

補足資料：Additional Information Material.

三菱自動車工業株式会社

MITSUBISHI MOTORS CORPORATION

1. 連結主要数値の推移 Primary consolidated financial figures

(億円, JPY 100M)	FY21	FY22*				Full Year	FY23				Full Year	FY24* (Plan)
	Full Year	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q		Full Year
売上高 Net Sales	20,389	5,287	6,295	6,471	6,528	24,581	6,358	6,950	7,331	7,257	27,896	28,800
Japan	3,939	1,123	1,474	1,304	1,626	5,527	1,306	1,398	1,668	1,719	6,091	6,150
North America	3,972	1,062	1,271	1,596	1,451	5,380	1,697	1,760	1,692	1,962	7,111	7,500
Europe	2,577	274	415	378	475	1,542	496	564	736	398	2,194	1,750
Asia	4,828	1,263	1,636	1,543	1,528	5,970	1,307	1,439	1,253	1,371	5,370	6,030
China and others	167	22	29	37	36	124	17	13	11	19	60	30
ASEAN	4,661	1,241	1,607	1,506	1,492	5,846	1,290	1,426	1,242	1,352	5,310	6,000
Australia/NZ	2,547	748	742	694	635	2,819	615	732	901	942	3,190	3,300
Others	2,526	817	757	956	813	3,343	937	1,057	1,081	865	3,940	4,070
営業利益 Operating Profit	873	308	538	691	368	1,905	452	590	559	309	1,910	1,900
(Margin)	4.3%	5.8%	8.5%	10.7%	5.6%	7.7%	7.1%	8.5%	7.6%	4.3%	6.8%	6.6%
Japan	-102	-71	-10	-36	56	-61	-29	-18	-41	-43	-131	-131
North America	241	160	215	357	87	819	257	307	300	255	1,119	1,119
Europe	-27	8	12	21	27	68	27	46	24	-13	84	84
Asia	348	86	157	176	71	490	65	96	65	-10	216	235
China and others	27	12	6	8	-2	24	3	0	3	7	13	13
ASEAN	321	74	151	168	73	466	62	96	62	-17	203	203
Australia/NZ	286	108	110	100	54	372	36	58	85	61	240	240
Others	127	17	54	73	73	217	96	101	126	59	382	382
経常利益 Ordinary Profit	1,010	495	518	534	273	1,820	618	591	451	430	2,090	1,900
(Margin)	5.0%	9.4%	8.2%	8.3%	4.2%	7.4%	9.7%	8.5%	6.2%	5.9%	7.5%	6.6%
親会社株主に帰属する当期純利益 Profit attributable to owners of parent	740	386	441	481	379	1,687	479	196	353	519	1,547	1,440
(Margin)	3.6%	7.3%	7.0%	7.4%	5.8%	6.9%	7.5%	2.8%	4.8%	7.2%	5.5%	5.0%
売上レート (円)	USD	112	127	137	143	134	136	136	144	149	148	144
EUR	130	137	140	145	143	142	148	157	159	161	156	159
THB	3.44	3.72	3.79	3.86	3.89	3.82	3.96	4.13	4.15	4.17	4.10	4.14
ネット・キャッシュ・フロー Net Cash Flow	669					844					783	
Operating	1,181					1,736					1,409	
Investing	-691					-531					-1,389	
Financing	-102					-619					377	
現金の期末残高 Cash Balance*	5,115					5,959					6,742	
フリー・キャッシュ・フロー Free Cash Flow	490					1,205					20	

* 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)
(FY23:386, FY22:258)

(億円, JPY 100M)	FY22					FY23				
	Jun. 22	Sep. 22	Dec. 22	Mar. 23	Jun. 23	Sep. 23	Dec. 23	Mar. 24		
総資産 Total Assets	19,148	20,143	20,565	22,015	22,361	22,959	23,436	24,545		
負債 Liabilities	12,112	12,559	12,646	13,711	13,363	13,677	13,962	14,100		
自己資本比率 Equity ratio (%)	35.4	36.3	37.2	36.4	38.8	39.0	41.2			
純資産 Net Assets	7,036	7,584	7,919	8,304	8,998	9,282	9,474	10,445		
発行済み普通株式数 (千株) Total number of issued shares (1000'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*				Full Year	FY23				Full Year	FY24* (Plan)
	Full Year	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q		Full Year
Japan	192	47	64	62	73	246	51	62	75	77	265	252
Non-Mini	36	10	14	13	13	50	12	10	10	11	43	43
Mini	39	9	11	11	14	45	10	16	20	22	68	68
OEM	117	28	39	38	46	151	29	36	45	44	154	154
North America	151	32	35	42	40	149	43	47	43	50	183	188
U.S.A.	90	19	22	26	20	87	23	27	22	27	99	99
Canada	24	4	5	7	8	24	10	8	10	12	40	40
OEM	7	1	1	2	4	8	1	4	3	2	10	10
Europe	110	9	15	11	18	53	16	20	27	17	80	49
Asia	332	71	87	89	81	328	66	70	61	61	258	274
China and others	71	14	10	19	8	51	5	4	3	5	17	8
ASEAN	261	57	77	70	73	277	61	66	58	56	241	266
Thailand	52	12	12	9	11	44	8	7	5	8	28	28
Indonesia	118	18	30	27	28	103	19	22	19	15	75	75
Philippines	36	12	14	20	17	63	21	21	19	23	84	84
Vietnam	30	9	14	10	6	39	5	9	8	8	30	30
OEM	3	0	1	0	2	2	0	1	1	1	3	3
Australia/NZ	96	23	23	21	19	86	18	20	25	26	89	88
Australia	73	16	18	16	18	68	13	17	22	22	74	74
Others	135	39	33	42	33	147	38	43	42	31	154	150
Latin America	57	18	14	21	12	65	13	14	15	15	57	57
Middle East and Africa	78	21	19	21	21	82	25	29	27	16	97	97
Grand Total	1,016	221	257	267	264	1,009	232	262	273	262	1,029	1,001

