

補足資料 : Additional Information Material

1. 連結主要数値の推移 Primary consolidated financial figures

| (億円 JPY 100M)                  | FY13 1H | FY13(FC) | FY12 1H | FY12   | FY11 1H | FY11   | FY10 1H | FY10   |
|--------------------------------|---------|----------|---------|--------|---------|--------|---------|--------|
| 売上高 Net Sales                  | 9,290   | 21,300   | 8,600   | 18,151 | 9,075   | 18,073 | 8,647   | 18,285 |
| Japan                          | 2,026   | 4,700    | 1,549   | 3,295  | 1,634   | 3,571  | 1,911   | 3,633  |
| North America                  | 1,080   | 2,400    | 798     | 1,577  | 971     | 1,952  | 821     | 1,898  |
| Europe                         | 1,950   | 4,700    | 2,109   | 4,007  | 2,542   | 4,748  | 2,264   | 4,900  |
| Asia & others                  | 4,234   | 9,500    | 4,144   | 9,272  | 3,928   | 7,802  | 3,651   | 7,854  |
| 営業利益 Operating Income          | 508     | 1000     | 308     | 674    | 342     | 637    | 69      | 403    |
| Japan                          | -13     | -40      | -84     | -276   | 10      | 68     | 23      | 51     |
| North America                  | -32     | -40      | -131    | -200   | -120    | -262   | -137    | -279   |
| Europe                         | 98      | 240      | -89     | -70    | -88     | -156   | -193    | -264   |
| Asia & others                  | 455     | 840      | 612     | 1220   | 540     | 987    | 376     | 895    |
| 経常利益 Ordinary Income           | 610     | 1000     | 316     | 939    | 233     | 609    | 70      | 389    |
| 四半期（当期）純利益 Net Income          | 467     | 700      | 301     | 380    | 106     | 239    | -49     | 156    |
| 総資産 Total Assets               | 13,981  |          | 12,574  | 14,528 | 12,369  | 13,213 | 12,444  | 13,125 |
| 純資産 Net Assets                 | 3,960   |          | 2,722   | 3,512  | 2,321   | 2,656  | 2,220   | 2,481  |
| ネット・キャッシュ・フロー<br>Net Cash Flow | -630    |          | -175    | 502    | -241    | -55    | 192     | 530    |
| Operating                      | 505     |          | 533     | 1,722  | 507     | 1,194  | 620     | 1,038  |
| Investing                      | -251    |          | -359    | -1,143 | -359    | -691   | -217    | -526   |
| Financing                      | -904    |          | -299    | -83    | -278    | -526   | -164    | 50     |
| 現金の期末残高<br>Cash Balance*       | 2,981   |          | 2,935   | 3,612  | 2,923   | 3,110  | 2,827   | 3,165  |

- \* 現金の期末残高は連結キャッシュ・フロー計算書の現金及び現金同等物の期末残高。  
Cash balance refers to the end of period cash and cash equivalents balance on the consolidated statement of cash flows.
- \* 現金に係る換算差額、適用範囲変更増減を含む(億円)。  
Contains a cash related translation adjustment (JPY 100Mil.)  
(FY13 1H:20、FY12:6、FY12 1H:-50、FY11:-32、FY11 1H:-112、FY10 1H:-46、FY10:-32)

2. 地域別の状況 Regional performance  
 売上台数 Wholesale volume

| (千台 000 units) | FY13 1H | FY13(FC) | FY12 1H | FY12  | FY11 1H | FY11  | 新カウント*                 | 旧カウント                     | 新カウント*                 | 旧カウント                     |
|----------------|---------|----------|---------|-------|---------|-------|------------------------|---------------------------|------------------------|---------------------------|
|                |         |          |         |       |         |       | New Calculation Method | Former Calculation Method | New Calculation Method | Former Calculation Method |
|                |         |          |         |       |         |       | FY10 1H                | FY10 1H                   | FY10                   | FY10                      |
| Total          | 568     | 1,306    | 535     | 1,120 | 530     | 1,072 | 521                    | 495                       | 1,098                  | 1,045                     |
| Japan          | 134     | 320      | 88      | 176   | 83      | 184   | 107                    | 90                        | 199                    | 166                       |
| North America  | 46      | 113      | 41      | 81    | 54      | 104   | 38                     | 38                        | 99                     | 99                        |
| Europe         | 93      | 215      | 118     | 213   | 130     | 242   | 123                    | 114                       | 261                    | 241                       |
| Asia & others  | 295     | 658      | 288     | 650   | 263     | 542   | 253                    | 253                       | 539                    | 539                       |

\* FY11より新カウントを採用。(OEM供給台数を含む)

\* The "New Calculation Method" will be used from FY11 forward ("New Calculation Method" includes OEM sales).

