

FCA US LLC Sales Summary Q2 2024

Model	Q2 Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	22,195	28,083	-21%	49,842	51,292	-3%
Patriot	0	0		0	0	
Wrangler	38,896	46,671	-17%	77,204	84,642	-9%
Gladiator	10,489	13,751	-24%	23,478	27,326	-14%
Cherokee	969	6,006	-84%	2,165	19,219	-89%
Grand Cherokee	52,296	70,454	-26%	106,751	124,956	-15%
Renegade	1,563	5,020	-69%	7,326	9,149	-20%
Wagoneer	16,734	8,075	107%	29,865	13,635	119%
Grand Wagoneer	4,005	3,224	24%	7,555	5,268	43%
JEEP BRAND	147,147	181,284	-19%	304,186	335,487	-9%
Ram P/U	90,109	117,699	-23%	179,526	223,049	-20%
ProMaster Van	15,369	20,200	-24%	21,222	37,894	-44%
ProMaster City	7	4,114	-100%	45	9,792	-100%
RAM BRAND	105,485	142,013	-26%	200,793	270,735	-26%
200	0	1	-100%	-1	1	-200%
300	1,998	4,208	-53%	3,691	7,197	-49%
Town & Country	0	0		0	0	
Pacifica	37,768	44,935	-16%	70,882	73,845	-4%
CHRYSLER BRAND	39,766	49,144	-19%	74,572	81,043	-8%
Dart	0	0		0	0	
Viper	0	0		1	0	
Hornet	4,299	2,597	New	11,718	2,619	New
Charger	16,216	24,604	-34%	26,876	46,710	-42%
Challenger	11,480	12,904	-11%	21,217	24,275	-13%
Journey	0	4	-100%	0	12	-100%
Caravan	0	1	-100%	2	2	0%
Durango	17,792	19,642	-9%	32,921	37,109	-11%
DODGE BRAND	49,787	59,752	-17%	92,735	110,727	-16%
500	163	1	16200%	204	1	20300%
500L	0	0		0	3	-100%
500X	153	143	7%	266	278	-4%
Spider	0	0		0	0	
FIAT BRAND	316	144	119%	470	282	67%
Giulia	656	865	-24%	1,296	1,831	-29%
Alfa 4C	0	1	-100%	0	1	-100%
Stelvio	949	1,328	-29%	1,866	2,752	-32%
Tonale	887	117	New	1,615	117	New
ALFA ROMEO	2,492	2,311	8%	4,777	4,701	2%
FCA US LLC	344,993	434,648	-21%	677,533	802,975	-16%

American Honda Vehicle Sales for June 2024								
	Month-to-Date				Year-to-Date			
	June 2024	June 2023	DSR** % Change	MoM % Change	June 2024	June 2023	DSR** % Change	YoY % Change
American Honda Total	112,742	111,498	1.1%	1.1%	690,281	631,532	7.9%	9.3%
Total Car Sales	37,081	38,335	-3.3%	-3.3%	228,358	219,803	2.5%	3.9%
Total Truck Sales	75,661	73,163	3.4%	3.4%	461,923	411,729	10.7%	12.2%
Honda Total Car Sales	34,426	33,714	2.1%	2.1%	210,509	193,800	7.2%	8.6%
Honda Total Truck Sales	67,959	64,613	5.2%	5.2%	415,757	364,090	12.7%	14.2%
Acura Total Car Sales	2,655	4,621	-42.5%	-42.5%	17,849	26,003	-32.2%	-31.4%
Acura Total Truck Sales	7,702	8,550	-9.9%	-9.9%	46,166	47,639	-4.4%	-3.1%
* Total Domestic Car Sales	36,582	38,113	-4.0%	-4.0%	224,823	218,451	1.6%	2.9%
Honda Division	33,927	33,492	1.3%	1.3%	206,974	192,448	6.2%	7.5%
Acura Division	2,655	4,621	-42.5%	-42.5%	17,849	26,003	-32.2%	-31.4%
* Total Domestic Truck Sales	75,661	73,163	3.4%	3.4%	461,923	411,729	10.7%	12.2%
Honda Division	67,959	64,613	5.2%	5.2%	415,757	364,090	12.7%	14.2%
Acura Division	7,702	8,550	-9.9%	-9.9%	46,166	47,639	-4.4%	-3.1%
Total Import Car Sales	499	222	124.8%	124.8%	3,535	1,352	158.1%	161.5%
Honda Division	499	222	124.8%	124.8%	3,535	1,352	158.1%	161.5%
Acura Division	0	0	0.0%	0.0%	0	0	0.0%	0.0%
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	102,385	98,327	4.1%	4.1%	626,266	557,889	10.8%	12.3%
ACCORD	12,597	17,735	-29.0%	-29.0%	80,721	99,845	-20.2%	-19.2%
CIVIC	21,829	15,979	36.6%	36.6%	129,788	93,954	36.3%	38.1%
CR-V	31,710	31,159	1.8%	1.8%	196,204	163,697	18.3%	19.9%
HR-V	11,110	9,136	21.6%	21.6%	76,263	53,910	39.6%	41.5%
ODYSSEY	6,911	5,239	31.9%	31.9%	39,257	39,466	-1.8%	-0.5%
PASSPORT	2,644	3,710	-28.7%	-28.7%	16,293	23,804	-32.4%	-31.6%
PILOT	11,789	10,691	10.3%	10.3%	66,283	55,783	17.3%	18.8%
PROLOGUE	830	0	0.0%	0.0%	1,535	0	0.0%	0.0%
RIDGELINE	2,965	4,678	-36.6%	-36.6%	19,922	27,430	-28.3%	-27.4%
Acura Division Total	10,357	13,171	-21.4%	-21.4%	64,015	73,642	-14.2%	-13.1%
ILX	0	0	0.0%	0.0%	0	2	-100.0%	-100.0%
INTEGRA	2,177	2,608	-16.5%	-16.5%	13,638	16,514	-18.5%	-17.4%
NSX	0	0	0.0%	0.0%	0	5	-100.0%	-100.0%
TLX	478	2,013	-76.3%	-76.3%	4,211	9,482	-56.2%	-55.6%
MDX	4,130	5,048	-18.2%	-18.2%	25,694	31,964	-20.7%	-19.6%
RDX	3,317	3,502	-5.3%	-5.3%	20,134	15,675	26.8%	28.4%
ZDX	255	0	0.0%	0.0%	338	0	0.0%	0.0%
Selling Days	26	26			154	152		
**** Electrified Vehicles	23,981	26,522	-9.6%	-9.6%	134,320	137,443	-3.5%	-2.3%
* 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.								



