

**Consolidated Financial Results**  
**For the Third Quarter of the Fiscal Year Ending March 31, 2022**  
**(For the First Nine Months Ended December 31, 2021)**



Prepared in Conformity with Generally Accepted Accounting Principles in Japan  
 English Translation from the Original Japanese-Language Document

February 10, 2022

Company Name : **Mazda Motor Corporation** (Tokyo Stock Exchange / Code No. 7261)  
 URL : <https://www.mazda.com/>  
 Representative Person : Akira Marumoto, Representative Director and President  
 Contact Person : Nobuhiko Kageyama, General Manager, Accounting Department, Financial Services Division  
 Phone 082-282-1111

Filing of *Shihanki Hokokusho*,  
 quarterly securities report : Scheduled for February 14, 2022  
 Payment of Dividends : -  
 Supplementary Material : Yes  
 Briefing Session : Yes (Intended for securities analysts, institutional investors and media)

(in Japanese yen rounded to millions, except amounts per share)

**1. Consolidated Financial Highlights (April 1, 2021 through December 31, 2021)**

**(1) Consolidated Financial Results (for the first nine months)**

(Percentage indicates change from same period of the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of the Parent	
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%
<b>FY2022 3rd quarter</b>	<b>2,162,379</b>	10.4	<b>63,662</b>	-	<b>59,559</b>	-	<b>29,426</b>	-
FY2021 3rd quarter	1,959,457	(23.3)	(31,998)	-	(31,156)	-	(78,248)	-

Note: Comprehensive income **FY2022 3rd quarter** **46,158 millions of yen** ( - % )  
 FY2021 3rd quarter (74,607) millions of yen ( - % )

	Net Income Per Share	Net Income Per Share (Diluted)
	yen	yen
<b>FY2022 3rd quarter</b>	<b>46.72</b>	<b>46.68</b>
FY2021 3rd quarter	(124.25)	-

**(2) Consolidated Financial Position**

	Total Assets	Net Assets	Equity Ratio
	millions of yen	millions of yen	%
As of <b>December 31, 2021</b>	<b>3,003,799</b>	<b>1,233,045</b>	<b>40.6</b>
March 31, 2021	2,917,414	1,195,830	40.5

Reference: Net Assets excluding non-controlling interests

**As of December 31, 2021** **1,218,432 millions of yen**  
 As of March 31, 2021 1,181,730 millions of yen

**2. Dividends**

	Dividends Per Share				
	1st. Qtr.	2nd. Qtr.	3rd. Qtr.	Year End	Full-Year
	yen	yen	yen	yen	yen
FY2021	-	0.00	-	0.00	0.00
<b>FY2022</b>	-	<b>0.00</b>	-		
<b>FY2022 (Forecast)</b>				<b>15.00</b>	<b>15.00</b>

Note: Revision of the dividend forecast most recently announced: None

**3. Consolidated Financial Forecast (April 1, 2021 through March 31, 2022)**

(Percentage indicates change from the previous fiscal year)

	Net sales		Operating Income		Ordinary Income		Net Income Attributable to Owners of the Parent		Net Income Per Share
	millions of yen	%	millions of yen	%	millions of yen	%	millions of yen	%	yen
FY2022 Full Year	3,100,000	7.6	82,000	829.7	79,000	179.6	55,000	-	87.32

Note: Revision of the consolidated financial forecast most recently announced: Yes

**Notes:**

**(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation):** None

Newly added subsidiaries: None Excluded subsidiaries: None

**(2) Application of accounting treatment specific to preparation of quarterly consolidated financial statements:** None

**(3) Changes in accounting policies / Changes in accounting estimates / Restatement:**

- |  |      |
|--|------|
| 1) Changes in accounting policies with accompanying revision of accounting standards | Yes  |
| 2) Voluntary changes in accounting policies except 1)                                | None |
| 3) Changes in accounting estimates   | None |
| 4) Restatement   | None |

Note: Please refer to "2. Quarterly Consolidated Financial Statements and Major Footnotes (4) Footnotes to the Quarterly Consolidated Financial Statements" on page 13 of the attachment.

**(4) Number of outstanding shares (Common stock)**

1) Number of outstanding shares (including treasury stock)		
	<b>As of December 31, 2021</b>	<b>631,803,979 shares</b>
	As of March 31, 2021	631,803,979 shares
2) Number of treasury stock		
	<b>As of December 31, 2021</b>	<b>1,938,821 shares</b>
	As of March 31, 2021	2,018,122 shares
3) Average number of outstanding shares		
	<b>For 9 months ended December 31, 2021</b>	<b>629,848,937 shares</b>
	For 9 months ended December 31, 2020	629,786,387 shares

**This document is out of the scope of the quarterly review by certified public accountants or accounting auditor.**

**Cautionary Statements with Respect to Forward-Looking Statements**

The financial forecast and other descriptions of the future presented in this document are an outlook based on our judgments and projections. The judgments and projections are based on information presently available. As such, the financial forecast and future descriptions are subject to uncertainties and risks, and are not contemplated to ensure the fulfillment thereof. Accordingly, the actual financial performance may vary significantly due to various factors.

