

## Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2016 [Japan GAAP]

Company name: **Mitsubishi Motors Corporation**  
 Listing: First Section, the Tokyo Stock Exchange  
 Stock code: 7211  
 URL: <http://www.mitsubishi-motors.com/>  
 Representative: Tetsuro Aikawa, President, COO  
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 Scheduled date to file quarterly report: February 12, 2016  
 Scheduled date to deliver cash dividends: TBD  
 Quarterly earnings supplementary explanatory documents: Yes  
 Quarterly earnings presentation: Yes

(Figures less than one million yen are rounded, unless otherwise noted)

### 1. Consolidated performance for the third quarter of fiscal year 2015 (from April 1, 2015 to December 31, 2015)

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes)

|                                | Net sales       |     | Operating income |     | Ordinary income |        | Net income attributable to owners of the parent |        |
|--------------------------------|-----------------|-----|------------------|-----|-----------------|--------|---|--------|
|                                | Millions of yen | %   | Millions of yen  | %   | Millions of yen | %      | Millions of yen                                 | %      |
| FY2015 3 <sup>rd</sup> quarter | 1,661,965       | 4.6 | 102,003          | 1.2 | 106,685         | (11.2) | 76,749  | (22.2) |
| FY2014 3 <sup>rd</sup> quarter | 1,588,555       | 4.6 | 100,761          | 4.6 | 120,074         | 3.2    | 98,591  | 11.5   |

Note: Comprehensive income FY2015 3<sup>rd</sup> quarter: ¥ 54,713 million (60.0%) FY2014 3<sup>rd</sup> quarter: ¥ 136,886 million 39.6%

|                                | Net income per share | Diluted net income per share |
|--------------------------------|----------------------|------------------------------|
|                                | Yen                  | Yen                          |
| FY2015 3 <sup>rd</sup> quarter | 78.04                | –                            |
| FY2014 3 <sup>rd</sup> quarter | 100.25               | –                            |

Note : Diluted net income per shares are not shown above because there are no diluted shares.

#### (2) Consolidated financial position

| As of             | Total assets    | Net assets      | Equity ratio |
|-------------------|-----------------|-----------------|--------------|
|                   | Millions of yen | Millions of yen | %            |
| December 31, 2015 | 1,461,358       | 707,600         | 47.4         |
| March 31, 2015    | 1,582,802       | 670,766         | 41.6         |

Reference: Equity As of December 31, 2015: ¥ 693,164 million As of March 31, 2015: ¥ 658,652 million

## 2. Cash dividends

| Record date       | Cash dividends per share |                |               |                 |        |
|-------------------|--------------------------|----------------|---------------|-----------------|--------|
|                   | First quarter            | Second quarter | Third quarter | Fiscal year-end | Annual |
|                   | Yen                      | Yen            | Yen           | Yen             | Yen    |
| FY2014            | –                        | 7.50           | –             | 8.50            | 16.00  |
| FY2015            | –                        | 8.00           | –             |                 |        |
| FY2015 (Forecast) |                          |                |               | 8.00            | 16.00  |

Note: Modifications in the cash dividend forecast from the latest announcement: Nil

## 3. Consolidated earnings forecasts for fiscal year 2015 (from April 1, 2015 to March 31, 2016)

(Percentages indicate changes over the same period in the previous fiscal year)

|           | Net sales       |     | Operating income |       | Ordinary income |        | Net income attributable to owners of the parent |        | Net income per share |
|-----------|-----------------|-----|------------------|-------|-----------------|--------|---|--------|----------------------|
|           | Millions of yen | %   | Millions of yen  | %     | Millions of yen | %      | Millions of yen                                 | %      | Yen                  |
| Full year | 2,260,000       | 3.6 | 125,000          | (8.0) | 130,000         | (14.3) | 100,000   | (15.4) | 101.68               |

Note: Modifications in the consolidated earnings forecasts from the latest announcement: Nil

