

April 28, 2011  
Mazda Motor Corporation

**FY March 2011 Full Year Financial Results**  
**Main Q&A at the presentation meeting**

**Q: Please explain the impact of the Great Eastern Japan Earthquake and your future prospect for recovery.**

A: The impact includes production volume of about 46,000 units, wholesales of about 10,000 units and financial impact of about ¥5 billion yen for opportunity loss on operating profit. We also booked ¥4.9 billion as an extraordinary loss for the fixed cost of volume not produced such as labor cost and depreciation cost due to production suspension. In addition, there was a loss of ¥0.3 billion for damages to outlets and vehicles at our consolidated sales companies.

We have started continuous production on April 13 and plant utilization ratio improved to 50% to 70%. In May and June, we aim at utilization ratio of 70% to 80%. We project production in and outside Japan to normalize in the second half of this fiscal year. The whole Mazda group is making utmost efforts to recover full and stable production in order to provide vehicles and service parts to our customers all over the world as soon as possible.

**Q: We had heard that the Demio, your first model to adopt SKYACTIV TECHNOLOGY, would be introduced in the first half of this year. Is there any possibility for a delay in the sales start due to the earthquake impact?**

A: We expect some delays, but we plan to introduce it in the first half of this year as we originally planned. We will announce the specific schedule at an appropriate timing.

**Q: When do you announce your projection for FY March 2012? Do you plan to revise "Framework for mid- and long-term initiatives"?**

A: Presently, we are working together with our suppliers for resumption of full-scale production, but it is extremely difficult to forecast the earthquake impact to FY March 2012. As soon as it becomes possible to forecast, we will announce it to you.

We fully recognize that the business environment surrounding us has dramatically changed since we established the framework for mid- and long-term initiatives. In addition to the one-time impact of the earthquake, the yen has been appreciating since the announcement of the framework. We have also started study for entrance of emerging markets. We will revise the forecast according to the situation and announce it to you when necessary.