



FISCAL YEAR MARCH 2018 THIRD QUARTER FINANCIAL RESULTS



PRESENTATION OUTLINE

- **Highlights**
- **Fiscal Year March 2018 Nine Month Results**
- **Fiscal Year March 2018 Full Year Forecast**
- **Progress of Key Initiatives**

HIGHLIGHTS

[Nine Month Results]

- Global sales were up 2% from the prior year to 1,186,000 units, a new record
 - Global roll out of new CX-5 and strong sales in China contributed to volume growth
 - Started production of new CX-5 at Hofu Plant in October 2017, supporting sales through enhanced production of crossovers
- Revenue was ¥2,547.9 billion, operating profit was ¥107.1 billion, up 5% from the prior year, and net income was ¥84.9 billion

[Full Year Forecast]

- No change to the full-year forecast of global sales of 1.6 million units, operating profit of ¥150 billion and net income of ¥100 billion
- Steadily promote key initiatives for the future while responding to changes in the business environment

FISCAL YEAR MARCH 2018 NINE MONTH RESULTS

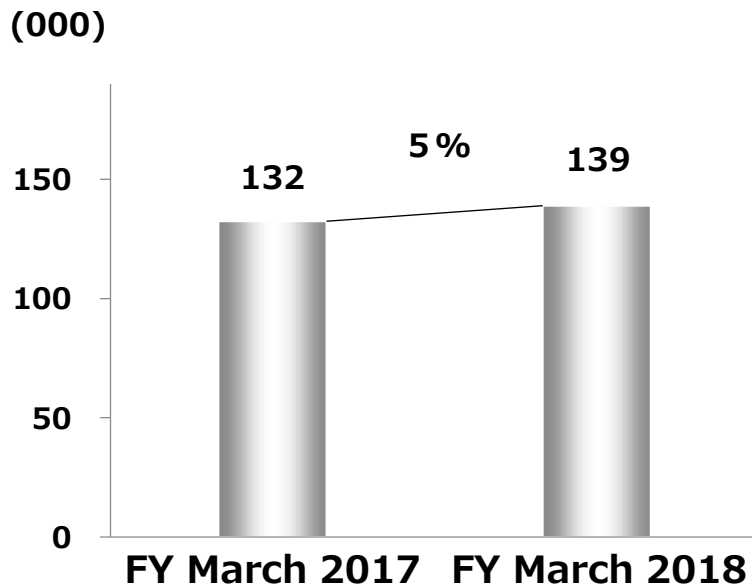
FY MARCH 2018 GLOBAL SALES VOLUME

(000)	Nine Month		Change from	
	FY March 2017	FY March 2018	Prior Year	
Global sales volume			Volume	YOY(%)
Japan	132	139	7	5 %
North America	331	321	(10)	(3)%
Europe	191	193	2	1 %
China	227	245	18	8 %
Other Markets	281	288	7	3 %
Total	1,162	1,186	25	2 %
<Breakdown>				
USA	233	220	(13)	(5)%
Australia	88	86	(2)	(2)%
ASEAN	80	83	3	3 %

JAPAN



Nine Month Sales Volume

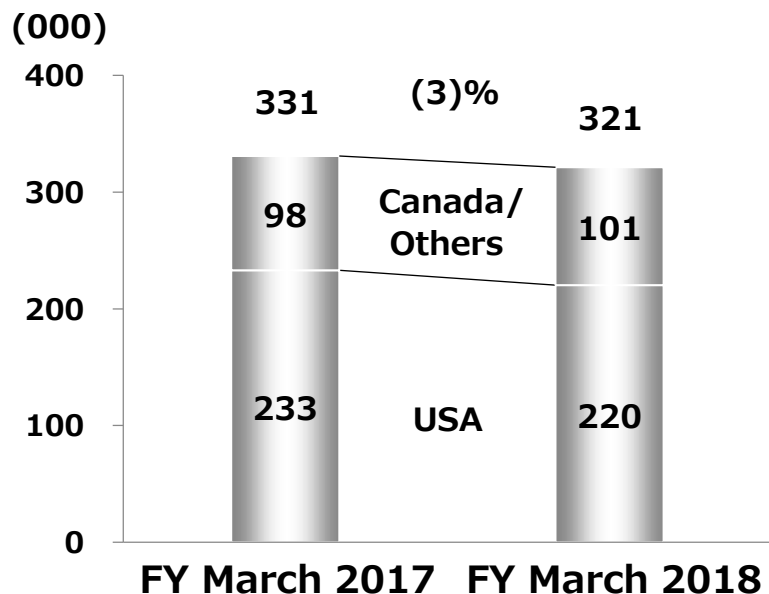


- Sales were 139,000 units, up 5% year on year
- Market share was 3.8%. Registered vehicle market share was 4.7%, up 0.1 points from the prior year
- Sales of new CX-5 were strong, contributing to volume growth
- Sales of new CX-8 started in December. Orders exceeded expectations in the first month
- Enhanced lineup of advanced safety features for Mazda2 in December. All six key models now qualify for "Support Car S Wide"

NORTH AMERICA



Nine Month Sales Volume



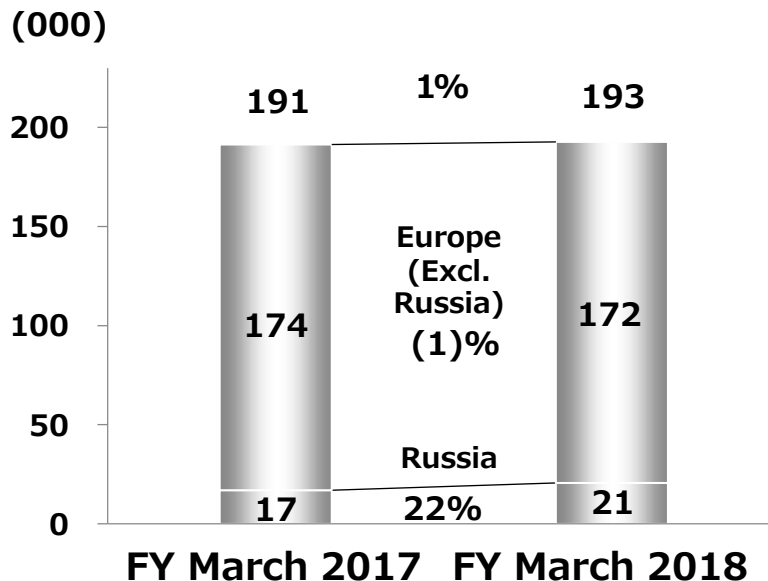
- Sales were 321,000 units, down 3% year on year
 - Sales of new CX-5 were strong, but the market for sedans remains tough
 - Unveiled updated Mazda6 with SKYACTIV-G 2.5T and other enhancements
- USA: Sales were 220,000 units, down 5% year on year
 - Decline due mainly to restriction of fleet sales
- Canada: 59,000 units, up 5% year on year
- Mexico: 42,000 units, up 2% year on year

EUROPE



- Sales were 193,000 units, up 1% year on year
- Sales of new CX-5 shifted into high gear and achieved 14% growth year on year
- Germany: 50,000 units, up 7% year on year
- UK: 24,000 units, down 19% year on year due to shrinking demand
- Russia: 21,000 units, up 22% year on year

