



October 30, 2019

Mazda Production and Sales Results for September 2019 and for April through September 2019 (Flash Report)

Mazda Motor Corporation's production and sales results for September 2019 and for April through September 2019 are summarized below.

I. Production

	Breakdown	Sep 2019		Apr - Sep 2019		Jan - Sep 2019	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	84,059	+5.6	498,095	+9.3	766,191	+8.0
	Commercial Vehicles	779	-20.3	5,172	-10.4	7,824	-8.5
	Total	84,838	+5.3	503,267	+9.1	774,015	+7.8
OVERSEAS PRODUCTION	Passenger Vehicles	37,605	-12.7	205,297	-25.5	317,411	-26.0
	Commercial Vehicles	2,932	-22.7	16,722	-16.4	25,939	-9.7
	Total	40,537	-13.5	222,019	-24.8	343,350	-25.0
GLOBAL PRODUCTION	Passenger Vehicles	121,664	-0.8	703,392	-3.8	1,083,602	-4.8
	Commercial Vehicles	3,711	-22.2	21,894	-15.1	33,763	-9.4
	Total	125,375	-1.6	725,286	-4.2	1,117,365	-5.0

Note 1) Overseas production figures indicate Mazda-brand units coming off the production line (excluding CKD units). Non-Mazda-brand passenger vehicles are included.

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

1. Domestic Production

(1) September 2019

Mazda's domestic production volume in September 2019 increased 5.3% year on year due to increased production of passenger vehicles.

[Domestic production of key models in September 2019]

CX-5: 26,848 units (down 22.8% year on year)
 MAZDA3: 15,652 units (up 40.8%)
 CX-30: 11,705 units

(2) April through September 2019

Mazda's total domestic production volume in the period from April through September 2019 increased 9.1% year on year due to increased production of passenger vehicles.

[Domestic production of key models in the period from April through September 2019]

CX-5: 230,143 units (up 2.2% year on year)
 MAZDA3 (includes Axela): 95,920 units (up 43.6%)
 CX-3: 53,267 units (down 21.0%)

2. Overseas Production

(1) September 2019

Mazda's overseas production volume in September 2019 decreased 13.5% year on year, reflecting decreased production of passenger and commercial vehicles.

[Overseas production of key models in September 2019]

MAZDA3: 12,386 units (down 29.8% year on year)
 MAZDA2: 7,338 units (down 7.8%)
 MAZDA6: 6,563 units (up 93.8%)

(2) April through September 2019

Mazda's total overseas production volume in the period from April through September 2019 decreased 24.8% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in the period from April through September 2019]

MAZDA3: 59,432 units (down 50.5% year on year)
 MAZDA2: 58,339 units (up 5.7%)
 MAZDA6: 23,739 units (down 1.0%)

II. Domestic Sales

	Breakdown	Sep 2019		Apr - Sep 2019		Jan - Sep 2019	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	25,262	+22.4	87,122	-4.3	145,762	-6.3
	Commercial Vehicles	2,440	+10.6	11,130	-5.0	17,249	-4.8
	Registration Total	23,659	+25.1	79,361	-3.0	132,843	-5.1
	Micro-mini Total	4,043	+2.9	18,891	-9.7	30,168	-10.5
	Total	27,702	+21.3	98,252	-4.4	163,011	-6.1

(1) September 2019

Mazda's domestic sales volume in September 2019 increased 21.3% year on year due to increased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 6.8% (up 0.7 points year on year), with a 2.0% share of the micro-mini segment (down 0.2 points) and a 5.1% total market share (up 0.4 points).

[Domestic sales of key models in September 2019]

MAZDA3 (includes Axela): 7,572 units (up 310.9% year on year)
 MAZDA2 (includes Demio): 5,650 units (up 21.8%)
 CX-5: 3,344 units (down 33.4%)

(2) April through September 2019

Mazda's domestic sales volume in the period from April through September 2019 decreased 4.4% year on year due to decreased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 4.8% (down 0.4 points year on year), with a 2.0% share of the micro-mini segment (down 0.3 points) and a 3.7% total market share (down 0.4 points).

[Domestic sales of key models in the period from April through September 2019]

MAZDA3 (includes Axela): 20,127 units (up 156.8% year on year)

MAZDA2 (includes Demio): 18,587 units (down 15.8%)

CX-5: 14,432 units (down 14.7%)

III. Exports

	Breakdown	Sep 2019		Apr - Sep 2019		Jan - Sep 2019	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	62,657	+6.5	423,319	+12.3	639,114	+8.9
	North America	16,200	-5.2	151,639	+13.1	228,584	+6.8
	Europe	23,882	+85.1	137,048	+41.3	204,688	+37.6
	Oceania	5,832	-15.9	34,237	-10.1	50,191	-13.5
	Others	16,743	-23.5	100,395	-6.9	155,651	-6.3
	Total	62,657	+6.5	423,319	+12.3	639,114	+8.9

(1) September 2019

Mazda's export volume in September 2019 increased 6.5% year on year due to increased shipments to Europe and other regions.

[Exports of key models in September 2019]

CX-5: 26,124 units (down 9.0 % year on year)

MAZDA3: 8,974 units (down 3.8%)

CX-30: 8,385 units

(2) April through September 2019

Mazda's export volume in the period from April through September 2019 increased 12.3% year on year due to increased shipments to North America, Europe and other regions.

[Exports of key models in the period from April through September 2019]

CX-19: 191,782 units (up 7.3% year on year)

MAZDA3: 75,772 units (up 27.1%)

CX-3: 50,204 units (down 14.9%)

IV. Global Sales

	Breakdown	Sep 2019		Apr - Sep 2019		Jan - Sep 2019	
		Units	YoY Change (%)	Units	YoY Change (%)	Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	27,702	+21.3	98,252	-4.4	163,011	-6.1
	U.S.A.	18,838	-11.4	137,334	-9.1	208,167	-11.5
	China	20,617	-5.9	109,275	-18.0	161,742	-23.2
	Europe	30,035	+10.8	136,246	+1.0	209,654	-0.5
	Others	40,526	-1.7	249,443	-8.8	379,552	-7.4
	Overseas Sales	110,016	-1.3	632,298	-8.8	959,115	-10.1
	Total	137,718	+2.5	730,550	-8.2	1,122,126	-9.5

(1) September 2019

Mazda's global sales volume in September 2019 increased 2.5% year on year due to increased sales in Japan, Europe and other regions.

[Global sales of key models in September 2019]

CX-5: 36,241 units (down 7.8% year on year)
 MAZDA3 (includes Axela): 32,760 units (up 6.2%)
 MAZDA2 (includes Demio): 16,357 units (down 0.4%)

(2) April through September 2019

Mazda's global sales volume in the period from April through September 2019 decreased 8.2% year on year due to decreased sales in Japan, the U.S., China and other regions.

[Global sales of key models in the period from April through September 2019]

CX-5: 220,890 units (down 3.2% year on year)
 MAZDA3 (includes Axela): 166,084 units (down 14.8%)
 MAZDA2 (includes Demio): 79,966 units (down 3.6%)

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