

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)                  | FY11 1H | FY11(FC) | FY10 1H | FY10   | FY09 1H | FY09   | FY08 1H | FY08   |
|--------------------------------|---------|----------|---------|--------|---------|--------|---------|--------|
| 売上高 Net Sales                  | 9,075   | 18,200   | 8,647   | 18,285 | 5,730   | 14,456 | 12,140  | 19,736 |
| Japan                          | 1,634   | 3,700    | 1,911   | 3,633  | 1,658   | 3,685  | 2,000   | 3,984  |
| North America                  | 971     | 1,800    | 821     | 1,898  | 769     | 1,754  | 1,524   | 2,322  |
| Europe                         | 2,542   | 4,600    | 2,264   | 4,900  | 988     | 2,692  | 4,397   | 6,317  |
| Asia & others                  | 3,928   | 8,100    | 3,651   | 7,854  | 2,315   | 6,325  | 4,219   | 7,113  |
| 営業利益 Operating Income          | 342     | 500      | 69      | 403    | -325    | 139    | 254     | 39     |
| Japan                          | 10      | 90       | 23      | 51     | -116    | -12    | -95     | -151   |
| North America                  | -120    | -310     | -137    | -279   | -167    | -282   | -145    | -396   |
| Europe                         | -88     | -210     | -193    | -264   | -63     | 8      | 165     | 53     |
| Asia & others                  | 540     | 930      | 376     | 895    | 21      | 425    | 329     | 533    |
| 経常利益 Ordinary Income           | 233     | 400      | 70      | 389    | -342    | 130    | 209     | -149   |
| 四半期（当期）純利益 Net Income          | 106     | 200      | -49     | 156    | -364    | 48     | 128     | -549   |
| 総資産 Total Assets               | 12,369  |          | 12,444  | 13,125 | 11,036  | 12,587 | 15,239  | 11,380 |
| 純資産 Net Assets                 | 2,321   |          | 2,220   | 2,481  | 1,856   | 2,345  | 3,085   | 2,230  |
| ネット・キャッシュ・フロー<br>Net Cash Flow | -241    |          | 192     | 530    | 166     | 1,088  | -533    | -2,062 |
| Operating                      | 507     |          | 620     | 1,038  | 0       | 1,007  | 258     | -933   |
| Investing                      | -359    |          | -217    | -526   | -51     | -223   | -538    | -948   |
| Financing                      | -278    |          | -164    | 50     | 238     | 309    | -237    | -50    |
| 現金の期末残高<br>Cash Balance*       | 2,923   |          | 2,827   | 3,165  | 1,713   | 2,635  | 3,076   | 1,547  |

\* 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.)  
(FY11 1H:-112, FY10 1H:-46, FY10:-32, FY09 1H:-21, FY09:-5, FY08 1H:-16, FY08:-131)

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

|                |         |          | 新カウント*                 | 旧カウント                     | 新カウント*                 | 旧カウント                     |         |      |      |         |      |         |      |
|----------------|---------|----------|------------------------|---------------------------|------------------------|---------------------------|---------|------|------|---------|------|---------|------|
|                | FY11 1H | FY11(FC) | New Calculation Method | Former Calculation Method | New Calculation Method | Former Calculation Method | FY10 1H | FY10 | FY10 | FY09 1H | FY09 | FY08 1H | FY08 |
| (千台 000 units) |         |          |                        |                           |                        |                           |         |      |      |         |      |         |      |
| Total          | 530     | 1,094    | 521                    | 495                       | 1,098                  | 1,045                     | 306     | 805  | 584  | 1,011   |      |         |      |
| Japan          | 83      | 192      | 107                    | 90                        | 199                    | 166                       | 76      | 170  | 81   | 164     |      |         |      |
| North America  | 54      | 104      | 38                     | 38                        | 99                     | 99                        | 33      | 86   | 66   | 110     |      |         |      |
| Europe         | 130     | 244      | 123                    | 114                       | 261                    | 241                       | 41      | 112  | 173  | 270     |      |         |      |
| Asia & others  | 263     | 554      | 253                    | 253                       | 539                    | 539                       | 156     | 437  | 264  | 467     |      |         |      |

