



FINANCIAL RESULTS FOR FY MARCH 2023 SECOND QUARTER

November 10, 2022
Mazda Motor Corporation



MAZDA MOTOR CORPORATION

- Thank you for joining our earnings presentation today.

PRESENTATION OUTLINE

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

- This is the presentation outline.

FINANCIAL RESULTS SUMMARY

- I will now explain the first half results.

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

- In the first half of this fiscal year, net sales and profit increased year on year, and we revised the full-year forecast.
- After incurring loss due to the Shanghai lockdown in the first quarter, we set a goal to achieve 40% of the full-year total operating income in the first half as our strategy for recovering as quickly as possible. The entire Mazda Group then worked hard together to achieve this ambitious target.
- We have now met our target, and are all set to start the second half of the year.
- On the other hand, we want to apologize to customers who have been waiting patiently for their vehicles for a long time.
- During this challenging period, we received tremendous support from suppliers and dealers as well as our employees in the areas of procurement, production and delivery to bring Mazda vehicles to our customers. I would like to take this opportunity to extend my deepest appreciation to all of those people. Everyone in the Mazda Group is determined to work as one to deliver as many vehicles as possible, as fast as we can.
- In the first half of this year, we entered a phase of dramatic changes in the business environment. Consequently, the future is extremely difficult to predict due to various complex factors such as fluctuations in the foreign exchange market, rises in interest rates, surges in material prices, global inflation, and the Ukraine crisis. Under these circumstances, we were not able to meet our volume target in the second quarter as we continued to face instability in the supply of semiconductors and a shortage of carrier vessels as production began to recover from the Shanghai lockdown.
- Despite that, we continually streamlined fixed costs and improved per-unit profits through the sales team's efforts in selling higher grade models, taking pricing actions, and curbing marketing expenses. I am very proud to say that our earnings power has improved.
- As a result, we have revised our full-year operating income upwards to ¥140 billion. Likewise, we have revised our ordinary income and net income attributable to owners of the parent forecast thanks to valuation gains in foreign currency-denominated assets, as we have updated foreign exchange assumptions to weaker yen. We will continue to focus on operation quality improvement in the second half of the year.

FY MARCH 2023 FIRST HALF RESULTS

- I will explain the first half results for FY March 2023.

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%

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*Based on our monthly disclosure (global production volume including volume in China, excluding vehicles received from other OEMs) ⁶

- In the first half of FY March 2023, our production volume was 503,000 units, up 8% from the prior year.
- Consolidated wholesale volume was 450,000 units, down 6% year on year.
- Global sales volume was 514,000 units, down 22% from the prior year.
- In the three-month period of the second quarter, both production volume and wholesales recovered to a higher level than in the prior year.
- However, we could not achieve the production and wholesale target of more than 300,000 units, due to the unstable supply of semiconductors and a shortage of carrier vessels.
- Global sales volume was down from the prior year due to a parts supply shortage caused by the Shanghai lockdown, but sales volume recovered to the prior year's level from August onwards.

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

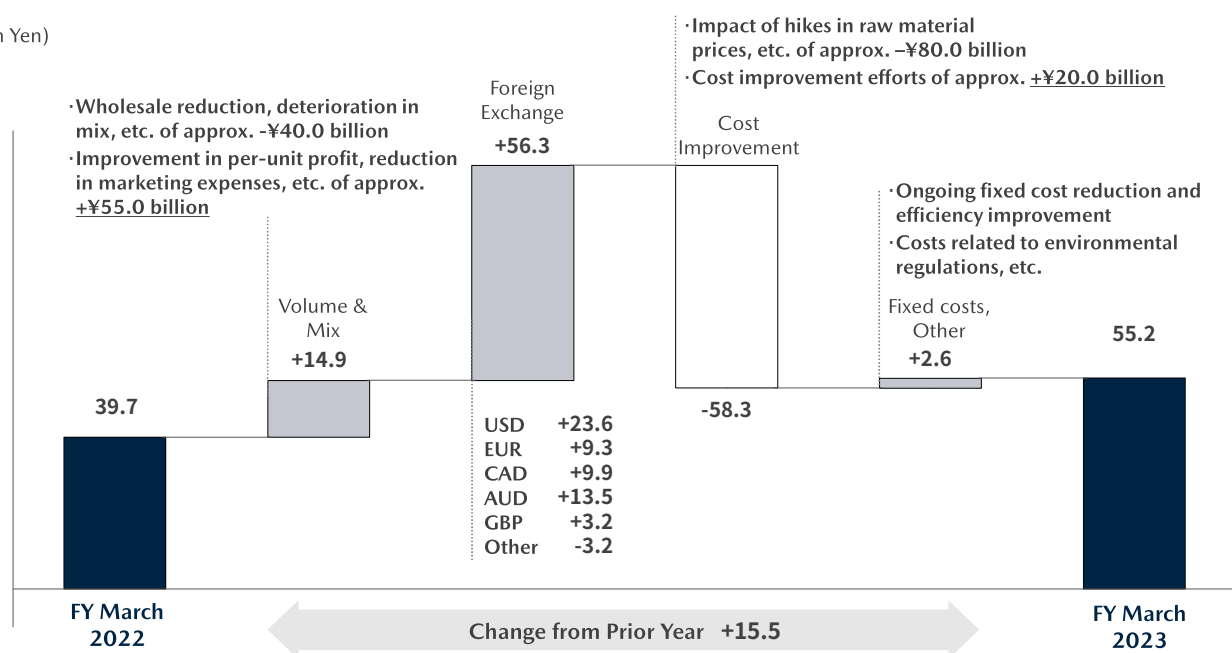
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- Next, I would like to present the financial metrics for the first half.
- Net sales were ¥1,642.5 billion, up 10% from the prior year, and operating income was up 39% to ¥55.2 billion.
- Net income attributable to owners of the parent was ¥85.9 billion, due mainly to foreign exchange valuation gains recognized in non-operating income.
- Regarding exchange rates, the yen significantly weakened against the US dollar, depreciating ¥24 from the prior year to ¥134, while the yen weakened ¥8 against the euro to ¥139.
- In addition to our initiatives to improve per-unit profit and reduce fixed costs, positive effects from the depreciation of the yen also contributed to the year-on-year growth of net sales and profit.
- In the first half of the year, we achieved 46% of the full-year operating profit plan, which exceeded our target of 40%.

