

# Best-Selling F-Series, Vans Lead in Q2; Hybrids Grow 56%, EVs Up 61%

- Ford remains America’s No.1 truck seller, led by best-selling F-Series and strong gains for Maverick, America’s most affordable pickup
- Ford Transit, America’s No. 1 selling van, posts new first half sales record
- Maverick Hybrid, F-150 Hybrid sales best-ever quarterly results
- Ford is America’s No. 2 electric vehicle brand; EV sales up 61 percent in Q2
- Company poised for continued growth with new Explorer, Lincoln Aviator, Mustang Mach-E Rally, extended-range E-Transit deliveries starting soon

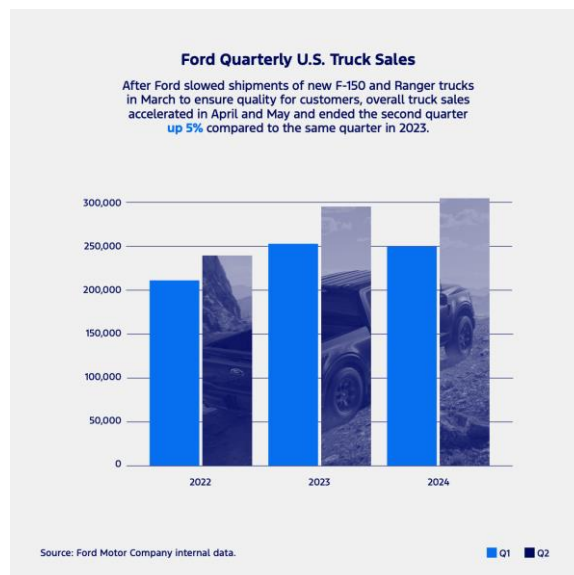
**DEARBORN, Mich., July 3, 2024** – Ford Motor Company’s exciting and differentiated U.S. product lineup is resonating with customers, evidenced by second-quarter sales gains across vans, trucks, Lincoln, and hybrid and electric vehicles.

Ford is the number one selling pickup manufacturer in the world and its F-Series truck lineup remains America’s best-selling, outselling second place Silverado by 71,000 and Ram by 173,000 trucks through June of this year. Maverick and Maverick Hybrid – the No. 1 selling hybrid truck in the U.S. – set new first half records. F-Series sales totaled 199,463 in Q2, up 30 percent from Q1.

Transit, America’s best-selling van posted a new first half sales record. Ford set an all-time record for SUV sales during the first half of 2024, topping the previous record set in 2017. And importantly, customers continue to find value in Ford software and service offerings that make their lives easier.

“From the urban customer who wants the capability of a small pickup like Maverick to the businesses that rely on Transit vans to help drive the American economy, the distinctive Ford lineup is resonating with customers,” said Andrew Frick, president, Ford Blue. “Hybrid and electric vehicles are driving growth, as are post-purchase experiences, like BlueCruise hands-free highway driving, the Ford Pro Intelligence software platform and remote vehicle servicing options.”

Ford total vehicle sales for the second quarter were up 1 percent year-over-year. Total truck sales (including pickups and vans) of 308,920 were up 5 percent compared to 2023, representing Ford’s best Q2 truck sales performance since 2019.

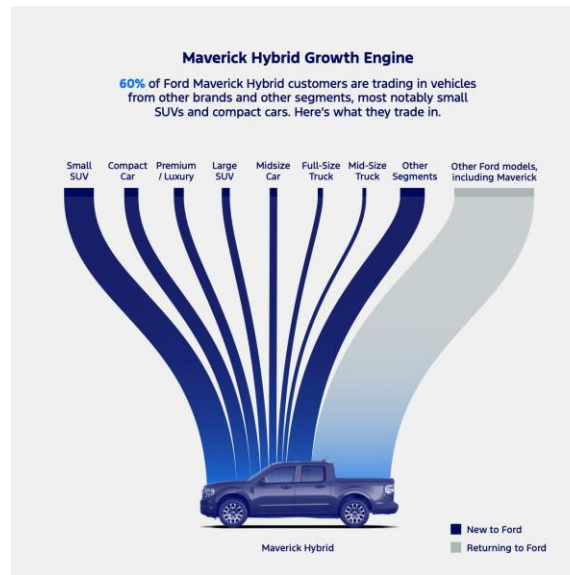


F-150, Ranger and all-new Lincoln Nautilus production continues to scale, and more new vehicles are on the way. The new Ford Explorer will soon begin shipping to dealers, followed by the new Lincoln Aviator, Mustang Mach-E Rally and extended-range E-Transit.

## Maverick, F-150 Boost Ford Hybrid Sales 56 Percent

Ford hybrid sales increased 56 percent to 53,822 – a new quarterly sales record since Ford first offered hybrid models more than two decades ago.

Leading the way: the Maverick, America's best-selling hybrid pickup, with sales totaling 40,420 through the first half of the year. Customers who seek capability, space, versatility and efficiency are turning to Maverick – even if they've never owned a truck or Ford vehicle before. Approximately 60 percent of all Maverick Hybrid customers come from other brands, and many are trading in their small SUVs and compact cars for the affordable midsize Maverick pickup.



Maverick's largest market is California and, based on the most recent registration data, Maverick is the top choice among female consumers in the midsize pickup segment.

Second to Maverick among hybrid pickups is the new F-150 Hybrid, with sales totaling 33,674 through the first half of the year, up 38 percent. Sales of the new 2024 F-150 Hybrid model started in the second quarter and steadily climbed through the three-month period, helping to lift overall Ford truck sales to a 5 percent gain for the quarter. F-150 Hybrid represented 20 percent of non-EV F-150 sales for Q2. No other competitor has the advantage of Ford's truck powertrain lineup of gas, hybrid and electric vehicles.

## Electric Vehicle Sales Surge; Ford No. 2 EV Brand

Electric vehicle sales increased 61 percent in the second quarter with 23,957 sold and are up 72 percent for the year. With 44,180 total EVs sold for the first half of the year, Ford brand electric vehicles trail only Tesla.

Mustang Mach-E and F-150 Lightning are drawing customers from other brands; 62 percent of F-150 Lightning and 54 percent of Mustang Mach-E sales are new to Ford.

Mustang Mach-E sales rose 46 percent over last year and are up 58 percent through the first half of the year. Year-to-date sales represent Mustang Mach-E's best performance since launch.

Sales of America's No. 1 selling electric truck, the F-150 Lightning, totaled 15,645 through June of this year. F-150 Lightning sales for Q2 totaled 7,902, up 77 percent from a year ago.

The Ford E-Transit was America's best-selling electric van with total first half sales of 6,301, more than double the amount sold during the first half of 2023. During Q2, E-Transit sales were up 96 percent. This represents E-Transit's best quarterly sales since its debut in 2022.

Three of every four E-Transit sales this year are from repeat customers as businesses see for themselves the lower maintenance and fuel costs that come with an electric vehicle.

### **Transit Posts Record Sales; Ford Pro Intelligence Subscriptions Rise**

Ford has led the commercial van segment for 45 straight years and is off to a record Transit start this year. In Q2, Ford Transit and E-Series combined accounted for half of the full-size commercial van segment. Now in its 10<sup>th</sup> year, Transit, America's best-selling van, posted sales of 82,164 vans in the first half of the year – up 28 percent.

F-Series Super Duty sales continue to grow with first half sales up 8 percent.

Ford Pro Intelligence software platform now has approximately 600,000 subscribers, based on end of quarter estimates, up about 33 percent since last year and 7 percent compared to Q1.

### **Ford Brand SUVs Post Record First-Half Sales**

Ford-brand SUVs had a record first half on sales of 406,467 – up 3 percent, led by Explorer, America's best-selling three-row SUV, with sales totaling 104,803.

Escape sales were up 15 percent for the half on sales of 74,538 small SUVs, while Expedition was up 10 percent.

### **All-New Nautilus Leads Lincoln Sales Gains**

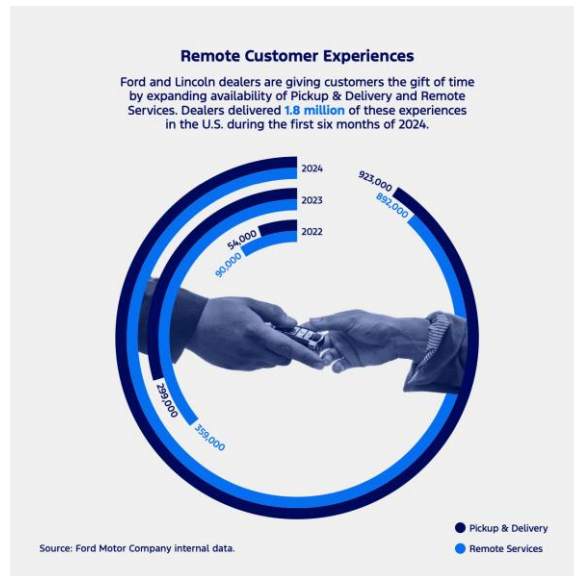
Sales at Lincoln accelerated in Q2 on the strong reception to the all-new Lincoln Nautilus. Overall, Lincoln sales were up 19 percent, with Nautilus leading the way on sales of 8,273 SUVs. In Q2, Nautilus hybrid represented 44 percent of all Nautilus sales. Corsair sales were up 17 percent in Q2, while Aviator sales were up 90 percent.

