

# MAZDA MOTOR CORPORATION

## ***FY2005 1Q RESULTS AND FULL YEAR PROJECTIONS***

**August 3, 2005**

# FIRST QUARTER OVERVIEW

- ◆ **Operating Profit up 14% to ¥22.8 Bln**
- ◆ **Wholesales Up 8%**
- ◆ **Resumption of Production at Ujina No.1 Plant**
- ◆ **Net Income down with Adoption of Asset-Impairment Accounting Standard**

# FIRST QUARTER FINANCIAL METRICS

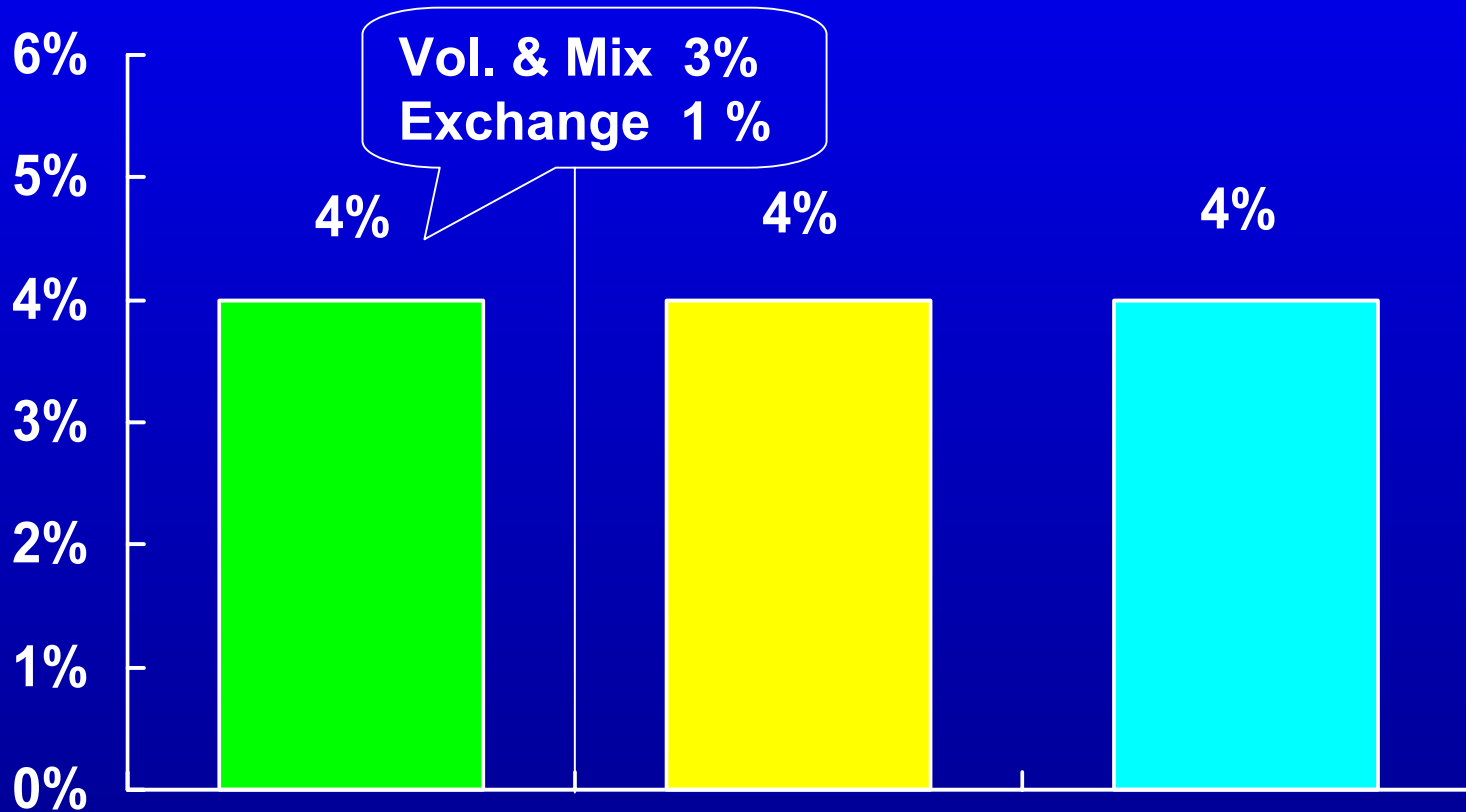
(Billion yen)	First Quarter		Change	
	<u>FY2005</u>	<u>FY2004</u>	<u>Amount</u>	<u>Pct.</u>
Operating Profit	22.8	20.0	2.8	14 %
Ordinary Profit	21.4	16.1	5.3	33 %
Profit Before Tax	0.4	15.5	(15.1)	(97) %
Net Income	0.4	11.6	(11.2)	(96) %
Return on Sales	3.4%	3.1%	0.3 Pts	-
EPS (Yen/Share)	0.3	9.5	(9.2)	(96) %

