

Consolidated Financial Results
For the Second Quarter of the Fiscal Year Ending March 31, 2021
(For the First Six Months Ended September 30, 2020)



Prepared in Conformity with Generally Accepted Accounting Principles in Japan
 English Translation from the Original Japanese-Language Document

November 9, 2020

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Filing of *Shihanki Hokokusho*,
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 Payment of Dividends : -
 Supplementary Material : Yes
 Briefing Session : Yes (Intended for securities analysts, institutional investors and media)

(in Japanese yen rounded to millions, except amounts per share)

1. Consolidated Financial Highlights (April 1, 2020 through September 30, 2020)

(1) Consolidated Financial Results

(Percentage indicates change from same period of the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of the Parent	
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%
FY2021 2nd quarter	1,115,759	(34.6)	(52,863)	-	(53,327)	-	(93,028)	-
FY2020 2nd quarter	1,706,574	(1.3)	25,811	(13.5)	34,021	(36.4)	16,617	(30.3)

Note: Comprehensive income **FY2021 2nd quarter** **(98,473) millions of yen** (- %)
 FY2020 2nd quarter 14,120 millions of yen ((45.5) %)

	Net Income Per Share	Net Income Per Share (Diluted)
	yen	yen
FY2021 2nd quarter	(147.71)	-
FY2020 2nd quarter	26.39	26.38

(2) Consolidated Financial Position

	Total Assets	Net Assets	Equity Ratio
	millions of yen	millions of yen	%
As of September 30, 2020	2,991,952	1,094,732	35.6
March 31, 2020	2,787,640	1,205,846	42.1

Reference: Net Assets excluding non-controlling interests

As of September 30, 2020 **1,065,403 millions of yen**
 As of March 31, 2020 1,174,947 millions of yen

2. Dividends

	Dividends Per Share				
	1st. Qtr.	2nd. Qtr.	3rd. Qtr.	Year End	Full-Year
	yen	yen	yen	yen	yen
FY2020	-	15.00	-	20.00	35.00
FY2021	-	0.00	-	-	-
FY2021 (Forecast)	-	-	-	0.00	0.00

Note: Revision of the dividend forecast most recently announced: None

3. Consolidated Financial Forecast (April 1, 2020 through March 31, 2021)

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of the Parent		Net Income Per Share
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%	yen
FY2021 Full Year	2,850,000	(16.9)	(40,000)	-	(34,000)	-	(90,000)	-	(142.91)

Note: Revision of the consolidated financial forecast most recently announced: None

Notes:

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

Newly added subsidiaries: None

Excluded subsidiaries: None

(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies / Changes in accounting estimates / Restatement:

1) Changes in accounting policies with accompanying revision of accounting standards	None
2) Voluntary changes in accounting policies except 1)	None
3) Changes in accounting estimates	None
4) Restatement	None

(4) Number of outstanding shares (Common stock)

1) Number of outstanding shares (including treasury stock)		
	As of September 30, 2020	631,803,979 shares
	As of March 31, 2020	631,803,979 shares
2) Number of treasury stock		
	As of September 30, 2020	2,017,625 shares
	As of March 31, 2020	2,017,360 shares
3) Average number of outstanding shares		
	For 6 months ended September 30, 2020	629,786,480 shares
	For 6 months ended September 30, 2019	629,777,259 shares

This document is out of the scope of the quarterly review by certified public accountants or accounting auditor.

Cautionary Statements with Respect to Forward-Looking Statements

The financial forecast and other descriptions of the future presented in this document are an outlook based on our judgments and projections. The judgments and projections are based on information presently available. As such, the financial forecast and future descriptions are subject to uncertainties and risks, and are not contemplated to ensure the fulfillment thereof. Accordingly, the actual financial performance may vary significantly due to various factors.

For detail such as precondition of the financial forecast, please refer to "1. Qualitative Information on Consolidated Results for the Quarterly Period - (3) Future Estimates such as Consolidated Financial Forecast" on page 3 of the attachment.

ATTACHMENT

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(Reference)

Financial Summary (Consolidated)

For the Second Quarter of the Fiscal Year Ending March 31, 2021

1. Qualitative Information on Consolidated Results for the Quarterly period

(1) Consolidated Financial Results

(Global Sales)

Global sales volume for the first six months of the fiscal year ending March 31, 2021 was 578 thousand units, down 20.8 % year on year, due to the sales volume decrease in our major markets except China.

