



Ford Continues Its Sales Momentum as America's No. 1 Brand, Truck and Truck Manufacturer Through Second Quarter

- Ford is America's No. 1 brand for six consecutive months this year on strength of pickups, vans, commercial vehicles and new Escape
- F-Series is America's No. 1 truck with Q2 sales up 34.0 percent; first half sales of F-Series up 27.9 percent – widening its lead over Silverado by over 118,000 trucks
- Ford Electric vehicle sales continue to grow; Mustang Mach-E sales pace quickened at the end of Q2 with sales in June up 110 percent vs. last June
- Total Ford truck sales accelerated in Q2 – up 26.2 percent and making Ford America's No. 1 selling truck manufacturer this year, outselling GM's combined truck and van sales by 61,000 trucks
- Ford outsells all of GM in total pickup sales in Q2 with F-Series, Ranger and Maverick sales of 246,155
- As America's No. 1 van, Transit van sales were up 30.1 percent, also, E-Series climbed 63.7 percent

DEARBORN, Mich., July 6, 2023 – Ford was America's best-selling brand in the second quarter on the strength of its trucks, electric vehicles and new vehicle launches, posting sales gains of 11.2 percent for the quarter.

Ford is now the best-selling brand and has the best-selling truck in America for six consecutive months this year. F-Series has been the best-selling truck in America for 46 years in a row.

Ford truck sales accelerated in Q2, climbing 26.2 percent on the strength of the new Super Duty and improved inventory flow. This is the second straight quarterly gain for Ford and best Q2 sales performance since pre-Covid 2019.

Ford was the No. 1 selling truck manufacturer in Q2 and for the first half of the year. Sales climbed 26.2 percent in Q2. Through the first half of 2023, Ford's overall truck sales totaled 549,625, up 23.1 percent and outselling GM's trucks and vans by approximately 61,000 trucks.

Ford EV Sales Gain Momentum

Ford's EV sales continue to grow building on the sales momentum of the F-150 Lightning and Mach-E, which achieved higher sales through stronger inventory.

"Ford achieved both best-selling brand and truck for six consecutive months this year on the strength of F-Series, vans, our new Escape and F-150 Lightning," said Andrew Frick, vice president, sales distribution, and trucks. "Our EV sales continue to grow. Improved Mustang Mach-E inventory flow began to hit at the end of Q2 following the retooling of our plant earlier this year, which helped Mustang Mach-E sales climb 110 percent in June."

F-150 Lightning sales were up 119 percent in Q2 over year ago and a 4.1 percent gain from Q1. F-150 Lightning continues to attract new customers to Ford with 50 percent new to the brand, based on most recent conquest data. Year-to-date, Ford EV sales rose 11.9 percent. Ford's overall EV sales were up 35.5 percent in June.

With the launch of Ford's all-new Super Duty pickup and chassis cabs, F-Series sales increased 34.0 percent increase in Q2 on sales of 212,516 F-Series trucks. That's up 24.7 percent from the first quarter. F-Series total industry share hit almost 36 percent in Q2 – up almost 5 full percentage points over Q2 last year.

Through the first half of this year, F-Series remains America's best-selling truck on sales of 382,893 trucks – outselling second-place Silverado by approximately 118,000 trucks. Ford Maverick sales increased 7.8 percent in Q2 ahead of additional capacity coming online this month to meet continued strong customer demand.

Combined F-Series, Ranger and Maverick sales of 246,155 pickups outsold all of GM's Silverado, Sierra, Colorado, Canyon and Hummer EV in Q2 of this year. Ford's combined sales of F-Series, Ranger and Maverick were up 26.7 percent in Q2 over a year ago.

The strength of Ford's vans continued to shine for the quarter. Transit continued as America's best-selling van in Q2 on sales of 32,031 – up 30.1 percent, compared to year ago. Ford E-Series vans increased 63.7 percent in Q2 and are up 55.7 percent this year. Ford was No. 1 in commercial sales, based on the most recent registration data through April. Ford's U.S. Class 1-7 commercial trucks and vans share grew to 40.3 percent, up 1.0 percentage point from the same period a year ago.

