

Ford U.S. Sales Rise 7.1% to Nearly 2 Million Vehicles in 2023

- ✓ America's No. 1 Truck Seller; F-Series Leads Across Gas, Hybrid and Electric
- ✓ America's No. 1 Commercial Vehicle Seller; Ford Commercial Vans Top Sales for 45th Straight Year
- ✓ America's No. 2 Electric Vehicle Brand; EV Sales Rose 18 percent
- ✓ Record Sales of Bronco Family and Maverick Bring New Customers to Brand
- ✓ Poised for Growth in 2024 with New F-150, Ranger, Explorer, Expedition and Lincoln Aviator, Navigator, Nautilus

DEARBORN, Mich., January 4, 2024 – Ford continued to broaden consumers' options in 2023, solidifying its leadership in gas vehicle lines with its best-selling trucks and vans, while also accelerating sales of its electric and hybrid vehicles to new records.

Ford's electric vehicles posted record Q4 sales to cap off a record EV year. Ford sold 25,937 EVs in Q4 (up 24 percent over Q3 sales) and 72,608 vehicles for the year (up 18 percent). Growth came from America's best-selling electric truck, F-150 Lightning (up 74 percent for Q4) and Mustang Mach-E sales of 40,771 for the year – up 3 percent for the year and its best year of sales since first launched in 2021.

Ford's E-Transit was America's best-selling electric van nameplate in 2023 on sales of 7,672 – up 18 percent over 2022.

"In a year of challenges, from a labor strike to supply issues, our amazing lineup of gas, electric and hybrid vehicles and our fantastic dealers delivered solid growth and momentum. We have the products that customers want," said Jim Farley, Ford president and CEO. "I am especially proud Ford remained the No. 2 EV brand in America and our next-gen, digitally advanced new EVs are on the way.

"Now we are spring-loaded for 2024 with new versions coming of our most popular trucks and SUVs, a full year of new Super Duty and Mustang, and a big year for Lincoln."

Total Ford hybrid sales accelerated at year's end with record Q4 sales of 37,229 vehicles – up 55 percent. For the year, Ford hybrid vehicle sales were up 25 percent on record annual sales. Ford has both the first and second best-selling hybrid trucks in America, with Maverick Hybrid sales totaling 52,361 trucks, a 67 percent gain and more than half of Maverick's total sales in 2023. Total Maverick sales were up 26.5 percent. The F-150 Hybrid posted sales gains of 41 percent over a year ago on 2023 sales of 50,103.

Ford 2023 sales totaled 1,995,912 vehicles – up 7.1 percent over 2022 and the best since 2020.

Ford America's Truck Leader

For the 47th year in a row, Ford F-Series was America's best-selling truck and America's best-selling vehicle for the 42nd year in a row. It's a streak that spans four generations and has lasted longer than the entire lifespan of many other popular consumer products. In addition, the Ford F-150 Lightning was the No. 1 selling electric truck and the F-150 Hybrid the No. 1 selling full-size hybrid truck for 2023. In total, 750,789 customers chose a new Ford F-Series truck in 2023.

Ford again was the No. 1 selling truck manufacturer for Q4 and for full year 2023, providing customers what they want with electric, hybrid or gas-powered trucks. Ford sold 1,081,777 trucks and vans in 2023 – up 13 percent and outselling the second place's total pickup and van sales by more than 65,000 for the year.

"Ford has the vehicle a customer wants – that has been key to our success in 2023, with our continued dominance in trucks and SUVs. We saw strong gains coming from gas-powered vehicles and record setting sales for our hybrid and electric vehicles," said Andrew Frick, president, Ford Blue. "Customers know they get choice when they come to Ford. None of our competitors offer the powertrain choices that Ford has become known for in trucks. And it will continue with the launch of the new F-150 later this month."

Ford F-Series expanded its lead in 2023, on sales of 750,789 – up 15 percent over the previous year and outselling second place Silverado by about 200,000 trucks. Gas- and diesel-powered F-Series sales were up 12 percent, while top selling F-150 Lightning and F-150 Hybrid achieved record sales for the year – up 55 and 41 percent, respectively.

Ford and Lincoln SUVs posted strong sales in 2023 – Bronco Family (up 8 percent), Edge (up 24 percent) and Expedition (up 18 percent). For the year, Lincoln Navigator sales expanded 33 percent on sales of 17,549. Lincoln SUVs closed the quarter up 9 percent on the strength of Aviator (up 11 percent) and Nautilus (up 42 percent).

