



FISCAL YEAR MARCH 2020 THIRD QUARTER FINANCIAL RESULTS



PRESENTATION OUTLINE

- **Highlights**
- **Fiscal Year March 2020 Nine Month Results**
- **Fiscal Year March 2020 Full Year Forecast**
- **Progress of Key Initiatives / Planned Sales Initiatives**

The overseas subsidiaries which apply US GAAP adopted ASU 2014-09 "Revenue from Contracts with Customers" from the beginning of FY March 2020. The figures for FY March 2019 in this presentation were adjusted retrospectively in accordance with this change.

HIGHLIGHTS

【FY March 2020 Nine Month Results】

- Global sales were 1,106,000 units, down 5% year on year
- Launched CX-30, the second new-generation model in Europe and Japan
- Revenue was ¥2,556.3 billion, operating profit was ¥32.3 billion, and net income was ¥32.4 billion
- Sales quality improvement progressed as planned through reduced marketing expenses and improved per-unit profit

【FY March 2020 Full Year Forecast】

- Revised full year forecast of global sales volume to 1.5 million units and exchange rate assumptions to reflect the current status
- Although the revision of exchange rate assumptions has a favorable profit impact versus November's forecast, operating profit forecast remains unchanged at ¥60 billion and net income at ¥43 billion mainly due to revision of sales volume

FISCAL YEAR MARCH 2020 NINE MONTH RESULTS

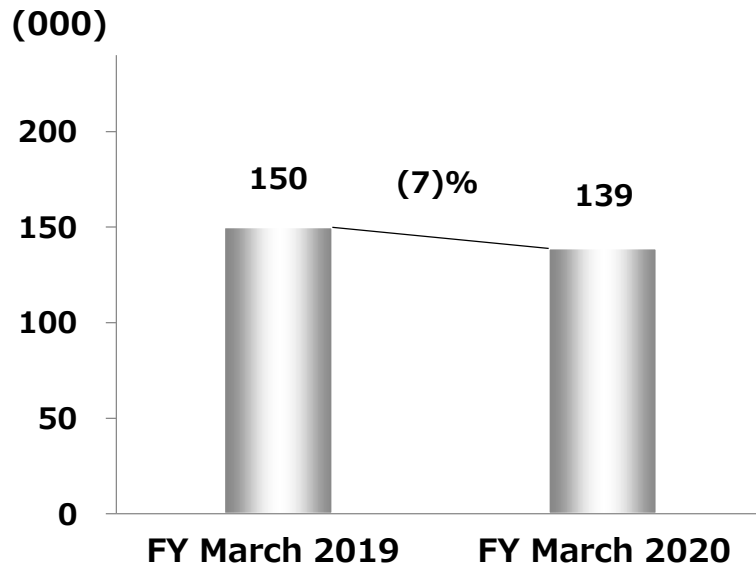
FY MARCH 2020 GLOBAL SALES VOLUME

	FY March 2020			Change from Prior Year			
	1st Half	3rd Quarter	Nine Month	1st Half Volume	3rd Quarter Volume	Nine Month Volume	YOY(%)
Global sales volume							
Japan	98	40	139	(4)	(7)	(11)	(7)%
North America	202	102	305	(20)	5	(15)	(5)%
Europe	136	82	219	1	21	22	11 %
China	109	66	175	(24)	4	(20)	(10)%
Other Markets	184	84	269	(18)	(22)	(40)	(13)%
Total	731	376	1,106	(65)	1	(64)	(5)%
<Breakdown>							
USA	137	70	208	(14)	5	(9)	(4)%
Australia	51	19	69	(6)	(7)	(12)	(15)%
ASEAN	56	26	82	(10)	(12)	(22)	(21)%

JAPAN



Nine Month Sales Volume



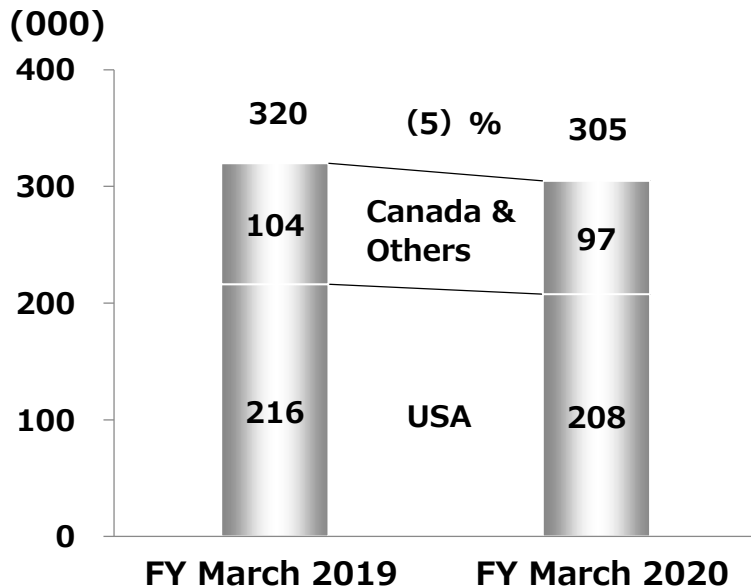
- Sales were 139,000 units, down 7% year on year
- Market share was 3.8%. Registered vehicle market share was 4.9%, down 0.2 points year on year
- Sales of current models including CX-5 and CX-8 were down mainly due to declined demand after consumption tax hike
- Sales of new-generation Mazda3 and CX-30 continued to be strong. Newly launched models equipped with Skyactiv-X were well received
- Promoted sales initiatives by offering customers product experiences. Encouraged customers to purchase new models through trade-in schemes, utilizing the high residual value of their Mazda cars

NORTH AMERICA



- Sales were 305,000 units, down 5% year on year
- USA: 208,000 units, down 4% year on year
 - Sales quality continued to improve with lower fleet sales and improved transaction price
 - Sales for the third quarter were 70,000 units, up 8% year on year
 - Sales of CX-5 were 41,000 units, up 21% year on year
 - Sales of CX-9 were 8,000 units, up 18% year on year
 - Full scale sales of CX-30 will start from the fourth quarter
- Canada: 53,000 units, down 9% year on year
- Mexico: 44,000 units, down 2% year on year

Nine Month Sales Volume

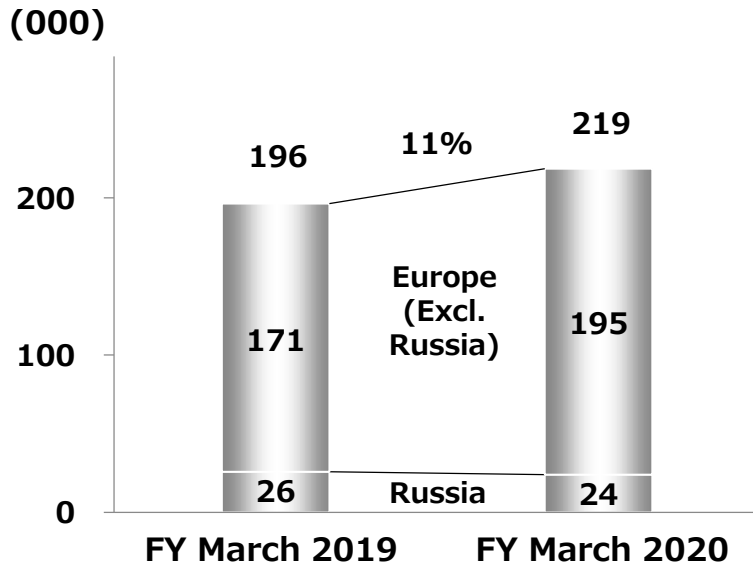


EUROPE



- Sales were 219,000 units, up 11% year on year
- Sales in Europe excluding Russia were 195,000 units, up 14% year on year
 - Germany: 54,000 units, up 10% year on year
 - UK: 27,000 units, up 7% year on year
 - The CX-30 contributed to the volume growth since its launch in September
 - Skyactiv-X enjoyed high popularity, with order mix of 39% for Mazda3 and 44% for CX-30
- Russia: 24,000 units, down 7% year on year

