FY2004 Third Quarter Results: Consolidated Financial Statements

February 8, 2005

Mitsubishi Motors Corporation

(Code: 7211 Tokyo and Osaka stock exchange)

(URL http://www.mitsubishi-motors.com/)

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1. Basis for preparation of quartery consolidated financial statements

1) Adoption of simplified accounting policies : Applicable

Partly adopt simplified accounting policy in calculation of income tax.

2) Change in accounting policies3) Change in scope of consolidation and equity method4 Applicable

Consolidation Include 5 Equity Method Include 12 Exclude 10 Exclude 1

2. Financial highlights (1 April 2004 through 31 December 2004)

(1) Consolidated financial results

	Sales		Operating loss		Ordinary loss		Net loss		
For the Nine Months Ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%	
Dec. 31, 2004	1,617,887	-11.7	-99,689	-	-144,126	-	-228,227	-	
Dec. 31, 2003	1,831,854	-	-86,387	-	-96,889	-	-102,564	-	
(Ref.) FY2003	2,519,449		-96,852		-110,295		-215,424		

	Net income per share-basis	Net income per share-diluted
	Yen	Yen
Dec. 31, 2004	-105.59	-
Dec. 31, 2003	-69.60	-
(Ref.) FY2003	-145.22	-

Note: The percentage of sales, operating profit, ordinary income and net income indicates the rate of change on same period in the previous fiscal year.

(2) Consolidated financial position

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	Total assets	Shareholders'	Ratio of	Stockholders'
	10(a) a335(3	equity	shareholders equity	equity
	Million yen	Million yen	%	Yen
Dec. 31, 2004	1,612,123	289,795	18.0	-32.72
Dec. 31, 2003	-	-	-	-
(Ref.) FY2003	2,029,035	29,972	1.5	20.20

[Qualitative information on business performance]

MMC's consolidated net sales to the end of the third quarter declined by 214 billion yen to 1,617.9 billion yen (Q3FY03: 1,831.9 billion yen). By region, net sales in Europe grew 43.9 billion yen compared to the same period last year on the back of new products such as the European Colt and brisk sales in Eastern Europe. Net sales in Japan, however, declined 145.2 billion yen as the company was unable to fully recover from declining sales caused by quality problems. Sales in North America were also down year on year, declining by 104.9 billion yen as the company significantly reduced fleet sales. Continuing robust sales in the Middle East, Africa, Latin America and ASEAN offset for the most part the decline in sales in Australia and China resulting in a decline for Asia and other regions of 7.8 billion yen. As for unit sales (retail) by region, total unit sales in Japan decreased by 103,000 units to 146,000 as both registrations and minicars saw declines compared to the same period last year. North American unit sales slipped by 78,000 units on year to 131,000. European unit sales, meanwhile, increased by 12,000 units to 171,000 led by increased sales in Eastern Europe, while growing sales in Latin America, the Middle East and Africa were offset by a decline in sales in Australia and China which saw unit sales in Asia and other regions decline by 15,000 units to 503,000.

Operating results for the period decreased by 13.3 billion yen compared to the same period last year for an operating loss of 99.7 billion yen as even though the 41.7 billion yen charge against financial services operations in the US was eliminated, the effect from unit sales declines in Japan and North America more than offset this. Ordinary profit declined by 47.2 billion year on year for an ordinary loss of 144.1 billion yen which was affected by the increased costs associated with the issuance of new shares and the deterioration of equity method affiliate investments. Net income worsened year on year by 125.6 billion yen after the appropriation of extraordinary losses including restructuring costs, free vehicle inspection fees, the cancellation of development of a new model and asset impairment charges in North America for a total net loss of 228.2 billion yen.

[Qualitative Information on Changes in Consolidated Financial Position]

As of the end of the 3rd Quarter, the company's shareholders' equity, improved substantially by the issuance of new shares, totaled 289.8 billion yen (compared to 30 billion yen on March 31, 2004) and its equity ratio stood at 18% (up from 1.5% on March 31, 2004).

MMC also slashed interest bearing debt that stood at 1,062.6 billion yen at the end of March 2004 (Automotive; 869.3, Finacial 193.3) by reducing short-term debt and commercial paper obligations by 511.6 billion yen. At the end of the quarter, total interest bearing debt stood at 551billion yen (Automotive: 531.9, Financial: 19.1 billion).