主要国別小売台数 Retail volume by major country

| (千台 000 units) | FY13 1H | FY13(FC) | FY12 1H | FY12 | FY11 1H | FY11  | 新カウント*                 | 旧カウント                     | 新カウント*                 | 旧カウント                     |
|----------------|---------|----------|---------|------|---------|-------|------------------------|---------------------------|------------------------|---------------------------|
|                |         |          |         |      |         |       | New Calculation Method | Former Calculation Method | New Calculation Method | Former Calculation Method |
|                |         |          |         |      |         |       | FY10 1H                | FY10 1H                   | FY10                   | FY10                      |
| Japan          | 66      | 148      | 63      | 134  | 72      | 152   | 89                     | 89                        | 164                    | 164                       |
| Non-Mini       | 21      | 54       | 26      | 61   | 28      | 61    | 36                     | 36                        | 60                     | 60                        |
| Mini           | 45      | 94       | 37      | 73   | 44      | 91    | 53                     | 53                        | 104                    | 104                       |
| North America  | 45      | 107      | 43      | 85   | 61      | 106   | 43                     | 43                        | 94                     | 94                        |
| US             | 29      | 70       | 29      | 57   | 46      | 75    | 28                     | 28                        | 62                     | 62                        |
| Europe         | 91      | 206      | 90      | 181  | 117     | 218   | 98                     | 98                        | 218                    | 218                       |
| Germany        | 12      | 21       | 12      | 22   | 15      | 29    | 13                     | 13                        | 29                     | 29                        |
| UK             | 7       | 15       | 5       | 12   | 9       | 15    | 10                     | 10                        | 20                     | 20                        |
| Russia         | 37      | 80       | 40      | 80   | 37      | 73    | 25                     | 25                        | 55                     | 55                        |
| Ukraine        | 3       | 5        | 3       | 6    | 5       | 9     | 3                      | 3                         | 8                      | 8                         |
| Asia & others  | 297     | 650      | 282     | 587  | 269     | 525   | 246                    | 297                       | 511                    | 629                       |
| China          | 31      | 82       | 22      | 42   | 33      | 63    | 31                     | 78                        | 65                     | 168                       |
| Taiwan         | 14      | 24       | 17      | 29   | 19      | 36    | 18                     | 21                        | 36                     | 47                        |
| Thailand       | 44      | 103      | 63      | 142  | 37      | 74    | 19                     | 19                        | 48                     | 48                        |
| Indonesia      | 44      | 100      | 40      | 87   | 36      | 73    | 27                     | 27                        | 59                     | 59                        |
| Philippines    | 21      | 47       | 16      | 36   | 16      | 32    | 17                     | 17                        | 33                     | 33                        |
| Malaysia       | 6       | 16       | 6       | 13   | 6       | 12    | 6                      | 6                         | 12                     | 17                        |
| Australia      | 39      | 71       | 29      | 59   | 31      | 62    | 33                     | 33                        | 63                     | 63                        |
| Brazil         | 30      | 62       | 32      | 61   | 28      | 56    | 22                     | 22                        | 46                     | 46                        |
| UAE            | 12      | 29       | 10      | 21   | 11      | 20    | 15                     | 15                        | 28                     | 28                        |
| Grand Total    | 499     | 1,111    | 478     | 987  | 519     | 1,001 | 476                    | 527                       | 987                    | 1,105                     |

\* FY11より新カウントを採用。(自社ブランド車のみカウント)

\* The "New Calculation Method" will be used from FY11 forward ("New Calculation Method" includes Mitsubishi-branded vehicles only).