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

(Billion Yen)



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- First half operating income improved by ¥15.5 billion over the prior year to ¥55.2 billion. Here is the breakdown of the change.
- Volume and Mix improved by ¥14.9 billion, due to approximately ¥55 billion improvement in per-unit profit and reduction in marketing expenses more than offsetting the deterioration of approximately ¥40 billion caused by lower consolidated wholesales.
- Foreign exchange improved by ¥56.3 billion with the yen weakening significantly mainly against the US dollar.
- In the area of variable costs, while cost improvement delivered an approximate ¥20 billion profit improvement, a significant increase in raw material prices and logistic costs and other factors had a negative impact of nearly ¥80 billion, resulting in a negative profit impact of ¥58.3 billion in total.
- Fixed costs and others improved by ¥2.6 billion from the previous year through ongoing efforts to improve efficiency in each area and offsetting the impact of increased depreciation costs and environmental regulatory costs.
- While the business environment remained challenging due to raw material price hikes and an unstable supply of semiconductors, profit improved from the prior year due to efforts in all areas including per-unit profit improvement, reduction in marketing expenses and fixed costs, and the positive effect of the depreciation of the yen.

FY MARCH 2023 FULL YEAR FORECAST

- Next, I would like to explain the full year forecast for FY March 2023.

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

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- Global sales volume for FY March 2023 is forecast to be 1,216,000 units, down 3% year on year.
- We have revised our May forecast downwards by 133,000 units, to reflect mainly the impact of production cuts and a shortage of carrier vessels.
- In comparison to the previous year, global sales volume is down 35,000 units. Although the volume in the first half declined 146,000 units year on year, we plan to increase the sales volume in the second half by about 100,000 units from the prior year, mainly in markets where new products were introduced this fiscal year.

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

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

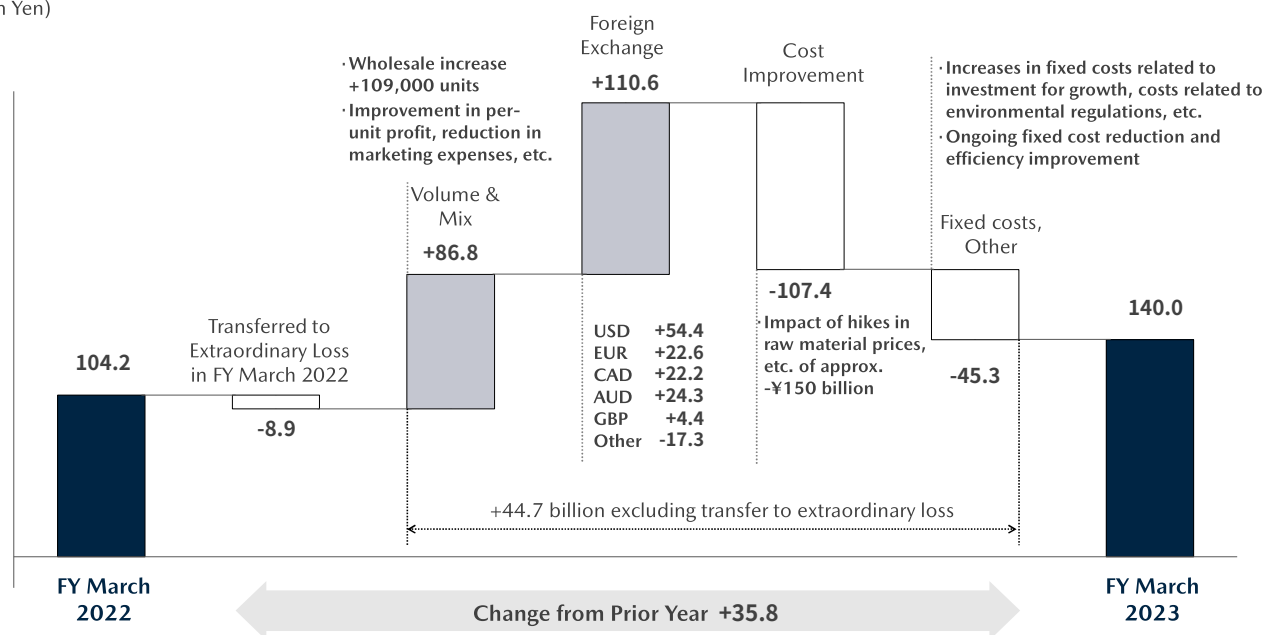
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- Next, I would like to talk about the financial metrics for the full year.
- Consolidated wholesales are projected at 1.1 million units, in light of the impact of production cuts and a shortage of carrier vessels in particular.
- Net sales are projected to reach ¥3.9 trillion, up 25% year on year.
Operating income has been revised to ¥140 billion, up 34% year on year, and net income attributable to owners of the parent to ¥130 billion, up 59% year on year.
- Although there are various uncertain risk factors, such as hikes in raw material prices, rising interest rates, and unstable semiconductor procurement, the full-year forecast has been revised upwards to reflect improved operations including per-unit profit improvement and fixed cost efficiency as well as changes in foreign exchange assumptions.
- The assumed exchange rate for the full year is ¥136 to the US dollar, and ¥139 to the Euro.

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

(Billion Yen)