In June and July of 2004, the company strengthened its financial base by issuing common stock, No.1 - No.3 Class A preferred shares, No.1 - No.3 Class B preferred shares and Class G preferred shares for a capital increase of 496 billion yen.

Appendix

Quartely consolidated balance sheet, Quartely consolidated income/loss statement

FY2004 financial results forecast (1 April 2004 through 31 March 2005)

[Reference]

[Qualitative Information on Results Forecast]

On January 28, 2005, the Company officially announced a correction of earnings for the fiscal year ending in March 2005. The company has no plans at this present time to revise its outlook. Furthermore, the following particular extraordinary losses listed below have not been reflected in the third quarter accounting results in relation to the correction of earnings outlook announced on January 28, 2005.

Consolidated earnings outlook for March, 2005 revised January 28th, 2005

Previously announced outlook: Net Sales 2,100 billion yen Ordinary Income -180 billion yen Net Income -240 billion yen

Revison on January 28, 2005: Net Sales 2,035 billion yen Ordinary Income -197 billion yen Net Income -472 billion yen

Variance -65 billion yen -17 billion yen -232 billion yen -232 billion yen

· Reason adjustments were carried out for the consolidated earnings forecast for March 31, 2005

The company revises its consolidated ordinary loss to 197 billion yen from the previous outlook of 180 billion yen. This stems from sales in North America and China falling below the previous sales forecast plan resulting in a decline of 12 billion yen, and the expected additional cost of 5 billion yen to issue new shares to increase capital.

The company also revises its consolidated net loss outlook to a loss of 472 billion yen from the previous forecast of 240 billion yen.

Attributing to this is the aforementioned ordinary profit loss of 17 billion yen and also includes an additional extraordinary loss of 215 billion to alleviate the burden of future liabilities. Breaking this down into items, asset impairment caused by a revision of unit sales in North America and Australia consequently involved a decrease of 113 billion yen and the reduction of deferred tax assets of a European subsidiary accounted for approximately 12 billion yen.

Non-consolidated earnings outlook for March, 2005 revised January 28th, 2005

Previously announced outlook: Net Sales 1,160 billion yen Ordinary Income -105 billion yen Net Income -216 billion yen

Revison on January 28, 2005: Net Sales 1,160 billion yen Ordinary Income -110 billion yen Net Income -476 billion yen

Variance -- billion yen -5 billion yen -260 billion yen

· Reason adjustments were carried out for the non-consolidated earnings forecast for March 31, 2005

The company revises its non-consolidated ordinary loss to 110 billion yen from the previous outlook of -105 billion yen. This is a result of the anticipated 5 billion yen in costs associated with issuing new shares as already mentioned above.

The company also revises its non-consolidated net loss outlook from the previous announcement to a loss of 476 billion yen from the previous forecast of -216 billion yen. This is from the addition to the ordinary profit loss of 5 billion yen and also includes an additional extraordinary loss of 255 billion to alleviate the burden of future liabilities.

The fall in net asset worth of applicable subsidiaries due to fixed asset impairment charges in North America and Australia has resulted in losses from write-downs in investments of 147 billion yen and the reduction of deferred income tax reserves of a European subsidiary accounting for approximately 26 billion yen.

CAUTION: These forecasts are based on judgements and estimates that have been made on the basis of currently available uncertaintities and assumptions. Changes in the company's business environment, in market trends and in exchage rates may cause actual results to differ materially from these forecasts.