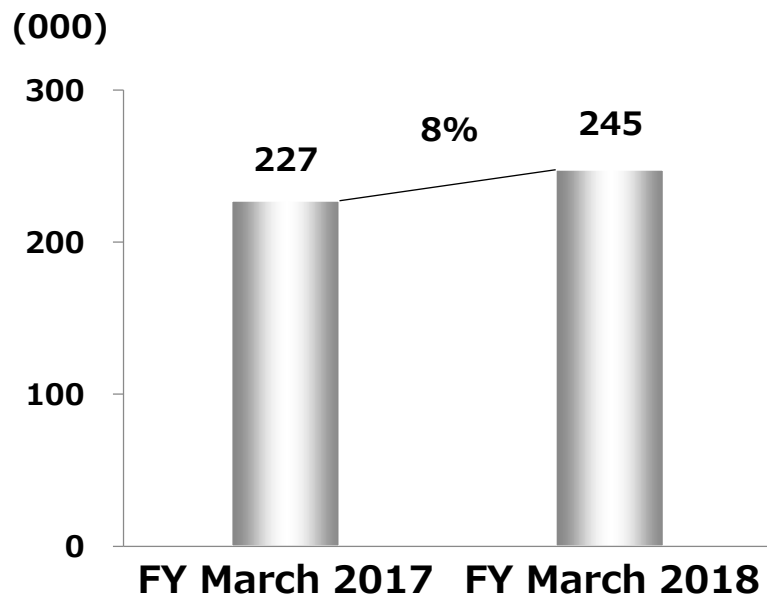
Nine Month Sales Volume



CHINA



Nine Month Sales Volume

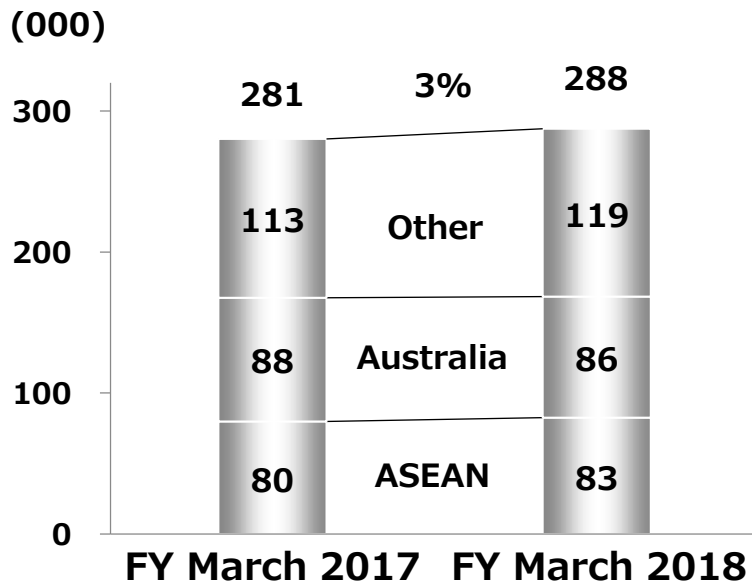


- Sales were 245,000 units, up 8% year on year
- Record sales of the first nine months
- Strong sales of Mazda3 and CX-4 contributed to volume growth
- Strong sales of new CX-5, launched in September. The model's more mature design and strong product appeal are highly acclaimed

OTHER MARKETS



Nine Month Sales Volume



- Sales were 288,000 units, up 3% year on year
- Australia: 86,000 units, down 2% year on year
 - Mazda remains the country's second highest-selling brand
 - CX-5 and CX-9 remained strong. CX-5 was the top-selling car in its segment
- ASEAN: 83,000 units, up 3% year on year
 - Thailand: 40,000 units, up 26% year on year
 - Vietnam: 19,000 units, down 25% year on year
- Other: Record sales in New Zealand, Chile and Peru

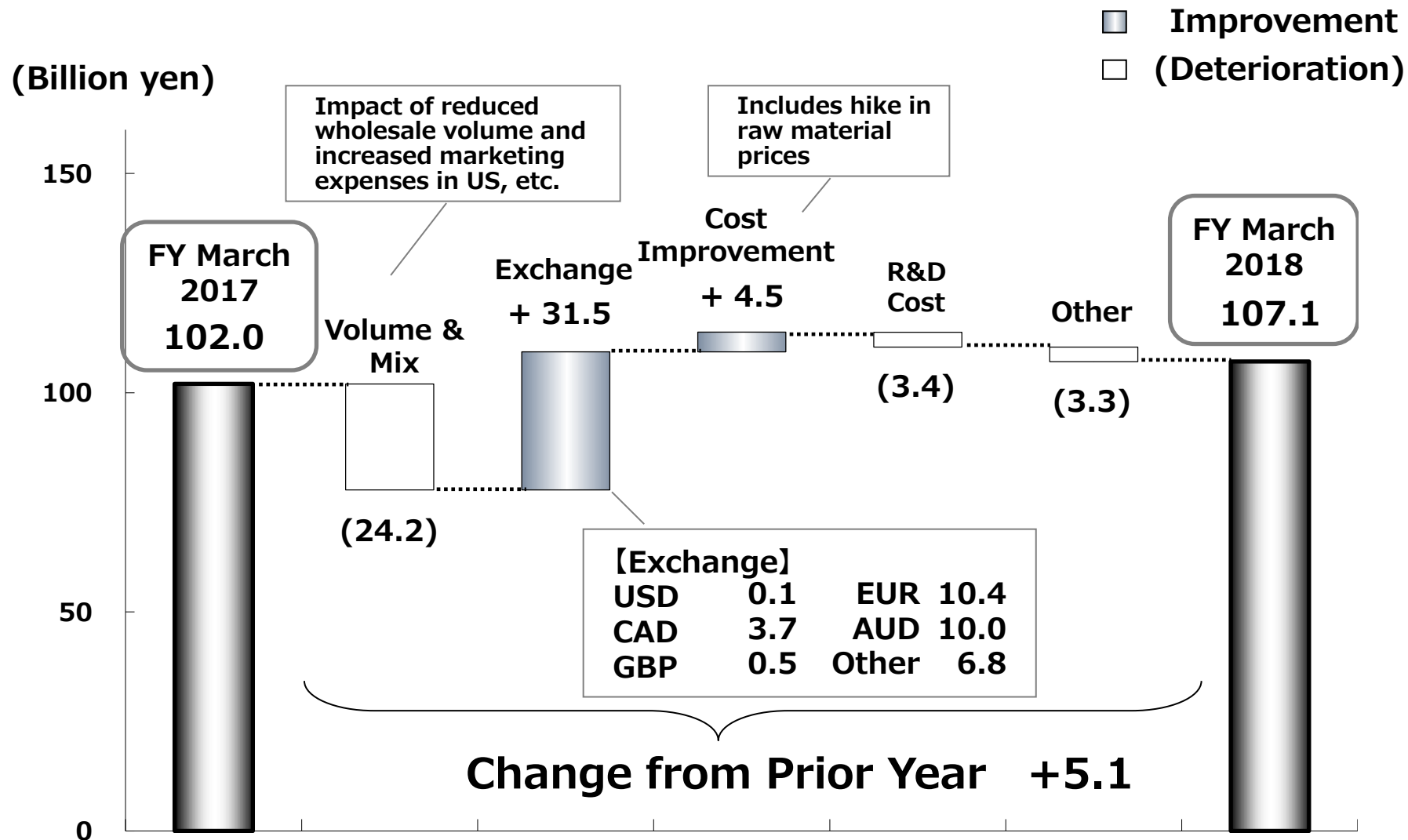
FY MARCH 2018 FINANCIAL METRICS

(Billion yen)	Nine Month		Change from	
	FY March	FY March	Prior Year	
	2017	2018	Amount	YOY(%)
Revenue	2,348.6	2,547.9	199.3	8 %
Operating profit	102.0	107.1	5.1	5 %
Ordinary profit	117.9	134.8	16.9	14 %
Profit before tax	110.7	124.8	14.1	13 %
Net income	79.9	84.9	5.0	6 %
Operating ROS	4.3%	4.2%	(0.1)pts	
EPS (Yen)	133.7	139.8*	6.1	
Exchange rate (Yen)				
US Dollar	107	112	5	
Euro	118	129	11	

*Reflecting the increase in the number of shares issued due to the issuance of new shares by way of third-party allotment that payment was completed on Oct. 2, 2017.