Nine Month Sales Volume

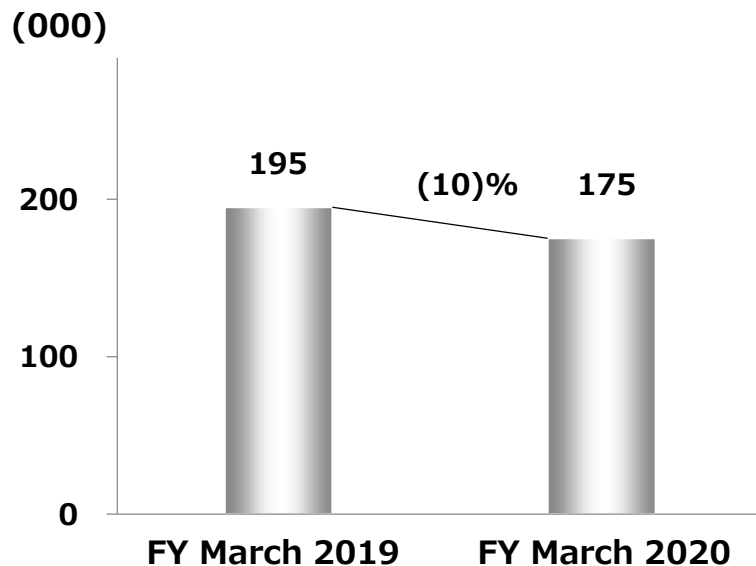


CHINA



- Sales were 175,000 units, down 10% year on year
- Sales for the third quarter were 66,000 units, up 7% year on year
- Mazda3 model switchover made progress. Sales of Mazda3 for the third quarter were up year on year, driven by the new model
- Sales trends of Mazda6 and CX-4 improved after launches of updated models
- Strengthened product value communication activities including test-drive events to support new model launches

Nine Month Sales Volume

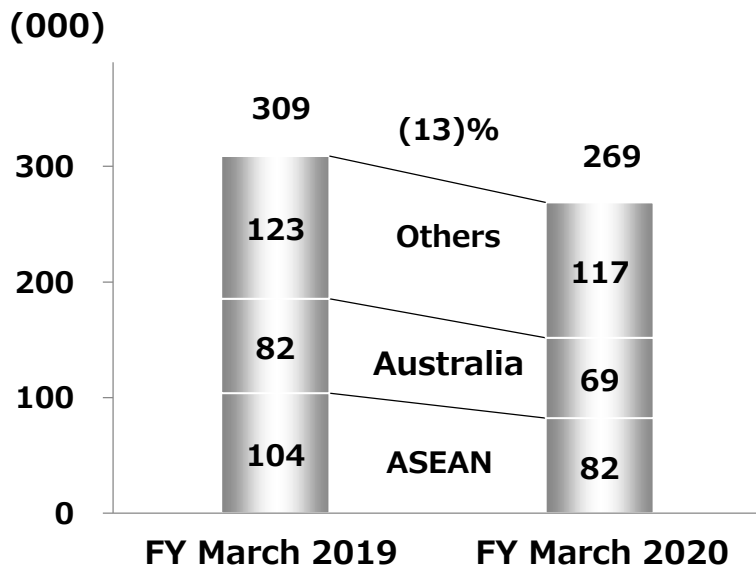


OTHER MARKETS



- Sales were 269,000 units, down 13% year on year
- Australia: 69,000 units, down 15% year on year
 - Tough sales environment persisted, as demand for sedan models declined 16% year on year
 - CX-30 will be launched in the fourth quarter
- ASEAN: 82,000 units, down 21% year on year
 - Thailand: 42,000 units, down 23% year on year
 - Vietnam: 21,000 units, down 10% year on year

Nine Month Sales Volume



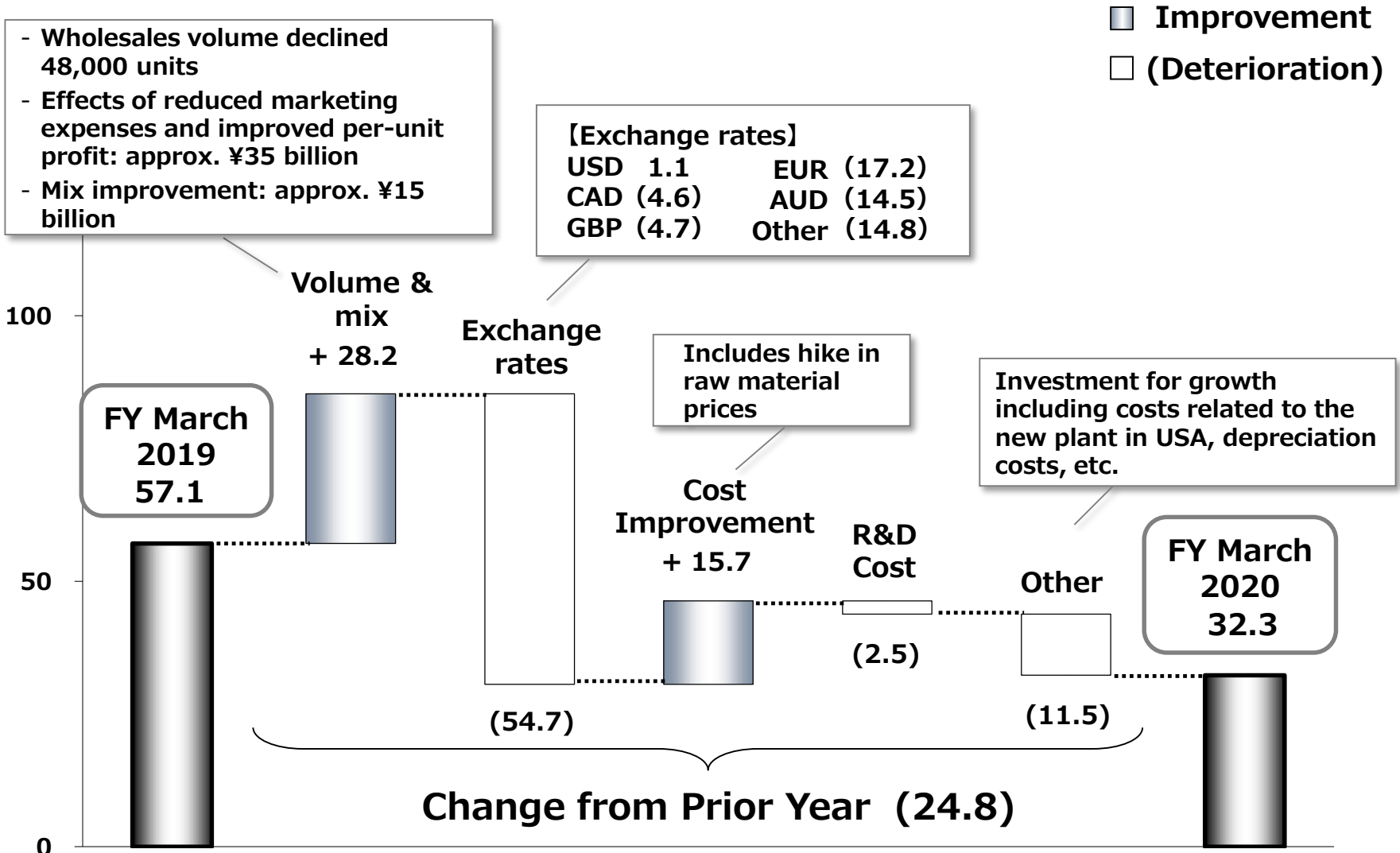
FY MARCH 2020 FINANCIAL METRICS

(Billion yen)	Nine Month		Change from	
	FY March 2019	FY March 2020	Prior Year Amount	Prior Year YOY(%)
Revenue	2,621.3	2,556.3	(65.0)	(2)%
Operating profit	57.1	32.3	(24.8)	(43)%
Ordinary profit	82.9	50.1	(32.8)	(40)%
Profit before tax	77.3	47.8	(29.5)	(38)%
Net income	35.4	32.4	(3.0)	(8)%
Operating ROS	2.2%	1.3%	(0.9)pts	
EPS (Yen)	56.2	51.4	(4.8)	
Exchange rate (Yen)				
US Dollar	111	109	(2)	
Euro	129	121	(8)	
(000)				
Consolidated wholesales	962	915	(48)	(5)%

FY MARCH 2020 OPERATING PROFIT CHANGE

FY March 2020 Nine Month vs. FY March 2019 Nine Month

(Billion yen)



