## (TRANSLATION OF ORIGINAL JAPANESE)

## FY2006 Third Quarter Results: Consolidated Financial Statements

## (April 1, 2006 through December 31, 2006)

## Mitsubishi Motors Corporation

( URL http://www.mitsubishi-motors.com )
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February 6, 2007
(Code: 7211, 1st Section, TSE \& OSE)

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## 1.Basis for preparation of quarterly consolidated financial statements

1) Adoption of simplified accounting policies

Applicable
Partial adoption of simplified accounting policy in calculation of income tax.
2) Change in accounting policies : Not applicable
3) Change in scope of consolidation and equity method : Applicable

Consolidation Include 1 Equity Method Affiliates Include 2
Exclude $8 \quad$ Exclude 9
2. Financial highlights (April 1, 2006 through December 31, 2006)
(1) Consolidated financial results

| (1) Consolidated financial results |  |  |  |  | st on |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sales |  | Operating Income |  | Ordinary Income |  | Net Income |  |
|  | Million Yen | \% | Million Yen | \% | Million Yen | \% | Million Yen | \% |
| FY2006 3Q | 1,544,090 | 0.9 | 6,373 | - | -6,370 | - | -11,764 | - |
| FY2005 3Q | 1,529,608 | -5.5 | -18,174 | - | -33,769 | - | -68,123 | - |
| (Ref.) FY2005 | 2,120,068 |  | 6,783 |  | -17,780 |  | -92,166 |  |


|  | Net Income <br> per Share-Basic | Net Income <br> per Share-Diluted |
| :---: | ---: | ---: |
| FY2006 3Q | -2.14 | Yen |
| FY2005 3Q | -15.44 | - |
| (Ref.) FY2005 | -19.75 | - |

Note: Sales, Operating Income, Ordinary Income and Net Income percentages indicate changes over same period in the previous fiscal year.
[Qualitative information on business performance]
In the first three quarters of the FY2006 (April through December 2006, nine months) Net Sales totaled one trillion 544.1 billion yen, up 14.5 billion yen over same period last fiscal year.
Unit volume (retail) fell 86,000 units year-on-year to 899,000 units, mainly due to a drop in volume in the Asia and Rest of World region.
Regionally, unit volume totals were the following: In Japan, due mainly to an increase in mini-car sales, volume grew 7,000 units year-on-year to 170,000 units. In North America, due mainly to new models introduced (Eclipse Spyder and Outlander), volume grew 2,000 units year-on-year to 123,000 units. In Europe, strong growth mainly in Russia and the Ukraine boosted volume for the region 11,000 units year-on-year to 206,000 units. Finally in the Asia and Rest of World region, despite growth in the Mid East and Africa, weakness in China, Taiwan, Indonesia, Malaysia and other markets caused volume for the region to fall 106,000 units year-on-year to 400,000 units.

Net sales increased 14.5 billion yen year-on-year from one trillion 529.6 billion yen to one trillion 544.1 billon yen. The gain stems principally from increased sales of built-up vehicles and from favorable yen exchange rates which offset declines in overseas OEM supply volumes and in shipments of parts for use in local production.
Operating profit totaled 6.4 billion yen, 24.6 billion yen better than the same period last fiscal year. Factors contributing to this improvement include: the fact that the drop in overall sales volume had only a limited impact on profitability due to the greater ratio of built-up vehicles in overall volume; improved profitability of auto financing operations in the United States; favorable foreign exchange rate movements; and, reductions in marketing and overhead costs.

Mainly lower interest expense brought non-operating loss to 12.8 billion, an improvement of 2.8 billion yen over last year's loss of 15.6 billion. As a result of the non-operating loss, ordinary income showed a loss of 6.4 billion yen, a 27.4 billion improvement over last year's 33.8 billion yen loss. Finally, net loss totaled 11.8 billion yen for the period, a year-on-year improvement of 56.3 billion yen. Factors contributing to this improvement include: the elimination of depreciation losses on assets in Japan and of restructuring and reforming losses booked last year, as well as extraordinary earnings stemming from the termination of dormant partnership real estate trust operations.
(2) Consolidated financial position

|  | Total Assets | Ratio of <br> Shareholders' Equity | Net Assets per Share |  |
| :---: | ---: | ---: | ---: | ---: |
|  | Million Yen | Million Yen | Yen |  |
| FY2006 3Q | $1,694,530$ | 276,073 | 15.6 | -32.44 |
| FY2005 3Q | $1,557,316$ | 261,110 | 16.8 | -29.79 |
| (Ref.) FY2005 | $1,557,570$ | 268,678 | 17.2 | -31.67 |

