



Kelley Blue Book
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QUARTERLY LIGHT-VEHICLE SALES REPORT — Q4 2021 —

New-Car Sales

- Summary by Brand, Manufacturer, and Segment
- Historical SAAR Chart
- Detailed Summary by Segment including Model Trends

A COX AUTOMOTIVE BRAND

BRAND SUMMARY

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Acura	41,329	30,469	-26.3%	136,982	157,408	14.9%	1.0%	0.9%	0.9%	1.0%
Alfa Romeo	6,093	4,057	-33.4%	18,586	18,250	-1.8%	0.1%	0.1%	0.1%	0.1%
Audi	62,517	33,184	-46.9%	186,620	196,038	5.0%	1.5%	1.0%	1.3%	1.3%
BMW	98,750	93,031	-5.8%	278,732	336,644	20.8%	2.4%	2.8%	1.9%	2.2%
Buick	44,188	28,789	-34.8%	162,741	179,799	10.5%	1.1%	0.9%	1.1%	1.2%
Cadillac	42,909	22,385	-47.8%	129,495	118,310	-8.6%	1.0%	0.7%	0.9%	0.8%
Chevrolet	518,257	284,265	-45.1%	1,727,736	1,422,031	-17.7%	12.4%	8.6%	11.9%	9.4%
Chrysler	34,614	40,865	18.1%	110,464	115,004	4.1%	0.8%	1.2%	0.8%	0.8%
Dodge	62,978	40,363	-35.9%	267,328	215,724	-19.3%	1.5%	1.2%	1.8%	1.4%
Fiat	734	267	-63.6%	4,303	2,374	-44.8%	0.0%	0.0%	0.0%	0.0%
Ford	507,629	483,171	-4.8%	1,929,298	1,804,824	-6.5%	12.1%	14.6%	13.2%	12.0%
Genesis	5,099	15,301	200.1%	16,384	49,621	202.9%	0.1%	0.5%	0.1%	0.3%
GMC	162,090	100,919	-37.7%	515,311	482,437	-6.4%	3.9%	3.1%	3.5%	3.2%
Honda	324,739	256,737	-20.9%	1,209,805	1,309,222	8.2%	7.7%	7.8%	8.3%	8.7%
Hyundai	178,844	152,446	-14.8%	622,269	738,081	18.6%	4.3%	4.6%	4.3%	4.9%
Infiniti	20,482	10,950	-46.5%	79,502	58,553	-26.4%	0.5%	0.3%	0.5%	0.4%
Jaguar	3,249	1,444	-55.6%	17,976	13,818	-23.1%	0.1%	0.0%	0.1%	0.1%
Jeep	213,715	174,040	-18.6%	795,313	778,710	-2.1%	5.1%	5.3%	5.5%	5.2%
Kia	157,755	145,891	-7.5%	586,105	701,416	19.7%	3.8%	4.4%	4.0%	4.7%
Land Rover	27,115	15,657	-42.3%	79,442	78,562	-1.1%	0.6%	0.5%	0.5%	0.5%
Lexus	92,954	65,670	-29.4%	275,040	304,476	10.7%	2.2%	2.0%	1.9%	2.0%
Lincoln	31,014	20,967	-32.4%	105,410	86,929	-17.5%	0.7%	0.6%	0.7%	0.6%
Lucid		577			577			0.0%		0.0%
Mazda	75,796	59,543	-21.4%	279,076	332,756	19.2%	1.8%	1.8%	1.9%	2.2%
Mercedes-Benz	95,306	79,067	-17.0%	325,915	332,610	2.1%	2.3%	2.4%	2.2%	2.2%
Mini	8,549	7,860	-8.1%	28,138	29,930	6.4%	0.2%	0.2%	0.2%	0.2%
Mitsubishi	14,770	24,861	68.3%	87,387	102,037	16.8%	0.4%	0.8%	0.6%	0.7%
Nissan	222,651	184,033	-17.3%	819,715	919,086	12.1%	5.3%	5.6%	5.6%	6.1%
Polestar		1,327			2,418			0.0%		0.0%
Porsche	17,560	13,338	-24.0%	57,294	64,953	13.4%	0.4%	0.4%	0.4%	0.4%
Ram	181,297	151,921	-16.2%	624,642	647,331	3.6%	4.3%	4.6%	4.3%	4.3%
Rivian		583			584			0.0%		0.0%
Subaru	175,382	121,008	-31.0%	611,942	583,810	-4.6%	4.2%	3.7%	4.2%	3.9%
Tesla	68,200	115,248	69.0%	205,600	352,471	71.4%	1.6%	3.5%	1.4%	2.3%
Toyota	567,761	408,708	-28.0%	1,837,900	2,027,786	10.3%	13.5%	12.4%	12.6%	13.5%
Volkswagen	94,330	84,337	-10.6%	325,784	375,031	15.1%	2.2%	2.6%	2.2%	2.5%
Volvo	36,525	26,909	-26.3%	110,129	122,274	11.0%	0.9%	0.8%	0.8%	0.8%
INDUSTRY TOTAL	4,195,181	3,300,188	-21.3%	14,568,364	15,061,885	3.4%	100.0%	100.0%	100.0%	100.0%

MANUFACTURER SUMMARY

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
BMW	107,299	100,891	-6.0%	306,870	366,574	19.5%	2.6%	3.1%	2.1%	2.4%
Daimler	95,306	79,067	-17.0%	325,915	332,610	2.1%	2.3%	2.4%	2.2%	2.2%
Fiat Chrysler	499,431		-100.0%	1,820,636		-100.0%	11.9%		12.5%	
Ford Motor Company	538,643	504,138	-6.4%	2,034,708	1,891,753	-7.0%	12.8%	15.3%	14.0%	12.6%
Geeley Auto Group	36,525	28,236	-22.7%	110,129	124,692	13.2%	0.9%	0.9%	0.8%	0.8%
General Motors	767,444	436,358	-43.1%	2,535,283	2,202,577	-13.1%	18.3%	13.2%	17.4%	14.6%
Honda Motor Company	366,068	287,206	-21.5%	1,346,787	1,466,630	8.9%	8.7%	8.7%	9.2%	9.7%
Hyundai Motor Group	341,698	313,638	-8.2%	1,224,758	1,489,118	21.6%	8.1%	9.5%	8.4%	9.9%
Lucid Motors		577			577			0.0%		0.0%
Mazda Motor Corporation	75,796	59,543	-21.4%	279,076	332,756	19.2%	1.8%	1.8%	1.9%	2.2%
Renault-Nissan-Mitsubishi Alliance	257,903	219,844	-14.8%	986,604	1,079,676	9.4%	6.1%	6.7%	6.8%	7.2%
Rivian		583			584			0.0%		0.0%
Stellantis		411,513			1,777,393			12.5%		11.8%
Subaru Corporation	175,382	121,008	-31.0%	611,942	583,810	-4.6%	4.2%	3.7%	4.2%	3.9%
Tata Motors	30,364	17,101	-43.7%	97,418	92,380	-5.2%	0.7%	0.5%	0.7%	0.6%
Tesla Motors	68,200	115,248	69.0%	205,600	352,471	71.4%	1.6%	3.5%	1.4%	2.3%
Toyota Motor Corporation	660,715	474,378	-28.2%	2,112,940	2,332,262	10.4%	15.7%	14.4%	14.5%	15.5%
Volkswagen Group	174,407	130,859	-25.0%	569,698	636,022	11.6%	4.2%	4.0%	3.9%	4.2%
INDUSTRY TOTAL	4,195,181	3,300,188	-21.3%	14,568,364	15,061,885	3.4%	100.0%	100.0%	100.0%	100.0%

MONTHLY INDUSTRY VOLUME (SAAR)



SEGMENT SUMMARY

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Compact Car	276,047	180,966	-34.4%	1,052,477	1,102,163	4.7%	6.6%	5.5%	7.2%	7.3%
Compact SUV/Crossover	670,286	434,519	-35.2%	2,413,601	2,272,240	-5.9%	16.0%	13.2%	16.6%	15.1%
Electric Vehicle	83,941	139,445	66.1%	250,898	460,953	83.7%	2.0%	4.2%	1.7%	3.1%
Entry-level Luxury Car	100,204	76,104	-24.1%	354,617	363,248	2.4%	2.4%	2.3%	2.4%	2.4%
Full-size Car	43,447	30,029	-30.9%	157,069	150,950	-3.9%	1.0%	0.9%	1.1%	1.0%
Full-size Pickup Truck	654,158	517,615	-20.9%	2,326,431	2,173,455	-6.6%	15.6%	15.7%	16.0%	14.4%
Full-size SUV/Crossover	97,876	98,613	0.8%	294,156	356,707	21.3%	2.3%	3.0%	2.0%	2.4%
High Performance Car	13,144	10,687	-18.7%	36,935	47,418	28.4%	0.3%	0.3%	0.3%	0.3%
High-end Luxury Car	10,944	14,388	31.5%	39,626	47,821	20.7%	0.3%	0.4%	0.3%	0.3%
Hybrid/Alternative Energy Car	25,029	23,417	-6.4%	95,455	130,343	36.5%	0.6%	0.7%	0.7%	0.9%
Luxury Car	24,832	10,495	-57.7%	86,741	61,856	-28.7%	0.6%	0.3%	0.6%	0.4%
Luxury Compact SUV/Crossover	161,432	114,538	-29.0%	493,013	534,538	8.4%	3.8%	3.5%	3.4%	3.5%
Luxury Full-size SUV/Crossover	39,669	36,231	-8.7%	121,605	141,695	16.5%	0.9%	1.1%	0.8%	0.9%
Luxury Mid-size SUV/Crossover	200,195	151,281	-24.4%	595,268	666,561	12.0%	4.8%	4.6%	4.1%	4.4%
Luxury Subcompact SUV/Crossover	38,448	25,520	-33.6%	118,688	120,729	1.7%	0.9%	0.8%	0.8%	0.8%
Mid-size Car	297,202	182,774	-38.5%	1,068,760	920,282	-13.9%	7.1%	5.5%	7.3%	6.1%
Mid-size SUV/Crossover	711,702	632,103	-11.2%	2,464,806	2,665,101	8.1%	17.0%	19.2%	16.9%	17.7%
Minivan	73,005	76,389	4.6%	272,053	310,634	14.2%	1.7%	2.3%	1.9%	2.1%
Small/Mid-size Pickup Truck	179,217	172,718	-3.6%	608,275	659,468	8.4%	4.3%	5.2%	4.2%	4.4%
Sports Car	48,945	39,348	-19.6%	195,704	184,816	-5.6%	1.2%	1.2%	1.3%	1.2%
Subcompact Car	59,444	33,468	-43.7%	215,600	189,111	-12.3%	1.4%	1.0%	1.5%	1.3%
Subcompact SUV/Crossover	259,414	215,499	-16.9%	888,856	1,116,152	25.6%	6.2%	6.5%	6.1%	7.4%
Van	126,600	84,041	-33.6%	417,730	385,644	-7.7%	3.0%	2.5%	2.9%	2.6%
INDUSTRY TOTAL	4,195,181	3,300,188	-21.3%	14,568,364	15,061,885	3.4%	100.0%	100.0%	100.0%	100.0%

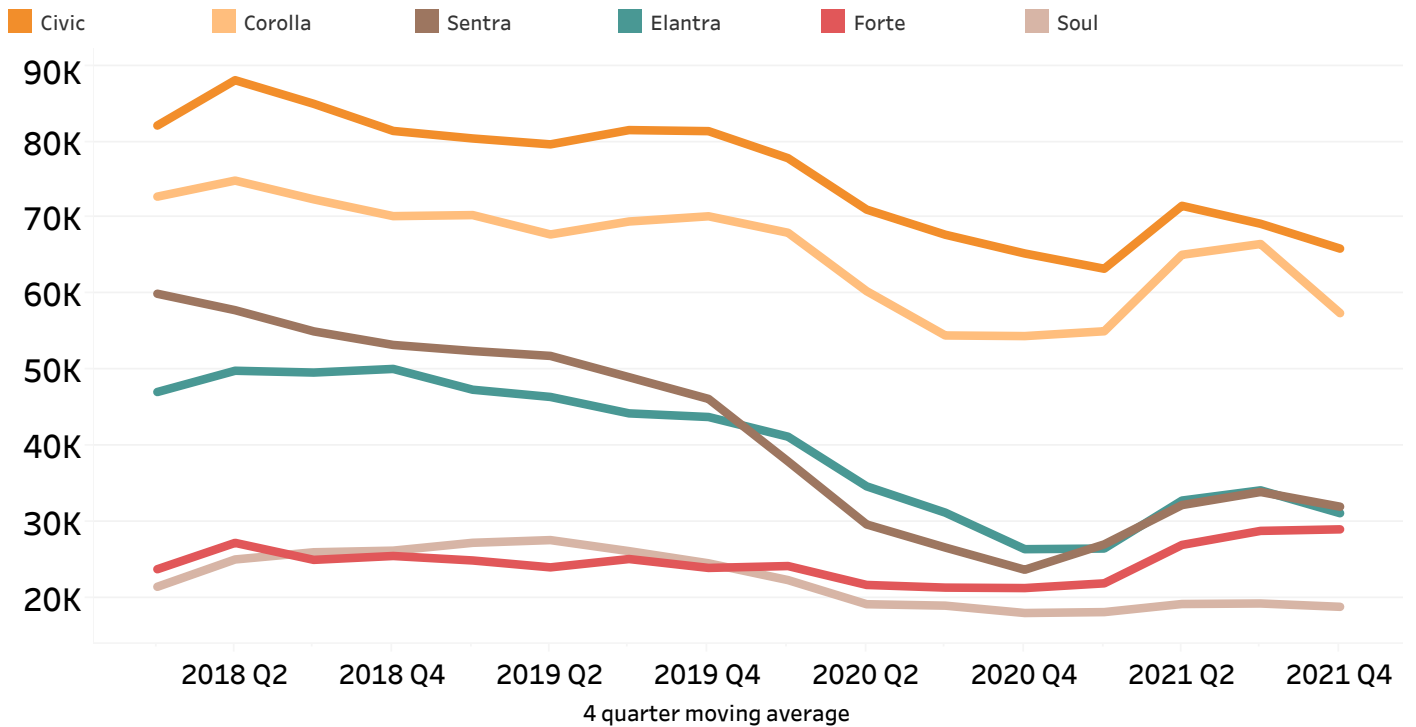
	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Car	980,265	731,510	-25.4%	3,537,647	3,623,889	2.4%	23.4%	22.2%	24.3%	24.1%
SUV	2,181,936	1,717,339	-21.3%	7,406,228	7,908,218	6.8%	52.0%	52.0%	50.8%	52.5%
Truck	833,375	690,909	-17.1%	2,934,706	2,833,500	-3.4%	19.9%	20.9%	20.1%	18.8%
Van	199,605	160,430	-19.6%	689,783	696,278	0.9%	4.8%	4.9%	4.7%	4.6%
INDUSTRY TOTAL	4,195,181	3,300,188	-21.3%	14,568,364	15,061,885	3.4%	100.0%	100.0%	100.0%	100.0%

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Luxury	693,290	578,370	-16.6%	2,185,848	2,473,711	13.2%	16.5%	17.5%	15.0%	16.4%
Non-Luxury	3,501,891	2,721,818	-22.3%	12,382,516	12,588,174	1.7%	83.5%	82.5%	85.0%	83.6%
INDUSTRY TOTAL	4,195,181	3,300,188	-21.3%	14,568,364	15,061,885	3.4%	100.0%	100.0%	100.0%	100.0%

COMPACT CAR

	SALES			SALES			Market Share			
	Q4		2020	YTD		QTR		YTD		
	2020	2021		2020	2021	2020	2021	2020	2021	
500L	83	13	-84.3%	475	190	-60.0%	0.0%	0.0%	0.0%	0.0%
Beetle	20	1	-95.0%	2,481	12	-99.5%	0.0%	0.0%	0.2%	0.0%
Civic	60,284	47,212	-21.7%	261,225	263,787	1.0%	21.8%	26.1%	24.8%	23.9%
Corolla	65,995	29,560	-55.2%	217,712	229,785	5.5%	23.9%	16.3%	20.7%	20.8%
Corolla Hatchback	4,970	1,706	-65.7%	19,466	19,208	-1.3%	1.8%	0.9%	1.8%	1.7%
Cruze	30		-100.0%	784	57	-92.7%	0.0%		0.1%	0.0%
Dart	1	5	400.0%	7	10	42.9%	0.0%	0.0%	0.0%	0.0%
Elantra	30,372	18,316	-39.7%	105,475	124,422	18.0%	11.0%	10.1%	10.0%	11.3%
Forte	22,086		-100.0%	84,997	115,929	36.4%	8.0%	12.7%	8.1%	10.5%
Golf	4,802	809	-83.2%	25,858	9,253	-64.2%	1.7%	0.4%	2.5%	0.8%
Impreza	11,473	11,968	4.3%	43,628	34,791	-20.3%	4.2%	6.6%	4.1%	3.2%
Jetta	25,182	9,246	-63.3%	82,662	61,967	-25.0%	9.1%	5.1%	7.9%	5.6%
Mazda3	8,439	7,034	-16.6%	33,608	37,653	12.0%	3.1%	3.9%	3.2%	3.4%
Sentra	24,773	17,040	-31.2%	94,646	127,861	35.1%	9.0%	9.4%	9.0%	11.6%
Soul	16,531	14,781	-10.6%	71,862	75,126	4.5%	6.0%	8.2%	6.8%	6.8%
Veloster	1,006	372	-63.0%	7,591	2,112	-72.2%	0.4%	0.2%	0.7%	0.2%
SEGMENT TOTAL	276,047	158,063	-42.7%	1,052,477	1,102,163	4.7%	100.0%	100.0%	100.0%	100.0%

