



**MITSUBISHI  
MOTORS**

# **FY2018 Third-Quarter Financial Results**

February 1, 2019



# 1. 3Q YTD/FY2018 Financial Results Summary

## 2. 3Q YTD/FY2018 Financial Results Details

## 3. FY2018 Financial Forecast

## 4. Business Highlights

# 3Q YTD/FY2018 Financial Results Summary (vs. 3Q YTD/FY2017)



(Billion yen, 000 units)	3Q YTD (Apr – Dec)				3Q QTD (Oct- Dec)	
	FY2017	FY2018	Variance		FY2017	FY2018
			Amount	Ratio		
<b>Net Sales</b>	1,518.1	<b>1,794.1</b>	+276.0	+18%	570.4	624.8
<b>Operating Profit</b> (OP Margin)	64.6 (4.3%)	<b>85.0</b> <b>(4.7%)</b>	+20.4 (+0.4 P.P.)	+32%	20.4 (3.6%)	28.1 (4.5%)
<b>Ordinary Profit</b>	81.1	<b>92.4</b>	+11.3	+14%	20.5	24.1
<b>Net Income*</b>	70.1	<b>69.2</b>	-0.9	-1%	21.7	17.3
<b>Sales Volume</b> (Retail)	777	<b>894</b>	+117	+15%	279	300

\* Net income attributable to owners of the parent

# 3Q YTD/FY2018 Financial Results Summary (vs. 3Q YTD/FY2017)



## Retail Volume

**+117K**  
(+15%)

## Net Sales

**+276.0B**  
(+18%)

## Operating Profit

**+20.4B**  
(+32%)

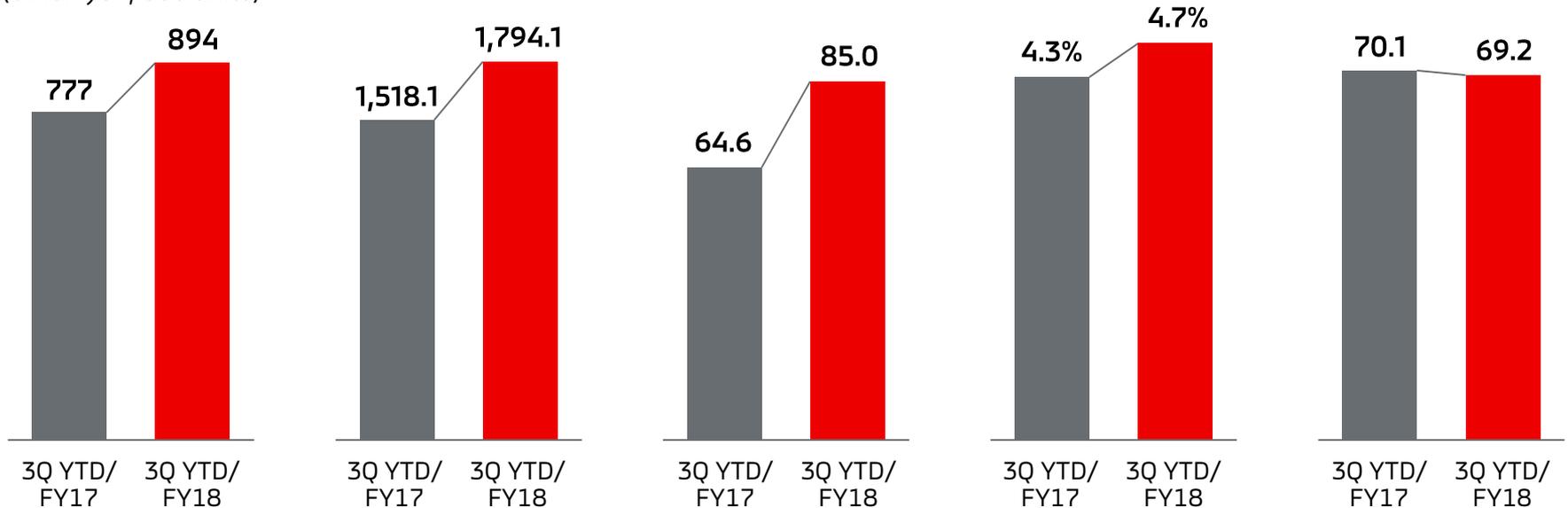
## OP Margin

**4.7%**  
(+0.4 P.P.)

## Net Income\*

**-0.9B**  
(-1%)

(billion yen, 000 units)



\* Net income attributable to owners of the parent

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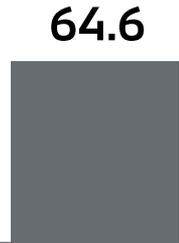
# 3Q YTD/FY2018 Operating Profit Variance (vs. 3Q YTD/FY2017)

Vol/Mix, etc. by Region	
Japan	+4.7
ASEAN	+22.7
China, others	+3.4
North America	+0.4
Europe (incl. Russia)	+4.7
Others	+11.6
<b>Total</b>	<b>+47.5</b>