## [Qualitative Information on Changes in Consolidated Financial Position ]

Total assets at the end of the FY 2006 3rd quarter totaled one trillion 694.5 billion yen, an increase of 136.9 billion from the total at the end of FY2005 (March 31, 2006). Factors included the following: an inventory increased 94 billion yen due to a buildup associated with new-model (and related parts) introduction; tangible fixed assets increased 25.7 billion yen on buyout of leased equipment due to the termination of OEM agreements overseas and other issues; cash and deposits increased 25.7 billion due to delays in depositing as a result of bank holidays.
Total liabilities increased 142.1 billion yen from the March 31, 2006 total, to one trillion 418.4 billion yen due to factors including a middle-term syndication loan.
Due mainly to the net loss recorded in the period, net assets fell 5.2 billion yen compared the March 31,2006 total from 281.3 billion yen to 276.1 billion yen.Appendix
Quarterly consolidated balance sheet, Quarterly consolidated income/loss statement

Reference】
FY 2006 Consolidated Results Forecast (April 1, 2006 - March 31, 2007

|  | Sales | Ordinary Income | Net Income |
| :--- | :--- | ---: | ---: |
| Full Year | Million yen | Million yen | Million yen |
|  | $2,230,000$ | 21,000 | 8,000 |

## [Qualitative Information on Results Forecast]

No change is being made to the forecast announced on October 30, 2006.

CAUTION: These forecasts are based on judgments and estimates that have been made on the basis of currently available information and are subject to a number of risks, uncertainties and assumptions. Changes in the company's business environment, in market trends and in exchange rates may cause actual results to differ materially fron these forecasts.

## 3. Consolidated financial statements

(1) Consolidated balance sheet
in millions of Yen
Reference
At 12/31/2005

(2) Consolidated statement of income

| in millions of Yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4/1'06-12/31/'06 | 4/1/'05-12/31'05 | Change | \% Change | Reference 4/1/'05-3/31/'06 |
| Sales | 1,544,090 | 1,529,608 | 14,482 | 0.9 | 2,120,068 |
| Cost of sales | 1,258,905 | 1,243,242 | 15,663 | 1.3 | 1,700,524 |
| Gross profit before provision for unrealized profit on installment sales | 285,185 | 286,365 | -1,180 | -0.4 | 419,543 |
| Provision for unrealized profit on installment sales | 0 | - | 0 |  | 0 |
| Gross profit | 285,186 | 286,365 | -1,179 | -0.4 | 419,544 |
| Selling, general and administrative expenses | 278,812 | 304,539 | -25,727 |  | 412,760 |
| Operating income | 6,373 | -18,174 | 24,547 | - | 6,783 |
| Non-operating income | 9,527 | 11,841 | -2,314 |  | 9,689 |
| ( Interest and dividend income ) ...-त | 6,407) | 4,384) | 2,023) |  | $5,105)$ |
| (Others) | ( 3,120) | 7,457) | -4,337) |  | 4,584) |
| Non-operating expenses | 22,271 | 27,435 | -5,164 |  | 34,253 |
|  | ( 14,889) | 14,990) | -101) |  | 19,580) |
| ( Others) | ( 7,381) | 12,445) | $-5,064)$ |  | 14,672) |
| Ordinary income | -6,370 | -33,769 | 27,399 | - | -17,780 |
| Extraordinary gains | 11,040 | 4,097 | 6,943 |  | 9,153 |
| Extraordinary losses | 7,450 | 31,921 | -24,471 |  | 74,119 |
| Net income before income taxes | -2,780 | -61,593 | 58,813 | - | -82,745 |
| Income taxes | 7,972 | 5,708 | 2,264 |  | 7,909 |
| Income to minority interest | -1,011 | -821 | -190 |  | -1,511 |
| Net income | -11,764 | -68,123 | 56,359 | - | -92,166 |

(3) Changes in net assets

| 4/1/'06-12/31/'06 |  |  |  |  |  |  |  |  |  | in millions of Yen |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Owners' equity |  |  |  |  | Unrealized gaines/losses, Forex translation adjustments, \& others |  |  |  | Minority interest | Total net assets |
|  | $\begin{aligned} & \text { Common } \\ & \text { and } \\ & \text { preferred } \\ & \text { stock } \end{aligned}$ | Capital <br> surplus | Retained earnings | Treasury stock | Total owners' equity | Unrealized gains/losses on securities | Deferred gains/losses on hedge activities | Forex translation adjustments | Total unrealized gains/losses, forex translation adjustments, \& others |  |  |
| Balance at the end of the previous period | 657,336 | 432,648 | -749,198 | -12 | 340,774 | 9,046 | - | -81,142 | -72,095 | 12,580 | 281,259 |
| Changes in items during the period |  |  |  |  |  |  |  |  |  |  |  |
| Issuance of stock | 5 | 5 |  |  | 11 |  |  |  |  |  | 11 |
| Acquisition of treasury stock |  |  |  | -0 | -0 |  |  |  |  |  | -0 |
| Net loss |  |  | -11,764 |  | -11,764 |  |  |  |  |  | -11,764 |
| Decrease due to new consolidation |  |  | -1 |  | -1 |  |  |  |  |  | -1 |
| Net change in items other than owners' equity |  |  |  |  |  | 859 | -1,845 | 8,537 | 7,550 | -980 | 6,570 |
| Total change in items during the period | 5 | 5 | -11,766 | -0 | -11,755 | 859 | -1,845 | 8,537 | 7,550 | -980 | -5,185 |
| Balance at the end of the period | 657,342 | 432,654 | -760,964 | -13 | 329,018 | 9,906 | -1,845 | -72,604 | -64,544 | 11,599 | 276,073 |

