Company Name : Mazda Motor Corporation (Headquartered in Hiroshima, Japan/Tokyo Stock Exchange/Code No. 7261)
URL
http://www.mazda.co.jp/
Representative Person :
Contact Person
Hisakazu Imaki, Representative Director, President and CEO
Nobuyoshi Tochio, Deputy General Manager, Financial Services Division, Phone (082) 282-1111

1. Accounting Principles and Practices Used in the Preparation of the Quarterly Financial Results
(1) Adoption of Simplified Accounting Practices
(2) Changes in Accounting Practices from Previous Fiscal Year
(3) Changes in Consolidation Scope

| Consolidation (Addition) | 0 companies | Equity method (Addition) | 0 companies |
| ---: | :--- | ---: | :--- |
| (Exclusion) | 0 companies | (Exclusion) | 1 company |

2. Consolidated Financial Highlights (April 1, 2004 through June 30, 2004)
(1) Consolidated Financial Results

| (In Japanese yen rounded to millions) |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | :---: | :---: | :---: |
|  | Net Sales | Operating Income/(Loss) | Ordinary Income/(Loss) |  |  |  |
|  | million yen | $\%$ | million yen | million yen |  |  |
| FY2004 1Qtr | 642,269 | 12.3 | 19,991 | 16,103 |  |  |
| FY2003 1Qtr | 571,939 | - | - | - |  |  |
| FY2003 Full Year | $2,916,130$ | 70,174 | 58,029 |  |  |  |


|  | Net Income/(Loss) | Net Income/(Loss) per Share | Net Income/(Loss) per <br> Share (Diluted) |
| :--- | :---: | :---: | :---: |
|  |  | yen | yen |
| FY2004 1Qtr | million yen | 9.54 | 8.22 |
| FY2003 1Qtr | 11,609 | - | - |
| FY2003 Full Year | - | 27.84 | 2 |

Notes:
(1) Average number of shares outstanding (on a consolidated basis) FY2004 1Qtr: 1,217,006,879 FY2003: 1,217,692,196
(2) Changes in sales from the previous period are shown in percentage. Overseas revenue reflects the results during January to March in FY2003 and the results during April to June in FY2004, due to fiscal year change of major overseas subsidiaries.
(3) Except for sales, results of operations were not disclosed in the last year's first quarter and therefore are not shown here.

## [Notes for Financial Results]

Retail sales for the first quarter of fiscal 2004 in the Japanese market totaled 60,000 units, a decrease of 2,000 units or $3 \%$, compared with the same period a year ago. Mazda's retail sales in the major overseas markets (April - June, 2004) were as follows. In the U.S., Mazda's retail sales were 76,000 units, an increase of 8,000 units or $12 \%$ from the same period of the last fiscal year. In Europe, retail sales were up 12,000 units or $20 \%$ to 75,000 units. Higher sales in overseas markets reflected the impacts of new models, in particular the RX-8 and the Mazda3 (Axela).

Consolidated sales revenue for the first quarter of fiscal 2004 was 642.3 billion yen. Operating income, ordinary income and net income were 20.0 billion yen, 16.1 billion yen and 11.6 billion yen, respectively. Mazda is making a solid progress in line with its financial forecast provided in May 2004.

## (2) Consolidated Financial Position

|  | Total Assets | Shareholders' Equity | Equity Ratio | Equity per Share |
| :--- | :---: | :---: | :---: | :---: |
|  | million yen | million yen | $\%$ | yen |
| FY2004 1Qtr | $1,775,422$ | 231,371 | 13.0 | 190.12 |
| FY2003 1Qtr | - | - | - | - |
| FY2003 Full Year | $1,795,573$ | 222,605 | 12.4 |  |

Notes:
(1) Number of shares issued and outstanding at year end (on a consolidated basis) FY2004 1Qtr: 1,216,997,311, FY2003: 1,217,013,683
(2) Balance sheet information was not disclosed in the last year's first quarter and therefore is not shown here.
(Reference) FY2004 Consolidated Financial Forecast (April 1, 2004 through March 31, 2005)

|  | Net Sales | Ordinary Income/(Loss) | Net Income/(Loss) |
| :--- | :---: | :---: | :---: |
| Full Year | $2,660,000$ | million yen | million yen |

Reference: Net income per share for the full year
27.94 yen

No change from the information disclosed at the time of the prior announcement on May 13, 2004.

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.

