

FY2007 THIRD QUARTER RESULTS AND FULL YEAR PROJECTIONS

MAZDA MOTOR CORPORATION

February 6, 2008

PRESENTATION OUTLINE

- **Nine Months Results**
- **Full Year Projections**
- **In Summary**

NINE MONTHS RESULTS

FY2007 NINE MONTHS HIGHLIGHTS

- **Operating Profit Up 1% to ¥108.4 Billion and Revenues Up 9% to ¥2,506.3 Billion**
- **With Net Income Up 7%, Achieved Growth at All Profit Levels**
- **Global Sales Up 4% to 975,000 Units, or Up 11% Excluding Volume Produced in Hainan**
- **Introduced the New Demio/Mazda2 and New Atenza/Mazda6 in Japan and Europe**
- **Production of the New Mazda2 Started at Nanjing Vehicle Assembly Plant**
- **Cost Increases Due to Fiercer Sales Competition and Higher Raw Material Prices**

FY2007 NINE MONTHS FINANCIAL METRICS

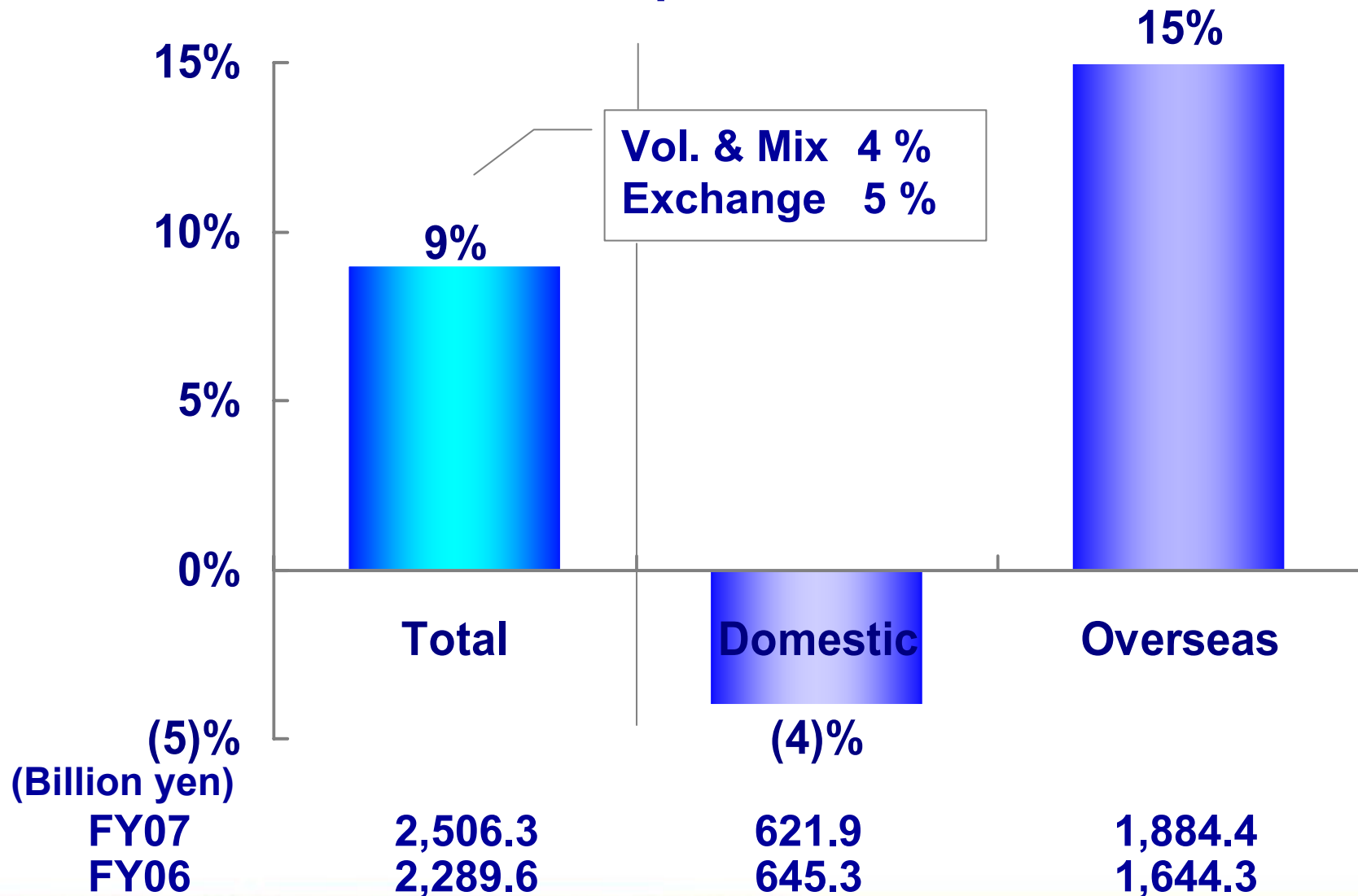
(Billion yen)	Nine Months		Change	
	<u>FY2007</u>	<u>FY2006</u>	<u>Amount</u>	<u>Pct.</u>
Revenues	2,506.3	2,289.6	216.7	9 %
Operating Profit	108.4	107.3	1.1	1 %
Ordinary Profit	89.7	83.9	5.8	7 %
Profit Before Tax	86.3	76.7	9.6	12 %
Net Income	45.0	42.1	2.9	7 %
Operating ROS	4.3 %	4.7 %	(0.4) Pts	-
EPS (Yen/Share)	32.0	30.1	1.9	6 %

