



FISCAL YEAR MARCH 2019 FIRST QUARTER FINANCIAL RESULTS



PRESENTATION OUTLINE

- **Highlights**
- **Fiscal Year March 2019 First Quarter Results**
- **Fiscal Year March 2019 Full Year Forecast**
- **Progress of Key Initiatives**

HIGHLIGHTS

【FY March 2019 First Quarter Results】

- **Global sales were up 7% year on year to 403,000 units, a new record for the first quarter**
 - **Sales of crossover models remained strong and the introduction of updated models boosted sales momentum**
 - **Japan, U.S. and ASEAN markets drove the strong sales**
- **Revenue was ¥873.1 billion, operating profit was ¥33.1 billion and net income was ¥20.6 billion, making good progress in line with the plan**

【FY March 2019 Full Year Forecast】

- **Full year forecasts of global sales volume of 1,662,000 units, operating profit of ¥105 billion and net income of ¥80 billion remain unchanged**
- **Still investigating the impact of the record rains in July 2018 on business performance**

FISCAL YEAR MARCH 2019 FIRST QUARTER RESULTS

FY MARCH 2019 GLOBAL SALES VOLUME

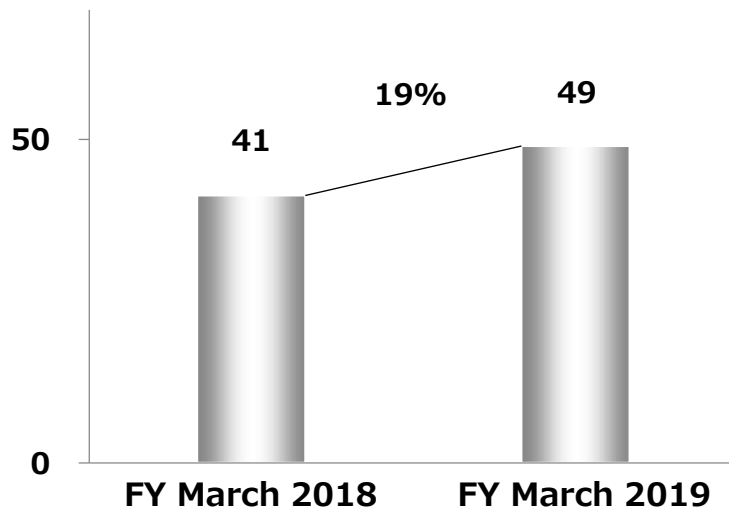
(000)	First Quarter		Change from	
	FY March 2018	FY March 2019	Prior Year Volume	YOY(%)
Global sales volume				
Japan	41	49	8	19 %
North America	106	116	9	9 %
Europe	64	67	3	5 %
China	71	68	(3)	(4)%
Other Markets	94	103	9	9 %
Total	377	403	26	7 %
<Breakdown>				
USA	73	80	7	10 %
Australia	31	30	(1)	(5)%
ASEAN	26	32	6	24 %

JAPAN



- Sales were 49,000 units, up 19% year on year
- Market share was 4.1%. Registered vehicle market share was 5.2%, up 1.0 point year on year
- Orders for CX-5 exceeded the prior year, and CX-8 further contributed to sales growth
- Updated CX-3 and Mazda6 were introduced at the end of May and late June, respectively. Both models got off to a strong start with orders exceeding the plan

First Quarter Sales Volume
(000)



NORTH AMERICA



- Sales were 116,000 units, up 9% year on year

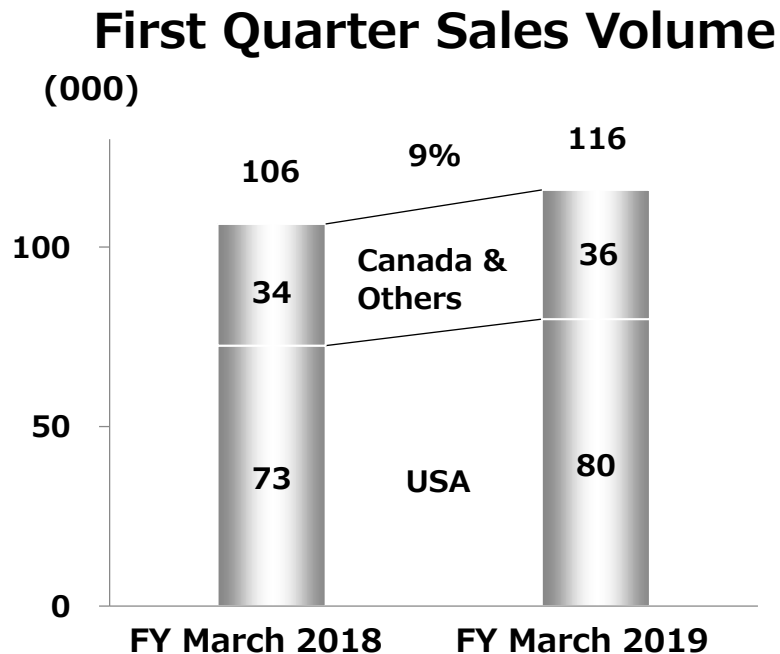
- USA: 80,000 units, up 10% year on year

