

For release March 29, 2018

Mazda Production and Sales Results for February 2018 (Flash Report)

Mazda Motor Corporation's production and sales results for February 2018 are summarized below.

I. Production

	Breakdown	February 2018		Jan - Feb 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	86,308	+11.5	161,063	+11.8
	Commercial Vehicles	899	-0.4	1,659	-2.4
	Total	87,207	+11.3	162,722	+11.7
OVERSEAS PRODUCTION	Passenger Vehicles	42,599	-12.5	102,646	+6.5
	Commercial Vehicles	2,758	-24.9	5,266	-23.0
	Total	45,357	-13.3	107,912	+4.6
GLOBAL PRODUCTION	Passenger Vehicles	128,907	+2.2	263,709	+9.7
	Commercial Vehicles	3,657	-20.1	6,925	-18.9
	Total	132,564	+1.5	270,634	+8.7

Note 1: Overseas production figures indicate Mazda-branded units coming off the production line (excluding CKD units). However, non-Mazda-branded passenger vehicles produced at the Mexico plant are included.

Note 2: Global production figures are the sum of domestic and overseas production volumes.

1. Domestic Production

Mazda's total domestic production volume in February 2018 increased 11.3 % year on year due to increased production of passenger vehicles.

[Domestic production of key models in February 2018]

CX-5: 36,195 units (up 81.1% year on year)
Mazda3 (Axela): 12,880 units (down 16.1% year on year)
CX-3: 10,427 units (down 34.5% year on year)

2. Overseas Production

Mazda's overseas production volume in February 2018 decreased 13.3% year on year due to decreased production of passenger and commercial vehicles.

[Overseas production of key models in February 2018]

Mazda3: 14,257 units (down 28.4% year on year)
Mazda2: 10,393 units (up 37.4% year on year)
CX-4: 5,214 units (down 1.7% year on year)

II. Domestic sales

	Breakdown	February 2018		Jan - Feb 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	16,755	-4.3	32,759	-0.2
	Commercial Vehicles	1,901	-4.9	3,595	-0.4
	Registration Total	14,665	-7.9	28,687	-3.7
	Micro-mini Total	3,991	+11.4	7,667	+15.3
	Total	18,656	-4.3	36,354	-0.2

Mazda's total domestic sales volume in February 2018 decreased 4.3 % 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 2.3% share of the micro mini segment (up 0.2 points year on year) and a 3.9% total market share (down 0.1 points year on year).

[Domestic sales of key models in February 2018]

Mazda2 (Demio): 5,267 units (up 6.7% year on year)
 CX-8: 3,018 units
 Mazda3 (Axela): 2,202 units (down 4.0% year on year)

III. Exports

	Breakdown	February 2018		Jan - Feb 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	66,365	+16.9	133,666	+24.7
	North America	25,299	+46.7	42,762	+47.4
	Europe	17,390	+28.2	38,308	+43.9
	Oceania	6,123	+23.7	14,722	+4.9
	Others	17,553	-16.5	37,874	+1.0
	Total	66,365	+16.9	133,666	+24.7

Mazda's export volume in February 2018 increased 16.9% year on year, reflecting increased shipments to North America, Europe, Oceania and other regions.

[Exports of key models in February 2018]

CX-5: 34,160 units (up 105.3% year on year)
 Mazda3: 10,982 units (down 2.5% year on year)
 CX-3: 7,545 units (down 36.8% year on year)

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