

GM U.S. DELIVERIES FOR QUARTER 3 2023

	QUARTER 3			(CALENDAR YEAR-TO-DATE)		
	2023	2022	% Change Volume	2023	2022	% Change Volume
Enclave	10,553	7,904	33.5	28,482	22,814	24.8
Encore	701	3,487	-79.9	5,765	11,231	-48.7
Encore GX	20,060	9,825	104.2	50,394	24,296	107.4
Envision	7,279	7,307	-0.4	34,842	18,208	91.4
Envista	5,385	-	*** *	5,385	-	*** *
Buick Total*	43,978	28,523	54.2	124,868	76,598	63.0
CT4	1,903	2,581	-26.3	7,339	7,091	3.5
CT5	4,408	2,991	47.4	14,397	10,505	37.0
Escalade	10,700	9,953	7.5	31,483	29,679	6.1
LYRIQ	3,018	36	8283.3	5,334	36	14716.7
XT4	5,300	5,838	-9.2	17,807	14,971	18.9
XT5	6,212	7,260	-14.4	20,312	18,894	7.5
XT6	4,097	5,013	-18.3	14,164	14,392	-1.6
Cadillac Total*	35,638	33,672	5.8	110,836	95,591	15.9
Blazer	15,515	17,511	-11.4	48,858	50,615	-3.5
*Blazer EV	19	-	*** *	19	-	*** *
Bolt EV / Bolt EUV	15,835	14,709	7.7	49,494	22,012	124.9
Camaro	7,351	7,922	-7.2	24,688	19,177	28.7
Colorado	25,520	24,405	4.6	58,685	68,595	-14.4
Corvette	8,409	7,939	5.9	25,438	25,380	0.2
Equinox	48,291	46,646	3.5	154,142	163,324	-5.6
Express	12,724	14,981	-15.1	30,546	36,528	-16.4
LCF	968	1,369	-29.3	3,353	4,232	-20.8
Malibu	33,280	21,630	53.9	111,449	79,799	39.7
Silverado HD	54,071	51,334	5.3	138,026	141,289	-2.3
Silverado LD	85,262	63,629	34.0	265,377	233,190	13.8
Silverado MD	4,134	2,235	85.0	8,355	6,858	21.8
TOTAL Silverado	143,467	117,198	22.4	411,758	381,337	8.0
*Silverado EV	18	-	*** *	18	-	*** *
Suburban	12,083	13,585	-11.1	42,676	34,906	22.3
Tahoe	27,578	29,585	-6.8	84,093	74,633	12.7
Trailblazer	30,671	17,388	76.4	92,479	41,932	120.5
Traverse	32,318	25,388	27.3	100,999	69,694	44.9
Trax	37,869	6,329	498.3	65,255	21,882	198.2
Chevrolet Total*	451,917	372,873	21.2	1,304,104	1,104,488	18.1
Acadia	15,398	14,406	6.9	55,548	39,072	42.2
Canyon	7,627	7,750	-1.6	19,351	21,411	-9.6
HUMMER EV	1,167	411	183.9	1,216	782	55.5
Savana	7,196	8,681	-17.1	19,261	18,469	4.3
Sierra HD	28,450	23,055	23.4	78,480	71,655	9.5
Sierra LD	44,769	27,114	65.1	137,747	97,452	41.3
TOTAL Sierra	73,219	50,169	45.9	216,227	169,107	27.9
Terrain	17,003	17,917	-5.1	54,628	65,619	-16.7
Yukon	21,158	21,178	-0.1	63,150	59,544	6.1
GMC Total	142,768	120,512	18.5	429,381	374,004	14.8
Zevo 600	35	-	*** *	333	146	128.1
BrightDrop Total	35	-	*** *	333	146	128.1
GM Vehicle Total*	674,336	555,580	21.4	1,969,522	1,650,827	19.3

78 selling days for QUARTER 3 this year and 77 selling days for the same QUARTER last year.
 Vehicle Total * Includes discontinued models.

	September 2023
Dealer Inventory	442,586

Dealer inventory total includes units in-transit to dealers.

