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love that car

30th March 2010

Dear Dealer Principals and Colleagues

As I now sign off at MMAL, I want to again thank you for your tremendous support for and commitment to MMAL throughout my tenure over the past four and a half years.

Importantly though I wish you every success for the future in your business and with the Mitsubishi brand.

The journey we have been on over the past few years has, I think you would agree, re-established the Mitsubishi brand as a formidable competitor in the Australian automotive industry. And a brand with significant upside potential and therefore a threat to our competitors over the years ahead.

The Strategic Business Plan 2010-2012 that we have signed off not only builds on what has been achieved but also includes some exciting initiatives that will ensure future growth and build the brand as an even stronger competitor.

I have very much enjoyed working with you, to have addressed our challenges head on and to have witnessed spirit, commitment and results achieved by our dealer body.

Hopefully, I leave the company in a good state. Certainly the statistics reflect a strong position for the company and a solid foundation for progress.

MMAL has set several records over recent times and several industry firsts.

Records such as all time record sales for Lancer and Triton in 2009; record sales for Outlander in the second half of 2009 and all time record import sales for the company in FY2009.



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Industry firsts include Triton 4x4 as the first pick up ever to win the coveted 4WDOTY Award as well as Mitsubishi being the first company in Australia to introduce a fully homologated electric vehicle into the Australian market with the iMiEV.

The company, through your dedication and commitment is now regarded as the jewel in the MMC crown and this could have only been achieved through your support, the business partnership we enjoy with you through your National Dealer Council and of course the great work done by our colleagues at MMAL.

In FY08, the company returned a small profit for the first time in many years, and FY09 will reflect an extremely strong and impressive bottom line result. The Balance Sheet has never been stronger, our cash flow is exceptionally strong and the company carries no debt.

These facts and milestones not only speak loudly for what together we have achieved but they signal a strong future of sustained profitability for the company.

Importantly, I have full confidence in the new management team in delivering on the 2010-12 Business Plan and beyond and in delivering strong and sustained profitability for your business and for MMAL.

Again I thank you for your tremendous support over the past years – I wish you all well for the future.

Kind personal regards



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