

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)		FY21				FY22				FY23 (Plan)			
		Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Full Year
売上高 Net Sales		14,555	4,319	4,587	5,255	6,228	20,389	5,287	6,295	6,471	6,528	24,581	27,000
	Japan	4,221	755	1,009	868	1,307	3,939	1,123	1,474	1,304	1,626	5,527	5,700
	North America	1,946	845	872	980	1,275	3,972	1,062	1,271	1,596	1,451	5,380	5,880
	Europe	1,833	528	677	751	621	2,577	274	415	378	475	1,542	2,850
	Asia	3,369	1,079	948	1,332	1,469	4,828	1,263	1,636	1,543	1,528	5,970	6,550
	China and others	192	45	40	38	44	167	22	29	37	36	124	50
	ASEAN	3,177	1,034	908	1,294	1,425	4,661	1,241	1,607	1,506	1,492	5,846	6,500
	Australia/NZ	1,733	578	490	626	853	2,547	748	742	694	635	2,819	2,760
	Others	1,453	534	591	698	703	2,526	817	757	956	813	3,343	3,260
営業利益 Operating Profit		-953	106	146	307	314	873	308	538	691	368	1,905	1,500
(Margin)		-6.5%	2.5%	3.2%	5.8%	5.0%	4.3%	5.8%	8.5%	10.7%	5.6%	7.7%	5.6%
	Japan	-295	-18	-12	-30	-42	-102	-71	-10	-36	56	-61	
	North America	-333	24	49	65	103	241	160	215	357	87	819	
	Europe	-200	-5	0	-12	-10	-27	8	12	21	27	68	
	Asia	63	71	58	110	109	348	86	157	176	71	490	
	China and others	-30	9	8	7	3	27	12	6	8	-2	24	
	ASEAN	93	62	50	103	106	321	74	151	168	73	466	
	Australia/NZ	-74	50	27	102	107	286	108	110	100	54	372	
	Others	-114	-16	24	72	47	127	17	54	73	73	217	
経常利益 Ordinary Profit		-1,052	112	159	340	399	1,010	495	518	534	273	1,820	1,500
(Margin)		-7.2%	2.6%	3.5%	6.5%	6.4%	5.0%	9.4%	8.2%	8.3%	4.2%	7.4%	5.6%
親会社株主に帰属する当期純利益 Profit attributable to owners of parent		-3,123	61	156	230	293	740	386	441	481	379	1,687	1,000
(Margin)		-21.5%	1.4%	3.4%	4.4%	4.7%	3.6%	7.3%	7.0%	7.4%	5.8%	6.9%	3.7%
売上レート (円)	USD	105	110	110	113	115	112	127	137	143	134	136	129
	EUR	124	132	130	130	129	130	137	140	145	143	142	140
	THB	3.41	3.51	3.39	3.37	3.47	3.44	3.72	3.79	3.86	3.89	3.82	3.82
ネット・キャッシュ・フロー Net Cash Flow		450					669						844
	Operating	-415					1,181						1,736
	Investing	-1,013					-691						-531
	Financing	1,683					-102						-619
現金の期末残高 Cash Balance*		4,446					5,115						5,959
フリー・キャッシュ・フロー Free Cash Flow		-1,428					490						1,205

* 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 100M)

(FY22:258, FY21:281, FY20:195)

(億円, JPY 100M)		FY21				FY22			
		Jun. 21	Sep. 21	Dec. 21	Mar. 22	Jun. 22	Sep. 22	Dec. 22	Mar. 22
総資産 Total Assets		17,361	17,392	18,623	19,284	19,148	20,143	20,565	22,015
負債 Liabilities		12,092	12,016	12,876	12,981	12,112	12,559	12,646	13,711
自己資本比率 Equity ratio (%)		29.3	29.8	29.7	31.5	35.4	36.3	37.2	36.4
純資産 Net Assets		5,269	5,376	5,747	6,303	7,036	7,584	7,919	8,304
発行済み普通株式数 (千株) Total number of issued shares (000's shares)		1,490,282	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282