American Honda Vehicle Sales for September 2023

	Month-to-Date				Year-to-Date			
	September 2023	September 2022	DSR** % Change	MoM % Change	September 2023	September 2022	DSR** % Change	YoY % Change
American Honda Total	115,437	79,354	39.9%	45.5%	970,675	728,257	32.7%	33.3%
Total Car Sales	39,532	22,901	66.0%	72.6%	337,498	236,198	42.3%	42.9%
Total Truck Sales	75,905	56,453	29.3%	34.5%	633,177	492,059	28.1%	28.7%
Honda Total Car Sales	35,519	20,767	64.5%	71.0%	299,084	214,496	38.8%	39.4%
Honda Total Truck Sales	67,246	50,405	28.3%	33.4%	561,056	439,109	27.2%	27.8%
Acura Total Car Sales	4,013	2,134	80.8%	88.1%	38,414	21,702	76.2%	77.0%
Acura Total Truck Sales	8,659	6,048	37.7%	43.2%	72,121	52,950	35.6%	36.2%
* Total Domestic Car Sales	39,256	22,901	64.8%	71.4%	335,222	234,029	42.6%	43.2%
Honda Division	35,243	20,767	63.2%	69.7%	296,808	212,330	39.2%	39.8%
Acura Division	4,013	2,134	80.8%	88.1%	38,414	21,699	76.3%	77.0%
* Total Domestic Truck Sales	75,905	56,453	29.3%	34.5%	633,177	492,059	28.1%	28.7%
Honda Division	67,246	50,405	28.3%	33.4%	561,056	439,109	27.2%	27.8%
Acura Division	8,659	6,048	37.7%	43.2%	72,121	52,950	35.6%	36.2%
Total Import Car Sales	276	0	0.0%	0.0%	2,276	2,169	4.5%	4.9%
Honda Division	276	0	0.0%	0.0%	2,276	2,166	4.6%	5.1%
Acura Division	0	0	0.0%	0.0%	0	3	-100.0%	-100.0%
Total Import Truck Sales	0	0	0.0%	0.0%	0	0	0.0%	0.0%
Honda Division	0	0	0.0%	0.0%	0	0	0.0%	0.0%
Acura Division	0	0	0.0%	0.0%	0	0	0.0%	0.0%
MODEL BREAKOUT BY DIVISION								
Honda Division Total	102,765	71,172	38.8%	44.4%	860,140	653,605	31.0%	31.6%
ACCORD	16,823	11,123	45.4%	51.2%	152,202	110,463	37.2%	37.8%
CIVIC	18,696	9,381	91.6%	99.3%	146,881	96,286	51.9%	52.5%
INSIGHT	0	263	-100.0%	-100.0%	1	7,539	-100.0%	-100.0%
CR-V	34,566	22,205	49.7%	55.7%	262,351	178,687	46.2%	46.8%
HR-V	12,801	8,435	45.9%	51.8%	87,034	92,555	-6.4%	-6.0%
ODYSSEY	5,713	3,964	38.6%	44.1%	56,359	30,992	81.1%	81.9%
PASSPORT	3,550	3,475	-1.8%	2.2%	33,347	30,611	8.5%	8.9%
PILOT	6,563	8,212	-23.2%	-20.1%	82,397	73,952	10.9%	11.4%
RIDGELINE	4,053	4,114	-5.3%	-1.5%	39,568	32,312	21.9%	22.5%
Acura Division Total	12,672	8,182	48.9%	54.9%	110,535	74,652	47.4%	48.1%
ILX	0	0	0.0%	0.0%	2	6,296	-100.0%	-100.0%
INTEGRA	2,784	1,540	73.8%	80.8%	24,834	6,038	309.5%	311.3%
NSX	0	23	-100.0%	-100.0%	5	211	-97.6%	-97.6%
RLX / RL	0	0	0.0%	0.0%	0	3	-100.0%	-100.0%
TLX	1,229	571	107.0%	115.2%	13,573	9,154	47.6%	48.3%
MDX	4,386	4,086	3.2%	7.3%	44,919	33,214	34.7%	35.2%
RDX	4,273	1,962	109.4%	117.8%	27,202	19,736	37.2%	37.8%
Selling Days	26	25			230	229		
**** Electrified Vehicles	27,429	8,859	197.7%	209.6%	218,691	75,806	187.2%	188.5%

* Honda and Acura vehicles are made of domestic & global sourced parts

** Daily Selling Rate

**** Electrified Vehicles equal: Total sales of Hybrid (FHEV & PHEV), EVs (BEV) and Fuel Cell Vehicles (FCV) from the Honda and Acura brands.



