## FY2008 First Quarter Consolidated Financial Results For the Three Months Ended June 30, 2008





July 31, 2008

Company Name : Mazda Motor Corporation (Tokyo Stock Exchange/Code No. 7261)

URL : http://www.mazda.co.jp

Representative Persor : Hisakazu Imaki, Representative Director, President and CEO

Contact Person : Tetsuya Fujimoto, Deputy General Manager, Financial Services Division, Phone (082) 282-111

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interim business and financial report : Scheduled for August 8, 2008

(in Japanese yen rounded to millions, except amounts per share)

### 1. Consolidated Financial Highlights (April 1, 2008 through June 30, 2008)

### (1) Consolidated Financial Results

|                  | Sales        | Operating Income | Ordinary Income | Net Income    |
|------------------|--------------|------------------|-----------------|---------------|
|                  | million yen  | 6 million yen %  | million yen %   | million yen % |
| FY2008 1st. Qtr. | 771,825      | 28,255 -         | 22,885 -        | 14,984 -      |
| FY2007 1st. Qtr. | 814,293 10.9 | 32,261 9.0       | 21,204 (11.8)   | 2,481 (62.5)  |

Note: Changes in sales, operating income, ordinary income, and net income from the previous period are shown in percentage.

|                  | Net Income | Net Income          |
|------------------|------------|---------------------|
|                  | per Share  | per Share (Diluted) |
|                  | yen        | yen                 |
| FY2008 1st. Qtr. | 10.63      | 10.63               |
| FY2007 1st. Qtr. | 1.76       | 1.76                |

### (2) Consolidated Financial Position

| _                | Total Assets | Equity      | Equity Ratio | Equity<br>Per Share |
|------------------|--------------|-------------|--------------|---------------------|
|                  | million yen  | million yen | %            | yen                 |
| FY2008 1st. Qtr. | 2,048,928    | 549,947     | 26.7         | 388.69              |
| FY2007 Full Year | 1,985,566    | 554,154     | 27.8         | 391.82              |

Notes on equity, equity ratio and equity per share:

1) Equity for calculation of equity ratio and equity per share FY2008 1st. Qtr. 547,930 million yen FY2007 Full Year 552,190 million yen

- 2) Presentation of the minority interests in consolidated subsidiaries: The minority interests are presented as a separate component of the equity; however, the minority interests are excluded from the calculation of the equity ratio and the equity per share.
- 3) Recognition of the stock acquisition rights in the equity: The fair value of stock option is recognized, as stock acquisition rights, in the equity as a separate component for the amounts amortized in expense. However, the stock acquisition rights are excluded from the calculation of the equity ratio and the equity per share.

### 2. Dividends

|                   | Dividends per share        |      |          |           |      |  |  |  |
|-------------------|----------------------------|------|----------|-----------|------|--|--|--|
|                   | 1st. Qtr 2nd. Qtr 3rd. Qtr |      | Year end | Full-Year |      |  |  |  |
|                   |                            |      |          |           |      |  |  |  |
|                   | yen                        | yen  | yen      | yen       | yen  |  |  |  |
| FY2007            | -                          | 3.00 | -        | 3.00      | 6.00 |  |  |  |
| FY2008            | -                          |      | -        | -         | -    |  |  |  |
| FY2008 (Forecast) | -                          | 3.00 | ı        | 3.00      | 6.00 |  |  |  |

Note: The dividend forecast for the year ending March 31, 2009 remains unchanged from the prior forecast that was released on April 25, 2008.

### 3. FY2008 Consolidated Financial Forecast (April 1, 2008 through March 31, 2009)

(Changes in sales, operating income, ordinary income, and net income from the previous periods are shown in percentage.)

|            | Sales            | Operating Income | Ordinary Income | Net Income    | Net Income<br>per Share |
|------------|------------------|------------------|-----------------|---------------|-------------------------|
|            | million yen %    | million yen %    | million yen %   | million yen % | yen                     |
| Six Months | 1,450,000 -      | 50,000 -         | 50,000 -        | 32,000 -      | 22.70                   |
| Full Year  | 3,000,000 (13.7) | 115,000 (29.1)   | 110,000 (25.9)  | 70,000 (23.8) | 49.66                   |

Note: The financial forecast for the year ending March 31, 2009 remains unchanged from the prior forecast that was released on April 25, 2008.

### 4. Other

(1) Significant Changes in Consolidation scope: None

### (2) Adoption of Accounting Methods Simplified for / Unique to preparing Interim Consolidated Financial Statements:

Yes

Note: See 4. Other in "Qualitative Discussions on Financial Information and Summarized Consolidated Financial Statements with Footnotes" on page 4 - 5.

### (3) Accounting Changes in preparing Interim Consolidated Financial Statements:

1) Adoption of new accounting standards Yes
2) Other Yes

Note: See 4. Other in "Qualitative Discussions on Financial Information and Summarized Consolidated Financial Statemen with Footnotes" on page 4 - 5.