## \$egment information)

1) Business segment

| FY2006 3Q | Automotive | Financial Services | Total | Eliminations for Consolidation | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales \& operating income |  |  |  |  |  |
| Sales |  |  |  |  |  |
| (1) External customers | 1,508,247 | 35,843 | 1,544,090 |  | 1,544,090 |
| (2) Intersegment sales \& transfers | 39 |  | 39 | -39 |  |
| Total | 1,508,286 | 35,843 | 1,544,129 | -39 | 1,544,090 |
| Operating expenses | 1,517,927 | 19,789 | 1,537,717 |  | 1,537,717 |
| Operating income | -9,640 | 16,053 | 6,412 | -39 | 6,373 |


| FY2005 3Q | Automotive | Financial Services | Total | Eliminations for Consolidation | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Sales \& operating incomeSales |  |  |  |  |  |
|  |  |  |  |  |  |
| (1) External customers | 1,501,289 | 28,318 | 1,529,608 |  | 1,529,608 |
| (2) Intersegment sales \& transfers | -106 |  | -106 | 106 |  |
| Total | 1,501,182 | 28,318 | 1,529,501 | 106 | 1,529,608 |
| Operating expenses | 1,524,601 | 25,001 | 1,549,602 | -1,819 | 1,547,782 |
| Operating income | -23,418 | 3,317 | -20,101 | 1,926 | -18,174 |

Reference】

| FY2005 | Automotive | Financial Services | Total | Eliminations for Consolidation | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| I .Sales \& operating income Sales <br> (1) External customers <br> (2) Intersegment sales \& transfers | 2,080,884 -1 | 39,183 | 2,120,068 | 1 | 2,120,068 |
| Total | 2,080,883 | 39,183 | 2,120,067 | 1 | 2,120,068 |
| Operating expenses | 2,087,026 | 28,764 | 2,115,791 | -2,506 | 2,113,284 |
| Operating income | -6,142 | 10,418 | 4,276 | 2,507 | 6,783 |
| II .Assets, depreciation, impairment loss \& capital expenditure |  |  |  |  |  |
| Assets | 1,453,123 | 127,607 | 1,580,731 | -23,161 | 1,557,570 |
| Depreciation | 60,944 | 8,541 | 69,486 |  | 69,486 |
| Impairment loss | 45,084 |  | 45,084 |  | 45,084 |
| Capital expenditure | 119,460 | 8,904 | 128,365 |  | 128,365 |

Note: 1. Segments are divided by sector and by market.
2. Major products by business segment
(1) Automotive .......... Passenger cars
(2) Financial Services ... Financial Services products
(2) Geographical segment

| FY2006 3Q | Japan | North America | Europe | Asia | Others | Total | $\begin{gathered} \text { Eliminations } \\ \text { for Consolidation } \end{gathered}$ | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales \& operating income Sales |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| (1) External customers | 611,651 | 299,612 | 455,450 | 60,841 | 116,534 | 1,544,090 |  | 1,544,090 |
| (2) Intersegment sales \& transfers | 394,626 | 17,902 | 17,902 | 139,587 | 283 | 570,302 | -570,302 |  |
| Total | 1,006,278 | 317,515 | 473,353 | 200,428 | 116,818 | 2,114,393 | -570,302 | 1,544,090 |
| Operating expenses | 1,025,559 | 316,207 | 459,250 | 185,253 | 121,817 | 2,108,089 | -570,372 | 1,537,717 |
| Operating income | -19,281 | 1,307 | 14,102 | 15,175 | -4,999 | 6,303 | 69 | 6,373 |


| FY2005 3Q | Japan | North America | Europe | Asia | Others | Total | $\begin{gathered} \text { Eliminations } \\ \text { for Consolidation } \\ \hline \end{gathered}$ | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales \& operating income Sales |  |  |  |  |  |  |  |  |
| (1) External customers | 599,753 | 303,214 | 418,741 | 80,786 | 127,112 | 1,529,608 |  | 1,529,608 |
| (2) Intersegment sales \& transfers | 362,356 | 9,356 | 10,795 | 79,610 | 932 | 463,051 | -463,051 |  |
| Total | 962,110 | 312,570 | 429,537 | 160,396 | 128,044 | 1,992,659 | -463,051 | 1,529,608 |
| Operating expenses | 987,609 | 320,434 | 419,496 | 147,878 | 131,818 | 2,007,236 | -459,454 | 1,547,782 |
| Operating income | -25,499 | -7,863 | 10,041 | 12,518 | -3,774 | -14,577 | -3,597 | -18,174 |