FISCAL YEAR MARCH 2020 FULL YEAR FORECAST

FY MARCH 2020 GLOBAL SALES VOLUME

(000)	Full Year		Change from			(Nov. Forecast)
	FY March	FY March	Prior Year		Nov. Forecast	FY March
	2019	2020	Volume	YOY(%)	Volume	2020
Global sales volume						
Japan	215	204	(10)	(5)%	(5)	209
North America	421	425	4	1 %	(5)	430
Europe	270	279	10	4 %	(6)	285
China	247	231	(16)	(7)%	(24)	255
Other Markets	409	360	(49)	(12)%	(11)	371
Total	1,561	1,500	(61)	(4)%	(50)	1,550
<Breakdown>						
USA	287	296	9	3 %	(4)	301
Australia	110	92	(18)	(16)%	(3)	95
ASEAN	137	113	(23)	(17)%	(9)	122

FY MARCH 2020 FINANCIAL METRICS

(Billion yen)	Full Year		Change from			(Nov. Forecast)
	FY March	FY March	Prior Year		Nov. Forecast	FY March
	2019	2020	Amount	YOY(%)	Amount	2020
Revenue	3,564.2	3,500.0	(64.2)	(2)%	0.0	3,500.0
Operating profit	82.3	60.0	(22.3)	(27)%	0.0	60.0
Ordinary profit	116.1	70.0	(46.1)	(40)%	0.0	70.0
Profit before tax	107.6	64.0	(43.6)	(41)%	0.0	64.0
Net income	63.2	43.0	(20.2)	(32)%	0.0	43.0
Operating ROS	2.3%	1.7%	(0.6)pts		0.0 pts	1.7%
EPS (Yen)	100.3	68.3	(32.0)		0.0	68.3
Exchange rate (Yen)						
US Dollar	111	109	(2)		2	107
Euro	128	121	(8)		2	119
(000)						
Consolidated wholesales	1,311	1,268	(43)	(3)%	(11)	1,279

FY MARCH 2020 OPERATING PROFIT CHANGE

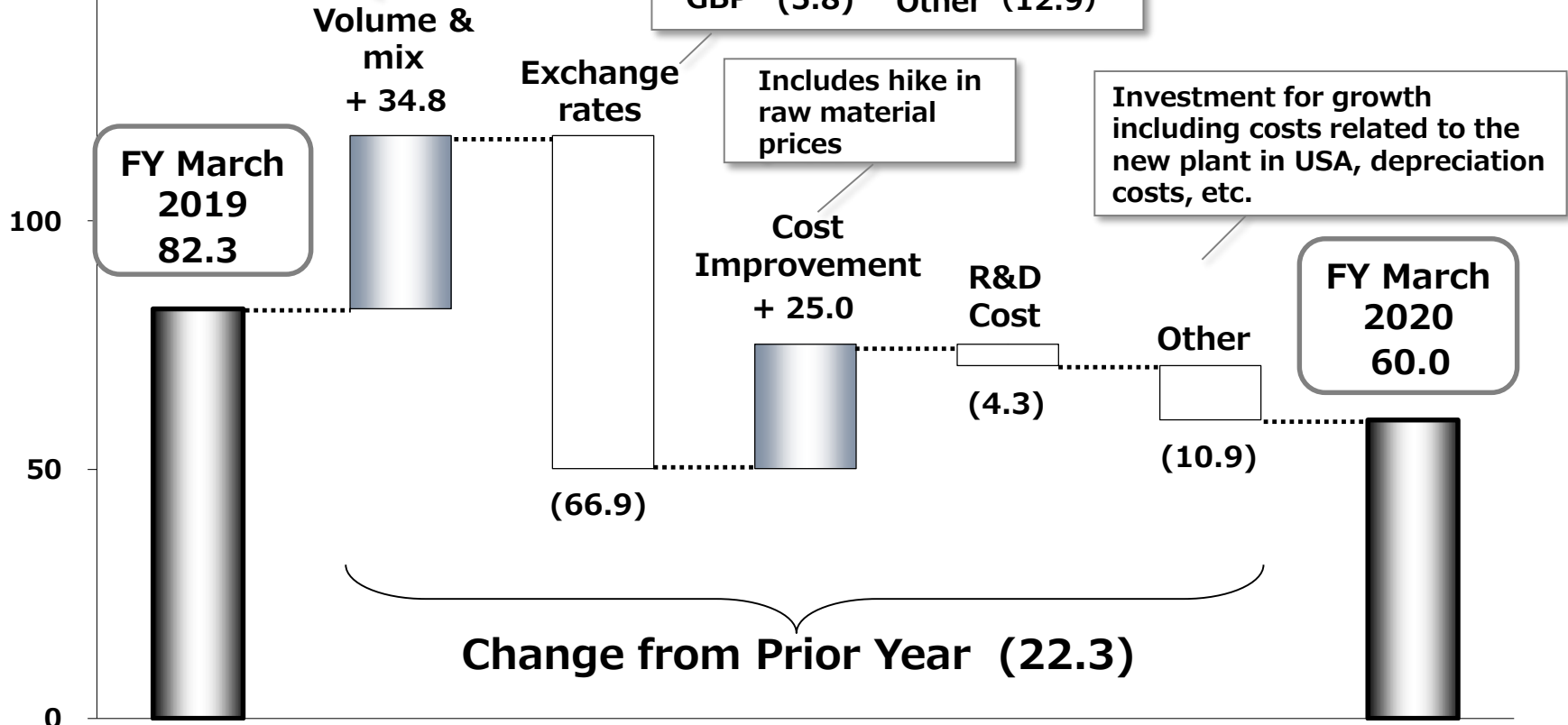
FY March 2020 Full Year vs. FY March 2019 Full Year

(Billion yen)

■ Improvement
□ (Deterioration)

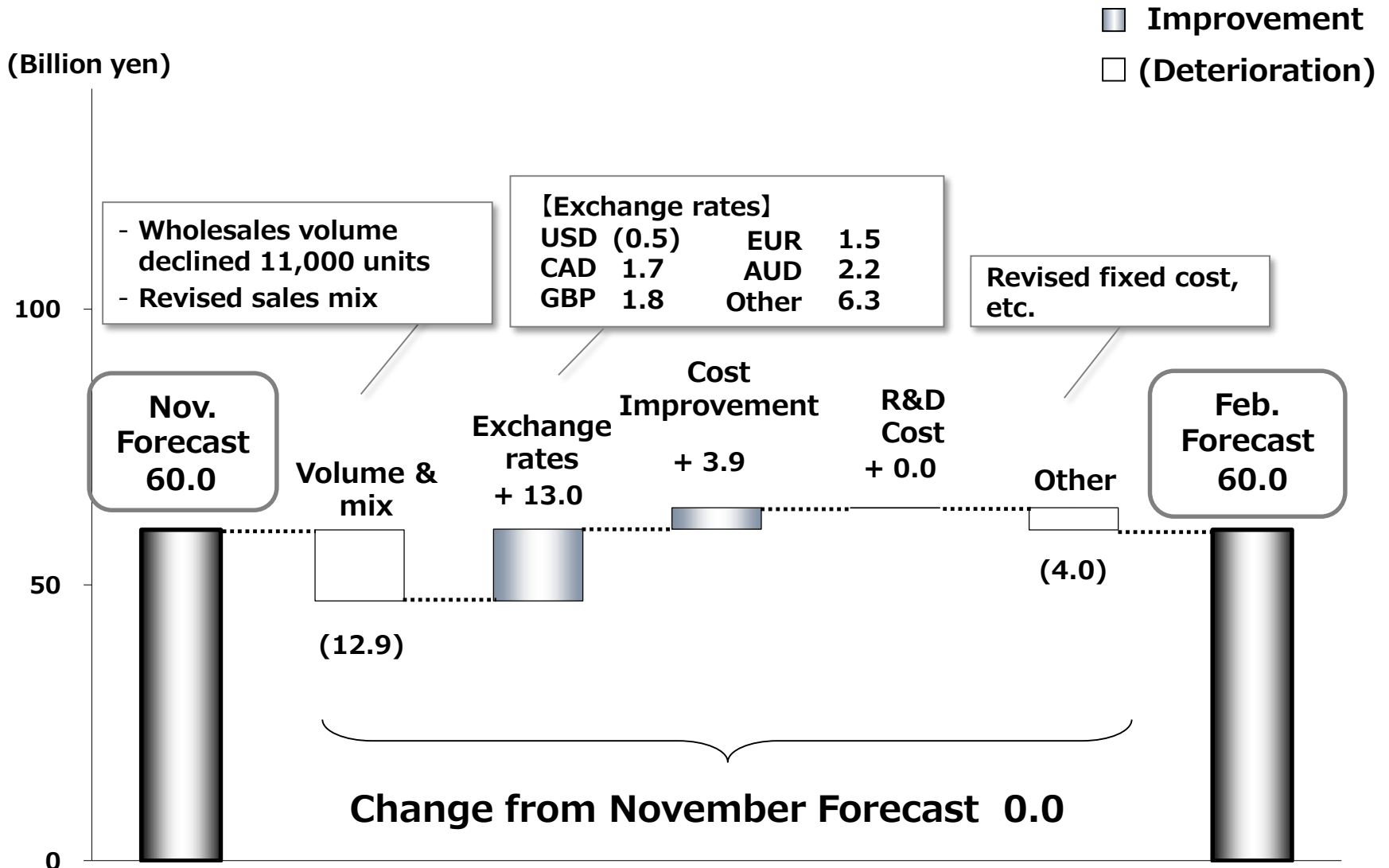
- Wholesales volume declined 43,000 units
- Effects of reduced marketing expenses and improved per-unit profit: approx. ¥45 billion
- Mix improvement: approx. ¥10 billion

