



# FY2008 1<sup>st</sup> QUARTER RESULTS



**Mazda Motor Corporation**  
**July 31, 2008**

# PRESENTATION OUTLINE

- **Overview**
- **FY2008 1st Quarter Results**
- **In Summary**





# OVERVIEW

zoom-zoom

# HIGHLIGHTS

- **Sales grew to 358,000 units, up 11% year-over-year**
- **Despite strong global sales, operating profit declined to ¥28.3 billion due to raw material price hikes, a weaker US dollar and downturn in US industry**
- **Net income up to ¥15 billion**
- **On-track to achieve full year projections**



# FY2008 1st QUARTER RESULTS

zoom-zoom

# FY2008 1st QUARTER FINANCIAL METRICS

(Billion yen)	1st Quarter		Better/(Worse)	
	FY2008	FY2007	Amount	Pct.
Revenue	771.8	814.3	(42.5)	(5) %
Operating profit	28.3	32.3	(4.0)	(12) %
Ordinary profit	22.9	21.2	1.7	8 %
Profit Before Tax	22.6	19.4	3.2	16 %
Net income	15.0	2.5	12.5	504 %
ref. : Net Income*	15.0	10.5	4.5	43 %
Operating ROS	3.7 %	4.0 %	(0.3) Pts	-
EPS (Yen/Share)	10.6	1.8	8.9	504 %

\* Prior year adjusted for new regulation for quarterly consolidated financial reporting

# KEY DATA

	1st Quarter		
	<u>FY2008</u>	<u>FY2007</u>	<u>Change</u>

<b>Global retail volume (000)</b>	<b>358</b>	<b>323</b>	<b>11 %</b>
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## Exchange rate

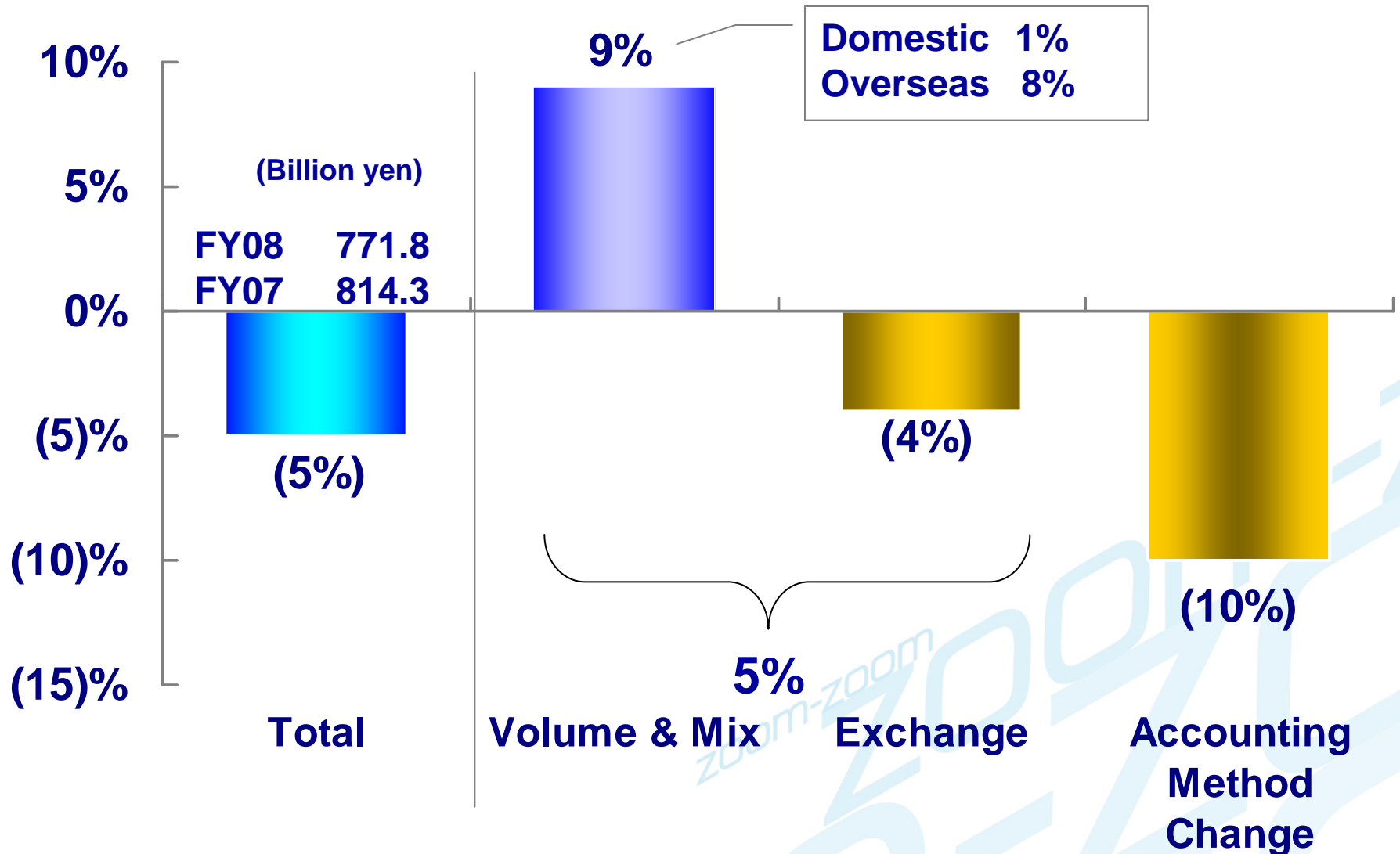
<b>Yen/US Dollar</b>	<b>105</b>	<b>121</b>	<b>¥ (16)</b>
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<b>Yen/Euro</b>	<b>163</b>	<b>163</b>	<b>¥ 0</b>
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ZOOM-ZOOM