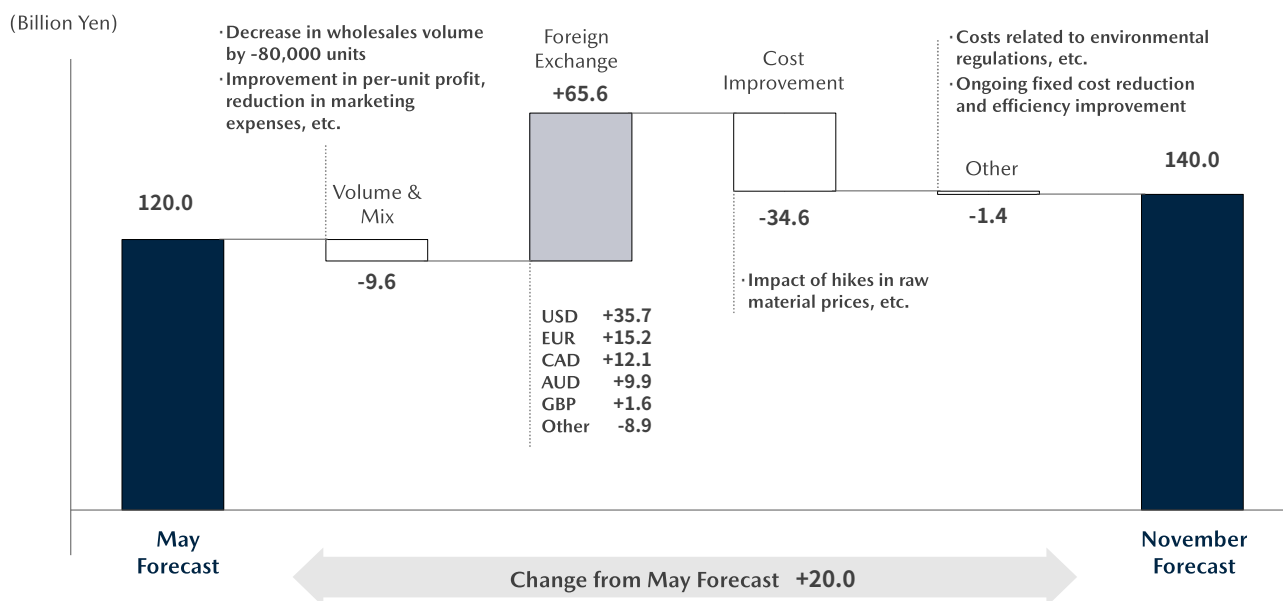


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- I would now like to explain the ¥35.8 billion change in full-year operating income.
- Volume & Mix is projected to improve by ¥86.8 billion, due to an increase in consolidated wholesale volume, improved per-unit profit, and reduction in marketing expenses.
- Foreign exchange is forecast to improve by ¥110.6 billion, with an assumption that the yen will weaken significantly over the prior year, mainly against the US dollar.
- In the area of variable costs, the negative impact of hikes in raw material prices, etc. is projected to be around ¥150 billion, about ¥40 billion of which will be offset through cost improvement. Therefore, net profit impact is projected to be ¥107.4 billion in total.
- Fixed cost and others will have negative impact of ¥45.3 billion, with continued efficiency improvements partially offsetting the increase in fixed costs related to growth investments such as Large products and the US plant as well as increase in costs related to environmental regulations of about ¥10 billion.

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



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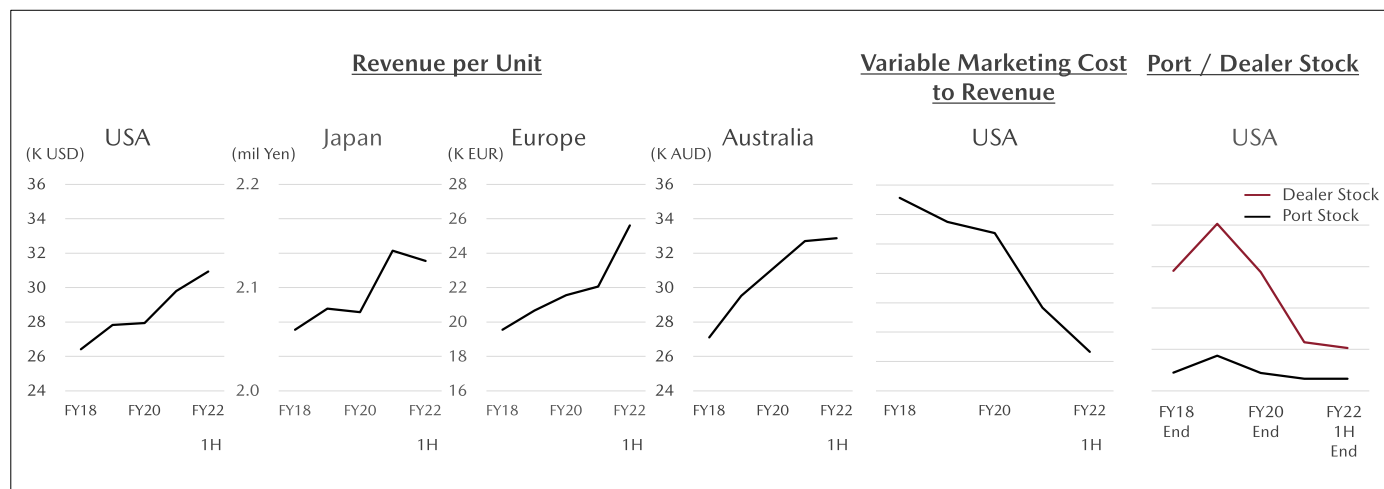
- This slide shows the breakdown of the change of ¥20 billion from the May forecast.
- Deterioration in Volume and Mix will be limited to ¥9.6 billion as the negative impact of lower consolidated wholesale volume is partially offset by per-unit profit improvement.
- Foreign exchange is projected to improve by ¥65.6 billion, reflecting the recent weakening of the yen.
- Variable costs are projected to deteriorate by about ¥35 billion due to the impact of hikes in raw material prices in particular.
- We expect to limit other deterioration to ¥1.4 billion, as the negative impact from an increase in costs related to environmental regulations of about ¥10 billion is offset by efficiency improvements in fixed costs.

SALES HIGHLIGHTS

- I will now present highlights of initiatives in sales in the first half of the fiscal year.

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



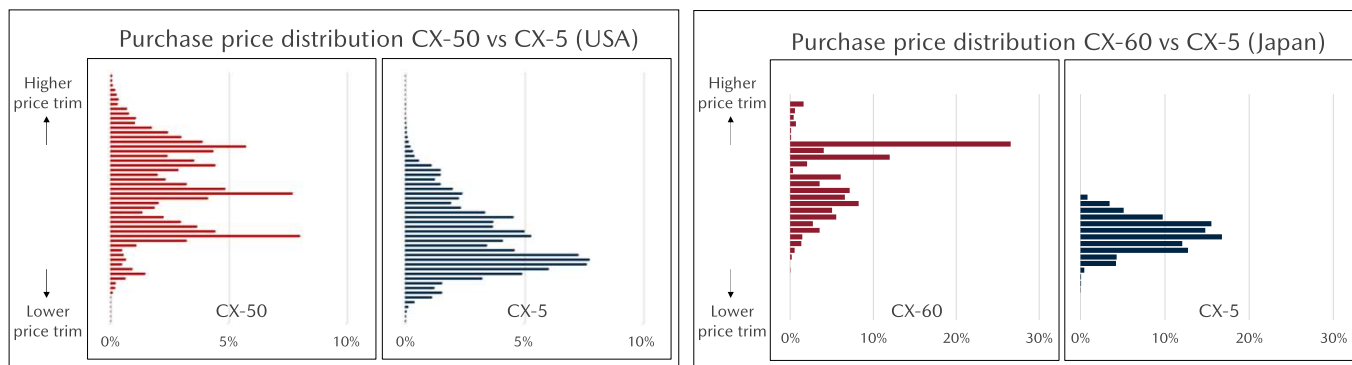
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- First of all, due to the tight supply of semiconductors and parts, the delivery lead time to customers in the second quarter was again prolonged, and we would like to express our sincere apologies to our dealers and customers.
- Despite limited production volume, we are making the most of the recovery in production since the second quarter, and continuing to allocate vehicles in a globally optimal manner by comprehensively considering per-unit profit in each country, the status of orders, dealer inventory, and delivery time.
- In the first half of the fiscal year, we continued to improve the quality of sales through improvements in per-unit revenue, control of variable and fixed marketing expenses, and efficient inventory management.
- We have been making appropriate adjustments to variable marketing expenses and this is resulting in a virtuous cycle whereby the control of variable marketing expenses is leading to high residual value and curbing variable marketing expenses even when interest rates rise.