- Updated Mazda6 contributed to volume growth

- Sales of all crossover models increased year on year

- Canada: 23,000 units, up 7% year on year

- Mexico: 13,000 units, up 5% year on year

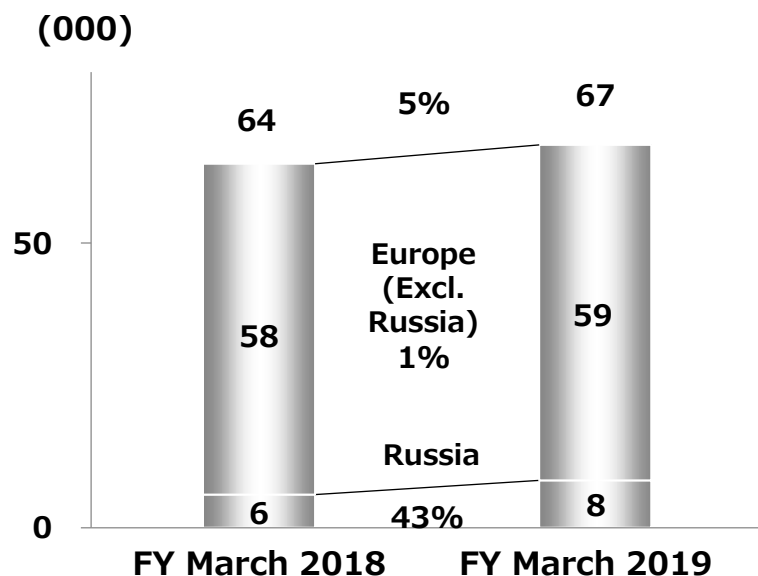


EUROPE



- Sales were 67,000 units, up 5% year on year
- CX-5 sales remained strong, up 40% year on year
- Sales in Europe excluding Russia were 59,000 units, up 1% year on year
 - Germany: 16,000 units, down 9% year on year
 - UK: 8,000 units, up 4% year on year
 - Spain: 6,000 units, up 27% year on year
- Russia: 8,000 units, up 43% year on year

First Quarter Sales Volume

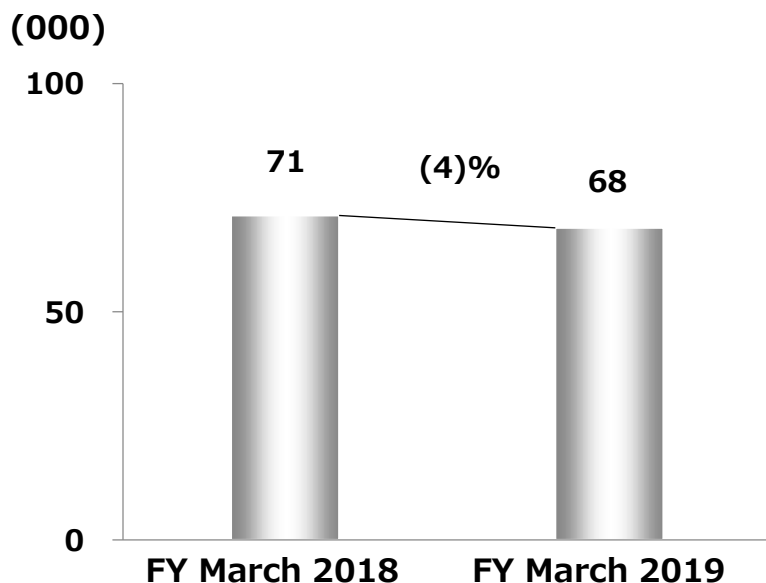


CHINA



- Sales were 68,000 units, down 4% year on year
- Sales of Mazda3 declined substantially due to intense competition
- Sales of CX-5 and other models remained robust
- Sales of MX-5 RF began in April
- The CX-8 was displayed at Beijing Motor Show; sales start late 2018

First Quarter Sales Volume

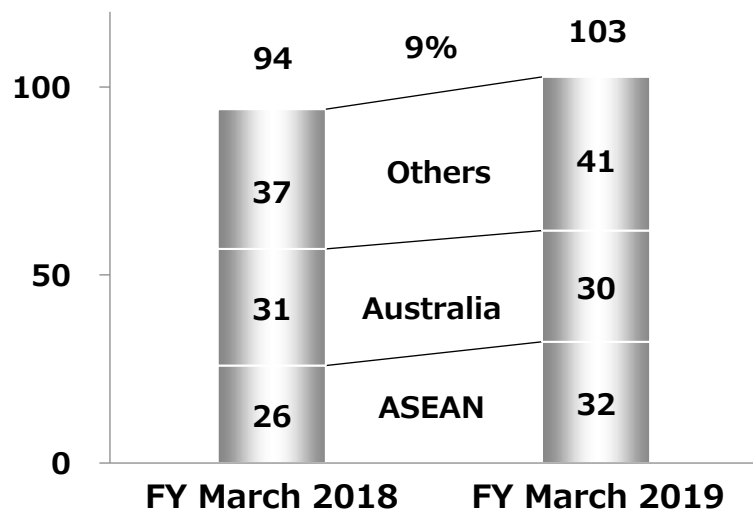


OTHER MARKETS



- Sales were 103,000 units, up 9% year on year
- Australia: 30,000 units, down 5% year on year
 - CX-5 sold 7,000 units, up 4% year on year despite fierce competition
 - Launched in July, CX-8 is enjoying strong orders
- ASEAN: 32,000 units, up 24% year on year
 - Thailand: 17,000 units, up 38% year on year
 - Vietnam: 7,000 units, up 20% year on year
- Other: Record sales in Colombia and Chile

First Quarter Sales Volume
(000)

