

# FY2013 First Quarter Financial Results



*Attrage*

**Mitsubishi Motors Corporation**

---

**July 30, 2013**

# FY2013 1Q Results Summary (vs. FY2012 1Q Actual)

Although Net Sales Decreased, Operating Income Increased  
Operating Results Trending Along the Lines of April 25 Forecast

	FY12 1Q Actual	FY13 1Q Actual	Change	(100 million yen/000 units) Apr 25 FY13 1H Forecast
<b>Net Sales</b>	<b>4,193</b>	<b>4,094</b>	<b>- 99</b>	<b>10,000</b>
<b>Operating Income</b>	<b>149</b>	<b>160</b>	<b>+11</b>	<b>360</b>
<b>Ordinary Income</b>	<b>142</b>	<b>223</b>	<b>+81</b>	<b>340</b>
<b>Net Income</b>	<b>200</b>	<b>164</b>	<b>- 36</b>	<b>190</b>
<b>Sales Volume (retail)</b>	<b>239</b>	<b>249</b>	<b>+10</b>	<b>544</b>
<b>Sales Volume (wholesale)</b>	<b>258</b>	<b>250</b>	<b>- 8</b>	<b>597</b>
<b>(OEM and joint development models, etc.)</b>	<b>(22)</b>	<b>(31)</b>	<b>(+9)</b>	<b>(85)</b>

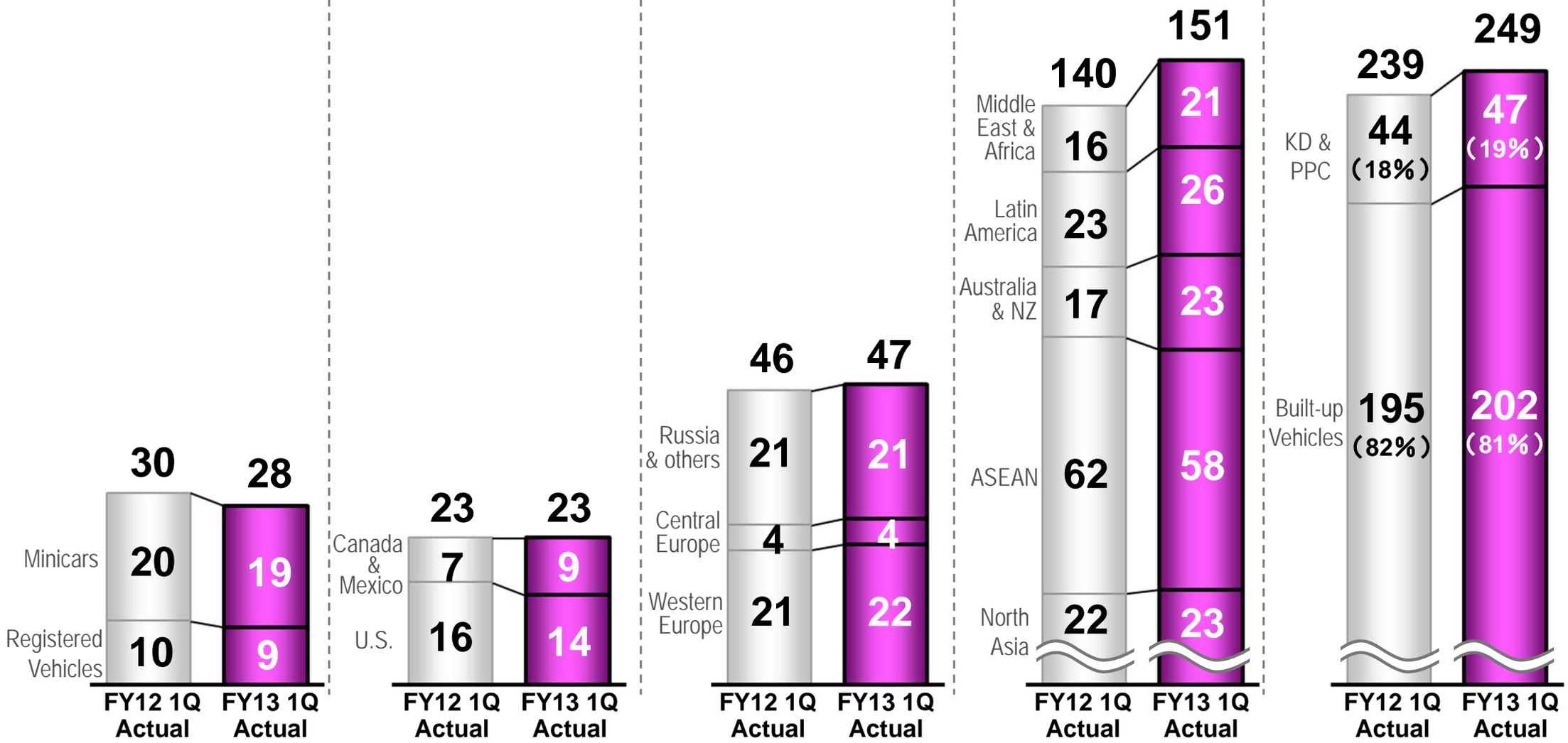
Note: Sales volume of FY2013 1Q refers to preliminary results.