Customers are drawn to the new Lincoln Digital Experience in the Nautilus, which received a Wards Ten Best Interior and UX recognition for its new panoramic screen. Lincoln and Ford will carry the screen into future vehicle interiors.

### **Remote Services Continued Rapid Growth**

Ford and Lincoln dealers continue to give customers a time-saving life hack. The number of appointments for Remote Services – in which technicians drive out to service a customer's vehicle – and Pickup & Delivery – in which a dealer employee picks up a customer's vehicle, services it and delivers it back to them – reached 1.8 million during the first six months of 2024.

That's a 175 percent increase compared with the same period in 2023.



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### 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 provides financial services through Ford Motor Credit Company. Ford employs about 176,000 people worldwide. More information about the company and its products and services is available at [corporate.ford.com](https://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](mailto:sdeep@ford.com), 313-594-0592

## Cautionary Note on Forward-Looking Statements

Statements included or incorporated by reference herein may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based on expectations, forecasts, and assumptions by our management and involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those stated, including, without limitation:

- Ford is highly dependent on its suppliers to deliver components in accordance with Ford’s production schedule and specifications, and a shortage of or inability to acquire key components or raw materials, such as lithium, cobalt, nickel, graphite, and manganese, can disrupt Ford’s production of vehicles;
- To facilitate access to the raw materials and other components necessary for the production of electric vehicles, Ford has entered into and may, in the future, enter into multi-year commitments to raw material and other suppliers that subject Ford to risks associated with lower future demand for such items as well as costs that fluctuate and are difficult to accurately forecast;
- Ford’s long-term competitiveness depends on the successful execution of Ford+;
- Ford’s vehicles could be affected by defects that result in recall campaigns, increased warranty costs, or delays in new model launches, and the time it takes to improve the quality of our vehicles and services could continue to have an adverse effect on our business;
- Ford may not realize the anticipated benefits of existing or pending strategic alliances, joint ventures, acquisitions, divestitures, or business strategies;
- Ford may not realize the anticipated benefits of restructuring actions and such actions may cause Ford to incur significant charges, disrupt our operations, or harm our reputation;
- Operational information systems, security systems, vehicles, and services could be affected by cybersecurity incidents, ransomware attacks, and other disruptions and impact Ford and Ford Credit as well as their suppliers and dealers;
- Ford’s production, as well as Ford’s suppliers’ production, and/or the ability to deliver products to consumers could be disrupted by labor issues, public health issues, natural or man-made disasters, adverse effects of climate change, financial distress, production difficulties, capacity limitations, or other factors;
- Failure to develop and deploy secure digital services that appeal to customers could have a negative impact on Ford’s business;
- Ford’s ability to maintain a competitive cost structure could be affected by labor or other constraints;
- Ford’s ability to attract, develop, grow, and reward talent is critical to its success and competitiveness;
- Ford’s new and existing products and digital, software, and physical services are subject to market acceptance and face significant competition from existing and new entrants in the automotive and digital and software services industries, and its reputation may be harmed if it is unable to achieve the initiatives it has announced;
- Ford’s results are dependent on sales of larger, more profitable vehicles, particularly in the United States;
- With a global footprint and supply chain, Ford’s results and operations could be adversely affected by economic or geopolitical developments, including protectionist trade policies such as tariffs, or other events;
- Industry sales volume can be volatile and could decline if there is a financial crisis, recession, public health emergency, or significant geopolitical event;

- Ford may face increased price competition or a reduction in demand for its products resulting from industry excess capacity, currency fluctuations, competitive actions, or other factors, particularly for electric vehicles;
- Inflationary pressure and fluctuations in commodity and energy prices, foreign currency exchange rates, interest rates, and market value of Ford or Ford Credit's investments, including marketable securities, can have a significant effect on results;
- Ford and Ford Credit's access to debt, securitization, or derivative markets around the world at competitive rates or in sufficient amounts could be affected by credit rating downgrades, market volatility, market disruption, regulatory requirements, or other factors;
- The impact of government incentives on Ford's business could be significant, and Ford's receipt of government incentives could be subject to reduction, termination, or clawback;
- Ford Credit could experience higher-than-expected credit losses, lower-than-anticipated residual values, or higher-than-expected return volumes for leased vehicles;
- Economic and demographic experience for pension and OPEB plans (e.g., discount rates or investment returns) could be worse than Ford has assumed;
- Pension and other postretirement liabilities could adversely affect Ford's liquidity and financial condition;
- Ford and Ford Credit could experience unusual or significant litigation, governmental investigations, or adverse publicity arising out of alleged defects in products, services, perceived environmental impacts, or otherwise;
- Ford may need to substantially modify its product plans and facilities to comply with safety, emissions, fuel economy, autonomous driving technology, environmental, and other regulations;
- Ford and Ford Credit could be affected by the continued development of more stringent privacy, data use, data protection, and artificial intelligence laws and regulations as well as consumers' heightened expectations to safeguard their personal information; and
- Ford Credit could be subject to new or increased credit regulations, consumer protection regulations, or other regulations.

We cannot be certain that any expectation, forecast, or assumption made in preparing forward-looking statements will prove accurate, or that any projection will be realized. It is to be expected that there may be differences between projected and actual results. Our forward-looking statements speak only as of the date of their initial issuance, and we do not undertake any obligation to update or revise publicly any forward-looking statement, whether as a result of new information, future events, or otherwise. For additional discussion, see "Item 1A. Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023, as updated by our subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K.