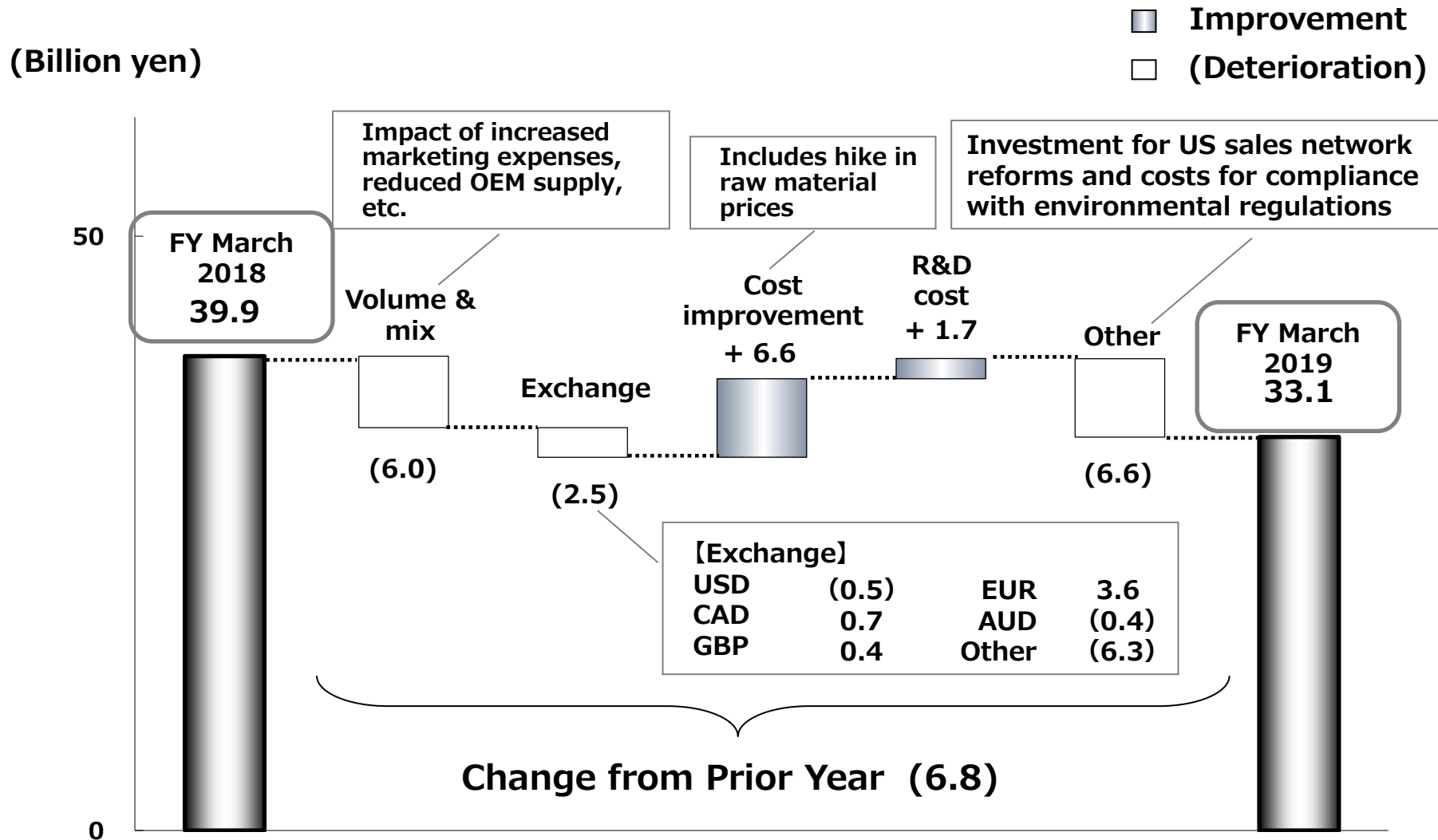


FY MARCH 2019 FINANCIAL METRICS

(Billion yen)	First Quarter		Change from	
	FY March	FY March	Prior Year	
	2018	2019	Amount	YOY(%)
Revenue	802.1	873.1	71.0	9 %
Operating profit	39.9	33.1	(6.8)	(17)%
Ordinary profit	52.4	42.4	(10.0)	(19)%
Profit before tax	50.5	43.0	(7.5)	(15)%
Net income	36.6	20.6	(16.0)	(44)%
Operating ROS	5.0%	3.8%	(1.2)pts	
EPS (Yen)	61.2	32.8	(28.4)	
Exchange rate (Yen)				
US Dollar	111	109	(2)	
Euro	122	130	8	

FY MARCH 2019 OPERATING PROFIT CHANGE

FY March 2019 First Quarter vs FY March 2018 First Quarter



FISCAL YEAR MARCH 2019 FULL YEAR FORECAST

FY MARCH 2019 GLOBAL SALES VOLUME

(000)	Full Year		Change from	
	FY March 2018	FY March 2019	Prior Year	
			Volume	YOY(%)
Global sales volume				
Japan	210	215	5	2 %
North America	435	457	22	5 %
Europe	269	265	(4)	(1)%
China	322	322	0	0 %
Other Markets	394	403	9	2 %
Total	1,631	1,662	31	2 %
<Breakdown>				
USA	304	317	12	4 %
Australia	116	117	1	1 %
ASEAN	116	123	7	6 %