KEY DATA

	Nine Months		Change
	FY2007	FY2006	
Global Retail Volume (000)	975	942	4 %
Excl. Volume Produced in Hainan	975	880	11 %
Exchange Rates			
Yen / U.S. Dollar	117	116	¥ 1
Yen / Euro	163	148	¥ 15

DOMESTIC & OVERSEAS REVENUE CHANGES

FY2007 Nine Months Compared With FY2006 Nine Months



	<u>Nine Months</u>		<u>Change</u>
	<u>FY2007</u>	<u>FY2006</u>	
Retail Volume (000)*	175	182	(4) %

New Demio Highly Acclaimed



* Excluding volume sold under Ford Brand

Retail Volume (000)	Nine Months		Change
	<u>FY2007</u>	<u>FY2006</u>	
United States	217	202	8 %
Canada & Other *	85	76	12 %
North America Total	<u>302</u>	<u>278</u>	9 %

Sales of CX-9 Expanded and Strong Sales of Mazda3 Continued



* Including Mexico and Puerto Rico

	<u>Nine Months</u>		<u>Change</u>
	<u>FY2007</u>	<u>FY2006</u>	
Retail Volume (000)*	228	221	3 %

Sales Growth Led by Launch of New Mazda2



* Including Turkey

	Nine Months		
	<u>FY2007</u>	<u>FY2006</u>	<u>Change</u>
Retail Volume (000)	71	98	(28) %
Excl. Volume Produced in Hainan	71	36	97 %

Strong Sales of Mazda6 and Mazda3 New Version



OTHER MARKETS

	<u>Nine Months</u>		<u>Change</u>
	<u>FY2007</u>	<u>FY2006</u>	
Retail Volume (000)	199	163	22 %

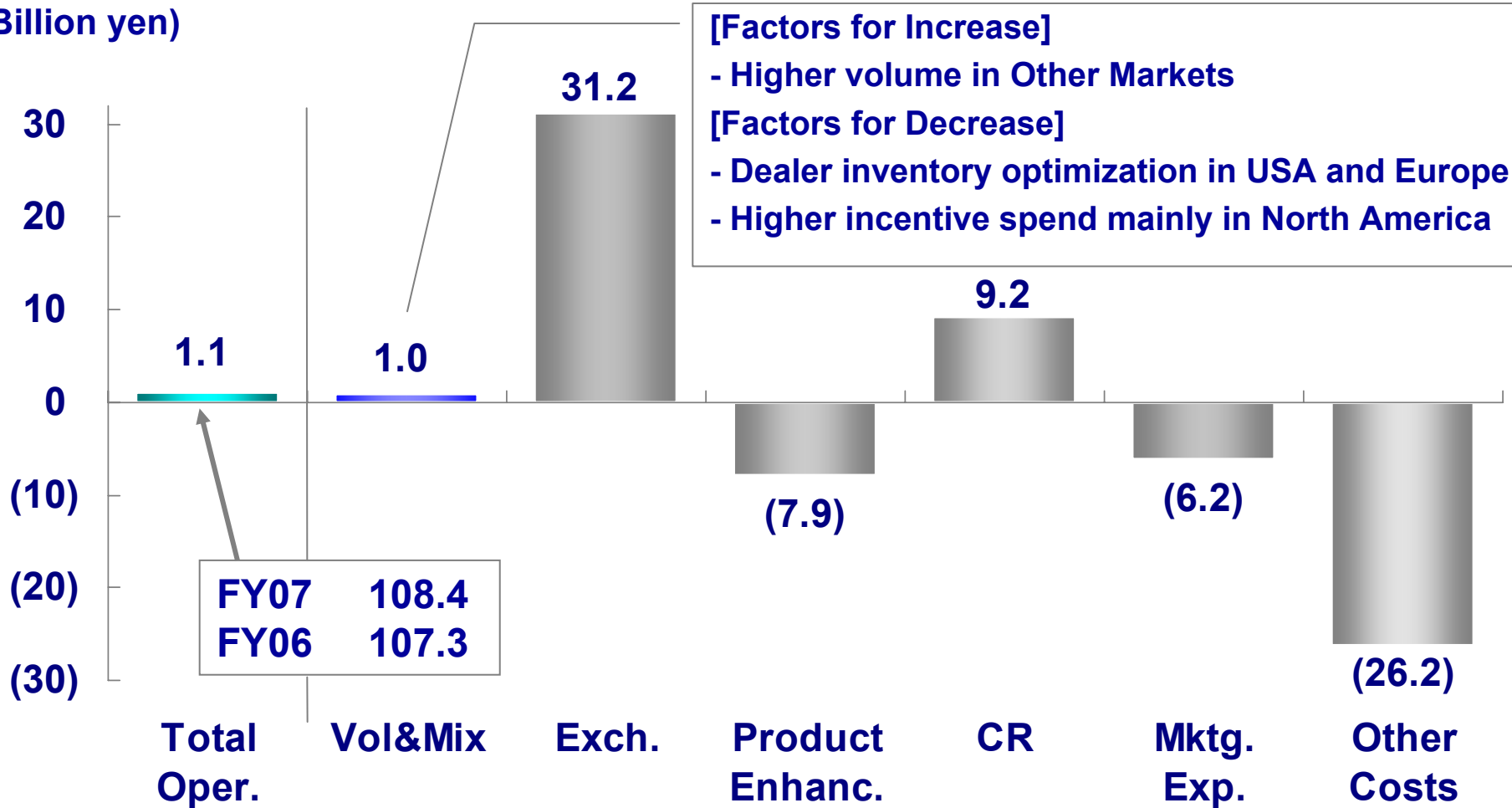
CX-7, BT-50 and Mazda3 Contributed to Higher Sales