(In thousands of units)

	FY 2020 First 6 Months (Apr.'19-Sep.'19)			FY 2021 First 6 Months (Apr.'20-Sep.'20)			vs. Prior Year					
	1st Qtr.	2nd Qtr.	First Half	1st Qtr.	2nd Qtr.	First Half	Volume			Rate (%)		
							1st Qtr.	2nd Qtr.	First Half	1st Qtr.	2nd Qtr.	First Half
Japan	39	59	98	26	48	74	(13)	(11)	(25)	(33.9)%	(19.1)%	(25.0)%
North America	100	103	202	81	104	185	(19)	1	(18)	(18.8)%	0.9%	(8.8)%
Europe	67	69	136	28	54	82	(39)	(15)	(54)	(58.3)%	(21.8)%	(39.9)%
China	54	55	109	61	56	117	7	1	8	13.2%	1.1%	7.0%
Other	93	92	184	48	73	121	(44)	(19)	(63)	(47.9)%	(20.4)%	(34.3)%
Total	353	378	731	244	334	578	(109)	(44)	(152)	(30.8)%	(11.5)%	(20.8)%

<Breakdown>

USA	68	70	137	61	74	136	(7)	5	(2)	(9.6)%	6.9%	(1.3)%
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(Consolidated Financial Results)

Financial performance on a consolidated basis for the first six months of the fiscal year ending March 31, 2021 was as follows. Net sales amounted to ¥1,115.8 billion, a decrease of ¥590.8 billion or 34.6 % compared to the corresponding period in the previous fiscal year. Operating loss amounted to ¥52.9 billion. (For the first six months of the previous fiscal year, operating income was ¥25.8 billion.) Ordinary loss amounted to ¥53.3 billion. (For the first six months of the previous fiscal year, ordinary income was ¥34.0 billion.) Net loss attributable to owners of the parent amounted to ¥93.0 billion, with the posting of a ¥20.5 billion extraordinary loss of fixed cost during production suspension due to the impact of the novel coronavirus. (For the first six months of the previous fiscal year, net income attributable to owners of the parent was ¥16.6 billion.)

And, operating loss changes (a decrease of ¥78.7 billion compared to the corresponding period in the previous fiscal year) were as follows.

Volume & mix	(144.0)	billion yen
Exchange rate	(3.9)	billion yen
Cost improvement	(0.7)	billion yen
Fixed costs and others	49.4	billion yen
Transfer to extraordinary loss by production suspension	20.5	billion yen
Total	(78.7)	billion yen

(2) Consolidated Financial Position and Cash Flows

(Assets, Liabilities and Net Assets)

As of September 30, 2020, total assets increased ¥204.3 billion from the end of the previous fiscal year, to ¥2,992.0 billion. Total liabilities increased ¥315.4 billion from the end of the previous fiscal year to ¥1,897.2 billion. Interest-bearing debt as of September 30, 2020 increased ¥338.9 billion from the end of previous fiscal year to ¥958.8 billion mainly due to the increase in long-term loans.

Net Assets as of September 30, 2020 decreased ¥111.1 billion from the end of the previous fiscal year to ¥1,094.7 billion, reflecting net loss attributable to owners of the parent of ¥93.0 billion and the cash dividends of ¥12.6 billion. Equity ratio decreased 6.5 percentage points from the end of the previous fiscal year to 35.6 % (Percentage after consideration of the equity credit attributes of the subordinated loan was 36.8 %).

(Cash Flows)

Cash and cash equivalent as of September 30, 2020 increased ¥271.7 billion from the end of the previous fiscal year to ¥839.7 billion. Interest-bearing debt as of September 30, 2020 increased ¥338.9 billion from the end of previous fiscal year to ¥958.8 billion. As a result, after subtracting cash and cash equivalents from the interest-bearing debt, net interest bearing debt amounted to ¥119.1 billion.

Cash flows for the first six months of the fiscal year ending March 31, 2021 by activities were as follows.

Cash flows from operating activities

Net cash used in operating activities was ¥13.8 billion, reflecting loss before income taxes of ¥75.2 billion, decrease in trade notes and accounts receivable, etc. (For the first six months of the previous fiscal year, net cash used in operating activities was ¥4.5 billion.)

