



PRESS RELEASE - MAZDA MOTOR EUROPE

Mazda sales continue to grow in first half of fiscal year

- First half sales in Europe up 30% year-on-year
- Mazda forecasts full-year global sales of 1.3 million vehicles

Hiroshima | Leverkusen, 10 November 2021. The Mazda Motor Corporation today announced its financial and sales results for the first half of the fiscal year, reporting global sales of 660,000 units and a 14% year-on-year increase during the period 1 April to 30 September 2021.

In Europe*, sales for the first six months were up 30% year-on-year to 106,000 units, increasing the market share in Europe by 0.2% year-on-year to 1.3%. Germany, Mazda's biggest market in Europe, contributed 24,000 units to this result (+27%), and sales in the UK were 17,000 units, up 43% year-on-year.

As a result of the production adjustments caused by the global semiconductor shortage, Mazda focused on control of inventory and lean and efficient operations. Supply was prioritized to the United States (US) and Australia, the two regions that both registered the highest year-on-year increase of 40% in the six-month period. In the US, first half sales were 190,000 units, the highest since 1995, and Australia reported sales of 56,000 units. In Mazda's domestic market of Japan, first half sales totaled 60,000 units, and in China, 89,000 vehicles were sold during the April-to-September period.

For the first half of the fiscal year, Mazda reported net sales of ¥1,495.9 billion (€11.4 billion**) and an operating profit of ¥39.7 billion (€303.0 million**). Net income was ¥23.9 billion (€182.4 million**). The operating profit increased by ¥92.6 billion (€706.9 million**) year-over-year as a result of the steps taken to improve variable profit and fixed cost.

As a result of the production adjustments, Mazda's full-year forecast of global sales volume has been reduced by 98,000 units to 1,311,000 units, up 2% year-on-year. Mazda in Europe* is forecasted to contribute with sales of 193,000 vehicles. However, due to the favourable profit impact of improved variable profit and fixed cost, as well as revised exchange rate assumptions, operating profit of ¥65 billion (€496.2 million**) remains unchanged. Mazda also forecasts net sales of ¥3,200.0 billion (€24.4 billion**) and net income of ¥41 billion (€313.0 million**) for this fiscal year.

Mazda will continue to monitor the business environment, the trends of automobile demand in each market where our vehicles are shipped and future development of issues impacting the business, including the semiconductor supply shortage, increases in material prices and the ongoing COVID-19 pandemic.

Mazda remains committed to invest in future technologies, following the recently announced plans to expand its SUV line-up from 2022 onwards. Two new models from the company's Large Product group, the Mazda CX-60 and Mazda CX-80, will be introduced throughout Europe during the next two years creating positive business growth over the medium-to-long term.

* Including Russia

** Source: [Mazda Motor Corporation's Consolidated Financial Results for the Second Quarter of the Fiscal Year Ending March 31, 2022](#); euro figures for the first half and for the full fiscal year were calculated at €1 = ¥131