

# MAZDA MOTOR CORPORATION

## *FY2005 THIRD QUARTER RESULTS AND FULL YEAR PROJECTIONS*

February 10, 2006

# OUTLINE

- ◆ **FY2005 Nine Months Results**
- ◆ **FY2005 Full Year Projections**
- ◆ **Close**

# ***FY2005 NINE MONTHS RESULTS***

# FY2005 NINE MONTHS HIGHLIGHTS

- ◆ **Operating Profit up 31% to ¥83.7 Billion**
- ◆ **Wholesales up 3%**
- ◆ **New Roadster/MX-5 Named Car Of The Year in Japan and Australia**
- ◆ **Net Income up 58% to ¥41.3 Billion**

# FY2005 NINE MONTHS FINANCIAL METRICS

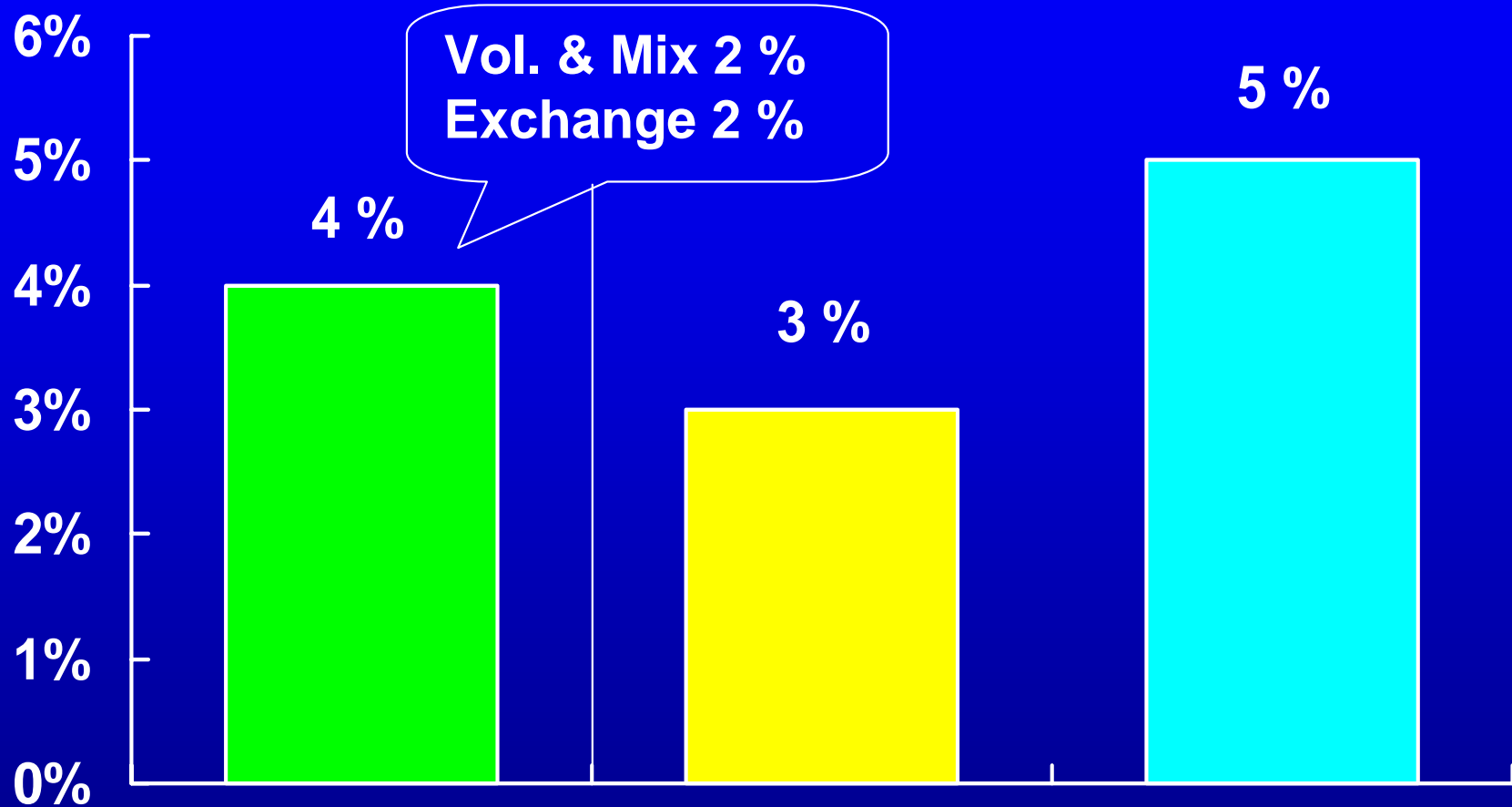
(Billion yen)	Nine Months		Change	
	<u>FY2005</u>	<u>FY2004</u>	<u>Amount</u>	<u>Pct.</u>
Operating Profit	83.7	64.1	19.6	31 %
Ordinary Profit	68.0	54.9	13.1	24 %
Profit Before Tax	86.9	50.3	36.6	73 %
Net Income	41.3	26.1	15.2	58 %
Operating ROS	4.0%	3.2%	0.8 Pts	-
EPS (Yen/Share)	32.5	21.4	11.1	52 %

# KEY ASSUMPTIONS

	Nine Months		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
<b><u>WHOLESALES (000)</u></b>			
Consolidated	834	810	3 %
<b><u>REVENUE (¥Bils)</u></b>	2,093.4	2,006.2	4 %
<b><u>EXCHANGE RATES</u></b>			
Yen / U.S. Dollar	112	109	¥ 3
Yen / Euro	137	135	¥ 2

# REVENUE CHANGES BY DESTINATION

FY2005 9 Months Compared with FY2004 9 Months



(Billion yen)	Total	Domestic	Overseas
FY05	2,093.4	630.2	1,463.2
FY04	2,006.2	612.1	1,394.1

# JAPAN

	Nine Months		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
Retail Volume (000)	199	196	2 %
Market Share	4.9 %	4.8 %	0.1 Pts

## New Premacy and New Roadster





# UNITED STATES

	<u>Nine Months</u>		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
Retail Volume (000)	194	200	(3) %
Market Share	1.5 %	1.6 %	(0.1) Pts

## Lower Light Truck Sales



# EUROPE

	Nine Months		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
Retail Volume (000)	197	201	(2) %
Market Share	1.5 %	1.5 %	0.0 Pts

