# FY2005 Consolidated Financial Results <br> For the Nine Months Ended December 31, 2005 

February 10, 2006

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

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

Consolidation: (Addition) 4 companies / (Exclusion) None
: None
: None
: Yes
Equity method: (Addition) 1 company / (Exclusion) 1 company
2. Consolidated Financial Highlights (April 1, 2005 through December 31, 2005)
(1) Consolidated Financial Results (In Japanese yen rounded to millions)

|  | Net Sales |  | Operating Income/(Loss) |  | Ordinary Income/(Loss) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | million yen | \% | million yen | \% | million yen | \% |
| FY2005 Nine Months | 2,093,376 | 4.3 | 83,671 | 30.5 | 67,958 | 23.8 |
| FY2004 Nine Months | 2,006,151 | 8.2 | 64,136 | - | 54,893 |  |
| FY2004 Full Year | 2,695,564 |  | 82,947 |  | 73,056 |  |


|  | Net Income/(Loss) | Net Income/(Loss) per Share | Net Income/(Loss) per Share Diluted |  |
| :--- | :---: | ---: | ---: | ---: |
| FY2005 Nine Months | million yen | $\%$ |  | yen |
| FY2004 Nine Months | 41,283 | 58.3 | 32.51 | 29.25 |
| FY2004 Full Year | 26,083 | -21.44 | 18.46 |  |

## Notes:

1) Average number of shares outstanding (consolidated): FY2005 nine months $1,269,877,259$ shares / FY2004 nine months $1,216,556,740$ shares
2) The changes in sales, operating income, ordinary income, and net income from the previous period are shown in percentage.

However, since the disclosure of operating income, ordinary income, and net income for the nine-month period started in FY2004, the changes in percentage from the prior nine-month period are not shown for FY2004 nine-month period.

## [Nine-Month Consolidated Financial Results]

Wholesales for the nine months ended December 31, 2005 increased 24,000 units or $3.0 \%$ to 834,000 units compared with the same period a year ago. This higher wholesales reflected strong performance of the Mazda3 (Axela) and the new Mazda5 (Premacy) in the markets all over the world.

Net sales for the nine months ended December 31, 2005 totaled 2,093.4 billion yen, up 87.2 billion yen or $4.3 \%$, compared to the same period of the prior year. Operating income increased by 19.6 billion yen or $30.5 \%$ to 83.7 billion yen due to higher revenues, further cost reductions and more favorable exchange rates. Ordinary income was up 13.1 billion yen or $23.8 \%$ to 68.0 billion yen, and net income was 41.3 billion yen, an increase of 15.2 billion yen or $58.3 \%$.

## (2) Consolidated Financial Position

|  | Total Assets | Shareholders' Equity | Equity Ratio | Equity per Share |
| :--- | :---: | :---: | :---: | :---: |
| mY2005 3rd. Qtr. | million yen | million yen |  | yen |
| FY2004 3rd. Qtr. | $1,716,042$ | 354,542 | 20.7 | 262.14 |
| FY2004 Full Year | $1,749,107$ | 248,914 | 14.2 | 204.91 |

Notes:
Number of shares outstanding at period end (consolidated): FY2005 3rd. Qtr. 1,352,484,824 shares and FY2004 3rd. Qtr. 1,214,755,231 shares

## (Reference)

FY2005 Full Year Consolidated Financial Forecast (April 1, 2005 through March 31, 2006)

|  | Net Sales | Ordinary Income/(Loss) | Net Income/(Loss) |
| :--- | :---: | :---: | :---: |
| million yen | million yen | million yen |  |
| Full Year | 44.36 yen |  |  |

FY2005 Full Year Unconsolidated Financial Forecast (April 1, 2005 through March 31, 2006)

|  | Net Sales | Ordinary Income/(Loss) | Net Income/(Loss) |
| :--- | :---: | :---: | :---: |
| mull Year | million yen |  | million yen |

Reference: Net income per share for the full year 22.92 yen

## [Full-Year Financial Forecast]

As of February 10, 2006, Mazda Motor Corporation has revised its financial forecast for the year ending March 31, 2006 both on the consolidated basis and the unconsolidated basis by taking the financial results for the nine months ended December 31, 2005 into consideration. The previous forecast was released on November 2, 2005 at the time of the announcement of financial results for the six months ended September 30, 2005.

