



December 26, 2018

Mazda Production and Sales Results for November 2018 (Flash Report)

Mazda Motor Corporation's production and sales results for November 2018 are summarized below.

I. Production

	Breakdown	Nov 2018		Jan - Nov 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	93,884	+1.3	898,123	+2.2
	Commercial Vehicles	1,333	+72.0	11,063	+14.0
	Total	95,217	+1.9	909,186	+2.4
OVERSEAS PRODUCTION	Passenger Vehicles	51,741	-13.3	529,667	-3.2
	Commercial Vehicles	3,999	+25.9	35,985	-2.2
	Total	55,740	-11.3	565,652	-3.1
GLOBAL PRODUCTION	Passenger Vehicles	145,625	-4.4	1,427,790	+0.1
	Commercial Vehicles	5,332	+34.9	47,048	+1.2
	Total	150,957	-3.4	1,474,838	+0.2

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

Mazda's domestic production volume in November 2018 increased 1.9% year on year due to increased production of passenger and commercial vehicles.

[Domestic production of key models in November 2018]

CX-5: 40,038 units (down 9.2% year on year)
 CX-3: 14,746 units (up 16.2%)
 Mazda6 (Atenza): 11,256 units (up 38.8%)

2. Overseas Production

Mazda's overseas production volume in November 2018 decreased 11.3% year on year due to decreased production of passenger vehicles.

[Overseas production of key models in November 2018]

Mazda3: 18,534 units (down 28.8% year on year)
 Mazda2: 12,007 units (up 20.5%)
 CX-4: 6,507 units (down 14.1%)

II. Domestic Sales

	Breakdown	Nov 2018		Jan - Nov 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	16,110	+44.2	184,014	+7.5
	Commercial Vehicles	1,867	-3.5	21,984	-2.6
	Registration Total	15,085	+48.1	166,406	+6.5
	Micro-mini Total	2,892	-1.0	39,592	+5.8
	Total	17,977	+37.1	205,998	+6.4

Mazda's domestic sales volume in November 2018 increased 37.1% year on year due to increased sales of passenger vehicles. Mazda's registered vehicle market share was 5.4% (up 1.5 points year on year), with a 1.8% share of the micro-mini segment (down 0.2 points) and a 4.1% total market share (up 0.9 points).

[Domestic sales of key models in November 2018]

CX-5:	5,186 units (up 64.6% year on year)
Mazda2 (Demio):	3,173 units (up 73.3%)
CX-8:	1,978 units (up 176.6%)

III. Exports

	Breakdown	Nov 2018		Jan - Nov 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	82,549	+6.1	749,043	+3.7
	North America	32,160	-2.1	266,742	+5.2
	Europe	18,409	+13.9	195,032	-0.1
	Oceania	10,950	+42.5	78,159	+3.6
	Others	21,030	-0.5	209,110	+5.4
	Total	82,549	+6.1	749,043	+3.7

Mazda's export volume in November 2018 increased 6.1% year on year due to increased shipments to Europe, Oceania and other regions.

[Exports of key models in November 2018]

CX-5:	37,524 units (down 2.8% year on year)
CX-3:	14,901 units (up 43.4%)
Mazda6:	10,261 units (up 41.5%)

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