

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

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

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

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

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

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

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

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

Ford Electric and Hybrids Best-Ever Sales

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

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

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

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

BlueCruise Growth

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



Fast Start for all-new Mustang

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





Record EV Sales

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

Ford Pro



Strong Demand for E-Transit Vans

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

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, committed to helping build a better world, where every person is free to move and pursue their dreams. The company's Ford+ plan for growth and value creation combines existing strengths, new capabilities and always-on relationships with customers to enrich experiences for customers and deepen their loyalty. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, along with connected services. The company does that through three customer-centered business segments: Ford Blue, engineering iconic gas-powered and hybrid vehicles; Ford Model e, inventing breakthrough EVs along with embedded software that defines exceptional digital experiences for all customers; and Ford Pro, helping commercial customers transform and expand their businesses with vehicles and services tailored to their needs. Additionally, Ford is pursuing mobility solutions through Ford Next, and provides financial services through Ford Motor Credit Company. Ford employs about 177,000 people worldwide. More information about the company and its products and services is available at corporate.ford.com.

*U.S. sales volume reflects transactions with (i) retail and fleet customers (as reported by dealers), (ii) government and (iii) Ford management. Average transaction pricing based on J.D. Power and Associates PIN data.

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FORD MOTOR COMPANY Q3 2023 U.S. SALES

	Third Q	uarter	%	Year-to-	%	
	<u>2023</u>	<u>2022</u>	Change	2023	<u>2022</u>	Change
SALES BY BRAND						
Electric Vehicles	20,962	18,257	14.8	46,671	41,236	13.2
Hybrid Vehicles	34,861	24,655	41.4	96,514	82,759	16.6
Internal Combustion	444,681	421,762	5.4	1,364,887	1,256,499	8.6
Total vehicles	500,504	464,674	7.7	1,508,072	1,380,494	9.2
SALES BY TYPE						
SUVs	215,106	215,322	-0.1	647,547	658,342	-1.6
Trucks	275,554	238,981	15.3	825,179	685,479	20.4
Cars	<u>9,844</u>	10,371	-5.1	<u>35,346</u>	<u>36,673</u>	-3.6
Total vehicles	500,504	464,674	7.7	1,508,072	1,380,494	9.2
FORD BRAND						
EcoSport	0	8,262	-100.0	2,508	26,186	-90.4
Bronco Sport	33,232	21,427	55.1	96,375	79,976	20.5
Escape	38,774	35,391	9.6	103,613	109,311	-5.2
Bronco	32,888	31,545	4.3	91,468	86,387	5.9
Mustang Mach-E	14,842	10,414	42.5	28,882	28,089	2.8
Edge	24,217	16,170	49.8	70,701	67,623	4.6
Explorer	33,709	53,326	-36.8	138,132	156,243	-11.6
Expedition	<u>17,061</u>	<u>18,760</u>	-9.1	<u>56,427</u>	<u>41,607</u>	35.6
Ford SUVs	194,723	195,295	-0.3	588,106	595,422	-1.2
F-Series	190,477	167,962	13.4	573,370	467,307	22.7
Memo: F-150 Lightning (electric)	3,503	6,464	-45.8	12,260	8,760	40.0
Ranger	7,385	12,453	-40.7	31,503	46,293	-31.9
Maverick	23,931	13,049	83.4	66,430	51,802	28.2
E-Series	10,982	9,686	13.4	30,502	22,223	37.3
Transit	34,006	26,505	28.3	98,052	68,333	43.5
Memo: E-Transit	2,617	1,379	89.8	5,529	4,387	26.0
Transit Connect	5,377	6,076	-11.5	14,124	20,183	-30.0
Heavy Trucks	3,396	<u>3,250</u>	4.5	<u>11,198</u>	<u>9,338</u>	19.9
Ford Trucks	275,554	238,981	15.3	825,179	685,479	20.4
GT	0	17	-100.0	31	75	-58.7
Mustang	9,844	10,354	-4.9	<u>35,315</u>	<u>36,598</u>	-3.5
Ford Cars	<u>9,844</u>	10,371	-5.1	<u>35,346</u>	<u>36,673</u>	-3.6
Ford Brand	480,121	444,647	8.0	1,448,631	1,317,574	9.9
LINCOLN BRAND						
Corsair	7,852	6,239	25.9	17,483	20,277	-13.8
Nautilus	6,541	4,942	32.4	18,897	16,797	12.5
Aviator	1,463	5,746	-74.5	9,676	16,696	-42.0
Navigator	<u>4,527</u>	3,100	46.0	13,385	<u>9,150</u>	46.3
Lincoln SUVs	20,383	20,027	1.8	59,441	62,920	-5.5
Lincoln Brand	20,383	20,027	1.8	59,441	62,920	-5.5

