

GM U.S. DELIVERIES FOR QUARTER 4 2022

	QUARTER 4			(CALENDAR YEAR-TO-DATE)		
	2022	2021	% Change Volume	2022	2021	% 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
Terrain	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 Year; Ford Posts Record Electric Vehicles Sales, Harnesses No. 2 EV Automaker Spot; Ford Expands Total Market Share in 2022



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 self-driving 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

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 SUV

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.



Ford Pro

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 Electric

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. Conquering sales at over 60 percent, Ford's electric vehicles played a crucial role in expanding Ford's overall share in 2022.



Lincoln SUVs

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

	<u>December</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
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	<u>83,486</u>	<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
<i>Memo: F-150 Lightning (electric)</i>	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
<i>Memo: E-Transit</i>	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	<u>7,266</u>	<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

CONTACT

Ford Motor Company

DEC 2022 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	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
F-Series	172.9
Medium/Heavy	5.7
Ford Trucks	233.2
Total Car, Utility, Truck	397.8

FCA US LLC Sales Summary Q4 2022

Model	Q4 Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	19,209	17,613	9%	86,175	75,642	14%
Wrangler	34,253	39,900	-14%	181,409	204,610	-11%
Gladiator	17,587	18,254	-4%	77,855	89,712	-13%
Cherokee	9,470	10,376	-9%	40,322	89,126	-55%
Grand Cherokee	50,800	74,717	-32%	223,345	264,444	-16%
Renegade	3,773	5,180	-27%	27,549	47,137	-42%
Wagoneer	5,943	5,328	New	36,219	5,349	577%
Grand Wagoneer	2,282	2,663	New	11,736	2,675	339%
JEEP BRAND	143,317	174,040	-18%	684,614	778,711	-12%
Ram P/U	105,255	134,616	-22%	468,344	569,388	-18%
ProMaster Van	18,905	14,184	33%	60,936	63,361	-4%
ProMaster City	5,713	3,118	83%	15,914	14,579	9%
RAM BRAND	129,873	151,921	-15%	545,194	647,331	-16%
200	0	10	-100%	2	15	-87%
300	2,330	2,031	15%	14,087	16,662	-15%
Pacifica	22,722	38,821	-41%	98,624	98,323	0%
CHRYSLER BRAND	25,052	40,865	-39%	112,713	115,004	-2%
Dart	0	5	-100%	4	10	-60%
Charger	17,414	16,891	3%	80,074	78,389	2%
Challenger	12,966	10,172	27%	55,060	54,314	1%
Viper	0	2	-100%	1	4	-75%
Journey	7	208	-97%	194	14,035	-99%
Caravan	1	81	-99%	27	3,037	-99%
Durango	15,890	13,004	22%	55,433	65,935	-16%
DODGE BRAND	46,278	40,363	15%	190,795	215,724	-12%
500	0	33	-100%	8	51	-84%
500L	0	13	-100%	8	190	-96%
500X	118	201	-41%	875	1,181	-26%
Spider	0	20	-100%	24	952	-97%
FIAT BRAND	118	267	-56%	915	2,374	-61%
Giulia	1,430	1,520	-6%	5,092	7,634	-33%
Alfa 4C	0	1	-100%	1	77	-99%
Stelvio	1,601	2,536	-37%	7,752	10,539	-26%
ALFA ROMEO	3,031	4,057	-25%	12,845	18,250	-30%
FCA US LLC	347,669	411,513	-16%	1,547,076	1,777,394	-13%

Nissan Group reports 2022 fourth quarter and 2022 calendar year U.S. Sales

	2022	2021	% chg
Fourth quarter (Oct. - Dec.) 2022 total sales (units)	191,012	194,983	-2.0%
<i>Nissan Division sales</i>	177,439	184,033	-3.6%
<i>INFINITI sales*</i>	13,573	10,950	24.0%
<i>Calendar year 2022 total sales (units)</i>	729,350	977,639	-25.4%
<i>Nissan Division sales</i>	682,731	919,086	-25.7%
<i>INFINITI sales*</i>	46,619	58,553	-20.4%

NASHVILLE, Tenn. (Jan. 4, 2023) – Nissan Group announced total U.S. fourth quarter (October - December) sales for 2022 of 191,012 units, a decrease of 2.0% versus the prior year.

Nissan Group also announced total calendar year 2022 U.S. sales of 729,350 units, a decrease of 25.4% percent compared to the prior year.