OPERATING PROFIT CHANGES

FY2007 Nine Months Compared With FY2006 Nine Months

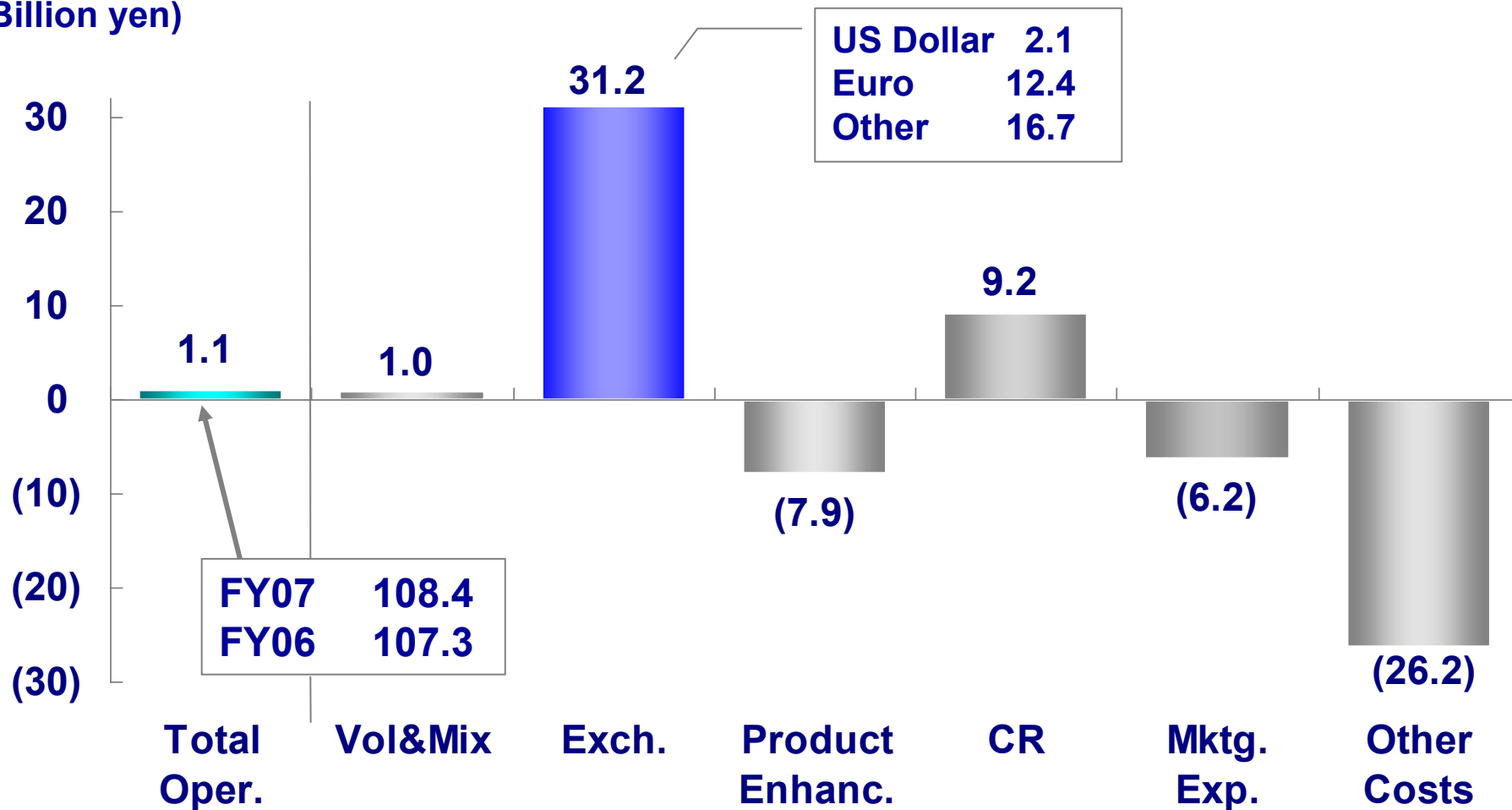
(Billion yen)