Ford Pro Commercial Sales Success

The Ford Transit van was America's No. 1 selling commercial van. Ford's commercial vans have been a source of strength through the entire year marking 45 straight years of commercial van leadership, with sales up 21 percent in 2023 on sales of 190,016 vans. Transit van sales climbed 30 percent on sales of 129,009 for the year. Ford E-Series vans increased 34 percent this year on sales of 42,957 cutaway vans.

Ford Blue



Fast Start for all-new Mustang

Ford's all-new 2024 Mustang initiated sales in August. Strong momentum continued into Q4 with total sales of 13,290 – up 21 percent.

Model e



Record EV Sales

For the year, Ford's EV sales were up across the board, with F-150 Lightning, Mustang Mach-E and E-Transit all up 55, 3 and 18 percent, respectively. Ford was America's No. 2 EV brand in 2023.

Ford Pro



Commercial Vehicle Leadership

Ford was No. 1 in commercial vehicles based on the most recent registration data through October. Commercial truck and van share grew to 40 percent, up 0.9 percentage points from the same period a year ago in class 1-7.

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 Q4 2023 U.S. SALES

SALES BY BRAND Electric Vehicles		Fourth Q	<u>uarter</u>	%	Year-to-	·Date	%
Electric Vehicles		<u>2023</u> <u>2022</u>		<u>Change</u>	<u>2023</u>	<u>2022</u>	<u>Change</u>
Hybrid Vchicles	SALES BY BRAND						
Internal Combustion 424.674 439.685 -3.4 1.789.561 1.696.184 5.5 Total vehicles 487.840 483.970 0.8 1.795.912 1.864.464 7.1 SALES BY TYPE SUVs 217.952 202.914 -5.0 1.081.777 955.543 13.20 Cars 13.290 10.992 20.9 48.636 47.665 2.0 Total vehicles 487.840 483.970 0.8 1.995.12 1.864.46 7.1 FORD BRAND EcoSport 0 3.007 -100.0 2.508 29.193 -91.4 Escape 37.355 28.099 33.1 140.968 137.370 2.6 Bronco 14.197 30.670 -53.7 105.665 117.077 9.5 Bronce Sport 11.4197 30.670 -53.7 105.665 117.077 9.6 Bronce Sport 31.101 19.575 18.0 40.711 33.43 3.3 Escape <td>Electric Vehicles</td> <td>25,937</td> <td>20,339</td> <td>27.5</td> <td>72,608</td> <td>61,575</td> <td>17.9</td>	Electric Vehicles	25,937	20,339	27.5	72,608	61,575	17.9
Total vehicles 487,840 483,970 0.8 1,995,912 1,864,46 7.1 SALES BY TYPE SUVs 217,952 202,914 7.4 865,499 861,256 0.5 Trucks 256,598 270,064 -5.0 1,081,777 95,563 1.20 Cars 13,290 10,992 20.9 48,636 47,663 1.20 Total vehicles 487,840 483,970 0.8 1,995,912 1,864,464 7.1 FORD BRAND EcoSport 0 3,007 -100.0 2,508 29,193 91,4 Bronco Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,357 29.6 Bronco 14,197 30,670 5-53.7 105,665 117,057 9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Explorer 4	Hybrid Vehicles	37,229	23,946	55.5	133,743	106,705	25.3
SALES BY TYPE SUVs 217,952 202,914 7.4 865,499 861,256 0.5 Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 Cars 13,290 10,992 20.9 48,636 47,665 2.0 FORD BRAND EcoSport 0 3,007 -100.0 2,508 29,193 -91.4 Broneo Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,370 -2.6 Broneo Sport 11,889 11,369 4.6 40,771 39,458 23.1 Escape 37,355 28,059 33.1 140,968 137,370 -2.6 Broneo 141,497 30,670 -53.7 106,068 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Explorer 18,667 <	Internal Combustion	424,674	439,685	-3.4	<u>1,789,561</u>	<u>1,696,184</u>	5.5
SUVs 217,952 202,914 7.4 865,499 861,256 0.5 Trucks 256,598 270,064 5.0 1,081,777 955,543 13.2 Cars 13.290 10.992 20.9 48.636 47.665 2.0 FORD BRAND EcoSport 0 3,007 -10.00 2,508 29,193 -91.4 Bronco Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,370 2.6 Bronco 14,197 30,670 -5.37 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85.465 24.1 Expedition 16,969 20,400 -16.8 73,396 82,007 18.1 Expedition 16,969 20,400 -16.8 73	Total vehicles	487,840	483,970	0.8	1,995,912	1,864,464	7.1
Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 Cars 13,290 10,992 20.9 48,636 42,665 2.0 Total vehicles 487,840 483,970 0.8 1,995,912 1,864,464 7.0 FORD BRAND EcoSport 0 3,007 -100.0 2,508 29,193 -91.4 Bronco Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,370 2.6 Bronco 14,197 30,670 -53.7 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,46 24,16 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Explorer 48,667 51,430 -5.4 18	SALES BY TYPE						