[Exchange rates]
 USD (1.6) EUR (22.9)
 CAD (5.1) AUD (18.6)
 GBP (5.8) Other (12.9)



FY MARCH 2020 OPERATING PROFIT CHANGE

FY March 2020 Full Year vs. November Forecast



PROGRESS OF KEY INITIATIVES/ PLANNED SALES INITIATIVES

PROGRESS OF KEY INITIATIVES

New-generation product launches

- Following Mazda3, CX-30 started global launches
 - Launched in major markets including Europe, Japan, and the U.S.
- Received high acclaim and awards both inside and outside Japan
 - Mazda3: China COTY^{※1}/Thailand COTY^{※2}/Women's WCOTY^{※3}
 - CX-30: German Golden Steering Wheel Award^{※4}
- Launched new-generation gasoline engine Skyactiv-X
 - World's first commercial gasoline engine to use compression ignition
 - Started sales in Europe and Japan
- Announced all-new EV MX-30, planning to start production in FY March 2021

※1:2020 China Car of the Year ※2: Thailand Car of the Year 2019

※3:Women's World Car of the Year "Supreme Winner" "Family Car Category Award" ※4:Golden Steering Wheel Award for Compact SUV

PLANNED SALES INITIATIVES

[Japan]

- **Build sales volume by strengthening Trade Cycle Management and encouraging trade-ins with high residual value**
 - **Expand sales by enhancing product appeals with updated CX-8 launched in November and updated CX-5 launched in January**
-

[US]

- **Strengthen product value communication and advertisement for CX-30 to ensure successful launch and build sales momentum**
 - **Proceed with sales network reform as planned, and promote brand value enhancement and sales growth centered around next-generation brand dealers**
-

[China]

- **Strengthen communications for the new Mazda3 and updated Mazda6/CX-4 introduced in this fiscal year**
- **Leverage Mazda3's China COTY award, to drive awareness, increase customer traffic and offer opportunities to experience the product, thereby maintaining the improving sales trend**



