



OUTLANDER
PHEV

NEW (MY19) OUTLANDER PHEV

ELECTRIC & MORE

OUTLANDER PHEV

- 13:00 - 14:00 WELCOME AND LUNCH
- 14:00 PRESENTATION OF THE OUTLANDER PHEV
- 15:30 - 17:30 TESTDRIVES
- 19:00 DINNER

OUTLANDER PHEV

- GENERAL : FACTS & FIGURES
- MITSUBISHI'S PLUG-IN HYBRID ARCHITECTURE
- PERFORMANCES & MAJOR CHANGES
- PRICES & EQUIPMENT

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#1



EUROPE'S BEST-SELLING PLUG-IN HYBRID VEHICLE

2015, 2016, 2017
(ALL SEGMENTS/ALL BRANDS)



OUTLANDER PHEV
ACCUMULATED SALES

100,000

#2



WORLD'S BEST SELLING PLUG-IN HYBRID SUV



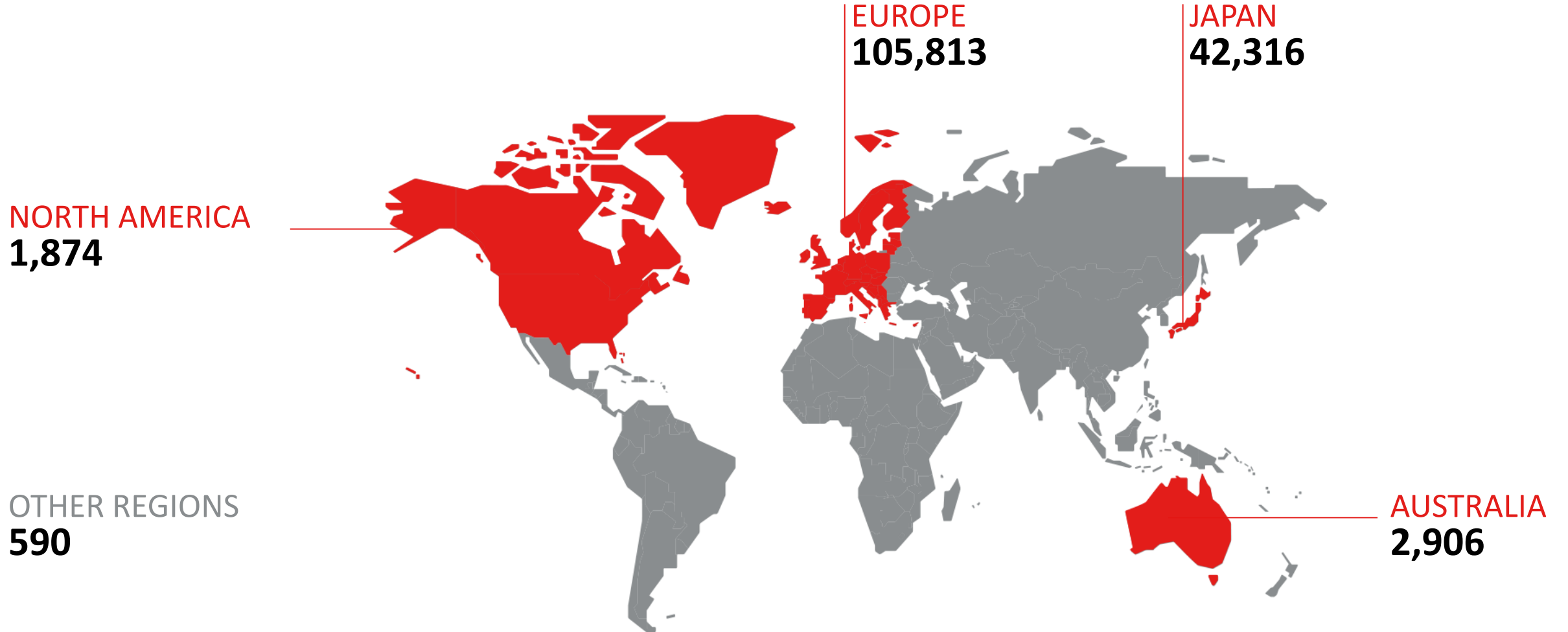
OUTLANDER PHEV
ACCUMULATED SALES

153,499

#2



WORLD'S BEST SELLING PLUG-IN HYBRID SUV



SUCCESS



BEYOND TAX INCENTIVES



	THE UK	NORWAY	SWEDEN	GERMANY	SPAIN
CY17 VOLUME	7,500	4,067	2,451	2,234	719
CY17 RANKING	#1	#1	#2	#3	#1
TOP 5	Outlander BMW 330e MB C350e BMW i3 R/E Golf GTE	Outlander Passat GTE Golf GTE MB GLC BMW 2	Passat GTE Outlander Kia Optima V60 PHEV BMW 330e	A3 e-tron BMW 225Xe Outlander Passat GTE Golf GTE	Outlander MB GLC BMW 225Xe Mini Countr. Golf GTE