Cash flows from investing activities

Net cash used in investing activities was ¥42.2 billion, mainly reflecting capital expenditure for the acquisition of property, plant and equipment of ¥36.4 billion. (For the first six months of the previous fiscal year, net cash used in investing activities was ¥65.0 billion.)

As a result, consolidated free cash flow (net of operating and investing activities) was negative ¥56.0 billion. (For the previous fiscal year, consolidated free cash flow was negative ¥69.5 billion.)

Cash flows from financing activities

Net cash provided by financing activities was ¥323.6 billion, mainly reflecting the procurement of funds for capital risk due to the impact of the novel coronavirus. (For the first six months of the previous fiscal year, net cash used in financing activities was ¥3.1 billion.)

(3) Future Estimates such as Consolidated Financial Forecast

The full-year forecast of fiscal year ending March 31, 2021 has not been revised from the previous forecast, released on July 31, 2020. However, based on current conditions, we have revised market breakdown of global retail volume forecast and foreign exchange rate assumptions for the full year financial forecast, as shown below.

The global retail volume forecast is 1,300 thousand units, which has not been revised from the previous forecast, released on July 31, 2020.

Global Retail Volume Forecast and Exchange rate assumptions (April 1, 2020 through March 31, 2021)

Global Retail Volume Forecast

	Full Year		vs. Prior Year		
Japan	184	thousand units	down	9.1	%
North America	388	thousand units	down	2.2	%
Europe	196	thousand units	down	25.7	%
China	256	thousand units	up	21.0	%
Other	276	thousand units	down	20.1	%
Total	1,300	thousand units	down	8.4	%

Exchange rate assumptions

	Full Year		vs. Prior Year	
USD	106	Yen	(3)	Yen
EUR	123	Yen	2	Yen

Note: The forecast stated above is based on management's judgment and views in light of information presently available. By nature, such forecasts are subject to risks and uncertainties, and are not contemplated to ensure the fulfillment thereof. Therefore, we advise against making an investment decision by solely relying on this forecast. Variables that could affect the actual financial results include, but are not limited to, the economic environments surrounding our business areas and fluctuations in exchange rates.

2. Quarterly Consolidated Financial Statements and Major Footnotes

(1) Quarterly Consolidated Balance Sheets

		(Millions of Yen)	
		FY2020	FY2021
As of		March 31, 2020	September 30, 2020
ASSETS			
Current Assets:			
Cash and deposits		521,960	719,991
Trade notes and accounts receivable		169,007	148,027
Securities		47,000	120,000
Inventories		441,305	453,027
Other		136,310	150,917
Allowance for doubtful receivables		(970)	(1,709)
Total current assets		1,314,612	1,590,253
Non-current Assets:			
Property, plant and equipment:			
Buildings and structures (net)		191,064	188,810
Machinery, equipment and vehicles (net)		293,993	277,555
Land		418,104	417,358
Leased assets (net)		20,044	20,721
Other (net)		149,309	144,664
Total property, plant and equipment		1,072,514	1,049,108
Intangible assets:		40,097	42,379
Investments and other assets:			
Investment securities		214,000	193,165
Asset for retirement benefits		3,736	3,879
Other		143,074	113,555
Allowance for doubtful receivables		(393)	(387)
Total investments and other assets		360,417	310,212
Total non-current assets		1,473,028	1,401,699
Total Assets		2,787,640	2,991,952

(Millions of Yen)