Cars 13.290 10.992 20.9 48.636 47.665 2.0 Total vehicles 487.840 483.970 0.8 1,995.912 1,864,464 7.1 FORD BRAND EcoSport 0 3,007 -100.0 2,508 29,193 -91.4 Bronco Sport 31,101 19,571 88.9 127,476 99,547 28.1 Escape 37,355 28,059 3.3 140,968 137,370 -9.6 Bronco 14,197 30,670 -53.7 105,665 117,075 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 186,699 29,7673 -10.1 Expedition 16,969 20,400 -16.8 73,306 62,007 18.4 F-ord SUVs 195,575 182,348 7.3 783,681 777,77 0.8 F-series 174,919 186,650 4.9	SUVs	217,952	202,914	7.4	865,499	861,256	0.5
Total vehicles 487,840 483,970 0.8 1,995,912 1,864,464 7.1 FORD BRAND EcoSport 0 3,007 -100.0 2,508 29,193 -91.4 Bronco Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,370 2.6 Bronco 14,197 30,670 -5.3.7 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,465 24,1 Expedition 16,969 20,400 -16.8 23,396 62,007 18.4 Ford SU's 195,575 182,348 7.3 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712	Trucks	256,598	270,064	-5.0	1,081,777	955,543	13.2
FORD BRAND FOR	Cars	<u>13,290</u>	10,992	20.9	<u>48,636</u>	<u>47,665</u>	2.0
EcoSport 0 3,007 -100.0 2,508 29,193 -91.4 Bronco Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,370 2.6 Bronco 14,197 30,670 -5.37 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Ford SUVs 195,575 182,348 7.3 783,681 777,70 0.8	Total vehicles	487,840	483,970	0.8	1,995,912	1,864,464	7.1
Bronco Sport 31,101 19,571 58.9 127,476 99,547 28.1 Escape 37,355 28,059 33.1 140,968 137,370 2.6 Bronco 14,197 30,670 -5.37 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,071 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Explorer 48,667 18,48 7.3 783,681 777,770 0.8 Ford SUVs 195,575 186,500 -1.6 72,578 72,578 72,578 <td>FORD BRAND</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	FORD BRAND						
Escape 37,355 28,059 33.1 140,968 137,370 2.6 Bronco 14,197 30,670 -53.7 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Expedition 16,969 20,400 -16.8 73,396 62,007 18.4 Ford SUVs 195,575 182,348 7.3 783,681 777,770 0.8 F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 43.3 Maverick 27,628 22,568 22.4 94,055 74,370	EcoSport	0	3,007	-100.0	2,508	29,193	-91.4
Broneo 14,197 30,670 -5.37 105,665 117,057 -9.7 Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Expedition 16,969 20,400 -16.8 73,396 62,007 18.4 Ford SUVs 195,575 182,348 7.3 783,681 777,70 0.8 F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 <	Bronco Sport	31,101	19,571	58.9	127,476	99,547	28.1
Mustang Mach-E 11,889 11,369 4.6 40,771 39,458 3.3 Edge 35,397 17,842 98.4 106,098 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Expedition 16,969 20,400 -16.8 73,396 62,007 18.4 Ford SUVs 195,575 182,348 7.3 783,681 777,770 0.8 F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Ranger 831 10,712 -92.2 32,334 57,005 43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 99,27 25.5 42,957 32,150 33.6 Transit 3,0957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 <td>Escape</td> <td>37,355</td> <td>28,059</td> <td>33.1</td> <td>140,968</td> <td>137,370</td> <td>2.6</td>	Escape	37,355	28,059	33.1	140,968	137,370	2.6
Edge 35,397 17,842 98.4 106,098 85,465 24.1 Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Expedition 16,969 20,400 -16.8 73,396 62,007 18.4 Ford SUVs 195,575 182,348 7.3 783,681 777,770 0.8 F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 <t< td=""><td>Bronco</td><td>14,197</td><td>30,670</td><td>-53.7</td><td>105,665</td><td>117,057</td><td>-9.7</td></t<>	Bronco	14,197	30,670	-53.7	105,665	117,057	-9.7
Explorer 48,667 51,430 -5.4 186,799 207,673 -10.1 Expedition 16,969 20,400 -16.8 73,396 62,007 18.4 Ford SUVs 195,575 182,348 7.3 783,681 777,770 0.8 F-Series 177,419 186,650 4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 99,27 25.5 42,957 32,150 33. Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140	Mustang Mach-E	11,889	11,369	4.6	40,771	39,458	3.3
Expedition 16.969 20.400 -16.8 73.396 62.007 18.4 Ford SUVs 195.575 182,348 7.3 783,681 777,770 0.8 F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 3,382 4,201 -19.5 14,580 47,566	Edge	35,397	17,842	98.4	106,098	85,465	24.1
