



August 28, 2020

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

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

### I. Production

	Breakdown	July 2020		Jan - Jul 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	68,546	-22.2	354,889	-41.6
	Commercial Vehicles	555	-34.9	6,241	-0.5
	Total	69,101	-22.3	361,130	-41.2
OVERSEAS PRODUCTION	Passenger Vehicles	32,178	-6.4	218,829	-8.9
	Commercial Vehicles	241	-91.8	9,752	-50.8
	Total	32,419	-13.1	228,581	-12.1
GLOBAL PRODUCTION	Passenger Vehicles	100,724	-17.8	573,718	-32.3
	Commercial Vehicles	796	-79.1	15,993	-38.7
	Total	101,520	-19.6	589,711	-32.5

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 July 2020 decreased 22.3% year on year due to decreased production of passenger and commercial vehicles.

[Domestic production of key models in July 2020]

CX-5: 35,609 units (up 3.7% year on year)  
 MAZDA3: 6,840 units (down 59.3%)  
 MAZDA6: 4,484 units (down 45.4%)

#### 2. Overseas Production

Mazda's overseas production volume in July 2020 decreased 13.1% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in July 2020]

CX-30: 10,967 units  
 MAZDA3: 7,893 units (down 34.6% year on year)  
 CX-4: 4,218 units (up 1.8%)

## II. Domestic Sales

	Breakdown	July 2020		Jan - Jul 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	11,903	-21.3	91,504	-15.0
	Commercial Vehicles	1,541	-20.3	11,276	-14.8
	Registration Total	10,015	-28.3	82,943	-15.2
	Micro-mini Total	3,429	+10.5	19,837	-14.1
	Total	13,444	-21.2	102,780	-15.0

Mazda's domestic sales volume in July 2020 decreased 21.2% year on year due to decreased sales of passenger and commercial vehicles. Mazda's registered vehicle market share was 4.2% (down 0.4 points year on year), with a 2.2% share of the micro-mini segment (up 0.2 points) and a 3.4% total market share (down 0.3 points).

[Domestic sales of key models in July 2020]

MAZDA2 (includes Demio): 2,128 units (down 34.5% year on year)

CX-30: 1,684 units

CX-5: 1,579 units (down 38.4%)

## III. Exports

	Breakdown	July 2020		Jan - Jul 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	51,040	-33.4	276,592	-45.9
	North America	34,870	+62.7	127,585	-34.1
	Europe	6,520	-76.7	59,837	-61.2
	Oceania	7,174	+0.4	31,859	-19.5
	Others	2,476	-87.6	57,311	-53.9
	Total	51,040	-33.4	276,592	-45.9

Mazda's export volume in July 2020 decreased 33.4% year on year due to decreased shipments to Europe and other regions.

[Exports of key models in July 2020]

CX-5: 32,413 units (up 3.9% year on year)

MAZDA3: 3,706 units (down 69.4%)

MAZDA6: 3,522 units (down 50.7%)

#### IV. Global Sales

	Breakdown	July 2020		Jan - Jul 2020	
		Units	YoY Change (%)	Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	13,444	-21.2	102,780	-15.0
	U.S.A.	24,085	+3.4	152,954	-5.5
	China	17,750	+4.1	115,080	-6.7
	Europe	18,098	-13.4	91,009	-43.7
	Others	33,789	-24.3	202,913	-32.3
	Overseas Sales	93,722	-11.5	561,956	-24.7
	Total	107,166	-12.8	664,736	-23.4

Mazda's global sales volume in July 2020 decreased 12.8% year on year due to decreased sales in Japan, Europe and other regions.

[Global sales of key models in July 2020]

CX-5: 31,072 units (down 18.6% year on year)

MAZDA3: 20,088 units (down 26.7%)

CX-30: 17,361 units (up 247914.3%)

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