# REVENUE CHANGE

FY2008 1st Quarter Compared With FY2007 1st Quarter

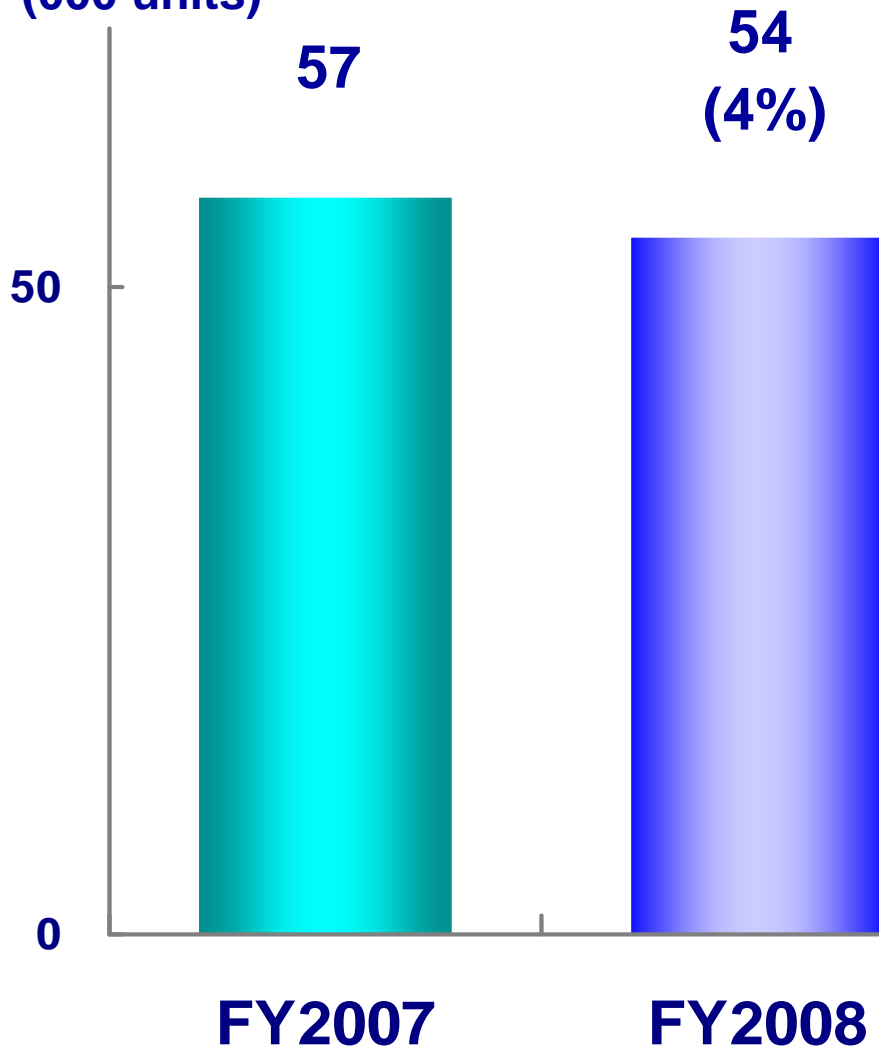




# JAPAN

## FY2008 1st Quarter Compared With FY2007 1st Quarter

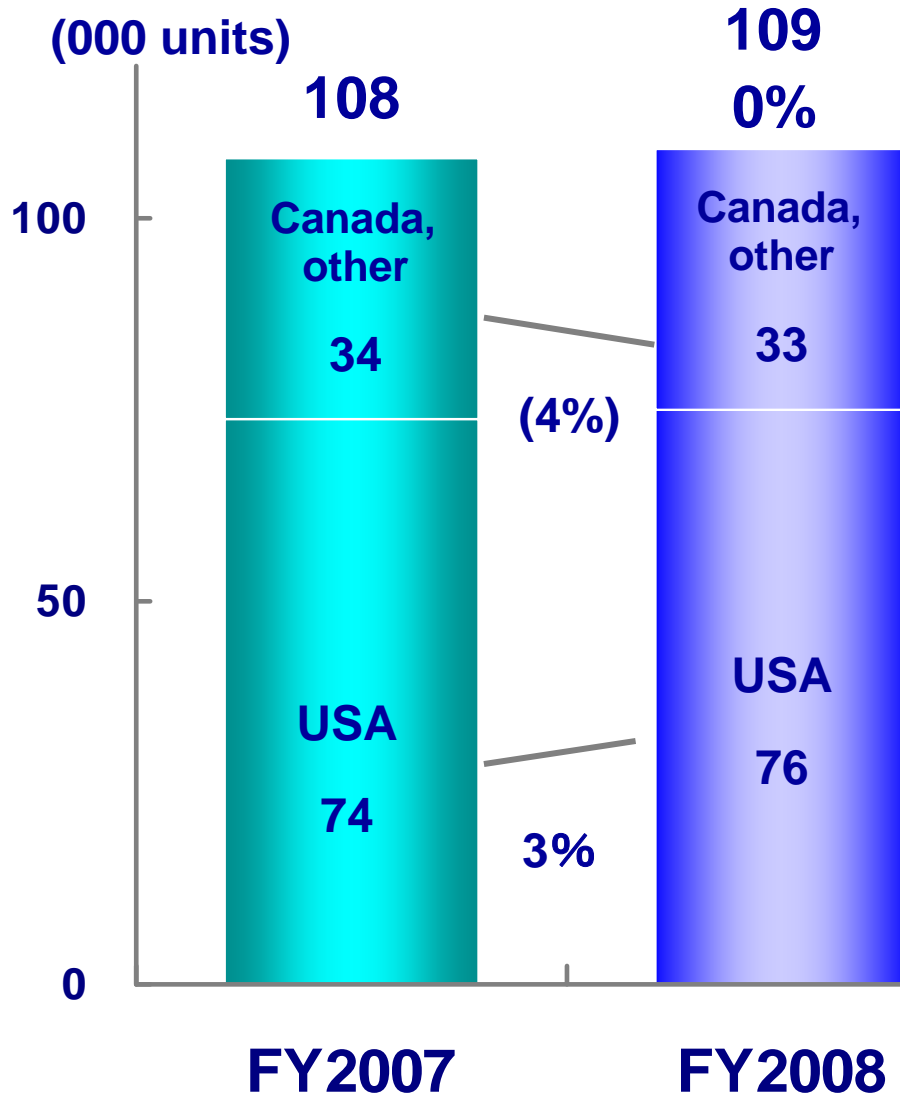
(000 units)