Ford Q3 Sales Up 7.7 Percent; F-Series No. 1 Selling Truck in America; Best-Ever Sales of Hybrids and Electric Vehicles, Commercial Vans Up

- Ford Continues as America's No. 1 selling truck manufacturer as total truck sales expand in Q3
- Bronco family up 24.8 percent on sales of 66,120 SUVs
- New 7th generation Mustang hits the streets – first full month of sales up 90.4 percent
- Ford hybrid vehicles post best-ever sales on strong F-Series and Maverick hybrids
- Ford posts best-ever electric vehicle sales in Q3, thanks to Mustang Mach-E and E-Transit
- Sales of Transit, America's No. 1 van, climbed 28.3 percent while Ford's overall full-size van segment share grew to 42.1 percent – up 3.4 points over Q3 last year

DEARBORN, Mich., October 4, 2023 – Ford posted gains across its portfolio of gas, electric and hybrid vehicle lines in the third quarter with F-Series expanding its lead as America's No. 1 selling truck, followed by record electric and hybrid vehicle sales and strong commercial Transit van sales.

Year-to-date, Ford has been America's best-selling brand.

“We saw strong balanced sales growth providing choice to our customers in the third quarter, with growth coming from our gas engine, electric, hybrid and commercial van lineup,” said Andrew Frick, vice president, sales, distribution and trucks. “Ford's truck lineup remains the industry's top seller. The Maverick and Bronco Sport remain red hot after Ford boosted manufacturing capacity earlier this year. The all-new seventh generation Mustang is off to a jack-rabbit start in its first full month, up 90 percent in September over last year.”

Ford F-Series sales rose 13.4 percent over last year on sales of 190,477 trucks. Year-to-date, F-Series sales totaled 573,370 trucks, outselling the second place Silverado by 169,949 trucks.

Ford overall Q3 truck sales, including pickups and vans, are up 15.3 percent over last year on sales of 275,554 vehicles. Big gains came from the all-new Super Duty pickups (up 17.6 percent), Maverick (up 83.4 percent) and Transit (up 28.3 percent).

Ford was the No. 1 selling truck manufacturer again in Q3 and year-to-date. With 825,179 pickups and vans sold through September of this year, Ford has outsold GM's pickups and vans by approximately 64,000 vehicles.

Ford Electric and Hybrids Best-Ever Sales

Ford's Q3 EV sales were up 14.8 percent on best ever sales of 20,962 vehicles. Much of this gain came on strong Mustang Mach-E sales, up 42.5 percent for the quarter and best since its debut in 2021. In the month of September, Mach-E sales achieved sales of 5,872, a new record and a year-over-year gain of 153 percent for the month. E-Transit was the No. 1 selling electric van with its best ever quarterly sales results of 2,617, an 89.8 percent increase. F-150 Lightning is expected to produce sales increases in Q4, as capacity actions at the Rouge Electric Vehicle Center are realized. In September, Ford's overall electric vehicle sales were up 65.0 percent.

Ford hybrid sales, led by F-150 and Maverick hybrid trucks, posted Q3 sales of 34,861 vehicles – up 41.4 percent over last year. As America’s best-selling hybrid truck, F-150 Hybrid sales expanded 46.9 percent on sales of 12,311 trucks. Maverick Hybrid now represents 56.5 percent of all Maverick trucks sold. Q3 Maverick sales totaled 23,931 trucks, an increase of 83.4 percent over last year. Escape Hybrid and plug-in hybrid sales are overwhelmingly selling on pre-sold customer orders.