### (4) Common Stock

| 1) Shares issued (including treasury stock)             | <b>FY2008 1st. Qtr.</b><br>FY2007 Full Year | <b>1,418,509,399</b> shares 1,418,509,399 shares |
|---|---|--|
| 2) Treasury shares                                      | FY2008 1st. Qtr.<br>FY2007 Full Year        | <b>8,821,912</b> shares 9,205,707 shares         |
| 3) The average number of outstanding shares over period | FY2008 1st. Qtr.<br>FY2007 Full Year        | <b>1,409,432,968</b> shares 1,407.418.757 shares |

### **Cautionary Statements with Respect to Forward-Looking Statements**

The financial projection is the judgment of our management based on the information presently available. By nature, such financial projection is subject to uncertainty and a risk. Therefore, we advise against making an investment decision by solely relying on this projection. Variables that could affect the actual financial results include, but are not limited to, economic environments related to our business areas and fluctuations in yen-to-dollar and other exchange rates. Commencing in the fiscal year ending March 31, 2009 (and in any interim periods of the fiscal year), the Accounting Standards Board of Japan ("ASBJ") Statement No.12, "Accounting Standard for Quarterly Financial Statements" and the ASBJ Guidance No.14, "Implementation Guidance for Accounting Standards for Quarterly Financial Statements" were adopted. Also, interim financial statements are prepared in accordance with the "Regulation for Quarterly Consolidated Financial Reporting".

# **Qualitative Discussions on Financial Information and Summarized Consolidated Financial Statements with Footnotes**

### 1. Consolidated Financial Results

Year-to-year performance in retail volume by primary markets for the three months ended June 30, 2008 was as follows. In Japan, retail volume was down 4% year over year to 54,000 units. On the other hand, in North America, retail volume was almost flat year on year at 109,000 units. In Europe, retail volume increased to 93,000 units or up 20% mainly due to contribution of the sales of New Mazda2 (Demio in Japan) and CX-7. In China, retail volume increased by 101% from a year ago to 33,000 units. The positive impact of Mazda3 (Axela in Japan) was the main factor. In other areas, retail volume was up 9% to 69,000 units. As a result of these varying performances by market, the global retail volume was 358,000 units, up 11% from the same period of the prior fiscal year.

Consolidated sales decreased by ¥42.5 billion (down 5%) year on year to ¥771.8 billion. Positive impacts of increases in sales volume were more than offset by the negative impacts of yen's appreciation and changes in accounting standards. Consolidated operating income was ¥28.3 billion, a decrease of ¥ 4 billion (down 12%) year over year. Negative impacts of external factors such as stronger yen and price hikes of raw materials exceeded positive impacts of improvement in sales volume and mix. Operating ROS was 3.7%. The consolidated ordinary profit was up ¥1.7 billion (up 8%) to ¥22.9 billion due to improvement in equity method income and foreign exchange results. Consolidated net income was up ¥12.5 billion (up 504%) to ¥15.0 billion primarily due to the adoption of the accounting standards for quarterly financial statements.

Note: Commencing in the three months ended June 30, 2008, "Accounting Standard for Quarterly Financial Statements" was adopted. In the above year-over-year comparison, the financial results for the prior period are based on the financial information that was disclosed in FY2007 First Quarter Consolidated Financial Results released on July 31, 2007.

### 2. Consolidated Financial Position

As of June 30, 2008, total assets amounted to \$2,048.9 billion, \$63.4 billion more than the end of last fiscal year. Also, total liabilities amounted to \$1,499.0 billion, up \$67.6 billion from the end of last fiscal year. These increases were due to the adoption of "Practical Solution on Unification of Accounting Policies to Foreign Subsidiaries for Consolidated Financial Statements".

Total equity decreased by ¥4.2 billion to ¥549.9 billion from the end of last fiscal year. Equity ratio was decreased by 1.1 percentage points from the end of previous fiscal year end to 26.7%.

### 3. Qualitative Discussions on Consolidated Financial Forecasts

Forecasts for the six months ending September 30, 2008 and the year ending March 31, 2009 remain unchanged from the prior forecasts that were released on April 25, 2008.

### 4. Other

### 1) Significant changes in consolidation scope:

None

## 2) Adoption of accounting methods simplified / unique to preparing interim consolidated financial statements:

1. Simplified accounting methods

Omission of physical inventory

As of June 30, 2008, physical inventory was omitted. Instead, the balance of inventory as of June 30, 2008 was determined by a rational method to reasonably estimate it based on the information from physical inventory as of March 31, 2008.

2. Unique accounting methods

None

### 3) Accounting changes in preparing interim consolidated financial statements:

### (Accounting Standard for Quarterly Financial Statements)

Commencing in the year ending March 31, 2009 (and any interim periods in the year), Mazda Motor Corporation (the "Company") and its consolidated subsidiaries adopted the ASBJ Statement No.12 "Accounting Standard for Quarterly Financial Statements" and the ASBJ Guidance No.14 "Implementation Guidance for Accounting Standards for Quarterly Financial Statements". Also, interim financial statements are prepared in accordance with "Regulation for Quarterly Consolidated Financial Reporting".