- New Demio and new Atenza continued to be strong
- Volume down 4% reflecting decreased industry demand for registered vehicles

# NORTH AMERICA

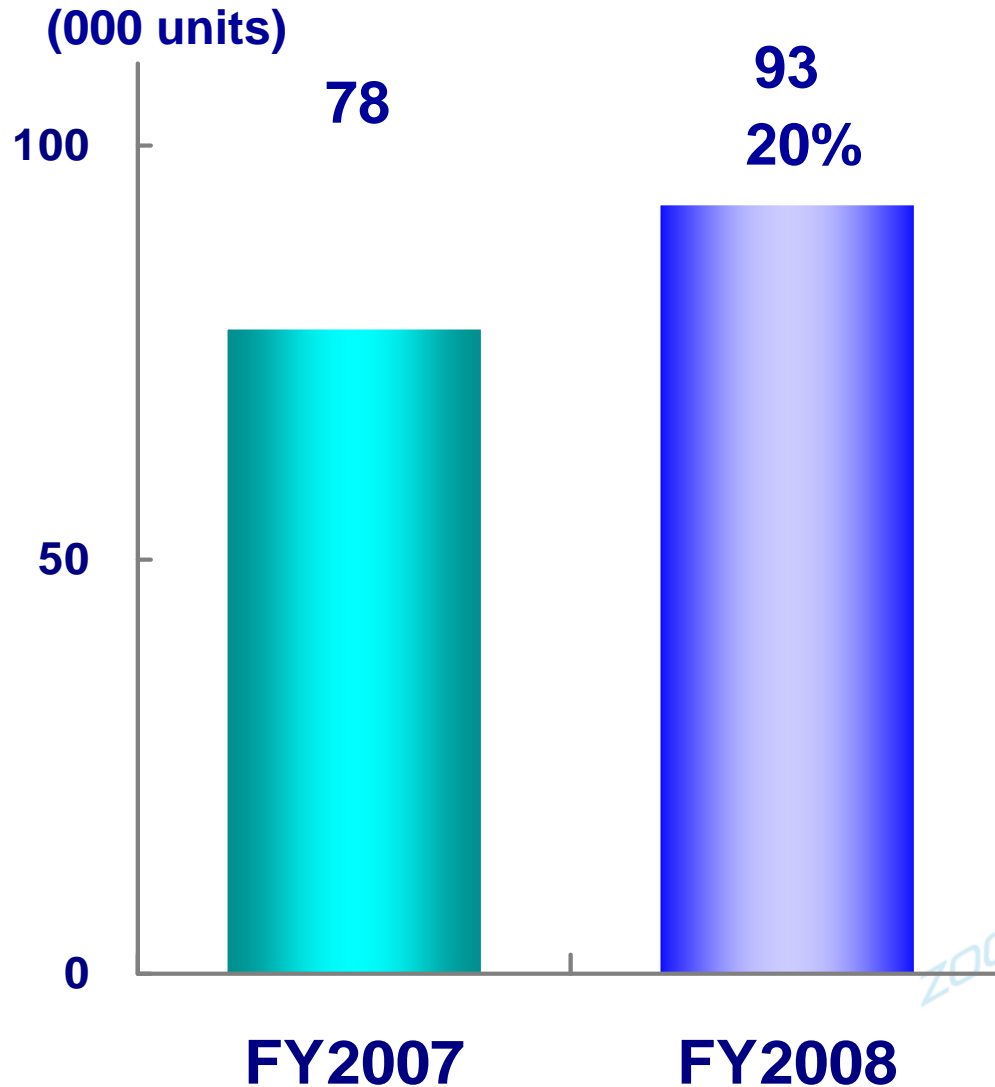
## FY2008 1st Quarter Compared With FY2007 1st Quarter