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

(千台 000 units)	FY21	FY22*				Full Year	FY23				Full Year	FY24* (Plan)
	Full Year	1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q		Full Year
Japan	75	18	26	20	28	92	21	27	27	36	111	112
Non-Mini	37	10	14	10	14	48	11	11	10	12	44	48
Mini	38	8	12	10	14	44	10	16	17	24	67	64
North America	156	35	28	34	36	133	43	38	36	46	163	185
U.S.A.	100	22	17	20	21	80	25	22	19	29	95	104
Canada	25	6	4	6	7	23	10	9	9	9	37	42
Europe	131	20	13	19	9	61	12	11	13	23	59	68
Asia	331	76	81	78	75	310	69	66	67	60	262	290
China and others	81	11	16	12	9	48	10	5	6	2	23	13
ASEAN	250	65	65	66	66	262	59	61	61	58	239	277
Thailand	49	13	12	11	11	47	9	7	6	7	29	42
Indonesia	114	24	21	22	23	90	20	19	19	20	78	78
Philippines	36	10	15	18	18	61	19	21	21	20	81	88
Vietnam	29	9	12	10	7	38	6	9	9	6	30	42
OEM	97	24	23	21	20	88	20	17	21	26	84	86
Australia/NZ	73	18	18	17	16	69	14	15	18	22	69	72
Australia	147	44	38	32	36	150	30	35	32	39	136	154
Others	59	17	15	13	15	60	11	14	14	16	55	65
Latin America	88	27	23	19	21	90	19	21	18	23	81	89
Middle East and Africa	78	21	19	21	21	82	25	29	27	16	97	97
Grand Total	937	217	209	204	204	834	195	194	196	230	815	895

* FY22、FY24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 and FY24.

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

(千台 000 units)		FY21	FY22				FY23	FY23				FY23
		Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year
Japan	Okazaki	170	37	61	58	59	215	57	55	60	51	223
	Mizushima	207	45	62	60	71	238	51	63	78	76	268
	PMC	21	0	0	0	0	0	0	0	0	0	0
Overseas	MMTh (Thailand)	307	61	71	64	74	270	61	73	66	75	275
	GMMC(China)	59	5	13	6	3	27	0	0	0	0	0
	PCMA-Rus(Russia)	23	0	0	0	0	0	0	0	0	0	0
	MMKI (Indonesia)	149	28	47	39	42	156	35	44	33	31	143
	MMPC (Philippines)	19	6	12	13	12	43	9	10	9	14	42

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)	FY21	FY22				FY23	FY23				FY23	FY24 (Plan)
	Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Full Year
減価償却費 Depreciation	536	144	158	149	150	601	155	166	176	180	677	730
設備投資* Capital expenditure*	627	63	117	107	499	786	146	144	280	366	936	1,000

* 計上ベース Accrual basis.

5. 研究開発費 R&D expenses

(億円 JPY 100M)	FY21	FY22				FY23	FY23				FY23	FY24 (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	907	255	249	255	313	1,072	251	270	295	330	1,146	1,250

連結ベース Consolidated basis.

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

	FY22					FY23				
	Jun. 22	Sep. 22	Dec. 22	Mar. 23		Jun. 23	Sep. 23	Dec. 23	Mar. 24	
連結子会社 Consolidated subsidiaries	35	35	35	35		35	34	34	34	
持分法適用会社 Equity-method associates	18	18	18	17		17	17	17	17	

7. 有利子負債の状況 Interest bearing debt

(億円 JPY 100M)	FY22				FY23			
	Jun. 22	Sep. 22	Dec. 22	Mar. 23	Jun. 23	Sep. 23	Dec. 23	Mar. 24
MMC 単独 Non-consolidated	1,505	1,504	1,502	1,502	1,502	1,502	1,502	1,503
MMC Group	3,179	2,772	2,884	2,965	3,335	3,166	3,449	3,531
連結調整 Consolidation Adjustment	-350	-120	-73	-184	-159	-133	-168	-110
Grand Total	4,334	4,156	4,313	4,283	4,678	4,535	4,783	4,924

8. 主な経営指標 Management Index

(円 JPY)	FY21	FY22				FY23	FY23				FY23	FY24 (Plan)
	Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	Full Year
総資産経常利益率 (ROA)	5.3%					8.8%					9.0%	
自己資本当期純利益率 (ROE)	13.3%					24.0%					17.1%	
1株当たり当期純利益 (EPS)	49.76					113.38					103.97	94.16
普通配当 Ordinary dividend	0.0					5.0					10.0	15.0

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の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.