FY MARCH 2018 OPERATING PROFIT CHANGE

FY March 2018 Nine Month vs. FY March 2017 Nine Month



FISCAL YEAR MARCH 2018 FULL YEAR FORECAST

FY MARCH 2018 GLOBAL SALES VOLUME

(000)	FY March 2018			Change from	
	1st Half	2nd Half	Full Year	Prior Year YOY(%)	Nov. Forecast Volume
Global sales volume					
Japan	96	114	210	4 %	(3)
North America	219	212	430	0 %	(13)
Europe	132	136	267	2 %	0
China	149	159	308	6 %	16
Other Markets	187	197	384	2 %	0
Total	783	817	1,600	3 %	0
<Breakdown>					
USA	151	150	302	0 %	(10)
Australia	59	58	117	(1)%	(4)
ASEAN	51	61	112	7 %	(6)

FY MARCH 2018 FINANCIAL METRICS

(Billion yen)	FY March 2018			Change from	
	1st Half	2nd Half	Full Year	Prior Year	Nov. Forecast
Revenue	1,656.6	1,843.4	3,500.0	285.6	150.0
Operating profit	76.5	73.5	150.0	24.3	0.0
Ordinary profit	96.5	73.5	170.0	30.5	7.0
Profit before tax	87.4	67.6	155.0	26.6	5.0
Net income	63.3	36.7	100.0	6.2	0.0
Operating ROS	4.6%	4.0%	4.3%	0.4pts	(0.2)pts
EPS (Yen)	105.9	58.6*	163.3*	6.4	0.0
Exchange rate (Yen)					
US Dollar	111	112	111	3	1
Euro	126	134	130	11	3

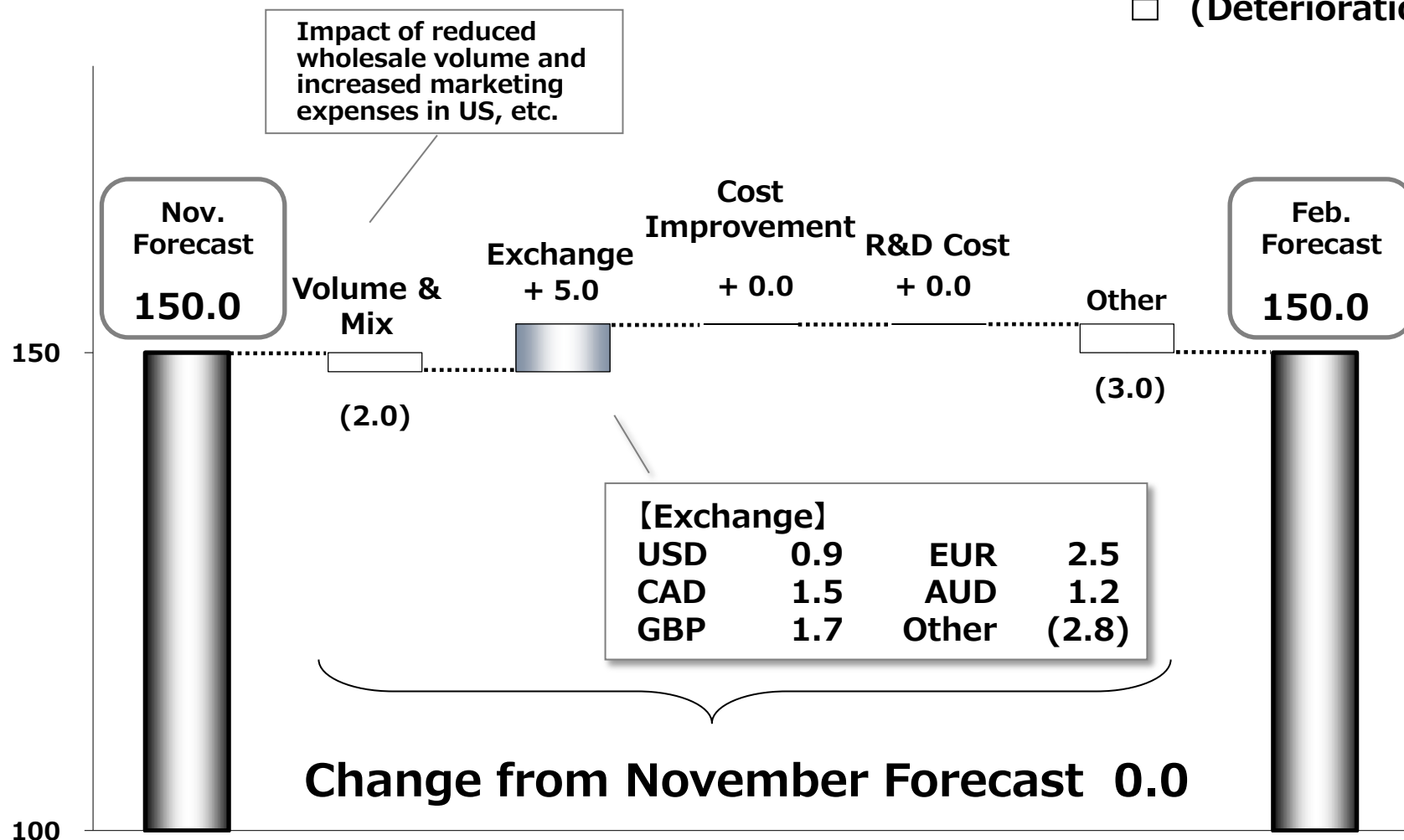
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FY MARCH 2018 OPERATING PROFIT CHANGE

FY March 2018 Full Year vs. November Forecast

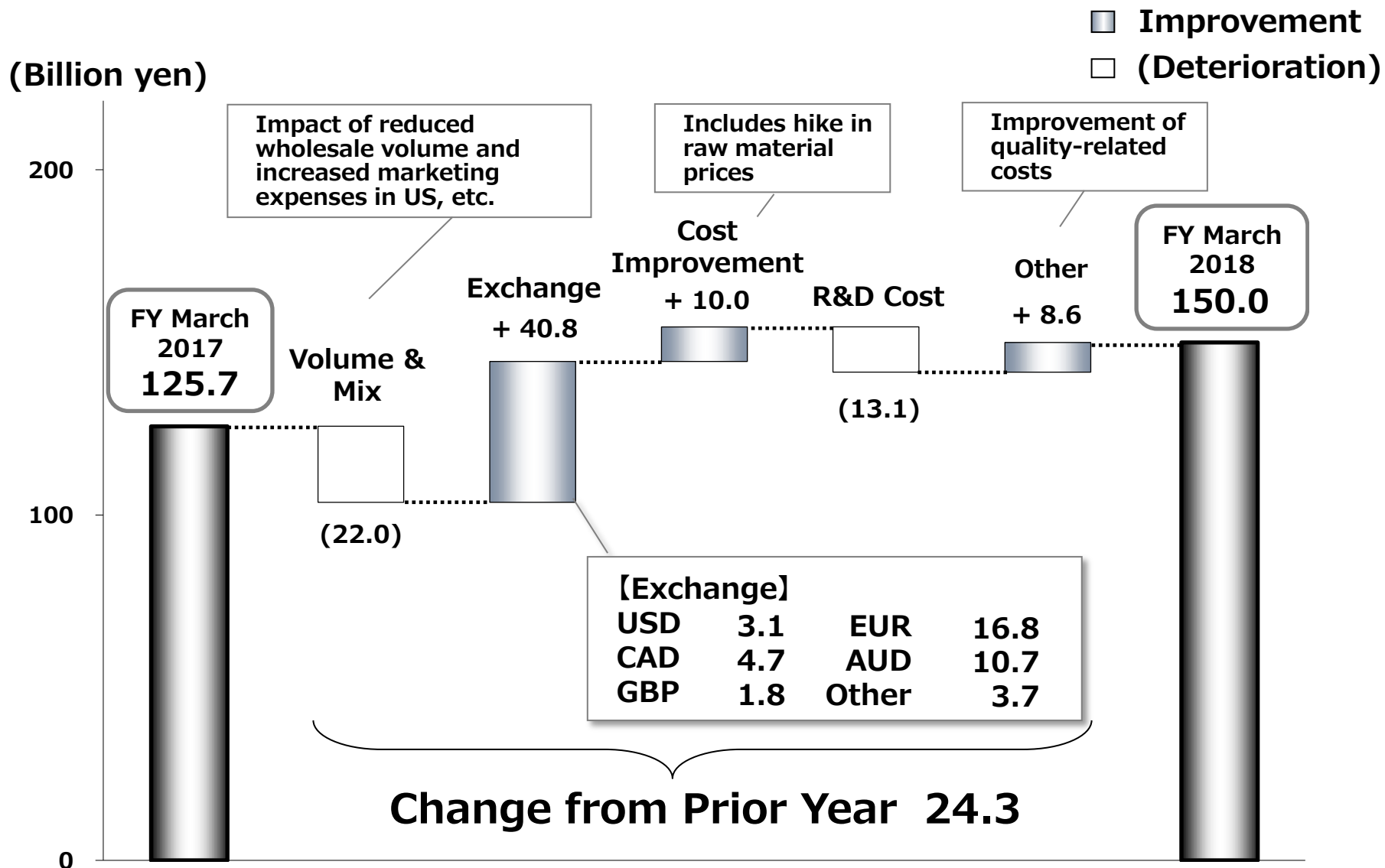
(Billion yen)