**Regaining Sales Momentum in Second Half**



# CHINA

	<u>Nine Months</u>		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
Retail Volume (000)	102	64	59 %
Market Share	2.2 %	1.6 %	0.6 Pts

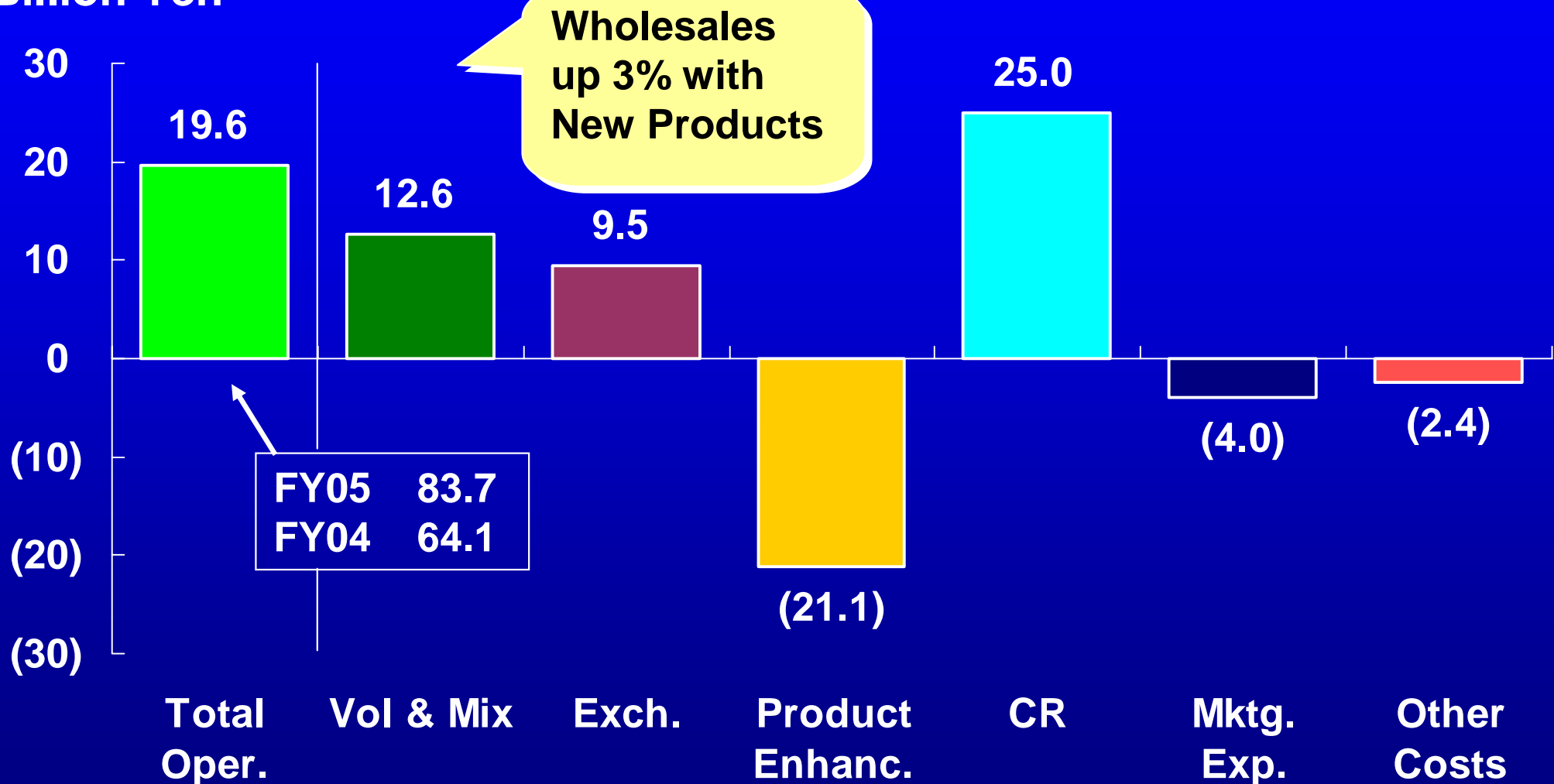
## Record Sales Achieved



# OPERATING PROFIT CHANGES

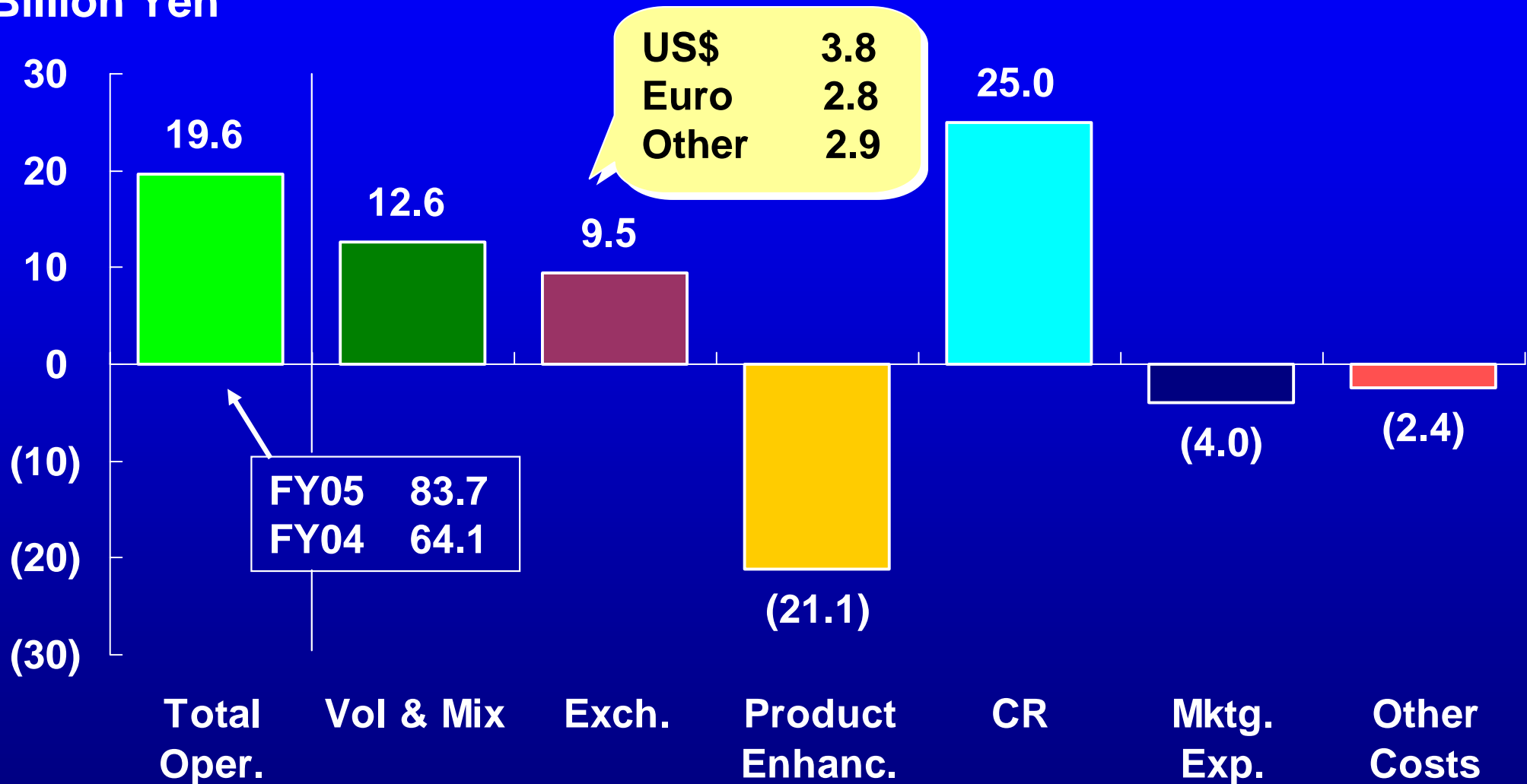
FY2005 Nine Months Compared with FY2004 Nine Months