# (Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements)

Commencing in the three months ended June 30, 2008, the Company and its consolidated overseas subsidiaries adopted the Practical Issues Task Force ("PITF") No. 18, "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements", issued by the ASBJ on May 17, 2006, and made necessary adjustments in preparing the consolidated financial statements. The effects of adopting this standard on operating income, ordinary income, and income before income taxes in the consolidated statement of income for the three months ended June 30, 2008 were immaterial.

Also, as a result of adopting the PITF No. 18, incentive expenses of overseas consolidated subsidiaries that were recognized in selling, general and administrative expenses in the prior periods are now recognized as a reduction to net sales. For the three months ended June 30, 2008, such incentive expenses amounted to \(\frac{\text{\t

### (Accounting Standards for Measurement of Inventories)

Commencing in the three months ended June 30, 2008, the Company and its consolidated domestic subsidiaries adopted the ASBJ Statement No.9 "Accounting Standards for Measurement of Inventories" issued by the ASBJ on July 5, 2006 and for inventory valuation changed from cost method based mainly on average method to lower of cost or market method.

The effects of adopting the new standard on gross profit, operating income, ordinary income and income before income taxes in the consolidated statement of income for the three months ended June 30, 2008 were immaterial.

### (Change in Accounting for Materials Sold to and Purchased Back from Suppliers after Fabrication)

Through the year ended March 31, 2008, in the consolidated statement of income, the Company accounted for materials sold to suppliers for the purpose of purchasing back from them after fabrication in such a manner that the transactions were recognized in both net sales and cost of sales. Commencing in the three months ended June 30, 2008, however, the Company changed accounting for these transactions to exclude the amounts from both net sales and cost of sales. Under the previous accounting, the Company was emphasizing the contractual condition that the ownership title to the materials transfers through the transactions. However, the Company now emphasizes the substance of the transactions that the materials are purchased back after fabrication.

The effects of this accounting change on the consolidated statement of income for the three months ended June 30, 2008 were to decrease both net sales and cost of sales by \display43,833 million with no effects on operating income, ordinary income, and income before income taxes.

Also, the effects of this accounting change on segment information are discussed in the applicable section of the notes to the consolidated financial statements.

### **Additional Information:**

### (Change in Useful Lives of Fixed Assets)

On April 30, 2008, the Japanese Income Tax Law was revised to implement certain changes to useful lives of fixed assets. As a result, commencing in the three months ended June 30, 2008, the Company and its consolidated domestic subsidiaries changed the useful lives of fixed assets in calculating their depreciation expenses in accordance with the revised Japanese Income Tax Law.

The effects of this change on the consolidated statement of income for the three months ended June 30, 2008 were to decrease operating income by ¥571 million and to decrease ordinary income and income before income taxes by ¥574 million.

The effects of this change on the segment information are discussed in the applicable section of the notes to the consolidated financial statements.

# **5. Consolidated Financial Statements** (1) Consolidated Balance Sheet

(1) Consolidated Balance Sheet June 30, 2008 and March 31, 2008

|  |       | (Millions of Yen) |                |  |
|--|-------|-------------------|----------------|--|
|  |       | FY2008            | FY2007         |  |
|  |       | 1st. Quarter      | Full Year      |  |
|  | As of | June 30, 2008     | March 31, 2008 |  |
| ASSETS                                   |       |                   |                |  |
| Current Assets:                          |       |                   |                |  |
| Cash and time deposits                   |       | 111,783           | 120,961        |  |
| Trade notes and accounts receivable      |       | 214,003           | 201,259        |  |
| Securities                               |       | 105,007           | 103,003        |  |
| Merchandises and finished products       |       | 249,046           | 241,552        |  |
| Work-in-process                          |       | 36,804            | 33,309         |  |
| Raw materials and supplies               |       | 15,271            | 12,855         |  |
| Other                                    |       | 208,383           | 184,392        |  |
| Allowance for doubtful receivables       |       | (1,996)           | (2,019)        |  |
| Total current assets                     | _     | 938,301           | 895,312        |  |
| Fixed Assets:                            |       |                   |                |  |
| Tangible fixed assets:                   |       |                   |                |  |
| Buildings and structures (net)           |       | 155,550           | 155,056        |  |
| Machinery and vehicles (net)             |       | 216,416           | 215,657        |  |
| Land                                     |       | 443,779           | 442,237        |  |
| Leased assets (net)                      |       | 62,597            | 35,285         |  |
| Other (net)                              |       | 49,645            | 50,133         |  |
| Total tangible fixed assets              | _     | 927,987           | 898,368        |  |
| Intangible fixed assets                  |       | 32,713            | 33,951         |  |
| Investments and other fixed assets:      |       |                   |                |  |
| Investment securities                    |       | 83,982            | 92,658         |  |
| Other                                    |       | 70,887            | 70,214         |  |
| Allowance for doubtful receivables       |       | (4,334)           | (4,329)        |  |
| Investment valuation allowance           |       | (608)             | (608)          |  |
| Total investments and other fixed assets | _     | 149,927           | 157,935        |  |
| Total fixed assets                       | =     | 1,110,627         | 1,090,254      |  |
| Total Assets                             | -     | 2,048,928         | 1,985,566      |  |

