

# **FY2006 Third Quarter Financial Results**



Mitsubishi Motors Corporation

**February 6, 2007** 

## FY2006 3Q Summary (9 month cumulative)



(100 million Yen/000 units)

|                      | FY05 3Q<br>(Apr-Dec '05) | FY06 3Q<br>(Apr-Dec '06) | Change | FY06<br>Oct 30, '06<br>Full-year<br>forecast |
|----------------------|--------------------------|--------------------------|--------|--|
| Revenue              | 15,296                   | 15,441                   | +145   | 22,300                                       |
| Operating Income     | -182                     | 64                       | +246   | 430  |
| Ordinary Income      | -338                     | -64                      | +274   | 210  |
| Net Income           | -681                     | -118                     | +563   | 80   |
| Unit Volume (Retail) | 985                      | 899                      | -86    | 1,322  |

## FY2006 3Q Summary (Progression by quarter)



(100 million Yen/000 units)

FY06 3Q (Oct-Dec '06)

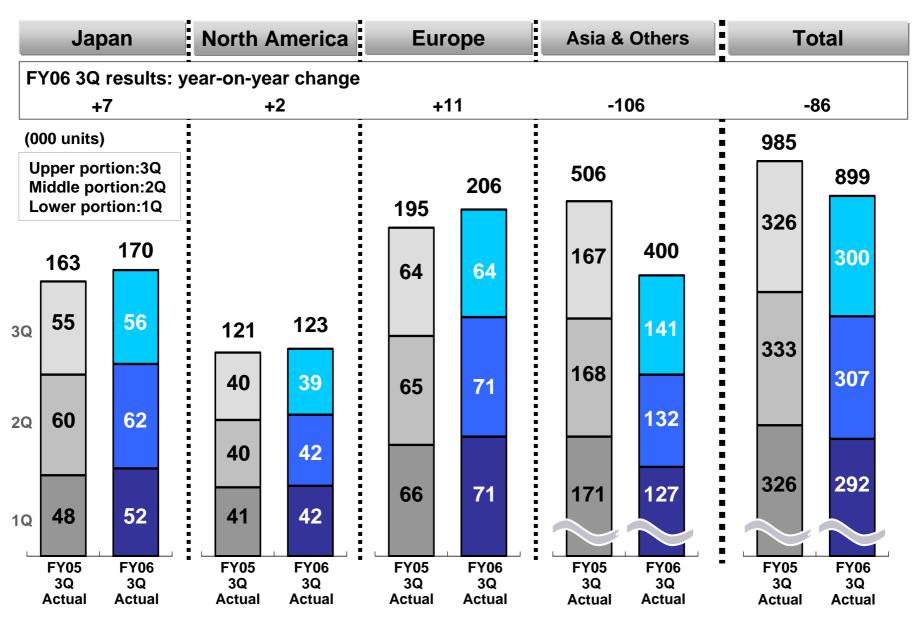


### **Net income returned to black**

|                      | FY06 1Q<br>(Apr-Jun '06) | FY06 2Q<br>(Jul-Sep '06) | FY06 3Q<br>(Oct-Dec '06) | FY06 3Q<br>(Apr-Dec '06) |
|----------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Revenue              | 4,839                    | 5,215                    | 5,387                    | 15,441                   |
| Operating Income     | -68                      | 13                       | 119                      | 64                       |
| Ordinary Income      | -122                     | -10                      | 68                       | -64                      |
| Net Income           | -151                     | -10                      | 43                       | -118                     |
| Unit Volume (Retail) | 292                      | 307                      | 300                      | 899                      |

## FY2006 3Q Regional Unit Volume (Retail base)

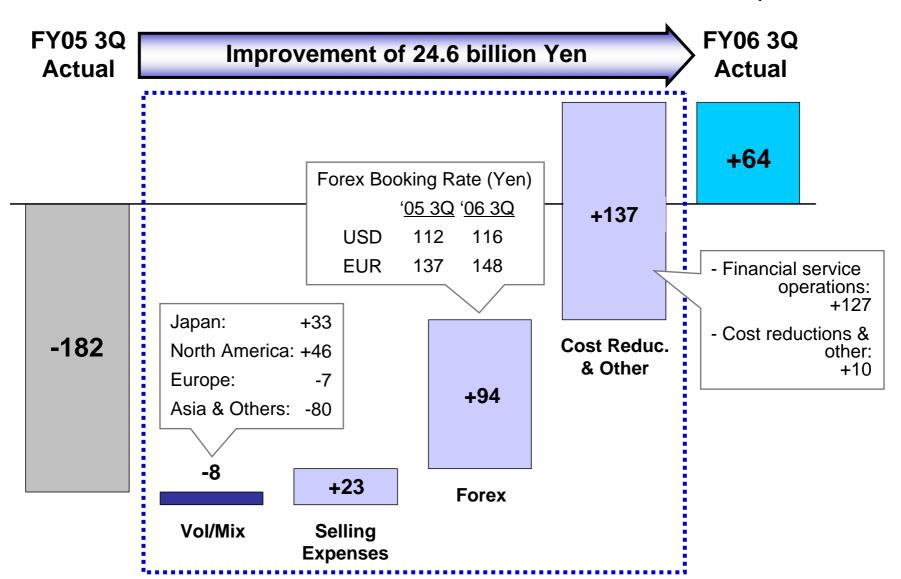




# **Analysis of Operating Income (vs. FY2005 3Q)**



(100 million Yen)