Ford’s commercial vans have been a source of strength through the entire year and Q3 was no exception. Transit van sales climbed 28.3 percent on sales of 34,006 vans. Transit continues as America’s No. 1 selling commercial van in Q3 and year-to-date with a total of 98,052 vans sold – up 43.5 percent from a year ago. Ford E-Series vans increased 13.4 percent in Q3 and are up 37.3 percent this year. Ford was No. 1 in commercial sales based on the most recent registration data through July. Ford’s U.S. Class 1-7 commercial truck and van share grew to 40.5 percent, up 2.1 percentage points from the same period a year ago.

Lincoln closed the quarter up on the strength of Corsair, Nautilus and Navigator. While Aviator sales were impacted due to the 360-degree camera recall, parts are starting to arrive at retail stores for new customer vehicles. Navigator Q3 sales expanded 46.0 percent on sales of 4,527 SUVs, while sales of the new Lincoln Corsair produced an increase of 25.9 percent for the quarter. Nautilus also realized strong gains with a 32.4 percent increase over Q3 last year.

BlueCruise Growth

Customer usage of BlueCruise, Ford’s hands-free highway driving technology, has now surpassed 125 million cumulative hands-free driven miles, a 33 percent increase since the end of Q2. In Q3, the latest version – BlueCruise 1.3 – started shipping on the Mustang Mach-E to customers and rolling out via a software update to existing Mustang Mach-E owners (2021-2023 model year). Over the next quarter, the software will continue to improve, and Ford will deliver a new version as it becomes available for additional vehicles.

Ford Blue



Fast Start for all-new Mustang

Ford’s all-new 2024 Mustang initiated sales in August. For Q3, Mustang sales totaled 9,844 cars, with its first full month of sales in September. Sixty-seven percent of Mustang’s Q3 sales came in September on sales of 6,575, providing momentum going into Q4. The all-new Mustang is turning on dealer lots in just 6 days.

Model e



Record EV Sales

Best ever Q3 EV sales build momentum into Q4 on strong September sales. Both Mustang Mach-E and E-Transit achieved best ever Q3 and September monthly sales results. Ford will continue to adapt its EV offerings to remain competitive in the rapidly evolving market.

Ford Pro



Strong Demand for E-Transit Vans

California Vanpool Authority (CalVans), a public transit agency in California announced in Q3 a purchase of over 400 new Ford E-Transit vans through electric school bus distributor Model 1, to grow its fleet by 40 percent and increase its ability to reduce its fuel and CO2 footprint across California. This leap in electrification meets the mobility needs of California commuters in 32 counties, particularly in rural areas.

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 exceptional 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 177,000 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.*

