



Sales of Ford Electric Vehicles Climb at Twice the Rate of EV Segment; F-150 Lightning, E-Transit No. 1 Electric Truck and Van; Retail Orders for '23MY Vehicles up 104%, driven by Strong Demand For Super Duty, Maverick; F-Series On Track For 46th Year as America's No. 1 Truck



NOVEMBER 2022 SALES

	Total Vehicle	Truck	SUV	EVs
Total U.S. Sales	146,364	81,210	61,889	6,255
Total Sales vs. Nov 2021	-7.8%	-1.2%	-15.0%	102.6%
Retail Sales vs. Nov 2021	-15.8%	-5.0%	-24.6%	74.4%

HIGHLIGHTS

- Ford's sales of electric vehicles expanded at approximately twice the rate of the overall electric vehicle segment in November as Ford prepares to increase production next year to meet U.S. demand. Ford electric vehicles sales were up 103 percent for the month compared to year ago, making **Ford America's second best-selling brand and manufacturer of electric vehicles** behind Tesla.
 - As America's best-selling electric truck in November, **F-150 Lightning sales totaled 2,062**. Since its first sale at the end of May, F-150 Lightning sales totaled 13,258 trucks.
 - The **Ford E-Transit continues to lead the commercial EV industry with 80% market share**. During the month, Ford Pro sold 654 E-Transits and 5,811 year-to-date.
 - Mustang Mach-E sales climbed 14.6 percent** over last year on sales of 3,539. Mustang Mach-E global production has now topped more than 150,000.
- Ford continues to post record retail orders as demand for '23MY vehicles grows. Retail orders are up 104 percent over '22MY vehicles from a year ago. Orders for '23MY vehicles totaled 307,000. With one month left this year, Ford's retail share is up about 1 full percentage point over 2021.
- Bronco SUV sales climbed 12.6 percent on sales of 9,330 vehicles in November. Expedition sales increased 28.9 percent.
- With just one month left in the year, **F-Series is on track to take the truck crown again in 2022**. F-Series expanded its lead as America's best-selling truck over its second-place competitor to 117,415 trucks through November.
- Ford's BlueCruise/Lincoln ActiveGlide technology customer enrollment continues to grow, passing the 100,000 mark with a total of 109,000 enrollments. Next-gen BlueCruise/ActiveGlide 1.2 soon gets even better by adding hands-free lane changing for easier passing, in-lane repositioning to confidently share roadways with larger vehicles and predictive speed assist to smoothly reduce speed entering tight curves.

About Ford Motor Company

Ford Motor Company (NYSE: F) is a global company based in Dearborn, Michigan, that is 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 and deepen the loyalty of those customers. Ford develops and delivers innovative, must-have Ford trucks, sport utility vehicles, commercial vans and cars and Lincoln luxury vehicles, as well as connected services. Additionally, Ford is establishing leadership positions in mobility solutions, including self-driving technology, and provides financial services through Ford Motor Credit Company. Ford employs about 176,000 people worldwide. More information about the company, its products and Ford Credit 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.

"Strong order demand continues with overall retail orders for '23MY vehicles up 104 percent compared to a year ago, driven by Super Duty and Maverick. Super Duty took in a record 152,000 total orders since order banks opened October 27th. As the year closes out, F-Series expanded its lead to more than 117,000 trucks over its second-place competitor."

- Andrew Frick, vice president, Sales, Distribution & Trucks, Ford Blue

MUST-HAVE PRODUCTS



Ford Pro

Sales of America's best-selling van, the **Ford Transit**, were up 127 percent on total sales of 10,345 vans. November also marked the opening of order banks for the all-new Transit Trail. Sales of America's top-selling electric commercial van, the E-Transit, totaled 654 for the month and 5,811 for the year, representing 80 percent of the electric van segment.



Ford Electric

Ford share of the electric vehicle segment expanded about 2 percentage points over a year ago - standing at 8.6 percent share for the month. Ford's electric vehicles are conquering from competitor vehicles at a rate of over 60 percent this year.



Ford Trucks

Retail orders for the new '23MY Super Duty topped 152,000 since the order bank opened Oct. 27. Maverick sales totaled 68,492 through November and was up 189 percent for the month relative to a year ago. Over 80 percent of Maverick's competitive conquests are coming from outside the pickup segment. F-Series total sales this month topped 55,000, climbing to 578,881 this year.



Ford SUV

Bronco's share of the mid-size body-on-frame SUV segment hit 33 percent last month - its highest share of segment since it was introduced last year, as it closes in on Jeep's Wrangler. The Bronco family of vehicles, including Bronco Sport, sold 199,026 SUVs through November - up 55.8 percent over a year ago. Bronco is turning on dealer lots in just 10 days, with 85 percent of its retail sales coming from previously placed orders.



Lincoln SUVs

With improved inventory flow, **Lincoln saw strong gains in Corsair sales** - up 59.1 percent over last year - and Navigator was up 20.2 percent. Lincoln had 74 percent of its retail sales coming from previously placed orders in November.