3. 製作所別生産状況 Production volume by plant

| (千台 000 units)                       | FY13 1H | FY12 1H | FY12  | FY11 1H | FY11 1H | FY11  | FY11  | FY10 1H | FY10  | 新カウント*                 | 旧カウント                     | 新カウント*                 | 旧カウント                     |
|--------------------------------------|---------|---------|-------|---------|---------|-------|-------|---------|-------|------------------------|---------------------------|------------------------|---------------------------|
|                                      |         |         |       |         |         |       |       |         |       | New Calculation Method | Former Calculation Method | New Calculation Method | Former Calculation Method |
|                                      |         |         |       |         |         |       |       |         |       |                        |                           |                        |                           |
| Japan                                | 292     | 253     | 484   | 282     | 282     | 586   | 586   | 323     | 663   |                        |                           |                        |                           |
| Okazaki                              | 93      | 91      | 186   | 78      | 78      | 156   | 156   | 117     | 222   |                        |                           |                        |                           |
| Mizushima                            | 171     | 135     | 246   | 167     | 167     | 352   | 352   | 166     | 355   |                        |                           |                        |                           |
| PMC                                  | 28      | 27      | 53    | 37      | 37      | 77    | 77    | 39      | 86    |                        |                           |                        |                           |
| Overseas (consolidated subsidiaries) | 205     | 204     | 468   | 148     | 148     | 288   | 288   | 124     | 274   |                        |                           |                        |                           |
| MMNA-manufacturing (US)              | 33      | 16      | 48    | 20      | 20      | 31    | 31    | 14      | 33    |                        |                           |                        |                           |
| NedCar (Netherlands)                 | 0       | 10      | 14    | 11      | 11      | 22    | 22    | 13      | 27    |                        |                           |                        |                           |
| MMTh (Thailand)                      | 164     | 171     | 394   | 111     | 111     | 221   | 221   | 89      | 200   |                        |                           |                        |                           |
| Total                                | 198     | 197     | 456   | 142     | 142     | 274   | 274   | 117     | 260   |                        |                           |                        |                           |
| MMPC (Philippines)                   | 7       | 7       | 13    | 6       | 6       | 13    | 13    | 7       | 14    |                        |                           |                        |                           |
| Overseas (partner companies)         | 98      | 82      | 169   | 91      | 126     | 177   | 255   | 116     | 248   |                        |                           |                        |                           |
| Grand Total                          | 595     | 539     | 1,122 | 521     | 556     | 1,051 | 1,129 | 563     | 1,186 |                        |                           |                        |                           |

\* 従来統計に含めていた中国での現地ブランド車は2012年度より除いてカウント

\* Beginning fiscal 2012, locally branded models produced in China, which to date had been included in the output figure for China, are now excluded

4. 子会社数・関連会社数 Number of subsidiaries & affiliates

|   | FY13 1H | FY12 | FY11 | FY10 |
|---|---------|------|------|------|
| 連結子会社<br>Consolidated subsidiaries                    | 48      | 51   | 54   | 59   |
| 持分法適用会社<br>Equity-method subsidiaries<br>& affiliates | 24      | 24   | 26   | 25   |

5. 連結減価償却費・設備投資 Consolidated depreciation & capital expenditure

| (億円 JPY 100M)                 | FY13 1H | FY13(FC) | FY12 1H | FY12 | FY11 1H | FY11 | FY10 1H | FY10 |
|-------------------------------|---------|----------|---------|------|---------|------|---------|------|
| 減価償却費 Depreciation            | 260     | 600      | 242     | 503  | 270     | 534  | 311     | 627  |
| 設備投資*<br>Capital expenditure* | 328     | 800      | 258     | 514  | 214     | 710  | 168     | 525  |

\* 計上ベース Accrual basis.

6. 研究開発費 R&D expenses

| (億円 JPY 100M)      | FY13 1H | FY13(FC) | FY12 1H | FY12 | FY11 1H | FY11 | FY10 1H | FY10 |
|--------------------|---------|----------|---------|------|---------|------|---------|------|
| 研究開発費 R&D expenses | 317     | 730      | 281     | 599  | 270     | 550  | 236     | 494  |

\*連結ベース Consolidated basis.