Ford SUVs 195,575 182,348 7.3 783,681 777,770 0.8 F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 3,322 270,064 -5.0 1,081,777 955,543 <td>Explorer</td> <td>48,667</td> <td>51,430</td> <td>-5.4</td> <td>186,799</td> <td>207,673</td> <td>-10.1</td>	Explorer	48,667	51,430	-5.4	186,799	207,673	-10.1
F-Series 177,419 186,650 -4.9 750,789 653,957 14.8 Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 </td <td>Expedition</td> <td><u>16,969</u></td> <td><u>20,400</u></td> <td>-16.8</td> <td><u>73,396</u></td> <td><u>62,007</u></td> <td>18.4</td>	Expedition	<u>16,969</u>	<u>20,400</u>	-16.8	<u>73,396</u>	<u>62,007</u>	18.4
Memo: F-150 Lightning (electric) 11,905 6,857 73.6 24,165 15,617 54.7 Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,998 21.2 48.605 47.566 2.2	Ford SUVs	195,575	182,348	7.3	783,681	777,770	0.8
Ranger 831 10,712 -92.2 32,334 57,005 -43.3 Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,666 2.2 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 <tr< td=""><td>F-Series</td><td>177,419</td><td>186,650</td><td>-4.9</td><td>750,789</td><td>653,957</td><td>14.8</td></tr<>	F-Series	177,419	186,650	-4.9	750,789	653,957	14.8
Maverick 27,628 22,568 22.4 94,058 74,370 26.5 E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.2 LINCOLN BRAND 5,437 3,838 41.7 24,384 27,668 -11.9	Memo: F-150 Lightning (electric)	11,905	6,857	73.6	24,165	15,617	54.7
E-Series 12,455 9,927 25.5 42,957 32,150 33.6 Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20	Ranger	831	10,712	-92.2	32,334	57,005	-43.3
Transit 30,957 31,049 -0.3 129,009 99,382 29.8 Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 2	Maverick	27,628	22,568	22.4	94,058	74,370	26.5
Memo: E-Transit 2,143 2,113 1.4 7,672 6,500 18.0 Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND 5,437 3,838 41.7 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2	E-Series	12,455	9,927	25.5	42,957	32,150	33.6
Transit Connect 3,926 4,957 -20.8 18,050 25,140 -28.2 Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206<	Transit	30,957	31,049	-0.3	129,009	99,382	29.8
Heavy Trucks 3,382 4,201 -19.5 14,580 13,539 7.7 Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486	Memo: E-Transit	2,143	2,113	1.4	7,672	6,500	18.0
Ford Trucks 256,598 270,064 -5.0 1,081,777 955,543 13.2 GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND 5 5 5 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0	Transit Connect	3,926	4,957	-20.8	18,050	25,140	-28.2
GT 0 24 -100.0 31 99 -68.7 Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Heavy Trucks	<u>3,382</u>	<u>4,201</u>	-19.5	<u>14,580</u>	13,539	7.7
Mustang 13,290 10,968 21.2 48,605 47,566 2.2 Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0	Ford Trucks	256,598	270,064	-5.0	1,081,777	955,543	13.2
Ford Cars 13,290 10,992 20.9 48,636 47,665 2.0 Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0	GT	0	24	-100.0	31	99	-68.7
Ford Brand 465,463 463,404 0.4 1,914,094 1,780,978 7.5 LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Mustang	<u>13,290</u>	<u>10,968</u>	21.2	<u>48,605</u>	<u>47,566</u>	2.2
LINCOLN BRAND Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Ford Cars	<u>13,290</u>	10,992	20.9	<u>48,636</u>	<u>47,665</u>	2.0
Corsair 6,901 7,391 -6.6 24,384 27,668 -11.9 Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Ford Brand	465,463	463,404	0.4	1,914,094	1,780,978	7.5
Nautilus 5,437 3,838 41.7 24,334 20,635 17.9 Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	LINCOLN BRAND						
Aviator 5,875 5,281 11.2 15,551 21,977 -29.2 Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Corsair	6,901	7,391	-6.6	24,384	27,668	-11.9
Navigator 4,164 4,056 2.7 17,549 13,206 32.9 Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Nautilus	5,437	3,838	41.7	24,334	20,635	17.9
Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Aviator	5,875	5,281	11.2	15,551	21,977	-29.2
Lincoln SUVs 22,377 20,566 8.8 81,818 83,486 -2.0 Lincoln Brand 22,377 20,566 8.8 81,818 83,486 -2.0	Navigator	<u>4,164</u>	4,056	2.7	<u>17,549</u>	13,206	32.9
	_						
	Lincoln Brand	22,377	20,566 4	8.8	81,818	83,486	-2.0