Supplementary Information

## 1. Consolidated Financial Statements

(1) Consolidated Income Statemen

|  |  | FY2004 1st Qtr <br> (Apr.04-Jun.04) | $\begin{gathered} \text { FY2003 } \\ \text { (Apr.03-Mar.04) } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  |  | (in millions of yen | (in millions of yen) |
| I Net sales | 1 | 642,269 | 2,916,130 |
| II Costs of sales | 2 | 469,855 | 2,165,160 |
| Gross profit on sales | 3 | 172,414 | 750,970 |
| III Selling, general and administrative expenses | 4 | 152,423 | 680,796 |
| Operating income/(loss) | 5 | 19,991 | 70,174 |
| IV Non-operating income |  |  |  |
| Interest and dividend income | 6 | 659 | 2,517 |
| Equity in earnings of affiliates | 7 | 1,460 | 9,199 |
| Other | 8 | 1,217 | 4,887 |
| Total | 9 | 3,336 | 16,603 |
| $\checkmark$ Non-operating expenses |  |  |  |
| Interest expense | 10 | 3,453 | 18,299 |
| Other | 11 | 3,771 | 10,449 |
| Total | 12 | 7,224 | 28,748 |
| Ordinary income/(loss) | 13 | 16,103 | 58,029 |
| VI Extraordinary profits |  |  |  |
| Profit on sale of tangible fixed assets | 14 | 186 | 3,682 |
| Profit on sale of investment securities | 15 | - | 672 |
| Other | 16 | - | 248 |
| Total | 17 | 186 | 4,602 |
| VII Extraordinary losses |  |  |  |
| Loss on retirement/sale of tangible fixed assets | 18 | 796 | 4,672 |
| Loss on sale of investment securities | 19 | 11 | 780 |
| Valuation loss on investment securities | 20 | - | 44 |
| Valuation loss on investments | 21 | - | 2,788 |
| Other | 22 | - | 275 |
| Total | 23 | 807 | 8,559 |
| Income/(loss) before income taxes | 24 | 15,482 | 54,072 |
| Income Tax (Current) | 25 | 1,752 | 13,105 |
| Income Tax (Deferred) | 26 | 1,404 | 4,563 |
| Minority interests of consolidated subsidiaries | 27 | 717 | 2,503 |
| Net income/(loss) | 28 | 11,609 | 33,901 |

(2) Consolidated Balance Sheet

|  |  | $\begin{aligned} & \text { FY2004 1st Qtr } \\ & (\text { Jun. 30, 2004) } \end{aligned}$ | FY2003 <br> (Mar. 31, 2004) | Inc / (Dec) |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  | (in millions of yen) | (in millions of yen) | (in millions of yen) |
| I Current Assets: |  |  |  |  |
| Cash and time deposits | 1 | 250,950 | 282,333 | $(31,383)$ |
| Trade notes and accounts receivable | 2 | 133,237 | 145,829 | $(12,592)$ |
| Inventories | 3 | 281,659 | 268,317 | 13,342 |
| Deferred taxes | 4 | 72,736 | 74,412 | $(1,676)$ |
| Other | 5 | 60,631 | 57,026 | 3,605 |
| Allowance for doubtful receivables | 6 | $(6,455)$ | $(8,190)$ | 1,735 |
| Total current assets | 7 | 792,758 | 819,727 | $(26,969)$ |
| IIFixed Assets:Tangible fixed assets: |  |  |  |  |
|  |  |  |  |  |
| Buildings and structures | 8 | 143,195 | 144,533 | $(1,338)$ |
| Machinery and vehicles | 9 | 154,897 | 151,939 | 2,958 |
| Land | 10 | 432,241 | 432,278 | (37) |
| Construction in progress | 11 | 17,256 | 19,180 | $(1,924)$ |
| Other | 12 | 38,574 | 37,989 | 585 |
| Total tangible fixed assets | 13 | 786,163 | 785,919 | 244 |
| Intangible fixed assets | 14 | 21,700 | 21,099 | 601 |
| Investments and other fixed assets: |  |  |  |  |
| Investment securities | 15 | 59,237 | 50,933 | 8,304 |
| Long-term loans receivable | 16 | 13,367 | 15,937 | $(2,570)$ |
| Deferred taxes | 17 | 94,841 | 93,953 | 888 |
| Other | 18 | 20,473 | 21,113 | (640) |
| Allowance for doubtful receivables | 19 | $(12,389)$ | $(12,380)$ | (9) |
| Investment valuation allowance | 20 | (730) | (731) | 1 |
| Total investments and other fixed assets | 21 | 174,799 | 168,825 | 5,974 |
| Total fixed assets | 22 | 982,662 | 975,843 | 6,819 |
| III Deferred assets | 23 | 2 | 3 | (1) |
| Total Assets | 24 | 1,775,422 | 1,795,573 | $(20,151)$ |



