POSTED

January 3, 2023

Rivian Automotive, Inc. (NASDAQ: RIVN) today announced production totals for the quarter

ending December 31, 2022. The company produced 10,020 vehicles at its manufacturing facility in Normal, Illinois and delivered 8,054 vehicles during the same period.

On a full-year 2022 basis, the company produced 24,337 vehicles and delivered 20,332 vehicles.

GM U.S. DELIVERIES FOR QUARTER 4 2022

	Q	UARTER 4	ŀ	(CALENDAR YEAR-TO-DATE) JANUARY - DECEMBER				
	2022	2021	% Change Volume	2022		% Change Volume		
Enclave	7,719	8,626	-10.5	30,533	41,962	-27.2		
Encore	2,487	805	208.9	13,718	20,072	-31.7		
Encore GX	9,052	10,068	-10.1	33,348	71,247	-53.2		
Envision	7,663	9,286	-17.5	25,871	46,450	-44.3		
Buick Total*	26,921	28,789	-6.5	103,519	179,799	-42.4		
CT4	2,180	1,396	56.2	9,271	7,253	27.8		
CT5	5,391	1,810	197.8	15,896	9,446	68.3		
Escalade	10,568	9,664	9.4	40,247	40,505	-0.6		
LYRIQ	86	0	***.*	122	0	*** *		
XT4	6,803	3,046	123.3	21,774	11,579	88.0		
XT5	8,446	3,528	139.4	27,340	28,380	-3.7		
XT6	5,661	2,940	92.6	20,053	20,662	-2.9		
Cadillac Total*	39,135	22,385	74.8	134,726	118,310	13.9		
Blazer	16,631	19,986	-16.8	67,246	70,325	-4.4		
Bolt EV / Bolt EUV	16,108	25	64,332.0	38,120	24,828	53.5		
Camaro	5,475	6,809	-19.6	24,652	21,893	12.6		
Colorado	20,602	21,453	-4.0	89,197	73,008	22.2		
Corvette	9,130	8,293	10.1	34,510	33,041	4.4		
Equinox	48,748	14,213	243.0	212,072	165,323	28.3		
Express	16,360	7,766	110.7	52,888	44,355	19.2		
LCF	1,532	1,514	1.2	5,764	5,655	1.9		
Malibu	35,668	7,221	393.90	115,467	39,376	193.2		
Silverado HD	47,462	28,079	69.0	188,751	139,059	35.7		
Silverado LD	91,413	84,429	8.3	324,603	380,715	-14.7		
Silverado MD	3,037	2,868	5.9	9,895	9,991	-1.0		
TOTAL Silverado	141,912	115,376	23.0	523,249	529,765	-1.2		
Spark	3,284	1,452	126.2	13,710	24,459	-43.9		
Suburban	16,045	14,031	14.4	50,951	48,214	5.7		
Tahoe	31,123	30,882	0.8	105,756	106,030	-0.3		
Trailblazer	18,956	16,263	16.6	60,888	90,161	-32.5		
Traverse	27,271	22,052	23.7	96,965	116,250	-16.6		
Trax	4,715	1,284	267.2	26,597	42,590	-37.6		
Chevrolet Total*	413,560	288,647	43.3	1,518,048	1,437,677	5.6		
Acadia	13,942	4,234	229.3	53,014	59,913	-11.5		
Canyon	6,408	6,155	4.1	27,819	24,125	15.3		
HUMMER EV Pickup	72	1	7,100.0	854	1	85,300.0		
Savana	7,100	4,238	67.5	25,569	17,744	44.1		
Sierra HD	27,463	15,926	72.4	99,118	70,578	40.4		
Sierra LD	44,952	41,812	7.5	142,404	178,346	-20.2		
TOTAL Sierra	72,415	57,738	25.4	241,522	248,924	-3.0 02.2		
Terrain Yukon	20,948	4,054	416.7	86,567	47,488	82.3		
Yukon	22,760	24,499	-7.1	82,304	84,242	-2.3		
GMC Total	143,645	100,919	42.3	517,649	482,437	7.3		
GM Vehicle Total*	623,261	440,745	41.4	2,274,088	2,218,228	2.5		

78 selling days for QUARTER 4 this year and 78 selling days for the same QUARTER last year. Vehicle Total * Includes ZEVO 600 and discontinued models.