FORD MOTOR COMPANY NOVEMBER 2022 U.S. SALES

	<u>November</u>		<u>%</u>	<u>Year-to-Date</u>		<u>%</u>
	<u>2022</u>	<u>2021</u>	<u>Change</u>	<u>2022</u>	<u>2021</u>	<u>Change</u>
SALES BY BRAND						
Ford	140,260	152,367	-7.9	1,608,965	1,651,481	-2.6
Lincoln	<u>6,104</u>	<u>6,426</u>	-5.0	<u>76,220</u>	<u>80,734</u>	-5.6
Total vehicles	146,364	158,793	-7.8	1,685,185	1,732,215	-2.7
SALES BY TYPE						
Cars	3,265	3,767	-13.3	43,794	62,815	-30.3
SUVs	61,889	72,795	-15.0	787,497	749,901	5.0
Trucks	<u>81,210</u>	<u>82,231</u>	-1.2	<u>853,894</u>	<u>919,499</u>	-7.1
Total vehicles	146,364	158,793	-7.8	1,685,185	1,732,215	-2.7
FORD BRAND						
Fusion	0	23	-100.0	0	11,734	-100.0
GT	6	14	-57.1	89	129	-31.0
Mustang	<u>3,259</u>	<u>3,709</u>	-12.1	<u>43,705</u>	<u>47,850</u>	-8.7
Ford Cars	3,265	3,746	-12.8	43,794	59,713	-26.7
EcoSport	836	1,775	-52.9	28,633	37,667	-24.0
Bronco Sport	5,033	11,486	-56.2	92,381	101,891	-9.3
Escape	8,893	9,420	-5.6	128,170	134,711	-4.9
Bronco	9,330	8,287	12.6	106,645	25,855	312.5
Mustang Mach-E	3,539	3,088	14.6	34,683	24,791	39.9
Edge	5,816	9,489	-38.7	78,572	73,769	6.5
Explorer	16,440	18,268	-10.0	188,570	199,156	-5.3
Expedition	<u>5,898</u>	<u>4,577</u>	28.9	<u>53,623</u>	<u>74,429</u>	-28.0
Ford SUVs	55,785	66,390	-16.0	711,277	672,269	5.8
F-Series	55,169	60,418	-8.7	578,881	663,508	-12.8
<i>Memo: F-150 Lightning (electric)</i>	<i>2,062</i>	<i>0</i>	<i>N/A</i>	<i>13,258</i>	<i>0</i>	<i>N/A</i>
Ranger	2,439	7,839	-68.9	52,741	87,763	-39.9
Maverick	7,457	2,582	188.8	68,492	7,228	847.6
E-Series	2,982	2,771	7.6	28,897	33,316	-13.3
Transit	10,345	4,563	126.7	89,341	91,224	-2.1
<i>Memo: E-Transit</i>	<i>654</i>	<i>0</i>	<i>N/A</i>	<i>5,811</i>	<i>0</i>	<i>N/A</i>
Transit Connect	1,438	2,682	-46.4	23,414	23,741	-1.4
Heavy trucks	<u>1,380</u>	<u>1,376</u>	0.3	<u>12,128</u>	<u>12,719</u>	-4.6
Ford Trucks	<u>81,210</u>	<u>82,231</u>	-1.2	<u>853,894</u>	<u>919,499</u>	-7.1
Ford Brand	140,260	152,367	-7.9	1,608,965	1,651,481	-2.6
LINCOLN BRAND						
MKZ	0	8	-100.0	0	1,678	-100.0
Continental	<u>0</u>	<u>13</u>	-100.0	<u>0</u>	<u>1,424</u>	-100.0
Lincoln Cars	0	21	-100.0	0	3,102	-100.0
Corsair/MKC	2,264	1,423	59.1	25,131	20,963	19.9
Nautilus/MKX	1,027	2,340	-56.1	19,154	22,974	-16.6
Aviator	1,652	1,676	-1.4	20,324	19,284	5.4
Navigator	<u>1,161</u>	<u>966</u>	20.2	<u>11,611</u>	<u>14,411</u>	-19.4
Lincoln SUVs	<u>6,104</u>	<u>6,405</u>	-4.7	<u>76,220</u>	<u>77,632</u>	-1.8
Lincoln Brand	6,104	6,426	-5.0	76,220	80,734	-5.6

CONTACT

Ford Motor Company

NOVEMBER 2022 U.S. GROSS STOCKS

	Gross Stock
	Units
	(000)
Mustang	10.4
GT	0.0
Ford Cars	10.5
Escape	32.0
Bronco Sport	19.0
Mustang Mach-E	7.5
EcoSport	1.7
Edge	10.7
Bronco	11.7
Explorer	36.6
Expedition	10.4
Ford SUVs	129.8
Corsair	6.2
Nautilus	3.2
Aviator	2.7
Navigator	2.0
Lincoln SUVs	14.1
Total SUVs	143.9
Econoline Van	11.0
Transit Connect (Tourneo)	2.8
Transit Van	21.3
Maverick	7.0
Ranger	6.8
F-Series	164.1
Medium/Heavy	5.0
Ford Trucks	217.9
Total Car, Utility, Truck	372.3

