



# FINANCIAL RESULTS FOR FY MARCH 2023 SECOND QUARTER

November 10, 2022  
Mazda Motor Corporation





# PRESENTATION OUTLINE

- **Financial Results Summary**
- **FY March 2023 First Half Results**
- **FY March 2023 Full Year Forecast**
- **Sales Highlights**
- **Summary**

# FINANCIAL RESULTS SUMMARY

# FINANCIAL RESULTS SUMMARY

- First-half net sales and profit increased year on year, and the full-year forecast has been revised upwards
- The second quarter production and consolidated wholesales did not reach the target of 300,000 units, primarily due to an unstable supply of semiconductors and a shortage of carrier vessels
- Control of fixed costs in all areas, and price improvement and reduction of sales expenses in the sales frontline resulted in steady progress in profitability improvement
- Ongoing improvement and strengthening of operation quality are expected in the second half as well
- The entire Mazda group is working in unison to deliver as many Mazdas as possible more quickly

# **FY MARCH 2023 FIRST HALF RESULTS**

# FY MARCH 2023 FIRST HALF VOLUME RESULTS

- Production volume and consolidated wholesales in the second quarter recovered to a higher level than in the prior year
- Despite a year-on-year decline in global sales volume due to the Shanghai lockdown, sales volume recovered to the prior year's level from August

(Thousand Units)	FY March 2023			Change from Prior Year			
	1st Quarter	2nd Quarter	1st Half	1st Quarter	2nd Quarter	1st Half	
Production Volume*	209	294	503	-59	+96	+37	+8%
Consolidated Wholesales	166	284	450	-95	+64	-30	-6%
Global Sales Volume							
Japan	25	43	68	-3	+11	+8	+14%
North America	79	101	181	-58	-10	-68	-27%
Europe	30	37	67	-25	-14	-40	-37%
China	24	25	49	-23	-17	-40	-45%
Other Markets	75	75	150	-11	+4	-7	-4%
Total	233	281	514	-120	-26	-146	-22%

# FY MARCH 2023 FIRST HALF FINANCIAL METRICS

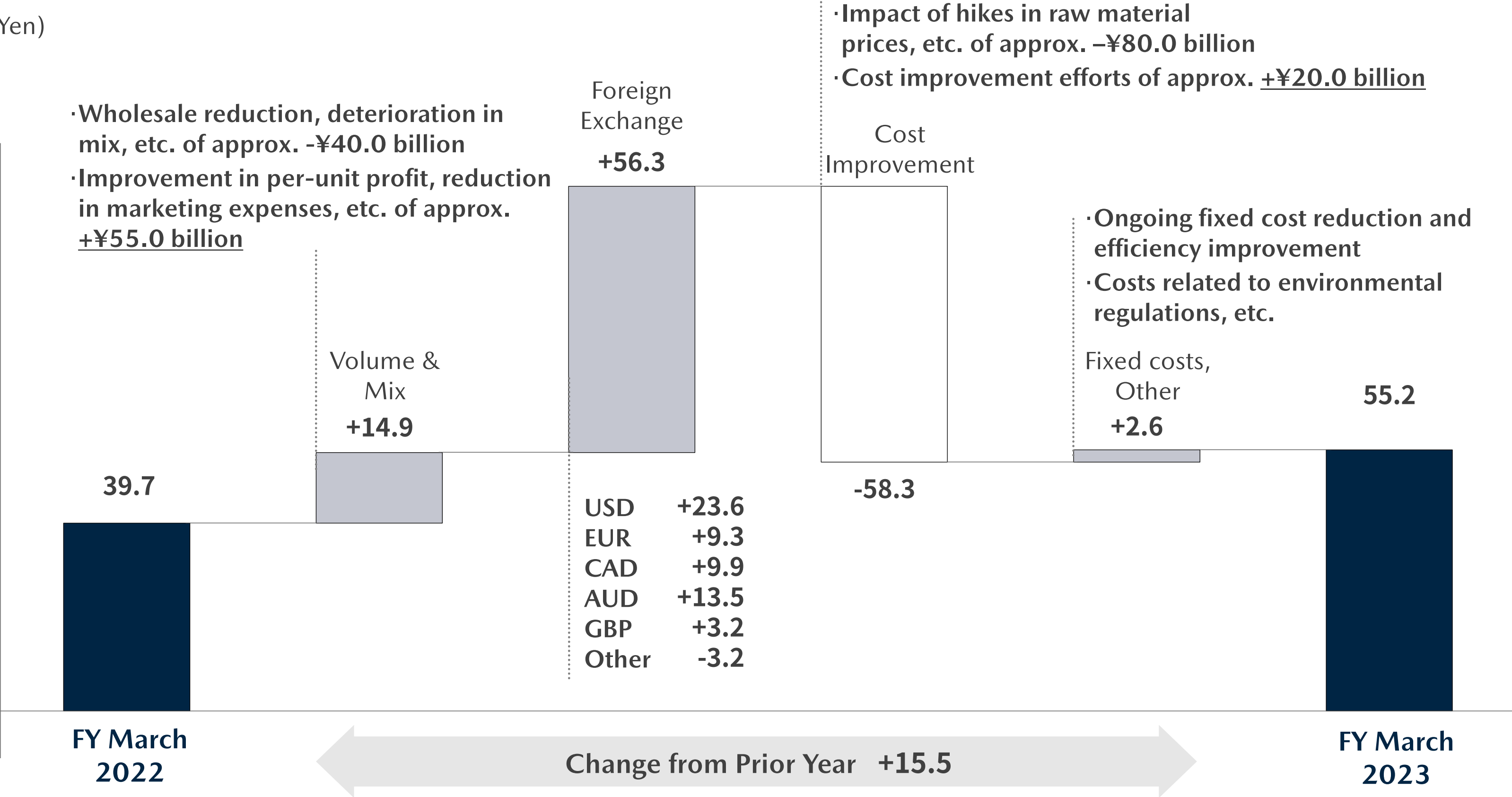
- Net sales and profit increased year-on-year due to per-unit profit improvement as well as the positive effect from the depreciation of the yen, which more than offset raw material price hikes, a decline in wholesales due to the Shanghai lockdown, and other negative impacts
- Operating income reached 46% of the full-year forecast of ¥120 billion announced in May

(Billion Yen)	FY March 2023			Change from Prior Year			
	1st Quarter	2nd Quarter	1st Half	1st Quarter	2nd Quarter	1st Half	
Net Sales	617.2	1,025.3	1,642.5	-186.2	+332.8	+146.6	+10%
Operating Income	-19.5	74.7	55.2	-45.6	+61.1	+15.5	+39%
Ordinary Income	20.7	89.7	110.4	-5.8	+82.3	+76.5	+226%
Profit before Tax	20.3	89.0	109.3	-5.1	+78.5	+73.4	+204%
Net Income	15.0	70.9	85.9	+3.6	+58.4	+62.0	+260%
Operating Income Ratio	-3.2 %	7.3 %	3.4 %	-6.4 pts	+5.3 pts	+0.7 pts	
EPS (Yen)	23.8	112.5	136.3	+5.7	+92.7	+98.4	
Exchange Rates (Yen)							
US Dollar	130	138	134	+20	+28	+24	
Euro	138	139	139	+6	+9	+8	

\*Net income indicates net income attributable to owners of the parent

# CHANGE IN FY MARCH 2023 FIRST HALF OPERATING INCOME (vs FY MARCH 2022 FIRST HALF)

(Billion Yen)





# **FY MARCH 2023 FULL YEAR FORECAST**

# FY MARCH 2023 FULL YEAR GLOBAL SALES FORECAST

- Full-year sales are projected to decline by 133,000 units from the May forecast to 1,216,000 units
- The plan was revised, reflecting the impact of production cuts and a shortage of carrier vessels

(Thousand Units)	FY March 2022	FY March 2023	Change from Prior Year		Change from May Forecast
Global Sales Volume	Full Year	Full Year	Full Year		Full Year
Japan	149	181	+33	+22%	-10
North America	439	444	+5	+1%	-39
Europe	190	175	-15	-8%	-15
China	170	110	-60	-35%	-60
Other Markets	303	306	+2	+1%	-10
Total	1,251	1,216	-35	-3%	-133
USA	332	336	+4	+1%	-35
Australia	103	94	-9	-9%	-9
ASEAN	78	86	+8	+10%	0

# FY MARCH 2023 FULL YEAR FORECAST FINANCIAL METRICS

- Consolidated wholesales are projected to be down 80,000 units from the May forecast to 1,100,000 units
- Forecasts for all profit levels have been revised upwards, reflecting per-unit profit improvement and fixed cost reductions, as well as changes in foreign exchange assumptions