### FY2006 3Q Non-operating and Extraordinary Income



(100 million Van)

|                               |                          |                          |        | (100 million Yen)                       |
|-------------------------------|--------------------------|--------------------------|--------|---|
|                               | FY05 3Q<br>(Apr-Dec '05) | FY06 3Q<br>(Apr-Dec '06) | Change |   |
| Operating Income              | -182                     | 64                       | +246   |   |
| Non-operating<br>Income       | -156                     | -128                     | +28<   | • Interest Exp. +21<br>• Others +7      |
| Ordinary Income               | -338                     | -64                      | +274   | Asset Impair. +195     Restruc. Charges |
| Extraordinary Income<br>& Tax | -343                     | -54                      | +289   | +32 • SPE Related +70 • Pension Related |
| Net Income                    | -681                     | -118                     | +563   | +19 • Others -27                        |

### **Balance Sheet**



(100 million Yen)

| Mar 2006 | Dec 2006                                    | Change   |
|----------|---|--|
| 15,576   | 16,945                                      | +1,369   |
| 2,590    | 2,847                                       | +257   |
| 2,579    | 3,519                                       | +940   |
| 12,763   | 14,184                                      | +1,421   |
| 4,478    | 4,987                                       | +509   |
| 2,813    | 2,761                                       | -52  |
|          | 15,576<br>2,590<br>2,579<br>12,763<br>4,478 | 15,576 16,945 2,590 2,847 2,579 3,519  12,763 14,184 4,478 4,987 |



#### FY2006 Third Quarter Results

Revenue increased, significant improvement in profits and losses

- Steady progress from quarter to quarter -

• Unit volume: Increase in Japan, North America, Europe. Decrease in Asia and Other Regions. Overall volume down 9%.

• Revenue: Drop in volume offset by increase in built-up vehicle sales and forex gains, revenue up year-on-year.

• Profitability: Cost reductions, improvement in financial service operations, along with forex effects led to operating profitability.

Significant improvement in profits and losses at all levels. Net income

returned to black in 3<sup>rd</sup> quarter (Oct-Dec).

### FY2006 Full Year Forecast

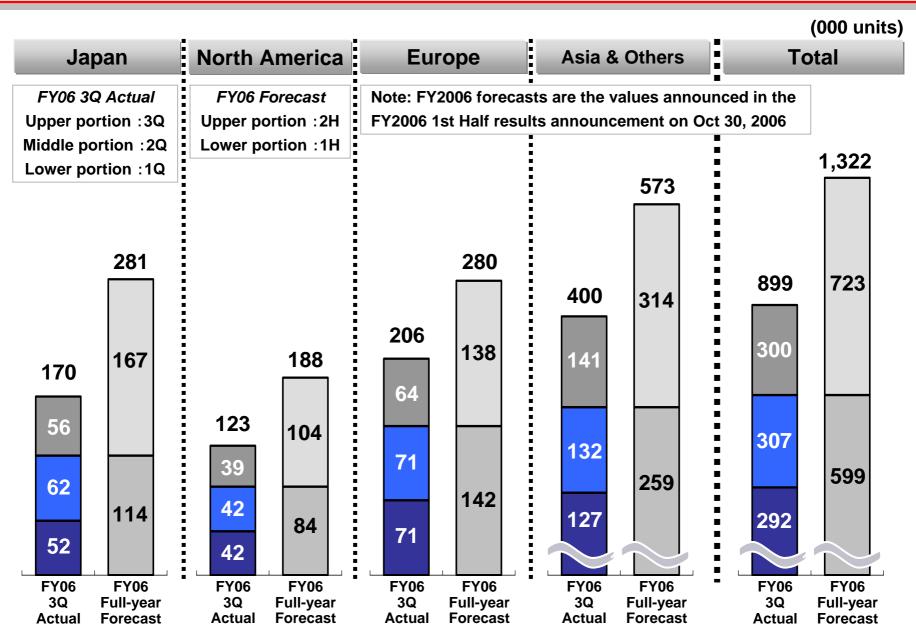
## Forecasts unchanged – achieve net profitability

• Give first priority to achieve net profitability as market conditions grow in severity.



## FY2006 3Q Regional Unit Volume (Retail base)





# **FY2006 3Q Regional Results**



#### (100 million Yen)

| Revenue - Japan - North America - Europe - Asia & Others          | FY05 3Q<br>(Apr-Dec '05)<br>Actual<br>15,296<br>3,339<br>3,210<br>4,199<br>4,548 | FY06 3Q<br>(Apr-Dec '06)<br>Actual<br>15,441<br>3,461<br>3,206<br>4,580<br>4,194 | +145<br>+122<br>-4<br>+381<br>-354 | FY06 Oct 30, '06 Full-year Forecast 22,300 5,500 4,700 6,200 5,900 |
|---|--|--|------------------------------------|--|
| Operating Income - Japan - North America - Europe - Asia & Others | -182   | 64   | +246                               | 430  |
|   | -539   | -433   | +106                               | -350   |
|   | -160   | 3  | +163                               | 50   |
|   | 175  | 213  | +38                                | 260  |
|   | 342  | 281  | -61                                | 470  |



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;
- regional and/or global socioeconomic changes

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