### \* Notes:

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of simple accounting as well as specific accounting for preparing the quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
  - 1) Changes in accounting policies due to revisions to accounting standards: Yes
  - 2) Changes in accounting policies due to other reasons: No
  - 3) Changes in accounting estimates: No
  - 4) Restatement: No
- (4) Number of issued shares (common stock)
  - 1) Total number of issued shares and outstanding at the end of the period (including treasury stock)
 

|                          |                    |
|--------------------------|--------------------|
| As of December 31, 2015: | 983,661,919 shares |
| As of March 31, 2015:    | 983,661,919 shares |
  - 2) Number of shares of treasury stock at the end of the period
 

|                          |                |
|--------------------------|----------------|
| As of December 31, 2015: | 221,976 shares |
| As of March 31, 2015:    | 221,845 shares |
  - 3) Average number of shares during the period (cumulative from the beginning of the fiscal year)
 

|                                 |                    |
|---------------------------------|--------------------|
| FY2015 3 <sup>rd</sup> quarter: | 983,439,973 shares |
| FY2014 3 <sup>rd</sup> quarter: | 983,440,314 shares |

\* Quarterly review procedures:

As of when this summary of quarterly financial results have been released as flash report, we have not completed the review for the quarterly financial reporting required in accordance with the Financial Instruments and Exchange Act.

\* Proper use of earnings forecasts, and other special matters:

(Note for the description about financial forecast)

Figures for financial 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 MMC group's business environment, market trends or exchange rates may cause actual results to differ materially from these forecasts for FY2015.

(How to obtain additional information materials / details of the earnings release conference)

Additional information materials are disclosed on the MMC web site on the same day as publication of the results. In addition, an audio recording of the earnings release conference held on the same day will, together with the material used for the conference, be posted on the MMC website promptly following conference.

## 1. Qualitative Information and Financial Statements

### (1) Summary of operating results

The Mitsubishi Motors Group (MMC) posted cumulative consolidated results for the first nine months of FY2015 as follows: Net sales increased 73.4 billion yen, or 5% year-on-year, to 1,662 billion yen. Operating income rose 1%, or 1.2 billion yen year-on-year, to 102 billion yen. Despite increase in costs on quality measures in market, positive factors such as cost reductions and improvements in volume/model mix, among others contributed to the increase. Ordinary income decreased 11%, or 13.4 billion yen year-on-year, to 106.7 billion yen. Net income attributable to owners of the parent decreased 22%, or 21.9 billion yen year-on-year, to 76.7 billion yen due to extraordinary loss of 15.3 billion recorded from terminating the production in the United States.

Global retail sales volume for the first nine months of FY2015 totaled 787,000 units, a decrease of 2% or 19,000 units over the same period in FY2014. Sales volumes by regions were as follows.

**Japan:** Sales volume totaled 66,000 units, a year-on-year decrease of 16% or 13,000 units. Despite sales increased with registered vehicles over the same period last year, decrease in minicar sales due to the harsh market environment negatively affected the total decrease for the region.

**North America:** Sales volume totaled 101,000 units, a year-on-year increase of 19% or 16,000 units. The increase was driven by firm sales of the *Outlander* and the *Outlander Sport* (RVR or ASX in some markets).

**Europe:** Sales volume in the Western European area totaled 129,000 units, a year-on-year increase of 18% or 21,000 units, contributed mainly by sales increases in Germany and the United Kingdom. However, this increase could not offset the drop in sales volume in Russia where the economic environment worsened and prices rose due to a worsening currency situation, resulting in a total of 157,000 units, a decrease of 8% or 14,000 units for the region as a whole.

**Asia:** Sales volume totaled 242,000 units, a year-on-year decrease of 6% or 15,000 units. Although sales increased in Thailand over the same period last year, led by firm sales of the *Pajero Sport* which debuted in October 2015, sales decrease in China and Indonesia negatively affected the total sales of the region.

**Other Regions:** Sales volume totaled 221,000 units, a year-on-year increase of 4% or 7,000 units due to sales increase in the Middle East and Africa.