Meanwhile, Lincoln closed the quarter with sales gains thanks to improved inventory. Navigator Q2 sales increased 20.1 percent on sales of 4,688 vehicles, while sales of the new Lincoln Corsair climbed 27.0 percent in June to end the quarter. Nautilus sales also saw a 58.5 percent increase in June at the end of Q2.

BlueCruise, Ford's driver assist technology, continues to be a hit with customers. Customer usage has now surpassed 90 million hands-free driven miles, cumulatively, a 40 percent increase since the end of Q1. Ford's latest version of the technology, BlueCruise 1.2, allows hands-free lane changes with the tap of a turn signal and delivers a more seamless driving experience. Ford will continue to improve the BlueCruise experience for its customers and deliver it through over-the-air updates.

Ford Blue



Fast Sales Start for New Escape

Sales of the new Escape were up 28.7 percent in Q2. Forty percent of Escape Q2 sales are the new ST-Line series

Nearly half of the Escape Plug-in Hybrid customers are new to Ford.

Model e



EV Momentum

Year-to-date Ford EV sales rose 11.9 percent. Mustang Mach-E gains continued in June, up 110 percent vs. a year ago. Ford's overall EV sales were up 35.5 percent in June.

Ford Pro



Strong New Super Duty Q2 Sales

Sales of the all-new Super Duty continued its momentum through Q2, with sales up just over 28.5 percent. June Super Duty sales were up 28.9 percent, giving us a very consistent Q2 result.

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for customers and deepen their loyalty. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, along with connected services. The company does that through three customer-centered business segments: Ford Blue, engineering iconic gas-powered and hybrid vehicles; Ford Model e, inventing breakthrough EVs along with embedded software that defines always-on digital experiences for all customers; and Ford Pro, helping commercial customers transform and expand their businesses with vehicles and services tailored to their needs. Additionally, Ford is pursuing mobility solutions through Ford Next, and provides financial services through Ford Motor Credit Company. Ford employs about 174,000 people worldwide. More information about the company and its products and services is available at corporate.ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

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FORD MOTOR COMPANY Q2 2023 U.S. SALES

	<u>Second Quarter</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2023</u>	<u>2022</u>	<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
SALES BY BRAND						
Electric Vehicles	14,843	15,273	-2.8	25,709	22,979	11.9
Hybrid Vehicles	34,589	29,885	15.7	61,653	58,104	6.1
Internal Combustion	<u>482,230</u>	<u>438,530</u>	10.0	<u>920,206</u>	<u>834,737</u>	10.2
Total vehicles	531,662	483,688	9.9	1,007,568	915,820	10.0
SALES BY TYPE						
SUVs	225,299	237,222	-5.0	432,441	443,020	-2.4
Trucks	295,602	234,186	26.2	549,625	446,498	23.1
Cars	<u>10,761</u>	<u>12,280</u>	-12.4	<u>25,502</u>	<u>26,302</u>	-3.0
Total vehicles	531,662	483,688	9.9	1,007,568	915,820	10.0
FORD BRAND						
EcoSport	859	9,498	-91.0	2,508	17,924	-86.0
Bronco Sport	33,272	29,460	12.9	63,143	58,549	7.8
Escape	43,690	33,958	28.7	64,839	73,920	-12.3
Bronco	26,150	31,269	-16.4	58,580	54,842	6.8
Mustang Mach-E	8,633	10,941	-21.1	14,040	17,675	-20.6
Edge	26,202	25,041	4.6	46,484	51,453	-9.7
Explorer	46,362	60,181	-23.0	104,423	102,917	1.5
Expedition	<u>20,007</u>	<u>13,129</u>	52.4	<u>39,366</u>	<u>22,847</u>	72.3
Ford SUVs	205,175	213,477	-3.9	393,383	400,127	-1.7
F-Series	212,516	158,644	34.0	382,893	299,345	27.9
<i>Memo: F-150 Lightning (electric)</i>	<i>4,466</i>	<i>2,042</i>	<i>118.7</i>	<i>8,757</i>	<i>2,296</i>	<i>281.4</i>
Ranger	12,618	16,201	-22.1	24,118	33,840	-28.7
Maverick	21,021	19,508	7.8	42,499	38,753	9.7
E-Series	8,735	5,336	63.7	19,520	12,537	55.7
Transit	32,031	24,617	30.1	64,046	41,828	53.1
<i>Memo: E-Transit</i>	<i>1,744</i>	<i>2,290</i>	<i>-23.8</i>	<i>2,912</i>	<i>3,008</i>	<i>-3.2</i>
Transit Connect	4,924	6,750	-27.1	8,747	14,107	-38.0
Heavy Trucks	<u>3,757</u>	<u>3,130</u>	20.0	<u>7,802</u>	<u>6,088</u>	28.2
Ford Trucks	295,602	234,186	26.2	549,625	446,498	23.1
GT	1	22	-95.5	31	58	-46.6
Mustang	<u>10,760</u>	<u>12,258</u>	-12.2	<u>25,471</u>	<u>26,244</u>	-2.9
Ford Cars	<u>10,761</u>	<u>12,280</u>	-12.4	<u>25,502</u>	<u>26,302</u>	-3.0
Ford Brand	511,538	459,943	11.2	968,510	872,927	10.9
LINCOLN BRAND						
Corsair	5,608	7,094	-20.9	9,631	14,038	-31.4
Nautilus	6,851	6,766	1.3	12,356	11,855	4.2
Aviator	2,977	5,983	-50.2	8,213	10,950	-25.0
Navigator	<u>4,688</u>	<u>3,902</u>	20.1	<u>8,858</u>	<u>6,050</u>	46.4
Lincoln SUVs	20,124	23,745	-15.2	39,058	42,893	-8.9
Lincoln Brand	20,124	23,745	-15.2	39,058	42,893	-8.9