For detail such as precondition of the financial forecast, please refer to "1. Qualitative Information on Consolidated Results for the Quarterly Period - (3) Future Estimates such as Consolidated Financial Forecast" on page 4 of the attachment.

**ATTACHMENT**

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**(Reference)**

**Financial Summary (Consolidated)**

**For the Third Quarter of the Fiscal Year Ending March 31, 2022**

# 1. Qualitative Information on Consolidated Results for the Quarterly period

## (1) Consolidated Financial Results

(Global Sales)

Global sales volume for the first nine months of the fiscal year ending March 31, 2022 was 930 thousand units, the same level as the corresponding period in the previous fiscal year.

(In thousands of units)

	FY 2020 First 9 Months (Apr.'19-Dec.'19)	FY 2021 First 9 Months (Apr.'20-Dec.'20)	FY 2022 First 9 Months (Apr.'21-Dec.'21)	vs. Prior Year		vs. FY2020	
				Volume	Rate (%)	Volume	Rate (%)
Japan	139	114	94	(19)	(16.8)%	(44)	(31.9)%
North America	305	292	332	40	13.8 %	27	9.0 %
Europe	219	135	147	11	8.3 %	(72)	(32.9)%
China	175	178	134	(44)	(24.8)%	(41)	(23.5)%
Other	269	211	222	12	5.5 %	(46)	(17.2)%
Total	1,106	930	930	0	0.0 %	(176)	(15.9)%

<Breakdown>

USA	208	211	249	38	18.0 %	42	20.1 %
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(Consolidated Financial Results)

Financial performance on a consolidated basis for the first nine months of the fiscal year ending March 31, 2022 was as follows. Net sales amounted to ¥2,162.4 billion, an increase of ¥202.9 billion or 10.4 % compared to the corresponding period in the previous fiscal year. Operating income amounted to ¥63.7 billion. (For the first nine months of the previous fiscal year, operating loss was ¥32.0 billion.) Ordinary income amounted to ¥59.6 billion. (For the first nine months of the previous fiscal year, ordinary loss was ¥31.2 billion.) Net income attributable to owners of the parent amounted to ¥29.4 billion, as a result of factors such as the posting of an extraordinary loss of ¥8.9 billion, which represents the fixed costs during the reduction of production resulting from the impact of the novel coronavirus, and tax expenses of ¥20.9 billion. (For the first nine months of the previous fiscal year, net loss attributable to owners of the parent was ¥78.2 billion.)

And, operating income changes (an increase of ¥95.7 billion compared to the corresponding period in the previous fiscal year) were as follows.

Volume & mix	82.2	billion yen
Exchange rate	35.7	billion yen
Cost improvement	(39.4)	billion yen
Fixed costs and others	28.8	billion yen
Transfer to extraordinary loss	8.9	billion yen
Transferred to extraordinary loss in FY March 2021	(20.5)	billion yen
Total	95.7	billion yen

The company has applied the “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020), etc. effective from the beginning of the first quarter of the fiscal year ending March 31, 2022 as changes in accounting policies. For further details, please refer to “(4) Footnotes to the Quarterly Consolidated Financial Statements – (Changes in Accounting Policies)”.

## **(2) Consolidated Financial Position and Cash Flows**

(Assets, Liabilities and Net Assets)

As of December 31, 2021, total assets increased ¥86.4 billion from the end of the previous fiscal year, to ¥3,003.8 billion. Total liabilities increased ¥49.2 billion from the end of the previous fiscal year to ¥1,770.8 billion.

Net Assets as of December 31, 2021 increased ¥37.2 billion from the end of the previous fiscal year to ¥1,233.0 billion, reflecting net income attributable to owners of the parent of ¥29.4 billion. Equity ratio increased 0.1 percentage points from the end of the previous fiscal year to 40.6 % (Percentage after consideration of the equity credit attributes of the subordinated loan was 41.7 %).

(Cash Flows)

Cash and cash equivalent as of December 31, 2021 increased ¥29.1 billion from the end of the previous fiscal year to ¥767.9 billion. Interest-bearing debt as of December 31, 2021 increased ¥128.9 billion from the end of previous fiscal year to ¥884.8 billion. As a result, after subtracting cash and cash equivalents from the interest-bearing debt, net interest bearing debt amounted to ¥116.9 billion.