- Strong sales of Mazda3
- While industry declined 12% in the US, Mazda sales grew 3%
- Sales in Mexico continued strong

# EUROPE

## FY2008 1st Quarter Compared With FY2007 1st Quarter

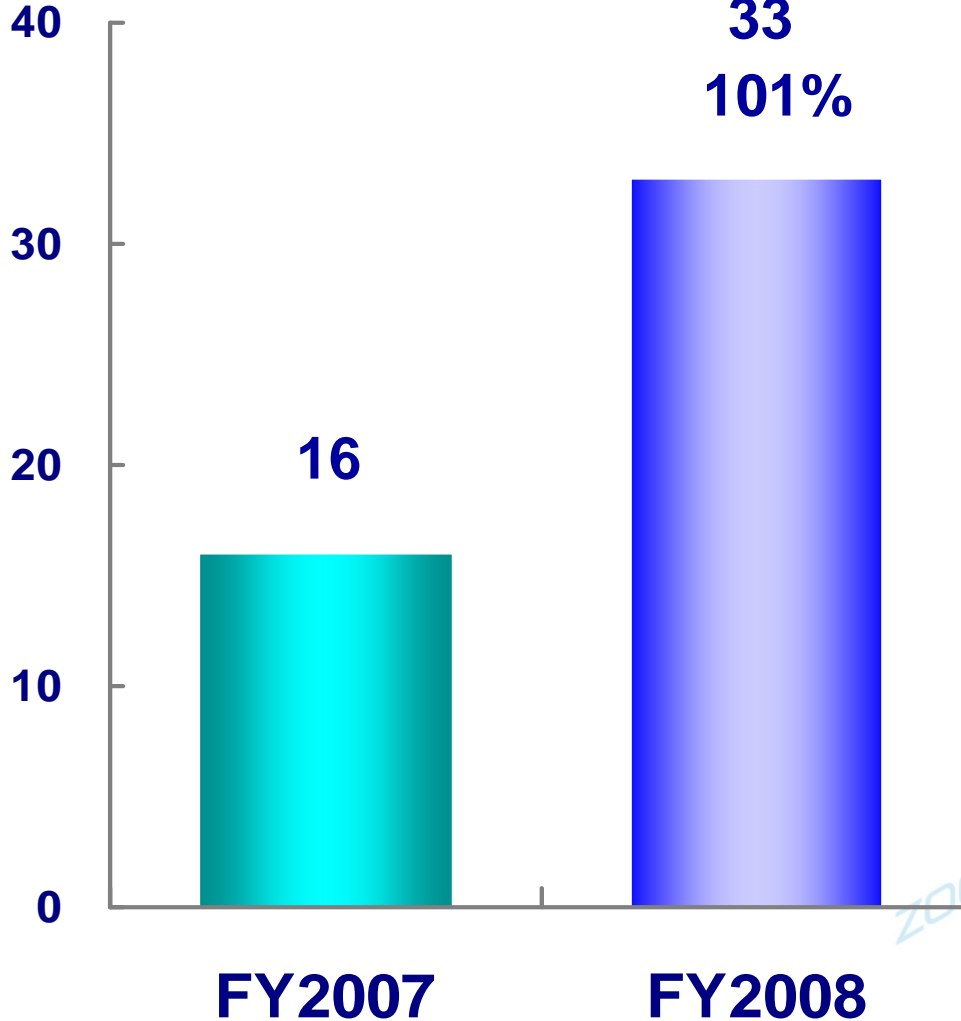


- Strong sales of new Mazda2, CX-7 and Mazda3 contributed to growth
- Sales in Russia almost doubled from the prior year to 22,000 units, highest of any European country
- Achieved sales growth in most counties except Germany