GM U.S. DELIVERIES FOR QUARTER 2 2023

	QUARTER 2			(CALENDAR YEAR-TO-DATE)		
	2023	2022	% Change Volume	JANUARY-JUNE		
				2023	2022	% Change Volume
Enclave	9,126	7,885	15.7	17,929	14,910	20.2
Encore	2,085	5,124	-59.3	5,064	7,744	-34.6
Encore GX	18,055	9,089	98.6	30,334	14,471	109.6
Envision	13,486	6,783	98.8	27,563	10,901	152.8
Buick Total*	42,752	28,929	47.8	80,890	48,075	68.3
CT4	2,724	2,617	4.1	5,436	4,510	20.5
CT5	5,396	4,171	29.4	9,989	7,514	32.9
Escalade	11,555	9,221	25.3	20,783	19,726	5.4
LYRIQ	1,348	0	*** *	2,316	0	*** *
XT4	5,734	5,432	5.6	12,507	9,133	36.9
XT5	6,815	6,641	2.6	14,100	11,634	21.2
XT6	5,305	5,599	-5.3	10,067	9,379	7.3
Cadillac Total*	38,877	33,703	15.4	75,198	61,919	21.4
Blazer	18,080	14,296	26.5	33,343	33,104	0.7
Bolt EV / Bolt EUV	13,959	6,945	101.0	33,659	7,303	360.9
Camaro	9,557	4,545	110.3	17,337	11,255	54.0
Colorado	19,909	22,497	-11.5	33,165	44,190	-24.9
Corvette	9,125	8,630	5.7	17,029	17,441	-2.4
Equinox	52,949	60,642	-12.7	105,851	116,678	-9.3
Express	9,227	12,687	-27.3	17,822	21,547	-17.3
LCF	1,362	1,450	-6.1	2,385	2,863	-16.7
Malibu	40,731	32,487	25.4	78,169	58,169	34.4
Silverado HD	47,072	52,176	-9.8	83,955	89,955	-6.7
Silverado LD	93,004	88,544	5.0	180,115	169,561	6.2
Silverado MD	1,223	2,312	-47.1	4,221	4,623	-8.7
TOTAL Silverado	141,299	143,032	-1.2	268,291	264,139	1.6
Suburban	16,661	8,897	87.3	30,593	21,321	43.5
Tahoe	29,258	21,069	38.9	56,515	45,048	25.5
Trailblazer	33,857	15,938	112.4	61,808	24,544	151.8
Traverse	37,148	20,842	78.2	68,681	44,306	55.0
Trax	20,921	9,752	114.5	27,386	15,553	76.1
Chevrolet Total*	454,046	387,582	17.1	852,187	731,615	16.5
Acadia	24,205	15,330	57.9	40,150	24,666	62.8
Canyon	6,708	7,501	-10.6	11,724	13,661	-14.2
HUMMER EV	47	272	-82.7	49	371	-86.8
Savana	7,269	6,803	6.8	12,065	9,788	23.3
Sierra HD	29,214	28,788	1.5	50,030	48,600	2.9
Sierra LD	46,596	33,533	39.0	92,978	70,338	32.2
TOTAL Sierra	75,810	62,321	21.6	143,008	118,938	20.2
Terrain	19,697	22,758	-13.5	37,625	47,702	-21.1
Yukon	22,269	17,070	30.5	41,992	38,366	9.5
GMC Total	156,005	132,055	18.1	286,613	253,492	13.1
GM Vehicle Total*	691,978	582,401	18.8	1,295,186	1,095,247	18.3