Cash flows for the first nine months of the fiscal year ending March 31, 2022 by activities were as follows.

Cash flows from operating activities

Net cash used in operating activities was ¥11.7 billion, reflecting income before income taxes of ¥50.9 billion and a decrease in trade notes and accounts payable due to decreased production volume, etc. (For the first nine months of the previous fiscal year, net cash used in operating activities was ¥36.4 billion.)

Cash flows from investing activities

Net cash used in investing activities was ¥90.1 billion, reflecting capital expenditure for the purchase of property, plant and equipment of ¥81.6 billion, etc. (For the first nine months of the previous fiscal year, net cash used in investing activities was ¥59.5 billion.)

As a result, consolidated free cash flow (net of operating and investing activities) was negative ¥101.7 billion. (For the first nine months of the previous fiscal year, consolidated free cash flow was negative ¥95.9 billion.)

Cash flows from financing activities

Net cash provided by financing activities was ¥123.7 billion, due to the increase in short-term loans, etc. (For the first nine months of the previous fiscal year, net cash provided by financing activities was ¥264.3 billion.)

### (3) Future Estimates such as Consolidated Financial Forecast

In light of recent trends in our business performance, we have revised the consolidated financial forecast for the fiscal year ending March 2022, as shown below. The prior forecast was announced on November 10, 2021.

For more information, please refer to "Notice of Revision of Consolidated Financial Forecast for the Fiscal Year Ending March 31, 2022" that has been released today.

#### Consolidated Financial Forecast and Global Retail Volume Forecast (April 1, 2021 through March 31, 2022)

##### Consolidated Financial Forecast

		Full Year	vs. Prior Year
Net Sales		3,100 billion yen	up 7.6 %
Operating Income		82 billion yen	up 829.7 %
Ordinary Income		79 billion yen	up 179.6 %
Net Income Attributable to Owners of the parent		55 billion yen	-
Exchange rate	USD	111 Yen	5 Yen
	EUR	131 Yen	7 Yen

##### Global Retail Volume Forecast

	Full Year	vs. Prior Year
Japan	156 thousand units	down 11.3 %
North America	425 thousand units	up 5.3 %
Europe	190 thousand units	up 6.5 %
China	176 thousand units	down 22.9 %
Other	293 thousand units	down 2.8 %
Total	1,240 thousand units	down 3.7 %

Note: The forecast stated above is based on management's judgment and views in light of information presently available. By nature, such forecasts are subject to risks and uncertainties, and are not contemplated to ensure the fulfillment thereof. Therefore, we advise against making an investment decision by solely relying on this forecast. Variables that could affect the actual financial results include, but are not limited to, the economic environments surrounding our business areas and fluctuations in exchange rates.

## 2. Quarterly Consolidated Financial Statements and Major Footnotes

### (1) Quarterly Consolidated Balance Sheets

(Millions of Yen)

As of	FY2021 March 31, 2021	FY2022 December 31, 2021
<b>ASSETS</b>		
Current Assets:		
Cash and deposits	591,101	<b>654,024</b>
Trade notes and accounts receivable	167,533	<b>144,639</b>
Securities	147,900	<b>113,900</b>
Inventories	433,049	<b>436,121</b>
Other	151,815	<b>184,404</b>
Allowance for doubtful receivables	(1,803)	<b>(1,761)</b>
Total current assets	1,489,595	<b>1,531,327</b>
Non-current Assets:		
Property, plant and equipment:		
Buildings and structures (net)	189,949	<b>189,218</b>
Machinery, equipment and vehicles (net)	277,160	<b>266,236</b>
Land	417,027	<b>417,036</b>
Leased assets (net)	20,617	<b>19,588</b>
Other (net)	170,415	<b>224,660</b>
Total property, plant and equipment	1,075,168	<b>1,116,738</b>
Intangible assets:	42,914	<b>45,207</b>
Investments and other assets:		
Investment securities	203,432	<b>214,866</b>
Asset for retirement benefits	6,660	<b>6,795</b>
Other	99,990	<b>89,141</b>
Allowance for doubtful receivables	(345)	<b>(275)</b>
Total investments and other assets	309,737	<b>310,527</b>
Total non-current assets	1,427,819	<b>1,472,472</b>
Total Assets	2,917,414	<b>3,003,799</b>

(Millions of Yen)