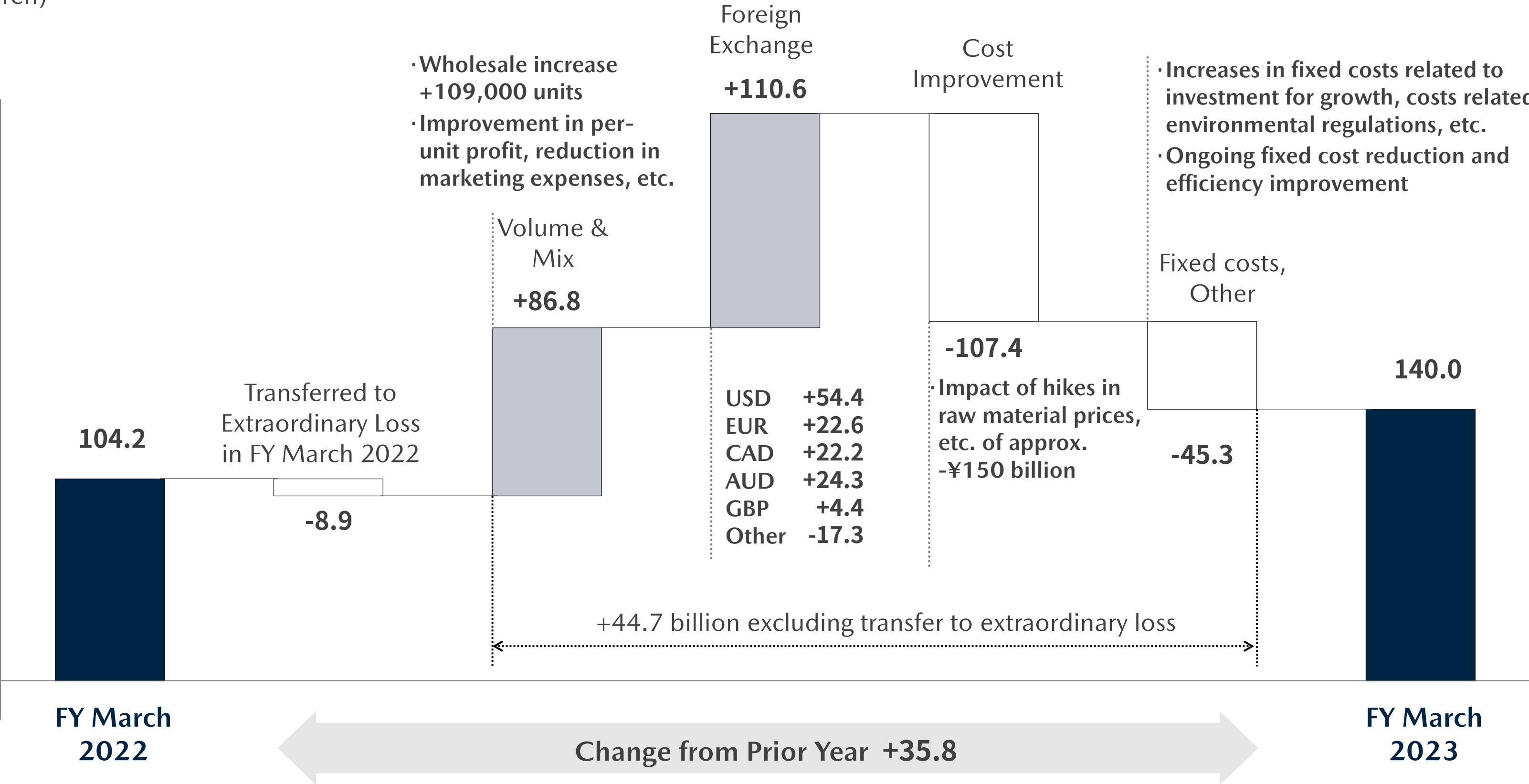
(Billion Yen)	FY March 2022	FY March 2023	Change from Prior Year		Change from May Forecast
	Full Year	Full Year	Full Year		Full Year
<b>Consolidated Wholesales</b> (Thousand Units)	<b>991</b>	<b>1,100</b>	<b>+109</b>	<b>+11%</b>	<b>-80</b>
<b>Net Sales</b>	<b>3,120.3</b>	<b>3,900.0</b>	<b>+779.7</b>	<b>+25%</b>	<b>+100.0</b>
<b>Operating Income</b>	<b>104.2</b>	<b>140.0</b>	<b>+35.8</b>	<b>+34%</b>	<b>+20.0</b>
Ordinary Income	<b>123.5</b>	<b>170.0</b>	<b>+46.5</b>	<b>+38%</b>	<b>+65.0</b>
Profit before Tax	<b>112.4</b>	<b>150.0</b>	<b>+37.6</b>	<b>+33%</b>	<b>+50.0</b>
<b>Net Income</b>	<b>81.6</b>	<b>130.0</b>	<b>+48.4</b>	<b>+59%</b>	<b>+50.0</b>
Operating Income Ratio	<b>3.3 %</b>	<b>3.6 %</b>	<b>+0.3 pts</b>		<b>+0.4 pts</b>
EPS (Yen)	<b>129.5</b>	<b>206.4</b>	<b>+76.9</b>		<b>+79.4</b>
Exchange Rates (Yen)					
US Dollar	<b>112</b>	<b>136</b>	<b>+24</b>		<b>+13</b>
Euro	<b>131</b>	<b>139</b>	<b>+8</b>		<b>+6</b>

\*Net income indicates net income attributable to owners of the parent

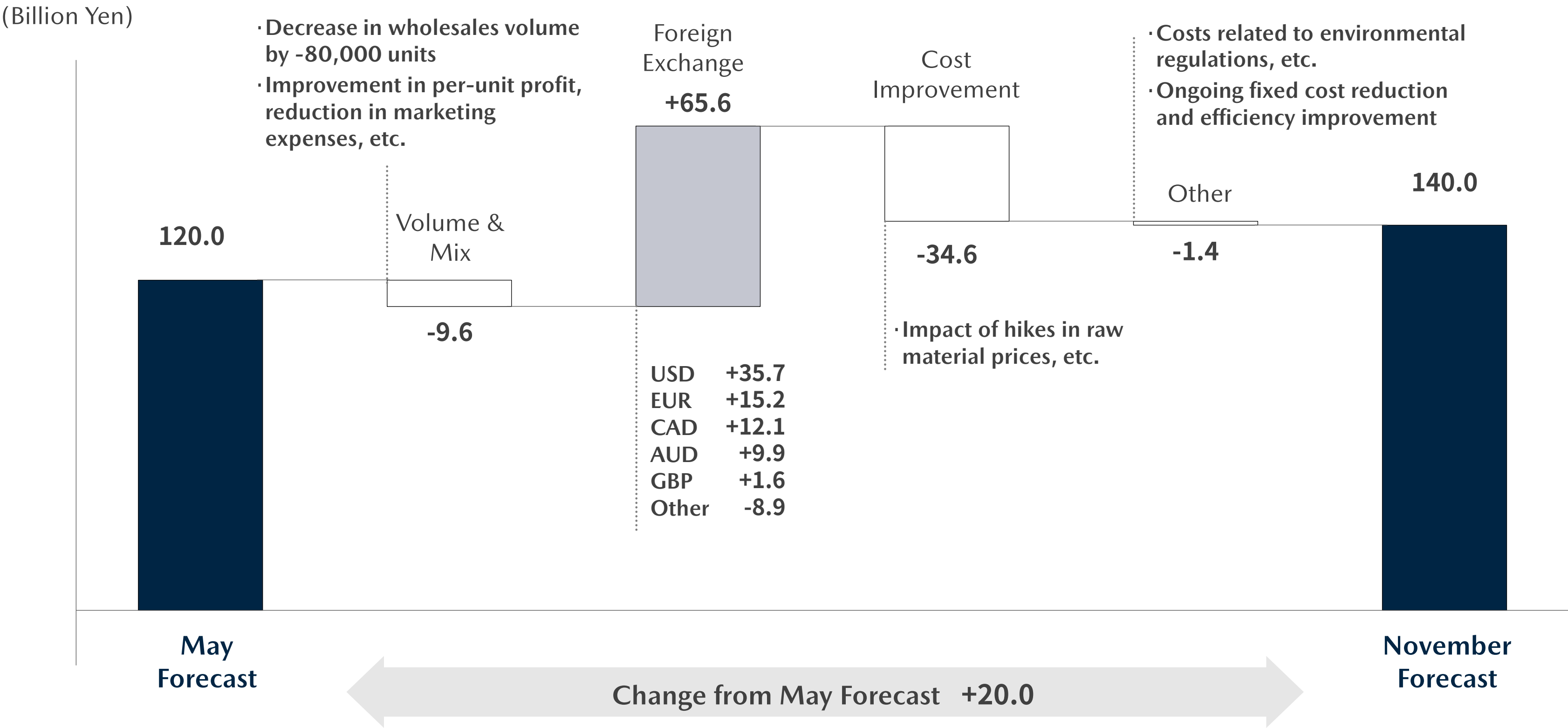


# CHANGE IN FY MARCH 2023 FULL YEAR OPERATING INCOME (vs. FY MARCH 2022 FULL YEAR)

(Billion Yen)