# KEY DATA

	First Quarter		<u>Change</u>
	<u>FY2005</u>	<u>FY2004</u>	
<b><i>WHOLESALES (000)</i></b>			
Consolidated	278	258	8 %
<b><i>REVENUE (¥Bils.)</i></b>	670.8	642.3	4 %
<b><i>EXCHANGE RATES</i></b>			
Yen / U.S. Dollar	108	110	¥ (2)
Yen / Euro	135	132	¥ 3

# REVENUE CHANGES BY DESTINATION

FY2005 1Q Compared with FY2004 1Q



(Billion yen)	Total	Domestic	Overseas
FY05	670.8	204.1	466.7
FY04	642.3	195.5	446.8

# JAPAN

## Sales Growth with New Premacy

	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>
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### **FIRST QUARTER**

Retail Sales (000)	65	60	8 %
Market Share	4.8 %	4.8 %	0.0 Pts

### **FULL YEAR**

Retail Sales (000)	293	286	2 %
Market Share	5.0 %	4.9 %	0.1 Pts

# UNITED STATES

## Lower Fleet Sales in First Quarter as Planned

	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>
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### **FIRST QUARTER**

Retail Sales (000)	71	76	(7) %
Market Share	1.5 %	1.7 %	(0.2) Pts

### **FULL YEAR**

Retail Sales (000)	268	264	2 %
Market Share	1.6 %	1.6 %	0.0 Pts

# EUROPE

## Lower Old Model Sales Ahead of New Model Launches

	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>
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### **FIRST QUARTER**

Retail Sales (000)	69	75	(7) %
Market Share	1.4 %	1.5 %	(0.1) Pts

### **FULL YEAR**

Retail Sales (000)	300	273	10 %
Market Share	1.7 %	1.5 %	0.2 Pts



# CHINA

## Stronger Mazda6 Sales

	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>
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### **FIRST QUARTER**