As of	FY2021 March 31, 2021	FY2022 December 31, 2021
<b>LIABILITIES</b>		
Current Liabilities:		
Trade notes and accounts payable	363,679	<b>311,848</b>
Short-term loans payable	1,608	<b>135,949</b>
Long-term loans payable due within one year	11,323	<b>39,869</b>
Lease obligations	4,482	<b>4,362</b>
Income taxes payable	5,336	<b>11,254</b>
Accrued expenses	238,099	<b>189,118</b>
Reserve for warranty expenses	80,504	<b>65,155</b>
Other	102,619	<b>127,545</b>
Total current liabilities	807,650	<b>885,100</b>
Non-current Liabilities:		
Bonds	50,000	<b>50,000</b>
Long-term loans payable	670,920	<b>637,252</b>
Lease obligations	17,595	<b>17,387</b>
Deferred tax liability related to land revaluation	64,537	<b>64,537</b>
Liability for retirement benefits	50,039	<b>48,879</b>
Other	60,843	<b>67,599</b>
Total non-current liabilities	913,934	<b>885,654</b>
Total Liabilities	1,721,584	<b>1,770,754</b>
<b>NET ASSETS</b>		
Capital and Retained Earnings:		
Common stock	283,957	<b>283,957</b>
Capital surplus	263,028	<b>263,003</b>
Retained earnings	508,784	<b>529,327</b>
Treasury stock	(2,187)	<b>(2,101)</b>
Total capital and retained earnings	1,053,582	<b>1,074,186</b>
Accumulated Other Comprehensive Income/(Loss):		
Net unrealized gain/(loss) on available-for-sale securities	16,002	<b>26,589</b>
Deferred gains/(losses) on hedges	(312)	<b>23</b>
Land revaluation	145,536	<b>145,536</b>
Foreign currency translation adjustment	(30,897)	<b>(25,216)</b>
Accumulated adjustments for retirement benefits	(2,181)	<b>(2,686)</b>
Total accumulated other comprehensive income/(loss)	128,148	<b>144,246</b>
Stock Acquisition Rights	382	<b>440</b>
Non-controlling Interests	13,718	<b>14,173</b>
Total Net Assets	1,195,830	<b>1,233,045</b>
Total Liabilities and Net Assets	2,917,414	<b>3,003,799</b>



**(2) Quarterly Consolidated Statements of Operations and Comprehensive Income**  
**(For the first nine months ended December 31, 2020 and 2021)**

**Quarterly Consolidated Statements of Operations**

(Millions of Yen)

For the first nine months ended	FY2021 December 31, 2020	FY2022 December 31, 2021
Net sales	1,959,457	<b>2,162,379</b>
Cost of sales	1,556,921	<b>1,690,014</b>
Gross profit	402,536	<b>472,365</b>
Selling, general and administrative expenses	434,534	<b>408,703</b>
Operating income/(loss)	(31,998)	<b>63,662</b>
Non-operating income		
Interest income	2,281	<b>2,357</b>
Equity in net income of affiliated companies	2,270	-
Foreign exchange gain	425	<b>7,574</b>
Other	4,455	<b>4,345</b>
Total	9,431	<b>14,276</b>
Non-operating expenses		
Interest expense	6,262	<b>5,110</b>
Equity in net loss of affiliated companies	-	<b>6,296</b>
Other	2,327	<b>6,973</b>
Total	8,589	<b>18,379</b>
Ordinary income/(loss)	(31,156)	<b>59,559</b>
Extraordinary income		
Gain on sales of property, plant and equipment	303	<b>37</b>
Gain on sale of investment securities	328	-
Insurance claim income	-	<b>997</b>
Gain on change in equity	-	<b>4,047</b>
Other	94	<b>84</b>
Total	725	<b>5,165</b>
Extraordinary losses		
Loss on sales and retirement of property, plant and equipment	2,500	<b>3,074</b>
Impairment loss	851	<b>333</b>
Loss on disaster	-	<b>1,555</b>
Loss on production suspension and others due to the novel coronavirus	20,460	<b>8,861</b>
Other	267	<b>7</b>
Total	24,078	<b>13,830</b>
Income/(loss) before income taxes	(54,509)	<b>50,894</b>
Income taxes		
Current	9,295	<b>8,154</b>
Deferred	15,432	<b>12,742</b>
Total	24,727	<b>20,896</b>
Net income/(loss)	(79,236)	<b>29,998</b>
Net income/(loss) attributable to Non-controlling interests	(988)	<b>572</b>
Net income/(loss) attributable to owners of the parent	(78,248)	<b>29,426</b>

## Quarterly Consolidated Statements of Comprehensive Income

(Millions of Yen)

