



## FISCAL YEAR MARCH 2016 FIRST QUARTER FINANCIAL RESULTS



New Mazda Roadster

**Mazda Motor Corporation**  
July 30, 2015

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### PRESENTATION OUTLINE



- Highlights
- Fiscal Year March 2016 First Quarter Results
- Full Year Forecast and Progress of Key Initiatives

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## HIGHLIGHTS

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## HIGHLIGHTS



- Global sales were 370,000 units, up 16% from the prior year
- Full impact of the new Mazda2/Demio and phasing in of the new CX-3 globally contributed to the volume increase
- New MX-5/Roadster was introduced starting from Japan
- Revenue was ¥806.0 billion, operating profit was ¥53.3 billion and net income was\* ¥36.8 billion  
\*Net income attributable to owners of the parent
- Strong progress toward achieving full-year targets in both sales volume and profit
- Reached basic agreement with Toyota on business collaboration

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## FISCAL YEAR MARCH 2016 FIRST QUARTER RESULTS

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### FY MARCH 2016 FINANCIAL METRICS mazda

(Billion yen)	First Quarter		Change from	
	FY March	FY March	Prior Year	
	2015	2016	Amount	YOY(%)
Revenue	705.6	806.0	100.4	14%
Operating profit	56.4	53.3	(3.1)	(5)%
Ordinary profit	54.6	54.6	0.0	0%
Profit before tax	52.8	53.9	1.1	2%
Net income*	48.9	36.8	(12.1)	(25)%
Operating ROS	8.0%	6.6%	(1.4)pts	
EPS** (Yen)	81.8	61.5	(20.3)	
Exchange rate (Yen)				
US Dollar	102	121	19	
Euro	140	134	(6)	

\*Net income attributable to owners of the parent  
\*\* Reflects share consolidation

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## GLOBAL SALES VOLUME



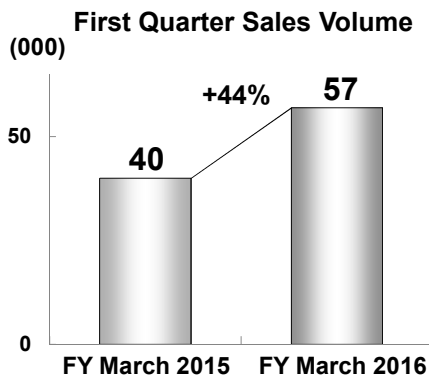
(000)	First Quarter		Change from Prior Year	
	FY March 2015	FY March 2016	Volume	YOY(%)
<b>Global sales volume</b>				
Japan	40	57	17	44%
North America	110	116	6	6%
Europe	56	54	(2)	(4)%
China	44	57	13	31%
Other Markets	69	86	17	22%
<b>Total</b>	<b>319</b>	<b>370</b>	<b>51</b>	<b>16%</b>
<b>&lt;Breakdown&gt;</b>				
USA	78	81	3	3%
Australia	24	28	4	17%
ASEAN	19	22	3	17%

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## JAPAN



New Roadster



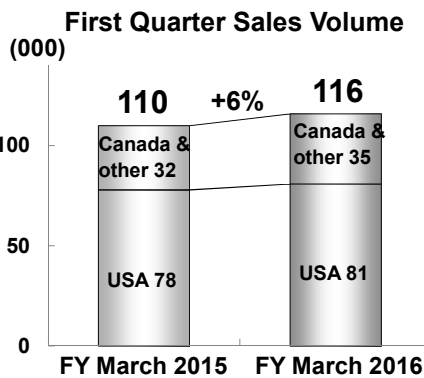
- Sales soared to 57,000 units up by 44% year-on-year
- Despite decreased demand, Mazda grew sales and raised market share by 1.8 points to 5.2%
- Sales of new Demio and new CX-3 remained strong
- New Roadster had excellent launch with orders for 5,000 units received in the first month

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## NORTH AMERICA



- Sales were 116,000 units, up 6% year-on-year
- U.S. sales were 81,000 units, up 3%
  - Sales growth driven by updated CX-5 and Mazda6
  - Maintained policy of “right-price” sales
- Mexico sales were 13,000 units, up 48%
  - Sales of Mazda3 and new Mazda2 remained strong
  - Achieved record sales and market share