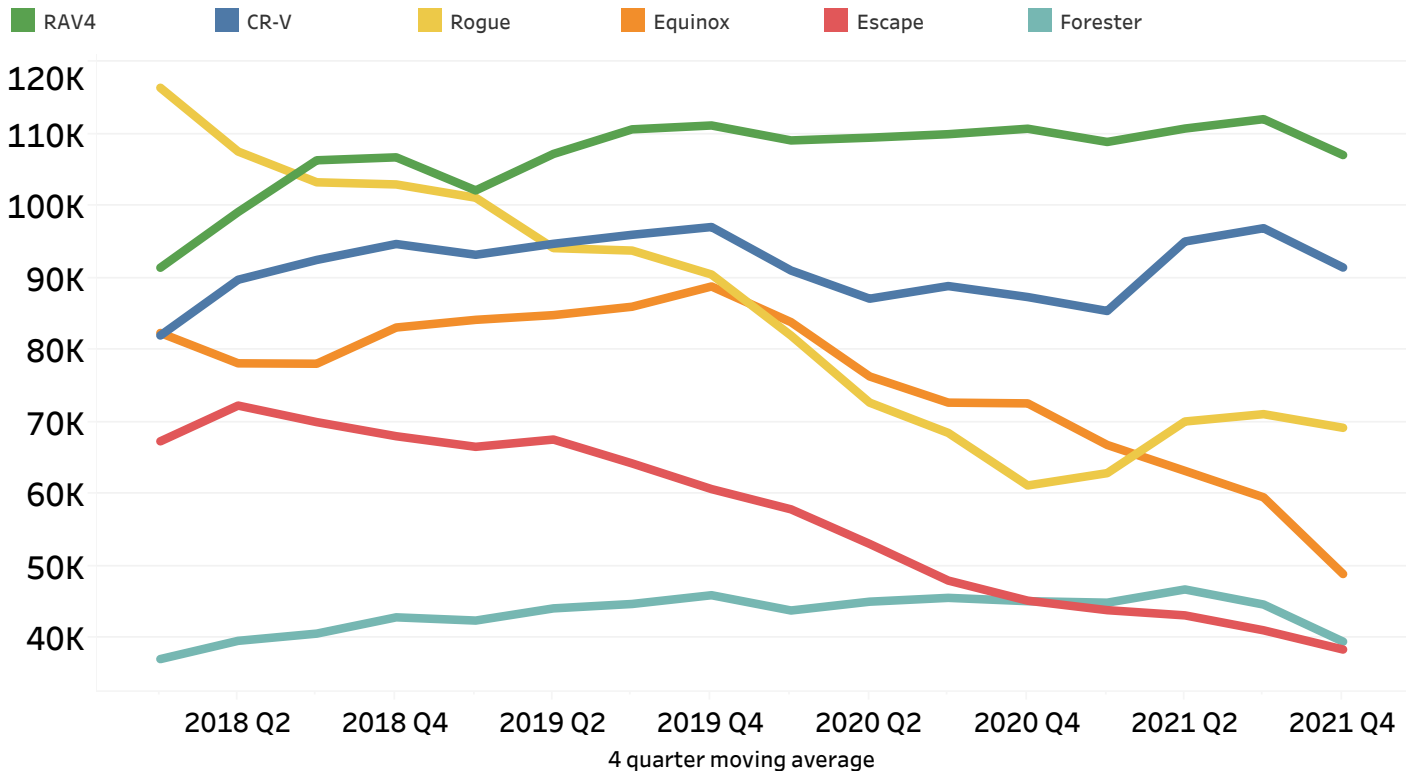
COMPACT CAR VOLUME TREND



COMPACT SUV/CROSSOVER

	SALES		SALES				Market Share			
	Q4		YTD				QTR		YTD	
	2020	2021	2020	2021	2020	2021	2020	2021		
Cherokee	37,936	10,376 -72.6%	135,855	89,126 -34.4%	5.7%	2.4%	5.6%	3.9%		
Compass	30,160	17,613 -41.6%	107,969	75,642 -29.9%	4.5%	4.1%	4.5%	3.3%		
Corolla Cross		7,203		7,203		1.7%		0.3%		
CR-V	96,168	71,131 -26.0%	333,502	361,271 8.3%	14.3%	16.4%	13.8%	15.9%		
CX-5	42,143	31,105 -26.2%	146,420	168,448 15.0%	6.3%	7.2%	6.1%	7.4%		
Eclipse Cross	1,544	2,006 29.9%	10,319	8,947 -13.3%	0.2%	0.5%	0.4%	0.4%		
Equinox	79,267	14,213 -82.1%	270,994	165,323 -39.0%	11.8%	3.3%	11.2%	7.3%		
Escape	46,743	33,624 -28.1%	178,496	145,415 -18.5%	7.0%	7.7%	7.4%	6.4%		
Forester	42,914	22,469 -47.6%	176,996	154,723 -12.6%	6.4%	5.2%	7.3%	6.8%		
Patriot	1	9 800.0%	3	16 433.3%	0.0%	0.0%	0.0%	0.0%		
RAV4	127,813	94,292 -26.2%	430,387	407,739 -5.3%	19.1%	21.7%	17.8%	17.9%		
Rogue	60,534	50,955 -15.8%	227,935	285,602 25.3%	9.0%	11.7%	9.4%	12.6%		
Sportage	21,943	15,823 -27.9%	84,343	94,601 12.2%	3.3%	3.6%	3.5%	4.2%		
Terrain	25,476	4,054 -84.1%	86,020	47,488 -44.8%	3.8%	0.9%	3.6%	2.1%		
Tiguan	25,126	24,744 -1.5%	100,705	109,747 9.0%	3.7%	5.7%	4.2%	4.8%		
Tucson	32,518	34,902 7.3%	123,657	150,949 22.1%	4.9%	8.0%	5.1%	6.6%		
SEGMENT TOTAL	670,286	434,519 -35.2%	2,413,601	2,272,240 -5.9%	100.0%	100.0%	100.0%	100.0%		

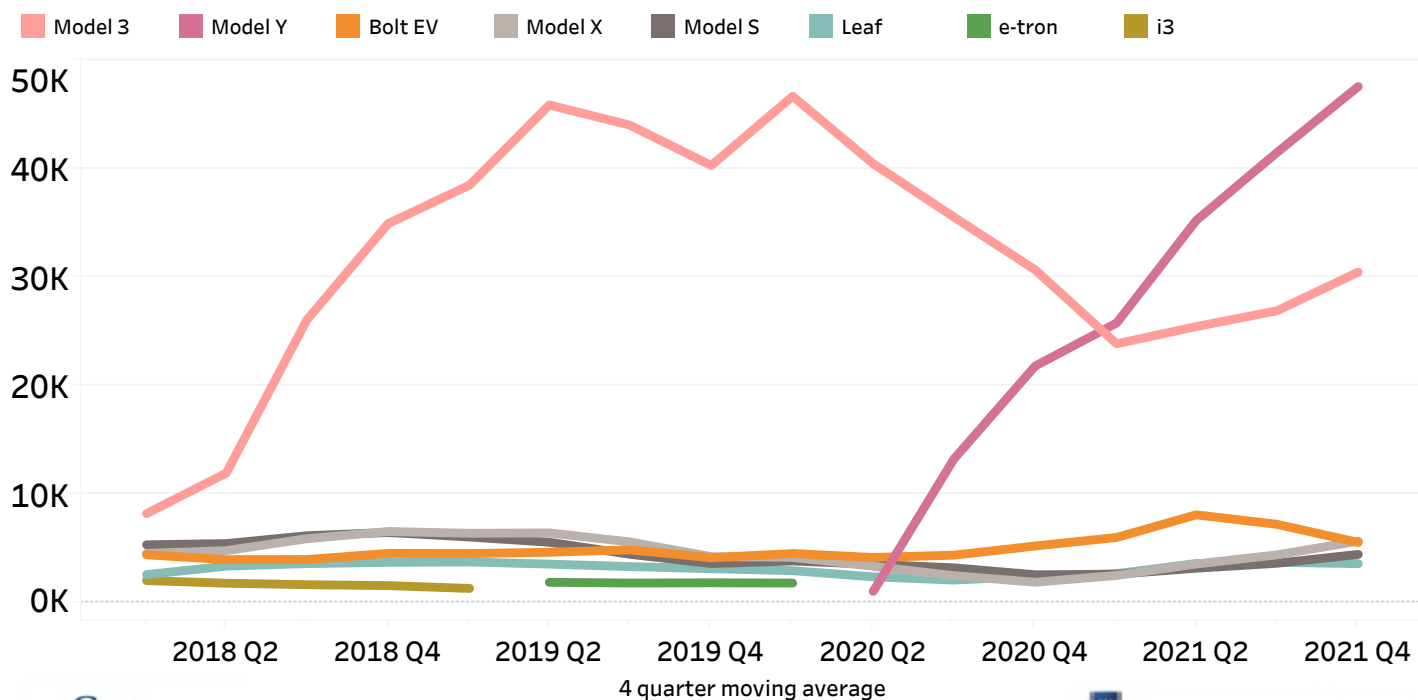
COMPACT SUV/CROSSOVER VOLUME TREND



ELECTRIC VEHICLE (BEV nameplates only, no ICE variants)

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Bolt EUV		8		2,755				0.0%		0.6%
Bolt EV	6,701	17	-99.7%	20,754	22,073	6.4%	8.0%	0.0%	8.3%	4.8%
e-tron	2,034	3,128	53.8%	7,202	10,921	51.6%	2.4%	2.2%	2.9%	2.4%
EQS		0			0			0.0%		0.0%
Hummer EV		1			1			0.0%		0.0%
i3	640	199	-68.9%	1,703	1,476	-13.3%	0.8%	0.1%	0.7%	0.3%
I-Pace	205	136	-33.7%	1,658	1,020	-38.5%	0.2%	0.1%	0.7%	0.2%
ID.4		4,463			16,742			3.2%		3.6%
Leaf	4,641	4,165	-10.3%	9,564	14,239	48.9%	5.5%	3.0%	3.8%	3.1%
Lucid Air		577			577			0.4%		0.1%
Model 3	27,200	41,489	52.5%	122,700	121,877	-0.7%	32.4%	29.8%	48.9%	26.4%
Model S	1,325	4,610	247.9%	10,125	17,653	74.4%	1.6%	3.3%	4.0%	3.8%
Model X	675	5,763	753.8%	7,375	22,546	205.7%	0.8%	4.1%	2.9%	4.9%
Model Y	39,000	63,386	62.5%	65,400	190,395	191.1%	46.5%	45.5%	26.1%	41.3%
Mustang Mach-E	3	8,285	#####	3	27,140	#####	0.0%	5.9%	0.0%	5.9%
MX-30		116			116			0.1%		0.0%
Polestar1		7			16			0.0%		0.0%
Polestar2		1,320			2,402			0.9%		0.5%
R1S		8			8			0.0%		0.0%
R1T		575			576			0.4%		0.1%
Taycan	1,517	1,192	-21.4%	4,414	8,420	90.8%	1.8%	0.9%	1.8%	1.8%
SEGMENT TOTAL	83,941	139,445	66.1%	250,898	460,953	83.7%	100.0%	100.0%	100.0%	100.0%

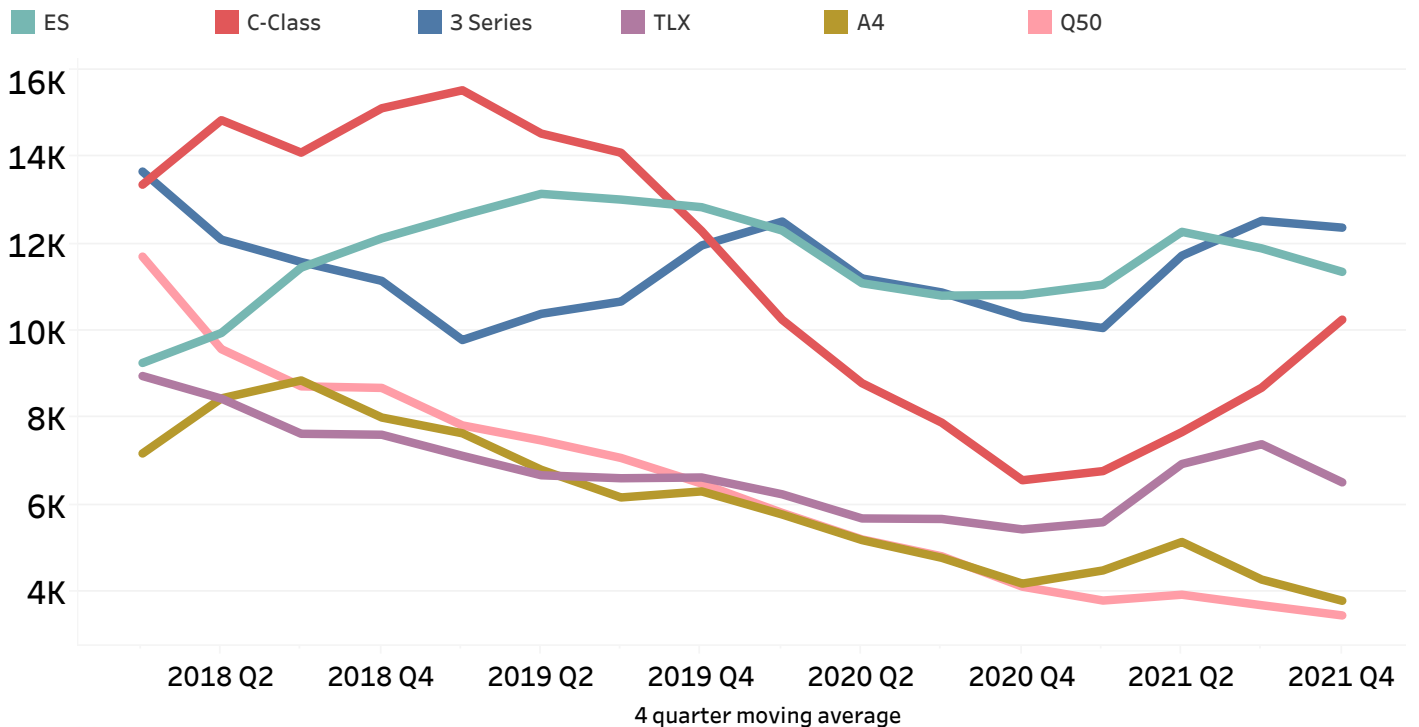
ELECTRIC VEHICLE VOLUME TREND



ENTRY-LEVEL LUXURY CAR

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
1/2 Series	4,850	3,132	-35.4%	14,618	15,683	7.3%	4.8%	4.1%	4.1%	4.3%
3 Series	12,722	12,094	-4.9%	41,249	49,461	19.9%	12.7%	15.9%	11.6%	13.6%
4 Series	3,862	6,632	71.7%	9,495	22,937	141.6%	3.9%	8.7%	2.7%	6.3%
60 Series	4,413	3,192	-27.7%	16,828	13,604	-19.2%	4.4%	4.2%	4.8%	3.7%
A3	3,243	985	-69.6%	9,937	2,390	-75.9%	3.2%	1.3%	2.8%	0.7%
A4	3,649	1,703	-53.3%	16,811	15,239	-9.4%	3.6%	2.2%	4.7%	4.2%
A5	4,799	2,931	-38.9%	18,828	17,408	-7.5%	4.8%	3.9%	5.3%	4.8%
A-Class	3,600	1,022	-71.6%	15,331	7,904	-48.4%	3.6%	1.3%	4.3%	2.2%
allroad	370	35	-90.5%	1,530	1,024	-33.1%	0.4%	0.0%	0.4%	0.3%
C-Class	5,697	11,940	109.6%	26,294	41,024	56.0%	5.7%	15.7%	7.4%	11.3%
CLA	2,536	1,325	-47.8%	10,997	6,605	-39.9%	2.5%	1.7%	3.1%	1.8%
CT4	2,721	1,396	-48.7%	4,889	7,253	48.4%	2.7%	1.8%	1.4%	2.0%
CT5	5,135	1,810	-64.8%	14,711	9,446	-35.8%	5.1%	2.4%	4.2%	2.6%
ES	13,508	11,353	-16.0%	43,292	45,406	4.9%	13.5%	14.9%	12.2%	12.5%
G70	2,312	2,999	29.7%	9,436	10,718	13.6%	2.3%	3.9%	2.7%	3.0%
G80	757	1,434	89.4%	3,359	6,031	79.5%	0.8%	1.9%	0.9%	1.7%
Giulia	2,560	1,520	-40.6%	8,203	7,634	-6.9%	2.6%	2.0%	2.3%	2.1%
ILX	4,081	2,270	-44.4%	13,414	13,900	3.6%	4.1%	3.0%	3.8%	3.8%
IS	4,879	1,838	-62.3%	13,600	21,998	61.8%	4.9%	2.4%	3.8%	6.1%
MKZ	2,385	16	-99.3%	12,518	1,681	-86.6%	2.4%	0.0%	3.5%	0.5%
Q50	3,447	2,512	-27.1%	16,533	13,896	-15.9%	3.4%	3.3%	4.7%	3.8%
Q60	506	526	4.0%	2,792	2,728	-2.3%	0.5%	0.7%	0.8%	0.8%
RC	1,169	267	-77.2%	3,808	2,987	-21.6%	1.2%	0.4%	1.1%	0.8%
Regal	59	4	-93.2%	2,484	43	-98.3%	0.1%	0.0%	0.7%	0.0%
TLX	6,664	3,168	-52.5%	21,785	26,100	19.8%	6.7%	4.2%	6.1%	7.2%
XE	260	0	-100.0%	1,516	105	-93.1%	0.3%	0.0%	0.4%	0.0%
SEGMENT TOTAL	100,184	76,104	-24.0%	354,259	363,206	2.5%	100.0%	100.0%	100.0%	100.0%