Nissan Division fourth quarter 2022 highlights:

- Sales of the Nissan Pathfinder were up 63.0% year-over-year for the quarter.
- Sales of the Nissan Altima were up 19.7% year-over-year for the quarter.
- Sales of the Nissan Murano were up 12.7% year-over-year for the quarter.
- Sales of the Nissan Rogue were up 10.6% year-over-year for the quarter.

Nissan Division 2022 year-end highlights:

- Sales of the Nissan Pathfinder were up 40.0% for the calendar year.
- Sales of Nissan Altima were up 34.9% for the calendar year.
- Sales of the Nissan Frontier were up 25.5% for the calendar year.

*INFINITI sales total included for reference. For more information on INFINITI's third-quarter sales performance, please visit [INFINITINews.com](https://www.infinitinews.com).

NOTE: To ensure consistency in global sales reporting, Nissan North America calculates quarterly variances on a straight-percentage basis, unadjusted for the number of selling days. Fourth quarter 2022 had 78 selling days and fourth quarter 2021 had 78 selling days. Calendar year 2022 had 307 selling days and calendar year 2021 had 306 selling days.

For more information about our products, services and commitment to sustainable mobility, visit [nissanusa.com](https://www.nissanusa.com). You can also follow us on [Facebook](#), [Instagram](#), [Twitter](#) and [LinkedIn](#) and see all our latest videos on [YouTube](#).

###

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NISSAN

GROUP OF NORTH AMERICA

NISSAN DIVISION	Qtr: Oct-22 to Dec-22	Qtr: Oct-21 to Dec-21	Quarterly	Quarterly	CYTD	CYTD	CYTD
	CY2022	CY2021	% chg (units)	% chg (DSR)	2022	2021	% chg
Nissan Division Total	177,439	184,033	-3.6	-3.6	682,731	919,086	-25.7
Versa	4,061	10,344	-60.7	-60.7	13,396	60,913	-78.0
Sentra	14,183	17,040	-16.8	-16.8	77,123	127,861	-39.7
Altima	33,833	28,269	19.7	19.7	139,955	103,777	34.9
Maxima	2,075	3,793	-45.3	-45.3	7,110	16,386	-56.6
LEAF	3,127	4,165	-24.9	-24.9	12,025	14,239	-15.5
Z	177	0	N.A.	N.A.	263	36	630.6
GT-R	1	60	-98.3	-98.3	57	227	-74.9
Total Car	57,457	63,671	-9.8	-9.8	249,929	323,439	-22.7
Kicks	9,759	18,225	-46.5	-46.5	54,879	82,960	-33.8
Frontier	19,830	22,634	-12.4	-12.4	76,183	60,693	25.5
Titan	2,576	4,634	-44.4	-44.4	15,063	27,406	-45.0
Pathfinder	20,280	12,439	63.0	63.0	57,862	41,324	40.0
Armada	3,294	4,130	-20.2	-20.2	11,923	22,814	-47.7
Rogue	56,345	50,955	10.6	10.6	186,480	285,602	-34.7
Ariya	201	0	N.A.	N.A.	201	0	N.A.
Murano	7,697	6,830	12.7	12.7	30,074	46,117	-34.8
NV	0	75	-100.0	-100.0	3	11,372	-100.0
NV200	0	440	-100.0	-100.0	134	17,359	-99.2
Total Truck	119,982	120,362	-0.3	-0.3	432,802	595,647	-27.3
North American produced	150,188	161,457	-7.0	-7.0	584,170	751,027	-22.2
Car	57,279	63,611	-10.0	-10.0	249,609	323,176	-22.8
Truck	92,909	97,846	-5.0	-5.0	334,561	427,851	-21.8
Import	27,251	22,576	20.7	20.7	98,561	168,059	-41.4
Car	178	60	196.7	196.7	320	263	21.7
Truck	27,073	22,516	20.2	20.2	98,241	167,796	-41.5
INFINITI	Qtr: Oct-22 to Dec-22	Qtr: Oct-21 to Dec-21	Quarterly	Quarterly	CYTD	CYTD	CYTD
	CY2022	CY2021	% chg (units)	% chg (DSR)	2022	2021	% chg
Infiniti Division Total	13,573	10,950	24.0	24.0	46,619	58,553	-20.4
Infiniti Q50	551	2,512	-78.1	-78.1	4,781	13,896	-65.6
Infiniti Q60	206	526	-60.8	-60.8	1,847	2,728	-32.3
Infiniti Q70	0	0	N.A.	N.A.	1	0	N.A.
Infiniti QX30	0	0	N.A.	N.A.	0	1	-100.0
Infiniti QX50	2,557	2,204	16.0	16.0	11,105	19,195	-42.1
Infiniti QX55	1,463	1,355	8.0	8.0	5,106	4,332	17.9

