

**Financial Summary (Consolidated)**  
**For the First Quarter of the Fiscal Year Ending March 31, 2024**  
**(For the Three Months Ended June 30, 2023)**

August 8, 2023  
Mazda Motor Corporation

(In 100 millions of yen)  
(In thousands of units)  
(Upper left: return on sales)

		FY 2023 First 3 Months (Apr.'22-Jun.'22)		FY 2024 First 3 Months (Apr.'23-Jun.'23)		FY 2023 Full Year Ended March 31, 2023		FY 2024 Full Year Forecast Ending March 31, 2024		
			%		%		%		%	
	Domestic	1	1,134	(20.8)	1,664	46.8	6,229	9.4	6,900	10.8
	Overseas	2	5,038	(23.7)	9,246	83.5	32,039	25.6	38,100	18.9
Net sales		3	6,172	(23.2)	10,910	76.8	38,268	22.6	45,000	17.6
Operating income		4	(3.2%) (195)	—	2.8% 300	—	3.7% 1,420	36.2	4.0% 1,800	26.8
Ordinary income		5	3.4% 207	(21.8)	5.9% 639	208.3	4.9% 1,859	50.5	3.8% 1,720	(7.5)
Income before income taxes		6	3.3% 203	(20.2)	5.8% 632	211.3	4.4% 1,700	51.2	3.7% 1,680	(1.2)
Net income attributable to owners of the parent		7	2.4% 150	31.8	3.4% 372	148.3	3.7% 1,428	75.1	2.9% 1,300	(9.0)
Operating income by segment (geographic area)										
	Japan	8	(36)		85		713			
	North America	9	(74)		259		381			
	Europe	10	45		51		149			
	Other areas	11	47		76		267			
Operating income changes										
	Volume & mix	12			819				1,215	
	Foreign exchange	13			58				(519)	
	Raw material, logistics costs, etc.	14			(33)				(374)	
	Cost improvement	15			49				324	
	Fixed costs and others	16			(398)				(266)	
	Total	17			495				380	
Average rate for the period (Yen)	USD	18	130		138		136		128	
	EUR	19	138		150		141		139	
Capital expenditures		20	162		216		941		1,400	
Depreciation and amortization		21	251		275		1,060		1,100	
R & D costs		22	299		310		1,280		1,400	
Total assets		23	30,964		32,616		32,593			
Net assets		24	13,388		14,970		14,396			
Financial debt		25	8,128		5,751		6,155			
Net cash		26	(786)		1,110		1,016			
Free cash flow (Operating & Investing)		27	(1,647)		(4)		380			
	Japan	28	25	(9.6)	42	69.7	165	10.8	183	11.4
	North America	29	79	(42.3)	128	61.2	407	(7.4)	496	22.1
	Europe	30	30	(45.5)	44	45.6	160	(15.5)	189	18.1
	China	31	24	(49.5)	20	(16.7)	84	(50.4)	125	48.3
	Other	32	75	(12.7)	75	(0.3)	294	(3.1)	306	4.0
Global retail volume		33	233	(34.0)	309	32.4	1,110	(11.3)	1,300	17.1
	Japan	34	28	(26.6)	43	54.5	161	6.1	182	12.8
	North America	35	64	(37.1)	125	96.7	422	9.5	515	21.8
	Europe	36	22	(56.7)	45	108.0	161	(4.6)	189	17.2
	Other	37	53	(26.4)	72	37.2	314	10.6	314	0.0
Consolidated wholesales volume		38	166	(36.4)	286	72.2	1,059	6.9	1,200	13.3
	Domestic	39	138	(25.6)	192	39.3	764	9.8		
	Overseas	40	71	(13.9)	91	28.6	371	13.3		
Global production volume		41	209	(22.0)	284	35.6	1,135	10.9		

Note: Global retail volume refers to the total retail units of Mazda-brand vehicles sold on a global basis.

Global production volume refers to the total volume of the units produced in the domestic plant and Mexico plant plus the units of Mazda-brand vehicles produced in other overseas plants (mainly in the U.S., China and Thailand).