NOVEMBER 2022 PRODUCTION

2022 Calendar Year Production By Plant

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Flat Rock													
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020		59,621
Chicago Main													
Ford Explorer	23,553	12,403	28,081	21,018	17,127	16,237	25,608	13,555	17,590	21,912	21,020		218,104
Lincoln Aviator	2,188	1,272	3,233	2,449	1,707	1,761	2,873	1,478	1,862	2,303	2,126		23,252
Chicago SHO													
Ford Explorer	1,186	870	2,116	968	1,174	1,129	1,237	955	1,476	1,408	1,380		13,899
Lincoln Aviator	109	154	239	290	163	202	521	86	252	-	163		2,179
Cuautlan													
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367		71,712
Dearborn Truck Plant													
Ford F-Series (F-150)	28,371	10,987	26,041	20,024	28,213	20,035	22,613	33,352	27,806	27,237	28,335		273,014
Detroit Chassis Plant													
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057		19,498
Hermosillo													
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662		125,288
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614		83,898
Kansas City (SUV)													
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634		119,729
Kansas City (Truck)													
Ford F-Series (F-150)	15,015	10,415	24,696	14,867	23,863	26,276	21,141	24,465	25,777	20,069	24,387		230,971
Kentucky Truck													
Ford F-Series (Super Duty)	10,629	18,944	23,071	28,151	25,595	29,038	16,502	32,177	27,395	31,393	27,776		270,671
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969		64,004
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968		16,605
Louisville Assembly													
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853		180,623
Lincoln Corsair	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825		34,340
Michigan Assembly													
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378		56,657
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285		128,220
Multimatic													
Ford GT	18	19	23	20	21	21	20	21	17	16	19		215
Oakville													
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263		94,361
Lincoln Nautilus	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698		24,369
Ohio Assembly													
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494		35,169
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546		14,103
Super Duty	459	614	777	1,852	1,734	1,769	1,028	2,509	2,511	1,655	1,668		16,576
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	212,507	-	2,177,078

2022 Calendar Year Production By Vehicle Line

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
Bronco Sport	14,636	10,260	15,052	10,556	10,156	10,375	6,382	14,878	11,761	12,570	8,662	-	125,288
Maverick	7,842	9,184	9,778	9,179	7,550	7,564	3,578	6,384	10,094	6,131	6,614	-	83,898
Ford Mustang	3,960	5,159	4,152	2,509	5,726	7,896	4,596	7,028	6,294	6,281	6,020	-	59,621
Ford GT	18	19	23	20	21	21	20	21	17	16	19	-	215
Ranger	6,890	5,508	8,871	6,974	4,386	4,934	1,279	5,677	5,014	3,746	3,378	-	56,657
Bronco	12,938	8,462	14,953	12,237	11,124	12,946	3,398	15,092	13,318	11,467	12,285	-	128,220
Mustang Mach-E	6,054	4,755	7,343	4,935	6,020	4,846	7,872	4,865	8,121	8,534	8,367	-	71,712
Ford F-Series (F-150)	43,386	21,402	50,737	34,891	52,076	46,311	43,754	57,817	53,583	47,306	52,722	-	503,985
Ford F-Series (Super Duty)	11,088	19,558	23,848	30,003	27,329	30,807	17,530	34,686	29,906	33,048	29,444	-	287,247
Ford Expedition	2,042	1,241	4,476	7,195	8,921	6,202	5,008	6,860	5,443	8,647	7,969	-	64,004
Lincoln Navigator	685	388	1,244	1,857	2,308	1,634	1,275	1,782	1,355	2,109	1,968	-	16,605
Ford Explorer	24,739	13,273	30,197	21,986	18,301	17,366	26,845	14,510	19,066	23,320	22,400	-	232,003
Lincoln Aviator	2,297	1,426	3,472	2,739	1,870	1,963	3,394	1,564	2,114	2,303	2,289	-	25,431
Ford Transit	9,751	6,679	17,148	13,486	11,807	6,474	6,262	13,022	10,025	12,441	12,634	-	119,729
Ford Escape	15,822	13,857	21,862	16,491	11,750	20,068	8,664	21,154	19,665	17,437	13,853	-	180,623
Lincoln MKC	2,627	3,193	3,263	2,970	2,128	3,985	1,625	4,001	3,940	3,783	2,825	-	34,340
Ford Edge	8,283	10,433	15,647	13,228	3,044	7,484	4,869	9,688	5,282	5,140	11,263	-	94,361
Lincoln MKX	1,552	2,618	4,224	3,559	742	2,727	1,182	2,426	1,554	1,087	2,698	-	24,369
Ford Econoline	1,485	1,828	1,883	4,771	3,436	4,091	3,020	2,503	4,443	4,215	3,494	-	35,169
Medium Truck	526	649	763	1,764	1,864	888	970	1,867	1,684	1,582	1,546	-	14,103
Stripped Chassis	1,161	746	2,320	1,878	1,731	1,875	1,878	1,162	2,146	2,544	2,057	-	19,498
Total Production	177,782	140,638	241,256	203,228	192,290	200,457	153,401	226,987	214,825	213,707	212,507	-	2,177,078