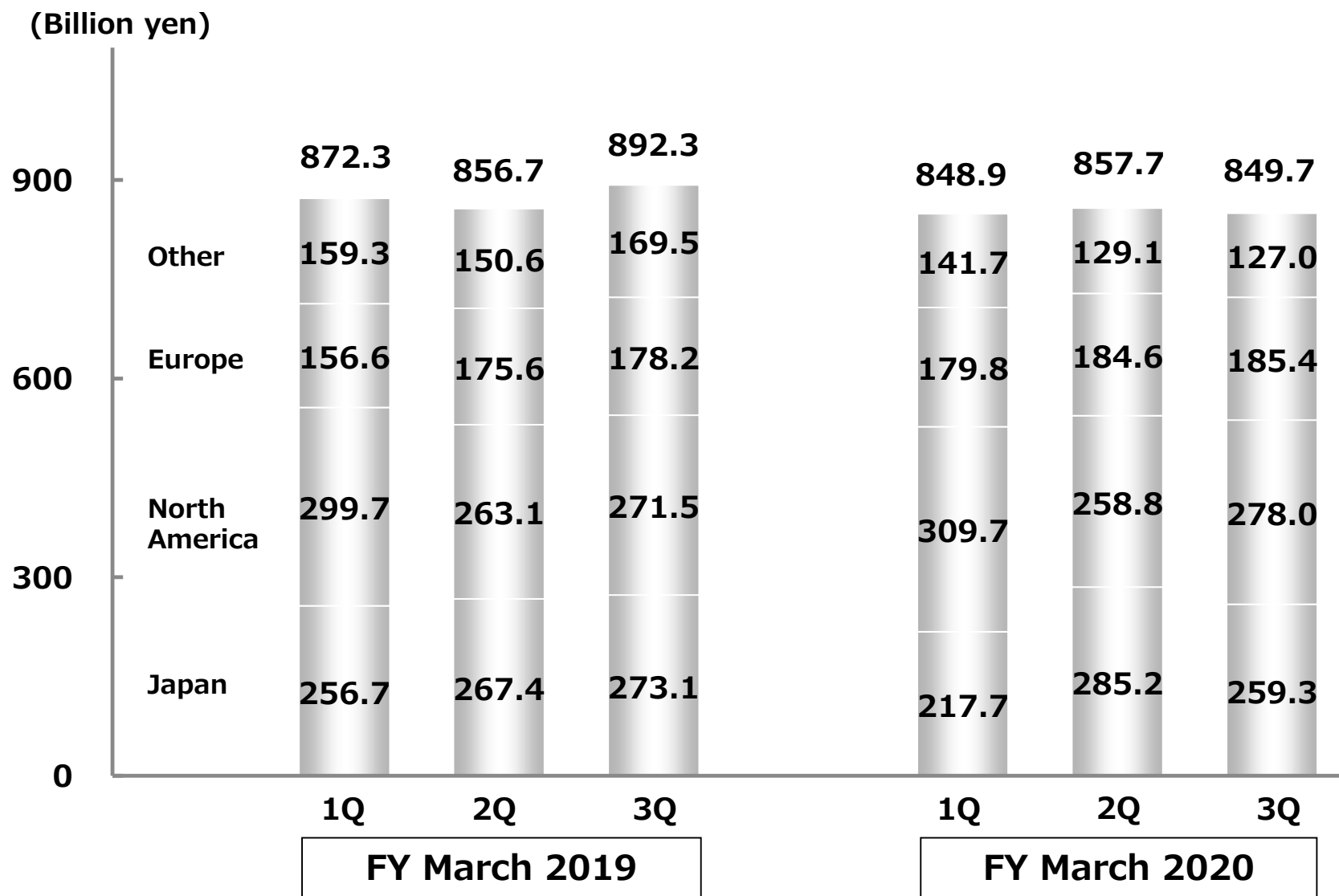
APPENDIX

CASH FLOW AND NET CASH

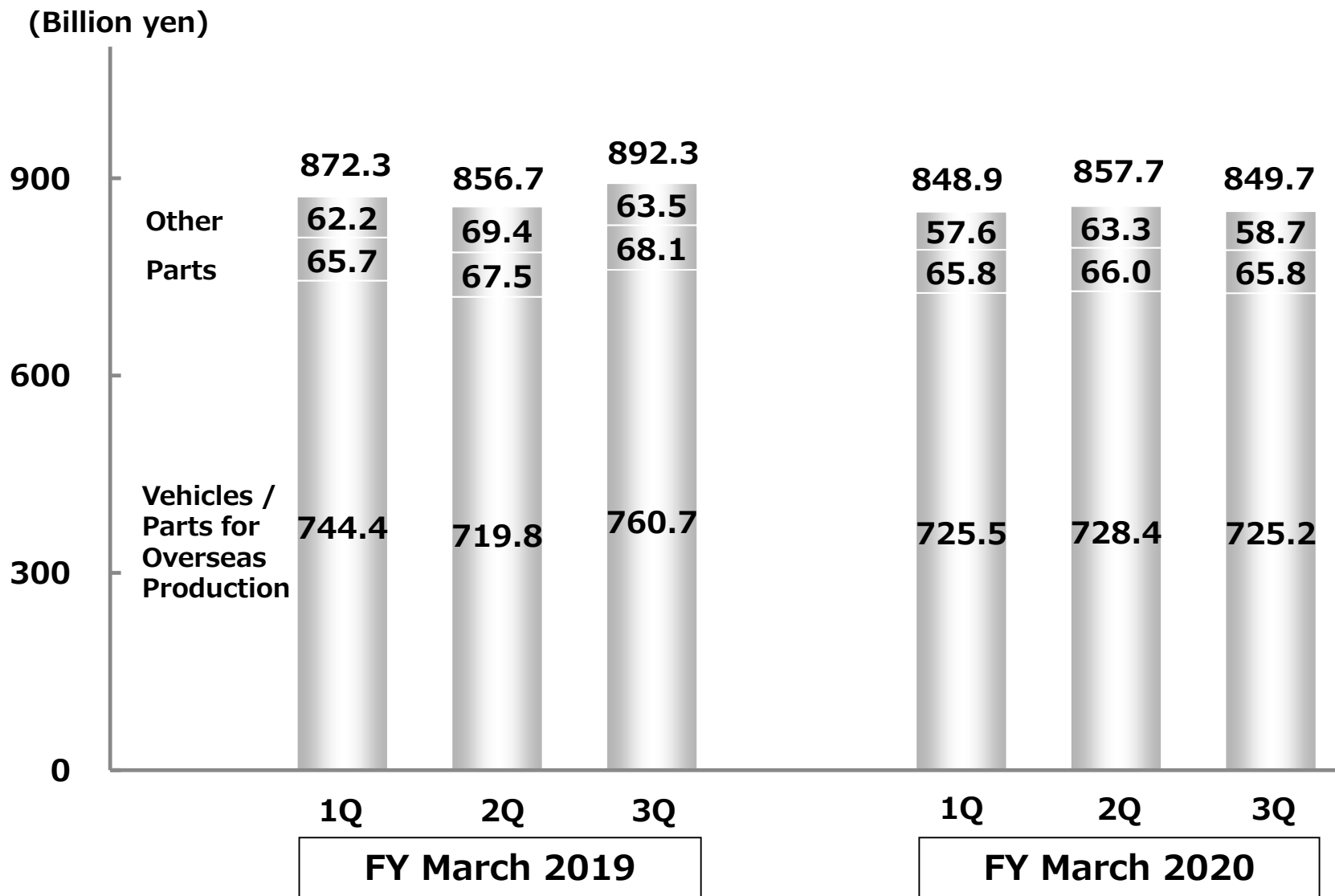
	<u>FY March 2019</u> <u>Full Year</u>	<u>FY March 2020</u> <u>Nine Month</u>	<u>Change from</u> <u>Prior FY End</u>
(Billion yen)			
Cash Flow			
- From Operating activities	146.7	(34.7)	-
- From Investing activities	<u>(131.6)</u>	<u>(104.6)</u>	-
- Free Cash Flow	15.1	(139.3)	-
Cash and Cash Equivalents	701.6	568.8	(132.8)
Net Cash	94.6	(82.4)	(177.0)
Equity Ratio	42 / 43 ^{*%}	43 / 44 ^{*%}	1 / 1 ^{*pts}