Billion Yen



# OPERATING PROFIT CHANGES

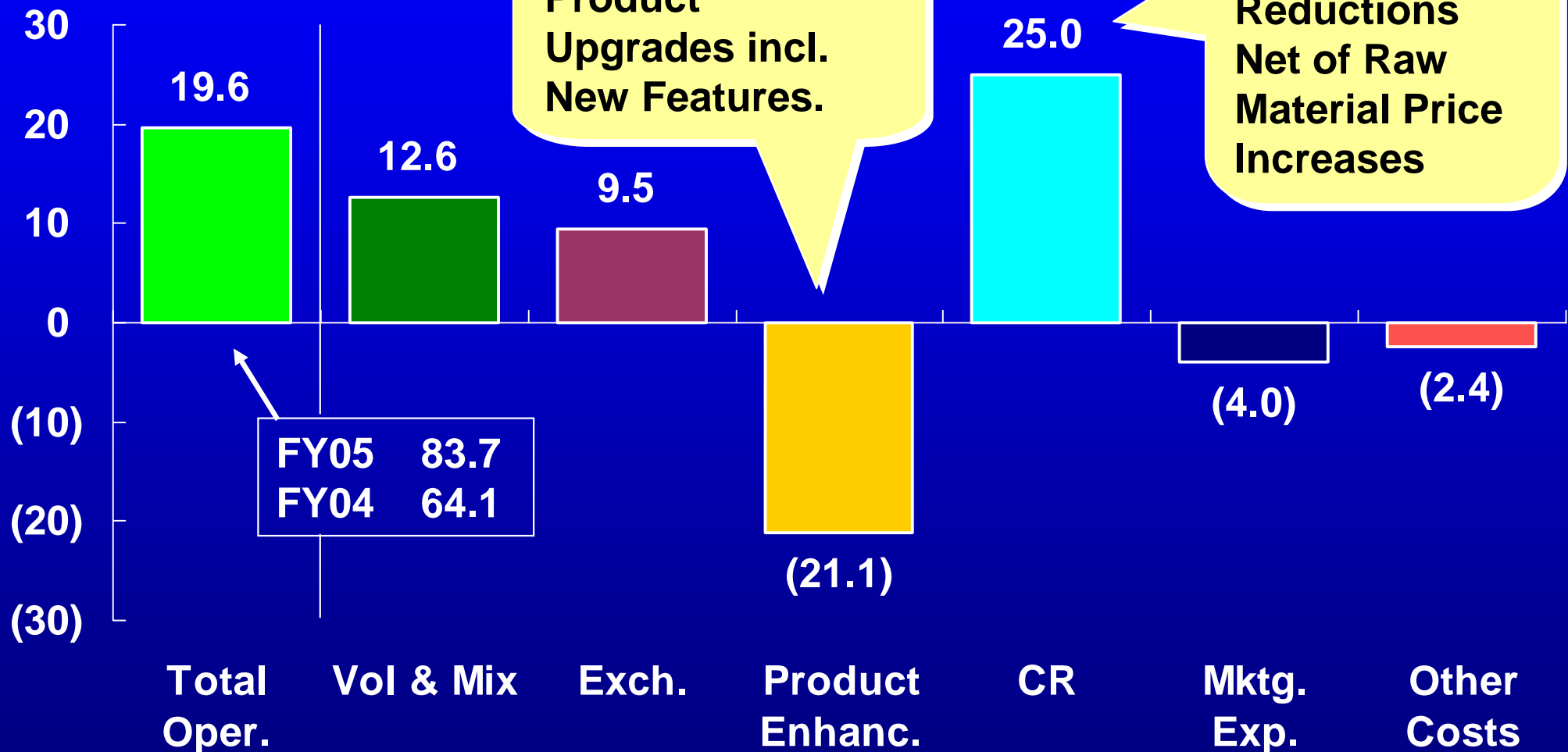
FY2005 Nine Months Compared with FY2004 Nine Months  
Billion Yen