	FY2020	FY2021
As of	March 31, 2020	September 30, 2020
LIABILITIES		
Current Liabilities:		
Trade notes and accounts payable	364,784	363,768
Short-term loans payable	121,364	185,939
Long-term loans payable due within one year	37,130	25,375
Lease obligations	4,484	4,416
Income taxes payable	16,022	6,174
Accrued expenses	225,227	222,210
Reserve for warranty expenses	87,168	80,541
Other	76,764	73,056
Total current liabilities	932,943	961,479
Non-current Liabilities:		
Bonds	50,000	50,000
Long-term loans payable	390,375	675,403
Lease obligations	16,515	17,657
Deferred tax liability related to land revaluation	64,553	64,537
Liability for retirement benefits	75,874	75,252
Other	51,534	52,892
Total non-current liabilities	648,851	935,741
Total Liabilities	1,581,794	1,897,220
NET ASSETS		
Capital and Retained Earnings:		
Common stock	283,957	283,957
Capital surplus	264,917	264,917
Retained earnings	552,993	447,407
Treasury stock	(2,186)	(2,186)
Total capital and retained earnings	1,099,681	994,095
Accumulated Other Comprehensive Income/(Loss):		
Net unrealized gain/(loss) on available-for-sale securities	2,231	5,093
Deferred gains/(losses) on hedges	321	171
Land revaluation	145,574	145,537
Foreign currency translation adjustment	(48,256)	(50,076)
Accumulated adjustments for retirement benefits	(24,604)	(29,417)
Total accumulated other comprehensive income/(loss)	75,266	71,308
Stock Acquisition Rights	290	382
Non-controlling Interests	30,609	28,947
Total Net Assets	1,205,846	1,094,732
Total Liabilities and Net Assets	2,787,640	2,991,952

(2) Quarterly Consolidated Statements of Operations and Comprehensive Income
(For the first six months ended September 30, 2020 and 2019)

Quarterly Consolidated Statements of Operations

(Millions of Yen)

	FY2020	FY2021
For the first six months ended	September 30, 2019	September 30, 2020
Net sales	1,706,574	1,115,759
Cost of sales	1,334,916	889,529
Gross profit	371,658	226,230
Selling, general and administrative expenses	345,847	279,093
Operating income/(loss)	25,811	(52,863)
Non-operating income		
Interest income	2,877	1,577
Equity in net income of affiliated companies	11,282	326
Other	3,181	3,305
Total	17,340	5,208
Non-operating expenses		
Interest expense	3,271	4,195
Foreign exchange loss	3,481	91
Other	2,378	1,386
Total	9,130	5,672
Ordinary income/(loss)	34,021	(53,327)
Extraordinary income		
Gain on sales of property, plant and equipment	53	75
Gain on sale of investment securities	362	220
Other	79	46
Total	494	341
Extraordinary losses		
Loss on sales and retirement of property, plant and equipment	1,650	1,326
Impairment loss	153	391
Loss on production suspension due to the novel coronavirus	-	20,460
Other	6	2
Total	1,809	22,179
Income/(loss) before income taxes	32,706	(75,165)
Income taxes		
Current	14,906	4,974
Deferred	1,508	13,816
Total	16,414	18,790
Net income/(loss)	16,292	(93,955)
Net loss attributable to Non-controlling interests	(325)	(927)
Net income/(loss) attributable to owners of the parent	16,617	(93,028)

Quarterly Consolidated Statements of Comprehensive Income

(Millions of Yen)

	FY2020	FY2021
For the first six months ended	September 30, 2019	September 30, 2020
Net income/(loss)	16,292	(93,955)
Other comprehensive income/(loss)		
Net unrealized gain/(loss) on available-for-sale securities	3,570	2,858
Deferred gains/(losses) on hedges	(409)	(89)
Foreign currency translation adjustment	(6,065)	2,310
Adjustments for retirement benefits	1,278	(4,816)
Share of other comprehensive income/(loss) of affiliates accounted for using equity method	(546)	(4,781)
Total	(2,172)	(4,518)
Comprehensive income	14,120	(98,473)
Comprehensive income/(loss) attributable to:		
Owners of the parent	15,094	(96,949)
Non-controlling interests	(974)	(1,524)

(For the three months ended September 30, 2020 and 2019)

Quarterly Consolidated Statements of Operations

(Millions of Yen)

	FY2020	FY2021
For the three months ended	September 30, 2019	September 30, 2020
Net sales	857,659	739,083
Cost of sales	668,408	586,487
Gross profit	189,251	152,596
Selling, general and administrative expenses	170,392	160,187
Operating income/(loss)	18,859	(7,591)
Non-operating income		
Interest income	1,678	587
Dividend income	928	910
Equity in net income of affiliated companies	6,072	566
Other	1,148	1,308
Total	9,826	3,371
Non-operating expenses		
Interest expense	1,780	2,031
Foreign exchange loss	959	4,435
Other	1,059	890
Total	3,798	7,356
Ordinary income/(loss)	24,887	(11,576)
Extraordinary income		
Gain on sales of property, plant and equipment	13	66
Gain on sale of investment securities	362	220
Other	83	-
Total	458	286
Extraordinary losses		
Loss on sales and retirement of property, plant and equipment	1,142	925
Impairment loss	140	130
Other	-	48
Total	1,282	1,103
Income/(loss) before income taxes	24,063	(12,393)
Income taxes		
Current	5,171	4,346
Deferred	7,884	9,366
Total	13,055	13,712
Net income/(loss)	11,008	(26,105)
Net income/(loss) attributable to Non-controlling interests	(369)	232
Net income/(loss) attributable to owners of the parent	11,377	(26,337)