## Reference】

| FY2005 | Japan | North America | Europe | Asia | Others | Total | Eliminations for Consolidation | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I .Sales \& operating income Sales |  |  |  |  |  |  |  |  |
| (1) External customers | 876,752 | 388,466 | 583,122 | 106,535 | 165,191 | 2,120,068 |  | 2,120,068 |
| (2) Intersegment sales \& transfers | 475,429 | 12,763 | 14,463 | 121,963 | 1,055 | 625,675 | -625,675 |  |
| Total | 1,352,182 | 401,229 | 597,585 | 228,498 | 166,247 | 2,745,744 | -625,675 | 2,120,068 |
| Operating expenses | 1,363,040 | 405,120 | 588,296 | 213,278 | 171,279 | 2,741,015 | -627,730 | 2,113,284 |
| Operating income | -10,857 | -3,891 | 9,288 | 15,220 | -5,031 | 4,728 | 2,054 | 6,783 |
| II .Assets | 1,130,673 | 315,155 | 198,625 | 164,609 | 73,948 | 1,883,011 | -325,441 | 1,557,570 |

Note: 1. Sales figures for geographical segments are classified by the region of the consolidated Mitsubishi Motors entity primarily involved in the transaction, both local sales and exports. The figures are not classified by the region of the wholesaler or end user. National and regional groupings are by geographical proximity.
2. Main countries and regions outside Japan are grouped as follows:
(1) North America.........United States, Puerto Rico
(2) Europe. ....The Netherlands
(3) Asia.. .Thailand, Philippines
(4) Others.. ..Australia, New Zealand, U.A.E.

## (3) Overseas sales

| FY2006 3Q | North America | Europe | Asia | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| I. Overseas sales | 320,574 | 457,997 | 131,609 | 287,842 | 1,198,023 |
| II. Consolidated sales |  |  |  |  | 1,544,090 |
| III. Overseas sales as a percentage of total sales | 20.8\% | 29.7\% | 8.5\% | 18.6\% | 77.6\% |


| FY2005 3Q | North <br> America | Europe | Asia | Others | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| I . Overseas sales | 321,012 | 419,865 | 180,647 | 274,153 | $1,195,680$ |
| II . Consolidated sales |  |  |  |  | $1,529,608$ |
| III. Overseas sales as a percentage of total sales | $21.0 \%$ | $27.5 \%$ | $11.8 \%$ | $17.9 \%$ | $78.2 \%$ |

## Reference】

| FY2005 | North <br> America | Europe | Asia | Others | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| I . Overseas sales | 415,614 | 586,167 | 235,775 | 378,357 | $1,615,914$ |
| II . Consolidated sales |  |  |  |  | $2,120,068$ |
| III. Overseas sales as a percentage of total sales | $19.6 \%$ | $27.7 \%$ | $11.1 \%$ | $17.8 \%$ | $76.2 \%$ |

Note: 1. National and regional groupings are by geographical proximity.
2. Main countries and regions outside Japan are grouped as follows:
(1) North America...........United States, Puerto Rico
(2) Europe................... The Netherlands, Italy, Germany
(3) Asia....................... Thailand, Malaysia, Taiwan
(4) Others. $\qquad$ .Australia, New Zealand
3. Overseas sales are classified by the region of the wholesaler and end user. The figures include both local sales of consolidated subsidiaries and export sales from Japan and consolidated subsidiaries.

【Reference】 Non-consolidated financial statements
Statement of income (Summary version)

| in millions of Yen |  |  |  |
| :--- | ---: | ---: | ---: |
|  | $4 / 1 / 06-12 / 31 / 06$ | $4 / 1 / 05-12 / 31 / 05$ | Change |
| Sales | 931,243 | 896,015 | 35,228 |
| Operating income | $-20,128$ | $-22,568$ | 2,440 |
| Ordinary income | $-23,416$ | $-21,710$ | $-1,706$ |
| Net income before income taxes | $-28,435$ | $-60,132$ | 31,697 |
| Income taxes | -732 | $-5,385$ |  |
| Net income | $-27,702$ | 4,653 | 37,084 |

Balance sheet (Summary version)


