



For release October 29, 2018

Mazda Production and Sales Results for September 2018 and for April through September 2018 (Flash Report)

Mazda Motor Corporation's production and sales results for September 2018 and for April through September 2018 are summarized below.

I. Production

	Breakdown	September 2018		Apr - Sep 2018		Jan - Sep 2018	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	79,603	-7.8	455,673	-1.5	709,748	+1.2
	Commercial Vehicles	977	+17.7	5,772	+9.9	8,549	+8.3
	Total	80,580	-7.5	461,445	-1.4	718,297	+1.3
OVERSEAS PRODUCTION	Passenger Vehicles	43,053	-13.7	275,392	-1.6	429,004	-1.3
	Commercial Vehicles	3,793	+18.9	20,011	-0.1	28,728	-7.4
	Total	46,846	-11.7	295,403	-1.5	457,732	-1.7
GLOBAL PRODUCTION	Passenger Vehicles	122,656	-9.9	731,065	-1.5	1,138,752	+0.2
	Commercial Vehicles	4,770	+18.6	25,783	+2.0	37,277	-4.2
	Total	127,426	-9.1	756,848	-1.4	1,176,029	+0.1

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

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

1. Domestic Production

(1) September 2018

Mazda's domestic production volume in September 2018 decreased 7.5% year on year due to decreased production of passenger vehicles.

[Domestic production of key models in September 2018]

CX-5: 34,784 units (up 1.2% year on year)
Mazda3 (Axela): 11,117 units (down 35.9%)
CX-3: 12,525 units (down 1.0%)

(2) April through September 2018

Mazda's total domestic production volume in the period from April through September 2018 decreased 1.4% year on year due to decreased production of passenger vehicles.

[Domestic production of key models in the period from April through September 2018]

CX-5: 198,818 units (up 3.5% year on year)
CX-3: 67,453 units (up 3.5%)
Mazda3 (Axela): 66,785 units (down 21.1%)

2. Overseas Production

(1) September 2018

Mazda's overseas production volume in September 2018 decreased 11.7% year on year due to decreased production of passenger vehicles.

[Overseas production of key models in September 2018]

Mazda3: 17,646 units (down 18.3% year on year)
 Mazda2: 7,955 units (down 8.3%)
 CX-5: 4,219 units (up 9.4%)

(2) April through September 2018

Mazda's total overseas production volume in the period from April through September 2018 decreased 1.5% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in the period from April through September 2018]

Mazda3: 120,091 units (up 0.9% year on year)
 Mazda2: 55,185 units (up 13.8%)
 CX-4: 29,923 units (down 5.4%)

II. Domestic Sales

	Breakdown	September 2018		Apr - Sep 2018		Jan - Sep 2018	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	20,630	-2.8	91,021	+8.1	155,555	+5.2
	Commercial Vehicles	2,206	-13.1	11,710	-2.9	18,119	-2.8
	Registration Total	18,908	-3.5	81,824	+7.0	139,984	+3.8
	Micro-mini Total	3,928	-5.8	20,907	+5.7	33,690	+6.5
	Total	22,836	-3.9	102,731	+6.7	173,674	+4.3

(1) September 2018

Mazda's domestic sales volume in September 2018 decreased 3.9% year on year due to decreased sales of passenger and commercial vehicles. Mazda's registered vehicle market share was 6.1% (down 0.1 points year on year), with a 2.2% share of the micro-mini segment (down 0.2 points year on year) and a 4.7% total market share (down 0.1 points year on year).

[Domestic sales of key models in September 2018]

CX-5: 5,017 units (up 10.2% year on year)
 Mazda2 (Demio): 4,639 units (down 13.3%)
 CX-8: 2,478 units

(2) April through September 2018

Mazda's total domestic sales volume in the period from April through September 2018 increased 6.7% year on year due to increased sales of passenger vehicles. Mazda's registered vehicle market share was 5.2% (up 0.4 points year on year), with a 2.3% share of the micro-mini segment (unchanged year on year) and a 4.1% total market share (up 0.2 points year on year).

[Domestic sales of key models in the period from April through September 2018]

Mazda2 (Demio): 22,067 units (down 6.2% year on year)
 CX-5: 16,919 units (down 1.1%)
 CX-8: 14,041 units

III. Exports

	Breakdown	September 2018		Apr - Sep 2018		Jan - Sep 2018	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	58,816	-14.8	376,990	-4.9	586,856	+1.5
	North America	17,080	-22.1	134,109	-8.4	214,057	+5.5
	Europe	12,899	-41.8	96,978	-14.0	148,717	-7.7
	Oceania	6,938	+2.6	38,075	-5.9	58,016	-2.1
	Others	21,899	+20.3	107,828	+11.3	166,066	+7.0
	Total	58,816	-14.8	376,990	-4.9	586,856	+1.5

(1) September 2018

Mazda's export volume in September 2018 decreased 14.8% year on year due to decreased shipments to North America, Europe and other regions.

[Exports of key models in September 2018]

CX-5: 28,716 units (down 4.3% year on year)

Mazda3: 9,326 units (down 22.0%)

CX-3: 9,122 units (down 23.2%)

(2) April through September 2018

Mazda's total export volume in the period April through September 2018 decreased 4.9% year on year due to decreased shipments to North America, Europe, Oceania and other regions.

[Exports of key models in the period April through September 2018]

CX-5: 178,804 units (up 2.0% year on year)

Mazda3: 59,615 units (down 20.3%)

CX-3: 58,969 units (up 0.6%)

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