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



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- Since the first quarter, we introduced the CX-60, the lead model of the Large product group in Japan and Europe, and the CX-50 manufactured at the new Alabama Plant in North America. Sales have also been on track since the second quarter.
- First, I would like to talk about the CX-60 in Japan and Europe.
- In Japan, we received orders for 14,000 units as of the end of October mainly for the mild hybrid model with a 3.3L inline 6-cylinder diesel engine, which commands higher price range than the CX-5.
- In Europe, we received orders for 19,000 units for the 2.5L plug-in hybrid model as of the end of October. Next year we plan to add the mild hybrid model with a 3.3L inline 6 diesel engine, and aim to further expand sales.
- In the US, we sold 16,000 CX-50s between April and the end of October. As the differentiation within the lineup is appropriate, this model commands higher prices than the CX-5.
- In all models, the sales ratio of high-grade models exceeded the plan, contributing to an improvement in profit per unit.
- This concludes my explanation of the results in sales area.

SUMMARY

- Let me briefly go through the 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

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- In the first half of the fiscal year, we were unable to increase sales due to constraints on production volume stemming mainly from supply chain-related issues such as rising raw material costs, semiconductor procurement and the Shanghai lockdown. However, we steadily strengthened profitability by improving per-unit prices and controlling costs. In addition, favorable foreign exchange rates partly offset higher raw material costs, resulting in higher net sales and profits, and bringing the rate of progress in operating income back on track.
- In the second half, we anticipate an increasingly uncertain business environment, including the ongoing tight supply of semiconductors and high prices of raw materials, production constraints due to shortages of carrier vessels and labor shortages in the US market, and the risk of an economic downturn stemming from interest rate increases aimed at curbing inflation.
- For the full fiscal year, we revised the wholesale volume to 1.1 million units, and revised upwards the profit forecast of our announcement in May, and forecast ¥140 billion for operating income, ¥170 billion for ordinary income, and ¥130 billion for net income attributable to owners of the parent.
- We will continue to focus on improving the quality of operations, increasing per-unit profit, and controlling fixed costs. At the same time, we will generate momentum from the effects of new large products, such as expanding CX-60 production and commencing CX-90 production.
- At the sales front, particularly in the US, the performance of 250 next-generation stores that have already opened is improving, and we plan to further strengthen our sales capabilities by increasing the number of stores to 360 within 12 months.
- In addition, we will promote company-wide cost reduction activities, including supply chain restructuring, as we work toward building a muscular corporate structure.
- Finally, we intend to increase the interim dividend by ¥5 to ¥20 and therefore have revised the annual dividend forecast to ¥40. Although the business environment in the second half is set to be even more uncertain than in the first half, we will continue our efforts to realize stable dividends and steadily improve them.

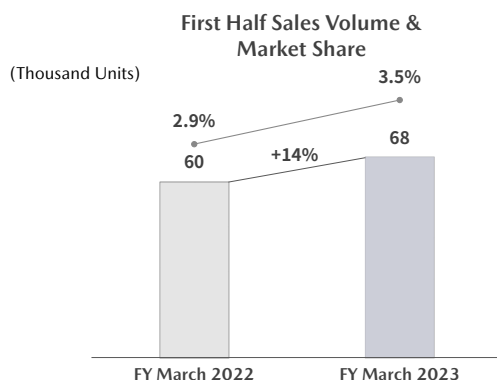


APPENDIX

JAPAN

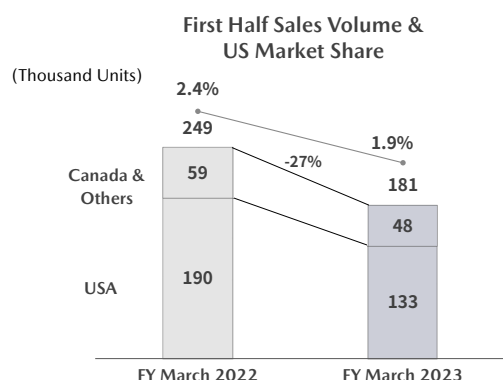


MAZDA CX-60



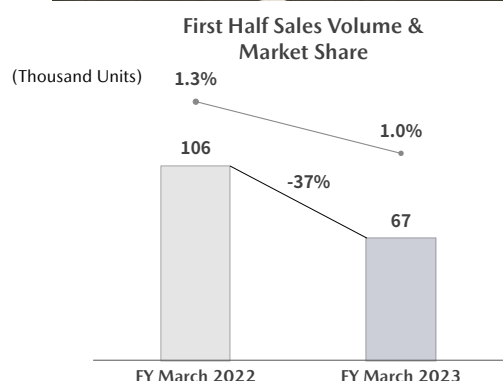
- 68,000 units sold, up 14% year on year
- Total market share increased 0.6 points year on year to 3.5%, while registered vehicle market share increased 1.1 points year on year to 4.6%
- The CX-60, the first in the Large product group, was introduced in September, and achieved more orders than plan, 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