Quarterly Consolidated Statements of Comprehensive Income

(Millions of Yen)

	FY2020	FY2021
For the three months ended	September 30, 2019	September 30, 2020
Net income/(loss)	11,008	(26,105)
Other comprehensive income/(loss)		
Net unrealized gain/(loss) on available-for-sale securities	2,975	1,126
Deferred gains/(losses) on hedges	(239)	77
Foreign currency translation adjustment	(2,769)	(4,450)
Adjustments for retirement benefits	569	(5,728)
Share of other comprehensive income/(loss) of affiliates accounted for using equity method	(2,958)	1,615
Total	(2,422)	(7,360)
Comprehensive income	8,586	(33,465)
Comprehensive income/(loss) attributable to:		
Owners of the parent	9,038	(33,495)
Non-controlling interests	(452)	30

(4) Consolidated Statements of Cash Flows

(Millions of Yen)

	FY2020	FY2021
For the first six months ended	September 30, 2019	September 30, 2020
Cash flows from operating activities:		
Income/(loss) before income taxes	32,706	(75,165)
Adjustments to reconcile income/(loss) before income taxes to net cash provided by/(used in) operating activities:		
Depreciation and amortization	45,327	45,122
Impairment loss	153	391
Increase/(decrease) in allowance for doubtful receivables	58	757
Increase/(decrease) in reserve for warranty expenses	(9,873)	(6,627)
Increase/(decrease) in liability for retirement benefits	(312)	1,301
Interest and dividend income	(3,869)	(2,550)
Interest expense	3,271	4,195
Equity in net loss/(income) of affiliated companies	(11,282)	(326)
Loss/(gain) on sales and retirement of property, plant and equipment	1,585	1,251
Loss/(gain) on sales of investment securities	(362)	(220)
Decrease/(increase) in trade notes and accounts receivable	(10,851)	21,130
Decrease/(increase) in inventories	(42,459)	(1,478)
Decrease/(increase) in other current assets	7,681	(3,813)
Increase/(decrease) in trade notes and accounts payable	(29,238)	(2,181)
Increase/(decrease) in other current liabilities	6,775	2,016
Other	(2,535)	2,568
Subtotal	(13,225)	(13,629)
Interest and dividends received	27,137	20,161
Interest paid	(3,339)	(3,876)
Income taxes refunded/(paid)	(15,049)	(16,436)
Net cash provided by/(used in) operating activities	(4,476)	(13,780)
Cash flows from investing activities:		
Net decrease/(increase) in time deposits	(187)	689
Purchase of investment securities	(5,472)	(79)
Proceeds from sales and redemption of investment securities	881	894
Acquisition of property, plant and equipment	(53,581)	(36,444)
Proceeds from sales of property, plant and equipment	347	316
Acquisition of intangible assets	(6,261)	(7,806)
Payments of long-term loans receivable	(714)	(562)
Collections of long-term loans receivable	109	522
Other	(128)	233
Net cash provided by/(used in) investing activities	(65,006)	(42,237)

(Millions of Yen)

For the first six months ended	FY2020	FY2021
	September 30, 2019	September 30, 2020
Cash flows from financing activities:		
Net increase/(decrease) in short-term loans payable	(1,473)	64,475
Proceeds from long-term loans payable	30,399	291,054
Repayments of long-term loans payable	(16,903)	(16,892)
Proceeds from issuance of bonds	19,917	-
Redemption of bonds	(20,000)	-
Proceeds from sale and leaseback transactions	62	104
Repayments of lease obligations	(2,392)	(2,439)
Cash dividends paid	(12,595)	(12,596)
Cash dividends paid to non-controlling interests	(122)	(137)
Net decrease/(increase) in treasury stock	32	-
Net cash provided by/(used in) financing activities	(3,075)	323,569
Effect of exchange rate fluctuations on cash and cash equivalents	(8,426)	4,168
Net increase/(decrease) in cash and cash equivalents	(80,983)	271,720
Cash and cash equivalents at beginning of the period	701,624	567,994
Cash and cash equivalents at end of the period	620,641	839,714