#3



EU FLAGSHIP PIVOTING

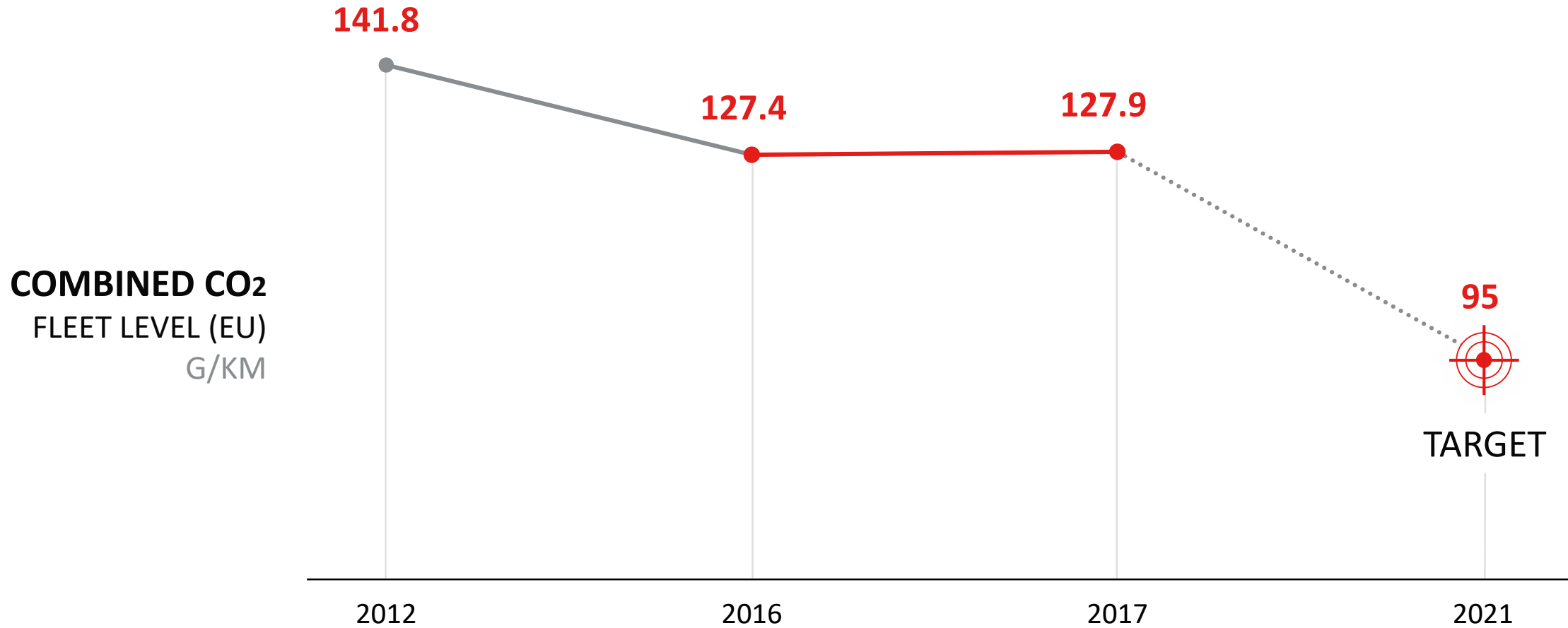


PAJERO TO
OUTLANDER PHEV

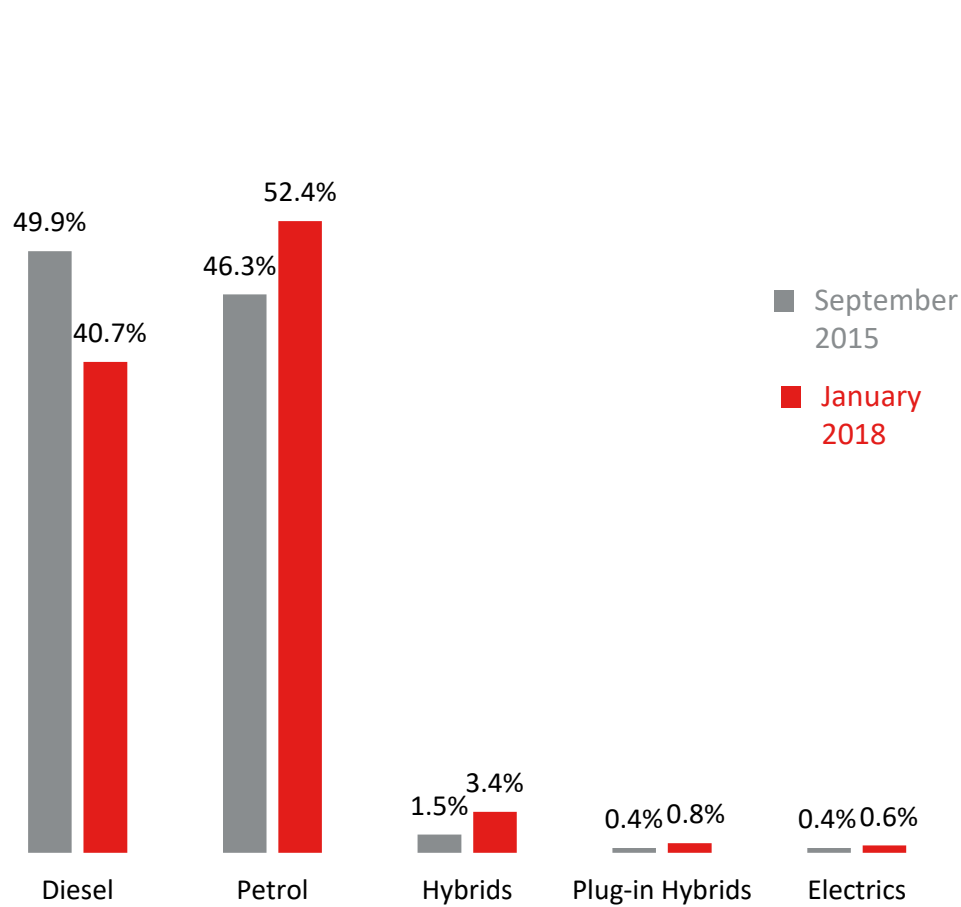
PUBLIC DEFIANCE...



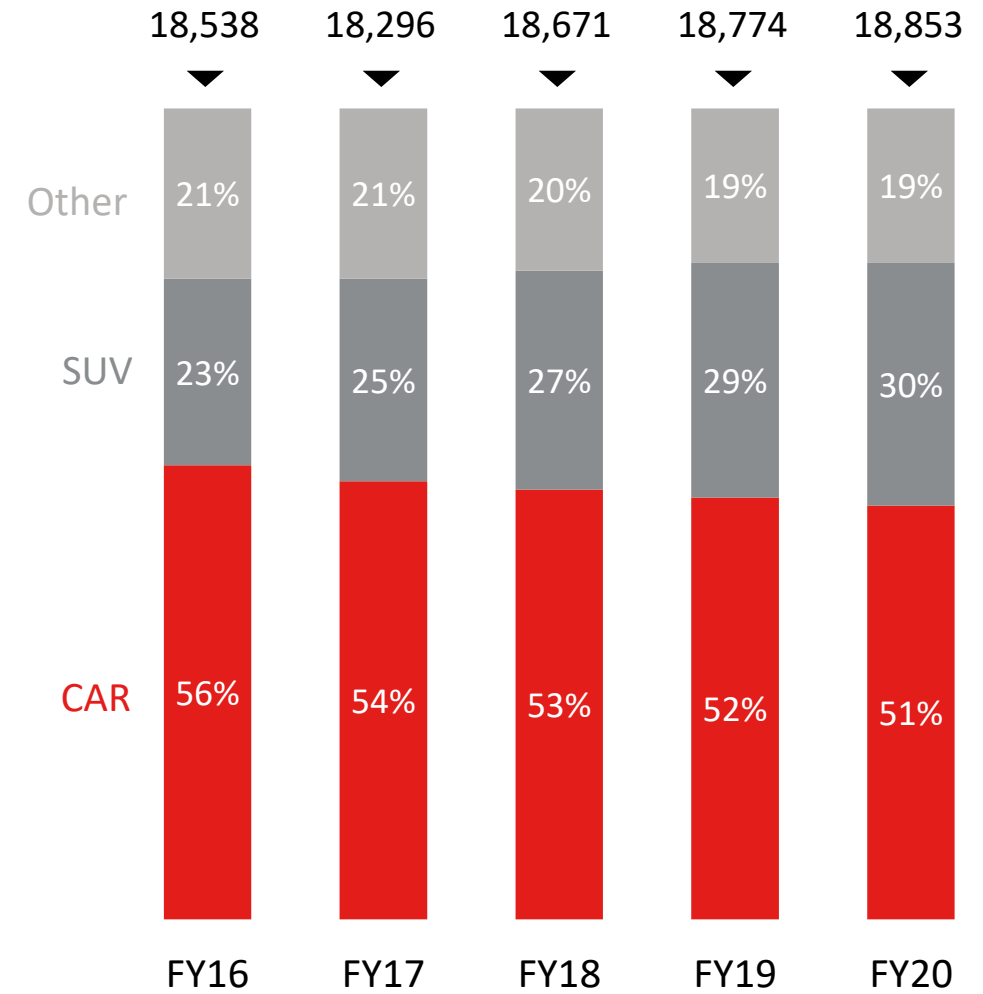
INDUSTRY CHALLENGE...