ENTRY-LEVEL LUXURY VOLUME TREND



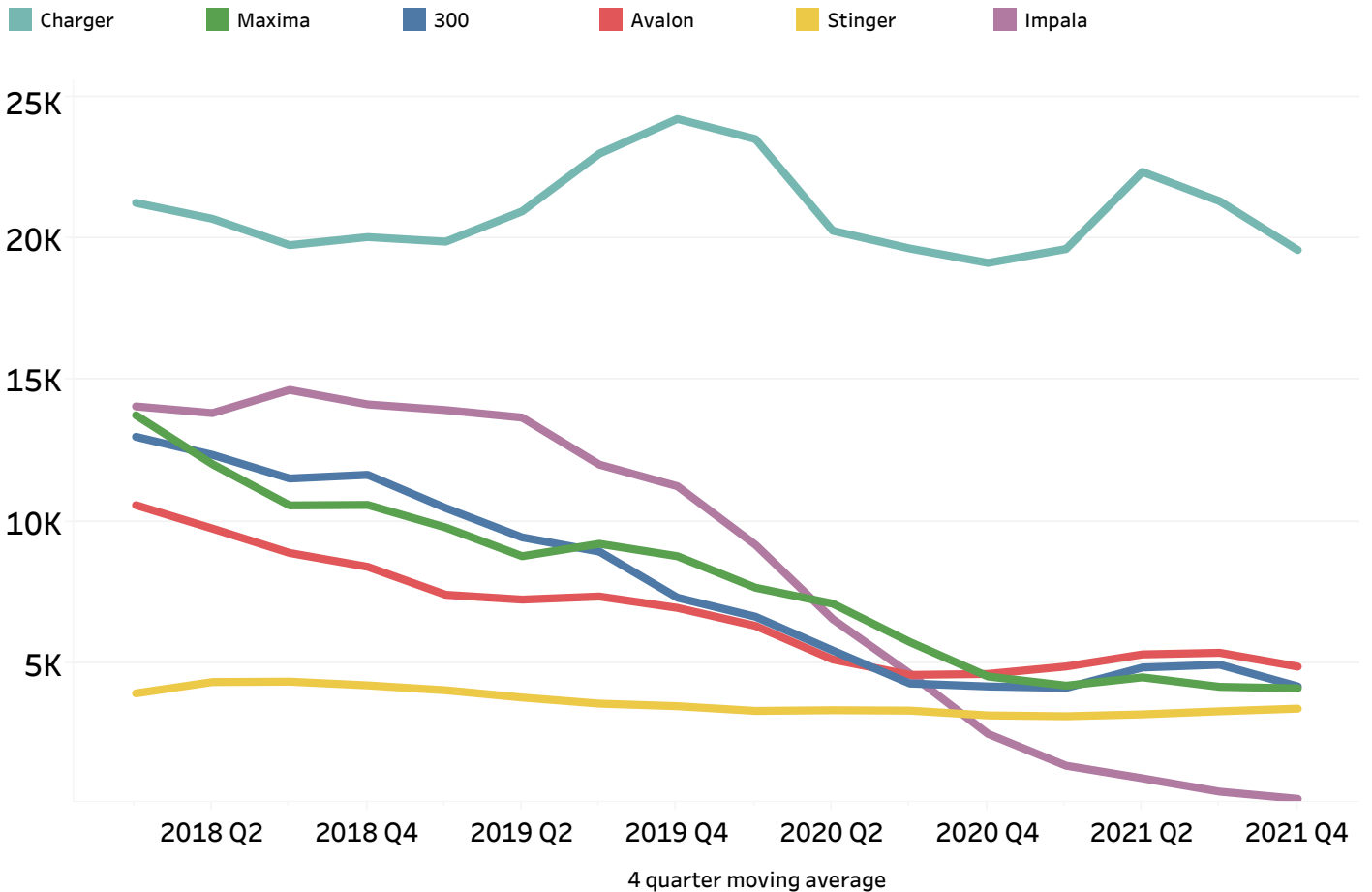
Source: Kelley Blue Book data



FULL-SIZE CAR

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
300	5,100	2,031	-60.2%	16,653	16,662	0.1%	11.7%	6.8%	10.6%	11.0%
Arteon	961	672	-30.1%	3,602	5,537	53.7%	2.2%	2.2%	2.3%	3.7%
Avalon	5,450	3,493	-35.9%	18,421	19,460	5.6%	12.5%	11.6%	11.7%	12.9%
Cadenza	343	0	-100.0%	1,265	249	-80.3%	0.8%	0.0%	0.8%	0.2%
Charger	23,794	16,891	-29.0%	76,568	78,389	2.4%	54.8%	56.2%	48.7%	51.9%
Impala	1,028	9	-99.1%	9,942	750	-92.5%	2.4%	0.0%	6.3%	0.5%
Maxima	4,007	3,793	-5.3%	18,062	16,386	-9.3%	9.2%	12.6%	11.5%	10.9%
Stinger	2,764	3,140	13.6%	12,556	13,517	7.7%	6.4%	10.5%	8.0%	9.0%
SEGMENT TOTAL	43,447	30,029	-30.9%	157,069	150,950	-3.9%	100.0%	100.0%	100.0%	100.0%

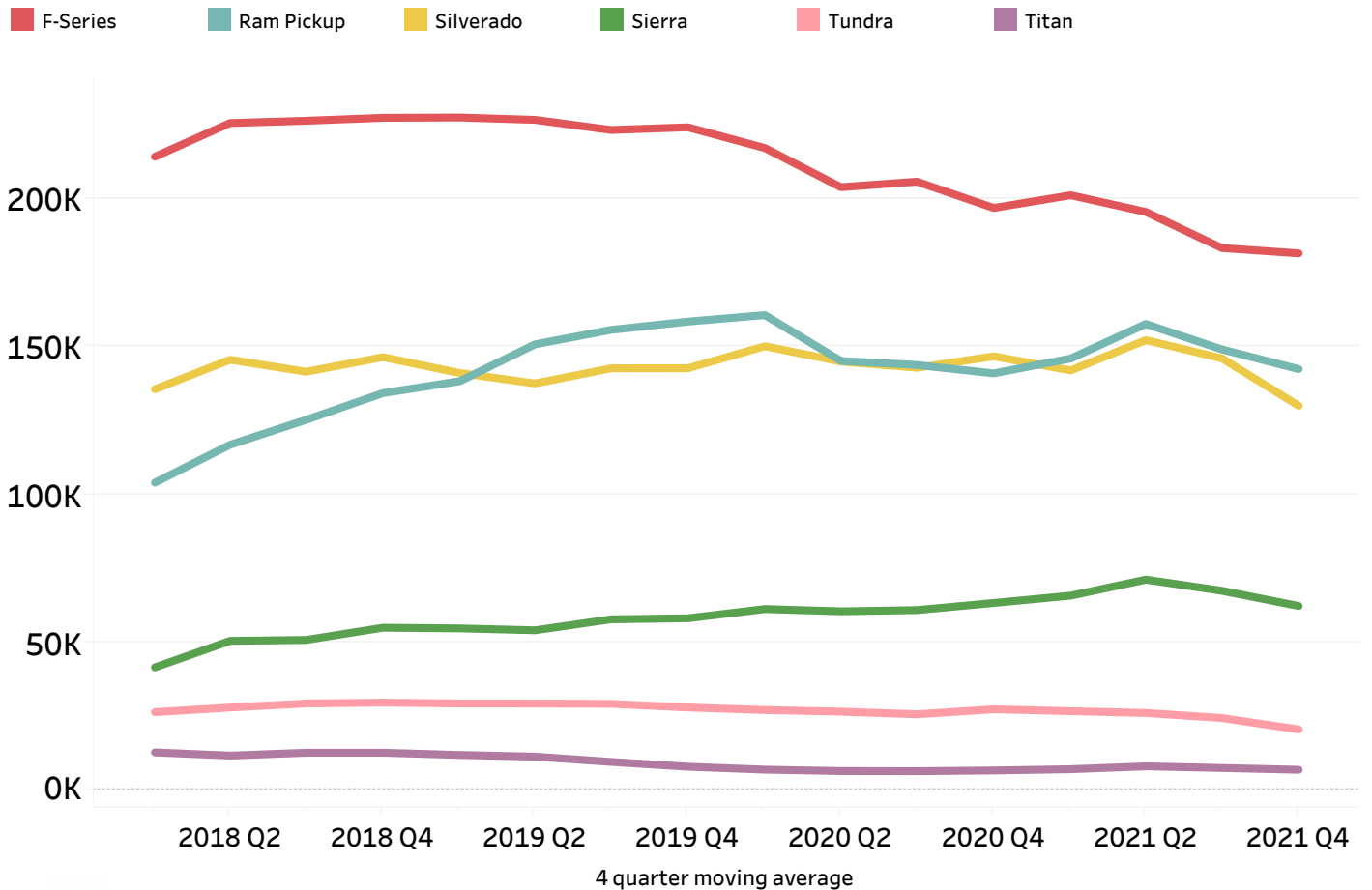
FULL-SIZE CAR VOLUME TREND



FULL-SIZE PICKUP TRUCK

	SALES			SALES			Market Share			
	Q4		%	YTD		%	QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
F-Series	198,388	191,173	-3.6%	787,422	726,004	-7.8%	30.3%	36.9%	33.8%	33.4%
Ram Pickup	161,266	134,616	-16.5%	563,676	569,388	1.0%	24.7%	26.0%	24.2%	26.2%
Sierra	78,371	57,738	-26.3%	253,016	248,924	-1.6%	12.0%	11.2%	10.9%	11.5%
Silverado	176,708	112,508	-36.3%	586,675	519,774	-11.4%	27.0%	21.7%	25.2%	23.9%
Titan	7,036	4,634	-34.1%	26,439	27,406	3.7%	1.1%	0.9%	1.1%	1.3%
Tundra	32,389	16,946	-47.7%	109,203	81,959	-24.9%	5.0%	3.3%	4.7%	3.8%
SEGMENT TOTAL	654,158	517,615	-20.9%	2,326,431	2,173,455	-6.6%	100.0%	100.0%	100.0%	100.0%

FULL-SIZE PICKUP TRUCK VOLUME TREND



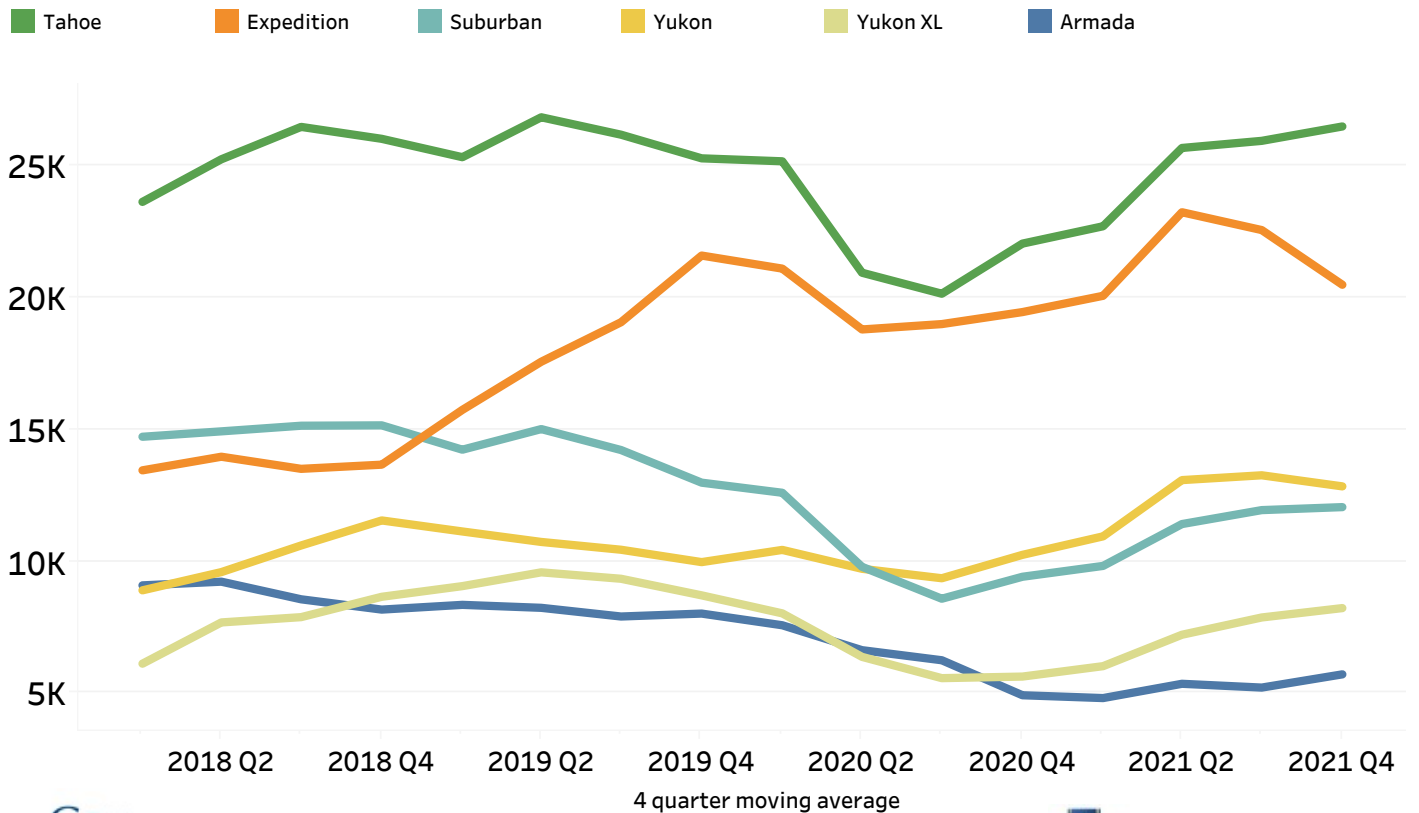
Source: Kelley Blue Book data



FULL-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q4		2020	YTD		2020	QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Armada	2,120	4,130	94.8%	19,640	22,814	16.2%	2.2%	4.2%	6.7%	6.4%
Expedition	26,091	17,784	-31.8%	77,838	81,988	5.3%	26.7%	18.0%	26.5%	23.0%
Sequoia	2,631	1,959	-25.5%	7,364	8,070	9.6%	2.7%	2.0%	2.5%	2.3%
Suburban	13,577	14,031	3.3%	37,636	48,214	28.1%	13.9%	14.2%	12.8%	13.5%
Tahoe	28,698	30,882	7.6%	88,238	106,030	20.2%	29.3%	31.3%	30.0%	29.7%
Wagoneer		5,328			5,349			5.4%		1.5%
Yukon	16,074	14,390	-10.5%	40,965	51,365	25.4%	16.4%	14.6%	13.9%	14.4%
Yukon XL	8,685	10,109	16.4%	22,475	32,877	46.3%	8.9%	10.3%	7.6%	9.2%
SEGMENT TOTAL	97,876	98,613	0.8%	294,156	356,707	21.3%	100.0%	100.0%	100.0%	100.0%