(4) Footnotes to the Quarterly Consolidated Financial Statements

(Note on the Assumptions as Going Concern)

Not applicable

(Significant Changes in the Amount of Equity)

Not applicable

(Additional Information)

- Material impact of the global spread of the novel coronavirus on the accounting estimates

The Company has assessed the recoverability of deferred tax assets, assuming the impact of the novel coronavirus pandemic will continue during a certain period for the year ending March 31, 2021. But as the impact is still unpredictable, the Company has revaluated the recoverability of deferred tax assets at the second quarter of the fiscal year ending March 31, 2021, assuming the impact will continue on and after the third quarter of the fiscal year ending March 31, 2021.

It should be noted that the changes in the assumptions including the global spread of the novel coronavirus in the future may affect the Company's consolidated financial results.

(Segment Information)

I. FY2020 First Six Months (April 1, 2019 through September 30, 2019)

1) Sales and Income or Loss by Reportable Segments

(Millions of Yen)

FY2020 First Six Months Ended September 30, 2019	Reportable Segments					Adjustment (Note 1)	Consolidated (Note 2)
	Japan	North America	Europe	Other areas	Total		
Net sales:							
Outside customers	502,853	568,464	364,422	270,835	1,706,574	-	1,706,574
Inter-segment	889,511	59,811	15,039	32,813	997,174	(997,174)	-
Total	1,392,364	628,275	379,461	303,648	2,703,748	(997,174)	1,706,574
Segment income/(loss)	(2,902)	1,660	2,785	14,132	15,675	10,136	25,811

Notes: 1. The adjustment on segment income/(loss) is eliminations of inter-segment transactions.

2. Segment income/(loss) is reconciled with the operating income in the consolidated statement of operations for FY2020 first six months ended September 30, 2019.

2) Impairment Loss on Property, Plant and Equipment and Goodwill by Reportable Segment

Impairment losses on property, plant and equipment, gains from negative goodwill and changes in the amount of goodwill, that were material, were not recognized.

II. FY2021 First Six Months (April 1, 2020 through September 30, 2020)

1) Sales and Income or Loss by Reportable Segments

(Millions of Yen)

FY2021 First Six Months Ended September 30, 2020	Reportable Segments					Adjustment (Note 1)	Consolidated (Note 2)
	Japan	North America	Europe	Other areas	Total		
Net sales:							
Outside customers	351,926	392,453	193,071	178,309	1,115,759	-	1,115,759
Inter-segment	542,265	92,778	7,735	27,251	670,029	(670,029)	-
Total	894,191	485,231	200,806	205,560	1,785,788	(670,029)	1,115,759
Segment income/(loss)	(74,866)	(1,107)	4,845	5,517	(65,611)	12,748	(52,863)

Notes: 1. The adjustment on segment income/(loss) is eliminations of inter-segment transactions.

2. Segment income/(loss) is reconciled with the operating loss in the consolidated statement of operations for FY2021 first six months ended September 30, 2020.

2) Impairment Loss on Property, Plant and Equipment and Goodwill by Reportable Segment

Impairment losses on property, plant and equipment, gains from negative goodwill and changes in the amount of goodwill, that were material, were not recognized.

(Significant Subsequent Events)

Not applicable

Financial Summary (Consolidated)

For the Second Quarter of the Fiscal Year Ending March 31, 2021

(For the Six Months Ended September 30, 2020)

November 9, 2020

Mazda Motor Corporation

(In 100 millions of yen)

(In thousands of units)

(Upper left: return on sales)