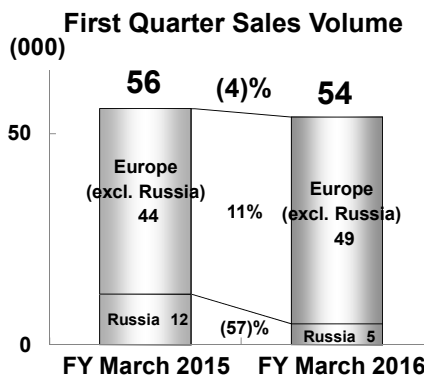


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## EUROPE

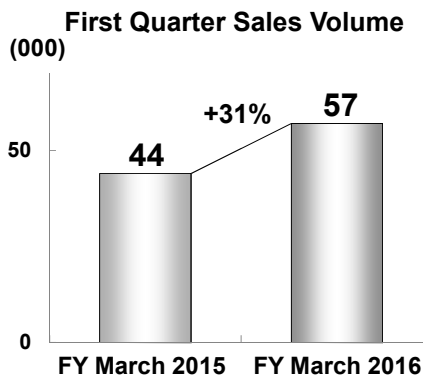


- Sales fell by 4% year-on-year to 54,000 units
- Sales in Europe excluding Russia rose by 11% to 49,000 units
  - Germany: 14,000 units, up 1%
  - UK: 9,000 units, up 20%
- Russia: 5,000 units, down 57% due to impact of shrinking market and weaker ruble



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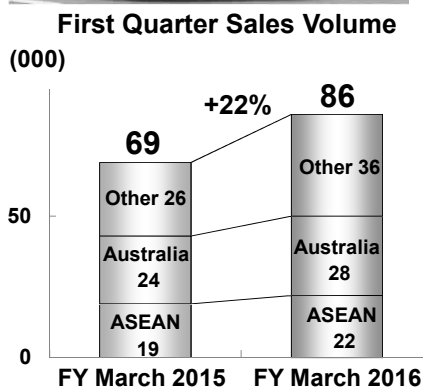
## CHINA



- Sales increased 31% year-on-year to 57,000 units
- Record-high first-quarter sales
- Sales of Mazda3 were strong
- Started sales of updated CX-5 and orders are very strong

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## OTHER MARKET



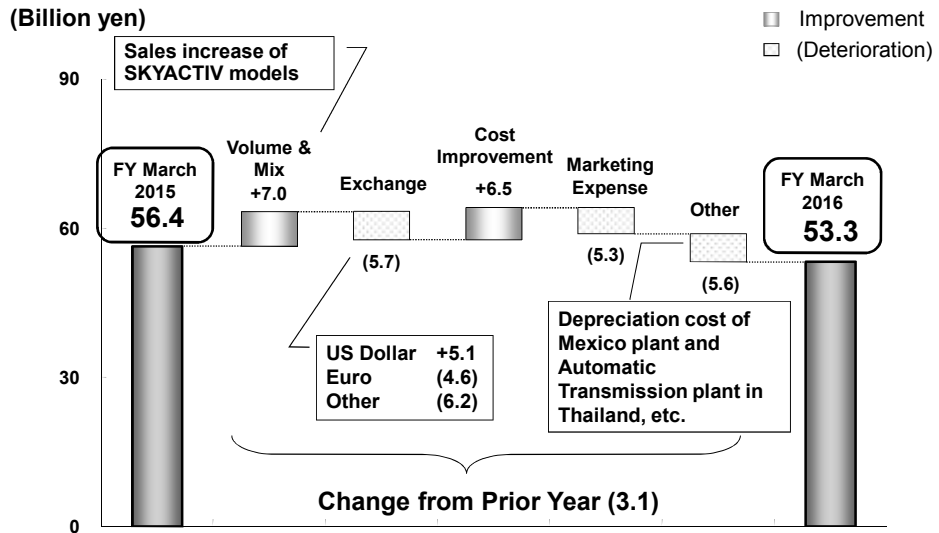
- Sales increased by 22% year-on-year to 86,000 units
- Australia: Sales were 28,000 units, up 17%. Market share increased to 9.4%
  - No.2 in sales by brand
  - CX-5 was the top-seller in its segment
  - New CX-3 saw strong sales
- ASEAN: Sales grew by 17% to 22,000 units
  - Market declines in Thailand and Indonesia were offset by increased sales in Vietnam, etc.
- Others: Saudi Arabia and Columbia achieved record sales