7. 有利子負債の状況 Interest-bearing debt

| (億円 JPY 100M)                           | 9E/13 | 3E/13 | 3E/12 | 3E/11 |
|---|-------|-------|-------|-------|
| MMC 単独 (Automotive)<br>Non-consolidated | 1,240 | 2,299 | 2,200 | 2,602 |
| MMC Group                               | 1,710 | 1,472 | 1,385 | 1,377 |
| Automotive                              | 956   | 725   | 619   | 780   |
| Financial                               | 754   | 747   | 766   | 597   |
| 連結調整<br>Consolidation Adjustment        | -134  | -127  | -104  |       |
| Grand Total                             | 2,816 | 3,644 | 3,481 | 3,979 |

8. 国内販売体制 Number of domestic sales companies

|              | Oct 13 | Apr 13 | Oct 12 | Apr 12 | Oct 11 | Apr 11 |
|--------------|--------|--------|--------|--------|--------|--------|
| 販社数 Dealers  | 105    | 107    | 107    | 107    | 108    | 109    |
| 拠点数 Branches | 672    | 679    | 685    | 687    | 690    | 695    |

9. 米国オペレーション US operations

|                               | FY13 1H | FY12 1H | FY12  | FY11  | FY10  |
|-------------------------------|---------|---------|-------|-------|-------|
| 販社数 Number of dealers         | 382     | 386     | 379   | 395   | 405   |
| マーケットシェア<br>Market share      | 0.36%   | 0.40%   | 0.39% | 0.57% | 0.51% |
| フリート販売比率<br>Fleet sales ratio | 4.0%    | 13.6%   | 13.3% | 25.4% | 21.9% |
| MMCA ベネトレーション<br>Penetration* | 32%     | 30%     | 31%   | 34%   | 40%   |

\* 米国販売台数(フリート除く)のうち、MMCAがファイナンスした台数の割合。

\* MMCA financed unit volume as a percentage of total non-fleet US volume.

10. 優先株 Preferred shares

| A種 Class                      | Total   | #1      | #2     | #3    |
|-------------------------------|---------|---------|--------|-------|
| 発行済株数 Issued                  | 166,000 | 130,000 | 35,000 | 1,000 |
| 転換済株数 Converted               | 123,800 | 87,800  | 35,000 | 1,000 |
| 残高 Remaining                  | 42,200  | 42,200  | 0      | 0     |
| 転換価額(Yen)<br>Conversion price |         | 1,080   | -      | -     |

| G種 Class                      | Total   | #1      | #2      | #3     | #4     |
|-------------------------------|---------|---------|---------|--------|--------|
| 発行済株数 Issued                  | 338,593 | 130,000 | 168,393 | 10,200 | 30,000 |
| 転換済株数 Converted               | -       | -       | -       | -      | -      |
| 残高 Remaining                  | 338,593 | 130,000 | 168,393 | 10,200 | 30,000 |
| 転換価額(Yen)<br>Conversion price |         | 1,050   | 1,430   | 1,390  | 2,580  |

| B種 Class                      | Total   | #1-3    |
|-------------------------------|---------|---------|
| 発行済株数 Issued                  | 126,000 | 126,000 |
| 転換済株数 Converted               | 126,000 | 126,000 |
| 残高 Remaining                  | 0       | 0       |
| 転換価額(Yen)<br>Conversion price |         | -       |

| A,B,G種 Class    | Total   |
|-----------------|---------|
| 発行済株数 Issued    | 630,593 |
| 転換済株数 Converted | 249,800 |
| 残高 Remaining    | 380,793 |

株式額面は¥1,000,000。Face value of shares is 1,000,000 Yen.

転換により交付すべき普通株式の数は、額面を転換価額で除算した数。

Face value divided by conversion price yields number of common shares received upon conversion.

優先株式発行要項上、2009年度決算以降に配当可能（配当金は¥50,000）としている。

It is listed in the preferred share prospectus that dividends (50,000 Yen/Share) can be issued from FY2009 financial results.

2013年8月1日に、普通株式併合（10株を1株の割合で併合）の効力が生じたことに伴い、転換価額の調整を行っております。

Conversion prices have been adjusted in accordance with the 10:1 common stock consolidation implemented on August 1, 2013.

2013年9月30日現在の発行済普通株式数は 622,893,974株。

Outstanding common shares stood at 622,893,974 shares as of Sep. 30, 2013.

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