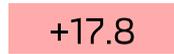
Forex Effect by Main Currency			
	FX rate (Yen)		Effect (bill yen)
	3Q YTD/FY17	3Q YTD/FY18	
USD	112	111	-0.8
EUR	129	130	+0.9
THB	3.36	3.41	-4.0
AUD	86	82	-6.7
RUB	1.93	1.73	-5.0
Others	-	-	-13.6
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-29.2</b>

Others	
R&D expenses	-24.5
Recall and others	+11.2
<b>Total</b>	<b>-13.3</b>

(billion yen)



-2.4



Cost Reduction, etc.	
Procurement Cost Reduction	+41.0
Raw Material Cost	-11.1
Others	-12.1
<b>Total</b>	<b>+17.8</b>

3Q YTD/FY17  
(Apr-Dec 2017)  
**OP**

Vol/Mix,  
etc.

Sales  
Expenses

Cost  
Reduction,  
etc.

Forex

Others

3Q YTD/FY18  
(Apr-Dec 2018)  
**OP**

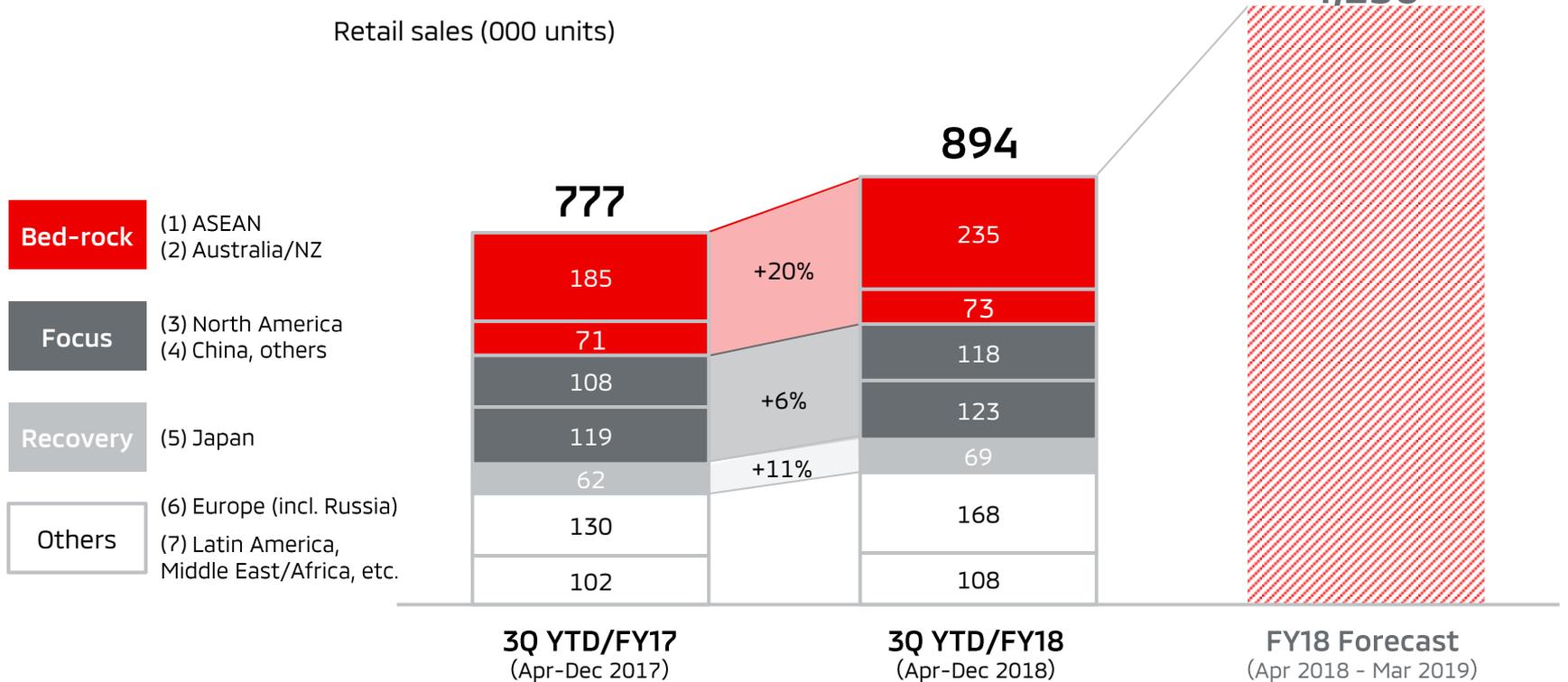
# 3Q YTD/FY2018 Sales Volume Results (vs. 3Q YTD/FY2017)