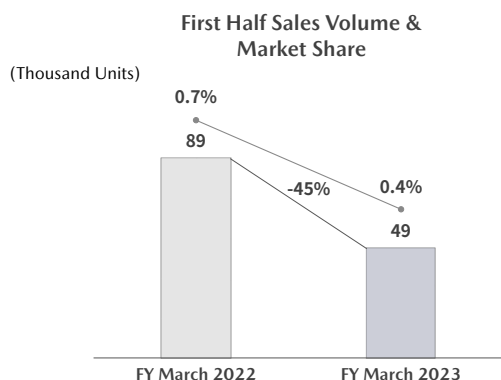
- 181,000 units sold, down 27% year on year
- USA: 133,000 units, down 30% year on year
 - Market share decreased 0.5 points year on year to 1.9%
 - Sales declined year on year due to cuts in production caused by the Shanghai lockdown
 - Curbing of marketing expenses and efficient inventory management 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



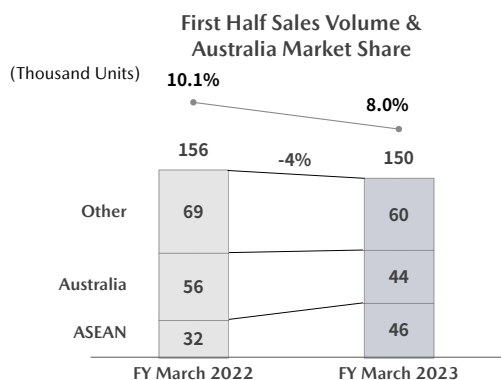
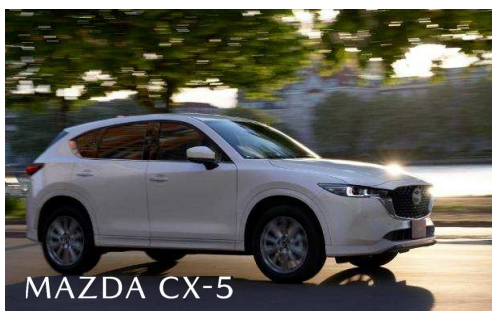
- 67,000 units sold, down 37% year on year
- Market share decreased 0.3 points year on year to 1.0%
- Sales declined year on year due to cuts in production caused by the Shanghai lockdown
- A plug-in hybrid model of the CX-60, launched in the second quarter, exceeded the planned order volume thanks to 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



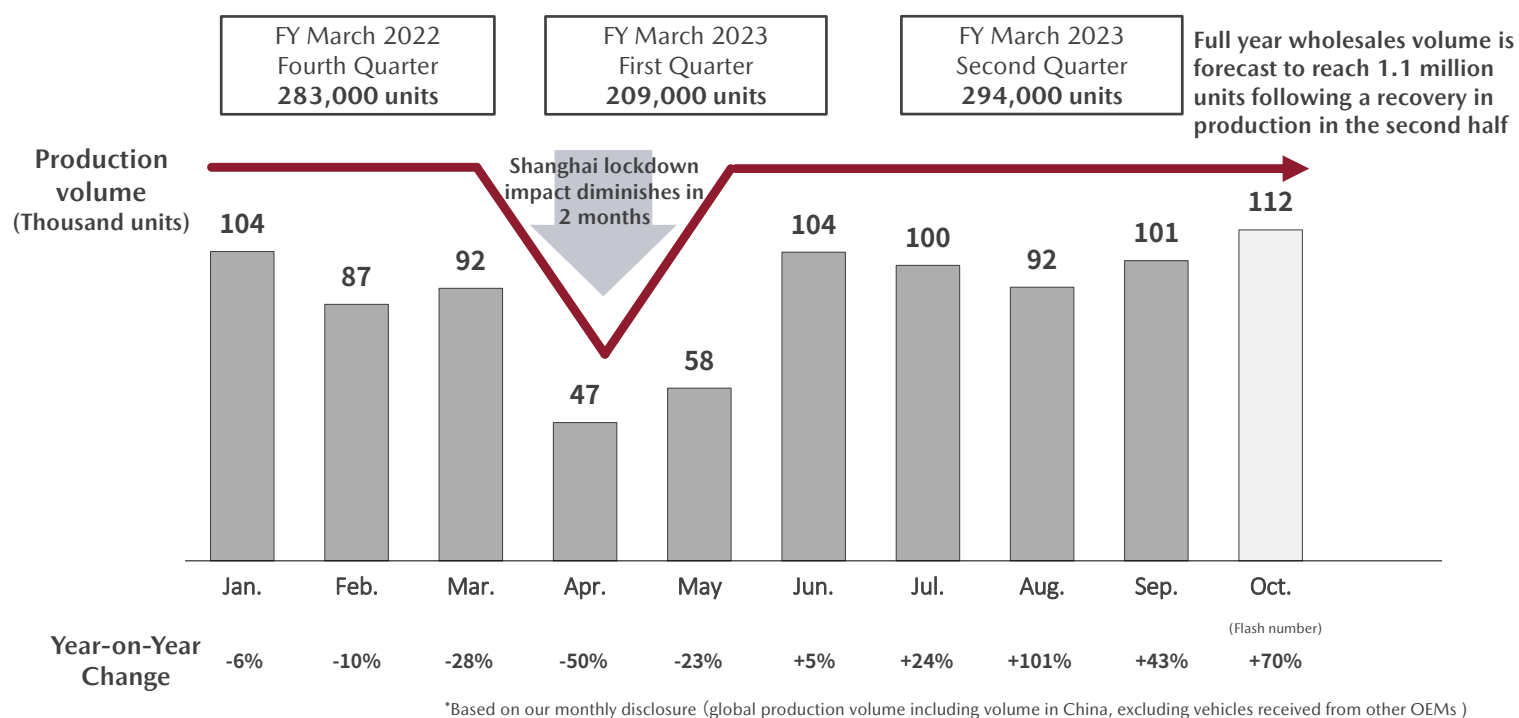
- 49,000 units sold, down 45% year-on year
- Market share was 0.4%, down 0.4 points year on year
- Sales volume was down year on year due to cuts in production and sales activity restrictions driven by the lockdown in Shanghai
- Mazda focused on continuing right-price sales and strengthening its sales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