2. 地域別の状況 Regional performance

主要国別卸売台数 Wholesale volume by major country

(千台 000 units)		FY21				FY22				FY23 (Plan)			
		Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Full Year
Japan		232	33	51	45	63	192	47	64	62	73	246	266
	Non-Mini	30	6	8	8	14	36	10	14	13	13	50	45
	Mini	40	9	10	8	12	39	9	11	11	14	45	50
	OEM	162	18	33	29	37	117	28	39	38	46	151	161
North America		93	34	33	37	47	151	32	35	42	40	149	173
	US	62	19	19	24	28	90	19	22	26	20	87	87
	OEM	2	1	2	1	3	7	1	1	2	4	8	8
Europe		90	24	29	32	25	110	9	15	11	18	53	105
	Western Europe	69	16	21	22	17	76	9	14	11	17	51	51
	Russia and others	21	8	8	10	8	34	0	1	0	1	2	2
Asia		258	77	78	87	90	332	71	87	89	81	328	335
	China and others	89	19	20	18	14	71	14	10	19	8	51	51
	China	67	13	17	12	8	50	10	6	13	4	33	33
	ASEAN	169	58	58	69	76	261	57	77	70	73	277	320
	Thailand	51	12	9	15	16	52	12	12	9	11	44	44
	Indonesia	40	22	34	29	33	118	18	30	27	28	103	103
	Philippines	32	7	7	12	10	36	12	14	20	17	63	63
	OEM	0	0	2	0	1	3	0	1	0	1	2	2
Australia/NZ		70	21	21	25	29	96	23	23	21	19	86	88
	Australia	58	16	15	17	25	73	16	18	16	18	68	68
Others		81	29	33	38	35	135	39	33	42	33	147	154
	Latin America	25	13	15	15	14	57	18	14	21	12	65	65
	Middle East and Africa	56	16	18	23	21	78	21	19	21	21	82	82
Grand Total		824	218	245	264	289	1,016	221	257	267	264	1,009	1,121

主要国別小売台数 Retail volume by major country

(千台 000 units)		FY21				FY22*				FY23 (Plan)			
		Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Full Year
Japan		73	15	19	15	26	75	18	26	20	28	92	111
	Non-Mini	30	6	8	8	15	37	10	14	10	14	48	46
	Mini	43	9	11	7	11	38	8	12	10	14	44	65
North America		113	39	37	40	40	156	35	28	34	36	133	161
	US	80	25	24	25	26	100	22	17	20	21	80	93
Europe		144	36	31	35	29	131	20	13	19	9	61	81
	Western Europe	117	28	23	24	22	97	18	12	18	8	56	78
	Russia and others	27	8	8	11	7	34	2	1	1	1	5	3
Asia		294	79	70	95	87	331	76	81	78	75	310	338
	China and others	105	21	21	23	16	81	11	16	12	9	48	27
	China	83	17	16	19	12	64	7	11	8	6	32	10
	ASEAN	189	58	49	72	71	250	65	65	66	66	262	311
	Thailand	53	11	10	14	14	49	13	12	11	11	47	58
	Indonesia	54	26	27	30	31	114	24	21	22	23	90	112
	Philippines	37	8	7	11	10	36	10	15	18	18	61	70
Australia/NZ		72	25	20	20	32	97	24	23	21	20	88	86
	Australia	59	20	14	16	23	73	18	17	16	16	69	73
Others		105	36	35	40	36	147	44	38	32	36	150	140
	Latin America	41	15	15	15	14	59	17	15	13	15	60	57
	Middle East and Africa	64	21	20	25	22	88	27	23	19	21	90	83
Grand Total		801	230	212	245	250	937	217	209	204	204	834	917

* FY22より欧州の一部国を「その他」に地域区分を変更。

Changed the regional division of some countries in Europe from "Europe" to "Others" from FY22.

3. 主要な製作所別生産状況 Production volume by plant

(千台 000 units)		FY20	FY21				Full Year	FY22					Full Year
		Full Year	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q		
Japan	Okazaki	76	36	37	55	42	170	37	61	58	59	215	
	Mizushima	253	39	56	50	62	207	45	62	60	71	238	
	PMC	22	9	5	1	6	21	0	0	0	0	0	
Overseas	MMTh (Thailand)	221	60	70	94	83	307	61	71	64	74	270	
	GMMC(China)	80	18	7	23	11	59	5	13	6	3	27	
	PCMA-Rus(Russia)	14	5	4	8	6	23	0	0	0	0	0	
	MMKI (Indonesia)	75	32	42	37	38	149	28	47	39	42	156	
	MMPC (Philippines)	14	4	7	5	3	19	6	12	13	12	43	

最終組立地をベースにカウントしており、自工会の統計データとは異なる
Production volume indicates number of vehicles locally produced based on MMC's counting method. (Different from JAMA.)