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News Release

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KIA AMERICA RECORDS HIGHEST FIRST-HALF EV SALES IN COMPANY HISTORY

- **Second-best first-half sales on record**
- **Carnival, Forte, Sportage and Seltos achieve largest first-half sales in history**

IRVINE, Calif., July 1, 2024 – Kia America delivered highest first-half EV sales in company history. Kia also marked the second-best first-half total sales. The brand’s best-selling models through the first half of 2024 were the Sportage SUV and Forte sedan.

Kia America sold more than 5,000 all-electric vehicles for the third consecutive month and 29,392 total EVs through the first-half, resulting 112-percent growth year-over-year and indicating strong EV sales growth momentum for the company.

Four Kia models – Carnival (+18-percent), Forte (+13-percent), Sportage (+11-percent) and Seltos (+1-percent) – set new first-half sales records.

“Kia’s leadership as a sustainable mobility solutions provider and our growing selection of hybrid, plug-in hybrid and all-electric utility vehicles are delivering one of the most balanced lineups in the industry,” said Eric Watson, vice president, sales operations, Kia America. “With the first-ever hybrid Carnival MPV arriving soon and a growing supply of the updated K5 sedan, Kia continues to provide customers with award-winning choices, and we anticipate consumer demand and Kia showroom traffic to further increase during the second half of the year.”

In addition to the monthly sales performance, Kia America announced several initiatives, including:

- Kia participated in Electrify Expo Long Beach where the brand displayed the all-electric EV6 and EV9 models. In addition, attendees were able to participate in a ride-and-drive to experience the EV6 and EV9 vehicles for themselves.
- **Durham, North Carolina, was selected as the headquarters for IONNA**, the charging network founded by a coalition of the world’s top automakers: in addition to Kia, BMW, GM, Honda, Hyundai, MB, and Stellantis.

Model	MONTH OF JUNE		YEAR TO DATE	
	2024	2023	2024	2023
EV9	1,905	0	9,671	0
EV6	2,171	1,458	10,941	8,328
Rio	2	2,180	1,916	14,196
Forte	11,358	10,330	70,473	62,061
K5	3,771	6,072	12,807	30,897
Stinger	0	642	0	4,554
Soul	4,565	5,202	28,465	34,747

Niro	3,381	3,165	18,102	19,325
Seltos	5,871	5,652	32,786	32,423
Sportage	13,316	13,917	79,853	71,889
Sorento	6,925	7,912	46,663	42,807
Telluride	8,858	9,534	53,700	55,284
Carnival	3,806	4,431	21,083	17,822
Total	65,929	70,495	386,460	394,333

Kia America – about us

Headquartered in Irvine, California, Kia America continues to top automotive quality surveys. Kia is recognized as one of the TIME100 Most Influential Companies of 2023. Kia serves as the "Official Automotive Partner" of the NBA and offers a range of gasoline, hybrid, plug-in hybrid and electric vehicles sold through a network of over 775 dealers in the U.S., including several cars and SUVs proudly assembled in America*.