ELECTRIC GROWTH & SUV GROWTH IN EUROPE



JATO Dynamics – EU5 – Passenger cars

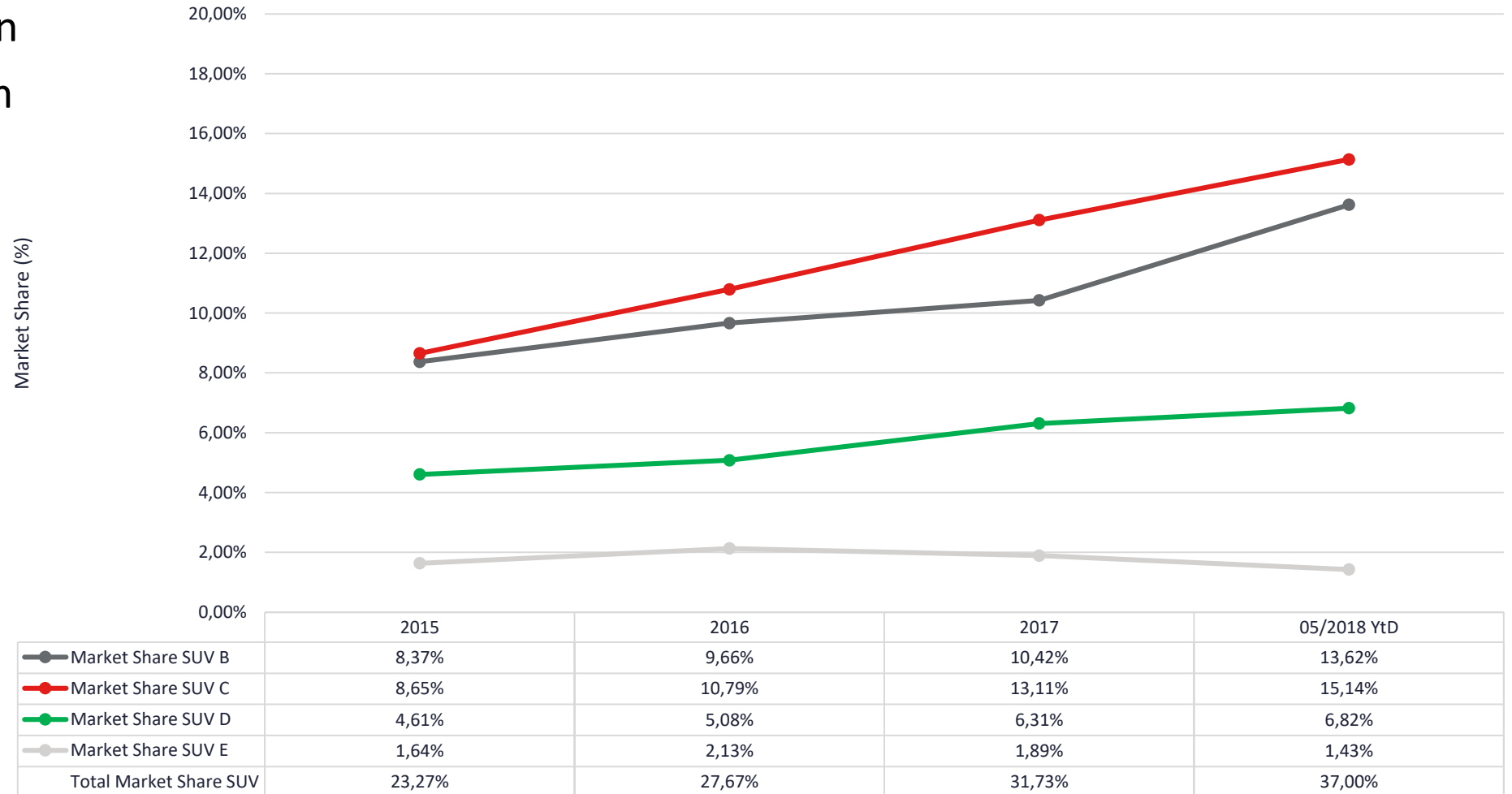


Source: FY16-17, HIS jan. 2017; FY18-20, TIV v5

ELECTRIC GROWTH & SUV GROWTH IN BELGIUM

JATO Dynamics – Belgium – Passenger cars

Market Share Evolution SUV Segments Belgium

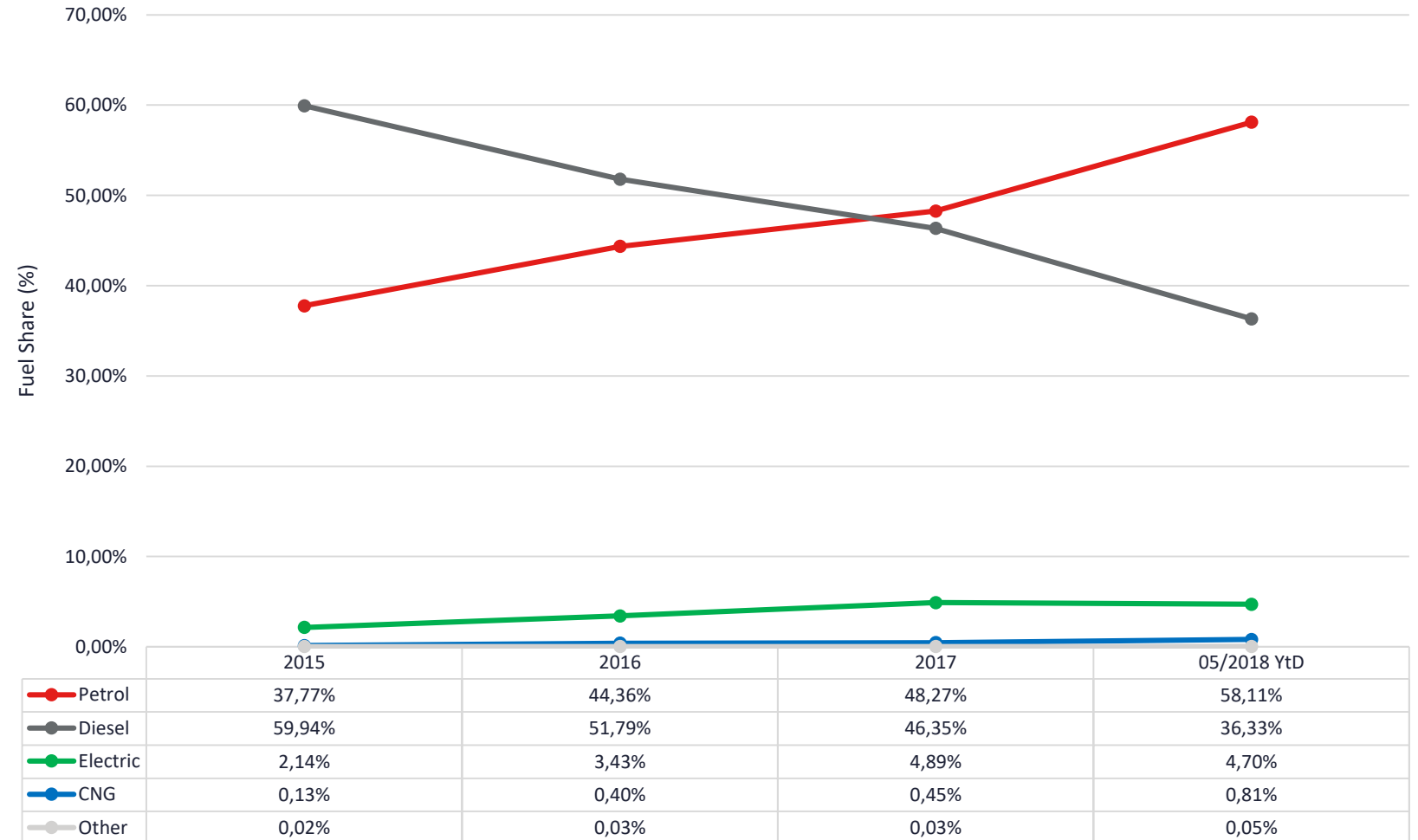


ELECTRIC GROWTH & SUV GROWTH IN BELGIUM

JATO Dynamics – Belgium – Passenger cars

Fuel Mix Evolution

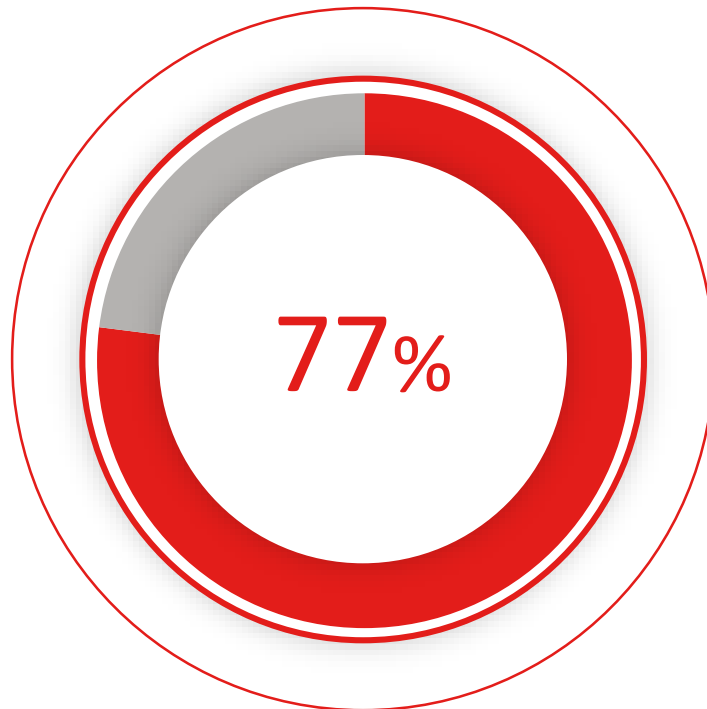
Total Market Belgium



MITSUBISHI PARADIGM

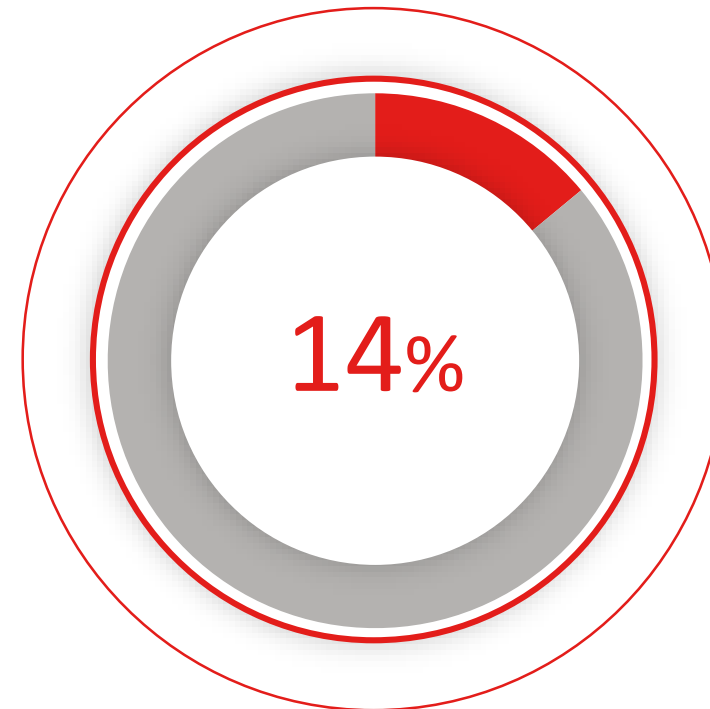
Source: MME data – CY16 figures, excl. RU/UA, incl. L200

SHARE OF SUV'S
vs PASSENGER CARS