# CHANGE IN FY MARCH 2023 FULL YEAR OPERATING INCOME (vs. FY MARCH 2023 MAY FORECAST)

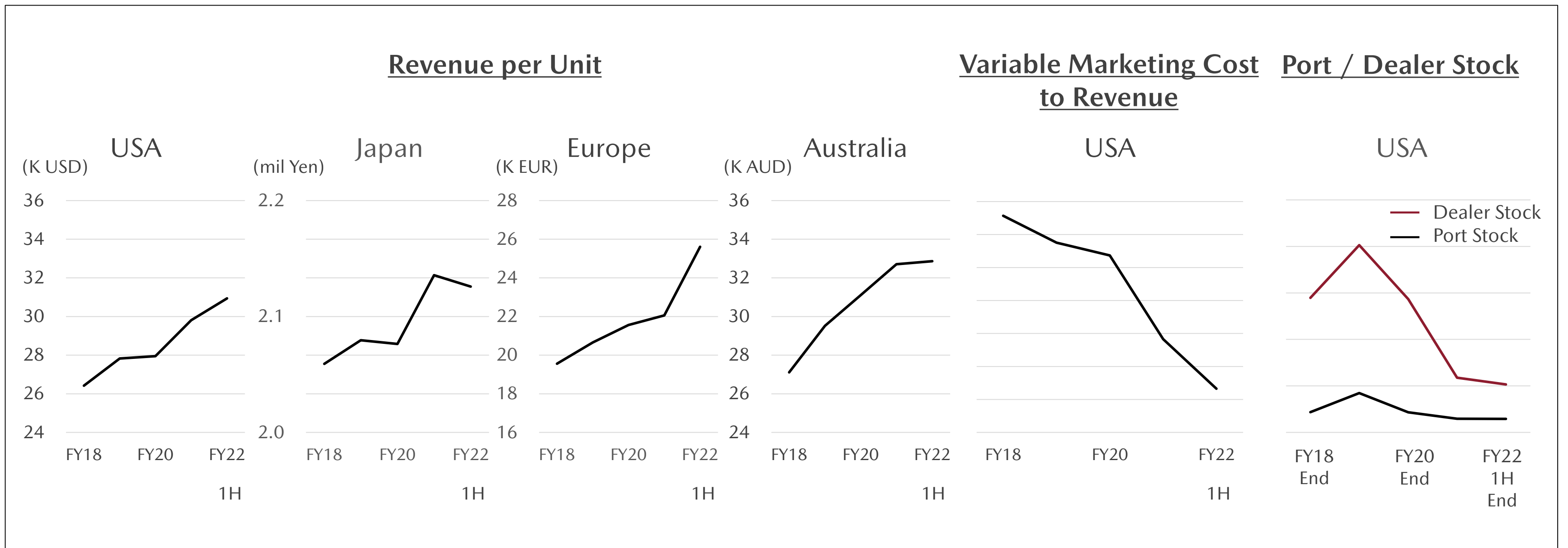


# SALES HIGHLIGHTS



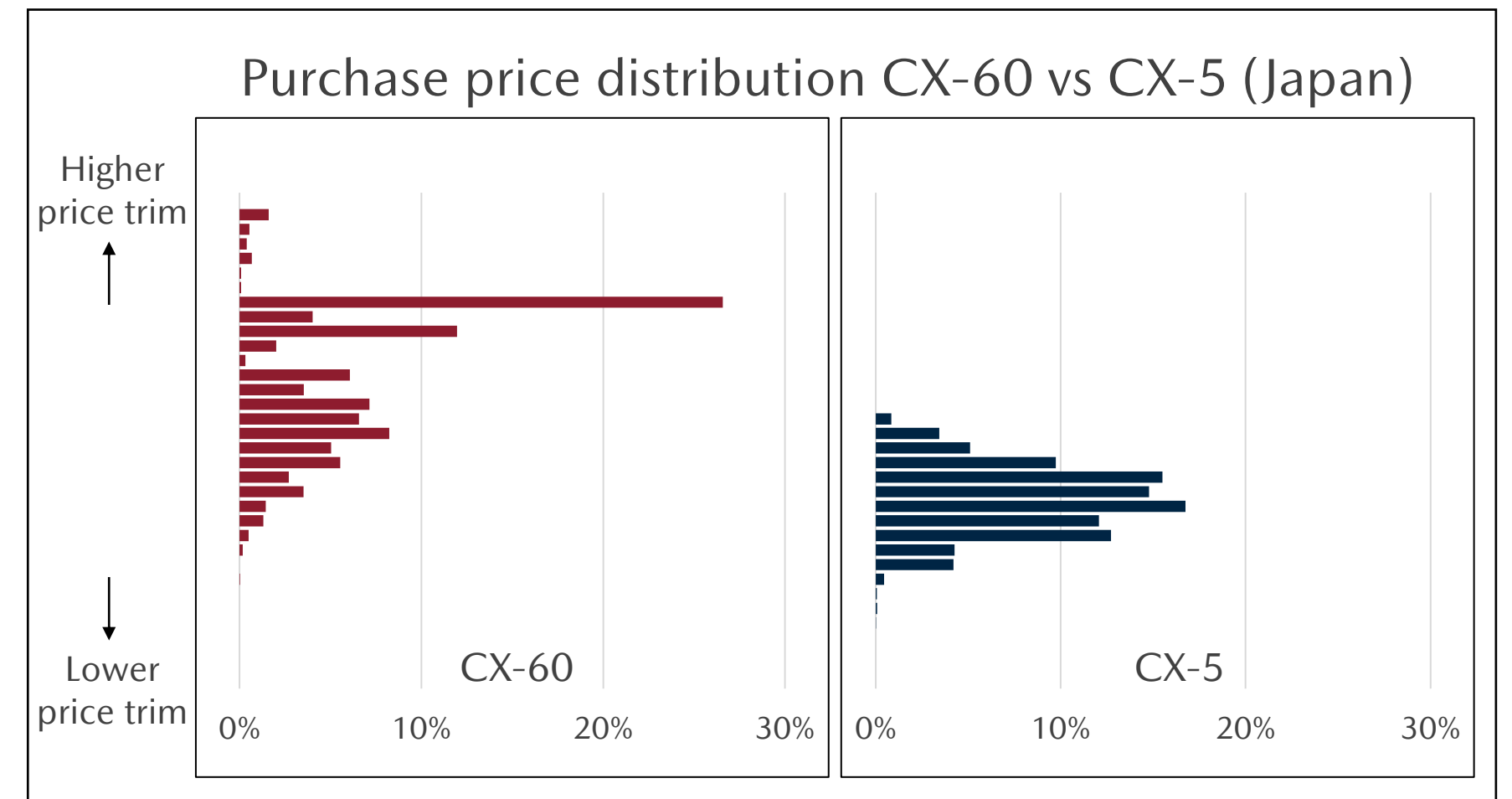
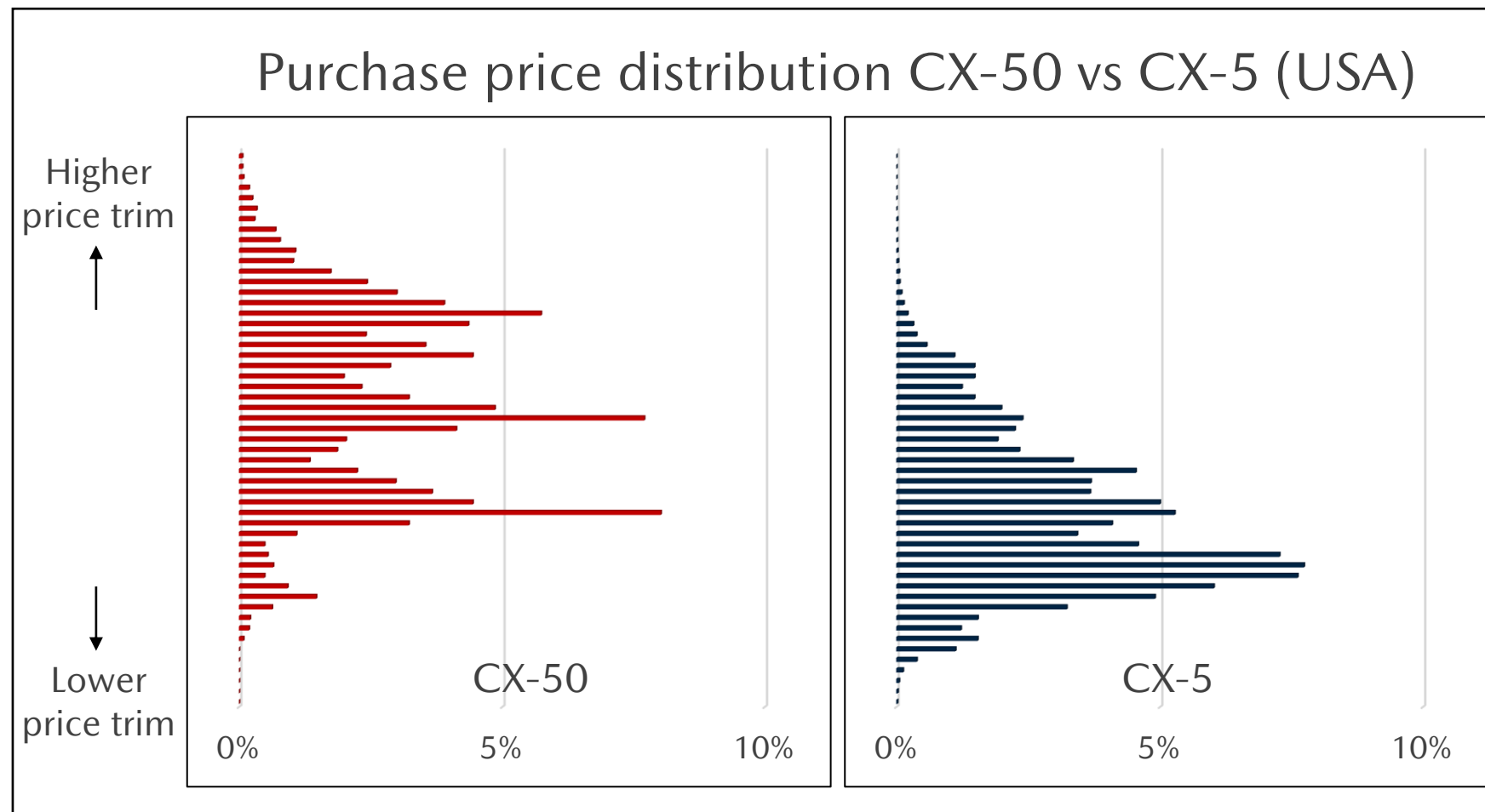
# SALES QUALITY IMPROVEMENT

- Equal allocations to global markets as supply is restricted
- Continue to enhance sales quality through improving per-unit profit and streamlining costs on a global scale



# STATUS OF NEW PRODUCTS

- CX-60 order intake has been strong in Japan and Europe
  - Japan: 14,000 units (cumulative order intake as of end of October)
  - Europe: 19,000 units (cumulative order intake as of end of October)
- CX-50 sales volume is 16,000 units (cumulative sales from April to October)
- Both the CX-50 and CX-60 attract different customer segment from those of the CX-5



# SUMMARY



# SUMMARY

## First half overview

- Net sales and profit increased year on year
- Improved profitability and foreign exchange offset the impact of higher raw material price and impact on sales due to production constraints

## Second half business environment assumptions

- Semiconductor shortage, surge in raw material prices, carrier vessel shortage, and labor shortage in the US
- Risk of recession due to inflation and interest rate increases, an even more uncertain business environment