77 selling days for QUARTER 2 this year and 77 selling days for the same QUARTER last year.
 Vehicle Total * Includes ZEVO 600 and discontinued models.

	June 2023
Dealer Inventory	427,973

Dealer inventory total includes units in-transit to dealers.

NISSAN DIVISION	Qtr: Apr-23 to Jun-23	Qtr: Apr-22 to Jun-22	Quarterly	Quarterly	CYTD	CYTD	CYTD
	CY2023	CY2022	% chg (units)	% chg (DSR)	2023	2022	% chg
Nissan Division Total	227,824	172,612	32.0	32.0	447,885	362,447	23.6
Versa	7,113	3,296	115.8	115.8	11,014	5,626	95.8
Sentra	34,938	17,244	102.6	102.6	57,455	44,375	29.5
Altima	30,409	40,315	-24.6	-24.6	63,241	78,610	-19.6
Maxima	3,970	884	349.1	349.1	6,177	3,753	64.6
LEAF	1,880	3,251	-42.2	-42.2	4,234	7,622	-44.5
Juke	0	0	N.A.	N.A.	0	0	N.A.
Z	500	0	N.A.	N.A.	966	0	N.A.
GT-R	74	4	1750.0	1750.0	217	54	301.9
Total Car	78,884	64,994	21.4	21.4	143,304	140,040	2.3
Kicks	17,972	14,023	28.2	28.2	29,804	34,600	-13.9
Frontier	17,213	20,761	-17.1	-17.1	34,139	43,166	-20.9
Titan	6,512	4,797	35.8	35.8	10,550	11,212	-5.9
Xterra	0	0	N.A.	N.A.	0	0	N.A.
Pathfinder	19,003	15,303	24.2	24.2	42,773	24,278	76.2
Armada	5,915	2,897	104.2	104.2	13,187	4,540	190.5
Rogue	71,246	42,440	67.9	67.9	147,745	87,675	68.5
Ariya	2,335	0	N.A.	N.A.	5,195	0	N.A.
Murano	8,744	7,396	18.2	18.2	21,188	16,799	26.1
NV	0	1	-100.0	-100.0	0	3	-100.0
NV200	0	0	N.A.	N.A.	0	134	-100.0
Total Truck	148,940	107,618	38.4	38.4	304,581	222,407	36.9
North American produced	190,223	150,972	26.0	26.0	368,666	312,079	18.1
Car	78,310	64,990	20.5	20.5	142,121	139,986	1.5
Truck	111,913	85,982	30.2	30.2	226,545	172,093	31.6
Import	37,601	21,640	73.8	73.8	79,219	50,368	57.3
Car	574	4	14250.0	14250.0	1,183	54	2090.7
Truck	37,027	21,636	71.1	71.1	78,036	50,314	55.1
INFINITI							
INFINITI	Qtr: Apr-23 to Jun-23	Qtr: Apr-22 to Jun-22	Quarterly	Quarterly	CYTD	CYTD	CYTD
	CY2023	CY2022	% chg (units)	% chg (DSR)	2023	2022	% chg
Infiniti Division Total	16,529	10,559	56.5	56.5	32,286	21,805	48.1
Infiniti Q50	1,829	1,288	42.0	42.0	3,195	3,717	-14.0
Infiniti Q60	348	635	-45.2	-45.2	722	1,403	-48.5
Infiniti Q70	0	1	-100.0	-100.0	0	1	-100.0
Infiniti QX30	0	0	N.A.	N.A.	0	0	N.A.
Infiniti QX50	2,388	2,112	13.1	13.1	4,718	5,562	-15.2
Infiniti QX55	1,286	1,475	-12.8	-12.8	2,651	2,474	7.2
Infiniti QX60	7,731	3,245	138.2	138.2	14,870	5,781	157.2
Infiniti QX70	0	0	N.A.	N.A.	0	0	N.A.
Infiniti QX80	2,947	1,803	63.4	63.4	6,130	2,867	113.8