OTHER MARKETS



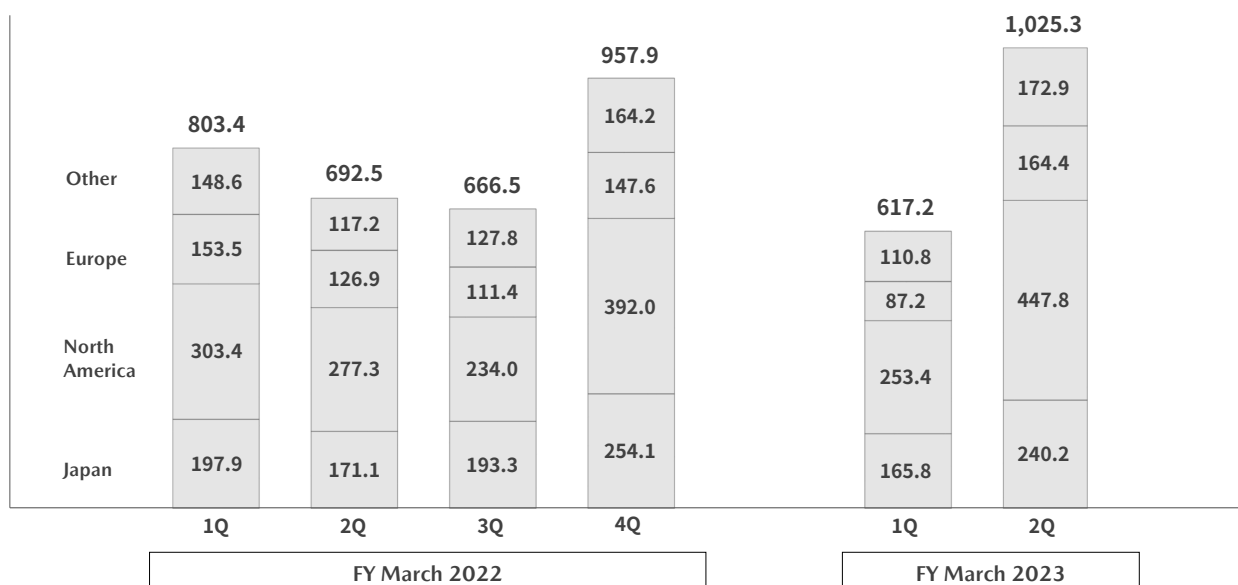
- 150,000 units sold, down 4% year-on-year
- Australia: 44,000 units, down 21% year-on year
 - Market share was 8.0%, down 2.1 points year on year
 - Sales declined year on year due to cuts in production caused by the Shanghai lockdown
- ASEAN: 46,000 units, up 45% year over year
 - Sales volume was 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



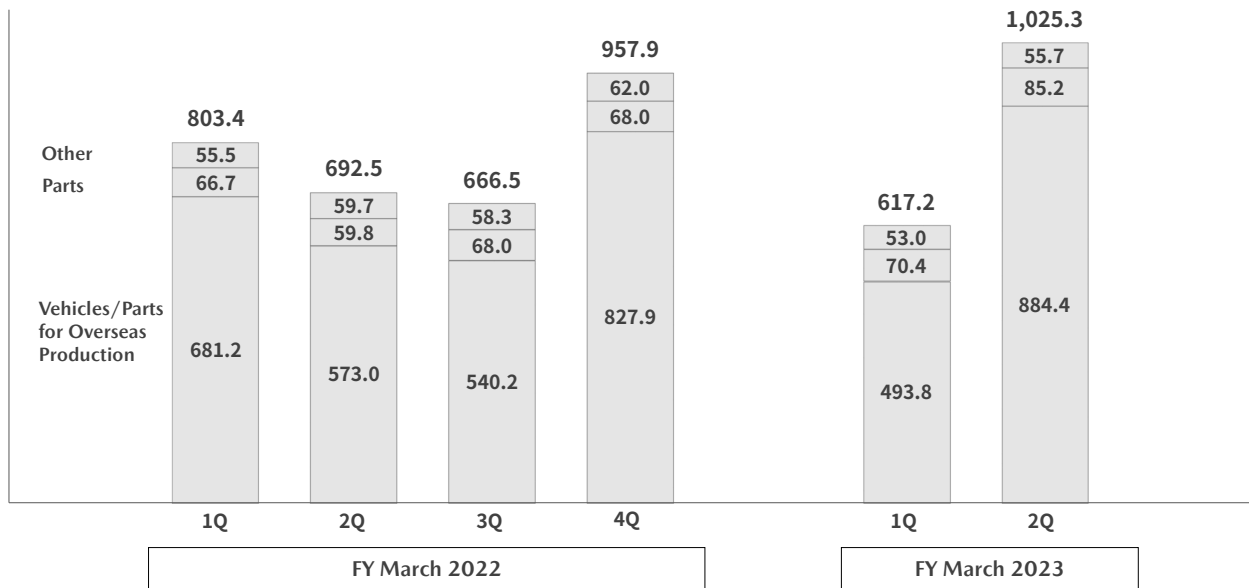
NET SALES BY GEOGRAPHIC AREA

(Billion Yen)



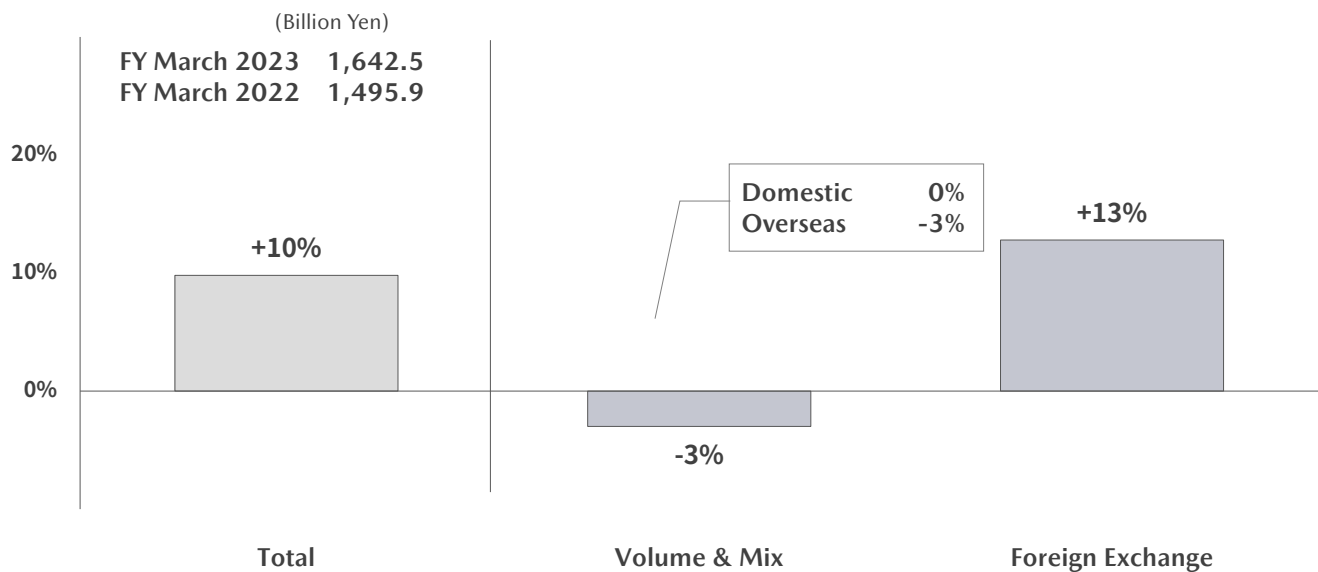
NET SALES BY PRODUCT

(Billion Yen)



