

Financial Summary (Consolidated)
For the Third Quarter of the Fiscal Year Ending March 31, 2024
(For the Nine Months Ended December 31, 2023)

February 9, 2024
Mazda Motor Corporation

(In 100 millions of yen) (In thousands of units) (Upper left: return on sales)		FY 2023 First 9 months (Apr.'22-Dec.'22)						FY 2024 First 9 months (Apr.'23-Dec.'23)		FY 2023 Full Year Ended March 31, 2023		FY 2024 Full Year Forecast Ending March 31, 2024	
				%	1st Qtr.	2nd Qtr.	3rd Qtr.		%		%		%
Domestic	1	4,309	9.0	1,664	1,630	1,570	4,864	12.9	6,229	9.4	6,500	4.3	
Overseas	2	22,654	28.2	9,246	10,633	10,922	30,801	36.0	32,039	25.6	41,500	29.5	
Net sales	3	26,963	24.7	10,910	12,263	12,492	35,665	32.3	38,268	22.6	48,000	25.4	
Operating income	4	1,095	71.9	300	996	706	2,002	82.9	1,420	36.2	2,500	76.1	
Ordinary income	5	1,354	127.3	639	1,153	598	2,390	76.5	1,859	50.5	2,540	36.6	
Income before income taxes	6	1,224	140.4	632	1,140	581	2,353	92.3	1,700	51.2	2,470	45.3	
Net income attributable to owners of the parent	7	1,036	252.0	372	709	574	1,655	59.8	1,428	75.1	1,700	19.0	
Operating income by segment (geographic area)													
Japan	8	887		85	1,082	644	1,811		713				
North America	9	183		259	192	154	605		381				
Europe	10	100		51	57	55	163		149				
Other areas	11	185		76	86	26	188		267				
Operating income changes													
Volume & mix	12			819	243	133	1,195				1,438		
Exchange rate	13			58	85	150	293				279		
Raw material, logistics costs, etc.	14			(33)	(67)	(8)	(108)				(374)		
Cost improvement	15			49	71	64	184				324		
Fixed costs and others	16			(398)	(83)	(176)	(657)				(587)		
Total	17			495	249	163	907				1,080		
Average rate for the period (Yen)		USD	18	137	138	145	148	143	136	140			
		EUR	19	141	150	157	159	155	141	151			
Capital expenditures	20	583		216	301	284	801		941		1,400		
Depreciation and amortization	21	786		275	283	290	848		1,060		1,100		
R & D costs	22	907		310	355	343	1,008		1,280		1,450		
Total assets	23	31,865		32,616	35,055		35,150		32,593				
Net assets	24	13,909		14,970	15,895		16,222		14,396				
Financial debt	25	7,233		5,751	5,558		5,350		6,155				
Net cash	26	346		1,110	2,254		2,107		1,016				
Free cash flow (Operating & Investing)	27	(220)		(4)	1,097	114	1,207		380				
Japan	28	107	13.5	42	39	39	121	12.4	165	10.8	176	7.0	
North America	29	287	(13.5)	128	123	129	380	32.2	407	(7.4)	537	32.1	
Europe	30	108	(26.3)	44	46	45	135	24.4	160	(15.5)	193	20.4	
China	31	72	(46.1)	20	26	28	73	0.9	84	(50.4)	91	8.4	
Other	32	220	(1.1)	75	74	73	222	0.8	294	(3.1)	289	(1.9)	
Global retail volume	33	795	(14.5)	309	308	313	930	16.9	1,110	(11.3)	1,286	15.9	
Japan	34	112	7.2	43	40	38	121	8.2	161	6.1	172	6.6	
North America	35	296	12.0	125	130	153	408	37.9	422	9.5	558	32.1	
Europe	36	108	(12.1)	45	53	45	143	33.0	161	(4.6)	205	27.0	
Other	37	222	12.9	72	79	65	216	(2.7)	314	10.6	285	(9.3)	
Consolidated wholesales volume	38	737	7.2	286	302	300	888	20.5	1,059	6.9	1,220	15.2	
Domestic	39	541	7.6	192	207	217	616	13.8	764	9.8			
Overseas	40	268	12.6	91	102	118	312	16.4	371	13.3			
Global production volume	41	809	9.2	284	309	335	927	14.7	1,135	10.9			

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., China and Thailand).