

Mitsubishi

European National Distributor Status at 1st January 2008

Market	Sales Company Name	Location	**Ownership Status
Austria	Wolfgang Denzel AG	Vienna	Independent
Belgium/Luxembourg	Mitsubishi Motors Belgium N.V.	Kontich	Manufacturer
Bulgaria	BalkanStar	Sofia	Independent
Cyprus	Fairway Motor Enterprises Ltd	Limassol	Independent
Czech Republic	MM CZ s.r.o	Praha	Independent
Denmark	MMC Danmark A/S	Kokkedal	Independent
Estonia	AS Silberauto	Tallinn	Independent
Finland	Vemic Auto Oy Ab	Espoo	Independent
France	Mitsubishi Motors Corporation France SAS	Osny	Manufacturer
Germany	Mitsubishi Motors Deutschland GmbH	Hattersheim	Manufacturer
Greece	Jason S.A.	Athens	Independent
Hungary	MM Import kft.	Budapest	Independent
Ireland	MMC Commercials Limited	Dublin	Independent
Italy	M.M. Automobili Italia S.R.L.	Milano	Independent
Latvia	MML Imports	Riga	Independent
Lithuania	Autovyntaras	Vilnius	Independent
Malta	Industrial Motors Limited	Blata I-Bajda	Independent
Netherlands	Mitsubishi Motor Sales Nederland B.V.	Schiphol-Rijk	Manufacturer
Poland	MMC Car Poland	Warszawa	Independent
Portugal	Mitsubishi Motors de Portugal S.A.	Lisbon	Manufacturer
Romania	M Car Trading s.r.l.	Bukarest	Independent
Slovakia	M Motors SK s.r.o	Bratislava	Independent
Slovenia	AC-Konim d.o.o.	Ljubljana	Independent
Spain	MMC Automoviles Espana S.A.	Madrid	Manufacturer
Sweden	SC Auto Sweden AB	Sollentuna	Independent
UK	The Colt Car Company Ltd.	Cirencester	Independent
<i>Other West Europe:</i>			
Iceland	HEKLA hf.	Reykjavik	Independent
Norway	MMC Norge AS	Oslo	Independent
Switzerland	MM Automobile Schweiz AG	Kloten	Independent
<i>Other East/Central Europe:</i>			
Albania			
Bosnia/Herzegovnia			
Croatia	Japan Motors Zagreb d.o.o	Zagreb	Independent
Macedonia	MakAutoStar	Skopje	Independent
Russia	ROLF Holding	Moscow	Independent
Serbia/Montenegro	Velauto d.o.o.	Belgrad	Independent
Turkey	TEMSA Sanayi Ve Ticaret AS	Istanbul	Independent

** Manufacturer/Independent/Joint-Venture

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European Dealer Network Status at 1st January 2008

Market	Sales Network									
	Summary		Sales Outlet Categories				Sales	Sales per Dealer		
	Total All Sales Dealer Contracts	Total All Dealer Sales Outlets (a+b+c)	Direct Dealer Sales Outlets (a)	Independent Dealer Sales Outlets (b)	Total Main Dealer Sales Outlets (a + b)	Indirect Sales Agents (c)	Sales of New Passenger Vehicles (Jan-Dec 2007)	Av. Sales per Dealer Contract	Av. Sales per 'main dealer' outlet	Av. Sales per sales outlet (all)
Austria	77	99	8	69	77	22	4,361	57	57	44
Belgium/Luxembourg	62	97		97	97		5,181	84	53	53
Bulgaria	8	6	3	3	6		1,011	126	169	169
Cyprus	4	4	4		4		695	174	174	174
Czech Republic	23	26	1	25	26		1,479	64	57	57
Denmark	33	36		36	36		4,470	135	124	124
Estonia	7	7	7		7		637	91	91	91
Finland	29	28	7	21	28		1,486	51	53	53
France	83	108	27	81	108		8,191	99	76	76
Germany	474	592	1	591	592		33,643	71	57	57
Greece	42	54	9	45	54		6,769	161	125	125
Hungary	25	25	10	15	25		2,133	85	85	85
Ireland	33	33		33	33		3,760	114	114	114
Italy	104	128		128	128		19,461	187	152	152
Latvia	2	2	2		2		2,138	1069	1069	1069
Lithuania	4	6	2	4	6		1,397	349	233	233
Malta	1	1	1		1		83	83	83	83
Netherlands	76	101		84	84	17	9,079	119	108	90
Poland	31	36		36	36		3,433	111	95	95
Portugal	33	75	1	74	75		5,459	165	73	73
Romania	20	31	11	20	31		3,578	179	115	115
Slovakia	11	11	1	10	11		696	63	63	63
Slovenia	5	8	4	4	8		808	162	101	101
Spain	59	122	22	100	122		16,979	288	139	139
Sweden	57	50		50	50		4,035	71	81	81
UK	130	139	9	121	130	9	30,656	236	236	221
Total EU (27)	1433	1825	130	1647	1777	48	171,618	120	97	94
Iceland	1	1	1		1					
Norway	51	60	16	44	60					
Switzerland	65	66	8	58	66					
S/T W Europe (17)	1375	1713	107	1558	1665	48	148,071	108	89	86
Albania										
Bosnia/Herzegov										
Croatia	13	13		13	13		521	40	40	40
Macedonia	2	3	2	1	3		224	112	75	75
Russia	75	80		80	80		70,000	933	875	875
Serbia/Montenegro	1	1	1		1		44	44	44	44
Turkey	41	45		45	45		6,971	170	155	155
S/T C Europe (16)	268	300	44	256	300		95,070	355	317	317
Total Europe (37)*	1682	2094	158	1888	2046	48	249,378	148	122	119