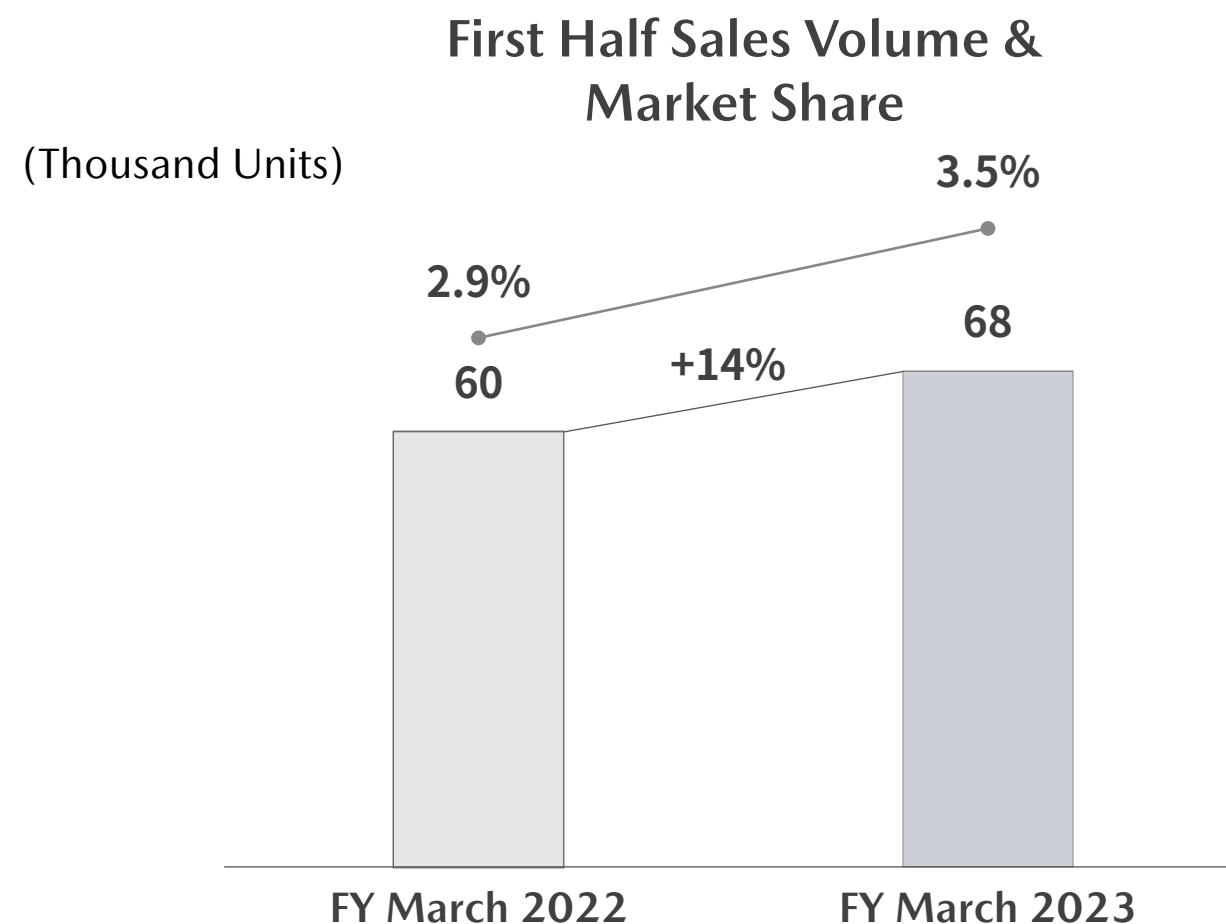
## Full-year forecast

- Consolidated wholesales of 1.1 million units. Operating income revised upward to ¥140 billion
- Operational quality improvement, Large product launch effects, and sales capability strengthening in the US
- Promotion of company-wide cost reduction efforts to further strengthen corporate financial health
- Plans for an annual dividend of ¥40 per share, with an interim dividend of ¥20 per share (increase of ¥5 from our earlier forecast) and year-end dividend of ¥20 per share



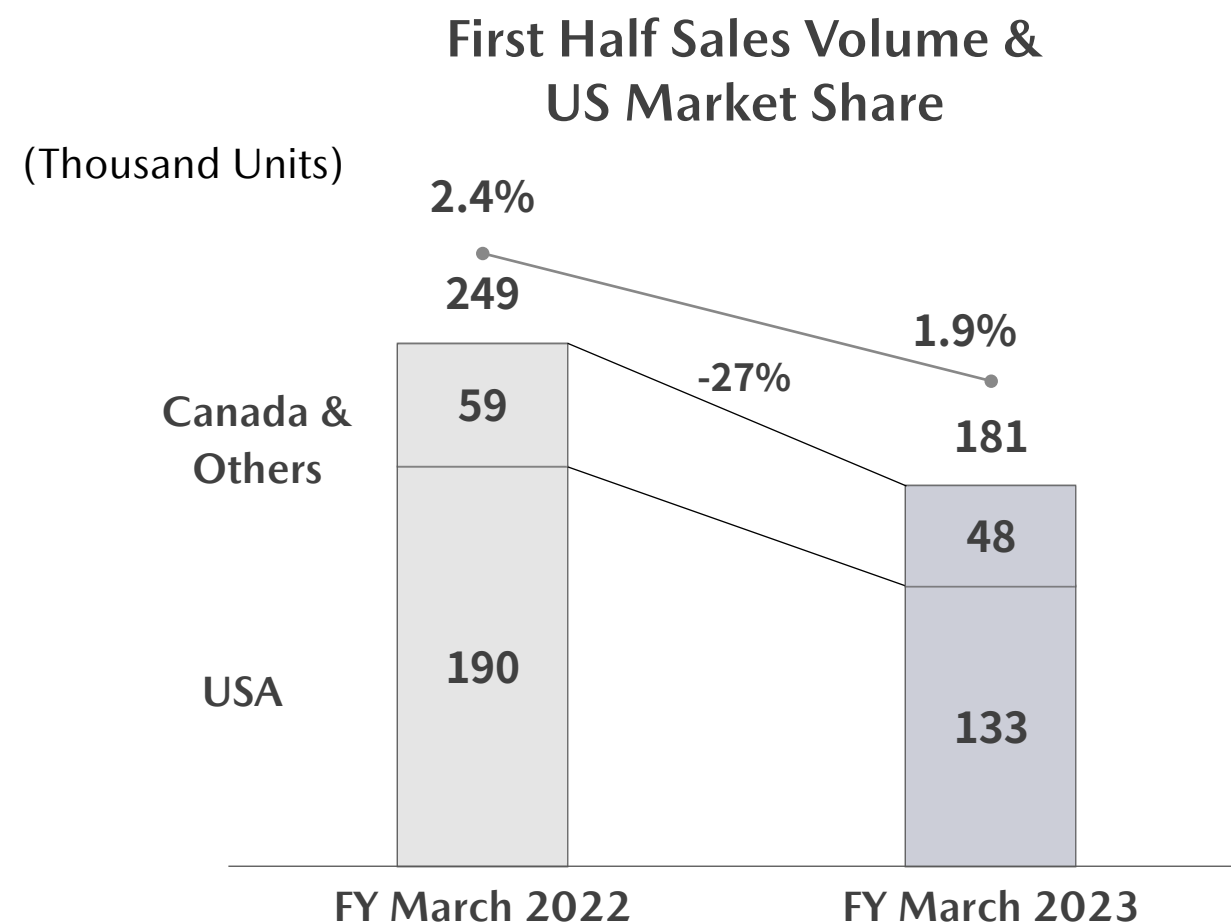
# APPENDIX





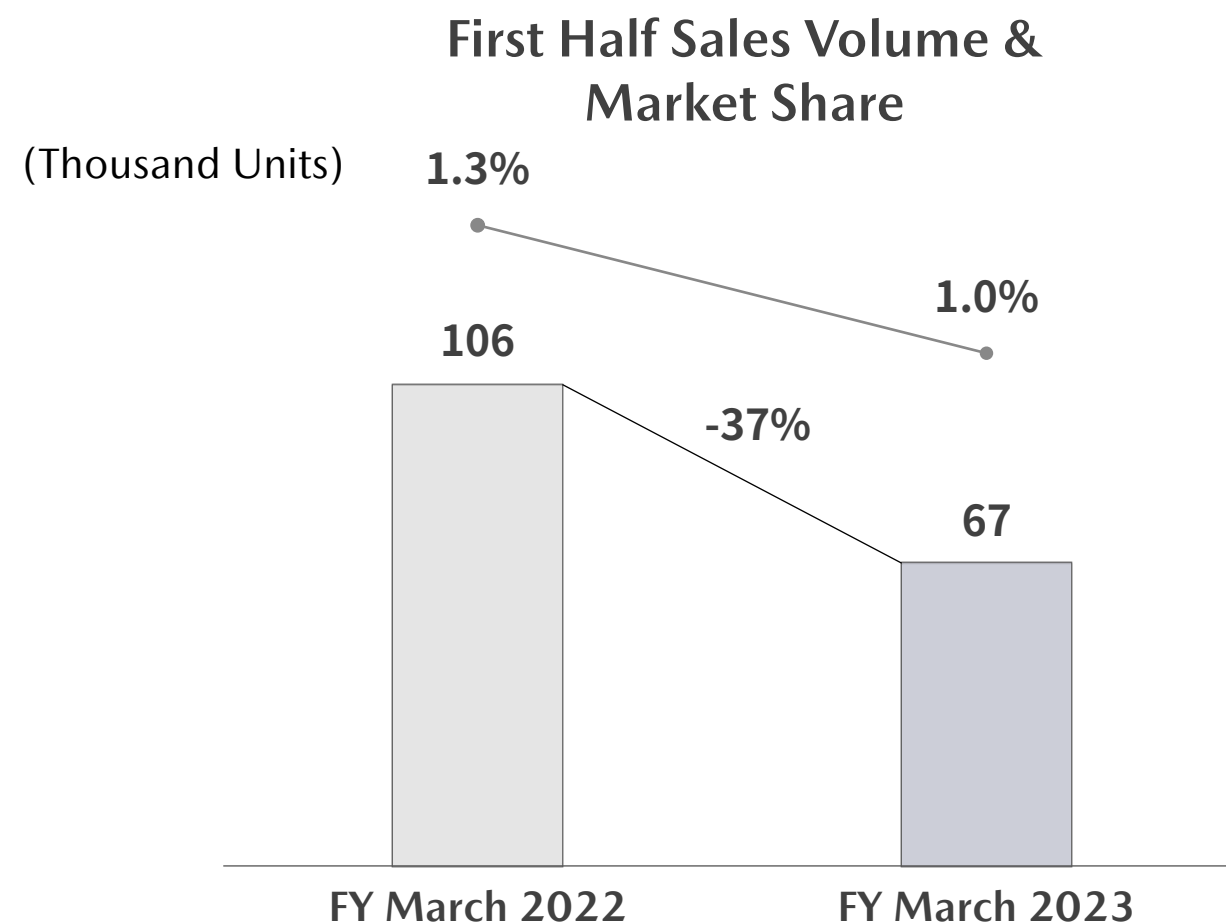
- 68,000 units sold, up 14% year on year
- Total market share increased 0.6 points year on year to 3.5%, while registered vehicle market share increased 1.1 points year on year to 4.6%
- The CX-60, the first in the Large product group, was introduced in September, and achieved more orders than plan, particularly in higher price trims. In addition to replacement purchase of existing Mazda models, many orders came from new customers who desired a higher quality SUV
- Strong sales for the updated CX-5 continued, leading the sales recovery together with the CX-60 as SUV group models. Sales of the CX-3 and Roadster (MX-5) were also strong, especially for special edition models

# NORTH AMERICA



- 181,000 units sold, down 27% year on year
- USA: 133,000 units, down 30% year on year
  - Market share decreased 0.5 points year on year to 1.9%
  - Sales declined year on year due to cuts in production caused by the Shanghai lockdown
  - Curbing of marketing expenses and efficient inventory management continued in line with product supply conditions
  - The CX-50 captured a new customer segment, thanks to strong feedback mainly from outdoor-oriented customers
- Canada: 27,000 units, down 28% year on year
- Mexico: 20,000 units, down 1% year on year