within the Mitsubishi Motors model mix

SHARE OF ELECTRIC & PLUG-IN
HYBRID ELECTRIC VEHICLES

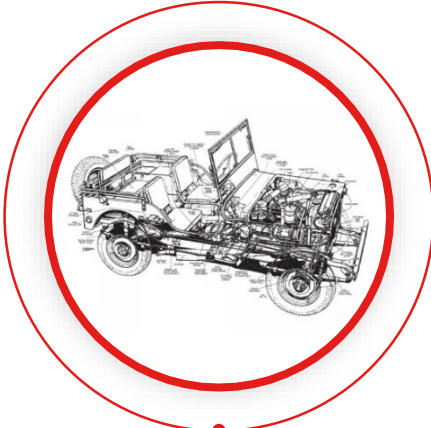


within the Mitsubishi Motors model mix

AUTHENTIC SUVs



FROM SUVs TO SUVs SINCE 1936



AUTHENTIC EVs



FROM EVs TO EVs SINCE 1966



BEST OF BOTH WORLD



Outlander PHEV

SUV	<input checked="" type="checkbox"/>
Diesel	<input type="checkbox"/>
4WD	<input checked="" type="checkbox"/>
Taxes	<input checked="" type="checkbox"/>
EV	<input checked="" type="checkbox"/>
Range Anxiety	<input type="checkbox"/>
Competitive Pricing	<input checked="" type="checkbox"/>
Power supply V2H V2G	<input checked="" type="checkbox"/>

