

Financial Summary (Consolidated)
For the Fiscal Year Ended March 31, 2023

May 12, 2023

Mazda Motor Corporation

(In 100 millions of yen) (In thousands of units) (Upper left: return on sales)		FY 2022 Full Year (Apr.'21-Mar.'22)		FY 2023				FY 2023 Full Year (Apr.'22-Mar.'23)		FY 2024 Full Year Forecast (Apr.'23-Mar.'24)	
				1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.				
	Domestic	1	5,696 (4.2)%	1,134	1,547	1,628	1,920	6,229	9.4%	6,900	10.8%
	Overseas	2	25,507 11.5%	5,038	8,706	8,910	9,385	32,039	25.6%	38,100	18.9%
	Net sales	3	31,203 8.3%	6,172 (3.2%)	10,253 7.3%	10,538 5.1%	11,305 2.9%	38,268 3.7%	22.6%	45,000	17.6%
	Operating income	4	1,042 -	(195)	747	543	325	1,420	36.2%	1,800	26.8%
	Ordinary income	5	1,235 4.0% 337.2	207 3.4%	897 8.7%	250 2.4%	505 4.5%	1,859 4.9%	50.5%	1,720	(7.5)%
	Income before income taxes	6	1,124 3.6%	203 3.3%	890 8.7%	131 1.2%	476 4.2%	1,700 4.4%	51.2%	1,680	(1.2)%
	Net income attributable to owners of the parent	7	816 2.6%	150 2.4%	709 6.9%	177 1.7%	392 3.5%	1,428 3.7%	75.1%	1,300	(9.0)%
	Operating income by segment (geographic area)										
	Japan	8	857	(36)	568	355	(174)	713			
	North America	9	(95)	(74)	89	168	198	381			
	Europe	10	149	45	25	30	49	149			
	Other areas	11	165	47	66	72	82	267			
	Operating income changes										
	Volume & mix	12		(463)	612	574	311	1,034		1,215	
	Exchange rate	13		179	384	501	128	1,192		(519)	
	Cost improvement	14		(184)	(399)	(324)	(413)	(1,320)		(50)	
	Fixed costs and others	15		12	14	(359)	(106)	(439)		(266)	
	Transfer of extraordinary loss in the previous fiscal year	16		-	-	(89)	-	(89)		-	
	Total	17		(456)	611	303	(80)	378		380	
	Average rate for the period (Yen)										
	USD	18	112	130	138	141	132	136		128	
	EUR	19	131	138	139	144	142	141		139	
	Capital expenditures	20	1,443	162	198	223	358	941		1,400	
	Depreciation and amortization	21	903	251	263	272	274	1,060		1,100	
	R & D cost	22	1,346	299	296	312	373	1,280		1,400	
	Total assets	23	29,681	30,964	32,306	31,865		32,593			
	Net assets	24	13,011	13,388	14,131	13,909		14,396			
	Financial debt	25	6,808	8,128	7,303	7,233		6,155			
	Net cash	26	596	786	(468)	(346)		1,016			
	Free cash flow (Operating & Investing)	27	529	(1,647)	1,141	286	600	380			
	Operating income by segment (geographic area)										
	Japan	28	149 (15.8)%	25	43	39	57	165	10.8%	183	11.4%
	North America	29	439 8.9%	79	101	107	119	407	(7.4)%	496	22.1%
	Europe	30	190 6.3%	30	37	41	52	160	(15.5)%	189	18.1%
	China	31	170 (25.5)%	24	25	23	12	84	(50.4)%	125	48.3%
	Other	32	303 0.7%	75	75	70	74	294	(3.1)%	306	4.0%
	Global retail volume	33	1,251 (2.8)%	233	281	281	315	1,110	(11.3)%	1,300	17.1%
	Operating income by segment (geographic area)										
	Japan	34	152 (8.3)%	28	43	41	50	161	6.1%	182	12.8%
	North America	35	386 3.2%	64	113	119	126	422	9.5%	515	21.8%
	Europe	36	169 (1.8)%	22	41	45	53	161	(4.6)%	189	17.2%
	Other	37	284 2.2%	53	87	82	93	314	10.6%	314	0.0%
	Consolidated wholesales volume	38	991 0.1%	166	284	287	322	1,059	6.9%	1,200	13.3%
	Operating income by segment (geographic area)										
	Domestic	39	696 (6.8)%	138	198	204	223	764	9.8%		
	Overseas	40	327 (22.8)%	71	95	101	103	371	13.3%		
	Global production volume	41	1,024 (12.6)%	209	294	306	326	1,135	10.9%		
	Number of employees (excluding dispatches)	42	48,750					48,481			

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

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

Financial Summary (Unconsolidated)

For the Fiscal Year Ended March 31, 2023

May 12, 2023
Mazda Motor Corporation

(In 100 millions of yen)

(In thousands of units)

(Upper left: return on sales)

		FY 2022 Full Year (Apr.'21-Mar.'22)		FY 2023 Full Year (Apr.'22-Mar.'23)	
			%		%
	Domestic	1	3,656 (7.9)	4,302	17.7
	Export	2	19,737 13.5	25,702	30.2
	Net sales	3	23,393 9.5	30,004	28.3
	Operating income	4	3.0% 699 -	1.6% 488	(30.1)
	Ordinary income	5	5.6% 1,300 -	3.4% 1,026	(21.1)
	Income before taxes	6	4.5% 1,045 -	3.0% 887	(15.2)
	Net income	7	3.6% 845 -	3.0% 898	6.2
	Average rate for the period (Yen)	8	USD 112 EUR 131	USD 136 EUR 141	
	Capital expenditures	9	848	727	
	Depreciation & amortization	10	443	482	
	R & D cost	11	1,337	1,277	
	Total assets	12	23,278	24,674	
	Net assets	13	10,622	11,187	
	Financial debt	14	6,413	5,953	
	Net cash	15	(1,485)	(1,308)	
	Japan	16	155 (10.5)	168	8.6
	North America	17	346 (1.1)	372	7.3
	Europe	18	143 (20.5)	162	13.5
	Others	19	244 4.6	298	22.1
	Wholesales volume	20	888 (5.1)	1,000	12.6
	Domestic production volume	21	696 (6.8)	764	9.8
	Number of employees (excluding dispatches)	22	22,652	22,832	