OPERATING PROFIT CHANGES

FY2007 Nine Months Compared With FY2006 Nine Months

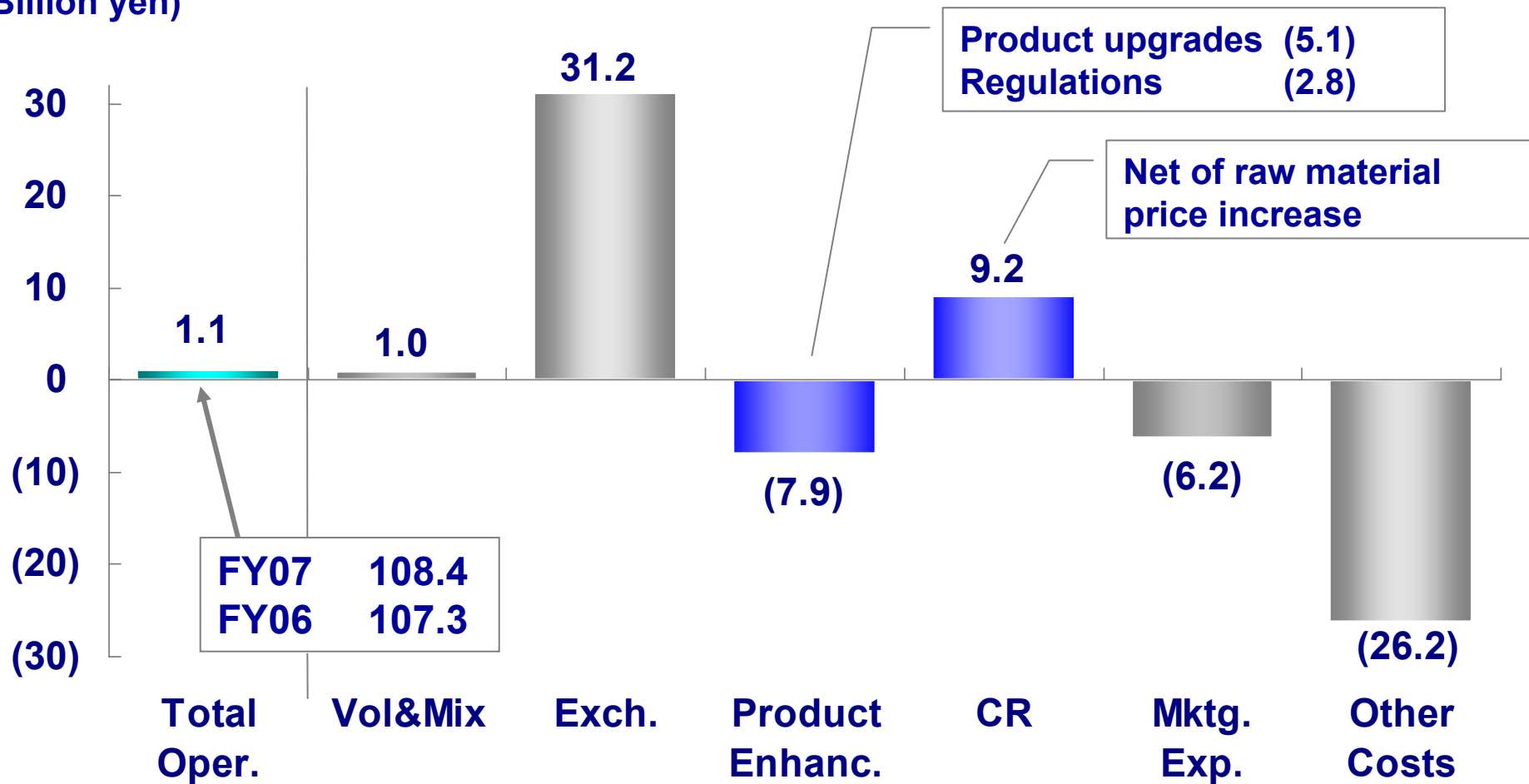
(Billion yen)



OPERATING PROFIT CHANGES

FY2007 Nine Months Compared With FY2006 Nine Months

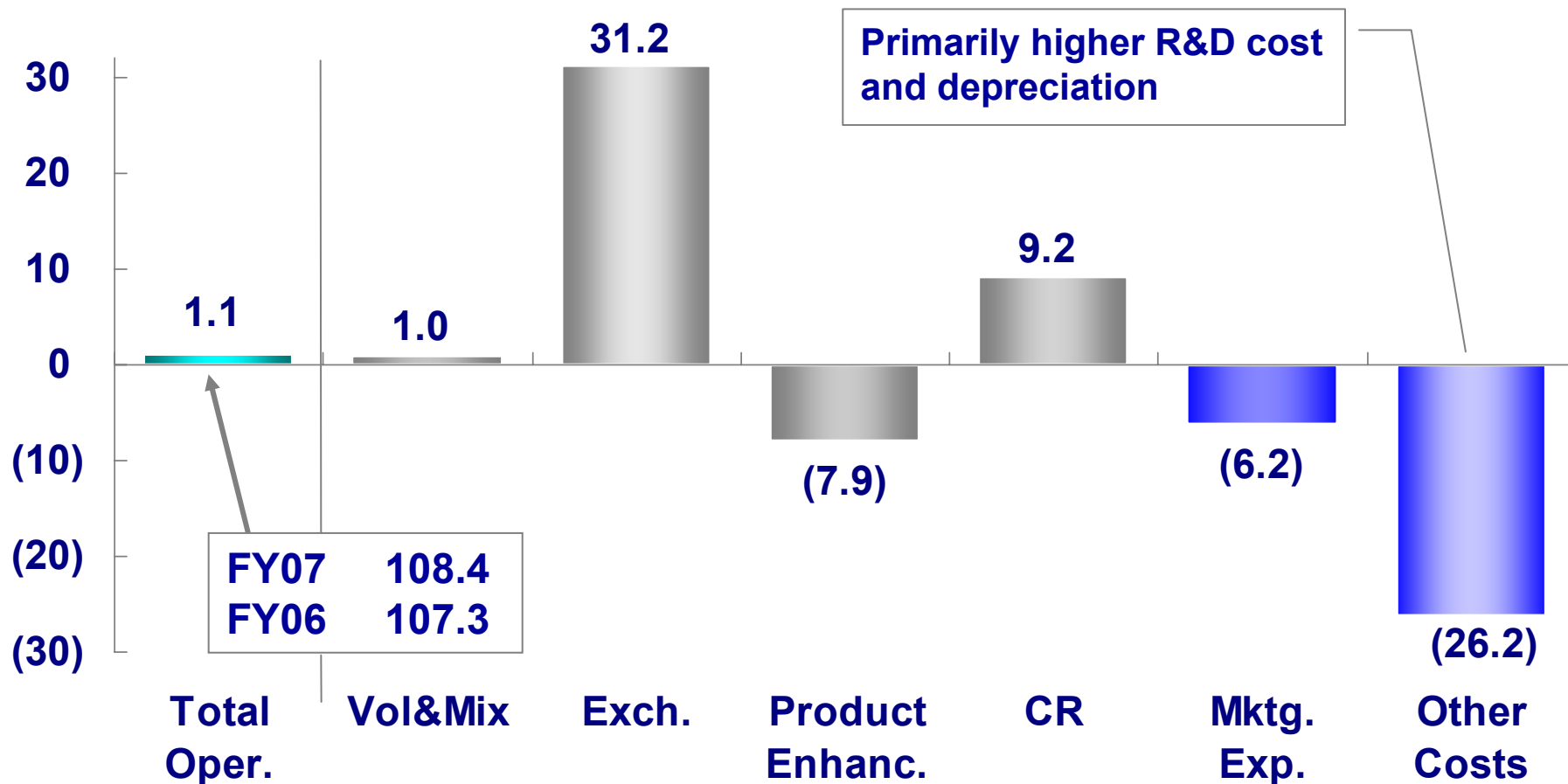
(Billion yen)