FULL-SIZE SUV/CROSSOVER VOLUME TREND



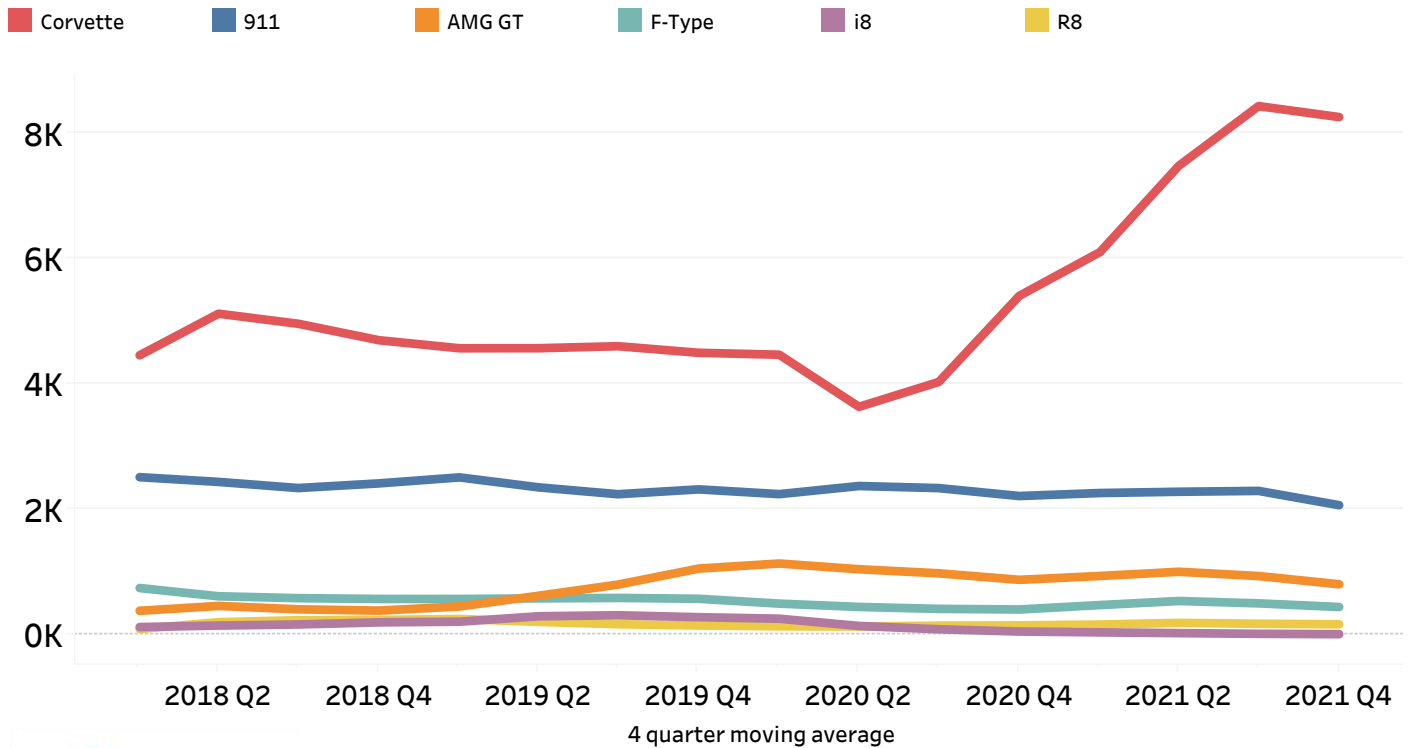
Source: Kelley Blue Book data



HIGH PERFORMANCE CAR

	SALES		SALES				Market Share			
	Q4		YTD				QTR		YTD	
	2020	2021	2020	2021	2020	2021	2020	2021		
911	2,438	1,525 -37.4%	8,840	8,254 -6.6%	18.5%	14.3%	23.9%	17.4%		
AMG GT	924	397 -57.0%	3,489	3,204 -8.2%	7.0%	3.7%	9.4%	6.8%		
Corvette	8,992	8,293 -7.8%	21,626	33,041 52.8%	68.4%	77.6%	58.6%	69.7%		
F-Type	438	205 -53.2%	1,595	1,753 9.9%	3.3%	1.9%	4.3%	3.7%		
GT	28	40 42.9%	175	143 -18.3%	0.2%	0.4%	0.5%	0.3%		
GTR	63	60 -4.8%	304	227 -25.3%	0.5%	0.6%	0.8%	0.5%		
i8	28	6 -78.6%	188	18 -90.4%	0.2%	0.1%	0.5%	0.0%		
LFA	0	0	3	1 -66.7%	0.0%	0.0%	0.0%	0.0%		
NSX	45	6 -86.7%	128	124 -3.1%	0.3%	0.1%	0.3%	0.3%		
R8	186	153 -17.7%	581	649 11.7%	1.4%	1.4%	1.6%	1.4%		
Viper	2	2 0.0%	4	4 0.0%	0.0%	0.0%	0.0%	0.0%		
SEGMENT TOTAL	13,144	10,687 -18.7%	36,933	47,418 28.4%	100.0%	100.0%	100.0%	100.0%		

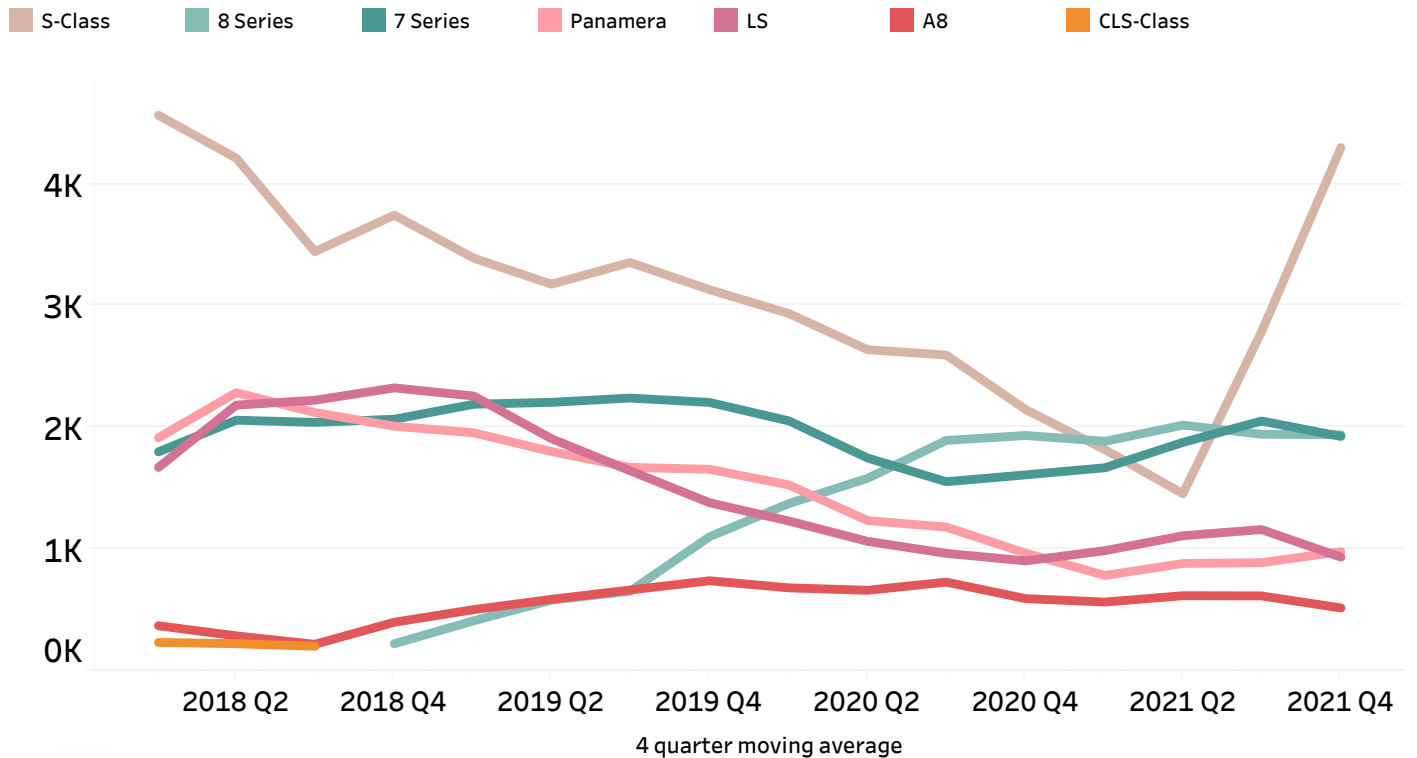
HIGH PERFORMANCE CAR VOLUME TREND



HIGH-END LUXURY CAR

	SALES		SALES				Market Share			
	Q4		YTD				QTR		YTD	
	2020	2021	2020	2021	2020	2021	2020	2021		
7 Series	2,226	1,719 -22.8%	6,443	7,706 19.6%	20.3%	11.9%	16.3%	16.1%		
8 Series	2,177	2,159 -0.8%	7,737	7,760 0.3%	19.9%	15.0%	19.5%	16.2%		
A8	703	307 -56.3%	2,376	2,069 -12.9%	6.4%	2.1%	6.0%	4.3%		
CLS-Class	738	215 -70.9%	2,980	2,155 -27.7%	6.7%	1.5%	7.5%	4.5%		
LC	582	410 -29.6%	1,324	2,782 110.1%	5.3%	2.8%	3.3%	5.8%		
LS	1,334	427 -68.0%	3,617	3,739 3.4%	12.2%	3.0%	9.1%	7.8%		
Panamera	751	1,116 48.6%	3,870	3,922 1.3%	6.9%	7.8%	9.8%	8.2%		
S-Class	1,959	8,018 309.3%	8,589	17,199 100.2%	17.9%	55.7%	21.7%	36.0%		
SL	432	16 -96.3%	1,782	474 -73.4%	3.9%	0.1%	4.5%	1.0%		
XJ	42	1 -97.6%	908	15 -98.3%	0.4%	0.0%	2.3%	0.0%		
SEGMENT TOTAL	10,944	14,388 31.5%	39,626	47,821 20.7%	100.0%	100.0%	100.0%	100.0%		

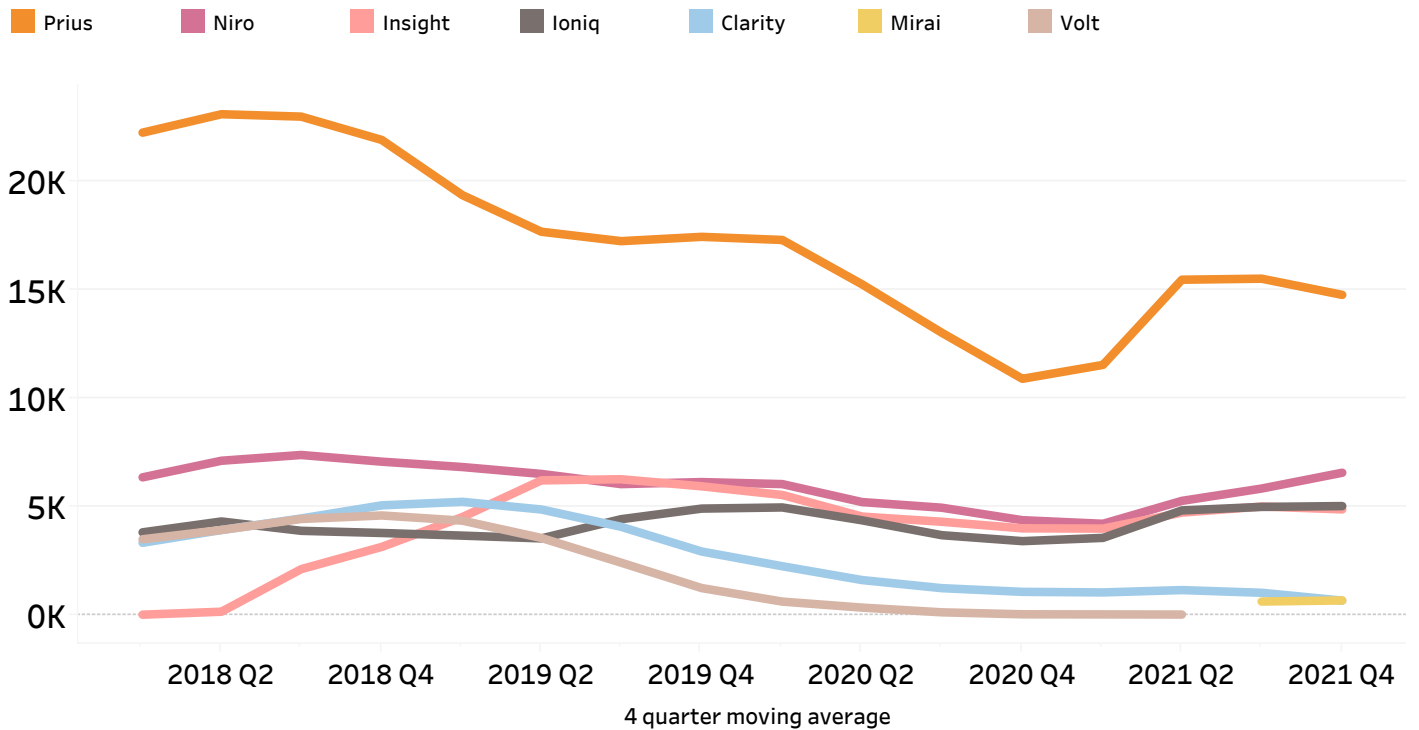
HIGH-END LUXURY CAR VOLUME TREND



HYBRID/ALTERNATIVE ENERGY CAR (Hybrid only namplate, no ICE variants)

	SALES			SALES			Market Share			
	Q4		2021	YTD		2021	QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Clarity	1,617	169	-89.5%	4,215	2,597	-38.4%	6.5%	0.7%	4.4%	2.0%
Insight	3,688	3,164	-14.2%	15,932	19,431	22.0%	14.7%	13.5%	16.7%	14.9%
Ioniq	4,331	4,482	3.5%	13,570	20,038	47.7%	17.3%	19.1%	14.2%	15.4%
Mirai	158	361	128.5%	499	2,629	426.9%	0.6%	1.5%	0.5%	2.0%
Nexo	70	148	111.4%	208	430	106.7%	0.3%	0.6%	0.2%	0.3%
Niro	4,202	7,121	69.5%	17,434	26,192	50.2%	16.8%	30.4%	18.3%	20.1%
Prius	10,959	7,972	-27.3%	43,525	59,010	35.6%	43.8%	34.0%	45.6%	45.3%
Volt	4	-100.0%		71	16	-77.5%	0.0%		0.1%	0.0%
SEGMENT TOTAL	25,029	23,417	-6.4%	95,454	130,343	36.6%	100.0%	100.0%	100.0%	100.0%

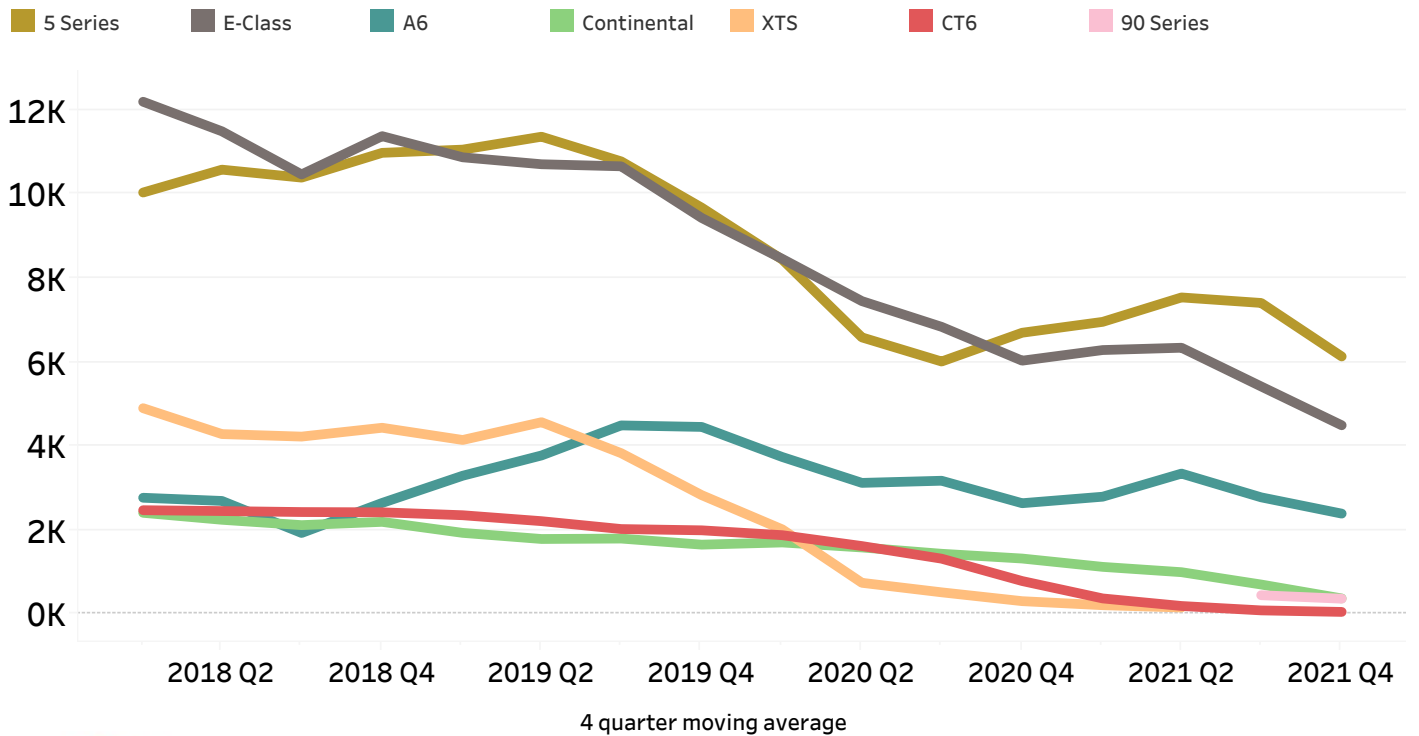
HYBRID/ALTERNATIVE ENERGY CAR VOLUME TREND



