

**FY March 2014 Third Quarter Financial Results Announcement**  
**Main Q&A**

- 1. You revised up full year forecast to achieve record-high profit. What is your comment on this?**
  - A. We consider that this is a result of our steady implementation of Structural Reform Plan. We are realizing volume and profit growth by SKYACTIV models. We are aiming for success with new Mazda3/Axela as same as with Mazda6/Atenza and CX-5. We will further introduce SKYACTIV models in the future. We should not be satisfied with the recent business results, but steadily implement Structural Reform Plan.
  
- 2. Sales and introduction status of new Mazda3/Axela.**
  - A. We have already rolled-out new Mazda3/Axela in major markets such as Japan, North America, Europe and Australia, and its sales have been strong.  
In Japan, in only two months after the launch, we received about 21,000 orders.  
In the United States, we have started full-scale advertising in January and expect sales growth from now on. The old Mazda3 sell-out is also on track.  
We will introduce the new model in Thailand and China next.
  
- 3. You announced resumption of dividend, paying dividend for the first time in 4 fiscal years. How much do you think you can increase dividend for the next fiscal year?**
  - A. We decided the resumption of dividend as we revised up full year forecast based on improvements in business environment and we can now project positive retained earnings carried forward in this fiscal year. We will try to provide dividend on a stable basis and realize a steady increase.

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