3. Consolidated financial statements

1. Consolidated balance sheets				in m	illions of yen
Assets	At 12/31/ 2004	At 3	3/31/ 2004		Change
Current assets	(723,556	5) (869,393)	(-145,837)
Cash on hand and in banks	132,874	ļ	173,514		-40,640
Trade notes and accounts receivable	128,987	'	187,093		-58,106
Finance receivables	10,928	}	44,451		-33,523
Marketable securities	11,496)	10,558		938
Inventories	277,041		275,460		1,581
Short-term loans receivable	3,202)	4,719		-1,517
Residual interest on sold receivables	29,908	}	3,540		26,368
Deferred tax assets	2,288	}	4,979		-2,691
Other current assets	130,710)	169,343		-32,433
Allowance for doubtful accounts	-10,080)	-4,268		-5,812
Fixed assets	(888,567	') (1,159,641)	(-271,074)
Tangible fixed assets	634,271		707,717		-73,446
Intangible fixed assets	32,160)	29,719		2,441
Long-term finance receivables	7,392)	105,612		-98,220
Investments	102,239		140,252		-38,013
Long-term loans receivable	11,493	}	9,944		1,549
Residual interest on sold receivables	88,031		155,264		-67,233
Deferred tax assets	21,072		19,721		1,351
Other non-current assets	70.202		85,156		-14,773
Allowance for doubtful accounts	-78 47		-93,746		15,269
Total assets	1,612,123		2,029,035		-416,912
Liabilities, minority interests & shareholders' equity			, ,		
Current liabilities	(924,128	3) (1,567,096)	(-642,968)
Trade notes and accounts payable			345,212	`	-54,826
Short form loans navable	337 17		716,950		-384,528
Non-interest bearing short-term loans payable			24,555		-24,555
Commercial papers	1,678	}	106,813		-105,135
Commercial papers Accrued expenses and other payables	139,029		156,350		-17,321
Accrued expenses and other payables Accrued income taxes	3,091		1,771		1,320
			38,403		-5,862
Allowance for warranty claims Other current liabilities	92,003		66,648		25,355
Non-current liabilities	(382,248			(- 33,946)
Bonds	41,013		42,237	(-1,224
Long-term loans payable	175,937		196,624		-1,224
Deferred tax liabilities	173,737		24,751		-6,985
Accrued retirement benefits	99,408				-0,965
Other non-current liabilities	48,122		112,520		
Total liabilities			40,060		8,062
	1,306,376		1,983,291		-676,915 100
Minority interests	15,951		15,771		180
Shareholders' equity	F00 000		050.004		0.40.000
Common stock	500,201		252,201		248,000
Capital surplus	275,513		27,513		248,000
Retained earnings	-409,510		-183,410		-226,100
Unrealized gain on securities	10,440		19,917		-9,477
ransiation adjustment	-86,843		-86,245		-598
rreasury stock	-5		-3		-2
Total shareholders' equity	289,795		29,972		259,823
Total liabilities, minoritiy interests & shareholders' equity	1,612,123	i	2,029,035		-416,912

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2. 30.100.1144.000 0.410.115.01 11001110 / 1000	<i>∆</i> /1'∩	4-12/31/'04	∆ /1/'∩	3-12/31/03	Change	Rate	Reference
	4/10	12/3//04	7/1/0	0 12/01/00	Change	Nato	4/1'03-3/31'04
Sales		1,617,887		1,831,854	-213,967	-11.7	2,519,449
Cost of sales		1,393,613		1,571,995	-178,382	-11.3	2,160,612
Gross profit before provision for							
unrealized profit on installment sales		224,273		259,858	-35,585	4.4	358,837
Provision for unrealized profit on installment sales	••••••	14		41	-27		50
Gross profit		224,287		259,900	-35,613		358,887
Selling, general and administrative expenses		323,977		346,288	-22,311		455,739
Operating profit / loss		-99,689		-86,387	-13,302	-	-96,852
Non-operating income		9,997		17,956	-7,959		25,120
(Interest and dividend income)	(5,684)	(6,435) (-751)		(13,021)
(Other income)	(4,312)	(11,521) (-7,209)		(12,099)
Non-operating expenses		54,434		28,458	-		38,563
(Interest expense)	(18,392)	(21,686) (-3,294)		(29,335)
(Other expenses)	(36,041)	(6,771) (29,270)		(9,228)
Ordinary income / loss		-144,126		-96,889	-47,237	-	-110,295
Extraordinary gains	••••••	5,784		20,472	-14,688		46,537
Extraordinary losses		84,491		5,296	79,195		13,416
Net income / loss before taxes		-222,833		-81,714	-141,119	-	-77,173
Income taxes		5,124		20,668	-15,544		137,846
Minority interests		269		181	88		403
Net income / loss		-228,227		-102,564	-125,663		-215,424