# CHINA

## FY2008 1st Quarter Compared With FY2007 1st Quarter

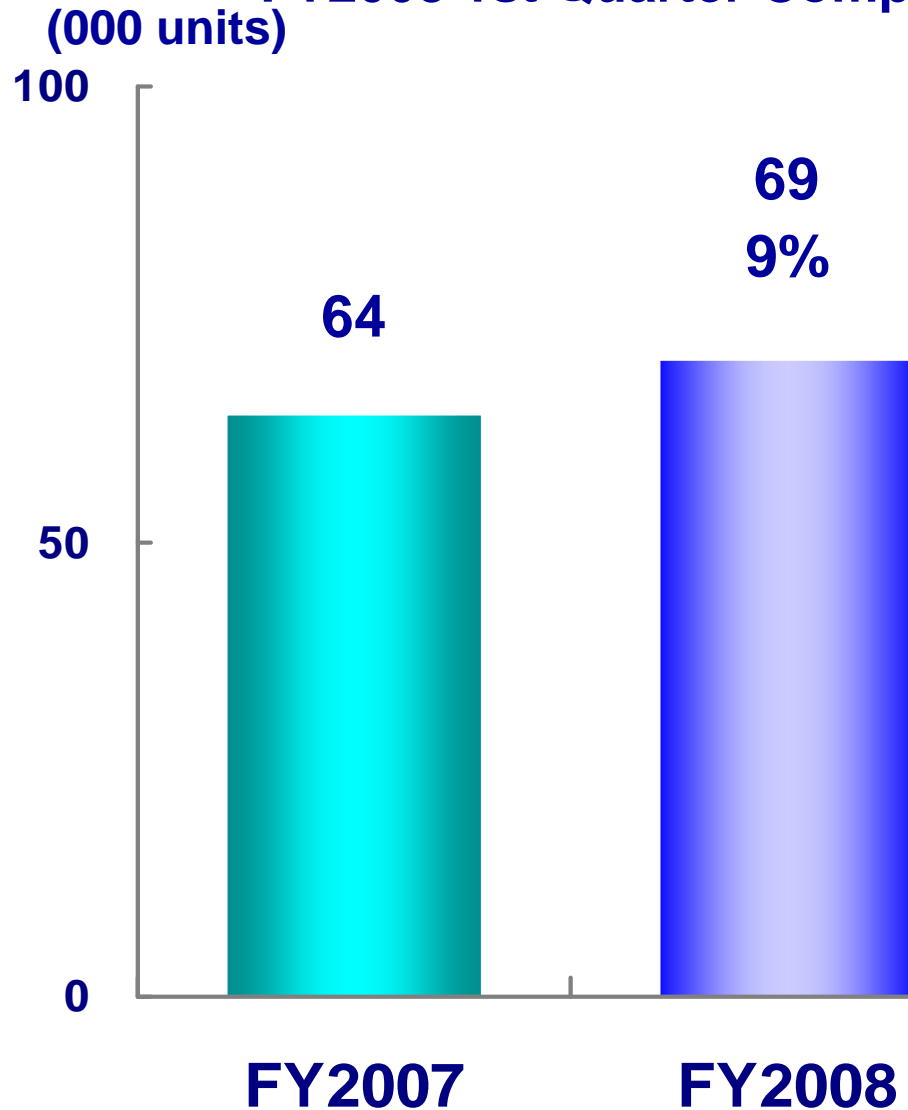
(000 units)



- ▶ Sales doubled with introductions of Mazda3 5-door hatch back and Mazda5, in addition to new Mazda2
- ▶ Sales of Mazda6 remained strong
- ▶ Expanded sales network