Contact: Said Deep, sdeep@ford.com, 313-594-0592

FORD MOTOR COMPANY Q3 2023 U.S. SALES

	<u>Third 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	20,962	18,257	14.8	46,671	41,236	13.2
Hybrid Vehicles	34,861	24,655	41.4	96,514	82,759	16.6
Internal Combustion	<u>444,681</u>	<u>421,762</u>	5.4	<u>1,364,887</u>	<u>1,256,499</u>	8.6
Total vehicles	500,504	464,674	7.7	1,508,072	1,380,494	9.2
SALES BY TYPE						
SUVs	215,106	215,322	-0.1	647,547	658,342	-1.6
Trucks	275,554	238,981	15.3	825,179	685,479	20.4
Cars	<u>9,844</u>	<u>10,371</u>	-5.1	<u>35,346</u>	<u>36,673</u>	-3.6
Total vehicles	500,504	464,674	7.7	1,508,072	1,380,494	9.2
FORD BRAND						
EcoSport	0	8,262	-100.0	2,508	26,186	-90.4
Bronco Sport	33,232	21,427	55.1	96,375	79,976	20.5
Escape	38,774	35,391	9.6	103,613	109,311	-5.2
Bronco	32,888	31,545	4.3	91,468	86,387	5.9
Mustang Mach-E	14,842	10,414	42.5	28,882	28,089	2.8
Edge	24,217	16,170	49.8	70,701	67,623	4.6
Explorer	33,709	53,326	-36.8	138,132	156,243	-11.6
Expedition	<u>17,061</u>	<u>18,760</u>	-9.1	<u>56,427</u>	<u>41,607</u>	35.6
Ford SUVs	194,723	195,295	-0.3	588,106	595,422	-1.2
F-Series	190,477	167,962	13.4	573,370	467,307	22.7
<i>Memo: F-150 Lightning (electric)</i>	3,503	6,464	-45.8	12,260	8,760	40.0
Ranger	7,385	12,453	-40.7	31,503	46,293	-31.9
Maverick	23,931	13,049	83.4	66,430	51,802	28.2
E-Series	10,982	9,686	13.4	30,502	22,223	37.3
Transit	34,006	26,505	28.3	98,052	68,333	43.5
<i>Memo: E-Transit</i>	2,617	1,379	89.8	5,529	4,387	26.0
Transit Connect	5,377	6,076	-11.5	14,124	20,183	-30.0
Heavy Trucks	<u>3,396</u>	<u>3,250</u>	4.5	<u>11,198</u>	<u>9,338</u>	19.9
Ford Trucks	275,554	238,981	15.3	825,179	685,479	20.4
GT	0	17	-100.0	31	75	-58.7
Mustang	<u>9,844</u>	<u>10,354</u>	-4.9	<u>35,315</u>	<u>36,598</u>	-3.5
Ford Cars	<u>9,844</u>	<u>10,371</u>	-5.1	<u>35,346</u>	<u>36,673</u>	-3.6
Ford Brand	480,121	444,647	8.0	1,448,631	1,317,574	9.9
LINCOLN BRAND						
Corsair	7,852	6,239	25.9	17,483	20,277	-13.8
Nautilus	6,541	4,942	32.4	18,897	16,797	12.5
Aviator	1,463	5,746	-74.5	9,676	16,696	-42.0
Navigator	<u>4,527</u>	<u>3,100</u>	46.0	<u>13,385</u>	<u>9,150</u>	46.3
Lincoln SUVs	20,383	20,027	1.8	59,441	62,920	-5.5
Lincoln Brand	20,383	20,027	1.8	59,441	62,920	-5.5

FCA US LLC Sales Summary Q3 2023

Model	Q3 Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	20,268	20,631	-2%	71,560	66,966	7%
Wrangler	41,909	47,659	-12%	126,551	147,156	-14%
Gladiator	14,202	21,511	-34%	41,528	60,268	-31%
Cherokee	3,798	11,495	-67%	23,017	30,852	-25%
Grand Cherokee	57,915	38,176	52%	182,871	172,545	6%
Renegade	6,412	6,523	-2%	15,561	23,776	-35%
Wagoneer	7,248	13,001	-44%	20,883	30,276	-31%
Grand Wagoneer	2,867	2,353	22%	8,135	9,454	-14%
JEEP BRAND	154,619	161,351	-4%	490,106	541,297	-9%
Ram P/U	109,391	118,106	-7%	332,440	363,089	-8%
ProMaster Van	22,446	16,742	34%	60,340	42,031	44%
ProMaster City	2,541	4,448	-43%	12,333	10,201	21%
RAM BRAND	134,378	139,296	-4%	405,113	415,321	-2%
200	0	0		1	2	-50%
300	3,962	4,175	-5%	11,159	11,757	-5%
Pacifica	38,353	17,439	120%	112,198	75,902	48%
CHRYSLER BRAND	42,315	21,614	96%	123,358	87,661	41%
Dart	0	3	-100%	0	4	-100%
Hornet	1,753	0	New	4,350	0	New
Charger	16,915	24,201	-30%	63,647	62,660	2%
Challenger	11,075	16,412	-33%	35,350	42,094	-16%
Journey	1	31	-97%	13	187	-93%
Caravan	0	5	-100%	2	26	-92%
Durango	16,473	19,104	-14%	53,582	39,543	36%
DODGE BRAND	46,217	59,756	-23%	156,944	144,517	9%
500	1	7	-86%	2	8	-75%
500L	0	5	-100%	3	8	-63%
500X	144	179	-20%	422	757	-44%
Spider	0	17	-100%	0	24	-100%
FIAT BRAND	145	208	-30%	427	797	-46%
Giulia	863	1,338	-36%	2,694	3,662	-26%
Alfa 4C	0	0		1	1	0%
Stelvio	1,280	2,102	-39%	4,032	6,151	-34%
Tonale	746	0	New	863	0	New
ALFA ROMEO	2,889	3,440	-16%	7,590	9,814	-23%
FCA US LLC	380,563	385,665	-1%	1,183,538	1,199,407	-1%