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European Dealer Network Status at 1st January 2008

Market	Service Network						Dealer Network Overview				
	Summary		Service Outlet Categories				memo	Total of Dealer locations offering both Sales & Service (x)	Total of Sales-only Dealer Locations (y)	Total of Service-only Dealer Locations (z)	Net Total of all Dealer Locations Sales/Service (x+y+z)
	Total All Authorised Repairer Contracts	Total All Authorised Repairer Outlets (a+b+c)	Direct Dealer Service Outlets (a)	Independent Dealer Service Outlets (b)	Total Main Dealer Service Outlets (a+b)	Indirect Service Agents(c)					
Austria	37	114	8	106	114		37	77	22	37	136
Belgium/Luxembourg	97	133		133	133		97	97		36	133
Bulgaria	17	7	3	4	7		17	6		1	7
Cyprus	4	4	3	1	4		4		4	4	8
Czech Republic	26	29	1	28	29		26	26		3	29
Denmark	43	48		48	48		43	36		12	48
Estonia	6	6	6		6		6	6	1		7
Finland	43	43	8	35	43		43	25	3	18	46
France	88	114		114	114		88	104	4	10	118
Germany	733	733	1	732	733		733	573	19	160	752
Greece	56	61	5	56	61		56	45	9	16	70
Hungary	25	26		26	26		25	25		1	26
Ireland	33	33		33	33		33	33			33
Italy	122	133	1	132	133		122	86	42	47	175
Latvia	2	2	2		2		2	2			2
Lithuania	7	7	1	6	7		7	4	2	3	9
Malta	1	1	1		1		1	1			1
Netherlands	104	110		93	93	17	104	101		9	110
Poland	32	35		35	35		32	28	8	7	43
Portugal	34	54	1	53	54		34	44	31	10	85
Romania	16	17	7	10	17		16	17	14		31
Slovakia	12	13	2	11	13		12	11		2	13
Slovenia	6	9	4	5	9		6	8		1	9
Spain	79	127	20	107	127		79	103	19	24	146
Sweden	96	107		107	107		96	50		57	107
UK	142	142	9	133	142		142	121	18	21	160
Total EU (27)	1861	2108	83	2008	2091	17	1861	1629	196	479	2304
Iceland	1	5	1	4	5		1	1		4	5
Norway	55	64	16	48	64		55	59	1	5	65
Switzerland	114	179	8	171	179		114	65	1	114	180
S/T W Europe (17)	1842	2141	76	2048	2124	17	1842	1575	138	566	2279
Albania											
Bosnia/Herzegov											
Croatia	10	10		10	10		10	10	3		13
Macedonia	1	1	1		1		1	1	2		3
Russia	83	87		87	87		87	80		7	87
Serbia/Montenegro	1	1	1		1		1	1			1
Turkey	67	67		67	67		67	34	11	33	78
S/T C Europe (16)	311	317	28	289	317		315	259	41	58	358
Total Europe (37)	2193	2522	110	2395	2505	17	2197	1880	214	642	2736