# FY2013 1Q Regional Sales Volume (vs. FY2012 1Q Actual)

Japan	North America	Europe	Asia & others	Total
-------	---------------	--------	---------------	-------

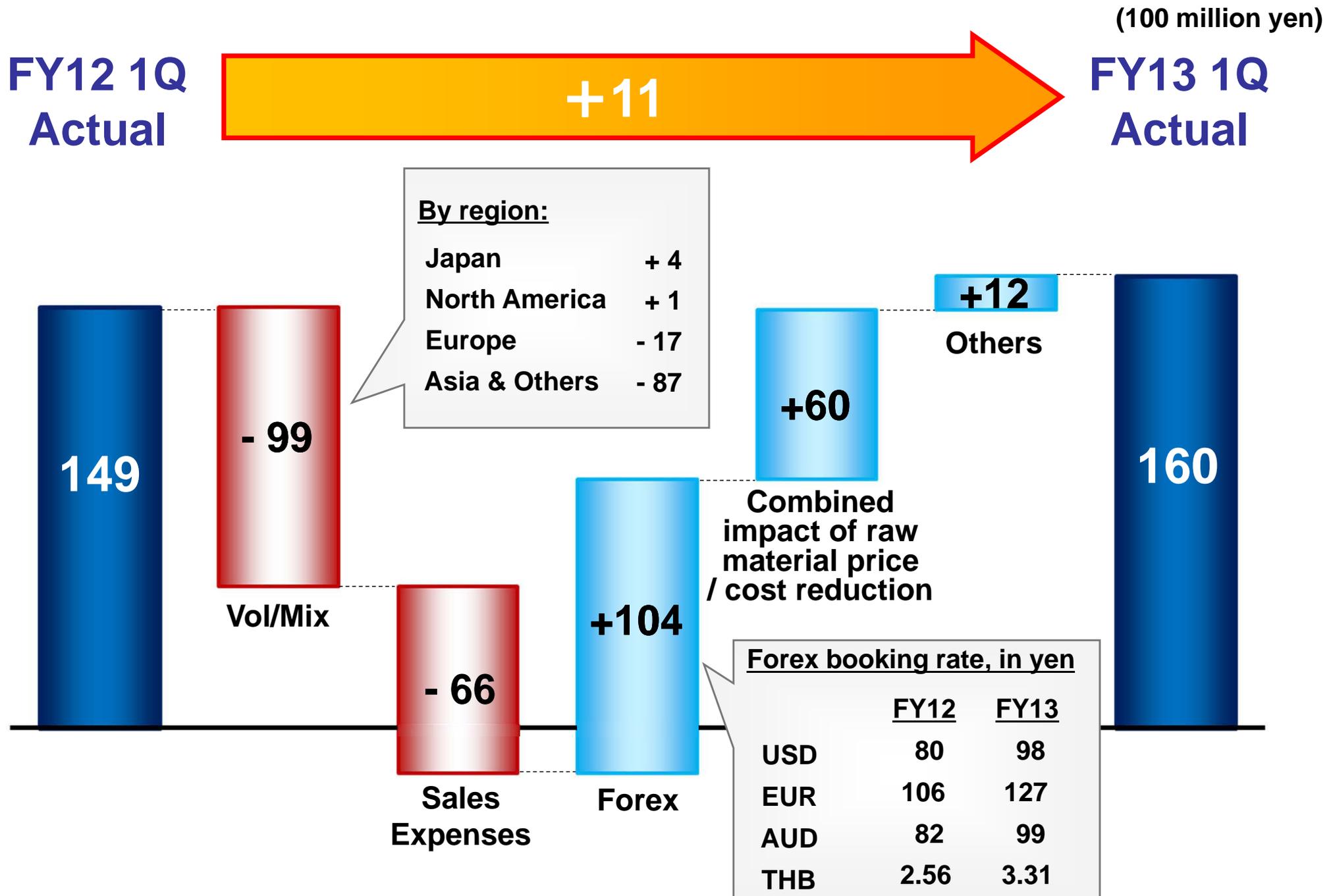
FY13 1Q Actual vs. FY12 1Q Actual				
- 2 (- 6%)	±0 (±0%)	+ 1 (+1%)	+11 (+9%)	+10 (+4%)

(000 units, Retail base)



Note: Sales volume of FY2013 1Q refers to preliminary results.