NISSAN DIVISION	Qtr: Jul-23 to Sep-23	Qtr: Jul-22 to Sep-22
	CY2023	CY2022
Nissan Division Total	200,334	142,845
Versa	6,835	3,709
Sentra	31,612	18,565
Altima	29,270	27,512
Maxima	2,493	1,282
LEAF	1,570	1,276
Juke	0	0
Z	343	86
GT-R	95	2
Total Car	72,218	52,432
Kicks	20,334	10,520
Frontier	11,756	13,187
Titan	4,857	1,275
Xterra	0	0
Pathfinder	13,669	13,304
Armada	4,532	4,089
Rogue	63,346	42,460
Ariya	4,504	0
Murano	5,118	5,578
NV	0	0
NV200	0	0
Total Truck	128,116	90,413
North American produced	165,319	121,903
Car	71,780	52,344
Truck	93,539	69,559
Import	35,015	20,942
Car	438	88
Truck	34,577	20,854
INFINITI		
	Qtr: Jul-23 to Sep-23	Qtr: Jul-22 to Sep-22
	CY2023	CY2022
Infiniti Division Total	16,544	11,241
Infiniti Q50	1,827	513
Infiniti Q60	214	238
Infiniti Q70	0	0
Infiniti QX30	0	0
Infiniti QX50	2,435	2,986
Infiniti QX55	1,419	1,169
Infiniti QX60	7,554	4,549
Infiniti QX70	0	0
Infiniti QX80	3,095	1,786
Total Car	2,041	751
Total Truck	14,503	10,490
NISSAN GROUP		
	Qtr: Jul-23 to Sep-23	Qtr: Jul-22 to Sep-22
	CY2023	CY2022
TOTAL VEHICLE	216,878	154,086
Total Car	74,259	53,183
Total Truck	142,619	100,903
Selling days	78	77

Quarterly % chg (units)	Quarterly % chg (DSR)	CYTD 2023	CYTD 2022	CYTD % chg
40.2	38.4	648,219	505,292	28.3
84.3	81.9	17,849	9,335	91.2
70.3	68.1	89,067	62,940	41.5
6.4	5.0	92,511	106,122	-12.8
94.5	92.0	8,670	5,035	72.2
23.0	21.5	5,804	8,898	-34.8
N.A.	N.A.	0	0	N.A.
298.8	293.7	1,309	86	1422.1
4650.0	4589.1	312	56	457.1
37.7	36.0	215,522	192,472	12.0
93.3	90.8	50,138	45,120	11.1
-10.9	-12.0	45,895	56,353	-18.6
280.9	276.1	15,407	12,487	23.4
N.A.	N.A.	0	0	N.A.
2.7	1.4	56,442	37,582	50.2
10.8	9.4	17,719	8,629	105.3
49.2	47.3	211,091	130,135	62.2
N.A.	N.A.	9,699	0	N.A.
-8.2	-9.4	26,306	22,377	17.6
N.A.	N.A.	0	3	-100.0
N.A.	N.A.	0	134	-100.0
41.7	39.9	432,697	312,820	38.3
35.6	33.9	533,985	433,982	23.0
37.1	35.4	213,901	192,330	11.2
34.5	32.8	320,084	241,652	32.5
67.2	65.1	114,234	71,310	60.2
397.7	391.3	1,621	142	1041.5
65.8	63.7	112,613	71,168	58.2

Quarterly % chg (units)	Quarterly % chg (DSR)	CYTD 2023	CYTD 2022	CYTD % chg
47.2	45.3	48,830	33,046	47.8
256.1	251.6	5,022	4,230	18.7
-10.1	-11.2	936	1,641	-43.0
N.A.	N.A.	0	1	-100.0
N.A.	N.A.	0	0	N.A.
-18.5	-19.5	7,153	8,548	-16.3
21.4	19.8	4,070	3,643	11.7
66.1	63.9	22,424	10,330	117.1
N.A.	N.A.	0	0	N.A.
73.3	71.1	9,225	4,653	98.3
171.8	168.3	5,958	5,872	1.5
38.3	36.5	42,872	27,174	57.8