For the first nine months ended	FY2021	FY2022
	December 31, 2020	December 31, 2021
Net income/(loss)	(79,236)	<b>29,998</b>
Other comprehensive income/(loss)		
Net unrealized gain/(loss) on available-for-sale securities	9,642	<b>10,591</b>
Deferred gains/(losses) on hedges	(550)	<b>241</b>
Foreign currency translation adjustment	6,199	<b>3,971</b>
Adjustments for retirement benefits	(4,587)	<b>(772)</b>
Share of other comprehensive income/(loss) of affiliates accounted for using equity method	(6,075)	<b>2,129</b>
Total	4,629	<b>16,160</b>
Comprehensive income	(74,607)	<b>46,158</b>
Comprehensive income/(loss) attributable to:		
Owners of the parent	(72,788)	<b>45,524</b>
Non-controlling interests	(1,819)	<b>634</b>

(For the three months ended December 31, 2020 and 2021)

**Quarterly Consolidated Statements of Operations**

(Millions of Yen)

For the three months ended	FY2021	FY2022
	December 31, 2020	December 31, 2021
Net sales	843,698	<b>666,524</b>
Cost of sales	667,392	<b>516,053</b>
Gross profit	176,306	<b>150,471</b>
Selling, general and administrative expenses	155,441	<b>126,550</b>
Operating income	20,865	<b>23,921</b>
Non-operating income		
Interest income	704	<b>842</b>
Equity in net income of affiliated companies	1,944	-
Foreign exchange gain	516	<b>5,513</b>
Other	1,150	<b>1,032</b>
Total	4,314	<b>7,387</b>
Non-operating expenses		
Interest expense	2,067	<b>1,393</b>
Equity in net loss of affiliated companies	-	<b>955</b>
Taxes and dues	-	<b>2,225</b>
Other	941	<b>1,069</b>
Total	3,008	<b>5,642</b>
Ordinary income	22,171	<b>25,666</b>
Extraordinary income		
Gain on sales of property, plant and equipment	228	<b>3</b>
Gain on sale of investment securities	108	-
Insurance claim income	-	<b>997</b>
Other	48	<b>63</b>
Total	384	<b>1,063</b>
Extraordinary losses		
Loss on sales and retirement of property, plant and equipment	1,174	<b>1,168</b>
Impairment loss	460	<b>148</b>
Loss on disaster	-	<b>1,555</b>
Loss on production suspension and others due to the novel coronavirus	-	<b>8,861</b>
Other	265	<b>7</b>
Total	1,899	<b>11,739</b>
Income before income taxes	20,656	<b>14,990</b>
Income taxes		
Current	4,321	<b>2,474</b>
Deferred	1,616	<b>6,771</b>
Total	5,937	<b>9,245</b>
Net income	14,719	<b>5,745</b>
Net income/(loss) attributable to Non-controlling interests	(61)	<b>173</b>
Net income attributable to owners of the parent	14,780	<b>5,572</b>

## Quarterly Consolidated Statements of Comprehensive Income

(Millions of Yen)

For the three months ended	FY2021	FY2022
	December 31, 2020	December 31, 2021
Net income	14,719	<b>5,745</b>
Other comprehensive income/(loss)		
Net unrealized gain/(loss) on available-for-sale securities	6,784	<b>3,020</b>
Deferred gains/(losses) on hedges	(461)	<b>68</b>
Foreign currency translation adjustment	3,889	<b>7,084</b>
Adjustments for retirement benefits	229	<b>(124)</b>
Share of other comprehensive income/(loss) of affiliates accounted for using equity method	(1,294)	<b>(1,178)</b>
Total	9,147	<b>8,870</b>
Comprehensive income	23,866	<b>14,615</b>
Comprehensive income/(loss) attributable to:		
Owners of the parent	24,161	<b>14,385</b>
Non-controlling interests	(295)	<b>230</b>

### (3) Quarterly Consolidated Statements of Cash Flows

(Millions of Yen)