# Analysis of Operating Income (vs. FY2012 1Q Actual)



# FY2013 1Q Ordinary and Net Income (vs. FY2012 1Q Actual)

(100 million yen)

	FY12 1Q Actual	FY13 1Q Actual	Change
<b>Operating Income</b>	<b>149</b>	<b>160</b>	<b>+11</b>
Non-operating Income	- 7	+63	+70
<b>Ordinary Income</b>	<b>142</b>	<b>223</b>	<b>+81</b>
Extraordinary Income & Tax	+58	- 59	- 117
<b>Net Income</b>	<b>200</b>	<b>164</b>	<b>- 36</b>

Profit on sales of GAC Changfeng  
Motors stocks :+114

# Balance Sheet (vs. end of FY2012)

(100 million yen)

	Mar. 31, 2013	Jun. 30, 2013	Change
<b>Total Assets</b>	<b>14,528</b>	<b>13,991</b>	<b>- 537</b>
Cash & cash deposits	4,095	3,493	- 602
Accounts receivable	1,496	1,203	- 293
Inventory	2,023	2,315	+292
<b>Total Liabilities</b>	<b>11,016</b>	<b>10,300</b>	<b>- 716</b>
Accounts payable	3,138	2,970	- 168
Interest-bearing debt	3,644	3,143	- 501
<b>Net Assets</b>	<b>3,512</b>	<b>3,691</b>	<b>+179</b>

## FY2013 1Q Results: Although Net Sales Decreased, Operating Income Increased Operating Results Trending Along the Lines of April 25 Forecast

- **Retail Volume**                      **249,000 units, 4% up YoY**
- **Wholesale Volume**                **250,000 units, 3% down YoY**
- **Net Sales**                              **409.4 billion yen, 2% down YoY**
- **Operating Income**                 **16.0 billion yen, 7% up YoY**  
Increased income from favorable exchange rates and increased reduction in material costs which offset negative factors such as worsening in sales volume/model mix and increase in selling costs.
- **Ordinary Income**                   **22.3 billion yen, 57% up YoY**
- **Net Income**                           **16.4 billion yen, 18% down YoY**

## FY2013 First-Half and Full-Year Forecasts: No changes

### Full-Year Forecast

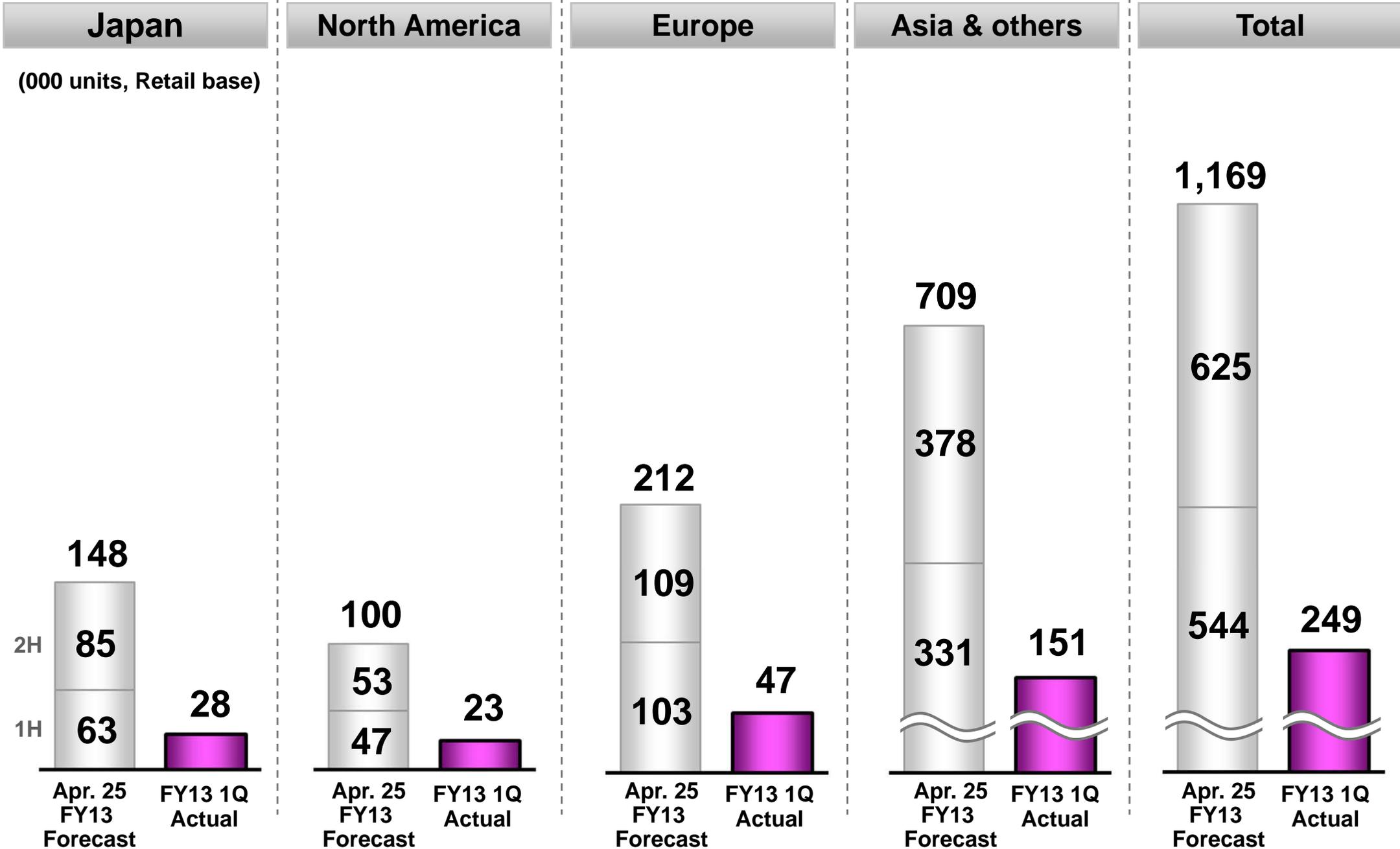
- **Retail Volume**                      **1,169,000 units, 18% up YoY**
- **Wholesale Volume**                **1,363,000 units, 22% up YoY**
- **Net Sales**                              **2,270.0 billion yen, 25% up YoY**
- **Operating Income**                 **100.0 billion yen, 48% up YoY**
- **Ordinary Income**                   **90.0 billion yen, 4% down YoY**
- **Net Income**                           **50.0 billion yen, 32% up YoY**

