



January 30, 2024

## Mazda Production and Sales Results for December 2023 and for January through December 2023

Mazda Motor Corporation's production and sales results for December 2023 and for January through December 2023 are summarized below.

### I. Production

	Breakdown	Dec-23		Jan - Dec 2023	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	66,713	+7.0	839,170	+14.2
	Total	66,713	+7.0	839,170	+14.2
OVERSEAS PRODUCTION	Passenger Vehicles	35,613	+26.4	414,484	+16.1
	Total	35,613	+26.4	414,484	+16.1
GLOBAL PRODUCTION	Passenger Vehicles	102,326	+13.0	1,253,654	+14.8
	Total	102,326	+13.0	1,253,654	+14.8

#### 1. Domestic Production

##### (1) December 2023

Mazda's domestic production volume in December 2023 increased 7.0% year on year due to increased production of passenger vehicles.

[Domestic production of key models in December 2023]

CX-5: 33,075 units (up 20.1% year on year)  
 MAZDA3: 7,687 units (down 5.9%)  
 CX-30: 7,321 units (up 72.2%)

##### (2) January through December 2023

Mazda's total domestic production volume in the period from January through December 2023 increased 14.2% year on year due to increased production of passenger vehicles.

[Domestic production of key models in the period from January through December 2023]

CX-5: 366,149 units (up 3.5% year on year)  
 MAZDA3: 101,764 units (up 31.4%)  
 CX-30: 88,340 units (up 50.1%)

## 2. Overseas Production

### (1) December 2023

Mazda's overseas production volume in December 2023 increased 26.4% year on year due to increased production of passenger vehicles.

[Overseas production of key models in December 2023]

CX-30:	10,632 units (up 14.9% year on year)
MAZDA3:	10,033 units (up 52.4%)
CX-50:	6,531 units (up 104.7%)

### (2) January through December 2023

Mazda's total overseas production volume in the period from January through December 2023 increased 16.1% year on year due to increased production of passenger vehicles.

[Overseas production of key models in the period from January through December 2023]

CX-30:	141,579 units (up 16.7% year on year)
MAZDA3:	93,466 units (up 2.7%)
CX-50:	72,328 units (up 132.6%)

## II. Domestic Sales

	Breakdown	Dec-23		Jan - Dec 2023	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	9,717	-14.0	165,761	+10.5
	Commercial Vehicles	871	-1.9	12,027	+7.2
	Registration Total	8,718	-9.9	142,487	+8.6
	Micro-mini Total	1,870	-25.6	35,301	+17.3
	Total	10,588	-13.1	177,788	+10.2

### (1) December 2023

Mazda's domestic sales volume in December 2023 decreased 13.1% year on year due to decreased sales of passenger vehicles.

Mazda's registered vehicle market share was 3.8% (down 0.8 points year on year), with a 1.4% share of the micro-mini segment (down 0.5 points) and a 2.9% total market share (down 0.6 points).

[Domestic sales of key models in December 2023]

CX-5:	1,769 units (down 1.6% year on year)
CX-8:	1,610 units (up 79.9%)
MAZDA2:	1,581 units (up 0.7%)

(2) January through December 2023

Mazda's domestic sales volume in the period from January through December 2023 increased 10.2% year on year due to increased sales of passenger vehicles.

Mazda's registered vehicle market share was 4.7% (down 0.4 points year on year), with a 2.0% share of the micro-mini segment (up 0.2 points) and a 3.7% total market share (down 0.1 points).

[Domestic sales of key models in the period from January through December 2023]

CX-5: 25,706 units (down 18.1% year on year)

CX-60: 23,916 units (up 316.1%)

MAZDA2: 20,684 units (down 15.4%)

III. Exports

	Breakdown	Dec-23		Jan - Dec 2023	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	67,023	+19.5	716,306	+18.2
	North America	32,502	+67.4	295,125	+20.9
	Europe	18,206	+45.1	191,022	+43.9
	Oceania	5,045	-37.6	67,844	-8.3
	Others	11,270	-29.7	162,315	+4.7
	Total	67,023	+19.5	716,306	+18.2

(1) December 2023

Mazda's export volume in December 2023 increased 19.5% year on year due to increased shipments to North America and Europe.

[Exports of key models in December 2023]

CX-5: 37,124 units (up 30.4% year on year)

MAZDA3: 7,493 units (up 4.1%)

CX-30: 6,161 units (up 81.2%)

(2) January through December 2023

Mazda's export volume in the period from January through December 2023 increased 18.2% year on year due to increased shipments to North America and Europe.

[Exports of key models in the period from January through December 2023]

CX-5: 342,384 units (up 7.0% year on year)

MAZDA3: 88,230 units (up 40.5%)

CX-30: 68,066 units (up 58.2%)

#### IV. Global Sales

	Breakdown	Dec-23		Jan - Dec 2023	
		Units	YoY Change (%)	Units	YoY Change (%)
GLOBAL SALES	Domestic Sales	10,588	-13.1	177,788	+10.2
	U.S.A.	39,517	+44.8	363,355	+23.2
	China	9,527	-3.6	84,949	-21.4
	Europe	15,025	+0.7	186,705	+23.4
	Others	34,650	+6.2	431,816	+7.8
	Overseas Sales	98,719	+16.5	1,066,825	+11.7
	Total	109,307	+12.8	1,244,613	+11.5

##### (1) December 2023

Mazda's global sales volume in December 2023 increased 12.8% year on year due to increased sales in the U.S., Europe and other regions.

[Global sales of key models in December 2023]

CX-5: 37,539 units (up 22.9% year on year)

MAZDA3: 16,037 units (up 3.5%)

CX-30: 15,481 units (up 21.7%)

##### (2) January through December 2023

Mazda's global sales volume in the period from January through December 2023 increased 11.5% year on year due to increased sales in the U.S., Europe and other regions.

[Global sales of key models in the period from January through December 2023]

CX-5: 354,850 units (down 2.8% year on year)

CX-30: 200,784 units (up 16.7%)

MAZDA3: 178,745 units (up 3.0%)

\*1) Overseas production figures indicate Mazda-brand units coming off the production line (excluding CKD units).

\*2) Global production figures are the sum total of domestic and overseas production volumes.

\*3) All information in this press release is as of the publicity. No updates after that date are reflected.

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