For further information, please refer to the "Revision of Financial Projection for FY2005 Full Year" that has been released on February 10, 2006.

## Cautionary Statement 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.

## Supplementary Information

## Consolidated Financial Statements

## (1) Consolidated Statement of Income

Nine months ended December 31, 2005
With comparative figures for the nine months ended December 31, 2004 and for the fiscal year ended March 31, 2005


## (2) Consolidated Balance Sheet

December 31, 2005
With comparative figures for March 31, 2005 and December 31, 2004

|  | Millions of yen |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY2005 | FY2004 | FY2004 |  |
| 3rd. Quarter |  | Increase/ | 3rd. Quarter |  |
| As of | Dec. 31, 2005 | Mar. 31, 2005 | (Decrease) | Dec. 31, 2004 |

## ASSETS

## Current Assets:

Cash and time deposits
Trade notes and accounts receivable
Inventories
Deferred taxes
Other
Allowance for doubtful receivables
Total current assets

| 1 | $\mathbf{1 8 8 , 1 3 6}$ | 218,959 | $(30,823)$ | 218,117 |
| :--- | :---: | :---: | :---: | :---: |
| 2 | $\mathbf{1 4 0 , 2 7 7}$ | 142,011 | $(1,734)$ | 116,654 |
| 3 | $\mathbf{2 5 5 , 8 6 4}$ | 253,869 | 1,995 | 276,397 |
| 4 | $\mathbf{7 3 , 0 0 3}$ | 80,133 | $(7,130)$ | 69,589 |
| 5 | $\mathbf{6 3 , 7 9 0}$ | 80,655 | $(16,865)$ | 70,528 |
| 6 | $\mathbf{( 7 , 5 5 8})$ | $(8,031)$ | 473 | $(6,656)$ |
| 7 | $\mathbf{7 1 3 , 5 1 2}$ | 767,596 | $(54,084)$ | 744,629 |

## Fixed Assets:

Tangible fixed assets:
Buildings and structures
Machinery and vehicles
Land
Construction in progress
Other
Total tangible fixed assets
Intangible fixed assets:

| 8 | 145,715 | 147,026 | $(1,311)$ | 146,681 |
| :---: | :---: | :---: | :---: | :---: |
| 9 | 173,416 | 155,914 | 17,502 | 155,844 |
| 10 | 445,501 | 449,356 | $(3,855)$ | 454,582 |
| 11 | 34,239 | 40,158 | $(5,919)$ | 31,716 |
| 12 | 27,649 | 31,793 | $(4,144)$ | 29,122 |
| 13 | 826,520 | 824,247 | 2,273 | 817,945 |
| 14 | 23,846 | 23,367 | 479 | 22,817 |
| 15 | 75,111 | 58,423 | 16,688 | 62,008 |
| 16 | 8,087 | 8,017 | 70 | 9,926 |
| 17 | 57,270 | 73,747 | $(16,477)$ | 81,691 |
| 18 | 23,022 | 24,283 | $(1,261)$ | 22,677 |
| 19 | $(10,433)$ | $(10,820)$ | 387 | $(11,775)$ |
| 20 | (894) | $(1,014)$ | 120 | (811) |
| 21 | 152,163 | 152,636 | (473) | 163,716 |
| 22 | 1,002,529 | 1,000,250 | 2,279 | 1,004,478 |
| 23 | 1 | - | 1 | - |
| 24 | 1,716,042 | 1,767,846 | $(51,804)$ | 1,749,107 |


| FY2005 |  |  |  |
| :---: | :---: | :---: | :---: |
| FY2004 |  | FY2004 |  |
| 3rd. Quarter |  | Increase/ | 3rd. Quarter |
| Dec. 31, 2005 | Mar. 31, 2005 | (Decrease) | Dec. 31, 2004 |