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# OPERATING PROFIT CHANGE



## FY March 2016 First Quarter vs. FY March 2015 First Quarter



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## FISCAL YEAR MARCH 2016 FORECAST AND PROGRESS OF KEY INITIATIVES

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## GLOBAL SALES VOLUME



(000)	FY March 2016			Change from Prior Year	
	First Half	Second Half	Full Year	Volume	YOY(%)
<b>Global sales volume</b>					
Japan	126	114	240	15	7%
North America	236	213	449	24	6%
Europe	114	126	240	11	5%
China	99	121	220	5	3%
Other Markets	160	181	341	38	12%
<b>Total</b>	<b>735</b>	<b>755</b>	<b>1,490</b>	<b>93</b>	<b>7%</b>
<b>&lt;Breakdown&gt;</b>					
USA	167	153	320	14	5%
Australia	56	59	115	14	14%
ASEAN	40	51	91	15	19%

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## FY MARCH 2016 FINANCIAL METRICS



(Billion yen)	FY March 2016			Change from Prior Year
	First Half	Second Half	Full Year	Full Year
Revenue	1,600.0	1,650.0	3,250.0	216.1
Operating profit	95.0	115.0	210.0	7.1
Ordinary profit	100.0	115.0	215.0	2.4
Profit before tax	95.0	110.0	205.0	(4.3)
Net income*	60.0	80.0	140.0	(18.8)
Operating ROS	5.9%	7.0%	6.5%	(0.2)pts
EPS (Yen)	100.4	133.8	234.2	
Exchange rate (Yen)				
US Dollar	120	120	120	10
Euro	130	130	130	(9)

\*Net income attributable to owners of the parent

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## PROGRESS OF KEY INITIATIVES



- **On-going evolution and enrichment of SKYACTIV models**
  - Sales of updated Mazda6/Atenza and CX-5 have been brisk
- **New CX-3**
  - Orders in Japan exceeded 10,000 units in the first month. Sales also strong in Australia
  - Launches in Europe began in June. Initial response in Germany is very encouraging
  - Will be launched in USA in August
- **New MX-5/Roadster**
  - Launched in the Japanese market in May and obtained orders for 5,000 units in the first month
  - Launched in USA in July. Will be launched in Europe and Australia in August
- **Ratio of SKYACTIV models increased to 84% of total sales volume**

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## PROGRESS OF KEY INITIATIVES



- **Status of operations at Mexico plant and new automatic transmission plant in Thailand**
  - In Mexico, commenced production of compact cars for Toyota in June
  - Smoothly implemented change to 2-shifts at new automatic transmission plant in Thailand
- **Reached basic agreement with Toyota on business collaboration**
  - Set up a committee to jointly study collaboration, and commenced studies on specific areas of business cooperation
  - “Create a whole new set of values for cars”
  - Establish a medium- to long-term cooperative relationship