For the first nine months ended	FY2021 December 31, 2020	FY2022 December 31, 2021
Cash flows from operating activities:		
Income/(loss) before income taxes	(54,509)	50,894
Adjustments to reconcile income/(loss) before income taxes to net cash provided by/(used in) operating activities:		
Depreciation and amortization	67,475	65,789
Impairment loss	851	333
Increase/(decrease) in allowance for doubtful receivables	772	(117)
Increase/(decrease) in reserve for warranty expenses	(7,646)	(15,349)
Increase/(decrease) in liability for retirement benefits	1,838	(2,141)
Interest and dividend income	(3,375)	(3,680)
Interest expense	6,262	5,110
Equity in net loss/(income) of affiliated companies	(2,270)	6,296
Loss/(gain) on change in equity	-	(4,047)
Loss/(gain) on sales and retirement of property, plant and equipment	2,180	3,037
Loss/(gain) on sales of investment securities	(63)	-
Decrease/(increase) in trade notes and accounts receivable	25,719	(20,164)
Decrease/(increase) in inventories	(24,341)	27,084
Decrease/(increase) in other current assets	(24,999)	(27,110)
Increase/(decrease) in trade notes and accounts payable	(22,394)	(51,422)
Increase/(decrease) in other current liabilities	7,505	(29,466)
Other	(1,005)	(23,236)
Subtotal	(28,000)	(18,189)
Interest and dividends received	21,882	24,785
Interest paid	(5,715)	(5,593)
Income taxes refunded/(paid)	(24,556)	(15,120)
Refund of income taxes for prior periods	-	2,456
Net cash provided by/(used in) operating activities	(36,389)	(11,661)
Cash flows from investing activities:		
Purchase of investment securities	(240)	(364)
Proceeds from sales and redemption of investment securities	1,448	146
Purchase of property, plant and equipment	(51,705)	(81,559)
Proceeds from sales of property, plant and equipment	797	750
Purchase of intangible assets	(10,680)	(11,273)
Payments of long-term loans receivable	(567)	(140)
Collections of long-term loans receivable	1,017	1,425
Other	408	939
Net cash provided by/(used in) investing activities	(59,522)	(90,076)

(Millions of Yen)

For the first nine months ended	FY2021 December 31, 2020	FY2022 December 31, 2021
Cash flows from financing activities:		
Net increase/(decrease) in short-term loans payable	31,646	<b>132,888</b>
Proceeds from long-term loans payable	291,054	<b>70,614</b>
Repayments of long-term loans payable	(24,171)	<b>(76,330)</b>
Proceeds from sale and leaseback transactions	108	<b>19</b>
Repayments of lease obligations	(3,741)	<b>(3,334)</b>
Cash dividends paid	(12,596)	-
Cash dividends paid to non-controlling interests	(137)	<b>(179)</b>
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	(17,831)	-
Net decrease/(increase) in treasury stock	(1)	<b>61</b>
Net cash provided by/(used in) financing activities	264,331	<b>123,739</b>
Effect of exchange rate fluctuations on cash and cash equivalents	9,138	<b>7,124</b>
Net increase/(decrease) in cash and cash equivalents	177,558	<b>29,126</b>
Cash and cash equivalents at beginning of the period	567,994	<b>738,793</b>
Cash and cash equivalents at end of the period	745,552	<b>767,919</b>

#### **(4) Footnotes to the Quarterly Consolidated Financial Statements**

##### **(Note on the Assumptions as Going Concern)**

Not applicable

##### **(Significant Changes in the Amount of Equity)**

Not applicable

##### **(Changes in Accounting Policies)**

###### **- Application of Accounting Standard for Revenue Recognition**

We have applied the “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020), etc. effective from the beginning of the first quarter of the fiscal year ending March 31, 2022 and it recognizes revenue when (or as) it satisfies a performance obligation by transferring promised goods or services (i.e. an asset) to a customer. An asset is transferred when (or as) the customer obtains control of that asset. It recognizes as revenue the amount expected to be received upon exchange of goods or services.

In accordance with this, although revenue was recognized for domestic dealers’ sales of new cars at the time of the registration of vehicles under the previous accounting method, the accounting method has been changed to one that recognizes revenue at the time of the delivery to customers. In addition, while the Company's Connected Service was not recognized as revenue because no consideration was received for it under the previous accounting method, the treatment has been changed to one that the service is treated as individual performance obligation and recognizes revenue over a certain period by allocating revenue between performance obligations. Besides that, a part of sales promotion expenses paid by the Company and U.S. subsidiary to the dealer were treated as selling, general and administrative expenses, but the accounting method has been changed to one that deducts them from revenue.

The application of the Accounting Standard for Revenue Recognition, etc. is subject to the transitional treatment provided for in the proviso of Paragraph 84 of the Accounting Standard for Revenue Recognition. Assuming the new accounting policy had been applied to periods prior to the beginning of the first quarter of the fiscal year ending March 31, 2022, the cumulative effect of the retrospective application was added to or subtracted from the beginning balance of retained earnings of the first quarter of the fiscal year ending March 31, 2022, and thus the new accounting policy has been applied from the beginning balance.

As a result, for the first nine months of the fiscal year ending March 31, 2022, net sales decreased by ¥ 10,678 million, cost of sales increased by ¥21,869 million, selling, general and administrative expenses decreased by ¥39,790 million, operating income, ordinary income and income before income taxes increased by ¥7,243 million. And, on the consolidated balance sheet for the fiscal year ending March 31, 2022, the beginning balance of retained earnings decreased by ¥8,883 million.