**Sales Volume: 894K, +15%**

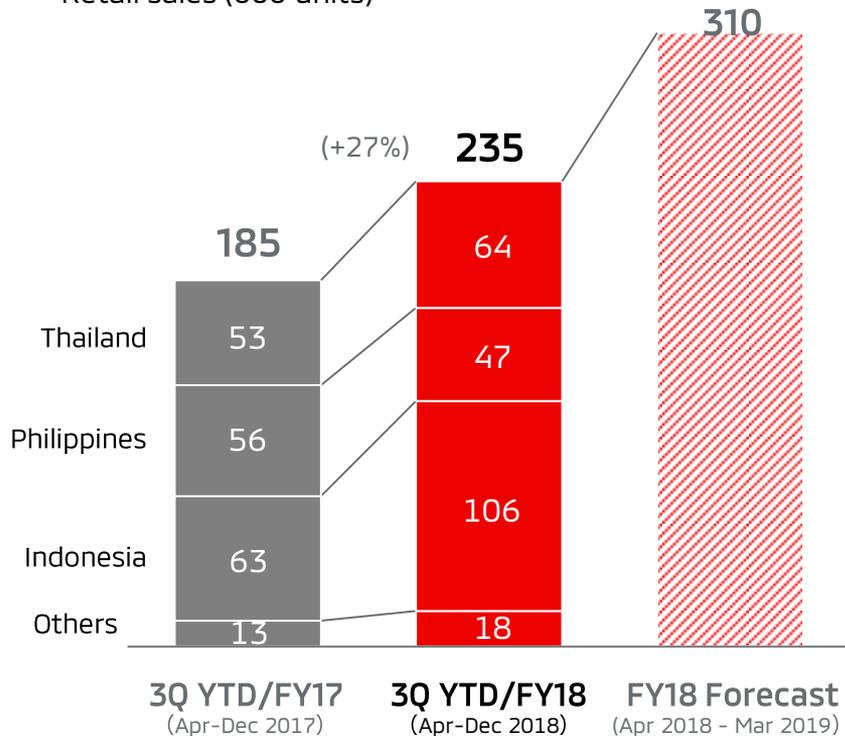
\* From FY2018, the regional classification of some countries in ASEAN and Europe was changed to "Latin America, Middle East/Africa, etc." FY2017 actual numbers below were changed accordingly.

Retail sales (000 units)



# 3Q YTD/FY2018 Results by Region: ASEAN

Retail sales (000 units)



XPANDER

**Sales Volume: 235K, +27%**

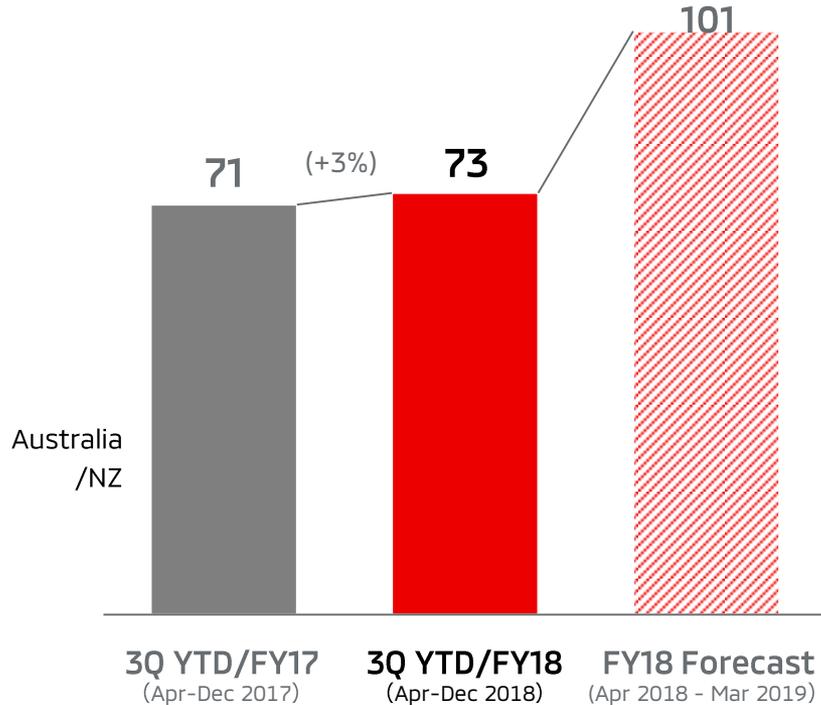
- *XPANDER* expanding sales: 74K (as end of December)
- Strong *TRITON* sales in Thailand: 30K (as end of December)

TIV	2.4M	2.6M (+7%)
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TIV: according to research (7 major countries). \* From FY2018, the regional classification of some countries in ASEAN was changed to "Middle East/Africa, etc." FY2017 actual numbers above were changed accordingly.