Ford Motor Company

SEPT 2023 U.S. GROSS STOCKS

Gross Stock

	Units
	(000)
Mustang	13.0
GT	-
Ford Cars	13.0
Escape	25.4
Bronco Sport	22.6
/lustang Mach-E	24.4
EcoSport	-
Edge	22.6
Bronco	12.1
Explorer 	40.1
Expedition	14.8
Ford SUVs	162.1
Corsair	6.7
lautilus	4.7
viator	4.1
lavigator	4.9
Lincoln SUVs	20.4
Total SUVs	182.4
-Series Van	14.1
ransit Connect (Tourneo)	2.5
ransit Van	25.0
/laverick	12.1
langer	1.0
-Series	169.6
ledium/Heavy	4.8
Ford Trucks	229.0
Total Car, Utility, Truck	424.4

<u>Jan</u>	<u>Feb</u>	Mar	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	Aug	Sep	Oct	Nov	Dec	Full Year
5 064	5.410	7 561	803	563	2 682	4 340	7 033	7 750	_	_	_	43,114
3,304	3,410	7,501	090	303	2,002	4,043	7,333	1,138	-	-	-	40,114
24.159	19.957	21.648	15.586	19.990	9.253	11.960	21.251	22.796	-	-	-	166,600
2,695	2,260	1,920	1,427	1,516	436	1,410	1,758	2,732	-	-	-	16,154
1,466	1,323	954	582	1,073	1,163	427	871	489	-	-	-	8,348
145	291	684	388	584	496	104	-	-	-	-	-	2,692
-	360	7,381	11,858	13,639	13,000	11,611	7,203	11,716	-	-	-	76,768
27,656	28,575	32,098	27,309	34,230	31,720	23,489	29,546	27,306	-	-	-	261,929
1,770	2,013	2,124	1,599	1,046	1,238	562	860	466	-	-	-	11,678
												120,406
8,694	7,143	9,649	7,263	11,061	10,133	10,211	8,482	13,058	-	-	-	85,694
15,262	14,619	12,943	10,480	18,296	17,801	14,215	5,399	15,789	-	-	-	124,804
01.000	04.041	00.01=	04.007	04.046	04.504	04.050	44.005	04.050				044015
24,608	24,644	30,917	24,864	24,916	24,584	21,353	11,205	24,858	-	-	-	211,949
40.071	40.400	20.044	00.000	20.440	04.507	00.070	22.500	05.400				044.000
-												214,603
												68,420
1,696	2,278	2,384	1,/11	2,269	1,964	1,052	2,449	2,047	-	-	-	17,850
2.004	404	11 774	12.005	10.470	10.750	12 047	20.740	10 700				100 201
												120,361
366	-	159	2,513	3,917	4,063	2,827	4,702	3,488	-	-	-	22,035
2 222	4.000	F 404	2.050	E 044	F 272	454	250	45				20,000
	,											28,900
8,823	12,951	14,622	10,346	14,877	13,530	8,507	14,771	5,566	-	-	-	103,993
40	40											20
18	12	-	-	-	-	-	-	-	-	-	-	30
0.504	0.500	40.077	0.400	0.000	40.507	7.500	45.040	40 407				04.054
												94,054
2,547	1,7 14	3,534	2,292	2,814	3,547	1,391	2,760	2,398	-	-	-	22,997
4.070	F 000	E 050	0.004	2.240	4.470	2.000	4.007	4 045				20.074
												36,671
												10,965
960	800	1,533	2,349	2,451	3,199	2,165	3,048	2,685				19,190
181,912	177,089	238,629	195,027	245,473	228,170	178,262	216,721	228,922	-	-	-	1,890,205
		20	23 Calen	dar Year	Production	By Vehic	le Line					
lan	Feh	Mar	Δnr	May	lun	le d	Διια	Sen	Oct	Nov	Dec	Full Year
Jan	1 00	iviai	Дрі	iviay				ОСР				I dii Icai
13,446	40040				<u> </u>	Jul					Dec	
13,440	12,340	15,542	10,528	15,763	15,074	12,399	9,976	15,338	-	-	<u>Dec</u>	120,406
8,694	7,143	15,542 9,649	10,528 7,263	15,763 11,061								120,406 85,694
8,694	7,143	9,649	7,263	11,061	15,074 10,133	12,399 10,211	9,976 8,482	15,338 13,058	-	-	-	85,694
8,694 5,964	7,143 5,410			11,061 563	15,074 10,133 2,682	12,399	9,976 8,482 7,933	15,338	-	-	-	85,694 43,114
5,964 18	7,143 5,410 12	9,649 7,561	7,263 893	11,061 563	15,074 10,133 2,682	12,399 10,211 4,349	9,976 8,482 7,933	15,338 13,058 7,759	-	-	-	85,694 43,114 30
5,964 18 3,222	7,143 5,410 12 4,890	9,649 7,561 - 5,494	7,263 893 - 3,856	11,061 563 - 5,641	15,074 10,133 2,682 - 5,372	12,399 10,211 4,349 - 151	9,976 8,482 7,933 - 259	15,338 13,058 7,759 -	-	-	- - - -	85,694 43,114 30 28,900
5,964 18 3,222 8,823	7,143 5,410 12 4,890 12,951	9,649 7,561 - 5,494 14,622	7,263 893 - 3,856 10,346	11,061 563 - 5,641 14,877	15,074 10,133 2,682 - 5,372 13,530	12,399 10,211 4,349 - 151 8,507	9,976 8,482 7,933 - 259 14,771	15,338 13,058 7,759 - 15 5,566	-	-	- - - - -	85,694 43,114 30 28,900 103,993
