



December 27, 2023

Mazda Production and Sales Results for November 2023

Mazda Motor Corporation's production and sales results for November 2023 are summarized below.

I. Production

| | Breakdown | November 2023 | | Jan - Nov 2023 | |
|---------------------|--------------------|---------------|----------------|----------------|----------------|
| | | Units | YoY Change (%) | Units | YoY Change (%) |
| DOMESTIC PRODUCTION | Passenger Vehicles | 73,560 | +7.5 | 772,457 | +14.9 |
| | Total | 73,560 | +7.5 | 772,457 | +14.9 |
| OVERSEAS PRODUCTION | Passenger Vehicles | 40,433 | +15.1 | 378,871 | +15.2 |
| | Total | 40,433 | +15.1 | 378,871 | +15.2 |
| GLOBAL PRODUCTION | Passenger Vehicles | 113,993 | +10.1 | 1,151,328 | +15.0 |
| | Total | 113,993 | +10.1 | 1,151,328 | +15.0 |

1. Domestic Production

Mazda's domestic production volume in November 2023 increased 7.5% year on year due to increased production of passenger vehicles.

[Domestic production of key models in November 2023]

CX-5: 35,834 units (up 10.6% year on year)

CX-30: 8,574 units (up 29.1%)

MAZDA3: 8,259 units (down 5.6%)

2. Overseas Production

Mazda's overseas production volume in November 2023 increased 15.1% year on year due to increased production of passenger vehicles.

[Overseas production of key models in November 2023]

CX-30: 12,762 units (up 42.6% year on year)

MAZDA3: 9,675 units (up 25.9%)

CX-50: 7,643 units (up 93.1%)

II. Domestic Sales

| | Breakdown | November 2023 | | Jan - Nov 2023 | |
|----------------|---------------------|---------------|----------------|----------------|----------------|
| | | Units | YoY Change (%) | Units | YoY Change (%) |
| DOMESTIC SALES | Passenger Vehicles | 12,314 | +13.6 | 156,042 | +12.4 |
| | Commercial Vehicles | 909 | -10.5 | 11,155 | +8.0 |
| | Registration Total | 10,538 | +16.7 | 133,766 | +10.1 |
| | Micro-mini Total | 2,685 | -5.2 | 33,431 | +21.3 |
| | Total | 13,223 | +11.5 | 167,197 | +12.1 |

Mazda's domestic sales volume in November 2023 increased 11.5% year on year due to increased sales of passenger vehicles.

Mazda's registered vehicle market share was 4.1% (unchanged year on year), with a 1.7% share of the micro-mini segment (down 0.1 points) and a 3.2% total market share (up 0.1 points).

[Domestic sales of key models in November 2023]

CX-5: 2,008 units (up 32.1% year on year)

CX-8: 1,614 units (up 415.7%)

MAZDA2: 1,483 units (down 11.1%)

III. Exports

| | Breakdown | November 2023 | | Jan - Nov 2023 | |
|---------|--------------------|---------------|----------------|----------------|----------------|
| | | Units | YoY Change (%) | Units | YoY Change (%) |
| EXPORTS | Passenger Vehicles | 62,063 | +9.2 | 649,283 | +18.1 |
| | North America | 26,343 | +41.7 | 262,623 | +16.8 |
| | Europe | 17,637 | +4.9 | 172,816 | +43.8 |
| | Oceania | 4,843 | -22.6 | 62,799 | -4.7 |
| | Others | 13,240 | -12.8 | 151,045 | +8.6 |
| | Total | 62,063 | +9.2 | 649,283 | +18.1 |

Mazda's export volume in November 2023 increased 9.2% year on year due to increased shipments to North America and Europe.

[Exports of key models in November 2023]

CX-5: 31,764 units (up 19.4% year on year)

MAZDA3: 6,558 units (down 4.9%)

CX-90: 6,275 units

IV. Global Sales

| | Breakdown | November 2023 | | Jan - Nov 2023 | |
|--------------|----------------|---------------|----------------|----------------|----------------|
| | | Units | YoY Change (%) | Units | YoY Change (%) |
| GLOBAL SALES | Domestic Sales | 13,223 | +11.5 | 167,197 | +12.1 |
| | U.S.A. | 27,715 | +3.0 | 323,836 | +21.0 |
| | China | 8,553 | +43.5 | 75,422 | -23.2 |
| | Europe | 15,064 | +18.9 | 171,629 | +25.8 |
| | Others | 39,152 | +24.4 | 397,170 | +8.0 |
| | Overseas Sales | 90,484 | +17.5 | 968,057 | +11.3 |
| | Total | 103,707 | +16.7 | 1,135,254 | +11.4 |

Mazda's global sales volume in November 2023 increased 16.7% year on year due to increased sales in other regions, China, and Europe.

[Global sales of key models in November 2023]

CX-5: 27,885 units (down 5.8% year on year)

MAZDA3: 17,175 units (up 41.3%)

CX-30: 16,367 units (up 39.2%)

End

- * Overseas production figures indicate Mazda-brand units coming off the production line (excluding CKD units).
- * Global production figures are the sum total of domestic and overseas production volumes.
- * All information in this press release is as of the release date. No updates after that date are reflected.