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## APPENDIX

## CASH FLOW AND NET DEBT

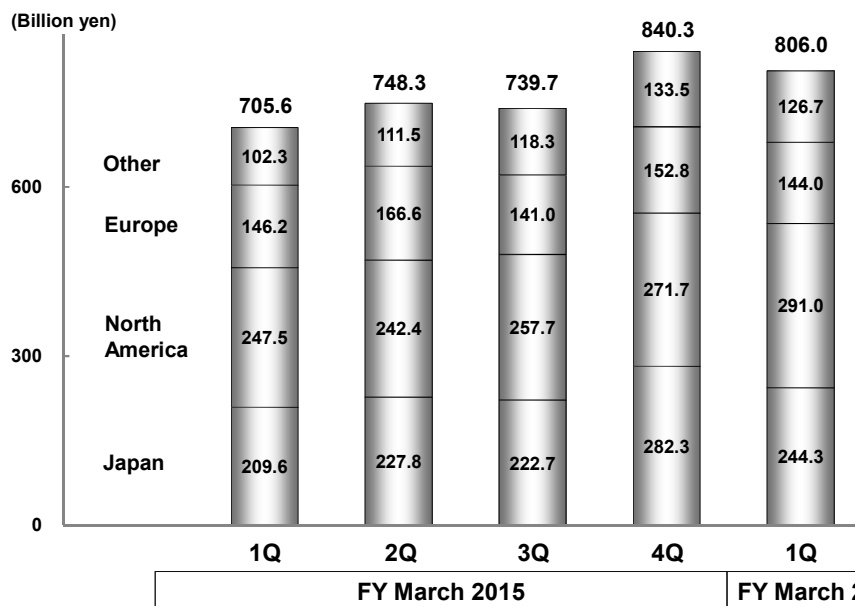


(Billion yen)	FY March 2015 Full Year	FY March 2016 First Quarter	Change from Prior FY End
<b>Cash Flow</b>			
- From Operating activities	204.5	63.0	-
- From Investing activities	(95.6)	(26.5)	-
- Free Cash Flow	108.9	36.5	-
<b>Cash and Cash Equivalents</b>	529.1	505.2	(23.9)
<b>Net Debt</b>	171.9	147.9	24.0
<b>Net Debt-to-equity Ratio</b>	20 / 15*%	16 / 12*%	4 / 3* pts
<b>Equity Ratio</b>	35 / 37*%	36 / 38*%	1 / 1* pts

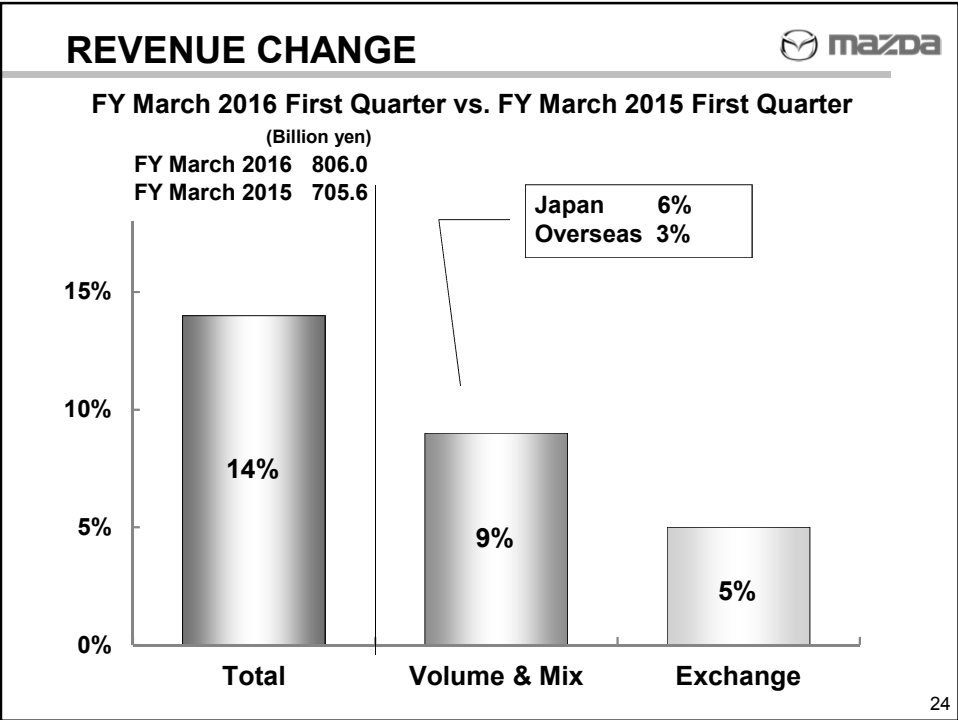
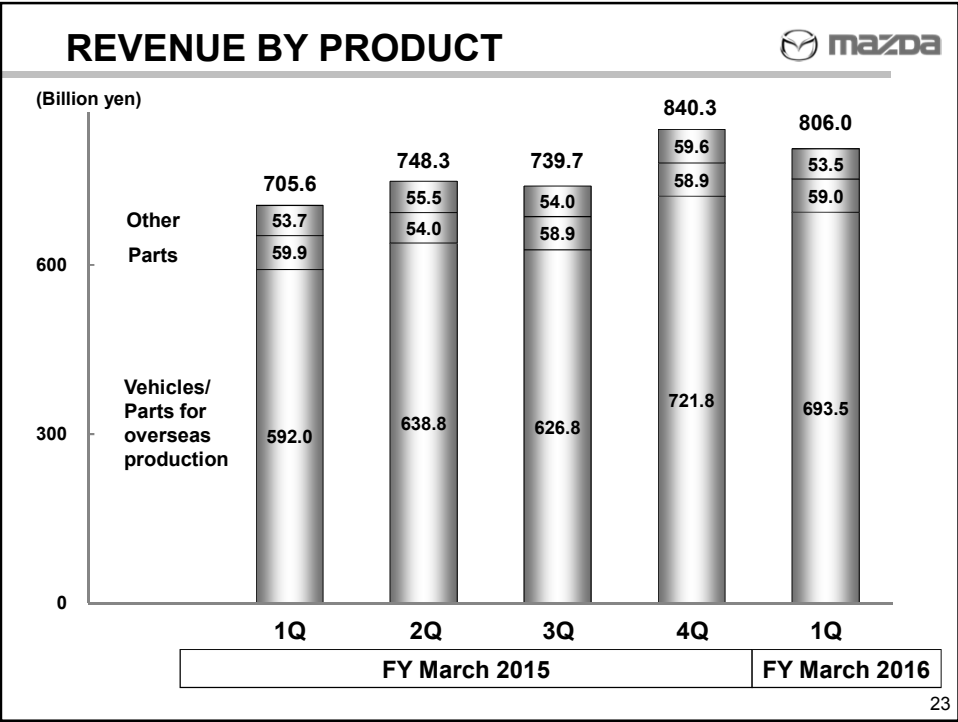
\*Reflecting "equity credit attributes" of the subordinated loan.