Ford Motor Company

DEC 2023 U.S. GROSS STOCKS

	Gross Stock	
	Units	
	(000)	
Mustang GT	15.8 -	
Ford Cars	15.8	
Escape	27.4	
Bronco Sport	28.4	
Mustang Mach-E	22.2	
EcoSport	-	
Edge	21.0 21.8	
Bronco Explorer	21.8 46.4	
Expedition	12.1	
Ford SUVs	179.3	
O wests	0.7	
Corsair Nautilus	8.7 12.5	
Aviator	7.1	
Navigator	5.0	
Lincoln SUVs	33.3	
Total SUVs	212.6	
E-Series Van	13.0	
Transit Connect (Tourneo)	3.7	
Transit Van	39.9	
Maverick	20.3	
Ranger	0.2	
F-Series	187.3	
Medium/Heavy	5.0	
Ford Trucks	269.5	
Total Car, Utility, Truck	497.9	

			2023 Ca	lendar Ye	ar Produc	Dilloit Dy I	<u>lanı</u>					
<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	May	<u>Jun</u>	<u>Jul</u>	Aug	<u>Sep</u>	<u>Oct</u>	Nov	<u>Dec</u>	Full Year
5,964	5,410	7,561	893	563	2,682	4,349	7,933	7,759	5,811	5,687	6,553	61,165
2/ 150	10 057	21 6/18	15 586	10 000	0.253	11 060	21 251	22 706	173	10 735	20 120	206,628
												20,990
_,		.,	.,	.,		.,	.,			_,,		,
1,466	1,323	954	582	1,073	1,163	427	871	489	-	-	-	8,348
145	291	684	388	584	496	104	-	-	-	-	-	2,692
	260	7 201	11 050	12 620	12 000	11 011	7 202	11 710	7 005	E 70E	4.067	04.465
-	360	7,381	11,858	13,639	13,000	11,611	7,203	11,716	7,895	5,735	4,067	94,465
27.656	28.575	32.098	27.309	34.230	31.720	23.489	29.546	27.306	26.562	21.873	14.631	324.995
	,											
1,770	2,013	2,124	1,599	1,046	1,238	562	860	466	447	276	142	12,543
												160,635
0,094	7,143	9,049	7,203	11,001	10,133	10,211	0,402	13,056	13,492	13,020	10,774	123,786
15.262	14.619	12.943	10.480	18.296	17.801	14.215	5.399	15.789	17.387	14.466	13.644	170,301
.,===	,	,	.,	.,,	,	,	.,	.,	,	,	.,	-,,-
24,608	24,644	30,917	24,864	24,916	24,584	21,353	11,205	24,858	31,679	26,749	21,705	292,082
12 27/	12 122	26 644	26 030	30 116	24 507	20 870	33 502	25.420	8 572	27 303	26 172	276,741
												84,783
1,696	2,278	2,384	1,711	2,269	1,964	1,052	2,449	2,047	866	1,889	1,899	22,504
	,						,					
3,901	494	11,771	12,805	19,170	18,756	13,917	20,748	18,799	20,018	8,618	13,736	162,733
366	-	159	2,513	3,917	4,063	2,827	4,702	3,488	4,381	1,806	3,063	31,285
2 222	4 000	E 404	2.056	F C44	F 272	151	250	15		256	400	20 550
												29,558 128,188
0,023	12,901	14,022	10,540	14,077	13,330	0,507	14,771	3,300	02	10,771	13,342	120,100
18	12	-	-	-	-	-	-	-	-	-	-	30
8,594	6,528	13,077	8,460	8,080	13,537	7,592	15,049	13,137	15,364	15,231	7,974	132,623
2,547	1,714	3,534	2,292	2,814	3,547	1,391	2,760	2,398	2,448	2,776	426	28,647
4.670	F 000	E 056	2.004	2 242	4.470	2.006	4.007	4.045	2.002	4 114	2 447	40 114
												48,114 14,663
										-		26,837
181,912	177,089	238,629	195,027	245,473	228,170	178,262	216,721	228,922	183,057	205,085	186,989	2,465,336
		<u>20</u>	23 Calend	dar Year F	Production	n By Vehi	cle Line					
<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>									
		11100	Api	<u>May</u>	<u>Jun</u>	<u>Jul</u>	Aug	<u>Sep</u>	<u>Oct</u>	Nov	<u>Dec</u>	Full Year
13,446	12,340	15,542	10,528	<u>May</u> 15,763	<u>Jun</u> 15,074	<u>Jul</u> 12,399	<u>Aug</u> 9,976	<u>Sep</u> 15,338	Oct 16,720	Nov 10,950	<u>Dec</u> 12,559	Full Year 160,635
13,446 8,694												
8,694	12,340 7,143	15,542 9,649	10,528 7,263	15,763 11,061	15,074 10,133	12,399 10,211	9,976 8,482	15,338 13,058	16,720 13,492	10,950 13,826	12,559 10,774	160,635 123,786
8,694 5,964	12,340 7,143 5,410	15,542	10,528	15,763	15,074	12,399	9,976	15,338	16,720	10,950	12,559	160,635 123,786 61,165
8,694	12,340 7,143 5,410 12	15,542 9,649 7,561	10,528 7,263 893	15,763 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	16,720 13,492 5,811	10,950 13,826 5,687	12,559 10,774 6,553	160,635 123,786 61,165 30
8,694 5,964 18	12,340 7,143 5,410	15,542 9,649 7,561	10,528 7,263 893	15,763 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	16,720 13,492 5,811	10,950 13,826 5,687	12,559 10,774 6,553	160,635 123,786 61,165