■ Improvement
□ (Deterioration)



FY MARCH 2018 OPERATING PROFIT CHANGE

FY March 2018 Full Year vs. FY March 2017 Full Year



PROGRESS OF KEY INITIATIVES

PROGRESS OF KEY INITIATIVES

■ Products and R&D

- Launched new CX-8 three-row SUV in Japan in December
- Unveiled updated Mazda6 that features SKYACTIV-G 2.5T and cylinder deactivation system
- Enhanced lineup of advanced safety technologies to provide safety and peace of mind to more customers
- Continue development of next-generation products and technologies such as SKYACTIV-X for sustainable growth

■ Global Sales and Network Enhancement

- Strengthen investment in operational reforms and the sales network in the US in the next fiscal year and beyond to respond to sales environment



Updated Mazda6

PROGRESS OF KEY INITIATIVES

■ Global Production and Cost Improvement

- **Powertrain plant in Thailand:** Opened a new engine machining factory and increasing engine production capacity to 100,000 units per year
- **Hofu plant:** Started new CX-5 production to support sales by enhancing production flexibility

■ Alliance with Toyota

- **Selected Huntsville, Alabama as the site of new US joint-venture manufacturing plant**
- **Preparations for shift to electrified powertrains progressing as planned, including joint development of technologies for electric vehicles through EV C.A. Spirit Co., Ltd.**





APPENDIX

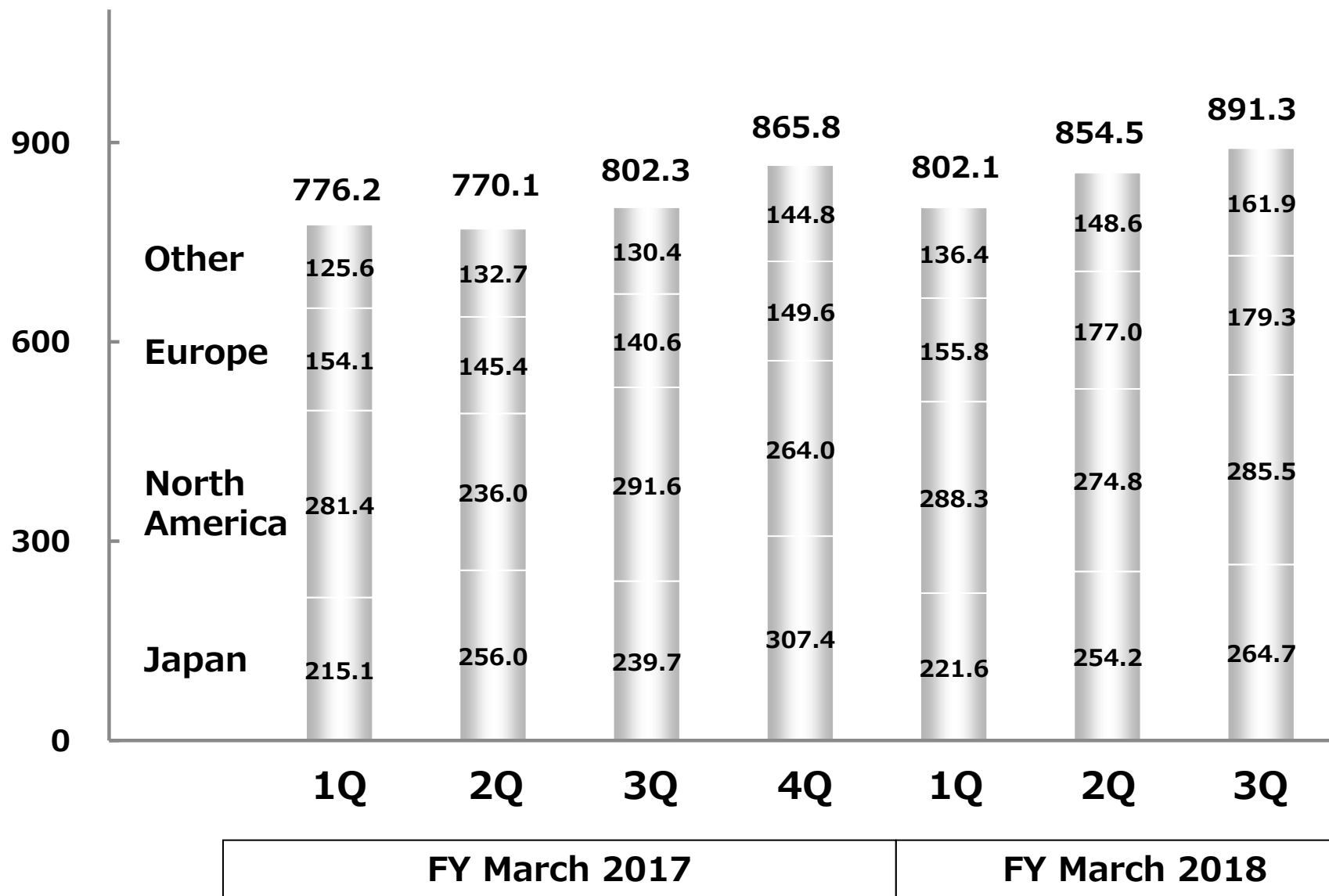
CASH FLOW AND NET CASH

(Billion yen)	FY March 2017 Full Year	FY March 2018 Nine Month	Change from Prior FY End
Cash Flow			
- From Operating activities	161.1	115.3	-
- From Investing activities	(63.8)	(124.9)	-
- Free Cash Flow	97.3	(9.7)	-
Cash and Cash Equivalents	526.9	579.9	53.0
Net Cash	35.4	55.7	20.3
Equity Ratio	41 / 43* %	44 / 45* %	2 / 2*pts