Total Car	2,177	1,924	13.1	13.1	3,917	5,121	-23.5
Total Truck	14,352	8,635	66.2	66.2	28,369	16,684	70.0
NISSAN GROUP							
	Qtr: Apr-23 to Jun-23	Qtr: Apr-22 to Jun-22	Quarterly	Quarterly	CYTD	CYTD	CYTD
	CY2023	CY2022	% chg (units)	% chg (DSR)	2023	2022	% chg
TOTAL VEHICLE	244,353	183,171	33.4	33.4	480,171	384,252	25.0
Total Car	81,061	66,918	21.1	21.1	147,221	145,161	1.4
Total Truck	163,292	116,253	40.5	40.5	332,950	239,091	39.3
Selling days	77	77			152	152	

FCA US LLC Sales Summary Q2 2023

Model	Q2 Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	28,083	21,927	28%	51,292	46,335	11%
Wrangler	46,671	53,946	-13%	84,642	99,497	-15%
Gladiator	13,751	20,845	-34%	27,326	38,757	-29%
Cherokee	6,006	9,278	-35%	19,219	19,357	-1%
Grand Cherokee	70,454	59,252	19%	124,956	134,369	-7%
Renegade	5,020	7,263	-31%	9,149	17,253	-47%
Wagoneer	8,075	10,220	-21%	13,635	17,275	-21%
Grand Wagoneer	3,224	3,932	-18%	5,268	7,101	-26%
JEEP BRAND	181,284	186,665	-3%	335,487	379,946	-12%
Ram P/U	117,699	117,867	0%	223,049	244,983	-9%
ProMaster Van	20,200	15,961	27%	37,894	25,289	50%
ProMaster City	4,114	4,044	2%	9,792	5,753	70%
RAM BRAND	142,013	137,872	3%	270,735	276,025	-2%
200	1	0		1	2	-50%
300	4,208	4,837	-13%	7,197	7,582	-5%
Pacifica	44,935	32,097	40%	73,845	58,463	26%
CHRYSLER BRAND	49,144	36,934	33%	81,043	66,047	23%
Dart	0	0		0	1	-100%
Hornet	2,597	0	New	2,597	0	New
Charger	24,604	23,020	7%	46,732	38,459	22%
Challenger	12,904	14,558	-11%	24,275	25,682	-5%
Journey	4	45	-91%	12	156	-92%
Caravan	1	3	-67%	2	21	-90%
Durango	19,642	6,090	223%	37,109	20,439	82%
DODGE BRAND	59,752	43,718	37%	110,727	84,761	31%
500	1	0		1	1	0%
500L	0	2	-100%	3	3	0%
500X	143	245	-42%	278	578	-52%
Spider	0	2	-100%	0	7	-100%
FIAT BRAND	144	249	-42%	282	589	-52%
Giulia	865	1,179	-27%	1,831	2,324	-21%
Alfa 4C	1	0		1	1	0%
Stelvio	1,328	1,904	-30%	2,752	4,049	-32%
Tonale	117	0	New	117	0	New
ALFA ROMEO	2,311	3,083	-25%	4,701	6,374	-26%
FCA US LLC	434,648	408,521	6%	802,975	813,742	-1%