### (2) Summary of financial position

Total assets as of December 31, 2015 amounted to 1,461.4 billion yen, a decrease of 121.4 billion yen over the end of FY2014 due to the transfer of sales credit receivables during the second quarter of the fiscal year.

Cash and cash deposits amounted 484.7 billion yen, an increase of 44.4 billion yen from the end of FY2014. Total liabilities amounted to 753.8 billion yen, a decrease of 158.2 billion yen from the end of FY2014. Out of total liabilities, the interest bearing debt balance was reduced to 33 billion yen, a decrease of 111.5 billion yen from the end of FY2014 due to factors including a reduction in debts payable that brought by the transfer of sales credit receivables occurred in the second quarter of the fiscal year.

Net assets at the end of the third quarter of FY2015 amounted to 707.6 billion yen, a 36.8 billion yen increase from the end of FY2014 due to factors including the net income attributable to owners of the parent posted in this term, dividend payouts, and a decrease from the foreign currency translation adjustment affected by foreign exchange rates recorded as of the end of December 31, 2015.

### (3) Summary of earnings forecasts

MMC has decided to revise sales volume and full-year (April 1, 2015 through March 31, 2016) consolidated earnings forecasts for the fiscal year. These changes were made based on the nine-month operating results and the consideration of many factors, including current global economic situation and market trends. The revision is outlined below.

MMC bases its full-year consolidated earnings forecasts on currency exchange rates of 120JPY/USD and 132JPY/EUR (116JPY/USD and 127JPY/EUR for the fourth quarter of the fiscal year.)

Sales volume forecasts for the full-year are as follows:

Sales volume (retail): 1,053,000 units (No change from the previous forecast)

Sales volume (wholesale): 1,240,000 units (11,000 units down from the previous forecast)

Revision to the Full-year Consolidated Earnings Forecast for FY2015 (April 1, 2015 through March 31, 2016)

|   | Net Sales<br>(millions of<br>yen) | Operating<br>Income<br>(millions of<br>yen) | Ordinary<br>Income<br>(millions of<br>yen) | Net Income<br>(millions of<br>yen) | Net Income<br>Per Share<br>(Yen) |
|---|-----------------------------------|---|--|------------------------------------|----------------------------------|
| Previous Forecast (A)   | 2,280,000                         | 125,000                                     | 130,000                                    | 100,000                            | 101.68                           |
| <b>Revised Forecast (B)</b>   | <b>2,260,000</b>                  | <b>125,000</b>                              | <b>130,000</b>                             | <b>100,000</b>                     | <b>101.68</b>                    |
| Change in amount (B-A)  | (20,000)                          | —   | —  | —                                  | —                                |
| Change as percentage  | (0.9%)                            | —   | —  | —                                  | —                                |
| (For reference only)<br>Results for the last fiscal<br>year (year ending March<br>2015) | 2,180,728                         | 135,913                                     | 151,616                                    | 118,170                            | 120.16                           |

## 2. Others

- (1) Application of simple accounting as well as specific accounting for preparing the quarterly consolidated financial statements:

Income tax expenses were calculated as multiplying income before income taxes by reasonably estimated annual effective tax rate. This tax rate was reasonably estimated after applying the deferred tax accounting to the annual income before income taxes.

- (2) Changes in accounting policies, changes in accounting estimates, and restatement

Changes in accounting policies due to revisions to accounting standards:

Effective from the beginning of the first quarter of FY2015, Mitsubishi Motors Corporation adopted the “Revised Accounting Standard for Business Combinations” (ASBJ Statement No.21 of September 13, 2013), “Revised Accounting Standard for Consolidated Financial Statements” (ASBJ Statement No.22 of September 13, 2013), and “Revised Accounting Standard for Business Divestitures” (ASBJ Statement No.7 of September 13, 2013).