Quarterly % chg (units)	Quarterly % chg (DSR)	CYTD 2023	CYTD 2022	CYTD % chg
40.8	38.9	697,049	538,338	29.5
39.6	37.8	221,480	198,344	11.7
41.3	39.5	475,569	339,994	39.9
		230	229	

TOYOTA U.S. SALES SUMMARY
September 2023

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2023	2022	DSR %	VOL %	2023	2022	DSR %	VOL %
TOTAL TMNA	203,904	179,050	9.5	13.9	1,628,816	1,571,717	3.2	3.6
TOTAL TOYOTA DIV.	177,654	157,332	8.6	12.9	1,404,508	1,373,105	1.8	2.3
TOTAL LEXUS DIV.	26,250	21,718	16.2	20.9	224,308	198,612	12.4	12.9
COROLLA	22,679	18,874	15.5	20.2	165,693	171,556	-3.8	-3.4
SUPRA	185	220	-19.1	-15.9	2,097	3,855	-45.8	-45.6
GR86 (INCL FR-S)	960	865	6.7	11	8,737	9,691	-10.2	-9.8
MIRAI	132	7	1,713.0	1,786.0	2,604	1,437	80.4	81.2
CROWN	2,421	0	0	0	13,054	0	0	0
AVALON	1	160	-99.4	-99.4	52	12,144	-99.6	-99.6
PRIUS	4,342	2,574	62.2	68.7	27,890	27,008	2.8	3.3
CAMRY	25,485	27,859	-12	-8.5	217,975	214,403	1.2	1.7
TOTAL TOYOTA DIV. CAR	56,205	50,559	6.9	11.2	438,102	440,094	-0.9	-0.5
IS	1,888	1,673	8.5	12.9	17,168	16,331	4.7	5.1
RC	169	283	-42.6	-40.3	1,314	1,950	-32.9	-32.6
ES	3,394	3,512	-7.1	-3.4	28,941	32,372	-11	-10.6
LS	153	267	-44.9	-42.7	1,725	1,989	-13.7	-13.3
LC	178	71	141.1	150.7	1,331	993	33.5	34
TOTAL LEXUS DIV. CAR	5,782	5,806	-4.2	-0.4	50,481	53,637	-6.3	-5.9
TOTAL TMNA CAR	61,987	56,365	5.7	10	488,583	493,731	-1.5	-1
C-HR	1	308	-99.7	-99.7	776	10,313	-92.5	-92.5
BZ4X	1182	0	0.0	0.0	6,486	235	2,648.0	2,660.0
RAV4	38,098	32,317	13.4	17.9	302,831	303,341	-0.6	-0.2
COROLLA CROSS	7,030	6,465	4.6	8.7	49,160	37,521	30.5	31
VENZA	3,190	1,303	135.4	144.8	22,087	23,131	-4.9	-4.5
HIGHLANDER	9,407	19,743	-54.2	-52.4	138,178	164,451	-16.3	-16.0
GRAND HIGHLANDER	10,177	0	0	0	24,376	0	0	0
4RUNNER	12,083	8,842	31.4	36.7	86,594	93,419	-7.7	-7.3
SEQUOIA	2,129	9	22,646.0	23,556.0	15,790	507	3,000.9	3,014.4
TOTAL TOYOTA DIV. SUV	83,298	68,988	16.1	20.7	646,284	632,962	1.7	2.1
SIENNA	6,311	6,498	-6.6	-2.9	47,753	49,658	-4.3	-3.8
TACOMA	20,579	21,470	-7.8	-4.1	179,681	175,872	1.7	2.2
TUNDRA	11,261	9,817	10.3	14.7	92,688	74,519	23.8	24.4
TOTAL TOYOTA DIV. PICKUP	31,840	31,287	-2.1	1.8	272,369	250,391	8.3	8.8
TOTAL TOYOTA DIV. TRUCK	121,449	106,773	9.4	13.7	966,406	933,011	3.1	3.6
UX	826	604	31.5	36.8	9,374	7,850	18.9	19.4
NX	6,131	3,720	58.5	64.8	51,685	31,651	62.6	63.3
RZ	443	0	0	0	2,511	0	0	0
RX	9,405	8,640	4.7	8.9	83,491	80,299	3.5	4
GX	2,932	2,803	0.6	4.6	21,492	22,466	-4.8	-4.3
LX	731	145	384.7	404.1	5,274	2,709	93.8	94.7
TOTAL LEXUS DIV. TRUCK	20,468	15,912	23.7	28.6	173,827	144,975	19.4	19.9
TOTAL TMNA TRUCK	141,917	122,685	11.2	15.7	1,140,233	1,077,986	5.3	5.8
Selling Days	26	25			230	229		