	Dec 2022
Dealer Inventory	410,682

Dealer inventory total includes units in-transit to dealers.



F-Series Captures America's Best-Selling Truck Crown for 46th Straight Scred.) Year; Ford Posts Record Electric Vehicles Sales, Harnesses No. 2 EV Automaker Spot; Ford Expands Total Market Share in 2022

www.facebook.com/ford

ww.twitter.com/Ford

DECEMBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	179,279	101,649	73,759	7,823
Total Sales vs. Dec 2021	3.2%	10.9 %	-4.7 %	222.6 %
Retail Sales vs. Dec 2021	-2.3 %	6.4%	-8.7 %	178.4 %

HIGHLIGHTS

- F-Series sales for the year totaled 653,957 trucks, making it America's best-selling truck for 46 straight years and best-selling vehicle for 41 years straight - it outsold its second place competitor Silverado by more than 140,000 trucks for the year.
- Ford F-Series sales closed the year with its best monthly sales performance of the year in December with 75,076 trucks sold. Positioning truck sales well for the new year, with total orders for the all-new '23MY Super Duty now exceeding 245,000 trucks.
- Ford's total market share for the year gained 0.7 percentage points over the 2021 calendar year with the rollout of new electric vehicles and SUVs. Ford retail orders for '23MY vehicles totaled a record 329,000 vehicles - up 69.6 percent over '22MY.
- Ford's full year sales of electric vehicles hit a new record at 61,575 vehicles, making Ford the second largest automaker of electric vehicles in America. Ford sales of EVs were up 126 percent for the year and up 223 percent for December.
 - The F-150 Lightning was the No. 1 electric truck in America in December and the best-selling electric truck in the U.S. since its launch in May with 15,617 electric trucks sold.
 - For the year, Ford sold 6,500 E-Transit vans, making it America's best-selling electric van with 73 percent share of the segment. December sales of E-Transit totaled 689.
 - Mustang Mach-E sales climbed 103 percent in December on sales of 4,775 SUVs. For the year, Mustang Mach-E is up 45.4 percent on sales of 39,458 SUVs.
- Bronco December sales totaled 10,412 SUVs with a 36.4 percent share of segment, its highest level since launch and up almost 4 percentage points from November. For the year, Bronco sales totaled 117,057.
- Enrollments of Ford's BlueCruise/Lincoln ActiveGlide technology for the year totaled 114,000 and customers have accumulated more than 42 million hands-free miles with BlueCruise/ActiveGlide.

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is 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 and deepen the loyalty of those customers. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, as well as connected services. Additionally, Ford is establishing leadership positions in mobility solutions, including selfdriving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 176,000 people worldwide. More information about the company, its products and Ford Credit 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.

"Much was accomplished in 2022, with Ford increasing its share of the industry by 0.7 percentage points. Delivering on our strategy, share expansion came from broad- based growth from our SUV lineup and our all-new EVs growing at twice the rate of the overall EV segment. F-Series was America's best-selling truck for the 46th consecutive year, outselling our second-place competitor by over 140,000 trucks, and the Bronco family of vehicles increased 51.3 percent. With a strong retail order bank, Ford is well positioned heading into 2023."

- Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Trucks



Ford SUV



Ford Pro



Ford Electric



Lincoln SUVs

Strong Super Duty orders and the best F-Series December sales of the year, up 20.1 percent over a year ago - provides strength moving into the new year. F-Series share of the full-size pickup segment continued to expand - up 1.2 percentage points in December over last year with 35.6 percent of the segment. Maverick was the No. 1 selling small truck with sales of 74.370, with retail orders filled out for the '23MY.

Ford brand SUVs finish the year with sales of 777,770 SUVs - up 4.6 percent over a year ago. Strong performance from the Bronco family of SUVs expanded Ford's share of the total SUV segment by 1.2 percentage points to 10.3 percent. Bronco's share of its segment hit 27.9 percent for the year - with its highest share of segment coming in December at 36.4 percent of segment. The Bronco family of SUVs totaled 216,604 SUVs - up 51.3 percent in 2022.