| ( | Millions | of | Yen) |  |
|---|----------|----|------|--|
|   |          |    |      |  |

|   | FY2008        | FY2007         |
|---|---------------|----------------|
|   | 1st. Quarter  | Full Year      |
| As of   | June 30, 2008 | March 31, 2008 |
| LIABILITIES   | June 30, 2000 | Water 31, 2008 |
| Current Liabilities:  |               |                |
|   | 325,195       | 226 721        |
| Trade notes and accounts payable                                      | 108,436       | 336,731        |
| Short-term loans payable  | *             | 69,851         |
| Long-term loans payable due within one year                           | 31,460        | 32,935         |
| Bonds due within one year   | 20,000        | 20,000         |
| Lease obligations   | 18,750        | 13,089         |
| Income tax payable  | 13,519        | 22,321         |
| Accrued expenses  | 205,709       | 203,540        |
| Reserve for warranty expenses   | 55,076        | 51,535         |
| Other   | 101,741       | 94,933         |
| Total current liabilities   | 879,886       | 844,935        |
| Fixed Liabilities:  |               |                |
| Bonds   | 95,000        | 85,000         |
| Long-term loans payable   | 263,882       | 261,599        |
| Lease obligations   | 43,574        | 22,505         |
| Deferred tax liability related to land revaluation                    | 93,738        | 93,740         |
| Employees' and executive officers' severance and retirement benefits  | 99,246        | 99,844         |
| Other reserve   | 602           | 631            |
| Other   | 23,053        | 23,158         |
| Total fixed liabilities   | 619,095       | 586,477        |
| Total Liabilities   | 1,498,981     | 1,431,412      |
| EQUITY  |               |                |
| Paid-in Capital and Retained Earnings:                                |               |                |
| Common stock  | 150,068       | 150,068        |
| Capital surplus   | 133,772       | 133,838        |
| Retained earnings   | 176,535       | 167,332        |
| Treasury stock  | (4,359)       | (4,549)        |
| Total paid-in capital and retained earnings                           | 456,016       | 446,689        |
| Valuation and Translation Adjustments:                                |               |                |
| Net unrealized gain on available-for-sale securities                  | 689           | 545            |
| Net (loss)/gain on derivative instruments                             | (4,920)       | 4,158          |
| Land revaluation  | 136,045       | 136,048        |
| Foreign currency translation adjustments                              | (39,760)      | (34,090)       |
| Pension adjustments recognized by an overseas consolidated subsidiary | (140)         | (1,160)        |
| Total valuation and translation adjustments                           | 91,914        | 105,501        |
| Stock Acquisition Rights  | 245           | 209            |
| Minority Interests in Consolidated Subsidiaries                       | 1,772         | 1,755          |
| Total Equity  | 549,947       | 554,154        |
| Total Liabilities and Equity  | 2,048,928     | 1,985,566      |

## (2) Consolidated Statement of Income For the three months ended June 30, 2008

|  | (Millions of Yen)          |
|--|----------------------------|
|  | FY2008                     |
|  | <b>Three Months</b>        |
|  | <b>Ended June 30, 2008</b> |
| Net sales  | 771,825                    |
| Costs of sales   | 581,956                    |
| Gross profit on sales  | 189,869                    |
| Selling, general and administrative expenses                       | 161,614                    |
| Operating income   | 28,255                     |
| Non-operating income   |                            |
| Interest income  | 1,064                      |
| Equity in net income of unconsolidated subsidiaries and affiliates | 3,439                      |
| Other  | 1,294                      |
| Total  | 5,797                      |
| Non-operating expenses   |                            |
| Interest expense   | 3,723                      |
| Foreign exchange loss  | 4,904                      |
| Other  | 2,540                      |
| Total  | 11,167                     |
| Ordinary income  | 22,885                     |
| Extraordinary profits  |                            |
| Profit on sale of tangible fixed assets                            | 109                        |
| Compensation for the exercise of eminent domain                    | 178                        |
| Total  | 287                        |
| Extraordinary losses   |                            |
| Loss on retirement and sale of tangible fixed assets               | 321                        |
| Loss on impairment of fixed assets                                 | 236                        |
| Total  | 557                        |
| Income before income taxes   | 22,615                     |
| Income taxes   |                            |
| Current  | 8,638                      |
| Deferred   | (1,052)                    |
| Total  | 7,586                      |
| Minority interests of consolidated subsidiaries                    | 45                         |
| Net income   | 14,984                     |
|  |                            |

Commencing in the year ending March 31, 2009 (and any interim periods in the year), the ASBJ Statement No.12, "Accounting Standard for Quarterly Financial Statements", and the ASBJ Guidance No.14, "Implementation Guidance for Accounting Standards for Quarterly Financial statements", were adopted. Also, interim financial statements are prepared in accordance with "Regulation for Quarterly Consolidated Financial Reporting".