In applying these accounting standards, the accounting treatment for any changes in a parent’s ownership interest in a subsidiary when the parent retains control over the subsidiary and the corresponding accounting for acquisition-related costs were revised. In addition, the presentation method of net income was amended, the reference to “minority interests” was changed to “non-controlling interests”, and accounting treatment for adjustments to provisional amounts during measurement period was also changed.

There is no impact to the profit/loss.

### 3. Consolidated financial statements

#### (1) Consolidated balance sheets

(Millions of yen)

|  | As of March 31, 2015 | As of December 31, 2015 |
|--|----------------------|-------------------------|
| Assets                                 |                      |                         |
| Current assets                         |                      |                         |
| Cash and deposits                      | 440,272              | 484,705                 |
| Notes and accounts receivable-trade    | 184,653              | 158,569                 |
| Merchandise and finished goods         | 155,181              | 128,295                 |
| Work in process                        | 25,968               | 18,649                  |
| Raw materials and supplies             | 30,533               | 33,590                  |
| Other                                  | 130,633              | 123,025                 |
| Allowance for doubtful accounts        | (3,585)              | (1,297)                 |
| Total current assets                   | 963,658              | 945,538                 |
| Non-current assets                     |                      |                         |
| Property, plant and equipment          |                      |                         |
| Buildings and structures, net          | 80,347               | 81,314                  |
| Machinery, equipment and vehicles, net | 174,585              | 127,499                 |
| Tools, furniture and fixtures, net     | 37,142               | 33,390                  |
| Land                                   | 97,129               | 92,798                  |
| Construction in progress               | 17,105               | 9,256                   |
| Total property, plant and equipment    | 406,310              | 344,260                 |
| Intangible assets                      | 14,043               | 15,267                  |
| Investments and other assets           |                      |                         |
| Investment securities                  | 74,298               | 81,155                  |
| Other                                  | 131,254              | 81,343                  |
| Allowance for doubtful accounts        | (6,763)              | (6,207)                 |
| Total investments and other assets     | 198,789              | 156,291                 |
| Total non-current assets               | 619,143              | 515,819                 |
| Total assets                           | 1,582,802            | 1,461,358               |

(Millions of yen)

|   | As of March 31, 2015 | As of December 31, 2015 |
|---|----------------------|-------------------------|
| <b>Liabilities</b>                                    |                      |                         |
| <b>Current liabilities</b>                            |                      |                         |
| Notes and accounts payable-trade                      | 353,862              | 352,081                 |
| Electronically recorded obligations                   | 21,018               | 35,539                  |
| Short-term loans payable                              | 90,907               | 13,413                  |
| Current portion of long-term loans payable            | 27,643               | 7,854                   |
| Accounts payable-other and accrued expenses           | 122,128              | 117,027                 |
| Income taxes payable                                  | 5,829                | 7,345                   |
| Provision for product warranties                      | 34,108               | 32,921                  |
| Other   | 37,342               | 49,020                  |
| <b>Total current liabilities</b>                      | <b>692,840</b>       | <b>615,203</b>          |
| <b>Noncurrent liabilities</b>                         |                      |                         |
| Long-term loans payable                               | 25,914               | 11,715                  |
| Net defined benefit liability                         | 106,821              | 52,295                  |
| Other   | 86,459               | 74,543                  |
| <b>Total noncurrent liabilities</b>                   | <b>219,195</b>       | <b>138,554</b>          |
| <b>Total liabilities</b>                              | <b>912,035</b>       | <b>753,757</b>          |
| <b>Net assets</b>                                     |                      |                         |
| <b>Shareholders' equity</b>                           |                      |                         |
| Capital stock   | 165,701              | 165,701                 |
| Capital surplus                                       | 85,257               | 85,257                  |
| Retained earnings                                     | 432,241              | 492,764                 |
| Treasury stock  | (220)                | (220)                   |
| <b>Total shareholders' equity</b>                     | <b>682,980</b>       | <b>743,503</b>          |
| <b>Accumulated other comprehensive income</b>         |                      |                         |
| Valuation difference on available-for-sale securities | 7,844                | 4,443                   |
| Deferred gains or losses on hedges                    | 286                  | (1,566)                 |
| Foreign currency translation adjustment               | (21,013)             | (41,874)                |
| Remeasurements of defined benefit plans               | (11,445)             | (11,341)                |
| <b>Total accumulated other comprehensive income</b>   | <b>(24,327)</b>      | <b>(50,339)</b>         |
| <b>Non-controlling interests</b>                      | <b>12,113</b>        | <b>14,435</b>           |
| <b>Total net assets</b>                               | <b>670,766</b>       | <b>707,600</b>          |
| <b>Total liabilities and net assets</b>               | <b>1,582,802</b>     | <b>1,461,358</b>        |