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EV



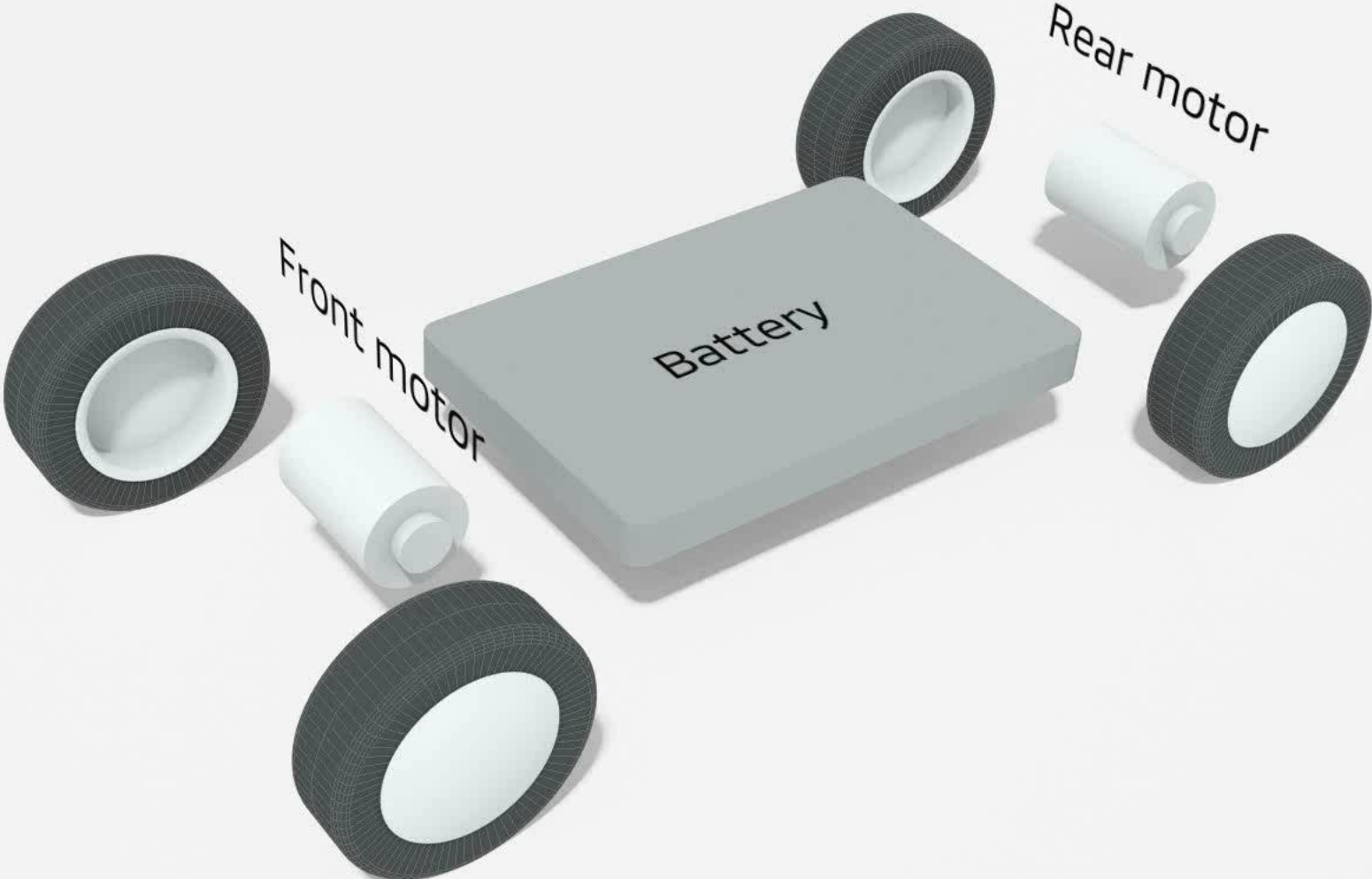
ARCHITECTURE



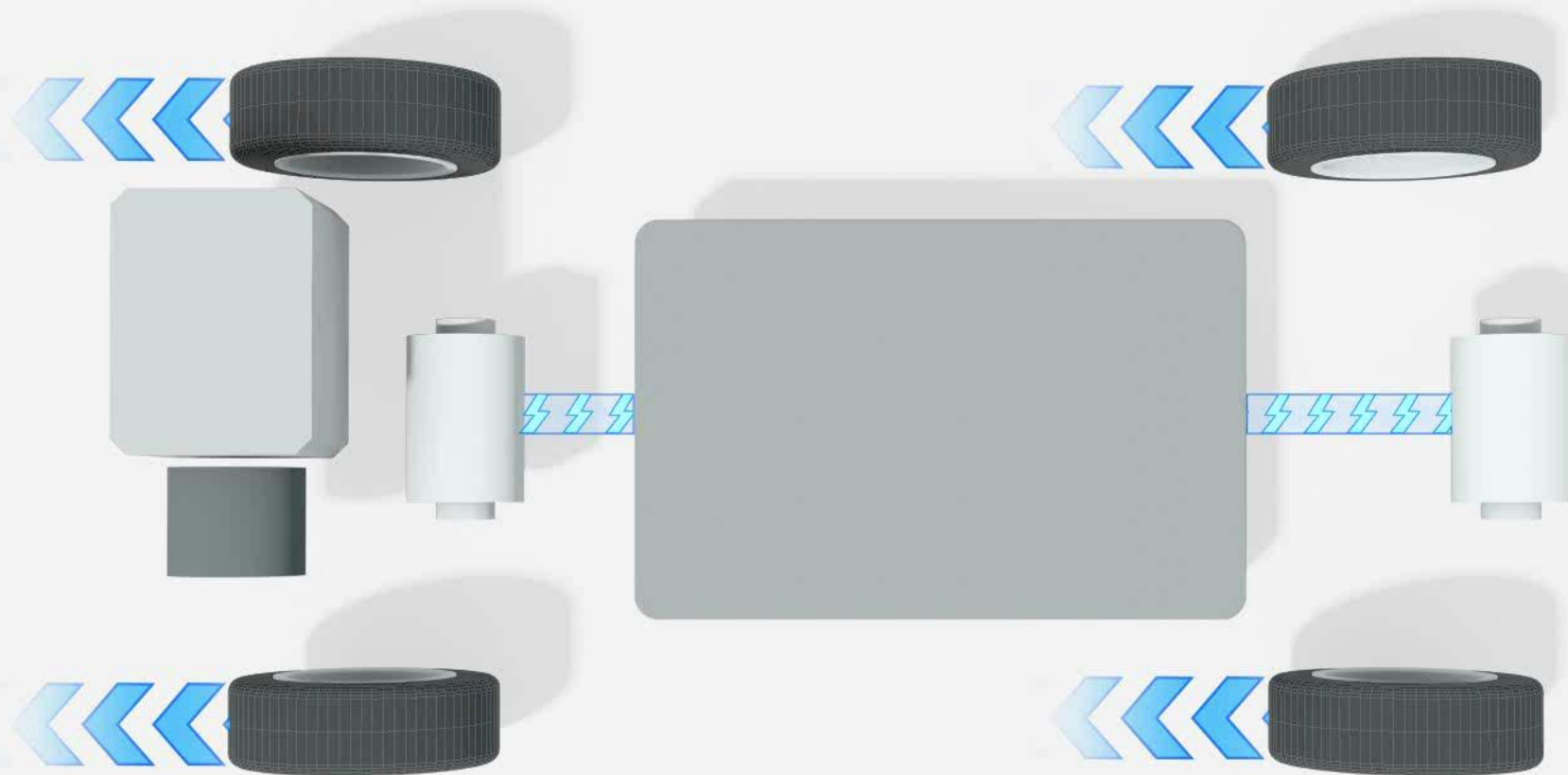
PLUG-IN HYBRID... ELECTRIC



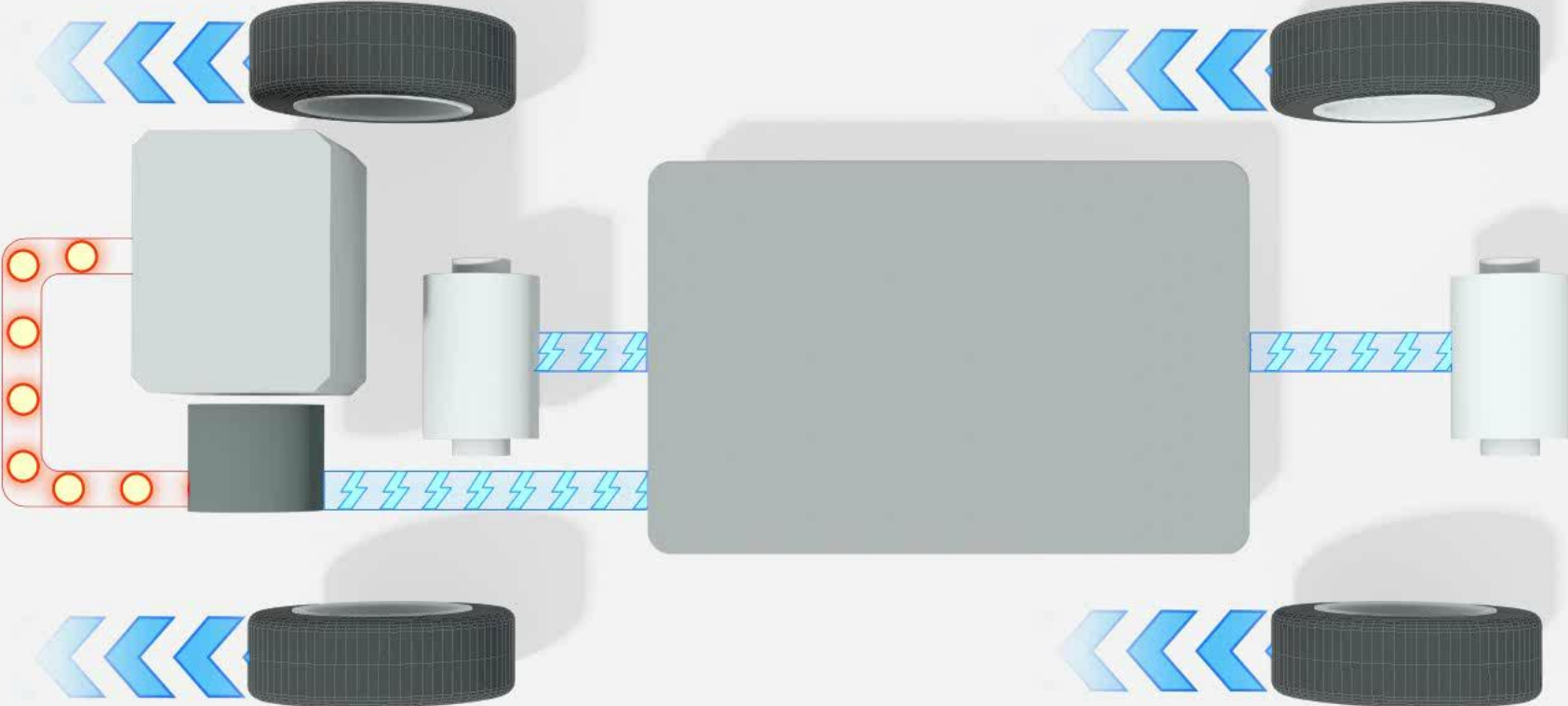
PLUG-IN HYBRID... ELECTRIC



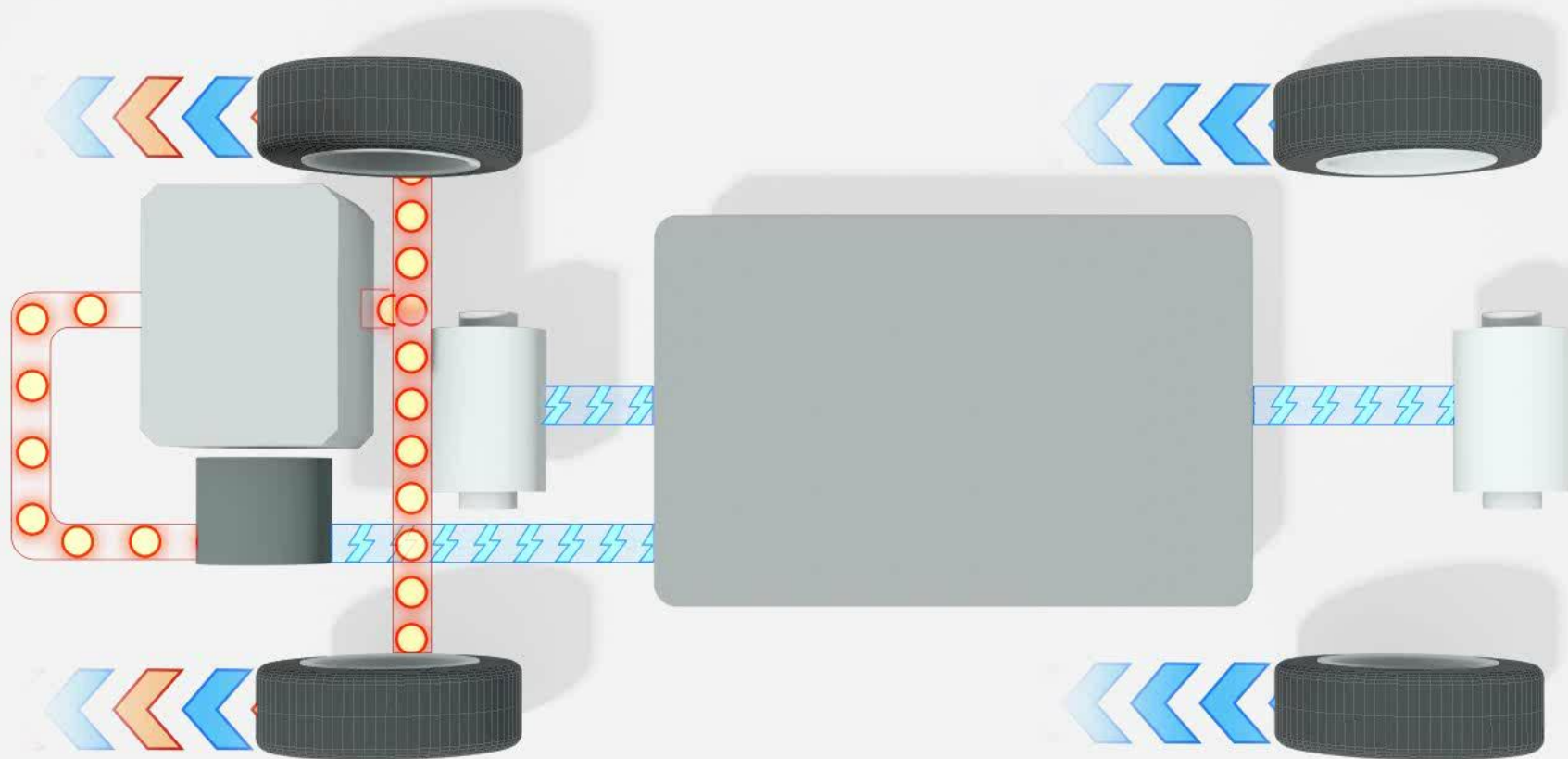
EV MODE



SERIES HYBRID MODE



PARALLEL HYBRID MODE



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UPGRADED EV SYSTEM & NEW 2.4 ENGINE

EV SYSTEM

- GENERATOR: +10% OUTPUT INCREASE
- REAR MOTOR: OUTPUT INCREASE TO 70 kW (95 PS)
- DRIVE BATTERY: +10% OUTPUT INCREASE
CAPACITY (NEW CELLS) INCREASED TO 13.8 kWh