## Segment Information

## 1. Overseas Sales

FY2004 1st Quarter (Apr. 2004 - Jun. 2004)
(in millions of yen)

|  | North America | Europe | Other areas | Total |
| :---: | :---: | :---: | :---: | :---: |
| I Overseas sales | 177,076 | 151,418 | 118,308 | 446,802 |
| II Consolidated sales | - | - | - | 642,269 |
| III Percentage of overseas sales to consolidated sales | $\begin{array}{r} \% \\ 27.6 \end{array}$ | $\begin{array}{r} \% \\ 23.6 \end{array}$ | \% 18.4 | \% 69.6 |

FY2003 (Apr. 2003 - Mar. 2004)

|  | North America | Europe | Other areas | Total |
| :---: | :---: | :---: | :---: | :---: |
| 1 Overseas sales | 936,718 | 659,813 | 473,368 | 2,069,899 |
| II Consolidated sales | - | - | - | 2,916,130 |
| III Percentage of overseas sales to consolidated sales | $\begin{array}{r} \% \\ 32.1 \end{array}$ | $\begin{gathered} \% \\ 22.6 \end{gathered}$ | \% 16.2 | \% 71.0 |

## Notes:

1) Overseas sales include exports by Mazda Motor Corporation and its domestic consolidated subsidiaries 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 and England |
| Other areas: | Australia, Thailand and China |

## Production and Sales Information

1. Production Volume

| Type | $\begin{aligned} & \text { FY2004 1st Qtr } \\ & \text { (Apr.04-Jun.04) } \end{aligned}$ | $\begin{aligned} & \hline \text { FY2003 1st Qtr } \\ & \text { (Apr.03-Jun.03) } \end{aligned}$ | Changes |
| :---: | :---: | :---: | :---: |
| Passenger cars | $\begin{aligned} & \text { units } \\ & 181,906 \end{aligned}$ | $\begin{aligned} & \text { units } \\ & 169,054 \end{aligned}$ | $\begin{aligned} & \text { units } \\ & 12,852 \end{aligned}$ |
| Trucks | 14,039 | 18,309 | $(4,270)$ |
| Vehicles Total | 195,945 | 187,363 | 8,582 |

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):
(in units)

AutoAlliance International, Inc
AutoAlliance (Thailand) Co., Ltd.

| FY2004 1Q | FY2003 1Q |  | Changes |
| ---: | ---: | ---: | ---: |
|  | 23,642 | 2,098 | $(6,456)$ |
| 9,354 | 6,944 | 2,410 |  |

## 2. Sales Results

| Type | FY2004 1st Qtr <br> (Apr.04-Jun.04) |  |
| :---: | :---: | :---: |
|  | Wholesales | Revenue |
| units <br> 258,150 | million yen <br> 454,089 |  |
|  | - | 37,767 |
| Knockdown Parts | - | 50,963 |
| Parts | - | 99,450 |
| Others | - | 642,269 |
| Total |  |  |

< Wholesales Volume by Market>

| Type | FY2004 1st Qtr <br> (Apr.04-Jun.04) | $\begin{aligned} & \hline \text { FY2003 1st Qtr } \\ & \text { (Apr.03-Jun.03) } \end{aligned}$ | Changes |
| :---: | :---: | :---: | :---: |
| Japan | $\begin{gathered} \hline \text { units } \\ 64,963 \end{gathered}$ | $\begin{gathered} \text { units } \\ 67,106 \end{gathered}$ | $\begin{array}{r} \text { units } \\ (2,143) \end{array}$ |
| North America | 78,420 | 76,604 | 1,816 |
| Europe | 68,655 | 57,214 | 11,441 |
| Others | 46,112 | 43,963 | 2,149 |
| Overseas Total | 193,187 | 177,781 | 15,406 |
| Vehicles Total | 258,150 | 244,887 | 13,263 |

Note: Overseas wholesales volume reflects the results during January to March in FY2003 and the results during April to June in FY2004, due to fiscal year change of major overseas subsidiaries.

FY2004 Financial Summary (Consolidated)
July 30, 2004
Mazda Motor Corporation


Note: FY2003 results include 15 months activities of major overseas subsidiaries that changed their fiscal year.

| Retail Volume <br> (in thousands of units) |  | FY2004 1st Qtr (Apr.04-Jun.04) | FY2003 1st Qtr (Apr.03-Jun.03) | Changes |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Japan | 1 | 60 | 62 | (2) | $\begin{array}{r}\% \\ \text { (2.6) } \\ \hline\end{array}$ |
| USA | 2 | 76 | 68 | 8 | 11.7 |
| Europe | 3 | 75 | 63 | 12 | 19.7 |