5,964 18 3,222	12,340 7,143 5,410 12 4,890	15,542 9,649 7,561 - 5,494	10,528 7,263 893 - 3,856	15,763 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 -	16,720 13,492 5,811	10,950 13,826 5,687 - 256	12,559 10,774 6,553 - 402	160,635 123,786 61,165 30 29,558
8,694 5,964 18 3,222 8,823	12,340 7,143 5,410 12 4,890 12,951 360	15,542 9,649 7,561 5,494 14,622 7,381	10,528 7,263 893 - 3,856 10,346 11,858	15,763 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	16,720 13,492 5,811 - - 82 7,895	10,950 13,826 5,687 - 256 10,771 5,735	12,559 10,774 6,553 - 402 13,342 4,067	160,635 123,786 61,165 30 29,558 128,188 94,465
5,964 18 3,222 8,823	12,340 7,143 5,410 12 4,890 12,951	15,542 9,649 7,561 - 5,494 14,622	10,528 7,263 893 - 3,856 10,346	15,763 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	16,720 13,492 5,811 - - 82	10,950 13,826 5,687 - 256 10,771	12,559 10,774 6,553 - 402 13,342	160,635 123,786 61,165 30 29,558 128,188
8,694 5,964 18 3,222 8,823 - 52,264 14,334	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932	15,542 9,649 7,561 - 5,494 14,622 7,381 63,015 28,177	10,528 7,263 893 - 3,856 10,346 11,858 52,173	15,763 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	16,720 13,492 5,811 - - 82 7,895 58,241 11,540	10,950 13,826 5,687 - 256 10,771 5,735 48,622 29,876	12,559 10,774 6,553 - 402 13,342 4,067 36,336	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578
8,694 5,964 18 3,222 8,823 - 52,264	12,340 7,143 5,410 12 4,890 12,951 360 53,219	15,542 9,649 7,561 - 5,494 14,622 7,381 63,015	10,528 7,263 893 - 3,856 10,346 11,858 52,173 29,279	15,763 11,061 563 - 5,641 14,877 13,639 59,146	15,074 10,133 2,682 - 5,372 13,530 13,000 56,304	12,399 10,211 4,349 - 151 8,507 11,611 44,842	9,976 8,482 7,933 - 259 14,771 7,203 40,751	15,338 13,058 7,759 - 15 5,566 11,716 52,164	16,720 13,492 5,811 - - 82 7,895 58,241	10,950 13,826 5,687 - 256 10,771 5,735 48,622	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114	15,542 9,649 7,561 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602	10,528 7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994	15,763 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	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	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513	16,720 13,492 5,811 - - 82 7,895 58,241 11,540 3,138	10,950 13,826 5,687 - 256 10,771 5,735 48,622 29,876 6,730	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 6,495	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278	15,542 9,649 7,561 - 5,494 14,622 7,381 63,015 28,177 9,257 2,384	10,528 7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711	15,763 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	16,720 13,492 5,811 - - - - - - - - - - - - - - - - - -	10,950 13,826 5,687 - 256 10,771 5,735 48,622 29,876 6,730 1,889	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 6,495 1,899	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280	15,542 9,649 7,561 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602	10,528 7,263 893 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168	15,763 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	16,720 13,492 5,811 - 82 7,895 58,241 11,540 3,138 866 173	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735	12,559 10,774 6,553 402 13,342 4,067 36,336 28,369 6,495 1,899 20,120	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	15,542 9,649 7,561 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604 12,943	10,528 7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815	15,763 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	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	16,720 13,492 5,811 82 7,895 58,241 11,540 3,138 866 173 28	10,950 13,826 5,687 - 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361 14,466	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 6,495 1,899 20,120 2,447	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682 170,301