For media information, including photography, visit www.kiamedia.com. To receive custom email notifications for press releases the moment they are published, subscribe at www.kiamedia.com/us/en/newsalert.

* The Sportage (excludes HEV and PHEV models), Sorento (excludes HEV and PHEV models), and Telluride are assembled in the United States from U.S. and globally sourced parts.

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Information posted in press releases on the Kia Media website was accurate at the time of posting but may be superseded by subsequent releases or other information.

TOYOTA U.S. SALES SUMMARY

June 2024

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

	2024	2023	DSR %	VOL %	2024	2023	DSR %	VOL %
TOTAL TMNA	193,120	195,448	-1.2	-1.2	1,186,647	1,038,520	12.8	14.3
TOTAL TOYOTA DIV.	164,777	168,680	-2.3	-2.3	1,019,436	889,108	13.2	14.7
TOTAL LEXUS DIV.	28,343	26,768	5.9	5.9	167,211	149,412	10.5	11.9
COROLLA	18,259	20,485	-10.9	-10.9	121,991	97,498	23.5	25.1
SUPRA	272	246	10.6	10.6	1,495	1,621	-9.0	-7.8
GR86 (INCL FR-S)	1,500	1,178	27.3	27.3	7,467	5,263	40.0	41.9
MIRAI	20	445	-95.5	-95.5	245	1,722	-86.0	-85.8
CROWN	1,493	1,232	21.2	21.2	14,032	6,155	125.0	128.0
PRIUS	13	2,466	-99.5	-99.5	15,373	14,941	1.6	2.9
CAMRY	24,552	28,706	-14.5	-14.5	155,242	150,742	1.6	3.0
TOTAL TOYOTA DIV. CAR	46,109	54,760	-15.8	-15.8	315,850	277,985	12.1	13.6
IS	1,561	1,854	-15.8	-15.8	10,149	11,114	-9.9	-8.7
RC	145	165	-12.1	-12.1	941	842	10.3	11.8
ES	3,546	3,475	2.0	2.0	19,558	19,319	-0.1	1.2
LS	144	174	-17.2	-17.2	1,214	1,211	-1.1	0.2
LC	135	132	2.3	2.3	966	825	15.6	17.1
TOTAL LEXUS DIV. CAR	5,531	5,800	-4.6	-4.6	32,828	33,313	-2.7	-1.5
TOTAL TMNA CAR	51,640	60,560	-14.7	-14.7	348,678	311,298	10.6	12.0
BZ4X	1,353	616	119.6	119.6	9,468	3,659	155.4	158.8
RAV4	41,736	38,250	9.1	9.1	248,295	187,017	31.0	32.8
COROLLA CROSS	8,705	5,629	54.6	54.6	45,167	28,336	57.3	59.4
VENZA	4,133	2,292	80.3	80.3	21,527	13,077	62.5	64.6
HIGHLANDER	8,910	18,542	-51.9	-51.9	60,108	113,264	-47.6	-46.9
GRAND HIGHLANDER	6,542	159	4,015.0	4,015.0	55,382	159	34,279.1	34,731.4
4RUNNER	9,530	9,287	2.6	2.6	66,550	50,736	29.5	31.2
SEQUOIA	2,344	1,625	44.2	44.2	12,868	9,577	32.6	34.4
LAND CRUISER	2,064	1	206,300.0	206,300.0	3,461	4	85,301.3	86,425.0
TOTAL TOYOTA DIV. SUV	85,317	76,406	11.7	11.7	522,827	406,603	26.9	28.6
SIENNA	5,419	6,418	-15.6	-15.6	32,868	27,940	16.1	17.6
TACOMA	14,929	21,321	-30.0	-30.0	69,437	116,845	-41.3	-40.6
TUNDRA	13,003	9,775	33.0	33.0	78,454	59,735	29.6	31.3
TOTAL TOYOTA DIV. PICKUP	27,932	31,096	-10.2	-10.2	147,891	176,580	-17.3	-16.2
TOTAL TOYOTA DIV. TRUCK	118,668	113,920	4.2	4.2	703,586	611,123	13.6	15.1
UX	718	1,012	-29.1	-29.1	5,372	6,802	-22.0	-21.0
NX	6,784	6,925	-2.0	-2.0	34,639	34,038	0.4	1.8
RZ	1,190	281	323.5	323.5	5,639	1,117	398.3	404.8
RX	9,576	9,819	-2.5	-2.5	54,955	57,372	-5.5	-4.2
TX	2,357	0	0.0	0.0	21,322	0	0.0	0.0
GX	1,668	2,438	-31.6	-31.6	9,141	13,324	-32.3	-31.4
LX	519	493	5.3	5.3	3,315	3,446	-5.1	-3.8
TOTAL LEXUS DIV. TRUCK	22,812	20,968	8.8	8.8	134,383	116,099	14.2	15.7
TOTAL TMNA TRUCK	141,480	134,888	4.9	4.9	837,969	727,222	13.7	15.2
Selling Days	26	26			154	152		

