## MAZDA REPORTS NOVEMBER SALES RESULTS

IRVINE, Calif., Dec. 1, 2021 /PRNewswire/ -- Mazda North American Operations (MNAO) today reported total November sales of 20,602 vehicles, a decrease of 5.3 percent compared to November 2020. Year-to-date sales totaled 313,334 vehicles; an increase of 26.4 percent compared to the same time last year. With 24 selling days in November, compared to 23 the year prior, the company posted a decrease of 9.2 percent on a Daily Selling Rate (DSR) basis.

CPO sales totaled 3,847 vehicles in November, a decrease of 25 percent compared to November 2020.

## Sales Highlights:

CX-30 sales increased 66.3 percent YoY with 4,404 vehicles sold.

CX-9 sales increased 17.2 percent YoY with 2,311 vehicles sold.

Mazda Canada, Inc., (MCI) reported November sales of 2,975 vehicles, a decrease of 46.6 percent compared to November last year. Year-to-date sales increased 12.4 percent with 60,253 vehicles sold.

Mazda Motor de Mexico (MMdM) reported November sales of 4,815 vehicles, an increase of 9 percent compared to November last year. Year-to-date sales increased 2.2 percent, with 42,195 vehicles sold.

Mazda North American Operations is headquartered in Irvine, California, and oversees the sales, marketing, parts, and customer service support of Mazda vehicles in the United States, Canada, and Mexico through approximately 780 dealers. Operations in Canada are managed by Mazda Canada Inc. in Richmond Hill, Ontario, and operations in Mexico are managed by Mazda Motor de Mexico in Mexico City. For more information on Mazda vehicles, including photography and B-roll, please visit the online Mazda media center at InsideMazda.MazdaUSA.com/Newsroom.

Follow MNAO's social media channels through <u>Twitter</u> and <u>Instagram</u> at @MazdaUSA and Facebook at <u>Facebook.com/MazdaUSA</u>.

|                | Month-To-Date |          |               | Year-To-Date |          |               |  |
|----------------|---------------|----------|---------------|--------------|----------|---------------|--|
|                | November      | November | YOY %         | November     | November | YOY %         |  |
|                | 2021          | 2020     | <u>Change</u> | 2021         | 2020     | <u>Change</u> |  |
| Mazda3         | 2,501         | 2,613    | (4.3)%        | 35,634       | 30,352   | 17.4%         |  |
| Mazda 3<br>Sdn | 1,528         | 1,534    | (0.4)%        | 20377        | 18,346   | 11.1%         |  |
| Mazda 3 HB     | 973           | 1,079    | (9.8)%        | 15257        | 12,006   | 27.1%         |  |
| Mazda6         | 586           | 1,196    | (51.0)%       | 15672        | 14,517   | 8.0%          |  |
| MX-5 Miata     | 236           | 610      | (61.3)%       | 10,336       | 8,113    | 27.4%         |  |
| MX-5           | 68            | 254      | (73.2)%       | 4032         | 3,293    | 22.4%         |  |

| MXR           | 168    | 356    | (52.8)%  | 6304    | 4,820   | 30.8%   |
|---------------|--------|--------|----------|---------|---------|---------|
| CX-3          | 0      | 413    | (100.0)% | 5100    | 8,073   | (36.8)% |
| CX-30         | 4,404  | 2,649  | 66.3%    | 55025   | 33,656  | 63.5%   |
| CX-5          | 10,509 | 12,296 | (14.5)%  | 157963  | 128,035 | 23.4%   |
| CX-9          | 2,311  | 1,972  | 17.2%    | 33483   | 24,766  | 35.2%   |
| MX-30         | 55     | 0      | -        | 120     | 0       | -       |
| CARS          | 3,323  | 4,419  | (24.8)%  | 61,642  | 52,982  | 16.3%   |
| TRUCKS        | 17,279 | 17,333 | (0.3)%   | 251,692 | 194,962 | 29.1%   |
| TOTAL         | 20,602 | 21,752 | (5.3)%   | 313,334 | 247,944 | 26.4%   |
|               |        |        |          |         |         |         |
| *Selling Days | 24     | 23     |          | 279     | 281     |         |

## SOURCE Mazda North American Operations

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Additional assets available online:

PHOTOS (1)

https://news.mazdausa.com/2021-12-01-Mazda-Reports-November-Sales-Results