## FORD MOTOR COMPANY Q2 2024 U.S. SALES

|   | <u>Second Quarter</u> |                       | %             | <u>Year-to-Date</u>   |                       | %             |
|---|-----------------------|-----------------------|---------------|-----------------------|-----------------------|---------------|
|   | <u>2024</u>           | <u>2023</u>           | <u>Change</u> | <u>2024</u>           | <u>2023</u>           | <u>Change</u> |
| <b>SALES BY PROPULSION</b>              |                       |                       |               |                       |                       |               |
| Electric Vehicles                       | 23,957                | 14,843                | 61.4          | 44,180                | 25,709                | 71.8          |
| Hybrid Vehicles                         | 53,822                | 34,589                | 55.6          | 92,243                | 61,653                | 49.6          |
| Internal Combustion                     | <u>458,271</u>        | <u>482,230</u>        | -5.0          | <u>907,710</u>        | <u>920,206</u>        | -1.4          |
| Total vehicles                          | <u>536,050</u>        | <u>531,662</u>        | 0.8           | <u>1,044,133</u>      | <u>1,007,568</u>      | 3.6           |
| <b>SALES BY TYPE</b>                    |                       |                       |               |                       |                       |               |
| SUVs                                    | 213,393               | 225,299               | -5.3          | 455,284               | 432,441               | 5.3           |
| Trucks                                  | 308,920               | 295,602               | 4.5           | 561,405               | 549,625               | 2.1           |
| Cars                                    | <u>13,737</u>         | <u>10,761</u>         | 27.7          | <u>27,444</u>         | <u>25,502</u>         | 7.6           |
| Total vehicles                          | <u>536,050</u>        | <u>531,662</u>        | 0.8           | <u>1,044,133</u>      | <u>1,007,568</u>      | 3.6           |
| <b>FORD BRAND</b>                       |                       |                       |               |                       |                       |               |
| EcoSport                                | 0                     | 859                   | -100.0        | 0                     | 2,508                 | -100.0        |
| Bronco Sport                            | 28,189                | 33,272                | -15.3         | 59,754                | 63,143                | -5.4          |
| Escape                                  | 37,943                | 43,690                | -13.2         | 74,538                | 64,839                | 15.0          |
| Bronco                                  | 26,086                | 26,150                | -0.2          | 50,152                | 58,580                | -14.4         |
| Mustang Mach-E                          | 12,645                | 8,633                 | 46.5          | 22,234                | 14,040                | 58.4          |
| Edge                                    | 16,522                | 26,202                | -36.9         | 51,679                | 46,484                | 11.2          |
| Explorer                                | 46,338                | 46,362                | -0.1          | 104,803               | 104,423               | 0.4           |
| Expedition                              | <u>21,747</u>         | <u>20,007</u>         | 8.7           | <u>43,307</u>         | <u>39,366</u>         | 10.0          |
| <b>Ford SUVs</b>                        | <u>189,470</u>        | <u>205,175</u>        | -7.7          | <u>406,467</u>        | <u>393,383</u>        | 3.3           |
| F-Series                                | 199,463               | 212,516               | -6.1          | 352,406               | 382,893               | -8.0          |
| <i>Memo: F-150 Lightning (electric)</i> | 7,902                 | 4,466                 | 76.9          | 15,645                | 8,757                 | 78.7          |
| Ranger                                  | 13,257                | 12,618                | 5.1           | 15,175                | 24,118                | -37.1         |
| Maverick                                | 38,052                | 21,021                | 81.0          | 77,113                | 42,499                | 81.4          |
| E-Series                                | 9,828                 | 8,735                 | 12.5          | 20,268                | 19,520                | 3.8           |
| Transit                                 | 42,274                | 32,031                | 32.0          | 82,164                | 64,046                | 28.3          |
| <i>Memo: E-Transit</i>                  | 3,410                 | 1,744                 | 95.5          | 6,301                 | 2,912                 | 116.4         |
| Transit Connect                         | 2,462                 | 4,924                 | -50.0         | 7,427                 | 8,747                 | -15.1         |
| Heavy Trucks                            | <u>3,584</u>          | <u>3,757</u>          | -4.6          | <u>6,852</u>          | <u>7,802</u>          | -12.2         |
| <b>Ford Trucks</b>                      | <u>308,920</u>        | <u>295,602</u>        | 4.5           | <u>561,405</u>        | <u>549,625</u>        | 2.1           |
| GT                                      | 0                     | 1                     | -100.0        | 0                     | 31                    | -100.0        |
| Mustang                                 | <u>13,737</u>         | <u>10,760</u>         | 27.7          | <u>27,444</u>         | <u>25,471</u>         | 7.7           |
| <b>Ford Cars</b>                        | <u>13,737</u>         | <u>10,761</u>         | 27.7          | <u>27,444</u>         | <u>25,502</u>         | 7.6           |
| <b>Ford Brand</b>                       | <u><u>512,127</u></u> | <u><u>511,538</u></u> | 0.1           | <u><u>995,316</u></u> | <u><u>968,510</u></u> | 2.8           |
| <b>LINCOLN BRAND</b>                    |                       |                       |               |                       |                       |               |
| Corsair                                 | 6,563                 | 5,608                 | 17.0          | 12,849                | 9,631                 | 33.4          |
| Nautilus                                | 8,273                 | 6,851                 | 20.8          | 17,504                | 12,356                | 41.7          |
| Aviator                                 | 5,664                 | 2,977                 | 90.3          | 11,914                | 8,213                 | 45.1          |
| Navigator                               | <u>3,423</u>          | <u>4,688</u>          | -27.0         | <u>6,550</u>          | <u>8,858</u>          | -26.1         |
| <b>Lincoln SUVs</b>                     | <u>23,923</u>         | <u>20,124</u>         | 18.9          | <u>48,817</u>         | <u>39,058</u>         | 25.0          |
| <b>Lincoln Brand</b>                    | <u><u>23,923</u></u>  | <u><u>20,124</u></u>  | 18.9          | <u><u>48,817</u></u>  | <u><u>39,058</u></u>  | 25.0          |

Ford Motor Company

**JUNE 2024 U.S. GROSS STOCKS**

|                                  | <b>Gross Stock</b> |
|----------------------------------|--------------------|
|                                  | <b>Units</b>       |
|                                  | <b>(000)</b>       |
| Mustang                          | 11.5               |
| GT                               | -                  |
| <b>Ford Cars</b>                 | <b>11.5</b>        |
| Escape                           | 32.2               |
| Bronco Sport                     | 41.1               |
| Mustang Mach-E                   | 18.0               |
| EcoSport                         | -                  |
| Edge                             | 17.8               |
| Bronco                           | 30.1               |
| Explorer                         | 27.6               |
| Expedition                       | 18.9               |
| <b>Ford SUVs</b>                 | <b>185.6</b>       |
| Corsair                          | 10.6               |
| Nautilus                         | 12.4               |
| Aviator                          | 5.9                |
| Navigator                        | 8.3                |
| <b>Lincoln SUVs</b>              | <b>37.2</b>        |
| <b>Total SUVs</b>                | <b>222.8</b>       |
| E-Series Van                     | 12.6               |
| Transit Connect (Tourneo)        | 1.4                |
| Transit Van                      | 39.9               |
| Maverick                         | 26.4               |
| Ranger                           | 13.8               |
| F-Series                         | 237.8              |
| Medium/Heavy                     | 7.0                |
| <b>Ford Trucks</b>               | <b>338.8</b>       |
| <b>Total Car, Utility, Truck</b> | <b>573.1</b>       |



| 2024 Calendar Year Production By Plant |                |                |                |                |                |                |          |          |          |          |          |          |                  |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|------------------|
|  | Jan            | Feb            | Mar            | Apr            | May            | Jun            | Jul      | Aug      | Sep      | Oct      | Nov      | Dec      | Full Year        |
| <b>Flat Rock</b>                       |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Mustang                           | 5,926          | 6,775          | 6,337          | 5,422          | 5,440          | 3,031          | -        | -        | -        | -        | -        | -        | 32,931           |
| <b>Chicago Main</b>                    |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Explorer                          | 21,835         | 24,482         | 24,692         | 20,097         | 8,442          | 12,790         | -        | -        | -        | -        | -        | -        | 112,338          |
| Lincoln Aviator                        | 2,854          | 3,202          | 3,175          | 1,601          | 384            | 2,171          | -        | -        | -        | -        | -        | -        | 13,387           |
| <b>Chicago SHO</b>                     |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Explorer                          | -              | -              | -              | -              | -              | -              | -        | -        | -        | -        | -        | -        | -                |
| Lincoln Aviator                        | -              | -              | -              | -              | -              | -              | -        | -        | -        | -        | -        | -        | -                |
| <b>Cuautitlan</b>                      |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Mustang Mach-E                         | 3,454          | 2,315          | -              | 5,192          | 6,714          | 5,347          | -        | -        | -        | -        | -        | -        | 23,022           |
| <b>Dearborn Truck Plant</b>            |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford F-Series (F-150)                  | 16,106         | 27,628         | 27,535         | 24,065         | 28,534         | 24,794         | -        | -        | -        | -        | -        | -        | 148,662          |
| <b>Detroit Chassis Plant</b>           |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Stripped Chassis                       | 422            | 433            | 503            | 526            | 543            | 448            | -        | -        | -        | -        | -        | -        | 2,875            |
| <b>Hermosillo</b>                      |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Bronco Sport                           | 14,639         | 14,221         | 11,389         | 15,572         | 16,999         | 16,523         | -        | -        | -        | -        | -        | -        | 89,343           |
| Maverick                               | 16,269         | 14,316         | 13,156         | 17,669         | 17,468         | 16,509         | -        | -        | -        | -        | -        | -        | 95,387           |
| <b>Kansas City (SUV)</b>               |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Transit                           | 15,646         | 17,417         | 14,018         | 15,968         | 17,034         | 15,816         | -        | -        | -        | -        | -        | -        | 95,899           |
| <b>Kansas City (Truck)</b>             |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford F-Series (F-150)                  | 10,262         | 25,147         | 25,738         | 27,524         | 25,575         | 26,409         | -        | -        | -        | -        | -        | -        | 140,655          |
| <b>Kentucky Truck</b>                  |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford F-Series (Super Duty)             | 30,980         | 30,570         | 33,286         | 33,280         | 31,385         | 28,892         | -        | -        | -        | -        | -        | -        | 188,393          |
| Ford Expedition                        | 9,324          | 9,493          | 9,806          | 8,999          | 8,722          | 6,876          | -        | -        | -        | -        | -        | -        | 53,220           |
| Lincoln Navigator                      | 1,587          | 1,635          | 1,614          | 1,839          | 2,294          | 1,860          | -        | -        | -        | -        | -        | -        | 10,829           |
| <b>Louisville Assembly</b>             |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Escape                            | 15,723         | 15,472         | 18,368         | 15,788         | 19,784         | 16,571         | -        | -        | -        | -        | -        | -        | 101,706          |
| Lincoln Corsair                        | 3,035          | 3,151          | 3,520          | 2,060          | 1,989          | 3,161          | -        | -        | -        | -        | -        | -        | 16,916           |
| <b>Michigan Assembly</b>               |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ranger                                 | 2,644          | 2,871          | 6,707          | 7,590          | 7,026          | 6,697          | -        | -        | -        | -        | -        | -        | 33,535           |
| Bronco                                 | 12,143         | 12,659         | 9,833          | 11,395         | 11,817         | 11,518         | -        | -        | -        | -        | -        | -        | 69,365           |
| <b>Multimatic</b>                      |                |                |                |                |                |                |          |          |          |          |          |          |                  |
|  | -              | -              | -              | -              | -              | -              | -        | -        | -        | -        | -        | -        | -                |
| <b>Oakville</b>                        |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Edge                              | 9,451          | 15,167         | 15,073         | 11,748         | 2,739          | -              | -        | -        | -        | -        | -        | -        | 54,178           |
| Lincoln Nautilus                       | -              | -              | -              | -              | -              | -              | -        | -        | -        | -        | -        | -        | -                |
| <b>Ohio Assembly</b>                   |                |                |                |                |                |                |          |          |          |          |          |          |                  |
| Ford Econoline                         | 2,983          | 4,645          | 4,313          | 3,953          | 4,228          | 3,030          | -        | -        | -        | -        | -        | -        | 23,152           |
| Medium Truck                           | 1,318          | 1,831          | 1,658          | 1,514          | 1,693          | 1,504          | -        | -        | -        | -        | -        | -        | 9,518            |
| Super Duty                             | 2,510          | 2,867          | 3,542          | 2,777          | 3,370          | 2,339          | -        | -        | -        | -        | -        | -        | 17,405           |
| <b>Total Production</b>                | <b>199,111</b> | <b>236,297</b> | <b>234,263</b> | <b>234,579</b> | <b>222,180</b> | <b>206,286</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>1,332,716</b> |