*Reflecting "equity credit attributes" of the subordinated loan

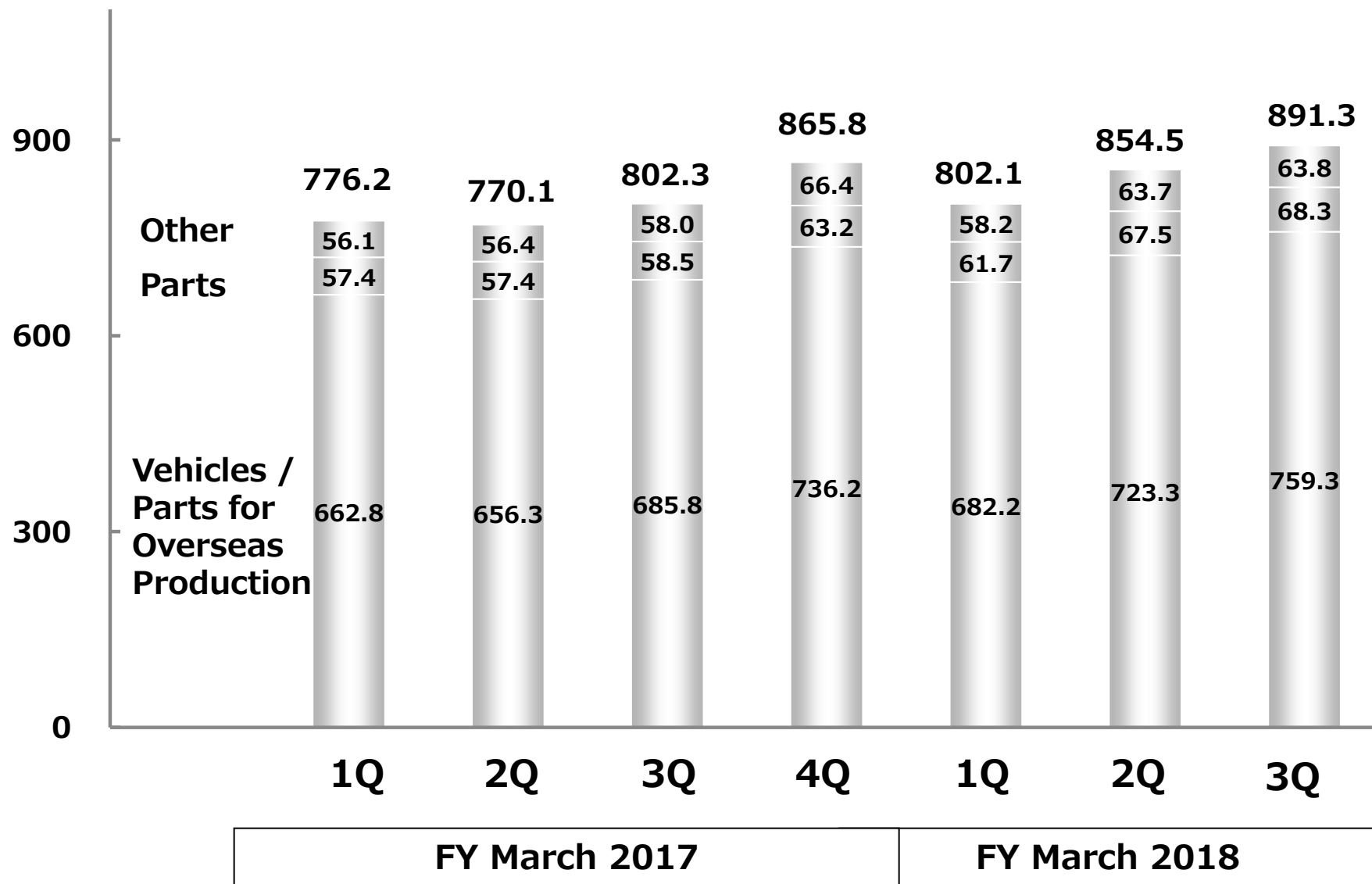
REVENUE BY GEOGRAPHIC AREA

(Billion yen)



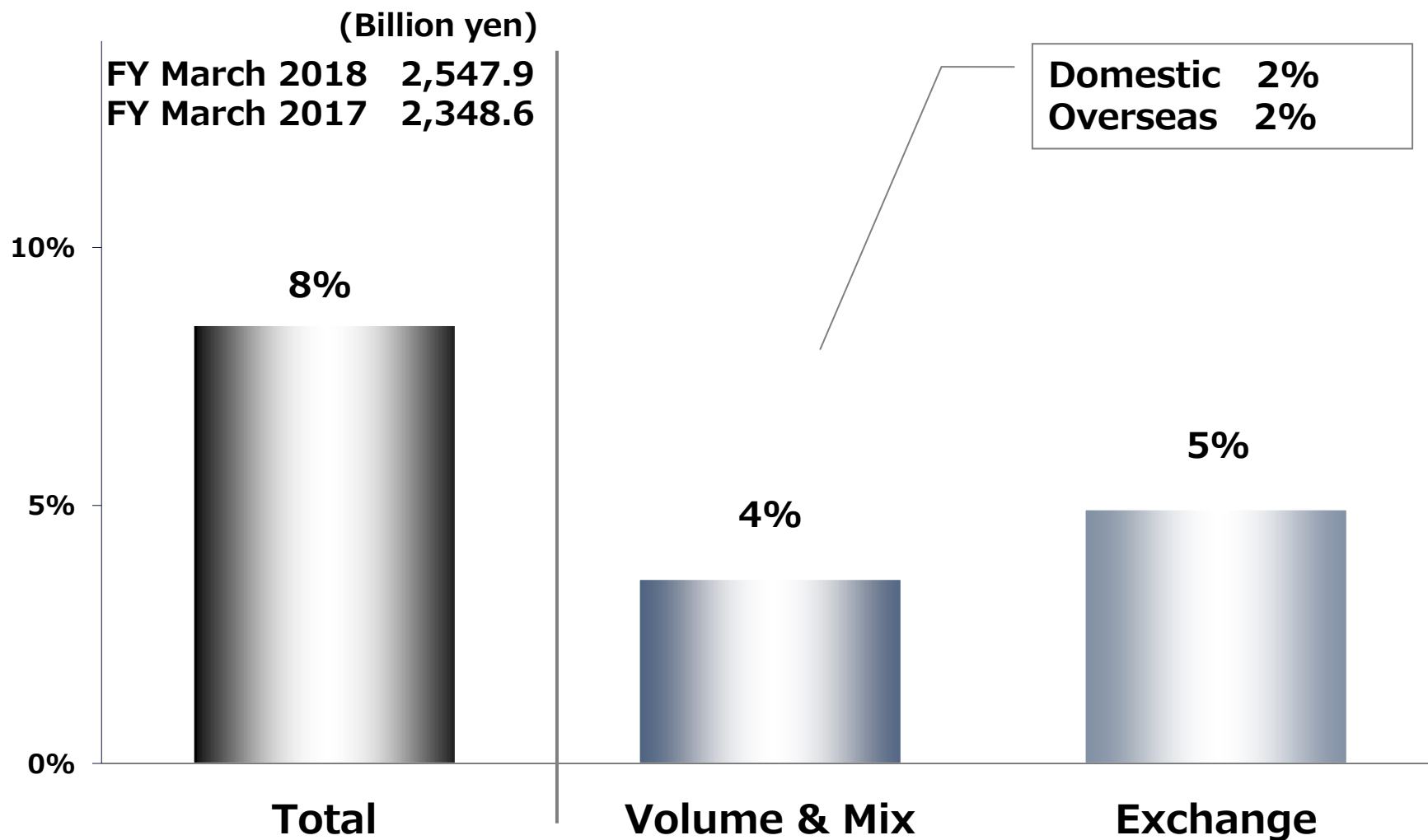
REVENUE BY PRODUCT

(Billion yen)