# Additional Information



***eK Wagon***

# FY2013 1Q Regional Sales Volume (vs. FY2013 Forecast)



Note: Sales volume of FY2013 1Q refers to preliminary results.

# FY2013 1Q Regional Results (vs. FY2012 1Q Actual)

(100 million yen)

	FY12 1Q Actual	FY13 1Q Actual	Change	Apr. 25 FY13 1H Forecast	Apr. 25 FY13 Full-year Forecast
<b>Net Sales</b>	<b>4,193</b>	<b>4,094</b>	<b>-99</b>	<b>10,000</b>	<b>22,700</b>
Japan	745	842	+97	1,900	4,700
North America	430	443	+13	1,000	2,100
Europe	981	849	-132	2,200	5,100
Asia & Others	2,037	1,960	-77	4,900	10,800
<b>Operating Income</b>	<b>149</b>	<b>160</b>	<b>+11</b>	<b>360</b>	<b>1,000</b>
Japan	-28	-58	-30	-140	-150
North America	-74	-23	+51	-30	-40
Europe	-41	47	+88	70	200
Asia & Others	292	194	-98	460	990

## Nissan, Mitsubishi Motors and NMKV Commemorated New Jointly-developed Minicar Off-line Ceremony



May 20, 2013

Sales of *Attrage* Next-generation Global Compact Sedan Started from July in Thailand  
Achieved top-of-class levels of fuel efficiency at 22km/L, qualifies for Thai government's Eco Car program



*Attrage*

## *Outlander* Recognized as Fiscal Year 2012's Top Safety Performer Among New Passenger Vehicles in Japan

- Received JNCAP Five Star Award, achieving top safety rating (five stars)
- Also awarded JNCAP First Prize, given to an automobile that achieves the highest ever score
- Outside of Japan  
In Europe, awarded Euro NCAP Advanced for Forward Collision Mitigation (FCM) system used in European version



**New Outlander**



## *MiEV Evolution II* Finishes 2nd and 3rd in the Electric Division at the 2013 Pikes Peak International Hill Climb



*MiEV Evolution II*

**All statements herein, other than historical facts, contain forward-looking statements and are based on MMC's current forecasts, expectations, targets, plans, and evaluations. Any forecasted value is calculated or obtained based on certain assumptions. Forward-looking statements involve inherent risks and uncertainties.**

**A number of significant factors could therefore cause actual results to differ from those contained in any forward-looking statement.**

**Significant risk factors include:**

- **Feasibility of each target and initiative as laid out in this presentation;**
- **Fluctuations in interest rates, exchange rates and oil prices;**
- **Changes in laws, regulations and government policies; and**
- **Regional and/or global socioeconomic changes.**

**Potential risks and uncertainties are not limited to the above and MMC is not under any obligation to update the information in this presentation to reflect any developments or events in the future.**

**If you are interested in investing in Mitsubishi Motors, you are requested to make a final investment decision at your own risk, taking the foregoing into consideration. Please note that neither Mitsubishi Motors nor any third party providing information shall be responsible for any damage you may suffer due to investment in Mitsubishi Motors based on the information shown in this presentation.**

Drive@earth



**MITSUBISHI MOTORS**