LUXURY CAR

	SALES		SALES				Market Share			
	Q4		YTD				QTR		YTD	
	2020	2021	2020	2021	2020	2021	2020	2021		
5 Series	11,087	5,985 -46.0%	26,785	24,523 -8.4%	44.6%	57.0%	30.9%	39.6%		
6 Series	55	2 -96.4%	199	55 -72.4%	0.2%	0.0%	0.2%	0.1%		
90 Series	582	249 -57.2%	3,194	1,432 -55.2%	2.3%	2.4%	3.7%	2.3%		
A6	2,500	949 -62.0%	10,535	9,544 -9.4%	10.1%	9.0%	12.1%	15.4%		
A7	866	311 -64.1%	2,859	3,081 7.8%	3.5%	3.0%	3.3%	5.0%		
Continental	1,390	65 -95.3%	5,262	1,460 -72.3%	5.6%	0.6%	6.1%	2.4%		
CT6	145	1 -99.3%	3,117	174 -94.4%	0.6%	0.0%	3.6%	0.3%		
CTS	135	-100.0%	611	162 -73.5%	0.5%		0.7%	0.3%		
E-Class	5,971	2,270 -62.0%	24,122	17,964 -25.5%	24.0%	21.6%	27.8%	29.0%		
G90	513	555 8.2%	2,072	1,821 -12.1%	2.1%	5.3%	2.4%	2.9%		
GS	396	1 -99.7%	2,560	76 -97.0%	1.6%	0.0%	3.0%	0.1%		
K900	96	2 -97.9%	305	85 -72.1%	0.4%	0.0%	0.4%	0.1%		
Q70	4	0 -100.0%	139	0 -100.0%	0.0%	0.0%	0.2%	0.0%		
RLX	279	5 -98.2%	1,054	214 -79.7%	1.1%	0.0%	1.2%	0.3%		
SLK/SLC	474	7 -98.5%	2,122	235 -88.9%	1.9%	0.1%	2.4%	0.4%		
XF	119	93 -21.8%	606	898 48.2%	0.5%	0.9%	0.7%	1.5%		
XTS	220	-100.0%	1,199	132 -89.0%	0.9%		1.4%	0.2%		
SEGMENT TOTAL	24,832	10,495 -57.7%	86,741	61,856 -28.7%	100.0%	100.0%	100.0%	100.0%		

LUXURY CAR VOLUME TREND



Source: Kelley Blue Book data

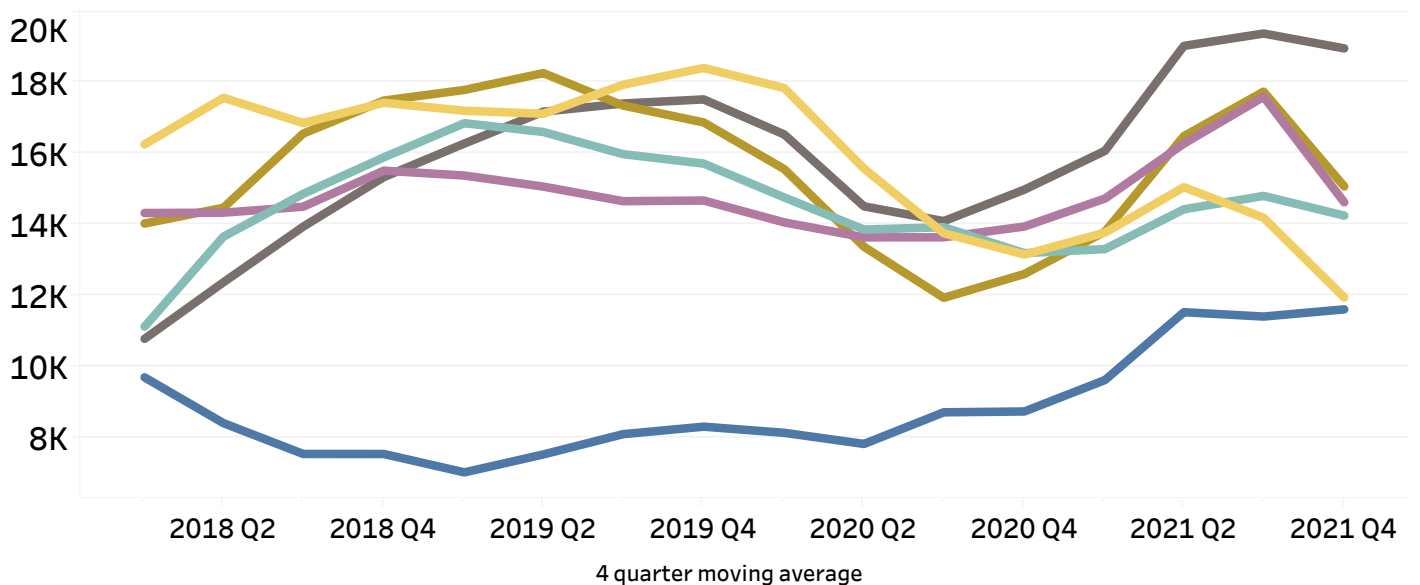


LUXURY COMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q4		2020	YTD		2020	QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Corsair/MKC	8,050	5,785 -28.1%	26,227	22,790 -13.1%	5.0%	5.1%	5.3%	4.3%		
Discovery Sport	1,668	1,393 -16.5%	7,445	6,709 -9.9%	1.0%	1.2%	1.5%	1.3%		
Envision	8,474	9,286 9.6%	34,942	46,450 32.9%	5.2%	8.1%	7.1%	8.7%		
Evoque	2,428	1,236 -49.1%	9,335	6,422 -31.2%	1.5%	1.1%	1.9%	1.2%		
F-Pace	1,475	594 -59.7%	8,281	7,664 -7.5%	0.9%	0.5%	1.7%	1.4%		
GLB	4,474	5,059 13.1%	23,183	27,934 20.5%	2.8%	4.4%	4.7%	5.2%		
GLK/GLC	18,639	9,653 -48.2%	52,627	47,784 -9.2%	11.5%	8.4%	10.7%	8.9%		
Macan	5,424	7,050 30.0%	18,631	23,629 26.8%	3.4%	6.2%	3.8%	4.4%		
NX	19,855	7,970 -59.9%	55,784	58,514 4.9%	12.3%	7.0%	11.3%	10.9%		
Q4		64		64		0.1%		0.0%		
Q5	21,065	10,381 -50.7%	50,435	60,301 19.6%	13.0%	9.1%	10.2%	11.3%		
QX50	6,316	2,204 -65.1%	20,885	19,195 -8.1%	3.9%	1.9%	4.2%	3.6%		
RDX	14,997	12,777 -14.8%	52,785	57,013 8.0%	9.3%	11.2%	10.7%	10.7%		
Stelvio	3,526	2,536 -28.1%	10,284	10,539 2.5%	2.2%	2.2%	2.1%	2.0%		
X3	23,541	21,865 -7.1%	59,941	75,858 26.6%	14.6%	19.1%	12.2%	14.2%		
X4	2,896	3,749 29.5%	7,677	10,620 38.3%	1.8%	3.3%	1.6%	2.0%		
XC60	11,616	9,890 -14.9%	32,078	41,473 29.3%	7.2%	8.6%	6.5%	7.8%		
XT4	6,988	3,046 -56.4%	22,473	11,579 -48.5%	4.3%	2.7%	4.6%	2.2%		
SEGMENT TOTAL	161,432	114,538 -29.0%	493,013	534,538 8.4%	100.0%	100.0%	100.0%	100.0%		

LUXURY COMPACT SUV/CROSSOVER VOLUME TREND

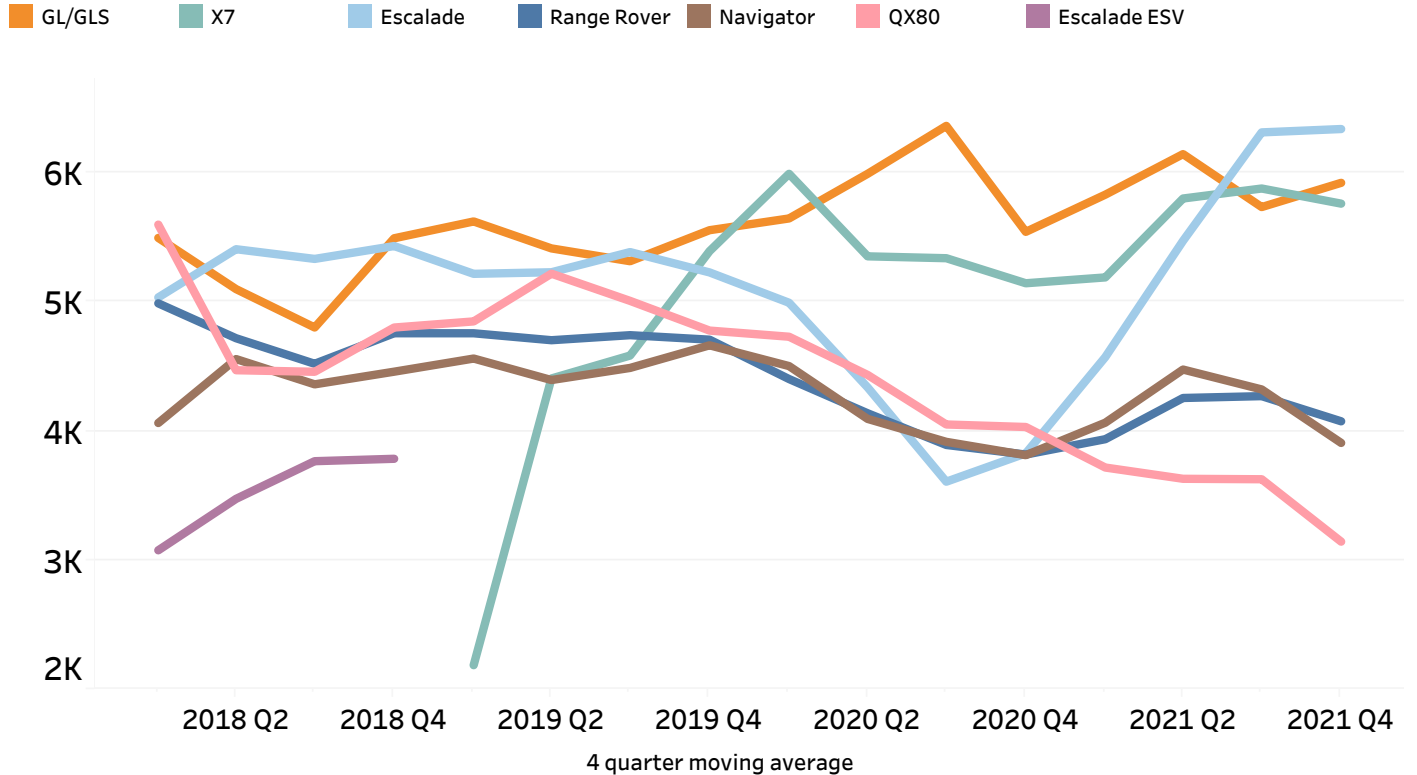
■ X3
 ■ Q5
 ■ NX
 ■ RDX
 ■ GLK/GLC
 ■ Envision



LUXURY FULL-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Escalade	5,980	6,084	1.7%	15,308	25,358	65.7%	15.1%	16.8%	12.6%	17.9%
Escalade ESV	3,474	3,580	3.1%	9,239	15,147	63.9%	8.8%	9.9%	7.6%	10.7%
GL/GLS	5,244	5,995	14.3%	22,172	23,691	6.9%	13.2%	16.5%	18.2%	16.7%
Grand Wagoneer		2,663			2,675			7.4%		1.9%
Land Cruiser	1,386	46	-96.7%	3,147	3,711	17.9%	3.5%	0.1%	2.6%	2.6%
LX	1,636	755	-53.9%	4,512	3,563	-21.0%	4.1%	2.1%	3.7%	2.5%
Navigator	5,042	3,384	-32.9%	15,252	15,631	2.5%	12.7%	9.3%	12.5%	11.0%
QX80	4,832	2,898	-40.0%	16,125	12,572	-22.0%	12.2%	8.0%	13.3%	8.9%
Range Rover	5,031	4,251	-15.5%	15,271	16,301	6.7%	12.7%	11.7%	12.6%	11.5%
X7	7,044	6,575	-6.7%	20,579	23,046	12.0%	17.8%	18.1%	16.9%	16.3%
SEGMENT TOTAL	39,669	36,231	-8.7%	121,605	141,695	16.5%	100.0%	100.0%	100.0%	100.0%

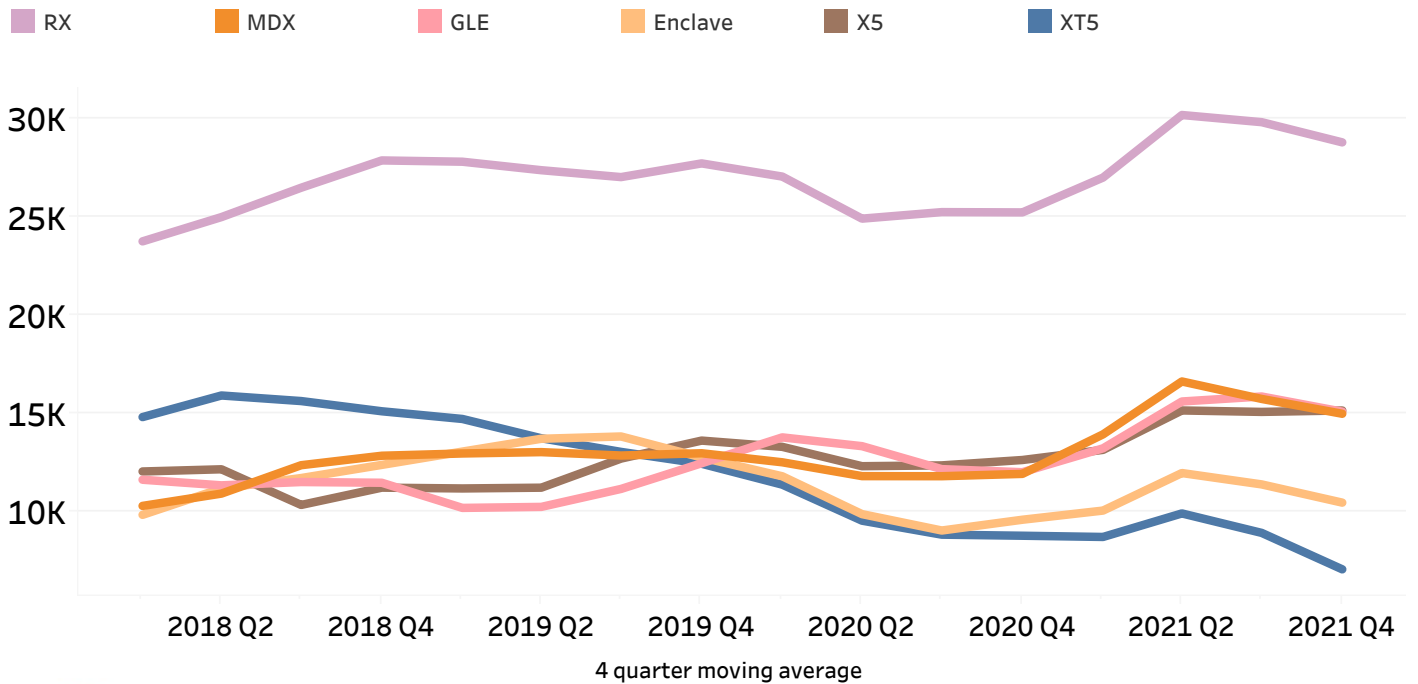
LUXURY FULL-SIZE SUV/CROSSOVER VOLUME TREND