3. Consolidated surplus statements

3. Consolidated surplus statements				
	4/1'0	4-12/31/'04	4/1/'(03-3/31/'04
Capital surplus				
Capital surplus at beginning of term		27,513		224,481
Increase in capital surplus		248,000		210
(Issuance of common stock)	(248,000)	(-)
(Increase due to de-consolidation)	(-)	(210)
Decrease in capital surplus		-		197,179
(Transfer to retained earnings)	(-)	(197,179)
Capital surplus at end of term		275,513		27,513
Retained earnings				
Retained earnings at beginning of term		-183,410		-155,847
Increase in retained earnings		2,127		197,307
(increase due to new consolidation)	(2,127)	(-)
(Merger of non-consolidated subsidiaries	(-)	(127)
with consolidated subsidiaries)				
(Transfer from capital surplus)	(-)	(197,179)
Decrease in retained earnings		228,227		224,870
(Net loss for term)	(228,227)	(215,424)
(Decrease due to new consolidation)	(-)	(3,396)
(Decrease due to de-consolidation)	(-)	(6,049)
Retained earnings at end of term		-409,510	-	-183,410

4. Segment information

(1) Business segment

(in millions of yen)

_ ` /					<u> </u>
FY2004 3Q	Automotive	Financial	Total	Elimination	Consolidated
		service		or corporate	
Sales and operating profit					
Sales					
(1)External customers	1,576,553	41,333	1,617,887	-	1,617,887
(2)Intersegment & transfers	(413)	3,094	2,680	(2,680)	-
Total	1,576,140	44,427	1,620,568	(2,680)	1,617,887
Operating expenses	1,672,100	60,413	1,732,513	(14,936)	1,717,576
Operating profit or loss	(95,959)	(15,985)	(111,945)	12,255	(99,689)

[Reference]

(in millions of yen)

FY2003	Automotive	Financial service	Total	Elimination or corporate	Consolidated
Sales and operating profit				·	
Sales					
(1)External customers	2,447,907	71,541	2,519,449	-	2,519,449
(2)Intersegment & transfers	(4,565)	1,084	(3,481)	3,481	-
Total	2,443,342	72,626	2,515,968	3,481	2,519,449
Operating expenses	2,494,206	122,507	2,616,714	(411)	2,616,302
Operating profit or loss	(50,864)	(49,880)	(100,745)	3,892	(96,852)

Note: 1. Operations are divided by sector and by market 2. Major products by operation
(1) Automotive.... Passenger cars
(2) Financing...... Sales financing

(2) Geographical segment

(in millions of yen)

FY2004 3Q	Japan	North America	Europe	Asia	Other	Total	Elimination or corporate	(:onsolidated
Sales & operating profit								
Sales								
(1) External customers	581,304	337,132	519,230	63,685	116,534	1,617,887	-	1,617,887
(2) Intersegment & transfers	350,880	6,871	4,170	88,047	4,369	454,339	(454,339)	-
Total	932,184	344,003	523,400	151,733	120,904	2,072,226	(454,339)	1,617,887
Operating expense	983,393	402,754	521,344	135,116	131,085	2,173,695	(456,118)	1,717,576
Operating profit or loss	(51,209)	(58,750)	2,056	16,616	(10,181)	(101,468)	1,779	(99,689)

[Reference]

(in millions of yen)

FY2003	Japan	North America	Europe	Asia	Other	Total	Elimination or corporate	Consolidated
Sales & operating profit								
Sales								
(1) External customers	1,014,935	592,661	656,241	89,171	166,439	2,519,449	-	2,519,449
(2) Intersegment & transfers	549,924	7,014	0	94,596	15,518	667,054	(667,054)	-
Total	1,564,860	599,675	656,241	183,767	181,958	3,186,503	(667,054)	2,519,449
Operating expense	1,544,926	725,646	642,136	171,351	198,690	3,282,752	(666,449)	2,616,302
Operating profit or loss	19,933	(125,970)	14,105	12,415	(16,732)	(96,248)	(604)	(96,852)

- Note: 1. National and regional groupings are by geographical proximity.
 - 2. Main countries and regions outside Japan are grouped as follows:
 - (1) North America...... United States of America, Puerto Rico
 - (2) Europe..... The Netherlands
 - (3) Asia.....Thailand, Philippines
 - (4) Other..... Australia, New Zealand, U.A.E

