



Speech Script for Press Conference on August 10, 2023

Takao Kato
Representative Executive Officer, President & CEO
Mitsubishi Motors Corporation

Thank you for coming to the Mitsubishi Motors booth.
Today, I'm honored to unveil our all-new compact SUV here at the Gaikindo Indonesia International Auto Show, where many amazing models have debuted.

It was six years ago that we were able to start our Bekasi plant with extensive help from many people in Indonesia. Now, the plant has grown to have an outstanding production capacity of 220 thousand vehicles a year, making it a vital hub for exports to more than 40 countries around the world. Please allow me to take this opportunity to extend my heartfelt gratitude for all of your great support. We will continue our commitment to contributing to the growth of Indonesian economy.

Currently, the leading models of our business in Indonesia are the XPANDER, which we began production at the Bekasi plant in 2017, and the XPANDER CROSS. To date, we have delivered a total of 600 thousand of them to customers in more than 40 countries. As a crossover MPV that combines the comfort of MPVs and the road handling of SUVs, the model has become a popular nameplate around the world, especially among families. The all-new model that we will soon unveil follows in the footsteps of the XPANDER series as an all-new model born in Indonesia, and it is a much-awaited crossover compact SUV from Mitsubishi Motors.

In developing this all-new compact SUV, we have drawn on our expertise in SUV development and fully studied the needs of drivers in the ASEAN region. By combining these, we offer a new value to compact SUV users. We will start full-scale sales in Indonesia and then roll it out into other ASEAN markets including Vietnam and the Philippines, as well as in South Asia, Latin America, the Middle East and Africa.

The product concept for this model is "Best-suited buddy for an exciting life." It fulfills the requirements for driving performance, ease of handling, comfortable interior, wide-ranging user-friendliness and everything else people look for in compact SUVs. In addition, we wanted it to be a car that brings excitement to everyday driving – a car that gives you an extra force to go one step further, to experience something new. We have put our heart and soul to give you a best-suited buddy for any adventure that you wish to embark on.

We look forward to hearing your feedback after test driving it and feeling the excitement and the extra force it brings. We hope the all-new Xforce will help further enrich the life of everyone who comes on board.

In addition to the all-new Xforce, we have a lot more to offer at the Mitsubishi Motors booth. On your left are the EVs developed with our expertise in electrification technology. The Minicab-MiEV is an electric microcar for commercial use. We are conducting a pilot study in Indonesia and will begin local production at the Bekasi plant within this fiscal year. The eK X EV is an all-electric microcar which will be displayed for the first time outside Japan. With an eye towards market launch and local production, we will hold acceptability research and get customer feedback as we work toward the widespread use of EVs in Indonesia.

Hiroshi Nagaoka

Representative Executive Officer, Executive Vice President

(responsible for Engineering/Product Strategy/TCS/Design)

Mitsubishi Motors Corporation

To be an attractive car maker of choice for Mitsubishi Motors' fans, we have kept asking ourselves what Mitsubishi Motors-ness is. And now, we think that Mitsubishi Motors-ness is to offer a fulfilling mobility life that inspires adventurous spirits, through technological reliability to realize Eco-friendly x Safety Technology, Peace of Mind and Comfort. In other words, a car that makes you want to go out for an exciting adventure, a car that ensures safe return to home from all kinds of adventures, a car that respects environmental sustainability – we believe that sort of vehicle is what embodies Mitsubishi Motors-ness.

During the development of the all-new Xforce, we had a lot of in-depth discussion about how we crystalize Mitsubishi Motors-ness in this new compact SUV.

In terms of eco-friendliness, the engine of the Xforce complies with the latest emission regulations and also meets carbon tax benefits. Nevertheless, it generates good flat torque from low speed to enables drivability as an SUV. We leveraged the proven engine of the Xpander and added further improvements on it.

In terms of safety technology and peace of mind, we pursued high maneuverability in any types of weather and road condition. Xforce has a top-class ground clearance as well as large approach and departure angles. It also provides a selection of drive modes that we have developed with a further refinement on our unique all-wheel control technology, enabling a more secure driving on rough roads or flooded streets. There are four drive modes – Normal, Gravel, Mud and a newly added Wet mode. The Wet mode controls all wheels in a sophisticated manner and ensures vehicle stability on wet roads and roads flooded by squalls.

In terms of comfort, we offer the new Dynamic Sound Yamaha Premium sound system that was co-developed with Yamaha Corporation, as one of functions to offer a pleasant time in the car. As manufacturers, Mitsubishi Motors pursues car manufacturing that provides excitement through comfort, and Yamaha explores sounds that move human soul. The collaboration of the two companies with strong passions and technologies for manufacturing has resulted in an amazing sound system.

The sound system is composed of eight speakers that are installed in optimal positions. The treble sound tweeter is made of silk-material diaphragm and drive coil with specially-tailored aluminum-copper alloy wire. This design allows the tweeter to move and respond

at a high speed, resulting in a silky and stretching high tone. The middle and low tone speakers deploy 2.5 times larger magnets and five times stiffer mount to produce clear and powerful bass sound. In addition, Speed Compensated Volume and equalizer function automatically adjusts audio volume and sound quality to an optimal level according to surrounding noise, and a sound type out of four presets can be selected depending on mood. The Dynamic Sound Yamaha Premium achieves a high-quality sound that goes beyond premium class and a significant acoustic reproducibility that makes you even sense artists' breaths.

In addition, the all-new Xforce offers many detailed features to accommodate the daily life's needs of customers, such as a class-leading spacious rear seat, console box with cooling ventilator, dual zone auto climate control system with air dehumidifier function, a 12.3-inch Smartphone-Link Display Audio and an 8-inch digital driver display merged in a large monolithic panel, hands-free power tailgate and further more to list up.

We are passionate about contributing to enhancing our customer's life here in Indonesia and in other ASEAN countries, and have devoted everything we have to engineer this all-new Xforce as a car filled with Mitsubishi Motors-ness. As the name indicates, this reliable compact SUV will make your days with families and friends more exciting, and offer an extra force to evoke drivers' adventurous spirits. We are more than happy if you find this all-new Xforce as the best buddy of your exciting life.