LUXURY MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Aviator	7,280	5,450	-25.1%	23,080	20,924	-9.3%	3.6%	3.6%	3.9%	3.1%
Cayenne	5,939	1,833	-69.1%	18,092	16,941	-6.4%	3.0%	1.2%	3.0%	2.5%
Defender	6,195	3,488	-43.7%	9,115	16,513	81.2%	3.1%	2.3%	1.5%	2.5%
Discovery	776	604	-22.2%	5,195	3,539	-31.9%	0.4%	0.4%	0.9%	0.5%
Enclave	12,338	8,626	-30.1%	38,480	41,962	9.0%	6.2%	5.7%	6.5%	6.3%
G-Class	2,557	1,816	-29.0%	7,723	8,052	4.3%	1.3%	1.2%	1.3%	1.2%
GLE	15,994	12,903	-19.3%	48,157	60,482	25.6%	8.0%	8.5%	8.1%	9.1%
GV70		5,461			10,735			3.6%		1.6%
GV80	1,517	4,852	219.8%	1,517	20,316	1239.2%	0.8%	3.2%	0.3%	3.0%
GX	9,942	8,650	-13.0%	28,519	32,509	14.0%	5.0%	5.7%	4.8%	4.9%
MDX	15,263	12,243	-19.8%	47,816	60,057	25.6%	7.6%	8.1%	8.0%	9.0%
MKT	177		-100.0%	329		-100.0%	0.1%		0.1%	
Nautilus/MKX	6,690	6,267	-6.3%	22,742	24,443	7.5%	3.3%	4.1%	3.8%	3.7%
Q7	8,588	3,021	-64.8%	25,371	25,362	0.0%	4.3%	2.0%	4.3%	3.8%
Q8	4,395	1,375	-68.7%	12,074	12,538	3.8%	2.2%	0.9%	2.0%	1.9%
QX55		1,355			4,332			0.9%		0.6%
QX60	5,375	1,455	-72.9%	22,880	5,829	-74.5%	2.7%	1.0%	3.8%	0.9%
Range Rover Sport	7,161	3,846	-46.3%	20,470	18,355	-10.3%	3.6%	2.5%	3.4%	2.8%
Range Rover Velar	3,856	839	-78.2%	12,611	10,723	-15.0%	1.9%	0.6%	2.1%	1.6%
RX	34,808	30,695	-11.8%	101,059	115,320	14.1%	17.4%	20.3%	17.0%	17.3%
X5	18,657	18,945	1.5%	50,642	60,725	19.9%	9.3%	12.5%	8.5%	9.1%
X6	2,866	2,916	1.7%	7,313	9,591	31.2%	1.4%	1.9%	1.2%	1.4%
XC90	11,716	8,173	-30.2%	34,251	38,271	11.7%	5.9%	5.4%	5.8%	5.7%
XT5	10,950	3,528	-67.8%	35,223	28,380	-19.4%	5.5%	2.3%	5.9%	4.3%
XT6	7,155	2,940	-58.9%	22,609	20,662	-8.6%	3.6%	1.9%	3.8%	3.1%
SEGMENT TOTAL	200,195	151,281	-24.4%	595,268	666,561	12.0%	100.0%	100.0%	100.0%	100.0%

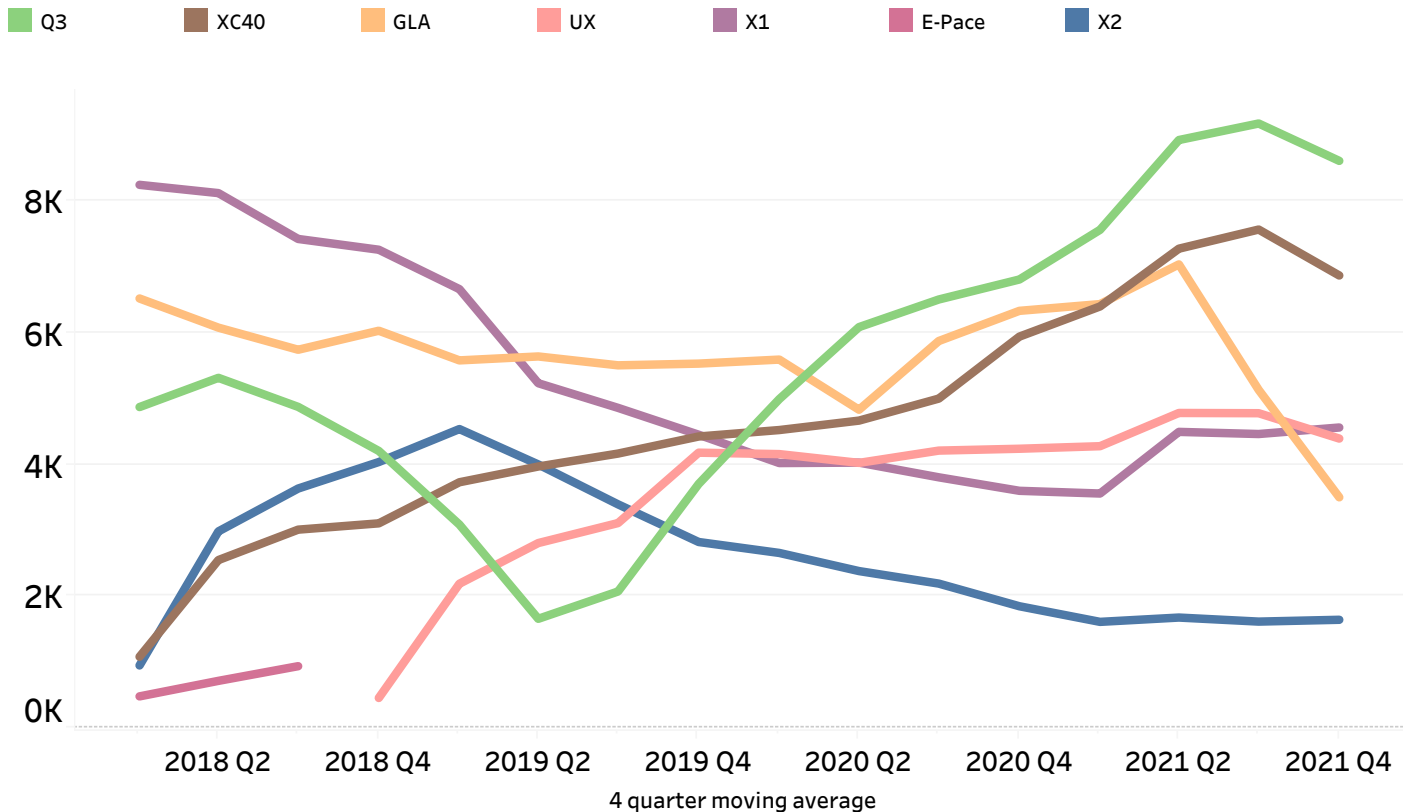
LUXURY MID-SIZE SUV/CROSSOVER VOLUME TREND



LUXURY SUBCOMPACT SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q4		YTD			QTR		YTD		
	2020	2021	2020	2021	2020	2021	2020	2021		
E-Pace	710	415 -41.5%	3,412	2,363 -30.7%	1.8%	1.6%	2.9%	2.0%		
GLA	8,839	2,306 -73.9%	25,345	14,010 -44.7%	23.0%	9.0%	21.4%	11.6%		
Q3	9,951	7,680 -22.8%	27,251	34,462 26.5%	25.9%	30.1%	23.0%	28.5%		
QX30	2	-100.0%	148	1 -99.3%	0.0%		0.1%	0.0%		
UX	4,845	3,304 -31.8%	16,962	17,581 3.6%	12.6%	12.9%	14.3%	14.6%		
X1	4,322	4,718 9.2%	14,405	18,253 26.7%	11.2%	18.5%	12.1%	15.1%		
X2	1,581	1,692 7.0%	7,387	6,565 -11.1%	4.1%	6.6%	6.2%	5.4%		
XC40	8,198	5,405 -34.1%	23,778	27,494 15.6%	21.3%	21.2%	20.0%	22.8%		
SEGMENT TOTAL	38,448	25,520 -33.6%	118,688	120,729 1.7%	100.0%	100.0%	100.0%	100.0%		

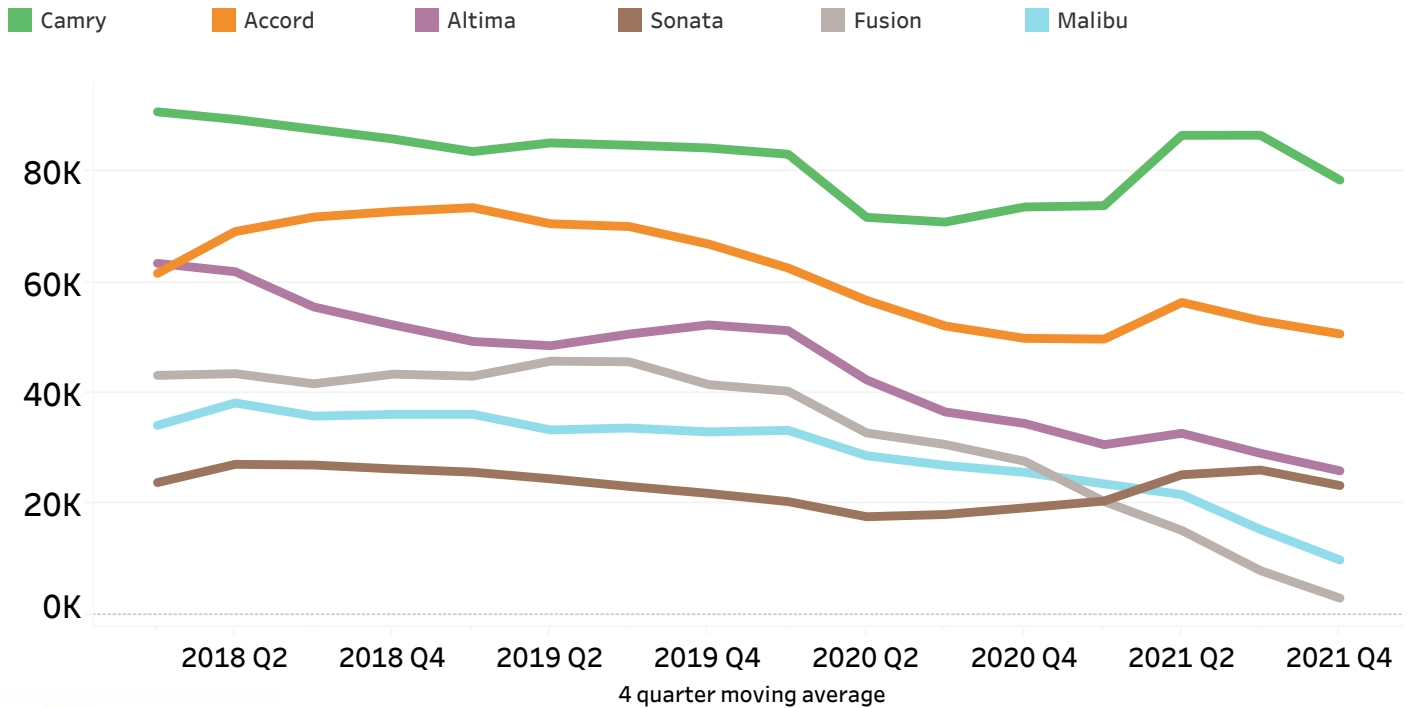
LUXURY SUBCOMPACT SUV/CROSSOVER VOLUME TREND



MID-SIZE CAR

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
200	2	10	400.0%	9	15	66.7%	0.0%	0.0%	0.0%	0.0%
Accord	54,167	44,688	-17.5%	199,458	202,676	1.6%	18.2%	24.4%	18.7%	22.0%
Altima	40,906	28,269	-30.9%	137,988	103,777	-24.8%	13.8%	15.5%	12.9%	11.3%
Camry	89,403	57,026	-36.2%	294,348	313,795	6.6%	30.1%	31.2%	27.5%	34.1%
CC	6	-1	-116.7%	96	2	-97.9%	0.0%	0.0%	0.0%	0.0%
Fusion	20,001	103	-99.5%	110,665	11,781	-89.4%	6.7%	0.1%	10.4%	1.3%
K5	20,994	18,870	-10.1%	31,656	92,224	191.3%	7.1%	10.3%	3.0%	10.0%
Legacy	7,204	4,071	-43.5%	27,240	22,766	-16.4%	2.4%	2.2%	2.5%	2.5%
Malibu	29,252	7,221	-75.3%	102,651	39,376	-61.6%	9.8%	4.0%	9.6%	4.3%
Mazda6	4,239	1,943	-54.2%	16,204	16,214	0.1%	1.4%	1.1%	1.5%	1.8%
Optima	383	0	-100.0%	48,484	118	-99.8%	0.1%	0.0%	4.5%	0.0%
Passat	6,774	7,892	16.5%	22,964	24,396	6.2%	2.3%	4.3%	2.1%	2.7%
Sonata	23,871	12,682	-46.9%	76,997	93,142	21.0%	8.0%	6.9%	7.2%	10.1%
SEGMENT TOTAL	297,202	182,774	-38.5%	1,068,760	920,282	-13.9%	100.0%	100.0%	100.0%	100.0%

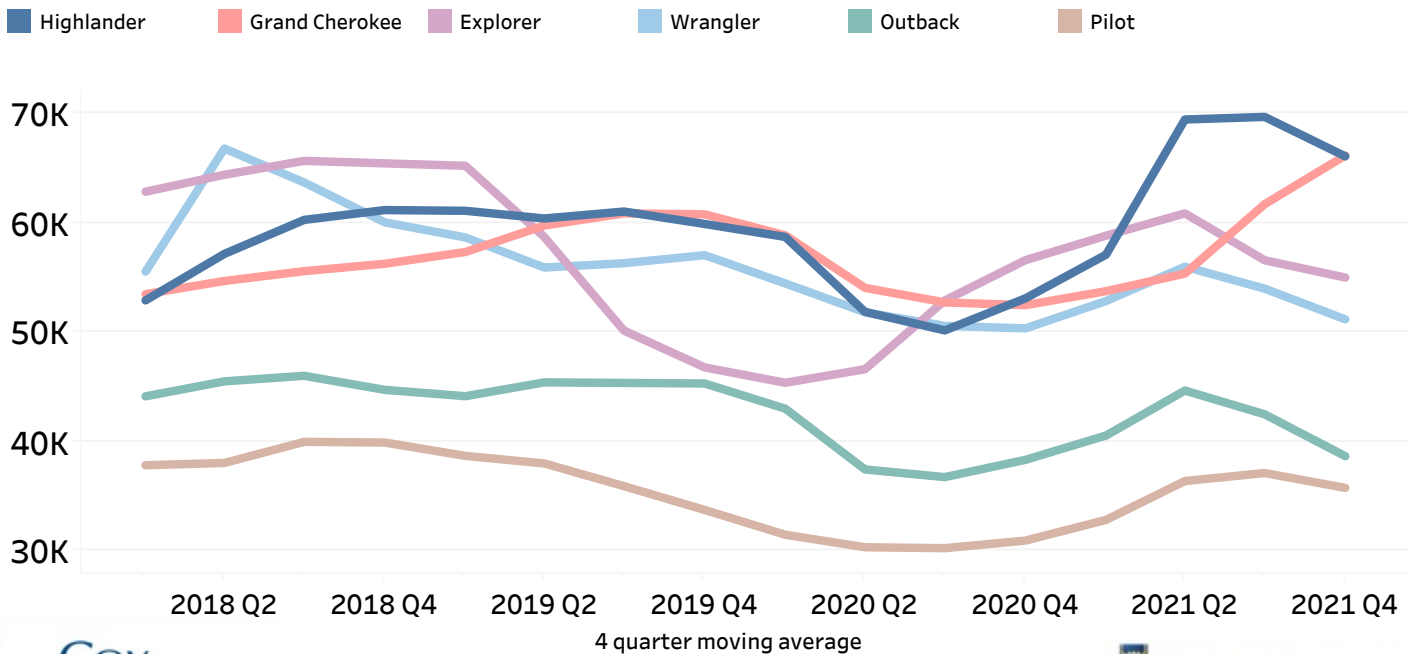
MID-SIZE CAR VOLUME TREND



MID-SIZE SUV/CROSSOVER

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
4Runner	42,225	39,221	-7.1%	129,052	144,696	12.1%	5.9%	6.2%	5.2%	5.4%
Acadia	21,378	4,234	-80.2%	72,537	59,913	-17.4%	3.0%	0.7%	2.9%	2.2%
Ascent	17,788	16,937	-4.8%	67,623	59,980	-11.3%	2.5%	2.7%	2.7%	2.3%
Atlas	20,366	14,656	-28.0%	58,293	72,384	24.2%	2.9%	2.3%	2.4%	2.7%
Atlas Cross Sport	11,079	8,216	-25.8%	29,069	43,303	49.0%	1.6%	1.3%	1.2%	1.6%
Blazer	23,243	19,986	-14.0%	94,599	70,325	-25.7%	3.3%	3.2%	3.8%	2.6%
Bronco		24,819			35,023			3.9%		1.3%
CX-9	7,226	5,694	-21.2%	27,638	34,493	24.8%	1.0%	0.9%	1.1%	1.3%
Durango	12,372	13,004	5.1%	57,828	65,935	14.0%	1.7%	2.1%	2.3%	2.5%
Edge	32,024	30,274	-5.5%	108,886	85,225	-21.7%	4.5%	4.8%	4.4%	3.2%
Explorer	66,008	59,697	-9.6%	226,217	219,871	-2.8%	9.3%	9.4%	9.2%	8.3%
Flex	159		-100.0%	4,848		-100.0%	0.0%		0.2%	
Grand Cherokee	56,930	74,717	31.2%	209,786	264,444	26.1%	8.0%	11.8%	8.5%	9.9%
Highlander	70,975	56,564	-20.3%	212,276	264,128	24.4%	10.0%	8.9%	8.6%	9.9%
Journey	9,592	208	-97.8%	40,342	14,035	-65.2%	1.3%	0.0%	1.6%	0.5%
Murano	13,396	6,830	-49.0%	58,255	46,117	-20.8%	1.9%	1.1%	2.4%	1.7%
Outback	46,948	31,645	-32.6%	153,294	154,623	0.9%	6.6%	5.0%	6.2%	5.8%
Outlander	4,050	13,209	226.1%	29,096	36,133	24.2%	0.6%	2.1%	1.2%	1.4%
Palisade	22,078	21,866	-1.0%	81,905	86,539	5.7%	3.1%	3.5%	3.3%	3.2%
Passport	11,902	11,119	-6.6%	39,567	53,133	34.3%	1.7%	1.8%	1.6%	2.0%
Pathfinder	11,054	12,439	12.5%	48,579	41,324	-14.9%	1.6%	2.0%	2.0%	1.6%
Pilot	33,811	28,395	-16.0%	123,813	143,062	15.5%	4.8%	4.5%	5.0%	5.4%
Santa Fe	30,330	22,415	-26.1%	100,706	112,071	11.3%	4.3%	3.5%	4.1%	4.2%
Santa Fe XL	7		-100.0%	807		-100.0%	0.0%		0.0%	
Sorento	14,185	19,530	37.7%	74,677	81,785	9.5%	2.0%	3.1%	3.0%	3.1%
Telluride	28,514	22,981	-19.4%	75,129	93,705	24.7%	4.0%	3.6%	3.0%	3.5%
Touareg	14		-100.0%	54	6	-88.9%	0.0%		0.0%	0.0%
Traverse	41,534	22,052	-46.9%	125,546	116,250	-7.4%	5.8%	3.5%	5.1%	4.4%
Venza	11,405	11,495	0.8%	13,073	61,988	374.2%	1.6%	1.8%	0.5%	2.3%
Wrangler	51,109	39,900	-21.9%	201,311	204,609	1.6%	7.2%	6.3%	8.2%	7.7%
SEGMENT TOTAL	711,702	632,103	-11.2%	2,464,806	2,665,100	8.1%	100.0%	100.0%	100.0%	100.0%