# OPERATING PROFIT CHANGES

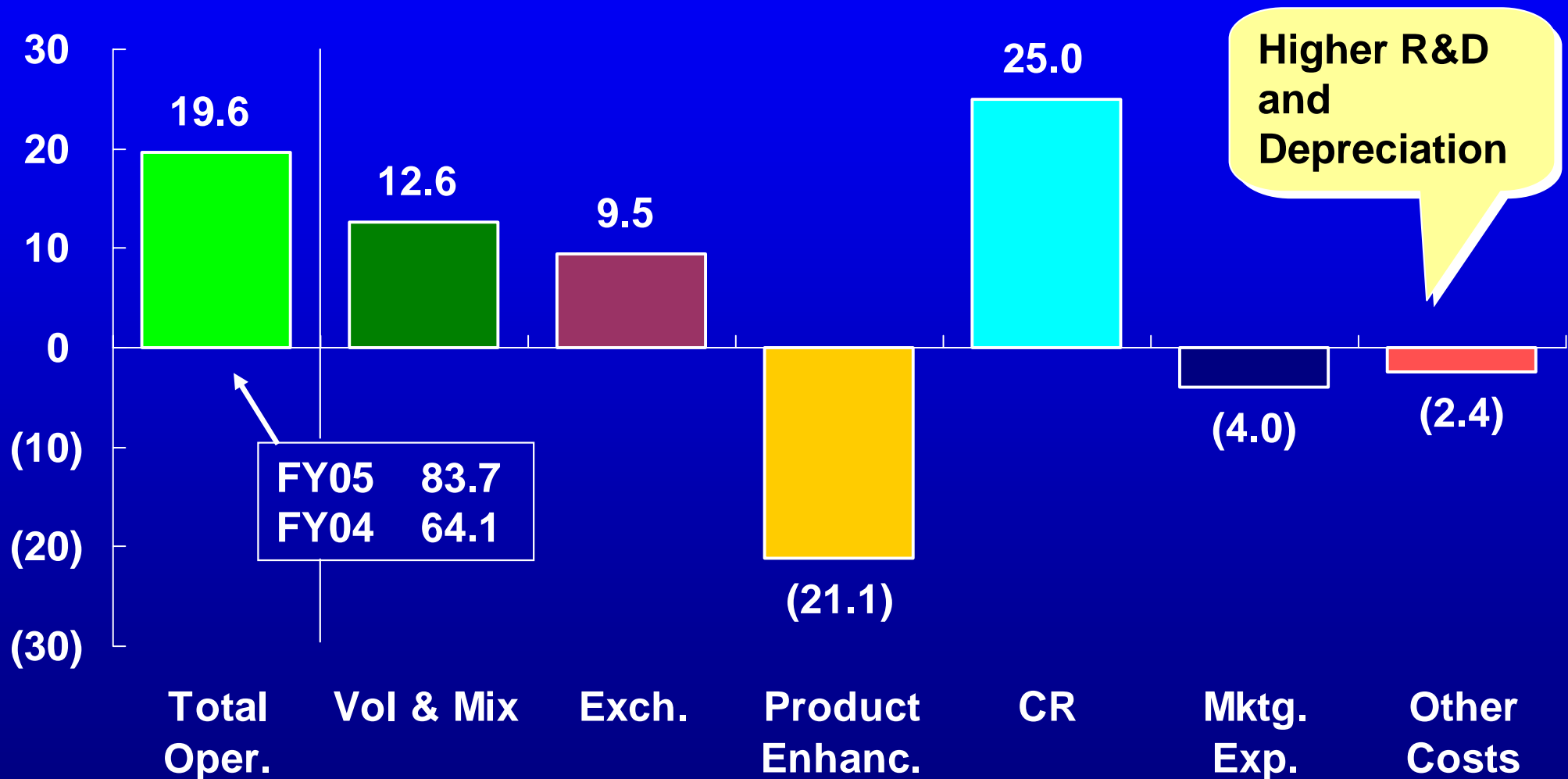
FY2005 Nine Months Compared with FY2004 Nine Months

Billion Yen



# OPERATING PROFIT CHANGES

FY2005 Nine Months Compared with FY2004 Nine Months  
Billion Yen



# ***FY2005 FULL YEAR PROJECTIONS***



# FY2005 FULL YEAR OUTLOOK

- ◆ **Operating Profit Projection Raised to ¥118 Billion, up 42% on Prior Year**
- ◆ **Wholesales up 4%**
- ◆ **Launch of New MPV in Japan**
- ◆ **Net Income up 31%**

# FULL YEAR FINANCIAL METRICS

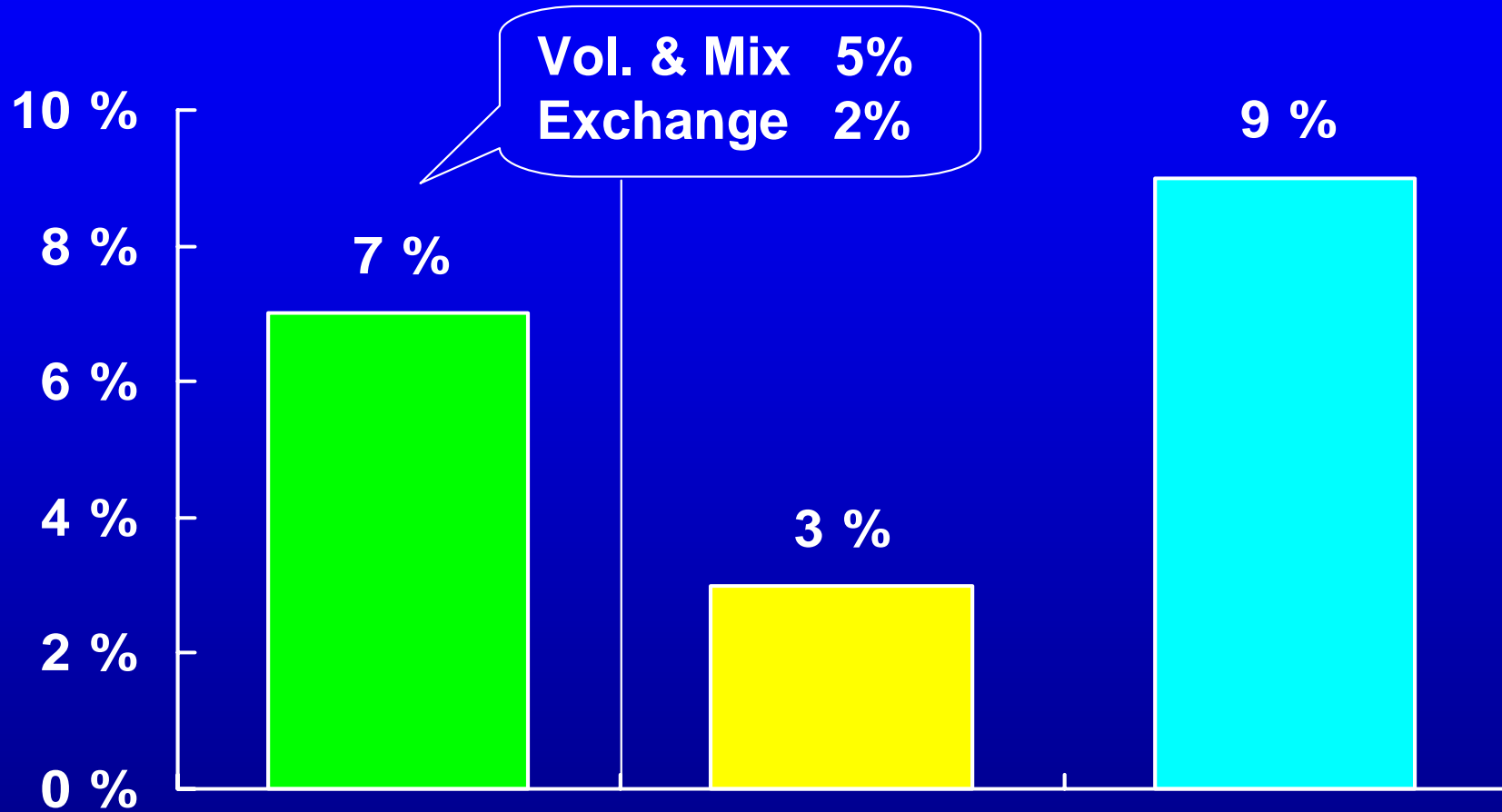
(Billion yen)	Full Year		Change	
	<u>FY2005</u>	<u>FY2004</u>	<u>Amount</u>	<u>Pct.</u>
Operating Profit	118.0	82.9	35.1	42 %
Ordinary Profit	100.0	73.1	26.9	37 %
Profit Before Tax	110.0	73.8	36.2	49 %
Net Income	60.0	45.8	14.2	31 %
Operating ROS	4.1%	3.1%	1.0 Pts	-
EPS (Yen/Share)	44.4	37.6	6.8	18 %

