



February 27, 2019

## Mazda Production and Sales Results for January 2019 (Flash Report)

Mazda Motor Corporation's production and sales results for January 2019 are summarized below.

### I. Production

	Breakdown	Jan 2019	
		Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	88,421	+18.3
	Commercial Vehicles	883	+16.2
	Total	89,304	+18.3
OVERSEAS PRODUCTION	Passenger Vehicles	33,305	-44.5
	Commercial Vehicles	3,531	+40.8
	Total	36,836	-41.1
GLOBAL PRODUCTION	Passenger Vehicles	121,726	-9.7
	Commercial Vehicles	4,414	+35.1
	Total	126,140	-8.6

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 January 2019 increased 18.3% year on year due to increased production of passenger and commercial vehicles.

[Domestic production of key models in January 2019]

CX-5: 37,289 units (up 15.0% year on year)  
Mazda3 (Axela): 23,448 units (up 69.2%)  
Mazda6 (Atenza): 6,833 units (up 27.4%)

#### 2. Overseas Production

Mazda's overseas production volume in January 2019 decreased 41.1% year on year due to decreased production of passenger vehicles.

[Overseas production of key models in January 2019]

Mazda3: 10,519 units (down 60.8% year on year)  
Mazda2: 10,443 units (up 20.8%)  
CX-4: 2,986 units (down 58.6%)

## II. Domestic Sales

	Breakdown	Jan 2019	
		Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	15,045	-6.0
	Commercial Vehicles	1,560	-7.9
	Registration Total	13,070	-6.8
	Micro-mini Total	3,535	-3.8
	Total	16,605	-6.2

Mazda's domestic sales volume in January 2019 decreased 6.2% year on year due to decreased sales of passenger and commercial vehicles. Mazda's registered vehicle market share was 5.2% (down 0.6 points year on year), with a 2.2% share of the micro-mini segment (down 0.2 points) and a 4.1% total market share (down 0.3 points).

[Domestic sales of key models in January 2019]

CX-5:	3,307 units (up 61.7% year on year)
CX-8:	3,105 units (up 5.8%)
Mazda2 (Demio):	2,517 units (down 38.6%)

## III. Exports

	Breakdown	Jan 2019	
		Units	YoY Change (%)
EXPORTS	Passenger Vehicles	67,147	-0.2
	North America	22,243	+27.4
	Europe	23,743	+13.5
	Oceania	4,511	-47.5
	Others	16,650	-18.1
	Total	67,147	-0.2

Mazda's export volume in January 2019 decreased 0.2% year on year due to decreased shipments to Oceania and other regions.

[Exports of key models in January 2019]

CX-5:	29,939 units (down 7.5% year on year)
Mazda3:	19,187 units (up 53.0%)
Mazda6:	6,180 units (up 10.3%)

#### IV. Global Sales

	Breakdown	Jan 2019	
		Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	16,605	-6.2
	U.S.A.	20,045	-19.7
	CHINA	22,844	-32.7
	Europe	21,123	-6.5
	Others	42,775	-7.2
	Overseas Sales	106,787	-16.3
	Total	123,392	-15.1

Mazda's global sales volume in January 2019 decreased 15.1% year on year due to decreased sales in Japan, the U.S., China, Europe and other regions.

[Global sales of key models in January 2019]

CX-5: 35,289 units (down 16.0% year on year)  
Mazda3: 29,896 units (down 22.2 %)  
Mazda2: 13,440 units (up 1.8%)

###