| 2024 Calendar Year Production By Vehicle Line |                |                |                |                |                |                |          |          |          |          |          |          |                  |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------|----------|----------|----------|----------|----------|------------------|
|   | Jan            | Feb            | Mar            | Apr            | May            | Jun            | Jul      | Aug      | Sep      | Oct      | Nov      | Dec      | Full Year        |
| Bronco Sport                                  | 14,639         | 14,221         | 11,389         | 15,572         | 16,999         | 16,523         | -        | -        | -        | -        | -        | -        | 89,343           |
| Maverick                                      | 16,269         | 14,316         | 13,156         | 17,669         | 17,468         | 16,509         | -        | -        | -        | -        | -        | -        | 95,387           |
| Ford Mustang                                  | 5,926          | 6,775          | 6,337          | 5,422          | 5,440          | 3,031          | -        | -        | -        | -        | -        | -        | 32,931           |
| Ranger  | 2,644          | 2,871          | 6,707          | 7,590          | 7,026          | 6,697          | -        | -        | -        | -        | -        | -        | 33,535           |
| Bronco  | 12,143         | 12,659         | 9,833          | 11,395         | 11,817         | 11,518         | -        | -        | -        | -        | -        | -        | 69,365           |
| Mustang Mach-E                                | 3,454          | 2,315          | -              | 5,192          | 6,714          | 5,347          | -        | -        | -        | -        | -        | -        | 23,022           |
| Ford F-Series (F-150)                         | 26,368         | 52,775         | 53,273         | 51,589         | 54,109         | 51,203         | -        | -        | -        | -        | -        | -        | 289,317          |
| Ford F-Series (Super Duty)                    | 33,490         | 33,437         | 36,828         | 36,057         | 34,755         | 31,231         | -        | -        | -        | -        | -        | -        | 205,798          |
| Ford Expedition                               | 9,324          | 9,493          | 9,806          | 8,999          | 8,722          | 6,876          | -        | -        | -        | -        | -        | -        | 53,220           |
| Lincoln Navigator                             | 1,587          | 1,635          | 1,614          | 1,839          | 2,294          | 1,860          | -        | -        | -        | -        | -        | -        | 10,829           |
| Ford Explorer                                 | 21,835         | 24,482         | 24,692         | 20,097         | 8,442          | 12,790         | -        | -        | -        | -        | -        | -        | 112,338          |
| Lincoln Aviator                               | 2,854          | 3,202          | 3,175          | 1,601          | 384            | 2,171          | -        | -        | -        | -        | -        | -        | 13,387           |
| Ford Transit                                  | 15,646         | 17,417         | 14,018         | 15,968         | 17,034         | 15,816         | -        | -        | -        | -        | -        | -        | 95,899           |
| Ford Escape                                   | 15,723         | 15,472         | 18,368         | 15,788         | 19,784         | 16,571         | -        | -        | -        | -        | -        | -        | 101,706          |
| Lincoln Corsair                               | 3,035          | 3,151          | 3,520          | 2,060          | 1,989          | 3,161          | -        | -        | -        | -        | -        | -        | 16,916           |
| Ford Edge                                     | 9,451          | 15,167         | 15,073         | 11,748         | 2,739          | -              | -        | -        | -        | -        | -        | -        | 54,178           |
| Lincoln Nautilus                              | -              | -              | -              | -              | -              | -              | -        | -        | -        | -        | -        | -        | -                |
| Ford Econoline                                | 2,983          | 4,645          | 4,313          | 3,953          | 4,228          | 3,030          | -        | -        | -        | -        | -        | -        | 23,152           |
| Medium Truck                                  | 1,318          | 1,831          | 1,658          | 1,514          | 1,693          | 1,504          | -        | -        | -        | -        | -        | -        | 9,518            |
| Stripped Chassis                              | 422            | 433            | 503            | 526            | 543            | 448            | -        | -        | -        | -        | -        | -        | 2,875            |
| <b>Total Production</b>                       | <b>199,111</b> | <b>236,297</b> | <b>234,263</b> | <b>234,579</b> | <b>222,180</b> | <b>206,286</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>-</b> | <b>1,332,716</b> |

**GM U.S. DELIVERIES FOR QUARTER 2 2024**

|                            | QUARTER 2      |                |                   | (CALENDAR YEAR-TO-DATE) |                  |                   |
|----------------------------|----------------|----------------|-------------------|-------------------------|------------------|-------------------|
|                            |                |                |                   | JANUARY - JUNE          |                  |                   |
|                            | 2024           | 2023           | %Change<br>Volume | 2024                    | 2023             | %Change<br>Volume |
| Enclave                    | 5,886          | 9,126          | -35.5             | 13,987                  | 17,929           | -22.0             |
| Encore                     | 71             | 2,085          | -96.6             | 126                     | 5,064            | -97.5             |
| Encore GX                  | 16,607         | 18,055         | -8.0              | 29,971                  | 30,334           | -1.2              |
| Envision                   | 8,657          | 13,486         | -35.8             | 21,860                  | 27,563           | -20.7             |
| Envista                    | 14,224         | -              | *** *             | 23,886                  | -                | *** *             |
| <b>Buick Total*</b>        | <b>45,445</b>  | <b>42,752</b>  | <b>6.3</b>        | <b>89,830</b>           | <b>80,890</b>    | <b>11.1</b>       |
| CT4                        | 1,768          | 2,724          | -35.1             | 3,502                   | 5,436            | -35.6             |
| CT5                        | 3,841          | 5,396          | -28.8             | 6,863                   | 9,989            | -31.3             |
| Escalade                   | 10,069         | 11,555         | -12.9             | 19,204                  | 20,783           | -7.6              |
| LYRIQ                      | 7,294          | 1,348          | 441.1             | 13,094                  | 2,316            | 465.4             |
| XT4                        | 5,154          | 5,734          | -10.1             | 10,033                  | 12,507           | -19.8             |
| XT5                        | 5,890          | 6,815          | -13.6             | 12,165                  | 14,100           | -13.7             |
| XT6                        | 4,439          | 5,305          | -16.3             | 9,045                   | 10,067           | -10.2             |
| <b>Cadillac Total*</b>     | <b>38,455</b>  | <b>38,877</b>  | <b>-1.1</b>       | <b>73,906</b>           | <b>75,198</b>    | <b>-1.7</b>       |
| Blazer                     | 12,893         | 18,080         | -28.7             | 29,488                  | 33,343           | -11.6             |
| Blazer EV                  | 6,634          | -              | *** *             | 7,234                   | -                | *** *             |
| Bolt EV / Bolt EUV         | 1,374          | 13,959         | -90.2             | 8,414                   | 33,659           | -75.0             |
| Camaro                     | 1,732          | 9,557          | -81.9             | 5,306                   | 17,337           | -69.4             |
| Colorado                   | 26,901         | 19,909         | 35.1              | 41,823                  | 33,165           | 26.1              |
| Corvette                   | 9,338          | 9,125          | 2.3               | 17,914                  | 17,029           | 5.2               |
| Equinox                    | 52,270         | 52,949         | -1.3              | 106,455                 | 105,851          | 0.6               |
| Equinox EV                 | 1,013          | -              | *** *             | 1,013                   | -                | *** *             |
| Express                    | 9,410          | 9,227          | 2.0               | 16,912                  | 17,822           | -5.1              |
| LCF                        | 1,423          | 1,362          | 4.5               | 3,177                   | 2,385            | 33.2              |
| Malibu                     | 36,360         | 40,731         | -10.7             | 69,109                  | 78,169           | -11.6             |
| Silverado HD               | 45,773         | 47,072         | -2.8              | 87,689                  | 83,955           | 4.4               |
| Silverado LD               | 100,160        | 93,004         | 7.7               | 184,746                 | 180,115          | 2.6               |
| Silverado MD               | 2,983          | 1,223          | 143.9             | 5,407                   | 4,221            | 28.1              |
| Silverado EV               | 2,196          | -              | *** *             | 3,257                   | -                | *** *             |
| <b>TOTAL Silverado</b>     | <b>151,112</b> | <b>141,299</b> | <b>6.9</b>        | <b>281,099</b>          | <b>268,291</b>   | <b>4.8</b>        |
| Suburban                   | 11,779         | 16,661         | -29.3             | 21,463                  | 30,593           | -29.8             |
| Tahoe                      | 25,119         | 29,258         | -14.1             | 48,443                  | 56,515           | -14.3             |
| Trailblazer                | 27,891         | 33,857         | -17.6             | 52,099                  | 61,808           | -15.7             |
| Traverse                   | 23,987         | 37,148         | -35.4             | 41,462                  | 68,681           | -39.6             |
| Trax                       | 52,875         | 20,921         | 152.7             | 90,463                  | 27,386           | 230.3             |
| <b>Chevrolet Total*</b>    | <b>452,111</b> | <b>454,046</b> | <b>-0.4</b>       | <b>841,874</b>          | <b>852,187</b>   | <b>-1.2</b>       |
| Acadia                     | 10,008         | 24,205         | -58.7             | 17,682                  | 40,150           | -56.0             |
| Canyon                     | 11,351         | 6,708          | 69.2              | 16,835                  | 11,724           | 43.6              |
| HUMMER EV (Pickup and SUV) | 2,929          | 47             | 6131.9            | 4,597                   | 49               | 9281.6            |
| Savana                     | 6,401          | 7,269          | -11.9             | 7,479                   | 12,065           | -38.0             |
| Sierra HD                  | 25,138         | 29,214         | -14.0             | 47,512                  | 50,030           | -5.0              |
| Sierra LD                  | 55,050         | 46,596         | 18.1              | 101,273                 | 92,978           | 8.9               |
| <b>TOTAL Sierra</b>        | <b>80,188</b>  | <b>75,810</b>  | <b>5.8</b>        | <b>148,785</b>          | <b>143,008</b>   | <b>4.0</b>        |
| Terrain                    | 27,259         | 19,697         | 38.4              | 49,123                  | 37,625           | 30.6              |
| Yukon                      | 21,449         | 22,269         | -3.7              | 39,462                  | 41,992           | -6.0              |
| <b>GMC Total</b>           | <b>159,585</b> | <b>156,005</b> | <b>2.3</b>        | <b>283,963</b>          | <b>286,613</b>   | <b>-0.9</b>       |
| BrightDrop Zevo 400 / 600  | 490            | 298            | 64.4              | 746                     | 298              | 150.3             |
| <b>GM Vehicle Total*</b>   | <b>696,086</b> | <b>691,978</b> | <b>0.6</b>        | <b>1,290,319</b>        | <b>1,295,186</b> | <b>-0.4</b>       |

