



## Business in Thailand

### Automobile Sales in Thai Market and Global Exports Business

We began importing and selling Isuzu Motors vehicles in Thailand in 1957. In 1974, we established Tri Petch Isuzu Sales (TIS) as a distributor to handle overall sales of Isuzu Motors vehicles within Thailand. Exports of Isuzu vehicles produced in Thailand started in 2003, and today we export to over 100 countries worldwide. As a distributor, TIS forms the core of wide-ranging operations, including sales, automobile financing and after-sales services, and has built Isuzu into a leading brand in the commercial vehicle market.



**GAC Mitsubishi Motors Co., Ltd.**  
Production & Sales of Automobiles (China)

**Hongling Financial Leasing Co., Ltd.**  
Automobile Finance (China)

**MMC Rus LLC.**  
Distribution of Automobiles (Russia)

**JSC MC Bank Rus**  
Automobile Finance (Russia)

**LLC MC Intermark Auto**  
Automobile fleet management (Russia)

**Isuzu Benelux N.V.**  
Distribution of Automobiles (Belgium/Germany)

**MMC Ukraine LLC.**  
Distribution of Automobiles (Ukraine)

**Astara Mobility, S.L.**  
Distribution of Automobiles/Mobility Service Provider (Spain)



Tire Business (Thailand)  
**Bridgestone Sales (Thailand) Co., Ltd.**

Bridgestone Sales (Thailand) Co., Ltd. sells tires and contributes to the enhancement of the Bridgestone brand in Thailand.

**Isuzu Motors De Mexico S. de R.L.**  
Assembly & Distribution of Automobiles (Mexico)



## Business in India

### Automobile Production & Sales in India, and Exports Business to Surrounding Countries

In 2012, we established Isuzu Motors India (IMI), and began sales of Isuzu pickup trucks in India. In 2016, IMI commenced production at its factory in the state of Andhra Pradesh in southern India, and we are now proceeding with full-scale business development. In recent years, IMI has also been exporting Isuzu pickup trucks produced in India to surrounding countries such as Nepal and Bhutan, and even the Middle East.

**TVS Automobile Solutions Private Limited**  
Automobile after-sales (India)

**Mitsubishi Motors Malaysia SDN. BHD.**  
Distribution of Automobiles (Malaysia)

**Isuzu Malaysia Sdn. Bhd.**  
Distribution of Automobiles (Malaysia)

**Mitsubishi Motors Vietnam Co., Ltd.**  
Assembly & Sale of Automobiles (Vietnam)

**PT. Suku Cadang Oto Sejahtera (Brand Name: Tokoparts)**  
Multi-brand automotive spare parts e-commerce and distribution (Indonesia)

## Business in Indonesia

### Developing Automotive Business Value Chain

In 1970, PT. Krama Yudha Tiga Berlian Motors (KTB) was established in Indonesia as the general agent for sales and imports of Mitsubishi Motors and Mitsubishi Fuso products, and has been developing the automotive business for around half a century. In April 2017, KTB business was restructured and divided by brands, so as to establish a stable value chain in terms of production, sales, automobile finance, after-sales services, and used vehicle sales, centered on PT. Mitsubishi Motors Krama Yudha Sales Indonesia (MMKSI) and KTB, which handle Mitsubishi Motors products and Mitsubishi Fuso products respectively.





# Automotive & Mobility Group

The Automotive & Mobility Group has developed a global value chain spanning the production, sales, distribution, financing and after-sales services of passenger and commercial vehicles, with a focus on the ASEAN region.

To date, we have developed our business in tandem with the expansion of Japanese car manufacturers into overseas markets, and one of our missions, particularly in the field of sales, has been to grasp highly-localized customer needs and reflect them in product specifications, quality improvements and after-sales services to enhance product appeal and brand loyalty.

We are also seizing opportunities around the shifts towards digitization and CASE (Connected, Autonomous, Shared/Service and Electric), strengthening our businesses anchored on long-developed functions and extensive local networks, as well as addressing societal needs by spearheading new mobility service solutions to support the efficient movement of passengers and cargo.