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

REVENUE BY GEOGRAPHIC AREA

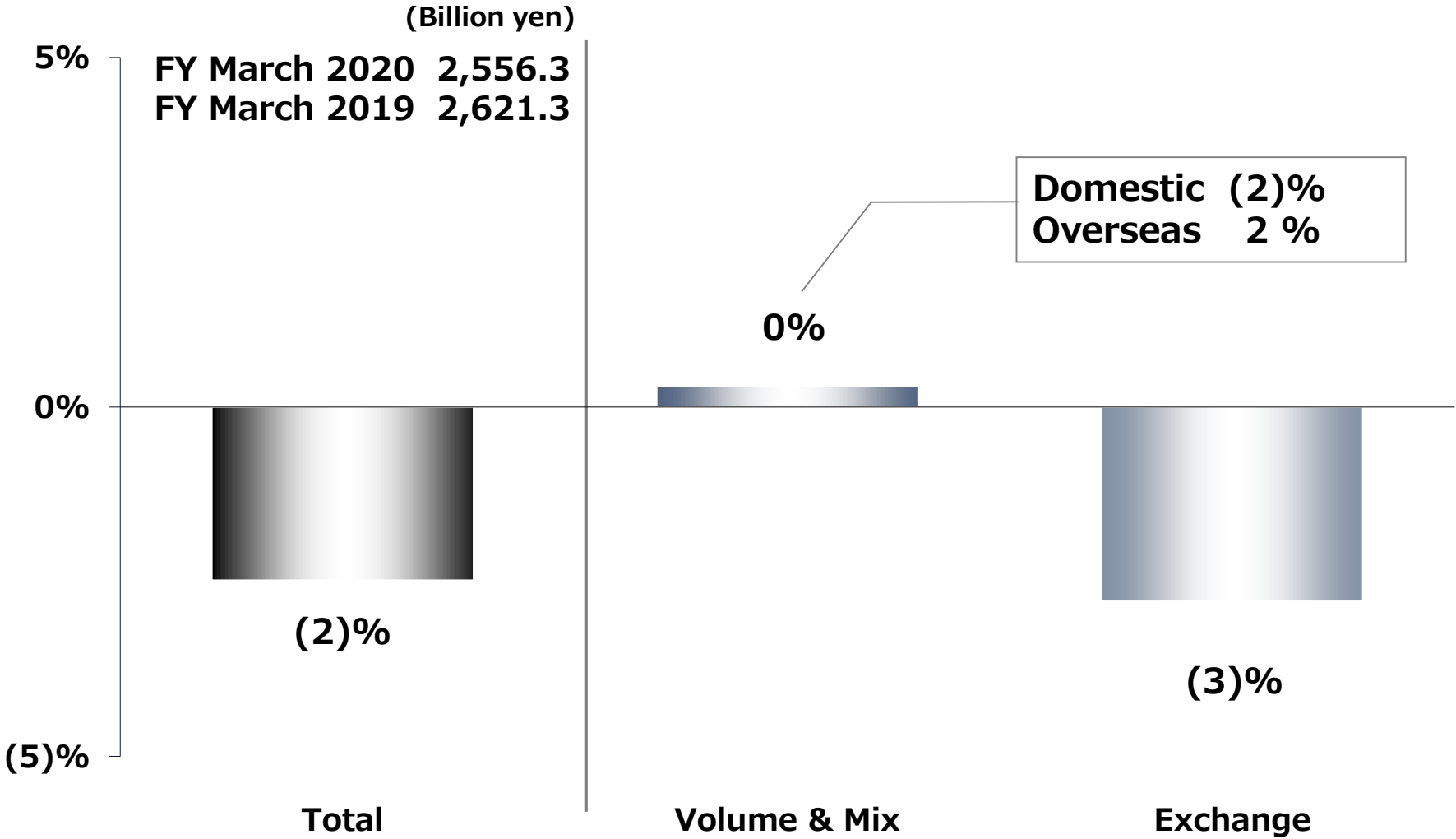


REVENUE BY PRODUCT



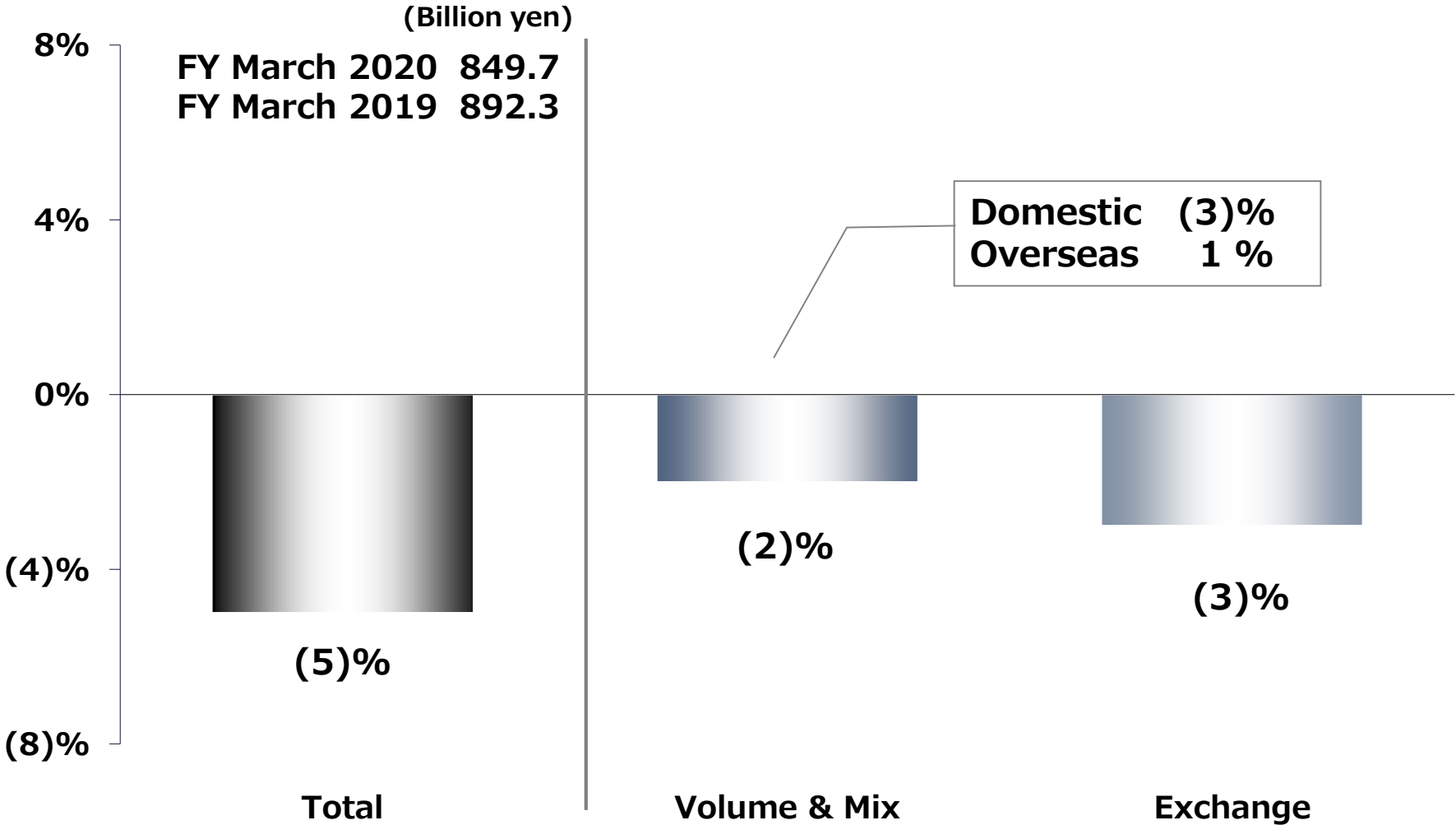
REVENUE CHANGE (9 MONTHS)

FY March 2020 Nine Month vs. FY March 2019 Nine Month



REVENUE CHANGE (3 MONTHS)

FY March 2020 3rd Quarter vs. FY March 2019 3rd Quarter



GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALLES (9 MONTHS)

(000)	Nine Month		Change from	
	FY March 2019	FY March 2020	Prior Year	
			Volume	YOY(%)
Global sales volume				
Japan	150	139	(11)	(7)%
North America	320	305	(15)	(5)%
Europe	196	219	22	11 %
China	195	175	(20)	(10)%
Other Markets	309	269	(40)	(13)%
Total	1,170	1,106	(64)	(5)%
Consolidated wholesales				
Japan	147	131	(16)	(11)%
North America	315	302	(13)	(4)%
Europe	194	211	17	9 %
Other Markets	307	271	(36)	(12)%
Total	962	915	(48)	(5)%
<Breakdown>				
USA	215	212	(3)	(2)%

GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALERS (FULL YEAR)

(000)	Full Year		Change from		
	FY March	FY March	Prior Year		Nov. Forecast
	2019	2020	Volume	YOY(%)	Volume
Global sales volume					
Japan	215	204	(10)	(5)%	(5)
North America	421	425	4	1 %	(5)
Europe	270	279	10	4 %	(6)
China	247	231	(16)	(7)%	(24)
Other Markets	409	360	(49)	(12)%	(11)
Total	1,561	1,500	(61)	(4)%	(50)
Consolidated wholesales					
Japan	210	196	(14)	(7)%	(7)
North America	424	434	10	2 %	11
Europe	267	272	5	2 %	(4)
Other Markets	411	366	(45)	(11)%	(11)
Total	1,311	1,268	(43)	(3)%	(11)
<Breakdown>					
USA	285	310	25	9%	10

GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALLES (3 MONTHS)

(000)	Third Quarter		Change from	
	FY March 2019	FY March 2020	Prior Year Volume	Prior Year YOY(%)
Global sales volume				
Japan	47	40	(7)	(14)%
North America	98	102	5	5 %
Europe	61	82	21	34 %
China	62	66	4	7 %
Other Markets	107	84	(22)	(21)%
Total	374	376	1	0 %
Consolidated wholesales				
Japan	46	37	(9)	(19)%
North America	97	100	3	3 %
Europe	65	67	3	4 %
Other Markets	112	88	(24)	(21)%
Total	320	293	(27)	(8)%
<Breakdown>				
USA	69	72	3	4 %

FY MARCH 2020 FINANCIAL METRICS (3 MONTHS)

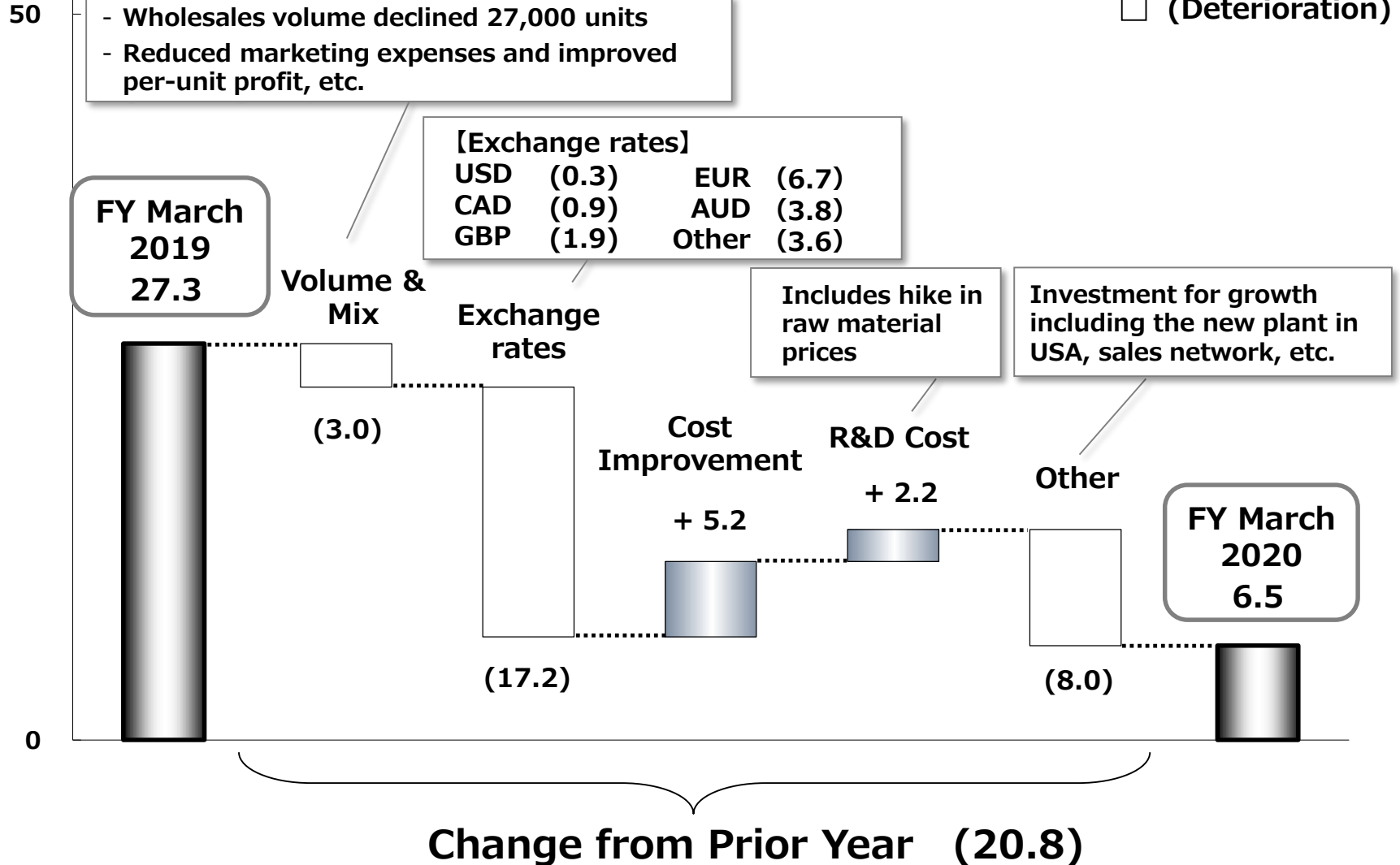
(Billion yen)	Third Quarter		Change from	
	FY March	FY March	Prior Year	
	2019	2020	Amount	YOY(%)
Revenue	892.3	849.7	(42.6)	(5)%
Operating profit	27.3	6.5	(20.8)	(76)%
Ordinary profit	29.4	16.1	(13.3)	(46)%
Profit before tax	28.3	15.1	(13.2)	(47)%
Net income	11.6	15.8	4.2	37 %
Operating ROS	3.0 %	0.8 %	(2.2)pts	
EPS (Yen)	18.3	25.0	6.7	
Exchange rate (Yen)				
US Dollar	113	109	(4)	
Euro	129	120	(9)	