FY MARCH 2019 FINANCIAL METRICS

(Billion yen)	Full Year		Change from	
	FY March	FY March	Prior Year	
	2018	2019	Amount	YOY(%)
Revenue	3,474.0	3,550.0	76.0	2 %
Operating profit	146.4	105.0	(41.4)	(28)%
Ordinary profit	172.1	130.0	(42.1)	(24)%
Profit before tax	157.5	120.0	(37.5)	(24)%
Net income	112.1	80.0	(32.1)	(29)%
Operating ROS	4.2%	3.0%	(1.2)pts	
EPS (Yen)	182.9	127.0	(55.9)	
Exchange rate (Yen)				
US Dollar	111	107	(4)	
Euro	130	130	0	

PROGRESS OF KEY INITIATIVES

- Increase volume and improve sales momentum by enhancing competitiveness through continuous product updates and next-generation model development
 - Start sales of CX-8 in Australia and New Zealand in July, followed by launch in China
 - Start new U.S. dealer support program in July to drive sales network reforms
 - Maintain steady progress with key initiatives to consolidate foundation for future growth
-

Impact of record rains in July 2018

- Production stopped at Hiroshima and Hofu Plants from July 7-11
- Resumed operations in stages from July 12
- Still investigating impact on production/sales plans and business performance



APPENDIX

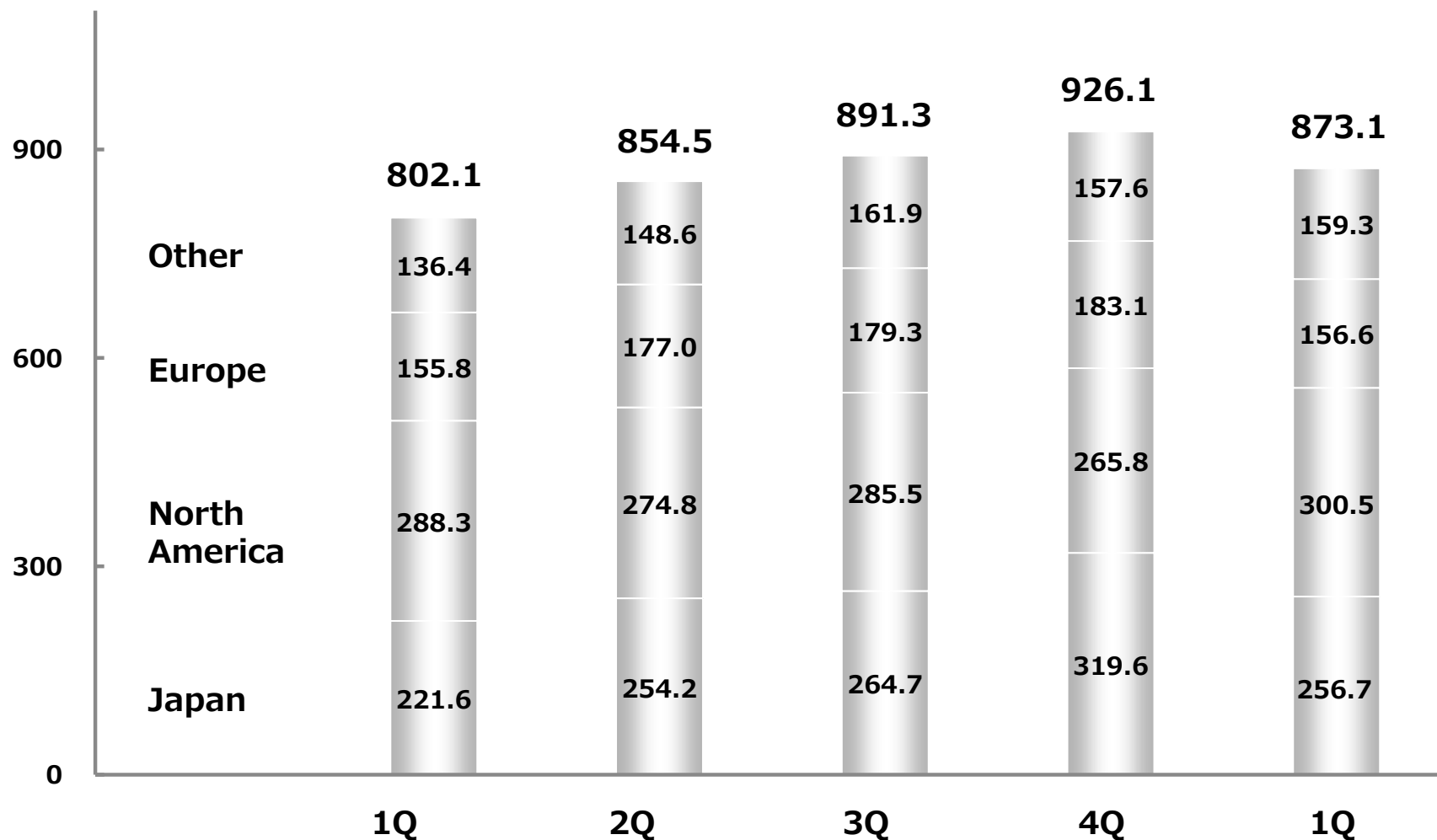
CASH FLOW AND NET CASH

(Billion yen)	<u>FY March 2018 Full Year</u>	<u>FY March 2019 First Quarter</u>	<u>Change from Prior FY End</u>
Cash Flow			
- From Operating activities	207.8	13.2	-
- From Investing activities	<u>(160.0)</u>	<u>(29.2)</u>	-
- Free Cash Flow	47.8	(16.0)	-
Cash and Cash Equivalents	604.9	636.2	31.3
Net Cash	107.0	76.3	(30.7)
Equity Ratio	44 / 45 [*] %	43 / 44 [*] %	(1) / (1) [*] pts