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

|                         |                  |
|-------------------------|------------------|
|                         | <b>June 2024</b> |
| <b>Dealer Inventory</b> | <b>581,001</b>   |

Dealer inventory total includes units in-transit to dealers.



2024 Cadillac LYRIQ



# Growing in EVs, Pulling Ahead in Trucks and Loading the Bases with New SUVs

U.S. Second Quarter and First Half Sales

July 2, 2024

# Second Quarter Highlights

## #1 in Sales

696,086 total deliveries, up 0.6%

Chevrolet, GMC, Buick and Cadillac all posted retail gains

## #1 in Full-Size Pickups

best quarterly total sales since 2021

## Record EV Sales

21,930 deliveries, up 34% over Q1 and 40% year-over-year

## Best Quarter

total sales since Q4 2020

# 8

consecutive quarters of year-over-year retail sales growth, Q2 deliveries up 4%

# 6

consecutive quarters of year-over-year sales growth for Buick



*\*All comparisons are year-over-year, unless otherwise noted*

# First Half Highlights

## #1 in Sales

1,290,319 total deliveries, down 0.4%  
Chevrolet, GMC, Buick and Cadillac  
all posted retail gains

## Best

full-size pickup sales  
since 2007, up 5% year-to-date

## Best

midsize pickup sales since 2019,  
up 31% year-to-date

## Best H1

retail sales since 2021

## 5%

retail sales increase

## #1

total full-size SUV and  
affordable small SUV sales<sup>1</sup>



*\*All comparisons are year-over-year, unless otherwise noted  
<sup>1</sup>GM defines affordable SUVs as the group of lowest priced SUVs available in U.S. (base MSRP less than \$27,000)*



## Record EV Deliveries

- 38,355 first half deliveries, including 21,930 in the second quarter – both GM records
- GM retail EV registrations up 17% year-to-date, outpacing the retail industry's 10% gain<sup>1</sup>; GM will offer 10 EV nameplates by year-end
- Top states for GM EVs: California, Texas, Florida, New York, Michigan

## Truck Leadership

- Full-size pickup retail market share up 1.6 ppts. to 44.5%<sup>4</sup>
- Midsize pickup retail market share up 12.5 ppts. to 28.2%<sup>4</sup>

## Full-Court Press on SUVs

- GM will offer 8 all-new or redesigned ICE SUVs by year-end, starting with the Chevrolet Traverse – available now

## Strong Fundamentals

- Our dealers who use the CDK platform are working to meet strong customer demand under difficult circumstances. Some deliveries may be delayed until Q3.
- On average, GM's incentives as a % of ATP have been 100 basis points lower than the industry across the last five quarters; second quarter incentives were 4% of ATP<sup>2</sup>
- Healthy GM inventory levels, up slightly quarter to quarter and on plan at 66 days supply (581,001 units)<sup>3</sup>
- GM Envolv fleet deliveries down 10% in the second quarter and down 16% in first half primarily due to lower sales to daily rental companies

*“We have an incredible portfolio of diverse vehicles and we’re flexible, so we can win as more customers embrace EVs and we can keep winning if they want to stay with the engine technologies they know.”*

**MARISSA WEST**

GM SENIOR VICE PRESIDENT AND  
PRESIDENT, NORTH AMERICA



2024 Chevrolet Traverse RS

<sup>1</sup>S&P Global Mobility, Jan. – April 2024

<sup>2</sup>J.D. Power PIN (Q2 2024 through June 2024)

<sup>3</sup>Includes grounded and units in-transit to dealers; selling day adjusted

<sup>4</sup>J.D. Power PIN, June 16, 2024





# Best First Half Retail Sales Since 2021

## 8 Consecutive Quarters of Retail Sales Growth

- Silverado** Best retail segment share since 2022; HD is fastest growing truck in first half retail share (25.2%)<sup>1</sup>
- Colorado** Sales up 35% in Q2 and best Q2 since 2019
- Trax** 5 consecutive quarters of year-over-year sales growth of 100% or more; best-ever quarterly sales and quarterly retail share
- Corvette** Best first half sales since 2015
- Traverse** Fastest growing vehicle in the segment since launch in April<sup>1</sup>, with high demand and limited inventory

## EV Momentum

- 40% of Blazer EV buyers are new to GM, winning customers from Jeep, Ford, Hyundai/Kia
- Game-changing Equinox EV – the most affordable EV with more than 300 miles of EPA-estimated range<sup>2</sup> – arriving at dealers now
- Silverado EV RST – the longest-range electric truck, even while towing – began deliveries in June



2024 Chevrolet Silverado HD ZR2

*\*All comparisons are year-over-year, unless otherwise noted*

<sup>1</sup>J.D. Power PIN, June 16, 2024

<sup>2</sup>Based on comparison of starting-at MSRP of the 2024 Chevrolet Equinox EV 2LT with that of competing EVs. 319 miles on a full charge with FWD. Actual range may vary based on several factors, including ambient temperature, terrain, battery age and condition, loading and how you use and maintain your vehicle.