### (3) Going Concern

None

### (4) Segment Information

### 1. Information by Industry Segment

Mazda Motor Corporation and its consolidated subsidiaries are primarily engaged in the manufacture and sale of passenger and commercial vehicles. Net sales, operating income (loss) and assets related to this industry have exceeded 90% of the respective consolidated amounts. Accordingly, information by industry segment is not shown.

### 2. Information by Geographic Areas

|                            |         |         | (M      | lillions of Yes | n)        |              |              |
|----------------------------|---------|---------|---------|-----------------|-----------|--------------|--------------|
| <b>FY2008 Three Months</b> | North   |         |         | Other           |           | Elimination  |              |
| (Ended June 30, 2008)      | Japan   | America | Europe  | areas           | Total     | or corporate | Consolidated |
| Net sales:                 |         |         |         |                 |           |              |              |
| Outside Customers          | 271,288 | 216,485 | 205,869 | 78,183          | 771,825   | -            | 771,825      |
| Inter-area                 | 363,222 | 788     | 2,330   | 414             | 366,754   | (366,754)    |              |
| Total                      | 634,510 | 217,273 | 208,199 | 78,597          | 1,138,579 | (366,754)    | 771,825      |
| Operating income           | 13,817  | 6,566   | 4,034   | 5,227           | 29,644    | (1,389)      | 28,255       |

### Notes:

- 1. Method of segmentation and principal countries or regions belonging to each segment
  - a) Method: Segmentation by geographic adjacency
  - b) Principal countries or regions belonging to each segment

North America: U.S.A. and Canada

Europe: Belgium, Russia and Germany Other areas: Australia and Colombia

- 2. As discussed earlier in the "other" section of Qualitative Discussions on Financial Information and Summarized Consolidated Financial Statements with Footnotes, commencing in the three months ended June 30, 2008, the Company changed accounting for materials sold to and purchased back from suppliers after fabrication. The effects of this change on Japan segment for the three months ended June 30, 2008 were to decrease net sales by \delta 43,833 million; however, since operating expense (cost of sales) decreased by the same amount, operating income was not affected.
- 3. As discussed earlier in the Additional Information section, commencing in the three months ended June 30, 2008, the Company and its consolidated domestic subsidiaries changed the useful lives of fixed assets in calculating their depreciation expenses in accordance with the revised Japanese Income Tax Law. The effects of this change on Japan segment for the three months ended June 30, 2008 were to decrease operating income by ¥571 million.

### 3. Overseas Sales

| FY2008 Three Months             | (Millions of Yen) |         |             |         |  |  |
|---------------------------------|-------------------|---------|-------------|---------|--|--|
| (Ended June 30, 2008)           | North America     | Europe  | Other areas | Total   |  |  |
| Overseas sales                  | 224,344           | 210,339 | 179,796     | 614,479 |  |  |
| Consolidated sales              |                   | -       | -           | 771,825 |  |  |
| Percentage of overseas sales to | %                 | %       | %           | %       |  |  |
| consolidated sales              | 29.1              | 27.3    | 23.3        | 79.7    |  |  |

### Notes:

- 1) Overseas sales include exports by the Domestic Companies as well as sales (other than exports to Japan) by overseas consolidated subsidiaries.
- 2) Method of segmentation and principal countries or regions belonging to each segment
  - a) Method: Segmentation by geographic adjacency
  - b) Principal countries or regions belonging to each segment

North America: U.S.A. and Canada Europe: Russia, Germany and UK Other areas: Australia, China and Colombia

### (5) Significant Changes in the Amount of Equity

None

## (Reference) Financial Information on Prior Period for Year-to-Year Comparison Purposes

### (1) Consolidated Statement of Income

For the three months ended June 30, 2007 with comparative figures for the three months ended June 30, 2008