###### **- Application of Accounting Standard for Fair Value Measurement**

We have applied “Accounting Standard for Fair Value Measurement” (ASBJ Statement No. 30, July 4, 2019; hereinafter referred to as “Fair Value Accounting Standards”), etc., from the beginning of the first quarter of the fiscal year ending March 31, 2022. We have applied a new accounting policy established by Fair Value Accounting Standards, etc., in accordance with the transitional treatment specified in Paragraph 19 of Fair Value Accounting Standards and Paragraph 44-2 of “Accounting Standard for Financial Instruments” (ASBJ Statement No. 10, July 4, 2019). This has no effect on the quarterly consolidated

##### **(Additional Information)**

###### **- Accounting Estimates Regarding the Impact of Novel Coronavirus**

There are no significant changes to the accounting estimates assumptions, including an impact of the novel coronavirus pandemic, from the Additional Information described in the consolidated financial results for the second quarter of the fiscal year ending March 31, 2022, released on November 12, 2021.

It should be noted that the changes in the assumptions including the global spread of the novel coronavirus in the future may affect the Company's consolidated financial results.

## (Segment Information)

### I. FY2021 First Nine Months (April 1, 2020 through December 31, 2020)

#### 1) Sales and Income or Loss by Reportable Segments

(Millions of Yen)

FY2021 First Nine Months Ended December 31, 2020	Reportable Segments					Adjustment (Note 1)	Consolidated (Note 2)
	Japan	North America	Europe	Other areas	Total		
Net sales:							
Outside customers	563,536	718,904	344,407	332,610	1,959,457	-	1,959,457
Inter-segment	1,055,978	171,425	13,401	43,828	1,284,632	(1,284,632)	-
Total	1,619,514	890,329	357,808	376,438	3,244,089	(1,284,632)	1,959,457
Segment income/(loss)	(72,312)	17,677	6,851	10,432	(37,352)	5,354	(31,998)

Notes: 1. The adjustment on segment income/(loss) is eliminations of inter-segment transactions.

2. Segment income/(loss) is reconciled with the operating loss in the consolidated statement of operations for FY2021 first nine months ended December 31, 2020.

#### 2) Impairment Loss on Property, Plant and Equipment and Goodwill by Reportable Segment

Impairment losses on property, plant and equipment, gains from negative goodwill and changes in the amount of goodwill, that were material, were not recognized.

### II. FY2022 First Nine Months (April 1, 2021 through December 31, 2021)

#### 1) Sales and Income or Loss by Reportable Segments

(Millions of Yen)

FY2022 First Nine Months Ended December 31, 2021	Reportable Segments					Adjustment (Note 1)	Consolidated (Note 2)
	Japan	North America	Europe	Other areas	Total		
Net sales:							
Outside customers	562,252	814,744	391,794	393,589	2,162,379	-	2,162,379
Inter-segment	1,255,936	175,003	15,559	41,311	1,487,809	(1,487,809)	-
Total	1,818,188	989,747	407,353	434,900	3,650,188	(1,487,809)	2,162,379
Segment income	56,780	18,211	7,644	12,491	95,126	(31,464)	63,662

Notes: 1. The adjustment on segment income is eliminations of inter-segment transactions.

2. Segment income is reconciled with the operating income in the consolidated statement of operations for FY2022 first nine months ended December 31, 2021.

#### 2) Impairment Loss on Property, Plant and Equipment and Goodwill by Reportable Segment

Impairment losses on property, plant and equipment, gains from negative goodwill and changes in the amount of goodwill, that were material, were not recognized.

#### 3) Matters about Changes in Reportable Segments, etc.

As noted in “Changes in Accounting Policies”, we have applied “Accounting Standard for Revenue Recognition”, etc. effective from the beginning of the first quarter of the fiscal year ending March 31, 2022. Therefore, we have similarly changed the measuring method of segment income or loss. As a result, for the first nine months of the fiscal year ending March 31, 2022, net sales of Japan segment increased by ¥28,446 million and North America segment decreased by ¥39,124 million, respectively, and segment income of Japan segment increased by ¥7,243 million, compared with the previous method.

## (Significant Subsequent Events)

Not applicable



**Financial Summary (Consolidated)**  
**For the Third Quarter of the Fiscal Year Ending March 31, 2022**  
**(For the Nine Months Ended December 31, 2021)**