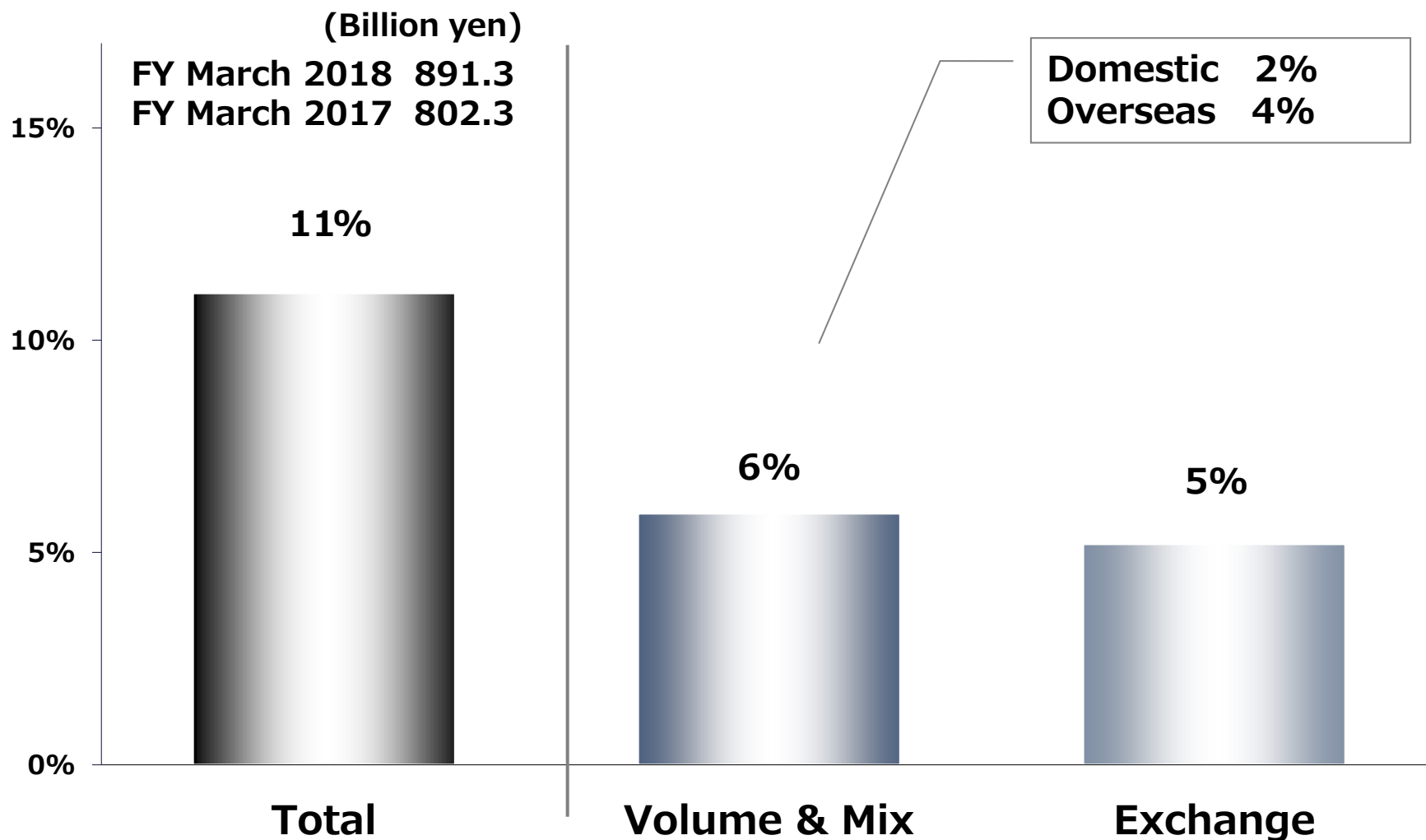
REVENUE CHANGE

FY March 2018 Nine Month vs. FY March 2017 Nine Month



REVENUE CHANGE

FY March 2018 Third Quarter vs. FY March 2017 Third Quarter



GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES

(000)	Full Year		Change from		
	FY March	FY March	Prior Year		Nov. Forecast
	2017	2018	Volume	YOY(%)	Volume
Global sales volume					
Japan	203	210	7	4 %	(3)
North America	429	430	2	0 %	(13)
Europe	262	267	6	2 %	0
China	292	308	17	6 %	16
Other Markets	373	384	9	2 %	0
Total	1,559	1,600	41	3 %	0
Consolidated wholesales					
Japan	193	202	10	5 %	(1)
North America	426	424	(2)	(0)%	(4)
Europe	255	266	11	4 %	5
Other Markets	391	383	(9)	(2)%	1
Total	1,265	1,275	10	1 %	0
<Breakdown>					
USA	308	290	(18)	(6)%	(5)

GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES

(000)	Nine Month		Change from	
	FY March 2017	FY March 2018	Prior Year	
Global sales volume			Volume	YOY(%)
Japan	132	139	7	5 %
North America	331	321	(10)	(3)%
Europe	191	193	2	1 %
China	227	245	18	8 %
Other Markets	281	288	7	3 %
Total	1,162	1,186	25	2 %
Consolidated wholesales				
Japan	126	133	7	6 %
North America	328	319	(9)	(3)%
Europe	193	197	4	2 %
Other Markets	284	279	(5)	(2)%
Total	931	928	(3)	(0)%
<Breakdown>				
USA	237	214	(23)	(10)%

GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES

(000)	Third Quarter		Change from	
	FY March 2017	FY March 2018	Prior Year Volume	YOY(%)
Global sales volume				
Japan	39	43	3	8 %
North America	107	103	(4)	(4)%
Europe	57	61	4	8 %
China	94	96	2	2 %
Other Markets	90	101	11	12 %
Total	387	404	16	4 %
Consolidated wholesales				
Japan	38	43	4	11 %
North America	116	105	(12)	(10)%
Europe	61	65	4	6 %
Other Markets	94	104	11	12 %
Total	309	317	7	2 %
<Breakdown>				
USA	80	70	(10)	(12)%

FY MARCH 2018 FINANCIAL METRICS

(Billion yen)	Third Quarter		Change from	
	FY March	FY March	Prior Year	
	2017	2018	Amount	YOY(%)
Revenue	802.3	891.3	89.0	11 %
Operating profit	13.7	30.6	16.9	125 %
Ordinary profit	35.3	38.3	3.0	9 %
Profit before tax	34.5	37.4	2.9	8 %
Net income	23.8	21.6	(2.2)	(10)%
Operating ROS	1.7%	3.4%	1.7pts	
EPS (Yen)	39.9	34.7*	(5.2)	
Exchange rate (Yen)				
US Dollar	109	113	4	
Euro	118	133	15	