Retail Sales (000)	38	21	81 %
Market Share	2.5 %	1.6 %	0.9 Pts

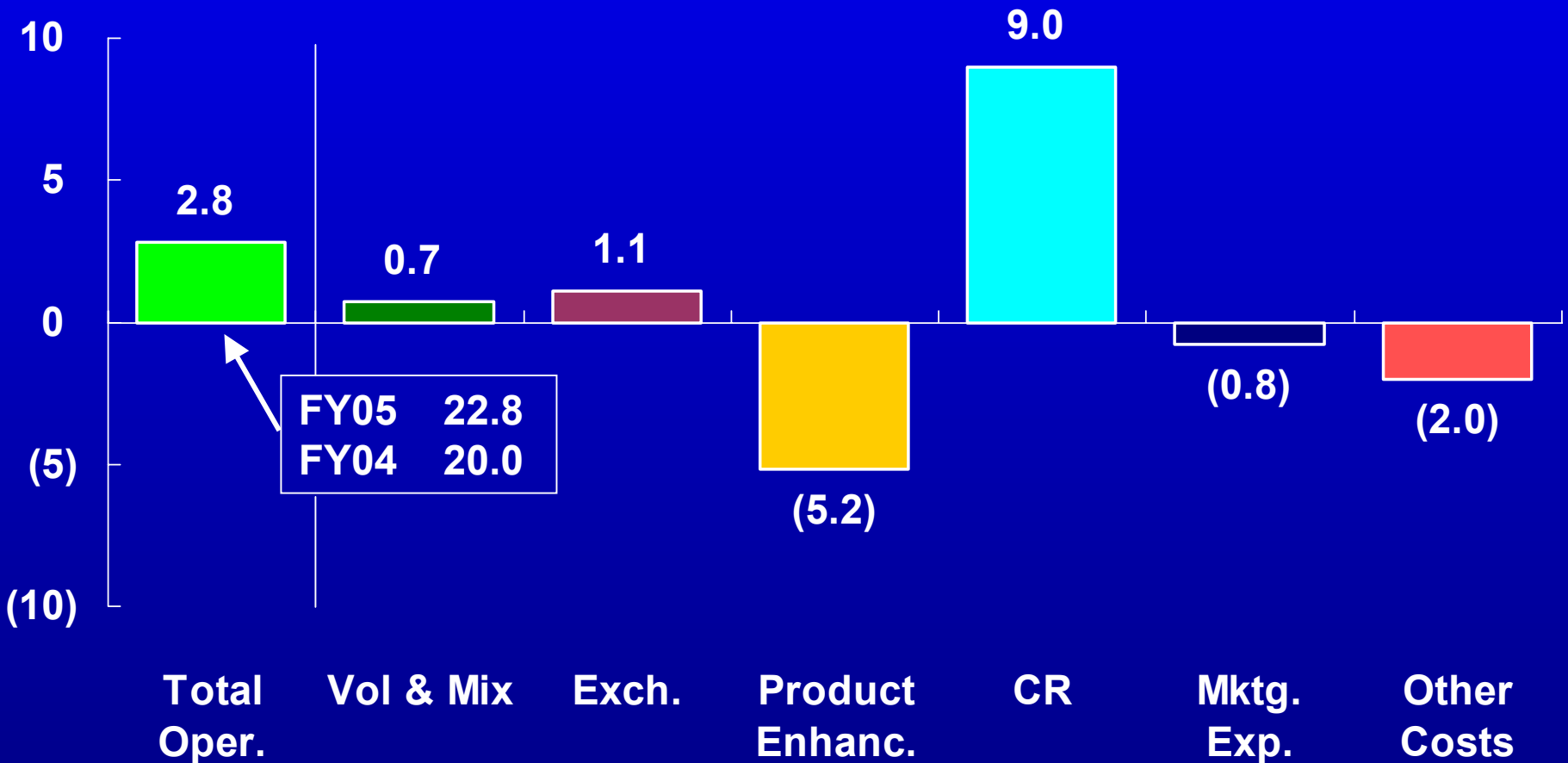
### **FULL YEAR**

Retail Sales (000)	103	96	8 %
Market Share	1.9 %	1.9 %	0.0 Pts

# OPERATING PROFIT CHANGES

## FY2005 1Q Compared with FY2004 1Q

(Billion yen)



# FY2005 FULL YEAR FINANCIAL OUTLOOK

No Change From April 28 Forecast

(Billion yen)

	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>	
			<u>Amount</u>	<u>Pct.</u>
Operating Profit	90.0	82.9	7.1	9 %
Ordinary Profit	82.0	73.1	8.9	12 %
Profit Before Tax	96.0	73.8	22.2	30 %
Net Income	55.0	45.8	9.2	20 %
Return on Sales	3.2%	3.1%	0.1 Pts	-
EPS (Yen/Share)	45.0	37.6	7.4	20 %

# KEY DATA

No Change From April 28 Forecast

	<u>FY2005</u>	<u>FY2004</u>	<u>Change</u>
<b><i>WHOLESALES (000)</i></b>			
Consolidated	1,178	1,104	7 %
<b><i>REVENUE (¥Bils.)</i></b>	2,840.0	2,695.6	5 %
<b><i>EXCHANGE RATES</i></b>			
Yen / U.S. Dollar	105	108	¥ (3)
Yen / Euro	135	135	¥ 0

# IN SUM

- ◆ **First Quarter Operating Profit Up 14% Year on Year**
- ◆ **First Quarter Wholesales Up 8%**
- ◆ **Full Year Projections Unchanged**



**mazda**

# DISCLAIMER

The projections for FY 2005 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.

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