With 156,672 vans sold, Ford marks its 44th straight year as America's best-selling commercial van lineup. Led by Transit with sales of 99,382 vans, Transit has been America's No. 1 selling van since it was first introduced in 2015, while E-Transit is America's No. 1 selling electric van with 2022 sales totaling 6,500.

Ford sales of electric vehicles more than doubled in 2022, to 61,575 electric vehicles sold - double the rate of growth for the overall segment. Ford's electric vehicle sales performance makes it the second largest maker of electric vehicles in the U.S. behind Tesla. Conquesting sales at over 60 percent, Ford's electric vehicles played a crucial role in expanding Ford's overall share in 2022. .

With improved inventory flow, Lincoln SUVs finished the year strong, with sales up 18.0 percent in December of a year ago on strong Navigator and Corsair sales. Navigator saw a 30.7 percent gain over a year ago, while Corsair was up 38.9 percent.

FORD MOTOR COMPANY DECEMBER 2022 U.S. SALES

	Decen	nber	%	Year-to-	Date	%
	2022	<u>2021</u>	Change	2022	<u>2021</u>	Change
SALES BY BRAND						
Ford	172,013	167,545	2.7	1,780,978	1,819,026	-2.1
Lincoln	<u>7,266</u>	<u>6,195</u>	17.3	83,486	<u>86,929</u>	-4.0
Total vehicles	179,279	173,740	3.2	1,864,464	1,905,955	-2.2
SALES BY TYPE						
Cars	3,871	4,664	-17.0	47,665	67,479	-29.4
SUVs	73,759	77,377	-4.7	861,256	827,278	4.1
Trucks	<u>101,649</u>	<u>91,699</u>	10.9	<u>955,543</u>	<u>1,011,198</u>	-5.5
Total vehicles	179,279	173,740	3.2	1,864,464	1,905,955	-2.2
FORD BRAND						
Fusion	0	47	-100.0	0	11,781	-100.0
GT	10	14	-28.6	99	143	-30.8
Mustang	<u>3,861</u>	<u>4,564</u>	-15.4	<u>47,566</u>	<u>52,414</u>	-9.2
Ford Cars	3,871	4,625	-16.3	47,665	64,338	-25.9
EcoSport	560	2,992	-81.3	29,193	40,659	-28.2
Bronco Sport	7,166	6,278	14.1	99,547	108,169	-8.0
Escape	9,200	10,704	-14.1	137,370	145,415	-5.5
Bronco	10,412	9,168	13.6	117,057	35,023	234.2
Mustang Mach-E	4,775	2,349	103.3	39,458	27,140	45.4
Edge	6,893	11,456	-39.8	85,465	85,225	0.3
Explorer	19,103	20,715	-7.8	207,673	219,871	-5.5
Expedition	<u>8,384</u>	<u>7,559</u>	10.9	<u>62,007</u>	<u>81,988</u>	-24.4
Ford SUVs	66,493	71,221	-6.6	777,770	743,490	4.6
F-Series	75,076	62,496	20.1	653,957	726,004	-9.9
Memo: F-150 Lightning (electric)	2,359	0	N/A	15,617	0	N/A
Ranger	4,264	6,992	-39.0	57,005	94,755	-39.8
Maverick	5,878	6,030	-2.5	74,370	13,258	460.9
E-Series	3,253	3,806	-14.5	32,150	37,122	-13.4
Transit	10,041	8,521	17.8	99,382	99,745	-0.4
Memo: E-Transit	689	0	N/A	6,500	0	N/A
Transit Connect	1,726	2,371	-27.2	25,140	26,112	-3.7
Heavy trucks	<u>1,411</u>	<u>1,483</u>	-4.9	<u>13,539</u>	<u>14,202</u>	-4.7
Ford Trucks	<u>101,649</u>	<u>91,699</u>	10.9	<u>955,543</u>	<u>1,011,198</u>	-5.5
Ford Brand	172,013	167,545	2.7	1,780,978	1,819,026	-2.1
LINCOLN BRAND						
MKZ	0	3	-100.0	0	1,681	-100.0
Continental	<u>0</u>	<u>36</u>	-100.0	<u>0</u>	<u>1,460</u>	-100.0
Lincoln Cars	0	39	-100.0	0	3,141	-100.0
Corsair/MKC	2,537	1,827	38.9	27,668	22,790	21.4
Nautilus/MKX	1,481	1,469	0.8	20,635	24,443	-15.6
Aviator	1,653	1,640	0.8	21,977	20,924	5.0
Navigator	<u>1,595</u>	<u>1,220</u>	30.7	<u>13,206</u>	<u>15,631</u>	-15.5
Lincoln SUVs	7,266	<u>6,156</u>	18.0	<u>83,486</u>	<u>83,788</u>	-0.4
Lincoln Brand	7,266	6,195	17.3	83,486	86,929	-4.0

