



Nov. 27, 2020

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

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

### I. Production

|                     | Breakdown           | October 2020 |                | Jan - Oct 2020 |                |
|---------------------|---------------------|--------------|----------------|----------------|----------------|
|                     |                     | Units        | YoY Change (%) | Units          | YoY Change (%) |
| DOMESTIC PRODUCTION | Passenger Vehicles  | 85,095       | +3.7           | 583,684        | -31.2          |
|                     | Commercial Vehicles | 0            | -100.0         | 6,655          | -21.9          |
|                     | Total               | 85,095       | +2.8           | 590,339        | -31.1          |
| OVERSEAS PRODUCTION | Passenger Vehicles  | 41,948       | +13.8          | 341,577        | -3.6           |
|                     | Commercial Vehicles | 645          | -74.0          | 11,448         | -59.7          |
|                     | Total               | 42,593       | +8.3           | 353,025        | -7.8           |
| GLOBAL PRODUCTION   | Passenger Vehicles  | 127,043      | +6.8           | 925,261        | -23.1          |
|                     | Commercial Vehicles | 645          | -79.6          | 18,103         | -51.0          |
|                     | Total               | 127,688      | +4.5           | 943,364        | -23.9          |

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 domestic production volume in October 2020 increased 2.8% year on year due to increased production of passenger vehicles.

[Domestic production of key models in October 2020]

CX-5: 40,806 units (up 26.9% year on year)  
 MAZDA3: 14,768 units (up 14.5%)  
 CX-3: 8,094 units (up 81.0%)

#### 2. Overseas Production

Mazda's overseas production volume in October 2020 increased 8.3% year on year due to increased production of passenger vehicles.

[Overseas production of key models in October 2020]

CX-30: 13,912 units (up 646.0% year on year)  
 MAZDA3: 9,134 units (down 36.3%)  
 MAZDA2: 8,057 units (up 30.6%)

## II. Domestic Sales

|                | Breakdown           | October 2020 |                | Jan - Oct 2020 |                |
|----------------|---------------------|--------------|----------------|----------------|----------------|
|                |                     | Units        | YoY Change (%) | Units          | YoY Change (%) |
| DOMESTIC SALES | Passenger Vehicles  | 12,543       | +15.7          | 135,547        | -13.5          |
|                | Commercial Vehicles | 1,391        | -3.5           | 15,693         | -16.1          |
|                | Registration Total  | 10,786       | +6.3           | 120,914        | -15.5          |
|                | Micro-mini Total    | 3,148        | +47.3          | 30,326         | -6.1           |
|                | Total               | 13,934       | +13.5          | 151,240        | -13.8          |

Mazda's domestic sales volume in October 2020 increased 13.5% year on year due to increased sales of passenger vehicles.

Mazda's registered vehicle market share was 4.3% (down 1.0 points year on year), with a 2.1% share of the micro-mini segment (up 0.4 points) and a 3.4% total market share (down 0.5 points).

[Domestic sales of key models in October 2020]

|         |                                      |
|---------|--------------------------------------|
| MAZDA2: | 2,159 units (down 5.7% year on year) |
| CX-5:   | 1,831 units (up 62.5%)               |
| CX-30:  | 1,808 units (down 28.2%)             |

## III. Exports

|         | Breakdown          | October 2020 |                | Jan - Oct 2020 |                |
|---------|--------------------|--------------|----------------|----------------|----------------|
|         |                    | Units        | YoY Change (%) | Units          | YoY Change (%) |
| EXPORTS | Passenger Vehicles | 78,143       | +7.0           | 470,008        | -34.0          |
|         | North America      | 35,391       | +42.8          | 214,472        | -15.4          |
|         | Europe             | 18,450       | -19.7          | 105,991        | -53.4          |
|         | Oceania            | 9,792        | +102.8         | 56,419         | +2.5           |
|         | Others             | 14,510       | -29.1          | 93,126         | -47.1          |
|         | Total              | 78,143       | +7.0           | 470,008        | -34.0          |

Mazda's export volume in October 2020 increased 7.0% year on year due to increased shipments to North America and Oceania.

[Exports of key models in October 2020]

|         |                                       |
|---------|---------------------------------------|
| CX-5:   | 38,255 units (up 35.5 % year on year) |
| MAZDA3: | 13,215 units (up 19.2%)               |
| CX-3:   | 7,821 units (up 76.8%)                |

#### IV. Global Sales

|              | Breakdown      | October 2020 |                | Jan - Oct 2020 |                |
|--------------|----------------|--------------|----------------|----------------|----------------|
|              |                | Units        | YoY Change (%) | Units          | YoY Change (%) |
| GLOBAL SALES | Domestic Sales | 13,934       | +13.5          | 151,240        | -13.8          |
|              | U.S.A.         | 22,736       | +16.5          | 226,016        | -0.7           |
|              | China          | 19,681       | -1.0           | 173,010        | -4.7           |
|              | Europe         | 16,851       | -32.0          | 143,664        | -38.7          |
|              | Others         | 38,195       | -0.4           | 308,939        | -26.1          |
|              | Overseas Sales | 97,463       | -4.9           | 851,629        | -19.8          |
|              | Total          | 111,397      | -3.0           | 1,002,869      | -18.9          |

Mazda's global sales volume in October 2020 decreased 3.0% year on year due to decreased sales in China, Europe and other regions.

#### [Global sales of key models in October 2020]

CX-5: 32,520 units (up 1.6% year on year)

MAZDA3 (includes Axela): 22,150 units (down 17.3%)

CX-30: 17,262 units (up 188.1%)

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