# Best Second Quarter Retail Sales Since 2015

## Winning in the Fastest-Growing EV Market

- The LYRIQ is one of the fastest-growing EVs in the industry, with second quarter sales 26% higher than the first quarter
  - Outsold all European EVs in first half<sup>1</sup>
  - During the second quarter, more than half of buyers with a trade-in were conquests from a competing manufacturer, including Tesla and Lexus<sup>1</sup>
  - Cadillac retail sales are up 5% this year, including a 24% increase in California driven by the LYRIQ
- The luxury segment is the fastest growing part of the EV market with registrations up 56% year-to-date<sup>2</sup> and Cadillac is increasingly well positioned with the ESCALADE IQ, OPTIQ and CELESTIQ launching this year, followed by the VISTIQ in 2025



2025 Cadillac OPTIQ

*\*All comparisons are year-over-year, unless otherwise noted*

<sup>1</sup>J.D. Power PIN, June 16, 2024

<sup>2</sup>U.S. Retail EV registrations, Jan-April 2024 Polk Automotive Solutions





# Best Quarterly & First Half Sales Since 2021



2025 Buick Enclave

## 6 Consecutive Quarters of Year-Over-Year Sales Growth

- Total Buick sales have increased 18 of the last 19 months
- Q2 sales up 6% and first half up 11%
- Envista: 3 consecutive quarters of record sales, and 60% buyers are new to GM
- Envista market share up 1.4 pts. quarter over quarter<sup>1</sup>
- The Enclave, Buick's flagship 3-row SUV, will be the brand's first nameplate to offer Super Cruise hands-free driver assistance technology when it launches this summer

*\*All comparisons are year-over-year, unless otherwise noted*

<sup>1</sup>J.D. Power PIN, June 16, 2024





# Best Second Quarter Sales Since 2005



2024 GMC HUMMER EV SUV

## Best-Ever First Half Retail Share<sup>1</sup>

- Retail sales up 7% in the second quarter; up 5% in the first half
- 30% of GMC's retail customers choose Denali and Denali Ultimate models
- Especially strong demand for GMC's pickups and the Terrain
  - Sierra: best-ever first half sales and retail share<sup>1</sup>; record Q2
  - Canyon: best first half sales since 2019; fastest growing midsize pickup in the industry
  - Terrain: best second quarter ever
- Majority of GMC's portfolio will be all-new or redesigned by year-end, including Acadia, Sierra EV Denali, Terrain, Yukon/Yukon XL

## HUMMER EV's Best Quarter Ever

- Sales up 76% over Q1
- Almost 70% of buyers are new to GM
- 60%/40% split between SUV and Pickup
- “The Hummer EV SUV is a trail master with few peers. What GM engineers have done with its all-electric drive is unreal.”  
– *Road & Track*, May 2024

\*All comparisons are year-over-year, unless otherwise noted

<sup>1</sup>J.D. Power PIN, June 16, 2024



# Cautionary Note on Forward-Looking Statements

This communication and related comments by management, may include “forward-looking statements” within the meaning of the U.S. federal securities laws. Forward-looking statements are any statements other than statements of historical fact. Forward-looking statements represent our current judgment about possible future events and are often identified by words like “aim,” “anticipate,” “appears,” “approximately,” “believe,” “continue,” “could,” “designed,” “effect,” “estimate,” “evaluate,” “expect,” “forecast,” “goal,” “initiative,” “intend,” “may,” “objective,” “outlook,” “plan,” “potential,” “priorities,” “project,” “pursue,” “seek,” “should,” “target,” “when,” “will,” “would,” or the negative of any of those words or similar expressions. In making these statements, we rely on assumptions and analysis based on our experience and perception of historical trends, current conditions and expected future developments as well as other factors we consider appropriate under the circumstances. We believe these judgments are reasonable, but these statements are not guarantees of any future events or financial results, and our actual results may differ materially due to a variety of important factors, many of which are beyond our control. These factors, which may be revised or supplemented in subsequent reports we file with the SEC, include, among others, the following: (1) our ability to deliver new products, services, technologies and customer experiences; (2) our ability to timely fund and introduce new and improved vehicle models; (3) our ability to profitably deliver a broad portfolio of EVs; (4) the success of our current line of internal combustion engine vehicles; (5) our highly competitive industry; (6) the unique technological, operational, regulatory and competitive risks related to the timing and commercialization of AVs, including the various regulatory approvals and permits required for operating driverless AVs in multiple markets; (7) risks associated with climate change; (8) global automobile market sales volume; (9) inflationary pressures, persistently high prices, uncertain availability of raw materials and commodities, and instability in logistics and related costs; (10) our business in China, which is subject to unique operational, competitive, regulatory and economic risks; (11) the success of our ongoing strategic business relationships and of our joint ventures; (12) the international scale and footprint of our operations, which exposes us to a variety of unique political, economic, competitive and regulatory risks; (13) any significant disruption at any of our manufacturing facilities; (14) the ability of our suppliers to deliver parts, systems and components without disruption and at such times to allow us to meet production schedules; (15) pandemics, epidemics, disease outbreaks and other public health crises; (16) the possibility that competitors may independently develop products and services similar to ours, or that our intellectual property rights are not sufficient to prevent competitors from developing or selling those products or services; (17) our ability to manage risks related to security breaches and other disruptions to our information technology systems and networked products; (18) our ability to comply with increasingly complex, restrictive and punitive regulations relating to our enterprise data practices; (19) our ability to comply with extensive laws, regulations and policies applicable to our operations and products, including those relating to fuel economy, emissions and AVs; (20) costs and risks associated with litigation and government investigations; (21) the costs and effect on our reputation of product safety recalls and alleged defects in products and services; (22) any additional tax expense or exposure or failure to fully realize available tax incentives; (23) our continued ability to develop captive financing capability through GM Financial; and (24) any significant increase in our pension funding requirements. A further list and description of these risks, uncertainties and other factors can be found in our most recent Annual Report on Form 10-K and our subsequent filings with the SEC. We caution readers not to place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly or otherwise revise any forward-looking statements, whether as a result of new information, future events or other factors, except where we are expressly required to do so by law.

In this presentation and related comments by management, references to “record” or “best” performance (or similar statements) refer to General Motors Company, as established in 2009. Simulated models and pre-production models shown throughout; production vehicles will vary.

For information on models shown, including availability, see each GM brand website for details.

**GM’s third quarter sales results will be reported on Tuesday, Oct. 1, 2024.**

## CONTACTS:

### GM Communications

David Caldwell: [david.caldwell@gm.com](mailto:david.caldwell@gm.com)

Priscilla Zuchowski: [priscilla.zuchowski@gm.com](mailto:priscilla.zuchowski@gm.com)

### GM Investor Relations

Ashish Kohli: [ashish.kohli@gm.com](mailto:ashish.kohli@gm.com)



| <b>NISSAN DIVISION</b>         | <b>Qtr: Apr-24 to Jun-24</b> | <b>Qtr: Apr-23 to Jun-23</b> |
|--------------------------------|------------------------------|------------------------------|
|                                | <b>CY2024</b>                | <b>CY2023</b>                |
| <b>Nissan Division Total</b>   | <b>222,598</b>               | <b>227,824</b>               |
| Versa                          | 10,338                       | 7,113                        |
| Sentra                         | 48,947                       | 34,938                       |
| Altima                         | 31,313                       | 30,409                       |
| Maxima                         | 283                          | 3,970                        |
| LEAF                           | 1,925                        | 1,880                        |
| Z                              | 786                          | 500                          |
| GT-R                           | 74                           | 74                           |
| <b>Total Car</b>               | <b>93,666</b>                | <b>78,884</b>                |
| Kicks                          | 19,267                       | 17,972                       |
| Frontier                       | 20,219                       | 17,213                       |
| Titan                          | 4,064                        | 6,512                        |
| Pathfinder                     | 20,554                       | 19,003                       |
| Armada                         | 4,856                        | 5,915                        |
| Rogue                          | 50,356                       | 71,246                       |
| Ariya                          | 5,203                        | 2,335                        |
| Murano                         | 4,413                        | 8,744                        |
| <b>Total Truck</b>             | <b>128,932</b>               | <b>148,940</b>               |
| North American produced        | 188,843                      | 190,223                      |
| Car                            | 92,806                       | 78,310                       |
| Truck                          | 96,037                       | 111,913                      |
| Import                         | 33,755                       | 37,601                       |
| Car                            | 860                          | 574                          |
| Truck                          | 32,895                       | 37,027                       |
| <b>INFINITI</b>                |                              |                              |
|                                | <b>Qtr: Apr-24 to Jun-24</b> | <b>Qtr: Apr-23 to Jun-23</b> |
|                                | <b>CY2024</b>                | <b>CY2023</b>                |
| <b>Infiniti Division Total</b> | <b>14,123</b>                | <b>16,529</b>                |
| Infiniti Q50                   | 1,442                        | 1,829                        |
| Infiniti Q60                   | 11                           | 348                          |
| Infiniti QX50                  | 2,587                        | 2,388                        |
| Infiniti QX55                  | 759                          | 1,286                        |
| Infiniti QX60                  | 7,081                        | 7,731                        |
| Infiniti QX80                  | 2,243                        | 2,947                        |
| <b>Total Car</b>               | <b>1,453</b>                 | <b>2,177</b>                 |
| <b>Total Truck</b>             | <b>12,670</b>                | <b>14,352</b>                |
| <b>NISSAN GROUP</b>            |                              |                              |
|                                | <b>Qtr: Apr-24 to Jun-24</b> | <b>Qtr: Apr-23 to Jun-23</b> |
|                                | <b>CY2024</b>                | <b>CY2023</b>                |
| <b>TOTAL VEHICLE</b>           | <b>236,721</b>               | <b>244,353</b>               |
| <b>Total Car</b>               | 95,119                       | 81,061                       |
| <b>Total Truck</b>             | 141,602                      | 163,292                      |
| Selling days                   | 77                           | 77                           |