^ For many makes, the Parts Contract is bundled with the Authorised Repairer Contract & not issued separately

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Trend Data

Market	Main Dealer Sales Outlets						
	2003	2004	2005	2006	2007	2008	% change 2007-8
Austria	89	82	92	84	76	77	1%
Belgium/Luxembourg	61	64	68	65	64	97	52%
Bulgaria	6	9	10	6	6	6	
Cyprus			4	5	5	4	-20%
Czech Republic	24	19	19	19	19	26	37%
Denmark	37	38	41	38	36	36	
Estonia	1	6	4	4	7	7	
Finland	48	23	27	29	28	28	
France	91	101	111	110	114	108	-5%
Germany	653	622	597	637	541	592	9%
Greece	68	45	49	50	53	54	2%
Hungary	24	19	20	26	26	25	-4%
Ireland	37	33	33	32	32	33	3%
Italy	93	97	109	121	122	128	5%
Latvia	1	1	2	2	2	2	
Lithuania	1	3	4	5	6	6	
Malta			1	1	1	1	
Netherlands	94	84	83	102	102	84	-18%
Poland	41	37	30	31	31	36	16%
Portugal	105	84	88	84	75	75	
Romania	2		15	14	16	31	94%
Slovakia	8	7	7	11	11	11	
Slovenia	10	8	8	7	8	8	
Spain	133	119	113	118	119	122	3%
Sweden	66	73	63	63	59	50	-15%
UK	125	139	140	140	141	130	-8%
Total EU* (27)	1818	1713	1738	1804	1700	1777	5%
Iceland					1	1	
Norway	59	52	60	60	60	60	
Switzerland	69	63	56	58	65	66	2%
S/T W Europe (17)	1723	1635	1642	1707	1612	1665	3%
Albania	1						
Bosnia/Herzegov	1						
Croatia	14			9	13	13	
Macedonia	1	1	1	2	6	3	-50%
Russia					80	80	
Serbia/Montenegro	1		3	3	1	1	
Turkey	44	40	44	47	41	45	10%
S/T C Europe (16)	180	150	167	186	273	300	10%
Total Europe (37)	2008	1869	1902	1983	1967	2046	4%

* includes Malta & Cyprus from 2004

Market	All Franchised Service Outlets						
	2003	2004	2005	2006	2007	2008	% change 2007-8
Austria	117	119	119	121	110	114	4%
Belgium/Luxembourg	129	103	105	105	97	133	37%
Bulgaria	6	6	7	5	5	7	40%
Cyprus			3	3	3	4	33%
Czech Republic	28	21	23	22	22	29	32%
Denmark	46	49	52	52	45	48	7%
Estonia	6	8	4	4	6	6	
Finland	66	47	44	45	42	43	2%
France	96	98	113	128	109	114	5%
Germany	748	757	748	736	736	733	0%
Greece	70	51	50	49	57	61	7%
Hungary	23	22	20	27	27	26	-4%
Ireland	37	33	33	32	32	33	3%
Italy	158	101	106	126	123	133	8%
Latvia	1	2	2	2	2	2	
Lithuania	1	4	4	5	6	7	17%
Malta			1	1	1	1	
Netherlands	109	100	96	108	123	110	-11%
Poland	41	33	32	34	43	35	-19%
Portugal	59	51	54	54	51	54	6%
Romania	2		12	15	12	17	42%
Slovakia	9	7	7	10	11	13	18%
Slovenia	10	9	8	8	9	9	
Spain	119	112	110	123	126	127	1%
Sweden	123	123	105	104	118	107	-9%
UK	131	142	145	146	150	142	-5%
Total EU* (27)	2135	1998	2003	2065	2066	2108	2%
Iceland					5	5	
Norway	73	61	63	63	61	64	5%
Switzerland	196	218	172	170	174	179	3%
S/T W Europe (17)	2218	2114	2061	2108	2103	2141	2%
Albania	1						
Bosnia/Herzegov	1						
Croatia	15			10	13	10	-23%
Macedonia	1	1	1	2	1	1	
Russia					87	87	
Serbia/Montenegro	1		3	3	1	1	
Turkey	76	65	76	67	61	67	10%
S/T C Europe (16)	222	178	199	214	306	317	4%
Total Europe (37)	2499	2343	2318	2380	2469	2522	2%