

For release Dec. 27, 2017

Mazda Production and Sales Results for November 2017 (Flash Report)

Mazda Motor Corporation's production and sales results for November 2017 are summarized below.

I. Production

	Breakdown	November 2017		Jan - Nov 2017	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	92,699	-0.2	878,570	-1.4
	Commercial Vehicles	775	-6.3	9,708	+6.4
	Total	93,474	-0.2	888,278	-1.4
OVERSEAS PRODUCTION	Passenger Vehicles	59,387	+0.2	546,868	+4.7
	Commercial Vehicles	2,628	+3.8	36,239	+8.9
	Total	62,015	+0.3	583,107	+5.0
GLOBAL PRODUCTION	Passenger Vehicles	152,086	-0.0	1,425,438	+0.8
	Commercial Vehicles	3,403	+1.3	45,947	+8.4
	Total	155,489	-0.0	1,471,385	+1.0

Note 1: Overseas production figures are based on Mazda brand units coming off the production line (excluding CKD units). However, non-Mazda branded passenger vehicles produced at the plant in Mexico are included.

Note 2: Global production figures are the sum total of domestic and overseas production volumes.

1. Domestic Production

Mazda's domestic production volume in November 2017 decreased 0.2% year on year due to decreased production of both passenger and commercial vehicles.

[Domestic production of key models in November 2017]

CX-5: 44,084 units (up 45.1% year on year)
Mazda3 (Axela): 14,117 units (down 30.7% year on year)
CX-3: 12,690 units (up 30.0% year on year)

2. Overseas Production

Mazda's overseas production volume in November 2017 increased 0.3% year on year due to increased production of passenger and commercial vehicles.

[Overseas production of key models in November 2017]

Mazda3: 26,032 units (down 1.7% year on year)
Mazda2: 9,789 units (up 24.9% year on year)
CX-4: 7,577 units (up 8.5% year on year)

II. Domestic Sales

	Breakdown	November2017		Jan - Nov 2017	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	11,170	-21.5	171,106	+1.4
	Commercial Vehicles	1,932	-3.0	22,569	+3.0
	Registration Total	10,185	-24.0	156,259	+1.6
	Micro-mini Total	2,917	+3.1	37,416	+1.4
	Total	13,102	-19.3	193,675	+1.6

Mazda's domestic sales volume in November 2017 decreased 19.3% year on year due to decreased sales of passenger and commercial vehicles. Mazda's registered vehicle market share was 3.9% (down 1.0 points year on year), with a 2.0% share of the micro-mini segment (unchanged year on year) and a 3.2% total market share (down 0.7 points year on year).

[Domestic sales of key models in November 2017]

CX-5:	3,151 units (up 181.6% year on year)
Mazda2 (Demio):	1,831 units (down 63.7% year on year)
Mazda3 (Axela):	1,510 units (down 34.2% year on year)

III. Exports

	Breakdown	November2017		Jan - Nov 2017	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	77,815	+2.1	722,514	-2.7
	North America	32,840	+9.4	253,441	-15.0
	Europe	16,164	-14.9	195,140	+6.2
	Oceania	7,684	+14.1	75,463	-3.0
	Others	21,127	+3.2	198,470	+8.8
	Total	77,815	+2.1	722,514	-2.7

Mazda's export volume in November 2017 increased 2.1% year on year due to increased shipments to North America, Oceania and other regions.

[Exports of key models in November 2017]

CX-5:	38,586 units (up 36.2% year on year)
Mazda3:	12,619 units (down 24.7% year on year)
CX-3:	10,394 units (up 40.5% year on year)

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