(3)Overseas sales (in millions of yen)

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FY2004 3Q	North America	Europe	Asia	Other	Total
1. Overseas sales	351,778	521,032	204,733	256,299	1,333,844
2. Consolidated sales					1,617,887
3. Overseas sales as a percentage of total sales	21.7%	32.2%	12.7%	15.8%	82.4%

[Reference]

(in millions of yen)

FY2003	North America	Europe	Asia	Other	Total
1. Overseas sales	600,770	661,967	304,429	330,974	1,898,141
2. Consolidated sales					2,519,449
3. Overseas sales as a percentage of total sales	23.8%	26.3%	12.1%	13.1%	75.3%

Note: 1. National and regional groupings are by geographical proximity.

- 2. Main countries and regions outside Japan are grouped as follows:
 - (1) North America.... United States of America, Puerto Rico
 - (2) Europe.....The Netherlands, Italy, Germany
 - (3) Asia..... Thailand, Malaysia, Taiwan
 - (4) Other..... Australia, New Zealand
- 3. Overseas sales include export sales of MMC and its consolidated subsidiaries and sales (other than export to Japan) of its foreign consolidated subsidiaries.

5-1. Balance sheets (Assets) (Non-consolidated)

Million yen

	IVIIIIUII			
	At 12/31/2004	At 3/31/2004	Change	
Assets	1,164,061	1,115,110	48,951	
Current assets	561,482	503,275	58,207	
Cash on hand and in bank	74,438	128,857	- 54,419	
Notes receivable	813	918	- 105	
Accounts receivable	127,027	153,248	- 26,221	
Inventries	168,234	161,918	6,316	
Short-term loans receivable	143,433	-	143,433	
Accounts receivable-other	45,506	54,870	- 9,364	
Other current assets	42,068	35,343	6,725	
Allowance for doubtful receivables	- 40,041	- 31,881	- 8,160	
Fixed assets	602,579	611,834	- 9,255	
Tangible fixed assets	(259,560)	(261,873)	(- 2,313)	
Buildings	47,096	49,146	- 2,050	
Machinery and equipment	63,786	61,135	2,651	
Land	110,302	117,017	- 6,715	
Other tangible fixed assets	38,374	34,573	3,801	
Intangible fixed assets	(13,066)	(11,793)	(1,273	
Intangible fixed assets	13,066	11,793	1,273	
Investments	(329,952)	(338,168)	(- 8,216)	
Investment securities	44,778	68,221	- 23,443	
Investments in subsidiaries and affiliated companies	232,606	223,532	9,074	
Other investments .	56,379	50,167	6,212	
Allowance for doubtful receivables	- 3,813	- 3,753	- 60	
Total assets	1,164,061	1,115,110	48,951	

5-2.Balance sheets (Liabilities & stockholders' equity) (Non-consolidated)

Million yen

	A L 4 O IO 4 IO O O A	A L 0 /04 /000 4	ivillion yen
	At 12/31/2004	At 3/31/2004	Change
Liabilities	759,922	1,029,228	- 269,306
Current liabilities	472,357	704,692	- 232,335
Notes payable	11,916	10,555	1,361
Accounts payable	218,023	235,598	- 17,575
Short-term loan payable	101,974	194,504	- 92,530
Commercial paper	-	105,100	- 105,100
Other accounts payable	56,732	57,555	- 823
Corporation taxes payable	700	126	574
Warranty claims allowance	25,103	27,142	- 2,039
Other current liabilities	57,906	74,109	- 16,203
Fixed liabilities	287,565	324,536	- 36,971
Bonds	37,300	38,300	- 1,000
Long-term loans payable	142,196	146,961	- 4,765
Retirement benefit reserve	79,694	91,314	- 11,620
Retirement benefit reserve for directors	897	719	178
Guarantee liability reserve	9,880	20,058	- 10,178
Deferred tax liabilities	7,351	13,667	- 6,316
Other accounts payable	10,245	13,515	- 3,270
Stockholders' equity	404,139	85,882	318,257
Common stock	500,201	252,201	248,000
Capital surplus	276,048	28,048	248,000
Capital surplus Capital surplus	276,048	28,048	248,000
Suprier surpries	270,040	20,040	2 10,000
Earned surplus	- 381,481	- 213,097	- 168,384
Unappropriated retained earnings at end of half year period	- 381,481	- 213,097	- 168,384
Profit on securities	9,377	18,732	- 9,355
Treasury shares	- 5	- 3	- 2
Total liabilities & stockholders' equity	1,164,061	1,115,110	48,951