## LIABILITIES

## Current Liabilities:

Trade notes and accounts payable
Short-term loans payable
Long-term loans payable due within one year
Bonds due within one year
Other accounts payable
Accrued expenses
Reserve for warranty expenses
Other
Total current liabilities

| 1 | $\mathbf{2 7 0 , 3 7 5}$ | 290,476 | $(20,101)$ | 276,475 |
| :--- | ---: | ---: | ---: | ---: |
| 2 | $\mathbf{1 1 6 , 2 8 9}$ | 100,555 | 15,734 | 118,046 |
| 3 | $\mathbf{7 3 , 1 8 1}$ | 82,847 | $(9,666)$ | 85,536 |
| 4 | $\mathbf{3 0 0}$ | 30,400 | $(30,100)$ | 70,400 |
| 5 | $\mathbf{9 8 , 4 9 9}$ | 110,155 | $(11,656)$ | 72,284 |
| 6 | $\mathbf{1 6 2 , 7 8 2}$ | 185,568 | $(22,786)$ | 161,642 |
| 7 | $\mathbf{2 7 , 6 0 3}$ | 24,150 | 3,453 | 23,768 |
| 8 | $\mathbf{5 1 , 0 5 1}$ | 53,077 | $(2,026)$ | 48,847 |
| 9 | $\mathbf{8 0 0 , 0 8 0}$ | 877,228 | $(77,148)$ | 856,998 |

Fixed Liabilities:
Bonds
Bonds with stock acquisition rights
Long-term loans payable
Deferred tax liability related to land revaluation
Employees' and executive officers'
severance and retirement benefits
Directors' and corporate auditors'
retirement benefits
Other
Total fixed liabilities
Total Liabilities
Minority Interests in Consolidated Subsidiaries

## SHAREHOLDERS' EQUITY

Common stock
Capital surplus
Retained earnings/(deficit)
Land revaluation
Net unrealized gain/(loss) on available-for-sale securities

Foreign currency translation adjustments
Treasury stock
Total shareholders' equity
Total Liabilities, Minority Interests and Shareholders' Equity

| 10 | 65,200 | 40,400 | 24,800 | 40,500 |
| :---: | :---: | :---: | :---: | :---: |
| 11 | 17,942 | 59,567 | $(41,625)$ | 59,996 |
| 12 | 228,159 | 214,376 | 13,783 | 233,507 |
| 13 | 93,840 | 91,132 | 2,708 | 90,896 |
| 14 | 132,900 | 195,892 | $(62,992)$ | 196,993 |
| 15 | 1,554 | 1,500 | 54 | 1,423 |
| 16 | 12,674 | 11,910 | 764 | 12,295 |
| 17 | 552,269 | 614,777 | $(62,508)$ | 635,610 |
| 18 | 1,352,349 | 1,492,005 | $(139,656)$ | 1,492,608 |
| 19 | 9,151 | 8,026 | 1,125 | 7,585 |
| 20 | 141,107 | 120,295 | 20,812 | 120,080 |
| 21 | 125,141 | 104,435 | 20,706 | 104,221 |
| 22 | $(1,611)$ | $(34,581)$ | 32,970 | $(54,283)$ |
| 23 | 135,560 | 130,895 | 4,665 | 131,151 |
| 24 | 1,077 | 422 | 655 | 371 |
| 25 | $(44,363)$ | $(51,454)$ | 7,091 | $(50,439)$ |
| 26 | $(2,369)$ | $(2,197)$ | (172) | $(2,187)$ |
| 27 | 354,542 | 267,815 | 86,727 | 248,914 |
| 28 | 1,716,042 | 1,767,846 | $(51,804)$ | 1,749,107 |