In addition, we aim to contribute to the realization of a decarbonized, sustainable, and energy-efficient society through the proliferation of electric vehicles and storage batteries.

## Automotive Business Div.

- Indonesia Automotive Dept.
- ASEAN & South West Asia Automotive Dept.
- North Asia Automotive Dept.
- Eurasia & America Automotive Dept.

Overseas local production and sales business/ Overseas automobile finance, after-sales service and other related businesses/ Automobile exports (finished vehicles, assembly and spare parts)

## Isuzu Business Div.

- Isuzu ASEAN Dept.
- Isuzu Oceania, Europe & Americas Dept.
- Isuzu India & Middle East Dept.

Overseas local production and sales business/ Overseas automobile finance, after-sales service and other related businesses/ Automobile exports (finished vehicles, assembly and spare parts)

## Mobility Business Div.

- Mobility Service Dept.
- Automotive Retail Service Dept.
- Mobility Energy Transformation Business Dept.
- Tire Dept.

Regional transportation DX Business ("On-demand bus" operation, providing system for mobility operation, etc.)/ Multibrand downstream business (Aftersales, Used cars, etc.)/ EV fleet management services & leasing business/ Manufacturing and sales of tire (wholesales and retail), intermediary and domestic trade of tires

## Battery Solution Development Dept.

Development and provision of total solution related to the Battery (Battery/Energy management, Battery Energy Storage System etc)

## Lithium Energy Japan (Japan)

### Develops Manufacturing Business for Large-Capacity Lithium-Ion Batteries



Lithium Energy Japan develops, manufactures and sells large-capacity, high-performance lithium-ion batteries. In addition to being used in Mitsubishi Motors Corporation's plug-in hybrids Eclipse Cross, the batteries are also being utilized in power storage applications.

## On-demand Bus Business (Japan)

### On-demand Bus Operation & Solution Service for On-demand Bus



Next Mobility Co., Ltd. was established in 2019 as a joint venture with Nishi-Nippon Railroad Co., Ltd. The company operates its AI-controlled on-demand bus service "Knowroute" while providing local public transportation solutions for transportation operators and municipalities throughout Japan. In 2019, Spare Technology Solutions Inc. was established as a joint venture with Spare Labs Inc. in Canada. The company helps implement on-demand bus systems in a wide range of fields including public transportation. Through these two companies, we strive to resolve mobility-related issues for transportation operators and local communities.

### Mitsubishi Motors Corporation

- Sales & Manufacturing of Automobiles & Components (Japan)
- A-Drive Inc. Providing One-stop Autonomous Driving Related Services (Japan)
- Toyo Tire Corporation Tire & Automotive Components Business (Japan)

### Isuzu Philippines Corporation

Assembly & Distribution of Automobiles (Philippines)

## Business in Vietnam

### Developing Automobile Production & Sales



In 1994, Mitsubishi Motors Vietnam (MMV), initially founded by Mitsubishi Corporation, Mitsubishi Motors Corporation, and other local partners, was established as one of the first four authorized automotive manufacturers in the country. For more than a quarter of a century, MMV has developed its automobile production and sales business, and in the past the company used to handle Mitsubishi Fuso Truck & Bus Corporation products. MMV centralized its resources to Mitsubishi Motors business in 2014 and has welcomed additional capital from both Mitsubishi Motors Corporation and Mitsubishi Corporation in 2016. Now, Vietnam stands as one of the core markets for the Mitsubishi brand. In recent years, supported by economic and motorization growth, MMV is seeking to expand its sales and profits with its newly introduced locally assembled models.

## Business in Australia

### Distribution of Automobiles



Isuzu UTE Australia (IUA) was established in 2008, selling Isuzu pickup trucks (D-MAX) and SUVs (MU-X) in Australia. Since its establishment, IUA has steadily expanded sales and secured a strong market presence in the Australian automotive market. IUA will strive to further enhance the Isuzu brand while working to accelerate the business by implementing customer-oriented marketing activities tailored to local markets.