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## REVENUE BY REGION



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## CONSOLIDATED WHOLESALES



(000)	First Quarter		Change from Prior Year
	FY March 2015	FY March 2016	
Global sales volume			
Japan	43	60	17
North America	111	115	4
Europe	52	54	2
Other Markets	73	80	7
<b>Total</b>	<b>279</b>	<b>309</b>	<b>30</b>

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## GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALES



(000)	FY March 2016			Change from Prior Year		
	First Half	Second Half	Full Year	First Half	Second Half	Full Year
Global sales volume						
Japan	126	114	240	36	(21)	15
North America	236	213	449	10	14	24
Europe	114	126	240	0	11	11
China	99	121	220	5	0	5
Other Markets	160	181	341	15	23	38
<b>Total</b>	<b>735</b>	<b>755</b>	<b>1,490</b>	<b>66</b>	<b>27</b>	<b>93</b>
Consolidated Wholesales						
Japan	127	115	242	33	(20)	13
North America	223	227	450	2	13	15
Europe	111	127	238	(4)	16	12
Other Markets	174	176	350	22	13	35
<b>Total</b>	<b>635</b>	<b>645</b>	<b>1,280</b>	<b>53</b>	<b>22</b>	<b>75</b>

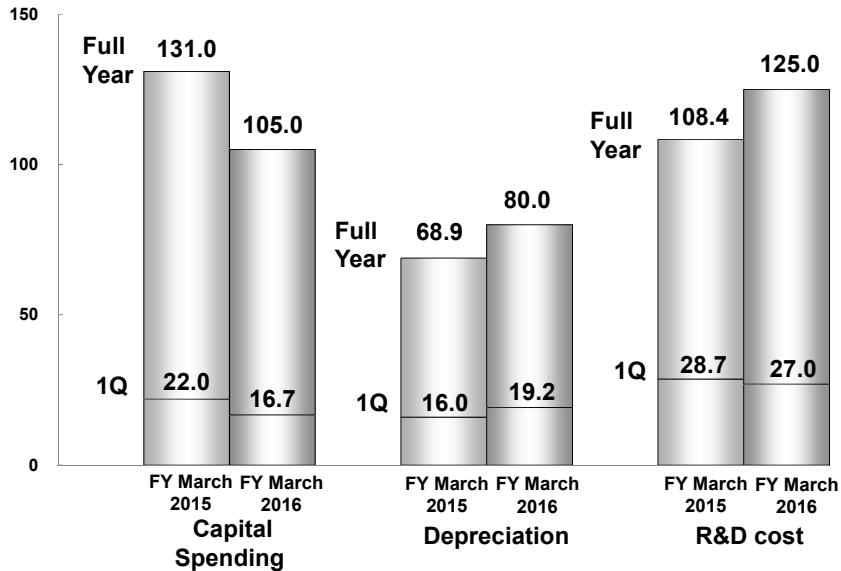
\* Volume for FY March 2016 is forecast. Do not include OEM supply to other makers

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## KEY DATA



(Billion yen)



\* Data for FY March 2016 1Q are results and full Year are forecasts.

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## 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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