle

## Great Improvements to Japanese-market



### Well-equipped and longer-range G model

- Range/charge : 180km (JC08 cycle)
  - Rated battery capacity : 16.0kWh
  - Motor maximum output : 47kW [64PS]
  - Battery charging time
    - Home charging : 7 hours (100%)
    - Quick-charging : 30 min. (80%)
  - MSRP : ¥3,800,000
  - Subsidies : ¥960,000
- Mitsubishi Multi-entertainment System (car navigation)  
■ Keyless operation system ■ Driver/passenger heated seats  
■ Leather-wrapped steering wheel and shifter knob

### ¥1.88 million\*1 entry-level M model

- Range/charge : 120km (JC08 cycle)
- Rated battery capacity : 10.5kWh
- Motor maximum output: 30kW [41PS]
- Battery charging time
  - Home charging : 4.5 hours (100%)
  - Quick-charging\*2 : 15 min. (80%)
- MSRP : ¥2,600,000
- Subsidies : ¥720,000



\*1: Japanese "Clean Vehicle" subsidies included. \*2 Factory option on the M model.

# Mini-commercial vehicle: the *MINICAB-MiEV* in Japan



MINICAB MiEV

*The EV goes to work.*

Two versions of the *MINICAB-MiEV* are offered, each with different battery capacities.



¥2.02 million\*<sup>1</sup> 16.0kWh version

- Range/charge : 150km (JC08 cycle)
- Rated battery capacity : 16.0kWh
- Motor maximum output : 30kW [41PS]
- Battery charging time
  - Regular charging : 7 hours (100%)
  - Quick-charging\*<sup>2</sup> : 35 min. (80%)
- MSRP : ¥2,950,000\*<sup>3</sup>
- Subsidies : ¥960,000

¥1.73 million\*<sup>1</sup> 10.5kWh version

- Range/charge : 100km (JC08 cycle)
- Rated battery capacity : 10.5kWh
- Motor maximum output: 30kW [41PS]
- Battery charging time
  - Home charging : 4.5 hours (100%)
  - Quick-charging\*<sup>2</sup> : 15 min. (80%)
- MSRP : ¥2,400,000\*<sup>3</sup>
- Subsidies : ¥670,000

\*1: Japanese "Clean "Vehicle" subsidies included. \*2 Factory option on the M model.\*3: Two-seater version

# Core Models Produced and Sold in Japan

EVs



***i-MiEV***



***MINICAB-MiEV***

Minicars



***eK Wagon***



***Pajero Mini***

Sports cars & SUVs



***Galant Fortis  
(Lancer)***



***Lancer Evolution X***



***RVR  
(ASX/Outlander Sport)***



***Outlander***



***Pajero***

# Core Models Produced and Sold Outside of Japan

## Thailand-produced (MMTh)

The *Mirage*

"global strategic vehicle"  
produced from March



**Triton/L200**



**Pajero Sport**

## China-produced (SEM, GACCF)



**Lancer EX**



**Pajero**

## U.S.-produced (MMNA)

**Galant**



## Russia-produced (PCMA Rus)

**Outlander**



## Netherlands-produced (NedCar)

**Colt**



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- Changes in laws, regulations and government policies; and**
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