# EUROPE



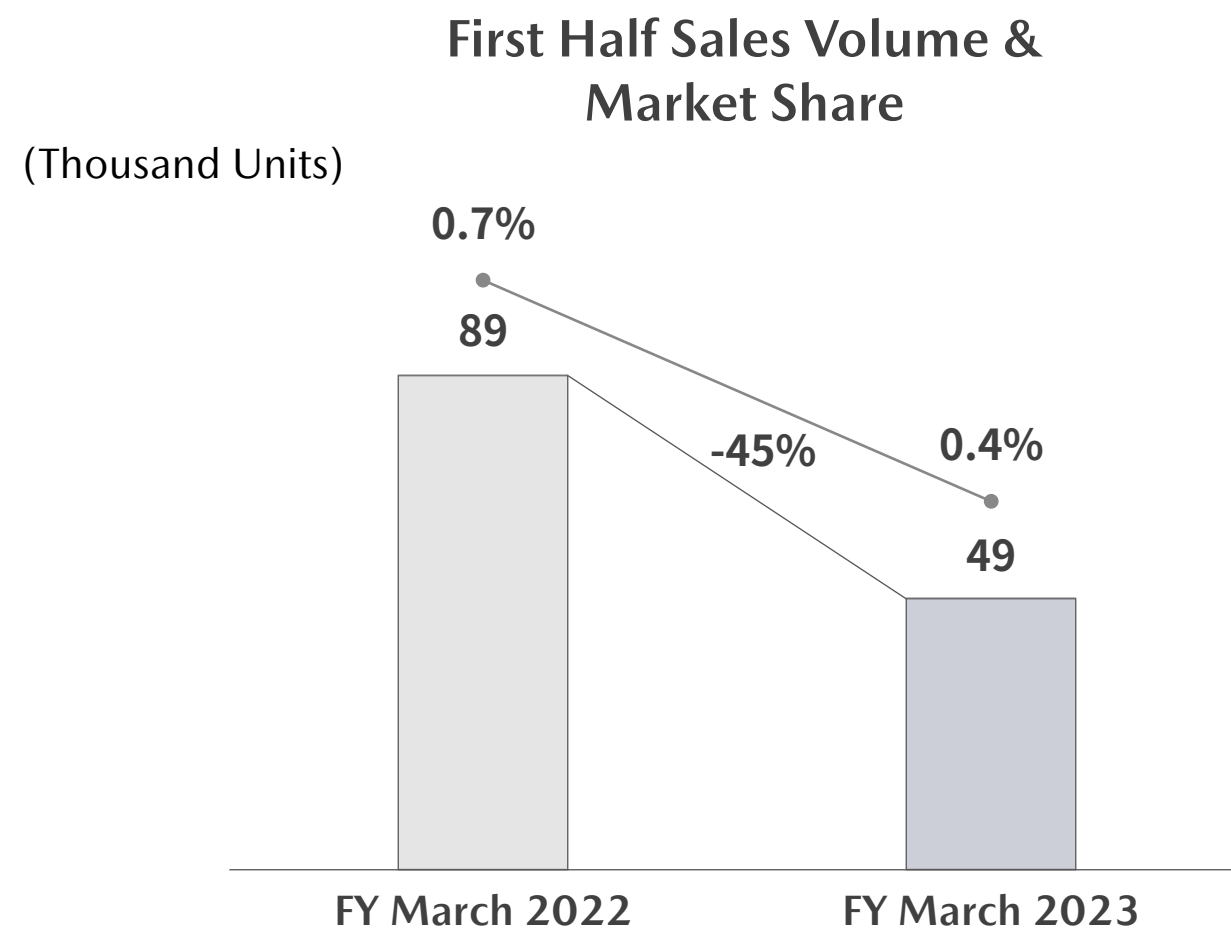
- 67,000 units sold, down 37% year on year
- Market share decreased 0.3 points year on year to 1.0%
- Sales declined year on year due to cuts in production caused by the Shanghai lockdown
- A plug-in hybrid model of the CX-60, launched in the second quarter, exceeded the planned order volume thanks to strong evaluation for its high environmental performance, in addition to excellent design and driving performance
- Sales in key countries
  - Germany: 14,000 units, down 40% year on year
  - UK: 12,000 units, down 28% year on year



# CHINA



- 49,000 units sold, down 45% year-on year
- Market share was 0.4%, down 0.4 points year on year
- Sales volume was down year on year due to cuts in production and sales activity restrictions driven by the lockdown in Shanghai
- Mazda focused on continuing right-price sales and strengthening its sales network while steering clear of price competition

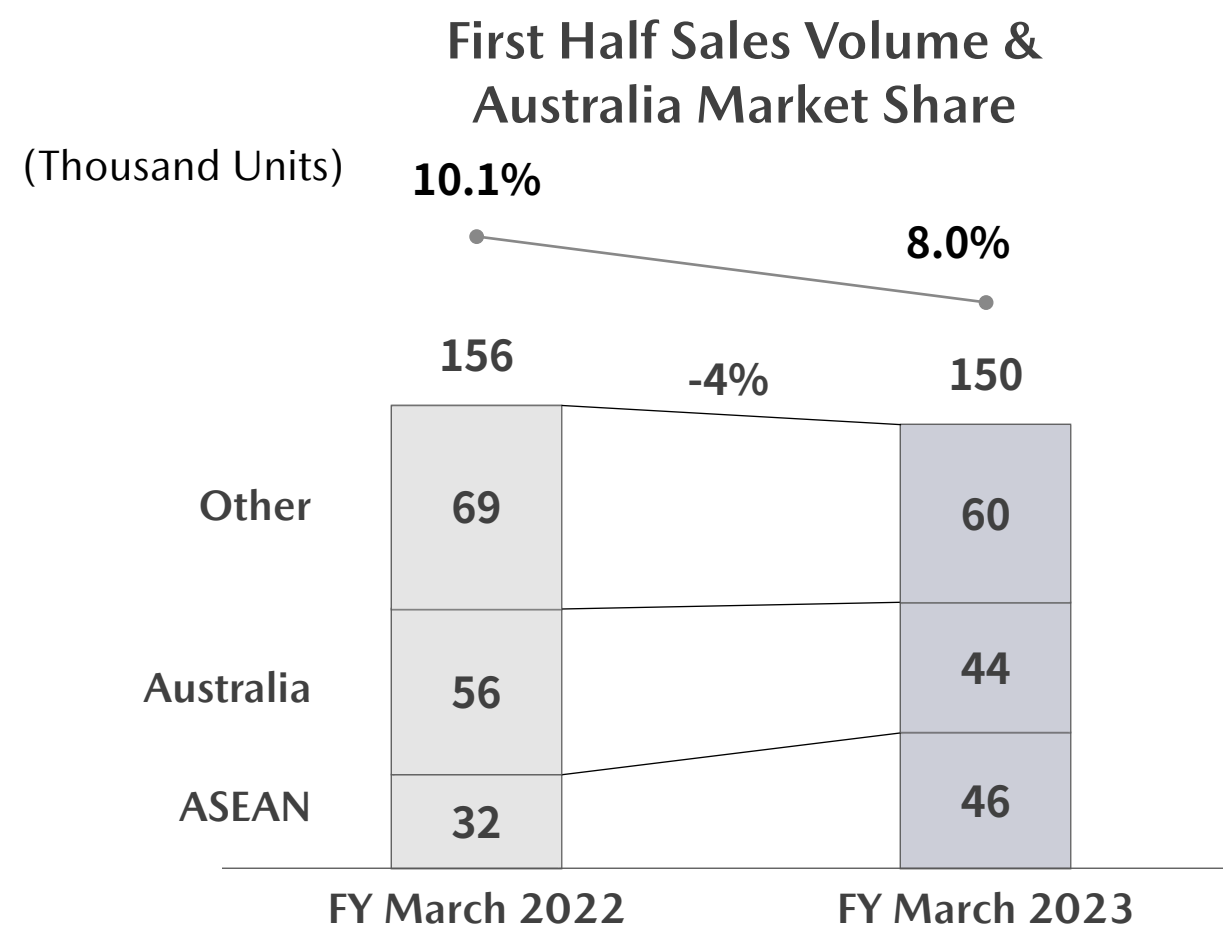




# OTHER MARKETS



- 150,000 units sold, down 4% year-on-year
- Australia: 44,000 units, down 21% year-on year
  - Market share was 8.0%, down 2.1 points year on year
  - Sales declined year on year due to cuts in production caused by the Shanghai lockdown
- ASEAN: 46,000 units, up 45% year over year
  - Sales volume was up year on year despite cuts in production as demand drastically slowed down last year due to lockdowns in key countries
  - Thailand: 17,000 units, up 13% year on year
  - Vietnam: 17,000 units, up 137% year on year