# OTHER MARKETS

FY2008 1st Quarter Compared With FY2007 1st Quarter

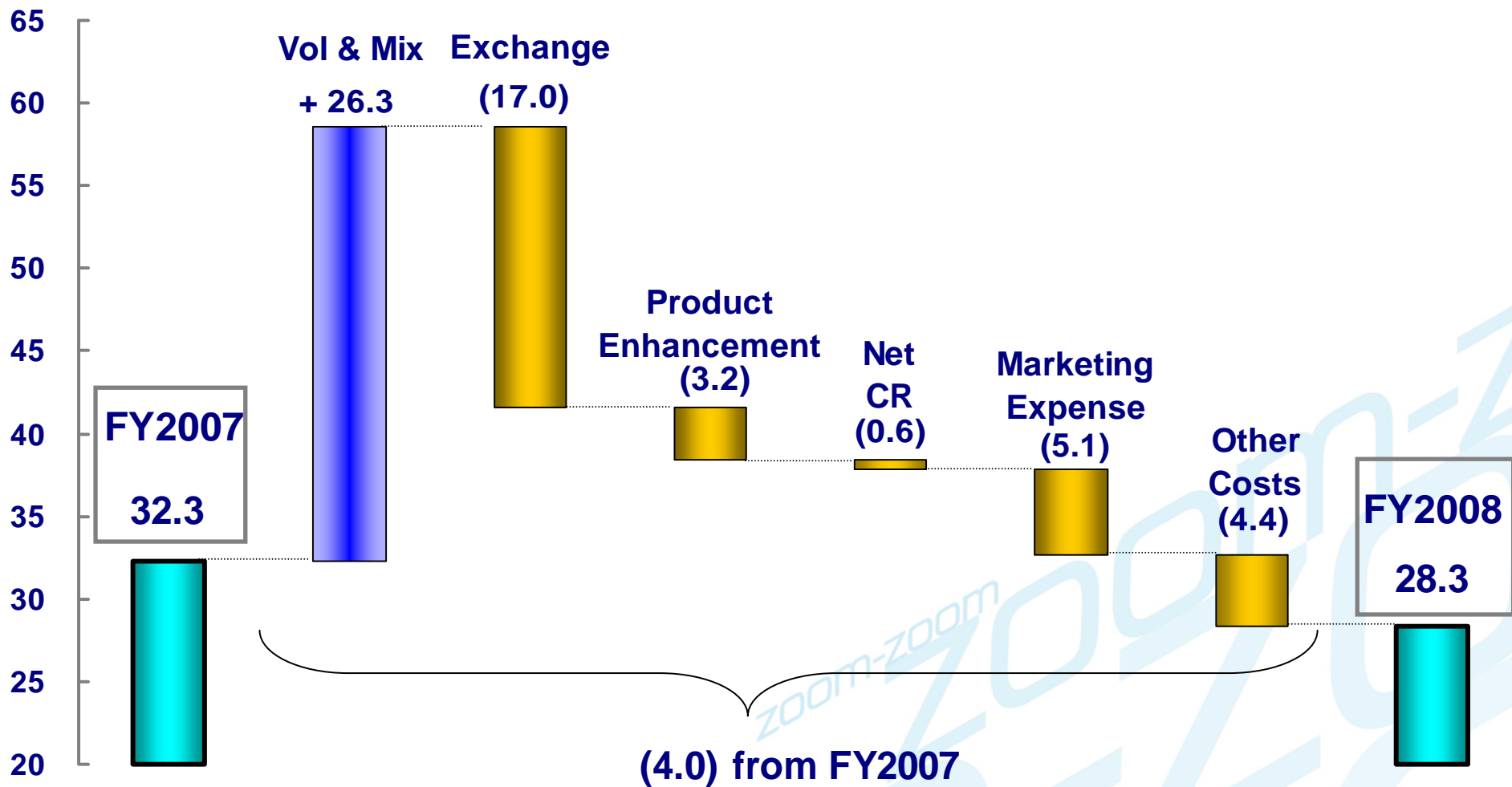


- New Mazda2 and CX-9 contributed to growth
- Sales in Australia, Israel and South Africa remained strong
- Monthly sales reached a record in Australia for 18 consecutive months

# OPERATING PROFIT CHANGE

FY2008 1st Quarter Compared With FY2007 1st Quarter

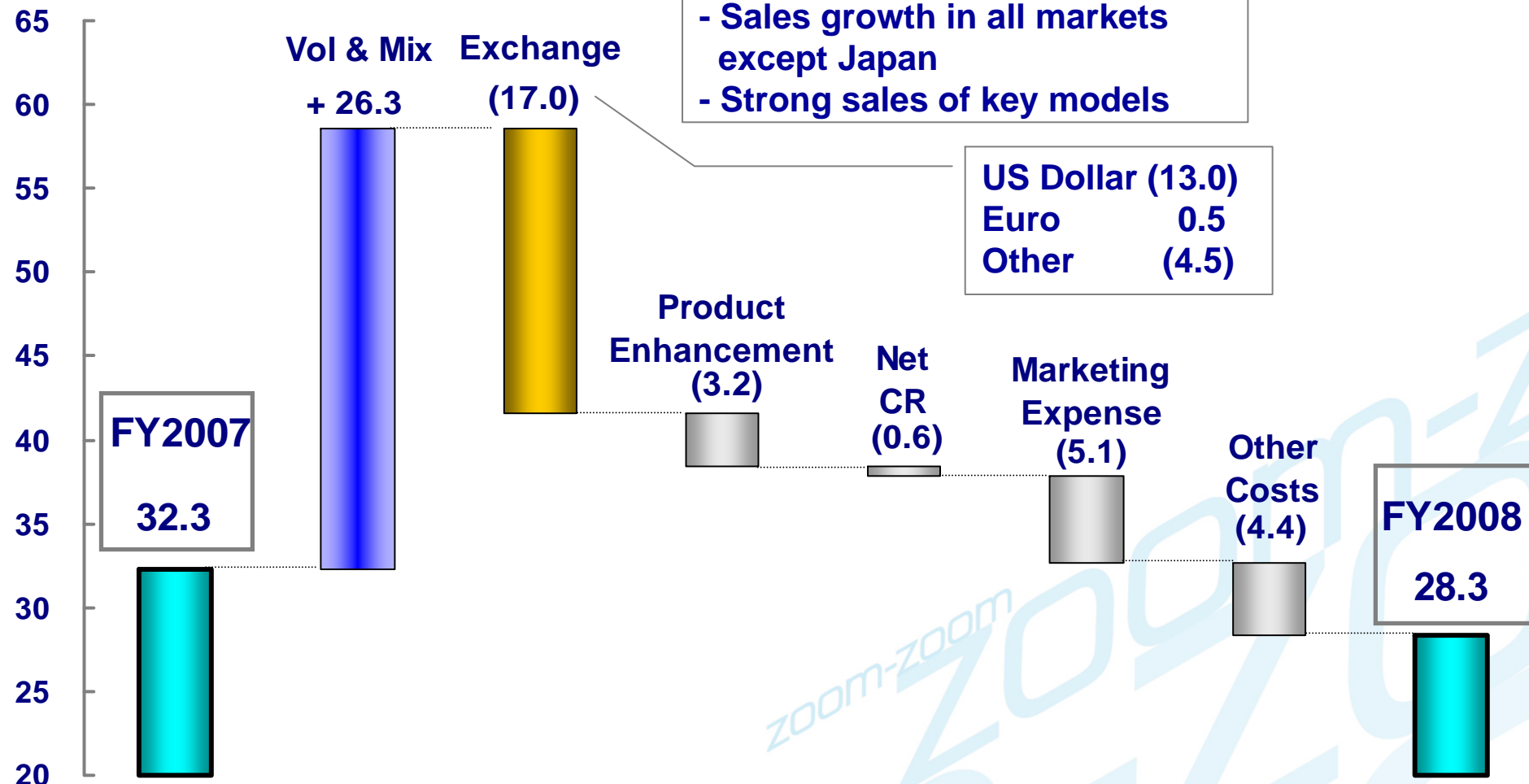
(Billion yen)