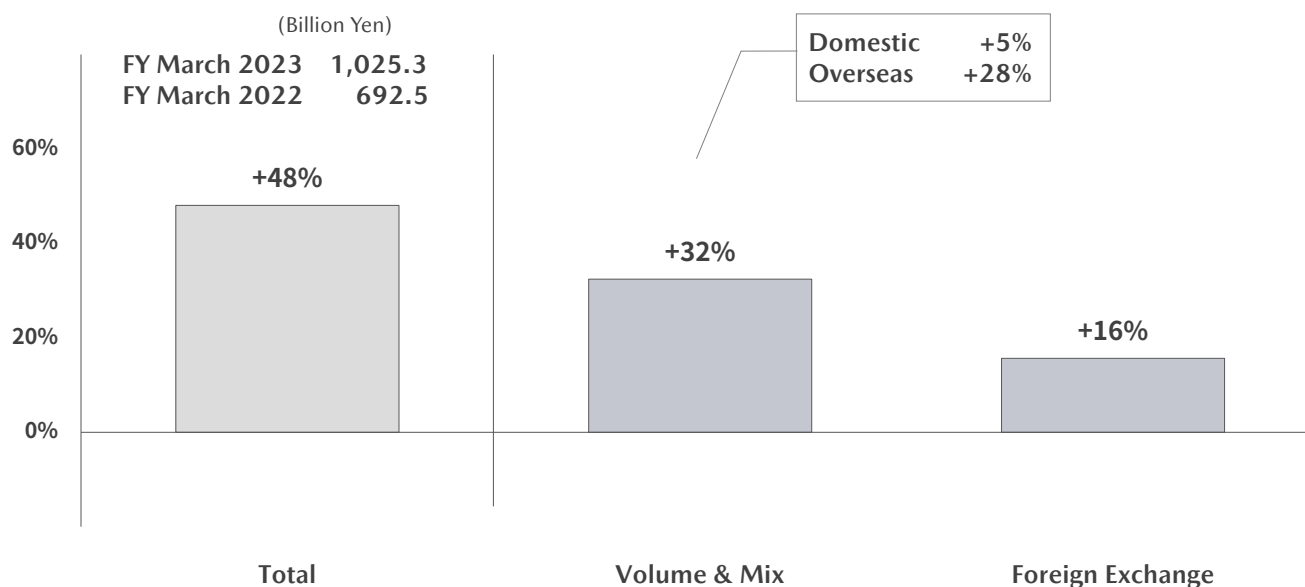
BREAKDOWN OF CHANGE IN NET SALES (6 MONTHS)

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 2ND 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%

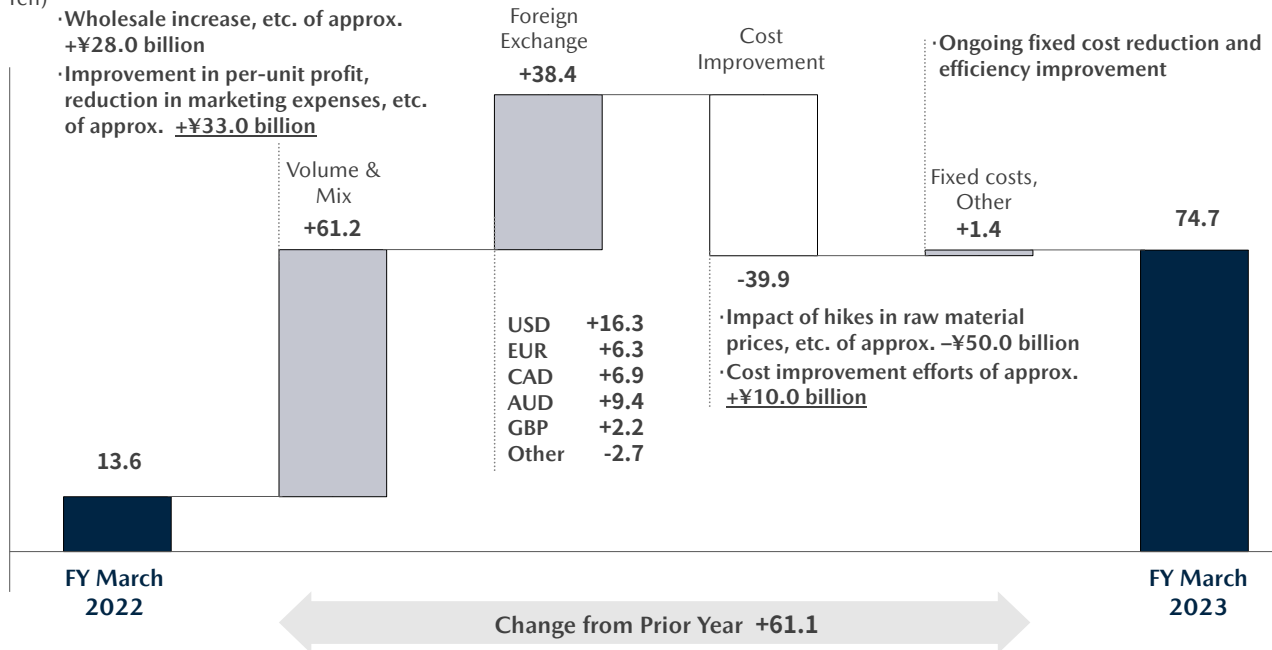
FY MARCH 2023 2ND QUARTER FINANCIAL METRICS (3 MONTHS)

(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 2ND QUARTER OPERATING INCOME (vs. FY MARCH 2022 2ND QUARTER)

(Billion Yen)



FY MARCH 2023 FULL YEAR GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES

(Thousand Units)	FY March 2023		
Global Sales Volume	1st Half	2nd Half	Full Year
Japan	68	113	181
North America	181	263	444
Europe	67	108	175
China	49	61	110
Other Markets	150	156	306
Total	514	701	1,216
USA	133	203	336
Australia	44	50	94
ASEAN	46	40	86