# 3Q YTD/FY2018 Results by Region: Australia/NZ

Retail sales (000 units)



Australia  
/NZ



PAJERO SPORT

**Sales Volume: 73K, +3%**

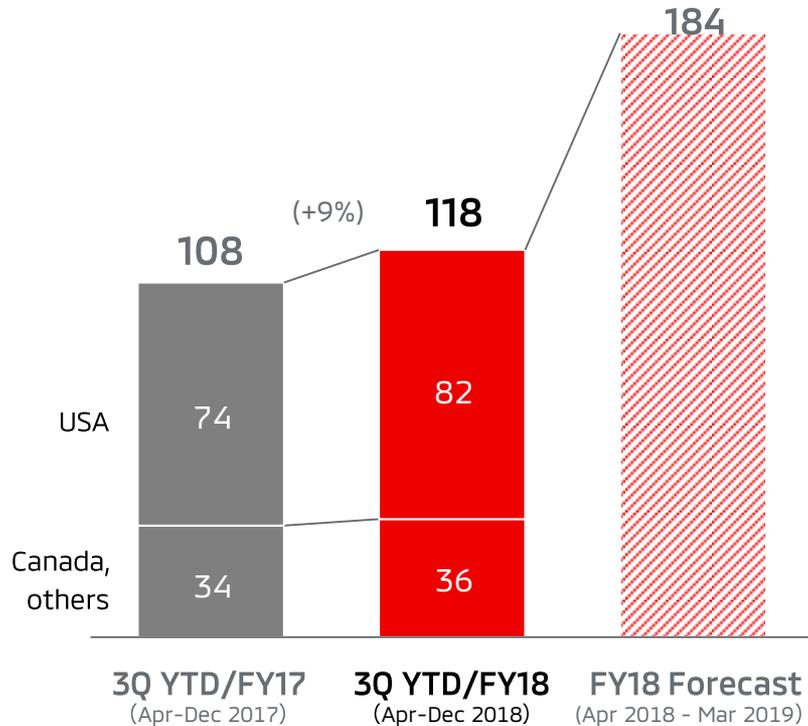
- Expand sales share: 4<sup>th</sup> in 3Q YTD (both Australia and New Zealand)
- Focus on expanding SUV/LCV segment

TIV	1.0M	0.9M (-5%)
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TIV: according to research.

# 3Q YTD/FY2018 Results by Region: North America

Retail sales (000 units)



TIV	16.0M	15.9M (-1%)
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TIV: according to research.



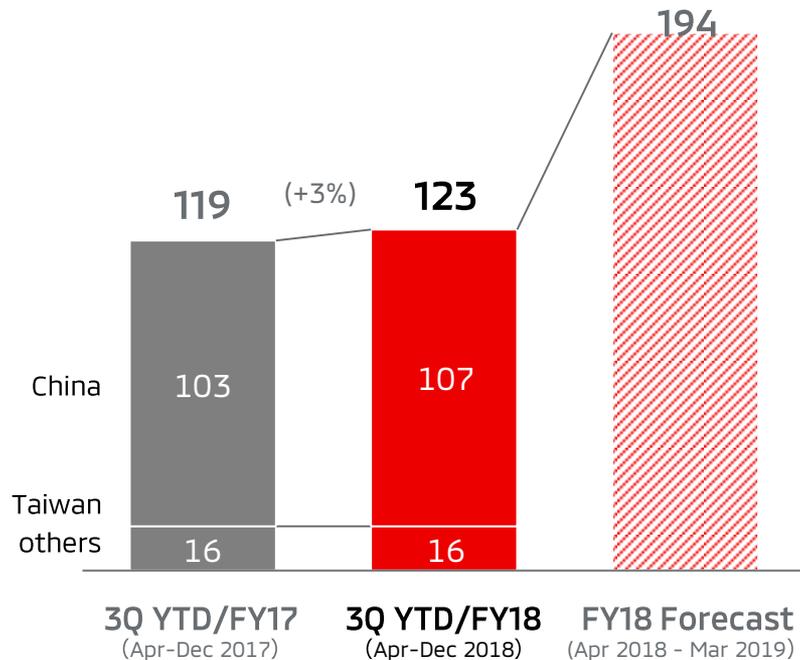
OUTLANDER

**Sales Volume: 118K, +9%**

- *OUTLANDER PHEV* and *ECLIPSE CROSS* contributing to increasing sales
- Continue to work to strengthen our brand power

# 3Q YTD/FY2018 Results by Region: China, others

Retail sales (000 units)



TIV	21.4 M	20.3M (-5%)
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TIV: according to research.