# OPERATING PROFIT CHANGE

## FY2008 1st Quarter Compared With FY2007 1st Quarter

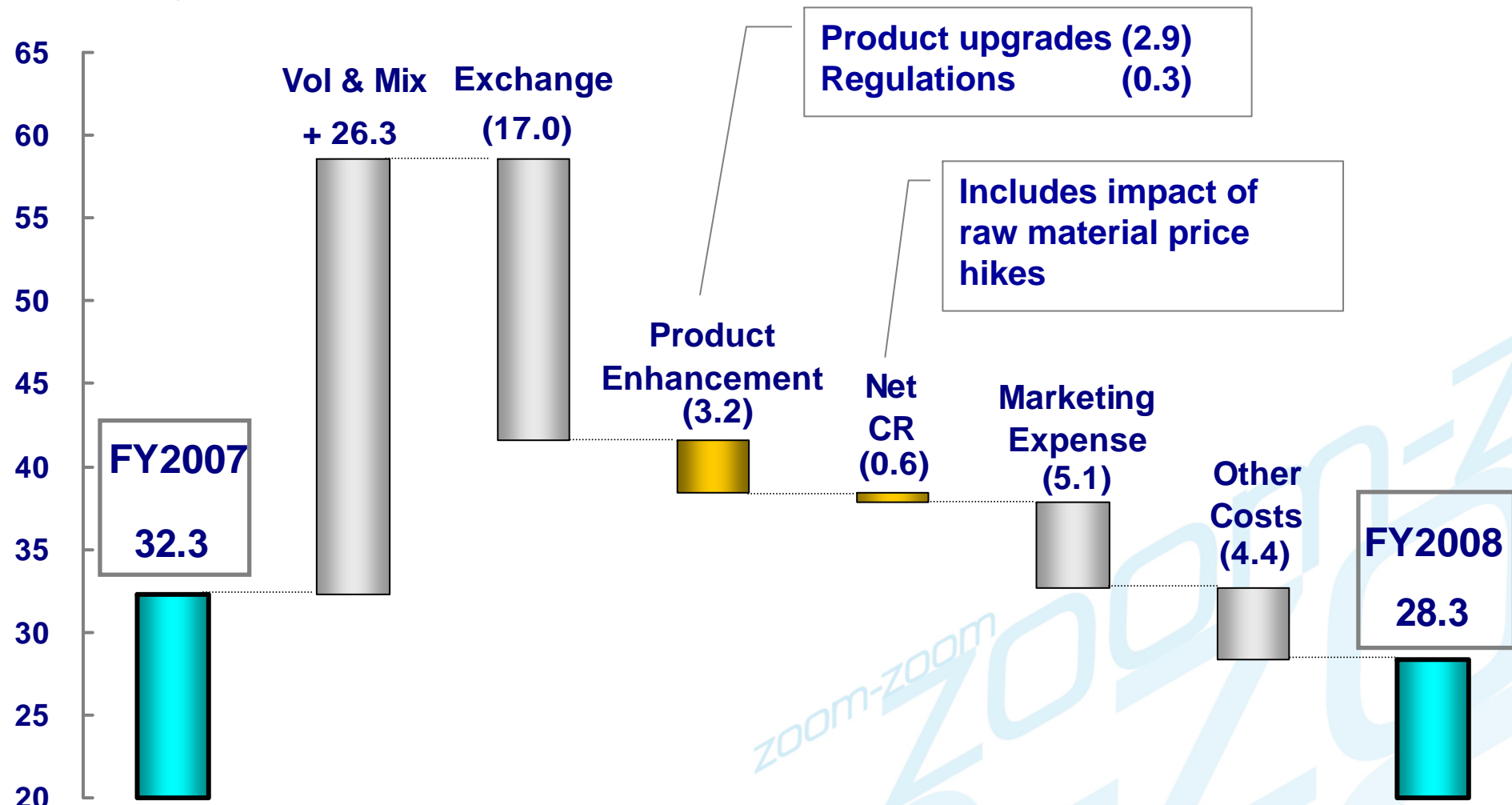
(Billion yen)



# OPERATING PROFIT CHANGE

## FY2008 1st Quarter Compared With FY2007 1st Quarter

(Billion yen)