Consolidated Wholesales	1st Half	2nd Half	Full Year
Japan	70	102	172
North America	177	266	442
Europe	63	105	168
Other Markets	140	177	317
Total	450	650	1,100
USA	130	200	330

Change from Prior Year				Change from May Forecast
1st Half	2nd Half	Full Year		Full Year
+8	+24	+33	+22%	-10
-68	+72	+5	+1%	-39
-40	+25	-15	-8%	-15
-40	-19	-60	-35%	-60
-7	+9	+2	+1%	-10
-146	+111	-35	-3%	-133
-57	+61	+4	+1%	-35
-12	+3	-9	-9%	-9
+14	-6	+8	+10%	0

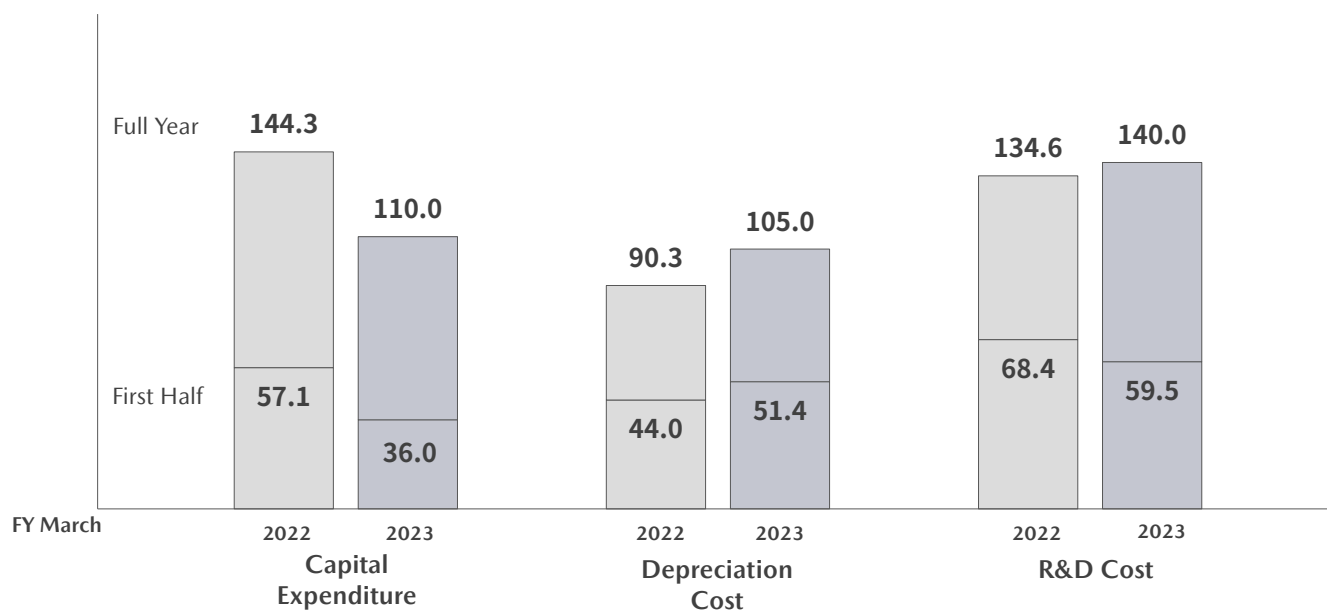
1st Half	2nd Half	Full Year		Full Year
+2	+19	+20	+13%	0
-13	+70	+57	+15%	-47
-28	+26	-1	-1%	-19
+8	+25	+33	+12%	-13
-30	+139	+109	+11%	-80
-18	+50	+32	+11%	-44

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

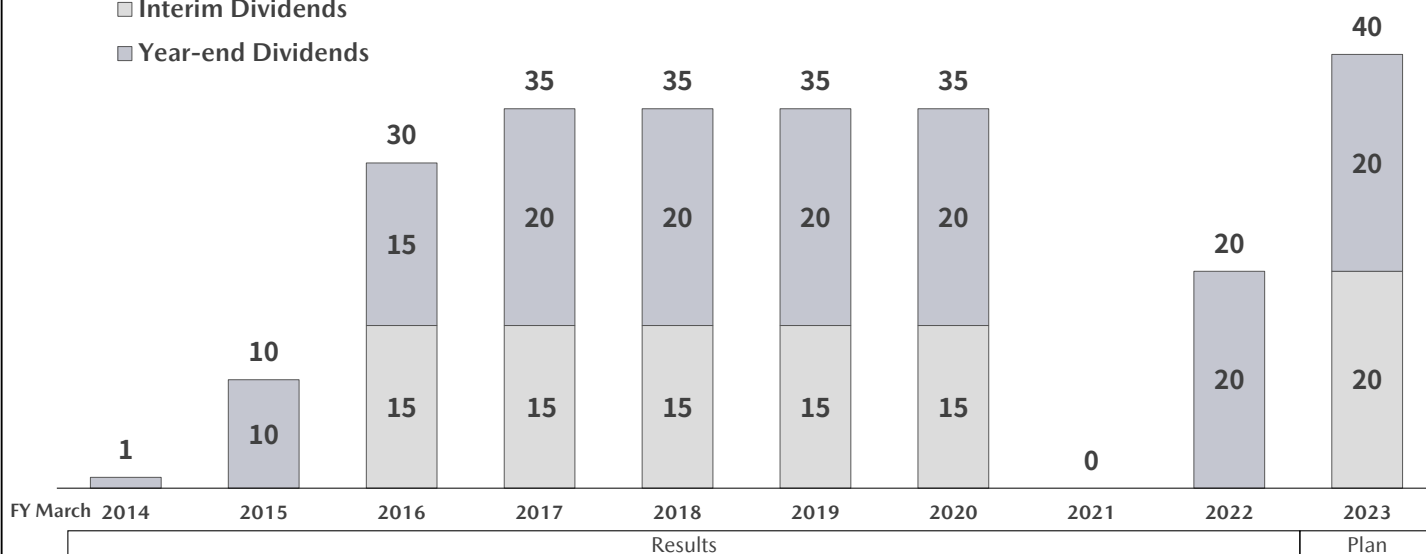
(Billion Yen)



DIVIDEND PAYMENT

Dividends Per Share (Yen)

- Interim Dividends
- Year-end Dividends



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.