FY MARCH 2020 OPERATING PROFIT CHANGE (3 MONTHS)

FY March 2020 Third Quarter vs. FY March 2019 Third Quarter

(Billion yen)

■ Improvement
□ (Deterioration)



GLOBAL SALES VOLUME AND CONSOLIDATED WHOLESALLES (1st HALF / 2nd HALF)

(000)	FY March 2020			Change from Prior Year		
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year
Global sales volume						
Japan	98	106	204	(4)	(6)	(10)
North America	202	223	425	(20)	24	4
Europe	136	143	279	1	8	10
China	109	122	231	(24)	8	(16)
Other Markets	184	176	360	(18)	(31)	(49)
Total	731	769	1,500	(65)	4	(61)
Consolidated wholesales						
Japan	94	102	196	(7)	(7)	(14)
North America	202	232	434	(16)	27	10
Europe	143	129	272	15	(9)	5
Other Markets	183	183	366	(12)	(33)	(45)
Total	622	646	1,268	(20)	(23)	(43)
<Breakdown>						
USA	140	170	310	(6)	31	25

FY MARCH 2020 FINANCIAL METRICS (1st HALF / 2nd HALF)

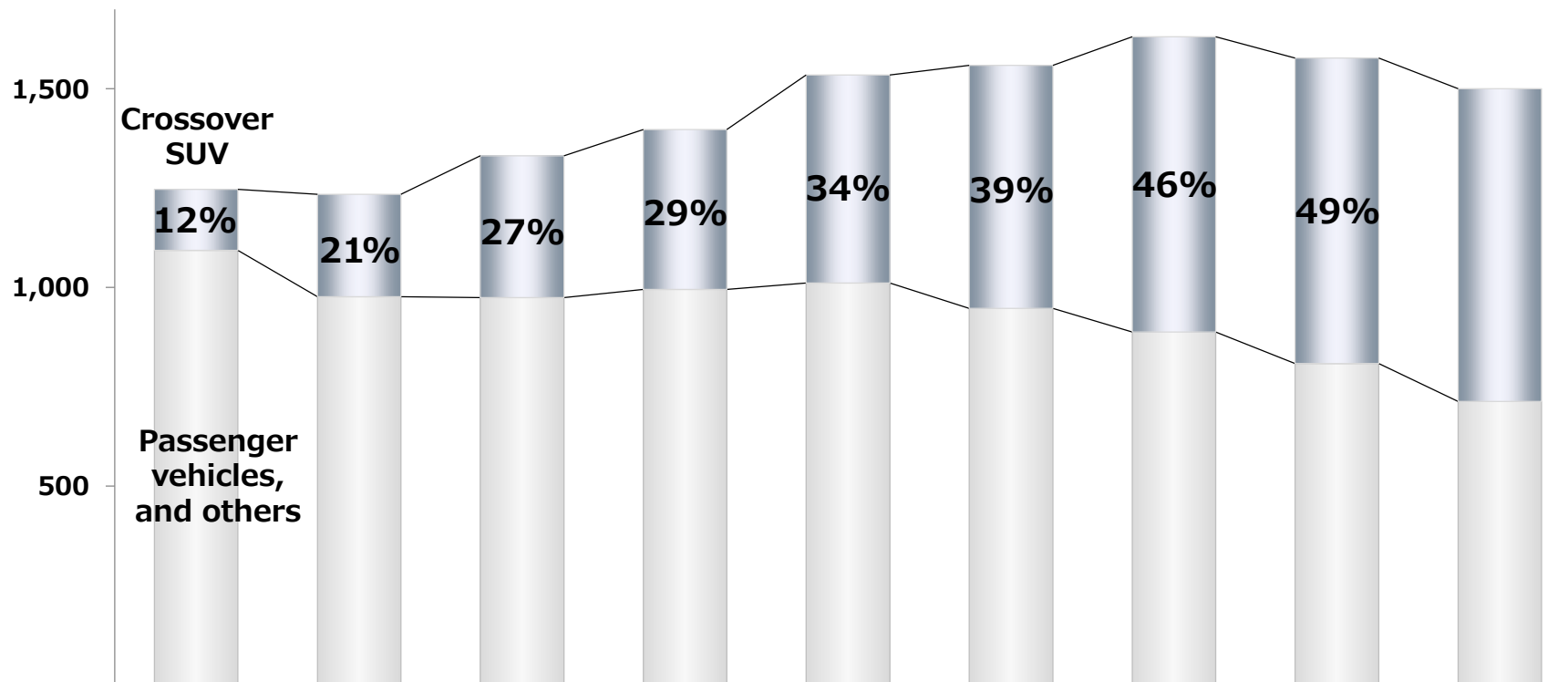
(Billion yen)	FY March 2020			Change from Prior Year		
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year
Revenue	1,706.6	1,793.4	3,500.0	(22.4)	(41.8)	(64.2)
Operating profit	25.8	34.2	60.0	(4.0)	(18.3)	(22.3)
Ordinary profit	34.0	36.0	70.0	(19.5)	(26.6)	(46.1)
Profit before tax	32.7	31.3	64.0	(16.3)	(27.3)	(43.6)
Net income	16.6	26.4	43.0	(7.2)	(13.0)	(20.2)
Operating ROS	1.5%	1.9%	1.7%	(0.2)pts	(1.0)pts	(0.6)pts
EPS (Yen)	26.4	41.9	68.3	(11.4)	(20.6)	(32.0)
Exchange rate (Yen)						
US Dollar	109	109	109	(2)	(3)	(2)
Euro	121	120	121	(8)	(7)	(8)

EXCHANGE RATES

(Yen)	FY March 2020			Change from Prior Year			Change from Nov. Forecast
	1st Half	2nd Half	Full Year	1st Half	2nd Half	Full Year	Full Year
	US Dollar	109	109	109	(2)	(3)	(2)
Euro	121	120	121	(8)	(7)	(8)	2
Canadian Dollar	82	83	82	(3)	(2)	(2)	2
Australian Dollar	75	74	75	(7)	(6)	(6)	2
British Pound	137	141	139	(10)	(4)	(7)	7

CROSSOVER SUV RATIO

(000 units)