|  |       |                        | (Millions of Yen)      |              |            |
|--|-------|------------------------|------------------------|--------------|------------|
|  |       | FY2007<br>Three Months | FY2008<br>Three Months | Increase/ (D |            |
| For the three months                                   | ended | June 30, 2007          | June 30, 2008          | Amount       | Percentage |
| Net sales  | 1     | 814,293                | 771,825                | (42,468)     | (5.2)      |
| Costs of sales   | 2     | 582,147                | 581,956                | (191)        | (0.0)      |
| Gross profit on sales                                  | 3     | 232,146                | 189,869                | (42,277)     | (18.2)     |
| Selling, general and administrative expenses           | 4     | 199,885                | 161,614                | (38,271)     | (19.1)     |
| Operating income                                       | 5     | 32,261                 | 28,255                 | (4,006)      | (12.4)     |
| Non-operating income                                   |       |                        |                        |              |            |
| Interest income Equity in net income of unconsolidated | 6     | 779                    | 1,064                  | 285          | 36.6       |
| subsidiaries and affiliates                            | 7     | 648                    | 3,439                  | 2,791        | 430.7      |
| Other  | 8     | 1,352                  | 1,294                  | (58)         | (4.3)      |
| Total  | 9     | 2,779                  | 5,797                  | 3,018        | 108.6      |
| Non-operating expenses                                 |       |                        |                        |              |            |
| Interest expense                                       | 10    | 4,502                  | 3,723                  | (779)        | (17.3)     |
| Foreign exchange loss                                  | 11    | 7,894                  | 4,904                  | (2,990)      | (37.9)     |
| Other  | 12    | 1,440                  | 2,540                  | 1,100        | 76.4       |
| Total  | 13    | 13,836                 | 11,167                 | (2,669)      | (19.3)     |
| Ordinary income  | 14    | 21,204                 | 22,885                 | 1,681        | 7.9        |
| Extraordinary profits                                  |       |                        |                        |              |            |
| Profit on sale of tangible fixed assets                | 15    | 55                     | 109                    | 54           | 98.2       |
| Profit on sale of investment securities                | 16    | 25                     | -                      | (25)         | -          |
| Compensation for the exercise of eminent domain        | 17    | -                      | 178                    | 178          | -          |
| Total  | 18    | 80                     | 287                    | 207          | 258.8      |
| Extraordinary losses                                   |       |                        |                        |              |            |
| Loss on retirement and sale of tangible fixed assets   | 19    | 704                    | 321                    | (383)        | (54.4)     |
| Loss on impairment of fixed assets                     | 20    | 32                     | 236                    | 204          | 637.5      |
| Adoption of revised accounting standard for leases     | 21    | 1,129                  | -                      | (1,129)      | -          |
| Other  | 22    | 3                      | <u> </u>               | (3)          |            |
| Total  | 23    | 1,868                  | 557                    | (1,311)      | (70.2)     |
| Income before income taxes                             | 24    | 19,416                 | 22,615                 | 3,199        | 16.5       |
| Income taxes   |       |                        |                        |              |            |
| Current  | 25    | 15,090                 | 8,638                  | (6,452)      | (42.8)     |
| Deferred   | 26    | 828                    | (1,052)                | (1,880)      | (227.1)    |
| Minority interests of consolidated subsidiaries        | 27    | 1,017                  | 45                     | (972)        | (95.6)     |
| Net income   | 28    | 2,481                  | 14,984                 | 12,503       | 504.0      |

### (2) Segment Information

### 1. Information by Industry Segment

Mazda Motor Corporation and its consolidated subsidiaries are primarily engaged in the manufacture and sale of passenger and commercial vehicles. Net sales, operating income (loss) and assets related to this industry have exceeded 90% of the respective consolidated amounts. Accordingly, information by industry segment is not shown.

### 2. Information by Geographic Areas

|                       | (Millions of Yen) |         |         |        |           |                           |             |  |
|-----------------------|-------------------|---------|---------|--------|-----------|---------------------------|-------------|--|
| FY2007 Three Months   |                   | North   |         | Other  |           |                           | Elimination |  |
| (Ended June 30, 2007) | Japan             | America | Europe  | areas  | Total     | or corporate Consolidated |             |  |
| Net sales:            |                   |         |         |        |           |                           |             |  |
| Outside Customers     | 288,716           | 251,403 | 194,429 | 79,745 | 814,293   | -                         | 814,293     |  |
| Inter-area            | 312,791           | 994     | 5,209   | 355    | 319,349   | (319,349)                 | -           |  |
| Total                 | 601,507           | 252,397 | 199,638 | 80,100 | 1,133,642 | (319,349)                 | 814,293     |  |
| Operating income      | 23,628            | 5,933   | 4,319   | 3,533  | 37,413    | (5,152)                   | 32,261      |  |

### Note:

Method of segmentation and principal countries or regions belonging to each segment

- a) Method: Segmentation by geographic adjacency
- b) Principal countries or regions belonging to each segment

North America: U.S.A. and Canada Europe: Germany, Belgium and UK Other areas: Australia and Colombia

### 3. Overseas Sales

| FY2007 Three Months             | (Millions of Yen) |         |             |         |  |  |  |  |
|---------------------------------|-------------------|---------|-------------|---------|--|--|--|--|
| (Ended June 30, 2007)           | North America     | Europe  | Other areas | Total   |  |  |  |  |
| Overseas sales                  | 261,819           | 198,232 | 157,080     | 617,131 |  |  |  |  |
| Consolidated sales              | -                 | =       | -           | 814,293 |  |  |  |  |
| Percentage of overseas sales to | %                 | %       | %           | %       |  |  |  |  |
| consolidated sales              | 32.2              | 24.3    | 19.3        | 75.8    |  |  |  |  |