OPERATING PROFIT CHANGES

FY2007 Nine Months Compared With FY2006 Nine Months

(Billion yen)



FY2007 FULL YEAR PROJECTIONS

FY2007 FULL YEAR FINANCIAL METRICS

(Billion yen)	Full Year		Change	
	<u>FY2007</u>	<u>FY2006</u>	<u>Amount</u>	<u>Pct.</u>
Revenues	3,320.0	3,247.5	72.5	2 %
Operating Profit	160.0	158.5	1.5	1 %
Ordinary Profit	140.0	127.8	12.2	10 %
Profit Before Tax	130.0	118.5	11.5	10 %
Net Income	85.0	73.7	11.3	15 %
Operating ROS	4.8 %	4.9 %	(0.1) Pts	-
EPS (Yen/Share)	60.3	52.6	7.7	15 %

KEY DATA

	Full Year		Change
	FY2007	FY2006	
Global Retail Volume (000)	1,360	1,302	4 %
Exchange Rates			
Yen / U.S. Dollar	114	117	¥ (3)
Yen / Euro	161	150	¥ 11

GLOBAL SALES PROJECTIONS

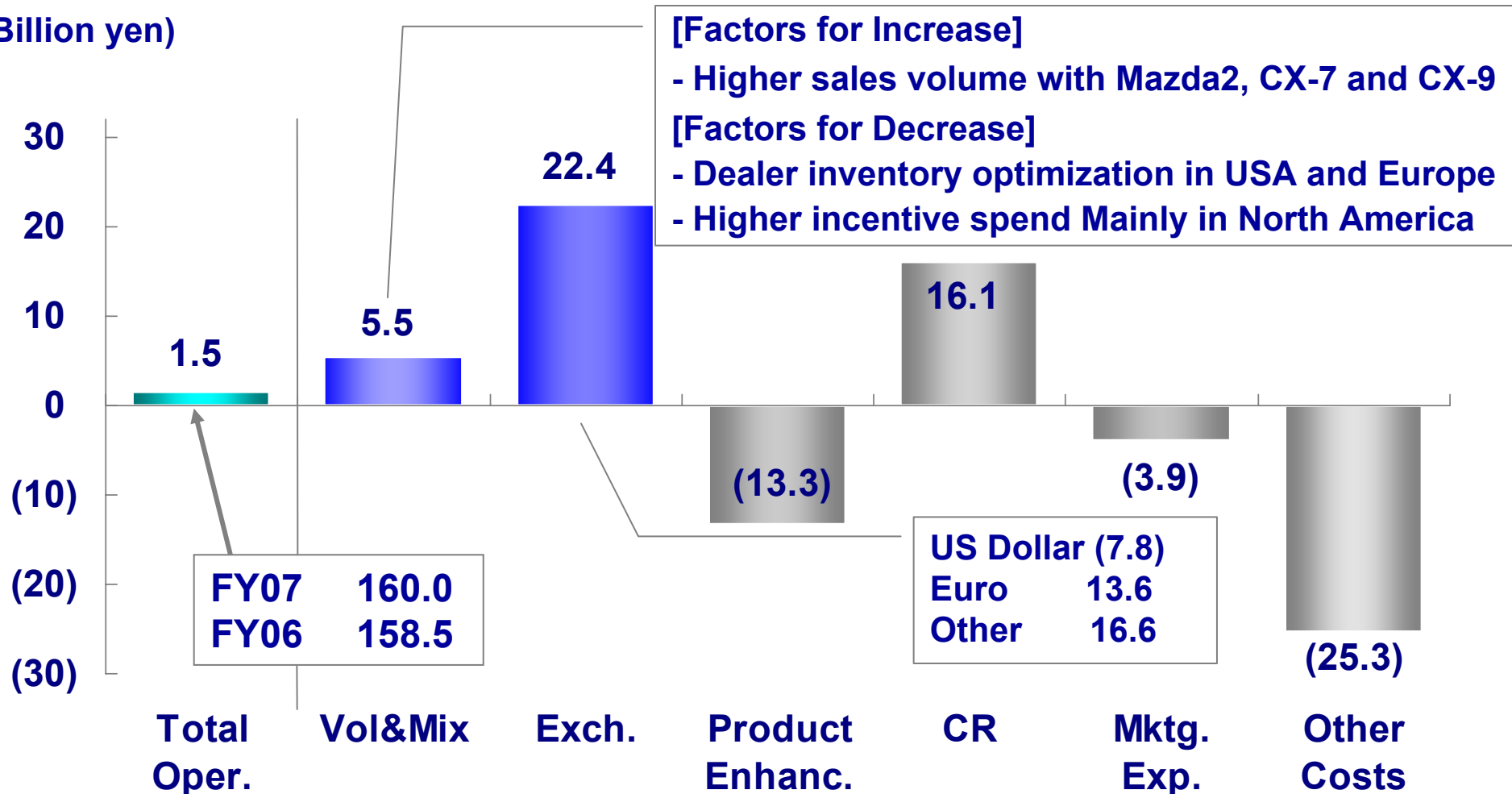
	Full Year		
	FY2007	FY2006	Change
Consol. Wholesales (000)			
Japan	251	264	(13)
North America*	383	402	(19)
Europe	316	297	19
Other Markets	260	214	46
Total	1,210	1,177	33
Global Retail Volume (000)			
Japan	252	261	(9)
North America*	407	380	27
Europe	321	304	17
China	105	129	(24)
Other Markets	275	228	47
Total	1,360	1,302	58