| Quarterly<br>% chg (units) | Quarterly<br>% chg (DSR) | CYTD<br>2024   | CYTD<br>2023   | CY<br>% chg |
|----------------------------|--------------------------|----------------|----------------|-------------|
| -2.3                       | -2.3                     | 461,429        | 447,885        | 3.0         |
| 45.3                       | 45.3                     | 17,812         | 11,014         | 61.7        |
| 40.1                       | 40.1                     | 89,028         | 57,455         | 55.0        |
| 3.0                        | 3.0                      | 59,896         | 63,241         | -5.3        |
| -92.9                      | -92.9                    | 812            | 6,177          | -86.9       |
| 2.4                        | 2.4                      | 3,067          | 4,234          | -27.6       |
| 57.2                       | 57.2                     | 1,457          | 966            | 50.8        |
| 0.0                        | 0.0                      | 151            | 217            | -30.4       |
| <b>18.7</b>                | <b>18.7</b>              | <b>172,223</b> | <b>143,304</b> | <b>20.2</b> |
| 7.2                        | 7.2                      | 32,991         | 29,804         | 10.7        |
| 17.5                       | 17.5                     | 39,963         | 34,139         | 17.1        |
| -37.6                      | -37.6                    | 8,209          | 10,550         | -22.2       |
| 8.2                        | 8.2                      | 39,566         | 42,773         | -7.5        |
| -17.9                      | -17.9                    | 8,833          | 13,187         | -33.0       |
| -29.3                      | -29.3                    | 141,160        | 147,745        | -4.5        |
| 122.8                      | 122.8                    | 9,345          | 5,195          | 79.9        |
| -49.5                      | -49.5                    | 9,139          | 21,188         | -56.9       |
| <b>-13.4</b>               | <b>-13.4</b>             | <b>289,206</b> | <b>304,581</b> | <b>-5.0</b> |
| -0.7                       | -0.7                     | 386,868        | 368,666        | 4.9         |
| 18.5                       | 18.5                     | 170,615        | 142,121        | 20.0        |
| -14.2                      | -14.2                    | 216,253        | 226,545        | -4.5        |
| -10.2                      | -10.2                    | 74,561         | 79,219         | -5.9        |
| 49.8                       | 49.8                     | 1,608          | 1,183          | 35.9        |
| -11.2                      | -11.2                    | 72,953         | 78,036         | -6.5        |

| Quarterly<br>% chg (units) | Quarterly<br>% chg (DSR) | CYTD<br>2024  | CYTD<br>2023  | CYTD<br>% chg |
|----------------------------|--------------------------|---------------|---------------|---------------|
| <b>-14.6</b>               | <b>-14.6</b>             | <b>28,027</b> | <b>32,286</b> | <b>-13.2</b>  |
| -21.2                      | -21.2                    | 2,839         | 3,195         | -11.1         |
| -96.8                      | -96.8                    | 48            | 722           | -93.4         |
| 8.3                        | 8.3                      | 5,156         | 4,718         | 9.3           |
| -41.0                      | -41.0                    | 1,854         | 2,651         | -30.1         |
| -8.4                       | -8.4                     | 13,414        | 14,870        | -9.8          |
| -23.9                      | -23.9                    | 4,716         | 6,130         | -23.1         |
| <b>-33.3</b>               | <b>-33.3</b>             | <b>2,887</b>  | <b>3,917</b>  | <b>-26.3</b>  |
| <b>-11.7</b>               | <b>-11.7</b>             | <b>25,140</b> | <b>28,369</b> | <b>-11.4</b>  |

| Quarterly<br>% chg (units) | Quarterly<br>% chg (DSR) | CYTD<br>2024   | CYTD<br>2023   | CYTD<br>% chg |
|----------------------------|--------------------------|----------------|----------------|---------------|
| <b>-3.1</b>                | <b>-3.1</b>              | <b>489,456</b> | <b>480,171</b> | <b>1.9</b>    |
| 17.3                       | 17.3                     | 175,110        | 147,221        | 18.9          |
| -13.3                      | -13.3                    | 314,346        | 332,950        | -5.6          |
|                            |                          | 154            | 152            |               |



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Nissan Group reports 2024 second quarter U.S. Sales

# Nissan Group reports 2024 second quarter U.S. Sales

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July 2, 2024

|   | <b>2024</b> | <b>2023</b> | <b>% change</b> |
|---|-------------|-------------|-----------------|
| Second quarter (April - June) total sales (units) | 236,721     | 244,353     | -3.1%           |
| Nissan Division sales                             | 222,598     | 227,824     | -2.3%           |
| INFINITI sales*                                   | 14,123      | 16,529      | -14.6%          |
| <hr/>   |             |             |                 |
| Calendar year to-date total sales (units)         | 489,456     | 480,171     | 1.9%            |
| Nissan Division sales                             | 461,429     | 447,885     | 3.0%            |
| INFINITI sales*                                   | 28,027      | 32,286      | -13.2%          |



## Nissan Division second quarter 2024 highlights:

- Sales of the Nissan Ariya electric crossover were up 122.8% year-over-year for the quarter.
- Sales of the Nissan Z sports car were up 57.2% year-over-year for the quarter.
- Sales of the Nissan Versa sedan were up 45.3% year-over-year for the quarter.
- Sales of the Nissan Sentra sedan were up 40.1% year-over-year for the quarter.
- Sales of the Nissan Kicks crossover were up 7.2% year-over-year for the quarter.

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

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. Second quarter 2024 had 77 selling days and second quarter 2023 had 77 selling days.

## NISSAN DIVISION

|                                      | <b>Qtr:<br/>Apr-24<br/>to Jun-<br/>24<br/>CY2024</b> | <b>Qtr:<br/>Jan-23<br/>to Mar-<br/>23<br/>CY2023</b> | <b>Quarterly<br/>% chg<br/>(units)</b> | <b>Quarterly<br/>% chg<br/>(DSR)</b> | <b>CYTD<br/>2024</b> | <b>CYTD<br/>2023</b> | <b>CY<br/>%<br/>chg</b> |
|--------------------------------------|--|--|--|--------------------------------------|----------------------|----------------------|-------------------------|
| <b>Nissan<br/>Division<br/>Total</b> | <b>222,598</b>                                       | <b>227,824</b>                                       | <b>-2.3</b>                            | <b>-2.3</b>                          | <b>461,429</b>       | <b>447,885</b>       | <b>3.0</b>              |
| Versa                                | 10,338   | 7,113  | 45.3                                   | 45.3                                 | 17,812               | 11,014               | 61.7                    |
| Sentra                               | 48,947   | 34,938   | 40.1                                   | 40.1                                 | 89,028               | 57,455               | 55.0                    |
| Altima                               | 31,313   | 30,409   | 3.0                                    | 3.0                                  | 59,896               | 63,241               | -5.3                    |
| Maxima                               | 283  | 3,970  | -92.9                                  | -92.9                                | 812                  | 6,177                | -86.9                   |
| LEAF                                 | 1,925  | 1,880  | 2.4                                    | 2.4                                  | 3,067                | 4,234                | -27.6                   |



|                         |                |                |              |              |                |                |             |
|-------------------------|----------------|----------------|--------------|--------------|----------------|----------------|-------------|
| GT-R                    | 74             | 74             | 0.0          | 0.0          | 151            | 217            | -30.4       |
| <b>Total Car</b>        | <b>93,666</b>  | <b>78,884</b>  | <b>18.7</b>  | <b>18.7</b>  | <b>172,223</b> | <b>143,304</b> | <b>20.2</b> |
| Kicks                   | 19,267         | 17,972         | 7.2          | 7.2          | 32,991         | 29,804         | 10.7        |
| Frontier                | 20,219         | 17,213         | 17.5         | 17.5         | 39,963         | 34,139         | 17.1        |
| Titan                   | 4,064          | 6,512          | -37.6        | -37.6        | 8,209          | 10,550         | -22.2       |
| Xterra                  | 0              | 0              | N.A.         | N.A.         | 0              | 0              | N.A.        |
| Pathfinder              | 20,554         | 19,003         | 8.2          | 8.2          | 39,566         | 42,773         | -7.5        |
| Armada                  | 4,856          | 5,915          | -17.9        | -17.9        | 8,833          | 13,187         | -33.0       |
| Rogue                   | 50,356         | 71,246         | -29.3        | -29.3        | 141,160        | 147,745        | -4.5        |
| Ariya                   | 5,203          | 2,335          | 122.8        | 122.8        | 9,345          | 5,195          | 79.9        |
| Murano                  | 4,413          | 8,744          | -49.5        | -49.5        | 9,139          | 21,188         | -56.9       |
| NV                      | 0              | 0              | N.A.         | N.A.         | 0              | 0              | N.A.        |
| NV200                   | 0              | 0              | N.A.         | N.A.         | 0              | 0              | N.A.        |
| <b>Total Truck</b>      | <b>128,932</b> | <b>148,940</b> | <b>-13.4</b> | <b>-13.4</b> | <b>289,206</b> | <b>304,581</b> | <b>-5.0</b> |
| North American produced | 188,843        | 190,223        | -0.7         | -0.7         | 386,868        | 368,666        | 4.9         |
| Car                     | 92,806         | 78,310         | 18.5         | 18.5         | 170,615        | 142,121        | 20.0        |
| Truck                   | 96,037         | 111,913        | -14.2        | -14.2        | 216,253        | 226,545        | -4.5        |
| Import                  | 33,755         | 37,601         | -10.2        | -10.2        | 74,561         | 79,219         | -5.9        |
| Car                     | 860            | 574            | 49.8         | 49.8         | 1,608          | 1,183          | 35.9        |
| Truck                   | 32,895         | 37,027         | -11.2        | -11.2        | 72,953         | 78,036         | -6.5        |