\* 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

|                |         |          | 新カウント*                 | 旧カウント                     | 新カウント*                 | 旧カウント                     |         |      |      |         |      |         |      |
|----------------|---------|----------|------------------------|---------------------------|------------------------|---------------------------|---------|------|------|---------|------|---------|------|
|                | FY11 1H | FY11(FC) | New Calculation Method | Former Calculation Method | New Calculation Method | Former Calculation Method | FY10 1H | FY10 | FY10 | FY09 1H | FY09 | FY08 1H | FY08 |
| (千台 000 units) |         |          |                        |                           |                        |                           |         |      |      |         |      |         |      |
| Japan          | 72      | 158      | 89                     | 89                        | 164                    | 164                       | 77      | 171  | 83   | 168     |      |         |      |
| Non-Mini       | 28      | 64       | 36                     | 36                        | 60                     | 60                        | 28      | 65   | 28   | 54      |      |         |      |
| Mini           | 44      | 94       | 53                     | 53                        | 104                    | 104                       | 49      | 106  | 55   | 114     |      |         |      |
| North America  | 61      | 111      | 43                     | 43                        | 94                     | 94                        | 46      | 88   | 71   | 119     |      |         |      |
| US             | 46      | 78       | 28                     | 28                        | 62                     | 62                        | 29      | 54   | 53   | 84      |      |         |      |
| Europe         | 117     | 230      | 98                     | 98                        | 218                    | 218                       | 93      | 170  | 168  | 272     |      |         |      |
| Germany        | 15      | 30       | 13                     | 13                        | 29                     | 29                        | 16      | 24   | 12   | 29      |      |         |      |
| UK             | 9       | 14       | 10                     | 10                        | 20                     | 20                        | 9       | 18   | 12   | 17      |      |         |      |
| Russia         | 37      | 76       | 25                     | 25                        | 55                     | 55                        | 26      | 39   | 68   | 96      |      |         |      |
| Ukraine        | 5       | 11       | 3                      | 3                         | 8                      | 8                         | 3       | 10   | 21   | 34      |      |         |      |
| Asia & others  | 269     | 533      | 246                    | 297                       | 511                    | 629                       | 229     | 531  | 280  | 507     |      |         |      |
| China          | 33      | 71       | 31                     | 78                        | 65                     | 168                       | 57      | 143  | 39   | 88      |      |         |      |
| Taiwan         | 19      | 36       | 18                     | 21                        | 36                     | 47                        | 19      | 43   | 17   | 31      |      |         |      |
| Thailand       | 37      | 67       | 19                     | 19                        | 48                     | 48                        | 8       | 23   | 10   | 19      |      |         |      |
| Indonesia      | 36      | 70       | 27                     | 27                        | 59                     | 59                        | 14      | 40   | 25   | 40      |      |         |      |
| Philippines    | 16      | 31       | 17                     | 17                        | 33                     | 33                        | 11      | 25   | 9    | 18      |      |         |      |
| Malaysia       | 6       | 11       | 6                      | 6                         | 12                     | 17                        | 5       | 11   | 8    | 13      |      |         |      |
| Australia      | 31      | 65       | 33                     | 33                        | 63                     | 63                        | 27      | 59   | 31   | 57      |      |         |      |
| Brazil         | 28      | 61       | 22                     | 22                        | 46                     | 46                        | 18      | 38   | 25   | 43      |      |         |      |
| UAE            | 11      | 19       | 15                     | 15                        | 28                     | 28                        | 14      | 29   | 22   | 37      |      |         |      |
| Grand Total    | 519     | 1,032    | 476                    | 527                       | 987                    | 1,105                     | 445     | 960  | 602  | 1,066   |      |         |      |

\* 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

|                                      | FY11 1H | FY10 1H | FY10  | FY09 1H | FY09 | FY08 1H | FY08  |
|--------------------------------------|---------|---------|-------|---------|------|---------|-------|
| (千台 000 units)                       |         |         |       |         |      |         |       |
| Japan                                | 282     | 323     | 663   | 199     | 514  | 411     | 682   |
| Okazaki                              | 87      | 117     | 222   | 43      | 137  | 83      | 135   |
| Mizushima                            | 158     | 166     | 355   | 132     | 306  | 273     | 464   |
| PMC                                  | 37      | 39      | 86    | 24      | 71   | 55      | 82    |
| Overseas (consolidated subsidiaries) | 148     | 124     | 274   | 68      | 202  | 142     | 255   |
| MMNA-manufacturing (US)              | 20      | 14      | 33    | 7       | 23   | 28      | 44    |
| NedCar (Netherlands)                 | 11      | 13      | 27    | 23      | 39   | 20      | 46    |
| MMTh (Thailand)                      | 111     | 89      | 200   | 34      | 129  | 89      | 157   |
| Total                                | 142     | 117     | 260   | 64      | 191  | 137     | 246   |
| MMPC (Philippines)                   | 6       | 7       | 14    | 5       | 11   | 5       | 9     |
| Overseas (partner companies)         | 126     | 116     | 248   | 95      | 227  | 82      | 152   |
| Grand Total                          | 556     | 563     | 1,186 | 363     | 943  | 635     | 1,088 |