6. Profit and loss statements (Non-consolidated)

Million yen

			Million yei
	FY2004 3rd quarter	FY2003 3rd quarter	Change
	(4/1/04 - 12/31/04)	(4/1/03 - 12/31/03)	Change
Sales	862,656	1,011,827	- 149,171
Cost of sales	774,388	876,300	- 101,912
Gross profit	88,267	135,526	- 47,259
Selling, general and administrative expenses	131,353	134,352	- 2,999
Operating profit	- 43,086	1,174	- 44,260
Non-operating income	6,667	6,717	- 50
Interest income	2,501	1,046	1,455
Dividends	4,090	5,575	- 1,485
Other income	75	94	- 19
Non-operating expenses	32,114	17,453	14,661
Interest expenses	7,360	7,800	- 440
Loss on foreign exchange	9,080	4,881	4,199
stock issue cost	11,963	-	11,963
Other expenses	3,709	4,771	- 1,062
Ordinary income	- 68,533	- 9,561	- 58,972
Extraordinary gain	14,684	23,637	- 8,953
Gain on sale of securities	705	16,575	- 15,870
Gain on sale of Investments in affiliated companies	632	-	632
Gain on sale of fixed assets	3,154	-	3,154
Gain on reversal of guarantee liability reserve	10,178	4,868	5,310
Gain on reversal of provision for losses on restructuring	-	2,193	- 2,193
Other gains	13	-	13
Extraordinary loss	115,666	17,423	98,243
Loss on disposal of fixed assets	3,522	2,874	648
Loss on sale of fixed assets	4,553	-	4,553
Unrealized loss on investments in affiliated companies	68,528	13,101	55,427
Provision for losses on restructuring	14,161	-	14,161
Extraordinary measure expenses	23,539	-	23,539
Other losses	1,360	1,447	- 87
Income before income taxes	- 169,515	- 3,347	- 166,168
Income tax	1,130	- 13,655	14,785
Net income for term	- 168,384	- 17,002	- 151,382
Retained earnings brought forward from previous period	- 213,097	-	- 213,097
Unappropriated retained earnings at end of period	- 381,481	- 17,002	- 364,479

【<u>単独】2004年度第3四半期売上台数(国内販売·輸出出荷·海外生産用部品出荷)</u>

[Non-consolidated] Unit Sales in 3rd Quarter 2004 (Domestic Sales/Export/PPC)

(単位:千台) (in '000 Units)

1				1	1 000 Units)
			04年度第3四半期 3rd Quarter 2004		増減 Change
車両 Vehicles	国内 Domestic Sales	普通·小型乗用車 Passenger Cars	46	91	-45
Vernoice	Domestio Caico	軽自動車 Minicars	103	163	-60
		計	149	254	-105
	輸出	Total 北米	50	88	-38
	Export	North America 欧州	86	77	9
		Europe 大洋州	35	34	1
		Oceania アジア・アセアン	48	43	5
		Asia/ASEAN 中東・アフリカ	67	46	21
		Middle East/Africa 中南米 他	24	20	4
		Central and South Africa 計	310	308	2
	Total 合計 (1)		459	562	-103
海外生産用部品		北米	70	115	-45
PPC	Export	North America オランダ	18	53	-35
		Netherlands 1ริปร	6	6	-
		Italy オーストラリア	13	25	-12
		Australia १८ Thailand	97	74	23
		インドネシア Indonesia	38	28	10
		フィリピン Philippines	7	6	1
		マレーシア Malaysia	129	118	11
		中国	20	25	-5
		China 台湾	124	134	-10
		Taiwan その他 Othors	25	16	9
	合計 Tota		547	600	-53
	Tota 総合計 Grand Tot	(1)+(2)	1,006	1,162	-156
	Statiu 10t	u (1 / 1 (-			

^{*} PPC: Production Parts & Components