# KEY ASSUMPTIONS

	Full Year		Change
	FY2005	FY2004	
<b><u>WHOLESALES (000)</u></b>			
Consolidated	1,152	1,104	4 %
<b><u>REVENUE (¥Bils)</u></b>	2,890.0	2,695.6	7 %
<b><u>EXCHANGE RATES</u></b>			
Yen / U.S. Dollar	113	108	¥ 5
Yen / Euro	137	135	¥ 2

# REVENUE CHANGES BY DESTINATION

FY2005 Compared with FY2004



(Billion yen)

Total

Domestic

Overseas

FY05

2,890.0

870.0

2,020.0

FY04

2,695.6

845.6

1,850.0

# JAPAN

	Full Year		Change
	FY2005	FY2004	
Retail Volume	286	286	0 %
Market Share	4.9 %	4.9 %	0.0 Pts

## New MPV Introduced



# UNITED STATES

	Full Year		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
Retail Volume (000)	264	264	0 %
Market Share	1.6 %	1.6 %	0.0 Pts

## Strong Mazda3 Demand





# EUROPE

	Full Year		Change
	FY2005	FY2004	
Retail Volume (000)	285	273	5 %
Market Share	1.6 %	1.5 %	0.1 Pts

## New Mazda5 and New MX-5



# CHINA

	Full Year		Change
	FY2005	FY2004	
Retail Volume (000)	130	96	36 %
Market Share	2.2 %	1.8 %	0.4 Pts

