



Jan. 28, 2021

## Mazda Production and Sales Results for December 2020 and for January through December 2020 (Flash Report)

Mazda Motor Corporation's production and sales results for December 2020 and for January through December 2020 are summarized below.

### I. Production

|                     | Breakdown           | December 2020 |                | Jan - Dec 2020 |                |
|---------------------|---------------------|---------------|----------------|----------------|----------------|
|                     |                     | Units         | YoY Change (%) | Units          | YoY Change (%) |
| DOMESTIC PRODUCTION | Passenger Vehicles  | 78,490        | +10.1          | 740,378        | -26.0          |
|                     | Commercial Vehicles | 0             | -100.0         | 6,655          | -34.7          |
|                     | Total               | 78,490        | +8.8           | 747,033        | -26.1          |
| OVERSEAS PRODUCTION | Passenger Vehicles  | 31,712        | -22.6          | 414,458        | -6.9           |
|                     | Commercial Vehicles | 955           | -49.7          | 13,648         | -58.0          |
|                     | Total               | 32,667        | -23.8          | 428,106        | -10.4          |
| GLOBAL PRODUCTION   | Passenger Vehicles  | 110,202       | -1.8           | 1,154,836      | -20.1          |
|                     | Commercial Vehicles | 955           | -65.7          | 20,303         | -52.4          |
|                     | Total               | 111,157       | -3.4           | 1,175,139      | -21.0          |

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 2020

Mazda's domestic production volume in December 2020 increased 8.8% year on year due to increased production of passenger vehicles.

[Domestic production of key models in December 2020]

CX-5: 31,989 units (up 25.0% year on year)  
 MAZDA3: 14,773 units (up 29.0%)  
 CX-3: 5,886 units (up 51.7%)

#### (2) January through December 2020

Mazda's total domestic production volume in the period from January through December 2020 decreased 26.1% year on year due to decreased production of passenger and commercial vehicles.

[Domestic production of key models in the period from January through December 2020]

CX-5: 312,303 units (down 23.7% year on year)  
 MAZDA3: 112,071 units (down 39.1%)  
 CX-30: 72,051 units (up 24.5%)

## 2. Overseas Production

### (1) December 2020

Mazda's overseas production volume in December 2020 decreased 23.8% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in December 2020]

CX-30: 10,278 units (up 49.9% year on year)  
 MAZDA3: 8,918 units (down 27.0%)  
 MAZDA2: 5,076 units (up 6.5%)

### (2) January through December 2020

Mazda's total overseas production volume in the period from January through December 2020 decreased 10.4% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in the period from January through December 2020]

MAZDA3: 110,505 units (down 20.2% year on year)  
 CX-30: 125,453 units (up 681.3%)  
 MAZDA2: 55,897 units (down 49.4%)

## II. Domestic Sales

|                | Breakdown           | December 2020 |                | Jan - Dec 2020 |                |
|----------------|---------------------|---------------|----------------|----------------|----------------|
|                |                     | Units         | YoY Change (%) | Units          | YoY Change (%) |
| DOMESTIC SALES | Passenger Vehicles  | 11,895        | -13.6          | 159,097        | -12.4          |
|                | Commercial Vehicles | 1,011         | -34.0          | 17,946         | -18.2          |
|                | Registration Total  | 10,475        | -19.9          | 141,392        | -15.2          |
|                | Micro-mini Total    | 2,431         | +9.3           | 35,651         | -3.4           |
|                | Total               | 12,906        | -15.6          | 177,043        | -13.0          |

### (1) December 2020

Mazda's domestic sales volume in December 2020 decreased 15.6% year on year due to decreased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 4.3% (down 1.5 points year on year), with a 1.8% share of the micro-mini segment (down 0.1 points) and a 3.4% total market share (down 1.0 point).

[Domestic sales of key models in December 2020]

CX-5: 2,232 units (up 144.7% year on year)  
 MAZDA2 (includes Demio): 1,770 units (down 19.5%)  
 CX-8: 1,244 units (down 31.6%)

## (2) January through December 2020

Mazda's domestic sales volume in the period from January through December 2020 decreased 13.0% year on year due to decreased sales of passenger and commercial vehicles.

Mazda's registered vehicle market share was 4.9% (down 0.2 points year on year), with a 2.1% share of the micro-mini segment (up 0.2 points) and a 3.8% total market share (down 0.1 points).

[Domestic sales of key models in the period from January through December 2020]

MAZDA2 (includes Demio): 28,473 units (down 24.7% year on year)

CX-30: 26,989 units (up 197.9%)

CX-5: 24,211 units (down 23.2%)

## III. Exports

|         | Breakdown          | December 2020 |                | Jan - Dec 2020 |                |
|---------|--------------------|---------------|----------------|----------------|----------------|
|         |                    | Units         | YoY Change (%) | Units          | YoY Change (%) |
| EXPORTS | Passenger Vehicles | 64,158        | -9.1           | 606,075        | -28.7          |
|         | North America      | 29,153        | -10.9          | 274,310        | -12.6          |
|         | Europe             | 10,768        | -34.4          | 140,973        | -46.1          |
|         | Oceania            | 6,904         | +90.3          | 68,422         | +9.9           |
|         | Others             | 17,333        | -2.6           | 122,370        | -42.2          |
|         | Total              | 64,158        | -9.1           | 606,075        | -28.7          |

## (1) December 2020

Mazda's export volume in December 2020 decreased 9.1% year on year due to decreased shipments to North America, Europe and other regions.

[Exports of key models in December 2020]

CX-5: 30,851 units (up 1.6% year on year)

MAZDA3: 8,037 units (down 22.8%)

CX-3: 4,948 units (up 23.3%)

## (2) January through December 2020

Mazda's export volume in the period from January through December 2020 decreased 28.7% year on year due to decreased shipments to North America, Europe, and other regions.

[Exports of key models in the period from January through December 2020]

CX-5: 287,972 units (down 24.3% year on year)

MAZDA3: 88,743 units (down 42.3%)

CX-3: 51,438 units (down 38.5%)

#### IV. Global Sales

|              | Breakdown      | December 2020 |                | Jan - Dec 2020 |                |
|--------------|----------------|---------------|----------------|----------------|----------------|
|              |                | Units         | YoY Change (%) | Units          | YoY Change (%) |
| GLOBAL SALES | Domestic Sales | 12,906        | -15.6          | 177,043        | -13.0          |
|              | U.S.A.         | 31,308        | +18.2          | 279,076        | +0.2           |
|              | China          | 22,838        | -6.8           | 214,574        | -5.8           |
|              | Europe         | 19,174        | -39.7          | 180,262        | -38.3          |
|              | Others         | 42,104        | +9.2           | 392,050        | -20.9          |
|              | Overseas Sales | 115,424       | -4.9           | 1,065,962      | -17.6          |
|              | Total          | 128,330       | -6.1           | 1,243,005      | -17.0          |

##### (1) December 2020

Mazda's global sales volume in December 2020 decreased 6.1% year on year due to decreased sales in China and Europe.

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

CX-5: 39,792 units (up 2.9% year on year)  
 MAZDA3: 22,388 units (down 24.7%)  
 CX-30: 18,059 units (up 75.3%)

##### (2) January through December 2020

Mazda's global sales volume in the period from January through December 2020 decreased 17.0% year on year due to decreased sales in China, Europe and other regions.

##### [Global sales of key models in the period from January through December 2020]

CX-5: 361,051 units (down 18.7% year on year)  
 MAZDA3 (includes Axela): 239,498 units (down 28.1%)  
 CX-30: 178,921 units (up 522.3%)

###