## INFINITI





|                                | CY2024        |               | CY2023       |              |               |               |              |
|--------------------------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------|
| <b>Infiniti Division Total</b> | <b>14,123</b> | <b>16,529</b> | <b>-14.6</b> | <b>-14.6</b> | <b>28,027</b> | <b>32,286</b> | <b>-13.2</b> |
| Infiniti Q50                   | 1,442         | 1,829         | -21.2        | -21.2        | 2,839         | 3,195         | -11.1        |
| Infiniti Q60                   | 11            | 348           | -96.8        | -96.8        | 48            | 722           | -93.4        |
| Infiniti Q70                   | 0             | 0             | N.A.         | N.A.         | 0             | 0             | N.A.         |
| Infiniti QX30                  | 0             | 0             | N.A.         | N.A.         | 0             | 0             | N.A.         |
| Infiniti QX50                  | 2,587         | 2,388         | 8.3          | 8.3          | 5,156         | 4,718         | 9.3          |
| Infiniti QX55                  | 759           | 1,286         | -41.0        | -41.0        | 1,854         | 2,651         | -30.1        |
| Infiniti QX60                  | 7,081         | 7,731         | -8.4         | -8.4         | 13,414        | 14,870        | -9.8         |
| Infiniti QX70                  | 0             | 0             | N.A.         | N.A.         | 0             | 0             | N.A.         |
| Infiniti QX80                  | 2,243         | 2,947         | -23.9        | -23.9        | 4,716         | 6,130         | -23.1        |
| <b>Total Car</b>               | <b>1,453</b>  | <b>2,177</b>  | <b>-33.3</b> | <b>-33.3</b> | <b>2,887</b>  | <b>3,917</b>  | <b>-26.3</b> |
| <b>Total Truck</b>             | <b>12,670</b> | <b>14,352</b> | <b>-11.7</b> | <b>-11.7</b> | <b>25,140</b> | <b>28,369</b> | <b>-11.4</b> |

## NISSAN GROUP

|  | Qtr:<br>Apr-24<br>to Jun- | Qtr:<br>Jan-23<br>to Mar- | Quarterly<br>% chg<br>(units) | Quarterly<br>% chg<br>(DSR) | CYTD<br>2024 | CYTD<br>2023 | CYTD<br>%<br>chg |
|--|---------------------------|---------------------------|-------------------------------|-----------------------------|--------------|--------------|------------------|
|  |                           |                           |                               |                             |              |              |                  |





| VEHICLE            |         |         |       |       |         |         |      |
|--------------------|---------|---------|-------|-------|---------|---------|------|
| <b>Total Car</b>   | 95,119  | 81,061  | 17.3  | 17.3  | 175,110 | 147,221 | 18.9 |
| <b>Total Truck</b> | 141,602 | 163,292 | -13.3 | -13.3 | 314,346 | 332,950 | -5.6 |
| Selling days       | 77      | 77      |       |       | 154     | 152     |      |

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# # #

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### Files

-  **Sales chart - Nissan Group reports 2024 second quarter U.S. Sales.pdf (96 KB)**
-  **Press release - Nissan Group reports 2024 second quarter U.S. Sales.pdf (121 KB)**

### Media Contacts



Lloryn Love-Carter  
Senior Manager, Corporate Communications  
[Lloryn.Love-Carter@nissan-usa.com](mailto:Lloryn.Love-Carter@nissan-usa.com)

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## 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%         |
| <b>JEEP BRAND</b>     | <b>147,147</b> | <b>181,284</b> | <b>-19%</b> | <b>304,186</b> | <b>335,487</b> | <b>-9%</b>  |
| 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%       |
| <b>RAM BRAND</b>      | <b>105,485</b> | <b>142,013</b> | <b>-26%</b> | <b>200,793</b> | <b>270,735</b> | <b>-26%</b> |
| 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%         |
| <b>CHRYSLER BRAND</b> | <b>39,766</b>  | <b>49,144</b>  | <b>-19%</b> | <b>74,572</b>  | <b>81,043</b>  | <b>-8%</b>  |
| 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%        |
| <b>DODGE BRAND</b>    | <b>49,787</b>  | <b>59,752</b>  | <b>-17%</b> | <b>92,735</b>  | <b>110,727</b> | <b>-16%</b> |
| 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              |             |
| <b>FIAT BRAND</b>     | <b>316</b>     | <b>144</b>     | <b>119%</b> | <b>470</b>     | <b>282</b>     | <b>67%</b>  |
| 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         |
| <b>ALFA ROMEO</b>     | <b>2,492</b>   | <b>2,311</b>   | <b>8%</b>   | <b>4,777</b>   | <b>4,701</b>   | <b>2%</b>   |
| <b>FCA US LLC</b>     | <b>344,993</b> | <b>434,648</b> | <b>-21%</b> | <b>677,533</b> | <b>802,975</b> | <b>-16%</b> |

**TOYOTA U.S. SALES SUMMARY**

June 2024

-- CURRENT MONTH --

-- CALENDAR YEAR TO DATE --

|                                 | 2024    | 2023    | DSR %     | VOL %     | 2024      | 2023      | DSR %    | VOL %    |
|---------------------------------|---------|---------|-----------|-----------|-----------|-----------|----------|----------|
| <b>TOTAL TMNA</b>               | 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      |
| <b>TOTAL TOYOTA DIV. CAR</b>    | 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     |
| <b>TOTAL LEXUS DIV. CAR</b>     | 5,531   | 5,800   | -4.6      | -4.6      | 32,828    | 33,313    | -2.7     | -1.5     |
| <b>TOTAL TMNA CAR</b>           | 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 |
| <b>TOTAL TOYOTA DIV. SUV</b>    | 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     |
| <b>TOTAL TOYOTA DIV. PICKUP</b> | 27,932  | 31,096  | -10.2     | -10.2     | 147,891   | 176,580   | -17.3    | -16.2    |
| <b>TOTAL TOYOTA DIV. TRUCK</b>  | 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     |
| <b>TOTAL LEXUS DIV. TRUCK</b>   | 22,812  | 20,968  | 8.8       | 8.8       | 134,383   | 116,099   | 14.2     | 15.7     |
| <b>TOTAL TMNA TRUCK</b>         | 141,480 | 134,888 | 4.9       | 4.9       | 837,969   | 727,222   | 13.7     | 15.2     |
| <b>Selling Days</b>             | 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       |
| <b>TOTAL TMNA Electrified Vehicles</b>   | <b>84,781</b> | <b>51,536</b> | <b>64.5</b> | <b>64.5</b> | <b>454,197</b> | <b>270,480</b> | <b>65.7</b> | <b>67.9</b> |
| <b>TOTAL TOYOTA Electrified Vehicles</b> | <b>74,609</b> | <b>43,928</b> | <b>69.8</b> | <b>69.8</b> | <b>393,188</b> | <b>228,828</b> | <b>69.6</b> | <b>71.8</b> |
| <b>TOTAL LEXUS Electrified Vehicles</b>  | <b>10,172</b> | <b>7,608</b>  | <b>33.7</b> | <b>33.7</b> | <b>61,009</b>  | <b>41,652</b>  | <b>44.6</b> | <b>46.5</b> |
| <b>TOTAL TMNA SALES RATIO</b>            | <b>43.9%</b>  | <b>26.4%</b>  |             |             | <b>38.3%</b>   | <b>26.0%</b>   |             |             |
| <b>Selling Days</b>                      | <b>26</b>     | <b>26</b>     |             |             | <b>154</b>     | <b>152</b>     |             |             |