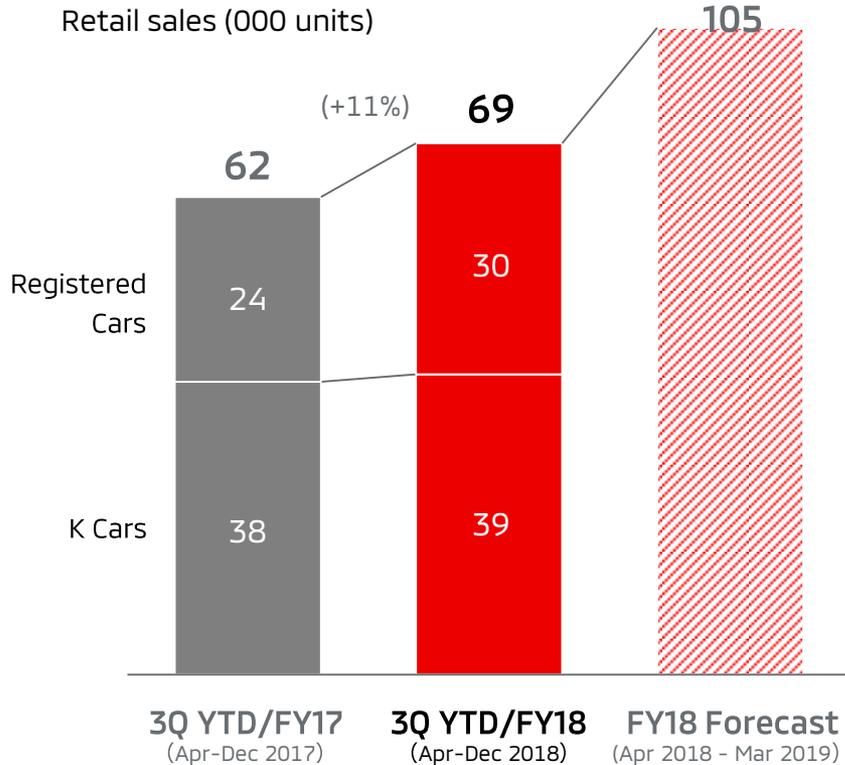


ECLIPSE CROSS

**Sales Volume: 123K, +3%**

- *ECLIPSE CROSS* and *OUTLANDER* contributing to increasing sales
- Strengthen our sales network: 353 shops, up from 302 (from March to December)

# 3Q YTD/FY2018 Results by Region: Japan



TIV	3.3M	3.3M (+2%)
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TIV: according to research.



DELICA D:5

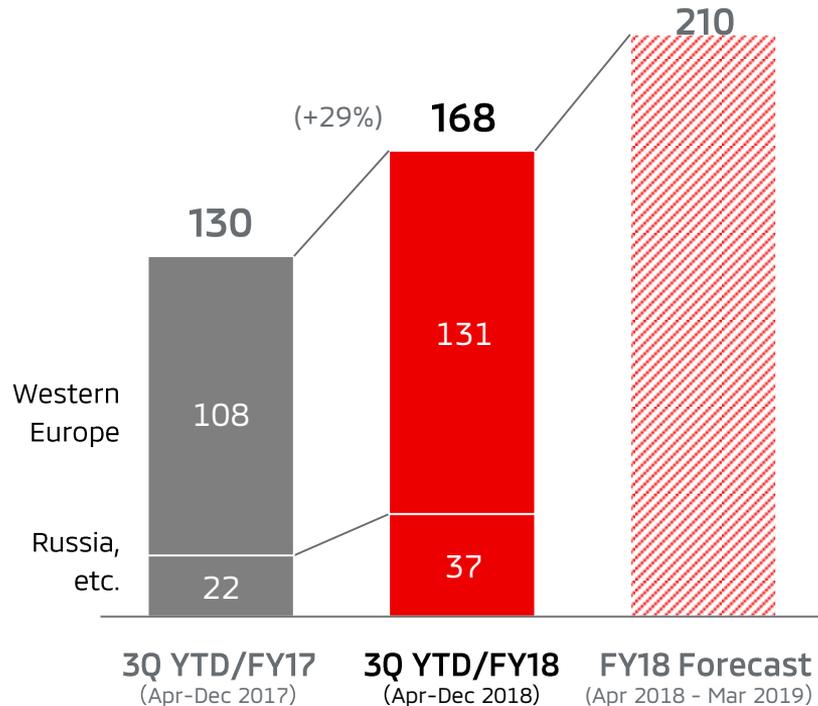
**Sales Volume: 69K, +11%**

- Increasing sales of Registered Cars: *ECLIPSE CROSS* and *OUTLANDER PHEV*
- Recovering sales and strengthening our brand image: New *DELICA D:5* launch

# 3Q YTD/FY2018 Results by Region: Europe (incl. Russia)



Retail sales (000 units)



OUTLANDER PHEV

**Sales Volume: 168K, +29%**

- Western Europe: increased sales of *OUTLANDER PHEV*
- Russia: expanded model line-up