* Including Mexico and Puerto Rico

OPERATING PROFIT CHANGES

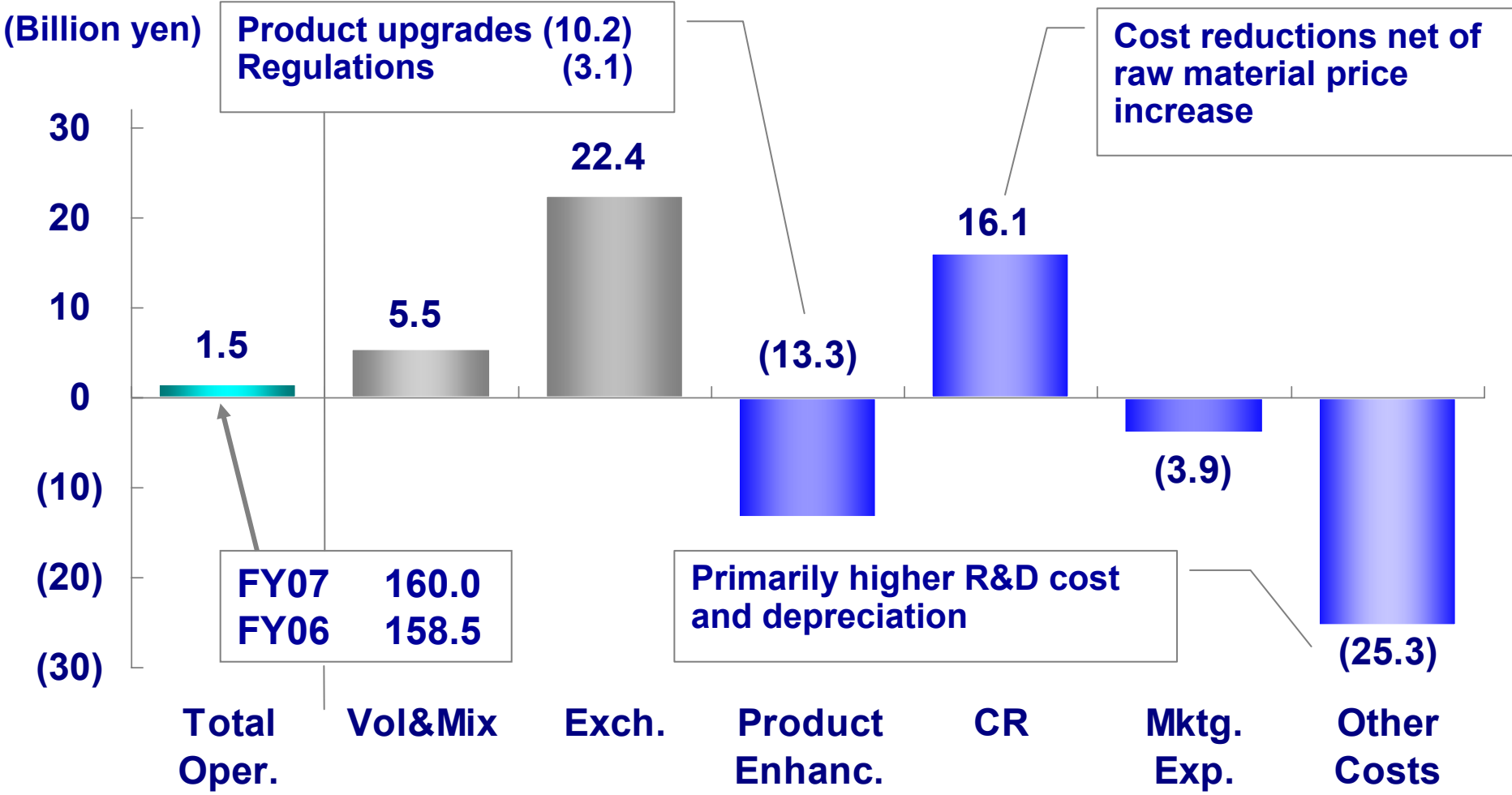
FY2007 Full Year Compared With FY2006 Full Year