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

|   | FY11 1H | FY10 | FY09 | FY08 |
|---|---------|------|------|------|
| 連結子会社<br>Consolidated subsidiaries                    | 55      | 59   | 57   | 52   |
| 持分法適用会社<br>Equity-method subsidiaries<br>& affiliates | 27      | 25   | 26   | 24   |

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

| (億円 JPY 100M)                 | FY11 1H | FY11(FC) | FY10 1H | FY10 | FY09 1H | FY09 | FY08 1H | FY08 |
|-------------------------------|---------|----------|---------|------|---------|------|---------|------|
| 減価償却費 Depreciation            | 270     | 670      | 311     | 627  | 339     | 690  | 390     | 790  |
| 設備投資*<br>Capital expenditure* | 214     | 990      | 168     | 525  | 221     | 471  | 443     | 719  |

\* 計上ベース Accrual basis.

6. 研究開発費 R&D expenses

| (億円 JPY 100M)      | FY11 1H | FY11(FC) | FY10 1H | FY10 | FY09 1H | FY09 | FY08 1H | FY08 |
|--------------------|---------|----------|---------|------|---------|------|---------|------|
| 研究開発費 R&D expenses | 270     | 630      | 236     | 494  | 218     | 444  | 335     | 640  |

\*連結ベース Consolidated basis.

7. 有利子負債の状況 Interest-bearing debt

| (億円 JPY 100M)                           | 9E/11 | 3E/11 | 3E/10 | 3E/09  |
|---|-------|-------|-------|--------|
| MMC 単独 (Automotive)<br>Non-consolidated | 2,265 | 2,602 | 2,614 | 2,189  |
| MMC Group                               | 1,439 | 1,377 | 1,396 | 3,188  |
| Automotive                              | 735   | 780   | 756   | 2,731  |
| Financial                               | 704   | 597   | 640   | 457    |
| 連結調整<br>Consolidation Adjustment        | -89   |       | -83   | -1,843 |
| Grand Total                             | 3,615 | 3,979 | 3,927 | 3,534  |

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

|              | Oct 11 | Apr 11 | Oct 10 | Apr 10 | Oct 09 | Apr 09 |
|--------------|--------|--------|--------|--------|--------|--------|
| 販社数 Dealers  | 108    | 109    | 110    | 112    | 113    | 115    |
| 拠点数 Branches | 690    | 695    | 697    | 705    | 715    | 728    |

9. 米国オペレーション US operations

|                               | FY11 1H | FY10 1H | FY10  | FY09  | FY08  |
|-------------------------------|---------|---------|-------|-------|-------|
| 販社数 Number of dealers         | 397     | 397     | 405   | 405   | 420   |
| マーケットシェア<br>Market share      | 0.71%   | 0.46%   | 0.51% | 0.50% | 0.71% |
| フリート販売比率<br>Fleet sales ratio | 31.8%   | 9.5%    | 21.9% | 21.5% | 26.3% |
| MMCA ベネトレーション<br>Penetration* | 36%     | 40%     | 40%   | 38%   | 34%   |

\* 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                      | #1      | #2     | #3    |
|-------------------------------|---------|--------|-------|
| 発行済株数 Issued                  | 130,000 | 35,000 | 1,000 |
| 転換済株数 Converted               | 57,000  | 10,000 | -     |
| 残高 Remaining                  | 73,000  | 25,000 | 1,000 |
| 転換価額(Yen)<br>Conversion price | 108     | 108    | 89    |

| G種 Class                      | #1      | #2      | #3     | #4     |
|-------------------------------|---------|---------|--------|--------|
| 発行済株数 Issued                  | 130,000 | 168,393 | 10,200 | 30,000 |
| 転換済株数 Converted               | -       | -       | -      | -      |
| 残高 Remaining                  | 130,000 | 168,393 | 10,200 | 30,000 |
| 転換価額(Yen)<br>Conversion price | 105     | 143     | 139    | 258    |

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

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.

2011年9月30日現在の発行済普通株式数は 5,537,956,840株

Outstanding common shares stood at 5,537,956,840 shares as of September 30, 2011.

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