FY March

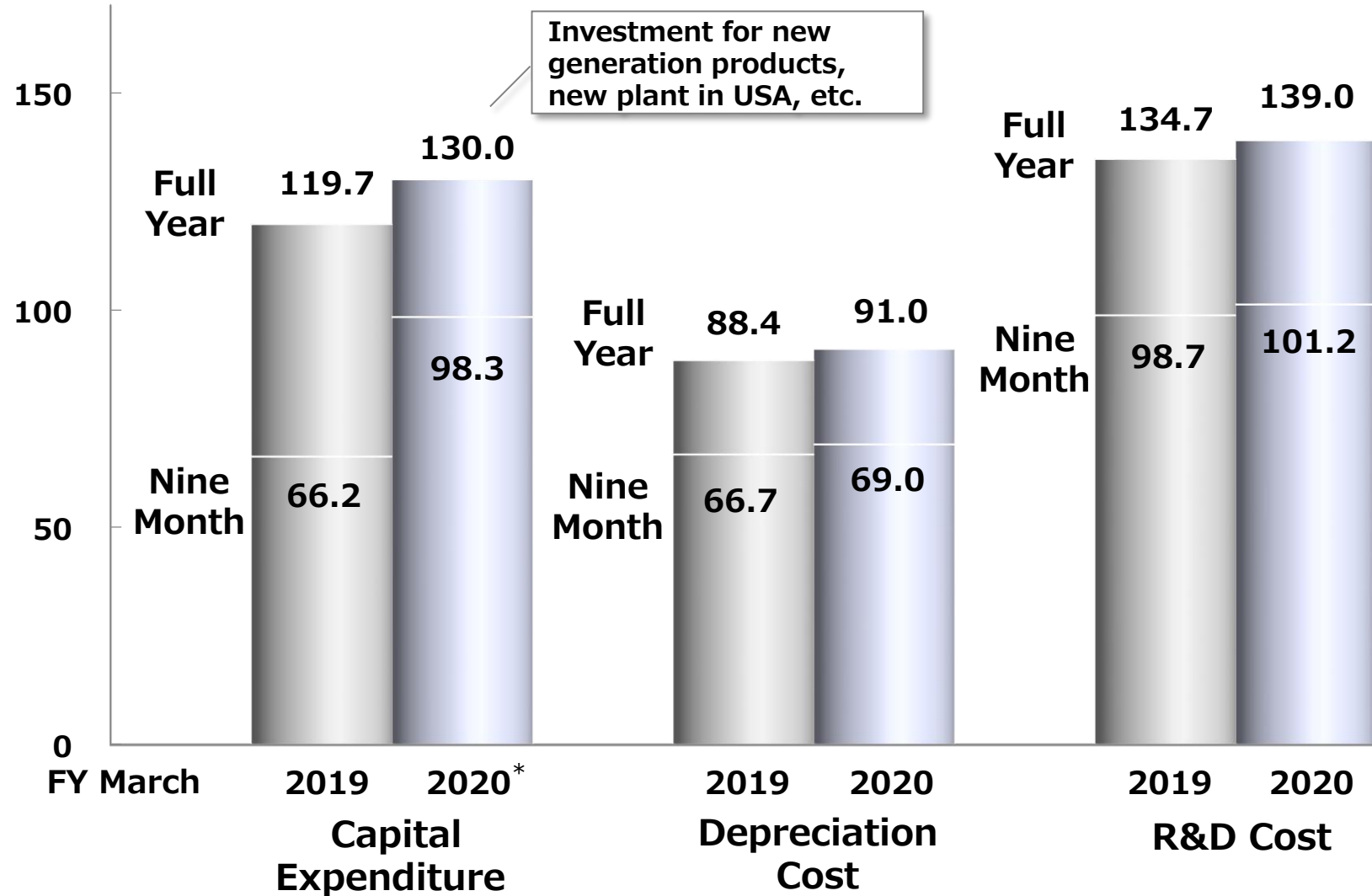
Global sales volume
(000 units)

2012	2013	2014	2015	2016	2017	2018	2019	2020
1,247	1,235	1,331	1,397	1,534	1,559	1,631	1,561	1,500

Results	Plan
---------	------

KEY DATA

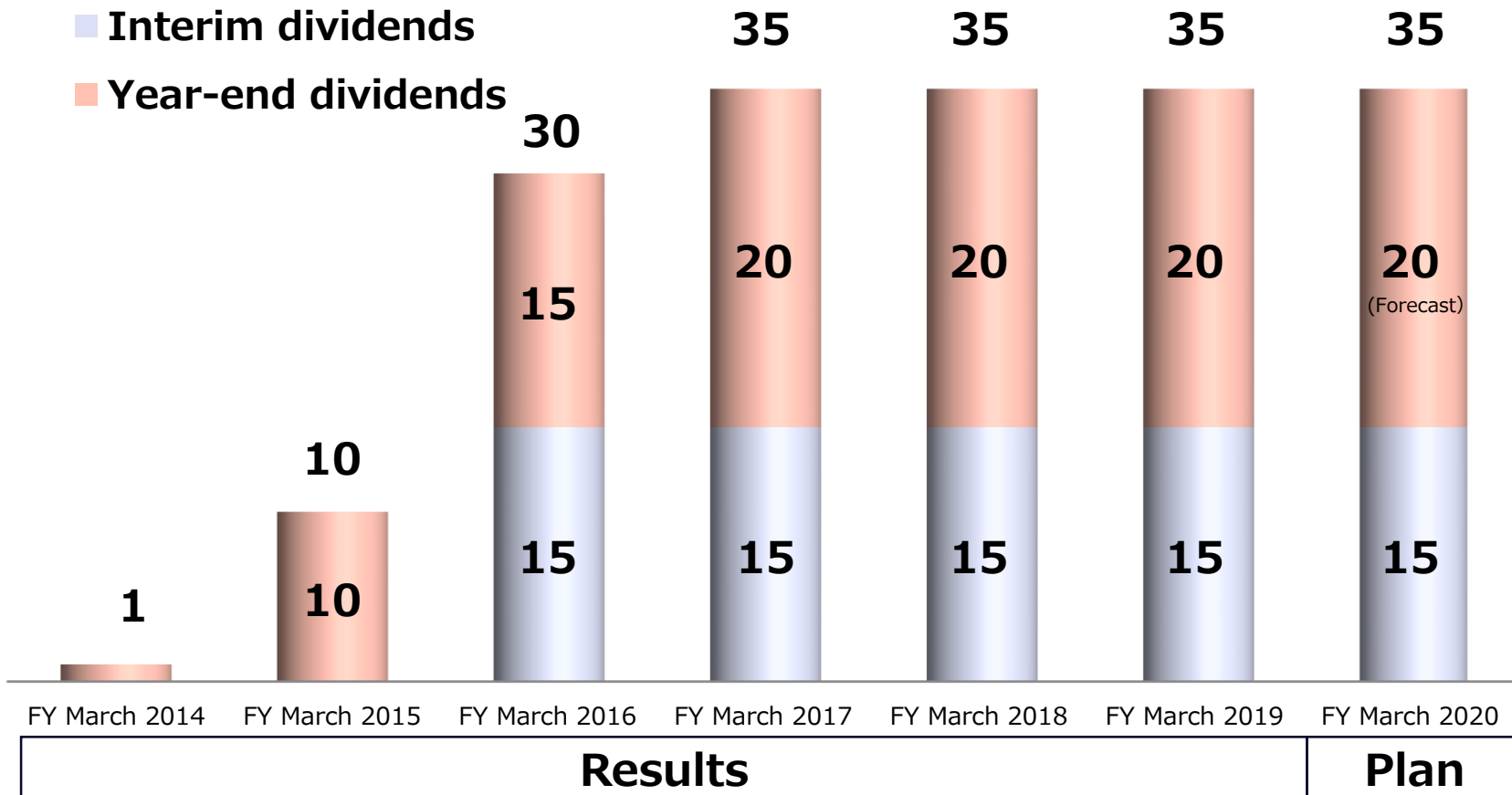
(Billion yen)



*Lease assets recognized on the balance sheet in accordance with accounting standard change are not included in capital expenditure.

DIVIDEND PAYMENT

Trend of dividends per share



Note) A share consolidation was implemented on common stock with a ratio of five shares to one share on August 1, 2014. Dividends per share represent actual amounts applicable to the respective years.

DISCLAIMER

The projections and future strategies shown in this presentation are based on various uncertainties including, but not limited to, 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. Please note that neither Mazda nor any third party providing information shall be responsible for any damage you may suffer due to investment in Mazda based on the information shown in this presentation.