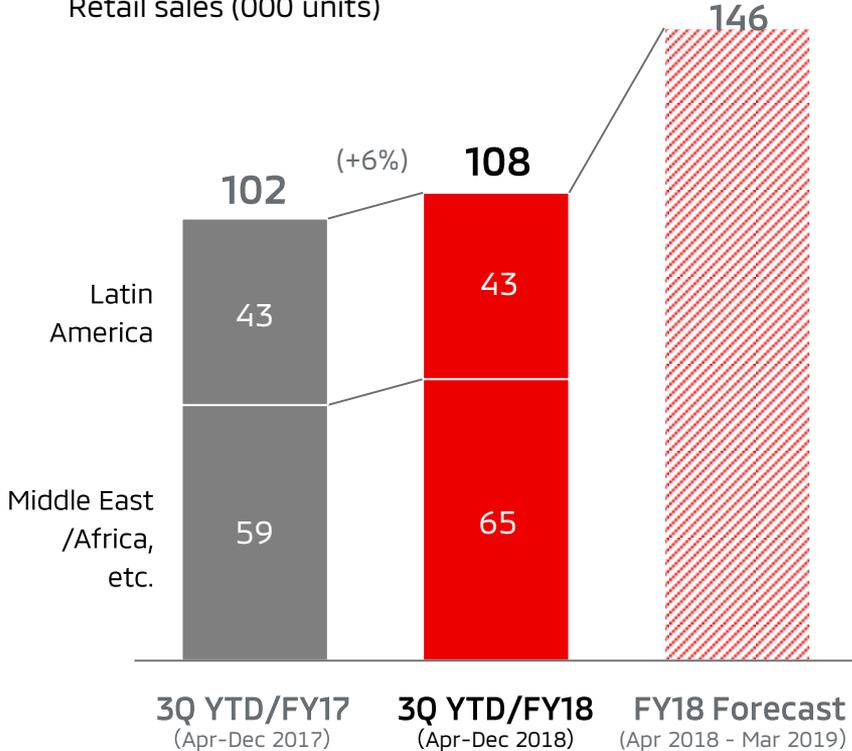
TIV	14.4M	14.6M (+1%)
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TIV: according to research (32 major countries). \* From FY2018, the regional classification of some countries in Europe was changed to "Middle East/Africa, etc." FY2017 actual numbers above were changed accordingly.

# 3Q YTD/FY2018 Results by Region: Latin America, Middle East/Africa, etc.



Retail sales (000 units)



TRITON/L200

**Sales Volume: 108K, +6%**

- Volume growth through acquisition of fleet business
- Expand market share in GCC region

TIV	6.4M	6.7M (+4%)
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TIV: according to research (16 major countries). \* From FY2018, the regional classification of some countries in ASEAN and Europe was changed to "Middle East/Africa, etc." FY2017 actual numbers above were changed accordingly.

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# FY2018 Full-Year Forecast (vs. FY2017 Actual)