### Notes:

- Overseas sales include exports by the Domestic Companies as well as sales (other than exports to Japan) by overseas consolidated subsidiaries.
- 2) Method of segmentation and principal countries or regions belonging to each segment
  - a) Method: Segmentation by geographic adjacency
  - b) Principal countries or regions belonging to each segment

North America: U.S.A. and Canada

Europe: Germany, UK and Russia

Other areas: Australia, China and Colombia

### (3) Production and Sales Information

### 1. Production Volume

| Type FY2007 |                | FY2007 Three Months   | FY2008 Three Months   | Increase/  |  |
|-------------|----------------|-----------------------|-----------------------|------------|--|
|             |                | (Ended June 30, 2007) | (Ended June 30, 2008) | (Decrease) |  |
|             |                | units                 | units                 | units      |  |
|             | Passenger cars | 217,287               | 263,133               | 45,846     |  |
|             |                |                       |                       |            |  |
|             | Trucks         | 10,249                | 9,400                 | (849)      |  |
|             |                |                       |                       |            |  |
|             | Vehicles Total | 227,536               | 272,533               | 44,997     |  |

Note: Production volume figures do not include those Mazda-brand vehicles produced by the following joint venture assembly plants with Ford (that are accounted for by the equity method):

|                                   | FY2007       | FY2008       | Increase/   |  |
|-----------------------------------|--------------|--------------|-------------|--|
|                                   | Three Months | Three Months | (Decrease)  |  |
| AutoAlliance International, Inc.  | 21,514 units | 22,962 units | 1,448 units |  |
| AutoAlliance (Thailand) Co., Ltd. | 13,641       | 14,742       | 1,101       |  |

### 2. Sales Volume and Revenue

|                            | FY20                                  | 07 Three Months   | FY200   | 08 Three Months  | Increase/  |             |  |
|----------------------------|---------------------------------------|-------------------|---------|------------------|------------|-------------|--|
| Туре                       | (Ended June 30, 2007)  Volume Revenue |                   | (Ende   | d June 30, 2008) | (Decrease) |             |  |
|                            |                                       |                   | Volume  | Revenue          | Volume     | Revenue     |  |
|                            | units                                 | units million yen |         | million yen      | units      | million yen |  |
| Vehicles                   | 280,216                               | 598,177           | 317,753 | 594,250          | 37,537     | (3,927)     |  |
| Knockdown Parts (Overseas) | -                                     | 29,122            | -       | 27,905           | -          | (1,217)     |  |
| Parts                      | -                                     | 68,370            | -       | 72,222           | -          | 3,852       |  |
| Other                      | -                                     | 118,624           | -       | 77,448           | -          | (41,176)    |  |
| Total                      | -                                     | 814,293           | -       | 771,825          | -          | (42,468)    |  |

Sales Volume by Market

| Type FY2007 Three Months |                       | FY2008 Three Months   | Increase/  |  |
|--------------------------|-----------------------|-----------------------|------------|--|
|                          | (Ended June 30, 2007) | (Ended June 30, 2008) | (Decrease) |  |
|                          | units                 | units                 | units      |  |
| Japan                    | 57,545                | 56,030                | (1,515)    |  |
| North America            | 97,172                | 102,016               | 4,844      |  |
| Europe                   | 67,724                | 83,192                | 15,468     |  |
| Other                    | 57,775                | 76,515                | 18,740     |  |
| Overseas Total           | 222,671               | 261,723               | 39,052     |  |
| Total                    | 280,216               | 317,753               | 37,537     |  |