MID-SIZE SUV/CROSSOVER VOLUME TREND



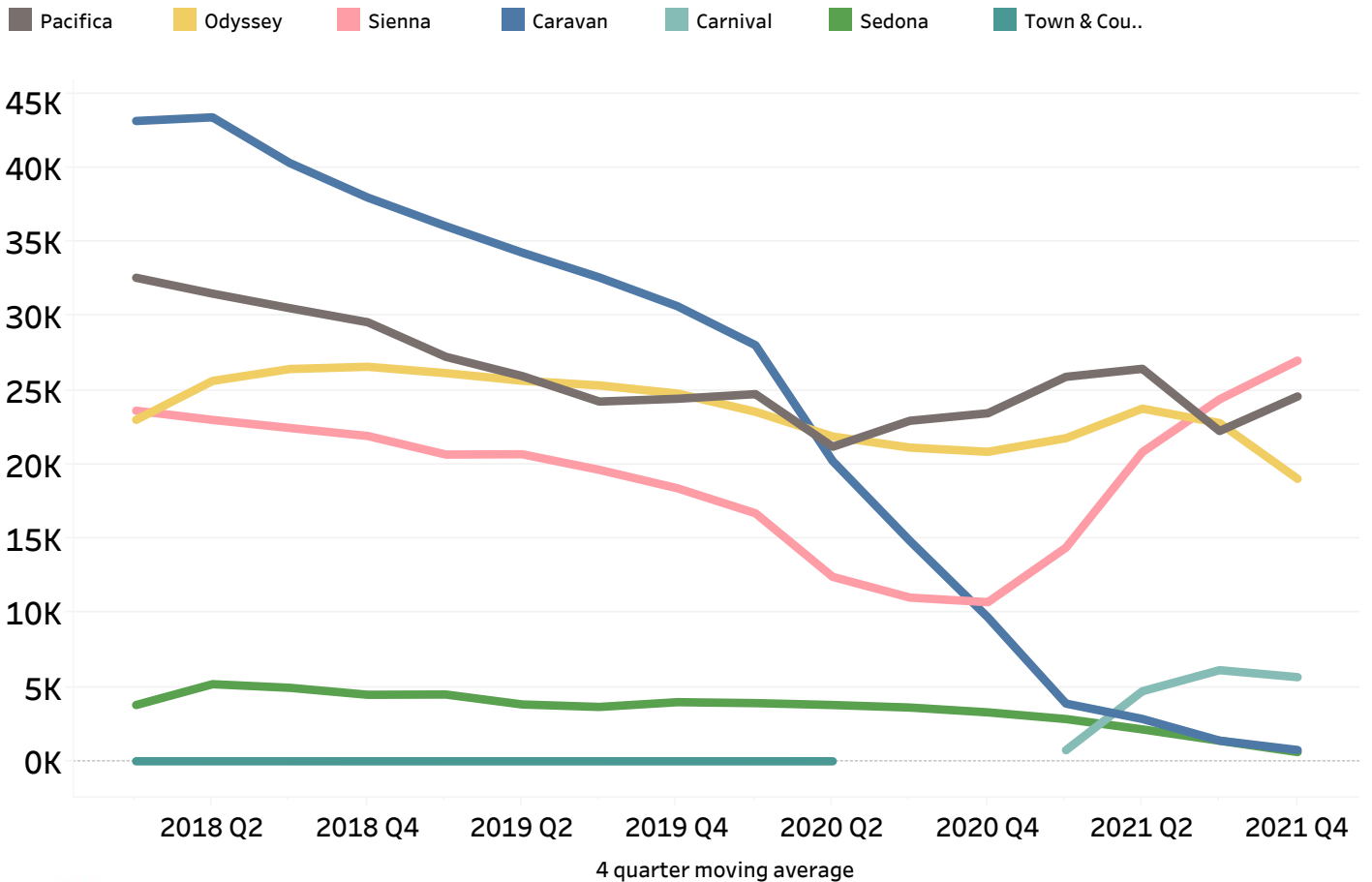
Source: Kelley Blue Book data



MINIVAN

	SALES			SALES			Market Share			
	Q4			YTD			QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
Caravan	2,612	81	-96.9%	38,767	3,037	-92.2%	3.6%	0.1%	14.2%	1.0%
Carnival		4,256			22,673			5.6%		7.3%
Odyssey	23,718	8,684	-63.4%	83,409	76,125	-8.7%	32.5%	11.4%	30.7%	24.5%
Pacifica	29,512	38,821	31.5%	93,802	98,323	4.8%	40.4%	50.8%	34.5%	31.7%
Sedona	3,059	1	-100.0%	13,190	2,482	-81.2%	4.2%	0.0%	4.8%	0.8%
Sienna	14,104	24,543	74.0%	42,885	107,990	151.8%	19.3%	32.1%	15.8%	34.8%
SEGMENT TOTAL	73,005	76,386	4.6%	272,053	310,630	14.2%	100.0%	100.0%	100.0%	100.0%

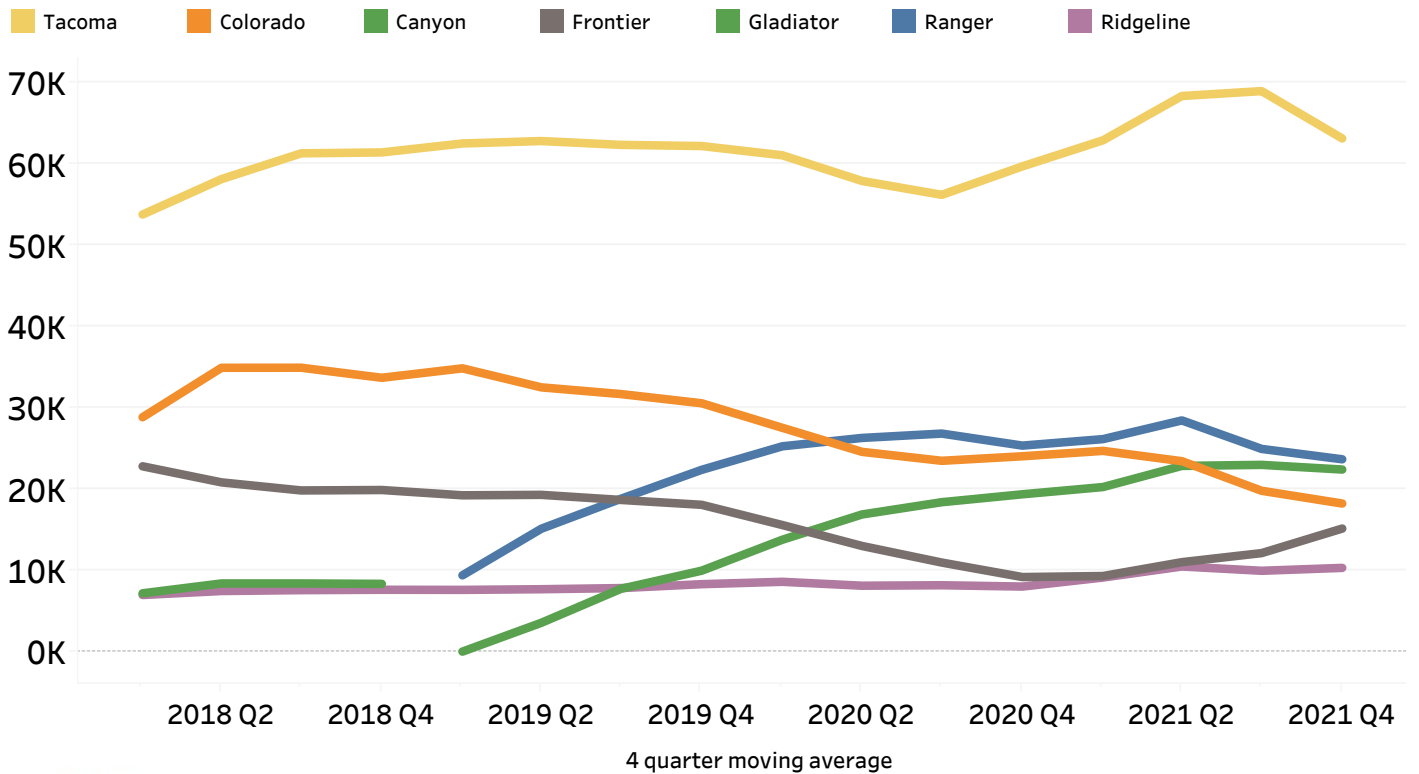
MINIVAN VOLUME TREND



SMALL/MID-SIZE PICKUP TRUCK

Model	SALES		SALES				Market Share			
	Q4		YTD				QTR		YTD	
	2020	2021	2020	2021	2020	2021	2020	2021		
Canyon	9,007	6,155 -31.7%	25,190	24,125 -4.2%	5.03%	3.56%	4.14%	3.66%		
Colorado	27,709	21,453 -22.6%	96,238	73,008 -24.1%	15.46%	12.42%	15.82%	11.07%		
Frontier	10,558	22,634 114.4%	36,845	60,693 64.7%	5.89%	13.10%	6.06%	9.20%		
Gladiator	20,552	18,254 -11.2%	77,542	89,712 15.7%	11.47%	10.57%	12.75%	13.60%		
Maverick		12,752		13,258		7.38%		2.01%		
Ranger	27,148	22,049 -18.8%	101,486	94,755 -6.6%	15.15%	12.77%	16.68%	14.37%		
Ridgeline	9,056	10,483 15.8%	32,168	41,355 28.6%	5.05%	6.07%	5.29%	6.27%		
Santa Cruz		7,049		10,042		4.08%		1.52%		
Tacoma	75,187	51,889 -31.0%	238,806	252,520 5.7%	41.95%	30.04%	39.26%	38.29%		
SEGMENT TOTAL	179,217	172,718 -3.6%	608,275	659,468 8.4%	100.00%	100.00%	100.00%	100.00%		

SMALL/MID-SIZE PICKUP TRUCK VOLUME TREND



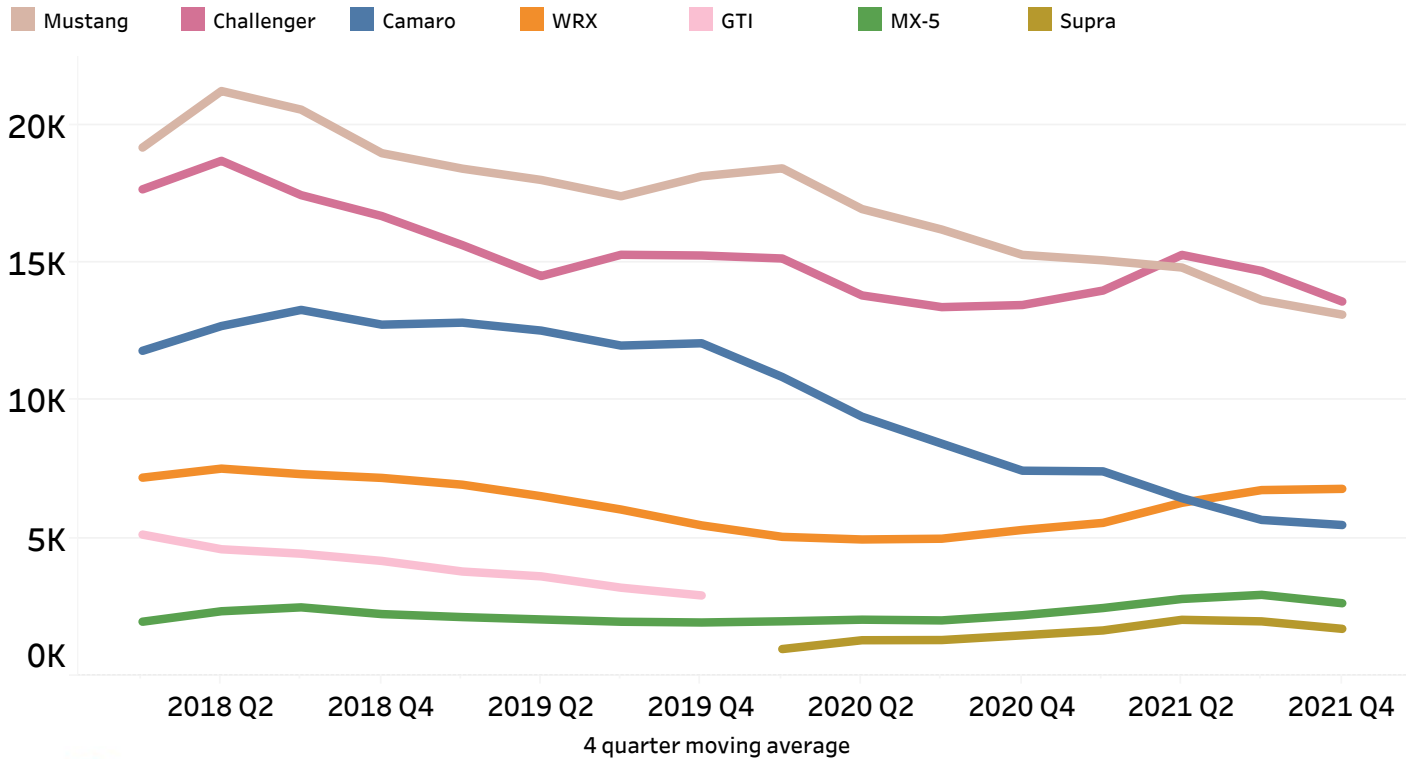
Source: Kelley Blue Book data



SPORTS CAR

Model	SALES		SALES				Market Share			
	Q4		YTD				QTR		YTD	
	2020	2021	2020	2021	2020	2021	2020	2021		
4C	7	1 -85.7%	99	77 -22.2%	0.0%	0.0%	0.1%	0.0%		
86	508	108 -78.7%	2,476	1,152 -53.5%	1.0%	0.3%	1.3%	0.6%		
124 Spider	326	20 -93.9%	1,711	952 -44.4%	0.7%	0.1%	0.9%	0.5%		
370Z	135	0 -100.0%	1,954	36 -98.2%	0.3%	0.0%	1.0%	0.0%		
Boxster	683	286 -58.1%	1,507	1,766 17.2%	1.4%	0.7%	0.8%	1.0%		
BRZ	521	1,598 206.7%	2,267	2,320 2.3%	1.1%	4.1%	1.2%	1.3%		
Camaro	7,549	6,809 -9.8%	29,775	21,893 -26.5%	15.4%	17.3%	15.2%	11.8%		
Cayman	808	336 -58.4%	1,940	2,021 4.2%	1.7%	0.9%	1.0%	1.1%		
Challenger	14,605	10,172 -30.4%	53,812	54,314 0.9%	29.8%	25.9%	27.5%	29.4%		
Mustang	13,453	11,349 -15.6%	61,090	52,414 -14.2%	27.5%	28.8%	31.2%	28.4%		
MX-5	2,155	939 -56.4%	8,807	10,547 19.8%	4.4%	2.4%	4.5%	5.7%		
Supra	2,089	1,005 -51.9%	5,887	6,830 16.0%	4.3%	2.6%	3.0%	3.7%		
TT	168	161 -4.2%	830	986 18.8%	0.3%	0.4%	0.4%	0.5%		
WRX	5,742	5,921 3.1%	21,178	27,141 28.2%	11.7%	15.0%	10.8%	14.7%		
Z4	196	643 228.1%	2,371	2,367 -0.2%	0.4%	1.6%	1.2%	1.3%		
SEGMENT TOTAL	48,945	39,348 -19.6%	195,704	184,816 -5.6%	100.0%	100.0%	100.0%	100.0%		