*Reflecting "equity credit attributes" of the subordinated loan

REVENUE BY GEOGRAPHIC AREA

(Billion yen)

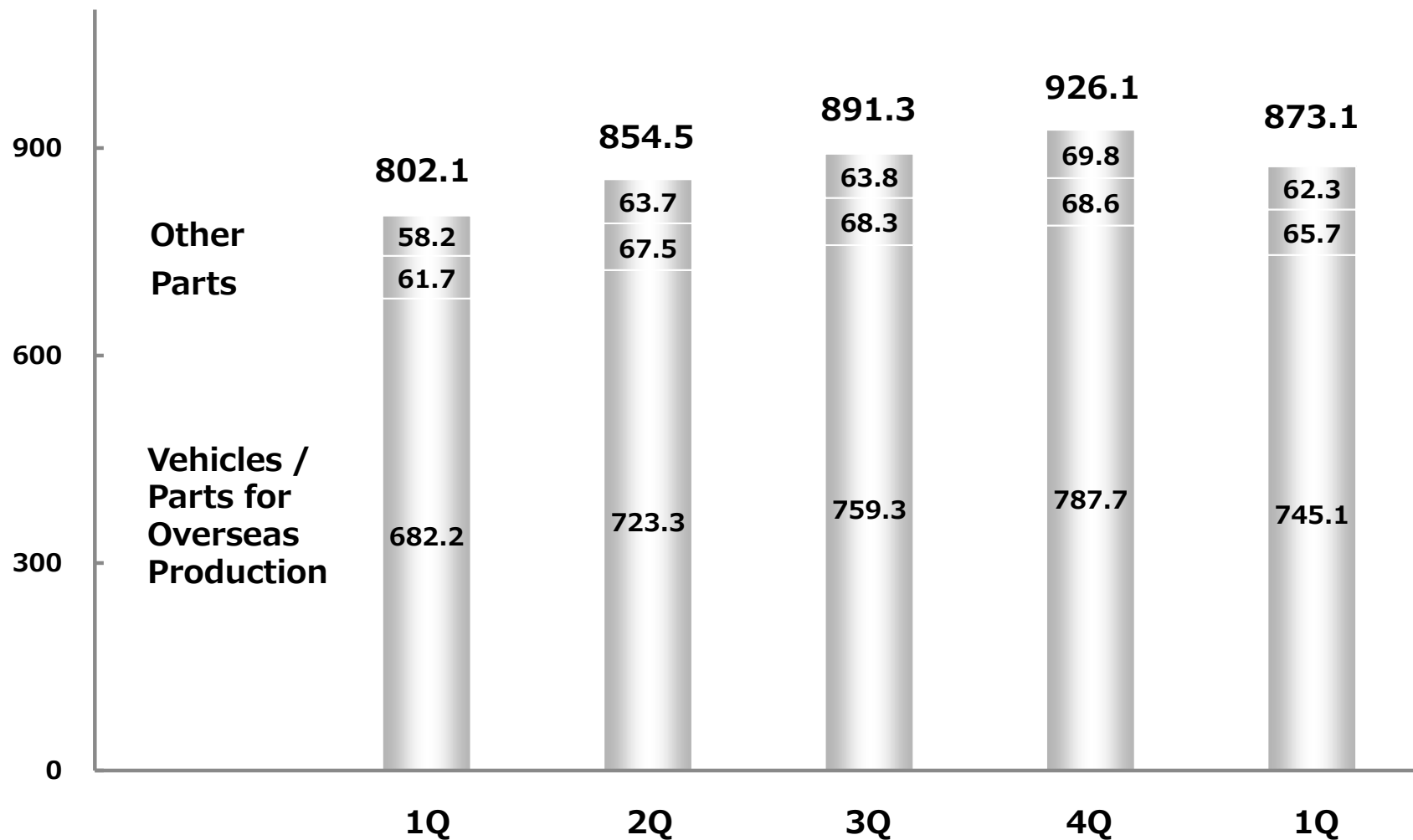


FY March 2018

FY March 2019

REVENUE BY PRODUCT

(Billion yen)