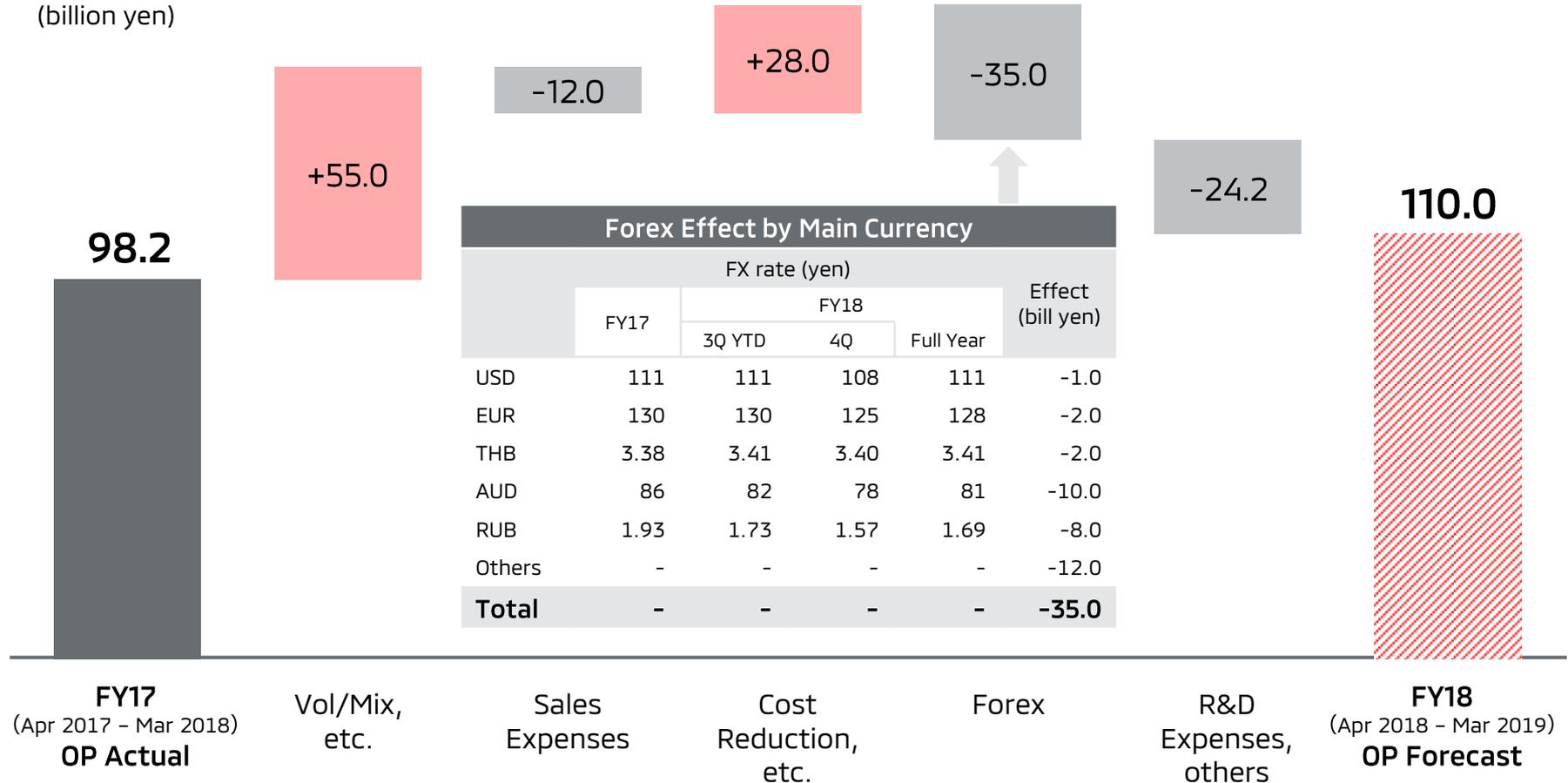


(billion yen, 000 units)	FY17 Actual (Apr 2017 – Mar 2018)	FY18 Forecast (Apr 2018 – Mar 2019)	Variance	
			Amount	Ratio
Net Sales	2,192.4	<b>2,400.0</b>	+207.6	+9%
Operating Profit (OP Margin)	98.2 (4.5%)	<b>110.0</b> <b>(4.6%)</b>	+11.8 (+0.1 P.P.)	+12%
Ordinary Profit	110.1	<b>125.0</b>	+14.9	+14%
Net Income*	107.6	<b>110.0</b>	+2.4	+2%
Sales Volume (Retail)	1,101	<b>1,250</b>	+149	+14%

\* Net income attributable to owners of the parent

# FY2018 Full-Year Forecast: OP Variance (vs. FY2017 Actual)

(billion yen)



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# New Models



**New TRITON/L200**

- Start sales from Thailand on November 17: roll out to 150 countries
- Highly praised in many countries due to significant improvements



**New DELICA D:5**

- Start pre-orders: over 4.2K units (at end of Jan.)
- Reinforce product competitiveness by renovating design, improving quietness, and incorporating active safety technologies



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# APPENDIX

# 3Q/FY2018 Balance Sheet (vs. FY2017)



(billion yen)	FY17 (As end of Mar 2018)	3Q/FY18 (As end of Dec 2018)	Variance
<b>Total Asset</b>	1,646.2	1,878.1	+231.9
Cash & Deposits	571.9	417.4	-154.5
<b>Total Liabilities</b>	849.6	1,061.9	+212.3
Interest-bearing Debt	26.6	213.1	+186.5
<b>Total Net Assets</b>	796.6	816.2	+19.6
Shareholders Equity (Equity Ratio)	781.0 (47.4%)	807.3 (43.0%)	+26.3
<b>Net Cash</b> 【Automobiles & Eliminations】	545.3	464.5	-80.8

# 3Q YTD/FY2018 Capital Expenditure, Depreciation and R&D Expense



(billion yen)	3Q YTD/FY17 (Apr-Dec 2017)	3Q YTD/FY18 (Apr-Dec 2018)	FY18 Forecast (Apr 2018 – Mar 2019)
<b>CAPEX</b> (variance YoY)	66.4	82.7* (+25%)	135.0* (+35%)
<b>Depreciation</b> (variance YoY)	37.1	44.2 (+19%)	60.0 (+15%)
<b>R&amp;D Expense</b> (variance YoY)	66.7	91.2 (+37%)	122.0 (+19%)

\*Include one-time factors such as repurchase of SLB assets

# 3Q YTD/FY2018 Regional Performance (vs. 3Q YTD/FY2017)



(billion yen)	Net Sales			Operating Profit		
	3Q YTD/FY17 (Apr-Dec 2017)	3Q YTD/FY18 (Apr-Dec 2018)	Variance	3Q YTD/FY17 (Apr-Dec 2017)	3Q YTD/FY18 (Apr-Dec 2018)	Variance
<b>Total</b>	1,518.1	<b>1,794.1</b>	+276.0	64.6	<b>85.0</b>	+20.4
- Japan	239.1	<b>299.5</b>	+60.4	-15.9	<b>-1.8</b>	+14.1
- ASEAN	354.9	<b>400.3</b>	+45.4	33.1	<b>47.6</b>	+14.5
- China, others	66.4	<b>79.7</b>	+13.3	13.6	<b>11.3</b>	-2.3
- North America	238.0	<b>264.1</b>	+26.1	0.6	<b>-1.0</b>	-1.6
- Europe	295.5	<b>368.4</b>	+72.9	6.2	<b>-0.5</b>	-6.7
- Others	324.2	<b>382.1</b>	+57.9	27.0	<b>29.4</b>	+2.4

\* From FY2018, the regional classification of some countries in ASEAN and Europe was changed to "Others." FY2017 actual numbers above were changed accordingly.