## Segment Information

## 1) Information by Industry Segment

The company and its consolidated subsidiaries are primarily engaged in the manufacture and sale of passenger and commercial vehicles. Net sales and operating income (loss) related to this industry have exceeded $90 \%$ of the respective consolidated amounts. Accordingly, information by industry segment is not shown.
2) Information by Geographic Area

| FY2005 Nine Months <br> Ended December 31, 2005 | Millions of yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North <br> America | Europe | Other areas | Total | Elimination or corporate | Consolidated |
| Net sales: |  |  |  |  |  |  |  |
| Outside Customers | 871,448 | 595,955 | 455,682 | 170,291 | 2,093,376 | - | 2,093,376 |
| Inter-areas | 761,001 | 5,136 | 13,383 | 590 | 780,110 | $(780,110)$ | - |
| Total | 1,632,449 | 601,091 | 469,065 | 170,881 | 2,873,486 | $(780,110)$ | 2,093,376 |
| Operating expenses | 1,567,359 | 587,670 | 463,524 | 163,927 | 2,782,480 | $(772,775)$ | 2,009,705 |
| Operating income (loss) | 65,090 | 13,421 | 5,541 | 6,954 | 91,006 | $(7,335)$ | 83,671 |


| FY2004 Nine Months <br> Ended December 31, 2004 | Millions of yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Other areas | Total | Elimination or corporate | Consolidated |
| Net sales: |  |  |  |  |  |  |  |
| Outside Customers | 837,079 | 568,975 | 472,656 | 127,441 | 2,006,151 | - | 2,006,151 |
| Inter-areas | 747,741 | 9,070 | 11,049 | 94 | 767,954 | $(767,954)$ | - |
| Total | 1,584,820 | 578,045 | 483,705 | 127,535 | 2,774,105 | $(767,954)$ | 2,006,151 |
| Operating expenses | 1,529,443 | 572,397 | 475,676 | 123,622 | 2,701,138 | $(759,123)$ | 1,942,015 |
| Operating income (loss) | 55,377 | 5,648 | 8,029 | 3,913 | 72,967 | $(8,831)$ | 64,136 |


| FY2004 Full Year <br> Ended March 31, 2005 | Millions of yen |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Other areas | Total | Elimination or corporate | Consolidated |
| Net sales: |  |  |  |  |  |  |  |
| Outside Customers | 1,136,102 | 751,506 | 625,277 | 182,679 | 2,695,564 | - | 2,695,564 |
| Inter-areas | 948,084 | 12,829 | 13,749 | 92 | 974,754 | $(974,754)$ |  |
| Total | 2,084,186 | 764,335 | 639,026 | 182,771 | 3,670,318 | $(974,754)$ | 2,695,564 |
| Operating expenses | 2,025,413 | 755,547 | 630,413 | 177,090 | 3,588,463 | $(975,846)$ | 2,612,617 |
| Operating income (loss) | 58,773 | 8,788 | 8,613 | 5,681 | 81,855 | 1,092 | 82,947 |

## Notes:

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

1) Method: Segmentation by geographic adjacency
2) Principal countries or regions belonging to each segment

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

## 3) Overseas Sales

| FY2005 Nine Months | Millions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Ended December 31, 2005 | North America | Europe | Other areas | Total |
| Overseas sales | $\mathbf{6 0 8 , 9 9 2}$ | $\mathbf{4 6 5 , 5 8 3}$ | $\mathbf{3 8 8 , 6 4 8}$ | $\mathbf{1 , 4 6 3 , 2 2 3}$ |
| Consolidated sales | - | - | - | $\mathbf{2 , 0 9 3 , 3 7 6}$ |
| Percentage of overseas sales to | $\%$ | $\%$ | $\%$ | $\%$ |
| consolidated sales | $\mathbf{2 9 . 1}$ | $\mathbf{2 2 . 2}$ | $\mathbf{1 8 . 6}$ | $\mathbf{6 9 . 9}$ |



Notes:

1. Overseas sales include exports by the Company 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
1) Method: Segmentation by geographic adjacency
2) Principal countries or regions belonging to each segment