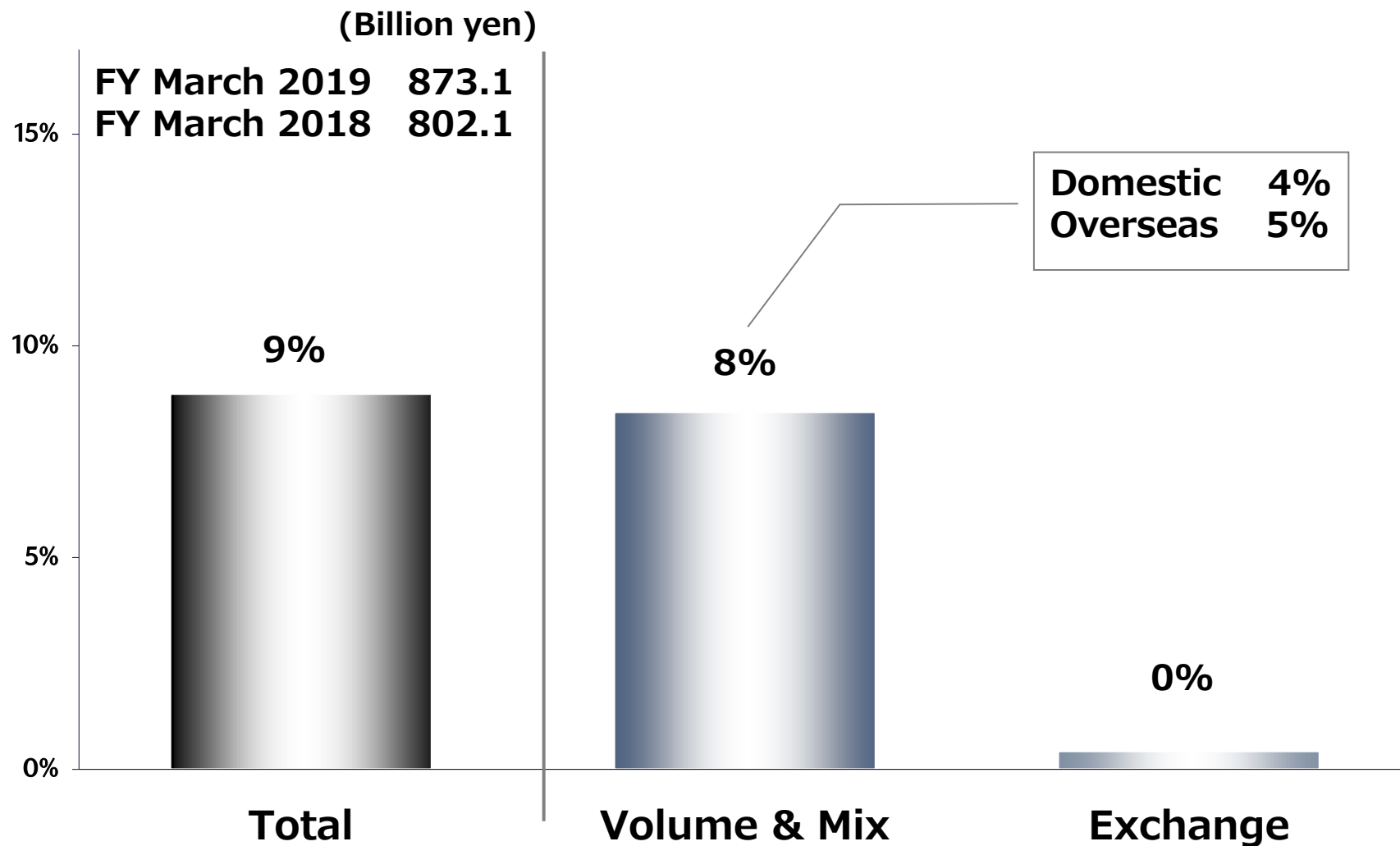


FY March 2018

FY March 2019

REVENUE CHANGE

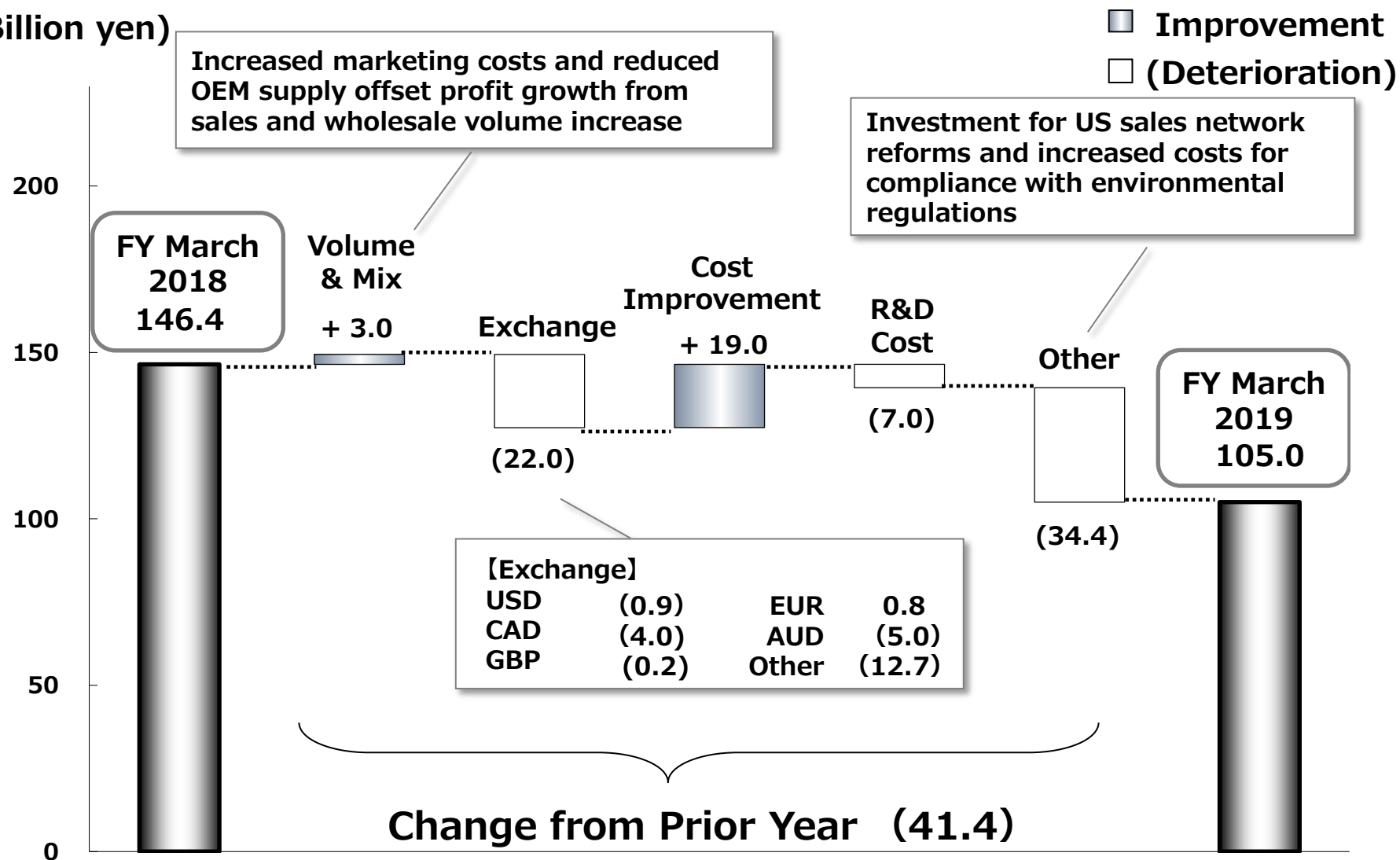
FY March 2019 1st Quarter vs. FY March 2018 1st Quarter