NEW 2.4 ENGINE

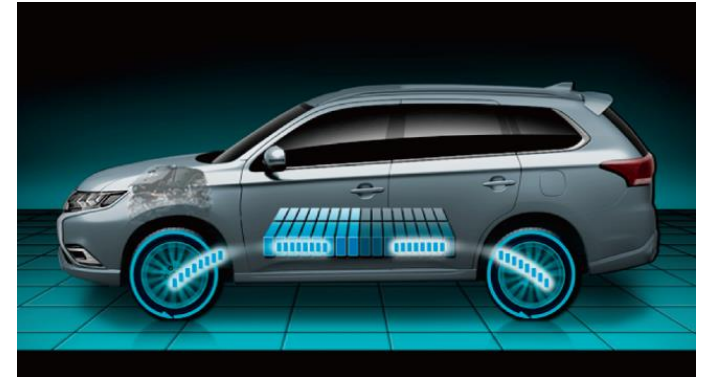
- MY 2018: OTTO CYCLE
- MY 2019: ATKINSON CYCLE

→ Higher torque, better accelerations, lower NVH, better fuel efficiency, less CO2 emissions

3 DRIVE MODES ALL AUTOMATICALLY ACTIVATED

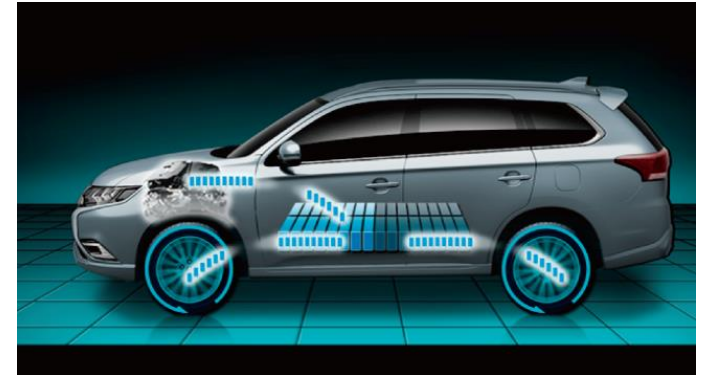
PURE EV MODE

- Powered by the front & rear motors:
- Energy sourced from battery
- Up to 135 km/h



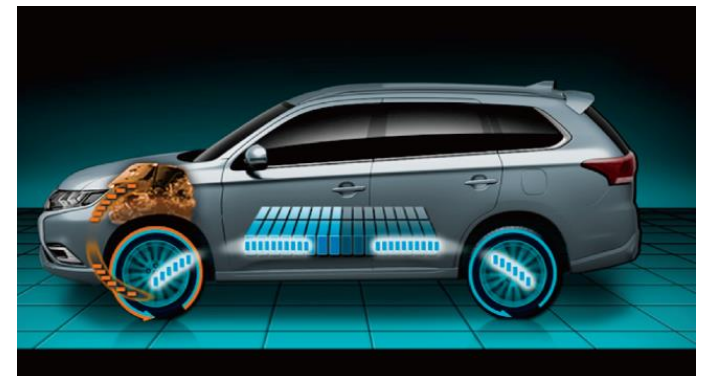
SERIES HYBRID MODE

- Powered by the front & rear motors
- Engine engaged to run the generator and to charge the battery while driving
- System to switch back to Pure EV mode as often/as soon as possible