North America:
Europe:
Other areas:
U.S.A. and Canada

Germany and England
Australia, Thailand and China

## Production and Sales Information

## 1) Production Volume

|  | FY2005 Nine Months <br> Ended December 31, 2005 | FY2004 Nine Months <br> Ended December 31, 2004 | Increase/ (Decrease) |
| :---: | :---: | :---: | :---: |
| Passenger cars | $613,633{ }^{\text {units }}$ | $567,348{ }^{\text {units }}$ | ${ }_{46,285}^{\text {units }}$ |
| Trucks | 49,201 | 43,329 | 5,872 |
| Vehicles Total | 662,834 | 610,677 | 52,157 |


| FY2004 Full Year <br> Ended March 31, 2005 |
| :---: |
| units |
| 759,779 |
| 52,993 |
| 812,772 |

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):

|  | FY2005 <br> Nine Months | FY2004 <br> Nine Months | Increase/ <br> (Decrease) |  | FY2004 <br> Full Year |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AutoAlliance International, Inc. | $\mathbf{5 6 , 2 6 9}$ | units |  | 68,793 | units | $(12,524)$ units |  |

2) Sales Volume and Revenue

|  | FY2005 Nine Months <br> Ended December 31, 2005 |  | FY2004 Nine Months <br> Ended December 31, 2004 |  | Increase/ <br> (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Volume | Revenue | Volume | Revenue | Volume | Revenue |
|  | units | million yen | units | million yen | units | million yen |
|  | $\mathbf{8 3 3 , 7 3 0}$ | $\mathbf{1 , 5 2 2 , 5 0 2}$ | 809,814 | $1,457,181$ | 23,916 | 65,321 |
| Knockdown Parts (Overseas) | - | $\mathbf{9 1 , 9 3 8}$ | - | 103,318 | - | $(11,380)$ |
| Parts | - | $\mathbf{1 6 1 , 3 2 7}$ | - | 142,974 | - | 18,353 |
| Other | - | $\mathbf{3 1 7 , 6 0 9}$ | - | 302,678 | - | 14,931 |
| Total | - | $\mathbf{2 , 0 9 3 , 3 7 6}$ | - | $2,006,151$ | - | 87,225 |


| FY2004 Full Year <br> Ended March 31, 2005 |  |
| :---: | :---: |
| Volume | Revenue |
| units | million yen |
| $1,104,074$ | $1,972,643$ |
| - | 123,825 |
| - | 194,032 |
| - | 405,064 |
| - | $2,695,564$ |

<Sales Volume by Market>

|  | FY2005 Nine Months <br> Ended December 31, 2005 | FY2004 Nine Months <br> Ended December 31, 2004 | Increase/ <br> (Decrease) |
| :---: | :---: | :---: | :---: |
| Japan | $\mathbf{2 0 4 , 1 2 9}$ | units | units <br> $(1,611)$ |
|  | $\mathbf{2 5 5 , 2 6 3}$ | 205,740 | 8,718 |
| Europe | $\mathbf{2 0 6 , 7 7 5}$ | 246,545 | $(9,115)$ |
| Other | $\mathbf{1 6 7 , 5 6 3}$ | 141,639 | 25,924 |
| Overseas Total | $\mathbf{6 2 9 , 6 0 1}$ | 604,074 | 25,527 |
| Total |  | $\mathbf{8 3 3 , 7 3 0}$ | 809,814 |


| FY2004 Full Year <br> Ended March 31, 2005 |
| :---: |
| units |
| 293,798 |
| 335,804 |
| 282,955 |
| 191,517 |
| 810,276 |
| $1,104,074$ |



Notes:

1) Since the disclosure of operating income, ordinary income, income before income taxes, and net income for the nine-month period started in FY2004, the changes in percentage from the prior nine-month period are not shown for FY2004 nine months.
2) For net sales and wholesales of FY2004 full year, in calculating the changes in percentage from the prior year, the results of the prior year have been reclassified to exclude the impacts of the change in fiscal year (15-month operating results) by major consolidated overseas subsidiaries.