5,964 18 3,222	7,143 5,410 12 4,890	9,649 7,561 - 5,494	7,263 893 - 3,856	11,061 563 - 5,641	15,074 10,133 2,682 - 5,372	12,399 10,211 4,349 - 151	9,976 8,482 7,933 - 259	15,338 13,058 7,759 -	-	-	- - - -	85,694 43,114 30 28,900
5,964 18 3,222 8,823	7,143 5,410 12 4,890 12,951	9,649 7,561 - 5,494 14,622	7,263 893 - 3,856 10,346	11,061 563 - 5,641 14,877	15,074 10,133 2,682 - 5,372 13,530	12,399 10,211 4,349 - 151 8,507	9,976 8,482 7,933 - 259 14,771	15,338 13,058 7,759 - 15 5,566	-	-	- - - - -	85,694 43,114 30 28,900 103,993
8,694 5,964 18 3,222 8,823	7,143 5,410 12 4,890 12,951 360	9,649 7,561 - 5,494 14,622 7,381	7,263 893 - 3,856 10,346 11,858	11,061 563 - 5,641 14,877 13,639	15,074 10,133 2,682 - 5,372 13,530 13,000	12,399 10,211 4,349 - 151 8,507 11,611	9,976 8,482 7,933 - 259 14,771 7,203	15,338 13,058 7,759 - 15 5,566 11,716	-	- - - - -	-	85,694 43,114 30 28,900 103,993 76,768
8,694 5,964 18 3,222 8,823 - 52,264 14,334	7,143 5,410 12 4,890 12,951 360 53,219 13,932	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177	7,263 893 - 3,856 10,346 11,858 52,173 29,279	11,061 563 - 5,641 14,877 13,639 59,146 32,567	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257	7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384	7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602	7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384	7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602	7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262 3,901	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943 11,771	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296 19,170	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801 18,756	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399 20,748	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789 18,799	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846 124,804
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262 3,901	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943 11,771	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296 19,170	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801 18,756	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399 20,748	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789 18,799	-	-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846 124,804
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262 3,901 366	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619 494	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943 11,771 159	7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805 2,513	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296 19,170 3,917	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801 18,756 4,063	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215 13,917 2,827	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399 20,748 4,702	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789 18,799 3,488		-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846 124,804 120,361 22,035
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262 3,901 366 8,594 2,547	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619 494 - 6,528 1,714	9,649 7,561 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943 11,771 159 13,077 3,534	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805 2,513 8,460 2,292	11,061 563 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296 19,170 3,917 8,080 2,814	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801 18,756 4,063 13,537 3,547	12,399 10,211 4,349 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215 13,917 2,827 7,592 1,391	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399 20,748 4,702 15,049 2,760	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789 18,799 3,488 13,137 2,398		-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846 124,804 120,361 22,035 94,054 22,997