Said Deep 313.594.0942 sdeep@ford.com

Ford Motor Company

DEC 2022 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Austang	13.2
GT	0.0
Ford Cars	13.3
Escape	31.7
Bronco Sport	21.7
Mustang Mach-E	6.6
EcoSport	1.9
Edge	12.1
Bronco	15.8
Explorer	38.1
Expedition	9.3
Ford SUVs	137.1
Corsair	5.3
Nautilus	4.0
Aviator	2.4
Navigator	2.5
Lincoln SUVs	14.2
Total SUVs	151.3
Econoline Van	12.0
Transit Connect (Tourneo)	2.8
Transit Van	23.8
Maverick	8.8
Ranger	7.1
-Series	172.9
Medium/Heavy	5.7
Ford Trucks	233.2
Total Car, Utility, Truck	397.8

DECEMBER 2022 PRODUCTION

					alendar Ye								
	<u>Jan</u>	<u>Feb</u>	Mar	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	Aug	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	Dec	Full Year
Flat Rock Ford Mustang	3,960	5,159	4,152	2,509	E 706	7,896	4,596	7 0 2 9	6,294	6,281	6,020	5,859	CE 490
Chicago Main	3,900	5,159	4,152	2,509	5,726	7,090	4,590	7,028	0,294	0,201	6,020	5,659	65,480
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555	17,590	21,912	21,020	20,004	238,108
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478	1,862	2,303	2,126	1,465	230,100
Chicago SHO	2,100	1,212	0,200	2,110	1,707	1,701	2,070	1,170	1,002	2,000	2,120	1,100	21,717
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955	1,476	1,408	1,380	1,363	15,262
Lincoln Aviator	109	154	239	290	163	202	521	86	252	-	163	112	2,291
Cuautitlan													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	6,247	77,959
Dearborn Truck Plant				,	,	,	,	,	,	,	,		
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213	20,035	22,613	33,352	27,806	27,237	28,335	23,716	296,730
Detroit Chassis Plant				,	,	,	,	,	,	,	,		
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057	1,698	21,196
Hermosillo				,	,	,	,	,	,	,	,		
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662	8,800	134,088
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	7,536	91,434
Kansas City (SUV)	.,0.12	0,101	0,0	0,110	.,	.,	0,010	0,001	. 0,00 .	0,101	0,011	.,	01,101
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	10,208	129,937
Kansas City (Truck)	0,701	3,570	,. 10	, 100	,507	5,777	0,202	. 0,022	. 0,020		,50 1	. 0,200	0,007
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863	26,276	21,141	24,465	25,777	20,069	24,387	19,946	250,917
Kentucky Truck	10,010	10,413	27,000	1,007	20,000	20,210	£1,141	27,700	20,111	20,000	27,007	10,040	200,017
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595	29,038	16,502	32,177	27,395	31,393	27,776	22,394	293,065
				,			,						,
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	6,098	70,102
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	1,541	18,146
Louisville Assembly	45.000	40.000	04.000	40.404	44 750	00.000	0.004	04.454	40.005	47 407	40.050	7 400	407 70 -
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	7,138	187,761
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825	1,439	35,779
Michigan Assembly													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	4,093	60,750
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	10,842	139,062
<u>Multimatic</u>													
Ford GT	18	19	23	20	21	21	20	21	17	16	19	13	228
<u>Oakville</u>													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263	9,012	103,373
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698	2,227	26,596
Ohio Assembly													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494	3,661	38,830