(In 100 millions of yen) (In thousands of units) (Upper left: return on sales)			FY 2020 First 6 months (Apr.'19-Sep.'19)		FY 2021 First 6 months (Apr.'20-Sep.'20)				FY 2020 Full Year Ended March 31, 2020		FY 2021 Full Year Forecast Ending March 31, 2021		
				%	1st Qtr.	2nd Qtr.				%		%	
Domestic			1	3,078	(6.9)	1,005	1,603	2,608	(15.3)	6,299	(9.2)	6,400	1.6
Overseas			2	13,988	0.0	2,762	5,788	8,550	(38.9)	28,004	(2.4)	22,100	(21.1)
Net sales			3	17,066	(1.3)	3,767	7,391	11,158	(34.6)	34,303	(3.8)	28,500	(16.9)
Operating income			4	1.5%		(12.0%)	(1.0%)	(4.7%)		1.3%		(1.4%)	
				258	(13.5)	(453)	(76)	(529)	—	436	(47.0)	(400)	—
Ordinary income			5	2.0%		(11.1%)	(1.6%)	(4.8%)		1.5%		(1.2%)	
				340	(36.4)	(418)	(115)	(533)	—	531	(54.3)	(340)	—
Income before income taxes			6	1.9%		(16.7%)	(1.7%)	(6.7%)		1.4%		(2.1%)	
				327	(33.2)	(628)	(124)	(752)	—	493	(54.2)	(610)	—
Net income attributable to owners of the parent			7	1.0%		(17.7%)	(3.6%)	(8.3%)		0.4%		(3.2%)	
				166	(30.3)	(667)	(263)	(930)	—	121	(80.8)	(900)	—
Operating income by segment (geographic area)													
Japan			8	(29)		(563)	(186)	(749)		(253)			
North America			9	17		(62)	51	(11)		308			
Europe			10	28		28	20	48		103			
Other areas			11	141		25	30	55		264			
Operating profit changes													
Volume & mix			12			(1,044)	(396)	(1,440)				(1,600)	
Exchange rate			13			(32)	(7)	(39)				(200)	
Cost improvement			14			3	(10)	(7)				100	
Fixed costs and others			15			345	149	494				659	
Transfer to extraordinary loss by production suspension			16			205	—	205				205	
Total			17			(523)	(264)	(787)				(836)	
Average rate for the period (Yen)		USD	18	109		108	106	107		109		106	
		EUR	19	121		119	124	121		121		123	
Capital expenditures			20	738		149	212	361		1,326		1,100	
Depreciation and amortization			21	453		229	222	451		923		940	
R & D costs			22	682		297	330	627		1,350		1,300	
Total assets			23	28,627		28,780		29,920		27,876			
Net assets			24	12,058		10,989		10,654		11,749			
Financial debt			25	6,291		10,015		9,588		6,199			
Net financial debt			26	84		2,090		1,191		519			
Free cash flow (Operating & Investing)			27	(695)		(1,511)	951	(560)		(927)			
	Japan		28	98	(4.4)	26	48	74	(25.0)	202	(5.7)	184	(9.1)
	North America		29	202	(8.9)	81	104	185	(8.8)	397	(5.8)	388	(2.2)
	Europe		30	136	1.0	28	54	82	(39.9)	264	(2.3)	196	(25.7)
	China		31	109	(18.0)	61	56	117	7.0	212	(14.4)	256	21.0
	Other		32	184	(8.9)	48	73	121	(34.3)	345	(15.6)	276	(20.1)
Global retail volume			33	731	(8.2)	244	334	578	(20.8)	1,419	(9.1)	1,300	(8.4)
	Japan		34	94	(6.8)	25	48	73	(22.0)	187	(11.0)	179	(4.3)
	North America		35	202	(7.4)	40	101	141	(30.1)	421	(0.6)	367	(12.7)
	Europe		36	143	11.3	23	43	66	(53.7)	267	0.1	188	(29.5)
	Other		37	183	(6.1)	25	62	87	(52.2)	357	(13.0)	265	(25.8)
Consolidated wholesales volume			38	622	(3.2)	114	255	368	(40.8)	1,232	(6.0)	1,000	(18.9)
	Domestic		39	503	9.1	60	213	273	(45.8)	972	(3.8)		
	Overseas		40	222	(24.8)	90	114	205	(7.9)	462	(17.4)		
Global production volume			41	725	(4.2)	150	327	477	(34.2)	1,434	(8.6)		

Note: Global retail volume refers to the total retail units of Mazda-brand vehicles sold on a global basis.

Consolidated wholesales volume does not include vehicles which are sold by other brands.

Global production volume refers to the total volume of the units produced in the domestic plant and Mexico plant (including other brands) plus the units of Mazda-brand vehicles produced in other overseas plants (mainly in China and Thailand).