



December 25, 2019

Mazda Production and Sales Results for November 2019 (Flash Report)

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

I. Production

	Breakdown	November 2019		Jan - Nov 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	80,526	-14.2	928,813	+3.4
	Commercial Vehicles	790	-40.7	9,306	-15.9
	Total	81,316	-14.6	938,119	+3.2
OVERSEAS PRODUCTION	Passenger Vehicles	49,928	-3.5	404,208	-23.7
	Commercial Vehicles	2,163	-45.9	30,579	-15.0
	Total	52,091	-6.5	434,787	-23.1
GLOBAL PRODUCTION	Passenger Vehicles	130,454	-10.4	1,333,021	-6.6
	Commercial Vehicles	2,953	-44.6	39,885	-15.2
	Total	133,407	-11.6	1,372,906	-6.9

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

Mazda's total domestic production volume in November 2019 decreased 14.6% year on year due to decreased production of passenger and commercial vehicles.

[Domestic production of key models in November 2019]

CX-5: 33,507 units (down 16.3% year on year)
 MAZDA3: 12,872 units (up 19.0%)
 CX-30: 10,550 units

2. Overseas Production

Mazda's overseas production volume in November 2019 decreased 6.5% year on year, reflecting decreased production of passenger and commercial vehicles.

[Overseas production of key models in November 2019]

MAZDA3: 15,019 units (down 19.0% year on year)
 CX-4: 8,589 units (up 32.0%)
 MAZDA2: 7,369 units (down 38.6%)

II. Domestic Sales

	Breakdown	November 2019		Jan - Nov 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	11,180	-30.6	167,854	-8.8
	Commercial Vehicles	1,721	-7.8	20,415	-7.1
	Registration Total	10,523	-30.3	153,580	-7.7
	Micro-mini Total	2,378	-17.8	34,689	-12.4
	Total	12,901	-28.2	188,269	-8.6

Mazda's domestic sales volume in November 2019 decreased 28.2% year on year, reflecting decreased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 4.4% (down 1.0 points year on year), with a 1.6% share of the micro-mini segment (down 0.2 points) and a 3.3% total market share (down 0.8 points).

[Domestic sales of key models in November 2019]

CX-30: 2,689 units

MAZDA2 (includes Demio): 2,102 units (down 33.8% year on year)

MAZDA3 (includes Axela): 1,582 units (up 96.8%)

III. Exports

	Breakdown	November 2019		Jan - Nov 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	67,101	-18.7	779,269	+4.0
	North America	27,848	-13.4	281,216	+5.4
	Europe	17,685	-3.9	245,351	+25.8
	Oceania	3,598	-67.1	58,618	-25.0
	Others	17,970	-14.6	194,084	-7.2
	Total	67,101	-18.7	779,269	+4.0

Mazda's export volume in November 2019 decreased 18.7% year on year due to decreased shipments to North America, Europe, Oceania and other regions.

[Exports of key models in November 2019]

CX-5: 29,911 units (down 20.3% year on year)

MAZDA3: 10,481 units (up 9.9%)

CX-30: 8,943 units

IV. Global Sales

	Breakdown	November 2019		Jan - Nov 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	12,901	-28.2	188,269	-8.6
	U.S.A.	24,374	+18.0	252,061	-8.2
	China	21,634	+12.8	203,258	-19.3
	Europe	25,812	+21.7	260,252	+3.2
	Others	39,436	-15.6	457,324	-9.1
	Overseas Sales	111,256	+3.2	1,172,895	-8.5
	Total	124,157	-1.3	1,361,164	-8.5

Mazda's global sales volume in November 2019 decreased 1.3% year on year due to decreased sales in Japan and other regions.

[Global sales of key models in November 2019]

CX-5: 35,499 units (down 7.7% year on year)

MAZDA3 (includes Axela): 27,645 units (up 0.4%)

CX-3: 11,230 units (down 18.5%)

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