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262 3,901 366 8,594 2,547 4,673	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619 494 - 6,528 1,714 5,028	9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943 11,771 159 13,077 3,534 5,056	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805 2,513 8,460 2,292 2,984	11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296 19,170 3,917 8,080 2,814 3,312	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801 18,756 4,063 13,537 3,547	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215 13,917 2,827 7,592 1,391 2,896	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399 20,748 4,702 15,049 2,760 4,007	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789 18,799 3,488 13,137 2,398 4,245				85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846 124,804 120,361 22,035 94,054 22,997 36,671
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840 15,262 3,901 366 8,594 2,547	7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619 494 - 6,528 1,714	9,649 7,561 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943 11,771 159 13,077 3,534	7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805 2,513 8,460 2,292	11,061 563 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100 18,296 19,170 3,917 8,080 2,814	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932 17,801 18,756 4,063 13,537 3,547	12,399 10,211 4,349 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514 14,215 13,917 2,827 7,592 1,391	9,976 8,482 7,933 - 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758 5,399 20,748 4,702 15,049 2,760	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732 15,789 18,799 3,488 13,137 2,398		-	-	85,694 43,114 30 28,900 103,993 76,768 473,878 233,793 68,420 17,850 174,948 18,846 124,804 120,361 22,035 94,054 22,997
	5,964 24,159 2,695 1,466 145 27,656 1,770 13,446 8,694 15,262 24,608 13,374 6,676 1,696 3,901 366 3,222 8,823 18 8,594 2,547 4,673 1,197 960 181,912	5,964 5,410 24,159 19,957 2,695 2,260 1,466 1,323 145 291 - 360 27,656 28,575 1,770 2,013 13,446 12,340 8,694 7,143 15,262 14,619 24,608 24,644 13,374 13,132 6,676 9,114 1,696 2,278 3,901 494 366 - 3,222 4,890 8,823 12,951 18 12 8,594 6,528 2,547 1,714 4,673 5,028 1,197 1,213 960 800 181,912 177,089	5,964 5,410 7,561 24,159 19,957 21,648 2,695 2,260 1,920 1,466 1,323 954 145 291 684 - 360 7,381 27,656 28,575 32,098 1,770 2,013 2,124 13,446 12,340 15,542 8,694 7,143 9,649 15,262 14,619 12,943 24,608 24,644 30,917 13,374 13,132 26,644 6,676 9,114 9,257 1,696 2,278 2,384 3,901 494 11,771 366 - 159 3,222 4,890 5,494 8,823 12,951 14,622 18 12 - 8,594 6,528 13,077 2,547 1,714 3,534 4,673 5,028 5,056 1,197	5,964 5,410 7,561 893 24,159 19,957 21,648 15,586 2,695 2,260 1,920 1,427 1,466 1,323 954 582 145 291 684 388 - 360 7,381 11,858 27,656 28,575 32,098 27,309 1,770 2,013 2,124 1,599 13,446 12,340 15,542 10,528 8,694 7,143 9,649 7,263 15,262 14,619 12,943 10,480 24,608 24,644 30,917 24,864 13,374 13,132 26,644 26,930 6,676 9,114 9,257 6,994 1,696 2,278 2,384 1,711 3,901 494 11,771 12,805 3,666 - 159 2,513 3,222 4,890 5,494 3,856 8,823 12,	5,964 5,410 7,561 893 563 24,159 19,957 21,648 15,586 19,990 2,695 2,260 1,920 1,427 1,516 1,466 1,323 954 582 1,073 145 291 684 388 584 - 360 7,381 11,858 13,639 27,656 28,575 32,098 27,309 34,230 1,770 2,013 2,124 1,599 1,046 13,446 12,340 15,542 