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546	1,506	15,609
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509	2,511	1,655	1,668	1,748	18,324
Tatal Draduation	477 700	4.40,000	044.050	000.000	400.000	000 457	450 404	000 007	044.005	040 707	040 507	470.000	0.055.744
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	212,507	178,666	2,355,744
			<u>2(</u>	022 Calen	dar Year	Production	n By Vehic	le Line					
	<u>Jan</u>	<u>Feb</u>	Mar	<u>Apr</u>	May	<u>Jun</u>	<u>Jul</u>	Aug	<u>Sep</u>	Oct	Nov	Dec	Full Year
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662	8,800	134.088
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	7,536	91,434
WAVEILLA	1,842	9,184	9,778	9,179	1,000	1,304	3,378	0,384	10,094	0,131	0,014	1,530	91,434
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020	5,859	65,480
Ford GT	18	19	23	20	21	21	20	21	17	16	19	13	228
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	4,093	60,750
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	10,842	139,062
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	6,247	77,959
Ť													
Ford F-Series (F-150) Ford F-Series (Super Duty)	43,386 11,088	21,402 19,558	50,737 23,848	34,891 30,003	52,076 27,329	46,311 30,807	43,754 17,530	57,817 34,686	53,583 29,906	47,306 33,048	52,722 29,444	43,662 24,142	547,647 311,389
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	6,098	70,102
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	1,541	18,146
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	19,066	23,320	22,400	21,367	253,370
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	2,114	2,303	2,289	1,577	27,008
	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	10,208	129,937
Ford Transit		13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	7,138	187,761
	15 822		Z1,00Z	10,491			1,625	4,001	3,940	3,783	2,825	1,439	35,779
Ford Transit Ford Escape	15,822			2070	0 100			4,001	3,940	3.(83			
Ford Escape	15,822 2,627	3,193	3,263	2,970	2,128	3,985	1,025			-,	2,025	1,439	00,110
Ford Escape Lincoln MKC				2,970 13,228	2,128 3,044	3,985 7,484	4,869	9,688	5,282	5,140	11,263	9,012	
Ford Escape Lincoln MKC Ford Edge	2,627	3,193	3,263						5,282 1,554				103,373 26,596
Ford Escape Lincoln MKC Ford Edge Lincoln MKX	2,627 8,283 1,552	3,193 10,433 2,618	3,263 15,647 4,224	13,228 3,559	3,044 742	7,484 2,727	4,869 1,182	9,688 2,426	1,554	5,140 1,087	11,263 2,698	9,012 2,227	103,373 26,596
Ford Escape Lincoln MKC Ford Edge Lincoln MKX Ford Econoline	2,627 8,283 1,552 1,485	3,193 10,433 2,618 1,828	3,263 15,647 4,224 1,883	13,228 3,559 4,771	3,044 742 3,436	7,484 2,727 4,091	4,869 1,182 3,020	9,688 2,426 2,503	1,554 4,443	5,140 1,087 4,215	11,263 2,698 3,494	9,012 2,227 3,661	103,373 26,596 38,830
Ford Escape Lincoln MKC Ford Edge Lincoln MKX Ford Econoline Medium Truck	2,627 8,283 1,552 1,485 526	3,193 10,433 2,618 1,828 649	3,263 15,647 4,224 1,883 763	13,228 3,559 4,771 1,764	3,044 742 3,436 1,864	7,484 2,727 4,091 888	4,869 1,182 3,020 970	9,688 2,426 2,503 1,867	1,554 4,443 1,684	5,140 1,087 4,215 1,582	11,263 2,698 3,494 1,546	9,012 2,227 3,661 1,506	103,373 26,596 38,830 15,609
	2,627 8,283 1,552 1,485	3,193 10,433 2,618 1,828	3,263 15,647 4,224 1,883	13,228 3,559 4,771	3,044 742 3,436	7,484 2,727 4,091	4,869 1,182 3,020	9,688 2,426 2,503	1,554 4,443	5,140 1,087 4,215	11,263 2,698 3,494	9,012 2,227 3,661	103,373 26,596 38,830