PARALLEL HYBRID MODE

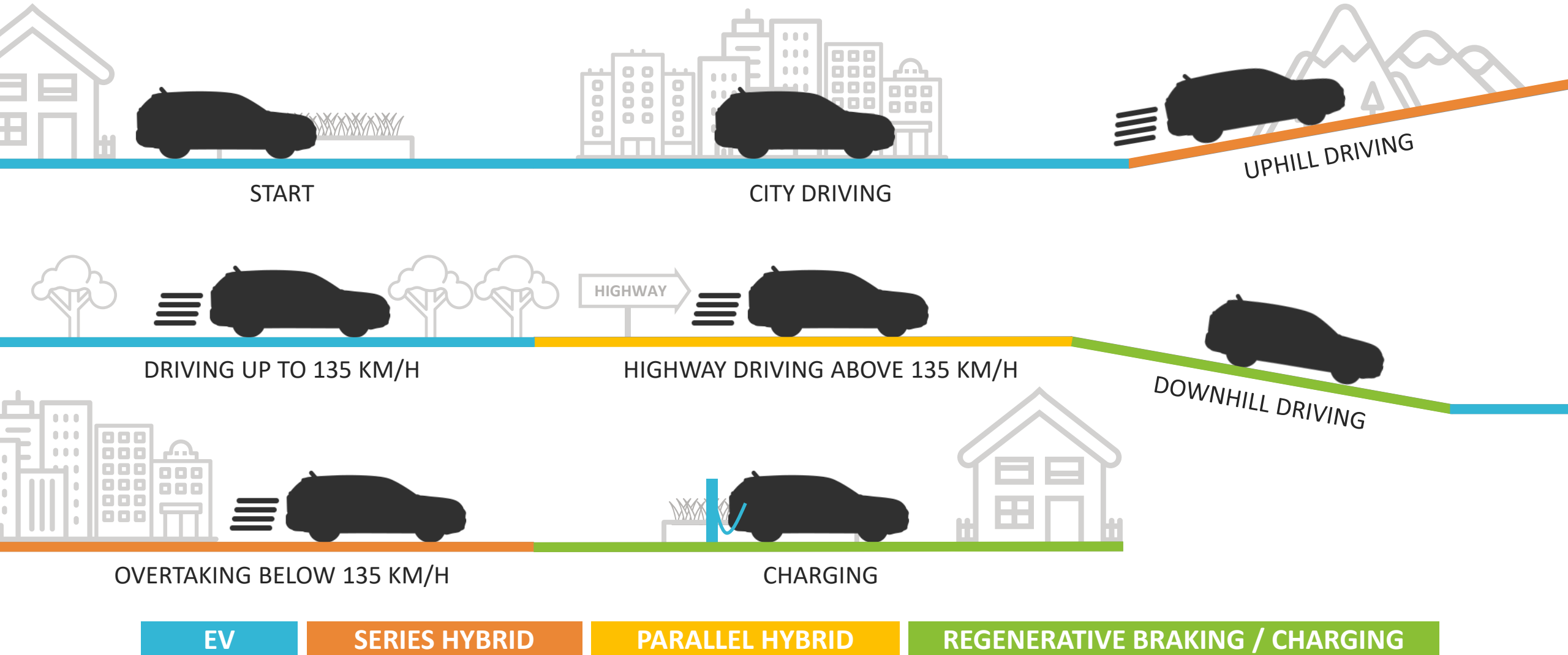
- Engine powers the front wheels
- Front motor assists the engine + rear motor keeps driving the rear wheels
- System to switch back to Series Hybrid Mode or Pure EV mode as often/as soon as possible



PHEV



Drive Mode pattern

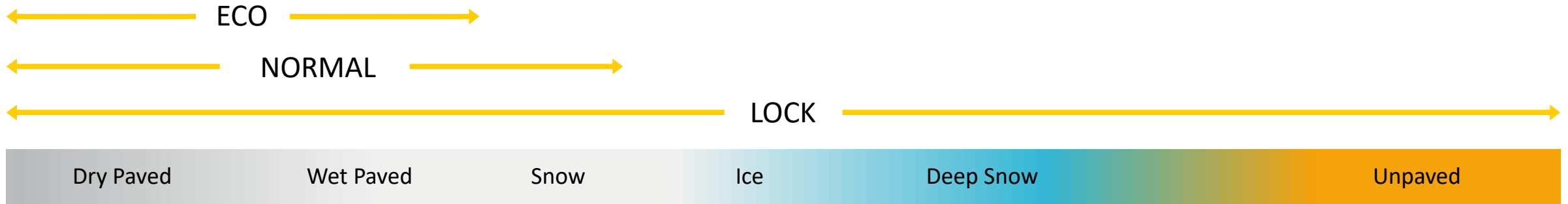


DYNAMIC



SPORT & SNOW ADDED TO S-AWC

MY18



MY19



CHARGING POSSIBILITIES

- Regular charging: 4 hours - AC 230V 16A
- Quick charging (CHAdeMo – 25' for 80%)
- CHARGE mode
- Regenerative braking

CUSTOMER



BENEFITS

- PHEV OS MAPPED FOR UP TO 89 DAYS OF PURE EV DRIVING
- 54 km NEDC – 54 km NEDC2 - 45 km WLTP EV DRIVING RANGE
- COMBINED 41 g/km NEDC - 40 g/km NEDC2 - 46 g/km CO₂EMISSIONS
- MULTIPLE CHARGING OPTIONS
- V2X SMART GRID COMPATIBILITY



MY19



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MY19



vs. MY18



MY18



MY19

Engine output

89kW (121 ps)
@ 4,500rpm

99kW (135 ps)
@ 4,500rpm

Engine torque

190Nm @ 4,500rpm

211Nm @ 4,500rpm

Rear motor output

60kW (82 ps)

70kW (95 ps)

