



March 30, 2020

## Mazda Production and Sales Results for February 2020 (Flash Report)

Mazda Motor Corporation's production and sales results for February 2020 are summarized below.

### I. Production

	Breakdown	February 2020		Jan - Feb 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	75,004	-17.2	155,912	-12.9
	Commercial Vehicles	1,336	+69.8	2,306	+38.1
	Total	76,340	-16.4	158,218	-12.4
OVERSEAS PRODUCTION	Passenger Vehicles	21,937	-28.6	62,728	-2.0
	Commercial Vehicles	1,641	-45.6	5,032	-23.2
	Total	23,578	-30.1	67,760	-4.0
GLOBAL PRODUCTION	Passenger Vehicles	96,941	-20.0	218,640	-10.0
	Commercial Vehicles	2,977	-21.8	7,338	-10.7
	Total	99,918	-20.1	225,978	-10.0

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 February 2020 decreased 16.4% year on year due to decreased production of passenger vehicles.

[Domestic production of key models in February 2020]

CX-5: 30,392 units (down 19.9% year on year)  
 MAZDA3: 12,833 units (down 21.4%)  
 CX-30: 9,288 units

#### 2. Overseas Production

Mazda's overseas production volume in February 2020 decreased 30.1% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in February 2020]

CX-30: 11,895 units  
 MAZDA3: 4,717 units (down 51.5% year on year)  
 MAZDA2: 4,223 units (down 58.4%)

## II. Domestic Sales

	Breakdown	February 2020		Jan - Feb 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	15,993	-11.5	29,563	-10.8
	Commercial Vehicles	1,819	-1.9	3,440	+0.7
	Registration Total	14,903	-9.6	27,655	-6.4
	Micro-mini Total	2,909	-15.5	5,348	-23.4
	<b>Total</b>	<b>17,812</b>	<b>-10.6</b>	<b>33,003</b>	<b>-9.7</b>

Mazda's domestic sales volume in February 2020 decreased 10.6% year on year due to decreased sales of passenger and commercial vehicles. Mazda's registered vehicle market share was 5.6% (up 0.1 points year on year), with a 1.8% share of the micro-mini segment (down 0.1 points) and a 4.1% total market share (down 0.1 points).

[Domestic sales of key models in February 2020]

CX-30: 3,707 units  
 CX-5: 2,982 units (down 27.0% year on year)  
 MAZDA2 (includes Demio): 2,412 units (down 34.0%)

## III. Exports

	Breakdown	February 2020		Jan - Feb 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	65,067	-15.2	124,461	-13.5
	North America	28,008	-1.6	55,346	+9.1
	Europe	17,196	-26.5	29,499	-37.4
	Oceania	5,690	-13.3	11,377	+2.7
	Others	14,173	-22.5	28,239	-19.2
	<b>Total</b>	<b>65,067</b>	<b>-15.2</b>	<b>124,461</b>	<b>-13.5</b>

Mazda's export volume in February 2020 decreased 15.2% year on year due to decreased shipments to North America, Europe, Oceania and other regions.

[Exports of key models in February 2020]

CX-5: 29,836 units (down 17.6% year on year)  
 MAZDA3: 10,462 units (down 29.1%)  
 CX-30: 6,285 units

#### IV. Global Sales

	Breakdown	February 2020		Jan - Feb 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	17,812	-10.6	33,003	-9.7
	U.S.A.	28,385	+19.0	52,006	+18.5
	China	2,430	-79.0	23,393	-32.0
	Europe	14,161	-26.1	29,752	-26.2
	Others	35,193	-11.4	71,537	-13.3
	Overseas Sales	80,169	-15.0	176,688	-12.1
	Total	97,981	-14.2	209,691	-11.8

Mazda's global sales volume in February 2020 decreased 14.2% year on year due to decreased sales in Japan, China, Europe and other regions.

[Global sales of key models in February 2020]

CX-5: 30,832 units (down 13.2% year on year)

MAZDA3: 15,504 units (down 31.6 %)

CX-30: 15,349units

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