**Market Share Growing**

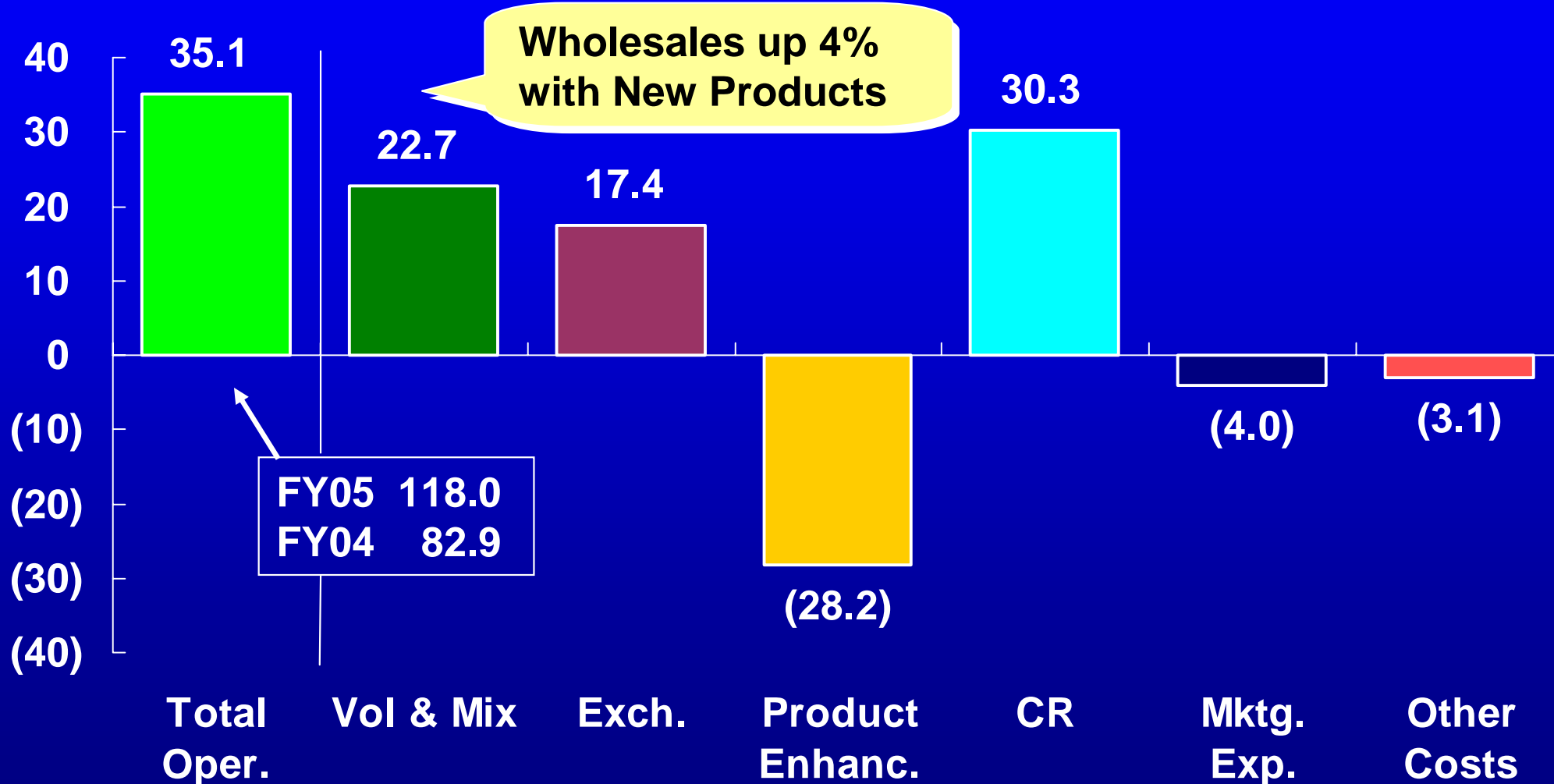




# OPERATING PROFIT CHANGES

## FY2005 Compared with FY2004

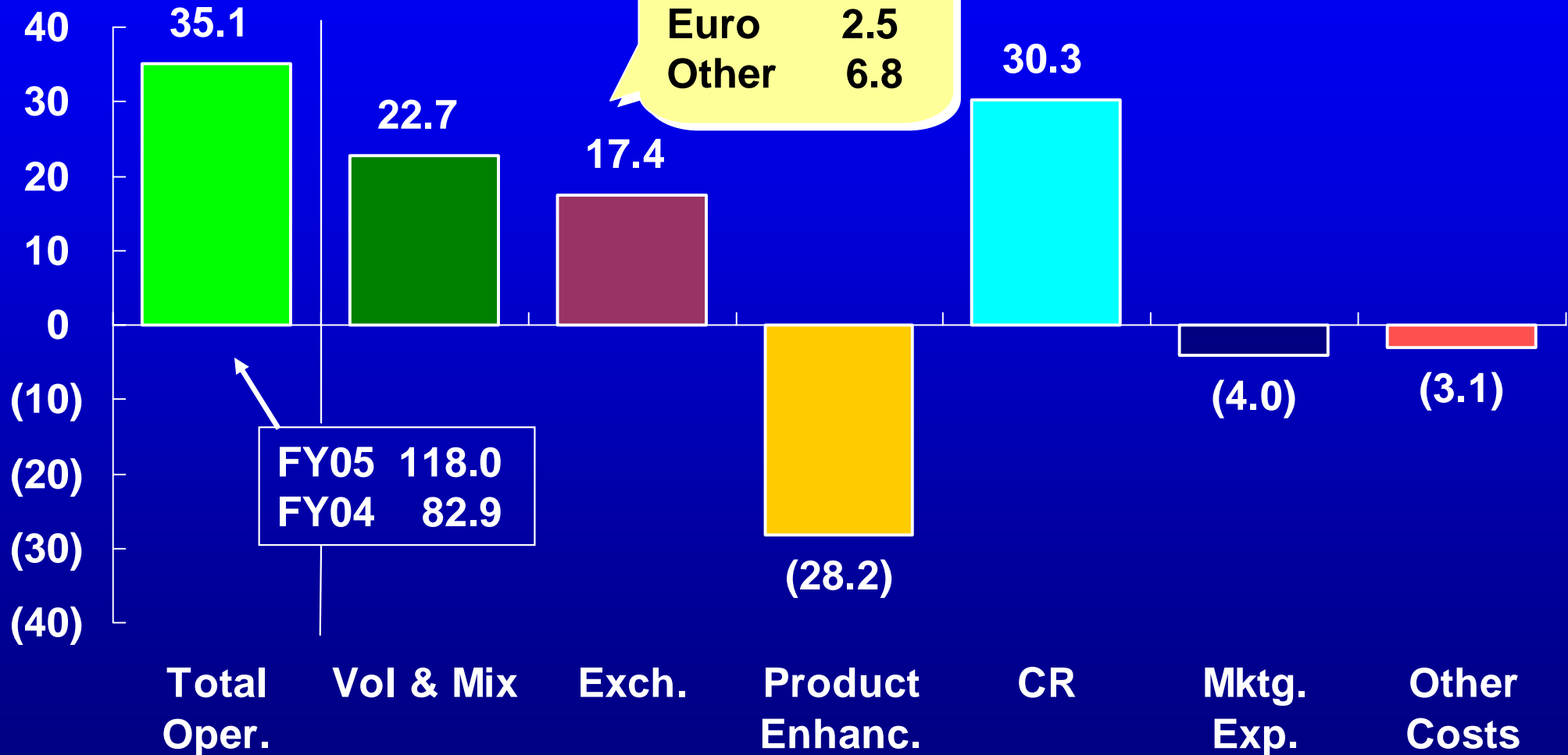
Billion Yen



# OPERATING PROFIT CHANGES

## FY2005 Compared with FY2004

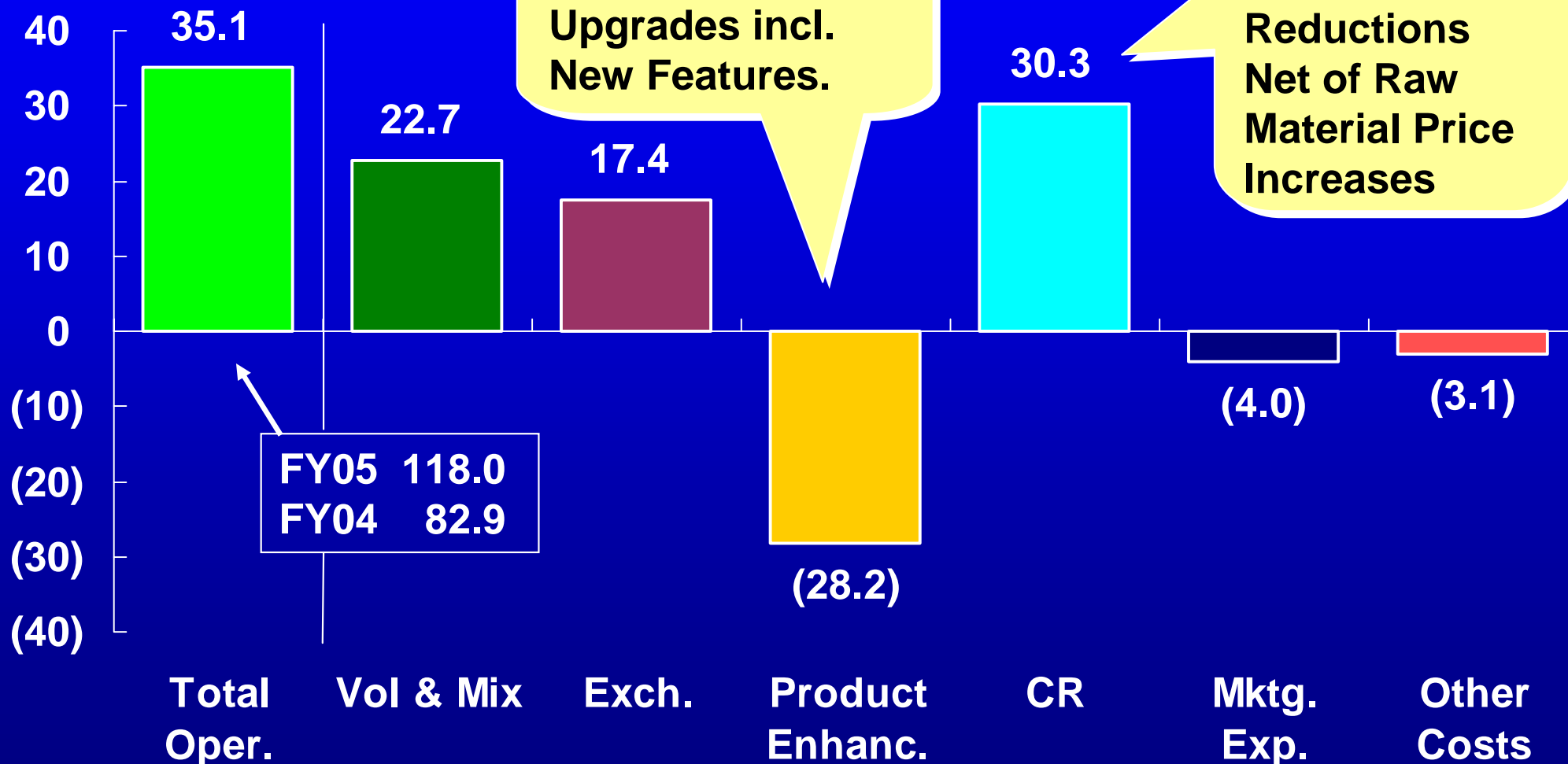
Billion Yen



# OPERATING PROFIT CHANGES

## FY2005 Compared with FY2004

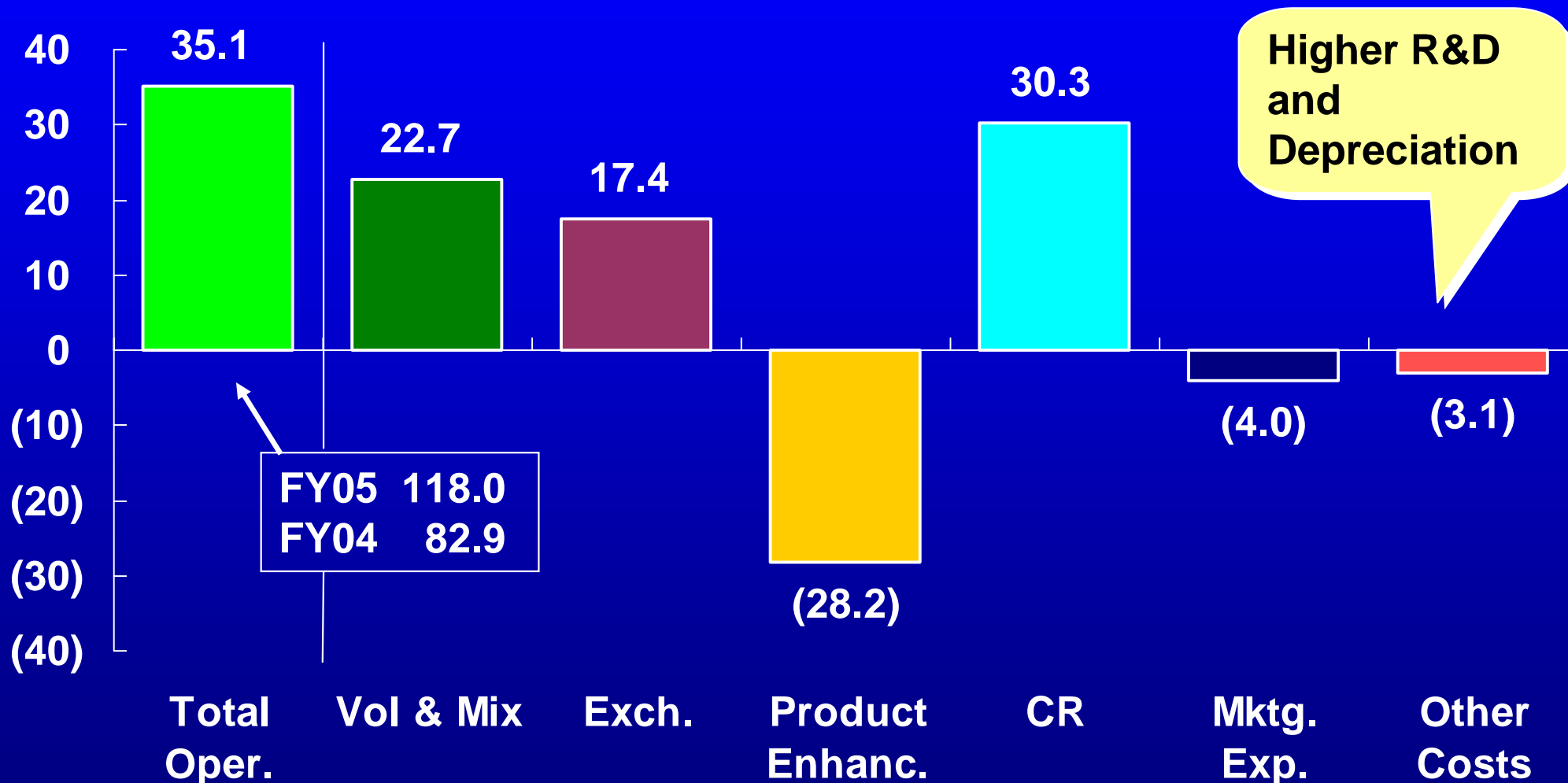
Billion Yen



# OPERATING PROFIT CHANGES

## FY2005 Compared with FY2004

Billion Yen



***CLOSE***

# IN SUM

- ◆ **Operating Profit up 31% to ¥83.7 Billion in First Nine Months**
- ◆ **Full-year Operating Profit Projection Raised to ¥118 Billion, up 42% on Prior Year**
- ◆ **Continue Progress and Foundation Building Under Mazda Momentum**