## (2) Consolidated statements of income and Consolidated statements of comprehensive income

| Consolidated statements of income                           | (Millions of yen)   |   |
|---|---|---|
|   | FY2014 3 <sup>rd</sup> quarter<br>(from April 1, 2014 to December 31, 2014) | FY2015 3 <sup>rd</sup> quarter<br>(from April 1, 2015 to December 31, 2015) |
| Net sales   | 1,588,555   | 1,661,965   |
| Cost of sales   | 1,239,502   | 1,313,669   |
| Gross profit  | 349,053   | 348,296   |
| Selling, general and administrative expenses                |   |   |
| Advertising and promotion expenses                          | 76,356  | 68,071  |
| Freightage expenses   | 43,638  | 42,080  |
| Provision of allowance for doubtful accounts                | (593)   | 139   |
| Directors' compensations, salaries and allowances           | 50,320  | 51,481  |
| Retirement benefit expenses                                 | 3,235   | 3,563   |
| Depreciation  | 6,783   | 6,894   |
| Research and development expenses                           | 31,722  | 32,297  |
| Other   | 36,827  | 41,764  |
| Total selling, general and administrative expenses          | 248,292   | 246,292   |
| Operating income (loss)                                     | 100,761   | 102,003   |
| Non-operating income  |   |   |
| Interest income   | 3,958   | 3,800   |
| Foreign exchange gains                                      | 9,191   | -   |
| Equity in earnings of affiliates                            | 9,324   | 7,071   |
| Other   | 1,806   | 1,958   |
| Total non-operating income                                  | 24,280  | 12,830  |
| Non-operating expenses                                      |   |   |
| Interest expenses   | 3,298   | 1,220   |
| Foreign exchange losses                                     | -   | 5,234   |
| Other   | 1,669   | 1,692   |
| Total non-operating expenses                                | 4,967   | 8,148   |
| Ordinary income (loss)                                      | 120,074   | 106,685   |
| Extraordinary income  |   |   |
| Gain on sales of non-current assets                         | 168   | 9,870   |
| Gain on sales of shares of subsidiaries and associates      | 475   | -   |
| Other   | 33  | 713   |
| Total extraordinary income                                  | 677   | 10,583  |
| Extraordinary losses  |   |   |
| Loss on retirement of non-current assets                    | 1,689   | 2,093   |
| Impairment loss   | 1,486   | 573   |
| Loss on closing of plants                                   | -   | 15,319  |
| Other   | 2,257   | 811   |
| Total extraordinary losses                                  | 5,433   | 18,797  |
| Income (loss) before income taxes                           | 115,317   | 98,471  |
| Income taxes  | 15,468  | 16,776  |
| Net income (loss)   | 99,849  | 81,695  |
| Net income (loss) attributable to non-controlling interests | 1,258   | 4,945   |
| Net income (loss) attributable to owners of the parent      | 98,591  | 76,749  |