NISSAN

GROUP OF NORTH AMERICA

Infiniti QX60	6,243	1,455	329.1	329.1	16,573	5,829	184.3
Infiniti QX80	2,553	2,898	-11.9	-11.9	7,206	12,572	-42.7
Total Car	757	3,038	-75.1	-75.1	6,629	16,624	-60.1
Total Truck	12,816	7,912	62.0	62.0	39,990	41,929	-4.6
NISSAN GROUP							
	Qtr: Oct-22 to Dec-22	Qtr: Oct-21 to Dec-21	Quarterly	Quarterly	CYTD	CYTD	CYTD
-	CY2022	CY2021	% chg (units)	% chg (DSR)	2022	2021	% chg
TOTAL VEHICLE	191,012	194,983	-2.0	-2.0	729,350	977,639	-25.4
Total Car	58,214	66,709	-12.7	-12.7	256,558	340,063	-24.6
Total Truck	132,798	128,274	3.5	3.5	472,792	637,576	-25.8
Selling days	78	78			307	306	

TOYOTA U.S. SALES SUMMARY

December 2022

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2022	2021	DSR %	VOL %	2022	2021	DSR %	VOL %
TOTAL TMNA	180,147	174,115	3.5	3.5	2,108,458	2,332,262	-9.9	-9.6
TOTAL TOYOTA DIV.	160,039	150,072	6.6	6.6	1,849,754	2,027,786	-9.1	-8.8
TOTAL LEXUS DIV.	20,108	24,043	-16.4	-16.4	258,704	304,476	-15.3	-15.0
COROLLA	17,982	13,940	29.0	29.0	222,216	248,993	-11.0	-10.8
SUPRA	258	483	-46.6	-46.6	4,952	6,830	-27.7	-27.5
GR86 (INCL FR-S)	860	107	703.7	703.7	11,996	1,152	937.9	941.3
MIRAI	303	28	982.1	982.1	2,094	2,629	-20.6	-20.3
AVALON	12	1,122	-98.9	-98.9	12,215	19,460	-37.4	-37.2
PRIUS	4,907	3,946	24.4	24.4	36,919	59,010	-37.6	-37.4
CAMRY	25,906	20,074	29.1	29.1	295,201	313,795	-6.2	-5.9
TOTAL TOYOTA DIV. CAR	50,228	39,700	26.5	26.5	585,593	652,074	-10.5	-10.2
IS	1,922	1,393	38.0	38.0	21,386	21,998	-3.1	-2.8
RC	207	94	120.2	120.2	2,648	2,987	-11.6	-11.3
ES	3,395	4,028	-15.7	-15.7	41,735	45,406	-8.4	-8.1
GS	0	1	-100	-100	2	76	-97.4	-97.4
LS	223	178	25.3	25.3	2,679	3,739	-28.6	-28.3
LC	178	145	22.8	22.8	1,387	2,782	-50.3	-50.1
TOTAL LEXUS DIV. CAR	5,925	5,839	1.5	1.5	69,837	76,989	-9.6	-9.3
TOTAL TMNA CAR	56,153	45,539	23.3	23.3	655,430	729,033	-10.4	-10.1
C-HR	604	941	-35.8	-35.8	12,141	35,707	-66.1	-66.0
BZ4X	634	0	0	0	1,220	0	0	0
RAV4	33,489	34,609	-3.2	-3.2	399,941	407,739	-2.2	-1.9
COROLLA CROSS	5,609	3,500	60.3	60.3	56,666	7,203	684.1	686.7
VENZA	2,924	5,128	-43.0	-43.0	33,683	61,988	-45.8	-45.7
HIGHLANDER	20,247	19,270	5.1	5.1	222,805	264,128	-15.9	-15.6
4RUNNER	7,291	14,851	-50.9	-50.9	121,023	144,696	-16.6	-16.4
SEQUOIA	2,073	805	157.5	157.5	5,314	8,070	-34.4	-34.2
LAND CRUISER	3	13	-76.9	-76.9	48	3,711	-98.7	-98.7
TOTAL TOYOTA DIV. SUV	72,874	79,117	-7.9	-7.9	852,841	933,243	-8.9	-8.6
SIENNA	6,107	8,082	-24.4	-24.4	69,751	107,990	-35.6	-35.4
TACOMA	20,855	19,423	7.4	7.4	237,323	252,520	-6.3	-6.0
TUNDRA	9,975	3,750	166.0	166.0	104,246	81,959	26.8	27.2
<i>TOTAL TOYOTA DIV. PICKUP</i>	30,830	23,173	33.0	33.0	341,569	334,479	1.8	2.1
TOTAL TOYOTA DIV. TRUCK	109,811	110,372	-0.5	-0.5	1,264,161	1,375,712	-8.4	-8.1
UX	1,060	1,577	-32.8	-32.8	10,237	17,581	-42.0	-41.8
NX	6,088	1,516	301.6	301.6	49,002	58,514	-16.5	-16.3
RX	3,769	11,594	-67.5	-67.5	96,041	115,320	-17.0	-16.7
GX	2,828	3,007	-6.0	-6.0	29,945	32,509	-8.2	-7.9
LX	438	510	-14.1	-14.1	3,642	3,563	1.9	2.2
TOTAL LEXUS DIV. TRUCK	14,183	18,204	-22.1	-22.1	188,867	227,487	-17.2	-17.0
TOTAL TMNA TRUCK	123,994	128,576	-3.6	-3.6	1,453,028	1,603,199	-9.7	-9.4
Selling Days	27	27			307	306		