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

(億円 JPY 100M)	FY20	FY21				Full Year	FY22					FY23 (Plan)
	Full Year	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	Full Year	Full Year
減価償却費 Depreciation	659	133	131	132	140	536	144	158	149	150	601	670
設備投資* Capital expenditure*	764	84	121	192	230	627	63	117	107	499	786	1,050

* 計上ベース Accrual basis.

5. 研究開発費 R&D expenses

(億円 JPY 100M)	FY20	FY21				Full Year	FY22					FY23 (Plan)
	Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Full Year
研究開発費 R&D expenses	1,014	217	204	221	265	907	255	249	255	313	1,072	1,180

連結ベース Consolidated basis.

6. 子会社数・関連会社数 Number of subsidiaries and associates

	FY21					FY22				
	Jun. 21	Sep. 21	Dec. 21	Mar. 22	Jun. 22	Sep. 22	Dec. 22	Mar. 22		
連結子会社 Consolidated subsidiaries	35	35	35	35	35	35	35	35		
持分法適用会社 Equity-method associates	18	18	19	18	18	18	18	18		

7. 有利子負債の状況 Interest bearing debt

(億円 JPY 100M)	FY21					FY22				
	Jun. 21	Sep. 21	Dec. 21	Mar. 22	Jun. 22	Sep. 22	Dec. 22	Mar. 22		
MMC 単独 Non-consolidated	2,008	2,007	2,006	2,006	1,505	1,504	1,502	1,502		
MMC Group	3,038	3,211	3,272	2,904	3,179	2,772	2,884	2,965		
連結調整 Consolidation Adjustment	-348	-418	-235	-105	-350	-120	-73	-184		
Grand Total	4,698	4,800	5,043	4,805	4,334	4,156	4,313	4,283		

8. 主な経営指標 Management Index

(円 JPY)	FY20	FY21				Full Year	FY22					FY23 (Plan)
	Full Year	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q	Full Year	Full Year
総資産経常利益率 (ROA)	-5.5%					5.3%						8.8%
自己資本当期純利益率 (ROE)	-48.8%					13.3%						24.0%
1株当たり当期純利益 (EPS)	-209.88					49.76						113.38
普通配当 Ordinary dividend	0.0					0.0						5.0

総資産経常利益率(ROA) = (経常利益 / 総資産 (当・前年度末の平均値)) × 100
Ratio of ordinary profit to total assets (ROA) = (Ordinary profit / Total assets (Average of year end and beginning)) × 100
自己資本当期純利益率(ROE) = (当期利益 / 自己資本 (当・前年度末の平均値)) × 100
Return on equity (ROE) = (Profit attributable to owners of parent / Shareholders' Equity (Average of year end and beginning)) × 100
1株当たり当期純利益(EPS) = 当期利益 / 期中平均株式数
Basic earnings per share (EPS) = Profit attributable to owners of parent / Average number of shares during the period

本資料に記載されている将来に関する記述は、現時点で入手可能な情報に基づいており、リスクと不確実性を含んでおります。従いまして、今後の当社グループの事業領域を取り巻く経済情勢、市場の動向、金利・為替の変動、関係法令・規則の変更可能性等により、実際の業績がこれらの記述と大きく異なる可能性があることをご承知ください。
なお、潜在的リスクや不確定要因はこれらに限られるものではありませんので、ご留意ください。また、当社は、将来生じた事象を反映するために、本資料に記載された情報を更新する義務を負っておりません。投資に関する最終的な決定は、投資家の皆様ご自身の責任をもってご判断ください。本資料に記載されている情報に基づき投資された結果、何らかの損害が発生した場合でも、当社は責任を負いかねますので、ご了承ください。

This material contains forward-looking statements, based on judgments and estimates that have been made on the basis of currently available information. By nature, such statements are subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned statements due to changes in economic environments related to our business, market trends, fluctuations in interest rates and exchange rate, changes in laws, regulations and government policies, etc.
Potential risks and uncertainties are not limited to the above and Mitsubishi Motors is not under any obligation to update the information in this material to reflect any developments or events in the future.
If you are interested in investing in Mitsubishi Motors, you are requested to make a final investment decision at your own risk, taking the foregoing into consideration. Please note that neither Mitsubishi Motors nor any third party providing information shall be responsible for any damage you may suffer due to investment in Mitsubishi Motors based on the information shown in this material.