8,694 5,964 18 3,222 8,823 - 52,264 14,334 6,676 1,696 25,625 2,840	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551	15,542 9,649 7,561 5,494 14,622 7,381 63,015 28,177 9,257 2,384 22,602 2,604	10,528 7,263 893 - 3,856 10,346 11,858 52,173 29,279 6,994 1,711 16,168 1,815	15,763 11,061 563 - 5,641 14,877 13,639 59,146 32,567 9,127 2,269 21,063 2,100	15,074 10,133 2,682 5,372 13,530 13,000 56,304 27,706 6,285 1,964 10,416 932	12,399 10,211 4,349 - 151 8,507 11,611 44,842 23,044 3,915 1,052 12,387 1,514	9,976 8,482 7,933 259 14,771 7,203 40,751 36,640 9,539 2,449 22,122 1,758	15,338 13,058 7,759 - 15 5,566 11,716 52,164 28,114 7,513 2,047 23,285 2,732	16,720 13,492 5,811 - - - - - - - - - - - - - - - - - -	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361	12,559 10,774 6,553 402 13,342 4,067 36,336 28,369 6,495 1,899 20,120 2,447	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682
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	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	15,542 9,649 7,561 5,494 14,622 7,381 63,015 28,177 2,384 22,602 2,604 12,943 11,771 159	10,528 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	15,763 11,061 563 5,641 14,877 13,639 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	16,720 13,492 5,811 - - 82 7,895 58,241 11,540 3,138 866 173 28 17,387 20,018 4,381	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361 14,466 8,618 1,806	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 20,120 2,447 13,644 13,736 3,063	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682 170,301 162,733 31,285
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	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 9,114 2,278 21,280 2,551 14,619	15,542 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	10,528 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	15,763 11,061 563 5,641 14,877 13,639 59,146 32,567 2,269 21,063 2,100 18,296 19,170 3,917 8,080	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 7,592	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	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	16,720 13,492 5,811 - - 82 7,895 58,241 11,540 3,138 866 173 28 17,387 20,018 4,381	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361 14,466 8,618 1,806	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 20,120 2,447 13,644 13,736 3,063 7,974	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682 170,301 162,733 31,285
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	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 21,280 2,551 14,619 494 - 6,528 1,714	15,542 9,649 7,561 1,4622 7,381 63,015 28,177 2,384 22,602 2,604 12,943 11,771 159 13,077 3,534	10,528 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	15,763 11,061 563 5,641 14,877 13,639 59,146 32,567 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 2,047 23,285 2,732 15,789 18,799 3,488 13,137 2,398	16,720 13,492 5,811 - - 82 7,895 58,241 11,540 3,138 866 173 28 17,387 20,018 4,381 15,364 2,448	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361 14,466 8,618 1,806	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 20,120 2,447 13,644 13,736 3,063 7,974 426	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682 170,301 162,733 31,285 132,623 28,647
