



January 30, 2020

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

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

I. Production

	Breakdown	December 2019		Jan - Dec 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	71,272	-17.3	1,000,085	+1.6
	Commercial Vehicles	884	-2.9	10,190	-14.9
	Total	72,156	-17.1	1,010,275	+1.4
OVERSEAS PRODUCTION	Passenger Vehicles	40,958	+29.6	445,166	-20.7
	Commercial Vehicles	1,897	-41.5	32,476	-17.2
	Total	42,855	+23.0	477,642	-20.5
GLOBAL PRODUCTION	Passenger Vehicles	112,230	-4.7	1,445,251	-6.5
	Commercial Vehicles	2,781	-33.1	42,666	-16.7
	Total	115,011	-5.7	1,487,917	-6.8

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) December 2019

Mazda's domestic production volume in December 2019 decreased 17.1% year on year due to decreased production of passenger and commercial vehicles.

[Domestic production of key models in December 2019]

CX-5: 25,597 units (down 31.4% year on year)
 MAZDA3: 11,452 units (down 34.2%)
 CX-30: 10,363 units

(2) January through December 2019

Mazda's total domestic production volume in the period from January through December 2019 increased 1.4% year on year due to increased production of passenger vehicles.

[Domestic production of key models in the period from January through December 2019]

CX-5: 409,414 units (down 4.6% year on year)
 MAZDA3 (includes Axela): 184,055 units (up 24.6%)
 CX-3: 92,505 units (down 30.6%)

2. Overseas Production

(1) December 2019

Mazda's overseas production volume in December 2019 increased 23.0% year on year, reflecting increased production of passenger vehicles.

[Overseas production of key models in December 2019]

MAZDA3: 12,223 units (up 32.2% year on year)
 CX-4: 8,046 units (up 103.7%)
 CX-30: 6,855 units

(2) January through December 2019

Mazda's total overseas production volume in the period from January through December 2019 decreased 20.5% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in the period from January through December 2019]

MAZDA3: 138,540 units (down 39.9% year on year)
 MAZDA2: 110,455 units (down 2.5%)
 CX-4: 51,423 units (down 19.3%)

II. Domestic Sales

	Breakdown	December 2019		Jan - Dec 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	13,754	+3.8	181,629	-7.9
	Commercial Vehicles	1,531	+2.6	21,947	-6.5
	Registration Total	13,063	+6.1	166,659	-6.7
	Micro-mini Total	2,222	-8.6	36,917	-12.2
	Total	15,285	+3.7	203,576	-7.8

(1) December 2019

Mazda's domestic sales volume in December 2019 increased 3.7% year on year due to increased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 5.8% (up 0.9 points year on year), with a 1.9% share of the micro-mini segment (up 0.1 points) and a 4.4% total market share (up 0.6 points).

[Domestic sales of key models in December 2019]

CX-30: 3,225 units
 MAZDA3 (includes Axela): 2,790 units (up 203.6% year on year)
 MAZDA2 (includes Demio): 2,199 units (down 11.5%)

(2) January through December 2019

Mazda's domestic sales volume in the period from January through December 2019 decreased 7.8% year on year due to decreased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 5.1% (down 0.2 points year on year), with a 1.9% share of the micro-mini segment (down 0.3 points) and a 3.9% total market share (down 0.3 points).

[Domestic sales of key models in the period from January through December 2019]

MAZDA2 (includes Demio): 37,823 units (down 21.5% year on year)

CX-5: 31,536 units (down 17.6%)

MAZDA3 (includes Axela): 30,712 units (up 72.7%)

III. Exports

	Breakdown	December 2019		Jan - Dec 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	70,575	-12.8	849,844	+2.4
	North America	32,730	+3.0	313,946	+5.2
	Europe	16,427	-15.0	261,778	+22.1
	Oceania	3,628	-42.8	62,246	-26.3
	Others	17,790	-24.3	211,874	-8.9
	Total	70,575	-12.8	849,844	+2.4

(1) December 2019

Mazda's export volume in December 2019 decreased 12.8% year on year due to decreased shipments to Europe, Oceania and other regions.

[Exports of key models in December 2019]

CX-5: 30,367 units (down 17.4 % year on year)

MAZDA3: 10,416 units (down 36.0%)

CX-30: 7,234 units

(2) January through December 2019

Mazda's export volume in the period from January through December 2019 increased 2.4% year on year due to increased shipments to North America, Europe and other regions.

[Exports of key models in the period from January through December 2019]

CX-5: 380,452 units (down 3.1% year on year)

MAZDA3: 153,673 units (up 17.8%)

CX-3: 83,620 units (down 29.9%)

IV. Global Sales

	Breakdown	December 2019		Jan - Dec 2019	
		Units	YoY Change (%)	Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	15,285	+3.7	203,576	-7.8
	U.S.A.	26,491	+2.4	278,552	-7.2
	China	24,492	+19.2	227,750	-16.4
	Europe	31,787	+58.6	292,039	+7.3
	Others	38,585	-15.7	495,906	-9.6
	Overseas Sales	121,355	+8.1	1,294,247	-7.1
	Total	136,640	+7.6	1,497,823	-7.2

(1) December 2019

Mazda's global sales volume in December 2019 increased 7.6% year on year due to increased sales in Japan, the U.S., China, Europe and other regions.

[Domestic sales of key models in December 2019]

CX-5: 38,682 units (down 4.8% year on year)
 MAZDA3 (includes Axela): 29,740 units (up 8.9%)
 MAZDA6 (includes Atenza): 11,983 units (up 4.3%)

(2) January through December 2019

Mazda's global sales volume in the period from January through December 2019 decreased 7.2% 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 January through December 2019]

CX-5: 444,262 units (down 5.4% year on year)
 MAZDA3 (includes Axela): 333,162 units (down 14.1%)
 MAZDA2 (includes Demio): 157,164 units (down 8.0%)

###