DSR = Daily Selling Rate

TOYOTA U.S. ELECTRIFIED VEHICLE SALES SUMMARY

December 2022

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2022	2021	DSR %	VOL%	2022	2021	DSR %	VOL%
TOYOTA PRIUS HYBRID	2,964	2,792	6.2	6.2	25,062	33,968	-26.5	-26.2
TOYOTA PRIUS PRIME	1,943	1,154	68.4	68.4	11,857	25,042	-52.8	-52.7
TOYOTA COROLLA HYBRID	3,254	2,819	15.4	15.4	27,799	27,576	0.5	0.8
TOYOTA CAMRY HYBRID	1,411	2,446	-42.3	-42.3	41,830	46,399	-10.1	-9.8
TOYOTA AVALON HYBRID	5	559	-99.1	-99.1	3,565	9,734	-63.5	-63.4
TOYOTA MIRAI	303	28	982.1	982.1	2,094	2,629	-20.6	-20.3
TOYOTA SIENNA HYBRID	6,107	8,080	-24.4	-24.4	69,720	107,130	-35.1	-34.9
TOYOTA HIGHLANDER HYBRID	6,565	5,263	24.7	24.7	43,711	65,167	-33.1	-32.9
TOYOTA SEQUOIA HYBRID	2,070	0	0	0	4,797	0	0	0
TOYOTA BZ4X	634	0	0	0	1,220	0	0	0
TOYOTA RAV4 HYBRID	8,086	13,214	-38.8	-38.8	149,938	120,983	23.5	23.9
TOYOTA RAV4 PRIME	1,018	2,185	-53.4	-53.4	18,567	27,707	-33.2	-33.0
TOYOTA VENZA HYBRID	2,924	5,128	-43.0	-43.0	33,683	61,988	-45.8	-45.7
TOYOTA TUNDRA HYBRID	2,261	0	0	0	15,011	0	0	0
LEXUS ES HYBRID	1,140	1,024	11.3	11.3	13,607	12,990	4.4	4.7
LEXUS UX HYBRID	1,060	1,142	-7.2	-7.2	6,884	12,672	-45.9	-45.7
LEXUS NX HYBRID	2,005	473	323.9	323.9	13,873	10,614	30.3	30.7
LEXUS NX PLUG-IN HYBRID	258	18	1,333.0	1,333.0	3,507	18	19,320.0	19,383.0
LEXUS RX HYBRID	1,003	1,812	-44.6	-44.6	17,194	18,981	-9.7	-9.4
LEXUS LS HYBRID	8	7	14.3	14.3	78	84	-7.4	-7.1
LEXUS LC HYBRID	1	1	0	0	19	14	35.3	35.7
TOTAL TMNA Electrified Vehicles	45,020	48,145	-6.5	-6.5	504,016	583,697	-13.9	-13.7
TOTAL TOYOTA Electrified Vehicles	39,545	43,668	-9.4	-9.4	448,854	528,323	-15.3	-15.0
TOTAL LEXUS Electrified Vehicles	5,475	4,477	22.3	22.3	55,162	55,374	-0.7	-0.4
TOTAL TMNA SALES RATIO	25.0%	27.7%			23.9%	25.0%		
Selling Days	27	27			307	306		