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	12,340 7,143 5,410 12 4,890 12,951 360 53,219 9,114 2,278 21,280 2,551 14,619 494 - 6,528 1,714 5,028	15,542 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	10,528 7,263 893 - 3,856 10,346 11,855 52,173 29,279 6,994 1,711 16,168 1,815 10,480 12,805 2,513 8,460 2,292	15,763 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	16,720 13,492 5,811 - - 82 7,895 58,241 11,540 3,138 866 173 28 17,387 20,018 4,381 15,364 2,448	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361 14,466 8,618 1,806 15,231 2,776	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 20,120 2,447 13,644 13,736 3,063 7,974 426	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682 170,301 162,733 31,285 132,623 28,647
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	12,340 7,143 5,410 12 4,890 12,951 360 53,219 13,932 21,280 2,551 14,619 494 - 6,528 1,714	15,542 9,649 7,561 1,4622 7,381 63,015 28,177 2,384 22,602 2,604 12,943 11,771 159 13,077 3,534	10,528 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	15,763 11,061 563 5,641 14,877 13,639 59,146 32,567 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 2,047 23,285 2,732 15,789 18,799 3,488 13,137 2,398	16,720 13,492 5,811 - - 82 7,895 58,241 11,540 3,138 866 173 28 17,387 20,018 4,381 15,364 2,448	10,950 13,826 5,687 256 10,771 5,735 48,622 29,876 6,730 1,889 19,735 2,361 14,466 8,618 1,806	12,559 10,774 6,553 - 402 13,342 4,067 36,336 28,369 20,120 2,447 13,644 13,736 3,063 7,974 426	160,635 123,786 61,165 30 29,558 128,188 94,465 617,077 303,578 84,783 22,504 214,976 23,682 170,301 162,733 31,285 132,623 28,647
	5,964 24,159 2,695 1,466 145 - 27,656 1,770 13,446 8,694 15,262 24,608 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	Jan Feb Mar Apr 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 3,629 1,591 14,622 10,346 18 12 <td>Jan Feb Mar Apr May 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</td> <td>Jan Feb Mar Apr May Jun 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</td> <td>Jan Feb Mar Apr May Jun Jul 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 1,163 427 145 291 684 388 584 496 104 - 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</td> <td> Jan Feb Mar Apr May Jun Jul Aug 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 1,163 427 871 145 291 684 388 584 496 104 </td> <td> Jan Feb Mar Apr May Jun Jul Aug Sep </td> <td> Jan Feb Mar Apr May Jun Jul Aug Sep Oct </td> <td> Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov </td> <td>5,964 5,410 7,561 893 563 2,882 4,349 7,933 7,759 5,811 5,687 6,553 24,159 19,957 21,648 15,596 19,990 9,253 11,960 21,251 22,796 173 19,735 20,120 2,695 2,280 1,920 1,427 1,516 436 1,410 1,758 2,732 28 2,361 2,447 1,466 1,323 954 582 1,073 1,163 427 871 489 - - - - - - 360 7,381 11,868 13,639 13,000 11,611 7,203 11,716 7,895 5,735 4,067 27,656 28,575 32,098 27,309 34,230 31,720 23,489 29,546 27,306 26,562 21,873 14,631 1,770 2,013 2,124 1,599 1,046 1,238 562 860 466 447 276 142</td>	Jan Feb Mar Apr May 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	Jan Feb Mar Apr May Jun 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	Jan Feb Mar Apr May Jun Jul 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 1,163 427 145 291 684 388 584 496 104 - 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	Jan Feb Mar Apr May Jun Jul Aug 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 1,163 427 871 145 291 684 388 584 496 104	Jan Feb Mar Apr May Jun Jul Aug Sep	Jan Feb Mar Apr May Jun Jul Aug Sep Oct	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov	5,964 5,410 7,561 893 563 2,882 4,349 7,933 7,759 5,811 5,687 6,553 24,159 19,957 21,648 15,596 19,990 9,253 11,960 21,251 22,796 173 19,735 20,120 2,695 2,280 1,920 1,427 1,516 436 1,410 1,758 2,732 28 2,361 2,447 1,466 1,323 954 582 1,073 1,163 427 871 489 - - - - - - 360 7,381 11,868 13,639 13,000 11,611 7,203 11,716 7,895 5,735 4,067 27,656 28,575 32,098 27,309 34,230 31,720 23,489 29,546 27,306 26,562 21,873 14,631 1,770 2,013 2,124 1,599 1,046 1,238 562 860 466 447 276 142