



November 29, 2018

## Mazda Production and Sales Results for October 2018 (Flash Report)

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

### I. Production

	Breakdown	Oct 2018		Jan - Oct 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC PRODUCTION	Passenger Vehicles	94,491	+12.0	804,239	+2.3
	Commercial Vehicles	1,181	+14.0	9,730	+8.9
	Total	95,672	+12.0	813,969	+2.4
OVERSEAS PRODUCTION	Passenger Vehicles	47,922	-9.3	476,926	-2.2
	Commercial Vehicles	3,258	+25.9	31,986	-4.9
	Total	51,180	-7.6	508,912	-2.3
GLOBAL PRODUCTION	Passenger Vehicles	142,413	+3.8	1,281,165	+0.6
	Commercial Vehicles	4,439	+22.5	41,716	-2.0
	Total	146,852	+4.3	1,322,881	+0.5

Note 1): Overseas production figures indicate Mazda-brand units coming off the production line (excluding CKD units). However, non-Mazda-brand passenger vehicles produced at the Mexico plant 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 2018 increased 12.0% year on year due to increased production of passenger and commercial vehicles.

[Domestic production of key models in October 2018]

CX-5: 44,207 units (up 31.3% year on year)  
 CX-3: 15,210 units (up 17.7%)  
 Mazda3 (Axela): 10,962 units (down 30.8%)

#### 2. Overseas Production

Mazda's overseas production volume in October 2018 decreased 7.6% year on year due to decreased production of passenger vehicles.

[Overseas production of key models in October 2018]

Mazda3: 17,892 units (down 23.3% year on year)  
 Mazda2: 8,738 units (up 4.3%)  
 Mazda6: 6,690 units (up 15.4%)

## II. Domestic Sales

	Breakdown	Oct 2018		Jan - Oct 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
DOMESTIC SALES	Passenger Vehicles	12,336	+1.9	167,900	+5.0
	Commercial Vehicles	1,995	+0.1	20,115	-2.5
	Registration Total	11,325	+0.7	151,317	+3.6
	Micro-mini Total	3,006	+5.2	36,698	+6.4
	Total	14,331	+1.6	188,015	+4.1

Mazda's domestic sales volume in October 2018 increased 1.6% year on year due to increased sales of passenger and commercial vehicles. Mazda's registered vehicle market share was 4.3% (down 0.6 points year on year), with a 1.9% share of the micro-mini segment (down 0.1 points) and a 3.4% total market share (down 0.4 points).

[Domestic sales of key models in October 2018]

Mazda2 (Demio): 3,481 units (up 36.6% year on year)  
 CX-3: 1,556 units (up 41.1%)  
 CX-8: 1,395 units

## III. Exports

	Breakdown	Oct 2018		Jan - Oct 2018	
		Units	YoY Change (%)	Units	YoY Change (%)
EXPORTS	Passenger Vehicles	79,638	+20.2	666,494	+3.4
	North America	20,525	+16.2	234,582	+6.3
	Europe	27,906	+55.7	176,623	-1.3
	Oceania	9,193	+7.7	67,209	-0.8
	Others	22,014	-0.6	188,080	+6.1
	Total	79,638	+20.2	666,494	+3.4

Mazda's export volume in October 2018 increased 20.2% year on year due to increased shipments to North America, Europe, Oceania and other regions.

[Exports of key models in October 2018]

CX-5: 38,809 units (up 37.1% year on year)  
 CX-3: 13,457 units (up 39.0%)  
 Mazda3: 9,870 units (down 22.8%)

###