# **FY2008 Financial Summary (Consolidated)**For the Three Months Ended June 30, 2008

July 31, 2008 Mazda Motor Corporation

|                                      |    |                      |              |                       |           |                        |           | Project              | ion      |
|--------------------------------------|----|----------------------|--------------|-----------------------|-----------|------------------------|-----------|----------------------|----------|
| (In 100 millions of yen) FY2007      |    | FY200                | 8            | FY200                 | 7         | FY200                  | 08        |                      |          |
| In thousands of units)  Three Months |    | onths                | Three Months |                       | Full Year |                        | Full Year |                      |          |
| (Upper left: return on sales)        |    | Ended June 3         | 80, 2007     | Ended June 3          |           | Ended March 3          |           | Ending March         | 31, 2009 |
| Domestic                             | 1  | 1,972                | (8.3)        | 1,573                 | (20.2)    | 8,801                  | (0.8)     | 6,700                | (23.9)   |
| Overseas                             | 2  | 6,171                | 18.9         | 6,145                 | (0.4)     | 25,957                 | 10.0      | 23,300               | (10.2)   |
| Net sales                            | 3  | 8,143                | 10.9         | 7,718                 | (5.2)     | 34,758                 | 7.0       | 30,000               | (13.7)   |
|                                      |    | 4.0%                 |              | 3.7%                  |           | 4.7%                   |           | 3.8%                 |          |
| Operating income                     | 4  | 323                  | 9.0          | 283                   | (12.4)    | 1,621                  | 2.3       | 1,150                | (29.1)   |
| Ordinary income                      | 5  | 2.6% 212             | (11.8)       | 3.0% 229              | 7.9       | 4.3%<br>1,485          | 16.2      | 3.7%<br>1,100        | (25.9)   |
|                                      |    | 2.4%                 |              | 2.9%                  |           | 4.1%                   |           | 3.3%                 |          |
| Income before income taxes           | 6  | 194                  | (15.1)       | 226                   | 16.5      | 1,431                  | 20.8      | 1,000                | (30.1)   |
| Net income                           | 7  | 0.3%                 | (52.5)       | 1.9%                  | 5040      | 2.6%                   | 24.5      | 2.3%                 | (22.0)   |
| Operating income                     | /  | 23                   | (62.5)       | 150                   | 504.0     | 918                    | 24.5      | 700                  | (23.8)   |
| by geographic area                   |    |                      |              |                       |           |                        |           |                      |          |
| Japan                                | 8  | 236                  |              | 138                   |           | 1,076                  |           |                      |          |
| North America                        | 9  | 59                   |              | 66                    |           | 60                     |           |                      |          |
| Europe                               | 10 | 43                   |              | 40                    |           | 180                    |           |                      |          |
| Other                                | 11 | 35                   |              | 52                    |           | 208                    |           |                      |          |
| Operating profit change              |    |                      |              |                       |           |                        |           |                      |          |
| Volume & mix                         | 12 |                      |              | 263                   |           |                        |           | 460                  |          |
| Exchange rate                        | 13 |                      |              | (170)                 |           |                        | /         | (780)                |          |
| Product enrichment                   | 14 | /                    |              | (32)                  |           |                        |           | (190)                |          |
| Cost reduction                       | 15 |                      |              | (6)                   |           |                        |           | 90                   |          |
| Marketing expense                    | 16 |                      |              | (51)                  |           |                        |           | (50)                 |          |
| Other                                | 17 |                      |              | (44)                  | _         |                        |           | (1)                  | _        |
| Total                                | 18 | /                    |              | (40)                  |           |                        |           | (471)                |          |
| Average rate for the period          | 19 | 121 Yen/<br>163 Yen/ |              | 105 Yen/<br>163 Yen/l |           | 114 Yen/I<br>162 Yen/I |           | 100 Yen/<br>150 Yen/ |          |
| Transaction rate                     | 20 | 118 Yen/             | US\$         | 103 Yen/              | US\$      | 115 Yen/               | US\$      | 101 Yen              | /US\$    |
| Transaction rate                     | 20 | 152 Yen/             | EUR          | 155 Yen/I             | EUR       | 157 Yen/I              | EUR       | 151 Yen/             | EUR      |
| Capital investment                   | 21 | 129                  |              | 391                   |           | 755                    |           | 850                  |          |
| Depreciation and amortization        | 22 | 175                  |              | 185                   |           | 665                    |           | 730                  |          |
| R & D cost                           | 23 | 280                  |              | 289                   |           | 1,144                  |           | 1,150                | )        |
| Total assets                         | 24 | 19,389               |              | 20,489                |           | 19,856                 |           |                      |          |
| Equity                               | 25 | 4,794                |              | 5,499                 |           | 5,542                  |           |                      |          |
| Financial debt                       | 26 | 5,376                |              | 5,811                 |           | 5,050                  |           |                      |          |
| Net financial debt                   | 27 | 3,248                |              | 3,644                 |           | 2,811                  |           |                      |          |
| Domestic                             | 28 | 57                   | (7.4)        | 54                    | (4.4)     | 256                    | (1.9)     | 257                  | 0.5      |
| North America                        | 29 | 108                  | 5.9          | 109                   | 0.4       | 406                    | 6.8       | 400                  | (1.4)    |
| Europe                               | 30 | 78                   | 0.2          | 93                    | 19.8      | 327                    | 7.4       | 360                  | 10.2     |
| China                                | 31 | 16                   | (44.0)       | 33                    | 100.7     | 101                    |           | 180                  | 78.2     |
|                                      | +  |                      |              |                       |           |                        | (21.8)    |                      |          |
| Other                                | 32 | 64                   | 15.0         | 69                    | 8.9       | 273                    | 20.4      | 283                  | 3.3      |
| Overseas                             | 33 | 266                  | 0.7          | 304                   | 14.2      | 1,107                  | 6.4       | 1,223                | 10.5     |
| Global retail volume                 | 34 | 323                  | (0.8)        | 358                   | 10.9      | 1,363                  | 4.7       | 1,480                | 8.6      |

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

<sup>-</sup> Commencing in the year ending March 31, 2009 (and any interim periods in the year), "Accounting Standard for Quarterly Financial Statements" and "Implementation Guidance for Accounting Standards for Quarterly Financial Statements" were adopted.