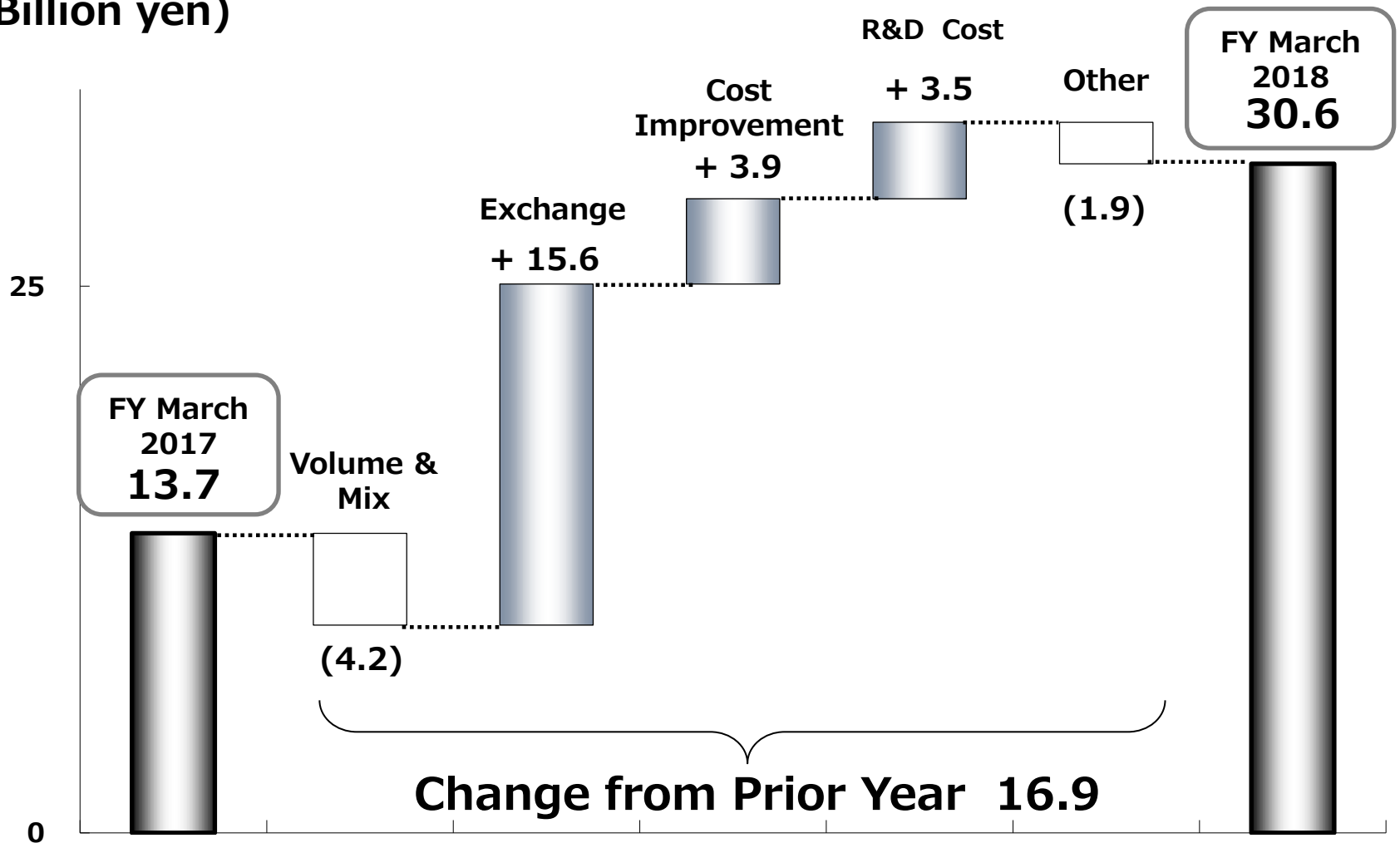
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FY MARCH 2018 OPERATING PROFIT CHANGE

FY March 2018 Third Quarter vs. FY March 2017 Third Quarter

(Billion yen)

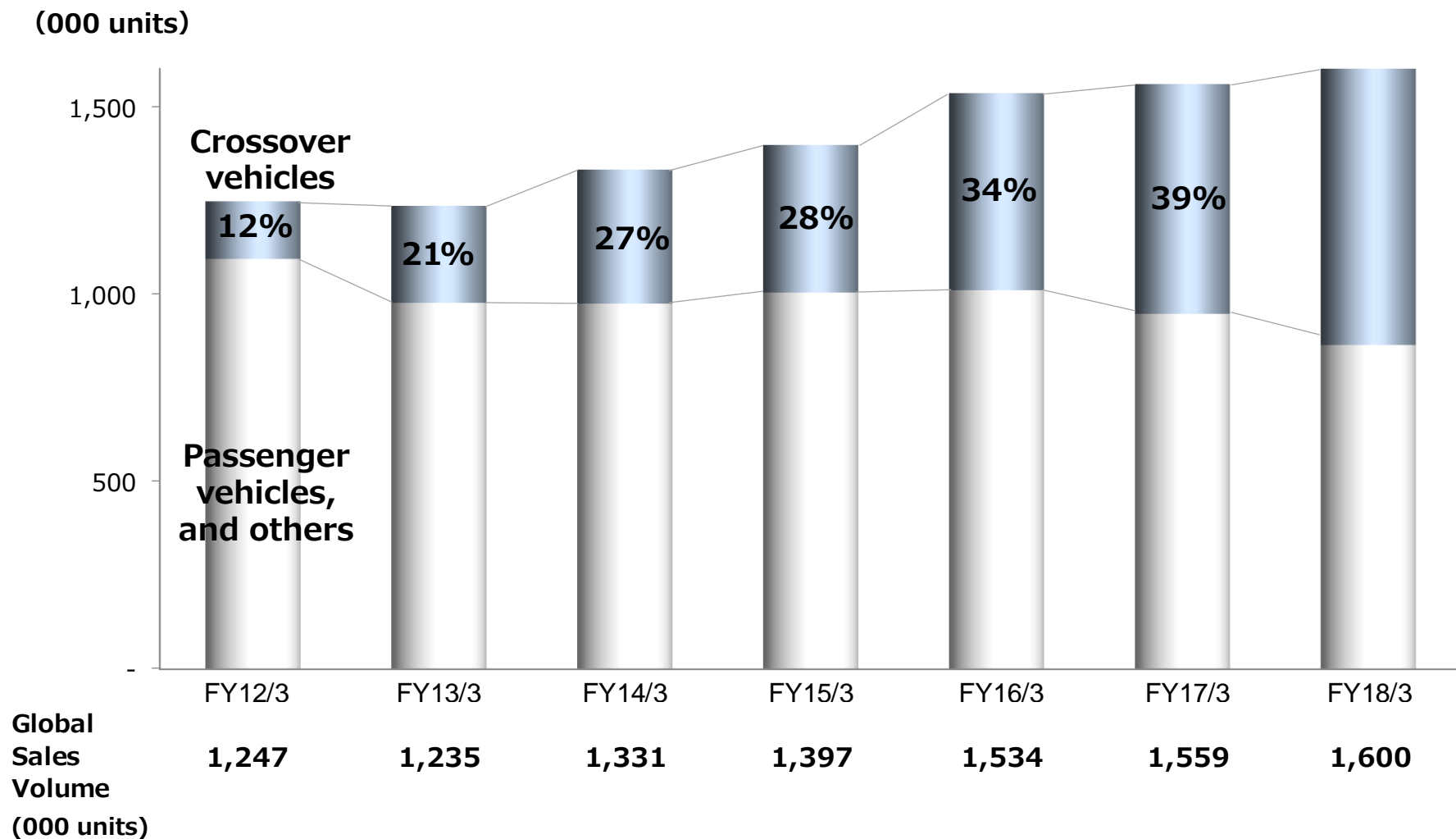
■ Improvement
□ (Deterioration)



EXCHANGE RATES

(Yen)	FY March 2017			FY March 2018			Change from	
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	Prior Year	Nov. Forecast
							Full Year	Full Year
US Dollar	105	112	108	111	112	111	3	1
Euro	118	119	119	126	134	130	11	3
Canadian Dollar	81	84	83	86	88	87	4	1
Australian Dollar	79	84	82	86	87	86	4	0
British Pound	144	138	142	144	151	147	5	5