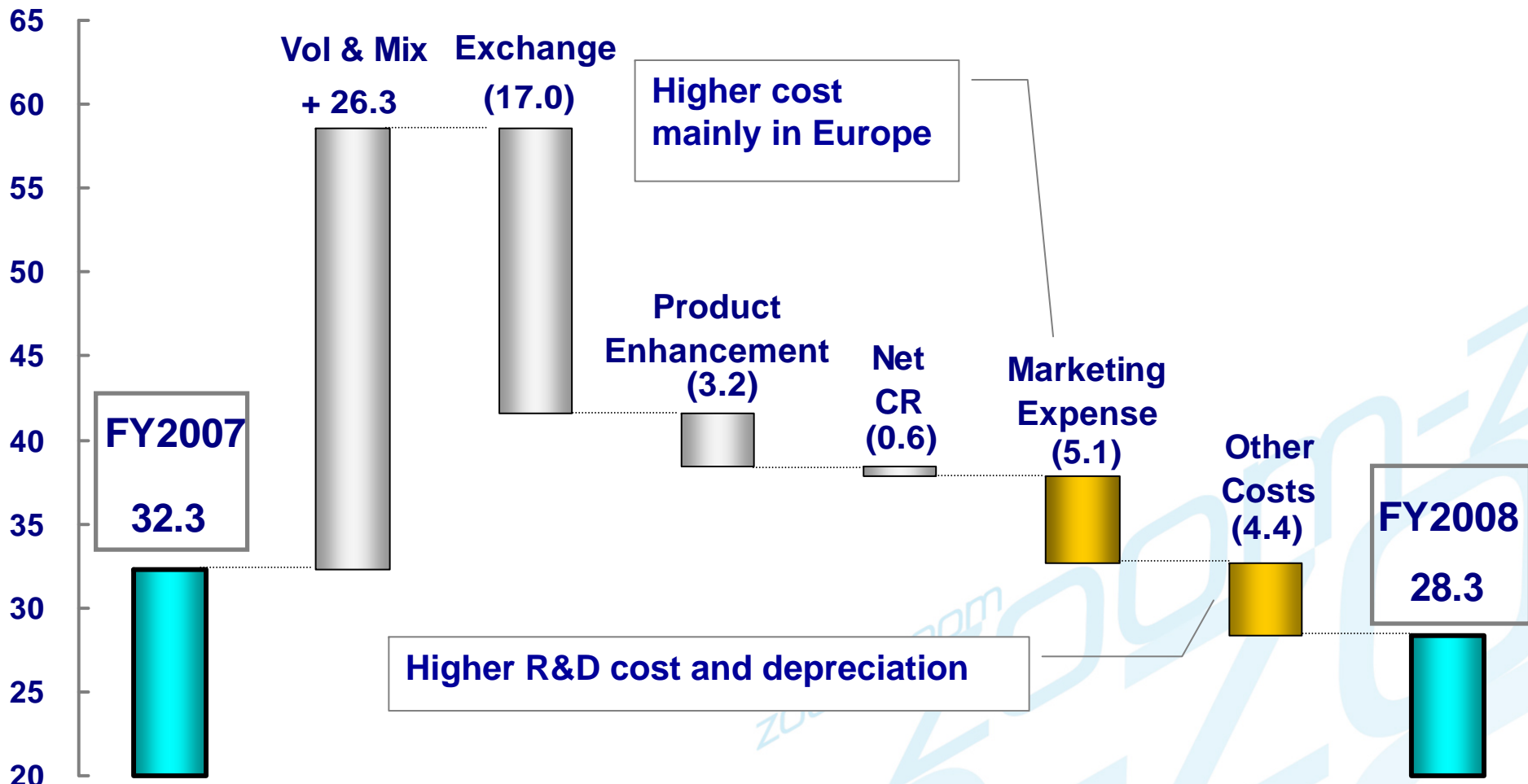




# OPERATING PROFIT CHANGE

FY2008 1st Quarter Compared With FY2007 1st Quarter

(Billion yen)





# IN SUMMARY

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# IN SUMMARY

- **Despite higher raw material prices and weak US conditions, operating profit declined only 12% due to strong global sales**
- **Net income improved to ¥15 billion**
- **Continue to pursue product-led growth**
- **On-track to achieve full year projections**

# FY2008 FINANCIAL METRICS

(Billion yen)	FY2008		
	<u>1st Half</u>	<u>2nd Half</u>	<u>Full Year</u>
Revenue	1,450.0	1,550.0	3,000.0
Operating Profit	50.0	65.0	115.0
Ordinary Profit	50.0	60.0	110.0
Profit Before Tax	45.0	55.0	100.0
Net Income	32.0	38.0	70.0
ROS	3.4 %	4.2 %	3.8 %
EPS (Yen/Share)	22.7	27.0	49.7



**MAZDA**

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# APPENDIX

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# KEY DATA

	1st Quarter		
	<u>FY2008</u>	<u>FY2007</u>	<u>Change</u>
<b>Consol. Wholesales (000)</b>			
Japan	56	57	(1)
North America	102	97	5
Europe	83	68	15
China	6	0	6
Other Markets	71	58	13
<b>Total</b>	<b><u>318</u></b>	<b><u>280</u></b>	<b><u>38</u></b>
<b>Global Retail Sales (000)</b>			
Japan	54	57	(3)
North America	109	108	1
Europe	93	78	15
China	33	16	17
Other Markets	69	64	5
<b>Total</b>	<b><u>358</u></b>	<b><u>323</u></b>	<b><u>35</u></b>

# DISCLAIMER

The projections 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.

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.

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