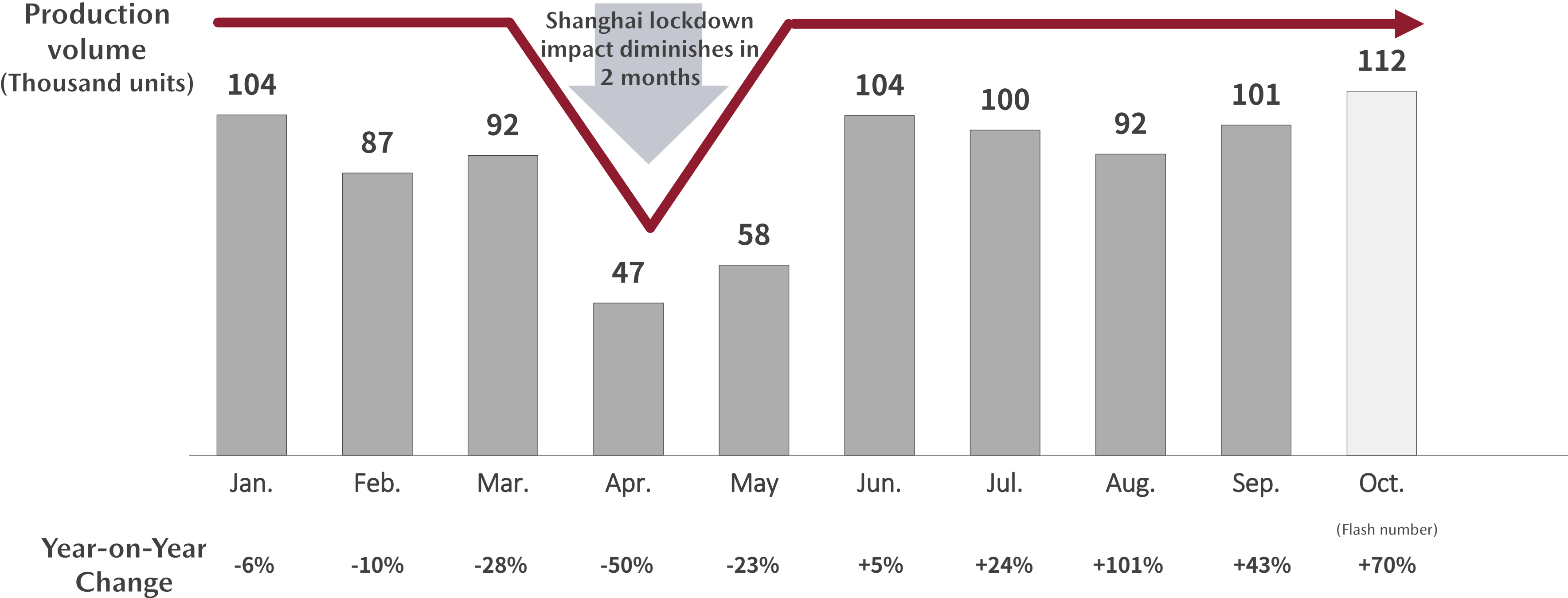
# PRODUCTION VOLUME

FY March 2022  
Fourth Quarter  
283,000 units

FY March 2023  
First Quarter  
209,000 units

FY March 2023  
Second Quarter  
294,000 units

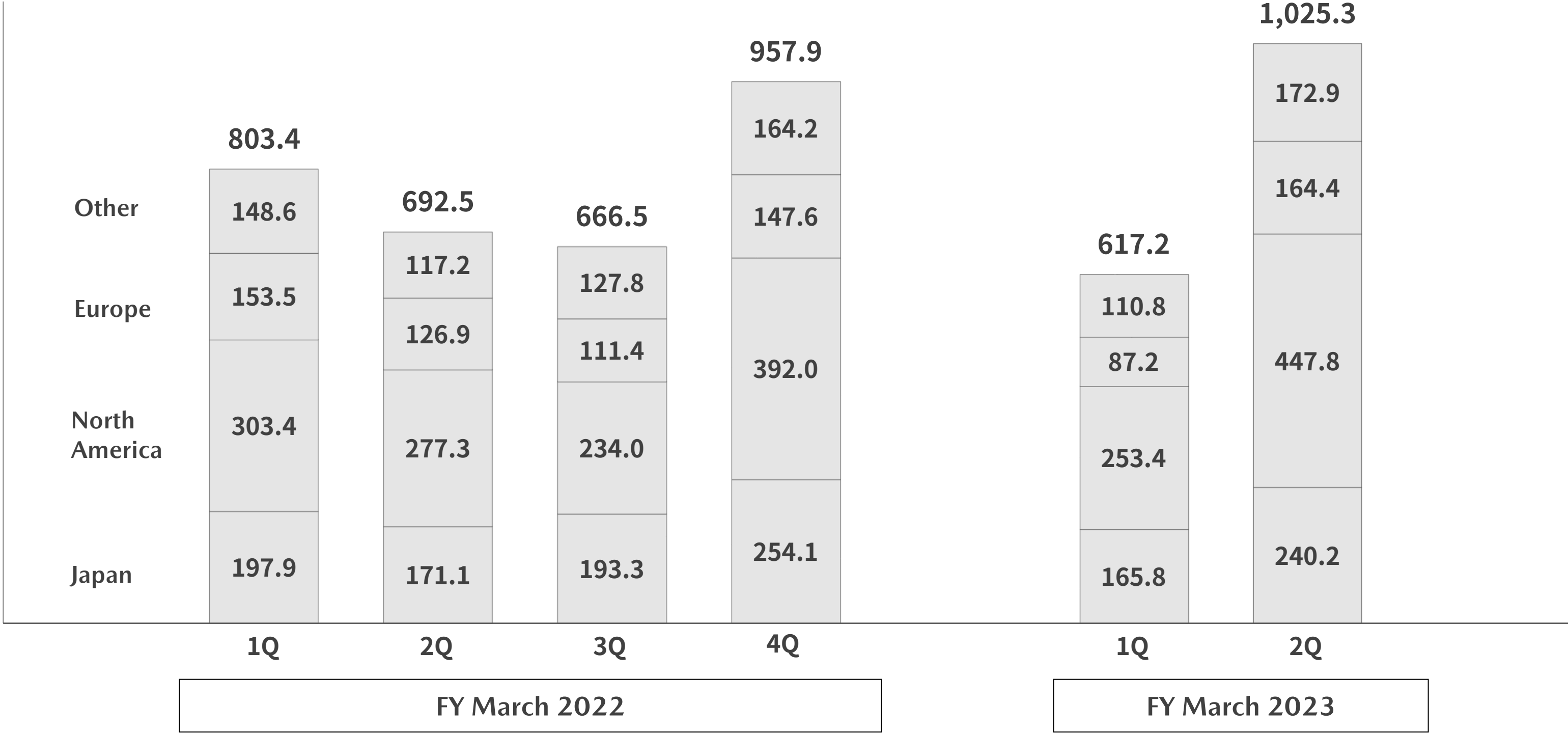
Full year wholesales volume is forecast to reach 1.1 million units following a recovery in production in the second half



\*Based on our monthly disclosure (global production volume including volume in China, excluding vehicles received from other OEMs )

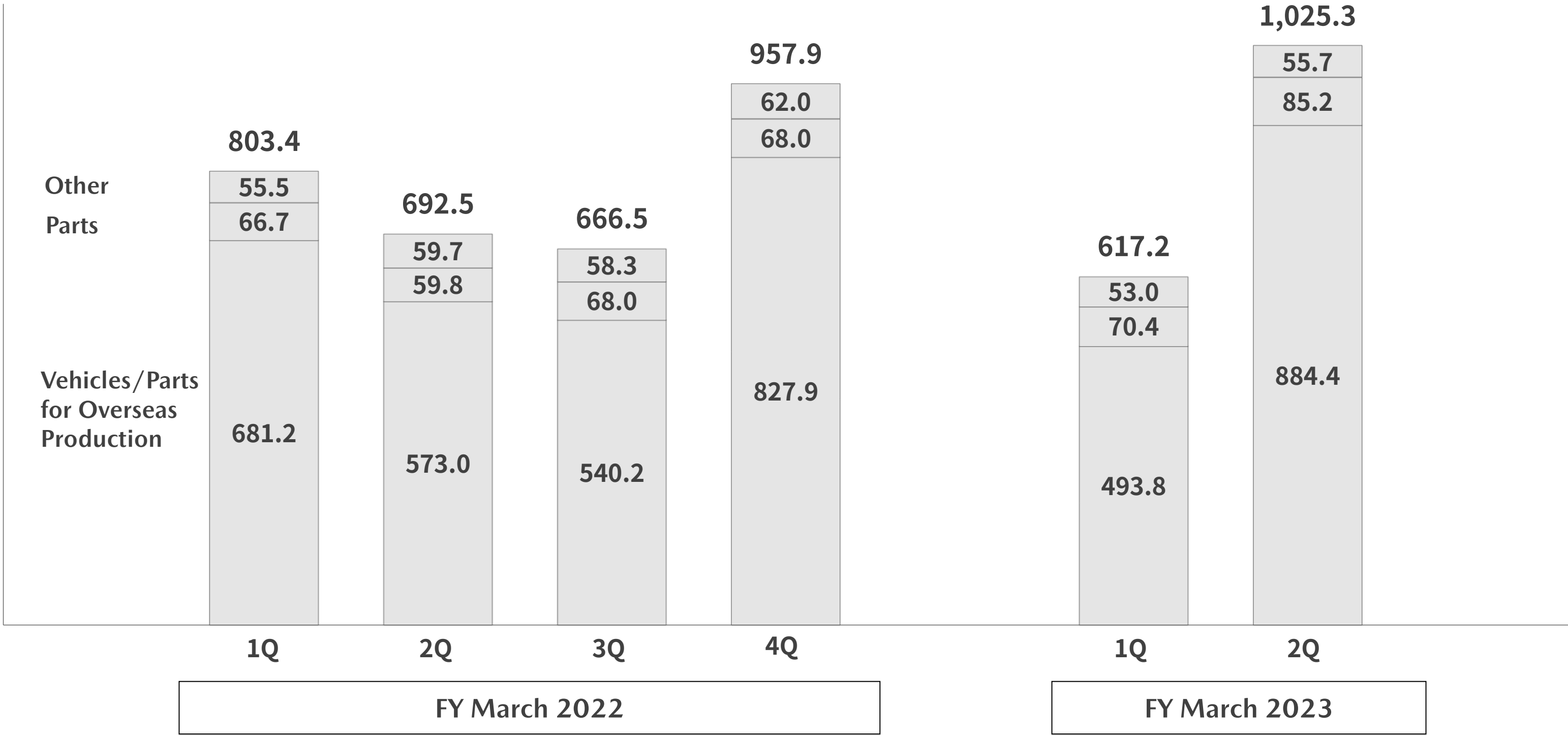
# NET SALES BY GEOGRAPHIC AREA

(Billion Yen)