CROSSOVER VEHICLE RATIO



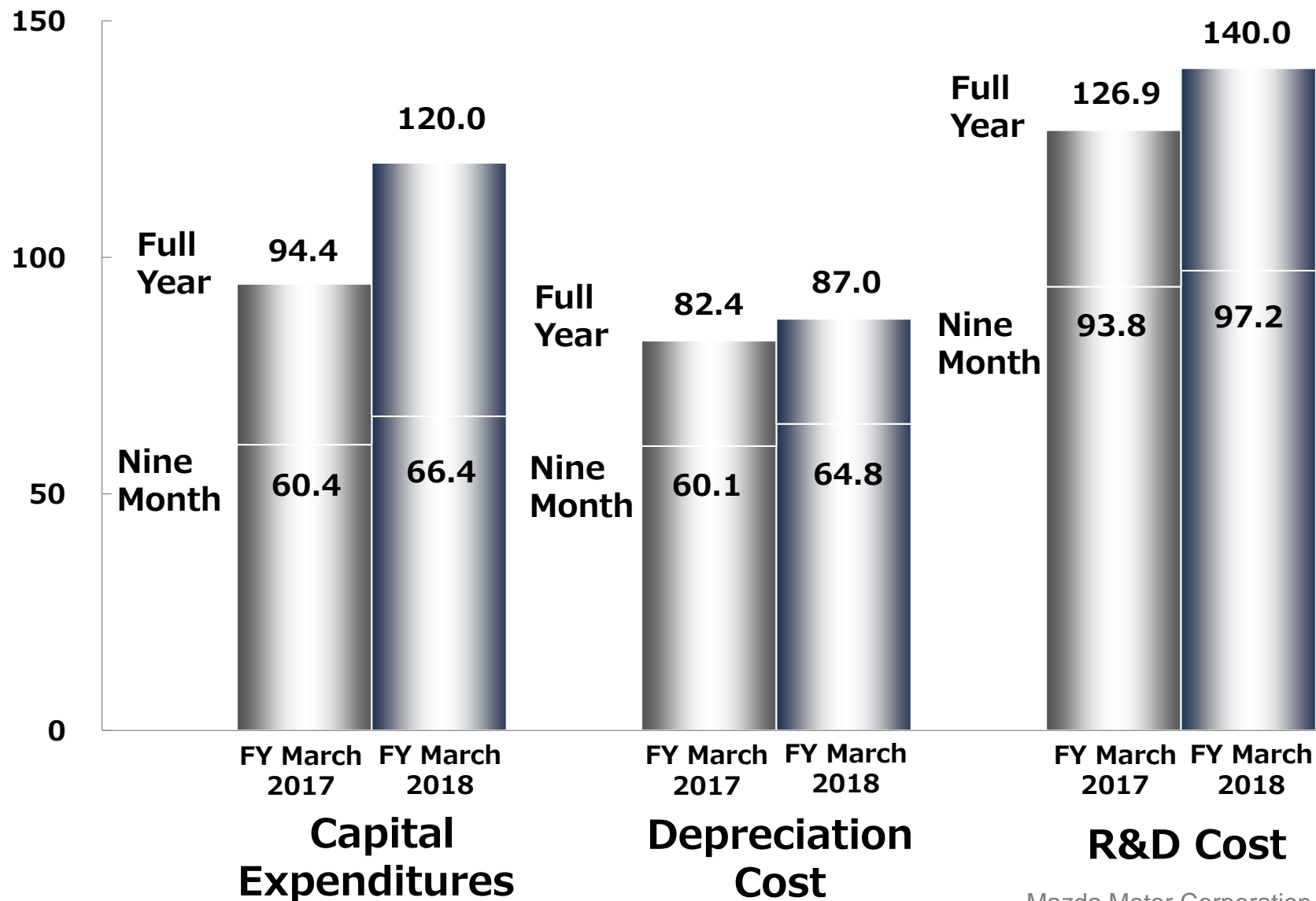
Results	Plan
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GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES

(000)	FY March 2018			Change from Prior Year		
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year
Global sales volume						
Japan	96	114	210	4	4	7
North America	219	212	430	(6)	7	2
Europe	132	136	267	(2)	8	6
China	149	159	308	16	1	17
Other Markets	187	197	384	(4)	13	9
Total	783	817	1,600	8	33	41
Consolidated wholesales						
Japan	90	112	202	3	7	10
North America	215	209	424	2	(4)	(2)
Europe	132	134	266	1	10	11
Other Markets	174	208	383	(16)	7	(9)
Total	611	663	1,275	(10)	20	10
<Breakown>						
USA	144	147	290	(14)	(4)	(18)

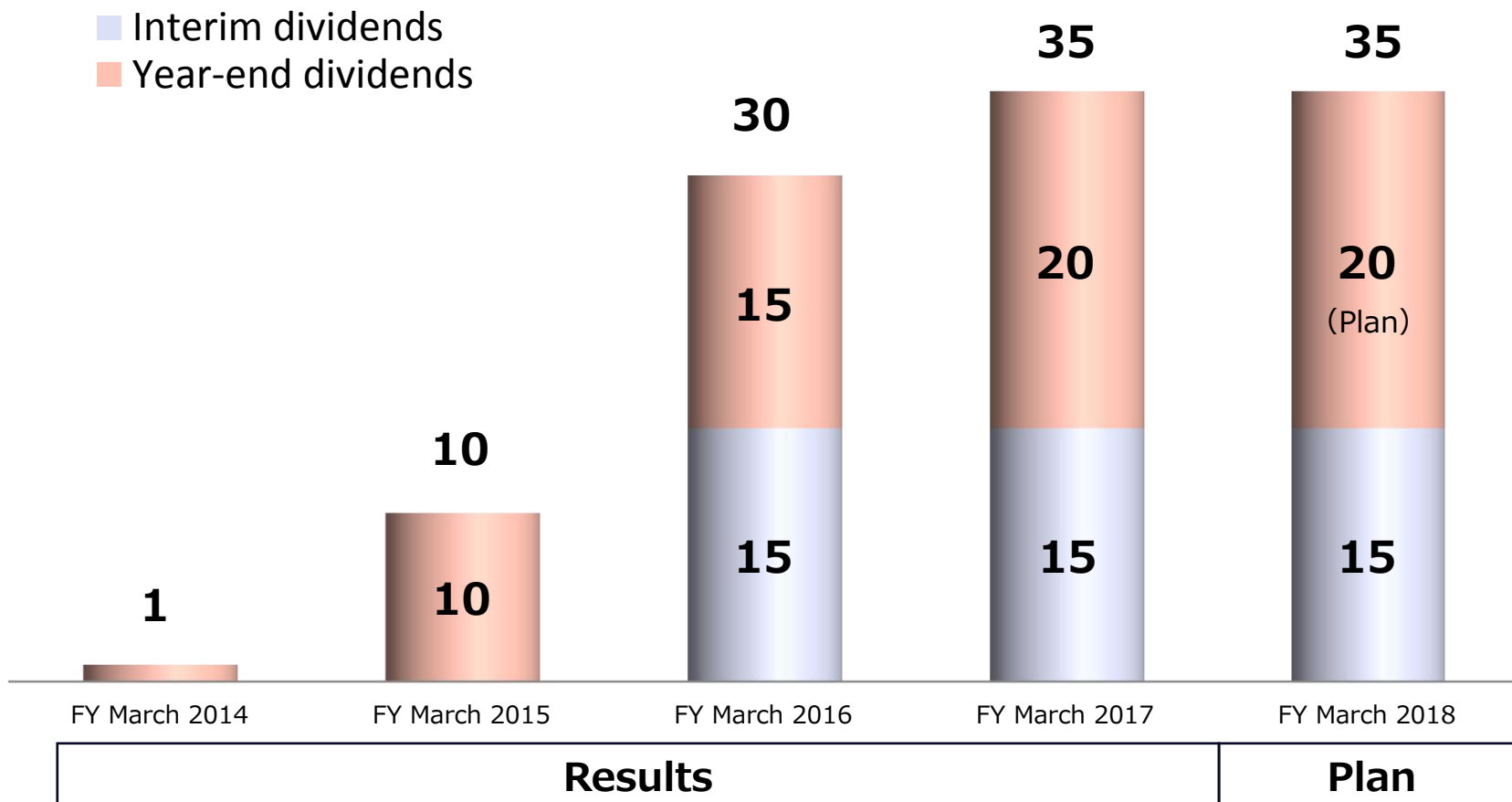
KEY DATA

(Billion yen)



DIVIDEND PAYMENT

Trend of dividends per share



Note) A share consolidation was implemented on common stock with a ratio of five shares to one share on August 1, 2014. Dividends per share represent actual amounts applicable to the respective years.

DISCLAIMER

The projections and future strategies shown in this presentation are based on various uncertainties including without limitation the conditions of the world economy in the future, the trend of the automotive industry and the risk of exchange-rate fluctuations. So, please be aware that Mazda's actual performance may differ substantially from the projections.

If you are interested in investing in Mazda, you are requested to make a final investment decision at your own risk, taking the foregoing into consideration. Please note that neither Mazda nor any third party providing information shall be responsible for any damage you may suffer due to investment in Mazda based on the information shown in this presentation.