# FY2018 Regional Sales Forecast (vs. FY2017 Actual, announced in May 2018)

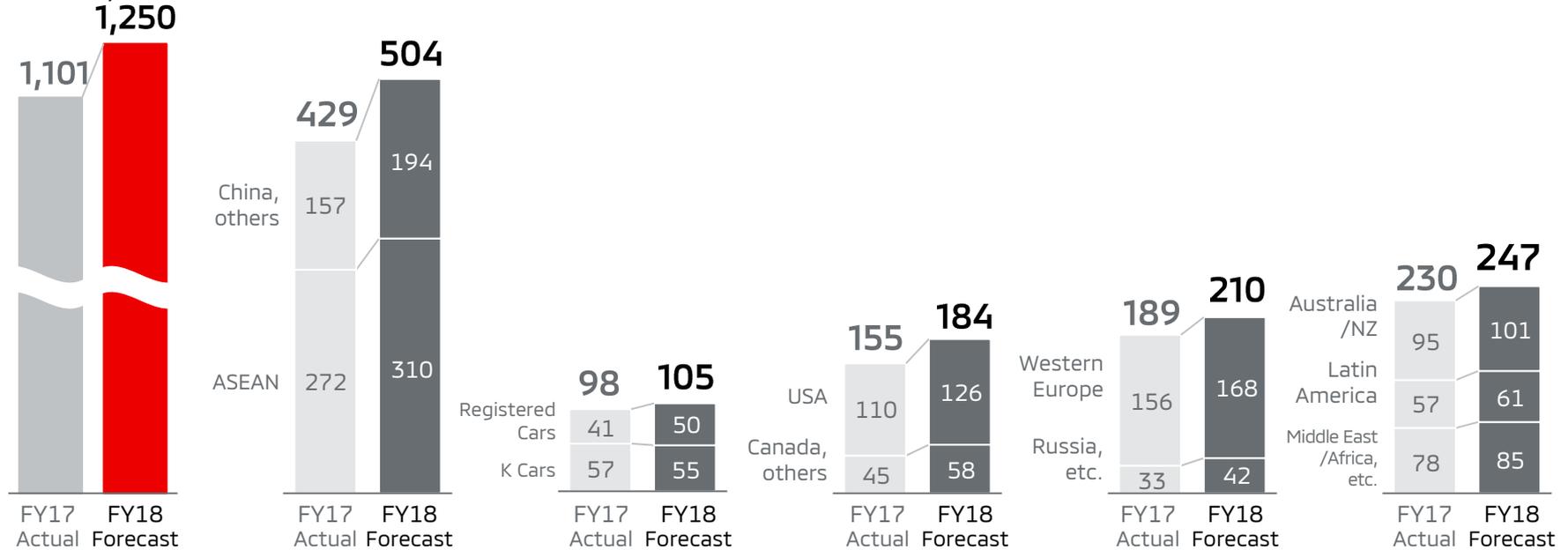


(billion yen)	FY17 Actual (Apr 2017 – Mar 2018)	FY18 Forecast (Apr 2018 – Mar 2019)	Variance
<b>Total</b>	<b>2,192.4</b>	<b>2,400.0</b>	<b>+207.6</b>
- Japan	349.4	<b>400.0</b>	+50.6
- North America	352.5	<b>390.0</b>	+37.5
- Europe	444.7	<b>460.0</b>	+15.3
- Asia	586.2	<b>645.0</b>	+58.8
- Others	459.6	<b>505.0</b>	+45.4

\* From FY2018, the regional classification of some countries in Asia and Europe was changed to "Others." FY2017 actual numbers above were changed accordingly.

# FY2018 Retail Sales Forecast (vs. FY2017 Actual, announced in May 2018)

(000 units)



Total	Asia	Japan	North America	Europe	Others
<b>+149</b>	<b>+75</b>	<b>+7</b>	<b>+29</b>	<b>+21</b>	<b>+17</b>
<b>(+14%)</b>	<b>(+17%)</b>	<b>(+7%)</b>	<b>(+19%)</b>	<b>(+11%)</b>	<b>(+7%)</b>

\* From FY2018, the regional classification of some countries in ASEAN and Europe was changed to "Middle East/Africa, etc." FY2017 actual numbers above were changed accordingly.

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