# ***APPENDIX***

# FY2005 THIRD QUARTER FINANCIAL METRICS

(Billion yen)	Third Quarter		Change	
	<u>FY2005</u>	<u>FY2004</u>	<u>Amount</u>	<u>Pct.</u>
Operating Profit	34.9	20.6	14.3	69 %
Ordinary Profit	24.6	18.0	6.6	37 %
Profit Before Tax	23.7	16.8	6.9	42 %
Net Income	10.2	7.4	2.8	38 %
Operating ROS	4.7%	3.0%	1.7 Pts	-
EPS (Yen/Share)	7.6	6.0	1.6	26 %

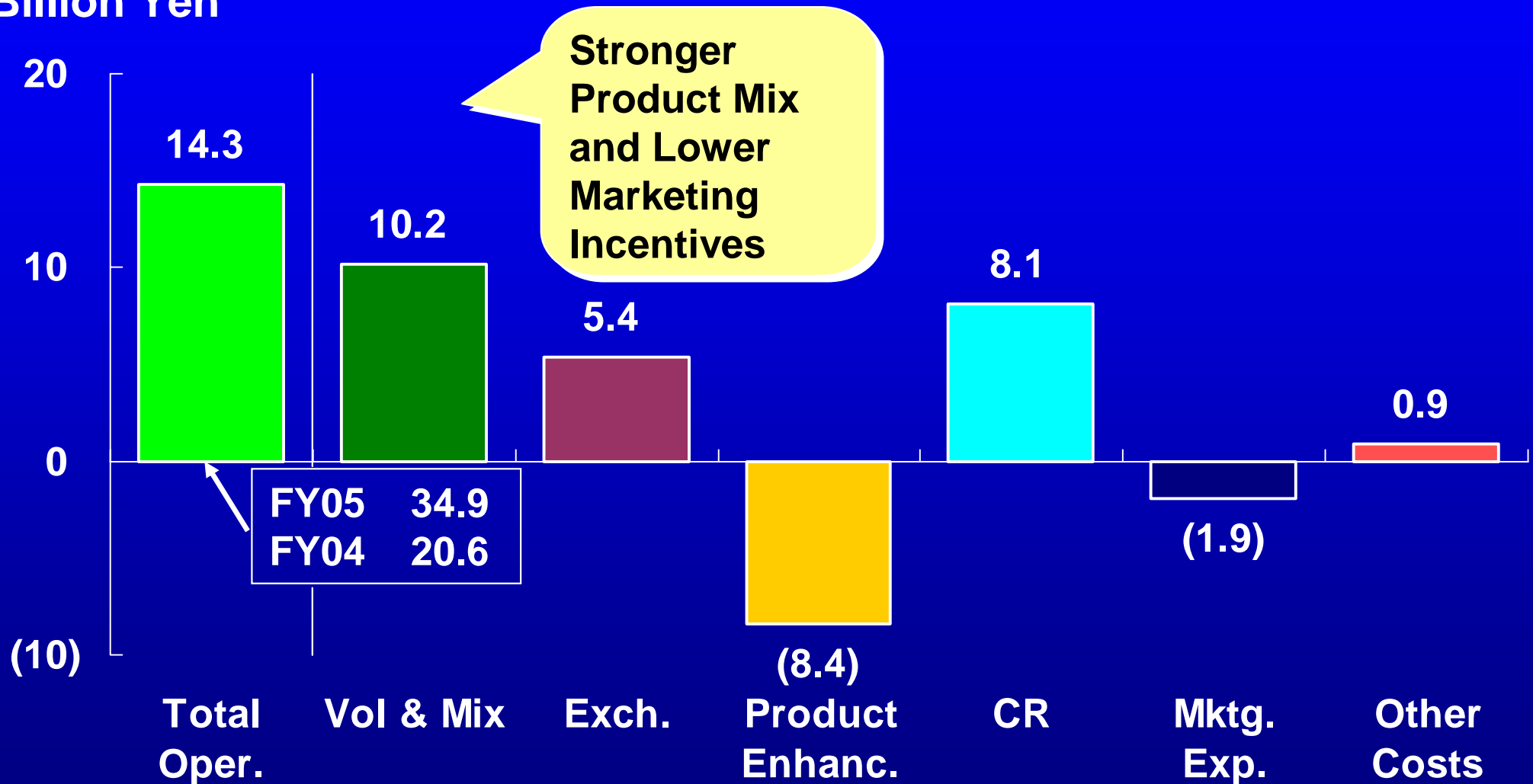


# KEY ASSUMPTIONS

	Third Quarter		
	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>
<b><u>WHOLESALES (000)</u></b>			
Consolidated	277	280	(1) %
<b><u>REVENUE (¥Bils)</u></b>	741.5	685.6	8 %
<b><u>EXCHANGE RATES</u></b>			
Yen / U.S. Dollar	117	106	¥ 11
Yen / Euro	139	137	¥ 2

# OPERATING PROFIT CHANGES

FY2005 Third Quarter Compared with FY2004 Third Quarter  
Billion Yen





**mazda**

# DISCLAIMER

The projections for FY 2005 and future strategies shown in this presentation are based on various uncertainties including without limitation the conditions of the world economy in the future, the trend of the automotive industry and the risk of exchange-rate fluctuations. So, please be aware that Mazda's actual performance may differ substantially from the projections.

If you are interested in investing in Mazda, you are requested to make a final investment decision at your own risk, taking the foregoing into consideration. Please note that neither Mazda nor any third party providing information shall be responsible for any damage you may suffer due to investment in Mazda based on the information shown in this presentation.