February 10, 2022  
Mazda Motor Corporation

		FY 2021			FY 2022			FY 2021		FY 2022			
		First 9 months		%	1st Qtr.	2nd Qtr.	3rd Qtr.	First 9 months		Full Year Forecast			
		(Apr.'20-Dec.'20)						(Apr.'21-Dec.'21)		Ended March 31, 2021	Ending March 31, 2022		
	Domestic	1	4,000	(9.4)	1,431	1,207	1,316	3,954	(1.2)	5,945	(5.6)	5,700	(4.1)
	Overseas	2	15,595	(26.3)	6,603	5,718	5,349	17,670	13.3	22,876	(18.3)	25,300	10.6
	Net sales	3	19,595	(23.3)	8,034	6,925	6,665	21,624	10.4	28,821	(16.0)	31,000	7.6
	Operating income	4	(1.6%) (320)	—	3.2% 261	2.0% 136	3.6% 240	2.9% 637	—	0.3% 88	(79.8)	2.6% 820	829.7
	Ordinary income	5	(1.6%) (312)	—	3.3% 265	1.1% 74	3.9% 257	2.8% 596	—	1.0% 283	(46.8)	2.5% 790	179.6
	Income before income taxes	6	(2.8%) (545)	—	3.2% 254	1.5% 105	2.2% 150	2.4% 509	—	0.1% 22	(95.5)	2.2% 680	—
	Net income attributable to owners of the parent	7	(4.0%) (782)	—	1.4% 114	1.8% 125	0.8% 55	1.4% 294	—	(1.1%) (317)	—	1.8% 550	—
	Operating income by segment (geographic area)												
	Japan	8	(723)		171	80	317	568		(647)			
	North America	9	177		30	(41)	193	182		405			
	Europe	10	69		29	17	30	76		100			
	Other areas	11	104		54	25	46	125		178			
	Operating profit changes												
	Volume & mix	12			952	126	(256)	822				910	
	Exchange rate	13			139	108	110	357				400	
	Cost improvement	14			(75)	(164)	(155)	(394)				(633)	
	Fixed costs and others	15			(97)	142	243	288				171	
	Transfer to extraordinary loss	16			-	-	89	89				89	
	Transferred to extraordinary loss in FY March 2021	17			(205)	-	-	(205)				(205)	
	Total	18			714	212	31	957				732	
	Average rate for the period (Yen)												
	USD	19	106		110	110	114	111		106		111	
	EUR	20	122		132	130	130	131		124		131	
	Capital expenditures	21	546		263	308	466	1,037		930		1,470	
	Depreciation and amortization	22	675		223	217	218	658		898		910	
	R & D costs	23	930		336	348	354	1,038		1,274		1,400	
	Total assets	24	29,376		28,780	28,763		30,038		29,174			
	Net assets	25	10,877		10,989	12,040		12,184		11,817			
	Financial debt	26	9,189		10,015	8,598		8,848		7,559			
	Net financial debt	27	1,734		2,090	459		1,169		171			
	Free cash flow (Operating & Investing)	28	(959)		(112)	(138)	(767)	(1,017)		412			
	Japan	29	114	(18.2)	28	32	35	94	(16.8)	176	(12.9)	156	(11.3)
	North America	30	292	(4.2)	138	111	84	332	13.8	403	1.6	425	5.3
	Europe	31	135	(38.1)	55	51	40	147	8.3	178	(32.3)	190	6.5
	China	32	178	1.7	47	42	45	134	(24.8)	228	7.8	176	(22.9)
	Other	33	211	(21.5)	86	71	66	222	5.5	301	(12.7)	293	(2.8)
	Global retail volume	34	930	(15.9)	353	307	270	930	0.0	1,287	(9.3)	1,240	(3.7)
	Japan	35	110	(15.7)	38	31	35	104	(5.7)	166	(11.3)	156	(5.8)
	North America	36	263	(13.1)	101	88	75	264	0.7	374	(11.2)	372	(0.5)
	Europe	37	119	(43.5)	50	41	32	123	2.9	172	(35.6)	173	0.5
	Other	38	173	(36.3)	72	60	65	197	13.9	278	(22.2)	279	0.3
	Consolidated wholesales volume	39	665	(27.3)	261	220	207	688	3.5	990	(19.7)	980	(1.0)
	Domestic	40	515	(30.4)	186	126	191	503	(2.3)	748	(23.1)		
	Overseas	41	322	(9.6)	83	71	84	238	(26.2)	424	(8.3)		
	Global production volume	42	837	(23.6)	268	197	275	740	(11.5)	1,171	(18.3)		

Note: Global retail volume refers to the total retail units of Mazda-brand vehicles sold on a global basis.

Consolidated wholesales volume does not include vehicles which are sold by other brands.

In accordance with the application of the "Accounting Standard for Revenue Recognition", etc. effective from the beginning of the first quarter of the fiscal year ending March 31, 2022, domestic dealers' sales recognition of new car has been changed to one that recognizes revenue at the time of the delivery to customers.

Global production volume refers to the total volume of the units produced in the domestic plant and Mexico plant (including other brands) plus the units of Mazda-brand vehicles produced in other overseas plants (mainly in China and Thailand).