(Billion yen)



OPERATING PROFIT CHANGES

FY2007 Full Year Compared With FY2006 Full Year



IN SUMMARY

IN SUMMARY

- ➔ **Achieve Full-Year Targets Originally Projected At the Beginning of Fiscal Year as Planned**
- ➔ **Advance Steadily toward a 7th Consecutive Year of Sales and Profit Growth**
- ➔ **Sales Momentum Accelerating**
- ➔ **The New Demio/Mazda2 and New Atenza/Mazda6 are Highly Acclaimed and Off to a Strong Start**
- ➔ **Fiercer Sales Competition and Raw Material Price Hikes are Big Challenges**
- ➔ **Continue Actions to Achieve Mazda Advancement Plan**



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APPENDIX

FY2007 THIRD QUARTER FINANCIAL METRICS

(Billion yen)	Third Quarter		Change	
	<u>FY2007</u>	<u>FY2006</u>	<u>Amount</u>	<u>Pct.</u>
Revenues	850.0	768.2	81.8	11 %
Operating Profit	35.3	37.5	(2.2)	(6) %
Ordinary Profit	32.1	27.3	4.8	18 %
Profit Before Tax	32.0	24.3	7.7	32 %
Net Income	15.9	14.9	1.0	7 %
Operating ROS	4.2 %	4.9 %	(0.7) Pts	-
EPS (Yen/Share)	11.3	10.6	0.7	7 %

KEY DATA

	Third Quarter		Change
	FY2007	FY2006	
Global Retail Volume (000)	316	288	10 %
Excl. Volume Produced in Hainan	316	265	19 %
Exchange Rates			
Yen / U.S. Dollar	113	118	¥ (5)
Yen / Euro	164	152	¥ 12

KEY DATA

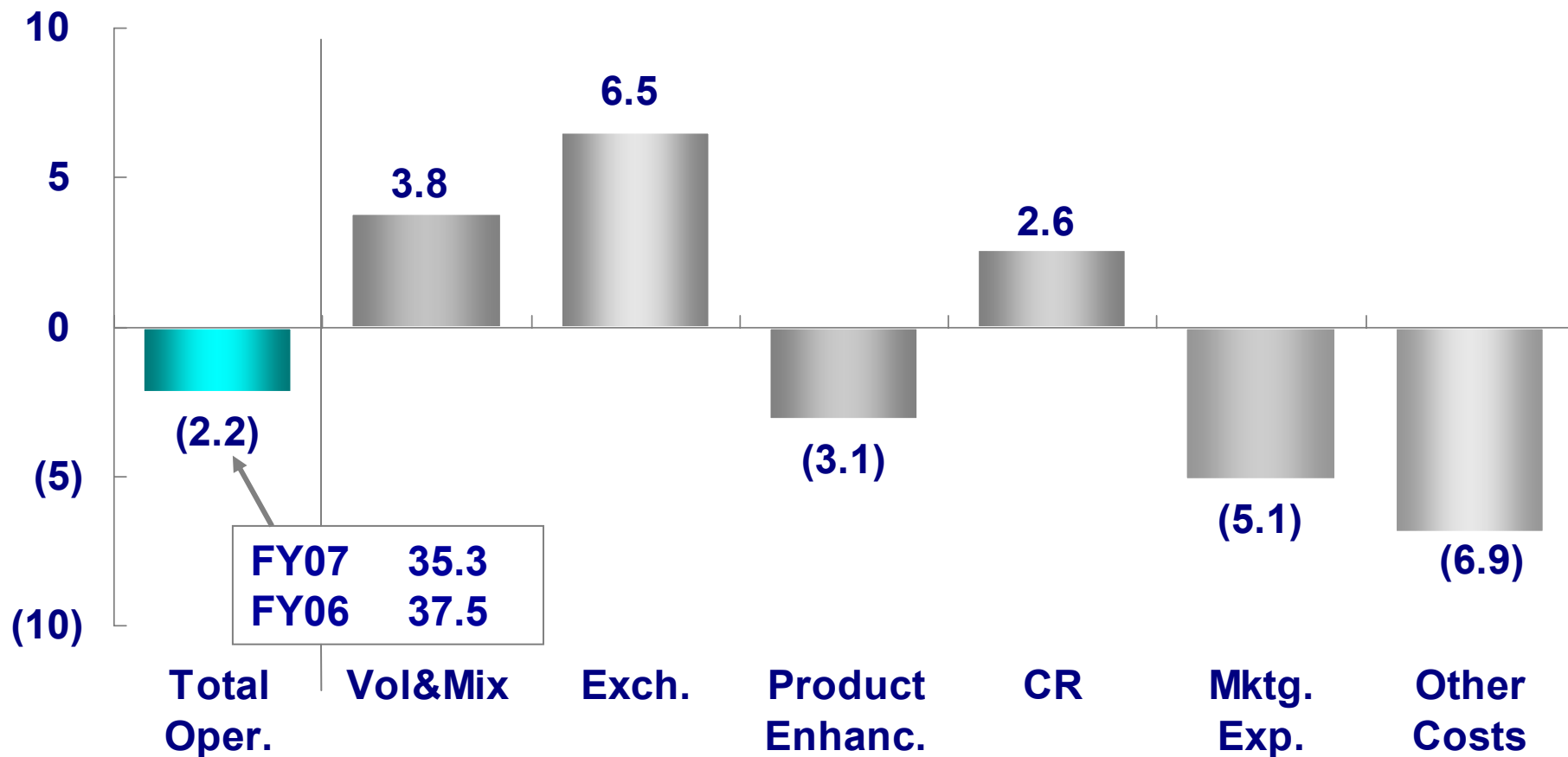
	Third Quarter		
	<u>FY2007</u>	<u>FY2006</u>	<u>Change</u>
Consol. Wholesales (000)			
Japan	53	52	1
North America*	95	90	5
Europe	78	79	(1)
Other Markets	75	48	27
Total	<u>301</u>	<u>269</u>	<u>32</u>
Global Retail Volume (000)			
Japan	52	51	1
North America*	89	79	10
Europe	75	68	7
China	30	36	(6)
Other Markets	70	54	16
Total	<u>316</u>	<u>288</u>	<u>28</u>