SPORTS CAR VOLUME TREND

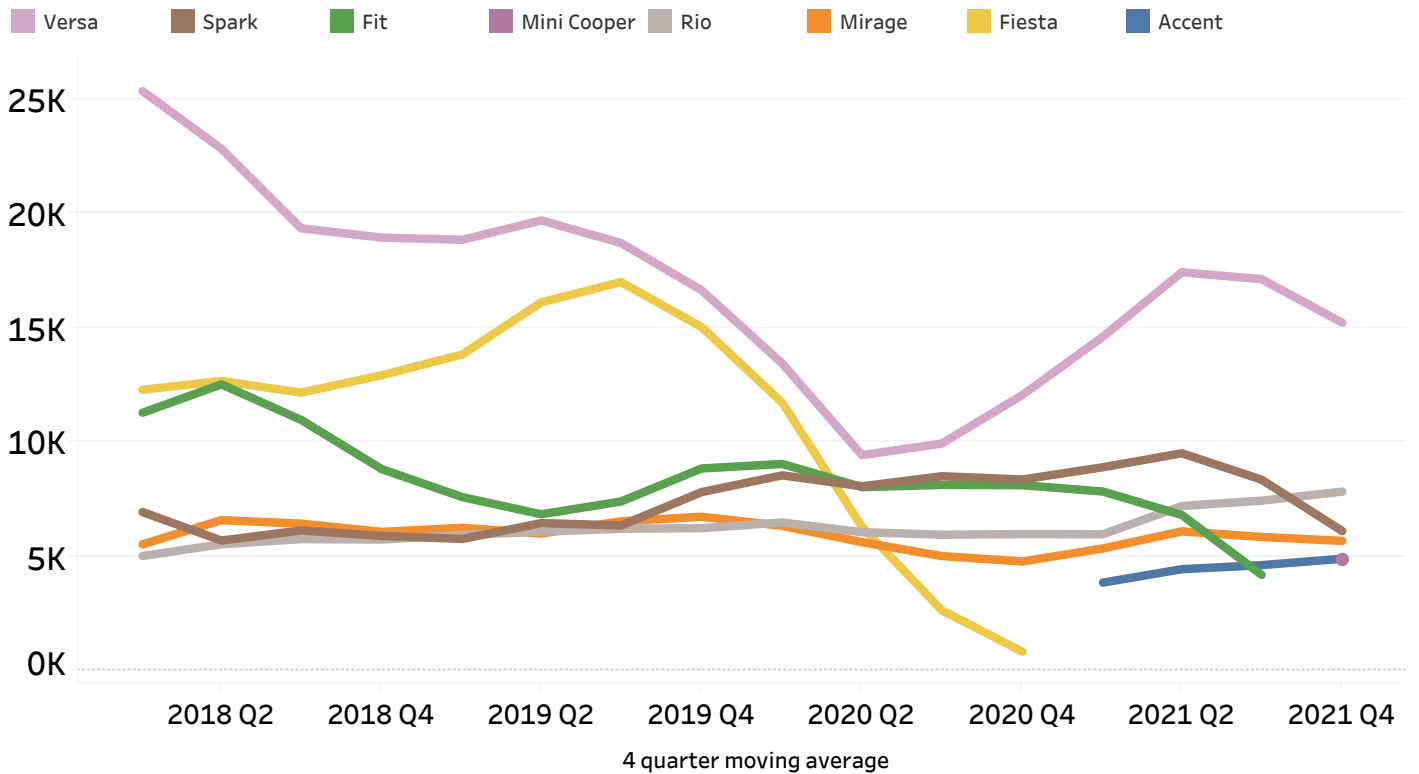


Source: Kelley Blue Book data

SUBCOMPACT CAR

Model	SALES			SALES			Market Share			
	Q4		2021	YTD		2021	QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
500	12	33	175.0%	674	51	-92.4%	0.0%	0.1%	0.3%	0.0%
Accent	3,660	4,778	30.5%	15,975	19,614	22.8%	6.2%	14.3%	7.4%	10.4%
Fiesta	62		-100.0%	3,354		-100.0%	0.1%		1.6%	
Fit	8,100		-100.0%	32,488	8,695	-73.2%	13.6%		15.1%	4.6%
Mini Cooper	5,485	5,224	-4.8%	18,851	19,490	3.4%	9.2%	15.6%	8.7%	10.3%
Mirage	4,844	4,152	-14.3%	19,136	22,741	18.8%	8.1%	12.4%	8.9%	12.0%
Rio	5,884	7,467	26.9%	23,927	31,362	31.1%	9.9%	22.3%	11.1%	16.6%
Sonic	2,208	18	-99.2%	13,007	1,581	-87.8%	3.7%	0.1%	6.0%	0.8%
Spark	10,442	1,452	-86.1%	33,478	24,459	-26.9%	17.6%	4.3%	15.5%	12.9%
Versa	17,965	10,344	-42.4%	48,273	60,913	26.2%	30.2%	30.9%	22.4%	32.2%
Yaris	359		-100.0%	3,983	109	-97.3%	0.6%		1.8%	0.1%
Yaris iA	423		-100.0%	2,454	96	-96.1%	0.7%		1.1%	0.1%
SEGMENT TOTAL	59,444	33,468	-43.7%	215,600	189,111	-12.3%	100.0%	100.0%	100.0%	100.0%

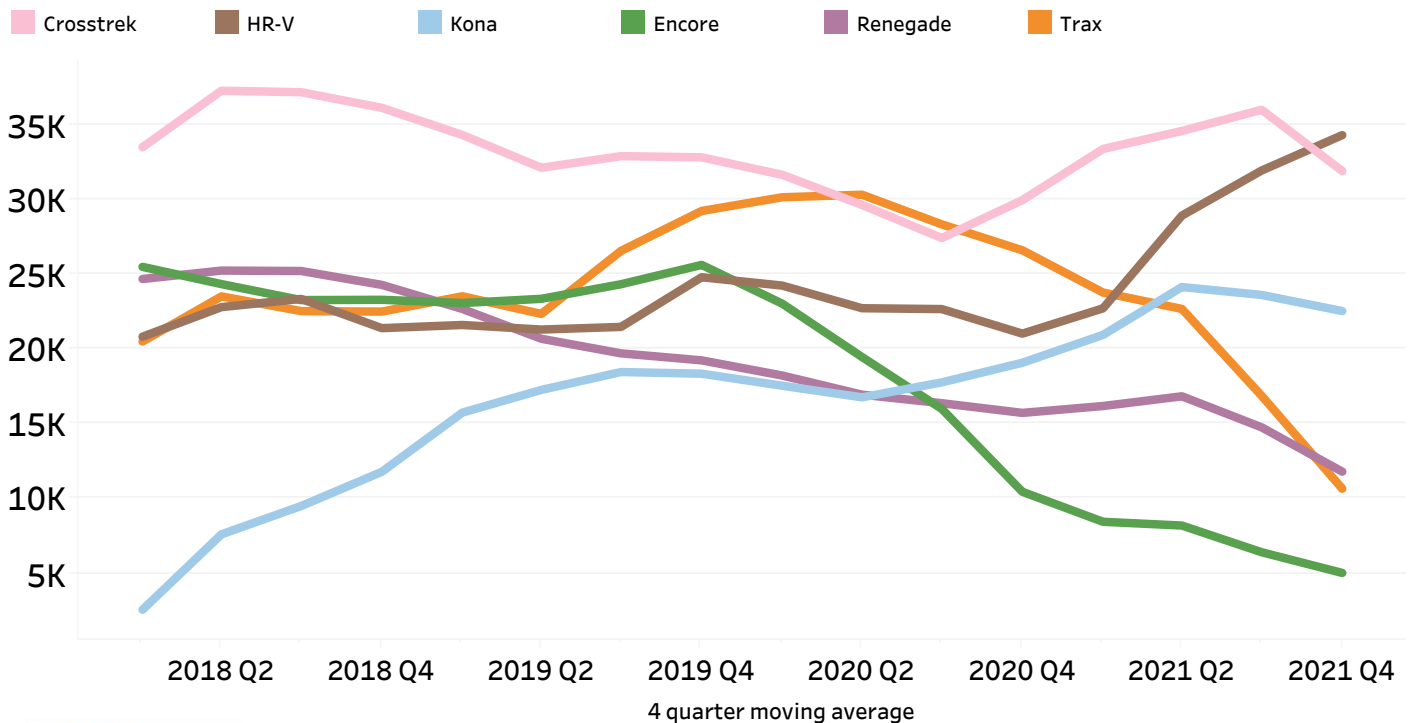
SUBCOMPACT CAR VOLUME TREND



SUBCOMPACT SUV/CROSSOVER

Model	SALES			SALES			Market Share			
	Q4		2021	YTD		2021	QTR		YTD	
	2020	2021		2020	2021		2020	2021	2020	2021
500X	313	201	-35.8%	1,443	1,181	-18.2%	0.1%	0.1%	0.2%	0.1%
Bronco Sport	5,120	26,965	426.7%	5,120	108,169	2012.7%	2.0%	12.5%	0.6%	9.7%
C-HR	9,332	3,319	-64.4%	42,936	35,707	-16.8%	3.6%	1.5%	4.8%	3.2%
Countryman	3,064	2,636	-14.0%	9,287	10,440	12.4%	1.2%	1.2%	1.0%	0.9%
Crosstrek	42,792	26,399	-38.3%	119,716	127,466	6.5%	16.5%	12.3%	13.5%	11.4%
CX-3	1,323	1	-99.9%	8,335	5,100	-38.8%	0.5%	0.0%	0.9%	0.5%
CX-30	10,271	12,711	23.8%	38,064	60,185	58.1%	4.0%	5.9%	4.3%	5.4%
EcoSport	13,345	6,165	-53.8%	60,545	40,659	-32.8%	5.1%	2.9%	6.8%	3.6%
Encore	6,338	805	-87.3%	41,752	20,072	-51.9%	2.4%	0.4%	4.7%	1.8%
Encore GX	16,965	10,068	-40.7%	44,841	71,247	58.9%	6.5%	4.7%	5.0%	6.4%
HR-V	22,228	31,692	42.6%	84,027	137,090	63.1%	8.6%	14.7%	9.5%	12.3%
Kicks	16,218	18,225	12.4%	58,858	82,960	40.9%	6.3%	8.5%	6.6%	7.4%
Kona	23,440	19,141	-18.3%	76,253	90,069	18.1%	9.0%	8.9%	8.6%	8.1%
Outlander Sport	4,332	5,494	26.8%	28,836	34,216	18.7%	1.7%	2.5%	3.2%	3.1%
Renegade	17,027	5,180	-69.6%	62,847	47,137	-25.0%	6.6%	2.4%	7.1%	4.2%
Seltos	16,771	9,016	-46.2%	46,280	51,368	11.0%	6.5%	4.2%	5.2%	4.6%
Taos		13,639			31,682			6.3%		2.8%
Trailblazer	17,268	16,263	-5.8%	34,292	90,161	162.9%	6.7%	7.5%	3.9%	8.1%
Trax	26,106	1,284	-95.1%	106,299	42,590	-59.9%	10.1%	0.6%	12.0%	3.8%
Venue	7,161	6,295	-12.1%	19,125	28,653	49.8%	2.8%	2.9%	2.2%	2.6%
SEGMENT TOTAL	259,414	215,499	-16.9%	888,856	1,116,152	25.6%	100.0%	100.0%	100.0%	100.0%

SUBCOMPACT SUV/CROSSOVER VOLUME TREND

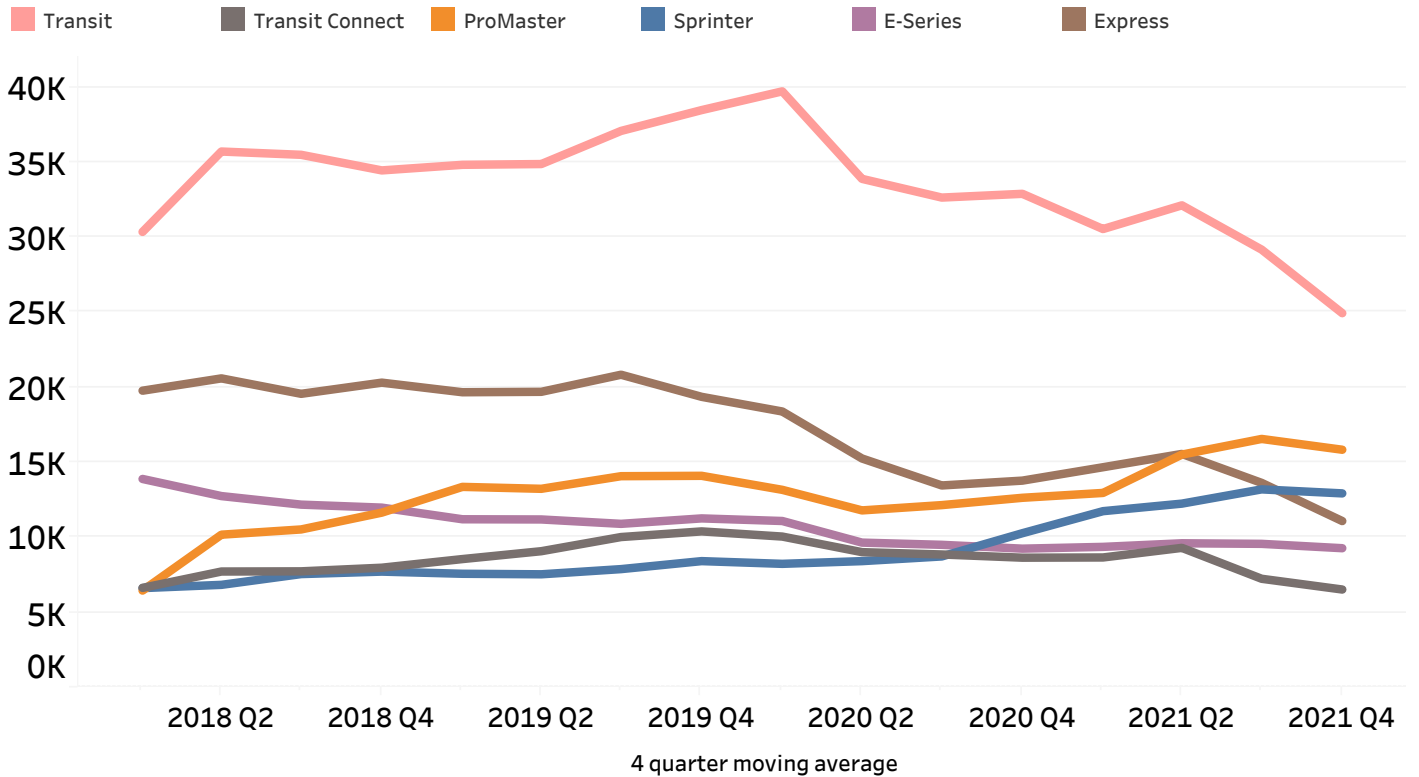


Source: Kelley Blue Book data

VAN

Model	SALES			SALES			Market Share			
	Q4		YTD			QTR		YTD		
	2020	2021	2020	2021	2020	2021	2020	2021		
E-Series	11,815	10,655	-9.8%	37,001	37,122	0.3%	9.3%	12.7%	8.9%	9.6%
Express	17,941	7,766	-56.7%	55,131	44,355	-19.5%	14.2%	9.2%	13.2%	11.5%
Metris	689	653	-5.2%	9,880	2,163	-78.1%	0.5%	0.8%	2.4%	0.6%
NV	4,871	75	-98.5%	15,247	11,372	-25.4%	3.8%	0.1%	3.6%	2.9%
NV200	4,374	440	-89.9%	17,126	17,359	1.4%	3.5%	0.5%	4.1%	4.5%
ProMaster	17,060	14,184	-16.9%	50,556	63,361	25.3%	13.5%	16.9%	12.1%	16.4%
ProMaster City	2,971	3,118	4.9%	10,409	14,579	40.1%	2.3%	3.7%	2.5%	3.8%
Savana	3,099	4,238	36.8%	15,108	17,744	17.4%	2.4%	5.0%	3.6%	4.6%
Sprinter	16,539	15,472	-6.5%	41,119	51,729	25.8%	13.1%	18.4%	9.8%	13.4%
Transit	37,886	20,946	-44.7%	131,556	99,745	-24.2%	29.9%	24.9%	31.5%	25.9%
Transit Connect	9,355	6,491	-30.6%	34,596	26,112	-24.5%	7.4%	7.7%	8.3%	6.8%
SEGMENT TOTAL	126,600	84,038	-33.6%	417,729	385,641	-7.7%	100.0%	100.0%	100.0%	100.0%

VAN VOLUME TREND



Source: Kelley Blue Book data