10,528 15,763 8,694 7,143 9,649 7,263 11,061 15,262 14,619 12,943 10,480 18,296 24,608 24,644 30,917 24,864 24,916 13,374 13,132 26,644 26,930 30,116 6,676 9,114 9,257 6,994 9,127 1,696 2,278 2,384 1,711 2,809 3,90	5,964 5,410 7,561 893 563 2,682 24,159 19,957 21,648 15,586 19,990 9,253 2,695 2,260 1,920 1,427 1,516 436 1,466 1,323 954 582 1,073 1,163 145 291 684 388 584 496 - 360 7,381 11,858 13,639 13,000 27,656 28,575 32,098 27,309 34,230 31,720 1,770 2,013 2,124 1,599 1,046 1,238 13,446 12,340 15,542 10,528 15,763 15,074 8,694 7,143 9,649 7,263 11,061 10,133 15,262 14,619 12,943 10,480 18,296 17,801 24,608 24,644 30,917 24,864 24,916 24,584 13,374 13,132 26,644 26,930 30,116 24,507	5,964 5,410 7,561 893 563 2,682 4,349 24,159 19,957 21,648 15,586 19,990 9,253 11,960 2,695 2,260 1,920 1,427 1,516 436 1,410 1,466 1,323 954 582 1,073 1,163 427 1,45 291 684 388 584 496 104 - 360 7,381 11,858 13,639 13,000 11,611 27,656 28,575 32,098 27,309 34,230 31,720 23,489 1,770 2,013 2,124 1,599 1,046 1,238 562 13,446 12,340 15,542 10,528 15,763 15,074 12,399 8,694 7,143 9,649 7,263 11,061 10,133 10,211 15,262 14,619 12,943 10,480 18,296 17,801 14,215 24,608 24,644	5,964 5,410 7,561 893 563 2,682 4,349 7,933 24,159 19,957 21,648 15,586 19,990 9,253 11,960 21,251 2,695 2,260 1,920 1,427 1,516 436 1,410 1,758 1,466 1,323 954 582 1,073 1,163 427 871 1,45 291 684 388 584 496 104 - - 360 7,381 11,858 13,639 13,000 11,611 7,203 27,656 28,575 32,098 27,309 34,230 31,720 23,489 29,546 1,770 2,013 2,124 1,599 1,046 1,238 562 860 13,446 12,340 15,542 10,528 15,763 15,074 12,399 9,976 8,694 7,143 9,649 7,263 11,061 10,133 10,211 8,482 15,26	5,964 5,410 7,561 893 563 2,682 4,349 7,933 7,759 24,159 19,967 21,648 15,586 19,990 9,253 11,960 21,251 22,796 2,695 2,260 1,920 1,427 1,516 436 1,410 1,758 2,732 1,466 1,323 954 582 1,073 1,163 427 871 489 145 291 684 388 584 496 104 - - - 360 7,381 11,858 13,639 13,000 11,611 7,203 11,716 27,656 28,575 32,098 27,309 34,230 31,720 23,489 29,546 27,306 1,770 2,013 2,124 1,599 1,046 1,238 562 860 466 13,446 12,340 15,542 10,528 15,763 15,074 12,399 9,976 15,38 8,694	5,964 5,410 7,561 893 563 2,682 4,349 7,933 7,759 - 24,159 19,957 21,648 15,586 19,990 9,253 11,960 21,251 22,796 - 2,695 2,260 1,920 1,427 1,516 436 1,410 1,758 2,732 - 1,466 1,323 954 582 1,073 1,163 427 871 489 - 1,466 1,323 954 582 1,073 1,163 427 871 489 - 2,7666 28,575 32,098 27,309 34,230 31,720 23,489 29,546 27,306 - 1,770 2,013 2,124 1,599 1,046 1,238 562 860 466 - 1,3446 12,340 15,542 10,528 15,763 15,074 12,399 9,976 15,338 - 15,262 14,619 12,943 <t< td=""><td>5,964 5,410 7,561 893 563 2,682 4,349 7,933 7,759 - 24,159 19,957 21,684 15,586 19,990 9,253 11,960 21,251 22,796 - - - 2,695 2,260 1,920 1,427 1,516 436 1,410 1,758 2,732 - - 1,466 1,323 954 582 1,073 1,163 427 871 489 - - 1,466 1,323 954 582 1,073 1,163 427 871 489 - - 1,466 1,323 954 582 1,073 1,163 427 871 489 - - - 360 7,381 11,858 13,639 13,000 11,611 7,203 11,716 - - - - - - - - - - - - - -</td><td>5,964 5,410 7,561 893 563 2,682 4,349 7,933 7,759 - - 24,159 19,957 21,648 15,586 19,990 9,263 11,960 21,251 22,796 -</td></t<>	5,964 5,410 7,561 893 563 2,682 4,349 7,933 7,759 - 24,159 19,957 21,684 15,586 19,990 9,253 11,960 21,251 22,796 - - - 2,695 2,260 1,920 1,427 1,516 436 1,410 1,758 2,732 - - 1,466 1,323 954 582 1,073 1,163 427 871 489 - - 1,466 1,323 954 582 1,073 1,163 427 871 489 - - 1,466 1,323 954 582 1,073 1,163 427 871 489 - - - 360 7,381 11,858 13,639 13,000 11,611 7,203 11,716 - - - - - - - - - - - - - -	5,964 5,410 7,561 893 563 2,682 4,349 7,933 7,759 - - 24,159 19,957 21,648 15,586 19,990 9,263 11,960 21,251 22,796 -