DSR = Daily Selling Rate

TOYOTA U.S. ELECTRIFIED VEHICLE SALES SUMMARY

September 2023

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2023	2022	DSR %	VOL%	2023	2022	DSR %	VOL%
TOYOTA PRIUS HYBRID	2,999	1,887	52.8	58.9	21,932	19,539	11.8	12.2
TOYOTA PRIUS PRIME	1,343	687	88.0	95.5	5,958	7,469	-20.6	-20.2
TOYOTA COROLLA HYBRID	4,645	1,378	224.1	237.1	36,739	22,904	59.7	60.4
TOYOTA CAMRY HYBRID	3,779	4,151	-12.5	-9.0	22,078	33,104	-33.6	-33.3
TOYOTA AVALON HYBRID	0	32	-100.0	-100.0	8	3,547	-99.8	-99.8
TOYOTA MIRAI	132	7	1,713.0	1,786.0	2,604	1,437	80.4	81.2
TOYOTA CROWN	2,421	0	0	0	13,054	0	0	0
TOYOTA SIENNA HYBRID	6,307	6,498	-6.7	-2.9	47,745	49,630	-4.2	-3.8
TOYOTA HIGHLANDER HYBRID	2,714	1,432	82.2	89.5	41,417	31,787	29.7	30.3
TOYOTA GRAND HIGHLANDER HYBRID	2,585	0	0	0	6,201	0	0	0
TOYOTA SEQUOIA HYBRID	2,126	1	22646	23,556	15,760	1	3,000	3,014
TOYOTA BZ4X BEV	1,182	0	0.0	0.0	6,486	235	2,648.0	2,660.0
TOYOTA RAV4 HYBRID	15,279	9,402	56.3	62.5	103,329	124,153	-17.1	-16.8
TOYOTA RAV4 PRIME	3,051	1,237	137.2	146.6	18,851	14,122	32.9	33.5
TOYOTA COROLLA CROSS HYBRID	2,425	0	0	0	7,322	0	0	0
TOYOTA VENZA HYBRID	3,190	1,303	135.4	144.8	22,087	23,131	-4.9	-4.5
TOYOTA TUNDRA HYBRID	2,592	2,153	15.8	20.4	21,251	7,189	194.3	195.6
LEXUS ES HYBRID	1,315	1,264	0	4	9,285	10,459	-11.6	-11.2
LEXUS UX HYBRID	826	541	46.8	52.7	9,372	4,511	106.9	107.8
LEXUS NX HYBRID	2,088	1,102	82.2	89.5	12,360	8,571	43.6	44.2
LEXUS NX PLUG-IN HYBRID	476	264	73.4	80.3	3,803	2,782	36.1	36.7
LEXUS RZ BEV	443	0	0	0	2,511	0	0	0
LEXUS RX HYBRID	2,372	2,064	10.5	14.9	24,881	13,728	80.5	81.2
LEXUS LS HYBRID	6	14	-58.8	-57.1	84	46	81.8	82.6
LEXUS LC HYBRID	2	2	-3.8	0.0	24	15	59.3	60.0
TOTAL TMNA Electrified Vehicles	64,298	35,419	74.6	81.5	455,142	378,360	19.8	20.3
TOTAL TOYOTA Electrified Vehicles	56,770	30,168	80.9	88.2	392,822	338,248	15.6	16.1
TOTAL LEXUS Electrified Vehicles	7,528	5,251	37.8	43.4	62,320	40,112	54.7	55.4
TOTAL TMNA SALES RATIO	31.5%	19.8%			27.9%	24.1%		
Selling Days	26	25			230	229		