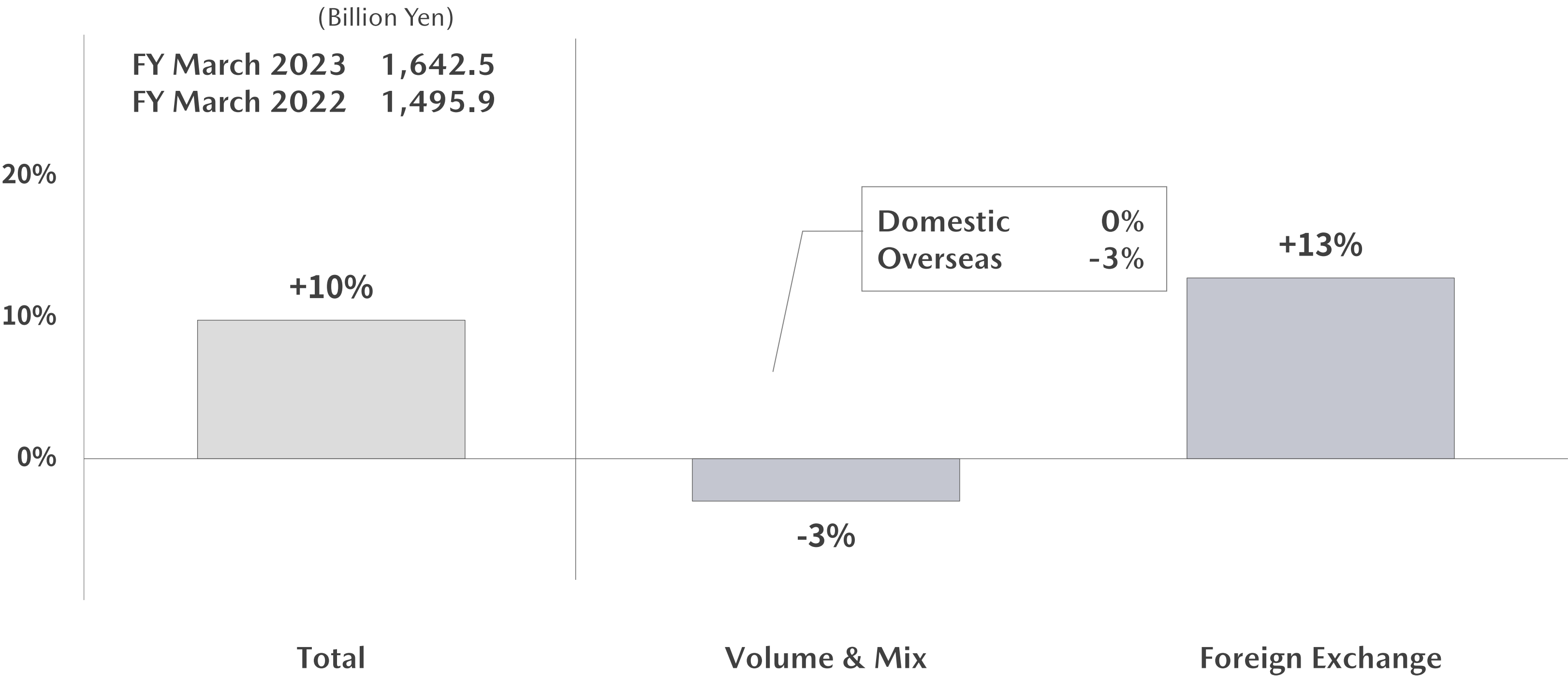
# NET SALES BY PRODUCT

(Billion Yen)



# BREAKDOWN OF CHANGE IN NET SALES (6 MONTHS)

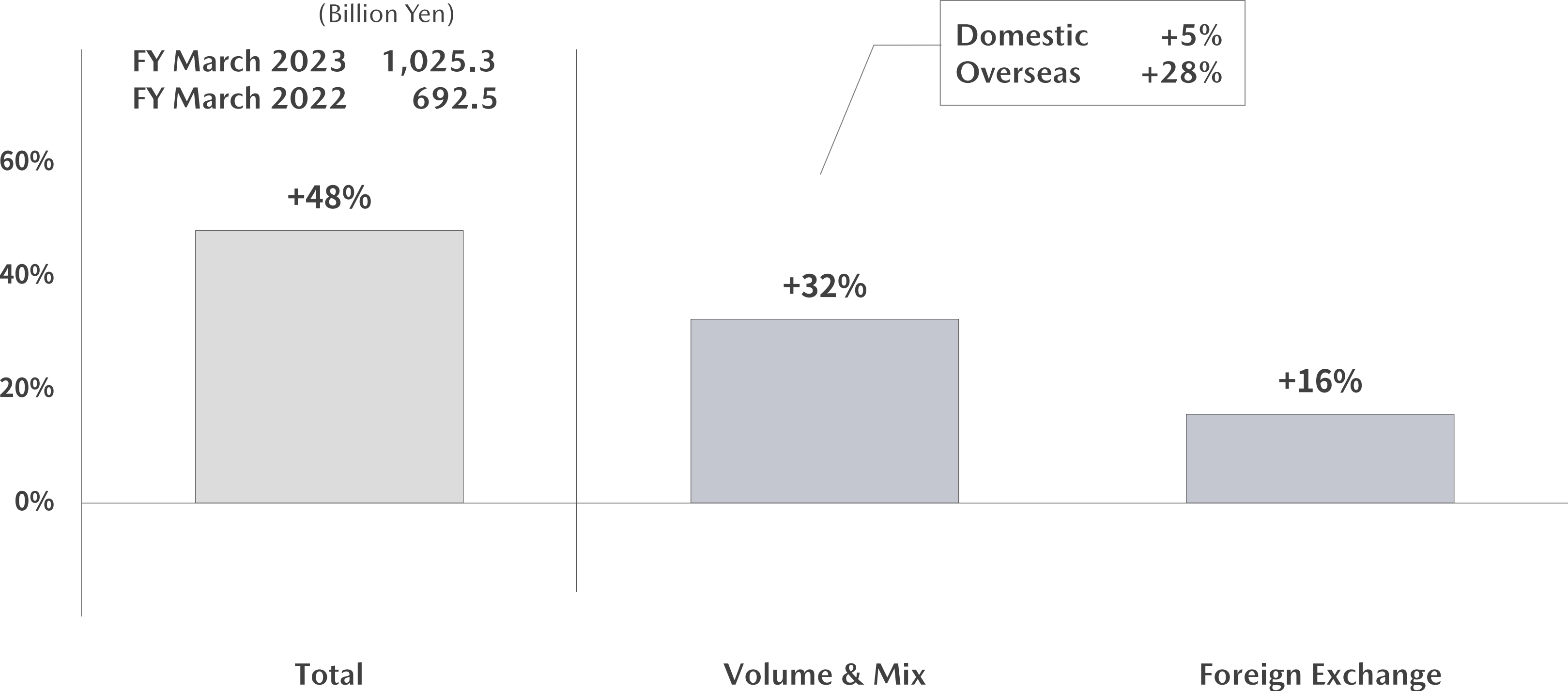
FY March 2023 1st Half vs. FY March 2022 1st Half





# BREAKDOWN OF CHANGE IN NET SALES (3 MONTHS)

FY March 2023 2nd Quarter vs. FY March 2022 2nd Quarter



# CASH FLOW AND NET CASH

(Billion Yen)	FY March 2022	FY March 2023	Change from
	Full Year	1st Half	Prior FY End
Cash Flow from Operating Activities	189.2	-0.6	-
Cash Flow from Investing Activities	-136.2	-50.0	-
Free Cash Flow	52.9	-50.6	-
Cash and Cash Equivalents	740.4	777.2	+36.8
Interest-bearing Debt	680.8	730.3	+49.5
Net Cash	59.6	46.8	-12.8
Total Assets	2,968.1	3,230.6	+262.5
Equity	1,301.1	1,413.1	+112.0
Equity Ratio	44 %	44 %	0 pts

FY MARCH 2023 2<sup>ND</sup> QUARTER GLOBAL SALES AND CONSOLIDATED WHOLESALES (3 MONTHS)

(Thousand Units)	FY March 2022	FY March 2023	Change	
Global Sales Volume	2nd Quarter	2nd Quarter	2nd Quarter	
Japan	32	43	+11	+34%
North America	111	101	-10	-9%
Europe	51	37	-14	-28%
China	42	25	-17	-40%
Other Markets	71	75	+4	+6%
Total	307	281	-26	-8%
USA	84	73	-11	-14%
Australia	23	24	+1	+4%
ASEAN	13	21	+8	+63%
Consolidated Wholesales	2nd Quarter	2nd Quarter	2nd Quarter	
Japan	31	43	+12	+38%
North America	88	113	+25	+28%
Europe	41	41	+1	+2%
Other Markets	60	87	+27	+46%
Total	220	284	+64	+29%
USA	72	83	+11	+16%

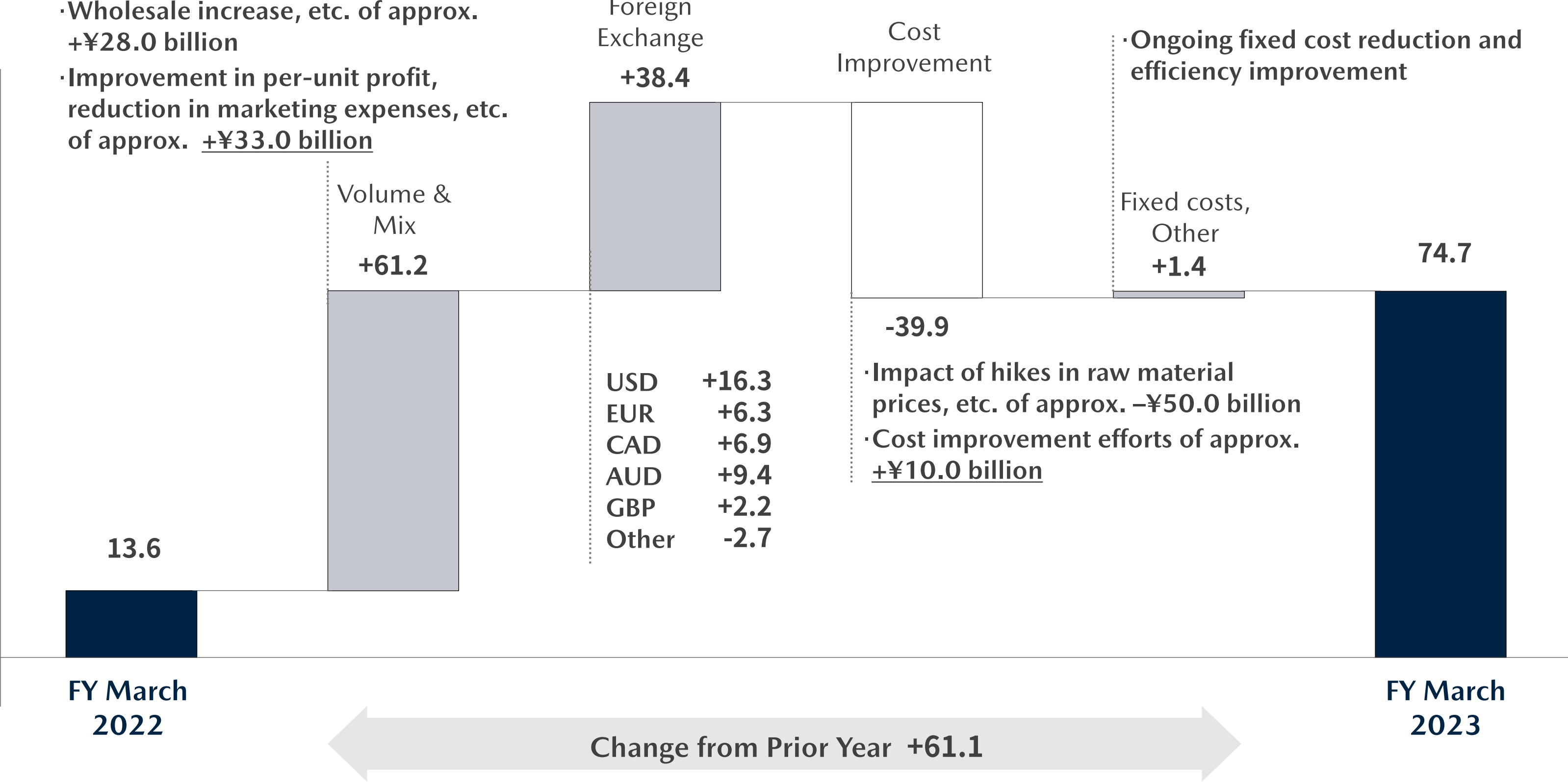
# FY MARCH 2023 2<sup>ND</sup> QUARTER FINANCIAL METRICS (3 MONTHS)