FY MARCH 2019 OPERATING PROFIT CHANGE

FY March 2019 Full Year vs. FY March 2018 Full Year

(Billion yen)



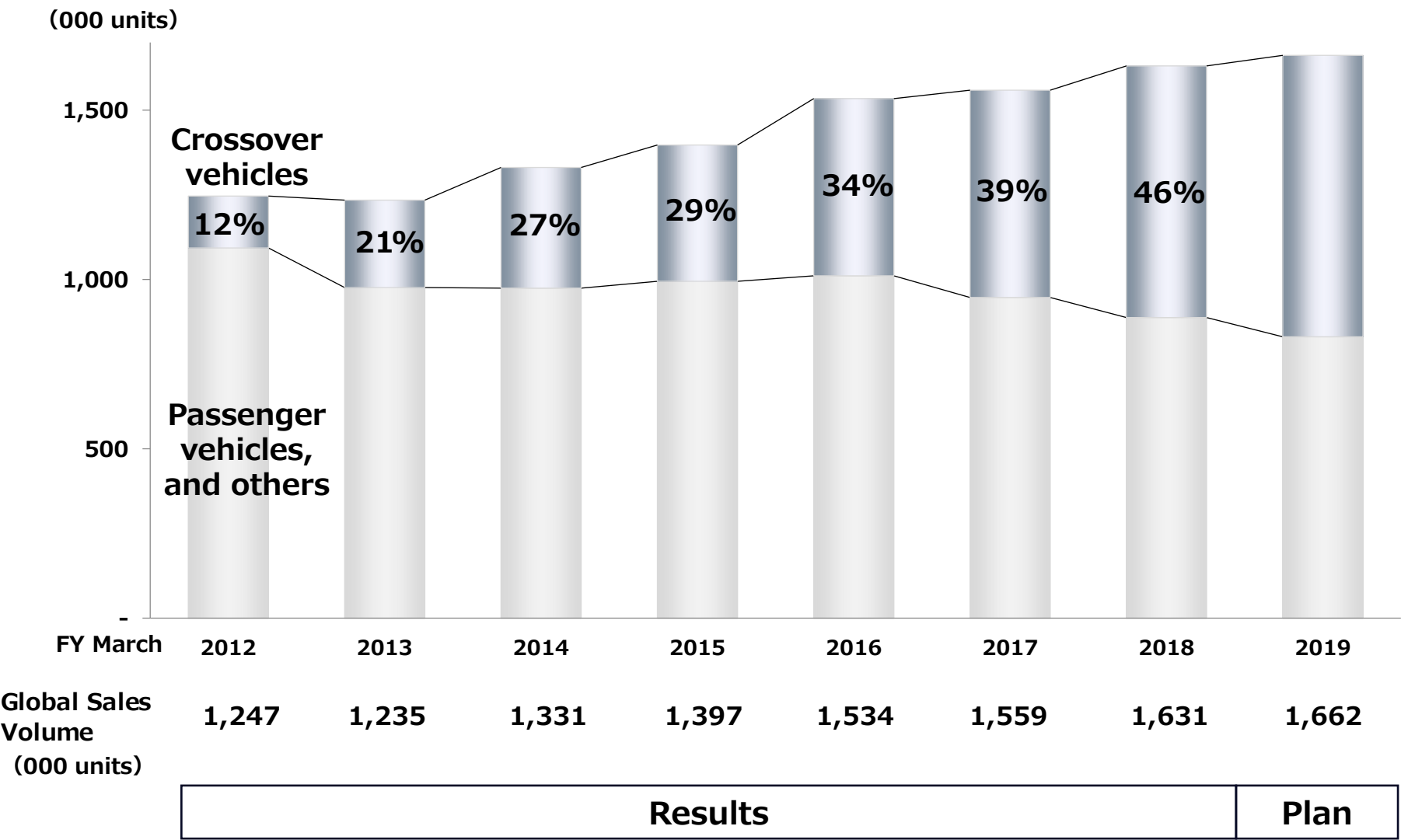
GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALLES

(000)	First Quarter		Change from	
	FY March 2018	FY March 2019	Prior Year	
Global sales volume			Volume	YOY(%)
Japan	41	49	8	19 %
North America	106	116	9	9 %
Europe	64	67	3	5 %
China	71	68	(3)	(4)%
Other Markets	94	103	9	9 %
Total	377	403	26	7 %
Consolidated wholesales				
Japan	41	49	8	19 %
North America	111	118	7	6 %
Europe	64	61	(3)	(5)%
Other Markets	81	98	17	21 %
Total	297	325	28	9 %
<Breakdown>				
USA	75	82	7	9 %

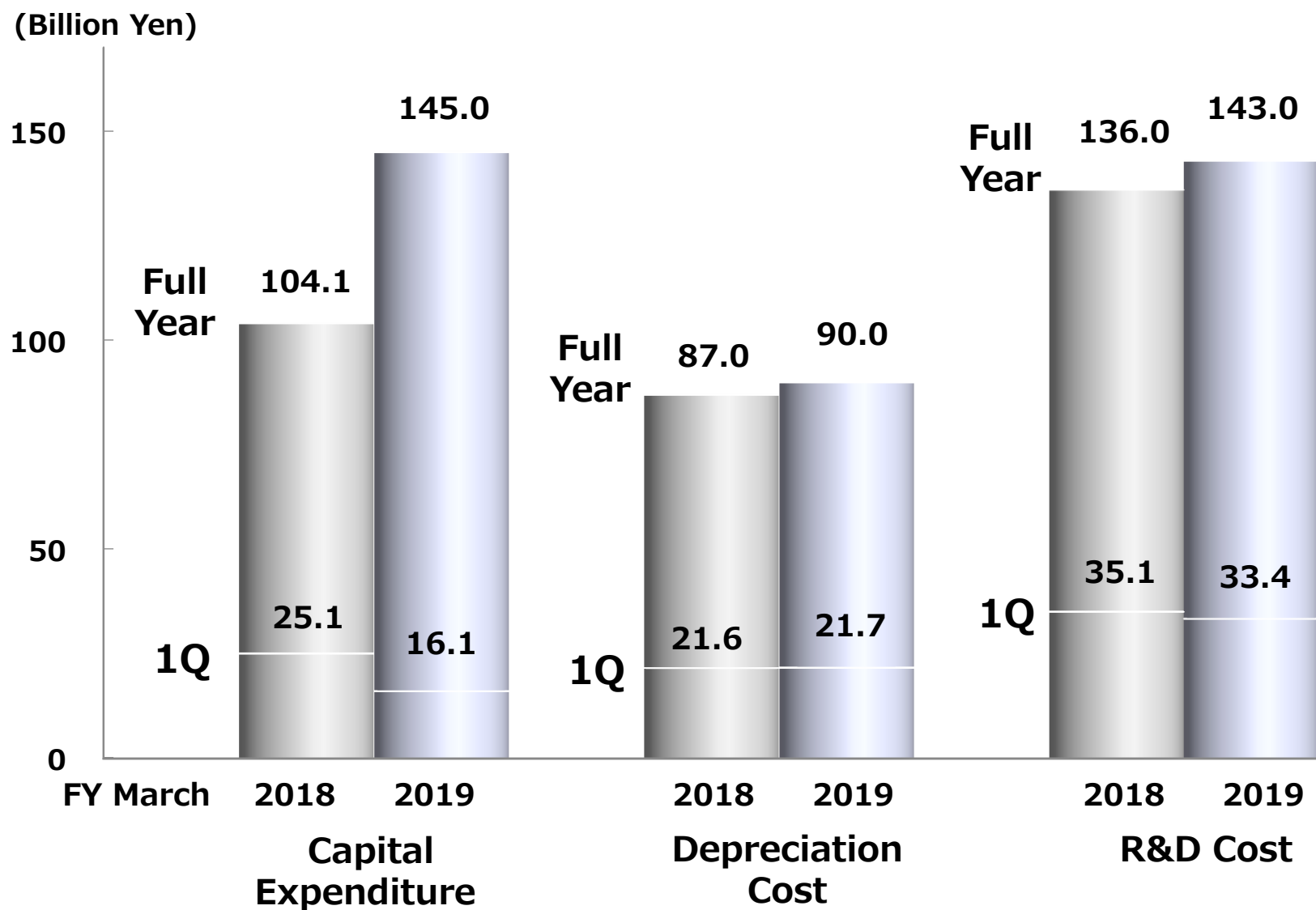
GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALLES

(000)	Full Year		Change from	
	FY March 2018	FY March 2019	Prior Year Volume	YOY(%)
Global sales volume				
Japan	210	215	5	2 %
North America	435	457	22	5 %
Europe	269	265	(4)	(1)%
China	322	322	0	0 %
Other Markets	394	403	9	2 %
Total	1,631	1,662	31	2 %
Consolidated wholesales				
Japan	199	209	11	5 %
North America	423	460	37	9 %
Europe	266	261	(4)	(2)%
Other Markets	386	393	7	2 %
Total	1,274	1,324	51	4 %
<Breakdown>				
USA	289	319	30	10%

CROSSOVER VEHICLE RATIO



KEY DATA



EXCHANGE RATES

(Yen)	Full Year		Change
	FY March 2018	FY March 2019	
US Dollar	111	107	(4)
Euro	130	130	0
Canadian Dollar	86	84	(2)
Australian Dollar	86	84	(2)
British Pound	147	148	1

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.