## Consolidated statements of comprehensive income

(Millions of yen)

|   | FY2014 3 <sup>rd</sup> quarter<br>(from April 1, 2014 to December 31, 2014) | FY2015 3 <sup>rd</sup> quarter<br>(from April 1, 2015 to December 31, 2015) |
|---|---|---|
| Net income (loss)   | 99,849  | 81,695  |
| Other comprehensive income  |   |   |
| Valuation difference on available-for-sale securities                               | 2,000   | (3,387)   |
| Deferred gains or losses on hedges  | 378   | 49  |
| Foreign currency translation adjustment   | 37,477  | (21,153)  |
| Remeasurements of defined benefit plans   | (3,814)   | (48)  |
| Share of other comprehensive income of associates accounted for using equity method | 994   | (2,442)   |
| Total other comprehensive income  | 37,037  | (26,981)  |
| Comprehensive income  | 136,886   | 54,713  |
| Comprehensive income attributable to:   |   |   |
| Owners of the parent  | 134,282   | 50,738  |
| Non-controlling interests   | 2,603   | 3,974   |

**(3) Notes to consolidated financial statements**

**Notes on premise of going concern**

N/A

**Notes on significant changes in the amount of shareholders' equity**

N/A

## Segment information

FY2014 3<sup>rd</sup> quarter (from April 1, 2014 to December 31, 2014)

### 1. Net sales and income (loss) for each reportable segment

(Millions of yen)

|                                    | Automobiles | Financial services | Total     | Adjustment<br>(Note 1) | Grand total<br>(Note 2) |
|------------------------------------|-------------|--------------------|-----------|------------------------|-------------------------|
| Net sales                          |             |                    |           |                        |                         |
| (1) External customers             | 1,578,015   | 10,540             | 1,588,555 | –                      | 1,588,555               |
| (2) Intersegment sales & transfers | 151         | –                  | 151       | (151)                  | –                       |
| Total                              | 1,578,166   | 10,540             | 1,588,706 | (151)                  | 1,588,555               |
| Segment income (loss)              | 100,192     | 719                | 100,912   | (151)                  | 100,761                 |

Notes: 1. Adjustment represents the elimination of intersegment transactions.

2. Segment income (loss) agrees to the amount of operating income (loss) presented in the consolidated statement of income.

### 2. Information on assets by reporting segment

N/A

### 3. Information on impairment loss on non-current assets by reportable segments

Impairment loss was recognized in automobile segment. Loss on impairment amounted to ¥1,486 million.

(Supplementary information about geographic information)

### 1. Net sales to the external customers classified by the geographic location of the external customers

(Millions of yen)

|                                 | Japan   | North America | Europe  | Asia    | Oceania | Other   | Total     |
|---------------------------------|---------|---------------|---------|---------|---------|---------|-----------|
| Net sales                       |         |               |         |         |         |         |           |
| Net sales to external customers | 311,495 | 196,785       | 392,558 | 314,788 | 164,357 | 208,570 | 1,588,555 |

Note: Main countries and regions outside Japan are grouped as follows:

(1) North America..... The United States

(2) Europe..... Russia, France, The Netherlands, Germany

(3) Asia..... Thailand, The Philippines, China, Indonesia

(4) Oceania..... Australia, New Zealand

(5) Other..... Brazil, U.A.E., Puerto Rico

2. Net sales and operating income (loss) classified by the geographic location of the company and its consolidated subsidiaries

(Millions of yen)

|                                    | Japan     | North America | Europe | Asia    | Oceania | Other  | Total     | Adjustment (Note) | Grand total |
|------------------------------------|-----------|---------------|--------|---------|---------|--------|-----------|-------------------|-------------|
| Net sales                          |           |               |        |         |         |        |           |                   |             |
| (1) External customers             | 996,184   | 179,388       | 61,706 | 166,287 | 164,357 | 20,631 | 1,588,555 | –                 | 1,588,555   |
| (2) Intersegment sales & transfers | 330,160   | 48,187        | 1,247  | 288,536 | 124     | 0      | 668,256   | (668,256)         | –           |
| Total                              | 1,326,345 | 227,575       | 62,954 | 454,823 | 164,481 | 20,631 | 2,256,812 | (668,256)         | 1,588,555   |
| Operating income (loss)            | 59,575    | 4,457         | 6,522  | 24,566  | 7,522   | 470    | 103,115   | (2,354)           | 100,761     |