DSR = Daily Selling Rate

TOYOTA U.S. ELECTRIFIED VEHICLE SALES SUMMARY

June 2024

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

2024 2023 DSR % VOL% 2024 2023 DSR % VOL%

TOYOTA PRIUS HYBRID	6	1,698	-99.6	-99.6	10,755	12,275	-13.5	-12.4
TOYOTA PRIUS PRIME	7	768	-99.1	-99.1	4,618	2,666	71.0	73.2
TOYOTA COROLLA HYBRID	3,712	2,808	32.2	32.2	27,907	23,101	19.2	20.8
TOYOTA CAMRY HYBRID	23,693	4,386	440.2	440.2	51,074	12,207	313.0	318.4
TOYOTA MIRAI	20	445	-95.5	-95.5	245	1,722	-86.0	-85.8
TOYOTA CROWN	1,493	1,232	21.2	21.2	14,032	6,155	125.0	128.0
TOYOTA SIENNA HYBRID	5,417	6,418	-15.6	-15.6	32,858	27,937	16.1	17.6
TOYOTA HIGHLANDER HYBRID	1,426	2,650	-46.2	-46.2	10,992	33,422	-67.5	-67.1
TOYOTA GRAND HIGHLANDER HYBRID	2,149	54	3,880.0	3,880.0	20,569	54	37,496.0	37,991.0
TOYOTA SEQUOIA HYBRID	2,344	1,622	44.5	44.5	12,867	9,555	32.9	34.7
TOYOTA LAND CRUISER HYBRID	2,064	1	206,300.0	206,300.0	3,461	4	85,301.0	86,425.0
TOYOTA BZ4X BEV	1,353	616	119.6	119.6	9,468	3,659	155.4	158.8
TOYOTA RAV4 HYBRID	16,445	14,919	10.2	10.2	111,526	57,208	92.4	94.9
TOYOTA RAV4 PRIME	2,883	1,139	153.1	153.1	17,074	10,970	53.6	55.6
TOYOTA COROLLA CROSS HYBRID	3,105	530	485.8	485.8	17,129	530	3,090.0	3,132.0
TOYOTA VENZA HYBRID	4,133	2,292	80.3	80.3	21,527	13,077	62.5	64.6
TOYOTA TACOMA HYBRID	212	0	0.0	0.0	217	0	0.0	0.0
TOYOTA TUNDRA HYBRID	4,147	2,349	76.5	76.5	26,867	14,280	85.7	88.1
LEXUS ES HYBRID	1,465	1,192	22.9	22.9	7,629	5,766	30.6	32.3
LEXUS UX HYBRID	718	1,012	-29.1	-29.1	5,372	6,800	-22.0	-21.0
LEXUS NX HYBRID	2,317	1,650	40.4	40.4	13,172	7,277	78.7	81.0
LEXUS NX PLUG-IN HYBRID	660	447	47.7	47.7	3,135	2,298	34.7	36.4
LEXUS RZ BEV	1,190	281	323.5	323.5	5,639	1,117	398.3	404.8
LEXUS RX HYBRID	3,213	3,018	6.5	6.5	20,287	18,319	9.3	10.7
LEXUS RX PLUG-IN HYBRID	132	0	0.0	0.0	1,784	0	0.0	0.0
LEXUS TX HYBRID	431	0	0.0	0.0	3,546	0	0.0	0.0
LEXUS TX PLUG-IN HYBRID	42	0	0.0	0.0	380	0	0.0	0.0
LEXUS LS HYBRID	3	8	-62.5	-62.5	57	61	-7.8	-6.6
LEXUS LC HYBRID	1	0	0.0	0.0	8	14	-43.6	-42.9
TOTAL TMNA Electrified Vehicles	84,781	51,536	64.5	64.5	454,197	270,480	65.7	67.9
TOTAL TOYOTA Electrified Vehicles	74,609	43,928	69.8	69.8	393,188	228,828	69.6	71.8
TOTAL LEXUS Electrified Vehicles	10,172	7,608	33.7	33.7	61,009	41,652	44.6	46.5
TOTAL TMNA SALES RATIO	43.9%	26.4%			38.3%	26.0%		
Selling Days	26	26			154	152		