Battery capacity

12 kWh

13.8 kWh

MY19



vs. MY18



MY18



MY19

0 – 100 km/h*

10"8

10"5

40 – 60 km/h*

2"8

2"5

80 – 100 km/h*

4"3

3"7

**Max. speed*
EV Mode**

125 km/h

135 km/h

*where legal

MY19



vs. MY18



MY18



MY19

Max. EV Range

54 km NEDC

45 km WLTP
54 km NEDC2

**Fuel economy
(combined cycle)**

1.7 l/100 km NEDC

2.0 l/100 km WLTP
1.8l/100km NEDC2

**CO₂ emissions
(combined cycle)**

41 g/km NEDC

46 g/km WLTP
40g/km NEDC2

**Charging time
(Normal -16A)**

3.5 hours

4 hours

DYNAMIC



EDGE

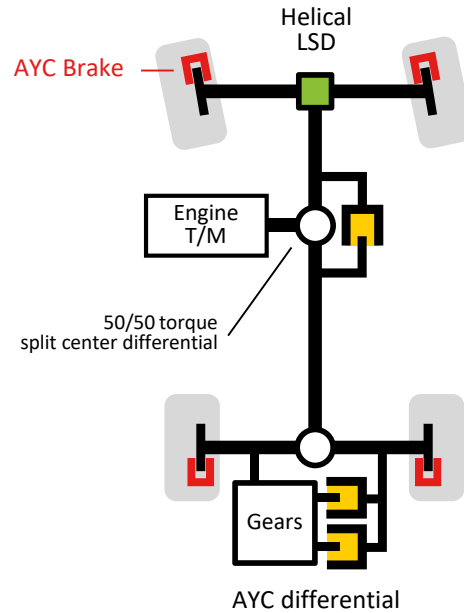


S-AWC SYSTEM

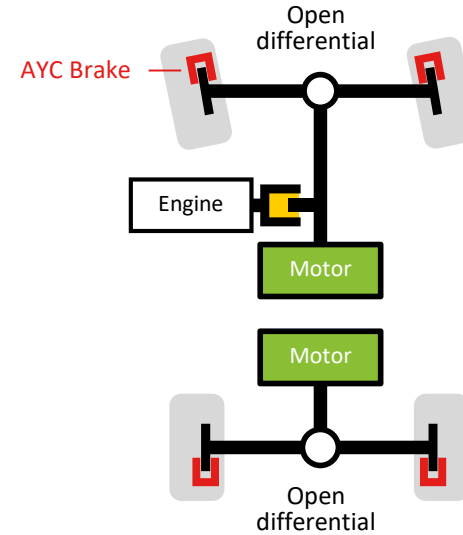


ONE PHILOSOPHY & DIFFERENT HARDWARE

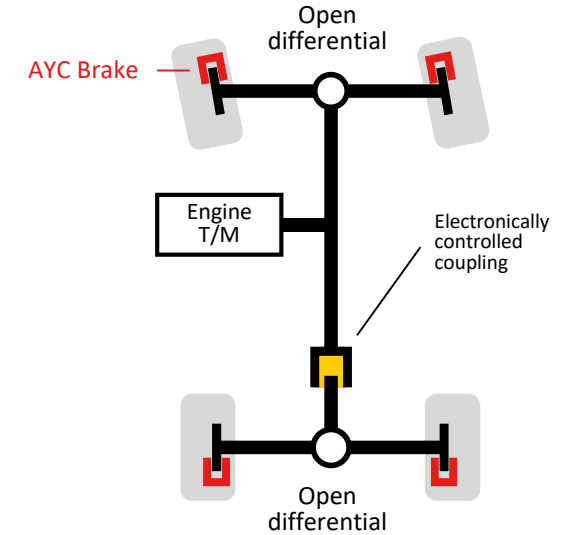
LANCER EVOLUTION



OUTLANDER PHEV



ECLIPSE CROSS



*MY18

TORQUE CONTROL

Active Center Differential

Twin motor 4WD

Electronically controlled 4WD

YAW CONTROL

AYC Differential + AYC Brake

AYC Brake

AYC Brake

DESIGN : EXTERIOR



DESIGN : INTERIOR



DESIGN : INTERIOR



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PRICES



- COMPETITIVE
- PRICES RANGE FROM 39.990 € TO 51.990 €

	BE	LUX
2.4 PHEV 4WD Intense (2.360cc - 13PK/CV - 176kW - 240pk/ch)	€ 39.990	€ 38.668
2.4 PHEV 4WD Business Edition (2.360cc - 13PK/CV - 176kW - 240pk/ch)	€ 42.990	€ 41.569
2.4 PHEV 4WD Instyle (2.360cc - 13PK/CV - 176kW - 240pk/ch)	€ 51.990	€ 50.271

- BELGIUM

PHEV

Diesel	Petrol	% Deductable	% Rejected
CO ₂ / km	CO ₂ / km	2018/2019	
Electric	Electric	120%	
1 – 60g	1 – 60g	100%	0%
61 – 105g	61 – 105g	90%	10%
106 – 115 g	106 – 125g	80%	20%
116 – 145g	126 – 155g	75%	25%
146 – 170g	156 – 180g	70%	30%
171 – 195g	181 – 205g	60%	40%
> 195g	> 205 g	50%	50%

- LUXEMBOURG

Taxe rebate of 2500 Euro for Plug-in hybrids

PHEV : 120% - (0,5% x coefficient x g CO₂/km) with max 100%

PHEV: CO₂-value : ratio battery capacity/weight
and CO₂-emissions :

- 1) if $\geq 0,5$ and $CO_2 \leq 50$ g/km = CO₂ of PHEV
- 2) if $< 0,5$ or $CO_2 > 50$ g/km = CO₂ of 'NOT-PHEV'-version
- 3) if 'NOT-PHEV' is not available : CO₂ PHEV x 2,5

Coefficients:

- 1 for diesel
- 0,95 for CNG ≤ 11 PK
- 0,90 for others

TAXES/TAX INCENTIVES



< 50 gr CO2	Flanders		Wallonia & Brussels	
	MY18	MY19	MY18	MY19
PHEV				
BIV-TMC	0	0	€ 495	€ 867
Verkeersbelasting- Taxe de circulation	0	0	€ 429	€ 626



MMC

Electric road map

SOLUTION

- ELECTRIFICATION ACROSS CORE MODEL RANGE
- EV: SMALL & COMPACT CARS / PHEV: LARGER VEHICLES
- FULL EV/PHEV INTEGRATION IN VEHICLE ARCHITECTURES
- POSSIBLE EXTENSION OF EV/PHEV TECH BEYOND CORE MODELS



ALLIANCE



ASSET

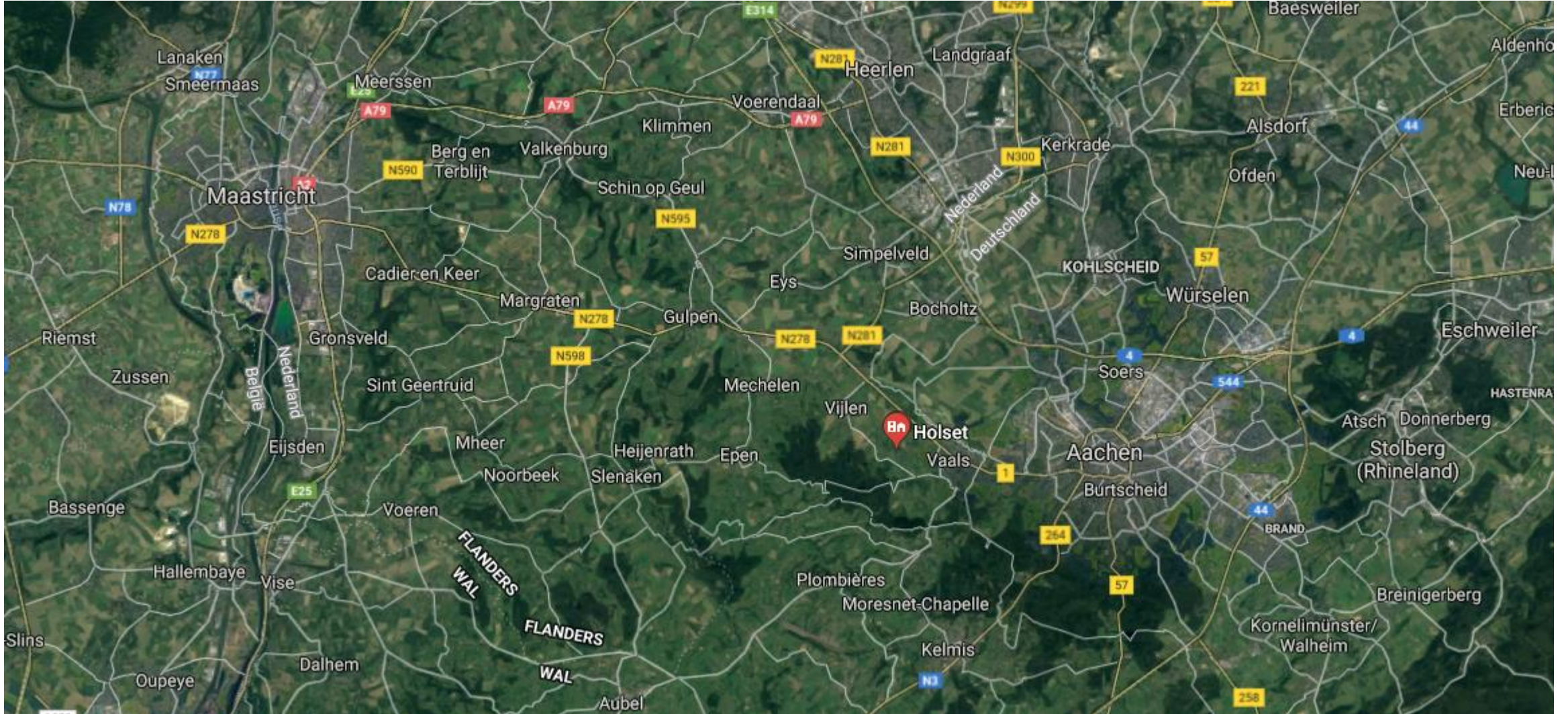
- FULL PRODUCT IMPACT FROM 2020
- ALLIANCE TOOLBOX:
 - EV TECHNOLOGY: RENAULT & NISSAN TO MMC
 - PHEV TECHNOLOGY: MMC TO RENAULT & NISSAN



RENAULT NISSAN MITSUBISHI

TEST DRIVES

Lanaken – Lemiers/Holset (Vaals) - Lanaken



TEST DRIVES

Wijndomein Holset – Lemiers (Vaals)





OUTLANDER
PHEV



**MITSUBISHI
MOTORS**

Drive your Ambition