TOYOTA U.S. SALES SUMMARY

June 2023

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2023	2022	DSR %	VOL %	2023	2022	DSR %	VOL %
TOTAL TMNA	195,448	170,155	14.9	14.9	1,038,520	1,045,697	-0.7	-0.7
TOTAL TOYOTA DIV.	168,680	147,495	14.4	14.4	889,108	914,609	-2.8	-2.8
TOTAL LEXUS DIV.	26,768	22,660	18.1	18.1	149,412	131,088	14.0	14.0
COROLLA	20,485	19,716	3.9	3.9	97,498	116,832	-16.5	-16.5
SUPRA	246	563	-56.3	-56.3	1,621	2,684	-39.6	-39.6
GR86 (INCL FR-S)	1,178	1,306	-9.8	-9.8	5,263	6,177	-14.8	-14.8
MIRAI	445	253	75.9	75.9	1,722	1,358	26.8	26.8
CROWN	1,232	0	0	0	6,155	0	0	0
AVALON	2	2,219	-99.9	-99.9	43	8,120	-99.5	-99.5
PRIUS	2,466	1,950	26.5	26.5	14,941	20,214	-26.1	-26.1
CAMRY	28,706	23,192	23.8	23.8	150,742	135,925	10.9	10.9
TOTAL TOYOTA DIV. CAR	54,760	49,199	11.3	11.3	277,985	291,310	-4.6	-4.6
IS	1,854	2,010	-7.8	-7.8	11,114	10,911	1.9	1.9
RC	165	319	-48.3	-48.3	842	1,150	-26.8	-26.8
ES	3,475	3,710	-6.3	-6.3	19,319	21,878	-11.7	-11.7
LS	174	274	-36.5	-36.5	1,211	1,248	-3.0	-3.0
LC	132	103	28.2	28.2	825	833	-1.0	-1.0
TOTAL LEXUS DIV. CAR	5,800	6,417	-9.6	-9.6	33,313	36,022	-7.5	-7.5
TOTAL TMNA CAR	60,560	55,616	8.9	8.9	311,298	327,332	-4.9	-4.9
C-HR	5	1,144	-99.6	-99.6	774	9,080	-91.5	-91.5
BZ4X	616	33	1,767.0	1,767.0	3,659	232	1,477.2	1,477.2
RAV4	38,250	33,200	15.2	15.2	187,017	200,885	-6.9	-6.9
COROLLA CROSS	5,629	4,646	21.2	21.2	28,336	22,315	27.0	27.0
VENZA	2,292	2,546	-10.0	-10.0	13,077	18,666	-29.9	-29.9
HIGHLANDER	18,542	15,970	16.1	16.1	113,264	117,403	-3.5	-3.5
GRAND HIGHLANDER	159	0	0	0	159	0	0	0
4RUNNER	9,287	7,496	23.9	23.9	50,736	66,829	-24.1	-24.1
SEQUOIA	1,625	19	8,453.0	8,453.0	9,577	477	1,907.8	1,907.8
LAND CRUISER	1	0	0	0	4	39	-89.7	-89.7
TOTAL TOYOTA DIV. SUV	76,406	65,054	17.5	17.5	406,603	435,926	-6.7	-6.7
SIENNA	6,418	4,805	33.6	33.6	27,940	34,409	-18.8	-18.8
TACOMA	21,321	21,339	-0.1	-0.1	116,845	108,648	7.5	7.5
TUNDRA	9,775	7,098	37.7	37.7	59,735	44,316	34.8	34.8
TOTAL TOYOTA DIV. PICKUP	31,096	28,437	9.4	9.4	176,580	152,964	15.4	15.4
TOTAL TOYOTA DIV. TRUCK	113,920	98,296	15.9	15.9	611,123	623,299	-2.0	-2.0
UX	1,012	543	86.4	86.4	6,802	5,929	14.7	14.7
NX	6,925	3,737	85.3	85.3	34,038	19,615	73.5	73.5
RZ	281	0	0	0	1,117	0	0	0
RX	9,819	8,872	10.7	10.7	57,372	53,769	6.7	6.7
GX	2,438	2,633	-7.4	-7.4	13,324	13,956	-4.5	-4.5
LX	493	458	7.6	7.6	3,446	1,797	91.8	91.8
TOTAL LEXUS DIV. TRUCK	20,968	16,243	29.1	29.1	116,099	95,066	22.1	22.1
TOTAL TMNA TRUCK	134,888	114,539	17.8	17.8	727,222	718,365	1.2	1.2
Selling Days	26	26			152	152		