Note: Main countries and regions outside Japan are grouped as follows:

- (1) North America..... The United States
- (2) Europe..... The Netherlands, Russia
- (3) Asia..... Thailand, The Philippines
- (4) Oceania..... Australia, New Zealand
- (5) Other..... U.A.E., Puerto Rico

FY2015 3<sup>rd</sup> quarter (from April 1, 2015 to December 31, 2015)

1. Net sales and income (loss) for each reportable segment

(Millions of yen)

|                                    | Automobiles | Financial services | Total     | Adjustment (Note 1) | Grand total (Note 2) |
|------------------------------------|-------------|--------------------|-----------|---------------------|----------------------|
| Net sales                          |             |                    |           |                     |                      |
| (1) External customers             | 1,654,756   | 7,209              | 1,661,965 | –                   | 1,661,965            |
| (2) Intersegment sales & transfers | (142)       | –                  | (142)     | 142                 | –                    |
| Total                              | 1,654,614   | 7,209              | 1,661,823 | 142                 | 1,661,965            |
| Segment income (loss)              | 101,865     | (5)                | 101,860   | 142                 | 102,003              |

Notes: 1. Adjustment represents the elimination of intersegment transactions.

2. Segment income (loss) agrees to the amount of operating income (loss) presented in the consolidated statement of income.

2. Information on assets by reporting segment

In the first nine months of the fiscal year under review, assets of the financial services segment decreased significantly compared with the end of the previous fiscal year due to the transferring finance receivables and leased vehicles of Mitsubishi Motors Credit of America Inc., a subsidiary in the United States.

3. Information on impairment loss on non-current assets by reportable segments

No significant items to be reported.

(Supplementary information about geographic information)

1. Net sales to the external customers, classified by the geographic location of the external customers

(Millions of yen)

|                                 | Japan   | North America | Europe  | Asia    | Oceania | Other   | Total     |
|---------------------------------|---------|---------------|---------|---------|---------|---------|-----------|
| Net sales                       |         |               |         |         |         |         |           |
| Net sales to external customers | 283,912 | 254,371       | 378,972 | 343,877 | 161,001 | 239,830 | 1,661,965 |

Note: Main countries and regions outside Japan are grouped as follows:

- (1) North America..... The United States
- (2) Europe..... Russia, England, Germany, France, The Netherlands
- (3) Asia..... Thailand, The Philippines, China, Indonesia
- (4) Oceania..... Australia, New Zealand
- (5) Other..... Brazil, U.A.E., Puerto Rico

2. Net sales and operating income (loss) classified by the geographic location of the company and its consolidated subsidiaries

(Millions of yen)

|                                    | Japan     | North America | Europe | Asia    | Oceania | Other  | Total     | Adjustment (Note) | Grand total |
|------------------------------------|-----------|---------------|--------|---------|---------|--------|-----------|-------------------|-------------|
| Net sales                          |           |               |        |         |         |        |           |                   |             |
| (1) External customers             | 988,497   | 220,022       | 57,752 | 218,484 | 161,001 | 16,207 | 1,661,965 | –                 | 1,661,965   |
| (2) Intersegment sales & transfers | 359,796   | 13,746        | 6,043  | 313,379 | 83      | –      | 693,049   | (693,049)         | –           |
| Total                              | 1,348,294 | 233,768       | 63,795 | 531,864 | 161,084 | 16,207 | 2,355,015 | (693,049)         | 1,661,965   |
| Operating income (loss)            | 41,889    | 8,908         | 950    | 40,796  | 8,267   | 525    | 101,338   | 664               | 102,003     |

Note: Main countries and regions outside Japan are grouped as follows:

- (1) North America..... The United States
- (2) Europe..... The Netherlands, Russia
- (3) Asia..... Thailand, The Philippines
- (4) Oceania..... Australia, New Zealand
- (5) Other..... U.A.E., Puerto Rico