(Billion Yen)	FY March 2022	FY March 2023	Change	
	2nd Quarter	2nd Quarter	2nd Quarter	
Net Sales	692.5	1,025.3	+332.8	+48%
Operating Income	13.6	74.7	+61.1	+448%
Ordinary Income	7.4	89.7	+82.3	-
Profit before Tax	10.5	89.0	+78.5	+750%
Net Income	12.5	70.9	+58.4	+468%
Operating Income Ratio	2.0 %	7.3 %	+5.3 pts	
EPS (Yen)	19.8	112.5	+92.7	
Exchange Rates (Yen)				
US Dollar	110	138	+28	
Euro	130	139	+9	

\*Net income indicates net income attributable to owners of the parent

# CHANGE IN FY MARCH 2023 2<sup>ND</sup> QUARTER OPERATING INCOME (vs. FY MARCH 2022 2<sup>ND</sup> QUARTER)

(Billion Yen)





# FY MARCH 2023 FULL YEAR GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES

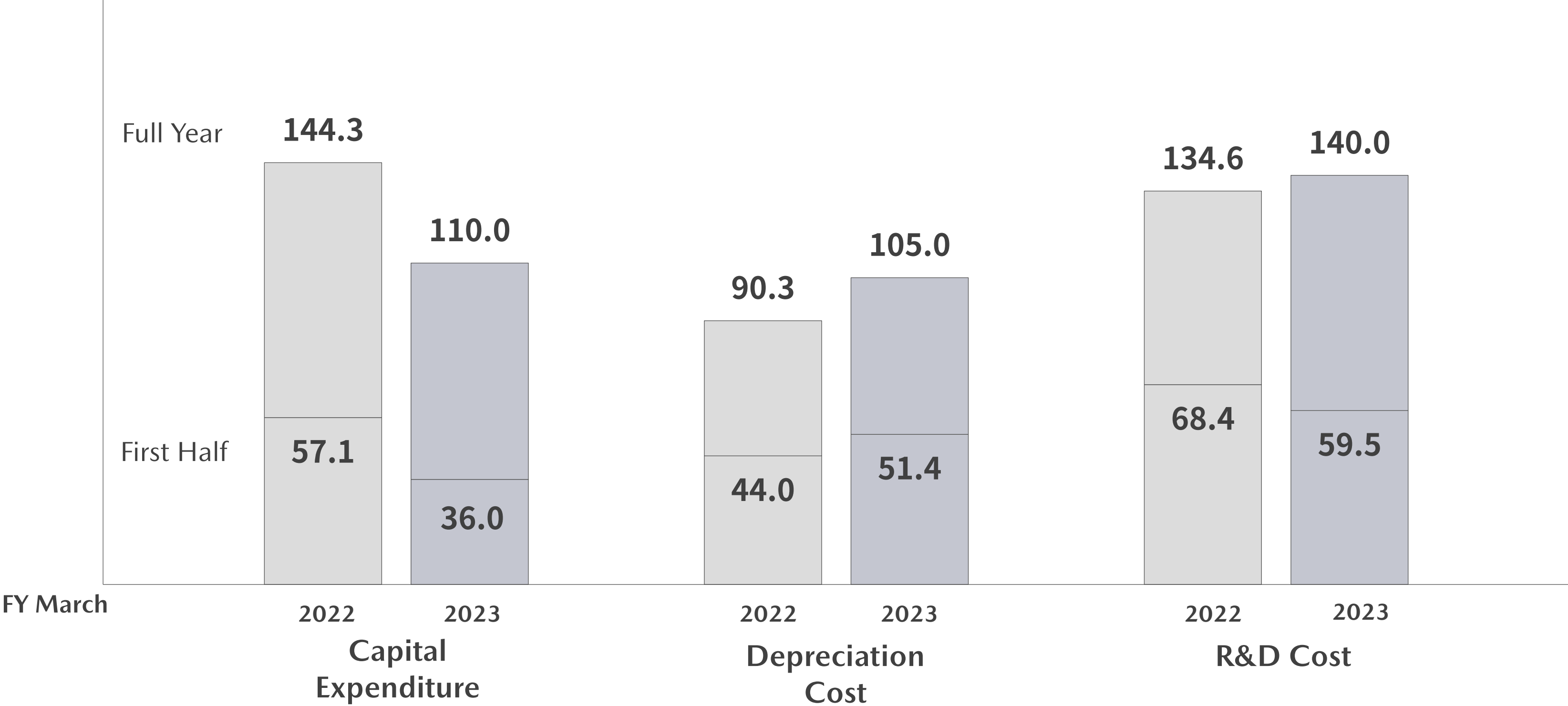
(Thousand Units)	FY March 2023			Change from Prior Year				Change from May Forecast
Global Sales Volume	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year		Full Year
Japan	68	113	181	+8	+24	+33	+22%	-10
North America	181	263	444	-68	+72	+5	+1%	-39
Europe	67	108	175	-40	+25	-15	-8%	-15
China	49	61	110	-40	-19	-60	-35%	-60
Other Markets	150	156	306	-7	+9	+2	+1%	-10
Total	514	701	1,216	-146	+111	-35	-3%	-133
USA	133	203	336	-57	+61	+4	+1%	-35
Australia	44	50	94	-12	+3	-9	-9%	-9
ASEAN	46	40	86	+14	-6	+8	+10%	0
Consolidated Wholesales	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year		Full Year
Japan	70	102	172	+2	+19	+20	+13%	0
North America	177	266	442	-13	+70	+57	+15%	-47
Europe	63	105	168	-28	+26	-1	-1%	-19
Other Markets	140	177	317	+8	+25	+33	+12%	-13
Total	450	650	1,100	-30	+139	+109	+11%	-80
USA	130	200	330	-18	+50	+32	+11%	-44

# EXCHANGE RATE

(Yen)	FY March 2022	FY March 2023			Change from Prior Year			Change from May Forecast
	Full Year	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	Full Year
US Dollar	112	134	138	136	+24	+23	+24	+13
Euro	131	139	139	139	+8	+9	+8	+6
Canadian Dollar	90	104	102	103	+16	+11	+13	+6
Australian Dollar	83	94	90	92	+11	+6	+9	+3
British Pound	154	163	157	160	+10	+2	+6	+1

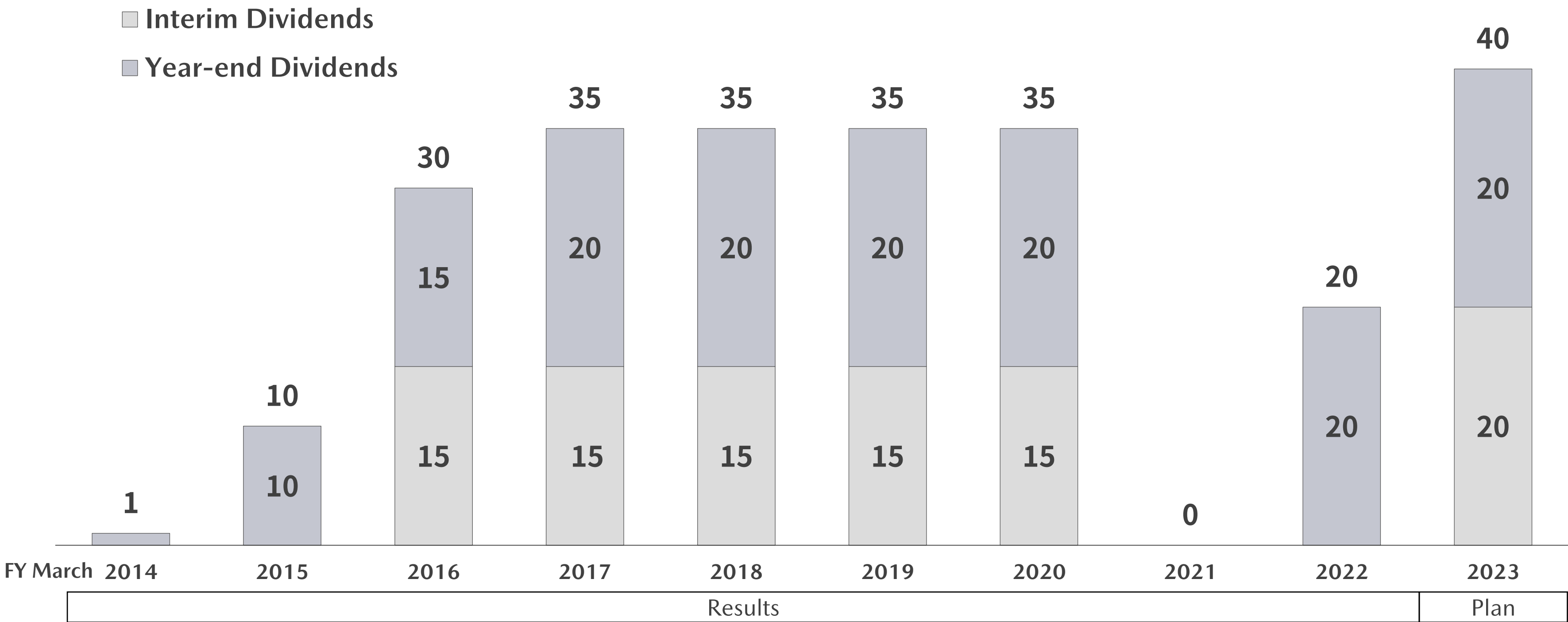
# KEY DATA

(Billion Yen)



# DIVIDEND PAYMENT

## Dividends Per Share (Yen)



Note: A share consolidation was implemented on common stock with a ratio of five shares to one 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 but not limited to conditions of the world economy in the future, trends in the automotive industry, and the risk of exchange rate fluctuations. Consequently, Mazda's actual performance may differ substantially from these projections.

If you are interested in investing in Mazda, you are requested to take the foregoing into consideration and make a final investment decision at your own discretion.

Please note that neither Mazda nor any third party providing information concerning Mazda will be liable for any damages incurred as a result of investment in Mazda based on information in this presentation.