DSR = Daily Selling Rate

TOYOTA U.S. ELECTRIFIED VEHICLE SALES SUMMARY

June 2023

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2023	2022	DSR %	VOL%	2023	2022	DSR %	VOL%
TOYOTA PRIUS HYBRID	1,698	1,285	32.1	32.1	12,275	14,861	-17.4	-17.4
TOYOTA PRIUS PRIME	768	665	15.5	15.5	2,666	5,353	-50.2	-50.2
TOYOTA COROLLA HYBRID	2,808	1,950	44.0	44.0	23,101	18,065	27.9	27.9
TOYOTA CAMRY HYBRID	4,386	3,650	20.2	20.2	12,207	20,468	-40.4	-40.4
TOYOTA AVALON HYBRID	1	518	-99.8	-99.8	6	2,460	-99.8	-99.8
TOYOTA MIRAI	445	253	75.9	75.9	1,722	1,358	26.8	26.8
TOYOTA CROWN	1,232	0	0	0	6,155	0	0	0
TOYOTA SIENNA HYBRID	6,418	4,805	33.6	33.6	27,937	34,391	-18.8	-18.8
TOYOTA HIGHLANDER HYBRID	2,650	2,915	-9.1	-9.1	33,422	27,809	20.2	20.2
TOYOTA GRAND HIGHLANDER HYBRID	54	0	0	0	54	0	0	0
TOYOTA SEQUOIA HYBRID	1,622	0	0	0	9,555	0	0	0
TOYOTA BZ4X BEV	616	33	1,767.0	1,767.0	3,659	232	1,477.0	1,477.0
TOYOTA RAV4 HYBRID	14,919	13,913	7.2	7.2	57,208	86,803	-34.1	-34.1
TOYOTA RAV4 PRIME	1,139	2,544	-55.2	-55.2	10,970	10,153	8.0	8.0
TOYOTA COROLLA CROSS HYBRID	530	0	0	0	530	0	0	0
TOYOTA VENZA HYBRID	2,292	2,546	-10.0	-10.0	13,077	18,666	-29.9	-29.9
TOYOTA TUNDRA HYBRID	2,349	787	198.5	198.5	14,280	1,183	1,107.0	1,107.0
LEXUS ES HYBRID	1,192	1,177	1.3	1.3	5,766	6,802	-15.2	-15.2
LEXUS UX HYBRID	1,012	202	401.0	401.0	6,800	3,297	106.2	106.2
LEXUS NX HYBRID	1,650	739	123.3	123.3	7,277	4,905	48.4	48.4
LEXUS NX PLUG-IN HYBRID	447	634	-29.5	-29.5	2,298	1,716	33.9	33.9
LEXUS RZ BEV	281	0	0	0	1,117	0	0	0
LEXUS RX HYBRID	3,018	1,376	119.3	119.3	18,319	8,094	126.3	126.3
LEXUS LS HYBRID	8	3	166.7	166.7	61	17	258.8	258.8
LEXUS LC HYBRID	0	3	-100	-100	14	11	27.3	27.3
TOTAL TMNA Electrified Vehicles	51,535	39,998	28.8	28.8	270,476	266,644	1.4	1.4
TOTAL TOYOTA Electrified Vehicles	43,927	35,864	22.5	22.5	228,824	241,802	-5.4	-5.4
TOTAL LEXUS Electrified Vehicles	7,608	4,134	84.0	84.0	41,652	24,842	67.7	67.7
TOTAL TMNA SALES RATIO	26.4%	23.5%			26.0%	25.5%		
Selling Days	26	26			152	152		