

### 3. Domestic Retail Sales (Japan)

#### (1) Summary of retail sales in Japan

Calendar year

(units)

	Passenger Cars			Commercial Vehicles			Total
	Registrations	Micro-minis	Total	Registrations	Micro-minis	Total	
CY 2006	176,975	40,177	217,152	38,574	14,515	53,089	270,241
CY 2005	197,851	41,189	239,040	38,916	10,775	49,691	288,731
CY 2004	198,363	41,247	239,610	33,286	9,612	42,898	282,508
CY 2003	195,563	34,136	229,699	38,856	9,134	47,990	277,689
CY 2002	181,252	34,293	215,545	37,634	9,809	47,443	262,988
CY 2001	194,809	29,694	224,503	47,492	9,405	56,897	281,400
CY 2000	221,069	31,043	252,112	51,060	10,165	61,225	313,337
CY 1999	216,395	35,263	251,658	53,030	10,564	63,594	315,252
CY 1998	211,393	29,082	240,475	69,192	9,199	78,391	318,866
CY 1997	194,572	31,902	226,474	100,829	11,749	112,578	339,052

Note: Except actual Ford vehicle imports.

\*1 Classification changed from commercial to passenger vehicle based on JADA notification from January 2004.

Fiscal year

(units)

	Passenger Cars			Commercial Vehicles			Total
	Registrations	Micro-minis	Total	Registrations	Micro-minis	Total	
FY 2006	175,327	39,035	214,362	35,188	11,458	46,646	261,008
FY 2005	192,574	40,820	233,394	41,542	12,081	53,623	287,017
FY 2004	200,396	42,903	243,299	32,921	9,974	42,895	286,194
FY 2003	198,711	35,703	234,414	35,763	9,182	44,945	279,359
FY 2002	189,562	34,847	224,409	36,520	9,157	45,677	270,086
FY 2001	183,035	31,032	214,067	44,237	10,052	54,289	268,356
FY 2000	215,930	30,106	246,036	50,894	9,748	60,642	306,678
FY 1999	225,980	35,110	261,090	51,605	10,650	62,255	323,345
FY 1998	210,612	31,353	241,965	63,149	9,372	72,521	314,486
FY 1997	193,006	28,651	221,657	88,878	11,007	99,885	321,542

Note: Except actual Ford vehicle imports.

\*1 Classification changed from commercial to passenger vehicle based on JADA notification from January 2004.

\*2 Classification of the Scrum Wagon changed from commercial to passenger vehicle from January 2007.

#### (2) Model-based domestic retail sales

Calendar year

(units)

Models	CY 2004	CY 2005	CY 2006
<b>Passenger Cars</b>			
Carol	6,200	9,707	8,019
AZ-Offroad	443	578	679
Laputa	2,381	1,758	218
AZ-Wagon	25,799	25,674	27,922
Spiano	6,424	3,472	3,339
Scrum Wagon	—	—	—
Demio (Mazda Demio/Mazda 121)			
Metro/Mazda2 <sup>*2</sup>	75,753	67,046	60,114
Verisa	12,810	16,352	12,859
Familia (Mazda 323/Mazda Protegé)	1,350	4	0
Premacy	6,590	28,883	26,887
Atenza (Mazda6)	18,717	17,208	12,257
Axela (Mazda3)	29,917	26,332	24,210
Tribute	3,326	2,364	363
Millenia (Mazda Millenia/Mazda Xedos)	15	0	0
Roadster (Mazda MX-5 /Mazda MX-5 Miata)	1,646	3,657	4,067
RX-7	1	0	1
RX-8	11,504	7,749	5,330
Bongo Friendee	2,497	1,201	597
MPV	32,286	25,215	28,386
CX-7			883
Other passenger cars	1,951	1,840	1,021
Sub-total	239,610	239,040	217,152
<b>Commercial Vehicles</b>			
Scrum (Truck, Van, Wagon)	9,612	10,775	14,515
Bongo Series (Mazda E-Series)	16,878	20,237	19,231
Bongo Brawny Series (Mazda E-Series)	2,033	2,925	3,257
Titan, Titan Dash (Mazda T-Series)	10,771	11,889	12,561
Other commercial vehicles	3,604	3,865	3,525
Sub-total	42,898	49,691	53,089
Total	282,508	288,731	270,241

\*1 Classification changed from commercial to passenger vehicle based on JADA notification from January 2004.

\*2 Classification of Scrum Wagon changed from commercial to passenger vehicle from January 2007.

(Note) Flash report data has been partially updated with confirmed data.

Fiscal year

(units)

Models	FY 2004	FY 2005	FY 2006
<b>Passenger Cars</b>			
Carol	8,534	9,154	7,487
AZ-Offroad	485	647	633
Laputa	2,211	1,411	1
AZ-Wagon	26,338	26,382	27,743
Spiano	5,335	3,226	3,171
Scrum Wagon	—	—	3,130
Demio (Mazda Demio/Mazda 121)			
Metro/Mazda2 <sup>*2</sup>	71,066	64,677	57,378
Verisa	18,526	14,416	13,687
Familia (Mazda 323/Mazda Protegé)	453	0	0
Premacy	12,396	29,939	26,016
Atenza (Mazda6)	17,885	16,307	10,564
Axela (Mazda3)	30,760	23,759	25,212
Tribute	3,216	1,768	6
Millenia (Mazda Millenia/Mazda Xedos)	2	0	0
Roadster (Mazda MX-5 /Mazda MX-5 Miata)	1,377	4,910	3,539
RX-7	0	0	1
RX-8	10,344	7,253	4,849
Bongo Friendee	1,777	1,663	64
MPV	30,593	26,011	27,200
CX-7			3,283
Other passenger cars	2,001	1,871	398
Sub-total	243,299	233,394	214,362
<b>Commercial Vehicles</b>			
Scrum (Truck, Van)			11,458
Scrum	9,974	12,081	—
Bongo Series (Mazda E-Series)	16,519	22,010	17,525
Bongo Brawny Series (Mazda E-Series)	1,726	3,692	2,902
Titan, Titan Dash (Mazda T-Series)	10,998	12,123	11,230
Other commercial vehicles	3,678	3,717	3,531
Sub-total	42,895	53,623	46,646
Total	286,194	287,017	261,008

\*1 Classification changed from commercial to passenger vehicle based on JADA notification from January 2004.

\*2 Classification of Scrum Wagon changed from commercial to passenger vehicle from January 2007. However, the FY2006 figure reflect unit sales for the period of April 2006 through March 31, 2007.

(Note) Flash report data has been partially updated with confirmed data.