* Including Mexico and Puerto Rico

OPERATING PROFIT CHANGES

FY2007 3rd Quarter Compared With FY2006 3rd Quarter

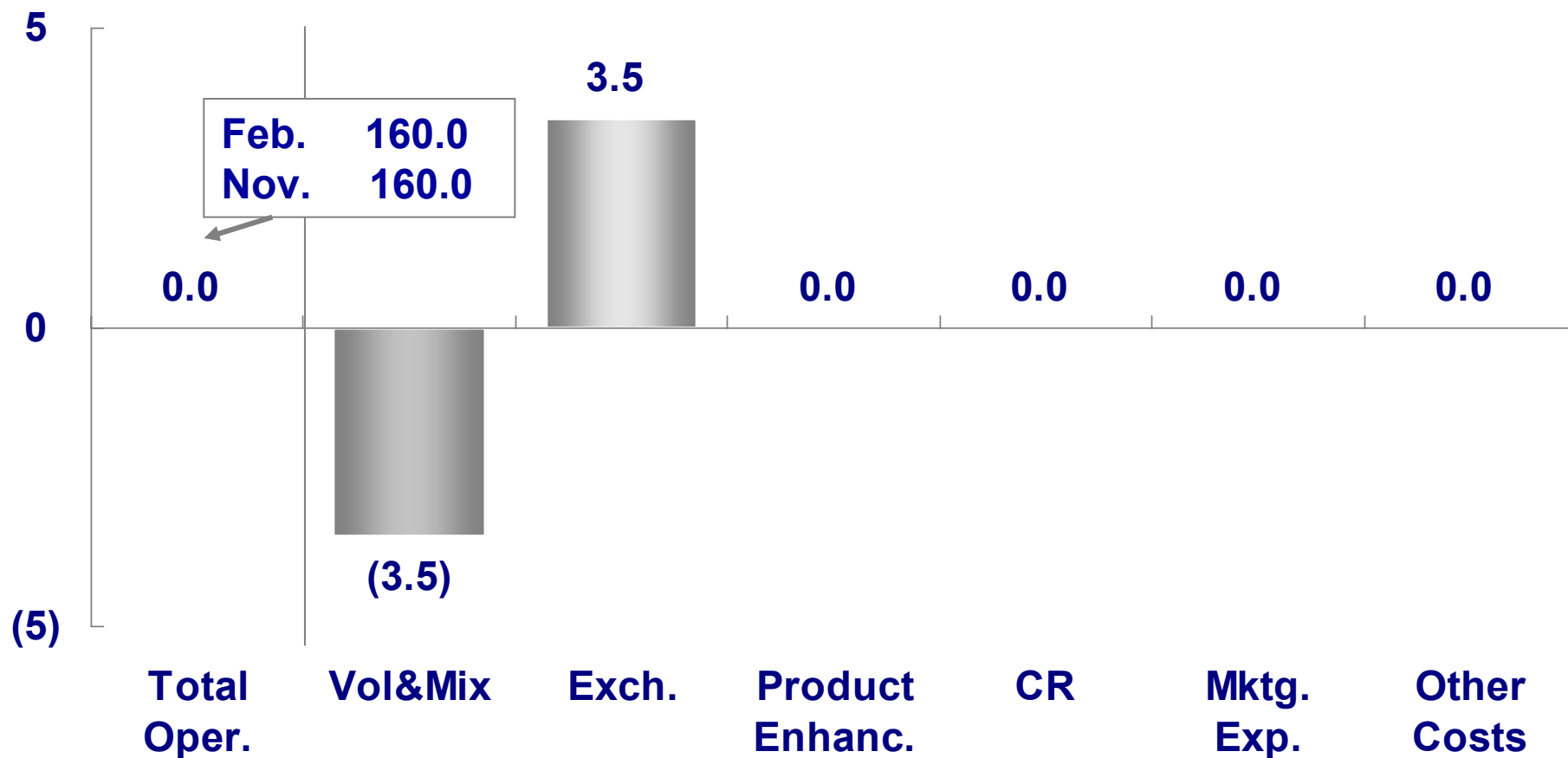
(Billion yen)



OPERATING PROFIT CHANGES

FY2007 Full Year Compared With November Plan

(Billion yen)



DISCLAIMER

The projections 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.

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